

ANNUAL REVIEW 25 Bringing ideas to life

# CONTENTS

Chairman's Statement	4-5
Financial Review	6-7
Directors and Non-Executive Directors	8-9
Regional Directors and Senior Management	10-11
Headquarters and London Office	12-13
Eastern Region	14-27
Northern Region	28-41
Southern Region	42-55
UK and Overseas Exhibitions	56-57
Weston Business Centres	58-59
Stansted Environmental Services (SES)	60
Health and Safety	60
Environment	61
Our People	62-63
Quality Assurance and Customer Service	64
Our Business Partners	65
Partnership Housing	66-67
In The Community	68-71
In The Media	72-75
Accounts	76-77
Contacts	78-79







### **CHAIRMAN'S STATEMENT**

### Welcome to the Corporate Review 2015

2015 has seen further significant improvements in the housing market. The number of reservations and completions has dramatically increased and we have never had a period in history where a government has been so progressive towards the housing industry.



### LAND

During the period to 31 July 2015 the Group invested a record £62.5m in land. In the months that followed further acquisitions have been made taking our land in production to very high levels. We have seen a slight easing in planning sentiment due to government action and as a result many more land opportunities have become available to us. However, as always land is at a premium and it is only the highest bidder that is successful. We have made commitments to acquire further sites in the second half of the current financial year as we continue to invest for growth.

### PLANNING

The planning system continues to be complicated and unnecessarily long winded. I am afraid to say that despite the efforts of the government the red tape not only gets longer but more frustratingly gets wider. The section 106 agreements are overly complex and are increasingly going far beyond town and country planning where there is a continual move to try and control people's lives even after a development has finished.

I have to welcome the government's efforts to try and streamline systems by abolishing the Code for Sustainable Homes and replacing it with increased building regulation. This enables us to work off of a more level plaving field and reduce the wasted energy in negotiations with local authorities on an individual basis.

### **SALES**

The general market during the period has been one of the strongest for many years. There has been a post-recession increase in demand fuelling our prices in certain areas. I am pleased to report that our sales reservations have never been as buoyant in the entire history of the Group, outstripping our ability to supply. This in turn leads us into a very strong forward sales position. During the year we continued to take advantage of the government's Help to Buy Scheme and can report 28% of all Group sales went through this route.

There has been a lot of discussion in the media regarding housing supply and the "overheating of the London market". This overheating is in prime and super prime areas, as a business we have for a long time steered away from these areas and have continued to do so coming out of recession. We have embarked on a clear focus to produce homes that are affordable to ordinary people and therefore when we are acquiring land we do not want to be in a market place where sales values exceed £1,000 per sq ft, with our target audience being £300 - £800 per sq ft,

Our position in the market when combined with our land buying has set the business on a firm and very steady route for continual sales growth and in turn expansion of the Group.

### FUNDING

We continue to enjoy a great relationship with our banking partners in HSBC and Lloyds Banking Group. During the year we increased our funding facilities from £100m to £120m and we are very appreciative of the support that is provided by them. During the year the Bickel family invested a further £0.5m in preference shares once again demonstrating their continued commitment to the business, which we thank them for.

### COMPANY

Some while ago we took the decision to evolve the Group into three regions from a single trading entity. I am pleased to say that the Board of Directors of those regions are all fully in place and we are starting to get into a solid rhythm of development process within these three regions. This of course gives us ample opportunity for growth as we approach the next 2, 3, 4 years and beyond.

In June 2015 we opened a new corporate office in London's Portman Square. This office was opened in order to capitalise on the West End's global clientele and strong property and investment communities. It is used to showcase the Group and its projects to a diverse range of audiences including investors, agents, bankers, landowners, joint venture partners, premium clients and multiple purchasers.

In previous years I reported that we joined the 5% Club when we had already exceeded 5% but wanted to emphasise the issue of the skill shortage within the industry. The skills shortage is one of the largest threats to our growth as a Group and to the nation failing to meet its targets. It is not so much a shortage of semi-skilled workers but more the highly skilled i.e. the project managers, engineers, surveyors etc. those that have achieved skills from experience. As a business we decided to move on past the 5% and I am pleased to say this year 10% of the entire staff are new members of our CareerStart programme and I would urge anyone in the industry to follow our example. If every area of our industry whether it be developers, subcontractors or advisors were to follow the same policy, then within a relatively short period of time we can eradicate the danger of the skill shortage.

We are delighted to say that Weston Group have once again been awarded its eighth consecutive Gold Medal Award at RoSPA reflecting the excellent health and safety standards and the Group's low accident rate. It is imperative that we all continue to ensure the highest standards of safety, not only of our own staff, but also anyone around us.

During the year we added two new members to the Group Board. Jonathan Lewis was promoted to Group Sales and Marketing Director and Jane Stock was promoted to Group Director responsible for HR whilst retaining her role as Managing Director of Weston Business Centres. This expansion to the Board gives a greater depth of experience and balance to day to day decisions. In September 2015 Les Trott joined the Weston Homes Board as Quality Assurance and Customer Service Director underlining our commitment to the importance of these areas.

### **BUSINESS CENTRES**

The occupancy levels continue to rise and in particular Colchester is getting a better rate of return not only in occupancy but also on income. Stansted remains at its consistently high level of occupation and the re-developed and improved conference centre is starting to take increased revenues.

### **STANSTED ENVIRONMENTAL SERVICES (SES)**

SES continued to grow and prosper and hit record levels of turnover and profit in the last financial year. The Board would like to congratulate both John Carpenter, the Managing Director and his team on their outstanding performance. As the market improves there is even more scope for SES to grow and we wish them every success in their endeavours.

### FUTURE

Since the financial year end, we have continued to invest heavily in land and expect this investment to be considerably higher in the coming year. We have an ambition to grow the business and we are now targeting an operational business that produces more than 1,000 homes per annum. Even with this growth we still have an ability to expand the business further and we are very confident in the market for the foreseeable future. Investment will be key and we will be taking the necessary steps to ensure that the funding is in place to support the drive and commitment of the business to capitalise on the market.

I would like to finish by thanking the Weston Homes team in continuing with the ethos of the Group that enables it to grow whilst ensuring that we produce the best quality product at the most competitive price, whilst delivering the highest level of service to our customers.

**Bob Weston** Chairman and Managing Director



### FINANCIAL REVIEW

Year ended 31 July 2015



**Stuart Thomas** Group Finance Director

The Group had an exceptional year in 2015 exceeding all expectations. Sales reservations and completions were significantly higher than at any other time in the Group's history. This, coupled with an increase in our banking facility to £120m, gave us the ability to invest in a significant amount of land for future development. This was a record year in many respects and I am delighted to be able to report such a strong set of results. I am very confident that the coming years will continue to see a substantial growth in the Group.

2011

2012

2013

### **FINANCIAL HIGHLIGHTS**

- Record number of sales reservations at 845 units. up 15%
- Record number of sales completions at 617 units. up 15%
- Forward sales at 31 July up 76% to £167.9m
- Turnover of £138.5m, the highest for 10 years
- Profit before tax of £14.1m, the highest for 10 years
- Net assets up 25% to £34.5m
- Banking facility increased to £120m
- £62.5m spent on land, the highest level in any financial year
- Net debt increased 38% to £76.5m

Turnover, profits and net assets were all substantially higher than last year on the back of a record number of sales completions in the Group's core residential property development business. Similarly the conferences and serviced offices and environmental consultancy businesses reported improved results which also helped to contribute to this year's success. Forward sales were also significantly higher by the year end putting the Group in a very strong position going forward.

The Group's success arose directly from the extremely buoyant property market in the South East of England. The number of sales reservations taken of 845 units was not only 110 more than last year but also significantly ahead of budget, which resulted in an exceptionally high level of forward sales of £167.9m. Prices achieved for these units were also consistently better than expected which was in part due to the quality of the product offering but fundamentally the result of demand for new residential properties in the South East of England far outstripping supply.

Property completions achieved during the year amounted to 617 units which represents an increase of 15% compared to last year. This was a record level for the Group and on the back of it, turnover increased by £22.0m to £138.5m. Profit margins at both the gross and operating levels also significantly improved due to a better mix of units sold. More units were delivered on developments with higher margins relative to 2014 coupled with fewer sales of low margin affordable housing units.



### THE GROUP'S SALES **RATE IMPROVED** AGAIN

Net private reservations per active development increased from 1.59 units per week last year to 1.99 units per week

With the Group positioning itself to accommodate continued growth the average number of employees increased from 210 to 268. As a result administrative expenses at £16.2m were £2.9m higher than last year. Interest payable and similar charges also increased from £1.6m to £1.9m.

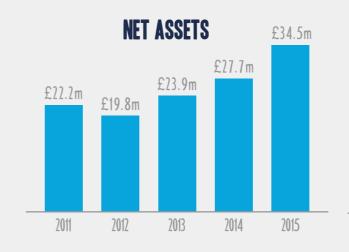
At £14.1m profit before tax was £7.5m or 115.6% higher than last year. With a tax charge of £4.8m and a £2.5m ordinary dividend, £6.8m of profit was retained in the business resulting in net assets increasing from £27.7m to £34.5m. The effective tax rate of 33.8% was disproportionately high due to a £1.8m adjustment in respect of prior periods.

During the year the Group generated a significant amount of cash, a large proportion of which was reinvested back into land for future development. In the year the Group purchased £62.5m of new development sites, this is the highest level spent on land in any financial vear and £26.6m higher than 2014. This gave rise to an overall net cash outflow of £2.6m and helped to increase the number of units in the development cycle from 1.235 to 1.674 at July 2015.

This year has once again seen increased support from our major stakeholders. Our two banking partners, HSBC and Lloyds Banking Group increased our facility from £100m to £120m to support the continuing growth of the business. In addition the Bickel family has increased its investment in the business with Stephen and Leigh Bickel purchasing a further £0.5m of preference shares. In the past three years the Bickel family have increased their holding of preference shares by £3m. The continued support shown by all our stakeholders is greatly appreciated by the Board.

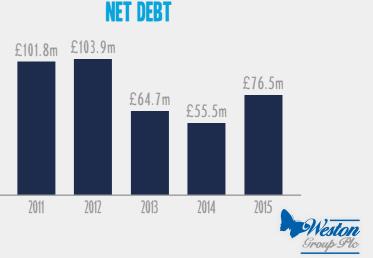
The past year has seen an excellent trading performance by the Group and I am delighted to deliver such a strong set of financial results. With the extraordinary level of forward sales the focus in the near future will be on building out the existing development sites in order that the cash tied up in these sales can be delivered back into the business as guickly as possible. The property market has been extremely buoyant in the past twelve months which has been fundamental to the Group's success. I am confident that with such a robust market together with the substantial investment in land the Group will grow further in the coming years.

**Stuart Thomas** Group Finance Director



### TURNOVER £138.5m £115.3m £116.4m £88.3m £87.9m

2014



### WESTON GROUP PLC - DIRECTORS



Bob Weston (60) Chairman and Managing Director

Having previously worked for Fairview New Homes and a number of other companies in the industry. Bob took his considerable experience in the building industry to set up what has now become Weston Group Plc.



Stephen Bickel (48) Group Administration Director

Appointed as Administration Director of Weston Homes Plc in 1990. Stephen previously worked for Fairview New Homes and Abbey Plc. He gained his degree in Quantity Surveying in 1996 and was appointed a Director of Weston Group Plc in 2001.



Stuart Thomas (46) **Group Finance Director** 

Stuart is a chartered accountant and held positions with Headway Plc and Hepworth Plc before joining Weston Homes Plc as Financial Controller in 2002. He was appointed Finance Director of Weston Homes Plc in 2004 and Weston Group Plc in 2008.





Michael joined Weston Homes Plc as Commercial Director in 2002. Prior to this he was a Director of Berkeley Homes (Oxford and Chiltern). He was appointed a Director of Weston Group Plc in 2008.



Jim Wood (55) Group Construction Director

With over 30 years' experience and having held Director roles at Mace Ltd and Dandara Ltd. as well as a number of other senior positions in the UK and UAE, Jim joined Weston Group Plc in 2014 as Construction Director.

### Jane Stock (48)

Jane joined Weston Homes over 20 years ago and is qualified with the Chartered Institute of Personnel and Development. She is Managing Director of Weston (Business Centres) Limited. Director of Weston Homes Plc and was appointed a Director of Weston Group Plc in 2015.

Jonathan Lewis (46)

Jonathan joined Weston Homes in 2009 having previously held senior sales roles with **Countryside Properties and** Barratt Homes. He was appointed a Director of Weston Homes Plc in 2011 and Weston Group Plc in 2015.

### Group Organisational Development Director Group Sales and Marketing Director

# **NON-EXECUTIVE DIRECTORS**



#### **Richard Downing** Non-Executive Director

Appointed a Director of Weston Group Plc in 2001. Richard was formerly senior partner at Nockolds Solicitors. He is also Chairman of Blueprint Collections Limited.

### DIRECTORS



John Carpenter Managing Director of Stansted Environmental Services Ltd

John joined SES in 2006 and has experience in both the public and private sector at Senior Management level, overseeing a number of large projects, to ensure that the end product is suitable for its intended use.



Scott Rainger Technical Director of Weston Homes Plc

Scott joined Weston Homes in 2001 to head up the Technical Team having held various technical positions in the industry. He was appointed a Director of Weston Homes Plc in 2004.



#### Martin Chapman Non-Executive Director

Appointed a Director of Weston Group Plc in 2012. Martin was formerly the Head of Corporate Banking for HSBC Bank Plc, London. He is a Director of 96 CEL Limited, a Non-Executive Director of The Erith Group, a Non-Executive Director of The Fulham Shore Plc and Senior Advisor to MXC Capital (UK) Limited.



