

	Page
Highlights	3
Results and financial review	5
Valuation and portfolio analysis	17
Portfolio activity	24
Market summary	33
Projects	37
Outlook	51
Appendices	53
Disclaimer	76

Presentation: John Burns, Damian Wisniewski, Simon Silver, Paul Williams, Nigel George, David Silverman

# **John Burns**



# **Highlights**



» Strong performance across the business





» Continued successful letting activity



» Good progress on the development pipeline



# **Damian Wisniewski**



	Jun 2011	Dec 2010	Jun 2010
Total portfolio at fair value	£2,600.2m	£2,426.1m	£2,150.2m
EPRA net asset value per share <sup>1</sup>	1,621p	1,474p	1,356p
Gross property income	£62.5m	£119.4m	£57.4m
EPRA profit before tax <sup>2</sup>	£26.6m	£55.2m	£26.3m
Underlying profit before tax <sup>2,3</sup>	£25.0m	£53.7m	£25.6m
EPRA earnings per share	25.88p	52.89p	24.72p
Interim dividend per share	9.45p	8.75p	8.75p
Net debt	£904.5m	£887.8m	£749.2m
Loan to value (LTV) ratio	34.2%	35.7%	33.8%
Balance sheet gearing	54.4%	59.4%	55.1%
Interest cover ratio	312%	328%	320%

» Appendices 1, 2 and 5

<sup>&</sup>lt;sup>1</sup> On a diluted basis

<sup>&</sup>lt;sup>2</sup>See Appendix 2 for reconciliation to IFRS profit before tax

<sup>&</sup>lt;sup>3</sup> Previously 'adjusted recurring profit before tax'

	Jun 2011 £m	Dec 2010 £m	Jun 2010 £m
Investment property <sup>1</sup>	2,496.5	2,373.3	2,105.0
Owner-occupied property <sup>1</sup>	16.4	15.2	14.0
Other non-current assets	61.1	56.4	49.2
	2,574.0	2,444.9	2,168.2
Non-current assets held for sale	45.4	-	-
Trading properties	-	-	1.0
Other current assets and liabilities	(27.1)	(26.0)	(13.9)
Cash and cash equivalents	7.3	7.2	3.4
Bank overdraft	(7.5)	(5.6)	(2.7)
Financial liabilities - current	(32.5)	-	-
Corporation tax liability	(2.7)	(3.3)	(3.4)
	(62.5)	(27.7)	(15.6)
Financial liabilities - non-current	(871.8)	(889.4)	(749.9)
Other non-current liabilities	(23.7)	(33.1)	(42.0)
	(895.5)	(922.5)	(791.9)
Total net assets	1.661.4	1,494.7	1,360.7
Minority interests	(50.3)	(45.9)	(41.6)
Attributable to equity holders	1,611.1	1,448.8	1,319.1

<sup>&</sup>lt;sup>1</sup> June 2010 and December 2010 figures have been restated for the accounting policy change for owner-occupied property

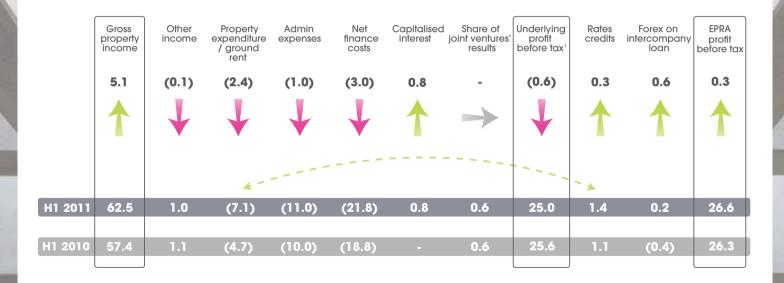
<sup>»</sup> Appendix 1

- » Shareholders' funds up by 11.2%
  - > To £1.61bn from £1.45bn
- » Net debt increased
  - > To £904.5m from £887.8m
  - > £28.0m (net) invested in the portfolio
- » LTV and balance sheet gearing ratios
  - > Reduced from 31 December 2010 as a result of property valuation surplus

# Debt, net assets and gearing



	Half year ended Jun 2011 £m	Half year ended Jun 2010 £m
Gross property income Other income Property outgoings	62.5 Property outgoings (7.1) Rates credits 1.4 (5.7)	57.4 1.1 (4.7) (3.6)
Net property income	57.8	54.9
Total administrative expenses Revaluation surplus <sup>1</sup> Profit on disposals	Admin expenses (11.0) (11.2) Cash-settled options (0.2) 117.3	(10.0) 0.5 (9.5) 197.5
Net finance costs Foreign exchange gain/(loss) Joint venture results Derivatives fair value adjustment	(21.0)  JV revaluation Other JV profit  0.3 0.6  0.9 7.8	$ \begin{array}{c} (18.8) \\ (0.4) \\ 0.6 \\ \end{array} $ $ \begin{array}{c} 1.3 \\ (10.9) \end{array} $
IFRS profit before tax	173.3	214.1



<sup>&</sup>lt;sup>1</sup> Previously 'adjusted recurring profit before tax'. A reconciliation of the EPRA and underlying profit before tax to the IFRS profit before tax is shown in Appendix 2.

# **Group income statement**

	H1 2011 £m	H1 2010 £m
Rental income	60.0	55.6
Surrender premiums received	0.4	0.3
SIC15 lease incentives	2.1	1.5
	62.5	57.4

# » Gross property income in H1 2011 increased by £5.1m compared to H1 2010

Property acquisitions include £4.5m from Central Cross

Lettings and reviews include Angel Building (£2.2m), Strathkelvin Retail Park (£0.5m) and Charlotte Building (£0.4m)

Voids include Angel Building (£1.0m), 88 Rosebery Avenue (£0.6m) and Riverwalk House (£0.6m)

	H1 2011 £m
Property acquisitions	4.9
n) — Lettings and reviews	5.2
Voids, breaks and expiries	(5.1)
Other	0.1
	5.1

"Recurring" property outgoings increased by £1.4m mainly due to void costs at the Angel Building

£1.3m surrender premium paid at 210 Old Street

Dilapidation receipts received at 88 Rosebery Avenue (£0.8m) and Riverwalk House (£0.6m)

