

Accelerating growth and total returns

Half Year Financial Results for the period ended 31 March 2022

12 May 2022



Investing in homes since 1912
grainger plc

Agenda

Originate

Invest

Operate

Accelerate

1. Overview

Helen Gordon
Chief Executive

2. Financial results

Rob Hudson
Chief Financial Officer

3. Market and business update

Helen Gordon
Chief Executive

4. Summary and Q&A

**Helen Gordon &
Rob Hudson**

5. Appendix

Strong performance and growth momentum

Originate

Invest

Operate

Accelerate



Pin Yard, Leeds

+23%

NRI growth delivered

+3.5%

L4L rental growth

98%

PRS occupancy (Mar '22)

£3.1bn

Operational portfolio

£2.4bn

PRS (build-to-rent)
pipeline

9,793

Rental homes

9,962

Homes in pipeline



Gilders Yard, Birmingham



The Forge, Newcastle



Weavers Yard, Newbury

Driving returns for shareholders

Originate

Invest

Operate

Accelerate

Adjusted earnings

£46.3m

+23%

Net rental income

£42.8m

+23%

Passing NRI from new launches in last 12 mths

£16m

Rental growth (L4L)

+3.5%

+183 bps

EPRA NTA

305pps

+7% v HY21
+3% v FY21

Interim dividend

2.08 pps

+14%

Financial highlights:

- Adjusted earnings **+23%**
- Net rental income up **+23%**
- L4L rental growth of **+3.5%**
- PRS occupancy over **98%**
- £7m** net rental income generated from new PRS assets completed in the last 12 months
- +£79m** valuation gain driven by rental growth, yield compression and successful new launches
- +7%** residential sales profit

Strategic and operational highlights:

- Growing PRS Portfolio now **£2.2bn** and **71%** of total portfolio
- Revised and improved customer journey
- Build-to-rent excluded from Building Safety Repair Pledge and Residential Property Developer Tax
- Windlass and Apex fully let, Pin Yard **65%** let since March
- Five completions expected to be delivered in 2022
- Five TFL schemes with planning committee approval
- Pipeline – projects on track, 12 out of 16 on fixed price construction contracts

Driving responsible business

Originate

Invest

Operate

Accelerate

Environment

87%

PRS portfolio with EPC ratings A-C (compliant with expected future regulations)

100%

Green energy contracts for landlord supplies on operational PRS portfolio*

Launch of
“Living a greener life”

People and Social impact

938

operational Affordable Homes**

447

community & resident events

Key achievements in H1 22

- Board Level Responsible Business Committee established
- Launched ‘Living a Greener Life’ Resident Engagement Programme
- Carbon Emissions Reduction Programme on track
 - Scopes 1 & 2 – greening our properties, 100% renewable electricity contracted for landlord supplies, and gas supply transferred to green biomethane
 - Scope 3 progress underway – focus on data capture and influencing resident behavior
- New Diverse Talent Acceleration Programme
- Homes and support offered for Ukrainian families

Benchmark performance



FTSE4Good

FTSE4Good

Since 2010



EPRA – Sustainability Best Practice Reporting

Gold Award



CDP

‘B’ Rating



MSCI ESG

‘AA’ Rating



ISS-oekom

‘Prime’ Rating

*There is a lag in transitioning new assets over to this contract, and this excludes commercial assets, projects in development and assets earmarked for disposal

** Including 924 homes via Grainger Trust and 14 DMR

A strategy and operating model that drives performance and growth

Originate

Invest

Operate

Accelerate

Driving forward construction and delivery of our pipeline

- 12 schemes on site (2,831 homes)
- Three land sites secured (c.730 homes)
- One new forward fund (401 homes)
- Six schemes through London Planning
- Two projects launched in H1 (448 homes)*
- Three further projects launching in 2022 (726 homes)

- 98% avg rent collection
- 3.5% rental growth (L4L)

*Completion phased at Weavers Yard, Newbury



Total control of our assets and direct relationship with our customers

- Scalable platform
- Customer App & journey
- Digital leasing platform

Investing for the long term, through cycles

- 11 schemes in planning and legals, now including TFL sites with full planning (3,065 homes)
- Further under consideration pipeline of 2,896 homes
- £35m of asset recycling
- Repositioning older assets
- Attracting talent to this high performing team

Pipeline delivering significant earnings growth

Originate

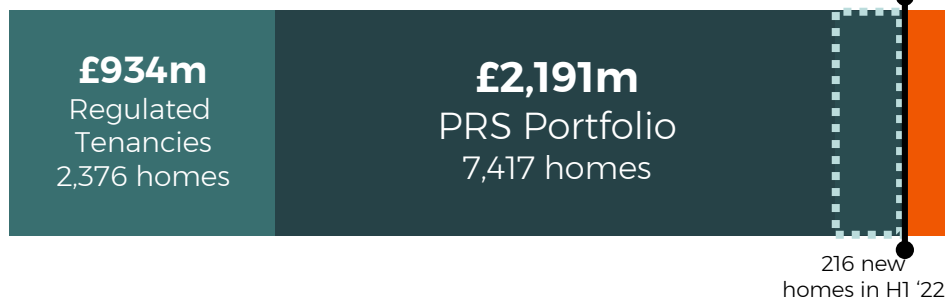
Invest

Operate

Accelerate

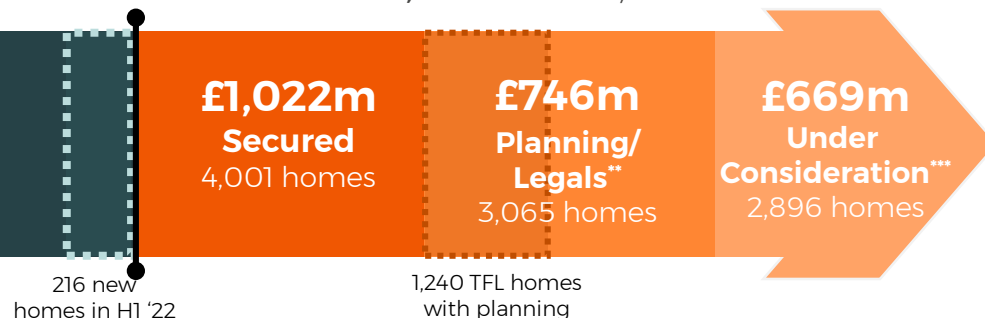
OPERATIONAL PORTFOLIO*

9,793 homes, £3.1bn



PRS (Build to Rent) PIPELINE

9,962 homes, £2.4bn



1,174 new homes to be delivered in the year

- Pin Yard, Leeds (216 homes, March 22)
- Weavers Yard, Newbury (232 homes, from April 22)
- Gilders Yard, Birmingham (158 homes, May 22)
- Enigma Square, Milton Keynes (261 homes, late 22)
- The Copper Works, Cardiff (307 homes, late 22)

New investments secured

- Merrick Place, London (401 homes)
- Exmouth Junction, Exeter (230 homes)
- Brook Place 2, Sheffield (c.250 homes)****

Planning consents

Six schemes with full planning consent :

- TFL – Arnos Grove (162 homes, May 22)
- TFL – Southall (460 homes, March 22)
- TFL – Nine Elms (479 homes, January 22)
- TFL – Montford Place (139 homes, November 21)
- Besson Street JV (324 homes, January 22)

One scheme with planning consent subject to land assembly:

- TFL – Cockfosters (351 homes, February 22)

*Assets under management

** Includes Grainger's 51% share of the 4 TFL sites with full planning consent.

*** Includes Grainger's 51% share of the remaining TFL opportunities under consideration

****Land acquisition included in planning and legals

PRS - a growth sector

Five key drivers of structural growth

Originate

Invest

Operate

Accelerate

① Strong Demand

5m PRS households

Only **1.4%** purpose built, build-to-rent

Significant opportunity to grow market share

② Rental Growth



Strong and increasing rental demand

98% occupancy



Increased pricing tension and rental growth

+ 3.5% L4L growth

③ Professionalisation

Multiple drivers toward professional, large-scale landlords

- Small landlords exiting due to red tape and taxation
- Consumers expecting greater value for money and better service

④ Yield Compression



UK favourable internationally*

- Paris 2.0%
- Berlin 2.3%
- Amsterdam 2.9%
- Madrid 3.0%
- London 3.25-3.75%

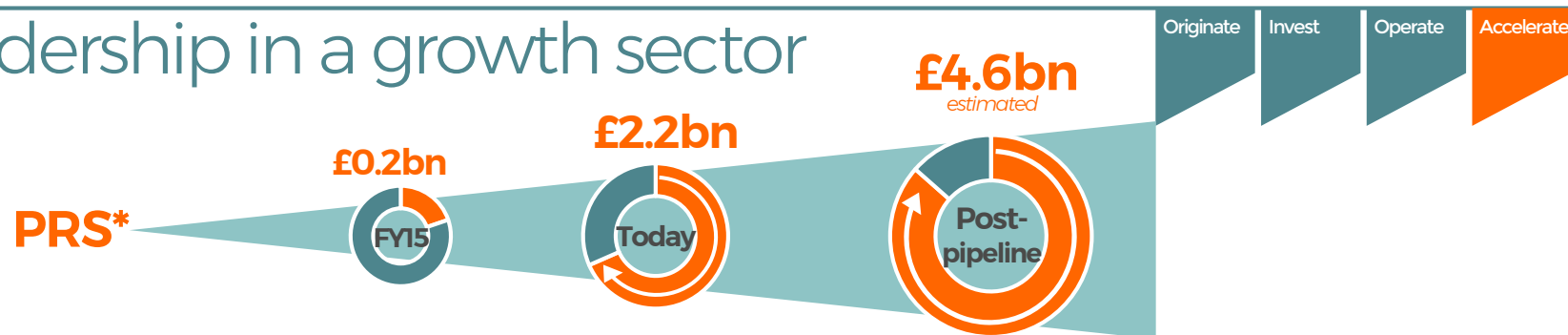


Strong investment market

£4.3bn** investment in 2021

⑤ Landlord-friendly regulatory environment

Leadership in a growth sector



1 Market leader

- Largest listed player
- Longest track record
- Largest pipeline
- Unrivalled platform

2 Scalable national platform

- Driving compounding earnings growth
- Delivering material net margin growth
 - A key competitive advantage
 - Enabling swift growth

3 Significant pipeline

- £1bn** secured pipeline delivering strong Adjusted EPRA earnings growth
- £1bn pipeline fully secured and locked in
 - Total pipeline £2.4bn
 - Proven track record of outperforming underwriting

4 Fully funded secured pipeline

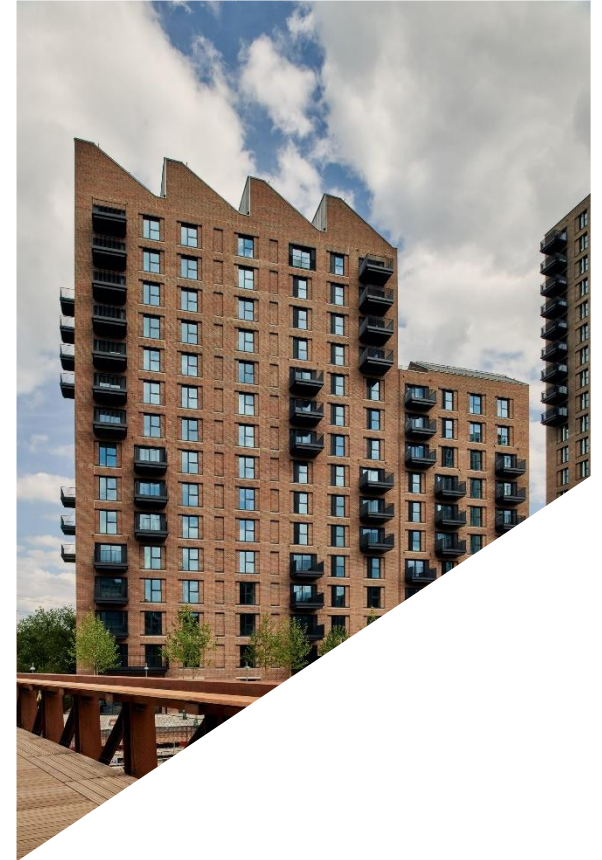
- Pipeline funding in place
- Further capacity to grow
 - Option to accelerate regulated tenancy sales

Creating
homes and
enriching
lives

*Market value of the PRS portfolio compared to the regulated tenancy portfolio

2. HY22 Financial Results

Rob Hudson
Chief Financial Officer



Investing in homes since 1912
grainger plc

Financial highlights

Originate

Invest

Operate

Accelerate

Net rental income increases by +23% as pipeline delivers

Income performance

- Strong performance driven by rapid lettings and pipeline delivery
- Net rent up 23% due to lease up of new launches, rental growth and strong occupancy
 - Occupancy now 98%
 - PRS rental growth at 3.5%
- Adjusted earnings up 23%
- Interim dividend up 14% per share reflecting strong performance

Capital performance

- Profit before tax up 122%
- HY Total Property Return increased to 3.8% due to strong valuation growth of £79m
- Valuation growth driven by strong rental growth and continued yield compression through lease-up and market strength
- EPRA NTA up 3%

Income	HY21	HY22	Change
Rental growth (like-for-like)	1.7%	3.5%	+183 bps
Net rental income	£34.7m	£42.8m	+23%
Adjusted earnings	£37.5m	£46.3m	+23%
Profit before tax ¹	£44.5m	£98.8m	+122%
Dividend per share	1.83p	2.08p	+14%

