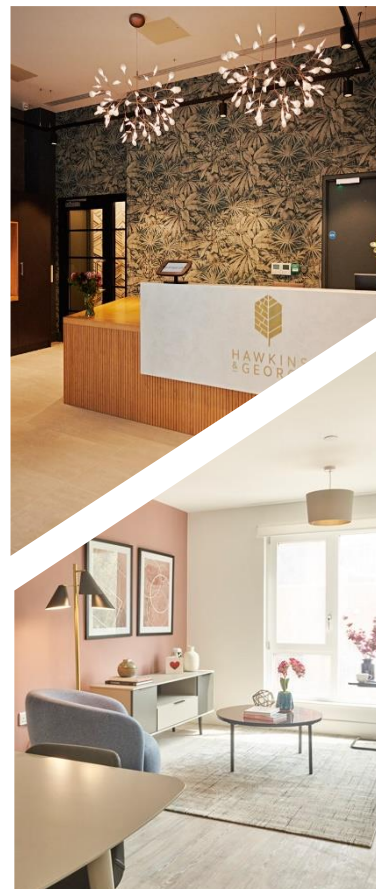


A strong business in a resilient sector

2020 Half Year Results

14 May 2020



Investing in homes since 1912
grainger plc

Agenda

Originate

Invest

Operate

1. Overview

Helen Gordon
Chief Executive

2. Financial results

Vanessa Simms
Chief Financial Officer

3. Market and business update and Q&A

Helen Gordon
Chief Executive

4. Appendix

Our homes have never been so important

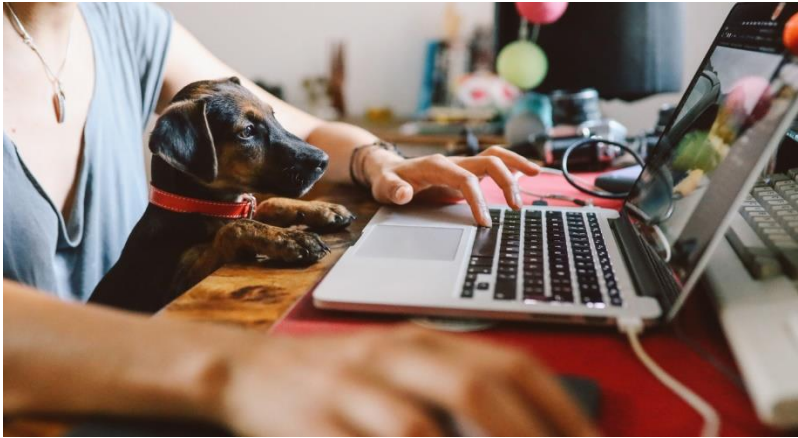
Highlighting the importance of quality accommodation for people's lives

Originate

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Operate

Home as an office



Home as a classroom



Home as a social space



Home as a gym



Our approach to Covid-19

Business continuity, leveraging technology, maintaining strategic momentum

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Innovate



Innovating during the coronavirus lockdown to maintain business as usual and continue to serve our customers.

Full remote working capability

Virtual viewings

Critical repairs continued

Communicate



We have increased and enhanced our communications to our customers, employees, partners and suppliers.

Increased customer contact

Active dialogue with Gov't

Supporting suppliers

Improve



A key area of focus during the lockdown has been on training and internal improvements to improve our customer service.

Live.Safe 2.0

Resident services training

Launch of Grainger Academy

Well positioned on all fronts

Our asset class, business model and balance sheet are strong

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Operate

Continuity of service, no staff furloughed & dividend maintained

1 Strong balance sheet and liquidity

- Available headroom of **£527m**
- LTV six-year low at **32.9%**
- Significant headroom on covenants
- No debt maturities until **2022**

2 Resilient rental demand *(since H1)*

- High rent collection of **94%**
- Rental growth YTD of **3.4%**
- High occupancy at **97.2%**
- Mid-market** pricing

3 Sales continue through lockdown

- Sales continue in April, in line with last year
- Prices achieved ahead of valuations
- Sales pipeline strong

4 Development activity ongoing

- All** sites open & active

Customers, employees & communities

Supporting all stakeholders amidst uncertainty

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Operate

Customers

Continuing to serve our customers

- ▀ Increased customer contact
- ▀ Investment in technology enables us to continue to serve our customers remotely
- ▀ In regular contact with our older customers
- ▀ Payment plans and access to support

Employees

Protecting and supporting our staff

- ▀ All employees working remotely
- ▀ No employees furloughed
- ▀ Supporting employee wellbeing, mental health and flexible working
- ▀ Investment in training (Grainger Academy)

Communities

Supporting our communities

- ▀ Residents community engagement & support
- ▀ Employee community engagement programme
- ▀ Offering support to the NHS, including accommodation
- ▀ Charitable support for CarersUK, AgeUK and LandAid

Strong H1 performance

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Rental growth (L4L)

+3.4%

(33) bps

Net rental income

£37.0m

+27%

Adjusted earnings

£33.7m

(12)%

Dividend

1.83pps

+6%

EPRA NTA

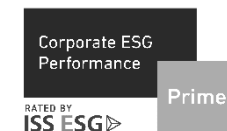
281pps

+1%

Key highlights:

- Significant income growth, both underlying and through investment
- Dividend maintained, interim dividend up 6% in line with policy
- £187m equity raise in H1 2020 accelerating our growth
- Growth in our pipeline and new buildings now delivering
- Progressing our TfL JV with planning submitted on 3 projects
- Secured planning consent on Waterloo scheme
- Continuing our Health & Safety focus - Launch of Live.Safe 2.0
- Resilient rental income stream with high levels of rent collection

ESG achievements:



Investment progress update

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Planning progress

- Consent achieved on Waterloo scheme for 215 PRS homes
- Applications submitted for 4 schemes comprising c.1,061 homes:
 - TfL sites: Southall, Arnos Grove and Montford
 - Lewisham JV

New openings

- Brook Place
- Solstice Apartments
- H2 openings:
 - Pontoon Dock
 - Apex Gardens
 - Gore Street

Target cities secured

- Cardiff
- Nottingham
- Birmingham
- London

Partnerships

- TfL
- Newbury
- Lewisham
- Local Pensions Partnership

High quality assets that will retain high demand

- Well connected with strong WalkScores
- Well designed with spacious apartments and fibre optic broadband to supporting working from home capabilities
- Safe and secure with market-leading safety measures and health practices in place (Live.Safe)

A strong pipeline for growth

£1,048m secured pipeline, post equity raise

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HY20 OPERATIONAL PORTFOLIO
9,270 homes, £2.8bn

PIPELINE
8,536 homes, £2.0bn



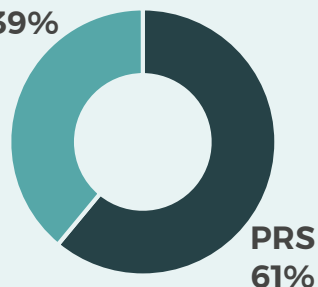
* PRS assets under management including Vesta JV

**TfL Partnership – indicative estimate of Grainger's unlevered 51% share based on c.3,000 units at an assumed £400k per unit.

Current portfolio (GAV)

(HY 20)

Regulated
39%



PRS
61%

38%

Resi
Sales Profit

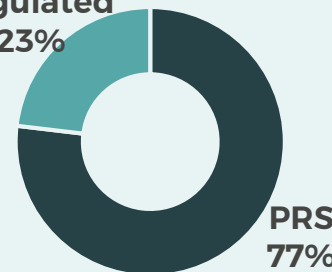
62%

Net Rent ¹

Future portfolio (GAV)

(post-pipeline completions)

Regulated
23%



PRS
77%

26%

Resi Sales Profit ²

74%

Net Rent ³

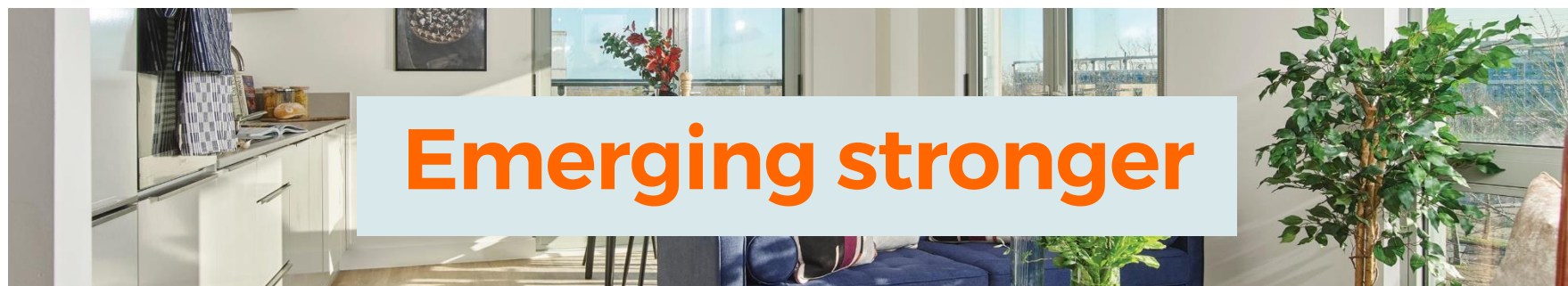
¹ HY20 figure; HY20 annualised passing net rental income is £74m

² FY19 figure, used for illustrative purposes.

³ Estimated NRI is a target only and not a forecast. There can be no guarantee of future performance.

