



HELICAL

**HALF YEAR RESULTS TO 30 SEPTEMBER 2020**

**25 NOVEMBER 2020**



# AGENDA

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**RESULTS HIGHLIGHTS**  
GERALD KAYE

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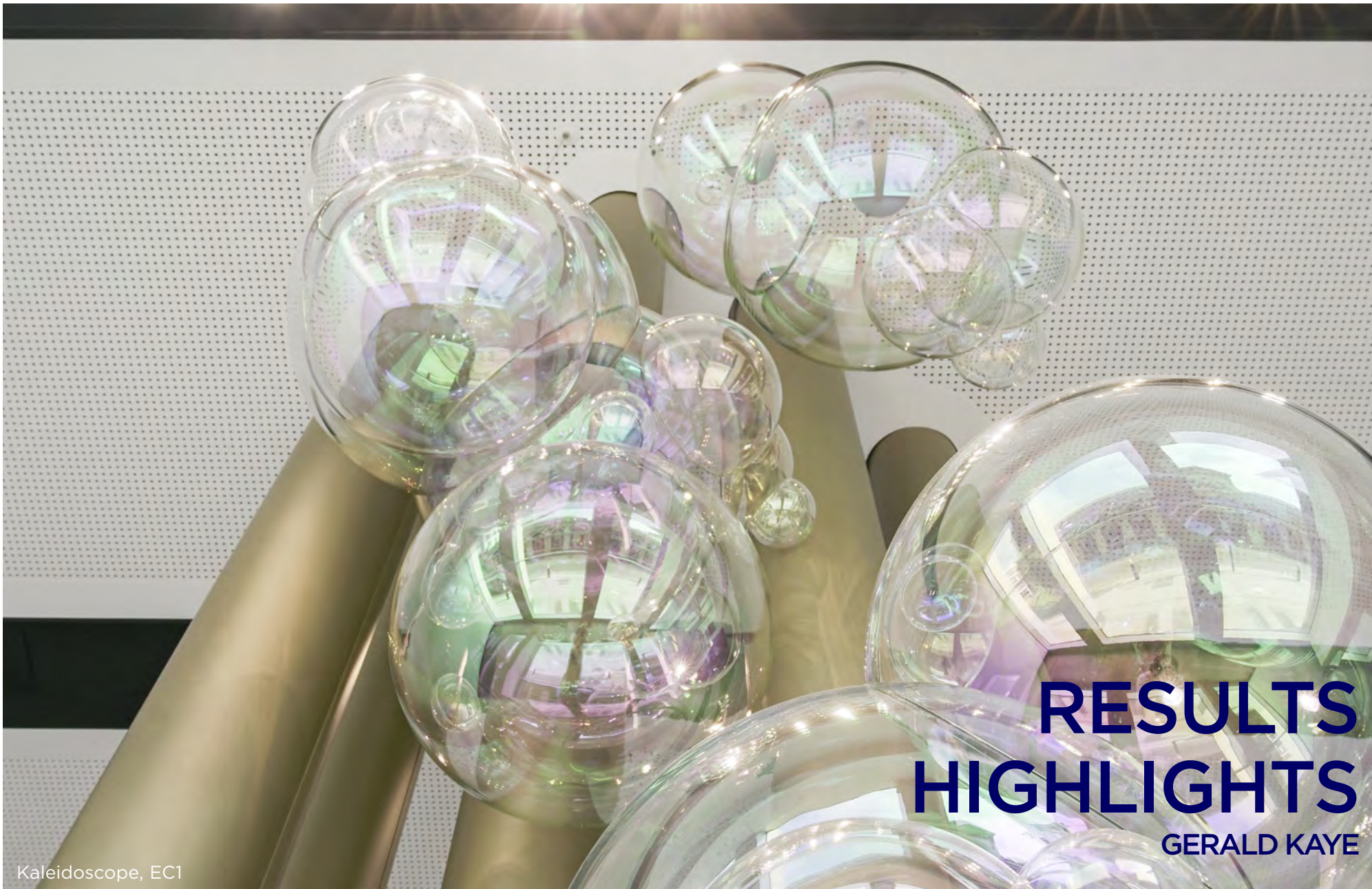
**ADDITIONAL ANALYSIS**

35



Farfetch, The Tower, EC1





Kaleidoscope, EC1

# RESULTS HIGHLIGHTS

GERALD KAYE



# RESULTS HIGHLIGHTS

## LOSS BEFORE TAX

**£12.7m**

(2019: Profit of £13.1m)

## TOTAL DIVIDEND PER SHARE

**2.70p**

(2019: 2.70p)

## TOTAL ACCOUNTING RETURN

**-2.0%**

(2019: 2.7%)

## SEE-THROUGH LOAN TO VALUE

**32.2%**

(31 March 2020: 31.4%)

## EPRA NTA PER SHARE

**505p -3.6%**

(31 March 2020: 524p)

## EPRA LOSS PER SHARE

**1.0p**

(2019: Earnings of 5.4p)

## NET RENTAL INCOME

**£11.9m -8.7%**

(2019: £13.0m)

## SALE / VALUATION LOSS

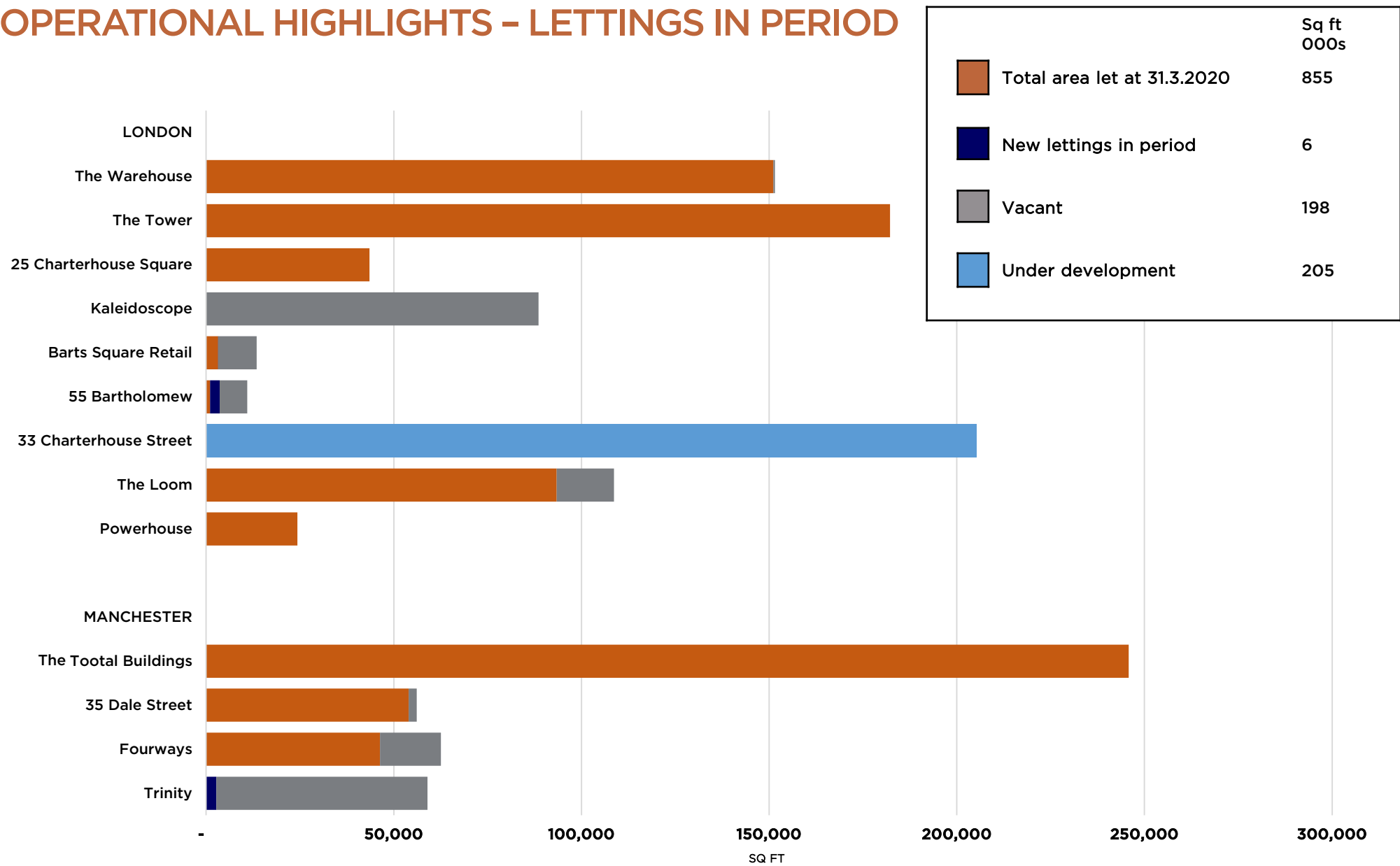
**£4.5m**

(2019: Gain of £9.9m)



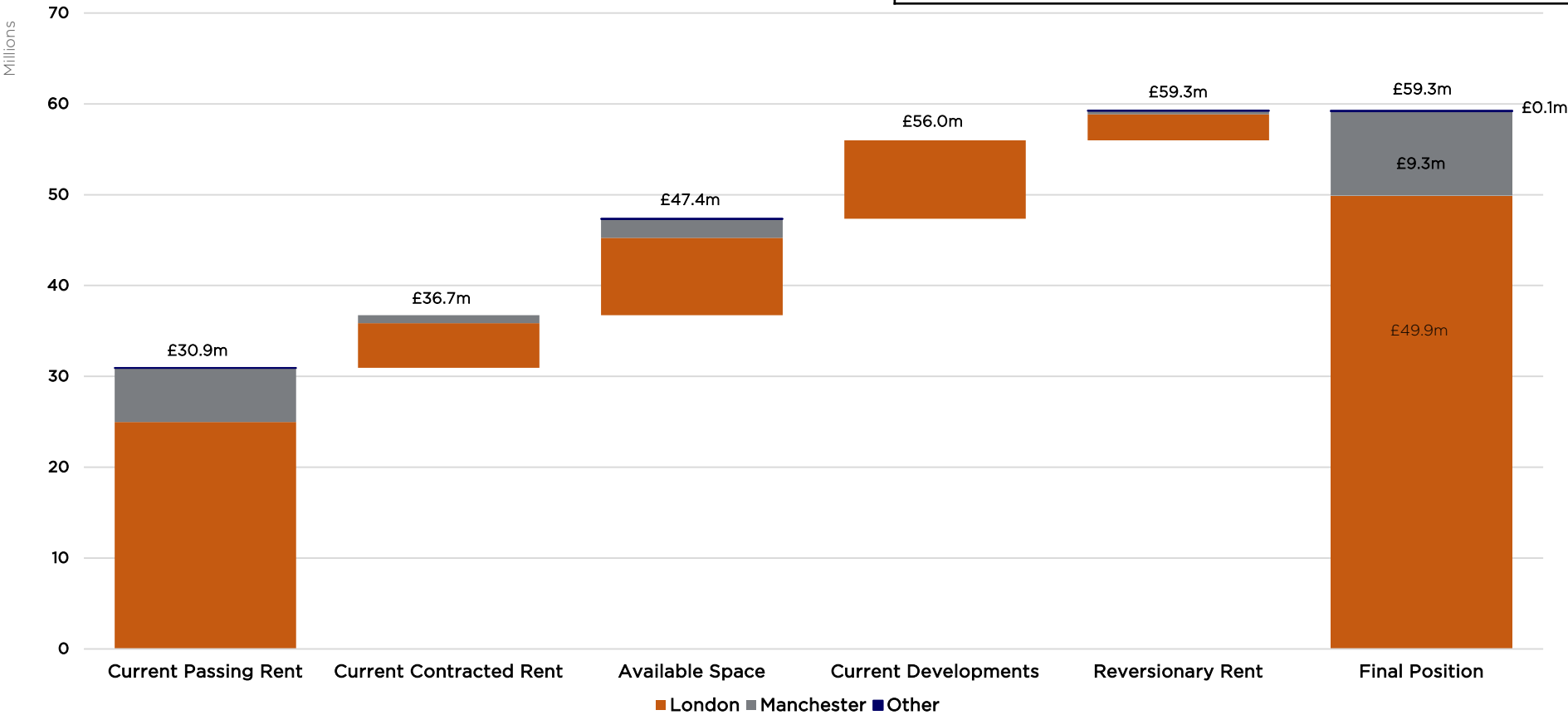
Kaleidoscope, EC1

# OPERATIONAL HIGHLIGHTS – LETTINGS IN PERIOD



# CAPTURING THE REVERSION

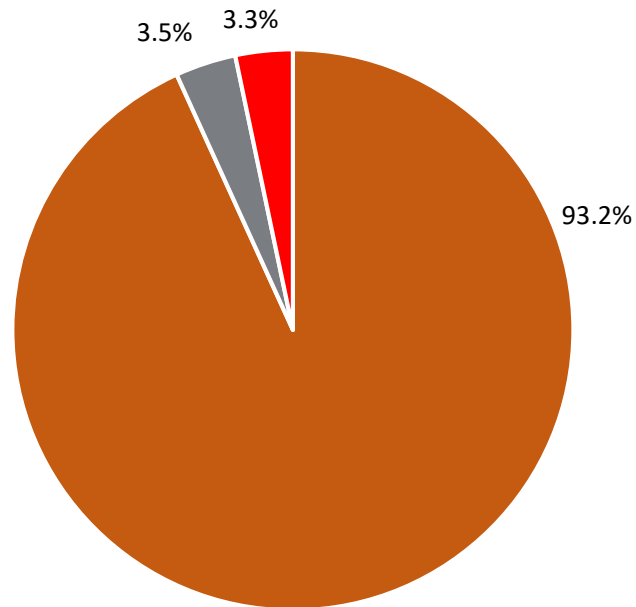
Contracted rent uplift		Current developments	
FY 2021	£3.3m	33 Charterhouse Street	£8.6m
FY 2022	£2.3m	<b>Total</b>	<b>£8.6m</b>
FY 2023	£0.0m	<b>Available space</b>	
FY 2024	£0.2m		
<b>Total</b>	<b>£5.8m</b>		
Reversionary rent			
		Kaleidoscope	£7.3m
		Trinity	£1.6m
		Fourways	£0.4m
The Bower	£2.4m	55 Bartholomew	£0.2m
The Tootal Buildings	£0.3m	The Loom	£0.8m
London - other	£0.5m	Manchester - other	£0.2m
Manchester - other	£0.1m	London - other	£0.2m
<b>Total</b>	<b>£3.3m</b>	<b>Total</b>	<b>£10.7m</b>



