



DEVELOPMENT  
MANAGEMENT  
SERVICES

SINGAPORE

LONDON

NEW YORK

CHICAGO

MIAMI



# CONTENTS

---

<b>04</b>	<b>OUR MISSION</b>
<b>06</b>	<b>COMPANY OVERVIEW</b>
<b>07</b>	<b>MARKETS &amp; SECTORS</b>
<b>09</b>	<b>CORE TEAM</b>
<b>10</b>	<b>OUR SERVICES</b>
<b>12</b>	<b>CAPABILITIES</b>
<b>14</b>	<b>OUR PROCESS</b>
<b>16</b>	<b>CLIENTS &amp; INVESTORS</b>
<b>22</b>	<b>CURRENT DEVELOPMENTS</b>
<b>26</b>	<b>COMPLETED DEVELOPMENTS</b>
<b>29</b>	<b>TEAM BIOGRAPHY</b>

---

# OUR MISSION

QIP Development Group [QIP DG] strives to **achieve best in class outcomes** for investors, owners, residents, occupiers and the individual communities in which we build.

QIP DG's aim is to **deliver market-leading financial returns** to our investment partners, as well as attract and retain top talent by upholding an entrepreneurial and rewarding work environment.

Our growing team of real estate professionals bring years of planning, executing, and operating experience, **providing clients with a comprehensive range of tailorable services** that best promote the success of the individual development project.



QIP DG and their individuals have previously completed over **10 million sf** of development projects across the United Kingdom and the United States, across a broad range of asset classes.



QIP DG seeks to provide management solutions across acquisition, disposition, re-entitlement, master planning, development, and asset management, **enabling our clients to achieve the greatest value for its real estate.**

- DEVELOPMENT MANAGEMENT
- PROJECT MANAGEMENT
- OWNER'S REPRESENTATION
- PROJECT ADVISORY
- ASSET MANAGEMENT
- INVESTMENT MANAGEMENT



The concept of creating successful buildings should not be difficult, the execution within the environment, people and politics often make it that way. It is our job to ensure each of these, often competing with one another, stay aligned with the business plan, ensuring all stakeholders remain informed and satisfied with the same. It is our objective to continuously improve the way in which we ‘journey’ to conceive, build and operate our development projects across each of the asset types in which we work.

---

**James Coppack,**  
Head of Development



# COMPANY OVERVIEW

The QIP Development Group [QIP DG] is **an independent business** that sits within our larger real estate investment group. The QIP DG focuses on the development management of Residential, Commercial, Hospitality & Logistics projects.

The QIP DG was created through strategic opportunity with our parent company (QIP) to position a **vertically integrated real estate platform** to execute and deliver our projects.

One key differentiator for QIP DG is our full suite of in-house services offered **à la carte** to third party Investors, Owners and Operators, as a **collaborative consultancy** service.

Through our parent investment company, QIPDG is able to pursue **co-investment** in projects alongside third party owners and investors.

Our suite of in-house services is tailorable to the individual needs of the Project and/or Client, providing **a seamless integration** with third party Owners, Operators and Managers.

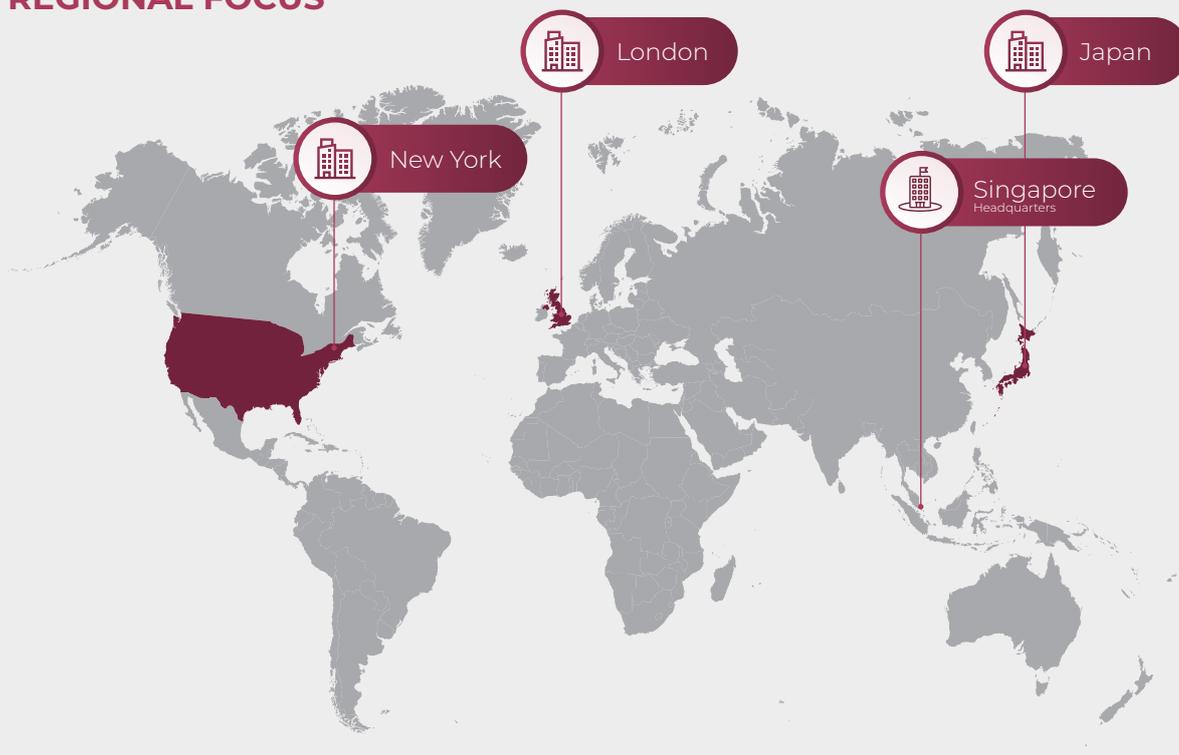
Our team includes **Development Managers & Asset Managers** alongside our broader business' **Investment Managers**, to provide in-house leadership capability across a wide range of projects and asset types.

