



**PUMA  
PROPERTY  
FINANCE**

YOUR DEVELOPMENT  
FINANCE PARTNER



Puma Property Finance was established to provide flexible lending solutions to property developers and investors more than a decade ago.

In that time, we have surpassed £3 billion in the total value of developments funded across the UK, across a range of sectors.

Our loans are typically between £10 million and £100 million, with the capacity to fund larger projects by exception.

We can support the financing of residential and commercial developments across the UK, with a particular focus on the

living sectors and operational real estate, including care homes, student accommodation and hotels.

Our primary focus is on the quality of the service we provide to our clients. We have been, and always will be, a relationship based business. Over half of our lending is to repeat borrowers, testament to our collaborative and proactive way of working.

We're part of the Puma Capital Group, an investment group specialising in alternative asset management, with offices in London, Manchester and Edinburgh.

£10-100m

Typical  
loan size

UK

wide  
lending

£3bn<sup>+</sup>

total value of  
developments funded

Puma Property Finance is part of the Puma Capital Group – an investment group specialising in alternative asset management.

The Group comprises four businesses, focused on delivering long-term growth.

With an established track record of achieving attractive returns for investors and the businesses it supports, it has £1 billion in AUM and has supported over 14,500 investors.



**PUMA  
PROPERTY  
FINANCE**

Provides first-charge lending to developers and professional property investors.

[pumapropertyfinance.co.uk](http://pumapropertyfinance.co.uk)



**PUMA  
INVESTMENTS**

Provides a range of alternative investments to retail investors, intermediaries and wealth managers.

[pumainvestments.co.uk](http://pumainvestments.co.uk)



**PUMA  
GROWTH  
PARTNERS**

Provides scale-up capital to growing British businesses.

[www.pumagp.co.uk](http://www.pumagp.co.uk)



**PUMA  
PUBLIC  
MARKETS**

Manages capital in the public markets for our investors.

[pumapublicmarkets.co.uk](http://pumapublicmarkets.co.uk)



£3bn<sup>+</sup>

total value of developments funded

£10-100m

typical loan size

5 million<sup>+</sup>

sq ft of property developments funded

# What we do

We're a development-focused lender offering tailored finance solutions to property developers across the UK.

We provide two core loan types, and will consider projects across all sectors and geographies of the UK.

## 1. DEVELOPMENT LOAN

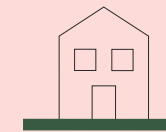
We offer unregulated first-charge development loans for up to 36 months to professional developers across all UK regions. We cover the full range of property asset classes.

## 2. STABILISATION FINANCE

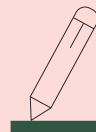
In addition to our core development finance offering, we are able to provide a stabilisation loan for up to 36 months. We will consider both to-sell strategies and operational real estate that needs time to reach maturity.

# Experience across multiple sectors

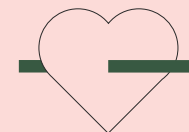
With a strong track record, we can consider financing all commercial and residential sectors across the UK. Our core sectors in the living space include residential (for sale and for rent), student accommodation and care homes. Our commercial experience includes offices, industrial and distribution, hotels and life sciences.



RESIDENTIAL/  
LIVING



STUDENT  
ACCOMMODATION



CARE HOMES



COMMERCIAL

# Our approach to lending

We have been, and always will be, a relationship-based business.

AT PUMA PROPERTY FINANCE, WE PRIDE OURSELVES ON OFFERING:

1

#### A FLEXIBLE APPROACH

No project is the same. That's why together we ensure every loan is tailored to the individual needs of the project and the borrower. We work hard to ensure that the needs of our clients are met. And if things don't go to plan, we work together to find the best solution.

2

#### HIGHLY EXPERIENCED TEAM

We recruit talented and passionate individuals to join our dynamic team – many of whom have decades of experience across a variety of construction and development finance businesses. Each of our relationship directors is also backed by a team of specialists – from legal, finance and compliance to HR, IT and marketing.

3

#### SERVICE EXCELLENCE

We pride ourselves on the quality of service we provide. This commitment is what keeps our clients coming back to us, time and time again. From the speed at which we make underwriting decisions to the ongoing project reviews, we've built our business to focus on offering our development partners what they need, when they need it most.

4

#### TRUE RELATIONSHIP-BASED SERVICE

Building high-quality relationships with our development partners has been at the heart of our approach since inception. That's why, from the first contact with us to the finalising of a multi-year construction project, our clients will always have a relationship director who will form a consistent point of contact in our team.

5

#### COMPETITIVE TERMS

As an alternative lender, we offer competitive terms to a large range of projects, compared to mainstream lenders. Our decision-making is fast and transparent, and we focus on delivering what we say we will. Unhindered by the short-term share price considerations that impact other lenders, we can take a long-term, more nuanced view. That means we often see opportunities, where others see risk.



