

DERWENT LONDON

## Contents

	Page
Highlights	1
Financial review  Results 2006 Post merger proforma	2 6
Portfolio statistics - pre merger  Valuation performance Portfolio yields Lettings and activity	9 11 12
Derwent London - going forward	
Portfolio statistics - post merger  • Portfolio summary	15 16
Projects update  • Project pipeline	19
Disposals	34
Market summary	35
REIT      Benefits of conversion     Conversion process	37 38
Prospects	39
Conclusion	40
Appendices     Post merger proforma     Capital expenditure     Principal lettings 2006     Portfolio statistics by villages - post merger     Project pipeline map     Management structure - executive team	41 42 43 44 45 46 47
Disclaimer	48

Presentation: John Burns, Chris Odom, Simon Silver, Nick Friedlos, Paul Williams, Nigel George

## Highlights

- Adjusted net asset value 1,770p per share 33% increase.
- Adjusted profit before tax £16.4m 2% decrease.
- 2006 dividend 14.75p per share 8% increase.
- Total return for the year 33.6%.
- DVH and LMS merger completed 1st February to create Derwent London
   the leading focused Central London investment group.

### Results 2006

Group income statement.

	2006	2005
	£m	£m
<ul> <li>IFRS profit before tax</li> </ul>	242.8	150.4
<ul> <li>Exceptional items</li> </ul>		
<ul> <li>Development income</li> </ul>	11.6	-
<ul> <li>Finance costs</li> </ul>	18.1	-

Adjusted profit before tax

16.4

- 16.7
- · Adjustments include all valuation items, property disposal profits and exceptional items.
- Reflects underlying operating profit and cash flow.
- Profit trend reflects continued implementation of development pipeline.

### Results 2006

Group income statement.

- · Factors impacting on profit.
  - Gross property income: up £1.8m.
    - New lettings \$\dagger\$£3.6m.
      - Tea Building (£0.7m), The Johnson Building (£0.7m), Holden House (£0.6m).
    - Rent reviews \$\frac{1}{2}1.2m.
      - · Henry Wood House (£0.9m).
    - Surrender premium \$\,^2\,0.8m.
      - · North Wharf Road (£1.0m).
    - · Voids ↓£3.4m.
      - · Horseferry House (£0.9m), Kensal House/Portobello Dock (£0.7m), North Wharf Road (£0.5m).
    - Acquisitions \$\frac{1}{2}.0m.
      - Horseferry House (£1.0m), The Astoria (£0.5m).
    - Disposals ↓£2.4m.
      - · Woburn Place (£0.7m), Morley House (£0.5m), Berkshire House (£0.4m), Roger Street (£0.4m).

### Results 2006

Group income statement.

- Factors impacting on profit.
  - Property outgoings: up £2.0m.
    - - The Johnson Building (£0.6m).
    - Transaction costs ↓ £0.5m.
      - · Letting and legal fees (£0.4m).

    - · Ground rent ↓ £0.1m.
  - · Net property income: down £0.2m.
    - Excludes exceptional development income.

### Results 2006

Group income statement.

- Factors impacting on profit.
  - · Administration costs: up £1.3m.
    - Employment costs ↓ £0.9m.
  - Finance costs: down £1.1m.
    - Debenture stock ↑£0.5m, bank debt ↑£0.2m, finance leases ↑£0.4m.
  - · Valuation items.
    - Portfolio ↑ £223.3m, joint ventures ↑ £3.5m.
    - Derivatives ↑£3.2m.
  - · Disposal profits: down £6.7m.
    - · Proceeds ↓ £66.6m.

### Post merger proforma

Profit and loss account.

• Property income.

	Gross property income £m	Net property income £m
<ul> <li>Derwent Group¹</li> </ul>	51.3	46.4
· LMS Group <sup>2</sup>	54.2	48.4
	105.5	94.8

<sup>&</sup>lt;sup>1</sup> Year ended 31st December 2006.

#### · Administrative costs:

- Pre-merger combined overheads excluding exceptional items approximately £20 million.
- Full year savings on overheads estimated at £4.5 million.
  - This is net of ongoing additional costs.
- Savings in 2007 estimated at 50% of full year.
- · Acquisition costs expensed in 2007 approximately £3.3 million.

<sup>&</sup>lt;sup>2</sup>Annualised based on 10 months to 31st January 2007.

### Post merger proforma

#### Balance sheet.

- Post merger proforma fair value balance sheet (Appendix 1).
  - LMS portfolio valued 31st January 2007.
- Key figures.
  - Investment properties £2.5b.
  - Net debt £897.6m.
  - · Net assets £1.4b.
  - · Adjusted net asset value per share 1,723p.
  - · Gearing 64%.
- · Cost of acquisition.
  - Equity £912.9m, loan notes £32.5m, cash £12.2m.
  - · Goodwill written off £291.2m.

### Post merger proforma

Debt.	Commitment £m	Drawn £m	Maturity
Debentures			
6.5% secure bond	175.0	175.0	March 2026
9.7% mortgage	20.0	20.0	March 2018
Loan notes	32.5	32.5	February 2012
Bank facilities			·
Revolving credit facility	100.0	62.0	April 2013
Term/revolving credit facility	y 375.0	284.0	March 2013
Revolving credit facility	200.0	100.0	December 2011
Revolving credit facility	125.0	94.0	November 2009
Revolving credit facility	100.0	85.0	November 2008
Acquisition facility	22.5	12.2	February 2010
Miscellaneous	9.6	9.6	·
Overdraft	10.0	2.2	On demand
	1,169.6	876.5	

- Available facilities £293m.
- Interest rate protection.