Our team comes with a **pedigree in designing, constructing and operating buildings**, whilst supporting the acquisition and investment management functions of the broader QIP business.

QIP is positioned to **exceed industry standard** for Development Management services whilst creating and enforcing a governance across broader portfolios.

We have invested heavily in our people, processes, and procedures to create a programmatic framework to execute **on time, on budget** and in a highly scalable way that creates solid foundations for our future growth.

## OFFICE LOCATIONS / REGIONAL FOCUS



# MARKETS & SECTORS

The QIP DG is strategically positioned to provide partnering solutions to a host of Real Estate orientated investors, owners and operators. Our track record in the UK and US includes a wide range of projects, partnerships and collaborations.

## UK

---

### PURPOSE-BUILT STUDENT ACCOMMODATION (PBSA)

- Programmatic
- Prime academic centers

---

### BUILD-TO-RENT (BTR)

- Urban Centers

---

### AFFORDABLE HOUSING

- Community orientated
- Government

---

### CO-LIVING

- Urban rejuvenation
- Ground up
- Repositioning
- Densification

## US

---

### MULTI-FAMILY

- Apartments & Studios
- Mid to High-rise

---

### STUDENT HOUSING

- Urban locations
- Academic centers
- Master lease

---

### CO-LIVING

- Urban infill
- Ground up
- Repositioning

---

### HOSPITALITY

- Hotels
- Bars/restaurants
- Clubs

---

### LOGISTICS & WAREHOUSING

- Class A
- Urban rejuvenation
- Land reclamation



**>10M sf**

DEVELOPMENT COMPLETED

Individually, our team of development professionals has previously completed over 10 million square feet of development across the US market (across residential, commercial, hospitality and logistics)



**c.\$600M**

ASSETS UNDER MANAGEMENT

QIP currently manages USD c.\$600 million, primarily invested in purpose-built residential assets within the developed markets of UK, US and Japan.



**200+ Years**

PROFESSIONAL EXPERIENCE

Across Real Estate Development, Asset Management, Investment Management, Legal & Finance



# CORE TEAM

The QIP Development Group comprises a team of design, construction, investment, and asset management professionals with over 10 million sf of completed projects. The group is lead by our Head of Development who is responsible for the strategic direction, planning, organizational structure, project management, and leadership of the group, overseeing regional teams within the UK and US.



**JAMES COPPACK**  
Head of Development



**ABHINAV SWAMY**  
Head of Investment  
Management



**PETER YOUNG**  
Executive - Strategy

James Coppack is the Head of QIP Development Group. He also serves on the Executive Committee and the Investment Committee of QIP. He has 20 years of real estate experience and has been involved in all aspects of real estate development including residential, office, retail, hospitality, cultural, public spaces, parking, and academic uses. Mr. Coppack is responsible for all facets of the QIP Development Group business platform including strategic direction, organizational structure, planning, design, entitlements, financing, construction, marketing, sales, leasing, operation, and new deal origination



**SOON JU TOK**  
Head of Asset  
Management



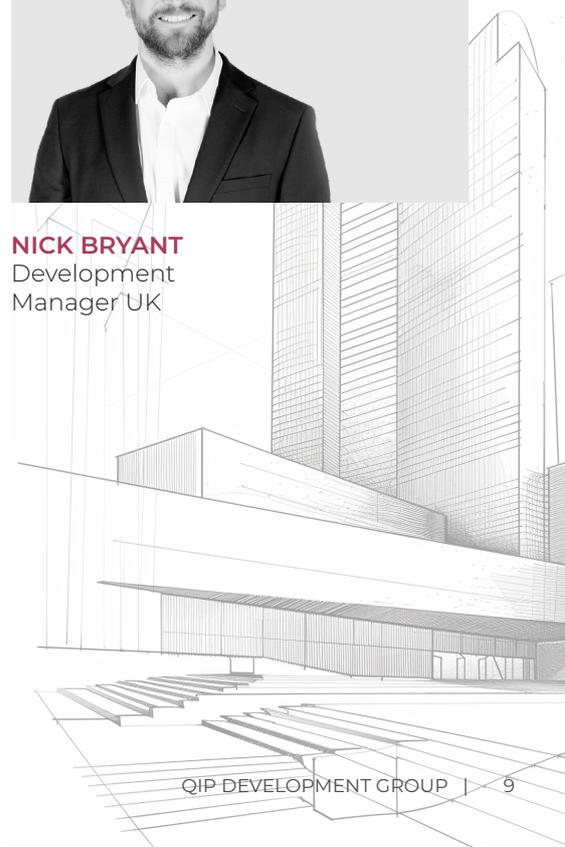
**ALBERT FIGUERAS**  
Head of Product &  
Development Manager US