Confidence in our business resilience

- **Adaptation & innovation:** meeting the challenges of Covid-19
- **Business continuity:** serving our customers and managing our properties
- **Income growth:** focus on delivering net rental income growth
- **Sales momentum:** successfully managing sales activity in line with guidelines
- **Pipeline delivery:** progressing development schemes for investment
- **Grainger Academy:** investing in our people



2. HY20 Financial Results

Vanessa Simms
Chief Financial Officer



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Financial highlights

Continued growth in rental income

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Income	HY19	HY20	Change
Rental growth (like-for-like)	3.7%	3.4%	(33) bps
Net rental income	£29.1m	£37.0m	+27%
Adjusted earnings	£38.3m	£33.7m	(12)%
Adjusted EPRA earnings	£14.7m	£16.0m	+9%
Profit before tax	£54.3m	£49.6m	(9)%
Dividend per share	1.73p	1.83p	+6%

Capital	FY19	HY20	Change
EPRA NTA per share	278p	281p	+1%
EPRA NNNAV per share	272p	280p	+3%
Net debt	£1,097m	£1,000m	(9)%
Group LTV	37.1%	32.9%	(420) bps
Cost of debt (average)	3.2%	3.0%	(20) Bps
Reversionary surplus	£302m	£306m	+1%

Income statement

Net rental income: key driver of earnings

Originate

Invest

Operate

Key highlights:

■ Strong growth in NRI +27%

- Gross to net: 26.0%
Stabilised GtN: 24.9%
- Passing net rent: £74m pa
- NRI: 62% of profits

■ Sales performance

- Vacant sales profit inline with HY19 at £13.5m
- Sales velocity maintained at 113 days
- Sales prices achieve 1.0% ahead of valuations
- Lower level of asset recycling; tenanted sales profit £7.8m below HY19
- Strong sales pipeline £26.2m, ahead of prior year

■ Strong cost control maintained

	HY19	HY20	Change
Net rental income	£29.1m	£37.0m	+27%
Profit from sales	£31.3m	£22.8m	(27)%
Mortgage income (CHARM)	£2.8m	£2.6m	(7)%
Management fees	£2.2m	£1.6m	(27)%
Overheads	£(13.8)m	£(13.8)m	+0%
Pre-contract costs	£(0.6)m	£(0.2)m	(67)%
Joint ventures	£1.8m	£0.1m	(94)%
Net finance costs	£(14.5)m	£(16.4)m	+13%
Adjusted earnings	£38.3m	£33.7m	(12)%
Adjusted EPS (diluted, after tax)	5.7p	4.3p	(25)%
Profit before tax	£54.3m	£49.6m	(9)%
Earnings per share (diluted, after tax)	9.0p	6.4p	(29)%
Adjusted EPRA Earnings	£14.7m	£16.0m	+9%
Adjusted EPRA EPS	2.8p	2.5p	(11)%

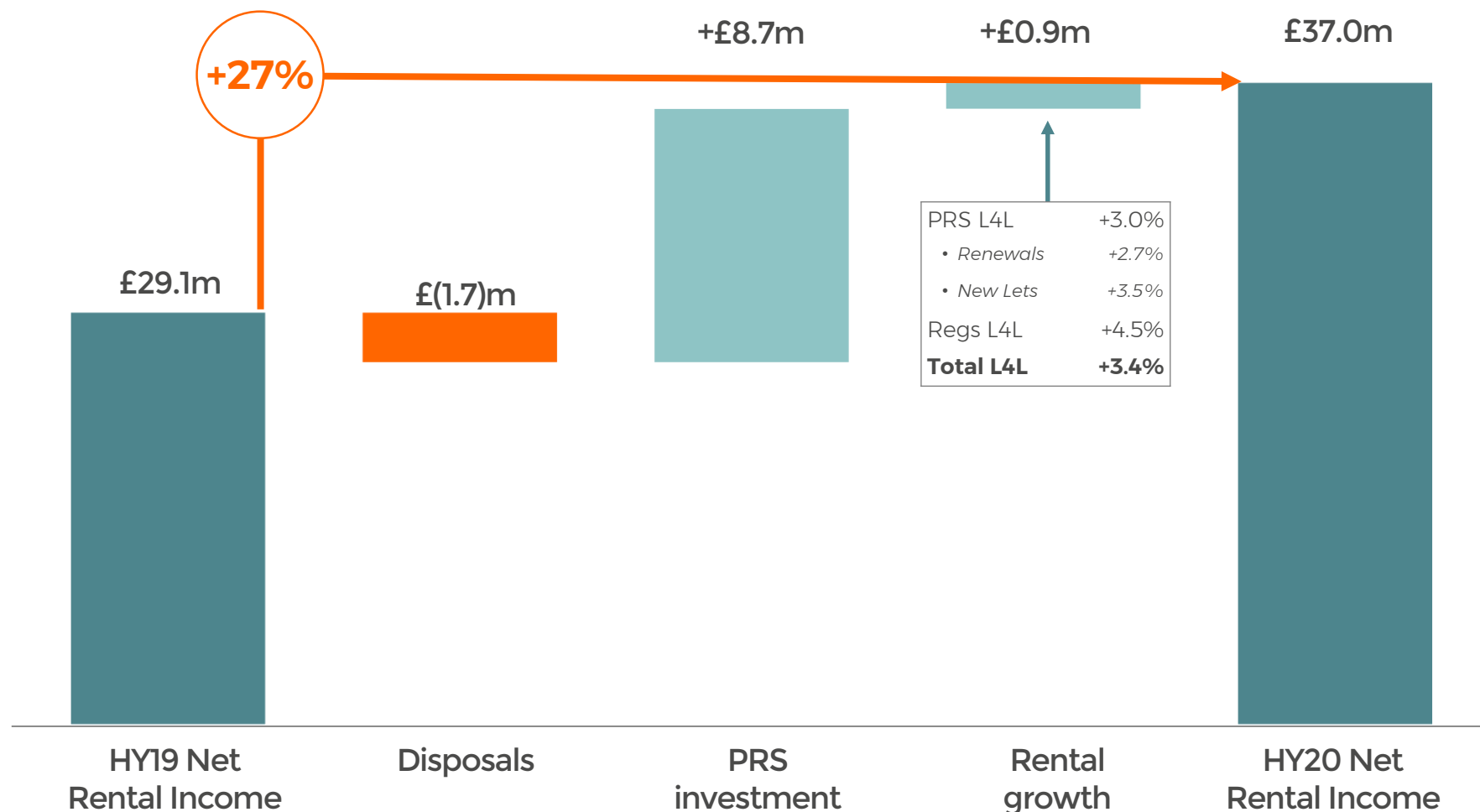
Net rental income growth

Continued growth from investment delivery

Originate

Invest

Operate



Income resilience

Low volatility, stable income profile

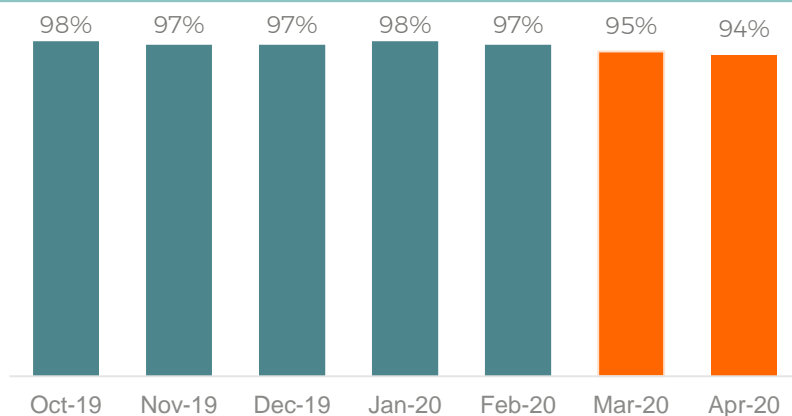
Originate

Invest

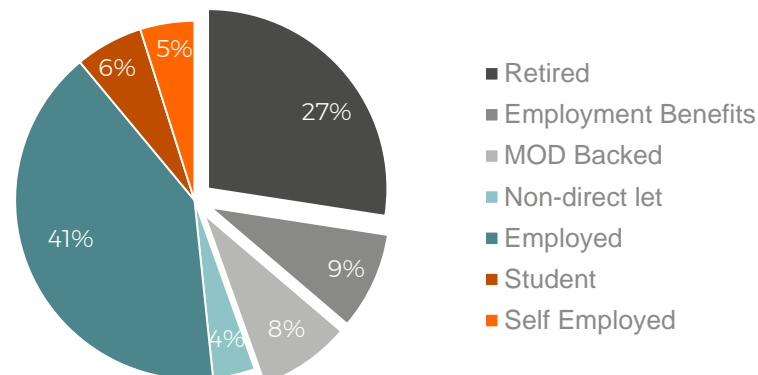
Operate

- Residential rental income is robust
 - Mid market price point
 - Diverse customer profiles
 - Strength of inhouse operations
- Strong rent collection
 - March 95% & April 94% rent received on time
- Rental growth continues
 - March YTD 3.4% and April stable at 3.3% (like-for-like)

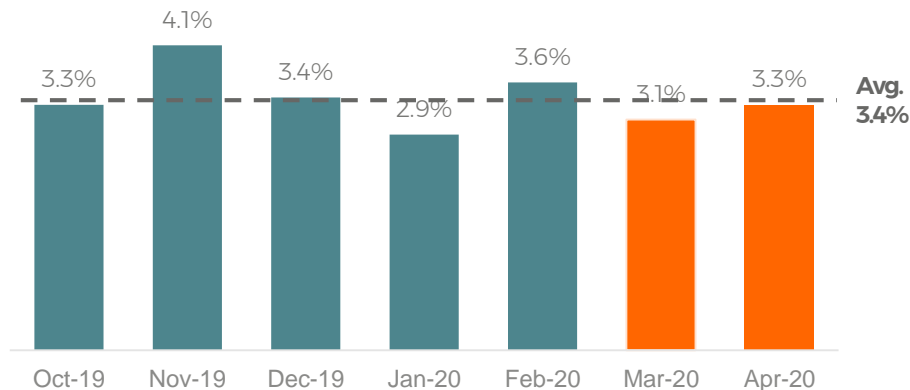
Monthly rent collected on time



Diverse customer Income profiles



Monthly rental growth



EPRA Net Asset Values

Valuations and NAV's remain robust

Originate

Invest

Operate

	£m	pence per share
Property assets (market value)	3,032	449
Net liabilities	(1,002)	(148)
EPRA NAV / EPRA Net Reinstatement Value (NRV)	2,030	301
Tax – deferred & contingent – trading assets	(114)	(17)
Exclude: Intangible assets	(17)	(3)
EPRA Net Tangible Assets (NTA)	1,899	281
Add back: Intangible assets	17	3
Tax – deferred & contingent – investment assets	(21)	(3)
Mark to market fixed rate debt and derivatives	(3)	(1)
EPRA NNAV / EPRA Net Disposal Value (NDV)	1,892	280
Reversionary surplus – excluded from NAV metrics	306	45