•	H1 2011 £m	H1 2010 £m
Property outgoings	6.5	5.1
Surrender premiums paid	2.0	0.1
Dilapidation receipts	(1.4)	(0.5)
Rates credits	(1.4)	(1.1)
	5.7	3.6

## Like-for-like rental income<sup>1</sup>

	Gross	Net
Compared to H1 2010	+2.4%	+2.9%
Compared to H2 2010	+2.2%	+2.6%

- » Increase in net debt
  - > By £16.7m to £904.5m
- » Net cashflow movement in investment property portfolio

	H1 2011 £m	H1 2010 £m
Acquisitions	(91.3)	(1.3)
Capex	(15.7)	(29.6)
Disposal proceeds	79.0	0.3
	(28.0)	(30.6)

- » Disposal proceeds of c. £48m in H2 2011 to date
- » Forecast capital expenditure
  - > c. £47m in 2011 and c. £125m in 2012
  - > Further details can be found in Appendix 19

# **Convertible bonds**

- » £175m 2.75% unsecured convertible bonds repayable July 2016
  - > Launched May 2011 and issued June 2011
- » Initial conversion price £22.22; 30% premium to reference share price of £17.09

# **Income statement presentation**

	2011 £m	2012 £m
Interest payable	2.8	4.8
Discount amortisation	1.3	2.2
IFRS finance costs	4.1	7.0

# **Balance sheet presentation**

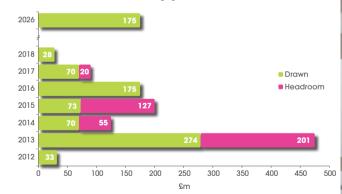
	Gross £m	Issue costs £m	Net at issue £m	Amortisation £m	30 June 2011 £m
Borrowings	165.4	(4.6)	160.8	0.2	161.0
Equity	9.6	(0.2)	9.4	-	9.4
	175.0	(4.8)	170.2	0.2	170.4

	Jun 2011	Dec 2010	Jun 2010
Gearing			
LTV ratio	34.2%	35.7%	33.8%
Balance sheet	54.4%	59.4%	55.1%
Interest cover ratio	312%	328%	320%
Interest cover ratio - excluding capitalised interest	302%	328%	320%
Total facilities	£1,310m	£1,135m	£1,145m
Unutilised committed facilities	£405m	£261m	£416m
Unutilised facilities drawable	£402m	£245m	£375m
Uncharged properties	£541m	£484m	£370m

# £100m bilateral facility expiring in 2013 extended to 2015

- » Refinancing commenced for other debt maturities in 2013
- » Substantial headroom under financial covenants
- » Weighted average maturity 4.9 years (June 2010: 4.8 years)

# Maturity profile of loan facilities<sup>1</sup>

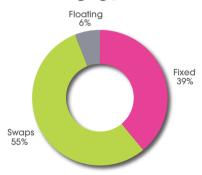


<sup>&</sup>lt;sup>1</sup> Excludes £10m overdraft facility

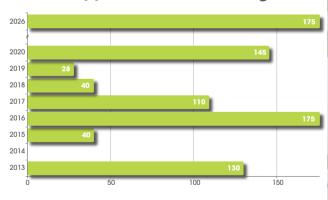
<sup>»</sup> Appendices 4 and 5

	Jun 2011	Dec 2010
Proportion of drawn facilities at fixed rates or hedged	94%	70%
Weighted average length of swaps	5.7 years	6.1 years
Spot weighted average cost of drawn facilities <sup>1</sup>	4.66%	4.34%
Spot weighted average cost of drawn facilities <sup>2</sup>	4.90%	4.34%

# **Hedging profile**



# Maturity profile of fixed and hedged debt



<sup>1</sup>Convertible bonds at 2.75% <sup>2</sup>Convertible bonds on IFRS basis

# **Nigel George**

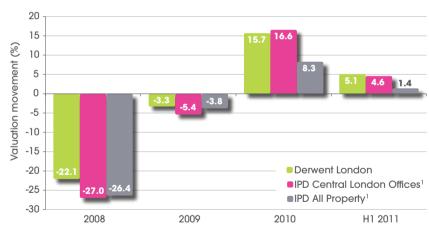


- » Strong underlying valuation growth
  - > 5.1% in H1 2011
  - > 5.9% if completed H1 2011 disposals included
- » Total property return
  - > 7.9% in H1 2011
- » Development properties valued at £132.3m
  - > 18.8% underlying capital growth in H1 2011
    - > Principally Victory House W1

	Portfolio valuation £m	H1 valuation movement %
West End	1,907.8	5.4
City Borders	487.3	4.9
Central London	2,395.1	5.3
Provincial	113.7	1.1
Underlying	2,508.8	5.1
Acquisitions	91.4	2.8
Investment portfolio	2,600.2	5.0

- » Outperformance against IPD Central London Office Index<sup>1</sup>
  - > IPD capital growth 4.6%
  - > IPD total return 7.2%
- » Average capital values remain low
  - > Portfolio £478 psf
  - > West End Central £578 psf

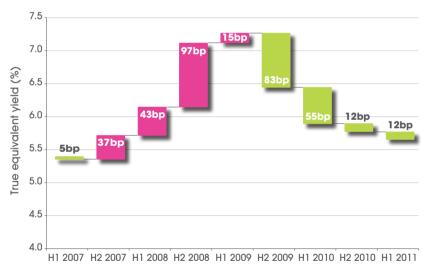
# **Valuation performance**



<sup>1</sup> Quarterly Index

- » EPRA yields<sup>1</sup>
  - > Net initial 4.3%
  - > 'Topped-up' net initial 5.2%
- » True equivalent yield 5.65%
  - > Tightened by 12bp in H1 2011
- » Strong reversionary element at £46.6m
  - > £18.9m via contracted uplifts
  - > Detailed in Appendix 9

# Yield movement profile



<sup>&</sup>lt;sup>1</sup>Calculated in accordance with EPRA guidelines

- » Rental growth trend continued in H1 2011
  - > Underlying 4.0% (H2 2010: 2.8%)
- » 9.7% rental growth in last 18 months
  - > 17.9% fall in previous cycle
- » Low average office rents
  - > West End £27.16 psf
  - > Central London £25.82 psf
  - > Rents moving forward

