2019 PRELIMINARY RESULTS

22 May 2019 For the thirteen month period to 31 March 2019

Preston Barracks, Brighton

OVERVIEW AND HIGHLIGHTS

The Old Vinyl Factory, Hayes

FY2019 OVERVIEW

RESILIENT PERFORMANCE ACROSS THE BUSINESS IN A CHALLENGING MARKET

+ £42.8m of development and trading gains
+ -1% total return in investment portfolio, including joint ventures
+ Final dividend of 3.5 pence per share plus a 4.1 pence per share supplemental dividend – total for the year of 10.0 pence per share
+ £2.5m reduction in annualised net recurring overheads delivered

MAJOR WINS ENHANCE FUTURE VISIBILITY

+ Secured major new PPP scheme in London City Region, strengthening pipeline beyond next 10 years; ongoing progress on 2 potential partnership projects
+ Three new trading opportunities increase shorter-term visibility
+ Three investment portfolio acquisitions with >10% per annum forecast returns

POSITIVE OUTLOOK FOR SHAREHOLDER RETURNS

+ Longer-term £50m per annum development and trading gains target remains
+ Increasing focus on transitioning regeneration assets to our investment portfolio
+ Clear strategy and pipeline visibility to deliver shareholder returns

PROGRESS ON 5 KEY OBJECTIVES FOR FY2019

Target	Result in FY2019	Target for FY2020
1 **Development and trading:** target £45-50m gains	+ £42.8m development and trading gains delivered + 0.9% post tax total return, primarily due to reduction in value of investment portfolio	+ £35-45m development and trading gains
2 **Investment portfolio:** 10% total return with continued repositioning of portfolio	+ -1% total return (including joint ventures) + 3 new acquisitions (£27.4m) and one strategic disposal (£7.5m); £4.6m asset management initiatives delivered + c.£250m of potential assets from development portfolio identified over 5 years	+ 10% investment portfolio total return
3 **Grow pipeline:** continue to buy well across all elements of the business	+ Pipeline increased from >£7bn to >£11bn and visibility beyond ten years, supported by PPP win at Cambridge Northern Fringe East (CNFE) + Ongoing progress on 2 potential partnership projects with c.£2.0bn GDV + 3 new trading opportunities extend short-term pipeline + Appointed to GLA's London Development Panel	+ Execute on existing pipeline including securing planning for 3 major PPP schemes + Secure further short-term trading opportunities, targeting FY2022/23 returns
4 **Transformational change:** continue to develop specialist platforms and capital partner relationships	+ Commenced shortlisting potential capital partners to fund key projects + Generated £2.5m in Development Management Fees + £2.5m reduction in annualised net recurring overheads + Driving further value in Colony Capital joint venture	+ Final stages of capital partner funding discussions + £3.0m in Development Management Fees
5 **Consistency and culture:** drive greater productivity and efficiency	+ Roll out of talent programme and realignment of teams to better match expertise to projects + Richard Upton title changed to Chief Development Officer to better reflect his role, focused on delivering key PPP projects + New NED appointment to oversee establishment of new workforce advisory panel	+ Continue to develop "People First" objective

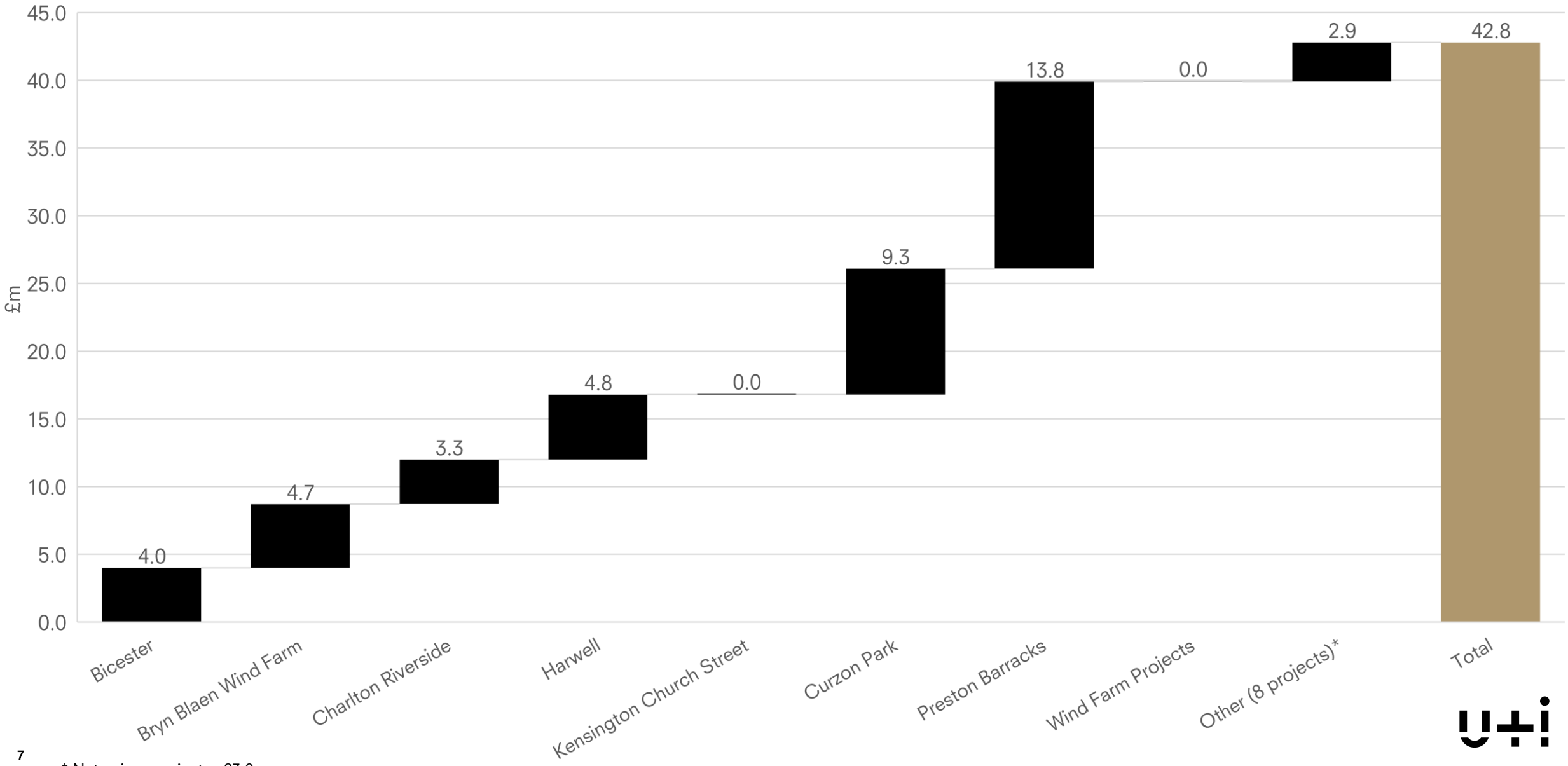
FINANCIAL RESULTS

Bromley, London

FY2019 PERFORMANCE

	FY2019	FY2018
Development and trading gains	**£42.8m**	£68.3m
Basic net asset value (NAV	**£360.1m**	£379.3m
Basic NAV per share	**289p**	303p
Profit before tax	**£6.3m**	£48.2m
Basic earnings per share	**4.2p**	32.2p
Dividend per share (in respect of period reported)	**5.9p**	5.9p
Supplemental dividend per share declared	**4.1p**	12.0p
Net debt	**£139.0m**	£119.1m
Gearing	**38.6%**	31.4%