Capital	HY21	HY22	Change
Total Property Return	2.4%	3.8%	+137 bps
Total Accounting Return	1.0%	3.2%	+221 bps

	FY21	HY22	Change
EPRA NTA per share	297p	305p	+3%
Net debt	£1,042m	£1,131m	+9%
Group LTV	30.4%	31.4%	+106 bps
Cost of debt (average)	3.1%	3.1%	-

¹ HY21 restated following a change in accounting policy as a result of the IFRIC interpretation of IAS38 relating to development costs on Software as a Service

Income statement

Pipeline delivering accelerated growth in income and earnings

Originate

Invest

Operate

Accelerate

Key highlights:

Strong occupancy & rental growth

- Like-for-like rental growth: 3.5% (HY21: 1.7%)
 - PRS: 3.5%
 - Regs: 3.7%
- HY22 occupancy now normalised
 - Average: 96%
 - Period End: 98%
- Similar performance across London/Regions
- Improving stabilised gross to net: 25.5% (HY21: 27.0%)

Strong sales performance

- +7% increase in residential sales profits
- Selling at 3.6% ahead of valuations
- 6.5% annualised vacancy rate
- £37m of regulated portfolio sold on vacancy, with a further £27m of tenanted sales
- Expect similar level of sales profit for FY22 as FY21

Extensive fire safety review, minimal impact

	HY21 ¹	HY22	Change
Net rental income	£34.7m	£42.8m	+23%
Profit from residential sales	£29.4m	£31.6m	+7%
Profit from development sales	£0.2m	-	-
Mortgage income (CHARM)	£2.4m	£2.4m	-
Management fees	£2.3m	£2.8m	+22%
Overheads	£(13.9)m	£(14.6)m	+5%
Pre-contract costs	£(0.3)m	£(0.3)m	-
Net finance costs	£(17.1)m	£(17.0)m	(1)%
Joint ventures & associates	£(0.2)m	£(1.4)m	n/a
Adjusted earnings	£37.5m	£46.3m	+23%
Adjusted EPS (diluted, after tax)	4.5p	5.0p	+11%
Valuation movements	£12.8m	£61.7m	+382%
Other adjustments ^{1,2}	£(5.8)m	£(9.2)m	+59%
Profit before tax¹	£44.5m	£98.8m	+122%
Earnings per share ¹ (diluted, after tax)	5.0p	10.2p	+104%
Adjusted EPRA Earnings	£9.4m	£16.8m	+79%

¹ HY21 restated following a change in accounting policy as a result of the IFRIC interpretation of IAS38 relating to development costs on Software as a Service.

² HY22 includes £9.2m fire safety provision following full review of legacy projects

Net rental income

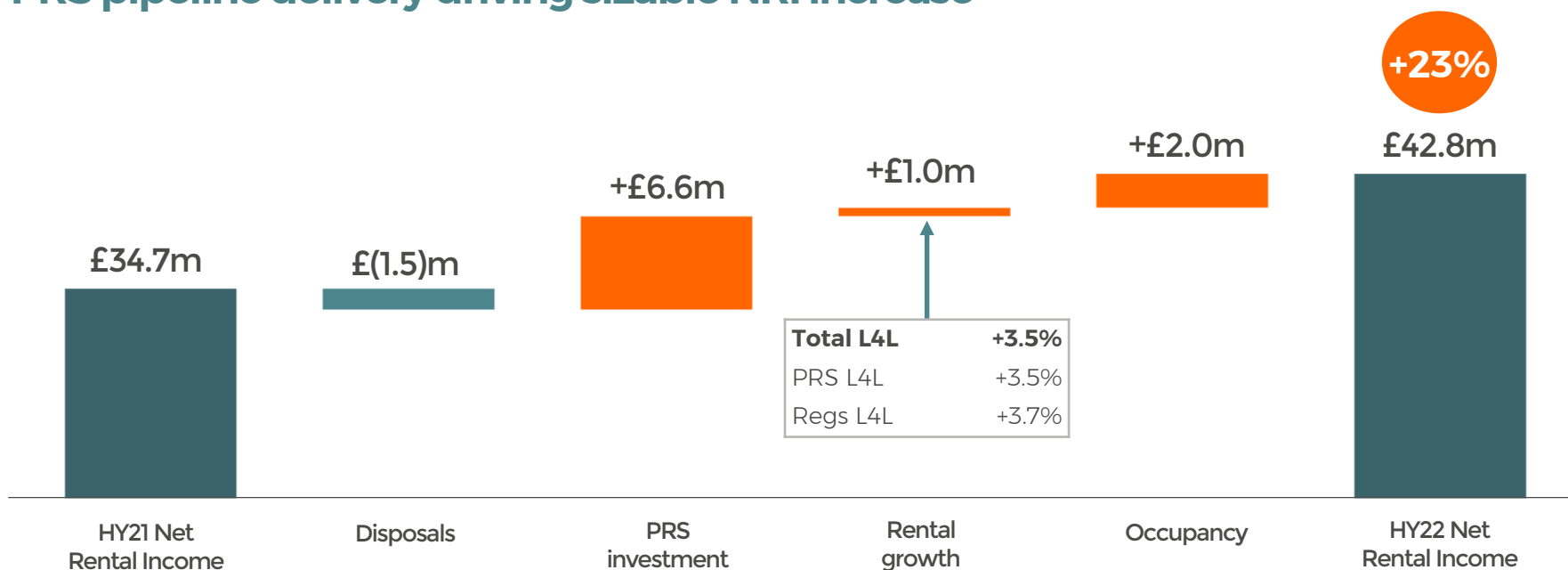
PRS pipeline delivery driving sizable NRI increase

Originate

Invest

Operate

Accelerate



- Strong demand and lettings of new launches adding 19% (£6.6m) to net rents
- Occupancy returning to stabilised levels has added £2.0m in net rent
- New lets rental growth of 4.4% and renewals rental growth of 2.7%
- FY22 launches largely weighted to the end of the year, with full impact to be felt in FY23
- Expect similar H2 net rents run rate with rental growth and disposals broadly offsetting each other

Half Year Valuation Summary

Originate

Invest

Operate

Accelerate

Portfolio	Homes	Capital Value £m	Valuation Movement				Total Valuation Movement*	
			ERV / HPI Growth		Yield and other		£m	%
			£m	%	£m	%		
PRS Portfolio			ERV Growth		Yield and other			
London & SE	3,483	1,255	14	1.1%	5	0.4%	19	1.5%
Regions	3,780	860	13	1.6%	11	1.3%	24	2.9%
PRS Total	7,263	2,115	27	1.3%	16	0.8%	43	2.1%
Regs Portfolio			HPI Growth		Other			
London & SE	1,173	706	18	2.5%	0	0.0%	18	2.5%
Regions	792	157	8	5.4%	0	0.0%	8	5.4%
Regs Total	1,965	863	26	3.2%	0	0.0%	26	3.2%
Operational Portfolio	9,228	2,978	53	1.8%	16	0.5%	69	2.3%
Development			ERV Growth		Yield and other			
Development		496	7	1.4%	3	0.5%	10	1.9%
Total Portfolio**	9,228	3,474	60	1.7%	19	0.6%	79	2.3%

- PRS now 71% of the portfolio by value
- PRS portfolio valued on a rent / yield basis and Reg portfolio valued on a discount to vacant possession basis (HPI driven)
- Reg valuations driven by strong regional HPI in the period
- Growth in the PRS valuations driven by:
 - Strong lettings activity and ERV growth of +1.3% in H1
 - Yield compression c.10 bps on newly delivered schemes in London and the regions

*Total valuation movement of £79m comprises £59m from Investment Properties and £20m from Trading properties.

**Excluding CHARM

EPRA Net Asset Values

EPRA NTA per share growth of 3% in 6 months

Originate

Invest

Operate

Accelerate

	£m	pence per share
Property assets (market value)	3,592	484
Net liabilities	(1,189)	(160)
EPRA Net Reinstatement Value (NRV)	2,403	324
Tax – deferred & contingent – trading assets	(139)	(19)
EPRA Net Tangible Assets (NTA)	2,264	305
Tax – deferred & contingent – investment assets	(72)	(10)
Mark-to-market fixed rate debt and derivatives	38	5
EPRA Net Disposal Value (NDV)	2,230	300

EPRA Net Tangible Assets (NTA)

305pps

+7% since HY21
+3% since FY21

Reversionary surplus

£242m of reversionary surplus to crystallise

+33pps

Property portfolio now c. £3.6bn

Pipeline delivery continues at pace

Not included in EPRA NTA

- Platform Value
- Further pipeline value
- Reversionary surplus
- Technology investment

EPRA Net Tangible Assets (NTA)