# Rental value growth



» Appendices 7 and 14

**Vacancy rates** 

- » Vacancy rate<sup>1</sup> by rental value 4.0% at June 2011
  - > Decreased from 5.9% at December 2010
- » Post half year lettings and space under offer will reduce the vacancy rate to 1.1%
  - > Mainly due to lettings at Angel Building

8

Jun-06

- » Current on site projects of 307,000<sup>2</sup> sq ft
  - > Rental value £10.5m pa
  - > Would take vacancy rate to c. 7%3

# 7 8 9 5 Derwent London (by rental value)

Jun-08

Jun-09

Derwent London (by floor area)
- CBRE West End offices (by floor area)

Jun-07

» Appendices 10 and 19

Jun-10

Jun-11

<sup>&</sup>lt;sup>1</sup>Space available for letting

<sup>&</sup>lt;sup>2</sup> Projects on site less Victory House W1, 48,000 sq ft

<sup>&</sup>lt;sup>3</sup> After taking into account the pre-let at 88 Rosebery Avenue EC1

# » Strong record of tenant retention

# » 2011 expiries/breaks

- Exposure of £10.8m pa equating to 9% of rental income
- > £4.8m pa related to identified projects
  - Mainly Riverwalk House SW1 and Hampstead Road NW1
- > Of £6.0m pa remaining:
  - > 77% retained, 17% re-let, 6% vacant

# » Portfolio average lease length

> 7.2 years

# Lease expiry and break analysis<sup>1</sup>



<sup>1</sup> Figures as at reporting date

» Appendix 15

# **John Burns**



# **Lettings**

- » 51 H1 lettings, totalling 264,800 sq ft at £8.5m pa
  - > Previous income of £2.9m pa at December 2010
  - > £7.0m pa of open-market lettings
  - > £1.5m pa of short-term lettings at our future development properties
- » Open-market lettings in H1
  - > 9.6% above December 2010 ERV
- » Activity post half year
  - > 107,400 sq ft let at £4.1m pa
    - > Including Expedia at Angel Building EC1 81,300 sq ft
- $^{\scriptscriptstyle \rm N}$  31 rent reviews/lease renewals totalling 177,700 sq ft at £4.7m pa
  - > 13.9% above previous rents

# **Angel Building EC1**

Four lettings Rent: £1.6m pa Office rent: £40 to £42 psf Area: 41,600 sq ft



### **Holden House W1**

Tenant: Envy Post Production Rent: £0.3m pa - £40 psf Area: 7,100 sq ff



### 1 Maple Place W1

Tenant: Keyhaven Capital Rent: £0.5m pa - £41 psf Area: 11,500 sq ft



### 12 Fitzroy Street W1

Tenant: Efficient Frontier Rent: £0.4m - £40 psf Area: 8,800 sq ft



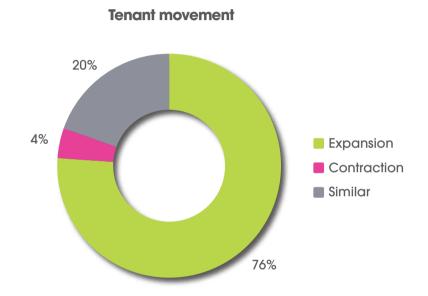
# **Letting analysis 2011**

# » Positive signs

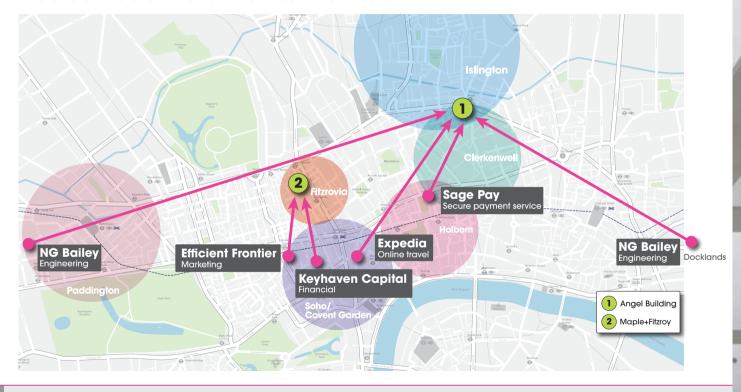
- > 76% of lettings were to occupiers seeking expansion space
- > Only 4% contraction

# » Active portfolio asset management

> 18% of lettings from tenants within the portfolio



» Our brand attracts tenants from their traditional locations



# **Angel Building EC1**

- » 95% let within 10 months
- » Rental income when fully let £10.5m

### **Cancer Research UK**

Moved from 5 buildings in Holborn Area: 125,500 sq ft Rent: \$5.0m pa - \$41 psf



# Expedia

Moved from Covent Garden Area: 81,300 sq ft Rent: £3.3m pa - £40/£42.50 psf



### **NG Bailey**

Moved from Docklands and Paddington Area: 17,000 sq ft Rent: £0.7m pa - £40 psf



## Sage Pay

Moved from Holborn Area: 12,500 sq ft Rent: £0.5m pa - £42 psf



# **Disposals**

- » Disposals 2011 to date gross proceeds £127.2m
  - > Opportunistic
- » H1 completions gross proceeds £79.0m
  - > 38% above December 2010 valuation
- » Profit £21.5m
- » Net initial yield 3.3%

### **Covent Garden Estate WC2**

Five buildings: 71,900 sq ff Gross proceeds: £68.0m Income: £2.5m pa



### 79-89 Pentonville Road N1

Warehouse building: 35,600 sq ff Gross proceeds: £11.0m Income: £0.2m pa



# **Disposals**

# » H2 completions - gross proceeds £48.2m

- > 34%1 above December 2010 valuation
- » Profit c. £12m
- » Net initial yield 0.9%

### **Victory House W1**

Pre-sale of refurbishment project 48,000 sq ft mixed-use building Sold to UCLH Charity Gross proceeds: £37.2m



### 18-30 Leonard Street EC2

Cleared site with planning permission 35,000 sq ff residential (47 units) 20,000 sq ff offices
Gross proceeds: £11.0m



<sup>&</sup>lt;sup>1</sup> After adjusting for 2011 capex

# **Acquisitions**

- » £87.5m¹ of acquisitions in H1 2011
- » Off-market transactions
- » Refurbishment opportunities
- » Other
  - > Morelands Buildings EC1
    - > Headlease regear
  - > 423 Caledonian Road N7 £5.6m
    - Adjacent to existing ownership, Balmoral Grove

