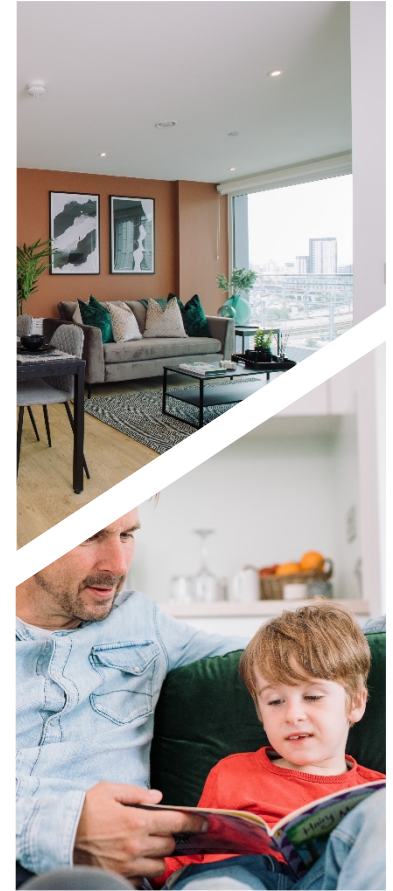


Well positioned for continued growth

Half Year Financial Results for the six months ended 31 March 2021

13 May 2021



Investing in homes since 1912
grainger plc

Agenda

Originate

Invest

Operate

1. Introduction

Helen Gordon
Chief Executive

2. Financial results

Toby Austin
Interim Group Finance Director

3. Market and business update

Helen Gordon
Chief Executive

4. Q&A

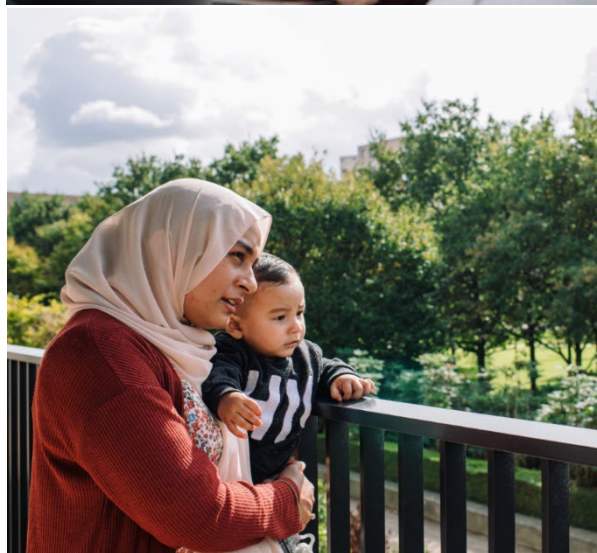
5. Appendix

Good results in a challenging time

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Operate



+11%
Earnings growth

+1.7%
L4L rental growth

98%
Average rent collection

2
New openings in H1

+86%
Increase in enquiries since Jan21



A period of intense activity to capitalise on post pandemic momentum

Originate

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Operate

Our Covid-19 Response

1. Innovate
2. Communicate
3. Improve



'Emerge stronger'

Some of the actions we've taken:

- Support for customers
- Increased employee support
- Customer service desk creation
- Supplier support
- Expansion of direct lettings activity
- ESG focus
- Consumer market research
- Fire safety leadership
- Acceleration of sales activity
- Expanded refurbishment activity
- Asset recycling
- Updated design spec
- Technology investment (CONNECT)



Strong and socially responsible performance

Originate

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Adjusted earnings

£37.5m

+11%

Rental growth (L4L)

+1.7%

(170) bps

Net rental income

£34.7m

(6)%

Dividend

1.83pps

+0%

EPRA NTA

286pps

+0%

Financial highlights:

- Adjusted earnings **+11%**
- L4L rental growth of **+1.7%**
- Avg rent collection of **98%**
- +30%** sales profit
- Achieved investment grade credit rating
- New openings (2 schemes, 508 homes)
- New planning consents (2 schemes, 618 homes)
- New acquisitions (2 schemes, 490 homes)

ESG highlights:

- Making a positive social impact
 - quality of life improvements for customers, affordable housing delivery programme
- Supporting customers and communities
 - events, wellness activities, mental health training
- Driving diversity of future talent
 - schools outreach, apprenticeships, bursaries
- Supporting diversity within our workforce
 - D&I network, training, campaigns, recruitment drive
- Reducing our environmental impact
 - renewable energy rollout, design upgrades



- Residential Landlord of the Year
- Asset Manager of the Year
- PRS Deal of the Year (TfL JV)

ESG
Leadership



Governance



Disclosure



Gender diversity



MSCI ESG RATINGS



Top Benchmark performance



noted by ISS oekom

A strategy and operational model that drives performance and growth

Originate

Invest

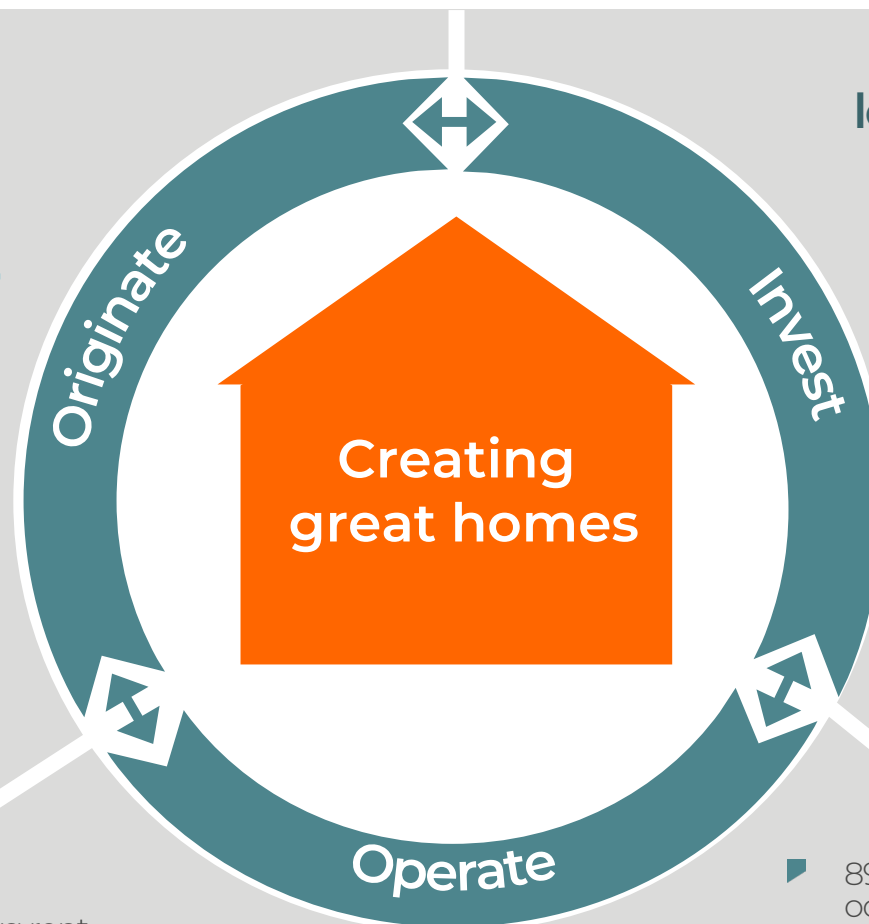
Operate

Driving forward construction and delivery of our pipeline

- Two schemes completed (508 homes)
- Three schemes completing in H2 (513 homes)
- Two planning consents directly secured in H1 (618 homes)
- 13 schemes on site (3,069 homes)

Investing for the long term, through cycles

- Six schemes in planning and legals (1,558 homes)
- £52m from recycling lower performing assets
- Repositioning older assets
- Enhancing our ESG analytics in our investment decision-making
- Refreshed our London Strategy



- 98% avg rent collection
- 1.7% rental growth (L4L)

Total control of our assets and direct relationship with our customers

- 89% avg occupancy
- Scalable platform
- 1,086 new lets
- 1,244 renewals

A leading operating platform that delivers performance

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Against the market our operating platform has delivered...

Higher occupancy



89% v 71%¹

Higher rent collection



98% v 93%¹

Better customer satisfaction



34 months

Avg length of stay
PRS customer

...Stronger, more sustainable rental income

¹ UK Apartments Association, Remit Consulting, Residential REMark Report, April 2021

Intense activity in H1

- 4,974 letting enquiries in H1
- 1,086 new lets agreed, c.£12m of rent
- 1,244 renewals (PRS), c.£15m of rent
- 508 new homes delivered and onboarded
- 62 homes under refurbishment

- Increased our direct lettings strategy
- Launched our new digitised leasing process
- Launched our new customer service desk
- Enhanced customer support initiatives
- Investment in employee training



Every home matters



People at the heart



Leading the way



Exceeding expectations

Significant pipeline delivery

Originate

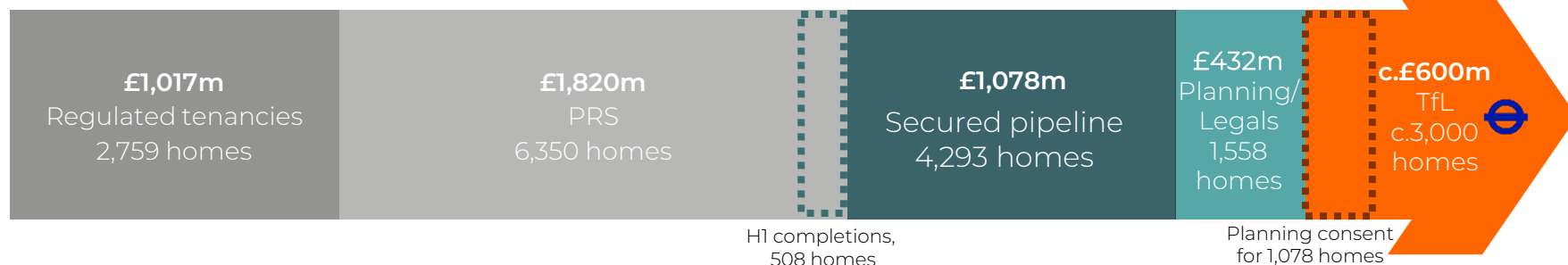
Invest

Operate

Over 500 new homes completed in H1, delivering £8m of gross rent

HY21 OPERATIONAL PORTFOLIO
9,109 homes, £2.8bn

PIPELINE
8,851 homes, £2.1bn



■ New openings:

- Gatehouse Apartments, Southampton (132 homes, launched March 21)
- The Filaments, Manchester (376 homes, launched March 21)
- Windlass Apartments, London (108 homes, launching Summer 21)
- Apex Gardens, London (163 homes, launching Summer 21)
- The Headline, Leeds (242 homes, launching Summer 21)

■ New investments & planning consents:

- Millwrights Place, Bristol (£63m investment, 231 homes)
- Becketwell, Derby (£38m investment, 259 homes)
- Two new planning consents within our TFL JV (618 homes)

Anticipating post-Covid-19 market trends

In-house research supporting business decisions

Originate

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Covid-19 has accelerated rental trends in our favour, e.g.:

Flight to quality, amenitised buildings, professional management, walkability, technology and connectivity

London vs the commuter belt

- ▶ Customers want optionality; connectivity to urban centre still key for work and play
- ▶ Liveable, affordable locations in London and South East will thrive

Regional revival

- ▶ Amenity and culture offer key to major cities' continuing growth
- ▶ Locations that are both connected and vibrant to thrive
- ▶ The urban revival in many locations is only just getting started

Flight to quality & future proofed

- ▶ High quality buildings
- ▶ Focus on ESG
- ▶ Focus on Live.Safe and Fire Safety
- ▶ Developing 'Net Zero Ready' homes
- ▶ Delivering flexible spaces
- ▶ Leveraging technology
- ▶ WalkScores



Strong growth trajectory

Originate

Invest

Operate

Ready to capitalise on the summer momentum of growth

- Creating a high quality and regionally diverse portfolio
- Best in class operating platform
- Successful track record in sourcing and underwriting
- Significant income growth via our pipeline
- Strong occupier demand outlook and strong investment market as the sector matures

