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All information is as of 30 June 2024 unless otherwise indicated.

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## **Presenters**





Becky Worthington Chief Financial Officer

- 25+ years of financial experience
- Joined CWG in March 2021
- Former CFO of iQ Student Accommodation, Countryside and Quintain, and former NED of British Land; current NED and Chair of Audit Committee for Alstria
- Fellow of ICAEW and Honorary Fellow of the ACT



Andrew King
Director of Investment

- 15+ years of financial experience
- Joined CWG in September 2013
- Former Director of FP&A and Head of Business Appraisal
- PhD in Chemistry from the University of Manchester



Sean Crosby
Director of Commercial
Finance and Group Treasury

- 15+ years of financial experience
- Joined CWG in January 2022
- Former Director of Finance of Intu Properties
- Chartered Accountant (Canada), Master of Professional Accounting and Bachelor of Commerce from Canadian universities

















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GROUP OVERVIEW

## Introduction

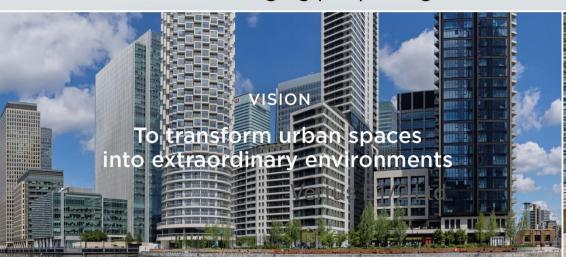


Canary Wharf Group Investment Holdings plc (CWG) is the developer of one of the largest urban regeneration projects in Europe, and the UK's largest single site listed REIT. The group manages and owns interests in 7.9 million sq ft of office space, 1.2 million sq ft of retail & leisure space, 2,300+ apartments complete and an additional 2,000+ residential units under construction on the Estate. With a strong focus on sustainability and community engagement initiatives, CWG creates vibrant urban ecosystems that enhance the wellbeing of the people who live and work on the Estate.

CWG is owned by Brookfield Property Partners and Qatar Investment Authority, two of the world's largest commercial real estate companies and funds respectively.

#### **PURPOSE**

# Bringing people together to enhance lives, now and in the future





## Excellence

Commit to achieving the best with integrity

## Collaboration

Make use of our vast experience and knowledge to work effectively together

#### **VALUES**

## **Engagement**

Develop our people, our communities, our stakeholders and our sustainable environments

# Ownership

Take responsibility and pride in what we deliver. Everyone has the opportunity to make a difference

### **Innovation**

Embrace change and encourage innovation





# **Estate Strategy**



**DIVERSIFICATION** 

**TRANSFORMATION** 

**AMENITIES** 











Tech

GCYBSAFE +datatonic

smarsh 'etoro'

W MINDGARD apron.













## **Education**





F&B

mallow

**DISHOOM** 

HAWKSMOOR

+A +IOVARDA

ROE

MARCELINE

## **Experiences**











THIRD SPACE **Hospitality** 



# **Business Highlights**











# **Operations**

## Record breaking footfall

over 35m visitors to the Estate in H1 2024 (+8% vs H1 2023)

#### Middle Dock

Due to launch October 2024

our newest public realm project, a prime example of our ambition to create spaces that work for nature as well as people

## Over 3,500 people living on the Estate

and 150k within 1 mile



## Leasing

## 50 retail lettings exchanged YTD

including new tenants KIKO, Swarovski and Next £8m of rent p.a. secured

#### Morgan Stanley commitment to 2038

deed of variation agreed in March 2024 to remain at 20 Bank Street (EMEA HQ)

## Barclays commitment to 2039

5 year lease extension agreed in December 2023 on One Churchill Place (Global HQ)



# Financing

#### £1.5bn of new and refinanced debt

1/5 Bank Street (£467m)