### 1 Page Street SW1

118,000 sq ff vacant building £45.0m before costs Capital value: £380 psf Major refurbishment now on site



# Network Building W1<sup>2</sup>

64,000 sq ft corner building
Derwent owned freehold
Headlease acquired - £31.0m before costs
Income: £2.1m pa³
Net initial yield: 6.0% ³
Capital value: £532 psf³

Potential for future refurbishment



<sup>1</sup>Before costs <sup>2</sup>95-100 Tottenham Court Road <sup>3</sup>Merged interest

# **John Burns**



### H1 2011 Outlook

Take-up





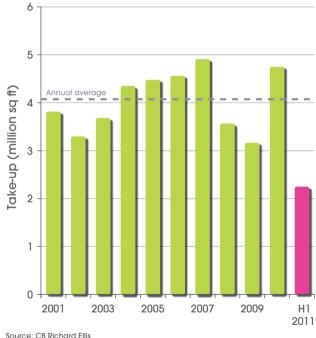
# Take-up of 2.3m sq ff in H1 2011

- > 9% above long-term average
- > Third consecutive half year of above average take-up

# » Key note for Derwent.....

- > Strong demand from the technology and media sector
  - > Design-led businesses our brand of space
- > Strong letting activity in our villages such as North of Oxford Street

# **West End take-up**



» Appendices 16 and 18

### H1 2011 Outlook

Vacancy rate 🗼 🛶

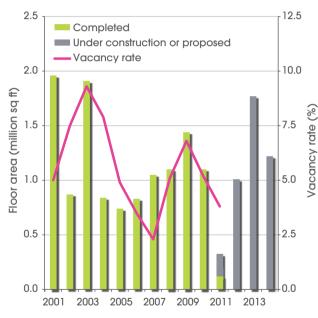
# » A supply-demand imbalance

- > Vacancy rate of 3.8% below average
- > Limited development pipeline H2 2011 completions of 0.21m sq ft long-term average of 0.6m sq ft

# » Key note for Derwent.....

- > 0.45m sq ft of projects either on site or due to commence in 2011
- > Flexible long-term development pipeline

# West End development pipeline



Source: CB Richard Ellis

» Appendix 17

### H1 2011 Outlook



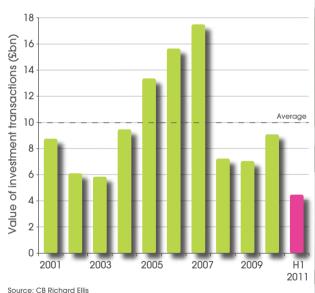
# London - a strong international investment market

- > H1 transactions £4.5bn in line with the long-term average
- > Low level of distressed sales in central London
- > Slight yield compression in H1 but limited scope for further reductions

# **Key note for Derwent.....**

- > Opportunistic approach to recycling capital
- > A strong balance sheet to fund acquisitions

### **Central London office investment**



## **Simon Silver**



### » 2011 programme

- > 450,000<sup>1</sup> sq ft project capex of c. £71m
  - > 355,000<sup>1</sup> sq ft on site at June 2011 five schemes
  - > 95,000 sq ft commencing in H2 2011 two schemes

## » Planning decisions awaited in H2 2011 on projects totalling 784,000 sq ft

- > 80 Charlotte Street W1
- > City Road Estate EC1
- > Turnmill EC1
- > Central Cross W1

## » Key planning applications for submission in 2011

- > 1 Oxford Street W1 277,000 sq ft
- > Riverwalk House SW1 148,000 sq ft
- » Project timing and capex details see Appendices 19 and 20

<sup>&</sup>lt;sup>1</sup>Includes Victory House W1, 48,000 sq ff, which was sold post 30 June 2011 for £37.2m

## **Projects on site**

### 1 Page Street SW1

118,000 sq ft offices Delivery: 2012

Rental value: c. £47.50 psf

Capex: c.£18m



### 2-14 Pentonville Road N1

55,000 sq ft offices
Delivery: 2012
Rental value: c. £35 psf
Capex: c. £11m



### **Woodbridge House EC1**

85,000 sq ft offices
Delivery: 2012
Rental value: c. £40 psf
Capex: c. £15m



# 1 Page Street SW1

## » Acquired March 2011

## » Comprehensive refurbishment

- > 118,000 sq ft offices
- > Striking new entrance lobby
- > Generous ceiling heights
- > Ground and lower ground interconnectivity
- > New garden to rear



# 1 Page Street SW1

## » Timing

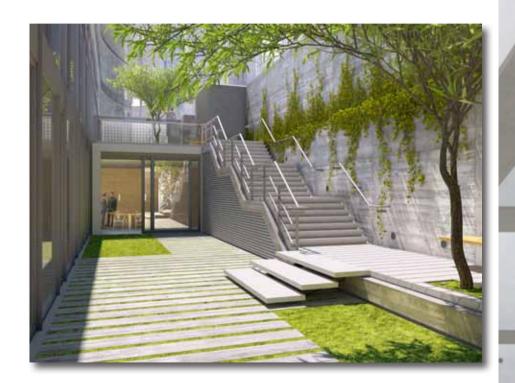
> Delivery 2012

### » Rental value

- > c. £47.50 psf
- > c. £4.9m pa

## » Capex

> c. £18m



### » Planning application 'called in' for determination by the Mayor of London

- > Decision expected September 2011
- > 320,000 sq ft offices
- > 47,000<sup>1</sup> sq ft residential
- > Creation of a new park

## » Timing

- > Delivery end 2015
- » Rental value
  - > c. £55 psf
- » Capex
  - > c. £125m



<sup>1</sup>Includes 31,000 sq ft of off-site residential at 63-65 Whitfield Street W1 and 1-8 Whitfield Place W1

# **Projects update - Riverwalk House SW1**

- » Planning submission Q3 2011
  - > 148,000 sq ft residential / retail
  - > comprising c. 120 units
- » In advanced negotiations to sell the site
  - > Conditional on planning
  - > Profit overage provision