Cover

	£m
Fixed	195
Derivatives	350
	545

62%

## Valuation performance

### Key points

Valuation

	Portfolio valuation £m¹	Valuation surplus £m¹	
Investment properties Development properties <sup>2</sup> Acquisitions	1,143.4 91.8 47.5	198.0 21.1 5.2	
	1,282.7	224.3	

- Performance from:
  - · Yield compression £103.6m.
  - Rental growth and management activity £94.4m.
- 29.8% valuation uplift of the development properties.
- Underlying valuation increase 21.6%.
  - West End 20.9%City 23.6%
- Rental growth 10% (5% in 2005).
  - West End 11%City 6%



<sup>&</sup>lt;sup>1</sup> Prior to the adjustment for lease incentives of £1.0m.

<sup>&</sup>lt;sup>2</sup> Horseferry House, Gresse Street, Rathbone Place, Portobello Dock, Leonard Street.

# Valuation performance By location

Weighting %		Valuation movement 2006 <sup>1</sup> %	Valuation surplus 2006 £m
West End			
Mayfair	5	46.6	18.7
Victoria	17	25.7	45.4
Noho	15	20.4	33.3
Belgravia	10	18.1	18.9
Soho/Covent Garden	20	18.0	37.5
Camden/Islington	3	10.7	3.1
Paddington	4	5.6	2.6
	74	20.9	159.5
City			
Holborn/Midtown	9	37.5	31.0
City borders	17	17.2	33.8
	26	23.6	64.8
	100	21.6	224.3

<sup>&</sup>lt;sup>1</sup>Underlying - properties held throughout the period.

### Portfolio yields

- Attractive reversionary yield profile.
- A 52 basis point hardening of the equivalent yield.
- Future yield enhancement principally through:
  - Active lease management.
  - Projects.
- Average lease length 8.5 years.

Yield profile	.1		
	Initial yield %	Reversionary yield %	Yield spread %
West End	4.4	5.7	1.3
City	4.9	6.4	1.5
Dec 2006	4.5	5.9	1.4
Dec 2005	4.9	6.5	1.6

True equivalent yields <sup>2</sup>					
	Dec 2005 %	June 2006 %	Dec 2006 %	Movement basis points	
West End	5.71	5.34	5.11	(60)	
City	6.66	6.40	6.15	(51)	
	5.92	5.65	5.40	(52)	

<sup>&</sup>lt;sup>1</sup> Yield to Derwent London at 31st December 2006 based upon an annualised contracted net rental income of £59.4m (includes Horseferry House pre-let rent £5.3m) and an estimated rental value of £78.8m. Adjusted for costs to complete commenced projects.

<sup>&</sup>lt;sup>2</sup> Including purchasers' costs.

# Lettings and activity

### Key points

- £12.6m of lettings 432,000 sq ft.
- The Johnson Building; £4.7m pa.
  - Faber Maunsell.
  - Grey Advertising.
  - Thomson Scientific.
  - Rents range from £35-£40 psf.

- Horseferry House; £5.3m pa.
  - Burberry.
  - · Prime rent £38 psf.

- In addition, Telstar pre-letting to Rio Tinto £4.95m pa.
  - 107,000 sq ft project on behalf of Prudential.
- Available space vacancy rate at year end 3%.
- Tenure improvement:
  - Riverwalk House, Argosy House and Kentish Town Road.
  - Unlocking development potential and adding to the pipeline.
- Planning permissions granted:
  - Leonard Street 56,000 sq ft residential/offices.
  - Wedge House 88,000 sq ft offices.



## Lettings and activity

- Additional properties acquired at Charing Cross Road Astoria and 17 Oxford Street.
  - A crucial element in the Mayor led regeneration of this vital West End location.
  - · An Oversite Development Agreement recently signed with Crossrail.
- Strong reversionary profile.

	Rental uplift per annum £m	Rental per annum £m
Contracted rental income, net of ground rent		54.1
Horseferry House pre-let income	5.3	59.4
Letting 110,000 sq ft vacant accommodation available at year end	2.4	61.8
Completion and letting 187,000 sq ft of projects	5.0	66.8
Anticipated rent reviews and lease renewals	12.0	78.8



### Going forward

### Key points

- The creation of the leading Central London REIT.
- 89% of the portfolio in Central London.
- Investment portfolio £2.5b.
  - LMS portfolio revalued at 31st January 2007 £1.2b.
    - A valuation increase of 5.1% since September 2006.
    - Central London 6.6%.
    - Provincial 0.6%.
- Annualised contracted net rental £113.4m pa<sup>1</sup> with considerable reversionary potential.
- Low average rents Central London £23.65 psf.
  - · West End £24.49 psf.
  - City £21.53 psf.
- Average weighted lease length 10.3 years.
  - West End 11.8 years.
- A current and future development programme of 3.4m sq ft.



<sup>&</sup>lt;sup>1</sup> Including Horseferry House pre-let - £5.3m pa.