5 year extension agreed, maturing in 2029

#### One Churchill Place (£399m + £75m)

5 year extension agreed on existing £399m facility, additional £75m facility drawn, both maturing 2039

#### 25 Churchill Place (£339m)

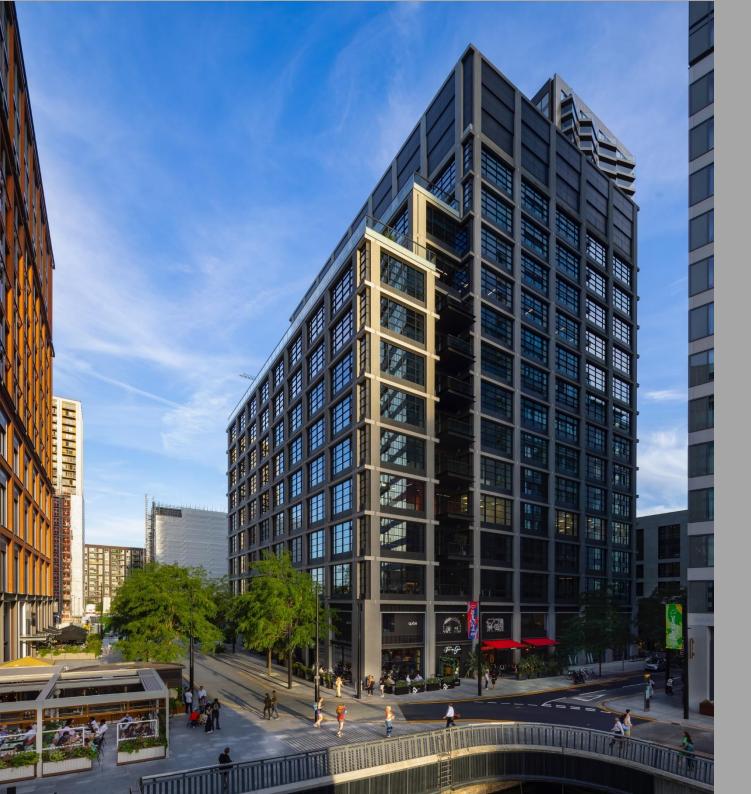
5 year extension agreed, maturing in 2030

#### 3 & 15 West Lane (£80m)

£80m Construction Loan agreed

#### 15/20 Water Street (£132m)

5 year loan agreed, maturing in 2029





PROPERTY MARKET & VALUATIONS

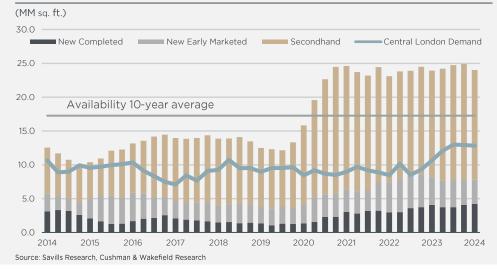




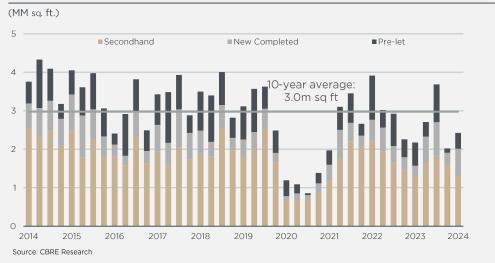
#### Highlights

- Take-up in 2024 broadly flat, but Under Offers 10% and active demand well above year averages
- 70% of take-up was new Grade A stock
- Committed pipeline thin with occupiers looking further ahead

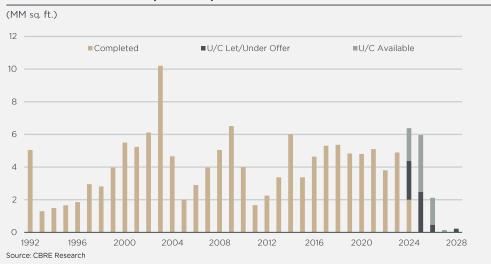
#### Central London Availability and Active Demand