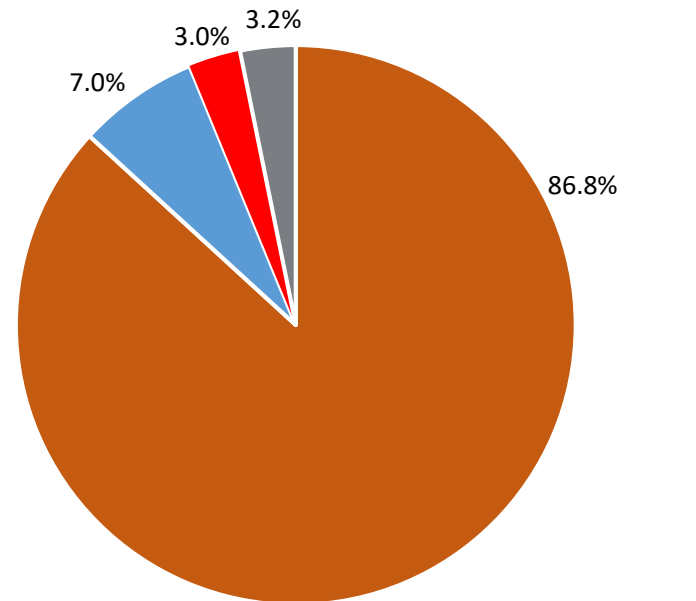
# RENTAL COLLECTION

- 94.8% collected for the March quarter 2.9% subject to ongoing discussions with tenants
- 91.7% collected for the June quarter 3.7% subject to ongoing discussion with tenants
- 86.8% of the September quarter rents collected to date. Anticipate total collection will be between 91% and 94% by the end of December

Rent collection - March and June quarters

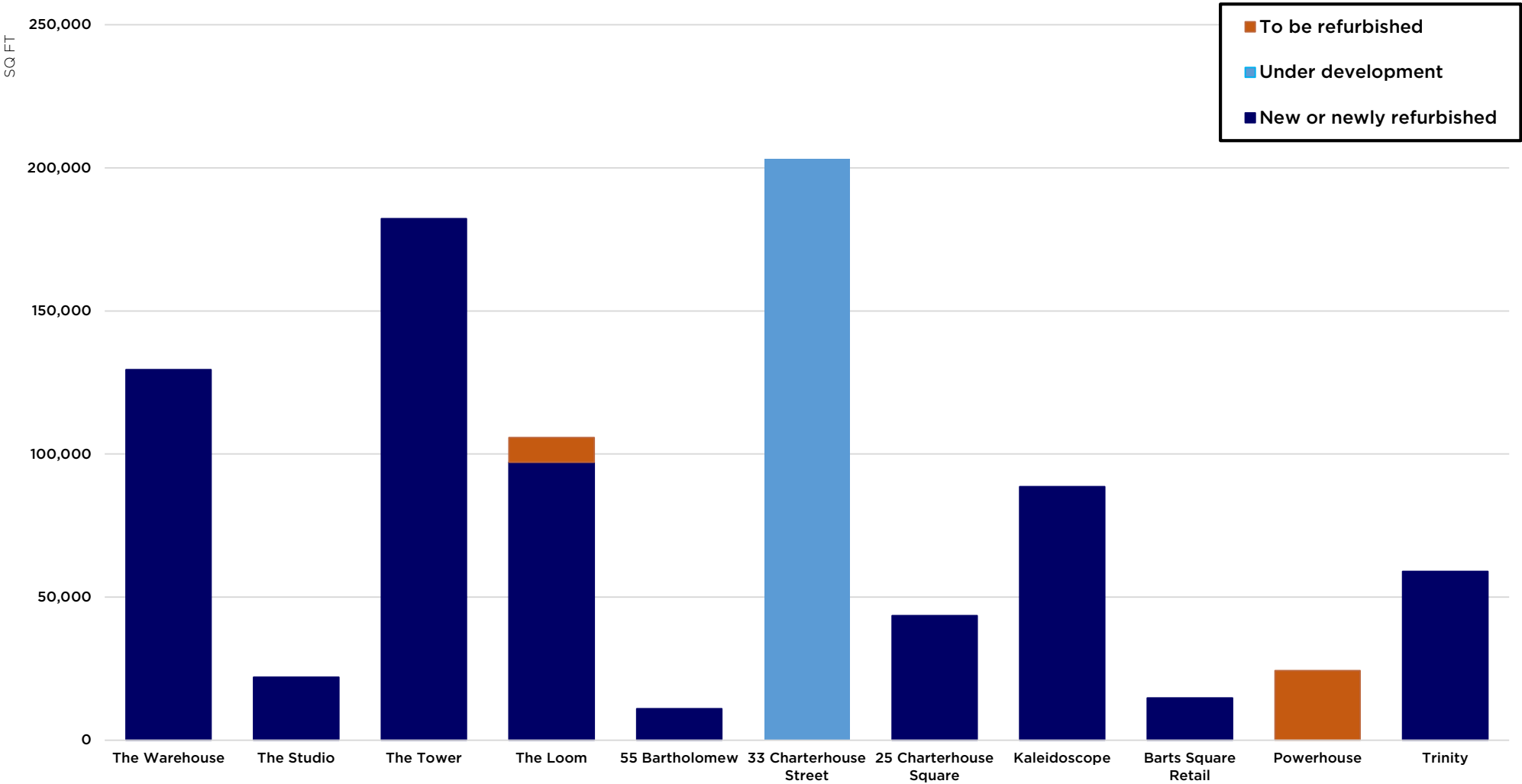


Rent collection - September quarter anticipated outturn



# A NEW GRADE A PORTFOLIO

- 96% of the office units have either been recently developed or refurbished





# LEASE EXPIRIES OR TENANT BREAK OPTIONS

	Year to 2021	Year to 2022	Year to 2023	Year to 2024	Year to 2025	After 2025
Rent Roll (%)	4.6	16.2	14.0	11.5	7.3	46.4
Number of Leases	14	33	22	22	13	44
Average Rent per Lease (£)	120,246	180,835	233,431	191,791	206,359	383,915



# INVESTMENT CASE – FUTURE UPSIDE

	STATUS	PERFORMANCE TO DATE	FUTURE POTENTIAL
The Bower, EC1	<ul style="list-style-type: none"> <li>Completed</li> </ul>	<ul style="list-style-type: none"> <li>£113.1m valuation gain</li> <li>£23.7m development profit</li> </ul>	<ul style="list-style-type: none"> <li>£23.7m ERV vs £21.3m contracted rents</li> <li>Potential surplus of £10m+</li> </ul>
33 Charterhouse Street, EC1	<ul style="list-style-type: none"> <li>Purchased in 50:50 joint venture with AshbyCapital in May 2019</li> <li>Completion expected September 2022</li> </ul>	<ul style="list-style-type: none"> <li>£6.2m valuation gain (our share)</li> </ul>	<ul style="list-style-type: none"> <li>Potential surplus of £25m+ (our share)</li> </ul>
Kaleidoscope, EC1	<ul style="list-style-type: none"> <li>Purchased April 2018</li> <li>Completed December 2019</li> </ul>	<ul style="list-style-type: none"> <li>£18.9m valuation gain</li> </ul>	<ul style="list-style-type: none"> <li>Potential surplus of £15m+</li> </ul>
25 Charterhouse Square, EC1	<ul style="list-style-type: none"> <li>Completed</li> </ul>	<ul style="list-style-type: none"> <li>£15.5m valuation gain</li> </ul>	<ul style="list-style-type: none"> <li>Potential surplus of £3m</li> </ul>
The Loom, E1	<ul style="list-style-type: none"> <li>Completed</li> </ul>	<ul style="list-style-type: none"> <li>£43.3m valuation gain</li> </ul>	<ul style="list-style-type: none"> <li>£5.6m ERV vs £4.4m contracted rents</li> <li>Potential surplus of £5m</li> </ul>
Barts Square – Residential, EC1	<ul style="list-style-type: none"> <li>Phase 1 – Completed Q4 2018</li> <li>Phase 2 – Completed Q4 2019 to Q2 2020</li> </ul>	<ul style="list-style-type: none"> <li>Phase 1 – sold 143 apartments (total 144) at an average of £1,526 psf</li> <li>Phase 2 – sold 58 apartments (total 91) at an average of £1,754 psf, plus 56 West Smithfield</li> </ul>	<ul style="list-style-type: none"> <li>Potential profits of £3m (our share)</li> </ul>
Barts Square – Offices, EC1	<ul style="list-style-type: none"> <li>55 Bartholomew – Completed in Q4 2019</li> </ul>	<ul style="list-style-type: none"> <li>£1.3m valuation gain (our share)</li> </ul>	<ul style="list-style-type: none"> <li>Potential surplus of £1m</li> </ul>
Trinity, Manchester	<ul style="list-style-type: none"> <li>Completed</li> </ul>	<ul style="list-style-type: none"> <li>£2.2m valuation gain</li> </ul>	<ul style="list-style-type: none"> <li>£1.7m ERV</li> <li>Potential surplus of £5m</li> </ul>

# FUTURE OF THE OFFICE – CONTINUED

## WFH

- Inadequate ergonomics, lighting, screen
- Mental health issues
- No divide between work and home life
- Ever decreasing productivity

## WFO

- Face to face communication and collaboration
- Enables less experienced to learn / training and development
- Better working environment
- CSR – small businesses supporting the office

## The office is always changing

- Reduced density
- Where workers “want” rather than “need” to be
- Wellness and amenity
- Smart Buildings
- Net Zero Carbon Offices
- How will the office work?