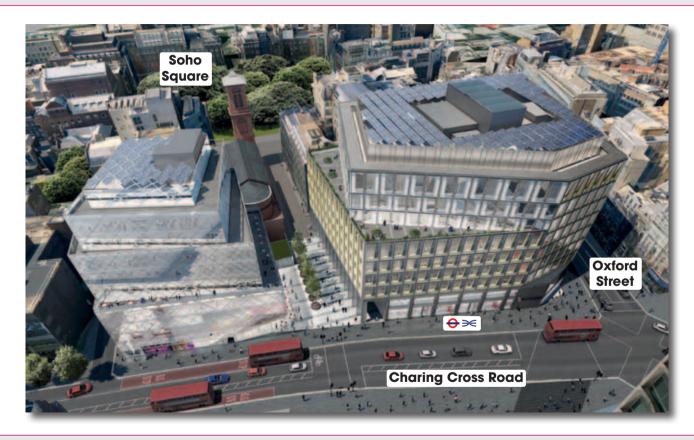


## **Projects update - 1 Oxford Street W1**

- » Derwent has the option to acquire the site upon completion of Crossrail works c. 2017
- » Masterplan finalised
  - > Planning submission H2 2011
- » Proposed new development over Crossrail station
  - > 277,000 sq ft offices, retail and theatre
  - > New public spaces
- » Major benefit for our nearby holdings
  - > Fitzrovia Estate
  - > Central Cross
  - > Holden House



# **Projects update - 1 Oxford Street W1**



# **Projects update**

### 132-142 Hampstead Road NW1

233,000 sq ft offices, 32,000 sq ft residential

Planning permission granted

Delivery: 2014 Capex: c. £87m



### **40 Chancery Lane WC2**

100,000 sq ft offices

Planning permission granted

Delivery: 2014 Capex: c. £41m



## **Projects update**

### **Turnmill EC1**

70,000 sq ft offices
Planning decision awaited
Delivery: 2014
Capex: c. £27m



### **City Road Estate EC1**

285,000 sq ft offices Planning decision awaited Vacant possession from 2012 Capex: c. £105m



## **Projects update - Grosvenor Place SW1**

- » Existing buildings 168,000 sq ft
- » Potential for major mixed use development
- » 1.5 acre site
- » Negotiations progressing with Grosvenor Estate, the freeholder
- » Possession from 2014



## **Awards**

## » Angel Building EC1

- > Shortlisted for the prestigious RIBA Stirling Prize
- > RIBA London Award 2011
- > BCO Refurbished / Recycled Workplace Award 2011
- > New London Architecture Award 2011

## » Fitzroy+Maple W1

- > RIBA London Award 2011
- > New London Architecture Award 2011







## **Projects summary**

- » Continue to advance our product design, sustainability and efficiency
- » Current and H2 projects totalling 450,000 sq ft
- » Progressing a number of major planning applications
- » 435,000 sq ft of schemes for 2012
- » Additional projects of 1.7m sq ft earmarked for 2013 onwards

## **John Burns**





- » Central London is the preferred location for investors
- » Our product is in demand



- » A flexible pipeline of projects
- » Strong financial position for acquisitions



» Mindful of the wider economic concerns





Ι.	Net asset value per snare	55
2.	Group income statement	56
3.	Like-for-like rental income	57
4.	Debt facilities	58
5.	Net debt	59
6.	Valuation performance by village	60
7.	Valuation drivers and rental value growth	61
8.	Valuation yields	62
9.	Portfolio reversion	63
10.	Vacant accommodation at half year	64
11.	Portfolio summary	65

12.	Portfolio statistics by village	66
13.	Annualised contracted rental income	67
14.	Rent banding and tenant profile	68
15.	Lease expiry profile and lease length	69
16.	Central London office supply and demand	70
17.	Central London office vacancy	71
18.	Central London office rental growth	72
19.	Projects summary 2011 to 2012	73
20.	Projects summary 2013+	74
21.	Management structure - executive team	75

# **Appendix 1 - Net asset value per share**

	£m	Basic p	Jun 2011 Diluted p	£m	Basic p	Dec 2010 Diluted p
Net assets attributable to equity shareholders Fair value of secured bonds Fair value of unsecured bonds	1,611.1 6.7 (7.6)	1,588	1,577	1,448.8 2.7 -	1,432	1,422
EPRA NNNAV Fair value of bonds Deferred tax on revaluation surplus Fair value of derivatives Fair value adjustment to secured bonds on acquisition less amortisation	1,610.2 0.9 8.8 17.4	1,587	1,576	1,451.5 (2.7) 8.6 25.0	1,434	1,425
EPRA adjusted	1,656.3	1,631	1,621	1,501.8	1,484	1,474

# **Appendix 2 - Group income statement**

	Half year ended Jun 2011 £m	Year ended Dec 2010 £m	Half year ended Jun 2010 £m
Profit before tax (IFRS)	173.3	352.8	214.1
Revaluation surplus	(117.3)	(298.1)	(197.5)
Joint venture revaluation surplus	(0.3)	(0.9)	(0.7)
Profit on disposal of properties	(21.5)	(0.9)	-
Fair value movement in derivatives	(7.8)	2.4	10.9
Movement in cash-settled share options	0.2	(0.1)	(0.5)
EPRA profit before tax	26.6	55.2	26.3
Foreign exchange movement on intercompany loan	(0.2)	0.2	0.4
Rates credits	(1.4)	(1.7)	(1.1)
Underlying profit before tax	25.0	53.7	25.6

# Appendix 3 - Like-for-like rental income

	Like-fo incre Against H1 2010 %		Properties owned throughout the period £m	Acquisitions £m	Disposals £m	Development property £m	Total £m
H1 2011 Rental income Property expenditure	2.4	2.2	50.2 (3.4)	4.9 (0.2)	1.4	5.6 (1.5)	62.1 (5.1)
<b>Net rental income</b> Other <sup>1</sup>	2.9	2.6	<b>46.8</b> 0.9	<b>4.7</b> -	1.4	<b>4.1</b> (0.1)	<b>57.0</b> 0.8
Net property income	2.1	0.6	47.7	4.7	1.4	4.0	57.8
H1 2010 Rental income Property expenditure			49.0 (3.5)	- -	1.4 (0.1)	6.7 (0.4)	57.1 (4.0)
<b>Net rental income</b> Other <sup>1</sup>			<b>45.5</b> 1.2	-	1.3	<b>6.3</b> 0.6	<b>53.1</b> 1.8
Net property income			46.7	-	1.3	6.9	54.9
H2 2010 Rental income Property expenditure			49.1 (3.5)	3.4 (0.4)	1.6 (0.1)	7.5 (1.3)	61.6 (5.3)
Net rental income Other <sup>1</sup>			<b>45.6</b> 1.8	3.0	1.5	<b>6.2</b> 0.1	<b>56.3</b> 1.9
Net property income			47.4	3.0	1.5	6.3	58.2