# Portfolio summary By location

	Valuation £m	Weighting %	Floor area sq ft 000's	Vacant accommodation sq ft 000's
West End				
Central	1,586.0	63	2,782	228
Outer	154.7	6	571	106
City				
Central	13.3	1	47	37
Outer	494.2	19	1,348	147
Central London	2,248.2	89	4,748	518
<u>Provincial</u>				
Scotland	126.2	5	389	66
Other	157.8	6	557	31
Investment portfolio	2,532.2	100	5,694	615
Trading <sup>1</sup>	62.5	_	_	_
Joint ventures and other <sup>2</sup>	29.5	-	120	5
	2,624.2	-	5,814	620

#### West End

Central: Belgravia, Mayfair, Soho, Covent Garden, Victoria, Fitzrovia, Noho, Paddington, Baker Street, Marylebone. Outer: Camden, Islington, Portobello, Swiss Cottage.

#### City

Central: Core.

Outer: Clerkenwell, Holborn, Shoreditch, Southbank and borders.

<sup>&</sup>lt;sup>1</sup> Principally Greenwich site.

<sup>&</sup>lt;sup>2</sup> Derwent London's interest.

# Portfolio summary By income

	Net contracted rental income per annum £m	Average rental income £ per sq ft	Vacant accommodation rental value per annum £m	Rent review and lease reversions per annum £m	Portfolio estimated rental value per annum £m	Average unexpired lease length <sup>1</sup> Years
West End						
Central	65.2	26	11.1	18.4	94.7	12.4
Outer	8.1	17	1.6	1.3	11.0	6.1
City						
Central	0.2	16	_	_	0.2	3.0
Outer	25.7	22	2.9	2.5	31.1	6.0
Central London	99.2	24	15.6	22.2	137.0	10.2
<u>Provincial</u>						
Scotland	5.0	16	1.3	0.4	6.7	10.5
Other	9.2	18	0.3	0.2	9.7	10.6
Investment portfolio	113.4	22	17.2	22.8	153.4	10.3
Trading  Joint ventures and other	- 1.4	- 12	- 0.2	- 0.3	- 1.9	- 9.7
	1.4	12	0.2	0.3	1.9	9.1
	114.8	22	17.4	23.1	155.3	10.3

<sup>&</sup>lt;sup>1</sup> Lease length weighted by rental income and assuming tenants break at first opportunity.

### Portfolio summary Yield and income profile

True equivalent yield 5.41%.
West End 5.24%.
City 5.78%.
Provincial 6.00%.

Yield profile			
	Rental uplift £m	Rental per annum £m	Yield¹ %
Contracted rental income, net of ground rents		113.4	4.5
Vacant accommodation available/current schemes	17.2		5.0
Anticipated rent review and lease renewal reversions	22.8		5.9
Portfolio reversion		40.0	
Potential portfolio rental value		153.4	5.9

<sup>&</sup>lt;sup>1</sup> Yield to Derwent London based on valuation and adjusted for costs to complete commenced projects.

- Vacant accommodation
  - Qube<sup>2</sup> -108,000 sq ft
  - · Gresse Street<sup>2</sup> 47,000 sq ft
  - Strathkelvin<sup>2</sup> 64,000 sq ft
  - · Portobello Dock<sup>2</sup> 69,000 sq ft
  - · 186 City Road 39,000 sq ft
  - · 88 George Street<sup>2</sup> 16,000 sq ft
  - The Johnson Building<sup>3</sup> 11,000 sq ft

£17.2m.	<ul> <li>Reversions</li> </ul>	£22.8m.
£5.8m.	<ul> <li>Arup Phase 2 &amp; 3⁴</li> </ul>	£4.8m.
£2.6m.	Grosvenor Place - 2009	£1.9m.
£1.3m.	<ul> <li>Tea Building - various</li> </ul>	£1.2m.
£1.2m.	. 80 Tottenham Court Road - 2009	£0.6m.
£0.9m.		

£0.9m.

£0.5m.

<sup>&</sup>lt;sup>2</sup> Schemes <sup>3</sup> Available space.

<sup>&</sup>lt;sup>4</sup> Tenant currently paying £2.7m pa rising to £6.0m pa by 2009 and then rent review 2011.

# Project pipeline Key points

- Over 40% of the portfolio identified for the active development pipeline.
- A 3.4m sq ft development programme.
- Gross development value £2.7b.
- Potential capex circa £1.0b.
- Substantial development surpluses to come through.
- The importance of the Derwent design-led approach.
- A number of active management opportunities, which could release additional schemes.
  - Marriage value opportunities.
  - · Lease regears.



