

### Stage 1 - Information Required prior to issuing Indicative Terms

#### Borrower / Development Team

- Identity of the borrowing entity
- Identity of the sponsor / shareholder / directors
- Detailed developer track record
- Contractor identity & track record

#### Site / Development

- Ownership status of the site
  - If owned - purchase price, ancillary costs and purchase date
  - If bidding situation - detail of process
- Description of the existing property
- Location map
- Site plan
- Summary of proposed scheme
- Unit breakdown (incl. confirmation of freehold / leasehold)
- Target EPC rating (& SAP score) for the units
- Summary of planning status (with decision notice if available)
- Development appraisal
- Development cashflow
- Summary of key comparables supporting GDV assumptions
- Confirmation of leverage requirements / equity available
- Required completion timeline

### Stage 2 - Information Required prior to advancing to Underwriting

#### All items from stage 1, plus:

#### Borrower / Development Team

- Full details on borrowing entity ownership / structure (with structure chart)
- Full details on sponsor / shareholder / directors
- ALIE detailing sponsor / shareholder / guarantor net worth
- Confirmation of contractor & details of key subcontractors
- Full details of professional team

#### Site / Development

- Updated position on site ownership
- Floor plans / elevations
- CGIs of the scheme
- Detailed summary of planning status (incl. status of conditions, CIL, s106)
- Completed ESG Questionnaire (Octopus to provide template)
- Site title numbers & Land Registry redline plans
- Detail of any land issues (e.g. restrictive covenants, party walls)
- Detail of any other development issues (e.g. rights of light, road closures)
- Updated development appraisal & cashflow (incl. detailed construction costs)
- Construction programme
- Confirmation of required completion timeline

For more information please contact our team.

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