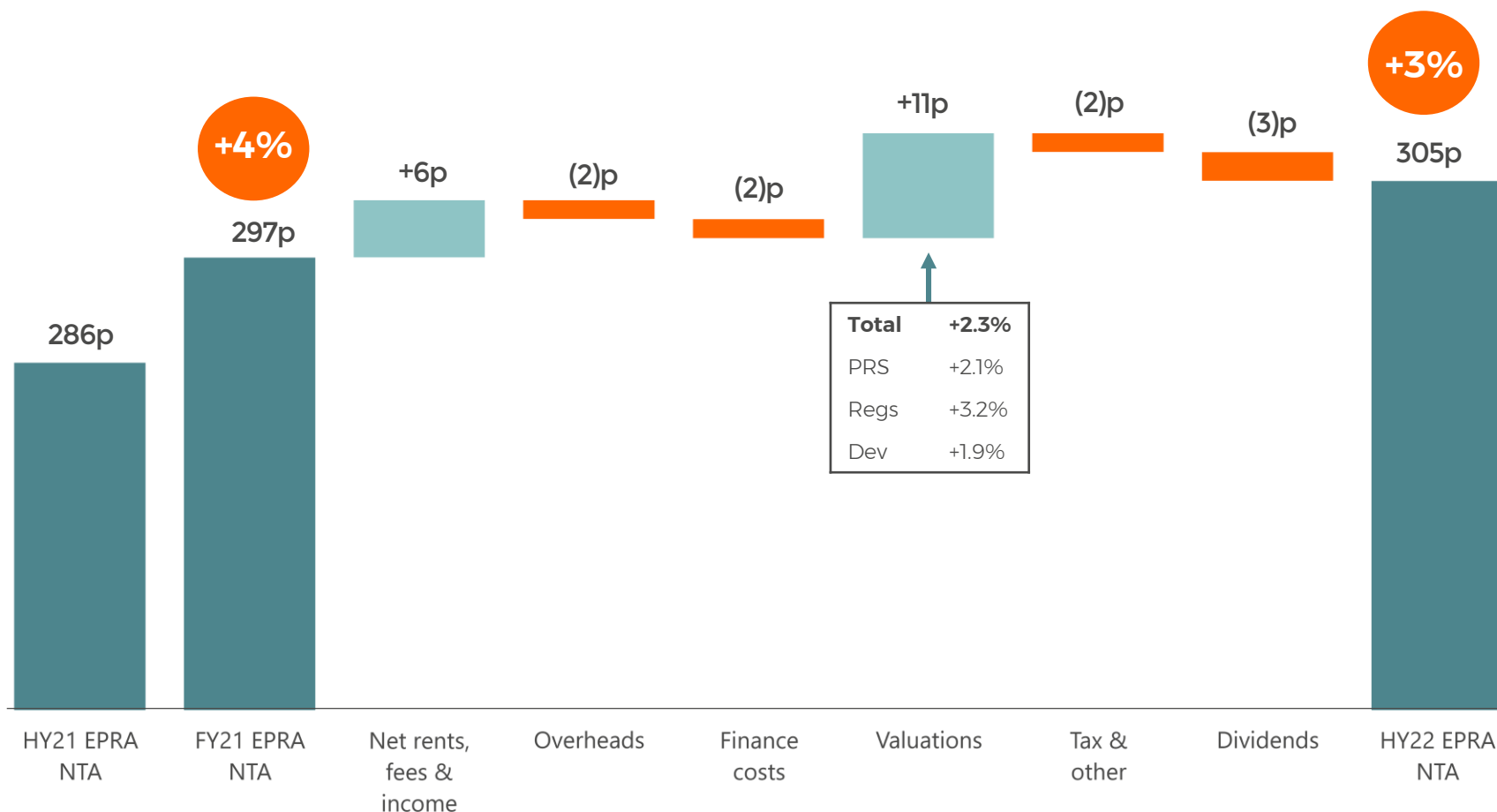
Originate

Invest

Operate

Accelerate

Strong valuation and increasing net rents drives annual NAV growth of **7%**



Net debt

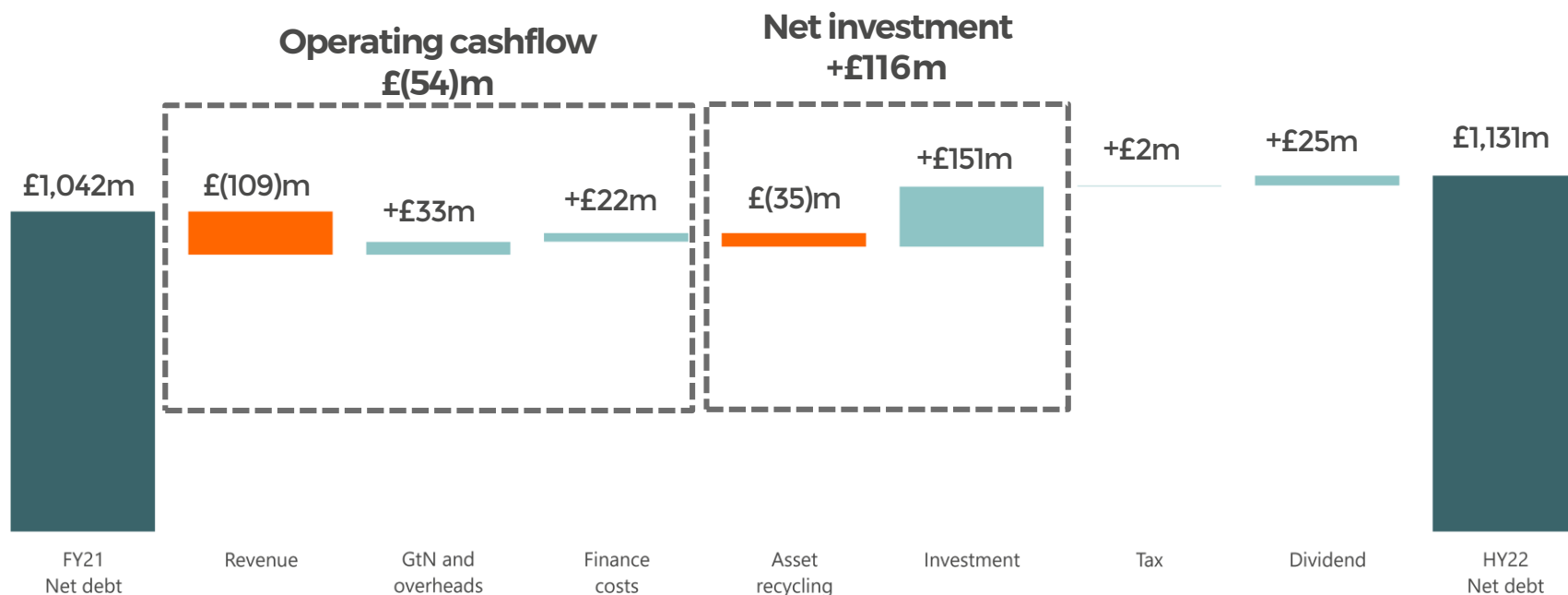
Significant investment in pipeline delivery

Originate

Invest

Operate

Accelerate



- Net debt increasing to £1.1bn reflecting continued growth and investment in the pipeline
- Operating cashflow of £54m highlighting cash generation from our business model
- Targeted recycling of £35m of non-core, lower performing assets
- Investment of £151m reflecting the continued pace of development activity

Robust capital structure

Low risk, flexible capital structure that supports growth

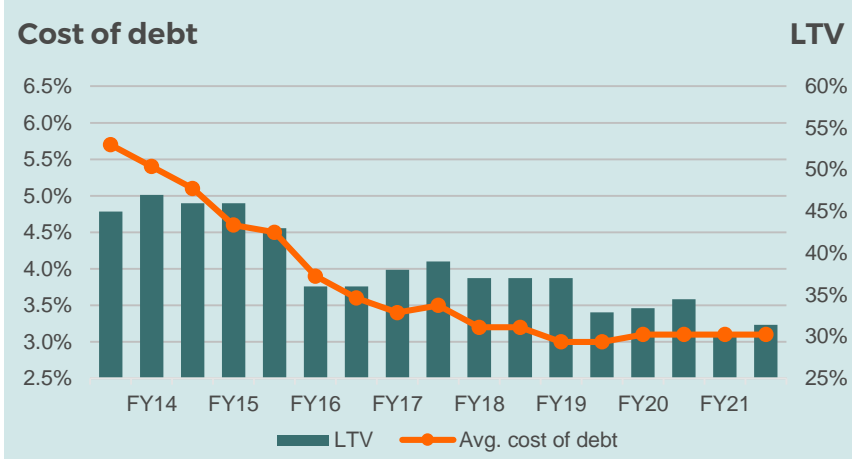
Originate

Invest

Operate

Accelerate

	HY22
Net debt	£1,131m
Loan to value	31.4%
Cost of debt (average)	3.1%
Fully drawn cost of debt	2.9%
Headroom*	£725m
Weighted average debt maturity^	6.2 years



Funding strategy: Diversification, lower debt cost, extend maturity

Strong liquidity

Policy to have a fully funded committed capex programme

£725m of headroom

Future capex commitments of £529m

£150m of new bank facilities and £150m of maturities extended

£150m of new debt, lowering our avg cost of debt

No significant maturities until August '24

Highly hedged

Minimal exposure in interest rate rises on current debt with 96% of variable rate debt hedged

LTV to remain below our target range 40-45%

Considered in context of committed capex requirements

LTV incl committed capex at 40%

*Including £150m of new facilities ^ Including extension options

Inflationary impacts

Originate

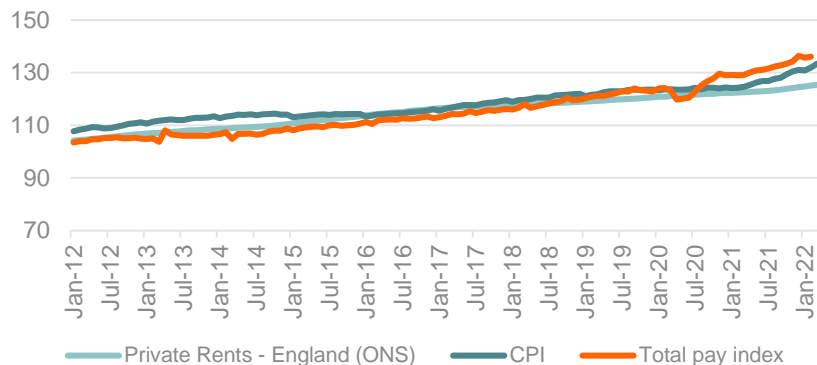
Invest

Operate

Accelerate

What does inflation mean for Grainger?

Rental growth vs inflation and wages (Index, Jan-10=100)



Source: ONS

Development activity

- Development contracts:
 - 12 out of 16 secured projects under fixed price contract
 - Forward funded projects secured on fixed price development agreements with 3rd party developer
 - Direct developments secured on fixed price contracts

Operating income and cost

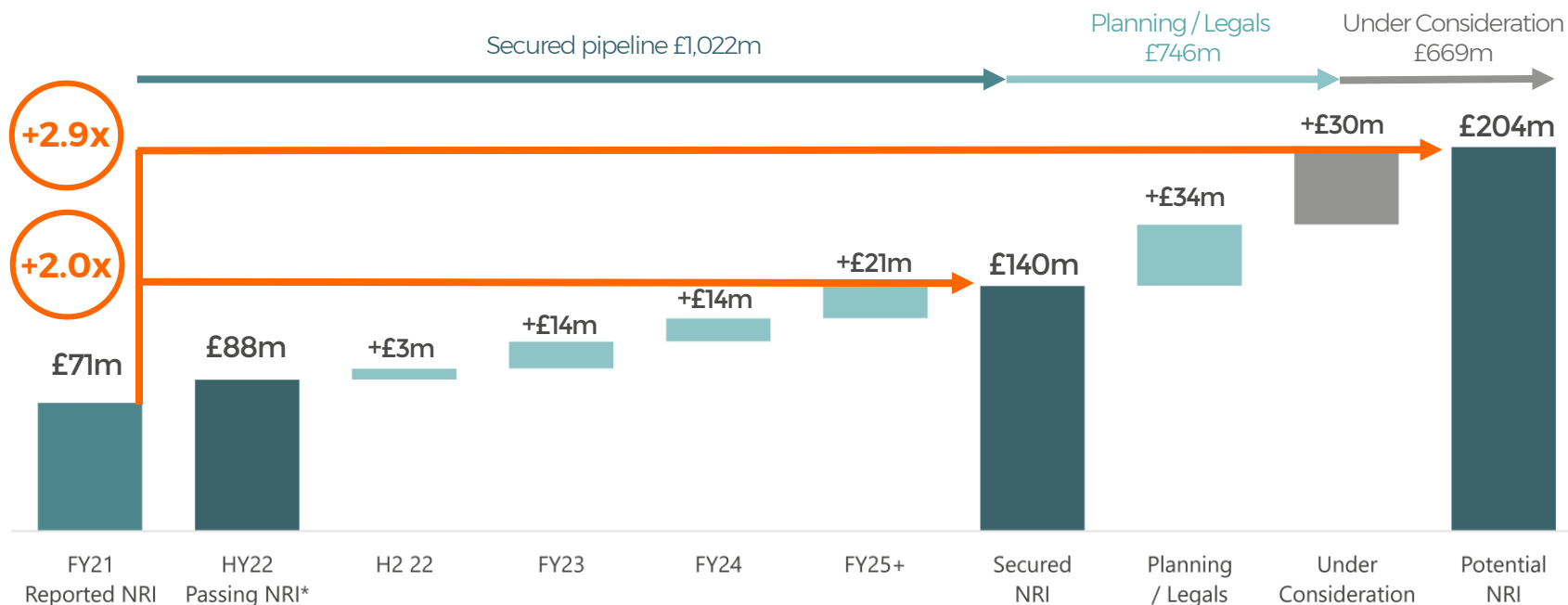
- Rental growth historically has tracked general cost inflation, benefiting the business
- Staff costs grow in line with wage inflation, with operational efficiencies delivered through scale and leveraging our investment in technology
- Utilities are incurred by customers directly to encourage energy efficiency. No direct risk

Interest cost

- Variable rate debt currently 96% hedged mitigating interest rate volatility
- No near term refinancing risk
 - Further extensions secured
 - No significant maturities until Aug '24
 - Long weighted average debt maturity at 6.2 years

Passing net rent progression

Doubling of NRI already secured



- Growth in passing net rent to £88m at HY22 following lease up of new launches
- Pipeline and funding in place to deliver growth in net rental income to £140m
- Potential to add a further £34m from Planning and Legals, now including the 4 TFL schemes with full planning
- Outer pipeline with a potential £30m under consideration and includes the further TFL opportunities

*Passing net rent is the annualised rent roll of units let at the reported date, with FY21 reported NRI lagging.
Excludes rental growth from operational portfolio and disposals & asset recycling.

Secured pipeline: Earnings and returns impact

Originate

Invest

Operate

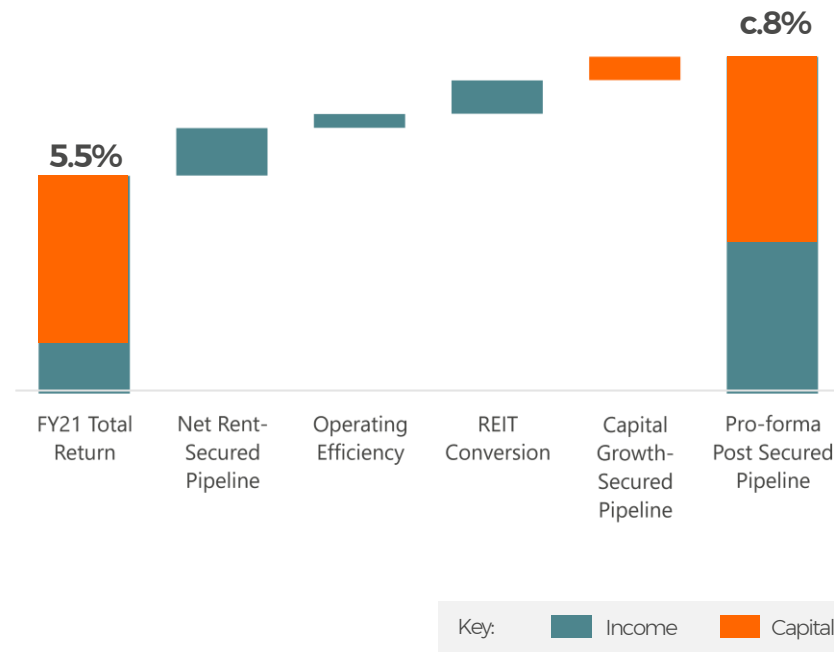
Accelerate

Fully funded secured pipeline drives growth in earnings and accelerates total returns

- FY21 total return of 5.5% with large capital component driven by ongoing property valuation growth of c.3.5% inline with rental growth
- Strong operating leverage from secured pipeline delivery significantly grows the income return as rent doubles and efficiencies further drive earnings.
- Secured pipeline delivery enables REIT conversion, saving 25% corporation tax
- Capital growth improved by increasing portfolio quality and development profits as pipeline delivers
- Secured pipeline is fully funded and delivery risks are minimal
- Further potential upside from:
 - Yield compression (5bps would add c. 1.5%)
 - Further secured pipeline schemes i.e delivery of planning and legals and TFL schemes

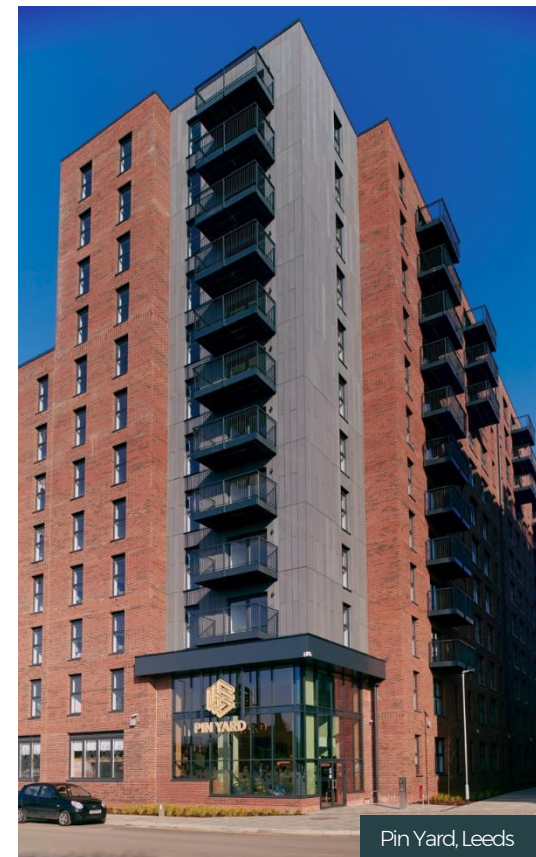
Pro-forma Total Returns progression post secured pipeline delivery