# Project pipeline Summary

Property	Proposed floor area 000's sq ft	Est capital expenditure to complete £m	Total cost¹ £m	Headline ERV £ per sq ft	Est rental value £m pa	Est yield %	Est end value £m	Est surplus to come £m	Anticipated completion
Current projects									
Telstar, W2 <sup>2</sup>	107	n/a	n/a	50.0	n/a	4.50	n/a	6.4	2007
Horseferry House, SW1	163	18.9	83.1	38.0	5.3	4.50	110	26.9	2008
Arup 2 & 3, W1	142	37.9	120.4	55.0	7.5	4.50	158	37.6	2009
Qube, W1	108	12.3	100.4	55.0	5.8	4.50	122	21.6	2007
Portobello Dock, W10	69	10.3	26.8	30.0	1.2	5.25	34	7.2	2007
Gresse Street, W1	47	16.3	36.0	55.0	2.6	4.75	54	18.0	2009
	636	95.7	366.7		22.4		478	117.7	
Projects with planning consent									
Leonard Street, EC2	56	13.0	21.7	32.5	0.5	5.50	28	6.3	2008
Wedge House, SE1	88	26.7	46.7	40.0	3.3	5.25	59	12.3	2009
Rosebery Avenue, EC1	37	7.0	16.1	40.0	1.2	5.50	21	4.9	2009
	181	46.7	84.5		5.0		108	23.5	
	817	142.4	451.2		27.4		586	141.2	

<sup>&</sup>lt;sup>1</sup>Comprising latest book value (which includes realised surplus to date), capex to complete, fees and notional interest until income producing.

<sup>&</sup>lt;sup>2</sup> Derwent London are development managers on behalf of Prudential.

# Project pipeline Summary

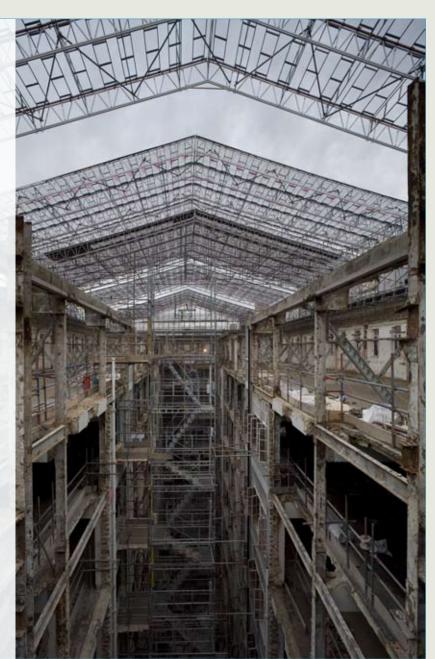
**Property** 

. reporty	Current rental income per annum £m	Existing floor area 000's sq ft	Proposed floor area 000's sq ft	Anticipated completion	Comments
Projects subject to planning consent					
Argosy House, W1 (F) <sup>1</sup>	0.9	31	33	2008	Feasibility.
Chancery Lane, WC2 (L)	1.2	62	107	2009	Planning application submitted.
Angel Centre, EC1 (F)	4.2	162	220	2009	Feasibility.
The Turnmill, EC1 (F)	0.6	44	58	2009	Proposed planning submission in 2007.
City Road Estate, EC1 (F)	1.3	100	247	2010	Planning application submitted.
North Wharf Road, W2 (L)	1.4	84	320	+2010	Planning application imminent.
Grosvenor Place, SW1 (L)	4.9	162	300	+2010	Proposed planning submission in 2007.
Charlotte Street, W1 (F)	3.2	200	300	+2012	Feasibility.
Charing Cross Road, WC2 (F)	3.6	107	300	+2012	Proposed planning application in 2007.
Tea Building, E1 (F)	1.5	144	300	+2012	Feasibility.
Riverwalk House, SW1 (F)	2.3	75	200	+2012	Feasibility.
Balmoral Grove, N1 (F)	0.4	53	189	+2012	Feasibility.
	25.5	1,224	2,574		

<sup>&</sup>lt;sup>1</sup> Tenure.

nvesting in Victoria

### Horseferry House, Horseferry Road, SW1



- 163,000 sq ft refurbishment completion 2008.
- Pre-let to Burberry 25 years with break at year 15.
  - · Rent £5.3m pa £38 psf on best space.
- December valuation £57.5m.
  - Valuation surplus in 2006 £18.6m.
  - 48% increase.
- Capex to complete £19m, excluding finance.
- End value @ 4.5% £110m.
- Substantial valuation surplus to come and good rental growth prospects.







Creative spaces - attracting lettings

### Arup Phase 2 & 3, Fitzroy Street & Howland Street, W1



- 142,000 sq ft development pre-let to Arup 25 years.
- Completion in two phases 2007 and 2009.
- Income £6.0m pa on completion £42 psf.
- Rent review 2011 ERV circa £55 psf £7.5m pa.
- January 2007 valuation £74.5m.
- Capex to complete £38m, excluding finance.
- End value @ 4.5% £158m.
- Opportunity for sustained valuation increases.







Improving office locations through investment

nvesting in Fitzrovia

### Qube, 90 Whitfield Street, W1



- Delivering new space to a tight West End market.
- Completion summer 2007.
- 100,000 sq ft offices/8,000 sq ft retail.
- January 2007 valuation £81.2m.
- Capex to complete £12m, excluding finance.
- ERV circa £55 psf £5.8m pa.
- End value @ 4.5% £122m.
- Development return to come through.







A shortage of new West End buildings

### 16-19 Gresse Street, W1



- 47,000 sq ft new development.
- 11 residential units in Rathbone Place.
- Planning issues being resolved.
- Completion 2008.
- Rental value £55 per sq ft £2.6m pa.
- Potential project surplus £18.0m 4.75% yield.







Making a location

## The Angel Centre, St John Street, EC1



- 162,000 sq ft existing.
- Let to BT, expiring 2010 £4.2m pa.
- Tenant not in occupation opportunity for early possession.
- Low capital value £303 per sq ft running yield 8.5%.
- Potential for additional space identified:
  - ground floor enlargement.
  - · courtyard infill.
  - top floor extension.
- Architects, AHMM instructed. Initial studies indicate potential for a 220,000 sq ft refurbishment.
- Similarities with The Johnson Building.