**Government Minister:** “There is a concern that if people are doing their job from home you might as well have someone doing the job from home in a foreign country where labour costs much cheaper”

**Kevin Ellis, Chairman PwC:** “Office life is core to our business. You can do lots of things remotely, but it is not always quite the same. Ultimately people learn through observation, and learning is what powers a serviced based business”

**Stephen Bird, CEO Standard Life Aberdeen:** “Collaboration, innovation, transformation of business models requires your best brains in real time, in a common space”

**David Solomon, CEO Goldman Sachs:** “Being together enables greater collaboration, which is key to our culture”

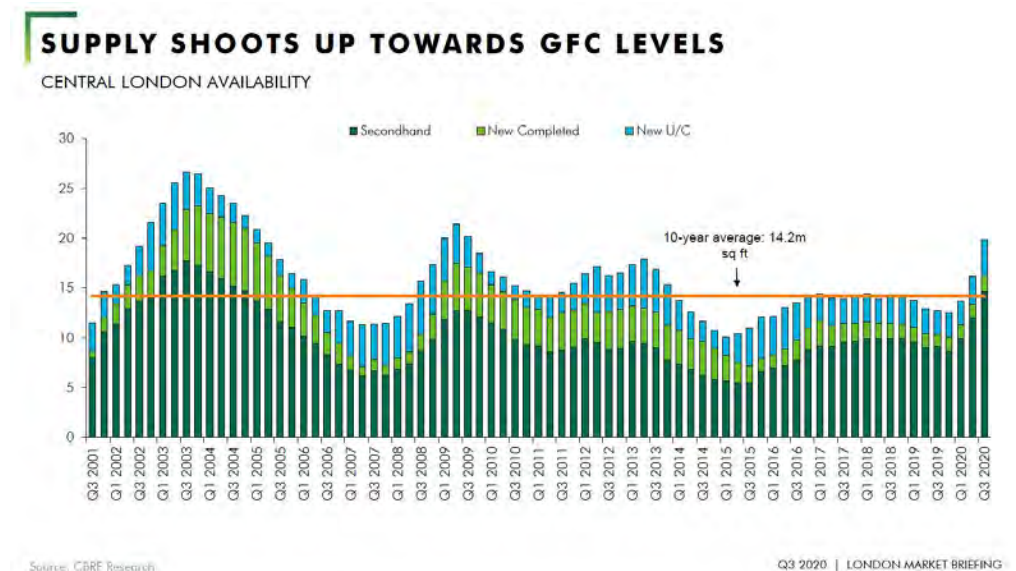
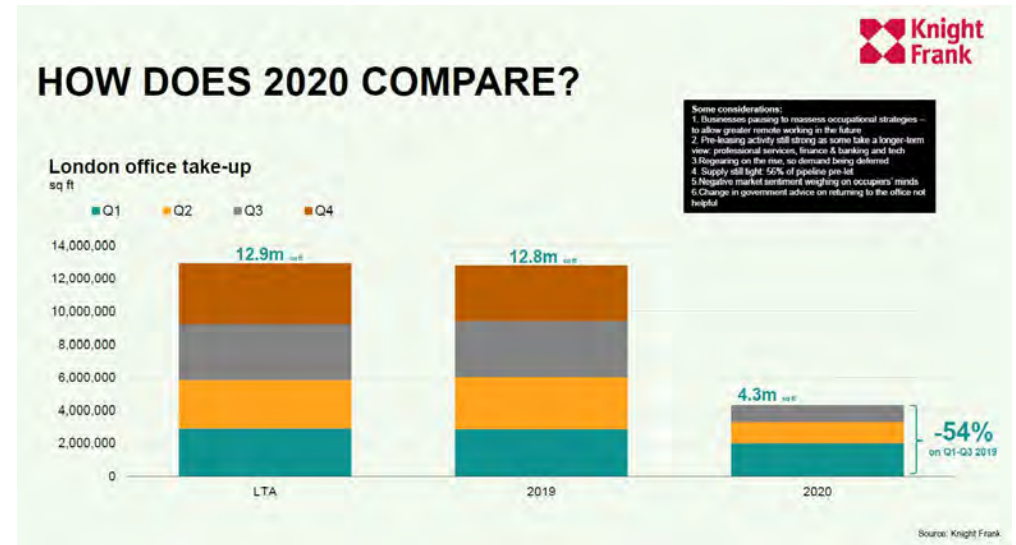
## DE-DENSIFICATION - SPACE PER EMPLOYEE, CENTRAL LONDON





# MARKET COMMENT

- Investment market - strong at prime end
- Re-pricing of older buildings with shorter leases requiring extensive capex
- Ongoing demand for immediate development/refurbishment opportunities
- Letting market weaker
- Availability increasing, particularly second hand space. 21m sq ft, 10 year average 14.2m sq ft. 74% second hand (source CBRE)
- Rental divergence between high quality new space and poorer second hand space
- How many tenant requirements have been postponed rather than cancelled?



# STRATEGY

A highly experienced platform to:

- Let remaining space
- Dispose of select assets
- Capitalise on any market dislocation to acquire a combination of development / refurbishment opportunities and income producing assets
- Maintain discipline in what we buy
  - Location
  - Public realm
  - Amenity
  - Sustainability





# FINANCIALS

TIM MURPHY

Kaleidoscope, EC1



# FINANCIAL HIGHLIGHTS

## SEE-THROUGH INCOME STATEMENT

Pro forma<sup>1</sup>  
September 2020

September 2020

September 2019

### Total property return

- Net rental income	£11.9m	-8.7%	£13.0m
- Development property (losses)/profits	(£0.5m)		£5.7m
- (Deficit)/gain on revaluation of investment properties	(£4.0m)		£9.9m
- Loss on sale of investment properties	(£0.5m)		-
	£6.9m		£28.6m

IFRS Total Accounting Return	(2.0%)	2.7%
Total Accounting Return on EPRA net tangible assets	(2.5%)	2.7%
IFRS (loss)/profit before tax	(£12.7m)	£13.1m
EPRA (loss)/earnings	(£1.2m)	£6.5m
EPRA (loss)/earnings per share	(1.0p)	5.4p
Interim dividend per share	2.70p	2.70p

## SEE-THROUGH BALANCE SHEET

September 2020

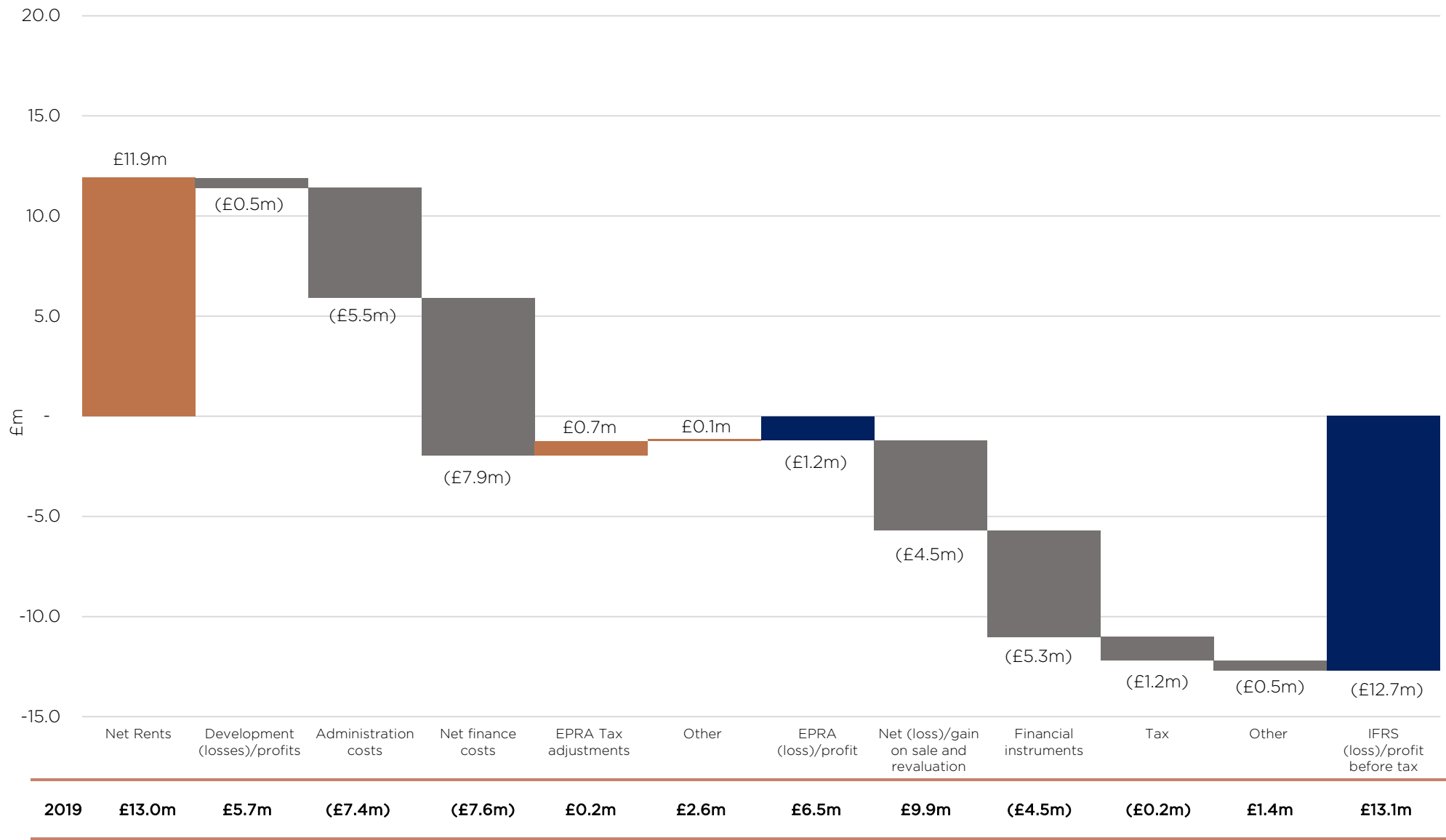
March 2020

Portfolio value	£804.8m	£918.2m	£949.3m
Net assets		£579.2m	£598.7m
EPRA net tangible asset value per share		505p	524p
EPRA net asset value per share		500p	511p
EPRA net disposal value per share		465p	480p
See-through net borrowings	£180.5m	£295.3m	£298.5m
See-through loan to value ratio	22.4%	32.2%	31.4%
See-through net gearing	31.2%	51.0%	49.9%

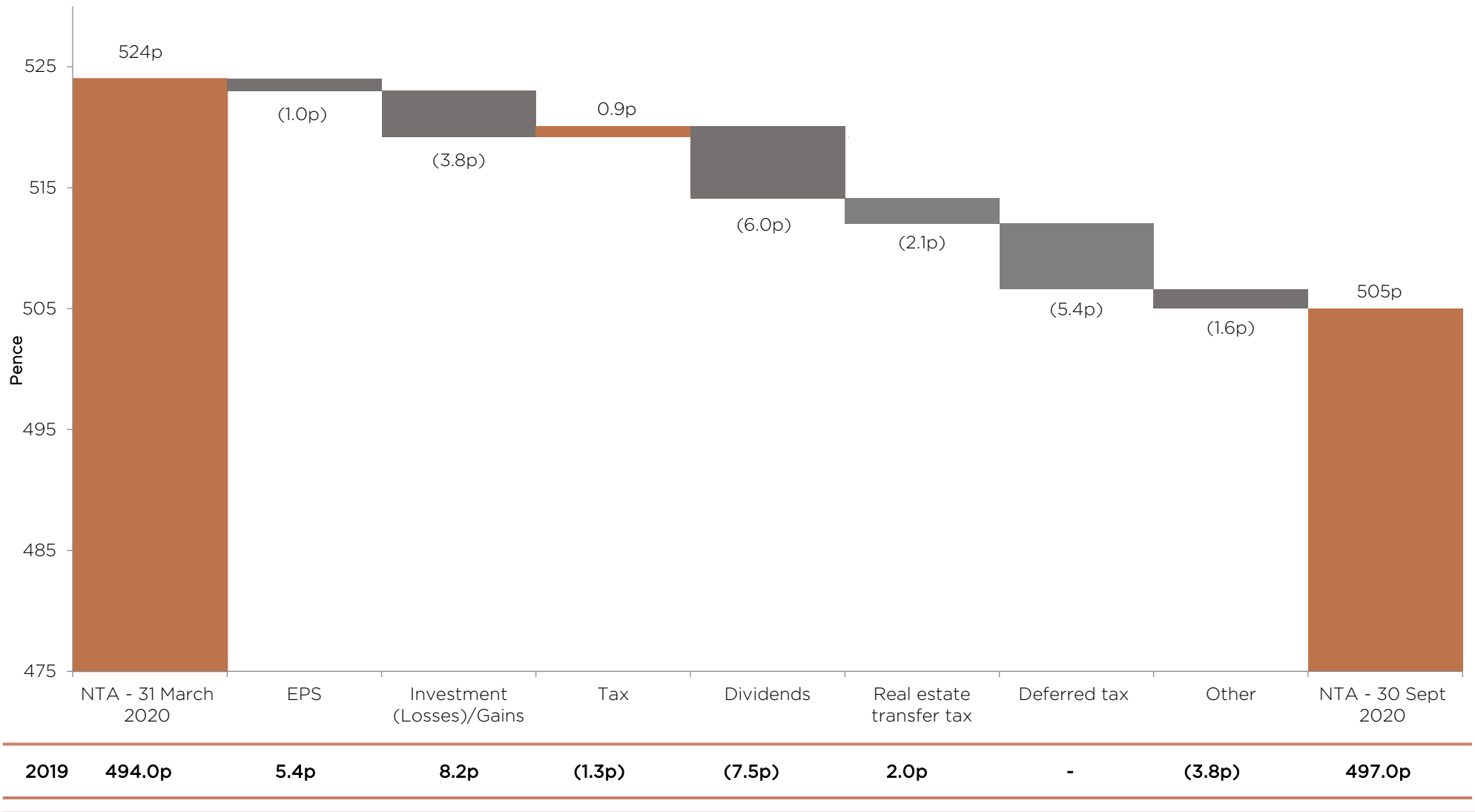
Note: All figures include share of joint ventures

<sup>1</sup> includes the impact of the sale of The Tootal Buildings, 35 Dale Street and Fourways after the period end