#### Stephan Miles-Brown Ion-Executive Director

Appointed a Director of Weston Group Plc in 2014. Stephan was an equity partner of Knight Frank. Previously a member of the Residential Division Board, a former member of the Executive Committee and currently serving on the London Board of the RICS. He set up his eponymous consulting firm in 2014.



Les Trott Quality Assurance and Customer Service Director of Weston Homes Plc

Les joined Weston Homes in 2013 to head up the Quality Assurance and Customer Service team and has over 20 years of customer service experience. He was appointed a Director of Weston Homes Plc in 2015.



### **REGIONAL DIRECTORS**



Joel Giblenn **Regional Technical** Director (Eastern)



Kevin Matthews **Regional Commercial** Director (Eastern)



Gary Newsome MD Designate/Regional Construction Director (Eastern)



Nancy Rutherford Regional Sales Director (Eastern)



David Bumfrey Regional Construction Director (Northern)



Ashley Gale **Regional Sales** Director (Northern)



Mark Hughes MD Designate/Regional Commercial Director (Northern)



Scott Rainger Technical Director of Weston Homes Plc



Paul Appleby **Regional Technical** Director (Southern)



**David Harris Regional Commercial** Director (Southern)





Dave Walker **Regional Sales** Director (Southern)

### **SENIOR** MANAGEMENT



Head of

Estimating

**Alix Nicholson** 

Company

Secretary

Barrie Quin

Engineer



David Hartwell Steve Hatton Head of Desian

**Graham Huntley** Quality Assurance and Customer Service Manager





Rob Nye Quality Assurance and **Customer Service Manager** 



James Sargeant Financial Controller



Paul Shadbolt Build Manager



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**Tony Pendrigh** 

MD Designate/Regional

Construction Director (Southern)



Dave Adam Build Manager



Tony Birchall Build Manager





Graham King Group Systems Management Executive



Peter Luder Head of Planning



**Kevin Poulton** Quality Assurance and **Customer Service Manager** 



Dawn Wylie Senior Land Manager





Rob Oakes Financial Accountant





Silvio Petrasso Health. Safety and Environment Manager



John Sibley Manager



### **CORPORATE HEADQUARTERS** THE STANSTED CENTRE

The Stansted Centre is a development which was designed and built by Weston Group and is the company's Corporate Headquarters. The Centre accommodates 206 members of staff and the remainder of the building is rented out as serviced offices giving the company the ability to take back much needed space as it continues its expansion.

The Centre provides prestigious accommodation which includes a large range of meeting rooms, a state of the art conference centre and recently refurbished gymnasium complete with luxurious changing facilities. Within the large glass atrium that runs through the centre of the building, staff and clients alike have access to the street-styled café.

The location of the Centre close to Stansted Airport benefits from excellent train connections to London Liverpool Street and is within easy reach of the M11 which makes it is an ideal base for the Corporate Headquarters of the Weston Group.



### LONDON OFFICE

In June 2015, the Weston Group opened a new corporate office in Marylebone's Portman Square, in order to capitalise on the West End's alobal clientele and strong property and investment communities.

Located at 10 Portman Square, the new ground floor corporate office has a multi-functional role. It is used to showcase the company and its projects to a diverse range of audiences including investors, agents, bankers, landowners, joint venture partners, premium clients and multiple purchasers.

The office has its own private street entrance and quests can also enter via the building's main stunning double-height entrance fover with concierce. Inside the suite, the main space is Weston Homes branded with bespoke dark oak joinery and a central display area showcasing scale models of the Company's various projects.

To one side of the model area is a lounge seating area with sofas, side and coffee tables around a bespoke fireplace with wall mounted cinema-style touch screen. Here visitors are able to relax, view corporate videos or interfacing presentations of individual new developments.

Double doors lead up to a large conference/dining space, with a large sculptural central table fitted with power/data stations, able to accommodate up to 14 people. This conference/meeting room is equipped with a plasma screen for media presentations and video conferencing. There is also a "back of house" facility which includes a private sales/staff office and fully fitted kitchen.



investment communities." - Bob Weston





"Due to the scale of their operations and staff numbers, many major house builders, including ourselves, have their head office located outside of Central London. However many of our investment, land and other commercial meetings and deals are made with firms and people who are West End based or visit the locality frequently. This is why we felt that a multi-functional corporate suite in the heart of the West End would be useful for engaging with our target audiences and would give us a strong brand presence in the heart of London's property and



# EASTERN REGION

Overview of Area Current Developments	15 16
Morello Quarter, Basildon	16
Hawkins Wharf, Colchester	17
Meridian, Dagenham	18
Park View, Hornchurch	19
Waterford Place, Dartford	20
Highbanks, Southend-on-Sea	21
Future Developments	22
Dovers Corner, Rainham	22
Marrable House, Great Baddow	23
Langley Square, Dartford	24
Southpoint, Southend-on-Sea	25
Abbey Road, Barking	26
Roman Road, Mountnessing	27

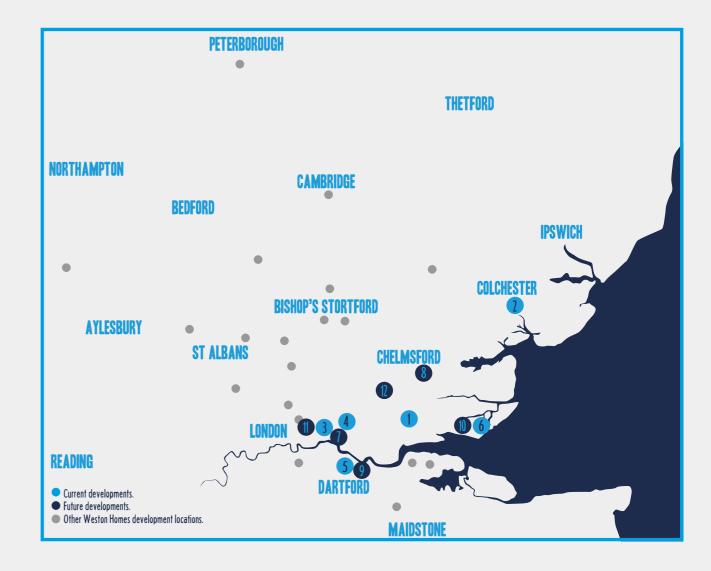


Joel Giblenn **Regional Technical Director** 

Kevin Matthews Regional Commercial Director Gary Newsome MD Designate/Regional Construction Director



**CURRENT AND FUTURE DEVELOPMENTS MAP** 



### **CURRENT DEVELOPMENTS**

- 1. Morello Quarter, Basildon
- 2. Hawkins Wharf, Colchester
- 3. Meridian, Dagenham
- Park View, Hornchurch
- Waterford Place, Dartford 5
- 6. Highbanks, Southend-on-Sea

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### **FUTURE DEVELOPMENTS**

- 7. Dovers Corner, Rainham
- 8. Marrable House, Great Baddow
- 9. Langley Square, Dartford
- 10. Southpoint, Southend-on-Sea
- 11. Abbey Road, Barking
- 12. Roman Road, Mountnessing





### CURRENT DEVELOPMENTS

### **MORELLO QUARTER**

### CHERRYDOWN EAST, BASILDON, ESSEX, SS16 5GJ

Number of homes - 426 Types of homes - One and two bedroom apartments

Currently Weston Homes' largest project to date, this popular development was launched back in October 2008. Following the fourth and final phase being released in May 2014 of 209 apartments which all featured a new upgraded specification; all the apartments are now fully reserved.









The development attracted interest from investors and with the Government backed 'Help to Buy' scheme, Morello Quarter has also been extremely appealing to first time buyers, providing affordable homes in a desirable location, which offers plenty of amenities and excellent commuting services to Central London.

Basildon District is a prosperous business location and has in recent years seen significant inward investment and increase in employment. Throughout Basildon District there are major developments planned estimated to total nearly £2 billion. Coordinating and promoting this programme of investment is the Basildon Renaissance Partnership which was set up in 2003 by Basildon District Council. Its partners also include the East of England Development Agency, English Partnerships, Essex County Council, and the Thames Gateway South Essex Partnership with support from the Department for Communities and Local Government.

### HAWKINS WHARF HAWKINS ROAD, COLCHESTER, ESSEX, CO2 8YP

Number of homes - 237 Types of homes - One, two and three bedroom apartments and three bedroom houses with commercial units

Situated on the River Colne, the development has proved popular with first time buyers, downsizers and particularly investors seeing an opportunity to own a property in close proximity to the University of Essex, one of the UK's leading academic institutions, which attracts students from around the world. The development is now fully reserved.

An exquisite collection of luxury apartments with contemporary fittings, fully integrated appliances and allocated parking spaces to selected units. Stunning high specification townhouses with all the same benefits as the apartments but with the added bonus of private gardens, provide an alternative choice of living style.

Hawkins Wharf is located in Colchester, the oldest recorded town in Britain. Colchester has a history stretching back two thousand years and the town has remained prosperous to this day, with a host of historic buildings dating back to medieval times.







Within the town, the cobbled streets of Eld Lane and Trinity Street are full of character filled shops, boutiques and coffee houses. Larger retail outlets can be found in and around Culver Square and Lion Walk. Colchester is full of interesting eateries; wine bars, bistros and restaurants to excite all palates.

Culturally, Colchester Arts Centre covers blues, jazz, folk, rock and comedy, whilst the Lakeside, Mercury and Headgate theatres put on plays both historic and contemporary. Alternatively, enjoy the latest blockbuster movies at the Odeon cinema, rounding off the evening at one of the many varied nightclubs. Museums and art galleries provide a stimulating way to spend an afternoon; explore the well-preserved Colchester Castle and the Castle Museum, The Natural History Museum or the Minories art gallery.

Sporting activities are well catered for; golf, tennis, canoeing, sailing, croquet and bowling are available within three miles. Closer to hand are Colchester Leisure World (fitness and fun pool, flumes, indoor and outdoor sports) and Aqua Springs (steam baths, spas and saunas). Sports fans might enjoy a Saturday watching Colchester United Football Club, at the new modern Weston Homes Community Stadium.





### MERIDIAN CROWN STREET, DAGENHAM, ESSEX, RM10 9UB

Number of homes - 46 Types of homes - One, two and three bedroom apartments and two and three bedroom houses

Meridian offers comfortable affordable homes, all beautifully finished and offering a high specification throughout, in a very sought after area of Essex. Appealing to both first time buyers and families alike, the development proved to be a popular choice as it was sold out before any official sales launch.

With the superior quality synonymous with Weston Homes. Meridian offers homes of individuality, character and comfort, Each house and apartment benefits from a large array of high specification choices from designer kitchen units and worktops. to carpets, flooring, internal doors and tiles, enabling a bespoke home to suit individual tastes and style.

There is a wide range of schools and colleges nearby including three primaries within a five minute walk of Meridian. Neighbourhood state secondaries include All Saints Catholic School and Technology College, Dagenham Park C of E and Robert Clack School of Science. Local independent schools include Raphael, Goodrington, Eastcourt and Ilford Grammar School. Nearby Barking and Dagenham College offers further education courses and London offers 21 universities - many of them outstanding. Meridian is well situated for healthcare. within a guarter of a mile residents will find three health centres, a medical practice, and Grays Court Community Hospital, Also, Barking Hospital is just two miles away.





### **PARK VIEW** DUKES HALL, HORNCHURCH, ESSEX, RM11 1GR

Number of homes - 58 **Types of homes** - One and two bedroom apartments

Another successful development which sold out within just two weeks of opening.

Park View is a stunning peaceful mix of one and two bedroom apartments all with superb high specification, conveniently located with excellent transport links and all the benefits of a prosperous suburban town.

Hornchurch sits in the London Borough of Havering - close to Central London, yet with its own identity. Once part of a medieval Royal Manor. Hornchurch today bustles with activity.

Minutes from Park View, residents' families can enjoy playgrounds, tennis courts, gyms, and Hornchurch Sports Centre with its swimming pool and fitness suite. Nearby country parks at Harrow Lodge. Eastbrookend, Hylands and Lodge Farm are perfect for jogging or dog walking. Golfers can take pleasure in the greens at Upminster, Romford, and Risebridge. Havering offers six independent schools, including the local Frances Bardsley Academy For Girls (ages 11 to 18) and Raphael Independent School (ages 4 to 16). On your doorstep, state schools include Hylands Primary (ages 5 to 11), The Albany School (ages 11 to 16), and Havering Sixth Form College (ages 16 to 19). Park View is peaceful - but it is not isolated. A five minute walk is all it takes to reach the excellent local bus routes. A twenty minute walk away, Elm Park Tube Station provides easy access to the District Line and Romford Mainline Station offers access to the heart of London.

The development appealed to first time buyers, couples and professionals, benefiting from country and London life.







### WATERFORD PLACE

### PRIORY ROAD (NORTH), DARTFORD, KENT, DA1 2BW

Number of homes - 117 Types of homes - One and two bedroom apartments and three bedroom houses

The second phase was released in August 2015 and is now fully reserved. An ideal purchase for first time buyers, investors and families as well as those looking to down-size. Waterford Place is set in the heart of the Thames Gateway offering quick and easy access to London. Kent and mainland Europe via Fbbsfleet International station.



A stylish 'new community' development boasting allocated parking, communal and private gardens; Waterford Place with its beautiful landscaped areas and riverside setting, is one of the most idyllic places to call home. With Dartford undergoing a major regeneration project, with a £94 million revamp of the town centre to a stunning 4,000 capacity football stadium at Princes Park, the transformation of the borough is well and truly underway, making it the perfect time to be part of the change.