EPRA NTA

The most appropriate NAV measure

281pps

EPRA NNAV

280pps

Debt mark to market

+£31m during the period from £(34)m to £(3)m

Reversionary surplus

£306m of reversionary surplus to crystallise,

45pps

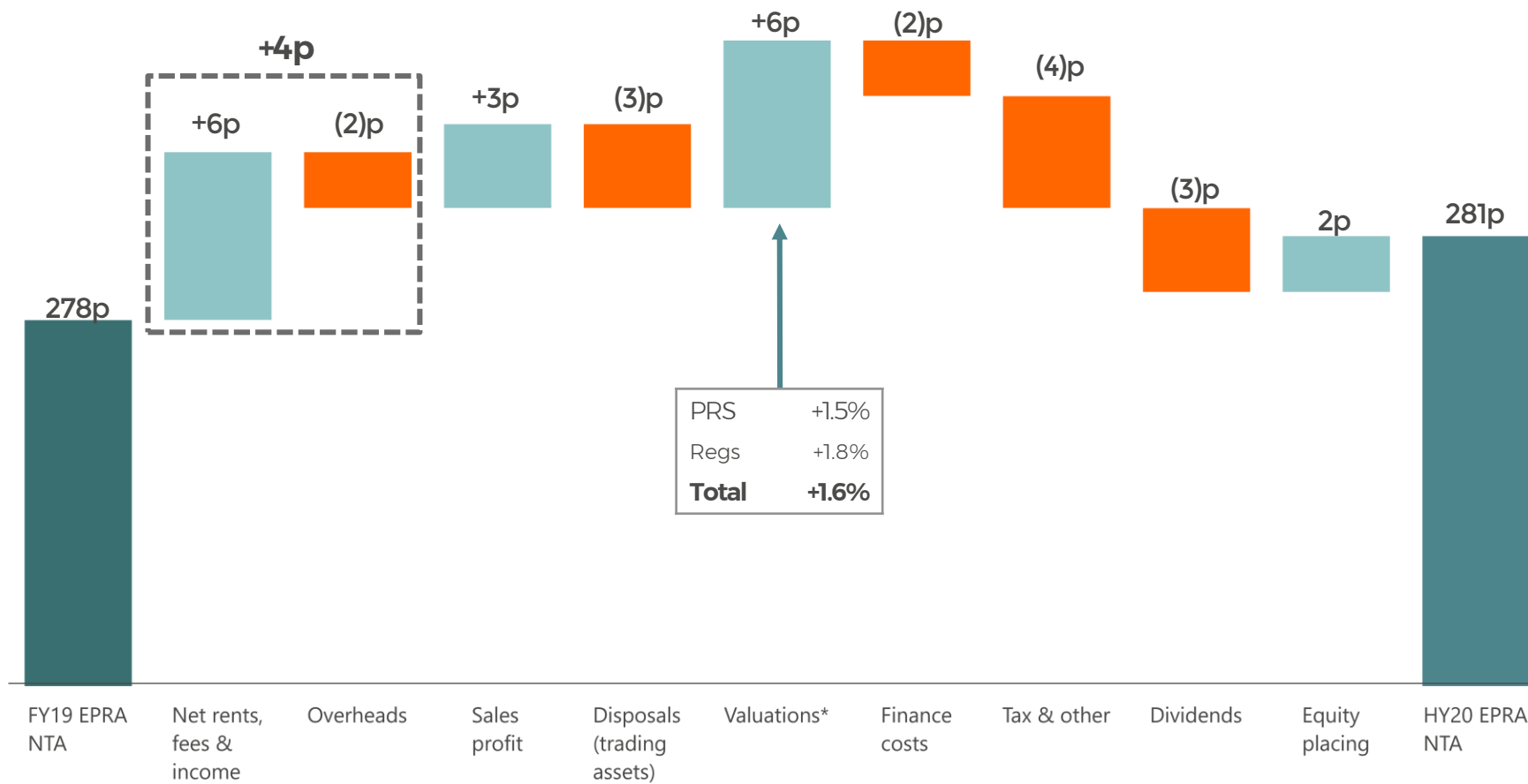
EPRA Net Tangible Assets (NTA)

Net rent and PRS valuation gains now key components

Originate

Invest

Operate



* Breakdown of valuation growth by region available in the Appendix on pages 42-43.

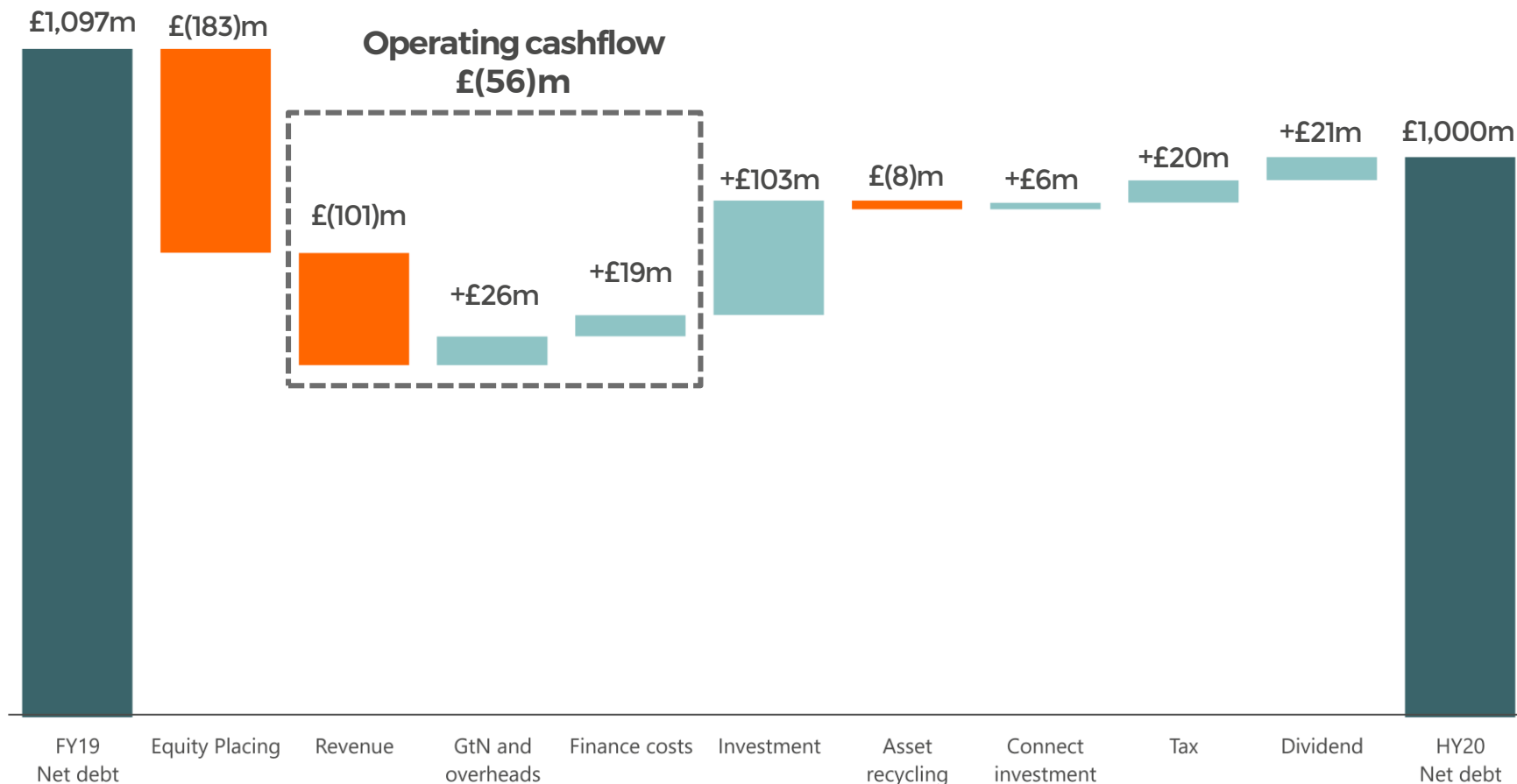
Net debt

Strong operational cashflow supports our growth plans

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Successful equity placing

Originate

Invest

Operate

Accelerated book build

- 10% placing at 305p
- £183m net proceeds
- £305m additional investment capacity
- Proceeds used to accelerate pipeline

Dividend accretion upon stabilisation*

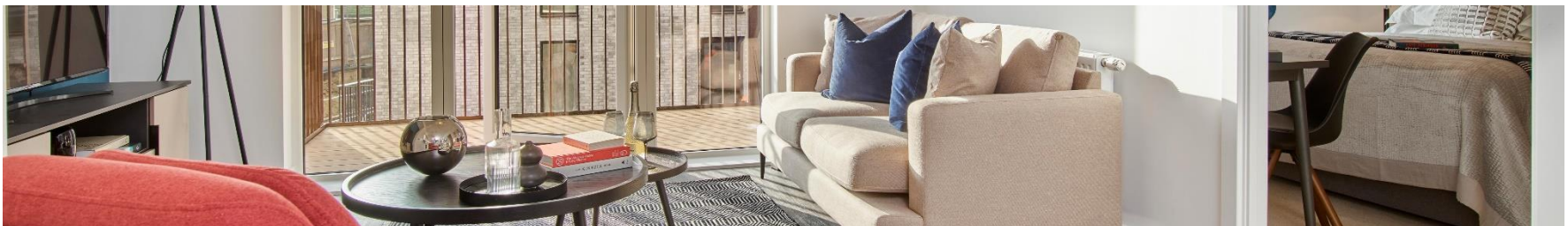
- £16m of additional net rental income, will deliver an extra 0.69p to dividend per share, upon stabilisation
- Strong DPS growth expected despite higher share count

Earnings accretion upon stabilisation*

- **EPRA EPS +30%**
- **Adjusted earnings per share +5%**
- Marginal earnings dilution in short term as capex increased

Benefitting from operational leverage

- Scalable platform delivers enhanced returns across a larger portfolio
- Stable overheads with portfolio growth
- Improved credit profile
- Scale in PRS accelerates REIT feasibility