£42.8M DELIVERED AGAINST OUR £45-50M TARGET

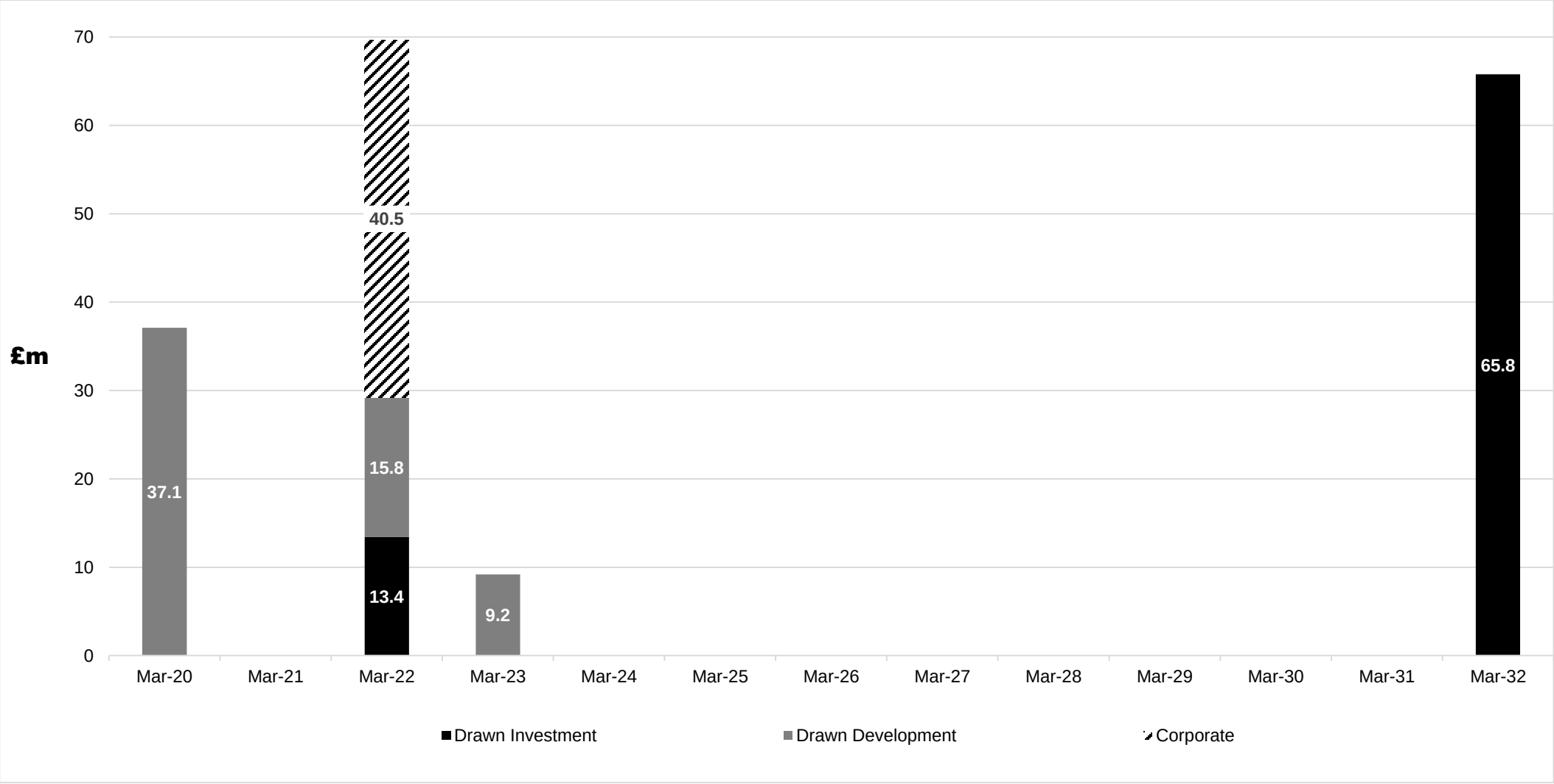


* Net gains - projects <£3.0m

DEBT FINANCE

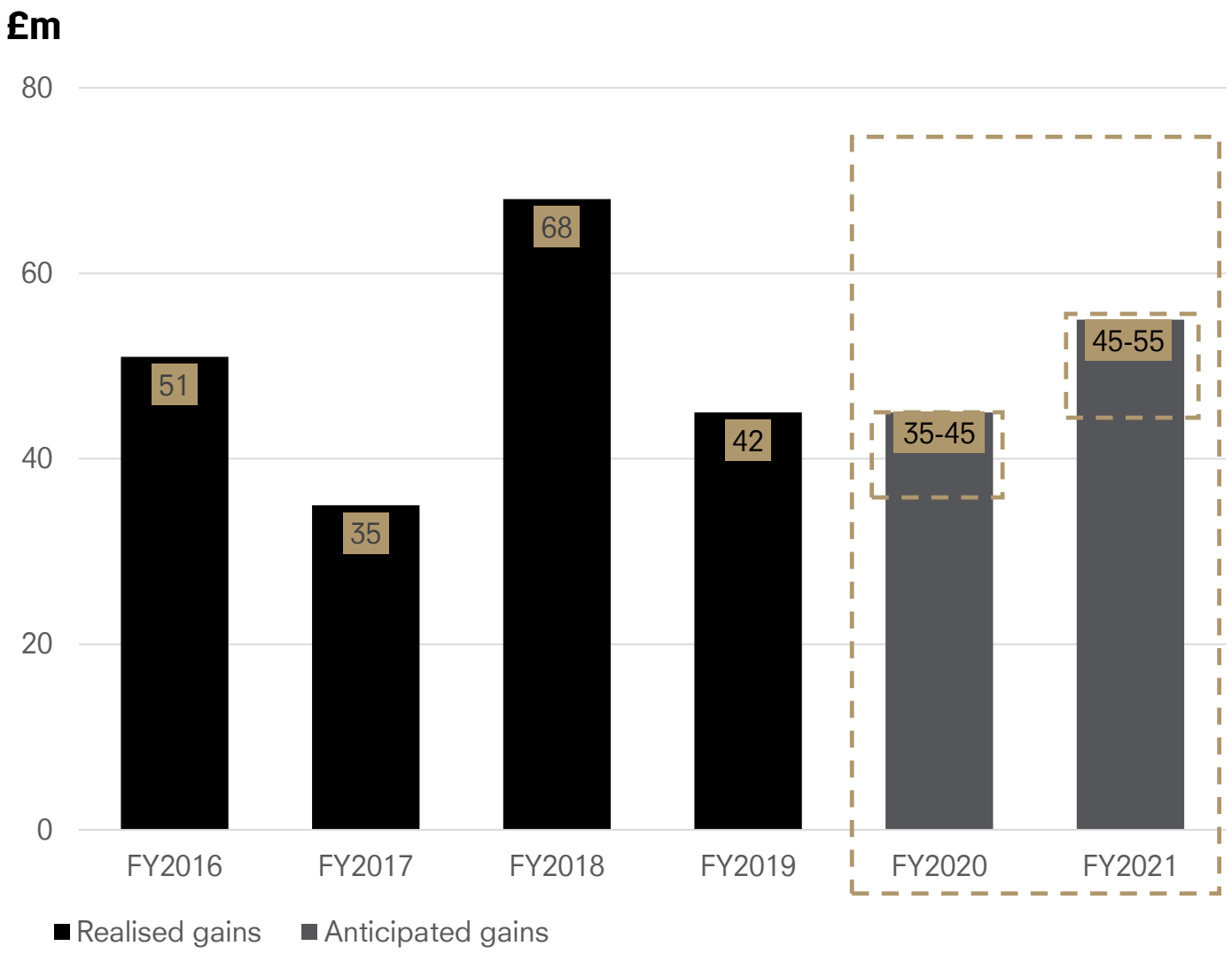
	FY2019 £m	FY2018 £m
Gross debt	179.8	171.2
Cash	(40.8)	(52.1)
Net debt	**139.0**	**119.1**
Gearing	**38.6%**	**31.4%**
Share of net debt in joint ventures	87.3	72.7
Net debt including joint ventures	226.3	191.8
Gearing including joint ventures	**62.8%**	**50.5%**
Analysis of gross debt (excluding JVs)		
Fixed rate	64.2%	65.2%
Capped / SWAP	22.5%	24.0%
Floating rate	13.3%	10.8%
Weighted average interest rate	4.6%	4.7%
Weighted average maturity	6.2 years	7.0 years

DEBT MATURITY PROFILE



TARGETED DEVELOPMENT AND TRADING GAINS TO FY2021

Good visibility on a >£11bn GDV pipeline over the next 10+ years, supporting our longer-term average £50m development and trading gains per annum target.



