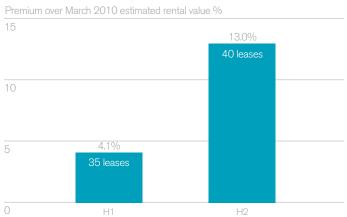


Purchases for the year to 31 March 2011				
Description	Price £m	NIY %	Area sq ft	Cost £ per sq ft
35 Portman Square	53.0	7.7	73,000	726
City Place House	47.0	7.2	177,000	531
City Tower	17.5	8.3	132,600	263
20 St James's Street	42.5	4.6	55,500	765
73/77 Oxford Street	7.5	n/a	n/a	n/a
GCP Properties	45.1	3.5	140,100	322
	212.6		578,200	

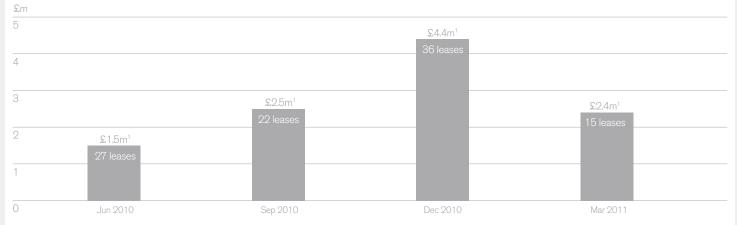
# Wholly-owned and JV property assets as at 31 March 2011



## Open market lettings for the year to March 2011



### New lettings and renewals by quarter



1 New rent per annum.

**Great Portland Estates** 

Key letting deals			
Property	Tenant	Term	Rent p.a. <sup>1</sup>
24/25 Britton Street, EC1	Kurt Geiger	15 years	£1,525,000
184/190 Oxford Street, W1	Aldo	15 years	£920,000
14/17 Market Place, W1	Lyle & Scott	10 years	£443,500
508/540 Oxford Street, W1	Holland and Barrett	10 years	£217,500
90 Queen Street, EC4	Intesa Sanpaolo S.p.A	15 years	£2,900,000
20/30 Great Titchfield Street, W1	Heineken UK	10 years	£617,100
			£6.623.100

1 GPE Share

Committed schemes and pipeline

Development	Anticipated finish	New building area <sup>1</sup>	Total project cost £m²	Proposed ERV £m²	Secured income £m
Committed					
184/190 Oxford Street, W1	Complete	26,400	2.4	1.7	1.7
24/25 Britton Street, EC1	Sep 11	51,300	6.8	1.6	1.6
23/24 Newman Street, W1	Oct 11	25,200	11.3	0.2	_
Marcol House, 289/295 Regent Street, W1	Oct 12	103,300	50.3	6.9	0.3
160 Great Portland Street, W1	May 12	88,200	26.7	4.9	4.9
79/97 Wigmore Street, W1	Jun 13	111,400	31.7	3.1	_
Total of committed		405,800	129.2	18.4	8.5
Near-term non-committed 11 projects	2012–2014	1,823,300		49.5	
Pipeline 10 projects		844,900			
Total programme 27 projects, 52% of GPE's existing portfolio		3,074,000			

<sup>1</sup> Areas are in sq ft and at 100%.

<sup>2</sup> For those held in JV, costs are shown as GPE's share.

		Wholly-owned	Share of joint venture \$\mathcal{\mathcal{E}} m	Total £m	Proportion of portfolio %	Valuation movement %
North of Oxford Street	Office	355.8	69.3	425.1	25.7%	17.0%
	Retail	60.8	84.1	144.9	8.7%	8.3%
Rest of West End	Office	103.1	121.3	224.4	13.6%	15.3%
	Retail	85.6	97.8	183.4	11.1%	8.2%
Total West End		605.3	372.5	977.8	59.1%	13.5%
City and Southwark	Office	146.5	63.8	210.3	12.7%	10.3%
	Retail	19.7	1.7	21.4	1.3%	15.7%
Total City and Southwark		166.2	65.5	231.7	14.0%	10.8%
Investment property portfolio		771.5	438.0	1,209.5	73.1%	12.9%
Development property		84.1	125.6	209.7	12.7%	16.9%
Total properties held throughout the year		855.6	563.6	1,419.2	85.8%	13.5%
Acquisitions		165.4	69.9	235.3	14.2%	9.6%
Total property portfolio		1,021.0	633.5	1,654.5	100.0%	12.9%

<sup>1</sup> Excludes the proceeds from the 160 Great Portland Street surrender.