Within close proximity to Waterford Place you will find a variety of parks and open spaces including Dartford's Central Park. Comprising of some 26 acres with the picturesque River Darent running along the parks boundary, it offers a picturesque and tranquil escape for all to enjoy. Also close to hand is Dartford Heath, an area of outstanding natural beauty covering 314 acres, which is home to a wonderful variety of wildlife and perfect for relaxing family walks and jogging alike. Educational establishments in the area are outstanding with a mix of high performing primary and secondary schools, notably Dartford Grammar School and Wilmington Grammar School. Also within easy reach is the top performing Northwest Kent College which offers a variety of further education opportunities.

Waterford Place is just a couple of miles from Bluewater, one of Europe's largest shopping complexes and the ultimate destination for shopaholics, with a mix of high street chains and specialist designer outlets. Lakeside Shopping Centre at Thurrock is also within easy reach. as is the Orchards Shopping Centre in Dartford located just under a mile away. In addition, Bluewater and Lakeside have an extraordinary number of eateries, offering a variety of tastes to suit every palette as well as entertainment, cinemas and a wealth of leisure activities.



### HIGHBANKS SOUTHCHURCH AVENUE, SOUTHEND-ON-SEA, ESSEX, SS1 2LB

Number of homes - 97 Types of homes - One, two and three bedroom apartments and duplexes

Highbanks is a striking modern development with magnificent views over the Thames Estuary, launched in November 2015.

The development features the renovation of Essex House and also a new build development which together will house one, two and three bedroom apartments and duplexes. All apartments are finished to Weston Homes' high specification with a choice of finishes and guartz stone worktops as standard.

Southend-on-Sea is an energetic town full of attractions for both young and old with world-class productions at Cliffs Pavilion and numerous art galleries and music venues. Known for its expanse of stunning beaches and the longest pleasure pier in the world, Southend-on-Sea is a great place to call home.









### FUTURE DEVELOPMENTS

### **DOVERS CORNER**

BOOMES INDUSTRIAL ESTATE, DOVERS CORNER, RAINHAM, ESSEX, RM13 8QT

Number of homes - 56

Types of homes - Two bedroom apartments and three bedroom houses forming part of a wider regeneration project of 395 dwellings

Close to the village of Rainham in Essex, this development will be part of a much wider regeneration scheme creating a new community. Benefiting from close links to Rainham station, London Fenchurch Street station can be reached in under half an hour on the C2C line.



### MARRABLE House

### THE VINEYARDS, GREAT BADDOW, ESSEX, CM2 7PE

Number of homes - 53 Types of homes - One and two bedroom apartments

Weston Homes will totally transform the site of the redundant and vandalised Marrable House to create a new community within Great Baddow; the scheme is surrounded by open space, and looks to rejuvenate the area. The site will comprise two new buildings of one and two bedroom apartments encompassed by a landscaped garden area and will benefit from a residents' car park.

Great Baddow is a thriving village which benefits from a bustling local shopping centre and a number or pubs and cafés. Its close proximity to the city of Chelmsford provides excellent commuter links to London, as well as access to an array of shops, restaurants and entertainment venues.





### LANGLEY SQUARE MILL POND ROAD, DARTFORD, KENT, DA1 5LR

Number of homes - 400 Types of homes - One, two and three bedroom apartments with commercial units

Langley Square is a vibrant development of waterside apartments situated in the sought after town of Dartford in Kent. The original 7.59 acre Mill Ponds site, once part of the Victorian era Wellcome Pharmaceuticals factory, the area will be transformed into a stunning development which will be launched in Spring 2016.

The site has a rich past and is significant in Dartford's industrial history. Originally a paper mill which was later acquired by Wellcome and Boroughs, it was during this time they pioneered the pharmaceutical trade in Dartford and the factory's unique location was extremely beneficial to the company as supplies could easily be transported up the creek to its very own wharf. The site was later sold to GlaxoSmithKline and was in use until 2008.

The new development will comprise a mixture of one, two and three bed apartments, The Mill Pond and river setting will provide attractive water features for the adjoining homes and the leafy garden suburb inspired design will create a highly attractive place to live. The site will also feature a new local centre and communal spaces serving the community.





Langley Square benefits from its ideal location just a stone's throw away from Dartford railway station providing easy access to Central London in around 45 minutes. Situated inside the M25 motorway and under 20 miles to Central London by car, Langley Square will be ideal for families and couples wanting to live in a leafy garden suburb setting with excellent links to the City.

the development's stunning. Fach of beautifully designed homes feature contemporary open-plan living areas, including superb bespoke designer kitchens, and beautiful high specification bathrooms. all finished to the highest quality.





### SOUTHPOINT

SUTTON ROAD, SOUTHEND-ON-SEA, ESSEX, SS2 5PE

Number of homes - 97 Types of homes - One and two bedroom apartments

Southpoint is a stunning modern development set within the vibrant town of Southend-on-Sea. Situated within close distance of the town centre and seafront this development will be launched in Spring 2016.

The attractively designed apartments are set across two buildings and the majority feature balconies or terraces. Each apartment comes with an underground allocated parking space and benefits from internal lifts.

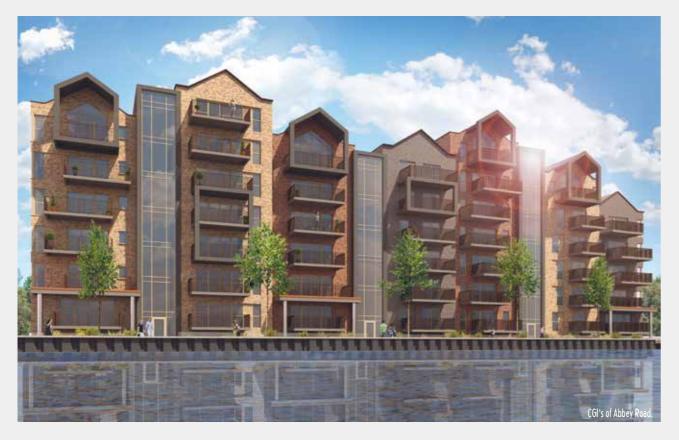
Within easy reach is a thriving lifestyle with an exciting mix of wine bars, theatres and nightclubs to tempt you out; alternatively, enjoy the peace and quiet of the award-winning beaches or walk along the promenade.

The development is superbly situated for commuting as London Liverpool Street is just a 55 minute journey time from Southend Victoria. Motorists can reach Chelmsford in 20 minutes, with Colchester a further 20 minutes journey; whilst the M25 is around half an hour away.



### **ABBEY ROAD** ABBEY ROAD, BARKING, LONDON, IG11 7BT

Number of homes - 118 Types of homes - One and two bedroom apartments



Situated on the waterfront of the River Roding in Barking, East London Abbey Road is an exciting new development launching Winter 2016.

Set over two buildings, the apartments will benefit from balconies or terraces and large feature windows to some plots maximising the views of the stunning riverside location.

With airy open-plan living spaces and a design to maximise space throughout, the apartments at Abbey Road will have a spacious feel. With parking and cycle storage on site and the development's close location to the centre of Barking, residents will benefit from the wealth of amenities both within walking distance and those a short drive away.

Barking is situated just off the A13 and North Circular roads providing excellent transport links to Central London and North London. Barking benefits from a railway station connecting it with London Fenchurch Street and the coast at Southend-on-Sea and also has an overground station.





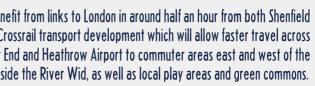
### **ROMAN ROAD**

ROMAN ROAD, MOUNTNESSING, ESSEX, CM15 OTR

Number of homes - 85 Types of homes - Two, three and four bedroom houses

Situated in the popular village of Mountnessing, this development will benefit from links to London in around half an hour from both Shenfield and Ingatestone station, and Shenfield Station is also a part of the future Crossrail transport development which will allow faster travel across London and the South-East, connecting the City, Canary Wharf, the West End and Heathrow Airport to commuter areas east and west of the Capital. The scheme will include a woodland area and pocket park alongside the River Wid, as well as local play areas and green commons.







# NORTHERN REGION

Overview of Area	29
Current Developments	30
Evron Wharf, Hertford	30
Silverbrook, Markyate	31
St. Catherine's Grange, Clavering	32
Coopers Place, Sible Hedingham	33
Garden Row Apartments, Welwyn Garden City	34
Middletons Row, Bishop's Stortford	35
Grand Central, Cambridge	36-37
Future Developments	38
Nightingale Rise, Buckingham	38
Station Road, Baldock	39
Southmill Road, Bishop's Stortford	39
The Gables, Peterborough	40
Coldhams Lane, Cambridge	41



David Bumfrey Regional Construction Director



Ashley Gale Regional Sales Director

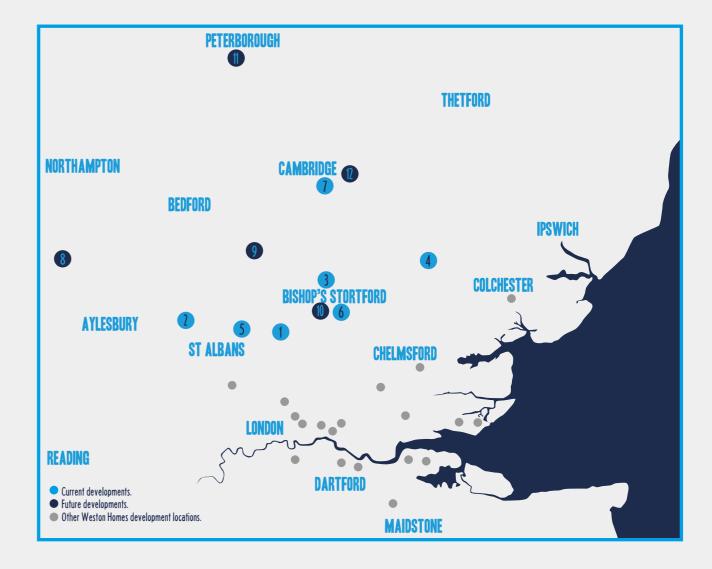


Mark Hughes MD Designate/Regional Commercial Director



Regional Technical Director

### **CURRENT AND FUTURE DEVELOPMENTS MAP**



### **CURRENT DEVELOPMENTS**

- 1. Evron Wharf. Hertford
- Silverbrook, Markyate 2.
- 3. St. Catherine's Grange, Clavering
- Coopers Place, Sible Hedingham 4
- 5. Garden Row Apartments, Welwyn Garden City
- 6. Middletons Row, Bishop's Stortford
- 7. Grand Central, Cambridge

### **FUTURE DEVELOPMENTS**

- 8. Nightingale Rise, Buckingham
- 9. Station Road, Baldock
- 10. Southmill Road, Bishop's Stortford
- 11. The Gables, Peterborough
- 12. Coldhams Lane, Cambridge





### **CURRENT DEVELOPMENTS**

### **EVRON WHARF** MARSHGATE DRIVE, HERTFORD, HERTFORDSHIRE, SG13 7AJ

Number of homes - 182 **Types of homes** - One, two and three bedroom apartments

A stunning collection of luxury apartments situated on the banks of the River Lea, in the highly desirable, pictures que town of Hertford. The development is now sold out.

Evron Wharf is a stunningly chic development that turns a serene, natural setting to its best advantage. Nestled against the leafy banks of the River Lea on the fringes of Hertford, this new community is taking shape.

one that is perfectly placed to explore both the surrounding greenbelt countryside and the charms of Hertfordshire's beautiful county town. Overlooking landscaped gardens, a central courtyard, the wildflower meadow and across to the river walkways, the apartments at Evron Wharf set a new benchmark in functionality, style and comfort, Offering a wide selection of exciting, design-led homes, with variations in both size and arrangement. Most come with underground parking and terrace or balcony space to capitalise on the river views. Whether you're a first or second time buyer, an upsizer or a downsizer, there's a home that is tailor-made for you giving you the opportunity to become a part of the special new community at Evron Wharf. All of the properties benefit from Weston Homes' signature high specification, with many enjoying river views and private outside space.

Waterside living in one of the county's most sought after locations, Evron Wharf is an enviable place to call home. The development benefits from great transport links via the nearby A10, and is also a short walk from Hertford East station, with train times into London Liverpool Street of just 52 minutes.









### SILVERBROOK HICKS ROAD, MARKYATE, HERTFORDSHIRE, AL3 8LJ

Number of homes - 73 Types of homes - One and two bedroom apartments and three and four bedroom houses with commercial units

Silverbrook is a stunning development located in an enviable address in one of England's most beautiful counties, with the superior guality synonymous with Weston Homes, Silverbrook offers homes of individuality, character and comfort.

An enchanting brook quietly twists and winds its way through the development with many homes benefiting from feature walkways over the brook itself, blending perfectly within its surroundings. Each home benefits from a large array of high specification choices from designer kitchen units and worktops, to carpets, flooring, internal doors and tiles, creating a bespoke home to suit the buyers' individual tastes and style.



The picturesque village of Markvate is located between Dunstable and Hemel Hempstead, just five miles away from Luton, Characterised with beautiful 16<sup>th</sup> century buildings, this quaint village offers local amenities in abundance making it very appealing to buyers.

Markvate houses many businesses: the High Street has a bank, a Post Office, a well-known local bakery (est. 1928) and bakers shop, a dispensing chemist, a well-stocked village store, a hardware and DIY store, a newsagent, an award winning restaurant, two pubs, two takeaways, three hairdressers and beauty parlours, luxury Tates Coaches (est. 1947) and an estate agent.

For the young there are Brownies, Beavers, Scouts and also a football and cricket club. Whilst for the young at heart there is the Good Companions 60-plus, All Age Choir, Methodist Sisterhood, bowls, over 50 fitness club, Markyate Health Walkers and Local History Society.

Today Markvate enjoys a real community spirit and is a great place to call home.