Note: FY2020 target gains reduced from £45-55m to £35-45m; FY2021 target gains increased from £35-45m to £45-55m

TARGET FOR FY2020 DEVELOPMENT AND TRADING GAINS

Project	Target FY 2020 gains	H1 2020	H2 2020	Value trigger
Arts Building, London	£8-10m	-	£8-10m	Completion of works, letting and subsequent sale
Newtown Works, Ashford	£5-7m	-	£5-7m	Securing planning and initial lettings/disposals
Kensington Church Street, London*	£4-6m	-	£4-6m	Surplus arising from either development of the site or refinancing of the site post planning
Hendy Wind Farm, Wales	£4-6m	-	£4-6m	Completion of construction and sale
Rhoscrowther Wind Farm, Wales	£1-3m	-	£1-3m	Planning and sale
Other**	£13-15m	£4-5m	£9-10m	Various smaller projects individually contributing <£3.0m
Target range	**£35-45m**	**£4-5m**	**£31-42m**	

*Held in joint venture
** Last year of rolling off a significant number of smaller projects

£2.5M REDUCTION IN ANNUALISED NET RECURRING OVERHEADS

Efficiencies Programme	Result in FY2019	Target for FY2020
Capital discipline and recurring cost control	✢ Comprehensive review of cost base ✢ Introduction of new internal processes and financial systems to improve productivity ✢ £2.1m annualised saving through capitalising recurring overhead and £0.4m increase in fee income	✢ Capitalisation of a total of £2.5m of net overhead during the year ✢ Further savings from efficiencies programme
Increasing project returns	✢ Review of every U+I project in the period to align resources with scale ✢ Right-sized teams to ensure the correct structure and skillset to increase accountability, delivery and productivity within each project ✢ £2.5m in Development Management Fees as we enter delivery stage of our projects	✢ £3.0m in Development Management Fees
Fewer, larger projects	✢ Ongoing reduction in number of projects to support greater productivity ✢ Started shortlisting potential funding partners to advance projects in a cost-efficient manner	✢ Roll off >10 smaller projects ✢ Final stages to secure capital partner(s) for up to 3 major PPP projects

PORTFOLIO UPDATE

Circus Street, Brighton

EXECUTING ON A CLEAR BUSINESS MODEL

OUR INPUTS

Land/assets

Expert team

Partners

Vision and entrepreneurial flair

Strong balance sheet

WHAT WE DO

PPP – multi-year profit flows

Large-scale, long-term, mixed-use regeneration projects, transforming underestimated places into vibrant neighbourhoods

Profit driver: developing site and subsequent letting/sale

TRADING – 1-3 year profit flows

Short-term trading opportunities; improving land value through planning or asset management

Profit driver: disposal

INVESTMENT – recurring income

Smart asset management where there is regeneration potential; anchor for development and trading activities

Profit driver: potential sale in excess of book value or capture value through revaluation

HOW WE CREATE VALUE

BUY
Secure land well for community focussed regeneration projects

UNLOCK
Value for all in overlooked places with a focus on brownfield land

ADD
Value through planning, development and asset management

REALISE
Value through development land profits, improvement profit, capital growth and rental growth

GROW
Long-term socio-economic value for communities and sustainable returns for shareholders

DEVELOPMENT AND TRADING

£42.8m of development and trading gains delivered for FY2019.

Increased pipeline visibility beyond 10 years.

FY2020 target

£35-45m development and trading gains

£42.8M DEVELOPMENT AND TRADING GAINS

- Reflects political and economic uncertainty; 3 projects moved to FY2020
- Trading gains from sale of student units at Preston Barracks demonstrates integrated development and trading model

TRUSTED REPUTATION DRIVES NEW BUSINESS WINS

- New PPP win at CNFE strengthens position in Cambridge/Oxford corridor
- Balanced long-term pipeline with 3 new shorter-term trading opportunities

FURTHER POTENTIAL THROUGH EXISTING PIPELINE

- Clear focus on activation and delivery of existing pipeline, including securing planning at three major PPP schemes in FY2020
- Ongoing progress on 2 potential partnership projects, with c.£2.0bn GDV
- Appointment on GLA's London Development Panel which will procure >£20bn worth of development land over the next 4 years opens up new opportunities

PPP
MAYFIELD, MANCHESTER

- 24-acre, £1.1bn GDV urban regeneration with the Mayfield Partnership
- 2 consultations, with >90% supportive of Strategic Regeneration Framework proposals
- Phase 1: 6.5-acre park, c.70,000 NIA office space, 550 space car park
- Vibration Group – 1m footfall expected in the coming year
- Targeting project completion in 2030

10,000+
New jobs created

June 2019
Planning submission for Phase 1

PPP AND TRADING
PRESTON BARRACKS, LONDON CITY REGION

- £200m PPP scheme in partnership with Brighton & Hove City Council and University of Brighton
- Delivering development and trading gains – benefits of integrated approach
- Sale of residential component to Optivo Housing
- Further planning overage gains from partnership with Scape Student Living
- £280m injection into local economy over next ten years

£13.8m
Gains in FY2019

1,500
Jobs in the next ten years

Preston Barracks, Brighton

TRADING
3 NEW OPPORTUNITIES

Restructured acquisitions team in H1 2019, with new appointments made.

Renewed focus and vigour on identifying and securing new assets; resources to act quickly.

Three new trading opportunities in the year, supporting shorter-term pipeline:

1. White Heather Industrial Estate, Dublin 8
2. Arts Building, London, N4
3. Newtown Works, Ashford (fourth scheme in town)

1) 2.8 acres, 2022 D&T gains

2) 47,000 sq.ft., 2020 D&T gains

3) 12 acres, 2020/2021 D&T gains

INVESTMENT PORTFOLIO

Delivered -1% total return (including joint ventures), £27.4m acquisitions, £7.5m disposals, £4.6m asset management initiatives.

Continued focus on convenience and experience, where demand remains strong.

19 assets in total.

FY2020 target

10% total return

PERFORMANCE ANALYSIS

- 4.9% capital value decline (including joint ventures), reflects valuation negativity in the retail markets
- >90% occupancy, 7.3% voids, 0.6% net impact on rent roll from CVAs and administrations; <5.0% exposure to any one tenant
- Performance divergence by geography and use

FURTHER PROGRESS IN ACQUISITIONS AND DISPOSALS STRATEGY

- 3 new assets acquired that meet our investment criteria – value stable or enhanced
- Part disposal of Killingworth Centre, identified as a target at HY2019
- Clear programme of disposals based on revised FY2019 valuations

FUTURE FOCUS TO DRIVE PERFORMANCE

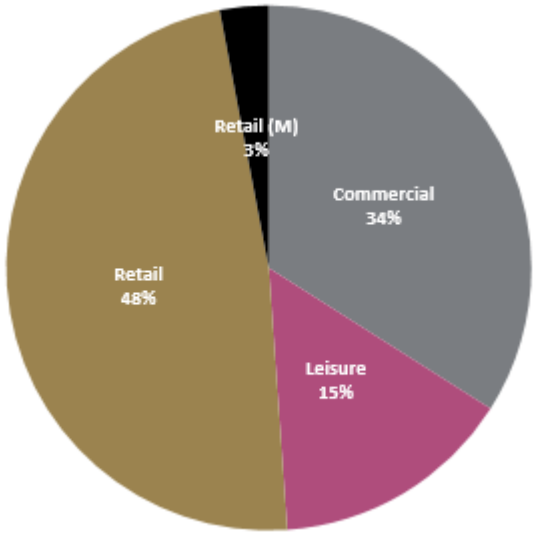
- Identifying where we can drive additional value from existing portfolio through asset management initiatives
- Focusing on transferring regeneration assets from development portfolio to investment portfolio