### Portfolio characteristics

Net internal area sq ft 000's

		Investment properties \$\pm\$m	Development properties £m	Total property portfolio £m	Office £m	Retail £m	Total £m	Net internal area sq ft 000's
North of Oxford Street		649.6	198.9	848.5	654.5	194.0	848.5	1,436
Rest of West End		453.4	_	453.4	268.1	185.3	453.4	879
Total West End		1,103.0	198.9	1,301.9	922.6	379.3	1,301.9	2,315
City and Southwark		322.7	29.9	352.6	330.9	21.7	352.6	1,063
Total		1,425.7	228.8	1,654.5	1,253.5	401.0	1,654.5	3,378
By use:	Office	1,060.3	193.2	1,253.5				
	Retail	365.4	35.6	401.0				
Total		1,425.7	228.8	1,654.5				

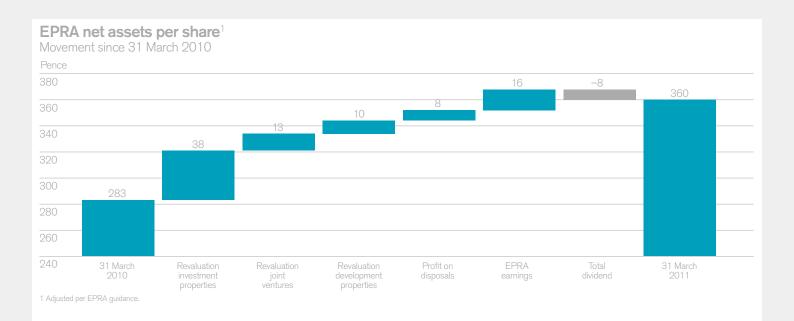
388

3,378

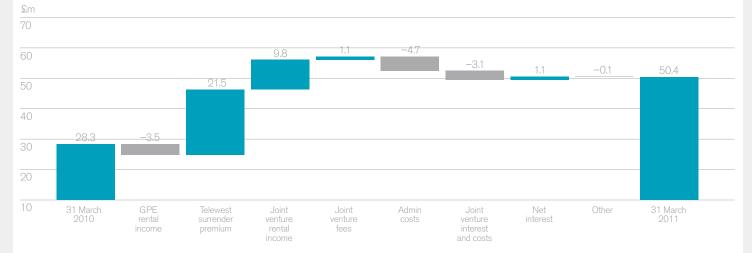
2,990

**Great Portland Estates** 





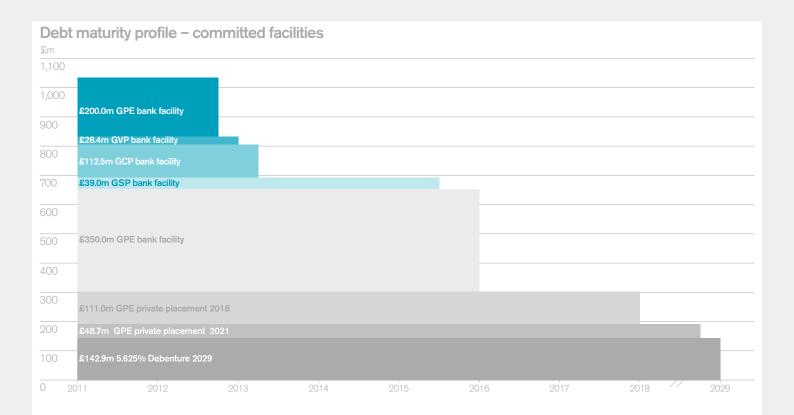
## EPRA profits before tax – year to 31 March 2011



### **Debt analysis**

	March 2011 £m	March 2010 £m
Net debt excluding JVs	349.1	232.6
Net gearing	31.4%	26.5%
Total net debt including 50% JV non-recourse debt	514.0	359.2
Loan-to-property value	31.1%	28.8%
Total net gearing	46.2%	41.0%
Interest cover	4.0x	3.4x
Weighted average interest rate	4.3%	4.9%
% of debt fixed/capped	57%	61%
Cash and undrawn facilities	518 <sup>1</sup>	477
1 Pro forma including £159.7 million private placement.		