**NICK BRYANT**  
Development  
Manager UK

OUR DEVELOPMENT MANAGERS HAVE COMPREHENSIVE EXPERIENCE ACROSS PRE-DEVELOPMENT, DESIGN, CONSTRUCTION AND OPERATION OF BUILDINGS.

OUR TEAM OF EXECUTIVE SUPPORT INCLUDES PRODUCT MANAGERS, ASSET MANAGERS, PROJECT CONTROLLERS AND ACCOUNTANTS.



# OUR SERVICES

Our Development Team have established a series of tools and standards to support the execution of their projects. These promote consistency in delivery, enforcing the individual business plans, drive product standards, coordinate operational needs, undertake reviews of design and constructability, interrogate construction costs, support the procurement effort, assist construction administration, and support the turnover and closeout of the project.

Our team also brings with it many long and beneficial relationships with various third-party consultants that assist our projects during planning and construction. These include consultants that help expedite the regulatory process, legal counsel, and technical professionals to help promote greater design & construction efficiency.

## OUR UK AND US OFFICES PROVIDE REGIONAL REAL ESTATE SERVICES TO OUR CLIENTS, TAILORABLE TO THE INDIVIDUAL NEEDS OF THE PROJECT

### DEVELOPMENT MANAGEMENT

Providing a comprehensive development management execution service across all stages of the a project from acquisition through to operation. This includes projects funded by QIP and their investors where QIP take the local GP and Co-GP position. This also includes projects where QIP may be entering into a Joint Venture (JV) or Co-Development opportunity.

### PROJECT MANAGEMENT

Our full suite of in-house services are offered á la carte to third party Owners/ Developers, including:

- project administration
- stakeholder management
- cost management
- programme/schedule management
- procurement management
- design management
- construction management
- value management
- reporting

### STRATEGIC ADVISORY

QIP provides third party consulting to Clients on a project basis. Our Strategic Advisory services are intended to sit between the Ownership structure of the project and the local Project Manager. Our services are curated with the Client to complement their own inhouse resources and be tailored to the needs of a given project, whilst providing a vehicle to support their own organisational growth and success.

### OWNERS REPRESENTATION

QIP provides full third-party development management services on behalf of an Owner. These services can be tailored to the individual client's needs, which can include a full-service DM offering, or a split of responsibilities based on the individual client's own expertise, resource and project needs. A client can pick from the complete á la carte of DM services and rest assured that as needs change, our team can remain versatile in our approach.

### ASSET MANAGEMENT

QIP's vertically integrated team provide comprehensive support to the ongoing AM function of all assets. The QIP team provide ongoing technical support and oversight of all system, material, operational and functional components of the assets within QIP and their third party Client's growing portfolios.

### INVESTMENT MANAGEMENT

The QIP IM team identifies lucrative investment opportunities to optimise investor returns on a risk-adjusted basis. Collaborating seamlessly with all facets of the integrated workstream, they ensure that underwritten products are competitively priced and reasonably forecasted.



Our successful partnership with QIP over the years has meant we continue to scale our business operations across the UK, and have demonstrated what we can achieve with the right strategic partner & platform. QIP are committed to creating the highest quality student housing experience. We continue to see compelling opportunities in this maturing sector and are looking forward to expanding our relationship in the UK with this best-in-class investor, through their specialist global residential living platform.

Kate Forester,  
Managing Director at Homes for Students



## TARGET OPPORTUNITIES

- Development sites with or without entitlement
- Ground up development
- Reposition / re-purpose
- Vacant Land
- Strategic Acquisition
- Renovation / Capital Improvement
- Urban infill / masterplanning
- Densification

# CAPABILITIES

Our development team breaks the project execution process of all projects into a series of unique and elemental workflows, processes and tools, each directly linked back to one another through our vertically integrated team.

Each of these management practices are deployed comprehensively across each stage of the project lifecycle

The QIP DG provides an exhaustive list of development services across each stage of the project. A comprehensive list of services can be provided upon request.



