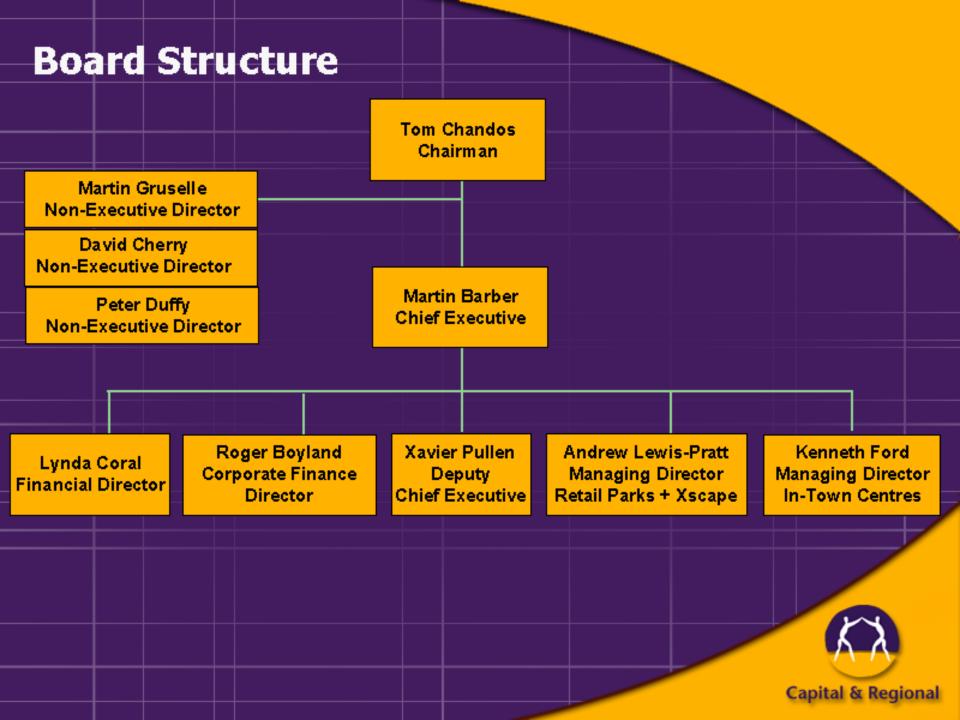
# Interim Results Presentation 12th September 2000





### Strategy

- Core business areas
  - In-town covered centres
  - Retail parks
  - Xscape
- Fund structures
- Disposals
  - Non-core assets
  - Industrial
- Share buy-back



#### **2000 Interim Results**

| Profit and Loss Account      | (unaudited)<br>6 months to<br>24th June<br>2000 | (unaudited)<br>6 months to<br>24th June<br>1999 | (audited)<br>year to<br>25th Dec<br>1999 |
|------------------------------|---|---|--|
| Net rental income            | £27.6m  | £21.8m  | £45.5m                                   |
| Revenue profit - recurring   | £5.8m   | £5.7m   | £10.7m                                   |
| Profit on sale of investment |   |   |  |
| properties and investments   | £4.2m   | £0.9m   | £2.1m                                    |
| Profit before tax            | £10.0m  | £6.6m   | £12.8m                                   |
| Tax                          | £0.3m   | £0.2m   | £0.4m                                    |
| Earnings per share           | 9.8p  | 6.3p  | 12.2p                                    |
| Dividends per share          | 2.25p   | 2.0p  | 5.0p                                     |
| Income cover - recurring     | 1.4   | 1.6   | 1.6                                      |



#### 2000 Interim Results

| Balance Sheet                    | (unaudited)<br>6 months to<br>24th June<br>2000 | (unaudited)<br>6 months to<br>24th June<br>1999 | (audited)<br>year to<br>25th Dec<br>1999 |
|----------------------------------|---|---|--|
| Fully diluted shareholders funds | £417.8m   | £383.7m   | £416.6m                                  |
| Fully diluted NAV per share      | 378p  | 3 <del>4</del> 7p                               | 376p                                     |
| Gearing - CULS converted         | 134%  | 106%  | 134%                                     |
| Debt fair value adjustment       |   |   |  |
| - per share                      | +0.3p   | -1.5p   | +0.9p                                    |



#### **Operating Review**

- Capital Growth 0.4%
  - In-town centres -1.7% ERV + 2.7% (Same store)
  - Retail parks nil Capex £45m Rent £8m
- Resilience against investment and retail market conditions
  - Capital & Regional management approach
  - Strong tenant mix
  - Letting/development opportunities



#### **In-Town Centre Portfolio**

|                           | Key Highlights   | Total<br>Sq. ft. |
|---------------------------|--|------------------|
| Shopping City, Wood Green | Strong tenant demand Lettings to HMV, TK Maxx, Next Cinema opened Restaurant offer November Rebranding / signage Refurbishment to complete Easter 2001 | 670,000          |
| Ashley Centre, Epsom      | Gap letting Fully let Sunday trading Planning application to rebrand Catering offer  | 350,000          |
| Liberty 2, Romford        | Surrender reverse premium<br>with Kwik Save  | 320,000          |
|                           |  |                  |