* Projected

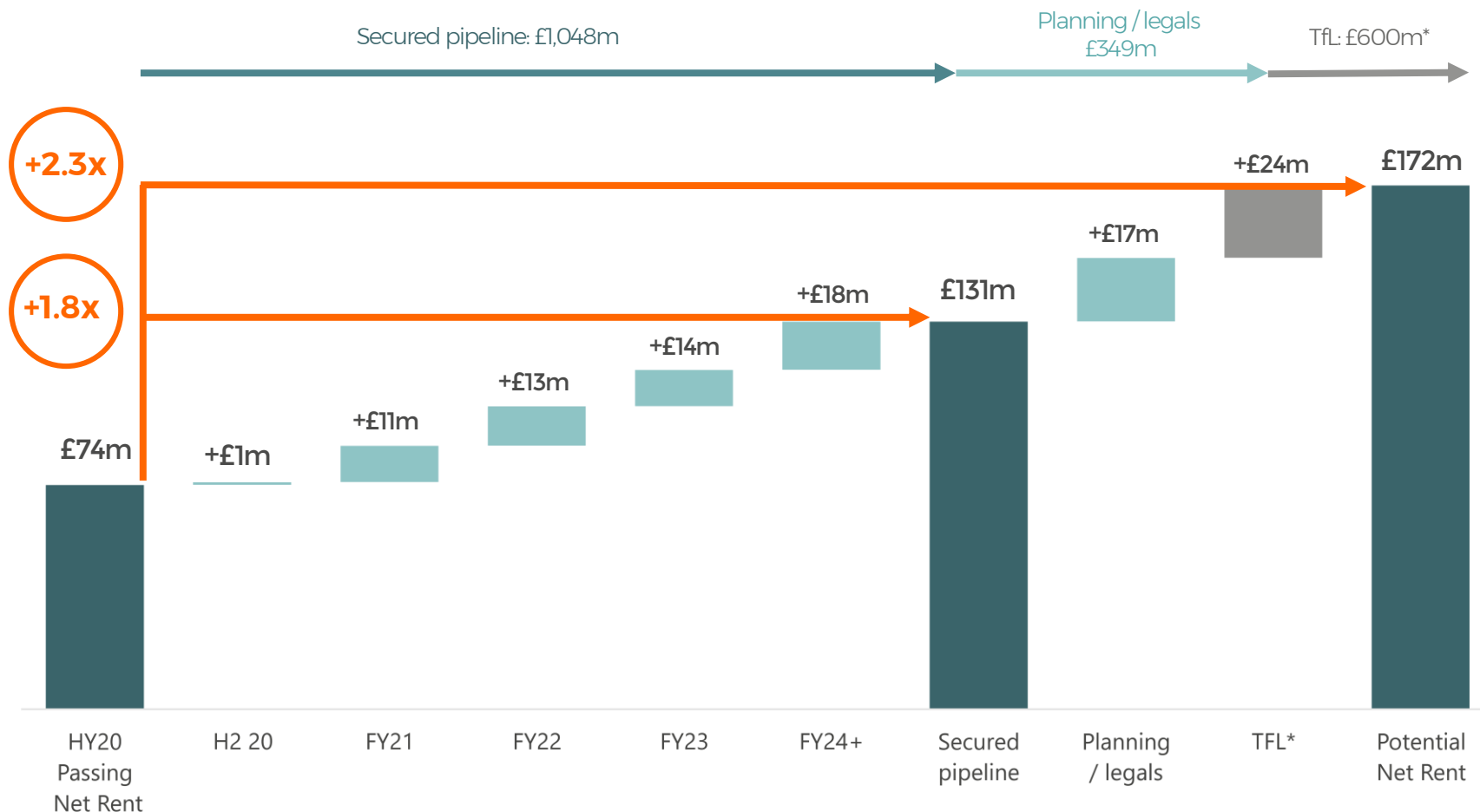
Net rental income progression

Pipeline of significant NRI growth aligned to dividend progression

Originate

Invest

Operate



*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. Assumption that rental growth from operational portfolio nets off against disposals and asset recycling.

Strong balance sheet

LTV at a 6 year low and liquidity headroom at a 6 year high

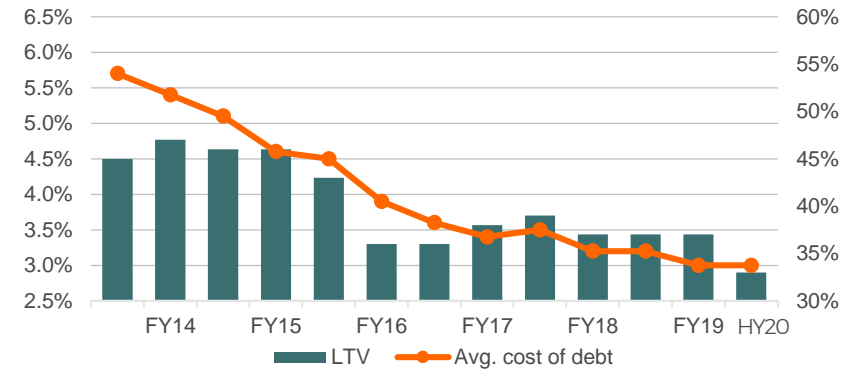
Originate

Invest

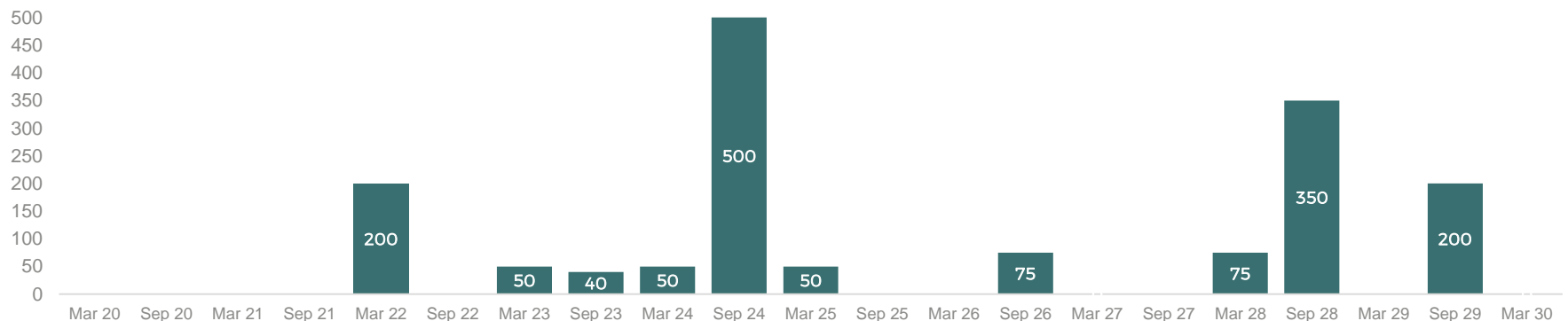
Operate

	HY20
Net debt	£1,000m
Loan to value	32.9%
Cost of debt (weighted average)	3.0%
Incremental cost of debt	1.7%
Fully drawn cost of debt	2.8%
Headroom	£527m
Weighted avg. facility maturity	5.7 years

LTV at lowest level of recent times



Current debt maturity profile (£m)



Liquidity and capex

£527m headroom to fund investment pipeline

Originate

Invest

Operate

Strong liquidity

- Strong headroom of £527m from cash and available facilities
 - £198m of cash
 - £329m available facilities

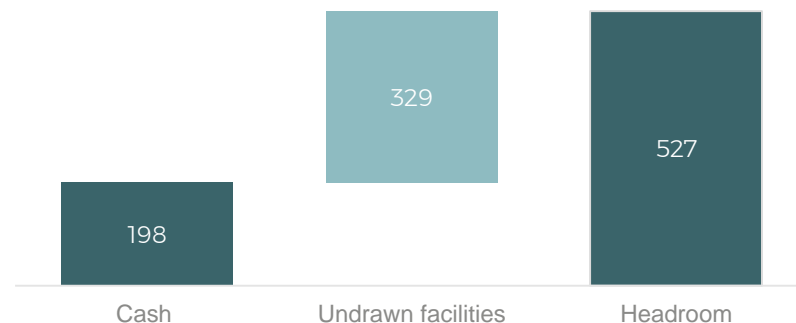
Committed capex funded

- Capital expenditure plans covered by headroom
- Committed capex of £165m over next 12 months

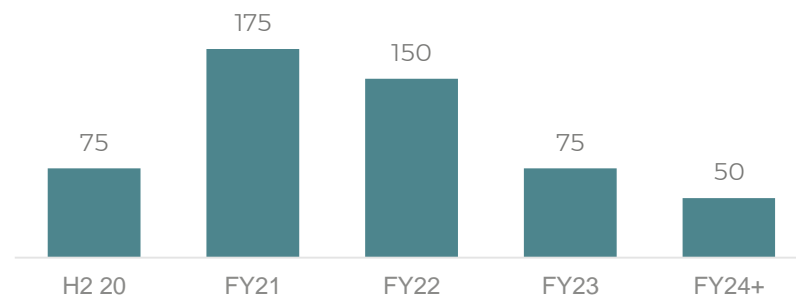
LTV to remain below 40%

- LTV expected to remain below our target range of 40%-45% in near term
- LTV excludes reversionary surplus of £306m which reduces LTV to 29.9%

Current liquidity position (£m)



Committed capex phasing* (£m)



*Excluding Waterloo, Seven Sisters and Exchange Square

Strong H1 performance; positive lead indicators for H2

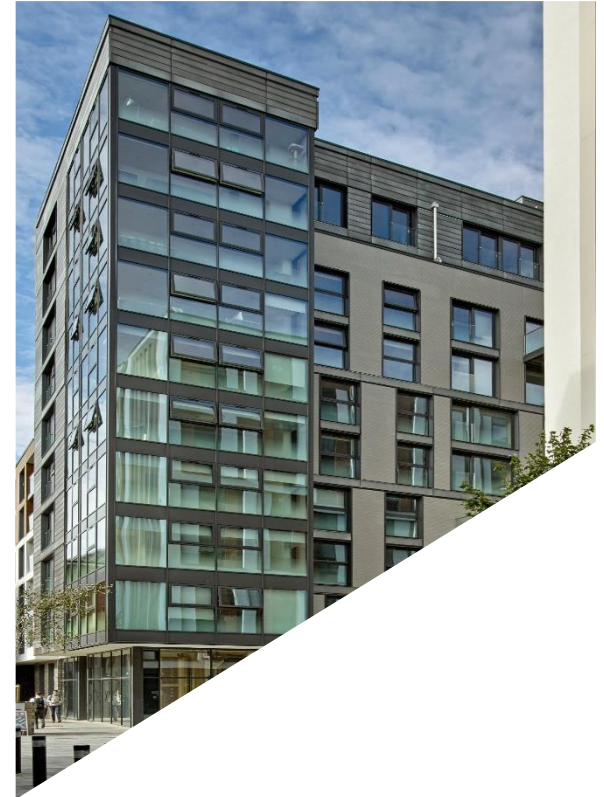
- **Greater reliance on PRS assets and rental income:** over 60% of profits from net rental income and over 60% PRS assets
- **Strong rental growth:** March YTD +3.4% and April stable at +3.3%
- **Strong cash collections:** c.95% of rents collected on time in March and April
- **Sales performance:** in line with the prior year and new sales offered and exchanged continued since lockdown
- **Strong balance sheet:** LTV at 6 year low with next maturity March 2022
- **Liquidity at 6 year high:** sufficient liquidity to fund capital commitments and secured pipeline



**Well positioned, strong balance sheet
and business model**

3. Market and business update

Helen Gordon
Chief Executive



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The market leader in a compelling sector

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Why PRS



Resilient long-term returns



Inflation linked rent growth



Underpinned by structural supply demand imbalance



PRS demand growing

4.5m to **7.2m** by 2025



Supply reducing



Competition's progress limited

3% market share of large-scale corporate landlords



Professionalisation

Government encouraging professional operators and discouraging private, amateur landlords



No prospect of rent controls

Government confirms its opposition to rent control

Why Grainger



Market leader with the largest operational PRS portfolio



£2.0bn pipeline to come



Fully integrated business model

We originate, invest and operate all in house



Excellent customer service

Supported by technology



Research led capital allocation



Depth of experience



Partner of choice



Strong balance sheet

PRS structural drivers remain

Near term uncertainty supports long term structural drivers

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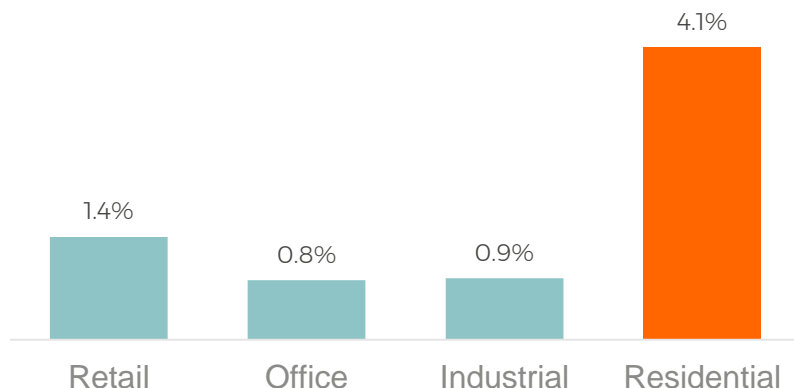
Operate