<sup>&</sup>lt;sup>1</sup> 'Other' includes surrender premiums paid or received, dilapidation receipts and other income

# **Appendix 4 - Debt facilities**

DERWENT LONDON

	Nomina		Maturity
	£m	£m	
6.5% secured bonds		175.0	March 2026
2.75% unsecured bonds		175.0	July 2016
Floating rate guaranteed unsecured loan notes		1.1	June 2012
Overdraft		10.0	On demand
Committed bank facilities			
Term <sup>1</sup>	28.0		June 2018
Term/revolving credit	90.0		December 2017
Revolving credit	100.0		November 2018
Revolving credit	100.0		April 2015
Term/revolving credit	125.0		April 2014
Revolving credit	100.0		November 2013
Term/revolving credit	375.0		March 2013
Term unsecured	31.4		June 2012
		949.4	
Total debt facilities		1,310.5	

<sup>»</sup> All facilities are secured unless noted otherwise

<sup>&</sup>lt;sup>1</sup>Subject to credit review in 2013

# **Appendix 5 - Net debt**

	£m	Jun 2011 £m	£m	Dec 2010 £m	£m	Jun 2010 £m
Overdraft		7.5		5.6		2.7
Financial liabilities - due within 1 year		32.5		-		-
Financial liabilities - due after more than 1 year	871.8		889.4		749.9	
Acquired fair value of secured bonds less amortisation	(17.6)		(17.9)		(18.2)	
Unamortised loan arrangement costs	4.2		4.4		2.2	
Leasehold liabilities	(7.4)		(7.4)		(7.4)	
Unamortised issue costs on unsecured bonds	4.4		-		-	
Equity component of unsecured bonds	9.6		-		-	
		865.0		868.5		726.5
Facilities - drawn		905.0		874.1		729.2
Facilities - undrawn		405.5		261.4		416.3
Total debt facilities		1,310.5		1,135.5		1,145.5
		Jun 2011 £m		Dec 2010 £m		Jun 2010 £m
Financial liabilities - due after more than 1 year - due within 1 year		871.8 32.5		889.4 -		749.9 -
Overdraft		7.5		5.6		2.7
Cash and cash equivalents		(7.3)		(7.2)		(3.4)
Net debt		904.5		887.8		749.2

## Appendix 6 - Valuation performance by village

DERWENT LONDON

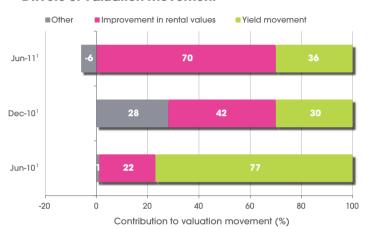
	Valuation Jun 2011 £m	Weighting Jun 2011 %	Valuation movement H1 2011 <sup>1</sup> %	Valuation movement H1 2011 <sup>2,3</sup> £m
West End Fitzrovia <sup>4</sup> Victoria Belgravia Baker Street/Marylebone Soho/Covent Garden Mayfair Paddington	970.3 363.9 132.9 123.5 115.7 54.9 32.7	37 14 5 5 5 2	4.7 4.2 0.2 7.5 3.9 8.3 0.2	43.5 12.6 0.3 8.6 4.4 4.2 0.1
West End: Central Islington/Camden Other West End: Borders	1,793.9 184.0 21.3 205.3	69 7 1 8	4.4 15.4 6.8 14.4	73.7 23.9 1.4 25.3
City Borders Old Street Clerkenwell Holborn Shoreditch Southbank Other	1,999.2 139.4 125.0 119.6 94.5 8.5 0.3	5 5 5 4 -	6.6 2.6 3.5 6.2 23.0	8.6 3.1 4.0 5.5 1.6
Central London Provincial Investment portfolio	<b>487.3 2,486.5</b> 113.7 <b>2,600.2</b>	19 96 4	4.9 5.3 1.1 5.1	22.8 121.8 1.3 123.1

<sup>&</sup>lt;sup>1</sup>Underlying - properties held throughout the period <sup>2</sup>Including acquisitions <sup>3</sup>Before lease incentive adjustments of \$4.6m <sup>4</sup>Includes Fitzrovia, Euston and North of Oxford Street

## **Appendix 7 - Valuation drivers and rental value growth**

DERWENT LONDON

### **Drivers of valuation movement**

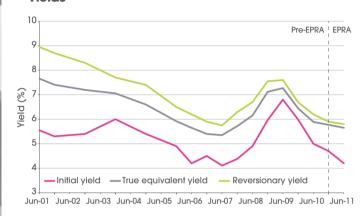


### **Rental value growth**

	H1 2010 %	H2 2010 %	<b>2010</b> %	H1 2011 %
West End City Borders	3.0 2.4	3.0 2.7	6.0 5.1	4.1 3.3
<b>Central London</b> Provincial	<b>2.9</b> (2.4)	<b>2.9</b> (0.2)	<b>5.8</b> (2.7)	<b>3.9</b> 6.5
Underlying	2.6	2.8	5.4	4.0

<sup>1</sup>Six month period

### **Yields**



**Initial yields** 

True equivalent yields

	Net initial yield¹ %	'Topped-up' net initial yield <sup>1</sup> %
West End City Borders	4.1 5.1	4.9 5.9
<b>Central London</b> Provincial	<b>4.3</b> 6.2	<b>5.1</b> 6.9
EPRA portfolio	4.3	5.2

Dec 2010 %	H1 movement basis points %	June 2011 %
5.57 6.46	(11) (22)	5.46 6.24
<b>5.75</b> 6.51	<b>(13)</b> 8	<b>5.62</b> 6.59
5.77	(12)	5.65

<sup>&</sup>lt;sup>1</sup> Calculated in accordance with EPRA guidelines

	Rental uplift £m	Rental per annum £m
Contracted rental income, net of ground rents		111.1
Contractual rental uplifts across the portfolio	18.9	
Vacant space - available to occupy <sup>1</sup>	6.2	
Vacant space - current schemes <sup>1</sup>	10.9	
Vacant space - held for schemes <sup>1</sup>	6.6	
Anticipated rent review and lease renewal reversion	4.0	46.6
Portfolio estimated rental value		157.7