# Example loans

We offer unregulated first-charge development loans, for up to 36 months. We also provide stabilisation loans for up to 36 months, we will consider both to-sell strategies and operational real estate that needs time to reach maturity.



## KEY FEATURES

**Loan size** £52m

**Geography** Scotland

**Sector** PBSA

## Edinburgh PBSA

A £52 million refinance and development loan facility for a Vita Group 267-bed purpose-built student accommodation (PBSA) scheme in Edinburgh city centre.

Vita Student's developments are recognised as best-in-class. The Edinburgh scheme will include amenities such as 24/7 security, a state of the art onsite gym, bike hire and storage and every bedroom will feature a high-quality fitout with 43" smart TVs and floor to ceiling windows.



## KEY FEATURES

**Loan size** £47m

**Geography** North West England

**Sector** Build-to-rent

## Manchester build-to-rent scheme

The Rochdale Road development, located close to Manchester’s main shopping area and the Northern Quarter, will see the creation of 77 one-bedroom, 149 two-bedroom and 11 three-bedroom apartments.

The McGoff Group development, will provide much-needed rental supply in the area, as the sector struggles to keep up with huge levels of tenant demand.

## KEY FEATURES

**Loan size** £17m

**Geography** East Midlands

**Sector** Care Homes

## Leicester care home

The £17m loan to Cinnamon Luxury Care will deliver a new 73-bed care home in Thurnby, Leicester.

The loan will convert an existing brownfield site to deliver the new care home with ten care suites. These suites will provide a bedroom with ensuite-wetrooms and their own separate living room and kitchenette area. The new home will target an EPC A rating. It will include amenities such as dining and sitting rooms, a cinema, private dining, a hair salon and cafe.

# Example loans > continued



## KEY FEATURES

<b>Loan size</b>	£33m
<b>Geography</b>	South East England
<b>Sector</b>	Commercial office

## Home Counties Office

A £33 million development facility to transform an iconic Basingstoke building into green workspace. The Hampshire development will see the transformation of a remarkable Grade II listed building into a sustainable and cutting-edge workspace, with a wellness offering and extensive amenities.

## KEY FEATURES

<b>Loan size</b>	£46m
<b>Geography</b>	South East England
<b>Sector</b>	Life Sciences

## Hertfordshire life sciences campus

Provided a £46 million loan to real estate asset manager and investor, Global Mutual, to begin phase 1 of the retrofit development works of the Riverlabs life sciences campus in Ware, Hertfordshire.

The site is in the heart of the UK's life sciences Golden Triangle bordered by Oxford, Cambridge and London.



## KEY FEATURES

<b>Loan size</b>	£21m
<b>Geography</b>	South East England
<b>Sector</b>	Industrial

## Milton Keynes logistics development

A £21 million loan to Kier Property to develop a state of the art 125,647 sq. ft. Grade A industrial facility known as 'Logistics City MK'. The scheme will deliver warehouse and office space and will include an environmentally friendly green roof and landscaped outdoor amenity spaces.

The scheme's sustainability credentials will target Net Zero Carbon Standards; BREAAAM Excellent and EPC A+ ratings.

## KEY FEATURES

<b>Loan size</b>	£58m
<b>Geography</b>	Scotland
<b>Sector</b>	PBSA

## Glasgow PBSA

A £58 million loan to MRP to fund the development of Broadway Studios, a 432-bed purpose-built student accommodation (PBSA) scheme in Glasgow city centre with construction being delivered by McAleer & Rushe Contracts.

With its combination of premium design, robust ESG performance, and policy-compliant spatial standards, Broadway Studios is set to become a landmark student living destination in Glasgow.



# What our clients have to say

“

The Puma team are accessible, creative, and helpful. The timeframes from term sheet to drawdown can also be very quick which is often critically important to developers when trying to manage timetables with land vendors and contractors. We very much value this relationship, and fully expect to do more business with Puma over the coming months and years.”

**Richard Cook**  
Group Development Director  
of Clarion Housing Group

“

This was the first time we worked with Puma Property Finance for our latest care home development. I found the relationship management team to be very helpful and proactive at every stage in the process as they understand the needs of the business and the healthcare industry in general. We intend to use Puma Property Finance again for our future developments.”

**Gary Kettlewell**  
Commercial Director  
of Angela Swift Developments

“

The team is dedicated to helping operators like us to address the shortfall in high-quality beds across the UK and its knowledge of the sector is clear, from the experienced and agile team to its history of successful, quality care developments. We have found Puma to be incredibly accessible, open and collaborative throughout the process and look forward to continuing the journey to completion.”

**Tim Carroll**  
Commercial Director of Connaught Care

“

We have been delighted to work with Puma Property Finance on this deal, and we believe both businesses have significant values in common, particularly around the environmental impact of both the construction process and the resulting development. We look forward to working with them and seeing this project come to life in the built environment.”

**Andrew Haines**  
COO of W Real Estate





# What we stand for

WE'RE PROUD TO BE A VALUES-LED BUSINESS

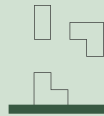
We take our sustainability and societal responsibilities very seriously.

