



A DEVELOPMENT
BUSINESS

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This Land Limited - Shareholder
Commercial and Investment Committee
Cambridgeshire County Council
Shire Hall
Castle Street
Cambridge
CB3 0AP

6 February 2019

Dear Shareholder,

Re: This Land Limited – Independent Non-Executive Directors

I write regarding the nomination of Independent Non-Executive Directors for appointment to the Board of Directors of This Land Limited.

As our shareholder the County will need to be assured that corporate governance is taken extremely seriously by the Board and supervised by the Independent Non-Executives. To that end I am keen to appoint experienced, independent non-executive directors to the company as soon as practicable, and I therefore nominate the following four individuals for appointment to the Board. Biographies and full CVs for the nominated individuals are appended to this letter.

- Susan Freeman
- David Meek
- Jeremy Miller
- Richard Steer

As per the matters reserved for the shareholder under the shareholder agreement I ask that you consider these nominated individuals to be appointed as a result of a shareholder vote, after which the Board will formally appoint the Independent Non-Executives under Article 17 of the recently amended Articles of Association for This Land Limited.

Yours faithfully
Steven Norris

On behalf of the Board of Directors of This Land Limited

Steven Norris
Independent Chair





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BIOGRAPHIES

Susan Freeman

Susan Freeman has spent over 35 years as a Senior Partner in leading London law firms, most recently at Mishcon de Reya, where she was head of the business development team. Her many and varied achievements and the level of Susan's influence in the property sector are recognised by her ranking in Bisnow's 'The 51 Most Influential Women in UK Real Estate' which is a huge accolade for Susan and a welcome asset for This Land™ who are actively promoting gender equality in the property industry and have a 50-50 gender split in the current team.

A graduate of the prestigious London Business School Sloane Masters Programme, Susan serves as Chairman of Bee London Property Group (a central London Business Improvement District) and Chairman of the FUTURE PropTech Advisory Board. She is an active member of a number of other influential property forums, including the London Chamber of Commerce Property & Construction Committee.

Susan is regularly called upon to write and speak on property industry topics to a wide range of audiences, having recently chaired the FT Commercial Property Conference and participated in the MIPIM UK panel event on Diversity in Real Estate and a Profile panel on social media in business. She regularly organises thought leadership debates bringing together industry and government to explore the key issues facing the property sector.

David Meek

David Meek has a 30 year track record in global finance, markets and technology; providing fiscal, strategic and operational leadership and corporate governance across multiple lines of business and geographies.

Prior to joining This Land™, David has held the position of Managing Director for a number of global corporations in London, including: JP Morgan, Mizuho International and Citigroup. At JP Morgan he led the bank's regional strategic initiatives, upgrading technology and improving infrastructure across the platforms, enhancing both the client experience and operational efficiency.

David is a dynamic, innovative and results driven leader whose global connections and networks across the industry will help facilitate the fast-paced growth of This Land™. He is currently enrolled in the Financial Times Non-Executive Director Diploma, supplementing his existing experience as a non-executive director for National Commercial Bank, Saudi Arabia's largest bank.

Jeremy Miller

Jeremy Miller is a highly experienced Non-Executive Director and Chairman, having performed the role of Senior Non-Executive Director for Countryside Properties (top 10 UK housebuilder), Chairman for the green technology start-up Bio-Bean, and Chairman of the National Merchants Buying Society. Jeremy also has 35 years of experience in executive roles, most recently as the London Chief Operating Officer for Centerview Partners where he transformed the business from a start-up to a 40+ team with revenues of \$100m.

Jeremy has a long track record as a trusted advisor to a plethora of FTSE100/250 companies, with direct experience of urban and land planning, finance and valuation. He is more than qualified to act as an advisor to This Land™ having pursued a highly successful career and contributing significantly to the growth of many businesses.





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Richard Steer

Richard Steer has held the position of worldwide Chairman at Gleeds since 1999, helping to grow the property and construction consultancy into a leading global brand, as well as significantly increasing the company's UK turnover from £31m to £200m, all achieved without the assistance of external investment. These successes were recognised in 2017 when Richard was named Building Magazine's Personality of the Year.

Richard has a vast array of professional qualifications and honours, including being a Fellow of the Royal Institution of Chartered Surveyors, Fellow of the Association for Project Managers, honorary Fellow of the Royal Institute of British Architects and special Honorary Fellow of the Chartered Institute of Building.

As a key opinion leader for the property industry, Richard regularly contributes to industry publications and sits on the editorial board of Building Magazine, having written a regular column for the publication for the past 12 years. He is also a regular contributor to Property Week.

One of Richard's special interests is contributing to the development of Building Information Modelling (BIM) at the RICS, which is in the process of revolutionising the built environment. His passion, knowledge and experience in the industry will be a huge asset to This Land™.