## Appendix 10 - Vacant accommodation at half year

DERWENT LONDON

	Floor area '000 sq ft	Rental value per annum £m	Comment
Available to occupy			
Angel Building EC1	95	3.9	81,300 sq ft let to Expedia / 1,200 sq ft under offer
Tea Building E1	20	0.5	10,700 sq ft let / 4,100 sq ft under offer
55-65 North Wharf Road W2	18	0.4	· · ·
4-5 Grosvenor Place SW1	6	0.2	4,900 sq ft let
Strathkelvin Retail Park, Scotland	13	0.2	10,000 sq ft under offer
Other	40	1.0	
	192	6.2	
Current schemes			
1 Page Street SW1	118	4.9	
Woodbridge House EC1	85	2.7	
2-14 Pentonville Road N1	55	1.7	
Victory House W1	421	1.6	Sold post 30 June 2011
	300	10.9	
Held for schemes <sup>2</sup>			
Riverwalk House SW1	75	2.5	Building vacant. Proposed 148,000 sq ft scheme
132-142 Hampstead Road NW1	161	1.8	Building part vacant. Proposed 265,000 sq ft scheme
Other	118	2.3	
	354	6.6	
Total	846	23.7	

<sup>&</sup>lt;sup>1</sup>Income received on 6,000 sq ft. Total building area 48,000 sq ft <sup>2</sup> Rental value of existing building until the property becomes a current scheme

## **Appendix 11 - Portfolio summary**

	Valuation £m	Net contracted rental income £m pa	Average rental income £ psf	Vacant space rental value £m pa	Rent review/ lease renewal reversion £m pa	Total reversion £m pa	Estimated rental value £m pa
West End							
Central	1,793.9	75.8	29.36	13.5	13.6	27.1	102.9
Borders	205.3	3.0	7.54	5.7	6.9	12.6	15.6
0".	1,999.2	78.8	26.42	19.2	20.5	39.7	118.5
<b>City</b> Borders	487.3	26.8	22.50	4.3	1.9	6.2	33.0
bolders	407.3	20.0	22.30	4.3	1.9	0.2	33.0
Central London	2,486.5	105.6	25.31	23.5	22.4	45.9	151.5
Provincial	113.7	5.5	14.09	0.2	0.5	0.7	6.2
Investment portfolio	2,600.2	111.1	24.36	23.7	22.9	46.6	157.7

#### West End

Central: Belgravia, Mayfair, Soho, Covent Garden, Victoria, Fitzrovia, Euston, North of Oxford Street, Paddington, Baker Street, Marylebone Borders: Camden, Islington, Ladbroke Grove

City

Borders: Clerkenwell, Holborn, Shoreditch, Southbank, Old Street

Provincial Scotland

# **Appendix 12 - Portfolio statistics by village**

DERWENT LONDON

			Floor	Vacant floor	Net contracted	Average rental		Rent review/ lease renewal	Total	Estimated rental
	Valuation	Weighting	area		rental income	income	rental value	reversion	reversion	value
	£m	%	sq ft '000	sq ft '000	£m pa	£ psf	£m pa	£m pa	£m pa	£m pa
West End: Central										
Fitzrovia <sup>1</sup>	970.3	37	1,766	261	44.0	29.37	4.5	8.0	12.5	56.5
Victoria	363.9	14	603	208	12.4	31.33	7.7	2.0	9.7	22.1
Belgravia	132.9	5	168	6	5.3	33.90	0.3	1.7	2.0	7.3
Baker Street/Marylebone	123.5	5	214	5	6.0	28.79	0.2	1.0	1.2	7.2
Soho/Covent Garden	115.7	5	228	-	5.5	24.15	-	(0.2)	(0.2)	5.3
Mayfair	54.9	2	42	-	1.8	43.822		1.1	1.1	2.9
Paddington	32.7	I	85	25	0.8	15.74	0.8	-	0.8	1.6
	1,793.9	69	3,106	505	75.8	29.36	13.5	13.6	27.1	102.9
West End: Borders										
Islington/Camden	184.0	7	488	165	1.8	5.79	5.7	6.4	12.1	13.9
Other	21.3	1	82	-	1.2	14.36	-	0.5	0.5	1.7
	205.3	8	570	165	3.0	7.54	5.7	6.9	12.6	15.6
West End	1,999.2	77	3,676	670	78.8	26.42	19.2	20.5	39.7	118.5
City: Borders										
Old Street	139.4	5	390	6	7.8	20.31	0.2	1.0	1.2	9.0
Clerkenwell	125.0	5	378	125	6.4	25.99	3.4	(0.7)	2.7	9.1
Holborn	119.6	5	265	10	7.5	29.28	0.2	0.3	0.5	8.0
Shoreditch	94.5	4	287	20	4.8	17.88	0.5	1.2	1.7	6.5
Southbank	8.5	-	39	-	0.3	8.43	-	0.1	0.1	0.4
Other	0.3	-	2	2	-		-	-	-	-
City Borders	487.3	19	1,361	163	26.8	22.50	4.3	1.9	6.2	33.0
Central London	2,486.5	96	5,037	833	105.6	25.31	23.5	22.4	45.9	151.5
Provincial	113.7	4	401	13	5.5	14.09	0.2	0.5	0.7	6.2
Investment portfolio	2,600.2	100	5,438	846	111.1	24.36	23.7	22.9	46.6	157.7

<sup>&</sup>lt;sup>1</sup> Includes Fitzrovia, Euston and North of Oxford Street

<sup>&</sup>lt;sup>2</sup> If owner occupied area is excluded the average rental income is £62.49 psf

## Appendix 13 - Annualised contracted rental income

DERWENT LONDON

### » Annualised contracted rental income at 30 June 2011

- > Includes:
  - > Annualised rents under leases
- > Excludes:
  - > Rental movements on outstanding rent reviews and lease renewals
  - > Future contracted rental uplifts
  - > Future rent review increases where there is a contracted minimum level