Housing undersupply set to worsen

35% reduction in housing supply forecast by Knight Frank, underpinning structural supply-demand imbalance

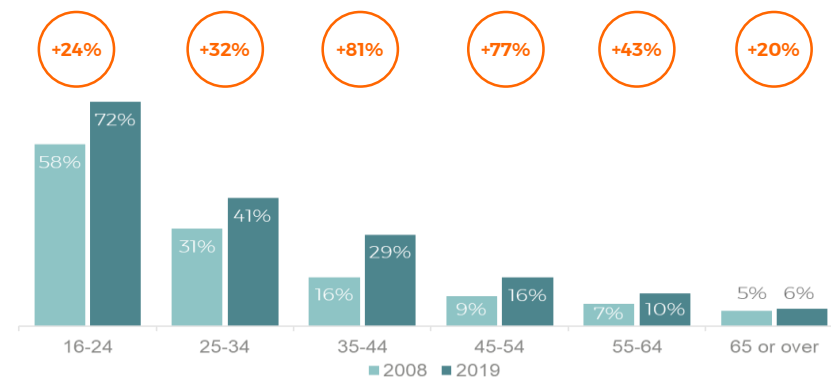
Source: Knight Frank, "New private housing delivery set to stall", 27 April 2020

Annualised rental growth since Dec '91



Source: IPD

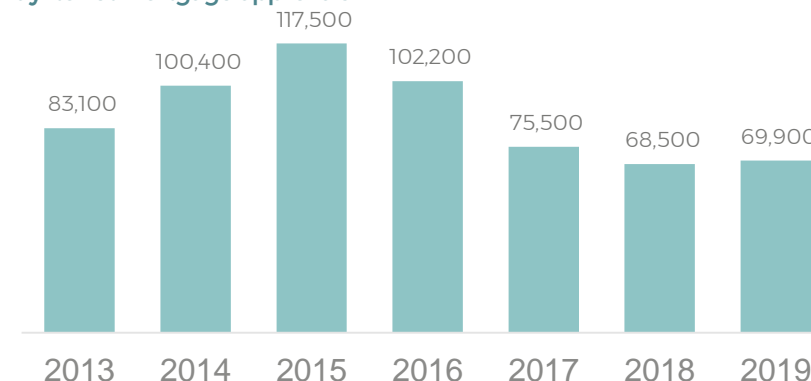
Rental demand set to increase during economic uncertainty



Source: ONS

Decline in buy-to-let, small private landlords

Buy-to-let mortgage approvals



Source: UK Finance

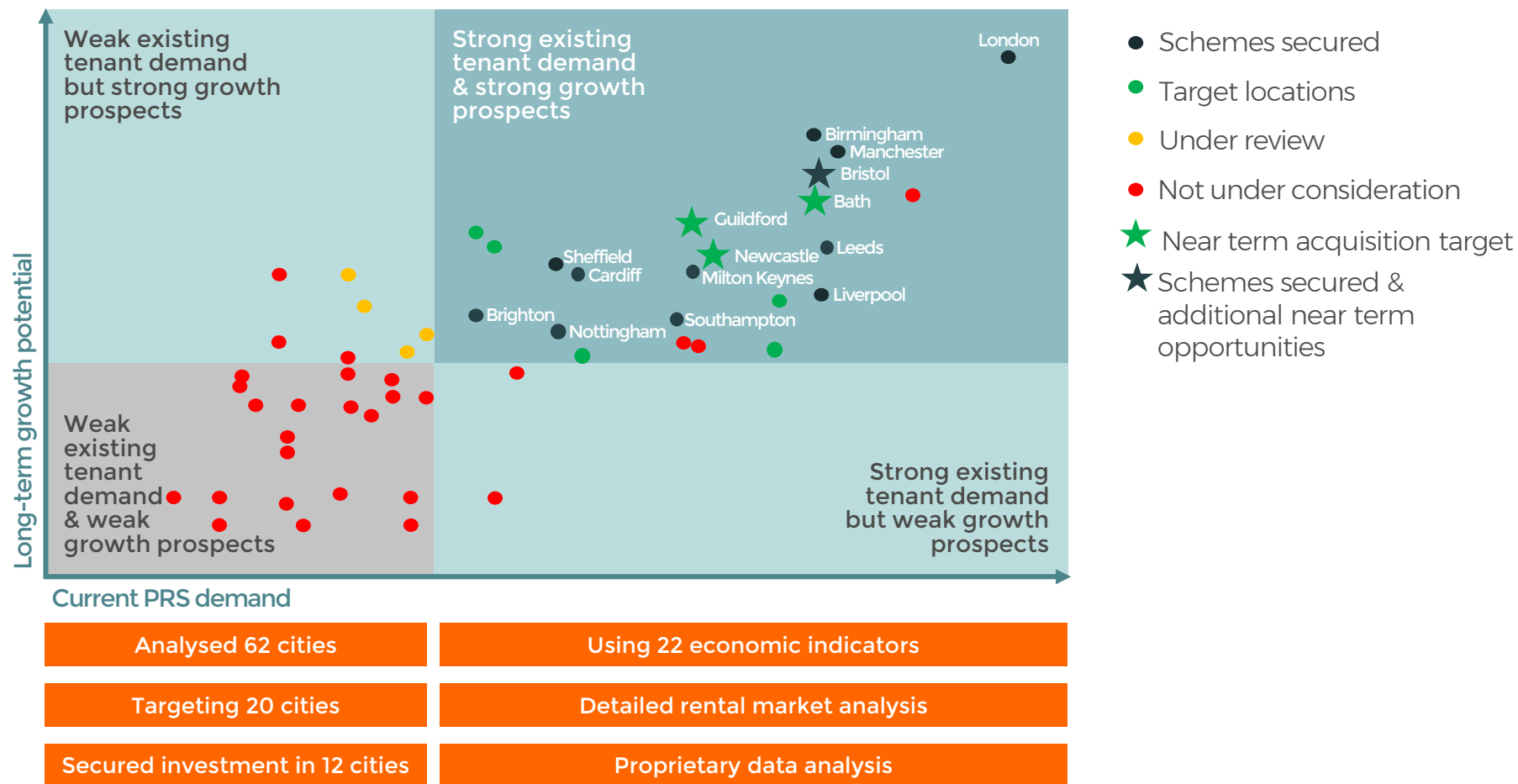
Research backed capital allocation

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Driving outperformance through proprietary research



Grainger's investment strategy delivering

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Selecting the strongest cities



- Strong demographics
- Strong economy
- Inward investment
- Good infrastructure
- Good employer base

Selecting the right site locations



- Cluster strategy
- Proximity to public transport/commuter lines
- Good local services
- Safe neighbourhoods
- Good WalkScores

Developing the best properties



- Efficient to run (gross to net)
- Designed well to ensure high desirability
- Positive ESG credentials including renewable energy sources

Operational excellence



- Inhouse operations and onsite teams
- Continually improving customer service through training
- Investment in leading technology



Pipeline delivery continues

Originate

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Delivered this half



Solstice Apartments, Silbury Blvd, Milton Keynes

- 139 PRS homes
- £32m investment
- c.6% gross yield targeted

Delivering next half



Apex Gardens, Apex House, London

- 163 PRS homes
- £60m investment
- c.6.5% gross yield targeted



Millet Place, Pontoon Dock, London

- 236 PRS & affordable homes
- £26m investment (our share)
- c.6% gross yield targeted



The Filaments, Gore Street, Manchester

- 375 PRS homes
- £80m investment
- c.7% gross yield targeted

Additional schemes from the equity raise

Compelling pipeline in prime locations totalling £246m

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Exchange Square, Birmingham

- 375 homes
- £77m
- c.6.5% GY



Canning Town 3, London

- 132 homes
- £56m
- c.5.5% GY



Capital Quarter, Cardiff

- 307 homes
- £57m
- c.7% GY



Queens Road, Nottingham

- 348 homes
- £56m
- c.7% GY

TFL JV Progressing

3 sites in planning

Originate

Invest

Operate

Southall, Ealing

- 460 homes
- c. £167m investment*
- Planning submitted March 2020



Montford Place, Kennington

- 139 homes
- c. £67m investment*
- Planning submitted March 2020



Arnos Grove, Enfield

- 162 homes
- c. £54m investment*
- Planning submitted March 2020



*Total investment by the JV

Focus on Operational Excellence evermore important

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Customer experience

Enhancing customer satisfaction



Action taken:

- Enhanced standard operating procedures on c.320 tasks, ensuring common customer experience across our portfolio
- Enhanced customer interactions during Covid-19 crisis

Operating efficiency

Increases platform scalability



Action taken:

- Entering testing phase of CONNECT technology platform
- Reviewing and improving procurement across all operational aspects

Licence to operate

Live.Safe 2.0



Action taken:

- Leading best practice in Health & Safety with our Live.Safe 2.0 Programme
- Continuity of service and safety compliance through Covid-19 crisis

Market leader in residential for rent

Importance of product and quality of offering

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Grainger's Operational Strength

- **Experienced operational team** – managing our properties and supporting our customers.
- **Enabled by technology** – supporting our teams and customers via our CONNECT platform.
- **Quality of offering** – high quality homes and continuously improving our offer.
- **Integrated model** – inhouse teams delivering homes and supporting customers.