#### Central London Take-up Q2 2024



#### **Central London Development Pipeline**



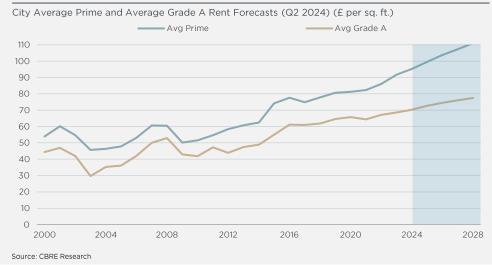




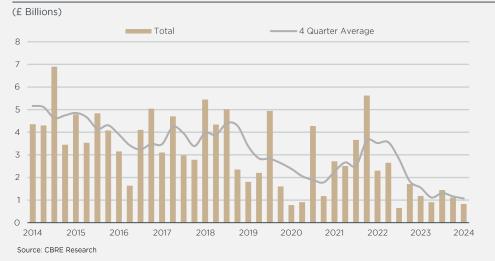
#### Highlights

- H1 2024 central London investment volumes at £1.8bn, lowest H1 since 1998. Albeit City submarket Q2 volumes up 157% versus Q1
- Property returns expected to improve, with yields stabilising and strong rental growth forecast
- Property yields likely to face pressure to follow declining interest rates

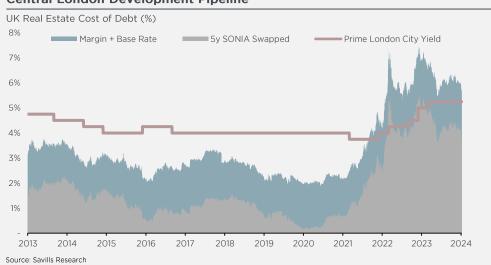
#### Flight to quality - on average 30% premium for higher quality space



#### **Central London Capital Transactions**



#### **Central London Development Pipeline**







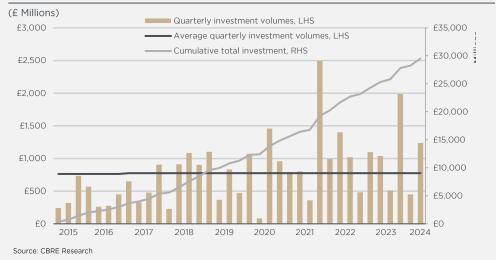
#### **HIGHLIGHTS**

- Investment volumes remain above long-term average
- Rental growth remains above inflation
- BTR supply constrained by build cost and planning

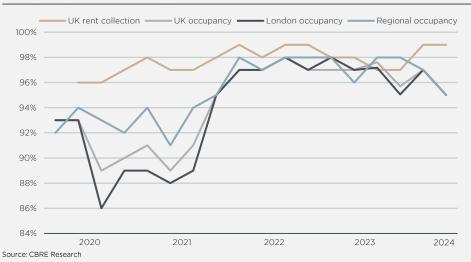
#### Rental growth remains strong despite demand returning to historic levels



#### BTR investment volumes above 10yr average



#### Occupancy remains strong with excellent collection rates



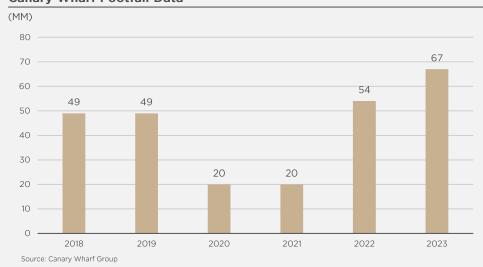




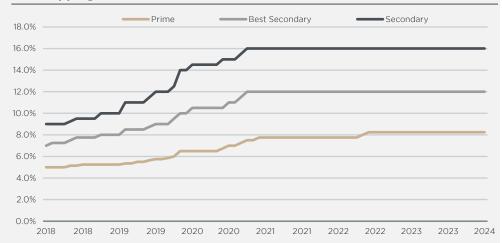
#### Highlights

- Limited transactions in the market proving benchmark yields
- Rental growth across the market remains low, although market is polarised towards best in class
- Continued strong footfall growth