### ST. CATHERINE'S GRANGE

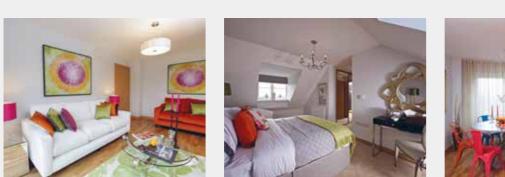
### JUBILEE WORKS, STICKLING GREEN ROAD, Clavering, Essex, CB11 4WA

Number of homes - 23 Types of homes - Two, three and four bedroom houses

Launched in February 2015 - all homes are now reserved with the last completion in October 2015.

A fabulous selection of contemporary homes in a beautiful village location. The houses offer a variety of styles from detached and semi-detached to terraced. Attractively designed to complement the stunning setting and offering superb contemporary living with a countryside flavour.







This charming boutique development lies on the outer fringes of Clavering, an idyllic village set deep in the Essex countryside and long considered a highly desirable place to live. Close to the borders of both Hertfordshire and Cambridgeshire in a rural region of rolling fields, meandering rivers and pretty lakes, Clavering is strategically placed for easy access to beautiful Saffron Walden and the extensive amenities at Bishop's Stortford. Country living rarely gets finer than this.

The village has a large playing field, with bowls and tennis facilities and children's play area. Adjoining Simon's Wood provides access to many countryside walks and the area has several accessible fishing lakes, which attract keen anglers. Clavering has a primary school and large village shop with a Post Office, and there is a long established garden centre/nursery as well as two well respected public houses.

Village clubs and societies include Clavering Players, an amateur drama company that began life in 1945 as Cheerio's Concert Party. Clavering Cricket Club plays on Hill Green and has done so since the turn of the 20<sup>th</sup> century.

With so much on offer, it's easy to see why this development appealed to both families and downsizers.









### **COOPERS PLACE**

SWAN STREET, SIBLE HEDINGHAM, ESSEX, CO9 3HP

Number of homes - 12 Types of homes - Three and four bedroom houses

Launched in November 2014 the development is now fully reserved.

A limited collection of homes that merges architectural design and character detail externally with 21<sup>st</sup> century contemporary living space and high energy efficiency internally.

At Coopers Place you will find handsome doublefronted styles, linked cottage-style homes, as well as detached homes. From traditional dormer style windows in some homes, to welcoming canopy porches in others, these homes offer a variety of choice and have been carefully thought-out with a balance of space, sleekly styled kitchens and gleaming bathrooms - finished to the demanding level of specification that defines a Weston's home.

Situated in the sought after village of Sible Hedingham, with Hedingham Castle silhouetted on the skyline, the village which was once home to residents from hop growers and blacksmiths to thatchers and straw-plait makers - is now home to new generations who are discovering village living is about excellent amenities, a relaxed ambience, and where a sense of history meets the best of modern living.

Located between Sudbury and the bustling town of Braintree, with good links to London via rail in Braintree, and road links to the A120 and A12; with Stansted Airport in close proximity the properties appealed to professionals and families keen to have access to a village location but with good links and amenities close to hand.



### **GARDEN ROW APARTMENTS**

### HOWARDSGATE, WELWYN GARDEN CITY, HERTFORDSHIRE, AL8 GJN

Number of homes - 22 Types of homes - One and two bedroom apartments

Working with Plutus Estates Ltd. Weston Homes created a prestigious development set inside the historic Howardsgate building which overlooks the central civic green square that forms the heart of Welwyn Garden City. The development has now fully sold and it is easy to see why. With its refreshing feel of open space, gardens and fountains, and long tree-lined boulevards, the setting for the Garden Row Apartments reflects the values of the Garden City at its most iconic.

Inside and out these are homes crafted to reflect both heritage and high calibre modern living. Pleasing proportions, handsome red brick Neo-Georgian architecture and delightful stonework details make a wonderfully welcoming first impression, while light-filled, energy efficient interiors make an exceptional living space.

Named in honour of Sir Ebenezer Howard, the founder of the garden city movement, the Howardsgate Building is a classic Neo-Georgian style three storey building with mansard roof constructed in the finest guality Hertfordshire red brick and Portland stone. Designed by Louis de Soissons, the building was constructed in 1928-1929 and originally served as the Estate Department of Welwyn Garden City Ltd. the management company established to build Welwyn Garden City.

Located close to superb amenities with café society, cosmopolitan cuisine and cultural venues just minutes from home, this is a place to enjoy a beautifully contemporary lifestyle. So whether you are looking for stylish lateral living space with impressive connections to the capital, Square Mile in the City, and University City of Cambridge - or to downsize in style - when it comes to city living. Garden Row Apartments are a breath of fresh air.





### **MIDDLETONS ROW**

BASBOW LANE, BISHOP'S STORTFORD, HERTFORDSHIRE, CM23 2NA

Number of homes - 12 Types of homes - Two bedroom apartments

A luxurious development of just 12 homes, all built to a high specification, with exceptional attention to detail and guality throughout. The development has been sympathetically designed to blend with the existing surroundings vet retaining a stylish, sophisticated facade offering modern living within a historical setting.

Fitted with the most contemporary and stylish fixtures and fittings to complement the inherent elegance of each apartment, these apartments have been designed to offer a high standard of living, with ease and convenience paramount. Well-equipped designer kitchens are incorporated into the living area, allowing for a sociable, spacious environment. Bathrooms are stylish and contemporary, whilst master bedrooms are truly sophisticated, with built-in wardrobes and luxurious en-suite facilities. Fixtures and fittings benefit from the overall high specification and there are sufficient power outlets to cope with all the requirements of a technology conscious age.

Middletons Row offers a rare opportunity to live within the heart of the much sought after bustling market town of Bishop's Stortford which is located on the eastern edge of Hertfordshire and bordering west Essex, with great links to the M11 and M25. Within the town, there is a rich collection of 16th and 17th century buildings and you can also enjoy scenic walks along the River Stort and open spaces at Sworder's Field and Castle Gardens. A little further afield you will find the historic National Trust owned Hatfield Forest, an ancient royal hunting forest, which offers 1000 acres of pasture and woodland to explore.

Bishop's Stortford benefits from a good range of recreational facilities, amenities and excellent shopping - with a choice of high street stores and independent shops. With great transportation links, Bishop's Stortford is appealing to London commuters.





### **GRAND CENTRAL**

RUSTAT ROAD, CAMBRIDGE, CB1 3QN

### Number of homes - 143

Types of homes - One and two bedroom apartments and duplexes, two and three bedroom houses

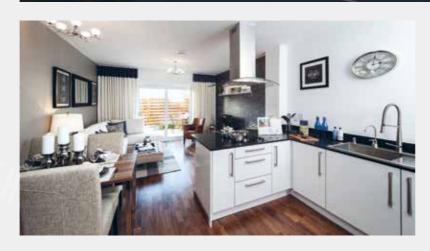
The development launched off-plan in March 2015, with 75% being reserved prior to the show complex launch in November 2015. Grand Central is a new and exciting development set in the vibrant city of Cambridge which offers exquisite living for all lifestyles. Designed to complement its remarkable setting and built to the highest of standards, Grand Central is to become one of the most sought after addresses in Cambridge.

Grand Central is unparalleled in its individuality and it delivers the same uniqueness with impressive and stylish high specifications throughout. With the highest quality fixtures and fittings, creative and enlivening design, Grand Central suits its inhabitants and surroundings perfectly. Beautifully crafted bespoke glazed staircases are featured in the duplexes and houses, enhancing the exquisite detail featured throughout. Each home offers a rare level of luxury, quality and prestige that complements Grand Central's special charm. Interiors boast spacious living guarters, creating a calm and relaxed environment. Beautiful kitchens feature quartz stone worktops, integrated appliances and Weston Homes' signature Fascino instant boiling water tap. The apartments and duplexes are stunning examples of modern, open plan living, with terraces to selected plots that provide ample outdoor space for summer evenina dinina.

Grand Central is as unique, impressive and prestigious as the remarkable city of Cambridge itself, creating exceptional homes for all modern lifestyles.











In just a few minutes' walk from Grand Central you will have access to the Cambridge Leisure Park. With no less than eight restaurants, a cocktail bar and two supermarkets, the park also boasts a modern gymnasium. With worldclass fitness equipment, tenpin bowling, a contemporary arts venue and a cinema complex all on the doorstep.

The Biomedical Campus is located just one and a half miles from Grand Central and is home to Cancer Research UK and MRC. In addition, the world-class Addenbrookes and Rosie Hospitals are located here and in 2018 the campus will be the new location for the world-renowned Papworth Hospital. Set to become Europe's new hub of biomedical excellence, the development of the Biomedical Campus will generate over 10,000 new career opportunities in Cambridge.

At Grand Central you can enjoy easy access to excellent transport links. Cambridge railway station is under a mile from Grand Central, with direct trains running every 20 minutes, or less, to London Liverpool Street as well as frequent direct trains to London King's Cross. These fantastic links offer connections to the London Underground and all that the capital has to offer in under an hour.

Grand Central is also less than 30 miles from Stansted Airport, with flights to around 140 UK and worldwide destinations, while Heathrow Airport can be reached in just over one and a half hours. In addition, Cambridge International Airport is a six minute drive away providing daily scheduled flights to a range of European destinations.

With a history stretching back 800 years, an exceptional academic reputation, a wealth of lore and tradition and some truly glorious architecture, The University of Cambridge has plenty of justification for its boast of being one of the best universities in the world. Alumni such as Sir Isaac Newton, Charles Darwin, William Wordsworth, Stephen Hawking and HRH the Prince of Wales have all passed through one of the greatest centres for knowledge and learning.



### **FUTURE DEVELOPMENTS**

### **NIGHTINGALE RISE**

### MORETON ROAD, BUCKINGHAM, BUCKINGHAMSHIRE, MK18 1JZ

Number of homes - 49 **Types of homes** - One and two bedroom apartments and two, three and four bedroom townhouses

Situated in the historic town of Buckingham, each of the development's stunning, beautifully designed homes feature contemporary living areas, including superb bespoke designer kitchens, and beautiful high specification bathrooms, all finished to the highest quality.

The development benefits from a fantastic location, being only a few minutes' walk from the town centre and local amenities. Buckingham itself is a vibrant small market town and is characterised by a fine array of Georgian buildings and has the river Great Ouse winding its way through its centre.

One of Buckingham's best features are its large green spaces in and near the town centre. Many of its roads are tree lined, making it a very green town. Buckingham is located in the rural north of Buckinghamshire and can really be described as being the Green Heart of England.

Buckingham benefits from being located less than an hour away from the UK's 'second city', Birmingham and the centre of London is less than 90 minutes away. Situated between the M1 and M40, many destinations both near and far can be easily reached. Milton Keynes offers the closest rail link offering destinations such as London Euston, Birmingham, Manchester and Scotland.



### **STATION ROAD**

### STATION ROAD, BALDOCK, HERTFORDSHIRE, SG7 5BS

Number of homes - 50 Types of homes - One, two and three bedroom apartments

A proposed new build residential development with associated car parking and landscaping situated in the centre of the market town of Baldock, a short walk from the train station with great connections into London.



### SOUTHMILL ROAD SOUTHMILL ROAD, BISHOP'S STORTFORD, HERTFORDSHIRE, CM23 3DJ

Number of homes - 70 Types of homes - One, two bedroom apartments and three bedroom houses

A proposed residential new build development with associated car parking and landscaping, conveniently situated overlooking the River Lea Navigation canal and a short walk to the town centre.







### THE GABLES

### THORPE ROAD, PETERBOROUGH, CAMBRIDGESHIRE, PE3 6JD

Number of homes - 63

Types of homes - One and two bedroom apartments and three, four and five bedroom houses



Situated on the former site of the Peterborough District Hospital, The Gables will create a blend of new build and renovated apartments and houses.

The cathedral city of Peterborough lies 75 miles north of London in the county of Cambridgeshire and can be easily reached via the A1. In recent years, the city has been part of a regeneration project which in turn has seen huge economic growth with its economy growing faster than the regional average.



### **COLDHAMS LANE**

### COLDHAMS LANE, CAMBRIDGE, CAMBRIDGESHIRE, CB1 3H0

Number of homes - 57 Types of homes - One and two bedroom apartments and three and four bedroom houses

Situated on the east side of Cambridge, Coldhams Lane will provide a mix of apartments and houses due for launch in Autumn 2016. Spread across 11 low storey buildings Coldhams Lane will be surrounded by landscaping and open spaces.

Close by to Cambridge International Airport, the homes at Coldhams Lane are just 2.5 miles from the city centre and with Cambridge's extensive cycle routes it could not be easier to travel within the city.





Indicative scene by Bluepencil Designs Ltd.