Proven resilience & continued growth

2. HY21 Financial Results

Toby Austin
Interim Group Finance Director



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Financial highlights

Strong performance through lockdown period

Originate

Invest

Operate

Income	HY20	HY21	Change
Rental growth (like-for-like)	3.4%	1.7%	(170) bps
Net rental income	£37.0m	£34.7m	(6)%
Adjusted earnings	£33.7m	£37.5m	+11%
Profit before tax	£49.6m	£50.3m	+1%
Dividend per share	1.83p	1.83p	+0%

Capital	FY20	HY21	Change
EPRA NTA per share	285p	286p	+0%
Reversionary surplus	£301m	£286m	(5)%
Net debt	£1,032m	£1,098m	+6%
Group LTV	33.4%	34.5%	+111 bps
Cost of debt (average)	3.1%	3.1%	+3 bps

Income statement

Continued earnings growth supported by strong sales

Originate

Invest

Operate

Key highlights:

■ Net rental income & margins

- Stabilised gross to net = 24.7% (excluding voids)
- Stabilised gross to net = 27.0% (including voids)
- Overall gross to net = 28.2% (including new openings)
- NRI 54% of overall income

■ Sales performance

- +30% increase in sales profits
- Selling at 0.6% ahead of valuations
- Sales velocity at 120 days
- Annualised vacancy rate of 7.3% in regulated tenancy portfolio
- £14.0m profit from asset recycling

■ Compensation for development delays included in other income

■ Strong cost control maintained

	HY20	HY21	Change
Net rental income	£37.0m	£34.7m	(6)%
Profit from sales	£22.8m	£29.6m	+30%
Mortgage income (CHARM)	£2.6m	£2.4m	(8)%
Management fees & other income	£1.6m	£2.3m	+44%
Overheads	£(13.8)m	£(13.9)m	+1%
Pre-contract costs	£(0.2)m	£(0.3)m	+50%
Joint ventures	£0.1m	£(0.2)m	(300)%
Net finance costs	£(16.4)m	£(17.1)m	+4%
Adjusted earnings	£33.7m	£37.5m	+11%
Adjusted EPS (diluted, after tax)	4.3p	4.5p	+5%
Profit before tax	£49.6m	£50.3m	+1%

Net rental income

Originate

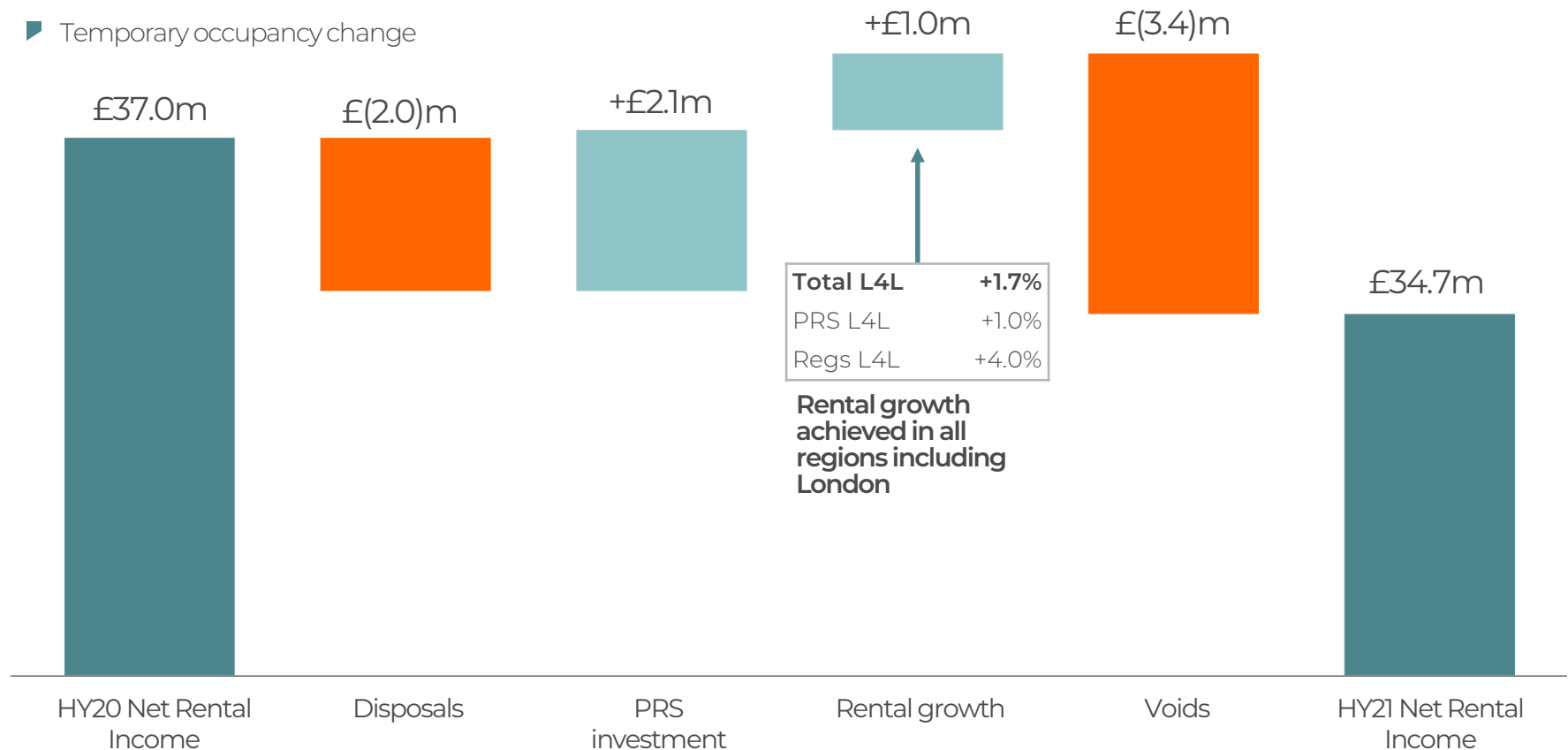
Invest

Operate

Further pipeline deliveries combined with the unwind of the temporary reduction in occupancy will drive strong near-term growth

Key drivers in the period

- Continued asset recycling
- Timing of pipeline delivery
- Temporary occupancy change



EPRA Net Asset Values

EPRA NTA per share demonstrates resilience

Originate

Invest

Operate

	£m	pence per share
Property assets (market value)	3,178	471
Net liabilities	(1,114)	(165)
EPRA Net Reinstatement Value (NRV)	2,064	306
Tax – deferred & contingent – trading assets	(108)	(16)
Exclude: Intangible assets	(28)	(4)
EPRA Net Tangible Assets (NTA)	1,928	286
Add back: Intangible assets	28	4
Tax – deferred & contingent – investment assets	(25)	(4)
Mark to market fixed rate debt and derivatives	(51)	(7)
EPRA Net Disposal Value (NDV)	1,880	279
Reversionary surplus – excluded from NAV metrics	286	42

EPRA Net Tangible
Assets (NTA)

286pps

+0.4%

EPRA measures

EPRA NTA is the most
appropriate NAV measure

Reversionary surplus

£286m of reversionary
surplus to crystallise

+42pps

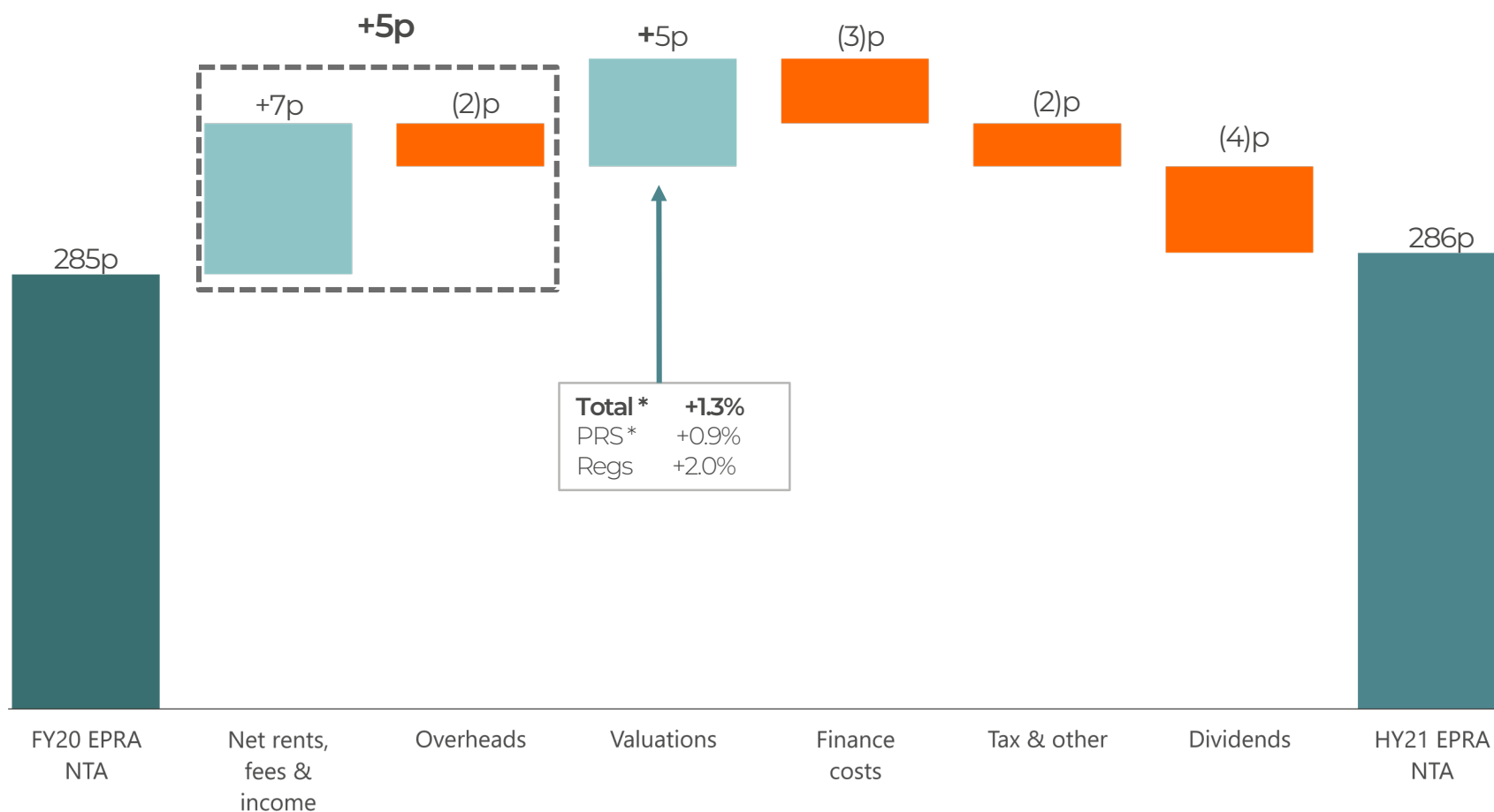
EPRA Net Tangible Assets (NTA)