(excludes yield compression & further pipeline additions)



Strong performance with good momentum for the full year

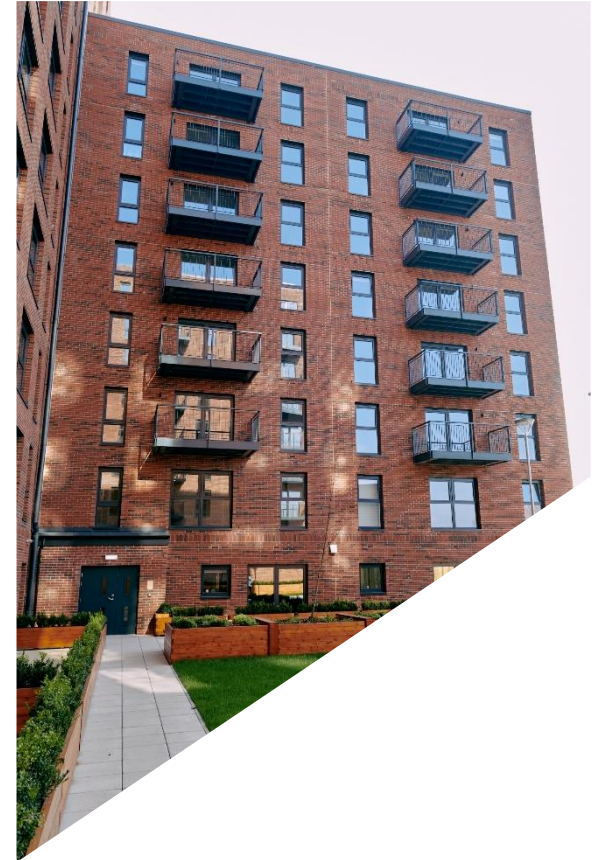
- **Net rental income growth of 23% driven by new launches, strength of letting demand and rental growth**
- **Adjusted earnings growth of 23%**
- **Dividend per share up 14% as pipeline delivers**
- **Valuation gains driven by demand for new launches, rental growth and market strength**
- **Strong balance sheet, fully funded pipeline and fixed cost debt gives strength to capital structure**
- **Secured pipeline provides clear visibility over future growth in earnings and accelerating returns**



Pin Yard, Leeds

3. Market and business update

Helen Gordon
Chief Executive



Investing in homes since 1912
grainger plc

Significant market opportunity underpinned by structural growth

Originate

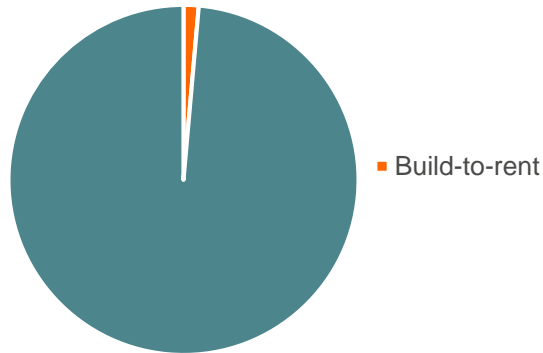
Invest

Operate

Accelerate

Vast opportunity to grow market share

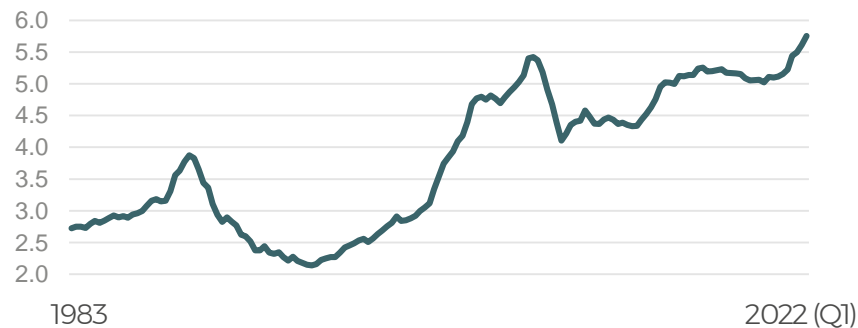
BTR only **1.4%** of homes in **5m** UK private-rented sector



Sources: Savills, Molior, BPF, English Housing Survey, Scottish Household Survey, StatsWales, Northern Ireland Housing Statistics

Housing unaffordability underpins rental demand

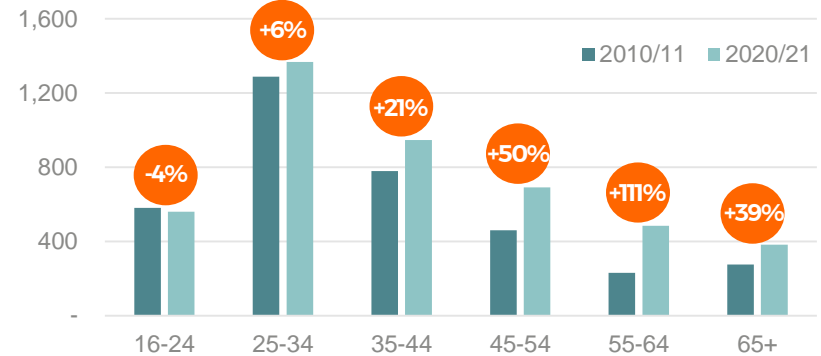
UK first-time buyer affordability ratio - House price to income



Source: Nationwide

Demand broadening across age groups

PRS households ('000s)



Source: English Housing Survey 2020/21

Significant pent up rental demand

3.6m

20-34 year-olds living at home with parents

up +24% over last decade

Source: ONS - Families and Households in the UK: 2021

Rental market demand is continuing to accelerate

Originate

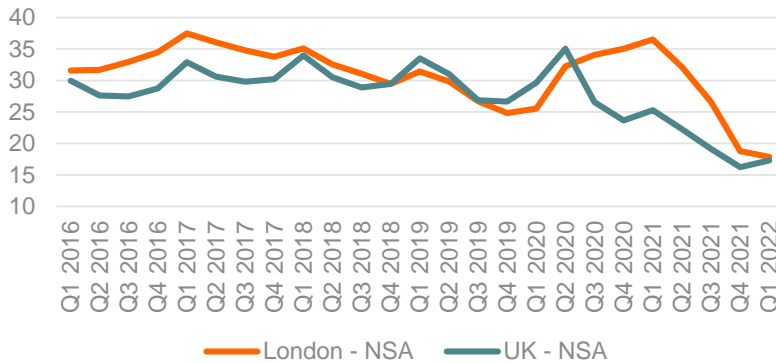
Invest

Operate

Accelerate

Leasing market remains strong

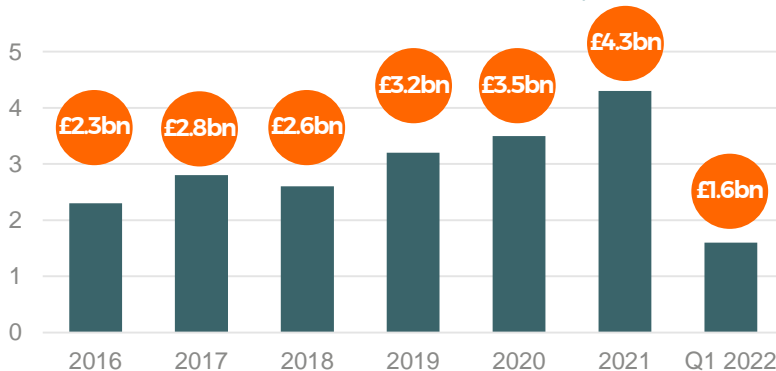
Rightmove - time-to-let - days



Source: Rightmove

Investment in build-to-rent sector increasing

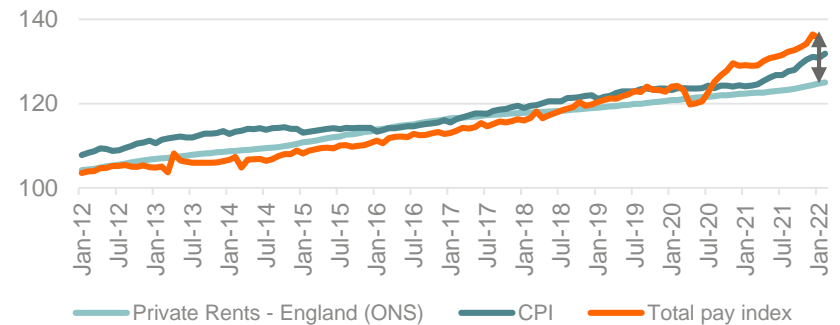
Savills - annual build-to-rent investment volumes, £bn



Source: Savills

Room for growth - rents

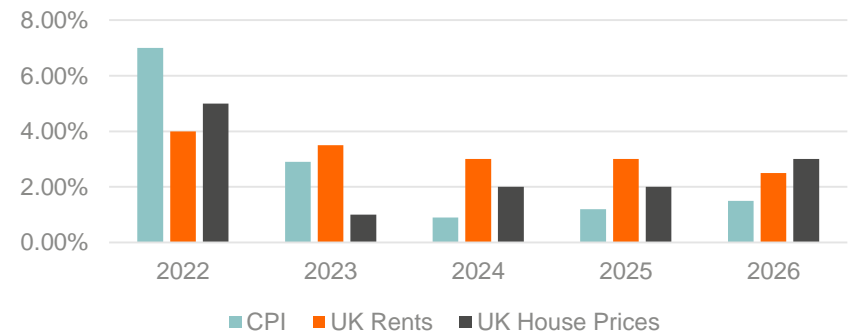
Rental growth follows inflation, (Index, Jan-10=100)



Source: ONS

Rents to outperform inflation from 2023

Knight Frank/Oxford Economics - UK house price, rents and CPI forecasts



Source: Knight Frank, Oxford Economics

Private rents are affordable for most households

Originate

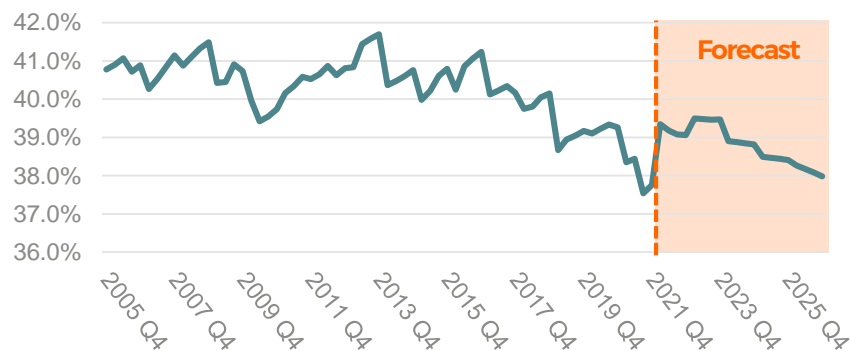
Invest

Operate

Accelerate

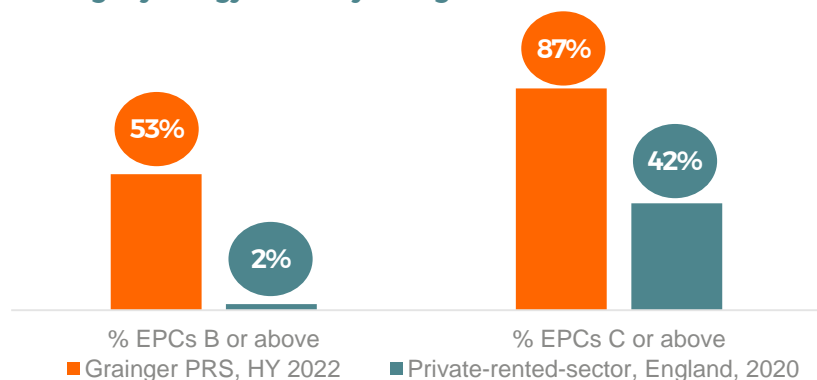
Rents remain affordable on a historical basis

Proportion of income spent on rent and bills



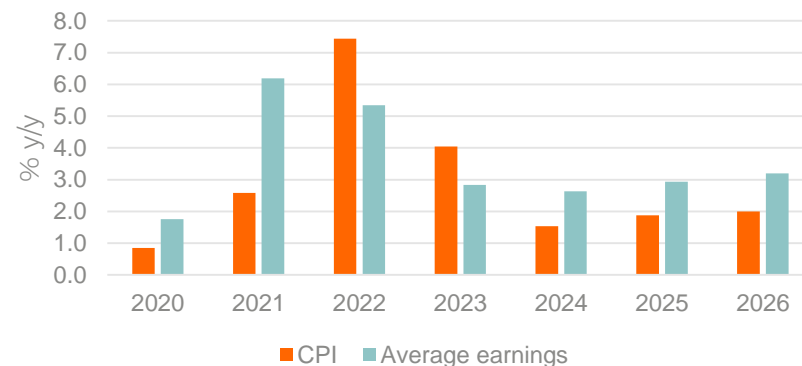
Our customers benefit from energy efficient homes

