Benchmark DT Oxford
One New Bailey
Salford, Greater Manchester M3 5JL
+44 (0) 1865 410 050

Buyer Profile

Legal Name	We Invest
About	From the age of 14, Adam was groomed to be an entrepreneur by his father, being involved in various investments including buying stocks and shares. He developed a passion for identifying value and growth opportunities, reading financial newspapers and researching companies for ideas. Alongside his passion for equity investing, he explored his interest for real estate and property development through apprenticeships and work shadowing at large UK developers. Though seed capital was available from his father, Adam was always inclined to manage projects solely. He has utilised development finance and UK BTL mortgages to fund and refinance his projects. Over the last 10 years, he has deployed his experience in development and property management to scale his portfolio. Local agents have been appointed to manage these properties, enabling him to focus on evaluating deals and negotiating acquisitions.
Additional Information	Adam has also diversified his real estate portfolio through the years by investing at an early-stage in large-scale developments. Adam has entered joint-ventures with better capitalised developers across projects in the UK, but in a hands-off capacity as an equity partner. He has taken a calculated approach to these equity injections, given their high risk and seniority ranking within the capital structure of typical development projects. However, alongside this risk, these opportunities have also delivered outsized returns. Adam's financing strategy has been to purchase projects with good margins, unlock value, refinance onto term and revolve the equity into new projects. Although he has done end-to-end developments, he has found more promise in in major refurbishment projects and distressed projects impacted by enforcement notices which most developers would shy away from. He has utilised a combination of refurbishment finance products, stretched development finance and bridging finance to enable him to work on multiple projects simultaneously. The completed projects are then financed on to 5-year fixed term finance, primarily retail BTL products. Moreover, his investment focus has turned towards geographic diversification and acquiring higher yielding residential blocks of flats, given the significant compression in yields in the South-East and Greater London area.

I have reviewed the non-disclosure agreement executed by We Invest and approve sending my confidential information memorandum to this prospective acquirer.

Name: Umang Gandecha
On behalf of Londonist DMC Ltd

Signed: Umang Gandecha

Date: 21/03/2025

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