# SOUTHERN REGION

Overview of Area	43
Current Developments	44
Swale Park, Whitstable	44
Barton Mews, Whitstable	45
Aura, Edgware	46-47
Stratford Riverside, Stratford	48-49
Preston Hall, Aylesford	50-51
Precision, Greenwich	52-53
Future Developments	54
Monier Road, Hackney Wick	54



Paul Appleby Regional Technical Director



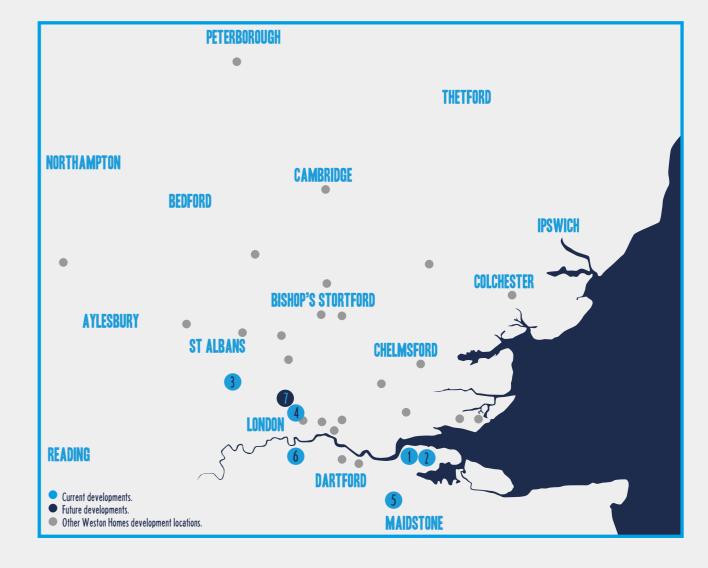
**David Harris** Regional Commercial Director



Tony Pendrigh MD Designate/Regional Construction Director



### **CURRENT AND FUTURE DEVELOPMENTS MAP**



### **CURRENT DEVELOPMENTS**

- 1. Swale Park, Whitstable
- 2. Barton Mews, Whitstable
- Aura, Edgware
- Stratford Riverside, Stratford 4
- Preston Hall, Aylesford 5.
- 6. Precision, Greenwich

### **FUTURE DEVELOPMENTS**

7. Monier Road, Hackney Wick





### **CURRENT DEVELOPMENTS**

### **SWALE PARK** THANET WAY, WHITSTABLE, CANTERBURY, CT5 3FF

Number of homes - 239 Types of homes - One and two bedroom apartments and two and three bedroom houses



A modern development of apartments and houses offering high quality and stylish accommodation located in the stunning coastal town of Whitstable which is situated on the north-east Kent coast and is seven miles north of Canterbury. Including its beautiful coastal location, Swale Park is also easily accessible from London and other parts of Kent via the A2/M2. The development proved to be popular and is now fully reserved.

Whitstable, also known as the Pearl of Kent, is like no other town by the sea: its traditional charms, strong arts culture and rich maritime history complement the town's modern appeal. The town's main claim to fame is its ovsters which remain an intrinsic part of this sea town's character and are celebrated every July at the Ovster Festival.

Shoppers can delight in the town's bohemian charm with independent craft and gift shops, galleries, delicatessens and fashion shops. There is also a large choice of cafes, restaurants and pubs and Whitstable is one of a very few in the country that has a pub on the beach.

On your doorstep are some of the most guintessentially English beaches in the UK, as well as historical places of interest such as Whitstable Castle and the Whitstable Museum and Gallery to visit.

With its sense of intimacy and rich character Whitstable has secured a favoured spot in the hearts and minds of all who visit the town.





### **BARTON MEWS** WESTMEADS ROAD, WHITSTABLE, KENT, CT5 1LN

Number of homes - 14 Types of homes - Two bedroom apartments and two and three bedroom houses with commercial units



Situated in one of the most desirable places to live in Kent, Barton Mews is an exclusive development of just fourteen homes, all built to exceptional standards offering stylish accommodation.

A choice of apartments and houses are available in this highly sought after seaside town offering a high quality lifestyle by the sea. Barton Mews will be an enviable place to call home, offering homes of functionality, comfort and style.

All of the properties will benefit from Weston Homes' signature high specification choices enabling purchasers to choose from a large selection of designer kitchen units and worktops, carpets, flooring, internal doors and tiles, so purchasers can create a bespoke home to suit their individual tastes and style.

Each home at Barton Mews has allocated parking and all houses benefit from private rear gardens offering fantastic outside living space.







### AURA BURNT OAK BROADWAY, EDGWARE, LONDON, HA8 5AQ

Number of homes - 189 Types of homes - One, two and three bedroom apartments and three, four and five bedroom houses

#### All now fully reserved.

Aura offers homes of individuality, character and comfort. Each apartment benefits from a large array of high specification choices from designer kitchen units and worktops, to carpets, flooring, internal doors and tiles, creating bespoke homes to suit individual tastes and styles.

Kitchens are equipped with the latest technology and quality designer units. En-suite bathrooms are a delight to the eye, and a comfort at the end of a long day. Bedrooms are spacious, living spaces open, and full-height windows to many apartments provide maximum light.

Aura is set in secluded and private grounds in the dynamic London suburb of Edgware. The centre of London is within easy reach as well as surrounding countryside offering peace and tranquillity among charming hamlets and villages.

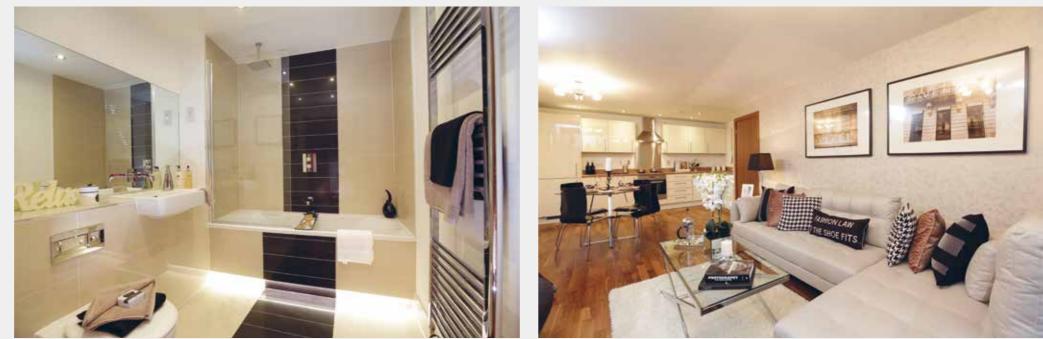
Aura's refined use of shape and form is typical of Weston Homes' approach to sustainable, desirable urban living - blending cool ivory walls, natural detailing, and elegant glazed balconies. Each home maintains a sense of uniqueness and privacy, yet is an intimate part of the greater development.

Adopting a clean-sheet approach to Aura, Weston Homes has combined the latest technology, the highest standards and enduring craftsmanship to create an exceptional living environment.

Friendly, green and unpretentious, the London town of Edgware is sought after by discerning buyers. This safe, prosperous corner of the capital began life as a sleepy village, more than 500 years ago. Today, Edgware finds itself perfectly placed between London's dynamism, and the idyllic British countryside.

Edgware is an attractive, self-contained community, happily blending shops and coffee houses, leafy parks and libraries, leisure facilities and an 18 hole golf course. Edgware has its own hospital, and high quality public services. And yet, Edgware is only a short distance from some of the country's premier transportation links.









### STRATFORD RIVERSIDE 80-92 High Street, Stratford, London, E15 2NE

Number of homes - 202 Types of homes - One, two and three bedroom apartments, penthouses and commercial units

An outstanding collection of luxurious apartments and penthouses with stunning cityscape views of London.

Stratford Riverside is an enviable address in one of London's fastest growing districts. With the superior quality synonymous with Weston Homes, Stratford Riverside offers homes of individuality, character and comfort.

Outside space is abundant at Stratford Riverside which has its very own expansive roof garden located on the seventh floor. From the heights of Stratford Riverside, London's panorama is impressive. The City of London's skyline rises in the west, revealing the financial powerhouse behind the British economy.

With substantial landscaped open space, it houses lift access directly to the garden and specially designed decked garden pods and planters that can be explored whilst enjoying the riverside and city views.

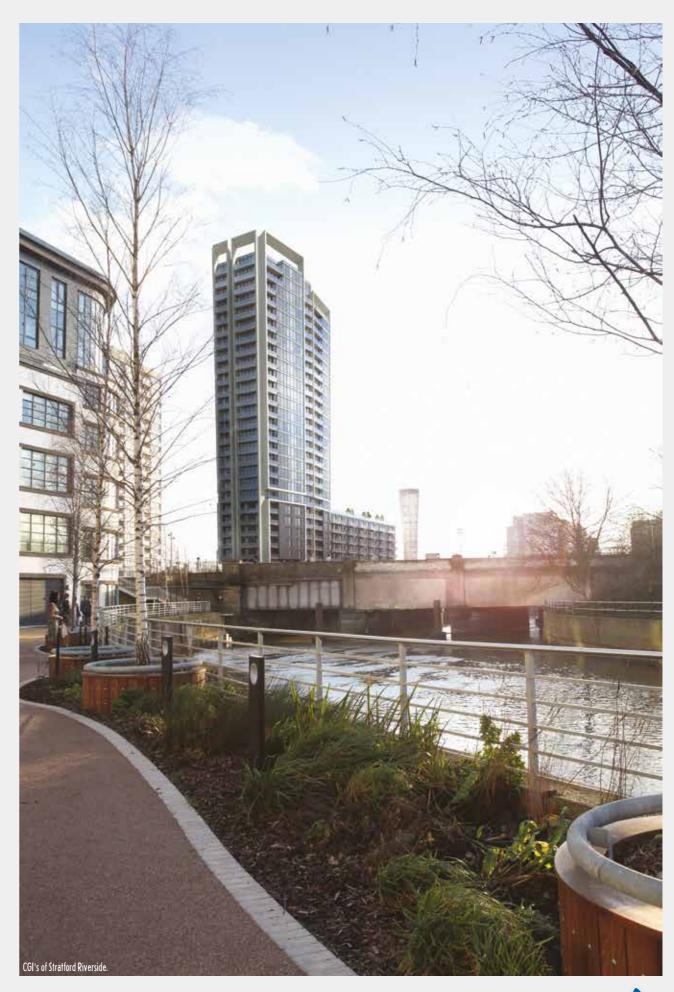
Stratford is vibrant: a world of its own, with everything for a superior lifestyle. The shopping malls of Stratford Centre, and Westfield Stratford City are within short walking distance from the development. Together, they form one of the world's largest urban shopping centres. Within a few minutes, you will find sophisticated casinos, international hotels, fine restaurants and cinemas. In boutiques and department stores, luxury brands mix with urban essentials. Stratford's Cultural Quarter offers chic bars, cafés, the Theatre Royal and Stratford Circus. Leyton Orient Football Club lies just to the north. From 2016, the Olympic Stadium at Queen Elizabeth Olympic Park will host legendary London football team West Ham United - almost close enough to feel the passion in every match.

Stratford grows ever more connected. Five railway stations link residents to every corner of London, and the UK - by Crossrail and overground, by train and tube. In under 20 minutes, you have the River Thames, City of London, and Canary Wharf in the palm of your hand. Which just goes to show, Stratford really is the best of all worlds.













### PRESTON HALL London Road, Aylesford, Kent, Me20 7NJ

Number of homes - 36 Types of homes - One, two, three and four bedroom apartments, houses and villas

Preston Hall, with origins dating back to 1102, is a magnificent Grade II listed Victorian mansion built in Jacobean style. With a wealth of history, this beautiful grand building is set in stunning grounds located near to the village of Aylesford in Kent.

Acquired by Weston Homes in 2014, it has now been returned back to the original residential use of the mansion, retaining many of the historical features to offer stunning spacious homes with imposing architecture that combine history with all the facilities required for modern living.

Preston Hall, a striking home, is entered through a double-height inner hall with grand staircase, and is set in circa 2.5 acres of gardens and landscaped grounds complete with a stunning long carriage entrance drive, sculptures, formal lawns and landscaped gardens with a fully restored fountain.

As part of the restoration process the elegant ceilings including the hammer-beamed ceiling with coats of arms; the rich wood wall panelling and marquetry, turrets and towers have all been carefully restored to their former glory. The carriage driveway, pillared entrance hall and dramatic double-height inner hall with grand staircase creates a striking first impression for visitors. Inside, the principal reception rooms, with their high ceilings, bays and ornate panelling, the orangery and ornate stables have also been transformed into beautiful new apartments which have incorporated the historic features into their luxurious living spaces.

The 36 homes range up to 2,255 sq ft in size, some with mezzanine levels open to spectacular double-height living areas. Weston Homes have skilfully combined period details, with state-of-the-art specifications including fully fitted designer kitchens, spacious stone panelled bathroom suites, spacious living rooms and luxurious bedrooms. Resulting in one, two, three and four bedroom homes that combine history with all the facilities required for modern living.

Aylesford is located four miles north-west of Maidstone, approximately an eight minute drive from the historic Preston Hall. Many of the buildings within the village are of great antiquity; the oldest parts lie north and immediately south of the River Medway and its beautiful multi-arched medieval bridge.















ANNUAL REVIEW



## PRECISION

### CHRISTCHURCH WAY, GREENWICH, LONDON, SE10 OAG

#### Number of homes - 272 Types of homes - One, two and three bedroom apartments and duplexes and three bedroom townhouses

Diverse and unique, Precision boasts stunning visual architecture combined with practical and stylish living space. The aim of Precision's architectural design has been to create a luxury residential complex that offers seclusion and privacy whilst being located in the vibrant and exciting area of Greenwich. Communal gardens with beautiful tailored landscaping offer a tranguil space amongst the hustle and bustle. An intrinsic mix of textured brick and a formation of ceramic tiles graduated in colour blend seamlessly with the shimmering glazing of the windows. This combination displays the character and enriches the elevations of Precision, perfectly harmonising with the modern open plan interior spaces offered at this individual luxury development.

Precision encompasses four separate apartment blocks from seven to seventeen storeys in height, each with a shared synergy of character, colour and dynamism. The unique graduated colour ceramic tiles, floating balconies and floor to ceiling windows enables Precision to boast one of the most individual and elegant appearances in Greenwich. The result is a development that is not only beautifully designed, but of a quality that will sustain throughout the years.



Spacious and calming, the interiors of these luxury apartments greet you with style when opening the door. Finer guality details are immediately apparent from the renowned signature specification range. Oak or walnut doors with highly polished chrome handles and matching architraves, skirtings and strip wood flooring to the main living areas give an instant impression of luxury. The designer kitchens, with a range of choices and finishes, are extremely well equipped for even the most discerning of cooks. Quartz stone worktops, designer stainless steel sinks with integrated chopping board and designer Fascino taps complement the high quality kitchens perfectly. Bathrooms and en-suites are no exception, with subtle LED down lights, heated chrome towel rails, tiled floors and walls with feature tiled strip and high specification fitted showers and baths; each and every room boasts luxury, quality craftsmanship, style and sophistication.