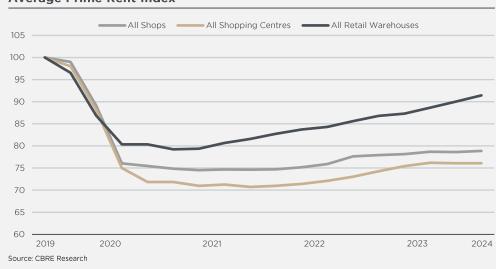
## **Canary Wharf Footfall Data**



#### **UK Shopping Centre Benchmark Yields**

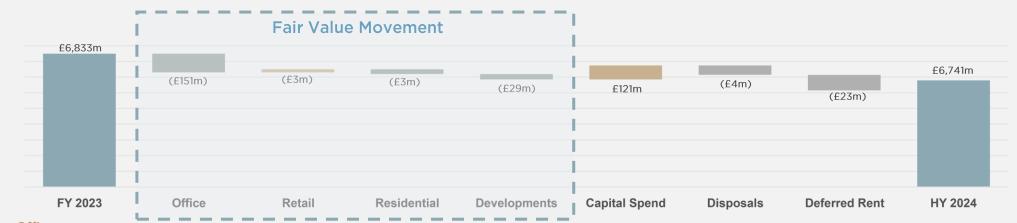


#### **Average Prime Rent Index**



## **Valuation Movements & Drivers**





#### Office:

- Market driven yield expansion driving valuation reduction
- ERVs flat

#### Retail:

Slight value increase driven by strength of operational performance

#### Residential (BTR):

 Abolition of Multiple Dwelling Relief and slight yield expansion driving valuation offsetting rental growth

#### **Developments:**

• £23m being deferred rent on plot lease

	FY 2023	HY 2024	HY 2024	HY 2024	HY 2024	HY 2024
Excludes JVs & other associates	Market Value	Capital Spend	Disposals	Deferred Rent	Fair Value Movement	Market Value
Office	£4,343m	£78m	-	-	(£151m)	£4,270m
Retail	£1,161m	£3m	-	-	(£3m)	£1,161m
Residential	£599m	£2m	-	-	(£3m)	£598m
Developments	£730m	£38m	(£4m)	(£23m)	(£29m)	£712m
Total Portfolio	£6,833m	£121m	(£4m)	(£23m)	(£186m)	£6,741m

	FY 2023	HY 2024	HY 2024
	Weighted Average Yield <sup>(1)</sup>	Yield Shift	Weighted Average Yield <sup>(1)</sup>
Office	6.2%	0.1%	6.3%
Retail	5.4%	0.1%	5.5%
Residential (BTR)	4.1%	0.1%	4.2%

<sup>1.</sup> Weighted average equivalent yield for Office and Retail. Weighted average Initial yield for BTR (excludes affordable, joint ventures and other investments)





OPERATING & FINANCIAL PERFORMANCE

# **Operating Highlights**



Resilient operating performance



Number of Properties (1)	12	
Total NIA (m sq. ft.) (1)	6.9	
Fair Value <sup>(1)</sup>	£4,270m	
Occupancy (2)	88.5 %	
Rental Income (1)	£113.8m	
WAULT to expiry	10.6 years	
78% of NIA <sup>(1)</sup> / 70% of Rental Income <sup>(1)</sup>		



Number of Properties	19	
Total NIA (m sq. ft.)	1.2	
Fair Value	£1,161m	
Occupancy	95.7%	
Rental Income	£34.2m	
WAULT to expiry	8.8 years	
13% of NIA (1) / 21% of Rental Income (1)		