INCREASING OUR FOCUS ON REGENERATION

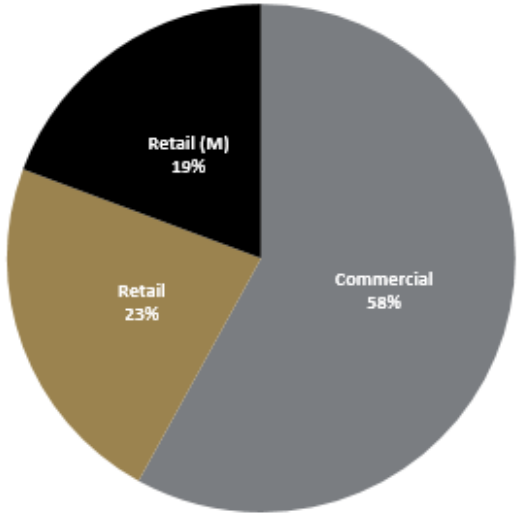
- Trading portfolio gives access to quality assets with known history
- Reduced exposure to traditional retail
- Increased focus on core geographies
- Improved performance potential

By sector

FY2019



FY2024



Retail (M) = experiential-led markets

Investment portfolio realignment

By location

FY2019

FY2024

CAPITAL RELATIONSHIPS

Generating additional revenue streams off balance sheet.

Promoted profit share potential.

FY2020 target:

Final stages to secure capital partner and secure funding for up to 3 PPP projects

POSITIVE DISCUSSIONS WITH CAPITAL PARTNERS

- Strong international interest from potential capital partners to fund 3 PPP schemes, with final decision expected in 2020
- Gives capital partner(s) access to world-class projects and U+I efficiency benefits

CONTINUED PROGRESS IN DUBLIN

- Launch of Donnybrook House; basement let
- Construction commenced at The Hive; strong occupier interest
- Secured planning permission at Carrisbrook House

SUMMARY AND OUTLOOK

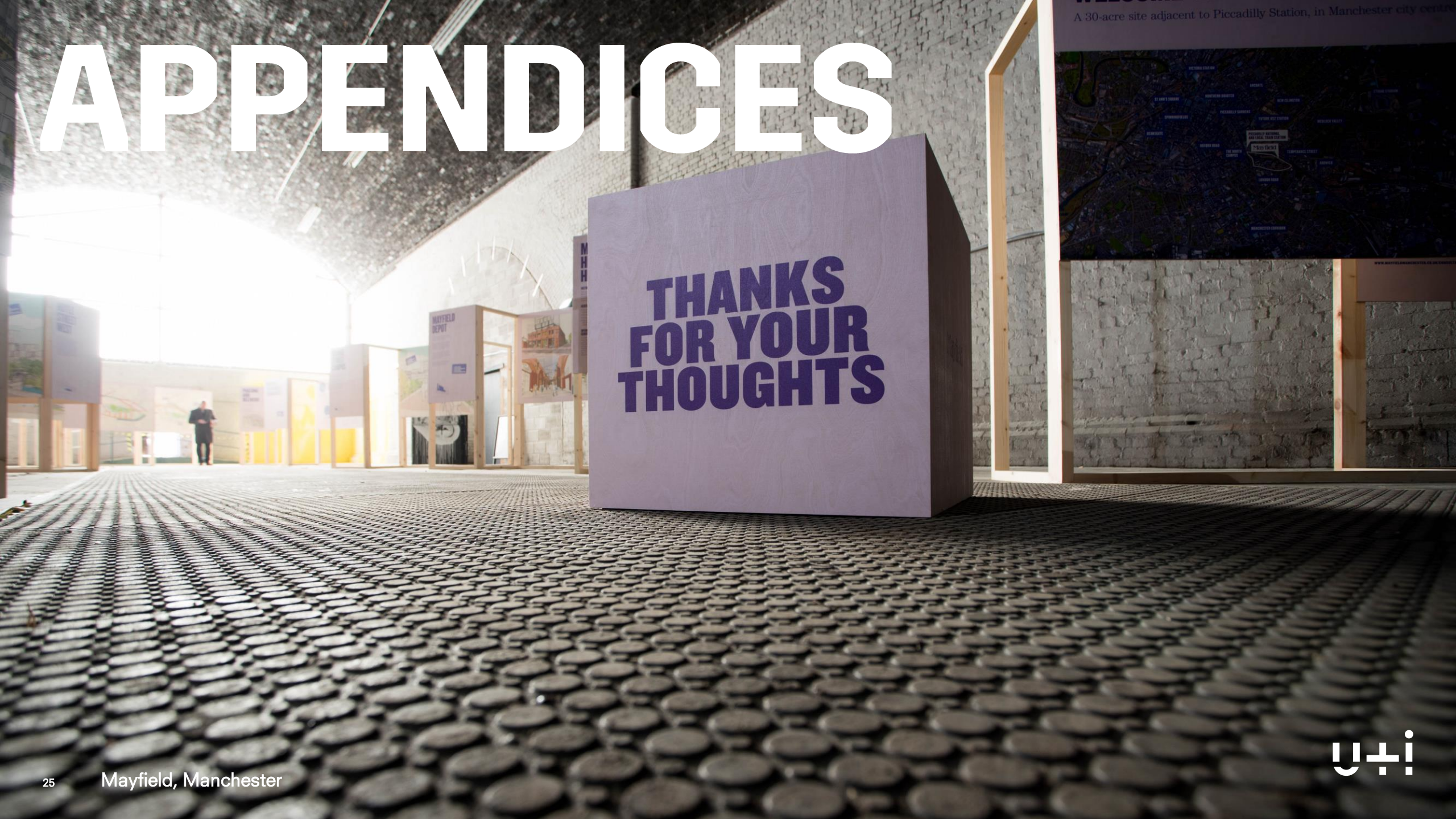
Vertium Building, Dublin

SUMMARY AND OUTLOOK

Confident for the future and delivering sustainable long-term value for all through regeneration.

- **ALIGNED TO MAJOR POLITICAL AND SOCIAL TRENDS IN HIGH-GROWTH GEOGRAPHIES**
- **CREATING GENUINE BARRIERS TO ENTRY THROUGH DISTINCTION**
- **STRENGTHENED SHORT AND LONG-TERM PIPELINE, GIVING GOOD FUTURE VISIBILITY**
- **REVISED FY2020 DEVELOPMENT AND TRADING GAINS TARGET TO £35-45 MILLION AND FY2021 TO £45-55 MILLION**
- **STRATEGY IN PLACE TO UNLOCK LONG-TERM VALUE FOR SHAREHOLDERS**

APPENDICES


THANKS FOR YOUR THOUGHTS
A 30-acre site adjacent to Piccadilly Station, in Manchester city centre
MAYFIELD DEPOT

EXECUTING ON A CLEAR STRATEGY DRIVEN BY PURPOSE

To deliver sustainable returns to our shareholders and long-term socio-economic benefits for the communities in which we work

PEOPLE FIRST APPROACH	+	GROW PIPELINE	+	DRIVE VALUE	=	DELIVER EXCELLENT RETURNS	MAINTAIN CAPITAL EFFICIENCY
Focus on attracting and retaining talent. Maintain trusted partnership relationships to deliver projects that benefit the communities in which we work		Focus on fewer, larger projects others can't do		Focus on regeneration and asset management projects in core markets that can collectively deliver >£50m gains every year		Focus on maintaining balance of PPP, Trading and Investment projects to deliver 12% average post tax returns	Focus on maintaining a strong and efficient balance sheet alongside a clear capital returns policy