**Great Portland Estates** 



To	p 10 tenants	ercentage of rent rol
1	The Engine Group Limited	5.5%
2	Intesa Sanpaulo S.p.A	4.2%
3	New Look Limited	3.7%
4	Fallon London Limited	2.2%
5	Cleary Gottlieb Steen & Hamilton LLP	2.0%
6	Secretary of State for Communities and Local G	overnment 1.8%
7	Austin Reed Limited	1.8%
8	Ahli United Bank (UK) Plc	1.7%
9	Next Group plc	1.4%
10	Russell & Bromley Limited	1.3%
То	tal	25.6%

## Tenant diversity including share of joint ventures



# Lease profile

				Wholly-owned			Share of joint ventures			
			Rent roll £m	eversionary potential £m	Rental values £m	R Rent roll £m	eversionary potential £m	Rental values £m	Total rental values	
London	North of Oxford Street	Office	24.2	0.8	25.0	2.4	0.2	2.6	27.6	
		Retail	4.7	0.1	4.8	4.3	1.0	5.3	10.1	
F	Rest of West End	Office	3.5	0.1	3.6	7.3	0.6	7.9	11.5	
		Retail	2.6	0.8	3.4	5.3	_	5.3	8.7	
	Total West End		35.0	1.8	36.8	19.3	1.8	21.1	57.9	
	City and Southwark	Office	8.2	1.6	9.8	5.9	1.1	7.0	16.8	
		Retail	0.9	0.4	1.3	0.1	_	0.1	1.4	
	Total City and Southwark	<	9.1	2.0	11.1	6.0	1.1	7.1	18.2	
Total let p	ortfolio		44.1	3.8	47.9	25.3	2.9	28.2	76.1	
Voids					1.5			1.3	2.8	
Premises	under refurbishment				11.3			14.1	25.4	
Total por	rtfolio				60.7			43.6	104.3	

# Rent roll security, lease lengths and voids

				Wholly-owned			Joi	nt ventures
			Rent roll secure for five years %	average lease length	EPRA vacancy %	Rent roll secure for five years %	average lease length	EPRA vacancy %
London	North of Oxford Street	Office	39.9	5.3	2.8	0.4	2.5	7.5
		Retail	62.3	5.3	1.8	75.7	8.3	_
	Rest of West End	Office	_	1.7	_	17.3	3.5	2.1
		Retail	6.0	2.1	4.0	76.1	11.4	0.5
	Total West End		36.1	4.7	2.4	45.5	6.7	3.8
	City and Southwark	Office	53.1	5.8	2.3	62.2	5.2	0.7
		Retail	72.2	9.1	1.1	83.3	9.4	_
	Total City and Southwark	<	54.9	6.2	2.7	62.7	5.3	0.9
Total let	portfolio		40.0	5.0	2.5	49.7	6.4	3.0

# Rental values and yields

			Wh	Wholly-owned Joint ventures		Wholly-owned		Joint ventures		
			Average rent £psf	Average ERV £psf	Average rent £psf	Average ERV £psf	Initial yield %	True equivalent yield %	Initial yield %	True equivalent yield %
London	North of Oxford Street	Office	40	48	26	44	4.2	5.2	3.8	5.2
		Retail	29	39	70	82	4.5	5.0	4.8	4.9
	Rest of West End	Office	30	33	36	38	3.1	4.4	5.2	5.4
		Retail	43	61	48	48	2.7	4.4	4.7	4.9
	Total West End		37	45	42	45	3.8	4.9	4.8	5.1
	City and Southwark	Office	26	32	35	38	3.9	6.0	3.8	6.2
		Retail	21	33	39	38	4.1	5.8	6.1	6.5
	Total City and Southwark	<	26	32	35	37	3.9	5.9	3.8	6.2
Total por	rtfolio		34	41	40	42	3.8	5.1	4.5	5.4

### Risk and impact

### Mitigation

# Change From last year

### Commentary

#### Market risk

Central London real estate market underperforms other UK property sectors leading to poor relative financial results Research into the economy and the investment and occupational markets is evaluated as part of the Group's annual strategy process covering the key areas of investment, development and asset management and updated regularly throughout the year.



The central London real estate market has considerably out performed the wider UK Market during the year ended 31 March 2011, demonstrated by IPD's central TPR exceeding IPD's universe by 6.7 percentage points and the outlook continues to be favourable.

Economic recovery falters resulting in worse than expected performance of the business given decline in economic output

Regular economic updates received and scenario planning for different economic cycles.

46% of income from committed developments secured.



Whilst the economic environment appears to have stabilised and take up has increased markedly on last year, there remains the continued downward pressure from the Eurozone Sovereign debt crisis and the impact of the Government's austerity measures have yet to be seen.

### **Investment**

Not sufficiently capitalising on market investment opportunities through difficulty in sourcing investment opportunities at attractive prices, poor investment decisions and mistimed recycling of capital The Group has dedicated resources whose remit is to constantly research each of the sub-markets within central London seeking the right balance of investment and development opportunities suitable for current and anticipated market conditions.

Detailed due diligence is undertaken on all acquisitions prior to purchase to ensure appropriate returns.