Number of Properties (1)	4	
Total NIA (m sq. ft.) (1)	0.8	
Fair Value <sup>(1)</sup>	£598m	
Occupancy	91.8%	
Rental Income (1)	£14.6m	
Number of Flats (1)	955	
9% of NIA <sup>(1)</sup> / 9% of Rental Income <sup>(1)</sup>		



Investment Properties

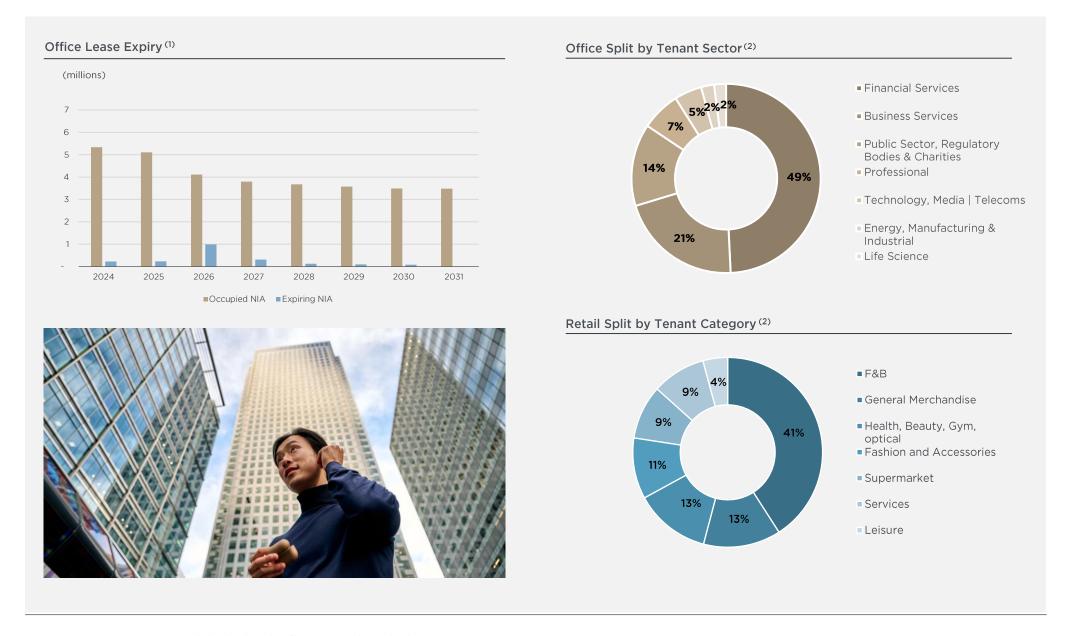
Properties Under Construction

Land

Trading Properties

# Long lease tenure with an increasingly diversified customer base





<sup>1.</sup> Data as at 30 June 2024. Calculated to the earlier of lease expiry or the next break option 2. Data as at 30 June 2024. Includes joint venture investments

# **Financial Highlights**



Stable underlying performance excluding the impact of one-off transactions

## **KEY FINANCIAL HIGHLIGHTS**



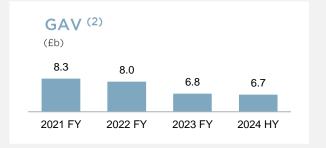














<sup>1.</sup> Look through LTV is calculated by reference to net debt excluding derivative financial instruments