#### **In-Town Centre Portfolio**

|                                | Key Highlights   | Total<br>Sq. ft. |   |
|--------------------------------|--|------------------|---|
| Pallasades, Birmingham         | Six lettings of 12,000 sq ft to<br>Vodaphone, Thomas Cook, Estilo<br>clothing. Continued negotations<br>with Railtrack<br>'Gateway' status | 300,000          |   |
| Selbourne Walk,<br>Walthamstow | Lettings to Boots & Poundland<br>HMV & Thomas Cook in legals   | 280,500          |   |
| Trinity Centre, Aberdeen       | Fully let Canopy / branding complete Centre extension to meet tenant demand  | 200,000          |   |
| Sauchiehall Centre, Glasgow    | Planning lodged for refurbishment<br>Start on site early 2001  | 180,000          | _ |
|                                |  |                  |   |



#### **In-Town Centre Portfolio**

Howgate Centre, Falkirk

M&S atrium refurbishment
Lettings to Bank of Scotland,
MVC, First Sport, Cardwarehouse
Increased footfall/trade

Alhambra Centre, Barnsley

Purchase of Co-op Living
Department Store (65,000 sq ft)
Primark, TK Maxx lettings

TOTAL 2,640,500



#### Retail Park Investment Portfolio

|   | Key Highlights  | Existing | Proposed<br>Extension |         |
|---|---|----------|-----------------------|---------|
| Renfrew Retail Park, Glasgow              | Last unit let at £18  | 215,000  | 50,000                | 265,000 |
| Wembley Retail Park                       | per sq ft<br>160,000 sq ft<br>Homebase<br>conditional pre-let | 260,000  | _                     | 260,000 |
| St Andrew's Quay Retail Park              | B&Q 'Big Box'<br>Comet, DFS pre-let                           | 180,000  | 75,000                | 255,000 |
| Wyrley Brook Retail Park, Cannock         | . B&Q 'Big Box' agreed  | 105,000  | 100,000               | 205,000 |
| Cambridge Close Retail Park,<br>Aylesbury | Acquired in March 2000  | 95,000   | 105,000               | 200,000 |
| Beckton Retail Park, London E6            | Matalan, JJB, Big W<br>pre-lets                               | 140,000  | 50,000                | 190,000 |



#### **Retail Park Investment Portfolio**

|   | Key Highl                                 | ights Exist        |         |        | Total<br>Sq. ft. |  |
|---|---|--------------------|---------|--------|------------------|--|
| Enterprise Retail Park, Swansea           | Big W, Com<br>Brantano<br>pre-lets        | iet, 80 <b>,</b> 1 | 000 85, | .000 : | 165,000          |  |
| Westway Cross Shopping Park,<br>Greenford | Boots Body<br>health club,<br>Sports Soco | Brantano,          | 000 15, | .000 : | 135,000          |  |
| Junction 10 Retail Park, Glasgow          |   | 97,                | 000 20, | .000 : | 117,000          |  |
| Lancaster Retail Park, Lancaster          | JJB & Mata<br>lettings                    | lan 106,           | 000 10, | .000 : | 116,000          |  |
| Channons Hill Retail Park, Bristol        |   | 59 <sub>r</sub> ı  | 000 5,  | .000   | 64,000           |  |
| Bognor Regis Retail Park                  |   | 62,                | 000     | -      | 62,000           |  |
| TOTAL                                     |   | 1,519,0            | 000 515 | ,000 2 | ,034,000         |  |
|   |   |                    |         |        |                  |  |



#### Retail Park Development Portfolio

|   | Key highlights  | Sq Ft                   |
|---|---|-------------------------|
| Under Construction<br>Larkswood Leisure Park, Chingford   | Pre-let and<br>Forward Sold   | 70,000                  |
| Site Acquisition under Contract,<br>Planning Consent Obtained<br>Retail & Leisure Park, Oldbury - Phase I   | AMC pre-let   | 280,000                 |
| Sports Village, Cardiff<br>Yeo Vale Leisure Park, Yeovil  | Homebase pre-let<br>Cine-UK & Cannons<br>pre-lets                           | 150,000<br>90,000       |
| Site Acquisition under Contract,<br>Zoned for Retail & Leisure,<br>Application for Planning Consent Submitted<br>Auchinlea Retail & Leisure Park, Glasgow (J1 | Planning granted<br>subject to confirmat<br><b>0)</b> by Scottish Executive | ion<br>e <b>500,000</b> |
| Retail & Leisure Park, Oldbury - Phase II   | Homebase pre-let<br>Big W in legals   | 320,000                 |
| TOTAL   | 1,  | 410,000                 |

Capital & Regional

|  | Key highlights   | Sq Ft     |
|--|--|-----------|
| Investment Milton Keynes (50% interest)  |  | 440,000   |
| Development  |  |           |
| Site Acquisition under Contract, Planning Consent Obtained  Castleford  Site Acquisition under Contract, | Cine-UK &<br>Healthlands<br>pre-lets in<br>legals                  | 400,000   |
| Application for Planning<br>Consent Submitted<br>Castrop-Rauxel (The Ruhr) - Phase I                     | Pathe cinema<br>pre-let agreement<br>Healthlands in<br>negotiation | 600,000   |
|  |  | 1,000,000 |
| TOTAL  |  | 1,440,000 |
|  |  | $\wedge$  |

Capital & Regional

## Outlook Dominant UK owner and manager In-town covered centres Retail parks Develop Xscape concept Build branded approach Continue long term sustainable growth Capital & Regional