KPIs

DEVELOPMENT AND TRADING GAINS

£50M+ average per annum target

TOTAL RETURNS*

12% average post tax per annum target

INVESTMENT PORTFOLIO TOTAL RETURN

10% average per annum target

GEARING

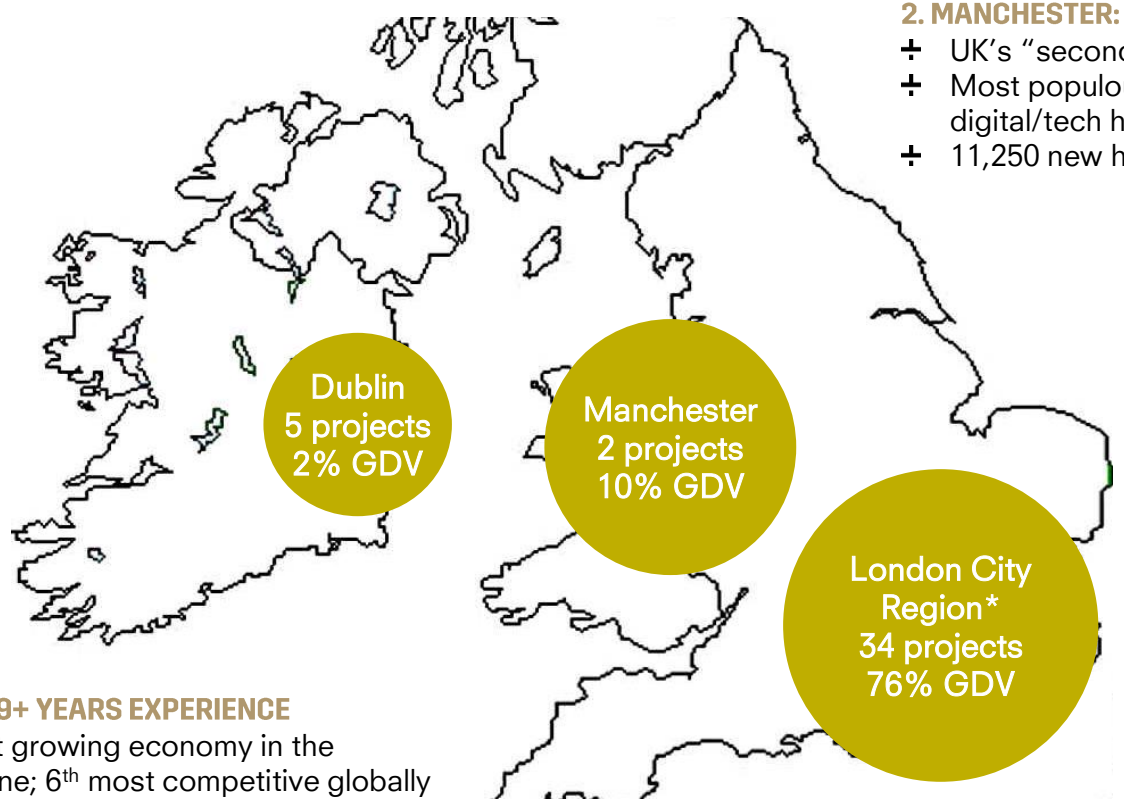
40-50% on balance sheet and 50-60% including our share of joint venture debt

* Total return comprises NAV growth including dividends paid to shareholders

WORKING IN THREE HIGH GROWTH REGIONS

We have chosen to focus on three thriving city regions which have a strong focus on talent, tourism, transport and tolerance – and **huge potential** as demand outstrips supply for quality mixed-use spaces.

1. LONDON CITY REGION*
2. MANCHESTER
3. DUBLIN



2. MANCHESTER: 16+ YEARS EXPERIENCE

- UK's "second" city
- Most populous urban area and biggest digital/tech hub outside London
- 11,250 new homes needed p.a.

3. DUBLIN: 9+ YEARS EXPERIENCE

- Fastest growing economy in the eurozone; 6th most competitive globally
- Strong beneficiary of Brexit
- Average 25,000 new homes needed p.a. in Ireland until 2040 to meet demand

1. LONDON CITY REGION*: 26+ YEARS EXPERIENCE

- Largest city in the EU; most liquid city globally
- 22% of UK GDP
- 65,000 new homes needed p.a., with greatest imbalance in Outer London and South East

*Within one hour's commute from Central London
Figures as at 31.03.19

AT THE HEART OF MAJOR TRENDS

A changing marketplace filled with regeneration opportunities.

Supporting economic, technological and social change.

83%
of the UK population was urban in 2017 (The World Bank, 2018)

#1
consideration for most businesses' headquarter moves today is proximity to top talent (JLL, 2018)

AFFORDABILITY

URBANISATION
Public sector needs to unlock potential from existing assets to generate returns and support the evolving needs of a population expected to increase by 12% in the next 20 years

WAR FOR TALENT
Amenity rich, flexible workplaces are crucial to attracting and retaining top talent

CHANGING FOCUS OF CAPITAL

RETAIL POLARISATION

POLITICAL + REGULATORY UNCERTAINTY
Talent hubs are main beneficiaries amidst macro uncertainty as seen as more resilient/less risky

FUTURE PROOFING
Designs for radical flexibility suited to local catchments – where people choose to live, work and socialise – are key to ensuring cities meet their growth challenges

WELLBEING + SUSTAINABILITY
Comfortable, mixed-use environments that promote collaboration and wellbeing, stimulate local economies and drive productivity

TECHNOLOGICAL INNOVATION

c.1 million
homes could be built on existing derelict brownfield land in England (CPRE, 2019)