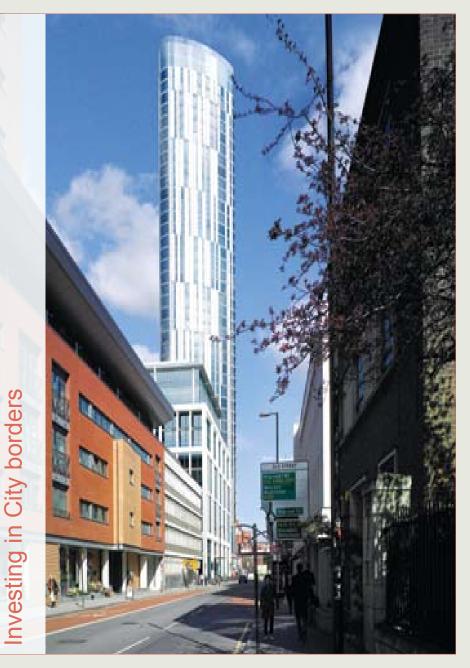






Achieving appropriate design solutions

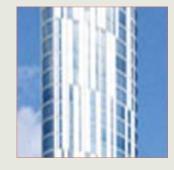
### City Road Estate, EC1



- Existing buildings 100,000 sq ft.
- Low capital value £238 psf.
- Multi-let £1.3m pa (£13 psf) rolling lease breaks.
- Three options under consideration:
  - Obtain planning on existing application.
    - · 235 apartments, 100,000 sq ft of commercial.
  - Consider a design with a greater office emphasis.
    - Leonard Street an option for affordable housing.
  - Work with existing buildings rolling refurbishment.
    - £30 per sq ft ERV circa £3m pa.
- Attractive performance potential.







An experienced approach

### 80 Charlotte Street and 23 Howland Street, W1



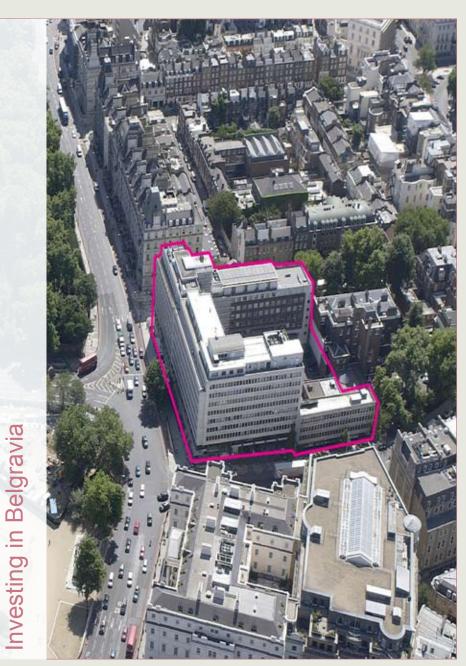
- Existing buildings 200,000 sq ft an island site.
- Let to Saatchi & Saatchi £20 per sq ft.
- Lease expiry 2013.
- Architectural studies initiated.
- Potential for a mixed use development of 300,000 sq ft.





Adding to the pipeline

### 1-5 Grosvenor Place, SW1



- A landmark West End location.
- In partnership with Grosvenor the potential for this exceptional site is being explored.
- Opportunity for a high architectural quality building.
- Existing floor area 162,000 sq ft.
- Initial massing studies indicate potential for 300,000 sq ft - comprising offices/residential.
- Planning submission scheduled for 2007.







A unique development opportunity

Paddington

nvesting

### North Wharf Road, W2



- The heart of Paddington adjacent to the station and canal.
- A Fletcher Priest innovative office design offering:
  - 250,000 sq ft offices.
  - 100 apartments.
- Planning submission imminent.
- Long leasehold interest.
- Break clauses inserted in all leases to allow possession from 2008.







Regenerating Paddington as a core office location

## Project pipeline

### Conclusion

- 0.8m sq ft of projects, current and with planning consent.
  - To deliver circa £140m of development surpluses.
- Projects subject to planning consent could deliver 2.6m sq ft.
  - · A doubling of the existing floor area.
- Total project pipeline 3.4m sq ft.
  - End development value £2.7b.
- Other important holdings could add to the pipeline:
  - Bush House, 108,000 sq ft.
  - · Henry Wood House, 80,000 sq ft.
  - 19-35 Baker Street, 77,000 sq ft.

## Marriage value opportunities





- 108,000 sq ft offices.
- Let until 2028.
- Fixed low income £25,000 pa.
- A significant refurbishment project.
- Architects instructed to evaluate.



88 Tottenham Court Road, W1

- 52,000 sq ft.
- · Retail/offices.
- Let until 2054.
- Fixed low income £4,000 pa.



95 Tottenham Court Road, W1

- 69,000 sq ft offices.
- · Retail/offices.
- Let until 2054.
- Fixed low income £6,000 pa.

### 19-35 Baker Street, W1

### Active management opportunity



- A 2 acre West End holding.
- A Portman joint venture.
- Main building let to Marks & Spencer expiry 2066.
  - not in occupation.
- 77,000 sq ft let at £40 psf.
- Potential for lease restructure.
- Long-term significant redevelopment potential.