Continued earnings and valuation growth the key drivers

Originate

Invest

Operate



* Includes completed assets only

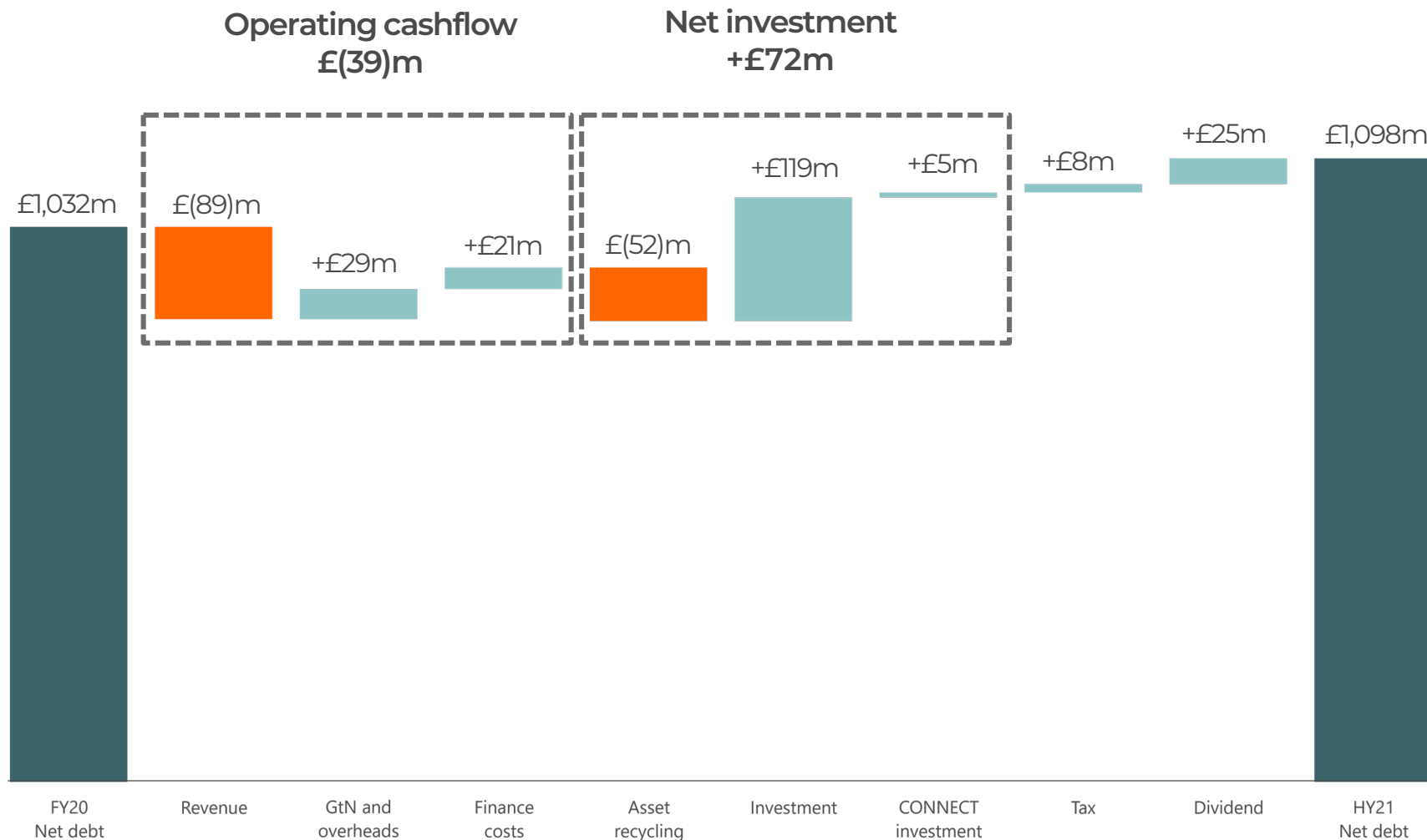
Net debt

Originate

Invest

Operate

Strong operational cashflow and asset recycling supports our growth plans



Robust and flexible capital structure

Low risk, flexible capital structure that supports growth

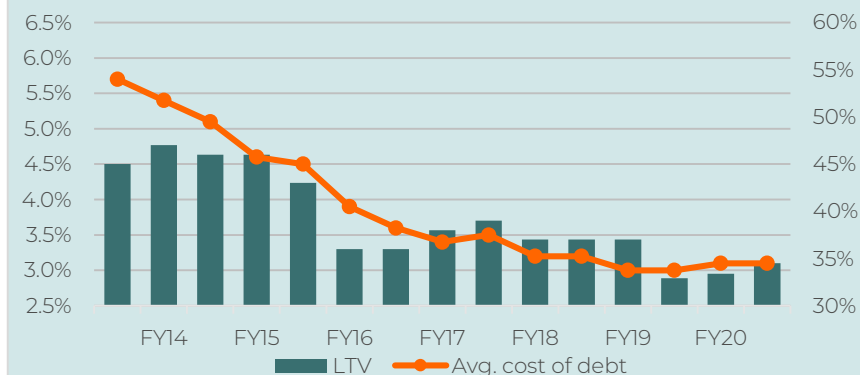
Originate

Invest

Operate

	HY21
Net debt	£1,098m
Loan to value	34.5%
Cost of debt (average)	3.1%
Incremental cost of debt	1.7%
Fully drawn cost of debt	2.8%
Headroom	£587m
Weighted average facility maturity^	6.1 years

Cost of debt



Funding strategy: Diversification, lower debt cost, extend maturity

Investment grade credit rating

Fitch Ratings initiated coverage with an investment grade rating for both our corporate and bond ratings (BBB- and BBB respectively)

Strong liquidity

£587m of headroom made up of cash and undrawn facilities

LTV to remain below our target range 40-45%

LTV excludes reversionary surplus of £286m which reduces LTV to 31.7%

Diverse sources

A variety of lenders, reducing risk and optimising costs and structure

^ Including extension options

Fully funded secured pipeline

Originate

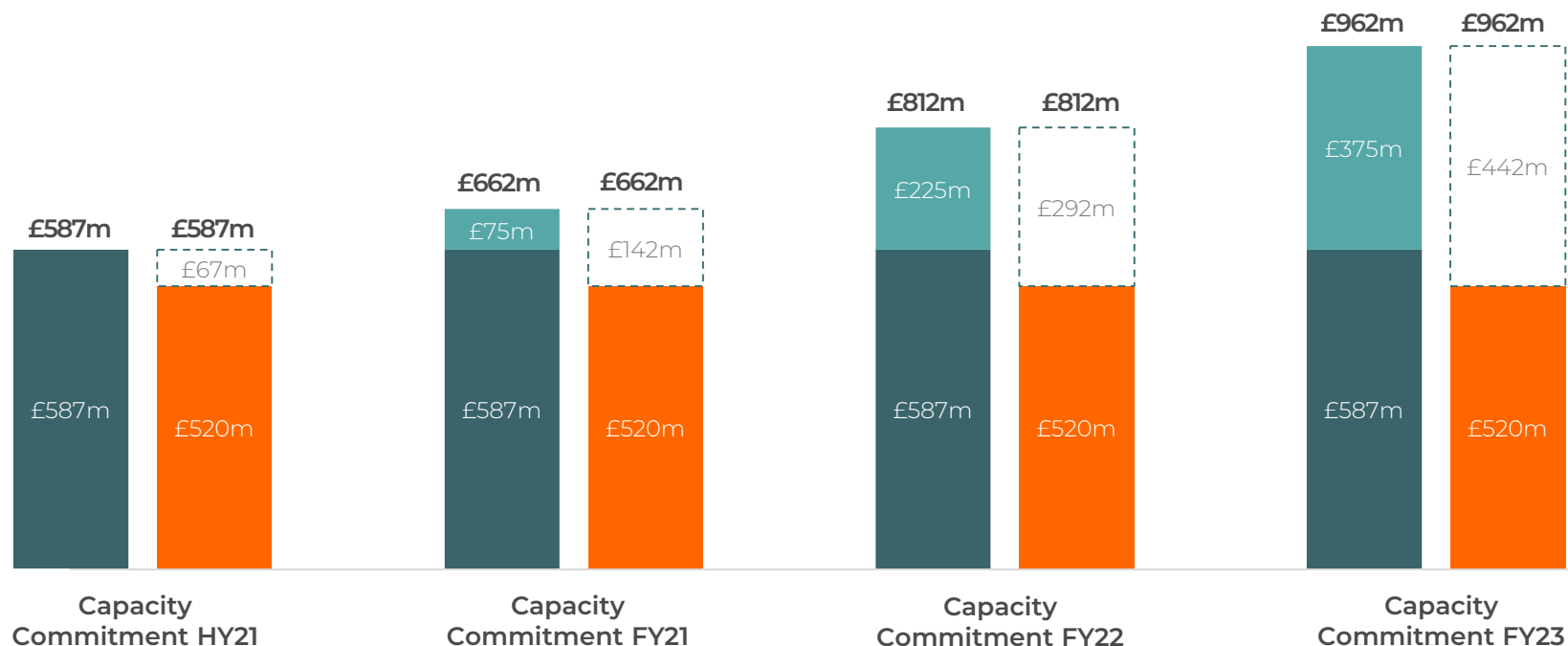
Invest

Operate

Disciplined capital management underpinning growth

Opening Headroom**
Cash from operations***

Existing Committed Capex*
Outer Pipeline Capacity



Assumptions:

* Excluding Becketwell, Waterloo and Seven Sisters which are secured but not yet committed.

** Based on cash & undrawn facilities

*** Targeted £150m per annum generated from operational cashflows and asset recycling.

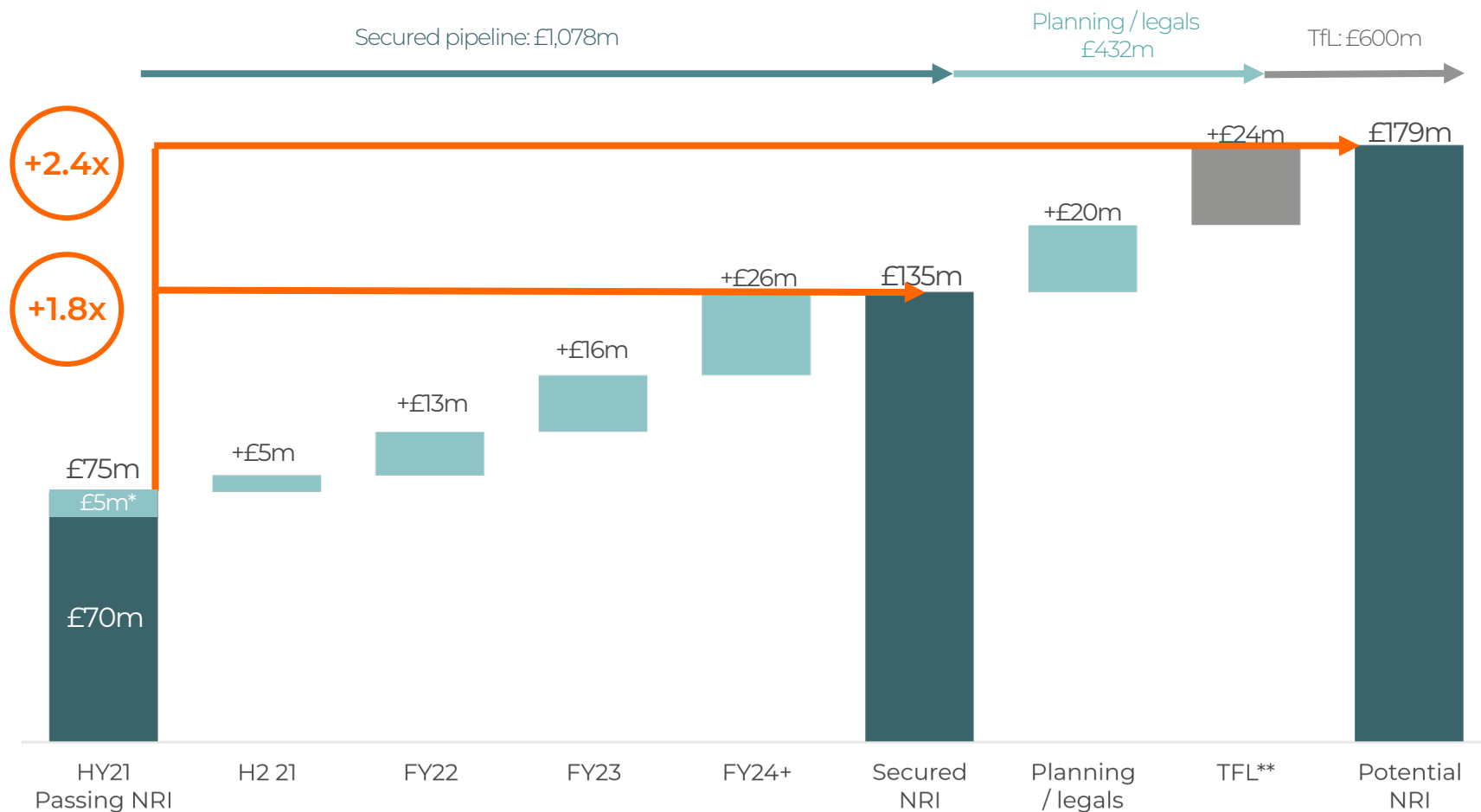
Net rent progression

80% increase in NRI already secured

Originate

Invest

Operate



* HY21 void passing net rent.