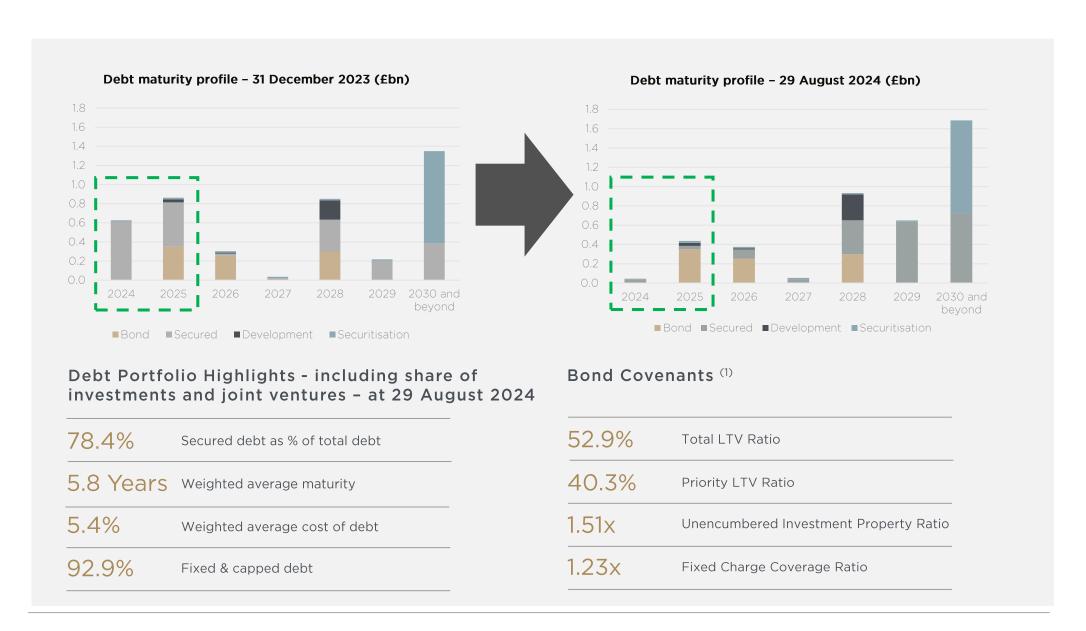
<sup>2.</sup>CWGIH's fair value of properties excluding share of joint ventures and other investments

<sup>3.</sup> Adjusted NAV excludes deferred tax and fair value adjustments on derivatives.

# **Capital Structure**



£1.5bn refinanced YTD, significantly reducing debt maturity profile





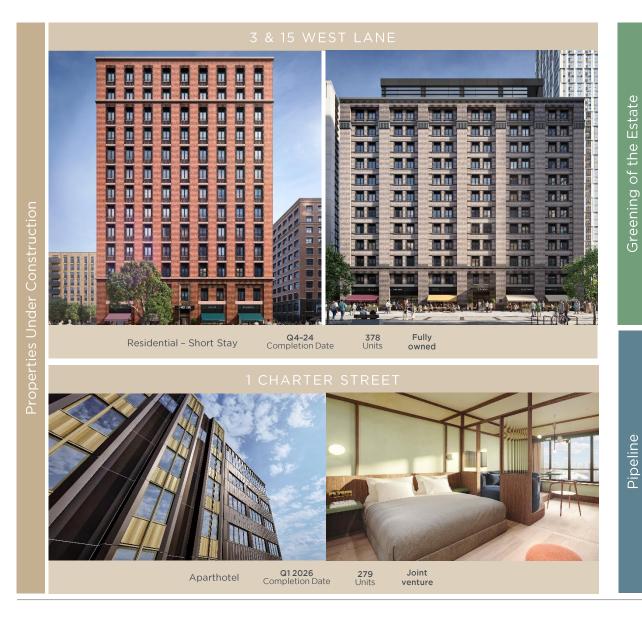


DEVELOPMENT

# **Development Update**



One of the largest sustainable developers in the UK with over 11 million sq. ft. of sustainable certified buildings





MIDDLE DOCK





ENVIRONMENTAL, SOCIAL & GOVERNANCE (ESG)

