

# LAST MILE LOGISTICS. ESSENTIAL GOODS.



A specialist focus underpinned by the shift in retailing to e-commerce

## WHY URBAN LOGISTICS REIT?

### Focused on real estate's best performing sub sector

- Single-let last mile warehouses
- Quality properties in strategic urban locations
- Specialist management team

### Proactive asset management approach

- Focus on high quality tenants (no retail fashion)
- Collaborative tenant relationships and strong covenants
- Proactive recycling of capital

### Income and a total return

- Dividend up 25% y-o-y
- 16.0% average Total Accounting Return p.a. since IPO – ahead of 10%-15% target

## HIGHLIGHTS TO 30 SEPTEMBER 2019

### Strong performance once again

- EPRA NAV +5.2% from Mar-19 to 145.2p per share
- Total accounting return 8.2% (H1 2019 8.1%)
- Dividend of 3.75p (H1 2019: 3.0p)

### Active portfolio management, recycling value creation

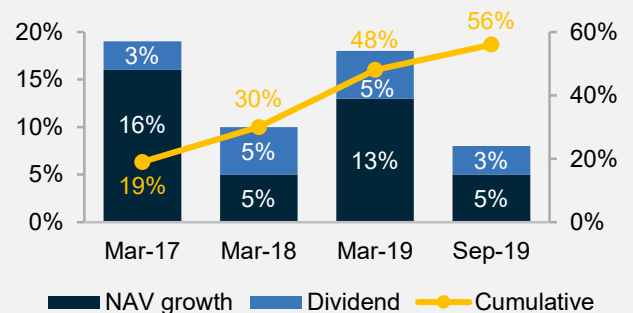
- £15.2m of acquisitions at NIY of 6.6%
- £20.0m forward funding of new urban logistics sites
- £18.4m of disposals at or above book value to fund new opportunities

### Asset management driving returns

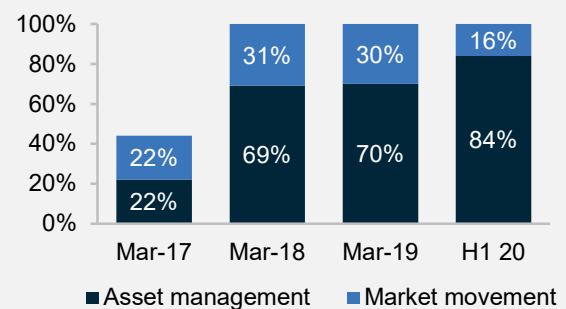
- Average rents £4.90sq ft (Mar-19: £4.84 sq ft) offering reversionary potential across fully occupied portfolio
- Average like-for-like income growth of 38% on rent reviews

NAV + DIVIDEND RETURNS	PORTFOLIO VALUE
<b>+8.2%</b> FY 20: <b>On track</b>	<b>£195.0m</b> Mar-19: <b>£186.4m</b>
VALUATION YIELD	LOAN TO VALUE
<b>6.2%</b> At purchase: <b>7.1% since IPO</b>	<b>34.1%</b> Mar-18: <b>33.7%</b>

## Total accounting return since IPO in 2016...



## ...driven by management actions



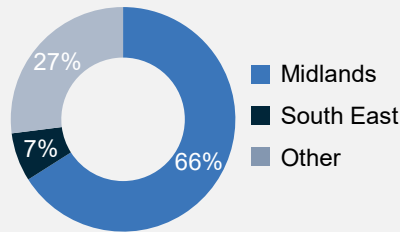
## MAJOR SHAREHOLDERS

Name	Holding	%
Allianz Global Investors	10,135,612	11.55
Janus Henderson Investors	9,408,689	10.72
Rathbone Investment Management	9,237,040	10.53
Sir John Beckwith	7,055,000	8.00
Premier Fund Managers	6,913,373	7.88
GLG Partners	3,861,929	4.40
Blankstone Sington	3,788,969	4.32
Charles Stanley & Company	3,416,221	3.89
Killik & Co	3,151,018	3.59
M&G Investment Management	2,994,229	3.41
JM Finn & Company	2,748,880	3.13
Hawksmoor Investment Management	2,685,000	3.06