## FEASIBILITY

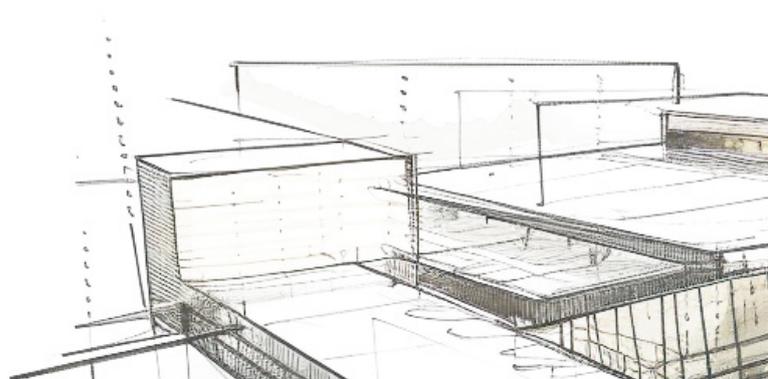
- Position a potential assemblage
- Perform site selection
- Evaluation of conceptual design and test fits
- Manage site due diligence
- Produce initial budget and schedule
- Evaluate financial underwriting
- Create initial development proforma
- Evaluate capitalization alternatives
- Conduct constructability review
- Finalize land purchase/land lease

## DESIGN

- Evaluate building program,
- Communicate with clients/partners
- Evaluate design team selections
- Manage design processes
- Produce and manage design contracts
- Qualify general contractors
- Oversee pricing exercises
- Produce updated project budget
- Oversee contract documents production process

## FINANCING

- Develop marketing plan/strategy
- Identify and select listing brokers
- Assess market conditions
- Oversee leasing and marketing efforts
- Refine development proforma
- Finalize and close project financing
- Manage loan reporting and administration





Our platform promotes consistency in delivery, enforcing the individual business plans, drive product standards, coordinate operational needs, undertake reviews of design and constructability, interrogate construction costs, support the procurement effort, assist construction administration, and support the turnover and closeout of the project.

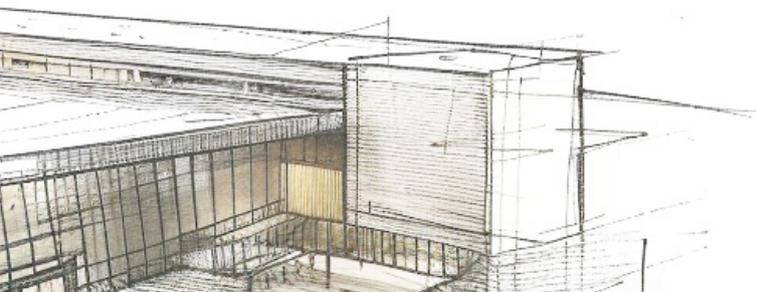


### CONSTRUCTION

- Prepare bid package and construction contract
- Bid and award construction contract
- Manage contractor performance
- Site visits during construction
- Review and approval of construction draws
- Respond to issues, implement changes coordinate as required
- Produce and track punchlist
- Respond to client requests
- Periodic reports
- Organize project documentation
- Operation and Maintenance planning
- Lead furniture planning
- Coordinate fixtures and equipment
- Make finish selections
- Govern amenities plans
- Coordinate move in/occupancy

### POST COMPLETION / OCCUPANCY

- Undertake snagging/punchlist
- Manage close out of defects
- Project Close Out
- Energy optimization
- Capex projects



# OUR PROCESS

OUR DEVELOPMENT TEAM HAVE ESTABLISHED A SERIES OF TOOLS AND STANDARDS TO SUPPORT THE EXECUTION OF THEIR PROJECTS.





QIP DEVELOPMENT GROUP ADDS VALUE THROUGH ITS INTEGRATED PLATFORM AND DELIVERS BEST-IN-CLASS ASSETS IN MATURE MARKETS ACROSS THE GLOBE, WITH AN ON-THE-GROUND PRESENCE AND OFFICES IN SINGAPORE, LONDON & NEW YORK.

# CLIENTS AND INVESTORS

A key part to QIPs ongoing success in real estate is down to our relationships, partnerships and ongoing collaborations with other industry leaders. Our team have a track record in executing investment and development projects within the UK and US with these partners.



“ We have successfully worked alongside QIP and its development group on two real estate transactions – a multifamily development project in the US and a UK PBSA portfolio where QIP was appointed manager for overseeing the operational portfolio of assets and additional bolt-on acquisitions. The positive working experience can be attributed to the team’s high level of professionalism and investment management expertise across all business functions. The Group has a unique vertically integrated platform across investment management, asset management and development team and we highly appreciate QIP’s responsiveness and post-transaction coverage – a crucial element that is important to our investors.

**Giuseppe De Filippo,**  
Managing Director, Head of Private Capital Markets,  
Bank Julius Baer

## Ares and Bank Julius Baer

PROJECT  
Julius

PROJECT SIZE / PROFILE  
1,122 Beds (UK PBSA)

QIP ROLE  
Asset Manager  
and Project Manager  
Owner's Representative

CLIENT OBJECTIVES DELIVERED  
Oversee a portfolio of stabilised  
UK PBSA assets and oversee new  
forward fund projects



Julius Bär



## Gamuda Land and Hurlington Capital

PROJECT  
Arsenal

PROJECT SIZE / PROFILE  
419 bed (PBSA)

GAMUDA LAND

QIP ROLE  
Co-Developer (Full Service  
Development Management)

CLIENT OBJECTIVES  
Pre-acquisition Development  
Assessment, Groundup Development  
Management Services



Marking our debut in the PBSA market, we're immensely proud of our Woolwich development. Not only a best-in-class asset in itself, it delivers tangible social impact in a reflection of both Hurlington Capital's values as a business and our commitment and hands-on approach to community engagement alongside our partners QIP, an established leader in the UK's PBSA sector. We look forward to delivering much-needed high quality accommodation in a prime location.