AN INTEGRATED MODEL

DEVELOPMENT AND TRADING PORTFOLIO

PPP
31%
Of gross assets*

£183m**
Capital Value***

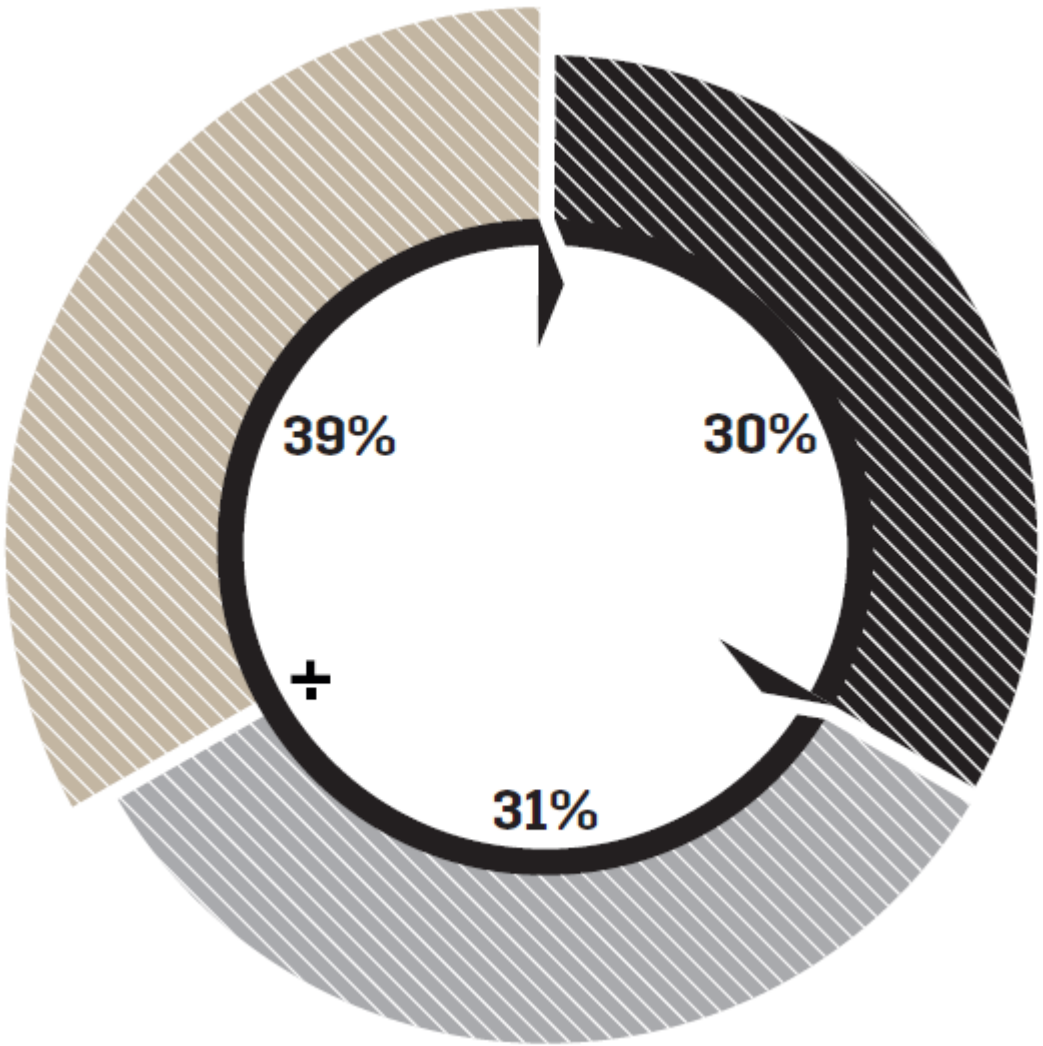
Trading
39%
Of gross assets*

£232m**
Capital Value***

DELIVERS
– Longer-term development profit
– Shorter-term trading profit
– Elements of completed developments retained within investment portfolio

KEY VALUE DRIVERS
– Planning gain
– Arbitrage/mispricing
– Development margin

FY2019 KPIs
£42.8m profit
c.£4.0bn GDV added to pipeline



INVESTMENT PORTFOLIO

30%
Of gross assets*

£176m
Capital Value***

DELIVERS
– Income return
– Capital growth
– Future development opportunities

KEY VALUE DRIVERS
– Asset management
– Planning gain

FY2019 KPIs
£154.0m portfolio (directly held)
-1% total return

*Group share where appropriate
**Assets held at cost, not revalued
***Capital value includes all property interests held both directly and indirectly

All figures as at 31.03.19

MARKET OVERVIEW

EXTERNAL RISK	CHANGE IN FY2019	RISK EXPOSURE
MARKET / POLITICAL RISK	↑	**Potential risk:** Ongoing Brexit related uncertainty, alongside reduced Government time to focus on housing/regeneration. Political uncertainty has slowed the decision-making process and business investment is at low levels. **Our response:** A-political with strong relationships across parties; operating in geographies with greatest regeneration need at price-point where demand will remain high. Appointed on GLA's London Development Panel in H1.
SCARCITY OF VIABLE INVESTMENT AND DEVELOPMENT OPPORTUNITIES	↔	**Potential risk:** Reduction of suitable PPP and investment opportunities leads to inflated prices and lowered long-term pipeline. **Our response:** Secured pipeline for next ten years, and continue to be considered for new business across geographies. 1 PPP and 3 trading wins, along with 3 investment portfolio acquisitions show opportunities exist for those with the right expertise and trusted reputation.
COUNTERPARTY RISK	↔	**Potential risk:** Weakness in economy leads to financial failure of JV partners, purchasers under sales contracts or banks with cash deposits. Exposure to weak private residential market. **Our response:** Proof of funding required for all partners to reduce risk. No noticeable change in market appetite. Further residential and commercial sales achieved during the year.
BANK FUNDING RISK	↑	**Potential risk:** Inability to secure funding or refinance existing facilities as lender's appetite for development risk constrains supply – particularly ahead of Brexit. **Our response:** Good relationships with a range of banks and focus on increasing funding partner relationships. New entrants in the lending market has increased maturities available. Refinanced bank debt at Harwell provides funding for the next phase of development. Ilford loan repaid.
CONSTRUCTION RISK	↑	**Potential risk:** Risk of workforce shortages and increased labour costs following Brexit or delays in projects if companies fail. **Our response:** We scrutinise all our partners financially before projects start and have in-house capabilities to mitigate costs. Practical completion at Bromley in H2 and good progress at Circus Street.
PLANNING RISK	↑	**Potential risk:** Planning process compromised by major political events and financial strain on under-resourced planning departments in local authorities. **Our response:** Increased scrutiny and delayed decision-making, such as at KCS. We listen to local stakeholders to incorporate their needs in our schemes and help support our planning submissions. Use of PPA to provide additional resources to local authorities to assist in the process.

AND WHAT TO LOOK OUT FOR DEVELOPMENT PIPELINE: MAJOR PPP PROJECTS

Scheme	Region, Acqn Date	GDV	Profit Range, U+I Equity	Timeframe	Planning Status	Rates (psf)	Scheme details
Cambridge Northern Fringe East, Cambridge	London City Region, July 2018	£3bn	£20-30m, £5m (max)	2022-2037	Pre-planning	Resi: £500 Office: £35 Retail: £25	120 acres; 5,000+ residential units, c.750,000 sq.ft. office/employment space, 200,000 sq.ft. leisure, retail and community space.
Mayfield, Manchester* -	Manchester, December 2016	£1.1bn	£40-60m, £20m (max)	2021-2030	Pre-planning Apply: 2019	Resi: £400-450 Office: £28-35 Retail: £25-40	24 acres; 1,300+ residential units; 1.66m sq.ft. offices; hotel, retail and leisure space, 6.5 acre public park and an additional 6.5 acres of public realm.
Morden Wharf, Greenwich	London City Region, March 2012	£775m	£15-20m, £13m (max)	2020-2022	Pre-planning Apply: 2019	Resi: £700-900 Office: £30 Retail: £20	19 acres; 1,500 residential units plus c.200,000 sq.ft. other uses..
Harwell, Oxfordshire*	London City Region, December 2013	£565m	£5-12m, £10m (max)	2019+	Part secured, part pre-planning	Resi: £350-400 Office: £35+ Hi-tech: £18	1.5m+ sq. ft. mixed-use commercial accommodation; up to 1,000 residential units.
8 Albert Embankment, Lambeth	London City Region, August 2016	£500m	£25-35m, £15m (max)	2020-2024	Pre-planning Submitted: 2019	Resi: £1,517 Office: £56 Retail: £25	2.6 acres; 417 residential units, hotel, 70,000 sq.ft. office, fire station & museum, gym and retail.
Landmark Court, Southwark*	London City Region, December 2017	£240m	£10-15m, £7m (max)	2019-2024	Pre-planning Submitted: 2019		1.7 acres; 215,000 sq.ft. of office space, retail, workspace and new homes. Conditional JV agreement signed with public sector partner.
The Future Works, Slough	London City Region December 2009	£210m	£4-8m, £8m (max)	2019-2024	Planning secured	Office: £36	3 acres; 350,000 sq.ft. of office accommodation being delivered in three phases.
Preston Barracks, Brighton	London City Region, July 2014	£200m	£2-3m, £3m (max)	2019-2023	Secured		5 acres; 369 residential units, 50,000 sq.ft. offices, 534 student beds and ancillary retail.
Circus Street, Brighton*	London City Region, April 2008	£130m	£6-10m, £12m (max)	2019-2020	Secured	Resi: £575 Office: £35 Retail: £35	2.4 acres; 142 residential units, 30,000 sq.ft. of office space, 450 student bed accommodation, 10,000 sq.ft. of ancillary retail space and 14,000 sq.ft. dance space.

* Held in joint venture

DEVELOPMENT PIPELINE: MAJOR TRADING PROJECTS

Scheme	Region, Acqn Date	GDV / land value	Profit Range, U+I Equity	Timeframe	Planning Status	Rates (psf)	Scheme details
Kensington Church Street, London W1*	London City Region, March 2011	£300m	£5-7m £10 ~~8~~m (max)	2019-2020	Planning enquiry	-	43 residential units, 40,000 sq.ft. offices, 30,000 sq. ft. retail.
Newtown Works, Ashford	London City Region, December 2018	£20m	£5-6m £2.6m	2020	Pre-planning	-	12 acres, film and studio floorspace, residential, hotel, quality public realm.
White Heather Industrial Estate, Dublin 8	Dublin, December 2018	€25m	€11-13m €6m	2022	Pre-planning	-	2.8 acres, potential to rezone for residential use in next City Plan in 2022.
Arts Building, London N4	London City Region, January 2019	£35m	£8-10m (£6m)	2019 -2020	N/A	290psf on acquisition	c.50,000 sq.ft. of office building, part-let, part vacant. Reconfiguration works underway
Pincent's Hill, Reading	London City Region, April 2008	£15m	£5-10m £5m (max)	2020	Planning submitted February 2019	Resi: £315	48 acres, 275 residential units.
Kent Wool Growers, Ashford	London City Region, January 2018	£60m	£2-3m £4m (max)	2020	Resolution to grant planning	Resi: £325	3 acres, 250 residential units. In the market for sale.