Business plans are produced on an individual asset basis to ensure the appropriate choice of those buildings with limited relative potential performance.



With independent forecasts indicating that capital values are expected to rise over the near to medium term, limited disposals were made during the year.

The Group has committed in excess of £370 million since its Rights Issue in May 2009 equating to nearly a quarter of the portfolio at 31 March 2011.

With the market having risen from the low of 2009, the risk of missing compelling acquisitions has lessened.

# Asset management

Failure to maximise income from investment properties through poor management of voids, mispricing, low tenant retention, sub-optimal rent reviews, tenant failures and inappropriate refurbishments

The Group's in-house asset management and leasing teams proactively manage tenants to ensure changing needs are met with a focus on retaining income in light of vacant possession requirements for refurbishments and developments.



The Group continues to maintain a low void rate which was 2.7% at 31 March 2011. Tenant delinquencies were less than 1% of the rent roll for the year to 31 March 2011.

The Group continues to actively manage the portfolio to maximise occupancy and drive rental growth.

### **Development**

Poor development returns relating to:

- incorrect reading of the property cycle;
- inappropriate location;
- failure to gain viable planning consents;
- level of development undertaken as a percentage of the portfolio;
- level of speculative development;
- contractor availability and insolvency risk;
- quality of the completed buildings; and
- poor development management

See market risk above

Prior to committing to a development the Group conducts a detailed Financial and Operational appraisal process which evaluates the expected returns from a development in light of likely risks. During the course of a development, the actual costs and estimated returns are regularly monitored to signpost prompt decisions on project management, leasing and ownership.

46% of income from committed developments secured.

Due diligence is undertaken of the financial stability of demolition and main contractors prior to awarding of contracts.

Working with agents, potential occupiers' needs and aspirations are identified during the planning application and design stages.

All our major developments are subject to BREEAM ratings with a target to achieve a rating of "Very Good" on major refurbishments and "Excellent" on new build properties.



With forecasted supply of central London office space expected to be scarce in the near to medium term, the Group has embarked on a near-term development programme to capitalise on the expected resulting rental growth.

The Group's exposure to development risk has increased accordingly.

Risk and impact	Mitigation	Change	Commentary
Financial risks		From last year	
Limited availability of further capital constrains the growth	Cash flow and funding needs are regularly monitored to ensure sufficient undrawn facilities are in place.		Since 31 March 2010, the Group has refinanced all of its 2012 debt maturities.
of the business	Funding maturities are managed across the short, medium and long term.		Pro forma undrawn cash and committed credit facilities are £518 million.
	The Group's funding measures are diversified across a range of bank and bond markets. Strict counterparty limits are operated on deposits.		
Adverse interest rate movements educe profitability	Formal policy to manage interest rate exposure by having a high proportion of debt with fixed or capped interest rates through derivatives.	-	With the strength of economic recovery stil uncertain, the timing of interest rate rises remains unclear.
nappropriate capital structure esults in suboptimal NAV per share growth	Regular review of current and forecast debt levels.	-	The Group's existing capital structure is we placed to take advantage of opportunities as they arise and to deliver our near-term development programme.
People			
Correct level, mix and retention of beople to execute our Business Plan. Strategic priorities not	Regular review is undertaken of the Group's resource requirements.		With increased levels of activity, the Group has strengthened and broadened its team and the process to appoint a new
achieved because of inability to attract, develop, motivate and retain talented employees	The Company has a remuneration system that is strongly linked to performance and a formal appraisal system to provide regular assessment of individual performance and identification of training needs.		Finance Director is ongoing.  At the 2010 AGM, shareholders approved a new Long Term Incentive Plan.
Regulatory			
Adverse regulatory risk including ax, planning, environmental egislation and EU directives	Senior Group representatives spend considerable time, using experienced advisers as appropriate, to ensure compliance with current and potential future regulations.	4	During the year new Building Regulations came into effect requiring further reduction on carbon emissions whilst the risk to the
increases cost base and reduces flexibility	Lobbying property industry matters is undertaken by active participation of the Executive Directors through relevant industry bodies.	•	Group from increasing regulation having unforeseen consequences and the impact of certain EU directives including the AIFM directive continues to be uncertain.
Health and safety incidents	The Company has dedicated Health & Safety personnel to oversee the Group's management systems which include		The Group had no reportable accidents during the year, however, as a result of our
Loss of or injury to employees, contractors or tenants and resultant reputational damage	regular risk assessments and annual audits to proactively address key Health & Safety areas including employee, contractor and tenant safety.		near-term development programme we have increased exposure to health and safety incidents on our development sites.
	On developments, the Group operates a pre-qualification process to ensure selection of competent consultants and contractors.		