### **Disposals**

- An orderly disposal programme.
- Provincial properties circa £300m.
  - · Current rental income £14m pa.
- Non-core vacant development sites circa £100m.
  - · Greenwich, SE10.
  - · Winchester Road, NW3.
  - · Brompton Road, SW3.
  - South Place, EC2.
- Smaller properties within the portfolio.



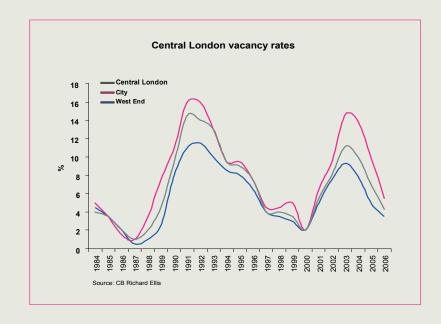
# Occupational market

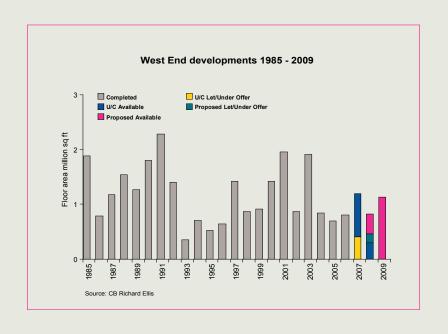
#### **West End**

- December 2006 vacancy rate 3.5% (2005 4.1%).
- A 5 year low.
- The dearth of supply is driving rents.
- 2006 take up at 4.2m sq ft (2005 4.3m sq ft).
- Set for another year of solid take up.
- Active pre-letting market.
- Rental growth prospects circa 10% for 2007.
- The "value" areas look attractive.

#### City

- December 2006 vacancy rate 5.5% (2005 9.8%).
- 2006 take up 6.1m sq ft (2005 5.2m sq ft).
- Highest level of take up since 2000.
- Active financial and professional services sectors.
- Delivery of space set to increase 2008/2009.

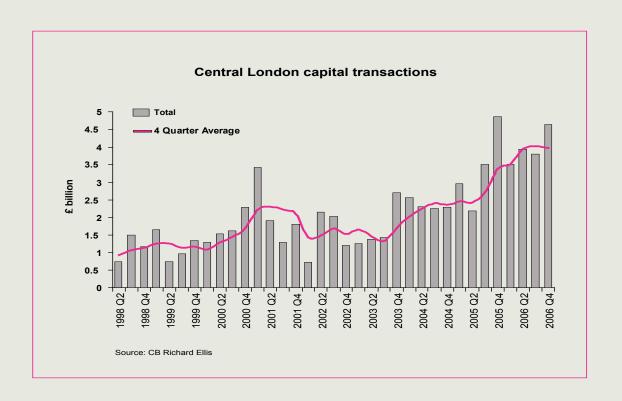




# Investment market

### **Central London**

- 2006 turnover at £15.7b (2006 £13.4b).
- Activity at record levels.
- Rental growth performance is meeting expectations.
- Vacancy levels continue to decrease positive outlook for next few years.
- A worldwide investor market recent strong interest from North American investors.
- Yields showing signs of levelling.



## REIT

#### Benefits of conversion

- A globally recognised structure for investors to gain exposure to the Group's portfolio.
- No tax on property rental income and chargeable gains on disposals.
- Elimination of latent CGT liability on the property portfolio (proforma post merger £293m).
- Group will benefit from immediate cash tax savings on a number of the non-core disposals.
- The Derwent London business model works in a REIT environment.

### REIT

## Conversion process

- Entry requirements will be satisfied:
  - . Balance of business test.
  - Gearing limits.
  - Shareholding limits.
  - Minimum distribution requirements.
- Target conversion date 1st July 2007 but could be earlier if technical issues are resolved.
- 2007 will be part REIT; part non-REIT.
- REIT conversion charge will be based on REIT conversion date valuation. Estimate based on proforma £46m.
- Prior to conversion EGM needed to approve changes to Articles.

# Going forward

- The leading Central London REIT.
- 3.4m sq ft of identified projects 40% of the portfolio by value.
  - Gross development value £2.7b.
  - Potential capex circa £1b.
- Strong income stream with substantial reversionary potential.
  - Supporting the development programme.
- Rental growth to continue.
  - Tenant demand strong.
  - A portfolio with low average rents £24.49 psf in the West End.
  - Mid market rental levels raised £35/£60 psf.
- Acquisitions remaining scarce.
  - Target larger lot sizes.
  - . Better value opportunities £100m+.
- Sales provincial disposals circa £300m over 18 months.
  - Additional sales from non-core London development sites and smaller assets.

## Conclusion

# A sustainable business model

Committed to be a dedicated Central London REIT driven by a combination of core reversionary income and an ongoing development programme through the proven Derwent design-led product.

# **Appendices**

- 1. Post merger proforma.
- 2. Capital expenditure.
- 3. Principal lettings 2006.
- 4. Portfolio statistics by villages post merger.
- 5. Project pipeline map.
- 6. Management structure.