** TfL Partnership – indicative estimate of Grainger's unlevered 51% share based on c.3,000 units at an assumed £400k per unit and 4% NY. Excludes rental growth from operational portfolio and disposals & asset recycling.

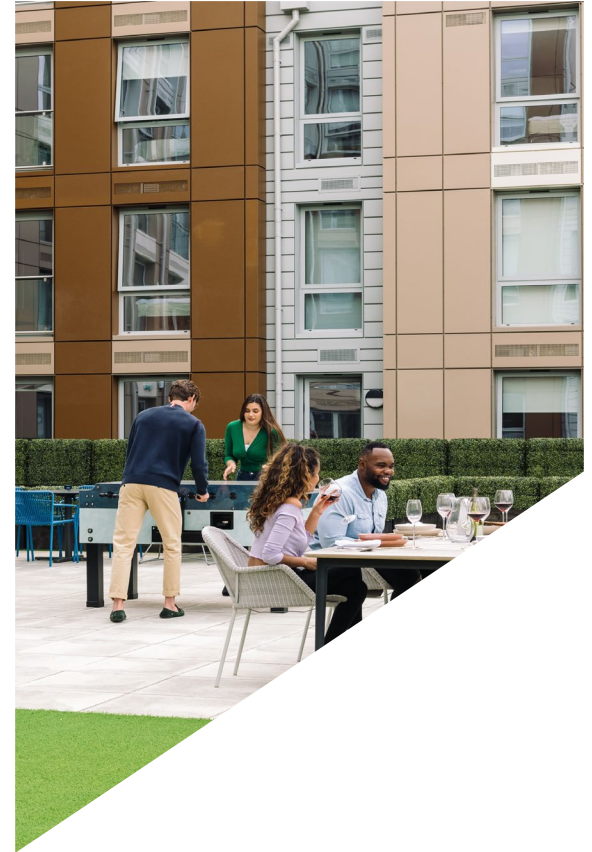
Ready to capitalise on the summer momentum of growth

- Strong financial performance
- Reliable rental income and cash collection
- Strong sales performance
- Successful asset recycling accelerating growth
- Robust valuations, underpinned by strong investment market
- A strong balance sheet and capital structure to support growth

A strong balance sheet enabling growth

3. Market and business update

Helen Gordon
Chief Executive



Investing in homes since 1912
grainger plc

Five years on, a robust strategy and a strong track record of delivery

Originate

Invest

Operate

We said... (January 2016)

Simplify the business

- Focus on PRS Strategy
- Reduce overheads
- Reduce LTV and cost of debt

Grow rents

- Target £850m of PRS investment
- Improve margins (gross to net)
- Net rental income to cover costs
- NRI to equal sales profits

Build on our heritage

- In-house management
- Operational efficiency
- Investing in technology

We delivered...

PRS (73% of NRI) & Regulated (27%)

- £450m of non-core businesses sold
- £460m of asset-hierarchy led recycling
- Overheads reduced from £36.1m (FY15) to £28.7m (FY20)
- LTV of 35% and cost of debt 3.1%

Doubled NRI to £74m NRI (FY20) & Pipeline to double NRI again

- Secured £2.0bn of cumulative investment pipeline
- Acquired 3,018 stabilised PRS homes
- Delivered 2,354 new BTR homes
- Further 3,069 BTR homes onsite & under construction
- NRI > than costs and NRI 54% vs Sales profit 46%

Best in class operating platform

- Gross to net reduced from 31% (FY15) to 26% (FY20)
- LiveSafe – leading Health & Safety programme
- New national customer service desk
- Continued development of our CONNECT tech

Our investment case remains strong

Originate

Invest

Operate

Why PRS is strong as ever



Low risk, resilient returns



Huge undersupply, worsening



Growing demand

4.5m to 7.2m by 2025



Constrained supply



Limited competition

3% market share of institutional landlords



Proxy for wage inflation



Structural shift toward institutional landlords



Light-touch regulatory environment

Why Grainger is poised to benefit



First-mover and Market leader



Growing rapidly

£2.1bn pipeline, doubling our size



Integrated business model

We develop, invest in and operate rental homes



Leading Operating Platform

Powered by our CONNECT technology solution



Research led



Strong track record



Partner of choice

Trusted public sector partner (e.g. TfL)



Strong balance sheet

Long term fundamentals remain strong

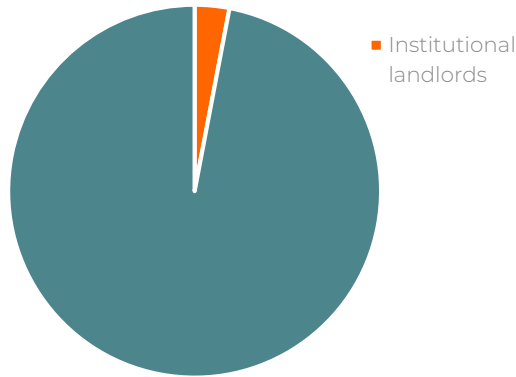
Originate

Invest

Operate

Opportunity to grow market share

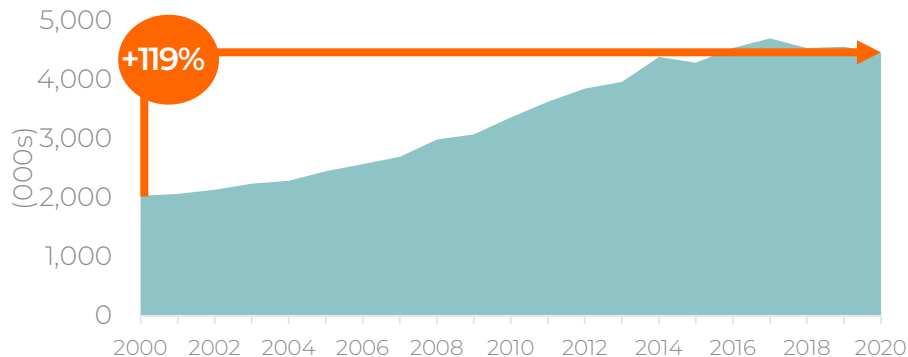
Only 3% of homes in UK PRS owned by institutional landlords



Source: IPF

+119% growth in PRS since 2000

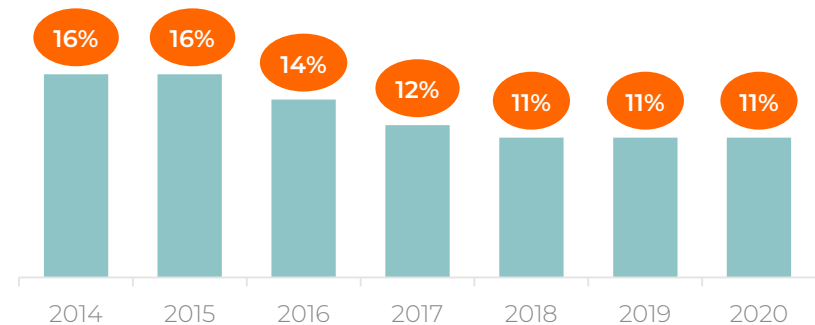
PRS households



Source: English Housing Survey 2019/20

Private landlords shrinking as a % of the market

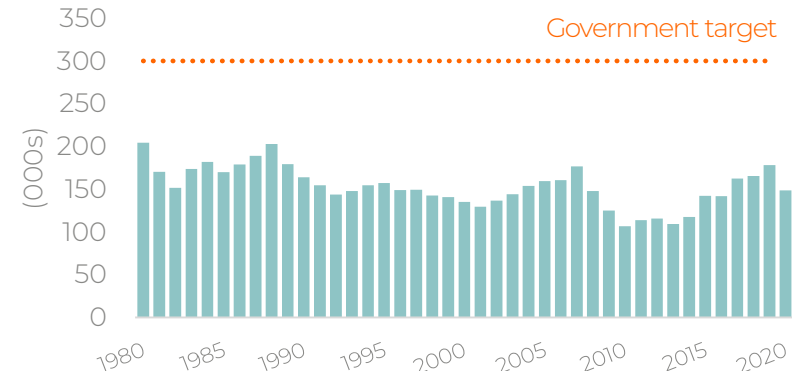
Share of homes bought by small private landlords



Source: Hamptons International

Undersupply underpins pricing

New build completions, England



Source: MHCLG

Long term fundamentals remain strong (continued)

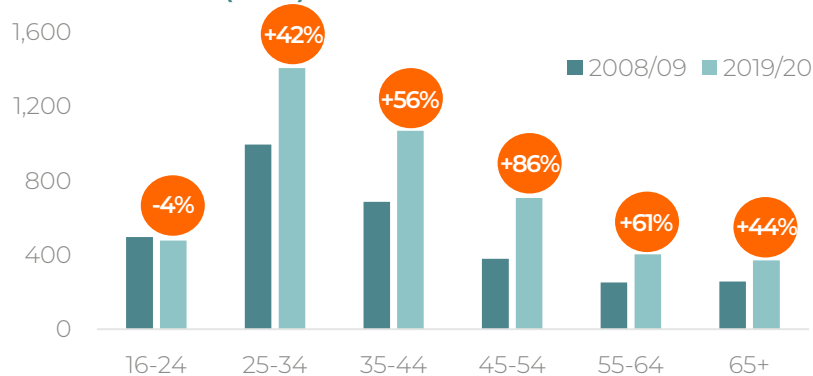
Originate

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Strong growth among all ages over 25

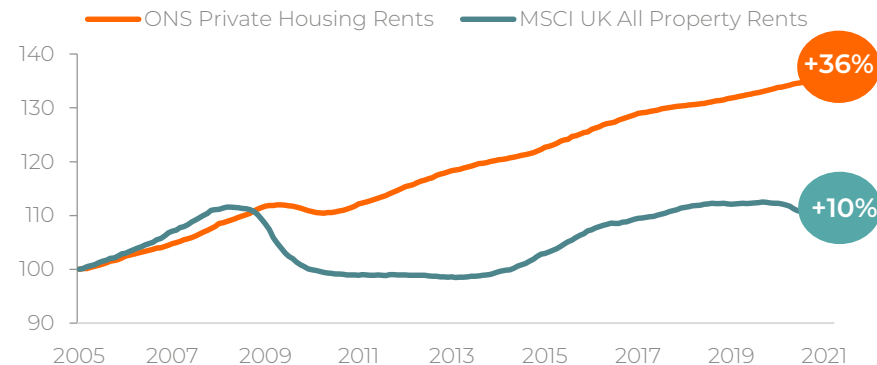
PRS households ('000s)



Source: English Housing Survey 2019/20

PRS outperforms other asset classes

Residential rents show low volatility (2005 = 100)



Source: MSCI, ONS

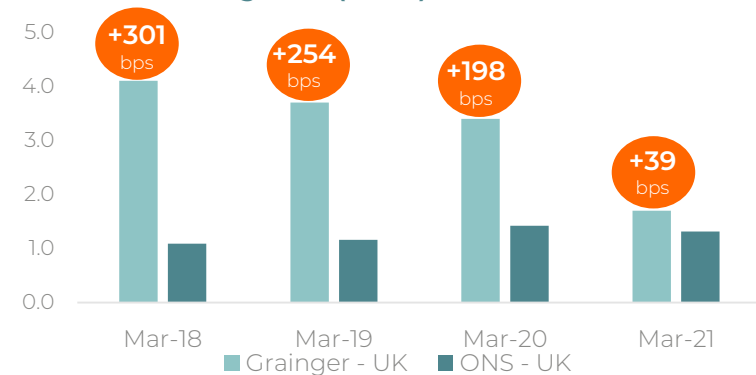
Rents forecast to grow

"...BtR schemes also appear to be benefiting from a 'flight to quality' as tenants seek high-quality homes that offer designated workspace and amenities..."