Dwellings by Energy Efficiency Rating Band



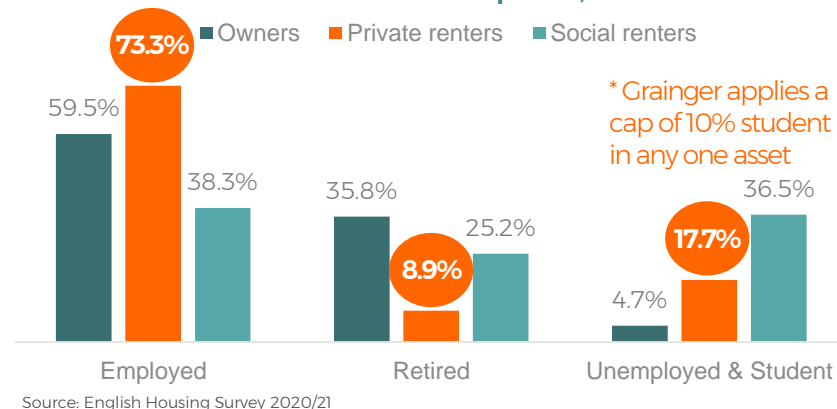
Earnings to resume inflation correlation from 2024

Office for Budget Responsibility, March 2022 forecasts



Private renters benefit from rising wages

Economic status of household reference person, % of households in tenure



Data driven insight investment decisions

Originate

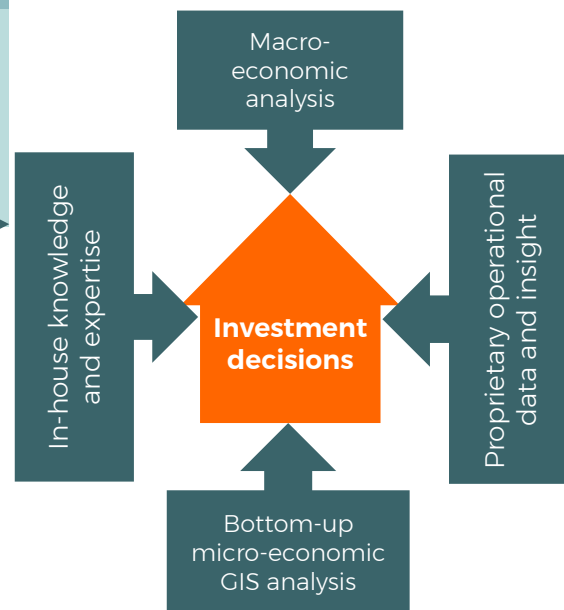
Invest

Operate

Accelerate



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



Analysed 378 local authorities

Ranked on six success factors

Analysed 62 cities

Underpinned by 18 economic datasets

Targeting top ranking cities

Detailed demographic and rental market analysis

Our national PRS portfolio

Building scale and creating clusters with management efficiencies

Originate

Invest

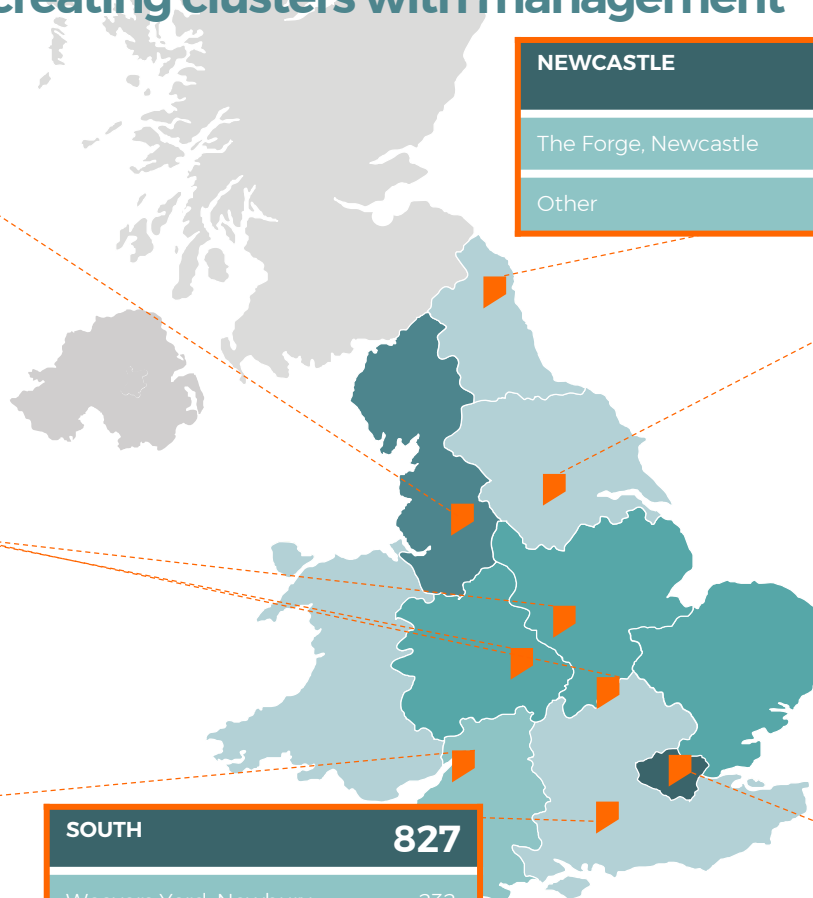
Operate

Accelerate

MANCHESTER	1,612
Clippers Quay, Manchester	510
The Filaments, Manchester	376
The Rock, Manchester	233
Other	493

MIDLANDS	1,540
Solstice Apartments	139
Pipeline	1,401

WEST & WALES	1,045
Hawkins & George, Bristol	194
Other	313
Pipeline	538



NEWCASTLE	380
The Forge, Newcastle	283
Other	97

LEEDS & SHEFFIELD	1,087
The Headline, Leeds	242
Pin Yard, Leeds	216
Brook Place, Sheffield	237
Other	108
Pipeline	284

LONDON	6,370
PRS - London	1,488
Abbeville	100
Argo Apartments	134
Apex Gardens	163
Millet Place	159
Windlass Apartments	108
Pipeline	1,218
TFL Partnership	+3,000

SOUTH	827
Weavers Yard, Newbury	232
Gatehouse Apts, Southampton	132
Berewood, Hampshire	104
Other	261
Pipeline	98

Exceptional leasing performance

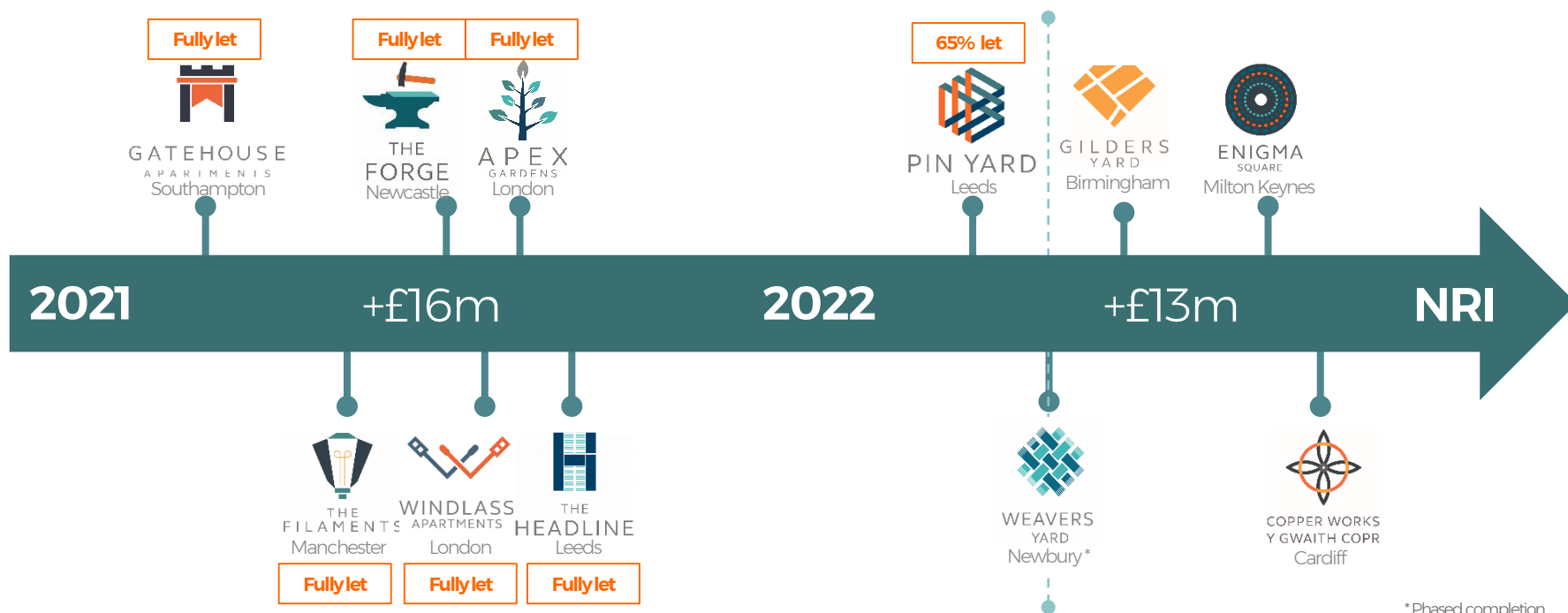
£16m passing net rental income built up and **£23m** of valuation gains over from new schemes delivered in the last 12 months

Originate

Invest

Operate

Accelerate

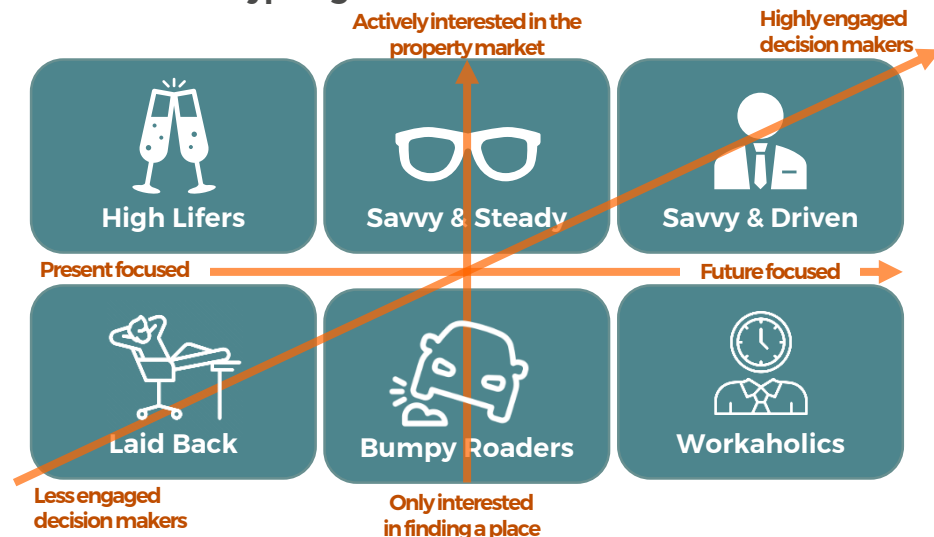


- 2021: Six schemes launched / acquired and all now stabilised – 1,304 homes, £16m net rents
- 2022: Five schemes launching – 1,174 homes, £13m net rents
 - Two schemes launched to date in 2022 and leasing up well, ahead of underwriting
 - Three further schemes expected to be launched in 2022
- In total £29m of NRI expected from 2021 and 2022 launches once stabilised

- Grainger's Customer Insight Programme drives and informs our business decisions

- Annual surveys
- Touchpoint surveys
- Move-in & Move-out surveys
- Online Reviews
- Quantitative Surveys
- Qualitative Focus Groups
- Satisfaction tracking

Six customer typologies defined:



Our Customer Insight Programme delivers meaningful data across the business:

Acquisition decisions

- Underwriting assumptions including customer target demographics, lease up assumptions, affordability

Building design

- Amenity uses, interior layout, interior design, technology, white goods

Product offering

- Flexible lease terms, pet-friendly policies, scheme branding, marketing improvements

Customer Service Design

- Customer experience enhancement programme across the whole customer journey – phased over next three years

Our competitive advantage

Maximising the opportunity for growth

Originate

Invest

Operate

Accelerate

More than
£3bn
sourced since
2015

- Multiple routes to source opportunities providing greater flexibility than many competitors
- Proven track record of sourcing success
- Reliable and trusted partner for developers and land owners
- Strong acquisitions team with expertise and coverage in both London and the Regions
- Experienced and integrated in-house acquisition, development and onboarding teams



Acquisitions in H1 2022

£14m potential annual net rental income acquired

Originate

Invest

Operate

Accelerate

Forward funding acquisition

Merrick Place, Southall

401 homes

Potential **£6m** net rental income

West London cluster of 959 homes



SECURED

Direct Development – site acquisition

‘Exmouth Junction’, Exeter

230 homes

Potential **£3m** net rental income

1st scheme in Exeter



SECURED

Strategic Land

Berewood, Hampshire

Acquisition of the remaining interest in the scheme enabling us to add c.250 suburban BTR homes

Potential **£3m*** net rental income



PLANNING/LEGALS

Direct Development – site acquisition

‘Brook Place 2’, Sheffield

Potential for c.250 new PRS homes adjacent to Brook Place

Potential **£2m**** net rental income
Sheffield cluster of c.750 homes



PLANNING/LEGALS

*Indicative estimate of net rent based on 250 units at an assumed £225k per unit and 4.5% NY