# Appendices

# Appendix 1 Post merger proforma

Balance sheet	Derwent Group 31.12.06 £m	LMS Group 31.1.07 £m	Other adjustments £m	Derwent London Group £m
Non-current assets				
Intangibles and goodwill	<u>-</u>	-	-	-
Investment property	1,274.0	1,245.6	-	2,519.6
Property, plant and equipment	0.3	1.6	-	1.9
Investments in joint ventures	5.4	10.7	-	16.1
Investments	-	8.6	-	8.6
Pension scheme surplus	-	1.4	-	1.4
Deferred tax asset	-	15.2	-	15.2
Derivative financial instruments	0.1	6.1	-	6.2
Other receivables	13.7	-	-	13.7
Current assets	1,293.5	1,289.2	-	2,582.7
Trading property	_	62.5	_	62.5
Corporation tax asset	1.4	-	_	1.4
Trade and other receivables	39.4	17.3	(8.0)	48.7
Cash and cash equivalents	-	13.9	`- ′	13.9
Current liabilities	40.8	93.7	(8.0)	126.5
Bank loans and overdraft	(2.2)	(4.6)	_	(6.8)
Trade and other payables	(32.5)	(39.3)	_	(71.8)
Provisions	(0.1)	` - '	-	(0.1)
Non-current liabilities	(34.8)	(43.9)	-	(78.7)
Financial liabilities	(341.0)	(512.4)	(44.7)	(898.1)
Deferred tax liability	(167.2)	(145.4)	-	(312.6)
Leasehold liabilities	(6.6)	-	_	(6.6)
Provisions	(1.3)	-	_	(1.3)
Other	`- '	(6.8)	-	(6.8)
	(516.1)	(664.6)	(44.7)	(1,225.4)
Net assets	783.4	674.4	(52.7)	1,405.1
Equity				
Share capital	2.6	82.6	(80.2)	5.0
Share premium	156.1	22.2	888.3	1,066.6
Other reserves	3.8	11.1	(11.1)	3.8
Retained earnings	620.9	502.5	(793.7)	329.7
Equity minority interests	-	56.0	(56.0)	-
Total equity	783.4	674.4	(52.7)	1,405.1

# Appendix 2 Capital expenditure

Summary by property	2006	2007	2008	2009 & beyond <sup>1</sup>	
	Actual	Budget	Budget	Budget	
Horseferry House	3.9	15.2	3.7	-	
Gresse Street	0.8	13.2	2.8	0.3	
Leonard Street	0.8	12.1	0.9	-	
Kensal House	1.3	10.3	-	-	
Rosebery Avenue	-	4.1	3.0	-	
Argosy House	-	3.1	3.9	-	
Chancery Lane	-	2.4	15.5	24.5	
Rathbone Place	-	2.0	-	-	
Compton Street	-	1.4	0.6	-	
Wedge House	-	0.6	3.6	22.5	
The Turnmill	-	0.2	4.0	10.0	
Kentish Town Road	-	0.3	3.0	5.2	
The Johnson Building	7.2	1.3	-	-	
City Road	1.7	0.8	-	-	
Middlesex House	0.7	-	-	-	
North Wharf Road	0.6	-	-	-	
Other	1.7	5.5	1.4	-	
	18.7	72.5	42.4	62.5	
LMS	42.3 <sup>2</sup>	44.9	33.2	99.9	
	61.0	117.4	75.6	162.4	

<sup>&</sup>lt;sup>1</sup> Does not include schemes commencing in 2009.

<sup>&</sup>lt;sup>2</sup> For the 10 month period to 31st January 2007.

# Appendix 3 Principal lettings 2006



#### The Johnson Building, EC1

- Four lettings: Faber Maunsell, Grey Advertising, Thomson Scientific, Eat.
- 135,000 sq ft.
- £4.7m pa.
- £36 psf.



#### Telstar, W2

- Pre-let: Rio Tinto.
- 107,000 sq ft.
- £4.95m pa.
- £50 psf.



#### 55-65 North Wharf Road, W2

- Short-term lettings pending future development.
- 28,800 sq ft.
- £0.5m pa.
- £20 psf.

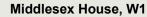


#### Tea Building, E1

- · Various suites let.
- 18,400 sq ft.
- £0.2m pa.
- £15-£17 psf.

#### Horseferry House, SW1

- Pre-let: Burberry.
- 163,000 sq ft.
- £5.3m pa.
- £38 psf.



- · Pre-let: Fletcher Priest, Walker Media.
- 17,000 sq ft.
- £0.6m pa.
- £37.50 £40 psf.

#### 26 King Street, WC2

- Restaurant letting: Carluccio's.
- 10,200 sq ft.
- £0.3m pa.
- £30 psf.

#### 6-7 St Cross Street, EC1

- 3 refurbished units let.
- 5,500 sq ft.
- £0.2m pa.
- £30 psf.