## Our values and culture

As a values-led business, people and purpose-led decision making are at the heart of what we do – from our valued team, the developers we work with and our investors.

Our approach goes beyond foundational diversity practices – both visible and non-visible diversity – and building a team with belonging at the forefront for all our staffs is our priority.

Our people-first practices focus on maintaining an exceptional culture, comprehensive wellbeing initiatives, as well as supporting lifelong learning and development.



## OUR DIVERSITY, EQUITY & INCLUSION COMMITMENT

We believe it is as important to enhance Diversity, Equity & Inclusion internally, as it is in the wider market.

We focus equally on visible and non-visible diversity – from blind recruitment practices and mandatory inclusivity training to focusing on ensuring equal and fair pay for employees. Our policies aim to support our teams at all times.

We also participate in the 10,000 interns programme, providing paid internships for young Black talent in the UK.



## UCL partnership

We are proud to be partners with University College London, having supported their establishment of the UK's first research centre focused on delivering sustainable solutions for the construction industry.

Together, we have developed pioneering research to improve the understanding of sustainable practices to drive forward solutions.



## Inspiring diversity in real estate

We take a leading role in Property Week's Inspiring Diversity in Property campaign, having committed as an Agenda Partner from the launch of the initiative.

The programme aims to drive real change by recognising organisations that are committed to improving diversity and working to encourage others to set specific, measurable goals and work towards them.

We are immensely proud to be part of this important initiative.



# Introducing our Impact Lending Framework

DELIVERING MEANINGFUL CHANGE

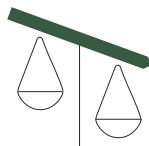
We want to provide tangible support to property developers, across all sectors and geographies of the UK, who are implementing impactful measures into their visions and designs.

Our Impact Lending Framework is an innovative, market-leading offering to incentivise developers to adopt stretching sustainability measures and genuine socially impactful projects.

Developments that qualify for an Impact Loan can benefit from up to a 1% reduction in their cost of finance, with the benefit paid at the conclusion of the project to ensure the Framework delivers real, tangible impact.



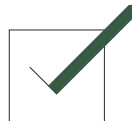
Fee reduction to incentivise high levels of sustainability or social impact



Rewards are back-ended, based on delivery, not just aspiration



Qualifying criteria are stretching and use independent, industry-accredited measures



Performance is subject to external, third-party verification

## Sustainability and Social Impact Criteria

Developments can qualify for an Impact Loan if they meet either the Sustainability Criteria or the Social Impact Criteria.

The Sustainability Criteria is designed to drive the adoption of sustainable methods of construction, and thoughtful design to enable efficient long-term building usage.

While the Social Impact Criteria aims to encourage investment into areas of higher deprivation or to support the provision of increased affordable housing.

## How to qualify for an Impact Loan

RESIDENTIAL DEVELOPMENTS	COMMERCIAL DEVELOPMENTS
<p><b>Sustainability Criteria</b> To receive a fee reduction <b>up to 1%</b> of the total loan, developments must meet both of the following criteria:</p> <ul style="list-style-type: none"> <li>• Minimum EPC B for all units</li> <li>• Minimum Silver rating under Next Generation Project Criteria</li> </ul>	<p><b>Sustainability Criteria</b> To receive a fee reduction <b>up to 1%</b> of the total loan, developments must meet the following criteria:</p> <ul style="list-style-type: none"> <li>• EDGE Certified to a minimum standard of 20%+</li> </ul>
<p><b>Social Impact Criteria</b> To receive a fee reduction <b>up to 0.5%</b> of the total loan, developments must meet either of the following criteria:</p> <ul style="list-style-type: none"> <li>• Minimum 50% of units qualifying as affordable housing;</li> <li>• Project located in a local authority ward ranked within the highest 3 deciles of deprivation for the appropriate country.</li> </ul>	<p><b>Social Impact Criteria</b> To receive a fee reduction <b>up to 0.5%</b> of the total loan, developments must meet the following criteria:</p> <ul style="list-style-type: none"> <li>• Project located in a local authority ward ranked within the highest 3 deciles of deprivation for the appropriate country.</li> </ul>

# Get in touch

We're here to help

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## Manchester office

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0161 791 5880

## Edinburgh office

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0131 677 4880

If you'd like to know more or would like to speak to one of our team about a project, then please contact us on

**0203 893 1800** or email us at **[enquiry@pumapropertyfinance.co.uk](mailto:enquiry@pumapropertyfinance.co.uk)**

For further information, please visit **[www.pumapropertyfinance.co.uk](http://www.pumapropertyfinance.co.uk)**

Any reference to lending is to the loans made by the clients of Puma Property Finance Limited that conduct unregulated lending, including Heritage Square Limited and Oasis Lending LLP. Puma Property Finance Limited supports these clients in the origination, execution, and monitoring of such loans.

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