Savills Mainstream Rental Forecasts – February 2021

Grainger's market outperformance

Like-for-like rental growth (% YoY)



Source: ONS, Company data

Strong near term outlook, Indications of growing rental momentum

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Occupancy successfully maintained at 89% despite ongoing lockdown restrictions

We have taken a number of **key actions** which will drive swift occupancy recovery:

- Full roll out of Digital Leasing via our **CONNECT** technology platform
- Creation of a centralised customer service team, supporting customer retention
- Expansion of our direct lettings activity and enhanced digital marketing
- Maximising refurbishments opportunities
- Launching new buildings as restrictions ease and momentum builds
- Enhanced customer offering, including doubled internet bandwidth to 250Mbps for free for all eligible customers

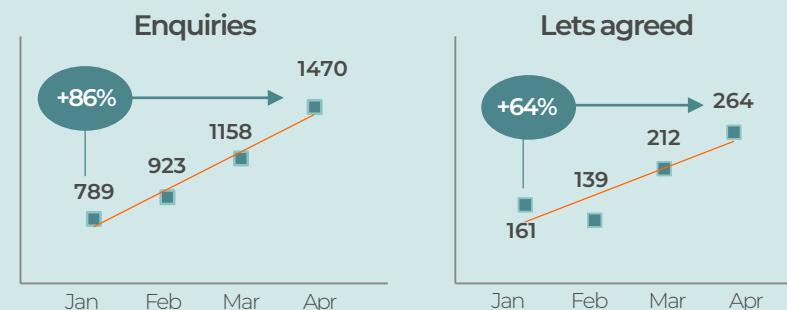
Despite lockdown, we undertook a **significant volume** of lettings activity over the six months...

4,974
enquiries

1,086
lets agreed

1,244
renewals

...achieving **rental growth across all regions, including London**. More recently, we have begun to see **strong demand** for our new openings and an **uptick in activity**...



The market outlook is positive, and we are ready to capitalise on it

Making a positive impact

We don't just build houses,
we build homes and communities

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Operate

Our ESG Strategy and Commitments

3 Pillars: People, Assets, Environment



Net Zero in our buildings by 2030
(Scope 1 & 2)



ESG integrated investment decisions



Diverse & inclusive workforce



Positive social impact

Key actions in HY21:

Communities

- Rolled out BTR community events programme
- Partnering with TfL to deliver virtual work experience to schools
- Foundation partner of LandAid First Step housing for homelessness campaign

LandAid

Wellbeing

- Mental health first aid training delivered to resident services teams
- Enhanced BTR specification to reflect customer lifestyle changes post Covid-19



Net Zero Carbon

- Completed roll-out of renewable energy procurement to all landlord supplies
- Supported HM Treasury net zero carbon review and UKGBC whole life carbon roadmap project



ESG

Leadership



FTSE4Good

Governance



Disclosure



Gender diversity



B' Rated

MSCI
ESG RATINGS

CCC | B | BB | BBB | A | AA | AAA

Top Benchmark performance



SUSTAINALYTICS

'Low risk' rating



rated by
ISS-oekom



Market leadership

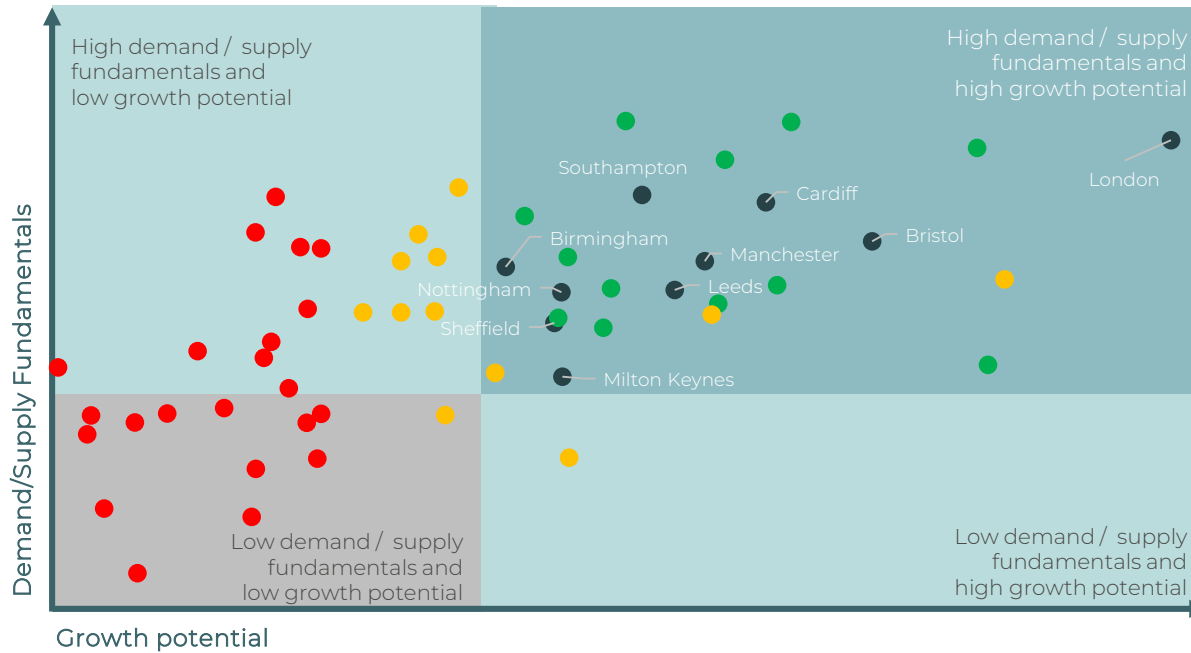
Enhancing our cities strategy

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Invest

Operate

Evolving our proprietary research to maintain our market leading position



- Schemes secured
- Target locations
- Under review
- Not under consideration

► Dual approach:

- Top-down city level data & analysis
- Bottom-up local authority level data & analysis
- Connectivity, amenities and demographics assessed, using GIS software
- Monitoring post Covid trends and speed of reopening

Analysed 378 local authorities

Ranked on six success factors

Analysed 62 cities

Underpinned by 18 economic datasets

Targeting 22 cities

Detailed demographic and rental market analysis

Multiple acquisition routes

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Invest

Operate

Maximising the opportunity for growth

Forward funding

Characteristics

- + Accelerates sourcing
- + Enables scalability
- + Faster delivery
- + Partnering with local developers
- + Design input
- + Project management oversight
- + Minimised planning and development risk

Direct development

Characteristics

- + Full delivery oversight
- + Opportunity to enhance returns
- + Enhanced design control
- + Leverages in-house skills
- Higher planning and development risk
- Longer lead-in time
- Capped at 15% of GAV

Stabilised acquisitions

Characteristics

- + Immediate income
- + Asset management potential
- Limited high quality investment opportunities
- Already built, no design input

Building our PRS portfolio across the UK

Research led investment strategy and asset clustering to deliver operational efficiencies

Originate Invest Operate

MANCHESTER 1,635

Operational 1,635
(inc 376 at The Filaments)

MIDLANDS 607

Pipeline
Queens Road, Nottingham 348
Becketwell, Derby 259

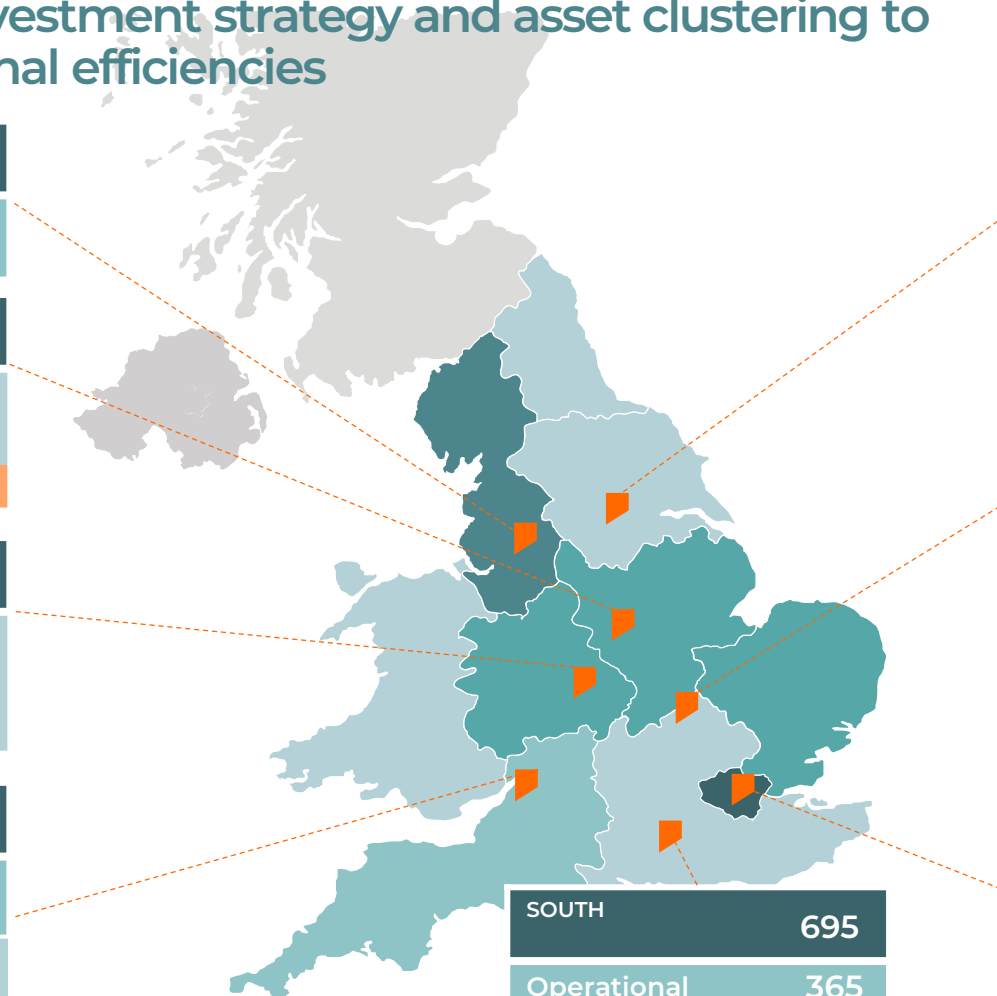
BIRMINGHAM 531

Pipeline
Gilders Yard 156
Exchange Square 375

WEST & WALES 1,047

Operational 509
(inc 194 at Hawkins & George)

Pipeline
Capital Quarter, Cardiff 307
Millwrights Place 231



LEEDS & SHEFFIELD 1,087

Operational 345
(inc 237 at Brook Place)

Pipeline
Yorkshire Post, Leeds 242
Fabrik, Leeds 216
Well Meadow, Sheffield 284

MILTON KEYNES 400

Operational 139
(inc 139 at Solstice Apts)

Pipeline
YMCA 261

LONDON 6,225

Operational 1,941
(inc 154 at Pontoon Dock)

Pipeline
Apex House 163
Hale Wharf 108
Canning Town 2 146
Besson Street 324
Seven Sisters 196
TfL Partnership 3,000+
Waterloo 215
Canning Town 3 132

SOUTH 695

Operational 365
(inc 132 at Gatehouse Apts)

Pipeline
Newbury 232
Guildford Station 98

Secured in HY21

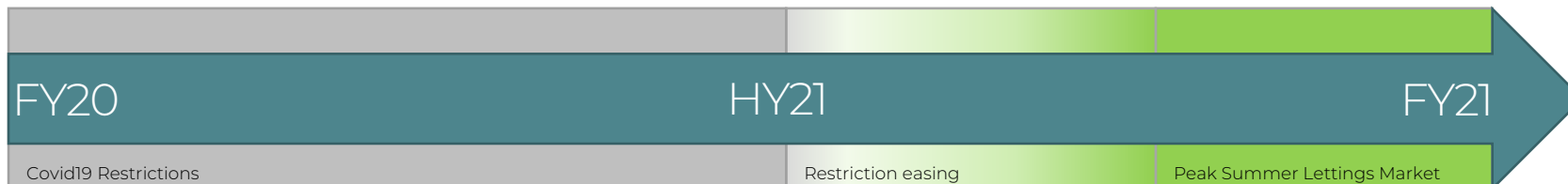
Delivery of new homes

Originate

Invest

Operate

Release of new homes as restrictions ease and lettings market peaks



New openings in H1



Gatehouse Apts, East Street, Southampton

► 132 homes



The Filaments, Gore Street, Manchester

► 376 homes

1,021

new homes to
be delivered in
FY21

Launching in H2



Windlass Apts, Tottenham Hale, London

► 108 homes



Apex Gardens, Tottenham, London

► 163 homes



The Headline, Yorkshire Post, Leeds

► 242 homes

Summary

Near term momentum and long term growth

- Positive demand drivers and strong investment fundamentals
- Our strong sales performance supports our growth
- Significant income growth via our secured pipeline
- Strong balance sheet and flexible funding structure
- High quality and regionally diverse portfolio
- Track record of leading the sector and successful sourcing
- Best in class operating platform