AMBITION INTO ACTION

# Environmental, Social & Governance (ESG) Case Studies



# **Driving Circularity:**Driving circularity by recycling aggregate between construction sites



- ★ Working together with our supply chain to identify opportunities to trial circular economy innovations
- ★ Identified an opportunity to reuse demolition materials between sites and worked with London Concrete to crush and stockpile 2.500 tonnes of material
- ★ Used 38.5 tonnes of that material to pour a new 225m³ roof slab on a Wood Wharf building
- ★ Looking to follow this model for similar innovation projects in the future



# Climate Action: Providing training to our supply chain to help achieve shared goals



- ★ A significant amount of CWG's emissions come from our supply chain, which is why we are working closely with them to set measurable targets
- ★ We have launched two supplier training programmes, Heart of the City and Contingent, to help them calculate their emissions footprint, set targets and create a realistic decarbonisation plan
- ★ The Heart of the City programme currently has 27 of our highest emitting SME suppliers taking part, and an estimated 78% of them will be ready to submit their Science Based Targets by the end of August
- ★ The Contingent programme works with larger companies, and has 17 suppliers currently enrolled

# Environmental, Social & Governance (ESG) Case Studies



## Nature Positive: Creating a place for nature and people at Middle Dock



- ★ Creating a new way for the public to engage with the water in Canary Wharf, and providing the space for biodiversity to thrive in an urban environment
- ★ Collaboration with the Eden Project, Transport for London and the Canal & River Trust
- ★ Delivering biodiversity net gain through interventions like artificial reefs and hanging shellfish habitats
- ★ Reducing the urban heat island effect, supporting our resilience against climate impacts
- ★ Launching in October 2024



# Social Impact: Supporting our community via the Community Grants Programme



- ★ In 2023, we launched our Community Grants Programme to support community organisations delivering programmes across key themes: Education, Skills & Employment, and Wellbeing & Biodiversity
- ★ Last year we supported 67 community organisations with grants ranging from £400 to £10,000
- ★ This year we are partnering with East End Community Foundation (EECF) who have over 30 years' experience working with organisations in East London
- ★ Two funding rounds delivered to date in 2024, third round to be delivered in September





# APPENDIX

# Financial Policy Framework



Robust financial policy to support business requirements whilst reducing unnecessary financial risk

1	Leverage Policy	• Target LTV at or below 50%
2	Liquidity	<ul> <li>Maintain sufficient short-term liquidity through cash retention and revolving credit facilities</li> <li>Best-in-class shareholders with long term outlook</li> </ul>
3	Funding Mix	• Robust capital structure with a diversified debt portfolio, supported by the capital markets and strong lender relationships
4	Maturity Profile	<ul> <li>Proactively address approaching maturities</li> <li>Extend and stagger maturity profile to reduce refinancing risk</li> </ul>
5	Interest and FX Risk Hedging	<ul> <li>Ensure a majority of borrowing is fixed or capped to reduce exposure to rising interest rates</li> <li>Foreign currency debt fully hedged</li> </ul>
6	Dividend Policy	<ul> <li>Remain focused on value creation through cash generation and developments</li> <li>Dividend policy in line with UK REIT regulations</li> </ul>

# **Summary Financial Statements**



# **Balance Sheet**

Dalatice Street		
£m	2024 H1	2023 FY
Investment properties	6,746.2	6,837.1
Right of use asset	1.4	1.4
Plant and equipment	9.5	8.1
Investments in joint ventures	91.4	101.3
Other investments	12.0	17.8
Derivative financial instruments	12.8	8.9
Non current receivables	72.5	42.9
Total non current assets	6,945.8	7,017.5
Trading properties held for sale	57.4	58.4
Derivative financial instruments	6.8	19.1
Current tax assets	-	-
Trade and other receivables	173.0	146.2
Cash and cash equivalents	364.0	840.3
Total current assets	601.2	1,064.0
Total assets	7,547.0	8,081.5
Current portion of long term borrowings	(982.0)	(1,053.9)
Current tax liabilities	(12.2)	(10.5)
Trade and other payables	(326.1)	(399.3)
Total current liabilities	(1,320.3)	(1,463.7)
Borrowings	(3,171.3)	(3,395.8)
Derivative financial instruments	(77.6)	(135.3)
Lease liabilities	(63.6)	(63.6)
Deferred tax liabilities	(13.7)	(15.1)
Provisions	(1.4)	(1.6)
Total non current liabilities	(3,327.6)	(3,611.4)
Total liabilities	(4,647.9)	(5,075.1)
Net assets	2,899.1	3,006.4