# EPRA AND IFRS LOSS

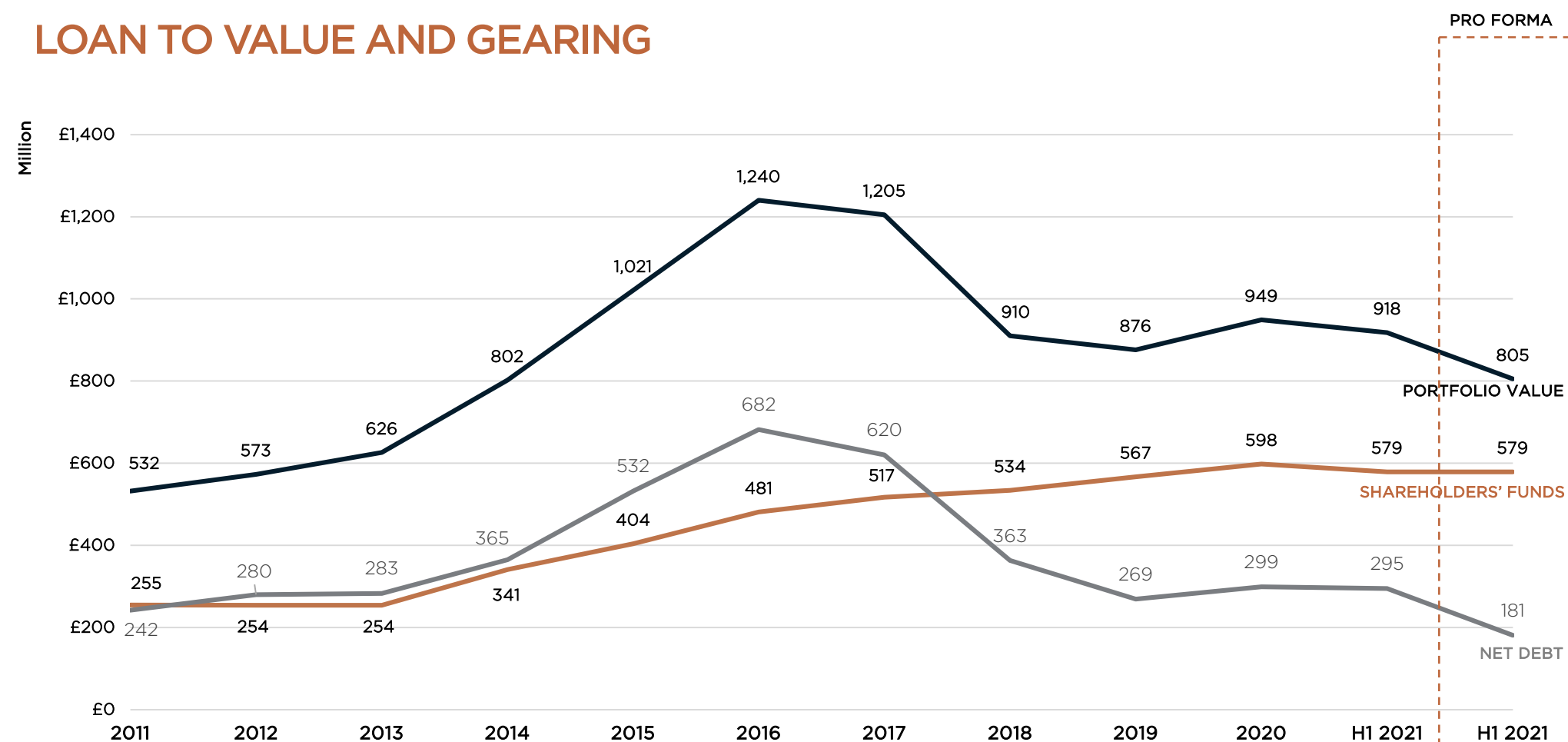


# EPRA NET TANGIBLE ASSETS PER SHARE





# LOAN TO VALUE AND GEARING



LTV (%)	45.5	48.8	45.2	45.5	52.1	55.0	51.4	39.9	30.6	31.4	32.2	22.4
Gearing (%)	94.7	110.2	111.7	107.2	131.5	141.8	119.9	68.0	47.3	49.9	51.0	31.2

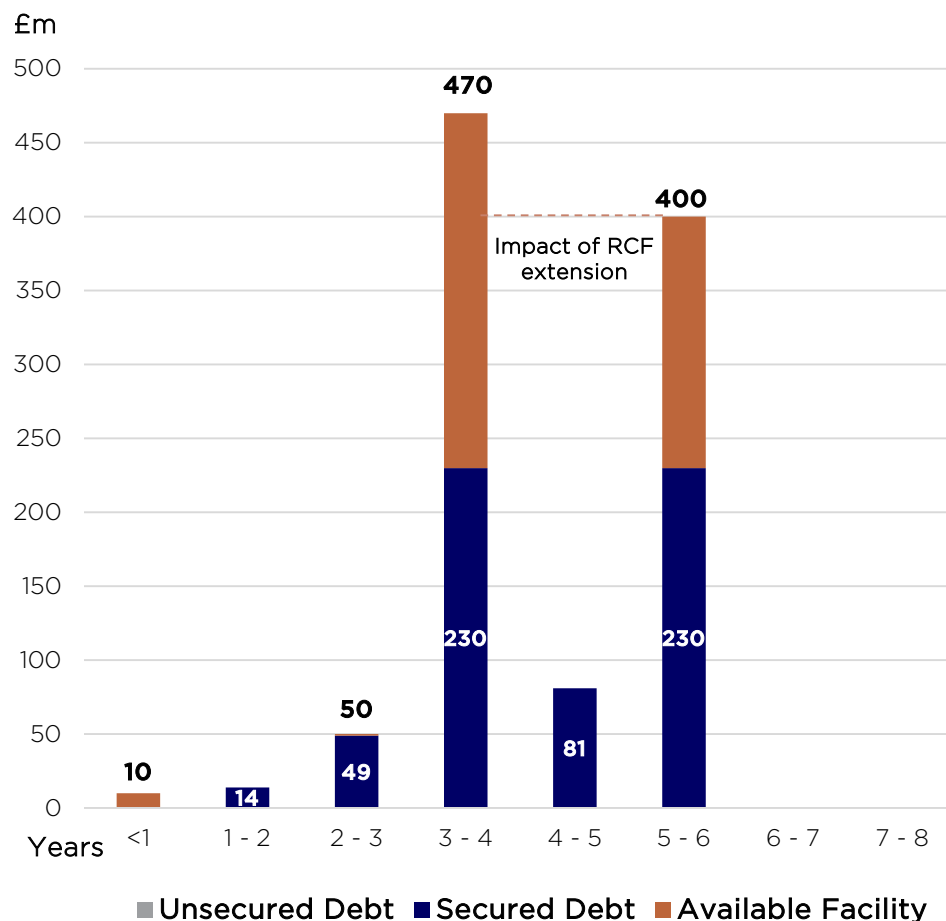
# DEBT SUMMARY

	September 2020	March 2020
Total facilities	£624.7m	£583.3m
Utilised facilities	£373.3m	£386.9m
Unutilised facilities	£251.4m	£196.4m
Cash balance	£71.4m	£82.4m
Uncharged properties	£25.3m	£69.8m
Average interest rate	3.5%	3.5%
Marginal interest rate on RCF	1.6%	2.2%
Proportion of drawn down facilities at fixed rate or hedged	100%	100%
Average maturity of borrowings*	5.1 yrs	5.4 yrs
LTV Ratio	32.2%	31.4%

\* Fully utilised and extended

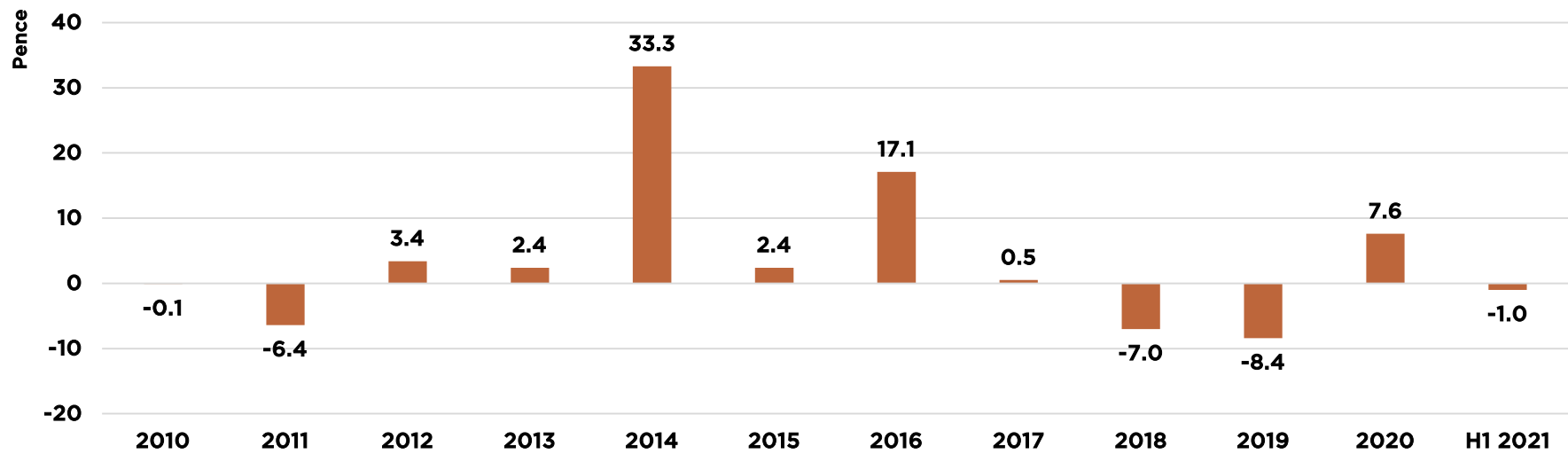
- A £69.9m facility (our share) was arranged in the period to finance the development of 33 Charterhouse Street. It is a four year facility with a one year extension option.
- The £400m RCF due for repayment in July 2024 has two one year extension options, taking final repayment date to July 2026.

At 30 September 2020:

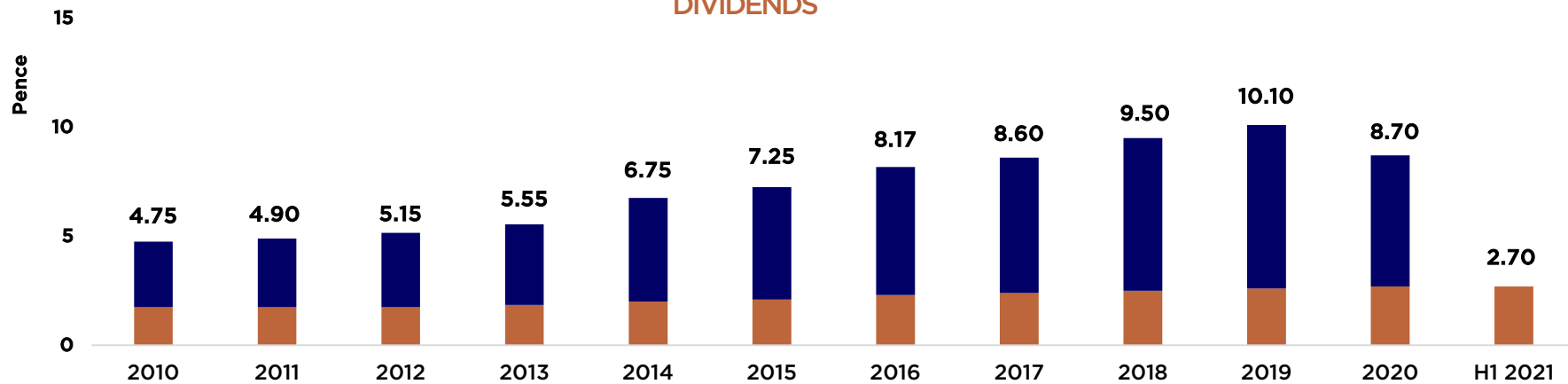


# EPRA EARNINGS AND DIVIDENDS

EPRA EARNINGS



DIVIDENDS



Final	3.00	3.15	3.40	3.70	4.75	5.15	5.87	6.20	7.00	7.50	6.00	
Interim	1.75	1.75	1.75	1.85	2.00	2.10	2.30	2.40	2.50	2.60	2.70	2.70



## SUMMARY

- The Company has performed well since the last financial year with:
  - 93% of rents collected
  - Finance and administration costs reduced
  - A robust portfolio valuation, with increased vacancy and void costs resulting in a small net revaluation deficit.
- We have recycled equity with:
  - The sale of 90 Bartholomew Close releasing £8m of capital profits
  - The post half year sale of Manchester releasing £29m of capital profits
- We have consistently sold investment assets at or above book value, certifying the accuracy of our valuation process and generating over £200m of realised capital profits in the last 10 years
- Post sale of Manchester our LTV is at a historic low of 22% and we have cash and bank facilities of c. £438m
- We are very well placed to take advantage of any opportunities to add to our pipeline of projects