**Jamie Feldman,**  
CEO & Founder, Hurlington Capital

## Routine Properties

**PROJECT**  
Orange Crush

**PROJECT SIZE / PROFILE**  
75,000 SF

Routine Properties

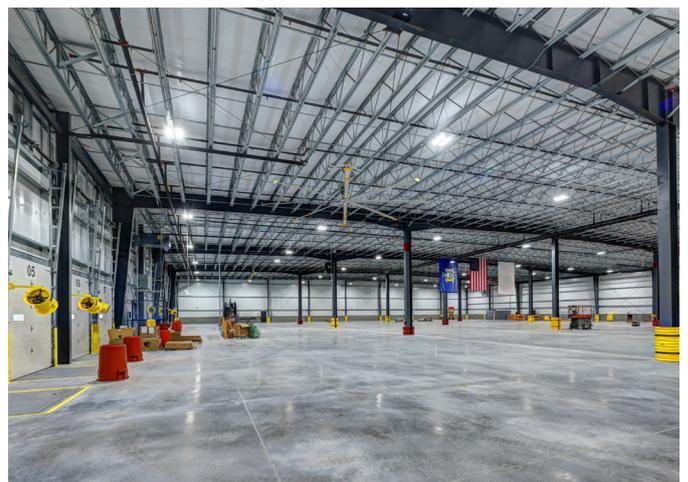
**QIP ROLE**  
DM (Third Party Owners  
Representation)

**CLIENT OBJECTIVES**  
Build to Suit Development  
Management Services



James Coppack and the QIP team were fully dedicated to delivering our project on time and within budget. Their comprehensive services encompassed construction value engineering, adeptly managing the intricate balance between contractor requirements and tenant expectations, providing expert guidance on prevailing market conditions, and much more. Thanks to their unwavering commitment and expertise, we not only completed the project ahead of schedule and under budget but also achieved a level of success that would have been unattainable without their contributions.

**Evan Goldfine**  
General Partner, Routine Properties.



# Bank Julius Baer and Melrose Ascension Capital (MAC)

**PROJECT**  
Straits Row, Chicago US

**ARCHITECT**  
FitzGerald Associates

**COMPLETION YEAR**  
2025

Julius Bär

**QIP ROLE**  
Co-Developer  
(Full Service Development  
Management)

**PROJECT SIZE / PROFILE**  
354 bed  
(Student Housing  
/ Co-Living)

**BEDS/UNITS**  
132 Units

**VALUE**  
\$90.7m



**CLIENT OBJECTIVES**  
Pre-development Project Viability Assessment, Ground-Up  
Development Management Services





Despite the current market challenges and construction pricing environment, our dedicated project teams have brought this to fruition, which is a testament to our partnership with QIP, and our entire valued project team. Leveraging our robust multi-family development pipeline and strategic partnerships, especially with QIP, MAC is well positioned to scale and execute in 2024 and beyond.

**Nick Melrose,**  
Founder & CEO, Melrose Ascension Capital



# CURRENT DEVELOPMENTS

ARCHITECT  
Ruff Architects

(EXPECTED) COMPLETION YEAR  
(AY 2026/2027)

VALUE  
c.£144.5m

BEDS/UNITS  
419 beds



PRESS HOUSE, BERESFORD STREET, LONDON **UK PBSA**

ARCHITECT  
Comprehensive Design  
Architects

COMPLETION YEAR  
2025

BEDS/UNITS  
65 Beds

VALUE  
£15m



EAST NEWINGTON PLACE, EDINBURGH **UK PBSA**

ARCHITECT  
3D Reid

(EXPECTED) COMPLETION YEAR  
(2026/2027 AY)