# Appendix 4 Portfolio statistics by villages - post merger

	Weighting %	Floor area sq ft 000's	Vacant floor area 000's	Net contracted rental income £m pa	Average rental income £psf	Vacant accommodation rental value £m pa	Rent review/ lease renewal reversion £m pa	Estimated rental value £m pa
West End: Central								
Fitzrovia	21	1,033	125	19.0	21	6.6	7.6	33.2
Soho/Covent Garden	11	440	-	11.3	26	-	2.2	13.5
Victoria	9	455	-	13.3	29	-	1.5	14.8
Noho	6	260	59	6.2	31	2.6	1.8	10.6
Marylebone/Baker Street	6	253	20	6.4	28	1.1	1.7	9.2
Belgravia	6	207	10	5.6	29	0.4	2.3	8.3
Mayfair	2	42	-	1.6	39	-	1.1	2.7
Paddington	2	92	14	1.8	25	0.4	0.2	2.4
West End: Outer								
Islington/Camden	5	460	33	7.2	17	0.4	1.2	8.8
Other <sup>1</sup>	1	111	73	0.9	22	1.2	0.1	2.2
West End	69	3,353	334	73.3	24	12.7	19.7	105.7
City: Central								
City Core	1	47	37	0.2	16	-	-	0.2
City: Outer								
City borders	6	389	56	7.8	23	1.2	0.2	9.2
Clerkenwell	6	394	40	7.5	22	0.7	0.8	9.0
Holborn	5	266	42	6.6	30	0.9	0.1	7.6
Shoreditch	2	260	9	3.2	13	0.1	1.2	4.5
Southbank	-	39	-	0.6	17	-	0.2	0.8
City	20	1,395	184	25.9	22	2.9	2.5	31.3
Central London	89	4,748	518	99.2	24	15.6	22.2	137.0
<u>Provincial</u>								
Scotland	5	389	66	5.0	16	1.3	0.4	6.7
Other	6	557	31	9.2	18	0.3	0.2	9.7
Investment portfolio	100	5,694	615	113.4	22	17.2	22.8	153.4

<sup>&</sup>lt;sup>1</sup> Portobello and Swiss Cottage.

# Appendices

# Appendix 5 Project pipeline map<sup>1</sup>

#### **Current projects**

- 1. Telstar, W2 107,000 sq ft
- 2. Horseferry House, SW1 163,000 sq ft
- 3. Arup 2 & 3, W1 142,000 sq ft
- 4. Qube, W1 108,000 sq ft
- 5. Portobello Dock, W10 69,000 sq ft

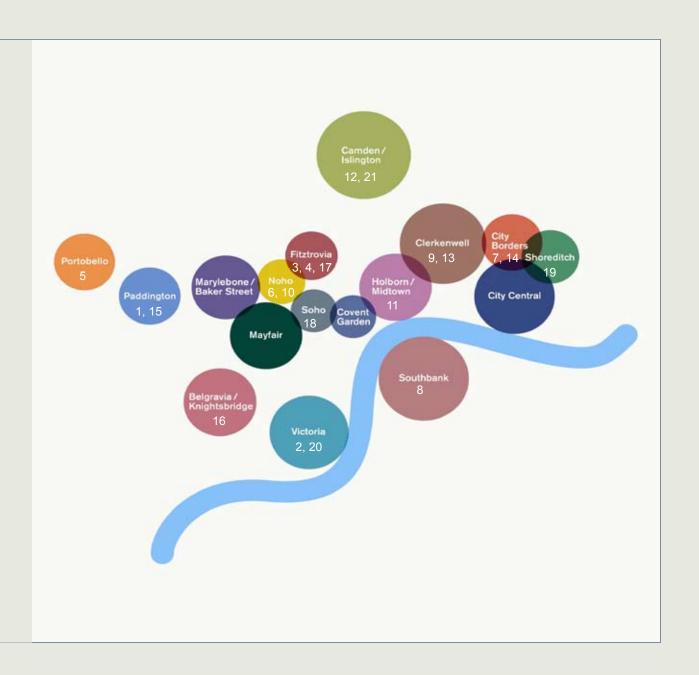
#### **Projects with planning consent**

- 7. Leonard Street, EC2 56,000 sq ft
- 8. Wedge House, SE1 88,000 sq ft
- 9. Rosebery Avenue, EC1 37,000 sq ft

#### Projects subject to planning consent

- 10. Argosy House, W1 33,000 sq ft
- 11. Chancery Lane, WC2 107,000 sq ft
- 12. Angel Centre, EC1 220,000 sq ft
- 13. The Turnmill, EC1 58,000 sq ft
- 14. City Road Estate, EC1 247,000 sq ft
- 15. North Wharf Road, W2 320,000 sq ft
- 16. Grosvenor Place, SW1 300,000 sq ft
- 17. Charlotte Street, W1 300,000 sq ft
- 18. Charing Cross Road, WC2 300,000 sq ft
- 19. Tea Building, E1 300,000 sq ft
- 20. Riverwalk House, SW1 200,000 sq ft
- 21. Balmoral Grove, N1 189,000 sq ft

<sup>1</sup> Proposed scheme areas.



# Appendix 6

Management structure - executive team

<ul> <li>John Burns</li> </ul>	Chief Executive
--------------------------------	-----------------

Simon Silver Head of Development

Chris Odom
 Finance Director

Nick Friedlos Director

Nigel George Director

Paul Williams Director

David Silverman Associate Director

Tim Kite Company Secretary

Nick Groves Senior Investment Manager

Russell Durling Group Surveyor

Gary Preston Financial Controller

# Disclaimer

This presentation includes statements that are forward-looking in nature. Forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of Derwent London plc to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements.

Any information contained in this presentation on the price at which shares or other securities in Derwent London plc have been bought or sold in the past, or in the yield on such shares or other securities, should not be relied upon as a guide to future performance.