# **Income Statement**

£m	2024 H1	2023 H1
Revenue	247.7	253.4
Cost of sales	(101.0)	(91.1)
Underlying gross profit	146.7	162.3
Other income	0.4	6.3
Share of profits of joint ventures and associates	1.6	1.0
Administrative expenses	(28.8)	(23.9)
Underlying operating profit	119.9	145.7
Net financing costs		
- financing income	8.9	4.3
- financing charges	(116.9)	(112.9)
Underlying profit before tax	11.9	37.1
Capital and other revenue	27.5	-
Capital and other cost of sales	(2.9)	-
Share of joint ventures and associates after tax - capital	(10.7)	(7.6)
Revaluation of other investments	(5.8)	(5.7)
Change in fair value of property assets	(194.3)	(473.0)
Change in fair value of derivative financial instruments	65.8	56.8
Other financing costs	(2.3)	(2.3)
(Loss)/profit before tax	(110.8)	(394.7)
Tax	(0.9)	(0.9)
Net (loss)/profit	(111.7)	(395.6)

3,006.4

# **Bond Covenant Workings**



Total and Priority LTV Ratio	
£m	
Current borrowings	982.0
Long term borrowings	3,171.3
Less cash	(364.0)
Consolidated Indebtedness	3,789.3
Less green bond	(903.6)
Consolidated Priority Indebtedness	2,885.7
Consolidated total assets (3)	7,527.4
Less cash	(364.0)
Total Assets	7,163.4
Total LTV Ratio	52.9%
Priority LTV Ratio	40.3%

Fixed Charge Coverage Ratio	
£m	
Adjusted EBITDA (1)	278.2
Adjusted interest	226.9
FCCR	1.23x

Unencumbered Property Ratio (exc Land)	
£m	
Unencumbered investment property assets	1,362.9
Green bond	(903.6)
Unencumbered Test (exc Land)	

Unencumbered Investment Property Assets		
£m		
Retail Malls	887.9	
10 Cabot Square	207.5	
15 Westferry Circus	66.7	
7 Westferry Circus	81.4	
Other (2)	119.4	
Unencumbered Pool	1,362.9	

 <sup>(1)</sup> EBITDA is adjusted for one-off items as per terms included in the Final Offering Memorandum
 (2) Other includes Water Pavilions, Infrastructure Car Parks, 12 Bank Street and other smaller income producing property
 (3) Consolidated total assets consists of total assets as they appear in the financial statements excluding movement in mark-to-market valuation of financial assets

# Single Let buildings



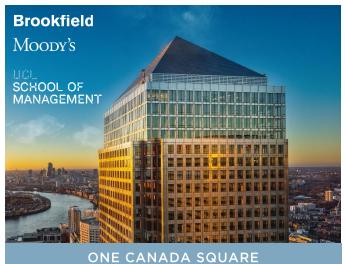
ONE CHURCHILL PLACE	Worgan Stanley  20 BANK STREET	20 CABOT SQUARE	33 CANADA SQUARE
TOTAL NIA (M SQ.FT.): 1,004,438	TOTAL NIA (M SQ.FT.): 546,538	TOTAL NIA (M SQ.FT.): 537,184	TOTAL NIA (M SQ.FT.): 562,745

# **Multi Let Buildings**









TOTAL NIA (M SQ.FT.): 558,266

TOTAL NIA (M SQ.FT.): 717,202

TOTAL NIA (M SQ.FT.): 1,198,764