Precision is unparalleled in its individuality and it delivers the same uniqueness with impressive and stylish high specifications throughout. With the highest quality fixtures and fittings, creative and enlivening design, Precision suits its inhabitants and surroundings perfectly. Beautifully crafted glazed staircases are featured in the duplexes, enhancing the exquisite detail featured throughout. Each home offers a rare level of luxury, guality and prestige that complements Precision's special charm.











### **FUTURE DEVELOPMENTS**

### MONIER ROAD Monier Road, Fish Island, Hackney Wick, E3 2PS

Number of homes - 120 Types of homes - One, two and three bedroom apartments

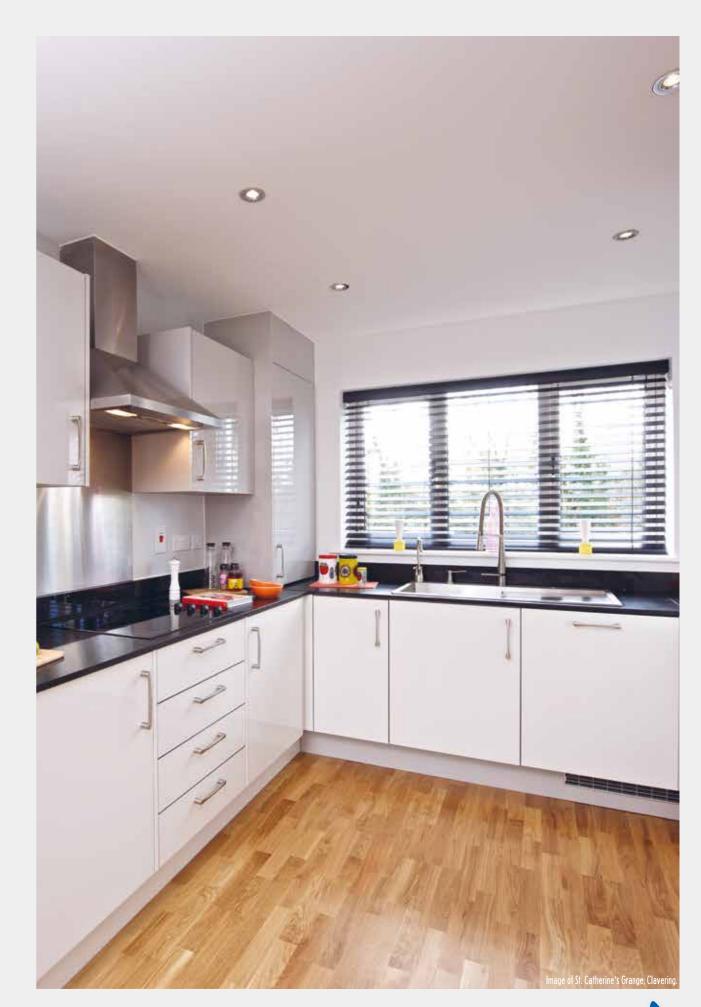


Following the demolition of existing buildings, an exciting new development offering luxury accommodation with car parking and cycle parking located in this unique area of London. The site was purchased with a full planning consent, with the scheme designed by Hawkins Brown Architects.

Built around a beautiful network of canals, Hackney Wick and Fish Island have a rich industrial and residential heritage.

Fish Island has a long tradition as a home to artists and art spaces and the island is currently going through a major regeneration partially credited to its proximity to the Olympic Park, on the opposite bank of the Lea. The local planning authority intends to see it developed as a mixed-use community with further land used for housing, employment and open space, and improved access links.









# UK AND OVERSEAS EXHIBITIONS

After two decades of Weston Homes exhibiting overseas, 2015 saw Grand Central, Cambridge and Precision, Greenwich, launch in Hong Kong and Singapore over four weekends, coupled with simultaneous UK launches.

The exhibitions resulted in over 80 reservations with sales taken in the UK, Hong Kong, Singapore, China, Kuwait, Kuala Lumpur and South Africa.

### **GRAND CENTRAL, CAMBRIDGE**

Grand Central is a collection of 143 new homes in the heart of Cambridge's technology and science district, comprising a mixture of one and two bedroom apartments and duplexes and two and three bedroom houses set in 2.92 acres of grounds across 14 blocks.

Cambridge is a highly desirable university town which has attracted purchasers from around the world for many years. The area's history, lifestyle opportunities and steady market has led to it becoming a hub for science and technology, attracting high level experts in the field and further enhancing its appeal for investment.

The scheme is in an ideal location for professionals, students and commuters into London and is situated in close proximity to the Cambridge Leisure Park, which provides an array of leisure facilities and restaurants.

Cambridge is home to one of the world's finest universities and in more recent years has transformed into a scientific and technological hub, now home to Microsoft, Research UK, Cancer Research UK and Medical Research Council. In addition, pharmaceutical giant, AstraZeneca will be moving its £330 million headquarters to the area in 2016.

Cambridge and its surrounding area house over 1,500 technology based companies which employ 57,000 people and is the fastest growing sector in Cambridge with giants such as Amazon, Spotify and Apple also expanding in the City.





### PRECISION, GREENWICH

Precision is a new landmark situated on the historic 1.2 acre Telegraph Works site in Greenwich, the scheme comprises 272 one, two and three bedroom apartments and duplexes, and three bedroom townhouses set within landscaped grounds on the River Thames.



Precision will provide new high quality homes to Londoners from first time buyers to couples, professionals and families. The scheme forms part of the extensive regeneration currently being undertaken in the area and will help to alleviate the current shortage of housing in London. Greenwich has transformed dramatically over recent years and is fast becoming one of the most popular locations to own a home.



Precision is located just North of the centre of Greenwich and is close to The O2 and the leisure outlets, restaurants and shops surrounding it. It is also close to the Blackwall Tunnel allowing easy access to East London and the City of London. North Greenwich Underground Station by The O2 provides access to the Jubilee Line with just one stop to Canary Wharf and a journey of just over 20 minutes to Green Park. In the local region is City International Airport, whilst for shopping there is nearby Canary Wharf and Westfield Shopping Centre at Stratford.









# **WESTON BUSINESS CENTRES**

### THE STANSTED CENTRE

The Stansted Centre has had a strong year achieving 100% occupancy in serviced offices regularly throughout the year. The business centres' largest client, Weston Homes, added ground floor offices to their existing first and second floor office space to accommodate their growing workforce and expansion.

A huge investment was made in refurbishing and extending the conference suite. The suite is larger and can accommodate a much higher number of delegates. The extension incorporated much greater storage capacity and a high specification dedicated conference kitchen. A tailor made bar has been built into the facility which can be out of sight if not required, simply open in situ or pulled out to create a feature inside the room.

The conference acoustics and lighting were upgraded to the very latest technology and the suite now has high-definition capability in terms of graphics and audio. The lighting is brighter, more controllable and is now multifunctional. Conferences can now be recorded. The conference suite complements the wider facilities available. The eight meeting rooms and huge central atrium create large and diverse breakout areas, which can be utilised in addition to the conference area. The atrium café and the meeting rooms flourished during the year both achieving record usage, internally and externally.



### THE COLCHESTER CENTRE



The Colchester Centre also had a strong year achieving an average occupancy level of circa 87%. The Centre originally incorporated 87 separate offices, however over the seven years the Centre has been operating the demountable partitioning has been adapted to accommodate the growth and size of both our existing and new clients. A number of offices have increased in size and the number of offices at the Centre is now 69, ranging from 100 to 800 sq ft in size.

Two of the five original meeting rooms have been combined as demand locally is for larger meeting rooms. The four meeting rooms accommodate between 10 and 40 people and have seen a steady rise in usage both internally and externally. The in-house café at the heart of The Colchester Centre, offering a selection of hot and cold dishes throughout the day, has also seen an increase in walk in external trade, whilst also serving the needs of internal office and meeting room clients.









# STANSTED ENVIRONMENTAL Services (Ses)



SES has established itself as a leading service provider in the South East of England for Sound Insulation Testing and Air Tightness Testing. In addition to these key services, SES is also able to provide Environmental and Health and Safety consultancy for developers and a host of other clients.

SES has recently developed a service for assessing the newly announced Housing Quality Mark, which replaces Code for Sustainable Homes. SES continues to grow in its own right, but still provides a vital service to the Weston Group to enable them to meet all of their Health, Safety and Environmental obligations.



# HEALTH AND SAFETY





The Weston Group's excellent health and safety record has again been recognised by RoSPA, who presented the Group with their 8<sup>th</sup> consecutive Gold Medal Award.

We are proud of our accident and incident levels but we are not complacent and we continue to put procedures and practices in place as we strive towards our target of 'zero' accidents. Training the workforce is key at all levels to increase health and safety awareness and to remind our managers of their importance in creating a health and safety culture, which in time improves working conditions for all of our staff and contractors.

### ENVIRONMENT

The town planning system exists to help achieve sustainable growth that improves people's lives without limiting opportunities for future generations. Enhancement of the environment is achieved via developing well designed schemes in locations with good transport; using layouts that stimulate community interaction and minimise people's carbon footprint; the preservation of historical and cultural landscapes, places and buildings, and the protection of natural habitats and species. However, turning planning permissions and legal agreements into completed, attractive and successful schemes that also meet the objectives for sustainable development takes skill and commitment, which is where Weston Homes excels, as demonstrated by its track record.

The Company takes its environmental obligations seriously by applying a wide range of measures. For example, in terms of the land we develop, nearly all sites are "brownfield", meaning they are recycled from previous use. Many are in locations close to local facilities with good public transport, which, with our secure bicycle storage arrangements, allow residents to make journeys without using their cars. In suitable locations, schemes include car clubs, which allow residents to live without their own cars. The carbon footprints of schemes are further reduced by low energy lighting, mechanical equipment and white goods, high value building insulation, renewable energy generation, and communal heating and power systems. Recycling of waste by residents is assisted by dedicated collection bins. Water consumption is controlled by efficient fixtures whilst surface water is used for irrigation, and stored within garden areas, often in attractive ponds, so as to reduce the impact on waterways and sewers off-site. In addition, the biodiversity of sites is often enhanced with planting of native trees and shrubs and wildflower meadows, which benefit birds and insects. Additionally, schemes often include bird and bat boxes, as well as habitat for other fauna where appropriate. In terms of the appearance of our buildings, every design is bespoke for its setting, and we constantly review external building materials to ensure a wide range of attractive, durable quality finishes.

Turning to the communities we provide new homes for, our schemes include a range of types, sizes and tenures of dwellings, with some adaptable for wheelchair users, so as to appeal and be available to a wide population. Finally, not forgetting the existing community around our sites during the construction phase, all our developments are registered with the Considerate Constructors Scheme, to ensure an acceptable level of impact whilst redevelopment is underway.





Notable features of some of our most recent projects are:

### **STRATFORD RIVERSIDE**

A stunning high rise design for a mixed use scheme with 202 apartments, offices and riverside café, walking distance from Stratford town centre, which incorporates renewable energy generation, bird and bat boxes and a roof terrace with native species planting.

### PRECISION

Set in the major regeneration location of Greenwich Peninsula, a development of 272 apartments and houses, which will include provision of a community park and play area, green roofs, electric vehicle charging capability and ecological enhancements.

### LANGLEY SQUARE

Located around a large pond on the River Darent, and opposite Dartford rail station and town centre, this large mixed use scheme of 400 dwellings, offices, retail and café space creates a new landscaped waterside plaza and green decks, opening public access to previously inaccessible parts of the river and enhancing biodiversity, with a sustainable energy strategy.







# **OUR PEOPLE**

The Weston Group is proud to have been continuously accredited by Investors in People for a period of 10 years. The Group's growth created many new opportunities and saw staff numbers rise by 35%, increasing



employee numbers





2015 saw a record intake of 21 new trainees into the CareerStart and Management Training schemes. Our continued dedication to these schemes reinforces our commitment to attract talent into the wide range of career opportunities within construction. As a member of the 5% club we pledge to achieve a minimum 5% of our workforce participating on a formalised sponsored programme. Our current level is well over this expectation at 9.7% undertaking sponsored training and development.

With the industry seriously under-resourced we recognise the importance of encouraging people into construction; therefore we are continuously assessing and improving the Group's employment offering, in order to be an 'employer of choice'. With this drive for success in mind, the Group recruited a Talent Manager, who, alongside the HR team, will implement a focused strategy to retain and develop the existing highly skilled and experienced team as well as attract additional people to meet the growth plans of the business.

The Group's performance this year was exceptional and this success was achieved through the hard work, determination and dedication of the whole team. To celebrate the end of the financial year, an annual summer ball was held on 1st August at the Park Plaza, Westminster Bridge Hotel, in London. Every member of staff and their guest were invited to a night of fun and celebration.







### CUSTOMER COMMENTS

"The layout and design provides great value for money." Purchaser at Morello Quarter, Basildon

"The high specification and fittings are the best feature of my new home." Purchaser at Morello Quarter, Basildon

"The style and quality of the apartments were the deciding factors in purchasing my new home." Purchaser at Morello Quarter, Basildon

"The size of our house is great value for money." Purchaser at Silverbrook. Markvate

"The finish of the kitchen and bathrooms were the best feature." Purchaser at Hawkins Wharf, Colchester

"I love the design of my bathroom!" Purchaser at Swale Park. Whitstable

"The quality is very good, and everything is included as a package, including the flooring." Purchaser at Swale Park, Whitstable

"The bathroom is very modern. There are great finishing touches such as the lighting strip under the bath." Purchaser at Evron Wharf. Hertford

# **QUALITY ASSURANCE AND CUSTOMER SERVICE**

The Quality Assurance and Customer Service Department at Weston Homes is independently structured to assist the business in the delivery of high quality homes for all our customers and then to provide service levels to match.