BEDS/UNITS  
76 Beds

VALUE  
£18.6m



CANNONGATE, EDINBURGH **UK PBSA**



# COMPLETED DEVELOPMENTS



STRAITS MEADOW (2): 65 LONDON RD, EDINBURGH **UK PBSA**



**ARCHITECT**  
Jefferson Sheard Architects



**COMPLETION YEAR**  
2022



**BEDS/UNITS**  
76 Beds



**VALUE**  
£14.4m



STRAITS MEADOW (1), 61 - 63 LONDON RD, EDINBURGH **UK PBSA**



**ARCHITECT**  
Jefferson Sheard Architects



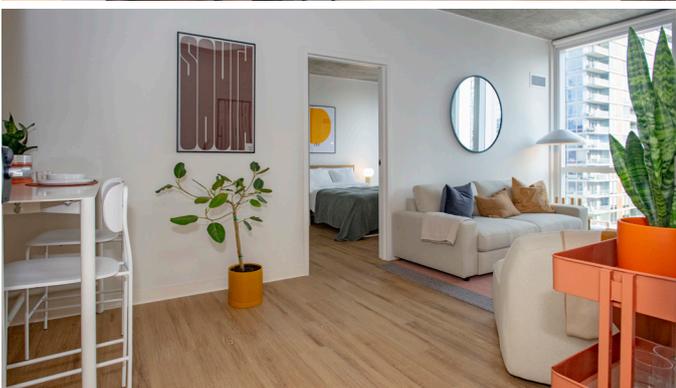
**COMPLETION YEAR**  
2021



**BEDS/UNITS**  
198 Beds



**VALUE**  
£34.6m



STRAITS ROW, 633 S LASALLE ST, CHICAGO **US MULTIFAMILY**

 ARCHITECT  
FitzGerald Associates

 COMPLETION YEAR  
2025

 BEDS/UNITS  
132 UNITS

 VALUE  
£90.7m



STRAITS VILLAGE, 123 HUNTINGDON ST, NOTTINGHAM **UK PBSA**



ARCHITECT  
Glenn Howells Architects



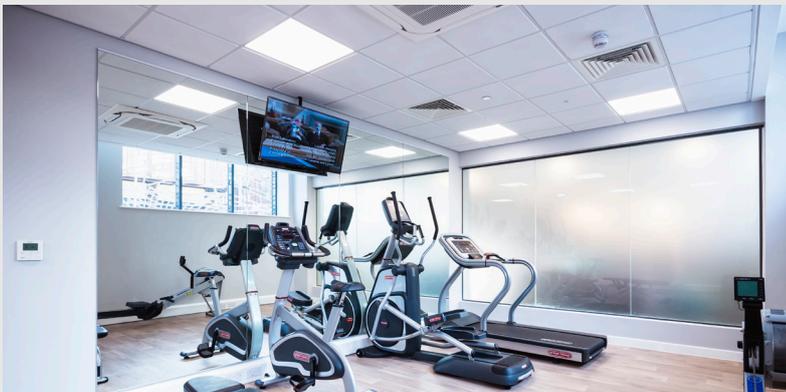
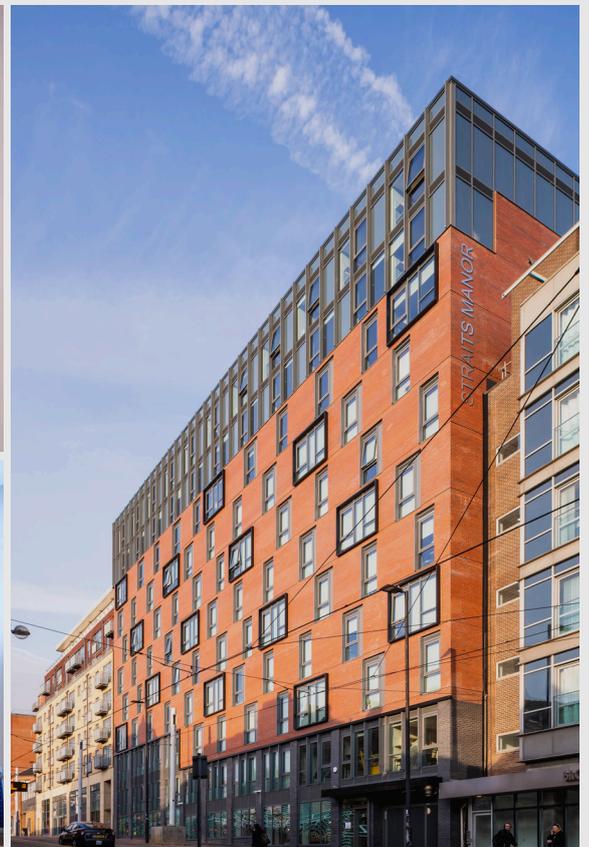
COMPLETION YEAR  
2021



BEDS/UNITS  
284 Beds



VALUE  
£37.0m



STRAITS MANOR, 52-56 WEST ST, SHEFFIELD **UK PBSA**



ARCHITECT  
Fletcher Rae



COMPLETION YEAR  
2017



BEDS/UNITS  
301 Beds



VALUE  
£30.9m



STRAITS GARDEN, 40 - 44A HIGH ST, EGHAM **UK PBSA**

 **ARCHITECT**  
Ecotecture

 **COMPLETION YEAR**  
2022

 **BEDS/UNITS**  
111 Beds

 **VALUE**  
£27.4m



SCHUYLER BUSINESS PARK, UTICA, NEW YORK **US WAREHOUSING & LOGISTICS**

 **COMPLETION YEAR**  
2023

 **SIZE**  
52,500 sf

# TEAM BIOGRAPHY



**JAMES COPPACK**  
Head of Development

James Coppack is the Head of QIP Development Group. He also serves on the Executive Committee and the Investment Committee of QIP. He has over 20 years of real estate experience and has been involved in all aspects of mixed-use real estate development including luxury residential, hotels, hospitality, cultural, public spaces, commercial office, retail, parking, and academic uses. Mr. Coppack is responsible for all facets of the QIP Development Group business platform including strategic direction, organizational structure, planning, design, entitlements, financing, construction, marketing, sales, leasing, operation, and new deal origination. Mr. Coppack has completed projects in New York City, Chicago, Washington DC and Miami, as well as abroad in the UK and Middle East.