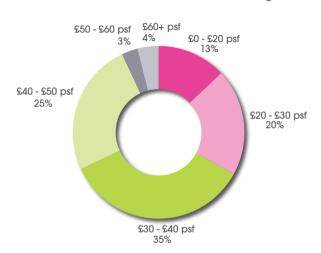
#### Reconciliation of contracted income Dec 10 to Jun 11



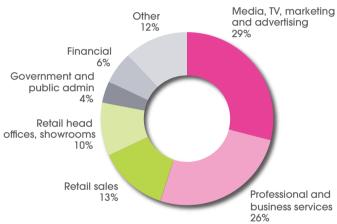
<sup>1</sup> Total renewal and rent review upliff was \$0.6m pa, however as some tenants are paying stepped rents, only the initial contracted income of \$0.1m pa is recognised at 30 June 2011

<sup>&</sup>lt;sup>2</sup> Total lettings were £8.5m pa, however as some tenants are in rent-free periods or are paying stepped rents, only the initial contracted income of £3.1m pa is recognised at 30 June 2011

### Central London office rent banding<sup>1</sup>



### Profile of tenants' business sector<sup>1</sup>



<sup>&</sup>lt;sup>1</sup>Expressed as a percentage of annualised rental income

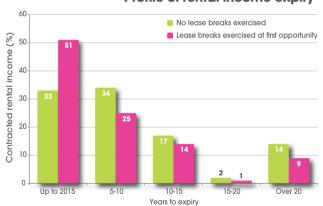
## Appendix 15 - Lease expiry profile and lease length

DERWENT LONDON

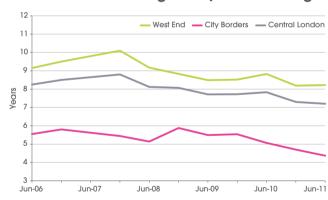
### Expiries and breaks as percentage of portfolio income<sup>1</sup>

	West End	City Borders	H2 2011		2013	2014	2015	Total
Expiries	4	1	5	3	9	4	4	25
Single breaks	1	1	2	5	6	7	1	21
Rolling breaks	1	2	3	2	-	-	-	5
	6	4	10	10	15	11	5	51

### **Profile of rental income expiry**



### Average unexpired lease length<sup>2</sup>

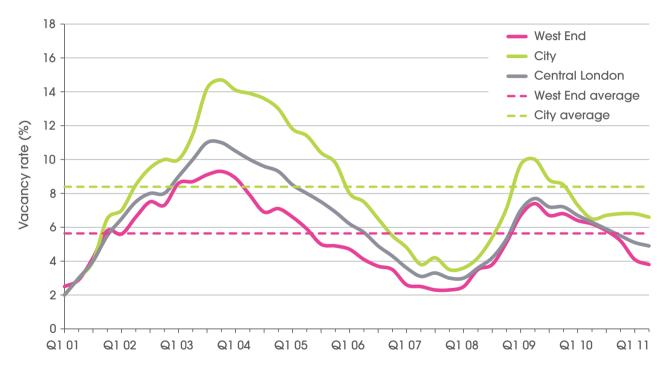


<sup>&</sup>lt;sup>1</sup>Based upon the annualised contracted rental income of £111.1m at 30 June 2011

<sup>&</sup>lt;sup>2</sup> Lease length weighted by rental income and assuming tenants' break at first opportunity

## Appendix 16 - Central London office supply & demand DERWENT ON DON





Source: CB Richard Ellis



# Appendix 19 - Projects summary 2011 to 2012

DERWENT LONDON

	Pre scheme area '000 sq ft	Proposed area '000 sq ft	2011 capex <sup>1</sup> £m	2012 capex <sup>1</sup> £m	2013+ capex <sup>1,2</sup> £m	Total capex¹ £m
On site at June 2011						
Victory House W1 <sup>3</sup>	48	48	5.1	-	-	5.1
1 Page Street SW1	118	118	3.6	13.9	0.7	18.2
2-14 Pentonville Road N1	45	55	4.1	6.5	0.4	11.0
88 Rosebery Avenue EC1	49	49	1.8	0.8	-	2.6
Woodbridge House EC1	75	85	1.2	13.2	0.7	15.1
	335	355	15.8	34.4	1.8	52.0
H2 2011						
Central Cross W1 - phases 1 and 2	54	62	1.1	11.7	0.5	13.3
Morelands Buildings EC1	24	33	1.5	3.6	1.0	6.1
	78	95	2.6	15.3	1.5	19.4
2011 programme	413	450	18.4	49.7	3.3	71.4
2012						
132-142 Hampstead Road NW1	230	265	4.6	39.9	42.6	87.1
40 Chancery Lane WC2	61	100	1.5	8.8	30.9	41.2
Turnmill EC1	41	70	0.8	5.0	21.1	26.9
	332	435	6.9	53.7	94.6	155.2
Completed			8.5	0.2	_	8.7
Other			13.1	20.9	6.0	40.0
Total	745	885	46.9	124.5	103.9	275.3

 $^1$ Excluding finance  $^2$ Excluding projects that commence in 2013 and beyond  $^3$  Sold post 30 June 2011 for £37.2m

	Pre scheme area '000 sq ft	Proposed area '000 sq ft	Vacant possession year	Comment
2013 onwards				
City Road Estate EC1	124	285	2012	Planning application submitted
80 Charlotte Street W1	233	367	2013	Planning application submitted
Balmoral Grove Buildings N1	49	163	2013	Appraisal studies
Grosvenor Place SW1	168	260	2014	Appraisal studies
55-65 North Wharf Road W2	78	313	2014	Consented scheme
Central Cross W1 - phase 3	24	39	2014	Appraisal studies
1 Oxford Street W1	-	277	c. 2017	Planning submission H2 2011
	676	1,704		
Other				
Riverwalk House SW1	75	148	Vacant	Planning submission H2 2011
Commercial Road E1	30	122	2012	Consented scheme
Wedge House SE1	39	80	2012	Renewing planning permission
Smaller schemes	40	62		Inc. Vauxhall Bridge Rd, Bishops Bridge Rd
	184	412		

John Burns Chief Executive

Simon Silver Property Director - Head of Regeneration

Damian Wisniewski Finance Director

Nigel George Property Director

Paul Williams Property Director

David Silverman Property Director

Tim Kite Company Secretary

Richard Baldwin Head of Development

Asim Rizwani Head of Property Management

Simon Taylor Head of Asset Management

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