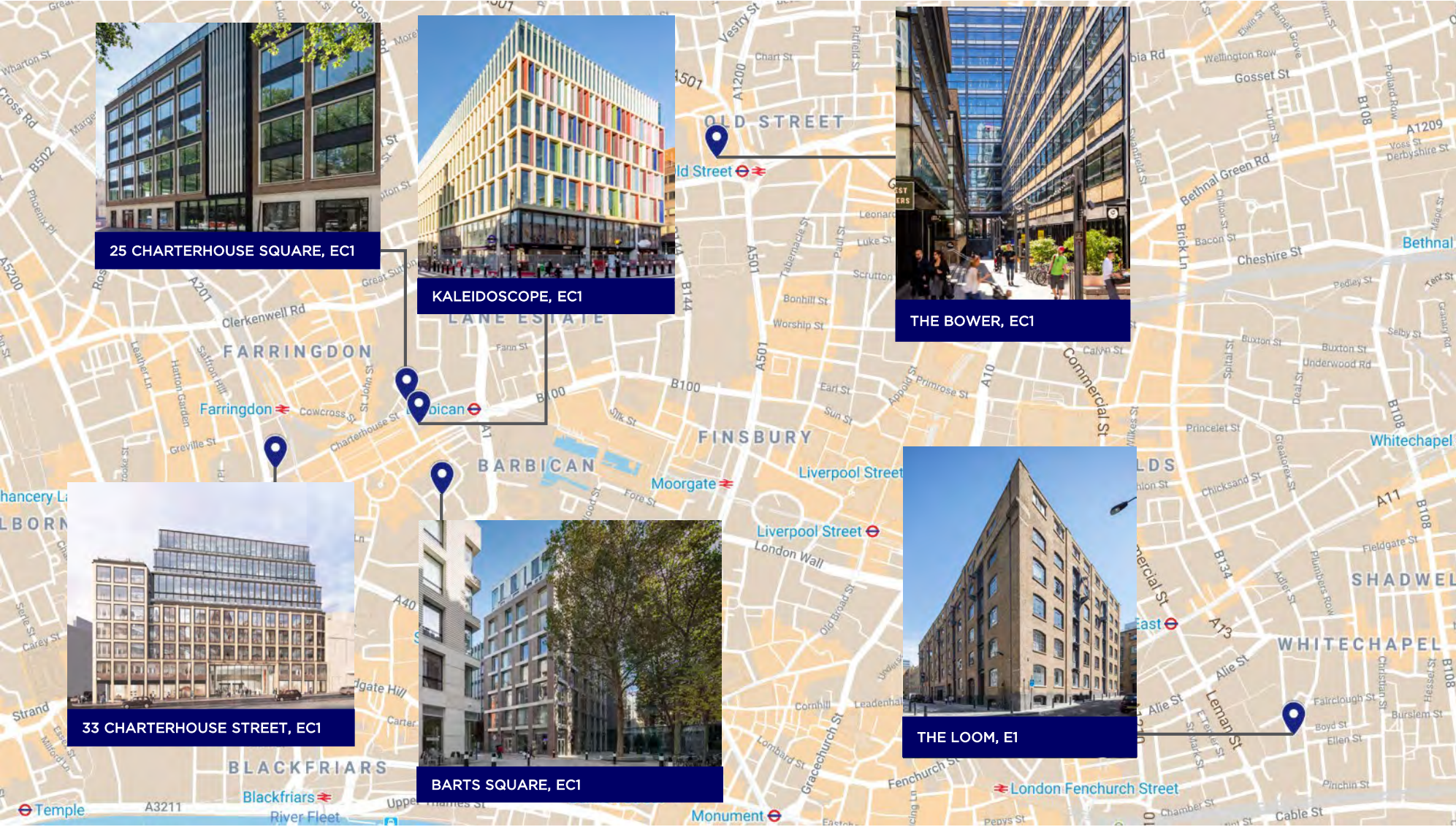
# PORTFOLIO HIGHLIGHTS

MATTHEW BONNING-SNOOK

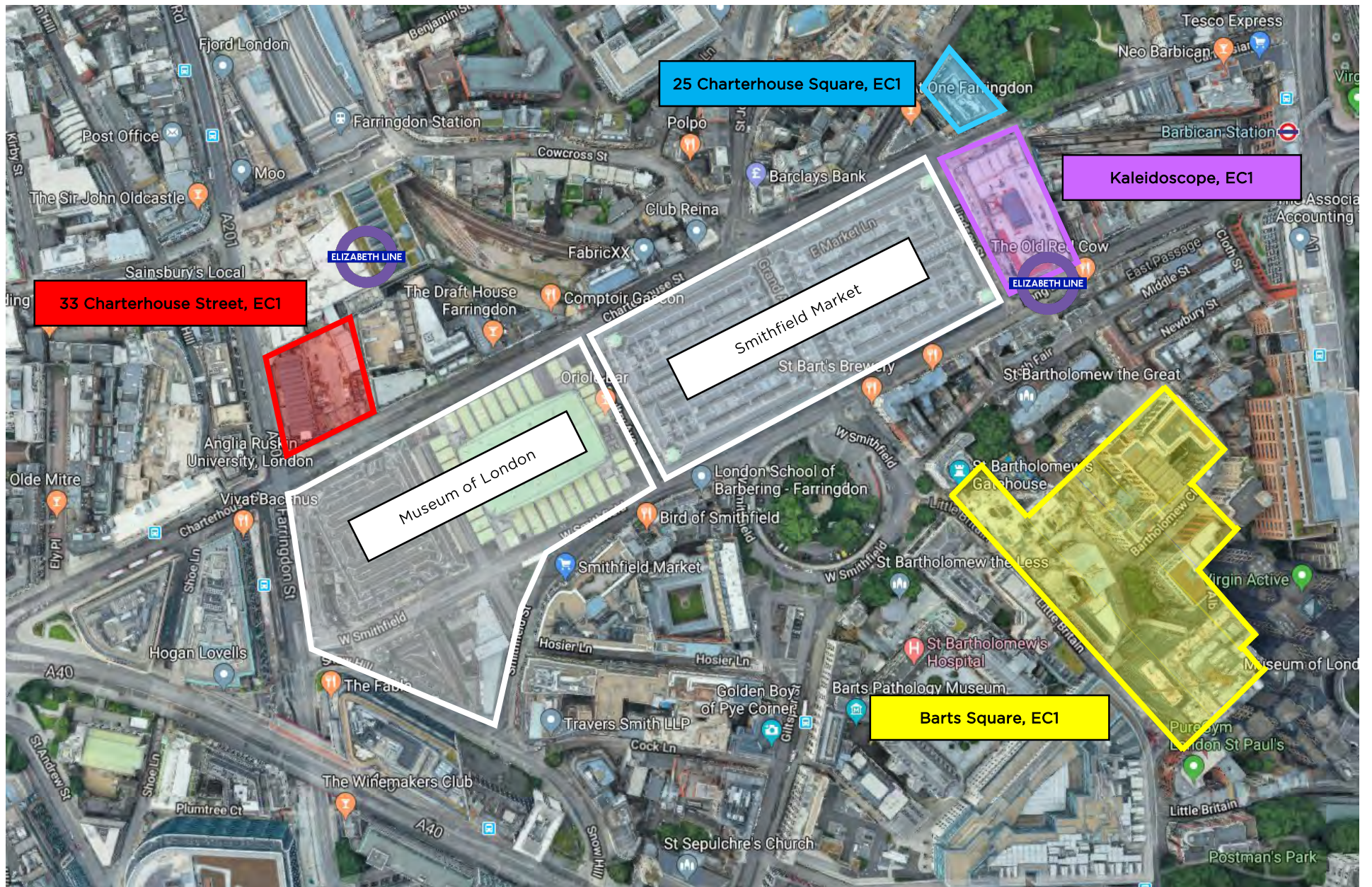
Barts Square, EC1



# LONDON PORTFOLIO – CITY & TECH BELT









## 33 CHARTERHOUSE STREET, EC1

- Major development site acquired in a 50:50 joint venture with AshbyCapital in May 2019
- Prominent corner site opposite future Museum of London and adjacent to Farringdon Station
- 205,369 sq ft of offices over ground plus ten floors and ground floor retail
- Achieved UK's first BREEAM 2018 New Construction "Outstanding" rating for design phase
- Work on site commenced in February 2020, core and basement raft now complete
- Completion anticipated September 2022
- All future development costs to funded under Allianz development facility signed in July 2020
- 150 year lease from the City of London at 6.35% ground rent now granted
- Completed gross development value of c. £300m (£150m our share)

	£m (Our Share)
Capital expenditure to date	49.0
Capital expenditure to come	55.6
Total capital costs	104.6
Development facility	69.9
ERV	8.6
NOTE: Capital expenditure includes site acquisition and excludes capitalised interest costs, sales and letting fees and assumed void costs	





# KALEIDOSCOPE, EC1

- 88,581 sq ft offices with ground floor restaurant / café and kiosk unit
- 5 floors of c. 14,000 – 19,500 sq ft
- Roof terrace – 5,000 sq ft with views of St. Paul's Cathedral
- Built over Farringdon East Crossrail Station
- Practical completion achieved in December 2019
- 150 year leasehold interest – 10% ground rent on contracted rents
- BREEAM Excellent



	£m
Capital costs incurred to date	82.5
Capital expenditure to come	4.2
Total capital costs	86.7
Total development facility	50.4
NOTE: Capital expenditure includes site acquisition and excludes capitalised interest costs, sales and letting fees and assumed void costs	



# SALES

## 90 BARTHOLOMEW CLOSE, EC1

Sold to La Francaise Real Estate Partners International in April 2020 for £48.5m, reflecting a 3.92% net initial yield and £1,594 psf



## BARTS SQUARE, RESIDENTIAL

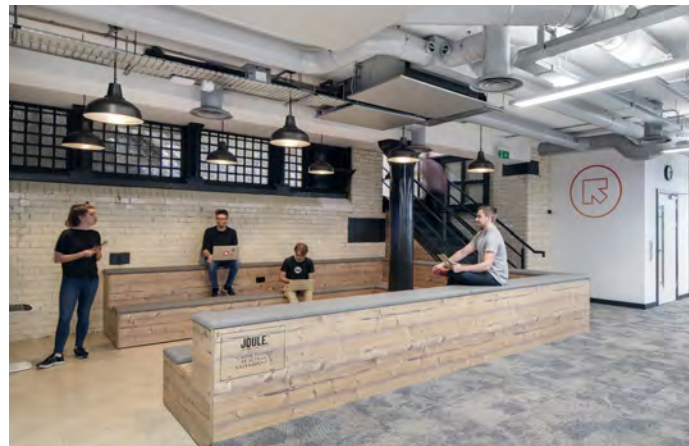


	TOTAL SOLD	SOLD IN THE PERIOD	TOTAL AVAILABLE
PHASE 1	143	3	1
PHASE 2	59	7	33 (3 UNDER OFFER)
TOTAL	202	10	34



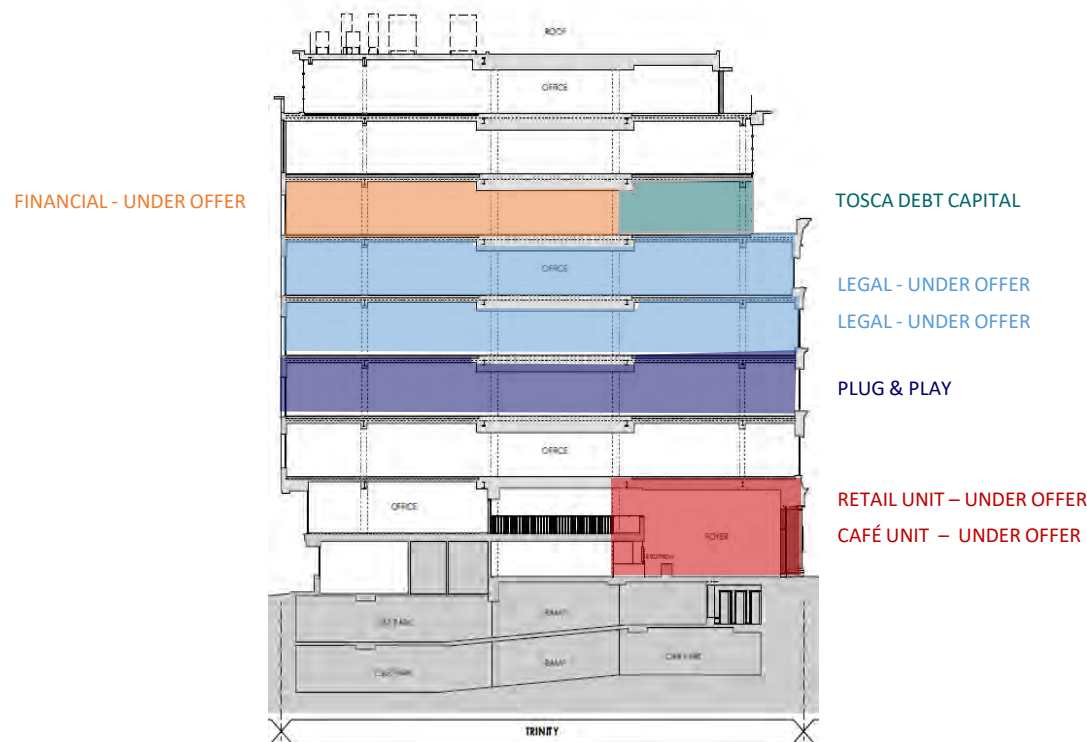
# MANCHESTER SALE METRICS

	35 DALE STREET	FOURWAYS	THE TOOTAL BUILDINGS	PORTFOLIO TOTAL
Key Metrics	£m	£m	£m	£m
Acquisition cost	7.8	17.6	35.9	61.3
Capital expenditure	6.5	4.9	12.7	24.1
Net disposal proceeds	19.7	20.1	75.0	114.8
Capital profit	5.4	(2.4)	26.4	29.4
Capital value (psf)	£361	£369	£311	
Capital profit on cost	37.7%	(10.4%)	54.3%	