Grainger's Investment Strength

- **Balance sheet strength** – balanced and flexible funding structure.
- **Investment underwriting** – disciplined, research based approach.
- **Mid-market pricing**
- **Geographically diverse portfolio** – London and regional clusters.
- **Investing in areas of deepest demand**

Sector and business resilience

- Rental housing is a robust asset class
- Demand is need driven
- Structural supply vs demand dynamics
- Defensive income stream
- Diverse customer profiles
- Mid market price points

Summary

Income and growth through the cycle

Originate

Invest

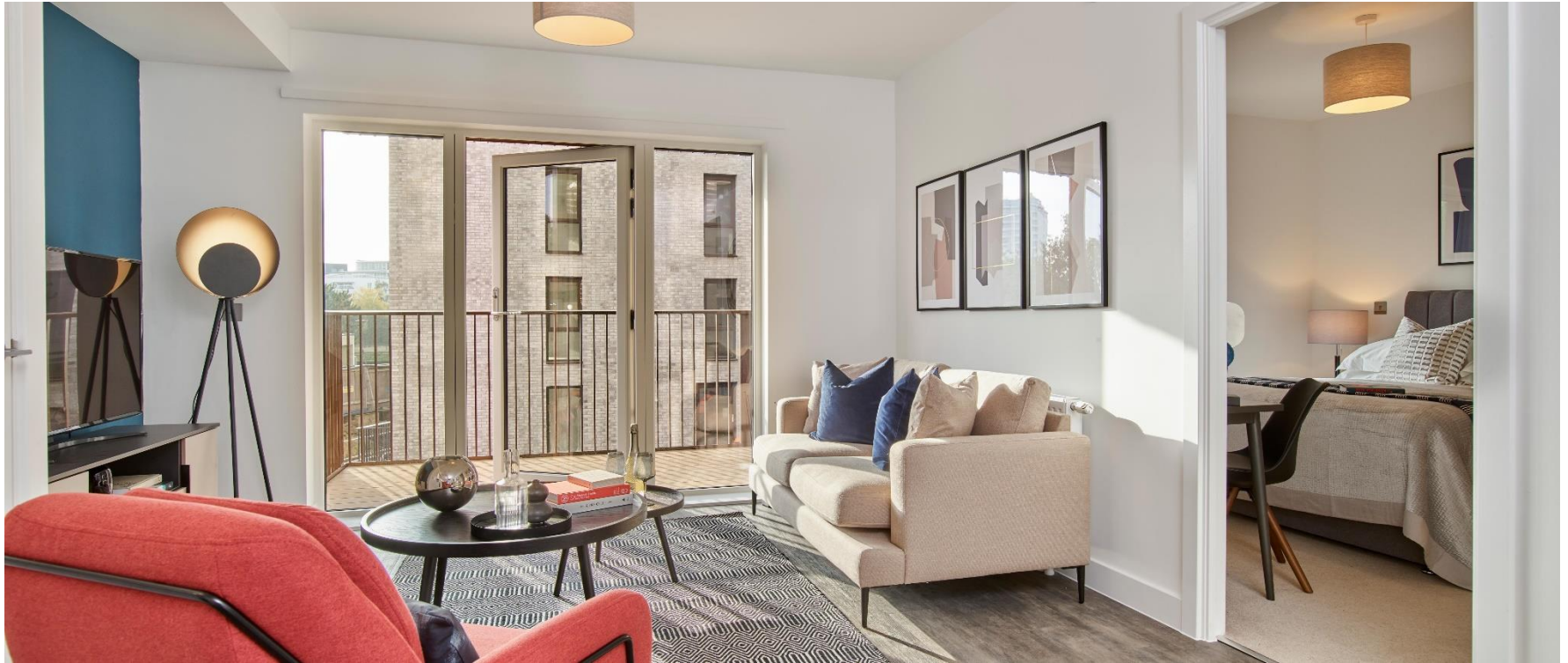
Operate

1. **Income momentum:** delivering consistent long term returns; interim dividend up 6%
2. **Growth momentum:** secured pipeline of over £1bn of income generating assets
3. **Strong balance sheet:** LTV at a 6 year low and good liquidity headroom at a 6 year high
4. **Strong business model** that also delivers in challenging markets
5. **Market opportunity:** UK private rented sector demand forecast to grow
6. **Competitive advantage:** Grainger is the market leader and has the scale, operational strength and track record to maximise this opportunity



Thank you

Q&A



Investing in homes since 1912
grainger plc

Appendix

Originate

Invest

Operate

Contents

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Secured pipeline schedule	Pages 46-47
Secured pipeline projects	Page 48
Funding capacity	Page 49
Further pipeline information	Page 50

2. Financial information

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EPRA Earnings	Page 54
EPRA Metrics	Pages 55-56
Debt facilities schedule	Page 57

3. Other

Future reporting dates	Page 58
------------------------	---------

ESG: Securing our long-term future

Being a responsible business through Covid-19

Originate

Invest

Operate

Supporting our customers

- Continuing to serve customers who need a new home
- Delivering virtual viewings and socially distant move-ins
- Organising virtual residents event programme
- Providing support to residents in need of assistance

Supporting our employees

- Covid-19 response communicated to all staff
- Supporting our staff adjusting to home working
- Expanded our employee support and health benefits
- Regular employee engagement activities and events

Supporting our communities

- Virtual fundraising events
- Donating space and equipment in-kind to local organisations
- Joined the UK Green Building Council

Supporting our supply chain

- Embedding Live.Safe culture into all service delivery
- Supporting suppliers to ensure continuity of service
- Collaborating with suppliers for socially distant service delivery
- Supporting contractors to operate safely on development sites



FTSE4Good

Constituent since 2010



'Prime' rating



Gold Award 2014-2018

MSCI
ESG RATINGS

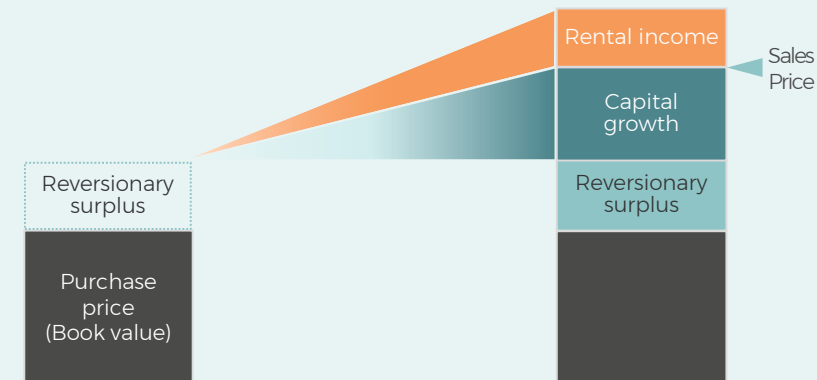


CCC B BB BBB A AA AAA

'AA' rating

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 15-20% 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



Resilient sales profile

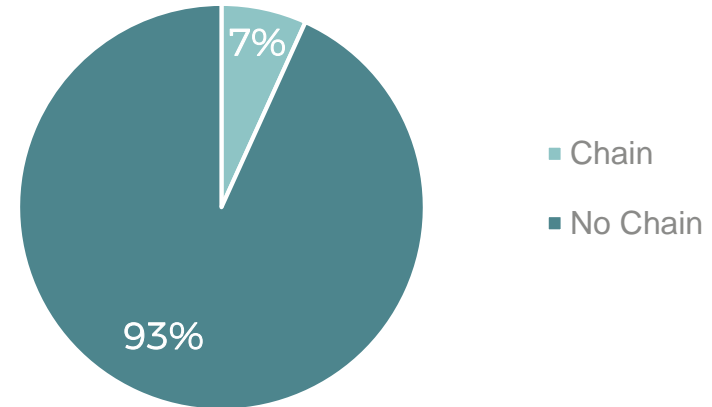
Originate

Invest

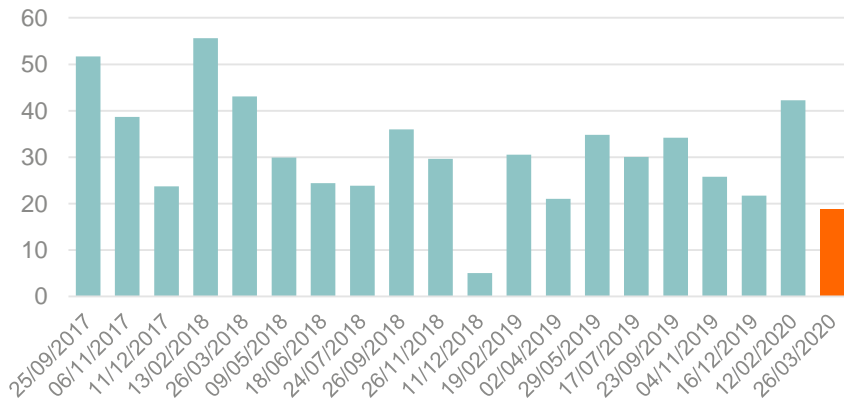
Operate

- Majority of all sales are of vacant properties
- Sales in chains most impacted by social distancing
- 93% of Grainger sales are chain free
- Majority of sales to cash buyers
- Auction sales have continued remotely during the lockdown

Most sales are Chain free (last 18 months)

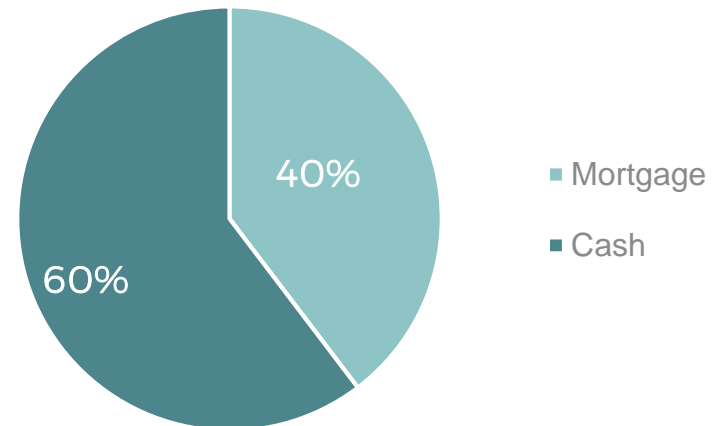


Savills auction sales have continued remotely



Sources: Savills

Majority of sales are to cash buyers (last 18 months)



Portfolio summary

Originate

Invest

Operate

	Units	Market value £m	Vacant possession value £m	Reversionary surplus £m	Net yield
Residential – PRS	5,891	1,615	1,733	118	4.0%
Residential – regulated tenancies	2,732	1,017	1,204	187	2.0%
Residential – mortgages (CHARM)	493	73	73	-	
Forward Funded – PRS work in progress	-	162	162	-	
Development work in progress	-	124	124	-	
Wholly-owned assets	9,116	2,991	3,296	305	
Co-investment (Grainger share)*	31	14	15	1	
Total investments	9,147	3,005	3,311	306	
Assets under management (third party share)*	123	54	62	8	
Total assets under management	9,270	3,059	3,373	314	

Reconciliation of assets under management

Residential – PRS	6,045	1,683	1,810	127
Residential – reversionary (regulated tenancies and CHARM)	3,225	1,090	1,277	187
Forward Funded – PRS work in progress	-	162	162	-
Development work in progress	-	124	124	-
Total assets under management	9,270	3,059	3,373	314

* 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	1,334	593	942	610	2,276	1,203
Outer London	807	347	284	111	1,091	458
South East	938	178	358	103	1,296	281
South West	514	186	297	50	811	236
East and Midlands	249	48	736	135	985	183
North West	1,681	260	334	46	2,015	306
Other regions	522	71	274	35	796	106
Total	6,045	1,683**	3,225	1,090	9,270	2,773

* Regulated tenancies and mortgages (CHARM)

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

Valuation movements by region

Originate

Invest

Operate

HY20

Region	Units	Market value £m	Change since FY19	Avg house price Avg VP per unit £000s
Central / Inner London	2,274	1,202	+1.2%	598
Outer London	932	389	+3.5%	465
South East	1,224	268	+1.8%	268
South West	725	223	+1.3%	316
East and Midlands	820	158	+1.1%	217
North West	1,942	297	+1.8%	161
Other regions	706	95	+0.7%	136
Total	8,623	2,632	+1.6%	341