We feel it is important that we do not just provide what our customers are entitled to under the terms of our comprehensive warranty that comes with each and every one of our new homes, but that we endeavour to excel in any interaction that we have with our customers, attaining the heights of satisfaction expected from a forward thinking company that prides itself very much on not just the product but also the service levels provided to our customers.

The department feeds relevant information to the three regional board meetings which are held on a monthly basis, for review and action. All of our customers are asked for their opinions in the form of a customer questionnaire which is collated by an independent company on our behalf. The results of such valuable feedback which relates to our customer's real experiences are analysed, and any improvements or lessons that can be learned are discussed at the highest level in the business.

It is very much our intention to ensure that once a customer has made the important decision to purchase a Weston's home that we provide a level of service and support that exceeds the customer's expectations.



### **OUR BUSINESS** PARTNERS

The 22<sup>nd</sup> Annual Business Partner Awards took place on 11th February 2015. The event is to recognise how our Business Partners have contributed towards the success of the business.

Fach member of Weston Homes' staff is invited to nominate the Business Partner within the relevant categories who they consider to have given an outstanding service throughout the year.

Alongside the awards, guests enjoy a four course luncheon with an after dinner speaker followed by Bob Weston, the Chairman, giving an overview of the past year and a look to the future.



### **ANNUAL AWARD WINNERS 2015**

Weston Business Centre Partner of the Year Classic Cleaning Services

Professional Services Business Partner of the Year MJS Willson and Co.

> Consultant of the Year Barter Hill

Sales and Marketing Award 4 Site Implementation Ltd

Health and Safety Performance Award Highly Commended: Amwell Electrical Winner: Coinford Construction Ltd

New Business Partner of the Year Corbyn Construction Ltd



Supplier of the Year Oakwood Kitchens

Sub-Contractor of the Year Allov Fabweld

Customer Care and After Sales Award Southern Mastic Roofing

SES Business Partner of the Year Chemtest

Individual Contributor Neil Harnden, Allov Fabweld

Group Business Partner of the Year Allov Fabweld



# **PARTNERSHIP HOUSING**

Weston Homes is committed to exploring and delivering high quality housing with a wide variety of partners. The Company benefits from a great deal of in-house expertise in various disciplines, including land, architecture, planning, estimating, engineering, buying, construction, sales and aftersales which enables us to deliver a high quality product to our Partners which everyone can be proud of.

We continue to deliver a significant number of affordable housing units through effective section 106 negotiations. Traditionally this has been through section 106 obligations with registered providers, whether it be for rented or shared ownership units.

During the last financial year, we have delivered the following partnership schemes:

Completions - 198 units Schemes currently under construction - 97 units Terms agreed - 108 units We look forward to continuing our relationship with existing registered provider partners, and forging new ones, in addition to nurturing growing interest from the local authority sector.

A growing part of our business also relates to joint ventures with private and public partners, whether it be with landowners, investors, housing associations, local authorities or other developers. We have developed a

model joint venture arrangement, which aims to simplify the partnering process whilst maintaining all the necessary legal provisions that ensure developments are completed to a high standard and with a profitable outcome.

One such project has been with the owner of an old office block in the heart of Welwyn Garden City. Weston Homes together with Plutus Estates Ltd has taken the project from the design concept, through the planning process, to the construction and marketing phase. The 22 units have all been sold and are now nearing completion, which is a testament to the product that Weston can deliver in partnership with others.



As a leading regional housebuilder in London and the South East, and with our considerable expertise in the provision of high quality market and affordable homes on a wide variety of sites, Weston Homes are keen to expand on over 25 years of success and continual growth by maximising our partnership opportunities.







# IN THE COMMUNITY

Despite this year proving to be the busiest to date, the Group's commitment to its key charities and local communities did not waiver. This year included:

A 'Support our Heroes' military dinner held in January. Tables of 10 were supported by our business partners at an event designed to show our troops that people care and are 100% behind them.











Ongoing sponsorship of Hertfordshire Rugby and the Weston Homes Community Stadium for Colchester United Football Club. Long term shirt sponsor for Colchester United Football Club.

Continued sponsorship of Hannah Burke, professional golfer of the Ladies European Tour, who recently won her first Ladies European Title in the Czech Republic together with continued sponsorship of Daniel Field, the head Professional Golfer of the East Herts Golf Club.



Weston Homes were once again the main sponsor of the Colchester Round Table and Colchester Ladies Circle Colchester Carnival held in Castle Park on 18<sup>th</sup> July 2015.

For the third year running The Group were pleased to provide Forest Hall School in Stansted Mountfitchet with a complimentary leavers prom including venue, entertainment and fine dining.

> Sponsorship of three PGA Pro-Am Classic tournaments:

5<sup>th</sup> June 2015 Bishop's Stortford Golf Club 2<sup>nd</sup> July 2015 East Herts Golf Club 3<sup>rd</sup> September 2015 Royal Cromer Golf Club





# IN THE COMMUNITY



The annual golf day for St Clare Hospice took place on Friday 11<sup>th</sup> September at the Stoke by Nayland Golf Club. The Group has organised the St Clare Golf Day for many years. 60 teams attended and £68,000 was raised to assist the hospice to provide its vital services to the local community.



Weston Homes are proud to offer additional support by undertaking the construction of a new office and storage facility, plus extension of the car park and provision of an ambulance bay for St Clare. Weston Homes will meet half the cost of the improvements, matching funding raised by St Clare on a  $\pounds$  for  $\pounds$  basis. Subcontractors and business partners of Weston Homes are helping by undertaking work on a not for profit basis to support the charity and keep the overall cost down.



Weston Homes is proud to have provided much needed refurbishment to an outside relaxation area at Simon Balle School in Hertford. Weston Homes has completely replaced rotting boards and decking, which were deemed highly unsafe for children to use with a new safe structure.

Organised in partnership with the PSA, Norbury Fencing and Building Materials Ltd very kindly supplied all the materials and Weston Homes provided the labour and supervision and worked together to renovate the area and the result is a new outside space, which the children will now be able to enjoy.

Alison Saunders, Headteacher at Simon Balle School commented: "We are so grateful to the PSA, Weston Homes and Norbury Fencing and Building Supplies Ltd for their hard work to restore the decking at the school. The children often use this area to relax, play and have their lunch and we are so pleased that the area is now safe to be used, particularly with spring around the corner."



Weston Homes became an official sponsor of gymnast Max Whitlock in February 2015. Max has already won Olympic Bronze medals as well as World, European and Commonwealth medals. He has recently won a gold medal on the pommel horse at the World Gymnastics Championships in Glasgow and we are keen to support him in the next phase of his already exceptional career. Max has helped us at many sales launch events in the past and has recently designed the two bedroom show apartment at Highbanks, Southend-on-Sea.





Bob Weston, Chairman and Managing Director of Weston Homes commented: "At Weston Homes, we are always seeking new ways to support and help the local community and we are pleased that we could be on hand to restore the much needed outside space at Simon Balle School.

"The school is not far from our latest development, Evron Wharf, which has proven very popular with families from the local area looking to get onto the property ladder and we expect that many of the residents at the development will choose to send their children to this highly regarded school."



# IN THE MEDIA

Weston Homes undertake a multi-layered public relations (PR) campaign which focuses on promoting corporate and development specific activities.

In recent years, the rapid evolving use of social media has influenced the way in which Weston Homes now structure and undertake PR campaigns.

In addition to placing stories in high profile national and overseas newspapers, which serve to raise the profile of the Weston Homes brand. the PR campaigns also focus on generating coverage in specialist online editorial portals, as well as through various social media channels including Twitter, Facebook and YouTube.

#### WESTON HOMES BUYS WELLCOME FACTORY SITE FOR £80M 'VILLAGE SCHEME' Property Week - January 2015

"The acquisition of the Mill Ponds site is part of Weston Homes ongoing £1bn expansion programme, which is set to double the size of the company over the next four-to-five years. In 2014 the group was provided a £100m amendment and extension to its existing funding facility by HSBC and Lloyds which has been used to acquire several sites including the Mill Ponds site." - Langley Square, Dartford

#### **BOOST FOR GYMNAST MAX** Southend Echo - February 2015

"A property boss is sponsoring medal-winning gymnast Max Whitlock as he progresses with his career. Bob Weston, Chairman and Chief Executive of Essex-based Weston Homes, has announced his firm is supporting the talented 22 year old, who trains at South Essex Gymnastics Club, based at the Basildon Sporting Village."

#### WHO WILL BUILD OUR NEW HOMES? Metro - March 2015

"A brownfield site for almost 200 new homes was visited by Boris Johnson as he revealed his housing plans for the next decade. The mayor was at the Aura development in Edgware to see 189 one, two and three bedroom apartments and townhouses being built by Weston Homes." - Aura, Edgware



#### PRESTON HALL REBORN London Property Review - April 2015

"Weston Homes has launched 36 apartments, mews houses and villas at historic Preston Hall, near Aylesford in Kent, country seat of the Culpeper family for more than 400 years. Now Weston Homes is meticulously restoring the Grade II listed building and its 2.5 acres of gardens, and has worked with luxury design house Voyage Interiors on the interior design and dressing of the great hall and new show apartment." - Preston Hall, Avlesford

### DARTFORD HOMES TOUTED AS **MAGNET FOR SAVVY BUYERS** The Wharf - April 2015

"Move to an address in a Thames Gateway regeneration hotspot and enjoy a commute of less than half an hour to your office in Canary Wharf. That proposition is one Weston Homes is hoping its newly launched Waterford Place scheme in Dartford appeals to Londoners." - Waterford Place. Dartford

### WESTON HOMES **EXTENDS SPONSORSHIP OF COLCHESTER UNITED**

East Anglian Daily Times - April 2015

"A house-building firm has extended its sponsorship of Colchester United by a further three seasons. Weston Homes has backed the U's for the past two years and will continue to display its logo on first team home shirts for the next three."

#### IT'S A HOME GOAL FOR ONE PROFESSIONAL FOOTBALLER Metro - April 2015

"Gavin Massey, who plays for Colchester United, decided to buy his own place at Hawkins Wharfin the Essex town of Colchester after growing tired of commuting. Gavin spent a while searching but, surprisingly, if was an ad for a new development in his club's match day programme that finally landed him his dream home. He decided to check it out and admits to being blown away." - Hawkins Wharf, Colchester

### **TEENAGE MUTANT NINJA TURTLES SEWER-EFFECT BEDROOM UNVEILED AT WESTON** HOMES DEVELOPMENT

WhatHouse? - April 2015

"Housebuilder Weston Homes and Blocc Interiors have teamed up to create a children's Teenage Mutant Ninia Turtles themed bedroom. The innovative sewereffect bedroom is a world away from a conventional sleeping area, with a comicbook style drain manhole cover on the ceiling and metallic wall mounted treats down one wall forming a ladder to the bedroom below." - St. Catherine's Grange, Clavering



#### **HEAD FOR HEIGHTS? THEN YOU CAN HELP OUT RNLI** Southend Echo - April 2015

"Thrill-seekers are being asked to abseil down one of Southend's tallest buildings to raise vital funds for Southend RNLI. The Southend RNLI crew has joined forces with Weston Homes Plc to organise a charity abseil down Highbanks, formerly known as Essex House, this summer." - Highbanks, Southend-on-Sea

### **TWEETS**

### MAX WHITLOCK

### **KEITH OSBORNE** @keithosborne69 - Feb 6 2015 for last night's launch party at #PrestonHall

BOB BLACKMAN

@bobblackmanmp - Feb 20 2015 Welcomed @George\_Osborne @MayorofLondon to @WestonHomes site in Edgware. Fantastic news on Housing Action Zone

### **GEORGE OSBORNE**

@George Osborne - Feb 20 2015 With @mayoroflondon, local @BobBlackmanMP and candidate @HannahDavid HW visiting @WestonHomes as we outline #LongTermEconomicPlan for #London

### THE GAZETTE

@TheGazette news - Feb 20 2015 Home builder sponsors gymnast star Max Whitlock: Olympic medallist Max Whitlock has secured a new sponsor

### SIMON BALLE SCHOOL

@Simon Balle - Feb 24 2015 Our refurbished outside classroom decking. Thanks to @WestonHomes. Norbury's and PJA Carpentry for all their help!

### HOULDEN SWEENEY

@houldensweeney - Feb 26 2015 We're looking forward to tonight where we'll be attending the launch of @Bob Weston 's new @WestonHomes development "St Catherine's Grange"

### **P & D BOND KITCHENS**

@BondKitchens - Mar 10 2015 We are currently installing Kitchens at development Evron Wharf Hertford for @WestonHomes & Oakwood Kitchens

### COLCHESTER UNITED FC

@ColU Official - Apr 7 2015 #ColU sponsors @WestonHomes have extended their shirt sponsorship deal for another 3 years!

@maxwhitlock1 - Feb 5 2015 Amazing evening at #PrestonHall to visit @WestonHomes new refurbishment!! Thanks @Bob Weston for a brilliant night!

Thanks to @WestonHomes and @LawrieCornish from the @What House team





# **TWEETS**

#### **BOB BLACKMAN**

@bobblackmanmp - Apr 16 2015 Pleased to welcome @David Cameron to @WestonHomes site Edgware today, New homes for local people, #Conservative

#### **TANYA CURRY**

@Tanvacurrv2 - May 7 2015 Surprise visit from good friends @WestonHomes dropping in £3000 from their guiz! Amazing support & huge thanks to all from @hospicestclare x

#### HERTS RUGBY

@hertsrugby - May 16 2015 Our #HertsRugby team & again with Stuart from our sponsor @WestonHomes. @HertfordRFC @GloucsCountyRFU, 1 hour to go!