Well positioned for accelerated growth

Thank you

Q&A



The Filaments, Manchester

Investing in homes since 1912
grainger plc

Appendix

Originate

Invest

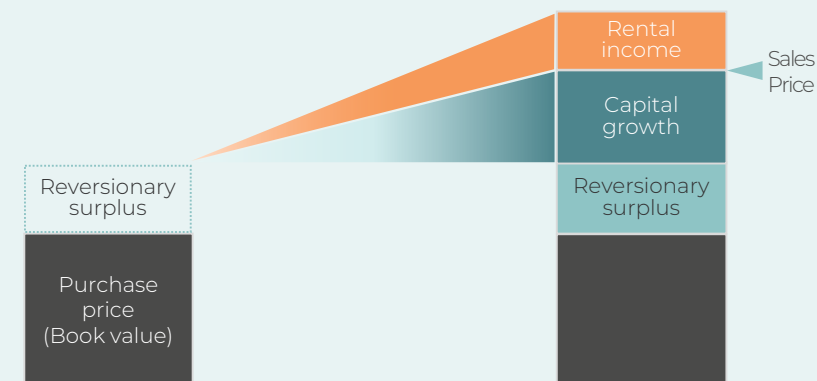
Operate

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3.	Other	Our approach to Covid-19	Page 56
		Future reporting dates	Page 57
		Case Studies – New openings	Page 58 - 59

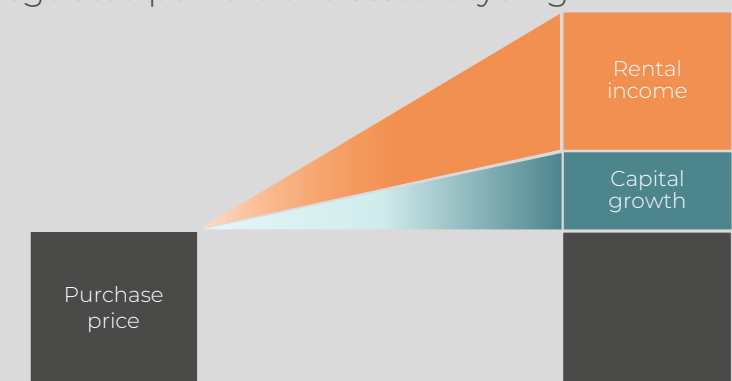
Regulated tenancies

- Tenant has the right to live in the property for the rest of their life
- Sub-market rent set by Valuation Office Agency
- Upon vacancy Grainger sells the property
- Returns comprise
 - Resilient rental income: typically 2-4% gross yield, increasing at RPI+5% over two years
 - Capital growth during investment period
 - Reversionary surplus realised upon vacancy: typically 18%-20% uplift
- Long term, predictable source of cash generation



PRS

- Leases with typical duration of 1-3 years
- Market rents
- Returns based on
 - Securing rental income at gross yields on cost of 6-7.5%
 - Capital growth
- Securing schemes in areas with high demand and rental growth potential
- Significant opportunity for growth underpinned by long term and structural trends
- Investment funded through cash generated from regulated portfolio and asset recycling



Driving value through our Operating Platform

Originate

Invest

Operate

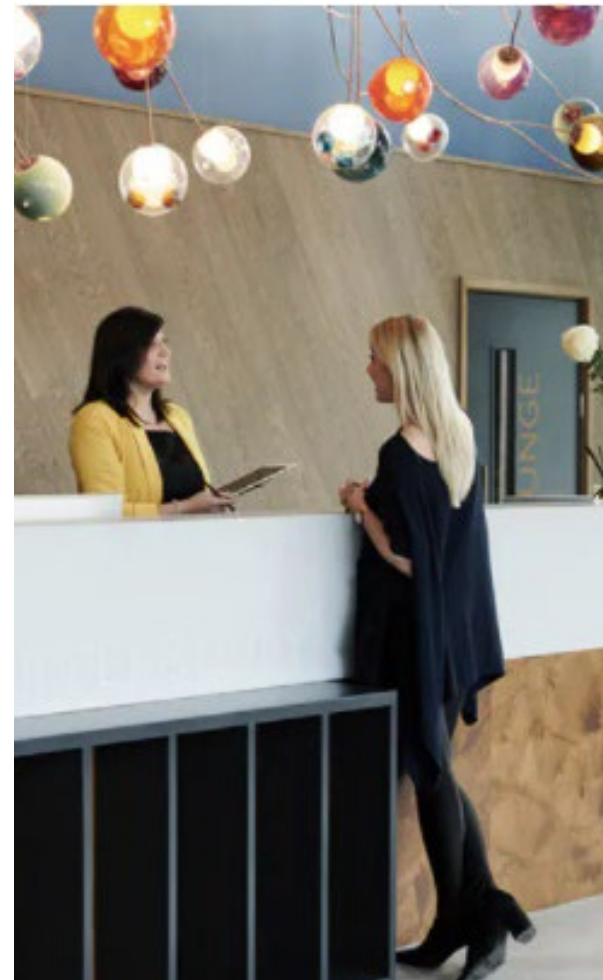
In-house operational platform

- Complete supply chain control
- Direct input into development
- Technology enhanced efficiency
- Direct customer relationship
- Greater customer insight
- Greater responsiveness to new trends

Performance Outputs

- Greater customer retention
- Better occupancy (on a relative basis)
- Greater operational efficiency
- Better rental margins
- Stronger rental growth
- Strong rent collection

Operational Leverage



Portfolio summary

Originate

Invest

Operate

	Units	Market value £m	Vacant possession value £m	Reversionary surplus £m	Net yield
Residential – PRS	6,196	1,749	1,870	121	3.8%
Residential – regulated tenancies	2,308	943	1,107	164	2.0%
Residential – mortgages (CHARM)	451	74	74	-	
Forward Funded – PRS work in progress	-	193	193	-	
Development work in progress	-	176	176	-	
Wholly-owned assets	8,955	3,135	3,420	285	
Co-investment (Grainger share)*	31	14	15	1	
Total investments	8,986	3,149	3,435	286	
Assets under management (third party share)*	123	57	61	4	
Total assets under management	9,109	3,206	3,496	290	

Reconciliation of assets under management

Residential – PRS	6,350	1,820	1,946	126
Residential – reversionary (regulated tenancies and CHARM)	2,759	1,017	1,181	164
Forward Funded – PRS work in progress	-	193	193	-
Development work in progress	-	176	176	-
Total assets under management	9,109	3,206	3,496	290

* Co-investment includes the 20% of Vesta JV owned by Grainger, whilst assets under management reflects the residual 80% of Vesta JV owned externally to the Group.

Portfolio geographical breakdown

Originate

Invest

Operate

PRS & Reversionary* (wholly owned and Vesta)

Region	PRS units	PRS market value £m	Reversionary units	Reversionary market value £m	Total units	Total market value £m
Central / Inner London	1,291	577	874	587	2,165	1,164
Outer London	798	345	217	94	1,015	439
South East	1,198	246	303	93	1,501	339
South West	512	196	283	54	795	250
East and Midlands	152	40	591	115	743	155
North West	1,950	348	241	38	2,191	386
Other regions	449	68	250	36	699	104
Total	6,350	1,820**	2,759	1,017	9,109	2,837

* Regulated tenancies and mortgages (CHARM)

** Excluding forward funded PRS work in progress and development work in progress

Valuation movements by region

Originate

Invest

Operate

HY21

Region	Units	Market value £m	Change since FY20	Avg house price Avg VP per unit £000s
Central / Inner London	2,163	1,163	(0.3)%	606
Outer London	857	366	(0.7)%	473
South East	1,432	325	+5.8%	277
South West	717	236	+3.9%	337
East and Midlands	593	132	+5.2%	241
North West	2,128	379	+1.4%	184
Other regions	614	91	+1.9%	147
Total	8,504	2,692	+1.3%	350

The table above includes wholly owned PRS and regulated tenancy assets only. It excludes 451 units and £74m of market value relating to mortgages (CHARM), as well as forward funded PRS work in progress, development work in progress and co-investment

Portfolio geographical breakdown

Originate

Invest

Operate

PRS & Regulated tenancies (HY21)

Region	PRS				Regulated tenancies			
	Units	Market value £m	Change since FY20	Net yield	Units	Market value £m	Change since FY20	Net yield
Central / Inner London	1,291	577	(1.5)%	3.4%	872	586	+0.8%	1.6%
Outer London	644	274	(1.7)%	3.7%	213	92	+2.3%	2.0%
South East	1,198	246	+6.6%	3.4%	234	79	+3.2%	2.4%
South West	512	196	+3.5%	4.4%	205	40	+6.0%	3.1%
East and Midlands	152	40	+6.1%	4.2%	441	92	+4.8%	2.6%
North West	1,950	348	+1.1%	4.2%	178	31	+4.9%	2.9%
Other regions	449	68	+0.3%	4.7%	165	23	+6.9%	3.6%
Total	6,196	1,749	+0.9%	3.8%	2,308	943	+2.0%	2.0%

The table above includes wholly owned PRS and regulated tenancy assets only. It excludes 451 units and £74m of market value relating to mortgages (CHARM), as well as forward funded PRS work in progress, development work in progress and co-investment

Liquidity and capex

£587m headroom to fund investment pipeline

Originate

Invest

Operate

Strong liquidity

- Strong headroom of £587m from cash and available facilities

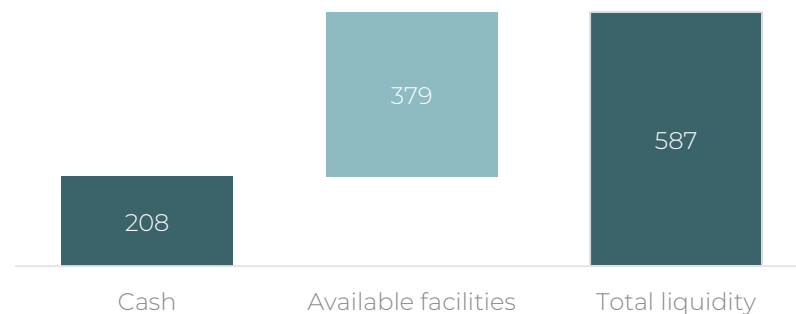
Committed capex funded

- Capital expenditure plans covered by headroom
- Total committed capex of £520m

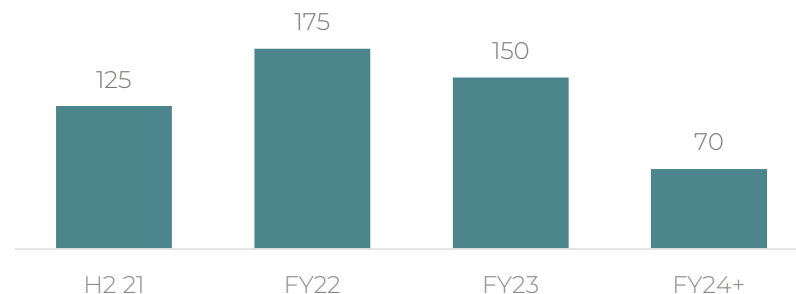
LTV to remain below 40%

- LTV expected to remain below our target range of 40%-45% in near term
- LTV excludes reversionary surplus of £286m which reduces LTV to 31.7%

Current liquidity position (£m)



Committed capex phasing* (£m)