The table above includes wholly owned PRS and regulated tenancy assets only. It excludes 493 units and £73m 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 (HY20)

Region	PRS				Regulated tenancies			
	Units	Market value £m	Change since FY19	Net yield	Units	Market value £m	Change since FY19	Net yield
Central / Inner London	1,334	593	+0.7%	3.4%	940	609	+1.6%	1.5%
Outer London	653	279	+3.9%	3.4%	279	110	+2.4%	2.0%
South East	938	178	+1.8%	3.4%	286	90	+1.8%	2.4%
South West	514	186	+1.2%	4.8%	211	37	+1.7%	3.3%
East and Midlands	249	48	(0.8)%	4.4%	571	110	+1.9%	2.7%
North West	1,681	259	+1.7%	5.2%	261	38	+2.6%	3.1%
Other regions	522	72	+0.3%	5.0%	184	23	+1.8%	7.3%
Total	5,891	1,615	+1.5%	4.0%	2,732	1,017	+1.8%	2.0%

The table above includes wholly owned PRS and regulated tenancy assets only. It excludes 493 units and £73m 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

Originate

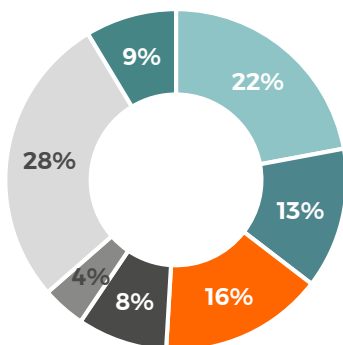
Invest

Operate

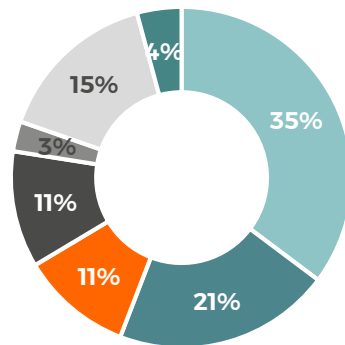
Top 10 assets by value

Asset	City	Units	Annual ERV
Clippers Quay	Manchester	614	£8.1m
Hawkins & George	Bristol	194	£3.3m
The Gardens	London	209	£3.1m
Argo Apartments	London	134	£2.8m
Ability Plaza	London	112	£2.6m
Springfield House	London	96	£2.5m
Brook Place	Sheffield	237	£2.4m
Ability Towers	London	93	£2.4m
Kew Bridge Court	London	103	£2.2m
Solstice Apartments	Milton Keynes	139	£2.1m

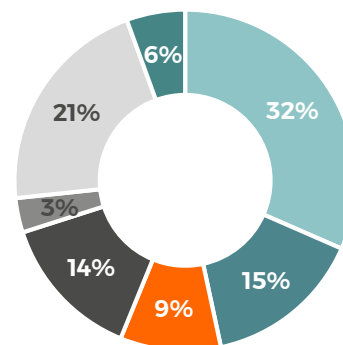
Geographic breakdown by units*



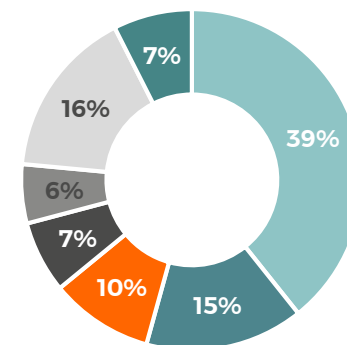
Geographic breakdown by value* (£m)



Geographic breakdown by Rent (£m)

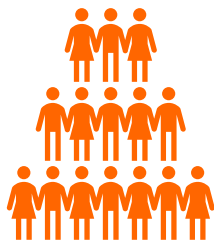
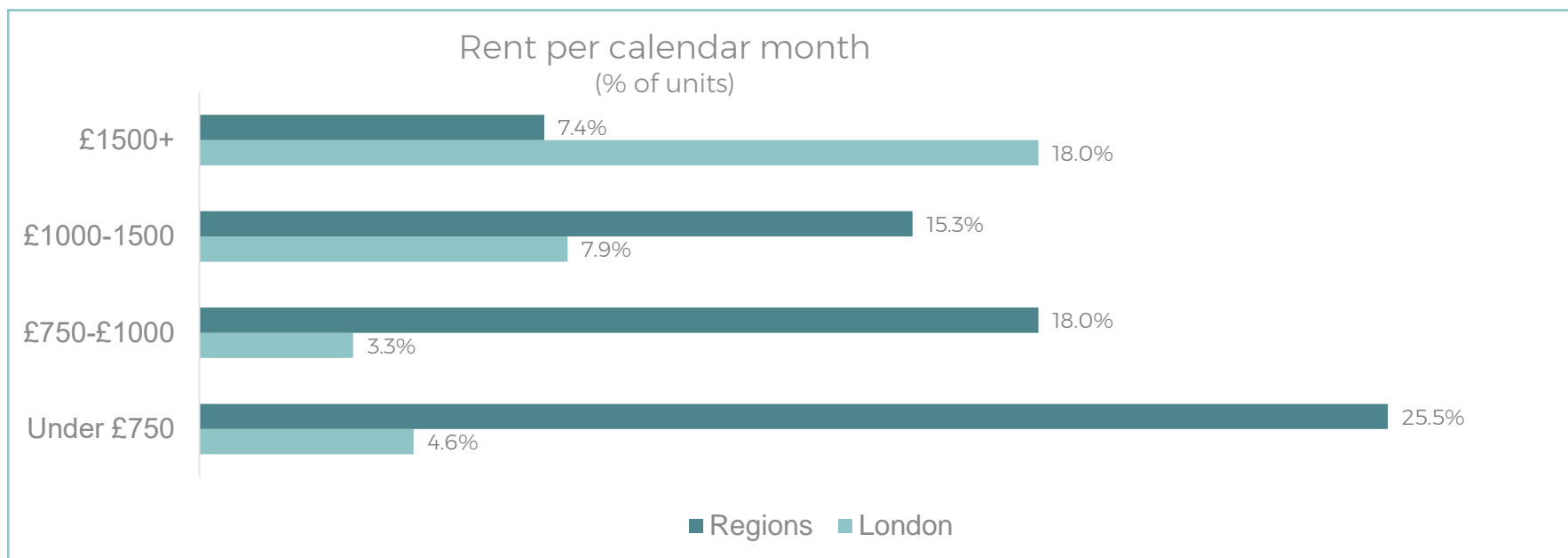


Post secured pipeline geographic breakdown by value* (£m)



■ Central / Inner London
■ Outer London
■ South East
■ South West
■ East and Midlands
■ North West
■ Other regions

*Assets under management



97.2%

Occupancy

+3.3%

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 Filaments, Gore Street, Manchester	376	Late FY20	On site	£80m	£75m	c.7%
East Street, Southampton	132	Mid FY21	On site	£28m	£22m	c.6.5%
Yorkshire Post, Leeds	242	Late FY21	On site	£42m	£5m	c.7%
Hale Wharf, Tottenham Hale, London	108	Late FY21	On site	£41m	£23m	5.5-6%
Fabrik, Leeds	216	Early FY22	On site	£34m	£10m	c.6.5%
Gilders Yard, Birmingham	156	Early FY22	On site	£28m	£19m	c.7%
Capital Quarter, Cardiff	307	Late FY22	On site	£57m	£8m	c.7%
YMCA, Milton Keynes	261	Late FY22	Exchanged	£63m	-	c.6.25%
Well Meadow, Sheffield	284	Late FY22	Exchanged	£42m	-	c.7%
Canning Town 2, London	146	Early FY23	Exchanged	£62m	-	c.5.5%
Queens Road, Nottingham	348	Early FY23	Exchanged	£56m	-	c.7%
Exchange Square, Birmingham	375	Late FY23	Exchanged	£77m	-	c.6.5%
Canning Town 3, London	132	Late FY24	Exchanged	£56m	-	c.5.5%
Grainger forward funding sub-total	3,083			£666m	£162m	

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	Late FY20	On site	£60m	£51m	c.6.5%
Newbury, West Berks	232	Late FY22	On site	£61m	£19m	c.6.25%
Besson St, Lewisham, London (JV - 50%)	324	Late FY23	In planning	£51m	£3m	c.6.25%
Waterloo, London	215	Phased from FY24	Consent granted	£130m*	£3m	c.5%
Seven Sisters, London	196	Land assembly Timing TBC	Consent granted, CPO awarded, subject to JR	£80m	£22m	c.7%
Direct development total	1130			£382m	£98m	
Total Secured Pipeline	4,213			£1,048m	£260m	

*Net investment in addition to existing asset value.

Secured pipeline projects

Originate

Invest

Operate

18 high quality PRS schemes

Secured

Secured H1 2020

Forward funding/Acquisitions

Core Street,
Manchester



East Street,
Southampton



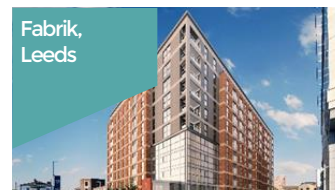
Yorkshire Post,
Leeds



Hale Wharf,
Tottenham



Fabrik,
Leeds



Gilders Yard,
Birmingham



YMCA, Milton
Keynes



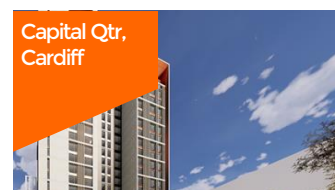
Well Meadow,
Sheffield



Canning Town
2, London



Capital Qtr,
Cardiff



Exchange Sq,
Birmingham



Queens Rd,
Nottingham

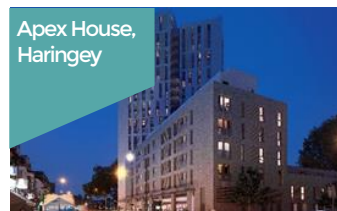


Canning Town
3, London



Direct Development

Apex House,
Haringey



Newbury,
West Berks



Besson Street,
Lewisham



Seven Sisters,
Haringey



Waterloo,
London



Cumulative funding capacity

Disciplined capital management

Originate

Invest

Operate



H2 2020
operational
cashflow



Assumptions:

* Excluding Waterloo, Seven Sisters and Exchange Square.