He had previously held the positions of Head of Construction for The Collective, and Vice President of Design & Construction for GID Development Group overseeing the technical execution of the 2 million sf Waterline Square development in NYC. Earlier, he worked for Buro Happold Consulting Engineers where he completed over 10 million sf of commercial development projects. He has been a member of the Chartered Institute of Building and the Project Management Institute. He holds a M.Eng. in Architectural Engineering from the Pennsylvania State University (US) and a M.Sc. in Engineering Project Management from the University of Leeds (UK).

## COMPLETED PROJECT EXPERIENCE



**6M sf**

RESIDENTIAL



**1M sf**

COMMERCIAL OFFICE



**250K sf**

HOSPITALITY



**100K sf**

INDUSTRIAL



**4M sf**

MIXED USE

## NOTABLE PROJECTS

- Waterline Square, New York US
- The Penny, New York US
- Straits Row, Chicago US
- Press House, London UK
- Project Orange Crush, New York US
- Joseph Rowntree School, York UK
- Straits Aire, Leeds UK



STRAITS ROW



WATERLINE SQUARE



STRAITS AIRE



Abhinav brings over 14 years' of experience in real estate, banking and corporate finance. At QIP, Abhinav is responsible for the firm's investment and asset management efforts, from providing strategic direction on deal acquisitions, to business development and execution, through to closure and post-investment services.

Prior to joining QIP, Abhinav worked as an Investment Manager at Round Hill Capital and was responsible for sourcing, structuring and executing real estate investments across Europe. In his career to date, Abhinav has worked with multiple clients across various equity and debt investment strategies and has executed on a range of real estate transactions, totaling over USD 1B+ in value.

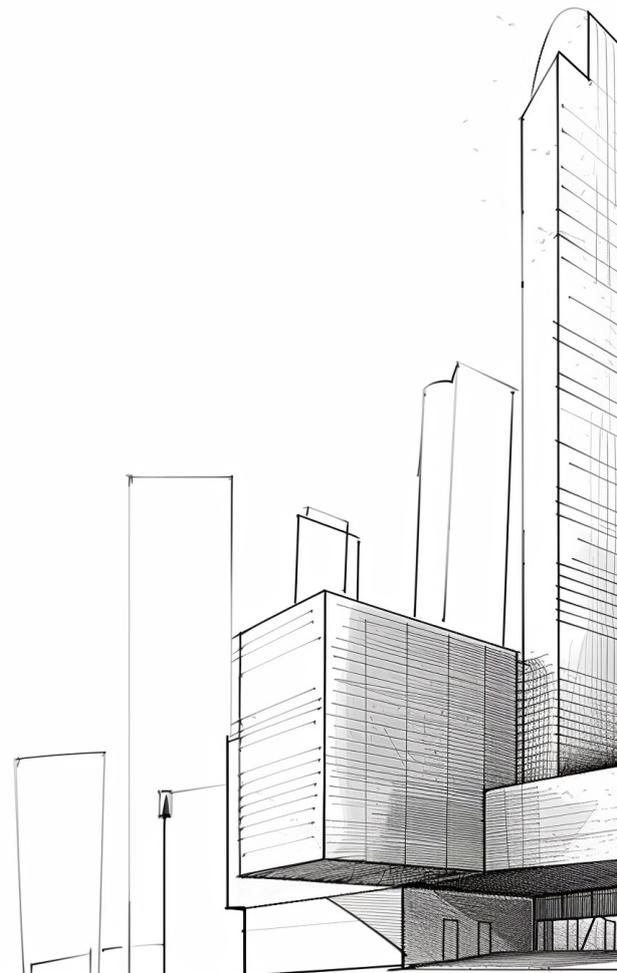
Peter Young is a real estate investor and fund manager with over 25 years professional experience and track record in developing and managing real estate investments across the UK, US, Japan & Australia. As CEO of the QIP Group, Peter oversees the regulated fund management business based in Singapore and leads the vertically integrated real estate business covering funds management, development management and asset management in the UK, US, and Japan. Peter works closely with QIP Development Group's local team to manage institutional and JV capital partnerships in Build to Core Residential Housing strategies across purpose-built student accommodation, build to rent, co-living and multifamily housing in the UK and the US.

Peter oversees USD c.\$800m of capital and co-invests alongside Institutions, Family Offices, and specialist high net worth real estate investors. Current QIPDG clients across UK and US student housing and multifamily housing development projects include those with ARES Management, Bank Julius Baer and Malaysia listed company Gamuda.