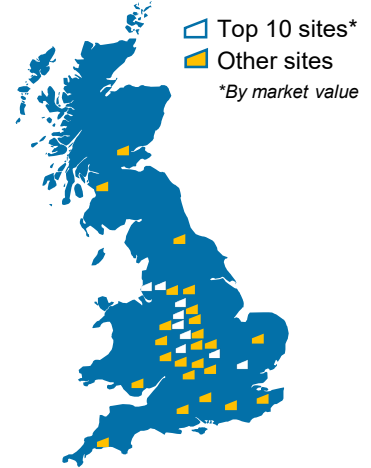
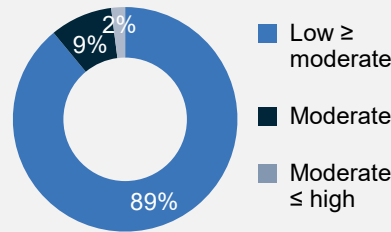
## PORTFOLIO – HIGH QUALITY TENANTS AND DEPENDABLE INCOME



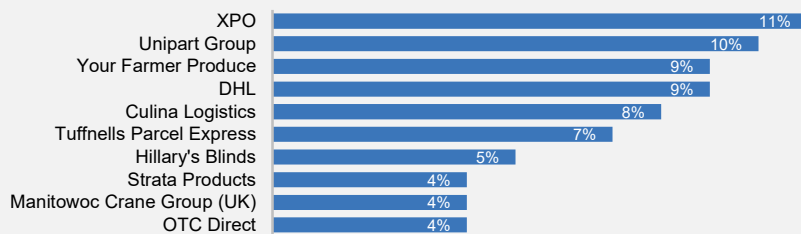
### Well located



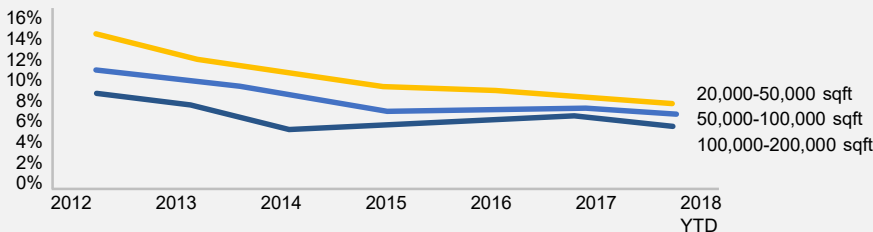
### Tenant credit risk



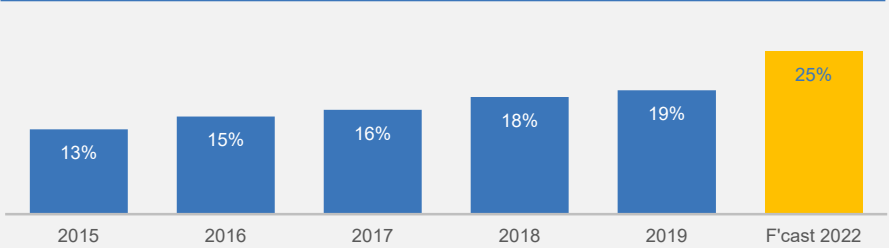
### Top 10 tenants (% of contracted income)



### Vacancy rates at 7% (up to 200,000 sq ft)

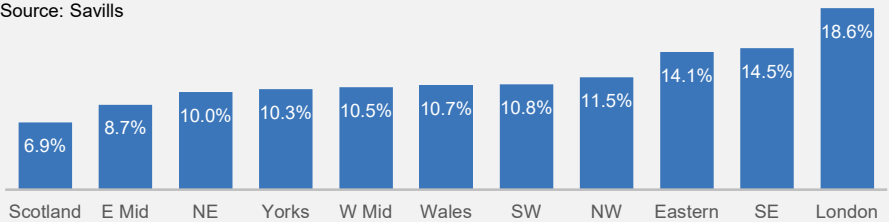


### Ecommerce as % of total retail sales



### Rental growth forecast to 2022

Source: Savills



## HOW WE CREATE VALUE

### BUY WELL

- **45 properties** acquired off-market since IPO
- **7.1%** average purchase yield on assets acquired since IPO
- **30-70%** replacement cost

### ASSET MANAGE

- **12 rent reviews** and **14 new lettings/lease re-gears** completed since IPO
- **38% average LFL income growth** for rent reviews settled
- **84% of valuation uplift** achieved through asset management in six months to Sep-19

### PROVE VALUES

- **4.9%** average disposal yield on assets sold in the period
- Sales **at or above** book value
- **50% property return** generated from assets sold in the period

## BOARD

**Richard Moffitt**

Chief Executive

**Nigel Rich**

Non-Executive Chairman

**Mark Johnson**

Non-Executive Director

**Jonathan Gray**

Non-Executive Director

**Bruce Anderson**

Non-Executive Director