# TRINITY, MANCHESTER

- 54,651 sq ft offices, 4,300 sq ft retail / restaurant
- Acquired in May 2017 for £12.9m
- 2,690 sq ft let to Tosca Debt Capital
- 3 office units, representing 20,002 sq ft, under offer
- 2 retail units, 4,300 sq ft, under offer
- Grade A refurbished office space behind a historic façade with a prominent new entrance at ground floor level
- Two new retail / leisure units created adjacent to the main building reception. The office accommodation is arranged over levels mezzanine to 7th floor



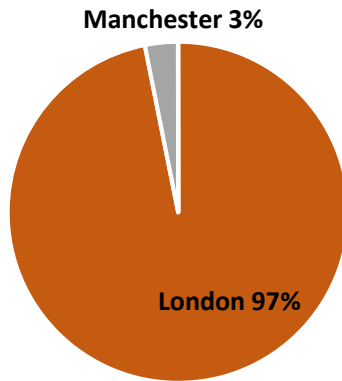
Key rental statistics (September 2020)	£m
Passing Rent	0.0
Contracted Rent	0.1
ERV	1.7





# CAPITAL RECYCLING

- Following the strategic sale of the Manchester assets the portfolio is now focused upon the London market
- A number of opportunities are currently being assessed



- We remain focused on:
  - Redeveloping assets, particularly where complexity exists
  - Refurbishing and repositioning assets to avoid obsolescence, within an increasingly bifurcated market
- To maximise returns we continue to explore transactions on a wholly owned or joint venture or “equity-lite” basis
- Given our extensive experience, longstanding track record and broad relationships we are confident of securing interesting opportunities going forward
- The market should provide opportunities to deploy capital and utilise our skills:
  - Deferrals in occupational decision making should increase medium term demand for best in class space
  - Supply will be further constrained due to Covid-19 related delays in construction projects
  - Occupiers will increasingly demand best in class space which promotes employee wellbeing, innovative technological solutions and sustainability

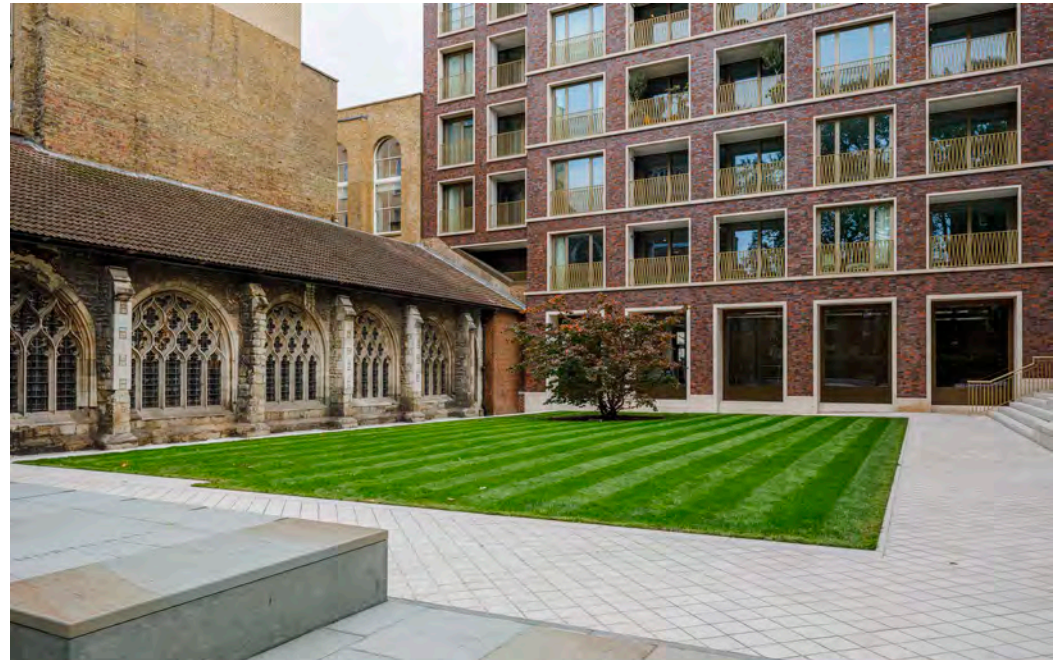
# SUSTAINABILITY - KEY HIGHLIGHTS

- **Built for the Future** – this strategy sets out our long term vision and targets as we move towards a net zero carbon world
- **33 Charterhouse Street**, UK's first BREEAM 2018 New Construction 'Outstanding' rating
- Soon to launch our '**Designing for Net Zero**' guidance to support our design teams in establishing a Carbon Champion to ensure our aspirations are met
- EPRA Sustainability Best Practice Recommendation:

Bronze → Silver Award 2020

- GRESB:

2\* → 3\* 2020



SCHEME	BREEAM RATING
33 Charterhouse Street	Outstanding (design stage)
The Bower - The Tower (office)	Excellent
Warehouse & Studio (office)	Excellent
25 Charterhouse Square	Excellent
90 Bartholomew Close	Excellent
One Bartholomew	Excellent
55 Bartholomew	Excellent
Kaleidoscope	Excellent

# SUMMARY

## 2020 / 2021 MILESTONES

LET KALEIDOSCOPE

UNDER OFFER

LET TRINITY, MANCHESTER

2,690 SQFT LET, 24,302 SQFT UNDER OFFER

SELL RESIDENTIAL AT BARTS SQUARE

10 SOLD (since 1/4/2020)

3 UNDER OFFER AND 31 REMAINING

MAINTAIN RENT ROLL

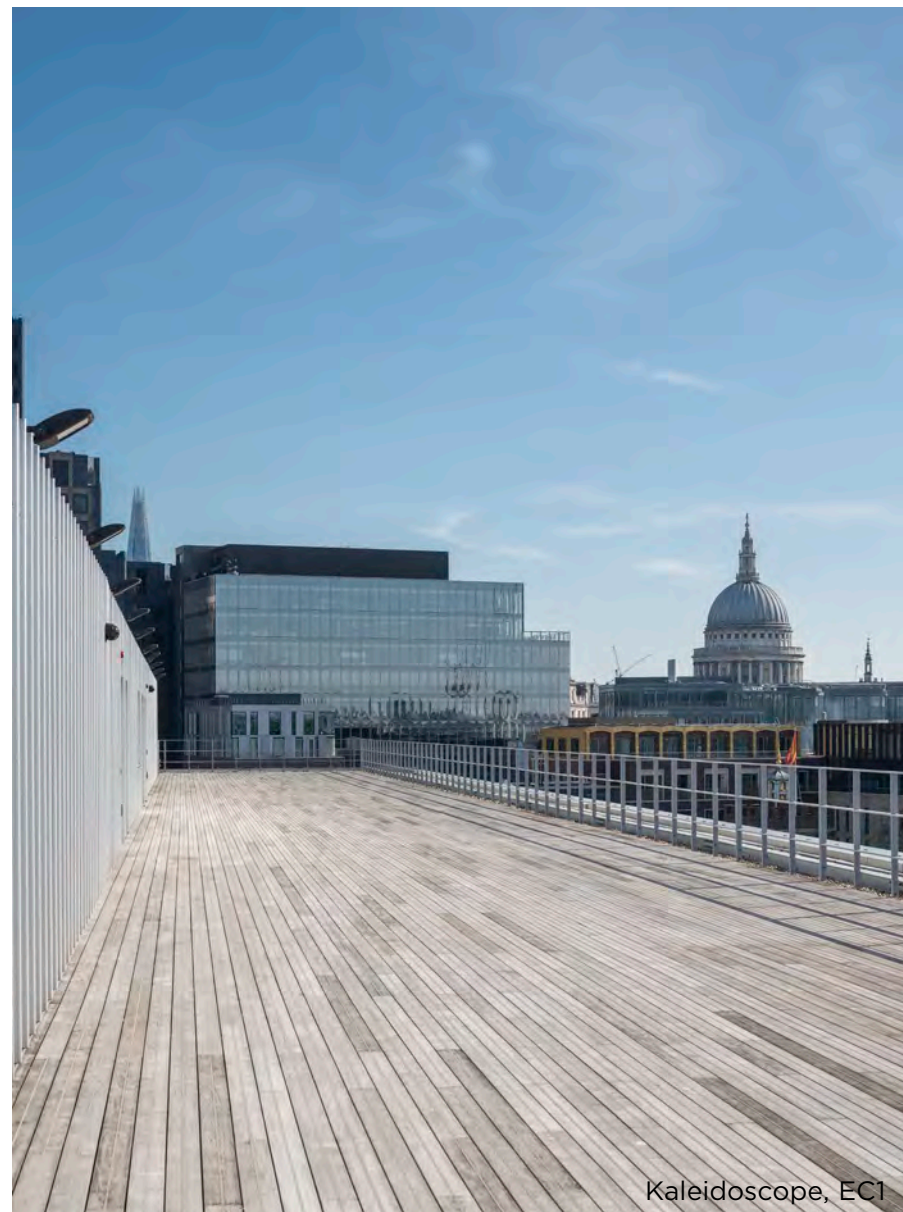
SEPTEMBER RENT COLLECTION 86.8%. AIMING FOR 91-94%

FURTHER ACQUISITIONS

OPPORTUNITIES BEING ASSESSED

ASSET RECYCLING

90 BARTHOLOMEW CLOSE AND MANCHESTER PORTFOLIO SOLD



Kaleidoscope, EC1



## SUMMARY

Helical has a new **Grade A** portfolio in London

We seek to protect our value and to **grow** the business by

- Redeveloping
- Refurbishing
- Repositioning

when opportunities arise



The Bower, EC1





Barts Square, EC1

A wide-angle photograph of a modern office interior. In the foreground, a reception desk with a white top and a gold-colored metal frame stands on a light grey floor. Behind the desk, two computer monitors are visible. The walls are primarily white, with dark wood paneling and gold-colored vertical accents. A staircase with a gold-colored metal railing is visible in the background. The ceiling is white with recessed lighting and three large, cylindrical pendant lights hang from the ceiling. The overall design is clean, minimalist, and contemporary.

# APPENDICES

Trinity, Manchester



# APPENDICES

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Barts Square, EC1

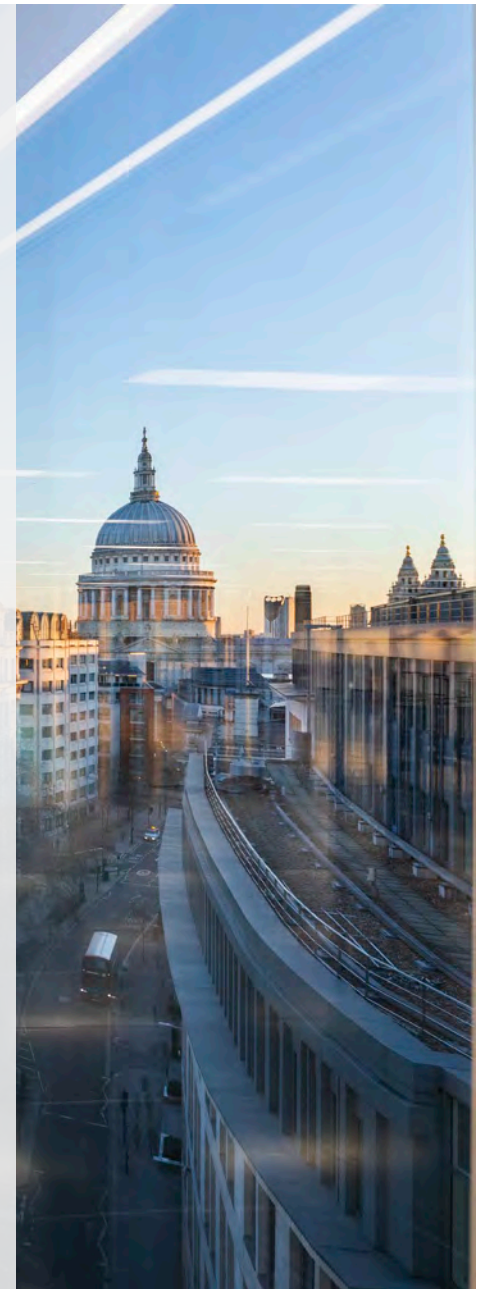


# INVESTING WITH HELICAL

We create buildings for today's occupiers who demand more inspiring space with distinctive architectural detail, carefully curated public realm, market leading amenities, high quality management and our flexible approach to leasing.

Applying this philosophy we seek to maximise Shareholder returns through delivering income growth from creative asset management and capital gains from our development activity.