** Based on cash & undrawn facilities

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

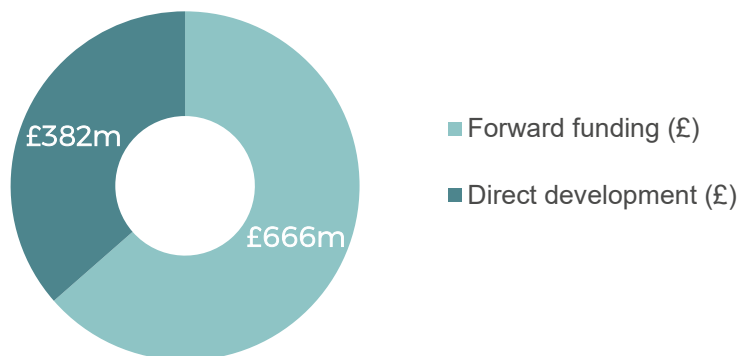
Pipeline update

Originate

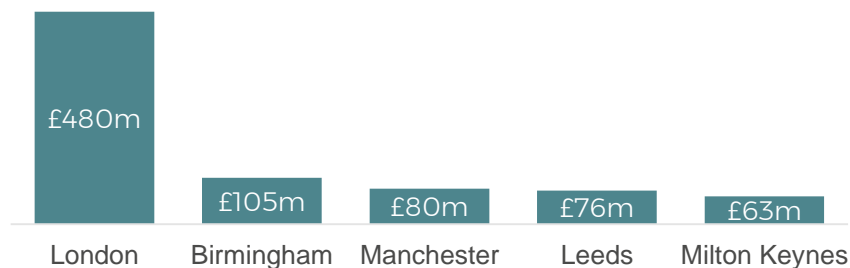
Invest

Operate

Type of investment



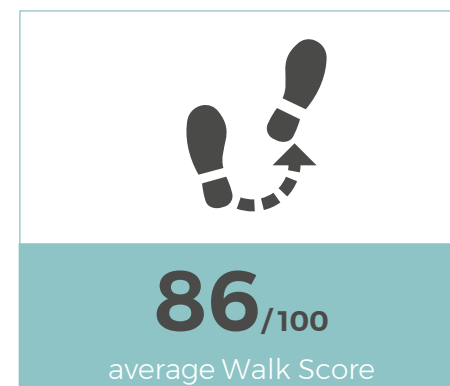
Top 5 cities by value



Indicative launches and future schemes

FY20 Launches	FY21	FY22	FY23	Future schemes
Silbury Blvd (Completed)	East Street	Fabrik	Canning Town 2	Canning Town 3
Pontoon Dock (Completed)	Yorkshire Post	Gilders Yard	Queens Road	Waterloo
Apex House	Hale Wharf	Capital Quarter	Exchange Square	TfL sites
Gore Street		YMCA	Besson Street	Seven Sisters
		Well Meadow		
		Newbury		

Forward funding Direct development



Segmental income statement

Originate

Invest

Operate

	HY19				HY20			
£m	PRS	Reg*	Other	Group	PRS	Reg*	Other	Group
Net rental income	18.8	10.3	-	29.1	27.1	9.8	0.1	37.0
Profit from sales – trading property	1.6	23.1	4.8	29.5	-	18.0	4.1	22.1
Profit from sales – investment property	1.8	-	-	1.8	0.7	-	-	0.7
Mortgage income (CHARM)	-	2.8	-	2.8	-	2.6	-	2.6
Management fees	1.4	0.1	0.7	2.2	0.9	-	0.7	1.6
Overheads	-	-	(13.8)	(13.8)	-	-	(13.8)	(13.8)
Pre-contract costs	(0.6)	-	-	(0.6)	(0.2)	-	-	(0.2)
Joint ventures	0.5	-	1.3	1.8	(0.1)	-	0.2	0.1
Net finance costs	(8.2)	(5.8)	(0.5)	(14.5)	(10.2)	(5.9)	(0.3)	(16.4)
Adjusted earnings	15.3	30.5	(7.5)	38.3	18.2	24.5	(9.0)	33.7
Valuation movements				31.7				14.6
Other adjustments				(15.7)				1.3
Profit before tax				54.3				49.6

* Includes regulated tenancy portfolio and CHARM portfolio..

Balance sheet

Originate

Invest

Operate

FY19

HY20

Market value balance sheet (£m)

Residential – PRS	1,526	1,615
Residential – regulated tenancies	1,017	1,017
Residential – mortgages (CHARM)	76	73
Forward Funded – PRS work in progress	160	162
Development work in progress	120	124
Investment in JVs/associates	33	41
Total investments	2,932	3,032
Net debt	(1,097)	(1,000)
Other assets/liabilities	(14)	(2)
EPRA NAV/EPRA NRV	1,821	2,030
Deferred and contingent tax – trading assets	(102)	(114)
Exclude intangible assets	(11)	(17)
EPRA NTA	1,708	1,899
Add back intangible assets	11	17
Deferred and contingent tax – investment assets	(19)	(21)
Fair value of fixed rate debt and derivatives	(34)	(3)
EPRA NNNAV/EPRA NDV	1,666	1,892

EPRA net asset values (pence per share)

EPRA NAV	297	301
EPRA NTA	278	281
EPRA NNNAV	272	280

Segmental balance sheet

Originate

Invest

Operate

	FY19				HY20			
EPRA NTA market value balance sheet (£m)	PRS	Reg*	Other	Group	PRS	Reg*	Other	Group
Investment property	1,550.7	23.9	-	1,574.6	1,637.3	24.3	-	1,661.6
Investment in joint ventures and associates	16.3	-	17.0	33.3	22.7	-	18.3	41.0
Financial interest in property assets	-	76.4	-	76.4	-	73.5	-	73.5
Inventories - trading property	215.2	993.5	40.1	1,248.8	224.0	992.6	39.1	1,255.7
Cash and cash equivalents	114.2	70.0	5.1	189.3	159.4	92.2	5.4	257.0
Other assets	6.5	6.1	37.4	50.0	4.3	5.6	38.7	48.6
Total Assets	1,902.9	1,169.9	99.6	3,172.4	2,047.7	1,188.2	101.5	3,337.4
Interest-bearing loans and borrowings	(770.6)	(472.2)	(34.0)	(1,276.8)	(774.0)	(447.6)	(26.2)	(1,247.8)
Deferred and contingent tax liabilities	(22.2)	(79.4)	(5.0)	(106.6)	(25.5)	(88.8)	(6.2)	(120.5)
Other liabilities	(41.9)	(7.8)	(31.2)	(80.9)	(34.6)	(7.7)	(28.0)	(70.3)
Total Liabilities	(834.7)	(559.4)	(70.2)	(1,464.3)	(834.1)	(544.1)	(60.4)	(1,438.6)
Net assets	1,068.2	610.5	29.4	1,708.1	1,213.6	644.1	41.1	1,898.8

* Includes regulated tenancy portfolio and CHARM portfolio..

	HY19			HY20		
	Earnings £m	Shares millions^	Pence per share	Earnings £m	Shares millions^	Pence per share
Earnings per IFRS income statement	54.3	548.5	9.9	49.6	628.0	7.9
Adjustments to calculate adjusted EPRA Earnings:						
Changes in value of investment properties, development properties held for investment and other interests	(22.0)	-	(4.0)	(15.0)	-	(2.4)
Profits or losses on disposal of investment properties, development properties held for investment and other interests	(1.8)	-	(0.3)	(0.7)	-	(0.1)
Profits or losses on sales of trading properties including impairment charges in respect of trading properties	(21.7)	-	(3.9)	(17.1)	-	(2.7)
Goodwill impairment	12.7	-	2.3	-	-	-
Changes in fair value of financial instruments and associated close-out costs	-	-	-	0.3	-	-
Acquisition costs on share deals and non-controlling joint venture interests	3.0	-	0.6	-	-	-
Adjustments in respect of joint ventures	(9.8)	-	(1.8)	(1.1)	-	(0.2)
Adjusted EPRA Earnings/Earnings per share	14.7	548.5	2.8	16.0	628.0	2.5

^Adjusted EPRA earnings have been divided by the weighted average number of shares in issue, including dilutive shares that may potentially be issued in relation to share option schemes and contingent share awards for the period.

EPRA NAV & NNNAV

Originate

Invest

Operate

	FY19			HY20		
	Net assets £m	Shares millions^	Pence per share	Net assets £m	Shares millions^	Pence per share
NAV from the financial statements	1,223.5	613.8	199	1,425.8	675.2	211
Revaluation of other non-current investments	6.5	-	1	6.5	-	1
Revaluation of trading properties	548.8	-	90	553.6	-	82
Fair value of financial instruments	14.4	-	2	14.1	-	2
Deferred tax	27.7	-	5	30.1	-	5
EPRA NAV/EPRA NAV per share	1,820.9	613.8	297	2,030.1	675.2	301
Fair value of financial instruments	(14.3)	-	(2)	(14.1)	-	(2)
Fair value of debt	(19.4)	-	(3)	11.9	-	2
Deferred tax	(121.0)	-	(20)	(135.3)	-	(21)
EPRA NNNAV/EPRA NNNAV per share	1,666.2	613.8	272	1,892.6	675.2	280

^EPRA NAV and EPRA NNNAV have been divided by the number of shares in issue at the end of the period.

EPRA NRV, EPRA NTA and EPRA NDV

Originate

Invest

Operate

	FY19			HY20		
	EPRA NRV £m	EPRA NTA £m	EPRA NDV £m	EPRA NRV £m	EPRA NTA £m	EPRA NDV £m
IFRS Equity attributable to shareholders	1,223.5	1,223.5	1,223.5	1,425.8	1,425.8	1,425.8
Diluted NAV	1,223.5	1,223.5	1,223.5	1,425.8	1,425.8	1,425.8
Include:						
Revaluation of other non-current investments	6.5	6.5	6.5	6.5	6.5	6.5
Revaluation of trading properties	557.1	455.5	455.5	562.7	448.4	448.4
Diluted NAV at fair value	1,787.1	1,685.5	1,685.5	1,995.0	1,880.7	1,880.7
Exclude:						
Deferred tax in relation to fair value gains of IP	19.4	19.4	-	21.0	21.0	-
Fair value of financial instruments	14.4	14.4	-	14.1	14.1	-
Goodwill as per the IFRS balance sheet	-	(0.5)	(0.5)	-	(0.5)	(0.5)
Intangibles as per the IFRS balance sheet	-	(10.7)	-	-	(16.5)	-
Include:						
Fair value of fixed interest rate debt	-	-	(19.3)	-	-	11.9
NAV	1,820.9	1,708.1	1,665.7	2,030.1	1,898.8	1,892.1
Fully diluted number of shares	613.8	613.8	613.8	675.2	675.2	675.2
NAV pence per share	297	278	272	301	281	280

Debt facilities

Originate

Invest

Operate

	Lender	Size	Facility Drawn	Maturity
Core Facilities:				
Corporate Bond	Listed	£350m	£350m	Apr 2028
Revolving Credit Facility	HSBC, NatWest, Barclays	£330m	£251m	Aug 2024
Term Debt	HSBC, NatWest	£200m	-	Mar 2022
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		£1,240m	£911m	
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		£1,590m	£1,261m	

Future reporting dates

Originate

Invest

Operate

2020

Capital Markets Day & Trading update	29 September
Full year results	19 November

2021

AGM / Trading update	10 February
Half year results	13 May
Trading update	September
Full year results	18 November