#### **CPBIGWOOD**

@CPBiawood - Jun 23 2015 Historic Greenwich factory Telegraph Works to be turned into luxury flats @WestonHomes

#### **CASHMAN INTERIORS**

@cashmaninterior - Jun 75 7015 Cashman Interiors Retweeted Weston Homes Plc - Congrats on a fantastic #launch at #PortmanSquare last night. A pleasure to work with @WestonHomes on this project

#### SOUTHEND LIFEBOAT

@SouthendRNLI - Jun 26 2015 In 24 hours, the @SouthendRNLI Abseil at Highbanks (@WestonHomes) will begin! Feel free to pop in between 09:00 - 15:30 and say hello! #rnli

### IPS

@IPSInvestLtd - Jul 7 2015 Prime Minister David Cameron visits Weston Homes Aura development in Edgware as part of London new homes pledge

### IAN ROYCE

@officialroycey - Aug 1 2015 Tonight I am hosting the @WestonHomes summer ball in central London for some lovely people. All very exciting stuff.

#### OPP.TODAY

@OPPToday - Aug 12 2015 Weston Homes gains 25% more staff and adds two directors to board

### MAX WHITLOCK

@maxwhitlock1 - Aug 13 2015 Thanks @WestonHomes giving me a chance to design a showroom apartment! Very honoured and excited about our ideas!

### **HANNAH BURKE**

@Burkey28 - Aug 20 2015 @WestonHomes @hannahburkegolf @Bob Weston thanks for playing a huge roll in my journey #TopSponsors

#### FOCUS

@FocusIMC - Aug 26 2015 We're very proud of our work on the Garden Row project for @WestonHomes recently #property

#### **BSRFC**

@BSRUGBY - Aug 28 2015 Great evening of social rugby at the club

last night Thanks to @WestonHomes for providing such spirited opposition and the refreshments

### **STCLAREBUSINESS**

@StClareBusiness - Sep 12 2015 I would like to say a massive thank you to everyone involved in organizing the @WestonHomes golf day, biggest thanks aoes to @Bob Weston

#### HELP TO BUY LET LUKE GET ON PROPERTY LADDER Basildon Echo - April 2015

"Many first-time buyers are able to get on the property ladder thanks to Help to Buy schemes, which allow them to put down a deposit of just five per cent. Luke Tully, now 24, is one of the youngest people to take advantage of Help to Buy in Basildon. The assistant surveyor. who works in London, snapped up a flat last year at Weston Homes' Morello Quarter." - Morello Quarter, Basildon

#### **BUYERS LOOK BEYOND LONDON**

Yahoo Finance - May 2015

"Overseas property buyers and investors have been looking beyond London as they try to look for better returns than the United Kingdom capital is currently offering. One project that has sold well in Singapore, Hong Kong and China, as well as at home in the UK, is Grand Central in Cambridge by leading house builder Weston Homes Plc." - Grand Central, Cambridge

#### **BEST FOR FIRST-TIME BUYERS** Sunday Times - May 2015

"Welwyn Garden City is a Hertfordshire commuter hotspot surrounded by countryside. A five-minute walk from the station, which connects you to the capital in half an hour, the Garden Row Apartments are set within a Neo-Georgian building designed by Louis de Soissons in 1929, where the interiors have a sleek contemporary feel." - Garden Row Apartments, Welwyn Garden City



# IN THE MEDIA

#### **HISTORIC GREENWICH FACTORY TELEGRAPH WORKS TO BE TURNED** INTO LUXURY FLATS City A.M. - June 2015

"Bob Weston, Chairman and Managing Director of Weston Homes said that the Precision development would in Greenwich 'deliver desperately needed homes to the local community and Londoners from further afield'. 'This project is a flagship London development for the joint venture partners and has a luxurious specification with a range of option choices for the designer fixtures and fittings'." - Precision. Greenwich



### WESTON TO WOO THE WEST END'S 'GLOBAL CLIENTELE' WITH NEW CORPORATE SUITE

Prime Resi - June 2015

"The ground floor office in London's Portman Square "will be used to showcase the company and its projects to a range of audiences including investors. agents, bankers, landowners, joint venture partners, premium-clients and multiple purchasers".

#### HOSPICE TO BUILD NEW OFFICE BLOCK Harlow Star - August 2015

"A new office and storage facility is to be built at St Clare Hospice as it struggles to cope with the rapid growth in the services it provides. The two storey building will replace a couple of old and dilapidated sheds at the Hastingwood site after Epping Forest Council approved the scheme. Following a detailed consultation process, Weston Homes has been appointed to undertake the project."

"In the last month Weston Homes has taken on 23 new recruits into its apprenticeship scheme, who join in to the around 20% of employees studying for NVQ's, attending ILM management training or on sponsored day release courses. 'It takes two years to train skilled workers and five years to train our best recruits to management level, though of course development lasts a lifetime. Finding someone with 20 plus years of experience is becoming increasingly rare and difficult.' Bob Weston commented."

### WESTON HOMES LAUNCH PRECISION IN GREENWICH The Wharf - September 2015

"Bob Weston is a man on a mission to bring the property sector "back to the real world and real people". As part of his chosen quest the CEO of Weston Homes has launched Precision in Greenwich with entry level prices under £300.000 for a one-bedroom home. All 272 apartments were released off-plan during an event at the Cutty Sark."

- Precision. Greenwich

#### GONE IN 60 MINUTES: ALL 12 **FLATS IN STORTFORD'S PEARSONS STORE REDEVELOPMENT SOLD IN** AN HOUR

Herts and Essex Observer - September 2015

"A complex of 12 flats in Bishop's Stortford town centre sold out in just one HOUR - and now the developer of a neighbouring project is hoping for similar success. Takeley-based Weston Homes said that 160 potential buyers registered for the properties at Middletons Row, Basbow Lane, at the rear of the former Pearsons department





store. The launch day saw more than 35 attend to snap up an apartment." - Middletons Row. Bishop's Stortford

### **FIRST LOOK INSIDE SOUTHEND'S** LATEST SWANKY APARTMENT BLOCK

Southend Standard - November 2015

"Viewings for the first London-style apartment tower in Southend are already booked out despite people not being able to move in for eight months. Weston Homes' £8million conversion of the former Lloyds head office. Essex House, in Southchurch Avenue, was launched by Gymnastics star Max Whitlock. fresh from winning a gold medal at the World Championships in October 2015." - Highbanks. Southend-on-Sea

#### **GOING FOR GOLD** The Metro - November 2015

"While Max does not live in Southend - he is based in Basildon - he was born and raised in Essex and proud of his roots. With prices at Highbanks a world away from the sky-high property values in London - they are priced from £150,000 to £225,000 range - Max feels proud to be involved in a development that offers his peers a realistic chance to get on the ladder. I have known Weston Homes since 2010 when they started supporting me,' says Max, recalling how he got involved in the project as we look around the flat he designed on the tenth floor of one of Highbanks' two towers. 'I have always had a passion for design and I was just very fortunate to be given this opportunity."

- Highbanks, Southend-on-Sea



Medi



# ACCOUNTS

### **CONSOLIDATED PROFIT AND LOSS ACCOUNT - Year ended 31 July 2015**

	2015 £'000	2014 £'000
Turnover	138,476	116,427
Cost of sales	(106,489)	(95,345)
Gross profit	31,987	21,082
Administrative expenses Other operating income	(16,161) 111	(13,219) 206
Operating profit	15,937	8,069
Interest receivable Interest payable and similar charges	14 (1,880)	9 (1,553)
Profit on ordinary activities before taxation	14,071	6,525
Tax on profit on ordinary activities	(4,759)	(1,536)
Profit for the financial year	9,312	4,989

### **CONSOLIDATED BALANCE SHEET** - At 31 July 2015

	2015	2014
Fixed assets	£'000	£'000
Tangible assets	6,684	3,817
Current assets Stocks Debtors Cash at bank and in hand	130,935 4,876 6,027	93,144 3,401 4,371
	141,838	100,916
Creditors - amounts falling due within one year	(35,812)	(20,102)
Net current assets	106,026	80,814
Total assets less current liabilities	112,710	84,631
Creditors - amounts falling due after more than one year	(78,175)	(56,908)
Net assets	34,535	27,723
Capital and reserves Called up share capital Capital redemption reserve Profit and loss account	245 4,180 30,110	245 4,180 23,298
Shareholders' funds	34,535	27,723

### **CONSOLIDATED STATEMENT OF CASH FLOWS** - Year en

#### Reconciliation of operating profit to net cash (outflow)/inflow from opera

Operating profit Interest element of cost of sales Depreciation and loss/profit on sale of assets Increase in stocks Increase in debtors Increase in creditors

### Net cash (outflow)/inflow from operating activities

#### Statement of cash flows

Net cash (outflow)/inflow from operating activities Returns on investments and servicing of finance Corporation tax paid Net capital expenditure Equity dividends paid Financing

#### Increase/(decrease) in cash in the year

#### Reconciliation of net cash flow to movement in net debt

Increase/(decrease) in cash in the year	
Net (drawdown)/repayment of loans	
Issue of preference shares	
Capital element of finance leases repaid	
Change in net debt resulting from cash flows	
New finance leases	
Movement in net debt in the year	
Net debt at beginning of the year	

#### Net debt at end of the year

#### Analysis of changes in net debt

,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Opening balance £'000
Cash at bank and in hand	4,371
Debt due within one year Debt due after one year Finance leases	(1,200) (57,925) (785)
	(59,910)
Net debt	(55,539)

ded 31 July 2015	2015	2014
ating activities	£'000	£'000
	15,937 7,169 1,483 (40,531) (2,273) 15,586	8,069 7,176 940 (1,274) (577) 5,410
	(2,629)	19,744
	(2,629) (5,910) (5,297) (2,352) (2,500) 20,344	19,744 (5,949) (1,492) (1,289) (1,200) (16,891)
	1,656	(7,077)
	1,656 (20,800) (500) <u>956</u> (18,688) (2,225) (20,913) (55,539)	(7,077) 16,800 (500) <u>591</u> 9,814 ( <u>634)</u> 9,180 (64,719)
	(76,452)	(55,539)

Cash flows £'000	Other changes £'000	Closing balance £'000
1,656	-	6,027
(625) (20,675) 956	(2,225)	(1,825) (78,600) (2,054)
(20,344)	(2,225)	(82,479)
(18,688)	(2,225)	(76,452)



ANNUAL REVIEW 25

Accounts

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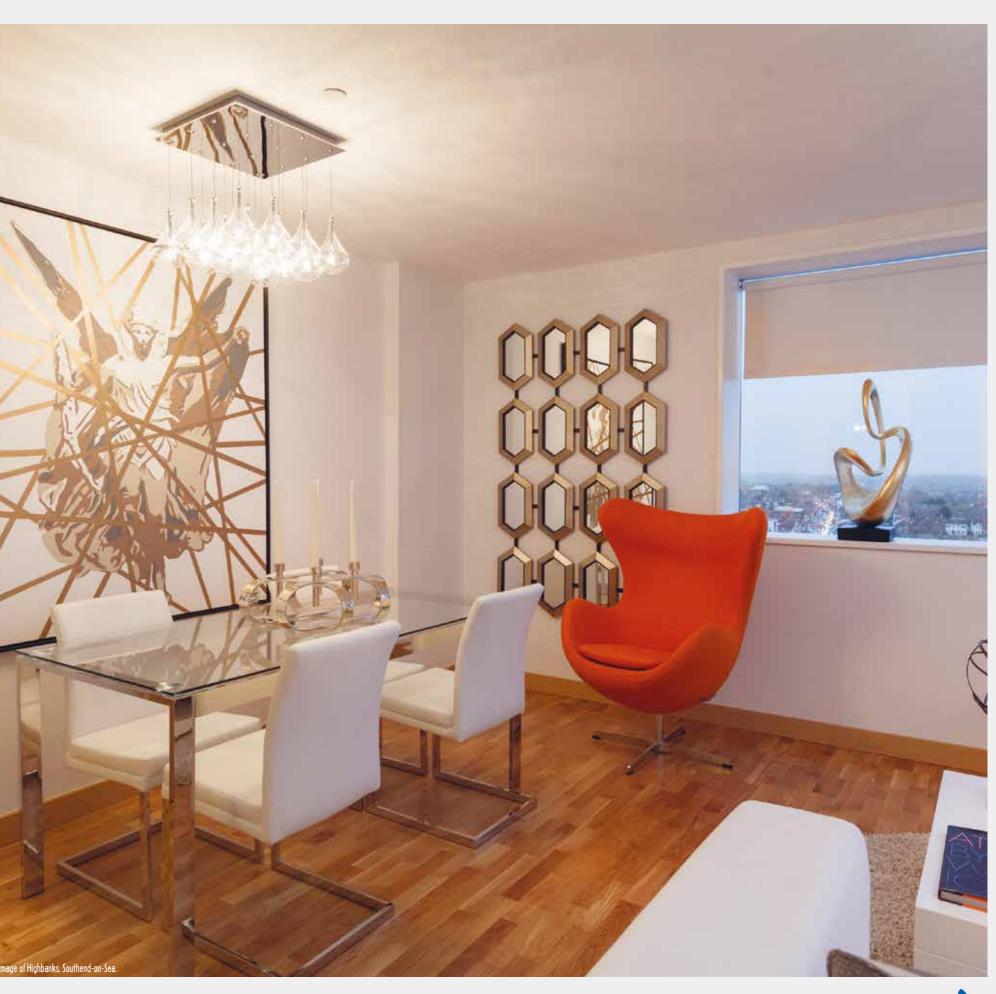
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# ANNUAL REVIEW

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