**Indicative estimate of net rent based on 250 units at an assumed £200k per unit and 5.0% NY

Summary & conclusion

Accelerating growth and total returns

Originate

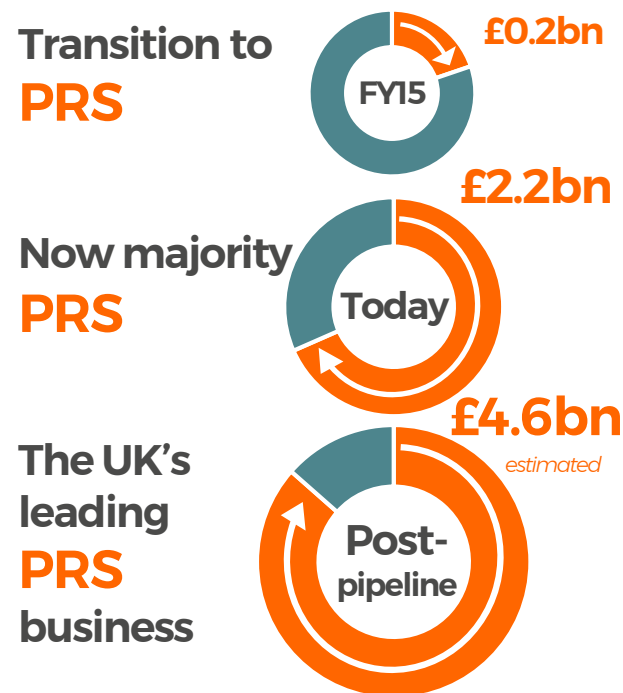
Invest

Operate

Accelerate

- Strong H1 performance
- Attractive market conditions
- Upside opportunity in an inflationary environment
- PRS a structural growth sector
- Key success factors for Grainger
 1. Market leadership
 2. Locked in growth
 3. Funding in place
 4. Proven track record
 5. Scalable national operating platform
- Accelerating growth and total returns

Strategy delivering



Market value of the PRS portfolio compared to the regulated tenancy portfolio

Thank you

Q&A



Investing in homes since 1912
grainger plc

Appendix

Contents

Originate

Invest

Operate

Accelerate

1. Property information

Our investment case remains strong	Page 36
International market comparisons	Page 37
Portfolio overview	Page 38
Operating platform	Page 39
Fully funded secured pipeline	Page 40
Liquidity and capex	Page 41
Portfolio summary and movements	Page 42-43
Portfolio geographical breakdown	Page 44
PRS Portfolio	Pages 45-47
Secured pipeline schedule	Pages 48-49
Secured pipeline projects	Page 50
ESG overview	Page 51-52

2. Financial information

Balance sheet	Page 53
Segmental balance sheet	Page 54
EPRA Earnings	Page 55
Segmental income statement	Page 56
EPRA NAV Metrics	Page 57
Restatement	Page 58
Debt facilities schedule	Page 59

3. Other

Future reporting dates	Page 60
Asset Overviews	Page 61-62

Our investment case remains strong

Originate

Invest

Operate

Accelerate

Why PRS is strong as ever



Low risk, resilient returns



Significant growth potential

BTR potential to grow from **73k** to **1.7m+** homes (Savills), compared to current PRS market of **5m** today



Constrained supply



Limited competition

5m households, but only **1.4%** build-to-rent



Proxy for wage inflation



Structural shift toward institutional landlords



Positive regulatory environment

Why Grainger is poised to benefit



First-mover and Market leader



Clear growth trajectory

£2.4bn pipeline



Integrated business model

We develop, invest in and operate rental homes



Leading Operating Platform

Powered by our CONNECT technology solution



Research led



Proven track record



Partner of choice

Trusted public sector partner (e.g. TFL)



Strong balance sheet

International market comparisons

Originate

Invest

Operate

Accelerate

UK Private Rented Sector (PRS) vs German Residential and US Multi-Family Housing

UK – strong fundamentals, a vast opportunity

Large market opportunity

5m PRS households, but only **1.4%** build-to-rent (institutional)

Housing shortage, underpinning pricing

Growing demand for rental housing

Landlord friendly regulatory environment

Limited existing assets to acquire, greater need to develop

US Multi-family housing

Significant market share owned by large landlords

Highly competitive market

Established asset class

German residential

Mature institutional market

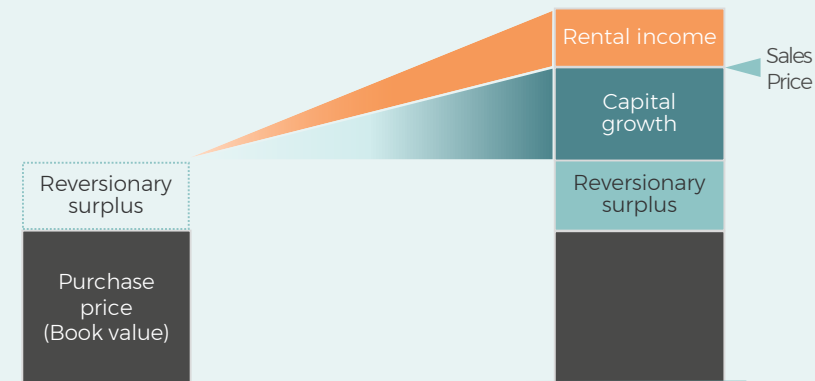
Older stock, a significant ESG challenge

Limited development opportunities

Less landlord friendly regulatory environment

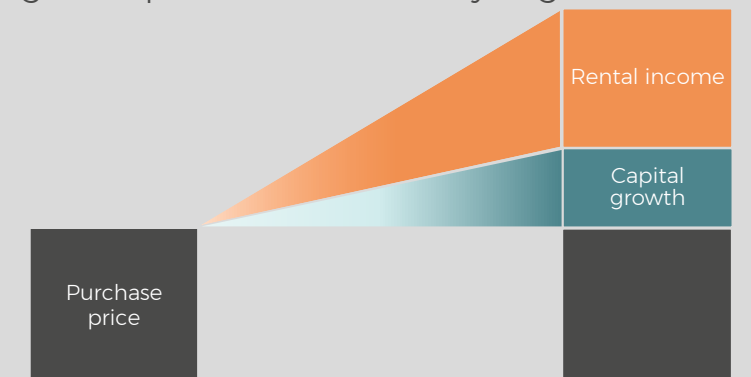
Regulated tenancies

- Customer 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 5-7%
 - 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

Accelerate

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



Fully funded secured pipeline

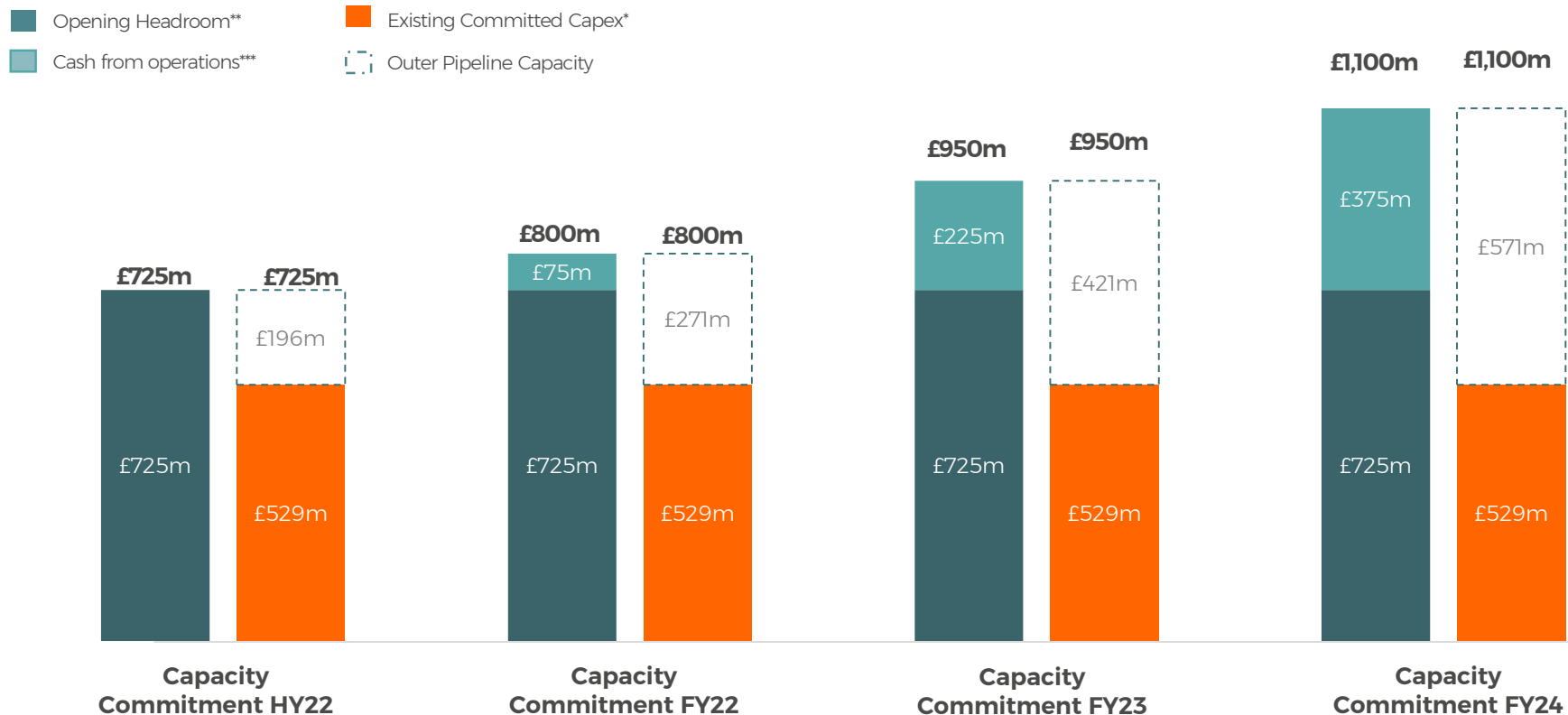
Originate

Invest

Operate

Accelerate

Disciplined capital management underpinning growth



Assumptions:

* Excluding Waterloo which is secured but not yet committed.

** Based on cash & undrawn facilities

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

Liquidity and capex

£725m headroom to fund investment pipeline

Originate

Invest

Operate

Accelerate

Strong liquidity

- Strong headroom of £725m from cash and available facilities
 - £196m of cash
 - £529m available facilities*

Committed capex funded

- Capital expenditure plans covered by headroom
- Total committed capex of £529m

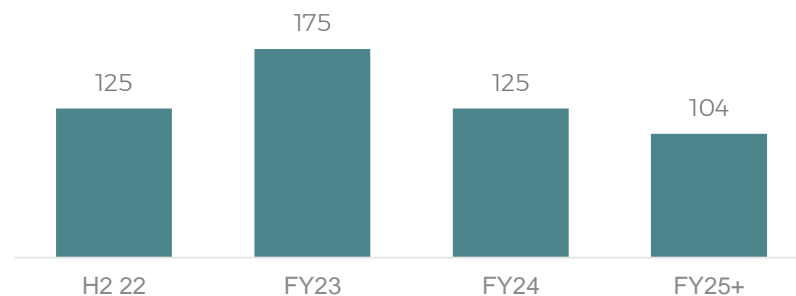
LTV to remain below 40%

- LTV expected to remain below our target range of 40%-45% in near term
- LTV excludes reversionary surplus of £242m which reduces LTV to 29.5%

Current liquidity position (£m)



Committed capex phasing** (£m)



*Including £150m of new facilities

**Excluding Waterloo

Portfolio summary

Originate

Invest

Operate

Accelerate

	Units	Market value £m	Net Rent £m	Net yield
Residential – PRS	7,263	2,115	73	3.7%
Residential – regulated tenancies	1,965	863*	15	1.8%
Residential – mortgages (CHARM)	411	71	n/a	n/a
Forward Funded – PRS work in progress	-	294	-	-
Development work in progress	-	202	-	-
Wholly-owned assets	9,639	3,545	88	
Co-investment (Grainger share)**	31	15	-	
Total investments	9,670	3,560	88	
Assets under management (third party share)**	123	61	-	
Total assets under management	9,793	3,621	88	

Reconciliation of assets under management

Residential – PRS	7,417	2,191	73
Residential – reversionary (regulated tenancies and CHARM)	2,376	934	15
Forward Funded – PRS work in progress	-	294	-
Development work in progress	-	202	-
Total assets under management	9,793	3,621	88

* Regulated tenancies at market value excluding £147m reversionary surplus

** 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 movements

Originate

Invest

Operate

Accelerate

	Sep 21 £m	Additions £m	Disposals £m	Transfers £m	Valuation £m	Mar 22 £m
PRS						
London & SE	1,228	12	(4)	-	19	1,255
Regions	796	-	(3)	43	24	860
Total PRS	2,024	12	(7)	43	43	2,115
Regs						
London & SE	726	2	(40)	-	18	706
Regions	170	-	(21)	-	8	157
Total Reg	896	2	(61)	-	26	863
Development	390	141	(2)	(43)	10	496
Total Portfolio	3,310	155	(70)	-	79	3,474
Balance Sheet Classification						
Investment Properties	2,179	106	(9)	-	59	2,335
Trading Assets	1,131	49	(61)	-	20	1,139
Total Portfolio	3,310	155	(70)	-	79	3,474