QIP has a great track record and are experts in their field. They are making inroads in the living sector, in particular UK PBSA that require specialist knowledge and are not easy to access. They are always looking at creative investment strategies to grow the market and value being competitive in their industry. It has been a pleasure working together with the team. They are knowledgeable and approachable & able to solve problems creatively & professionally

**Paddy Allen,**  
Chief Executive Officer at KC





Soon Ju brings over 20 years' of experience in real estate, banking, asset and portfolio management. At QIP, Soon Ju is responsible for overseeing the asset management aspect of the business, from providing close oversight and strategic direction on lease management, to working closely with operators on budget reviews, property management and operations, through to project managing asset enhancement initiatives as part of the building life cycle.

Prior to joining QIP, Soon Ju worked as Portfolio Manager looking after student accommodation assets and was responsible for managing a US\$4 billion portfolio comprising 25,000 beds located in UK, US and Canada. Prior to this role, she was Vice President of Asset & Investment Management at a Singapore-listed REIT, looking after ongoing asset management of a portfolio of hotels, offices and shopping centres. Before this, Soon Ju worked as Investment Director in a hospitality fund, and oversaw the investment and development of an integrated resort development in Vietnam. Soon Ju began her career in real estate investment banking, London, UK.



Albert Figueras is a professional Architect joining QIP in 2023 as a Development Manager. Albert previously held the position of Development Manager at the Co-Living developer/operator, The Collective, having worked across their projects in the UK and US.

Albert provides delivery and execution functions within the QIP DG, and also leads our product development and standards across PBSA, BTR and Co-Living projects.

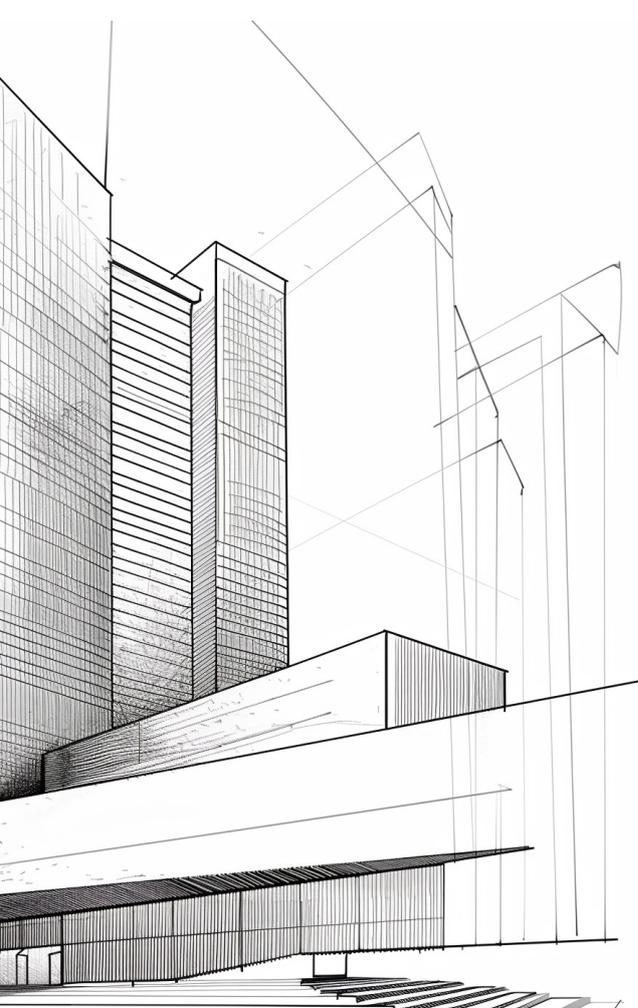
Albert recently completed a mixed-use (319 bed) ground-up development in Williamsburg, Brooklyn in the role of Development Manager with a development budget of \$85m.

Albert's prior experience includes practicing Architecture with firms Selldorf Architects & nARCHITECTS, completing projects in NY, Chicago, Calgary, Sao Paulo, Milan & Hong Kong.



Nick Bryant is a real estate construction professional with 15 years of experience, successfully leading and delivering development projects across the UK. Nick joined QIP in 2024 as Development Manager to oversee UK projects. Nick's strong background in UK Construction provides QIP DG with local expertise to manage and execute ground-up projects within our residential and commercial development pipeline.

Nick collaborates with our other team members to ensure the QIP product remains ahead of the market across our regional portfolio, bringing technical and commercial governance to the delivery process on behalf of our investors and partners. Nick previously held positions for Urban Development Group in York and prior to that, Mace Group in London. Nick has managed projects across the PBSA, Prime, Super Prime, Listed Rejuvenation, Hospitality and Retirement Sectors, ranging in value from £10m - £75m. Nick has received awards at the coveted CIOB for his Management Skills in Construction and previously shortlisted for Young Professional of the Year at the Duke of Edinburgh Awards





## Contact Us

### **James Coppack**

Head of Development

📞 +1 (917) 325-1060

✉️ [james.coppack@q-investmentpartners.com](mailto:james.coppack@q-investmentpartners.com)

### **Singapore (HQ)**

📍 72 Anson Road, #11-01A

Anson House

079911