* Held in joint venture

INVESTMENT PORTFOLIO: FUTURE PROOFING THROUGH INCOME SUSTAINABILITY

Number of assets*

19

28 February 2018: 16

Valuation change (inc. JVs)

£(8.7)m

28 February 2018: £14.3m

(4.9)%

Capital loss

Size of portfolio

£154.0m

28 February 2018: £139.5m

Initial Yield*

6.6%

28 February 2018: 6.2%

7.3%

After expiry of rent free periods

Weighted unexpired lease term*

8.8 yrs

28 February 2018: 5.0 yrs

7.7 yrs WAULT to break*

28 February 2018: 3.9 yrs

Estimated Rental Value*

£13.1m

28 February 2018: £10.7m**

Void rate*

7.3%

28 February 2018: 7.9%

2.5%

On shopping centre assets

Equivalent Yield*

7.9%

28 February 2018: 8.3%

* Core portfolio only
** Excludes Airport House ERV

Figures as at 31.03.19 on a like for like basis

INVESTMENT PORTFOLIO: TOP FIVE ASSETS

Project name	Overview	Key statistics
Airport House, Croydon	Serviced office building	Valuation: £10-£15m Valuation change: ↑ Running yield: 6.5% WAULT: 3.0 years ERV growth: 0% Average rent psf: £43.43
The Furlong Shopping Centre, Ringwood	Retail centre anchored by Waitrose (not owned) *Key tenants:* AGA; Café Nero; Oasis; Crew Clothing; Fat Face; Holland & Barrett; Joules; Phase Eight; Waterstones	Valuation: £10-£15m Valuation change: ↓ Running yield: 7.5% WAULT: 4.39 years ERV growth: (0.4%) Top Zone A rent: £77
Swanley Shopping Centre, Kent	Retail centre anchored by Wilkinson, Costa, Poundland, Barclays and Boots	Valuation: £10-£15m Valuation Change: ↔ Running Yield: 8.7% WAULT: 6.7 years ERV growth: 1.2% Top Zone A: £45
Waterglade Retail Park, Clacton-On-Sea	Retail park comprising-B&M, Halfords, Iceland and Carpetright	Valuation: £10-£15m Valuation change: N/A Running yield: 8.9% WAULT: 7.2 years ERV growth: 0%
Borough Parade, Chippenham	Retail centre anchored by Waitrose *Key tenants:* Argos; Café Nero; EWM, New Look; Pandora; Waterstones	Valuation: £10-£15m Valuation change: ↓ Running yield: 8.3% WAULT: 5.6 years ERV growth: (12.7%) Top Zone A rent: £53

INVESTMENT PORTFOLIO – OUR TOP FIVE OCCUPIERS

As at 31 March 2019

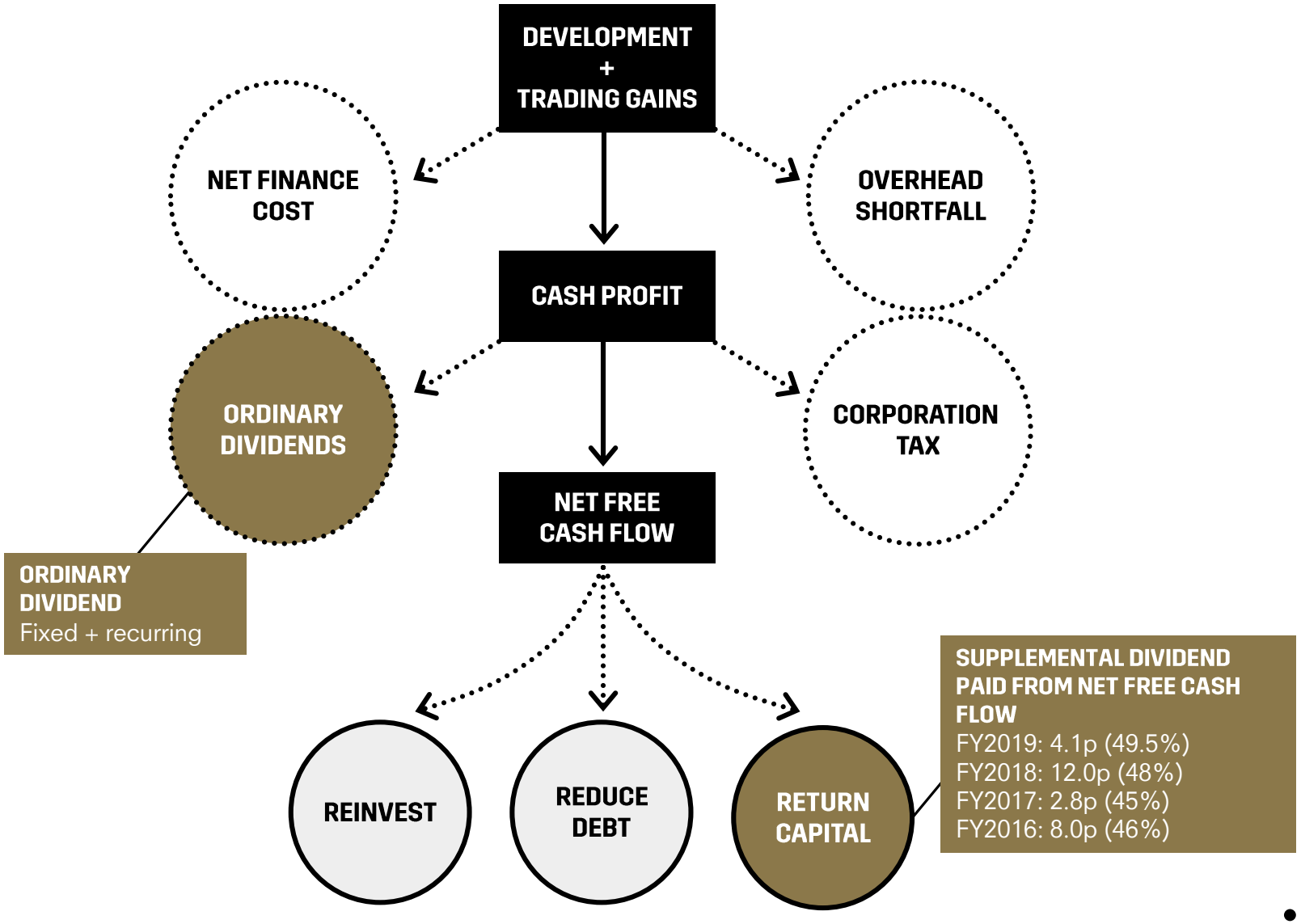
Occupier	Annual rent £'m	% of contracted rent
Matalan Retail	0.5	4.7
Sainsbury's Supermarket	0.5	4.2
Ricardo-Aea	0.5	3.9
B&M Retail	0.4	3.2
Carpetright	0.3	2.7