The table above excludes 411 units and £71m of market value relating to mortgages (CHARM)

Portfolio geographical breakdown

Originate

Invest

Operate

Accelerate

PRS & Regulated tenancies (HY22)

Region	PRS				Regulated tenancies			
	Units	Market value £m	Change vs FY21	Net yield	Units	Market value £m	Change vs FY21	Net yield
London & SE	3,483	1,255	+1.5%	3.3%	1,173	706	+2.6%	1.6%
South West	510	205	+2.3%	4.1%	193	43	+5.6%	2.6%
East and Midlands	152	42	+1.2%	3.8%	359	73	+6.4%	2.5%
North West	1,926	375	+2.0%	4.4%	100	20	+6.0%	2.3%
Other regions	1,192	238	+5.3%	4.3%	140	21	+3.9%	3.4%
Regions	3,780	860	+2.9%	4.3%	792	157	+5.8%	2.6%
Total	7,263	2,115	+2.1%	3.7%	1,965	863	+3.2%	1.8%

The table above includes wholly owned PRS and regulated tenancy assets only. It excludes 411 units and £71m of market value relating to mortgages (CHARM), as well as forward funded PRS work in progress, development work in progress and co-investment

PRS portfolio by geography

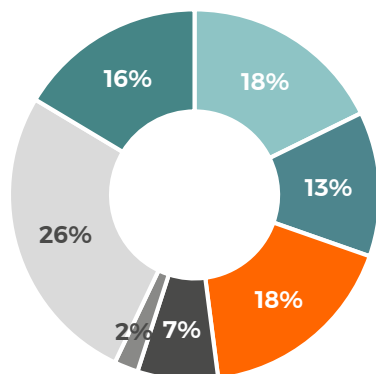
Originate

Invest

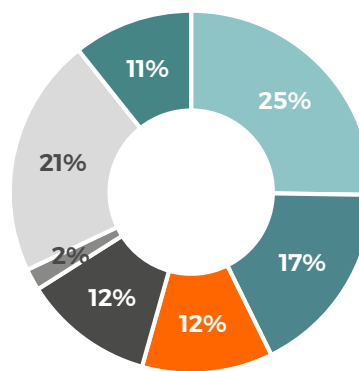
Operate

Accelerate

Portfolio by units



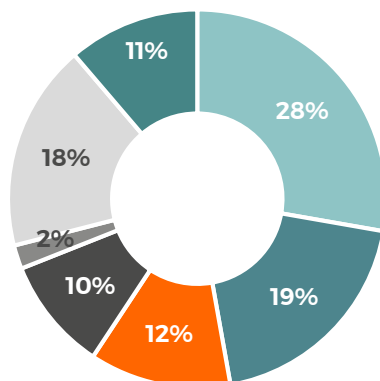
Portfolio by Rent (£m)



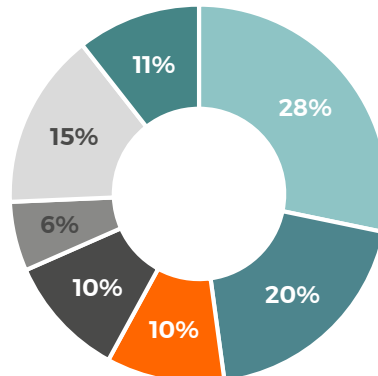
Key

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

Portfolio by value (£m)



Post secured pipeline by value (£m)



PRS portfolio

Top assets by annual ERV (>£1.5m)

Originate

Invest

Operate

Accelerate

Asset	City	Postcode	Units	Unit mix			Area Sq feet	Annual ERV
				Studio/1 bed	2 bed	3 bed		
Clippers Quay	Manchester	M50 3AF	510	162	290	58	371,622	£7.0m
The Filaments	Manchester	M3 5PF	376	98	235	43*	246,416	£5.9m
The Forge	Newcastle	NE1 3AA	283	78	179	26	177,451	£3.5m
Hawkins & George	Bristol	BS1 6WQ	194	109	85	-	116,486	£3.5m
The Gardens	London	SE22 9QE	208	141	60	7	112,830	£3.4m
The Headline	Leeds	LS1 4ET	242	111	131	-	148,651	£3.4m
Apex Gardens	London	N15 5EZ	163	72	59	32	129,783	£3.4m
Argo Apartments	London	E16 1ED	134	66	68	-	94,313	£2.9m
Pin Yard	Leeds	LS11 9FA	216	130	70	16	135,078	£2.8m
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	£2.6m
Windlass Apartments	London	N17 9LX	108	50	51	7	75,800	£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
Ability Towers	London	EC1V 8AW	90	19	71	-	74,654	£1.8m
Mitre Road	London	SE1 8PY	100	35	43	22*	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

*includes some four bedroom units

^ Area based on EPC data

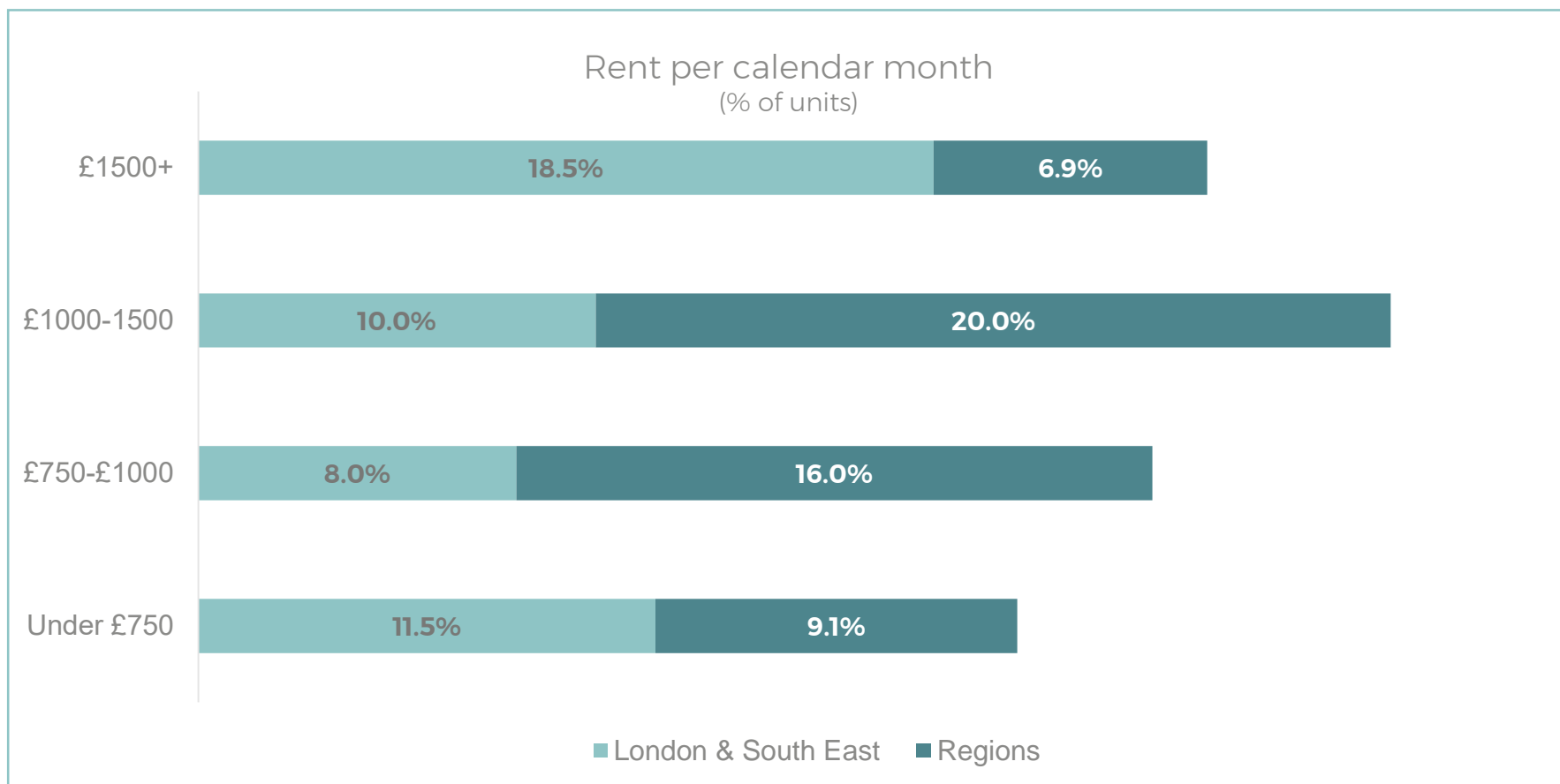
PRS portfolio – rent levels

Originate

Invest

Operate

Accelerate



Secured pipeline schedule

(1 of 2 pages)

Originate

Invest

Operate

Accelerate

Name	No. units	Targeted launch	Status	Est. Grainger investment	Spend to date	Gross yield target
Forward funding / acquisition						
The Copper Works, Capital Quarter, Cardiff	307	Early FY23	Onsite	£57m	£42m	c.7%
Enigma Square, Milton Keynes	261	Early FY23	Onsite	£63m	£54m	c.6.25%
Canning Town 2, London	146	Mid FY23	Onsite	£62m	£52m	c.5.5%
The Barnum, Queens Road, Nottingham	348	Mid FY23	Onsite	£56m	£22m	c.7%
Guildford Station, Surrey	98	Mid FY23	Onsite	£37m	£12m	c.5.5%
The Tilt Works, Well Meadow, Sheffield	284	Late FY23	Onsite	£42m	£14m	c.7%
The Condor, Becketwell, Derby	259	Late FY23	Onsite	£38m	£15m	c.7%
The Silver Yard, Exchange Square, Birmingham	375	Early FY24	Onsite	£77m	£35m	c.6.5%
Millwrights Place, Bristol	231	Early FY24	Onsite	£63m	£30m	c.6.0%
Canning Town 3, London	132	Early FY25	Onsite	£56m	£6m	c.5.5%
Merrick Place, Southall, London	401	Early FY26	Exchanged	£141m	-	c.5.75%
Forward funding sub-total	2,842			£692m	£282m	

Secured pipeline schedule

(Continued from previous page)

Originate

Invest

Operate

Accelerate

Name	No. units	Targeted launch	Status	Est. Grainger investment	Spend to date	Gross yield target
Direct development						
Gilders Yard, Birmingham	158	Mid FY22	On site	£28m	£27m	c.7%
Weavers Yard, Newbury, West Berks	232	Mid FY22	On site	£61m	£50m	c.6.25%
Waterloo, London	215	Phased from FY24	Consent granted	£130m*	£6m	c.5%
Besson St, Lewisham, London (JV - 50%)	324	Mid FY25	Detailed design, consent granted	£51m	£4m	c.6.25%
Exmouth Junction, Exeter	230	Late FY25	Exchanged	£60m**	£1m	c.6.25%
Direct development total	1,159			£330m	£88m	
Total Secured Pipeline	4,001			£1,022m	£369m	

*Net investment in addition to existing asset value

Secured pipeline projects

16 high quality PRS schemes

Originate

Invest

Operate

Accelerate

 Secured

 Secured in H1 22

Forward funding / Acquisitions

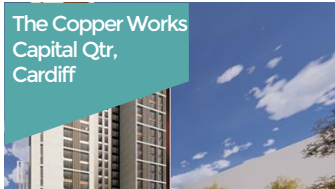
Enigma Square,
Milton Keynes



Canning Town 2,
London



The Copper Works
Capital Qtr,
Cardiff



The Barnum,
Queens Rd,
Nottingham



The Tilt Works,
Well Meadow,
Sheffield



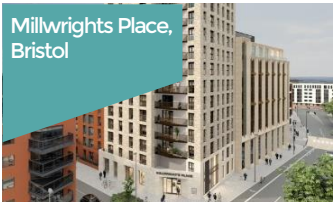
The Condor,
Becketwell,
Derby



The Sliver Yard,
Exchange Sq,
Birmingham



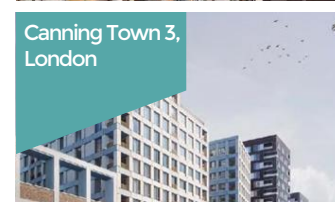
Millwrights Place,
Bristol



Guildford Station,
Surrey



Canning Town 3,
London



Merrick Place,
London



Direct Development

Gilders Yard,
Birmingham



Weavers Yard,
Newbury, West
Berks



Besson Street,
Lewisham



Waterloo,
London



Exmouth Junction
Exeter



ESG: Securing our long-term future

Originate

Invest

Operate

Accelerate

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 2014-2021

ESG Risk Rating



SUSTAINALYTICS

'Low risk' rating

ESG benchmark



'Prime' rating

ESG benchmark



'AA' rating

Delivering our ESG & Responsible Business ambitions

Originate

Invest

Operate

Accelerate

	Net carbon reduction	Sustainable investing	Making a positive social impact	A diverse and inclusive business
				