1	<b>STRONG TRACK RECORD</b> Each of the Executive Directors has over 25 years of experience at Helical, and supported by a dynamic and collaborative team, have developed award-winning buildings that appeal to the most demanding of occupiers.
2	<b>FOCUSED PORTFOLIO</b> The Group has built a high quality portfolio, located in areas of London and Manchester which are growing, have excellent transport links and are culturally rich. The buildings are occupied by a diverse range of tenants, but with a clear focus on the fast growing creative sectors.
3	<b>A CUSTOMER FOCUSED APPROACH</b> Helical develops buildings which appeal to occupiers looking for design led, sustainable and amenity rich workplaces, and that support talent attraction and retention. Whether the properties are built from the ground up, or are rejuvenated existing assets, they aim to be the best in class, respecting the culture of the area. Once complete and let, Helical applies the same philosophy of excellence to its ongoing asset management, ensuring the occupiers receive the best service.
4	<b>MARKET KNOWLEDGE AND RELATIONSHIPS</b> With 35 years experience as a property company, through multiple property cycles, Helical has developed a comprehensive knowledge of the market and built an extensive network from which it can source new development opportunities and access to capital.
5	<b>ROBUST FINANCIAL POSITION</b> The Group uses gearing on a tactical basis, increasing it to accentuate returns in a rising market, or reducing debt to prepare for more challenging times whilst retaining firepower to take advantage of opportunities that arise.
6	<b>SUSTAINABLE BUSINESS MODEL</b> Sustainability is at the core of all activities at Helical. We recognise the impact the buildings we develop have on the environment and are focused on reducing our carbon footprint throughout the property's lifecycle.



# BARTS SQUARE, EC1

## PHASE 1 - RESIDENTIAL / RETAIL

- 144 apartments and 3,194 sq ft retail
- 143 apartments sold / exchanged, total value to be £187.2m
- Residents' concierge, bar and screening room
- Restaurants - let to Stem + Glory and Halfcup

## PHASE 2 - RESIDENTIAL / RETAIL

- 91 apartments and 11,577 sq ft retail / restaurants
- 58 apartments sold, plus the freehold of 56 West Smithfield, for £89.2m at £1,754 psf average
- 3 apartments currently under offer
- All blocks have now achieved practical completion
- Six retail units have completed of which one is now let, two are under offer for short term occupation and three are available to let

## 55 BARTHOLOMEW

- Major refurbishment of a Victorian warehouse to provide 10,976 sq ft of offices. Completion achieved in Q4 2019
- Arranged over lower ground, ground and four upper floors, including a new top floor and roof terrace
- Ground floor let in the period to Clevertouch for £75 psf, now 33% let
- Bike storage, shower and drying facilities provided
- BREEAM Excellent





# THE WAREHOUSE AND THE STUDIO, THE BOWER, EC1

- 141,141 sq ft offices and 10,298 sq ft restaurants
- Fully let prior to practical completion November 2015
- First rent reviews for office tenants have now commenced
- Office tenants:
  - CBS
  - Stripe
  - Farfetch
  - Allegis
  - Pivotal
  - John Brown Media
- BREEAM Excellent and Wiredscore Platinum



Key rental statistics (September 2020)	£m
Passing Rent	8.0
Contracted Rent	8.0
ERV	10.7



# THE TOWER, THE BOWER, EC1

- 171,434 sq ft offices – fully let:

Finabl	11,329 sq ft	17 floor
Incubeta	11,306 sq ft	16 floor
Snowflake	9,568 sq ft	14 floor
OpenPayd	10,046 sq ft	13 floor
Brilliant Basics	40,479 sq ft	10-12, 15 floor
Farfetch	29,671 sq ft	7-9 floor
WeWork	59,035 sq ft	1-6 floor

- Average contracted office rents of £73.00 psf
- 10,761 sq ft retail let to Serata Hall & Wagamama
- Building works completed 31 August 2018
- BREEAM Excellent and Wiredscore Platinum
- RIBA London Awards 2019



Key rental statistics (September 2020)	£m
Passing Rent	8.8
Contracted Rent	13.3
ERV	13.0

## 25 CHARTERHOUSE SQUARE, EC1

- 43,343 sq ft over ground plus six floors
- Ground floor and 1<sup>st</sup> floor available now either for office or retail use
- Completed March 2017 and fully let within 9 months
- 155 year leasehold interest with 10% ground rent
- BREEAM Excellent and Wiredscore Gold



Key rental statistics (September 2020)	£m
Passing Rent	3.2
Contracted Rent	3.2
ERV	3.4



# THE LOOM, E1

- 108,635 sq ft office listed former Victorian Wool Warehouse
- 86% let at present
- One unit under offer, 13,910 sq ft available across 5 units
- Achieving rents of £55.00 psf
- 95% of all units have now been extensively refurbished
- RIBA London and National Award, AJ Retrofit Award and Brick Awards



Key rental statistics (September 2020)	£m
Passing Rent	4.4
Contracted Rent	4.7
ERV	5.6



# SUSTAINABILITY

## BENCHMARK

FTSE4Good



3.9/5

95<sup>st</sup> Percentile

GRESB



76/100

3 Star

EPRA Sustainability Best Practice



Silver

MSCI ESG



AA

CDP

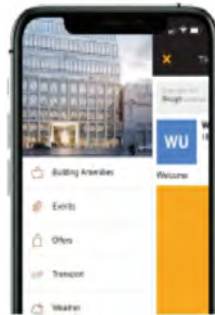


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# 33 CHARTERHOUSE STREET, EC1 – SUSTAINABILITY AND TECHNOLOGY

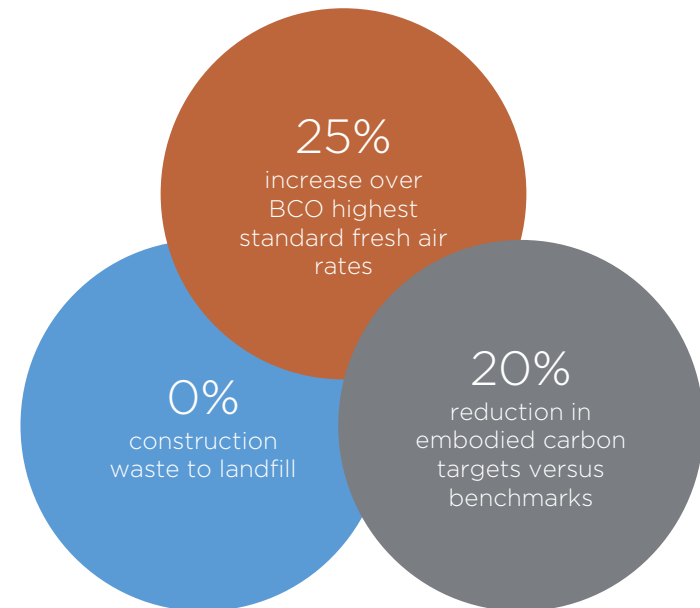
## TECHNOLOGY

- Fully Smart enabled - making it amongst London's most technologically advanced and sustainable buildings
- Tenants will benefit from:
  - Contactless arrival experience
  - Bespoke user app to enhance workplace wellbeing
  - Air quality monitoring
  - Climate and lighting controls
- The technology offers significant efficiencies to ongoing operations:
  - Real time energy usage data
  - Occupancy sensors, multi sensor lighting controls, heat maps
  - Automatic fault recognition and reporting
  - Plant optimisation to reduce running costs and energy consumption



## SUSTAINABILITY

- Achieved UK's first BREEAM 2018 New Construction "Outstanding" rating for design stage
- Enabled for tenants to achieve "WELL" Platinum rating
- No onsite combustion or use of fossil fuels in operations



# EPRA PERFORMANCE MEASURES

	At 30 Sept 2020	At 31 March 2020
EPRA net tangible assets*	£617.0m	£640.4m
EPRA net reinstatement value per share*	550p	562p
EPRA net tangible assets per share*	505p	524p
EPRA net disposal value per share*	465p	480p
EPRA NAV per share	500p	511p
EPRA net initial yield	3.3%	3.0%
EPRA 'topped up' net initial yield	4.0%	4.0%
EPRA vacancy rate	20.4%	19.7%

\*New EPRA metrics effective for accounting periods commencing on, or after, 1 January 2020.

	Period to 30 Sept 2020	Period to 30 Sept 2019
EPRA (loss)/earnings	(£1.2m)	£6.5m
EPRA (loss)/earnings per share	(1.0p)	5.4p



# SEE-THROUGH BALANCE SHEET

	30 SEPTEMBER 2020				31 MARCH 2020	
	Group £m	Joint Ventures £m	Total £m	NAV per share p	£m	NAV per share p
Investment properties	832.4	66.0	898.4		913.7	
Land and development stock (fair value)	0.6	19.2	19.8		35.6	
Property portfolio	833.0	85.2	918.2		949.3	
Net debt			(295.3)		(298.5)	
Other net liabilities			(43.2)		(51.6)	
			579.7		599.2	
Fair value of financial instruments			15.7		10.4	
Deferred shares			(0.3)		(0.3)	
Deferred tax			9.0		15.7	
Real estate transfer tax			12.9		15.4	
EPRA net tangible asset value			617.0	505	640.4	524
Deferred tax			6.5		-	
Real estate transfer tax			(12.9)		(15.4)	
EPRA net asset value			610.6	500	625.0	511

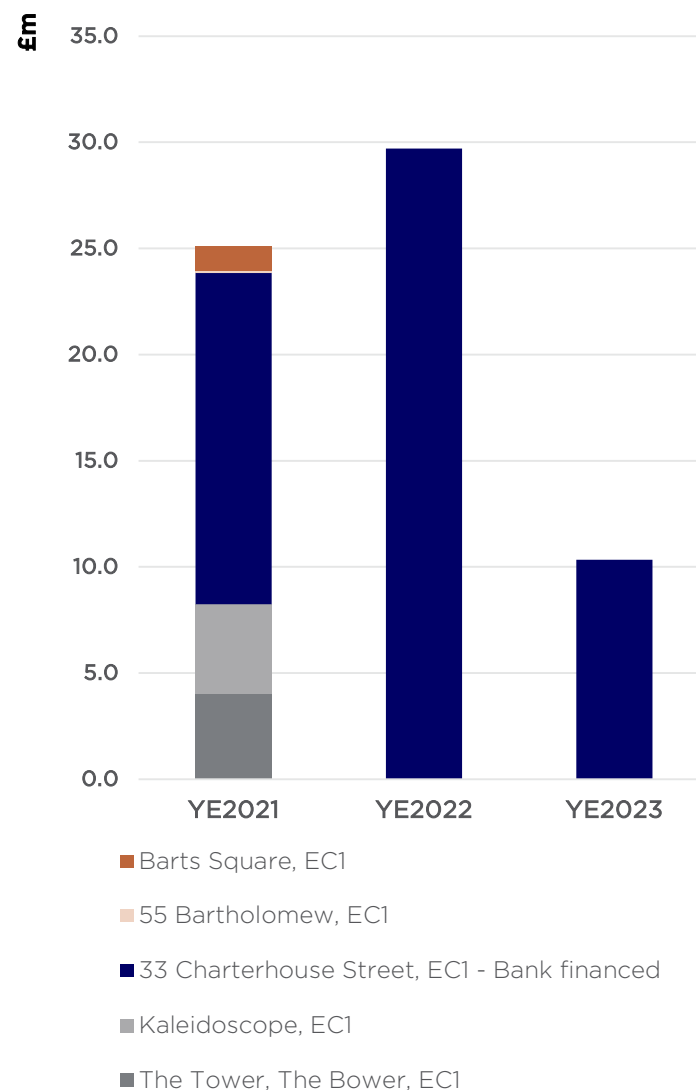
# SEE-THROUGH INCOME STATEMENT

	30 SEPTEMBER 2020			30 SEPTEMBER 2019
	Group £m	Joint Ventures £m	Total £m	£m
Net rental income	11.9	-	11.9	13.0
Development property (loss)/profit	-	(0.5)	(0.5)	5.7
	11.9	(0.5)	11.4	18.7
Administration expenditure	(5.2)	(0.3)	(5.5)	(7.4)
Net finance costs	(7.2)	(0.7)	(7.9)	(7.6)
Change in fair value of debt instruments	(5.3)	-	(5.3)	(4.5)
Other net (expense)/income	-	(0.9)	(0.9)	4.0
	(5.8)	(2.4)	(8.2)	3.2
(Loss)/gain on sale and revaluation of investment portfolio	(6.0)	1.5	(4.5)	9.9
(Loss)/profit before tax			(12.7)	13.1
Tax			2.0	0.9
(Loss)/profit after tax			(10.7)	14.0
EPRA (loss)/earnings per share			(1.0p)	5.4p

# NET CASH FLOW MOVEMENTS

	September 2020 £m	March 2020 £m
Cash generated from operations	0.8	12.3
Capex	(12.9)	(44.2)
Joint ventures	3.3	(42.7)
Net disposal proceeds	-	40.3
Increase/(reduction) in net borrowing	5.8	(75.9)
Other cash flow movements	(2.0)	(0.6)
Dividends paid	(7.3)	(12.2)
Net decrease in cash	(12.3)	(123.0)
Cash at start of period	74.6	197.6
<b>Cash at end of period</b>	<b>62.3</b>	<b>74.6</b>