As at 28 February 2018

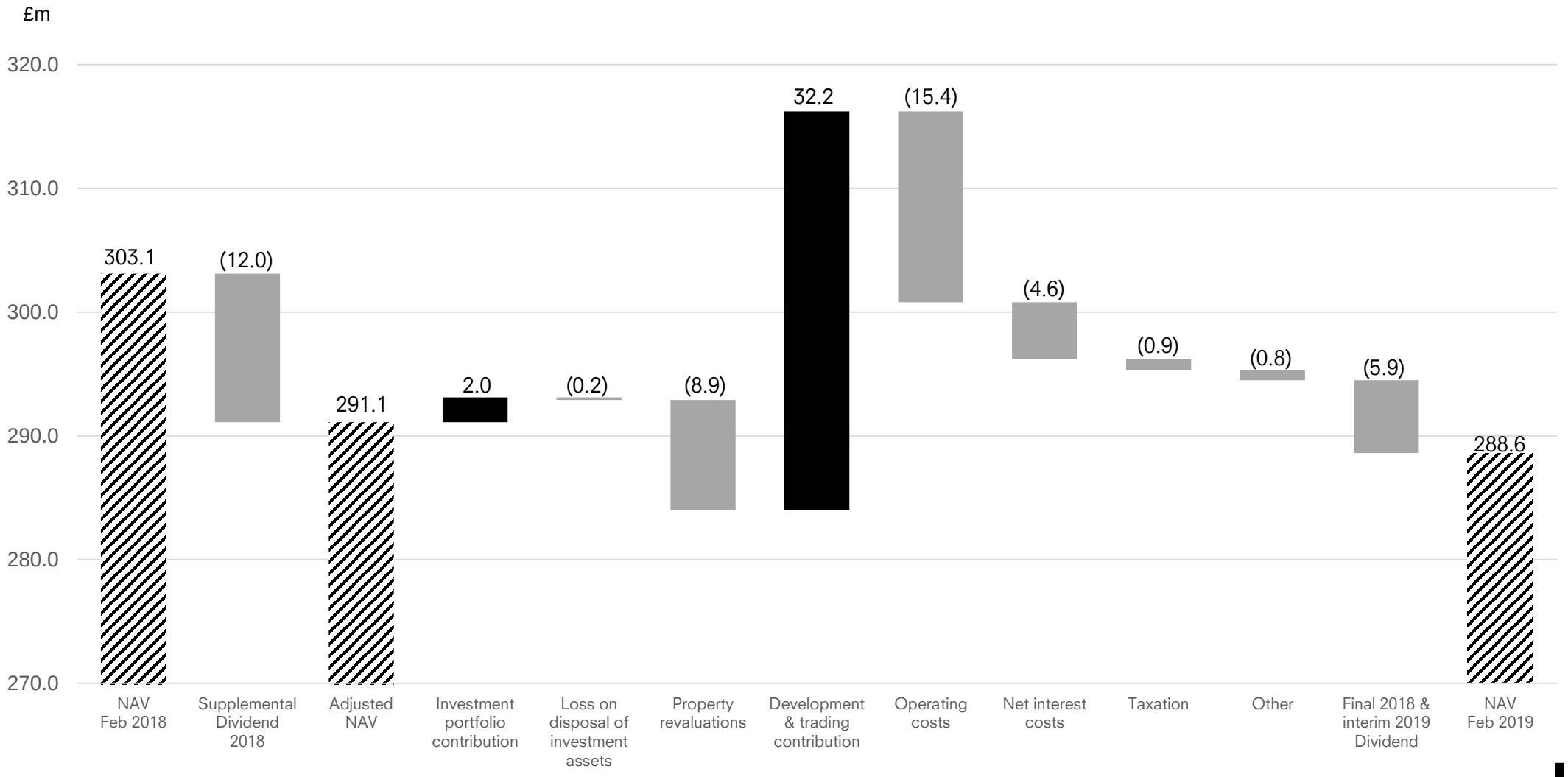
Occupier	Annual rent £'m	% of contracted rent
Matalan Retail	0.5	6.1
J Sainsbury	0.5	5.5
Ricardo-Aea	0.4	4.4
Wilkinson	0.3	3.2
Specsavers	0.2	2.3

STRONG CASH FLOW ALLOWS US TO:

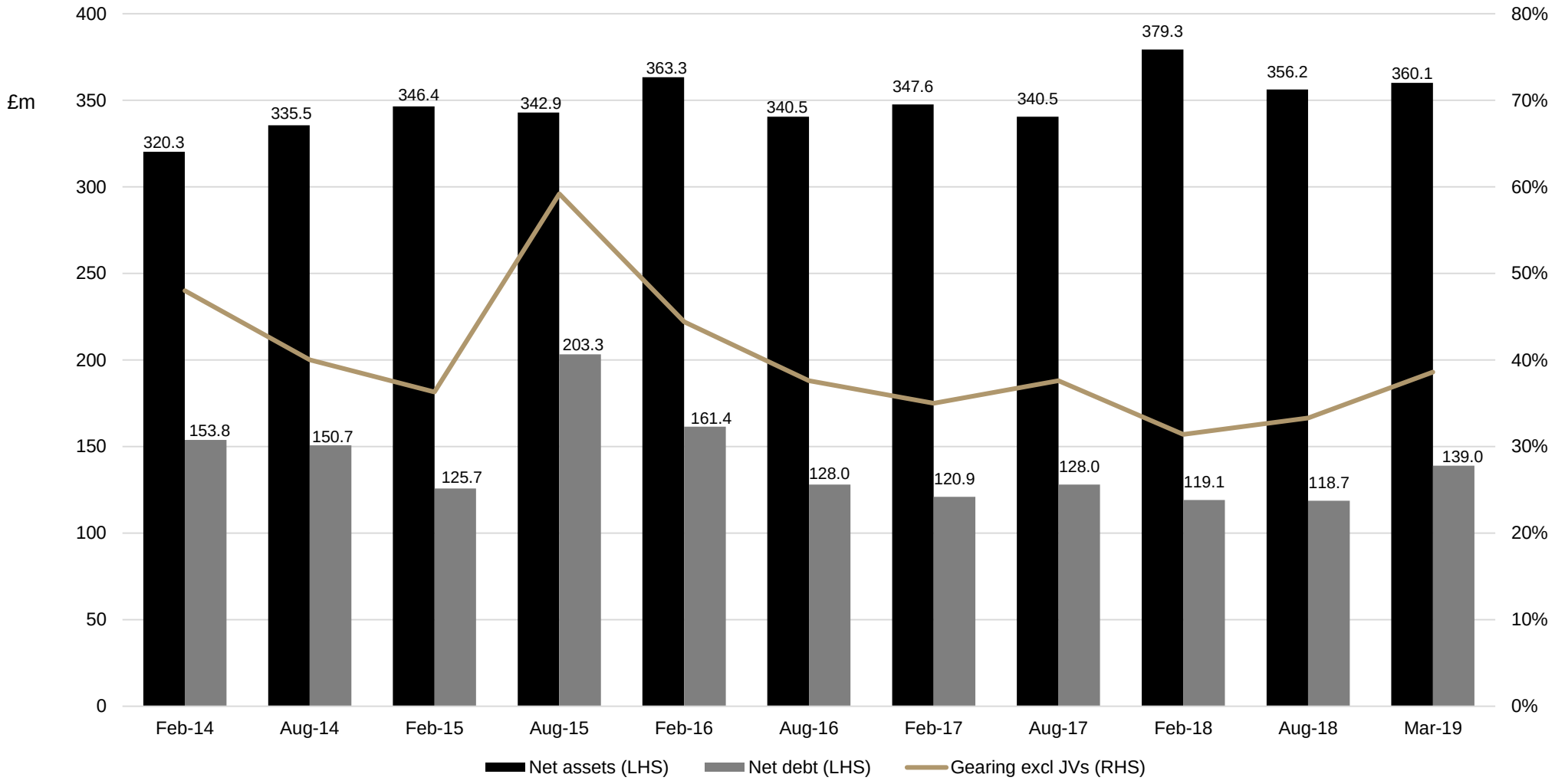
- Reinvest cash into the business
- Pay down debt
- Maintain a strong balance sheet
- Provide returns to shareholders



MOVEMENT IN NAV THROUGH THE PERIOD



NET DEBT, NET ASSETS AND GEARING



*On Balance Sheet

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