Our commitments	Net zero carbon for our operations by 2030 (Scopes 1 & 2)	Integrate ESG into all investment decisions	Deliver a positive social impact	Ensure our workforce is reflective of society
2021 Highlights	<p>Published Grainger's net zero carbon roadmap</p> <p>Contributed to development of the sector's whole life carbon roadmap</p> <p>Sponsored COP26 Build Better Now Pavilion</p> <p>Expanded our 2030 net zero commitment to include offices and fleet</p> <p>Actions taken to reduce Scope 3 emissions</p>	<p>Issued our first TCFD Summary report</p> <p>Developed Grainger's Sustainable Finance Framework</p>	<p>Defined our social value priorities</p> <p>Embedded Community Engagement best practice blueprint and delivered 552 resident community events</p> <p>Helped alleviate youth homelessness and became LandAid Charity pro bono and First Steps partners</p> <p>Delivered 183 new affordable homes during the year</p> <p>Provided subsidised accommodation to NHS workers during the pandemic</p>	<p>Developed our strategic framework for Diversity & Inclusion</p> <p>Appointed Non-Executive Director to chair Responsible Business Committee</p> <p>Our employee-led D&I network delivered a series of engagement activities</p> <p>Developed a new digital self-reporting system for workforce diversity data</p> <p>Updated our design specification to enhance accessibility</p>
Key 2022 initiatives	Develop our strategy and roadmap for measuring (and reducing) tenant emissions	<p>Report fully in alignment with the TCFD</p> <p>Assess all pipeline projects against Sustainable Finance Framework</p>	Assess and report the social value delivered by a typical Grainger operational BTR asset	<p>Review approaches to measure and benchmark Grainger's diversity and inclusion performance</p> <p>A bespoke diversity talent identification and mentoring programme</p>

Market value balance sheet

Originate

Invest

Operate

Accelerate

FY21

HY22

Market value balance sheet (£m)

Residential – PRS	2,024	2,115
Residential – regulated tenancies	896	863
Residential – mortgages (CHARM)	72	71
Forward Funded – PRS work in progress	244	294
Development work in progress	146	202
Investment in JVs & associates	45	47

Total investments

Net debt	(1,042)	(1,131)
Other liabilities	(35)	(58)

EPRA NRV

Deferred and contingent tax – trading assets	(142)	(139)
--	-------	--------------

EPRA NTA

Deferred and contingent tax – investment assets	(59)	(72)
Fair value of fixed rate debt and derivatives	(38)	38

EPRA NDV

EPRA net asset values (pence per share)

EPRA NRV	316	324
EPRA NTA	297	305
EPRA NDV	284	300

Segmental EPRA NTA balance sheet



	FY21				HY22			
EPRA NTA market value balance sheet (£m)	PRS	Reg*	Other	Group	PRS	Reg*	Other	Group
Investment property	2,156.2	23.0	-	2,179.2	2,311.5	23.2	-	2,334.7
Investment in JVs & associates	26.9	-	18.0	44.9	28.7	-	18.1	46.8
Financial interest in property assets	-	71.7	-	71.7	-	71.1	-	71.1
Inventories - trading property	205.4	872.9	52.4	1,130.7	231.5	839.6	68.2	1,139.3
Cash and cash equivalents	212.5	89.7	15.4	317.6	166.1	60.3	5.9	232.3
Other assets	6.0	9.5	52.5	68.0	2.1	10.8	44.2	57.1
Total Assets	2,607.0	1,066.8	138.3	3,812.1	2,739.9	1,005.0	136.4	3,881.3
Interest-bearing loans and borrowings	(901.8)	(380.4)	(65.3)	(1,347.5)	(964.5)	(350.3)	(34.0)	(1,348.8)
Deferred and contingent tax liabilities	(28.9)	(106.0)	(10.2)	(145.1)	(34.0)	(104.9)	(4.6)	(143.5)
Other liabilities	(67.8)	(8.6)	(35.3)	(111.7)	(66.1)	(12.5)	(46.7)	(125.3)
Total Liabilities	(998.5)	(495.0)	(110.8)	(1,604.3)	(1,064.6)	(467.7)	(85.3)	(1,617.6)
Net assets	1,608.5	571.8	27.5	2,207.8	1,675.3	537.3	51.1	2,263.7

* Includes regulated tenancy portfolio and CHARM portfolio.

EPRA Earnings

Originate

Invest

Operate

Accelerate

£m	HY21			HY22		
	Adjusted Earnings	Adjustments	Adjusted EPRA earnings	Adjusted Earnings	Adjustments	Adjusted EPRA earnings
Net rental income	34.7	-	34.7	42.8	-	42.8
Profit from sales – trading property	29.7	(28.2)	1.5	31.0	(28.9)	2.1
Profit from sales – investment property	(0.1)	0.1	-	0.6	(0.6)	-
Mortgage income (CHARM)	2.4	-	2.4	2.4	-	2.4
Management fees	2.3	-	2.3	2.8	-	2.8
Overheads	(13.9)	-	(13.9)	(14.6)	-	(14.6)
Pre-contract costs	(0.3)	-	(0.3)	(0.3)	-	(0.3)
JVs & associates	(0.2)	-	(0.2)	(1.4)	-	(1.4)
Net finance costs	(17.1)	-	(17.1)	(17.0)	-	(17.0)
Adjusted earnings	37.5	(28.1)	9.4	46.3	(29.5)	16.8
Valuation movements	12.8			61.7		
Other adjustments ¹	(5.8)			(9.2)		
Profit before tax	44.5			98.8		
Adjusted EPS / Adjusted EPRA EPS, after tax	4.5		1.1	5.0		1.9

¹ HY21 restated following a change in accounting policy as a result of the IFRIC interpretation of IAS38 relating to development costs on Software as a Service

Segmental income statement

Originate

Invest

Operate

Accelerate

	HY21				HY22			
£m	PRS	Reg*	Other	Group ¹	PRS	Reg*	Other	Group
Net rental income	25.3	9.3	0.1	34.7	34.9	7.7	0.2	42.8
Profit from sales – trading property	(0.1)	29.6	0.2	29.7	-	31.0	-	31.0
Profit from sales – investment property	(0.1)	-	-	(0.1)	0.6	-	-	0.6
Mortgage income (CHARM)	-	2.4	-	2.4	-	2.4	-	2.4
Management fees	1.7	-	0.6	2.3	2.5	-	0.3	2.8
Overheads	-	-	(13.9)	(13.9)	-	-	(14.6)	(14.6)
Pre-contract costs	(0.3)	-	-	(0.3)	(0.3)	-	-	(0.3)
JVs & associates	(0.2)	-	-	(0.2)	(1.4)	-	-	(1.4)
Net finance costs	(11.2)	(5.5)	(0.4)	(17.1)	(12.2)	(4.4)	(0.4)	(17.0)
Adjusted earnings	15.1	35.8	(13.4)	37.5	24.1	36.7	(14.5)	46.3
Valuation movements				12.8				61.7
Other adjustments ¹				(5.8)				(9.2)
Profit before tax				44.5				98.8

¹ HY21 restated following a change in accounting policy as a result of the IFRIC interpretation of IAS38 relating to development costs on Software as a Service

* Includes regulated tenancy portfolio and CHARM portfolio.

EPRA NRV, EPRA NTA and EPRA NDV

Originate

Invest

Operate

Accelerate

	FY21			HY22		
£m	EPRA NRV	EPRA NTA	EPRA NDV	EPRA NRV	EPRA NTA	EPRA NDV
IFRS Equity attributable to shareholders	1,739.0	1,739.0	1,739.0	1,796.2	1,796.2	1,796.2
Diluted NAV	1,739.0	1,739.0	1,739.0	1,796.2	1,796.2	1,796.2
Include:						
Revaluation of other non-current investments	6.0	6.0	6.0	6.5	6.5	6.5
Revaluation of trading properties	543.3	401.6	401.6	532.9	394.0	394.0
Diluted NAV at fair value	2,288.3	2,146.6	2,146.6	2,335.6	2,196.7	2,196.7
Exclude:						
Deferred tax in relation to fair value gains of IP	58.3	58.3	-	71.5	71.5	-
Fair value of financial instruments	3.4	3.4	-	(4.0)	(4.0)	-
Goodwill as per the IFRS balance sheet	-	(0.5)	(0.5)	-	(0.5)	(0.5)
Include:						
Fair value of fixed interest rate debt	-	-	(35.0)	-	-	33.7
NAV	2,350.0	2,207.8	2,111.1	2,403.1	2,263.7	2,229.9
Fully diluted number of shares	742.8	742.8	742.8	742.8	742.8	742.8
NAV pence per share	316	297	284	324	305	300

Restatement

Impact of accounting policy change following IFRIC interpretation of IAS38 relating to development costs on Software as a Service

Originate

Invest

Operate

Accelerate

	HY21 (previously reported) £m	Restatement £m	HY21 Restated £m
Consolidated income statement impact			
Administration expenses	(13.9)	(5.8)	(19.7)
Profit before tax	50.3	(5.8)	44.5
Tax charge	(10.2)	-	(10.2)
Profit for the period attributable to the owners of the Company	40.1	(5.8)	34.3
Basic earnings per share	6.0p	(0.9p)	5.1p
Diluted earnings per share	5.9p	(0.9p)	5.0p
Consolidated statement of financial position impact			
Intangible assets	28.3	(27.5)	0.8
Deferred tax assets	5.4	1.1	6.5
Deferred tax liabilities	36.7	(0.6)	36.1
Retained earnings	828.4	(25.8)	802.6
Total equity	1,488.3	(25.8)	1,462.5

- Excluded from adjusted earnings as Software as a Service development costs will not form part of ongoing financial performance
- No impact on EPRA NTA which excludes intangible assets

Debt facilities

Originate

Invest

Operate

Accelerate

			Facility		
	Lender		Size	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	Apr 2027*
Bi-Lateral Term	NatWest		£50m	£50m	May 2027*
Bi-Lateral Term	Handelsbanken		£40m	£40m	Jun 2023
Revolving Credit Facility	Wells Fargo		£125m	-	Apr 2027*
Revolving Credit Facility	ABN Amro		£75m	-	Apr 2025*
Sub total			£1,540m	£1,011m	
Excluded Entities:					
Institutional Term Debt	Rothesay Life		£75m	£75m	Jul 2026
Institutional Term Debt	Rothesay Life		£75m	£75m	Oct 2027
Institutional Term Debt	Rothesay Life		£200m	£200m	Jul 2029
Total Group Facilities			£1,890m	£1,361m	

* Further 2 x 1 year extension options available

Future dates

Originate

Invest

Operate

Accelerate

2022

Capital Markets Day	22 June
Trading update	September
Full year results	17 November

Pin Yard

Holbeck Village, Leeds

Originate

Invest

Operate

Accelerate



Asset Overview

- Forward fund, completed March 22
- 216 high quality apartments (130 x 1 beds; 70 x 2 beds, 16 x 3 beds)
- c. 2,500 sq ft of internal residents amenity
- Onsite resident services
- Residents lounge, gym and co-working space

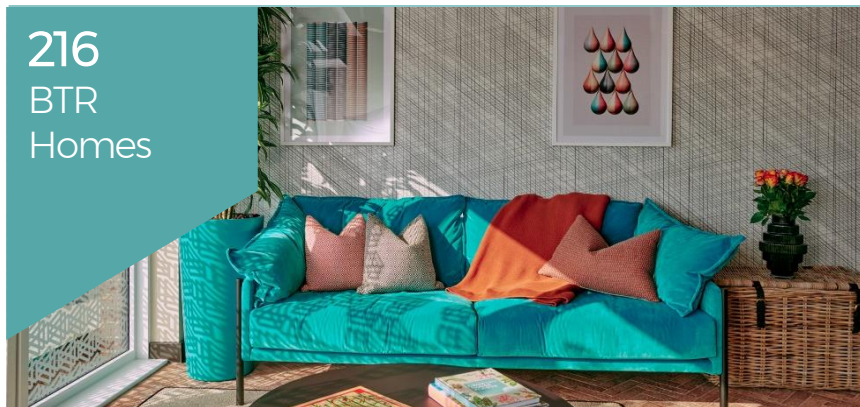
Socially responsible investment

Walk
score
83



Residential Accommodation

216
BTR
Homes



Resident Amenity

c. 2,500
sq ft of
resident
amenity



Weavers Yard

Market Street, Newbury

Originate

Invest

Operate

Accelerate



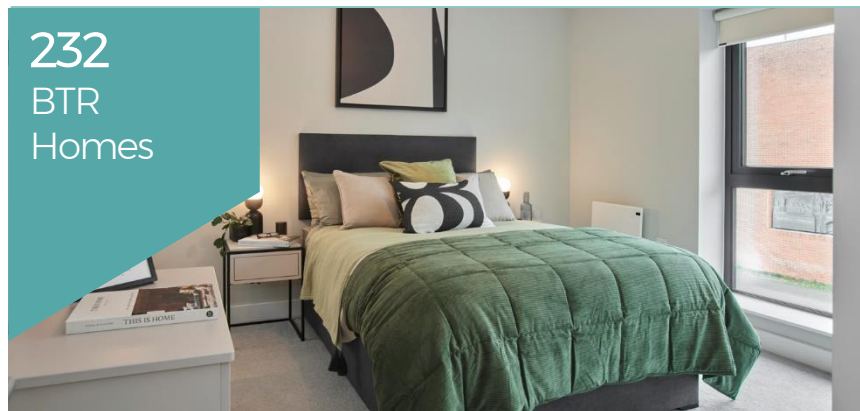
WEAVERS
YARD

Asset Overview

- Direct development, first phase completed April 22
- 232 high quality apartments and townhouses (1 x Studio, 78 x 1 beds; 129 x 2 beds, 24 x 3 beds)
- c.8,500 sq ft of commercial space
- Over 1,500 sq ft of internal residents amenity
- Onsite resident services
- Residents hub, lounge and co-working space

Residential Accommodation

232
BTR
Homes



Socially responsible investment

Walk
score
96



Resident Amenity

+1,500
sq ft of
resident
amenity