## FORECAST CAPITAL EXPENDITURE





# COVENANT SUMMARY

## RCF

Covenant	Threshold	Reported September 2020
Loan to Contracted Rental Value	<12:1	10.1:1
Actual Interest Cover	>200%	325%
Projected Interest Cover	>150%	345%

We have rent deposits and bank guarantees of £9.6m from tenants in buildings secured to the RCF

## Aviva

Covenant	Threshold	Reported September 2020
Historical Debt Service Cover	>200%	339%
Projected Debt Service Cover	>200%	235%

We have rent deposits and bank guarantees of £1.7m from tenants in buildings secured to Aviva

# IMPACT OF FORECAST CAPITAL EXPENDITURE AND CAPITAL RECEIPTS

	30 September 2020	Forecast Capex to 31 March 2021	Contracted Sales to 31 March 2021	Pro forma <sup>1</sup> 31 March 2021
Portfolio fair value	£918.2m	£25.1m	(£116.6m)	£826.7m
Net debt	£295.3m	£25.1m	(£116.6m)	£203.8m
Pro forma Loan to Value	32.2%	3.4%	(10.9%)	24.7%

Forecast Capital Expenditure	Capex Budget <sup>2</sup> £m	Remaining Spend <sup>2</sup> £m
<b>Investment Portfolio</b>		
Kaleidoscope, EC1	62.2	4.2
The Tower, EC1	110.0	4.0
55 Bartholomew, EC1	2.7	0.1
33 Charterhouse Street, EC1	65.8	55.6
<b>Residential Development</b>		
Barts Square, EC1	106.7	1.2

<sup>1</sup>Excludes the impact of potential valuation movements

<sup>2</sup>Helical share

# PORTFOLIO METRICS (1)

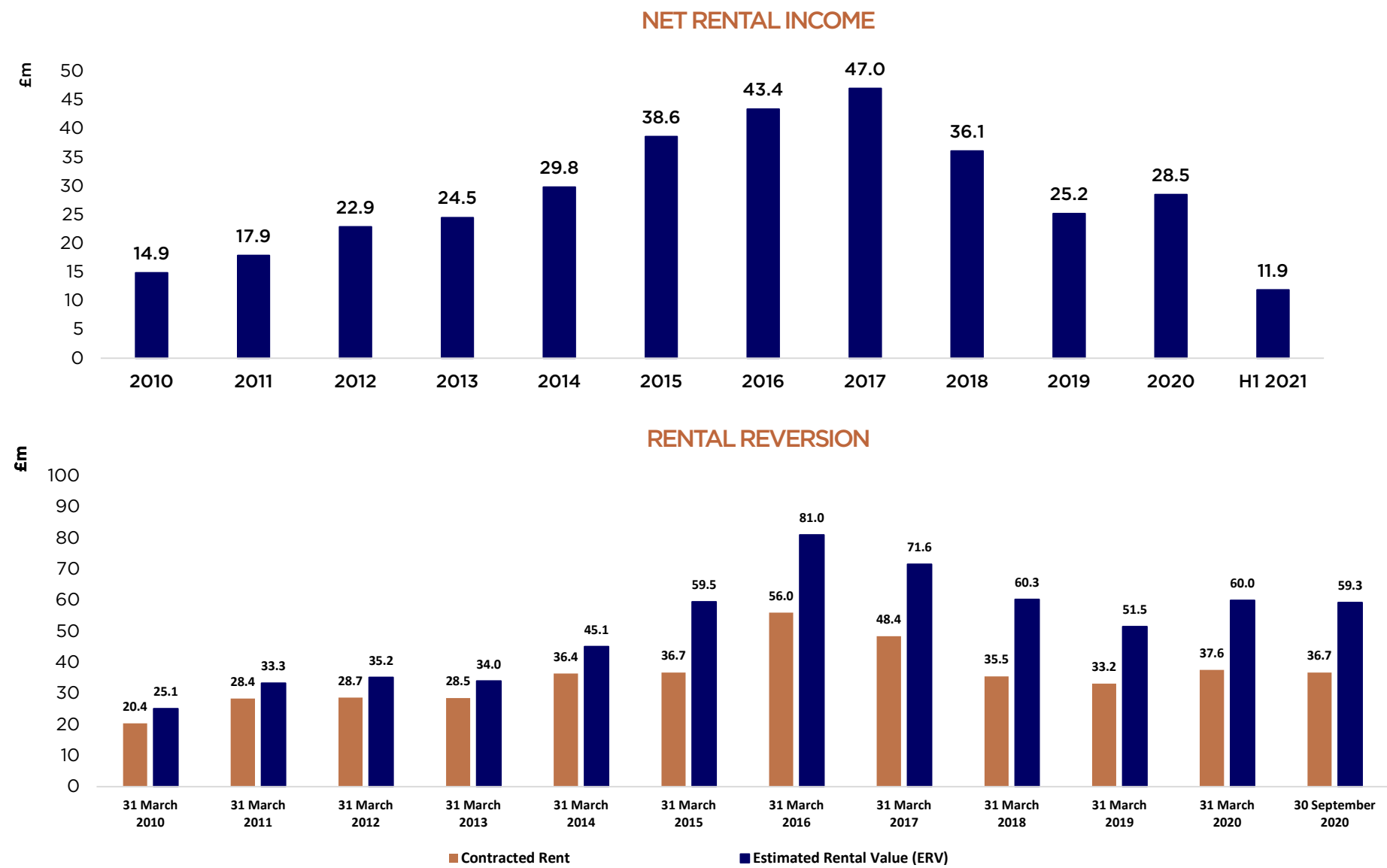
Investment Portfolio	Fair Value £m	%	Capital Value psf £	Vacancy Rate %	September 2020 WAULT Years	Valuation Change Excluding Sales and Purchases %
London Offices:						
- Completed, let and available to let	707.3	78.7	1,157	19.7	6.2	-0.8
- Being redeveloped	53.0	5.9	516	n/a	n/a	3.4
<b>Total London</b>	<b>760.3</b>	<b>84.6</b>	<b>998</b>	<b>19.7</b>	<b>6.2</b>	<b>-0.5</b>
Manchester Offices:						
- Completed, let and available to let	138.0	15.4	328	17.7	4.3	-0.4
<b>Total Manchester</b>	<b>138.0</b>	<b>15.4</b>	<b>328</b>	<b>17.7</b>	<b>4.3</b>	<b>-0.4</b>
Other	0.1	0.0	-	-	-	0.0
<b>Total</b>	<b>898.4</b>	<b>100.0</b>	<b>753</b>	<b>18.9</b>	<b>5.8</b>	<b>-0.5</b>



## PORTFOLIO METRICS (2)

Investment Portfolio	Passing Rent £m	Contracted Rent £m	ERV £m	Change in ERV LfL %	EPRA Topped Up NIY %	True Equivalent Yield %	Reversionary Yield %
London Offices:							
- Completed, let and available to let	25.0	29.9	41.3	0.2	3.8	5.1	5.3
- Being redeveloped	-	-	8.6	1.2	n/a	4.9	5.7
<b>Total London</b>	<b>25.0</b>	<b>29.9</b>	<b>49.9</b>	<b>0.3</b>	<b>3.8</b>	<b>5.0</b>	<b>5.4</b>
Manchester Offices:							
- Completed, let and available to let	5.9	6.8	9.3	0.0	4.6	6.0	6.3
<b>Total Manchester</b>	<b>5.9</b>	<b>6.8</b>	<b>9.3</b>	<b>0.0</b>	<b>4.6</b>	<b>6.0</b>	<b>6.3</b>
<b>Other</b>	<b>-</b>	<b>-</b>	<b>0.1</b>	<b>0.0</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>
<b>Total</b>	<b>30.9</b>	<b>36.7</b>	<b>59.3</b>	<b>0.3</b>	<b>4.0</b>	<b>5.1</b>	<b>5.5</b>

# RENTAL INCOME AND RENTAL REVERSION

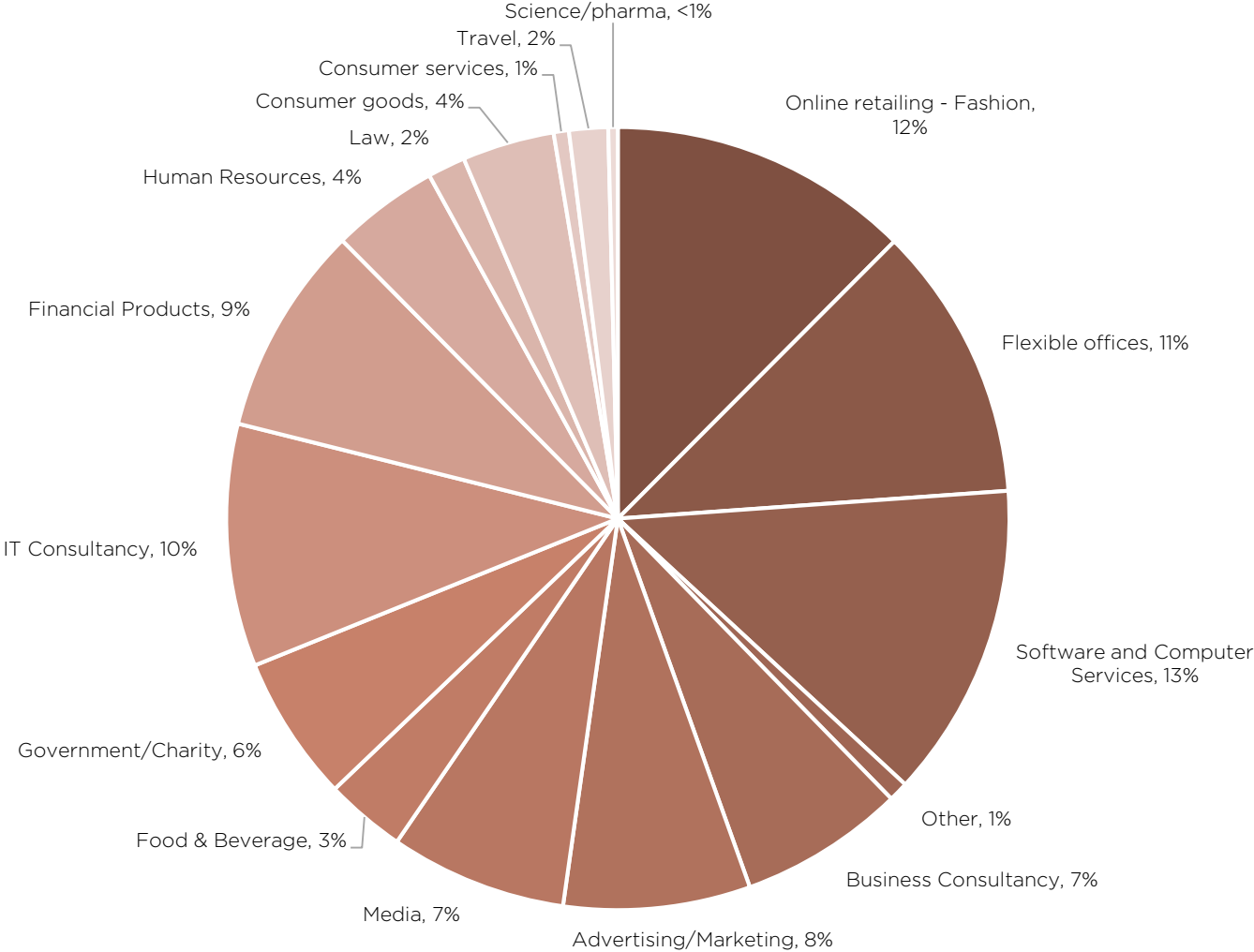


# INVESTMENT PORTFOLIO KEY STATISTICS

	Total Portfolio Contracted Rent £m
Total contracted rental change from disposal of London Offices	(0.9)
Rent lost at break/expiry	(0.4)
Rent reviews and uplifts on lease renewals	0.2
New lettings:	
- London	0.1
- Manchester	0.1
Total movement in the period from asset management activities	0.0
Net decrease in contracted rents in the period	(0.9)



# TENANT MAKE-UP



# TOP 10 TENANTS

Rank	Tenant	Tenant Industry	Contracted Rent, £m	Rent Roll
1	Farfetch	Online retail	3.9	10.7%
2	WeWork	Flexible offices	3.8	10.4%
3	Brilliant Basics	Technology	3.2	8.6%
4	Pivotal	Technology	2.0	5.5%
5	Capita	Business services	1.8	4.9%
6	Anomaly	Marketing	1.4	3.8%
7	CBS	Media	1.0	2.8%
8	Allegis	Recruitment	1.0	2.7%
9	Incubeta	Marketing	0.9	2.5%
10	OpenPayd	Financial services	0.9	2.4%
	TOTAL		19.9	54.3%

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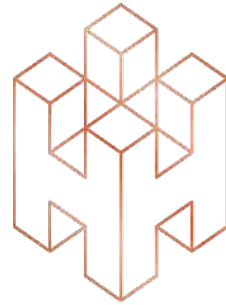
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