*Excluding Waterloo & Seven Sisters

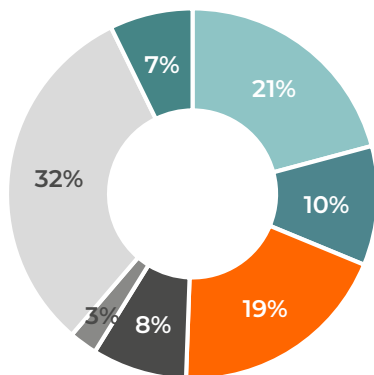
PRS portfolio by geography

Originate

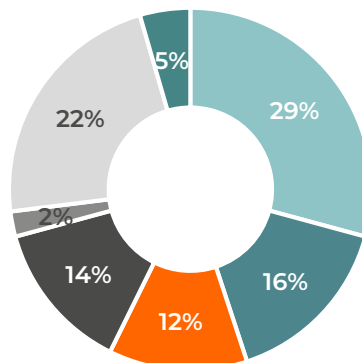
Invest

Operate

Geographic breakdown by units



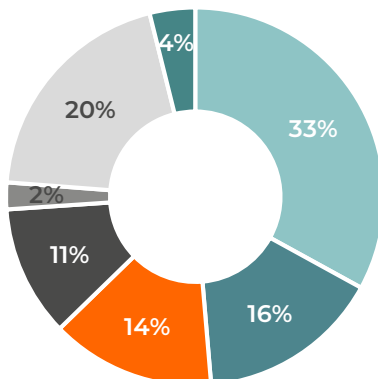
Geographic breakdown by Rent (£m)



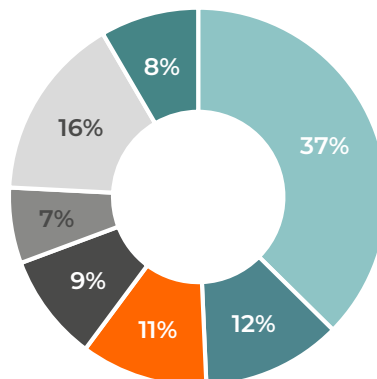
Key

- Central / Inner London
- Outer London
- South East
- South West
- East and Midlands
- North West
- Other Regions

Geographic breakdown by value (£m)



Post secured pipeline geographic breakdown by value (£m)



PRS portfolio

Top assets by annual ERV (>£1m)

Originate

Invest

Operate

Asset	City	Postcode	Units	Unit mix			Area Sq feet	Annual ERV
				Studio/1 bed	2 bed	3 bed		
Clippers Quay	Manchester	M50 3AF	614	178	370	66	444,178	£8.3m
The Filaments	Manchester	M3 5PF	376	98	235	43*	246,416	£5.7m
Hawkins & George	Bristol	BS1 6WQ	194	109	85	-	116,486	£3.4m
The Gardens	London	SE22 9QE	208	141	60	7	112,830	£3.3m
Argo Apartments	London	E16 1ED	134	66	68	-	94,313	£2.9m
Brook Place	Sheffield	S11 8BR	237	137	100	-	133,238	£2.6m
Ability Plaza	London	E8 4DT	101	50	49	2	85,468	£2.6m
Springfield House	London	E8 2LY	85	38	28	19*	89,089	£2.5m
Ability Towers	London	EC1V 8AW	90	19	71	-	74,654	£2.5m
Kew Bridge Court	London	W4 3AZ	98	12	75	11*	77,552	£2.3m
Solstice Apartments	Milton Keynes	MK9 3EY	139	66	73	-	85,577	£2.2m
The Rock	Manchester	BL9 0QY	233	133	100	-	140,932^	£2.0m
Gatehouse Apartments	Southampton	SO14 3HP	132	46	86	-	89,402	£1.9m
Mitre Road	London	SE1 8PY	100	35	43	23*	58,503^	£1.8m
Abbeville Apartments	London	IG11 8FW	100	54	36	10	65,088	£1.7m
Gunhill	Hampshire	GU11 1FH	107	40	47	20*	86,654	£1.6m
Resi Salford	Manchester	M5 3LE	138	17	75	46	104,124^	£1.4m
Berewood PRS	Hampshire	PO7 3BH	104	13	45	46*	81,375	£1.4m
Grove House	London	E9 7QP	35	2	24	9	44,967	£1.3m
Eagle House	London	N1 7EH	43	28	6	9*	40,020	£1.2m
Kings Dock Mill	Liverpool	L1 8DW	120	27	88	5	69,040^	£1.1m
Shillington Old School	London	SW11 2TB	56	45	3	8	37,554	£1.1m
Dove Road	London	N1 3GE	44	22	17	5	32,977	£1.1m

*includes some four bedroom units

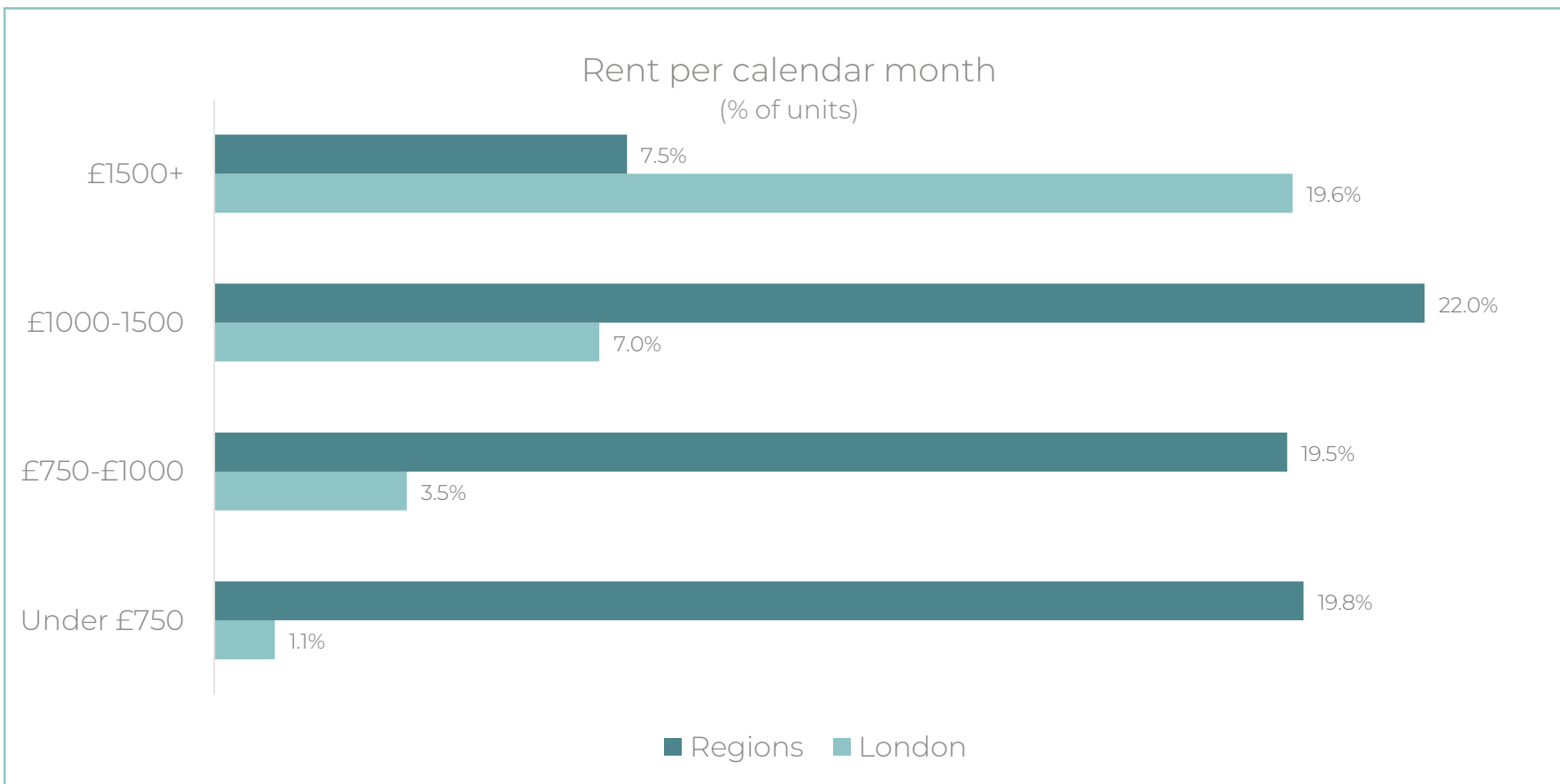
^ Area based on EPC data

PRS portfolio – rent levels

Originate

Invest

Operate



+2.8%

5-year Avg Annual Rental Growth

Secured pipeline schedule

(1 of 2 pages)

Originate

Invest

Operate

Name	No. units	Targeted launch	Status	Est. Grainger investment	Spend to date	Gross yield target
Forward funding / acquisition						
The Headline, Yorkshire Post, Leeds	242	Late FY21	On site	£42m	£5m	c.7%
Windlass Apts, Tottenham Hale, London	108	Late FY21	On site	£41m	£39m	5.5-6%
The Pin Yard, Fabrik, Leeds	216	Mid FY22	On site	£34m	£23m	c.6.5%
The Copper Works, Capital Quarter, Cardiff	307	Late FY22	On site	£57m	£22m	c.7%
Enigma Square, Milton Keynes	261	Early FY23	On site	£63m	£28m	c.6.25%
Canning Town 2, London	146	Early FY23	On site	£62m	£35m	c.5.5%
Queens Road, Nottingham	348	Mid FY23	On site	£56m	£6m	c.7%
Guildford Station, Surrey	98	Mid FY23	Exchanged	£37m	-	c.5.5%
Well Meadow, Sheffield	284	Late FY23	Onsite	£42m	-	c.7%
Becketwell, Derby	259	Late FY23	Exchanged	£38m	-	c.7%
Exchange Square, Birmingham	375	Early FY24	On site	£77m	£16m	c.6.5%
Millwrights Place, Bristol	231	Early FY24	On site	£63m	£10m	c.6.0%
Canning Town 3, London	132	Early FY25	Pre-site	£56m	£6m	c.5.5%
Forward funding sub-total	3,007			£668m	£190m	

Secured pipeline schedule

(Continued from previous page)

Originate

Invest

Operate

Name	No. units	Targeted launch	Status	Est. Grainger investment	Spend to date	Gross yield target
Direct development						
Apex Gardens, London	163	Mid FY21	Approaching completion	£60m	£58m	c.6.5%
Newbury, West Berks	232	Late FY22	On site	£61m	£35m	c.6.25%
Gilders Yard, Birmingham	156	Mid FY22	On site	£28m	£24m	c.7%
Besson St, Lewisham, London (JV - 50%)	324	Mid FY24	Detailed design, consent granted	£51m	£3m	c.6.25%
Waterloo, London	215	Phased from FY24	Consent granted	£130m*	£4m	c.5%
Seven Sisters, London	196	Land assembly Timing TBC	Consent granted, CPO awarded	£80m	£23m	c.7%
Direct development total	1,286			£410m	£147m	
Total Secured Pipeline	4,293			£1,078m	£337m	

*Net investment in addition to existing asset value

Secured pipeline projects

Originate

Invest

Operate

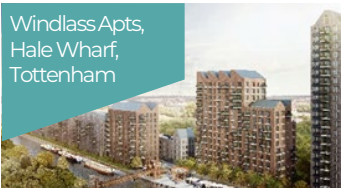
19 high quality PRS schemes

 Secured

 Secured in HY21

Forward funding / Acquisitions

Windlass Apts,
Hale Wharf,
Tottenham



The Headline,
Yorkshire Post,
Leeds



The Pin Yard,
Fabrik,
Leeds



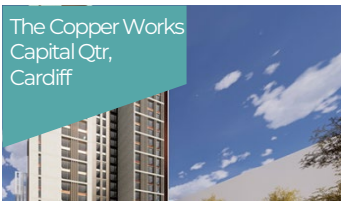
Enigma Square,
Milton Keynes



Canning Town 2,
London



The Copper Works
Capital Qtr,
Cardiff



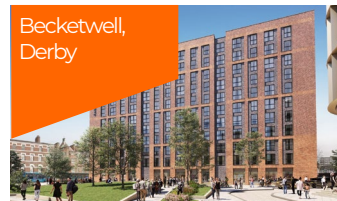
Queens Rd,
Nottingham



Well Meadow,
Sheffield



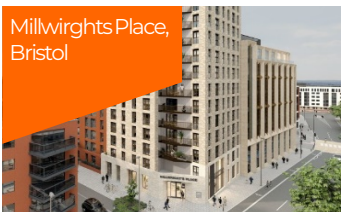
Becketwell,
Derby



The Sliver Yard,
Exchange Sq,
Birmingham



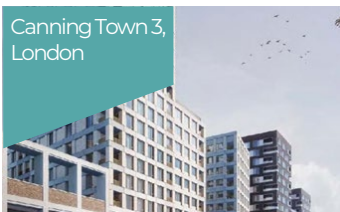
Millwrights Place,
Bristol



Guildford Station,
Surrey



Canning Town 3,
London



Direct Development

Apex Gardens,
Haringey



Gilders Yard,
Birmingham



Newbury, West
Berks



Besson Street,
Lewisham



Seven Sisters,
Haringey



Waterloo,
London



ESG: Securing our long-term future

Originate

Invest

Operate

4 long-term ESG commitments

Environment:

1

Net zero carbon of our operational buildings (aspiring to 2030)

Assets:

2

Enhance investment decisions further by integrating ESG considerations

People:

3

Measure and deliver positive social value

4

Diverse workforce reflective of society

Excellent ESG benchmark achievements

Corporate ESG Index



FTSE4Good

Constituent since 2010

Real estate ESG reporting



Gold Award 2014-2020

ESG Risk Rating



SUSTAINALYTICS

'Low risk' rating

ESG benchmark



'Prime' rating

ESG benchmark



'AA' rating

Segmental income statement

Originate

Invest

Operate

	HY20				HY21			
£m	PRS	Reg*	Other	Group	PRS	Reg*	Other	Group
Net rental income	27.1	9.8	0.1	37.0	25.3	9.3	0.1	34.7
Profit from sales – trading property	-	18.0	4.1	22.1	(0.1)	29.6	0.2	29.7
Profit from sales – investment property	0.7	-	-	0.7	(0.1)	-	-	(0.1)
Mortgage income (CHARM)	-	2.6	-	2.6	-	2.4	-	2.4
Management fees	0.9	-	0.7	1.6	1.7	-	0.6	2.3
Overheads	-	-	(13.8)	(13.8)	-	-	(13.9)	(13.9)
Pre-contract costs	(0.2)	-	-	(0.2)	(0.3)	-	-	(0.3)
Joint ventures	(0.1)	-	0.2	0.1	(0.2)	-	-	(0.2)
Net finance costs	(10.2)	(5.9)	(0.3)	(16.4)	(11.2)	(5.5)	(0.4)	(17.1)
Adjusted earnings	18.2	24.5	(9.0)	33.7	15.1	35.8	(13.4)	37.5
Valuation movements				14.6				12.8
Other adjustments				1.3				-
Profit before tax				49.6				50.3

* Includes regulated tenancy portfolio and CHARM portfolio.

Balance sheet

Originate

Invest

Operate

FY20

HY21

Market value balance sheet (£m)

Residential – PRS	1,624	1,749
Residential – regulated tenancies	968	943
Residential – mortgages (CHARM)	73	74
Forward Funded – PRS work in progress	231	193
Development work in progress	147	176
Investment in JVs/associates	42	43
Total investments	3,085	3,178
Net debt	(1,032)	(1,098)
Other liabilities	-	(16)
EPRA NRV	2,053	2,064
Deferred and contingent tax – trading assets	(109)	(108)
Exclude: intangible assets	(23)	(28)
EPRA NTA	1,921	1,928
Add back: intangible assets	23	28
Deferred and contingent tax – investment assets	(24)	(25)
Fair value of fixed rate debt and derivatives	(57)	(51)
EPRA NDV	1,863	1,880

EPRA net asset values (pence per share)

EPRA NRV	304	306
EPRA NTA	285	286
EPRA NDV	276	279

Segmental balance sheet

Originate

Invest

Operate

	FY20				HY21			
EPRA NTA market value balance sheet (£m)	PRS	Reg*	Other	Group	PRS	Reg*	Other	Group
Investment property	1,755.9	23.0	-	1,778.9	1,867.4	23.9	-	1,891.3
Investment in joint ventures and associates	25.0	-	17.0	42.0	25.9	-	17.1	43.0
Financial interest in property assets	-	73.3	-	73.3	-	73.7	-	73.7
Inventories - trading property	201.9	944.3	44.6	1,190.8	201.6	919.2	48.6	1,169.4
Cash and cash equivalents	237.3	124.2	7.6	369.1	169.5	82.3	5.8	257.6
Other assets	1.6	7.0	42.4	51.0	2.3	8.8	30.8	41.9
Total Assets	2,221.7	1,171.8	111.6	3,505.1	2,266.7	1,107.9	102.3	3,476.9
Interest-bearing loans and borrowings	(895.1)	(468.3)	(28.5)	(1,391.9)	(886.1)	(430.1)	(30.0)	(1,346.2)
Deferred and contingent tax liabilities	(24.5)	(8.7)	(4.4)	(113.6)	(24.5)	(82.9)	(4.2)	(111.6)
Other liabilities	(35.3)	(7.4)	(35.8)	(78.5)	(57.0)	(8.5)	(25.3)	(90.8)
Total Liabilities	(954.9)	(560.4)	(68.7)	(1,584.0)	(967.6)	(521.5)	(59.5)	(1,548.6)
Net assets	1,266.8	611.4	42.9	1,921.1	1,299.1	586.4	42.8	1,928.3

* Includes regulated tenancy portfolio and CHARM portfolio..

EPRA Earnings

Originate

Invest

Operate

£m	HY20			HY21		
	Adjusted Earnings	Adjustments	Adjusted EPRA earnings	Adjusted Earnings	Adjustments	Adjusted EPRA earnings
Net rental income	37.0	-	37.0	34.7	-	34.7
Profit from sales – trading property	22.1	(17.0)	5.1	29.7	(28.2)	1.5
Profit from sales – investment property	0.7	(0.7)	-	(0.1)	0.1	-
Mortgage income (CHARM)	2.6	-	2.6	2.4	-	2.4
Management fees	1.6	-	1.6	2.3	-	2.3
Overheads	(13.8)	-	(13.8)	(13.9)	-	(13.9)
Pre-contract costs	(0.2)	-	(0.2)	(0.3)	-	(0.3)
Joint ventures	0.1	-	0.1	(0.2)	-	(0.2)
Net finance costs	(16.4)	-	(16.4)	(17.1)	-	(17.1)
Adjusted earnings	33.7	(17.7)	16.0	37.5	(28.1)	9.4
Valuation movements	14.6			12.8		
Other adjustments	1.3			-		
Profit before tax	49.6			50.3		
Adjusted EPS / Adjusted EPRA EPS, after tax	4.3		2.0	4.5		1.1

EPRA NRV, EPRA NTA and EPRA NDV

Originate

Invest

Operate

	FY20			HY21		
	EPRA NRV	EPRA NTA	EPRA NDV	EPRA NRV	EPRA NTA	EPRA NDV
£m						
IFRS Equity attributable to shareholders	1,463.0	1,463.0	1,463.0	1,488.3	1,488.3	1,488.3
Diluted NAV	1,463.0	1,463.0	1,463.0	1,488.3	1,488.3	1,488.3
Include:						
Revaluation of other non-current investments	7.4	7.4	7.4	5.3	5.3	5.3
Revaluation of trading properties	541.3	432.1	432.1	534.6	427.1	427.1
Diluted NAV at fair value	2,011.7	1,902.5	1,902.5	2,028.2	1,920.7	1,920.7
Exclude:						
Deferred tax in relation to fair value gains of IP	24.4	24.4	-	25.3	25.3	-
Fair value of financial instruments	16.7	16.7	-	10.6	10.6	-
Goodwill as per the IFRS balance sheet	-	(0.5)	(0.5)	-	(0.5)	(0.5)
Intangibles as per the IFRS balance sheet	-	(22.0)	-	-	(27.8)	-
Include:						
Fair value of fixed interest rate debt	-	-	(39.5)	-	-	(39.9)
NAV	2,052.8	1,921.1	1,862.5	2,064.1	1,928.3	1,880.3
Fully diluted number of shares	675.3	675.3	675.3	675.3	675.3	675.3
NAV pence per share	304	285	276	306	286	279

Debt facilities

Originate

Invest

Operate

	Lender	Size	Facility Drawn	Maturity
Core Facilities:				
Corporate Bond	Listed	£350m	£350m	Apr 2028
Corporate Bond	Listed	£350m	£350m	Jul 2030
Revolving Credit Facility	HSBC, NatWest, Barclays	£330m	£1m	Aug 2024
Term Debt	HSBC, NatWest, Barclays, AIB	£170m	£170m	Aug 2024
Bi-Lateral Term	HSBC	£50m	£50m	Nov 2023
Bi-Lateral Term	NatWest	£50m	£50m	Nov 2022
Bi-Lateral Term	Handelsbanken	£40m	£40m	Jun 2023
Revolving Credit Facility	Wells Fargo	£50m	-	Nov 2024*
Sub total		£1,390m	£1,011m	
Excluded Entities:				
Institutional Term Debt	Rothsay Life	£75m	£75m	Jul 2026
Institutional Term Debt	Rothsay Life	£75m	£75m	Oct 2027
Institutional Term Debt	Rothsay Life	£200m	£200m	Jul 2029
Total Group Facilities		£1,740m	£1,361m	

* Further 2 x 1 year extension options available

Our approach to Covid-19

Maintaining business continuity and strategic momentum

Originate

Invest

Operate

Innovate



Innovating to maintain business as usual and continue to serve our customers.

- Virtual viewings
- Direct customer sales
- Remote working
- Sales process re-engineered

Communicate



Continual communication with our customers, employees, partners and suppliers.

- Increased customer contact
- Increased Employee communications
- Government interaction
- Closely working with partners and suppliers

Improve



Focus on continuous improvement to our people, product and service.

- Live.safe 3.0
- Resident services manual
- CONNECT platform
- Community plans

Future reporting dates

Originate

Invest

Operate

2021

Trading update	September
Full year results	18 November

Gatehouse Apartments

At East Street, Southampton

Originate

Invest

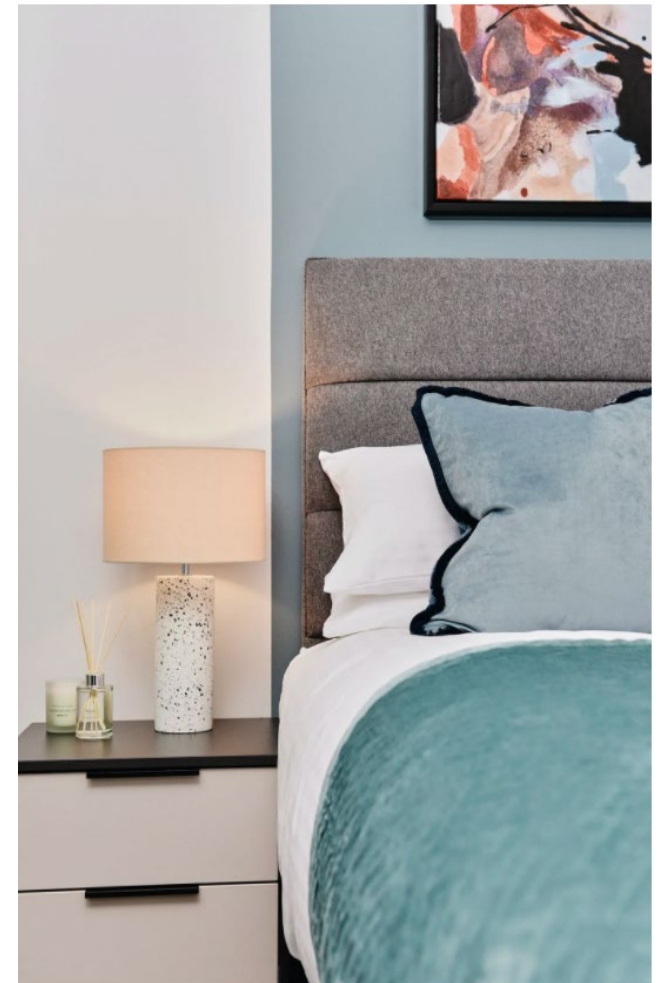
Operate



GATEHOUSE
APARTMENTS

- Launched March 2021
- Mix of 46 one bed and 86 two bed apartments
- Residents lounge and co-working space
- Residents gym
- Residents roof terraces

132 new
homes



The Filaments

At Gore Street, Manchester

Originate

Invest

Operate



THE
FILAMENTS

- Launched March 2021
- Mix of 98 one bed, 228 two bed, 39 three bed apartments and 11 townhouses
- Residents lounge and co-working space
- Residents gym
- Residents roof terraces

376 new
homes

