

HALF YEAR RESULTS 2024

Community Strategy Delivering Growth

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**CAPITAL &
REGIONAL**

SUPPORTING COMMUNITY LIVING.

Community Strategy Continues To Drive Performance

Needs-based, value orientated, local retail and services remain resilient

48

Leases signed H1 2024
+8.8% v previous passing
+14.1% v ERV

£8.2m

Adjusted Profit
£7.0m in H1 2023

93.9%

Occupancy
93.4% Dec 2023

99.2%

H1 2024 rent collected
98.4% in June 2023

21m

Footfall visits
-4.6% vs 2023 YTD

2.85p

HY24 dividend
+3.6% on HY23

£203.9m

Basic NAV
(Dec 2023: £202.0m)

HY 2024 FINANCIAL RESULTS



**CAPITAL &
REGIONAL**
SUPPORTING COMMUNITY LIVING.

Resilient Operating Performance Underpinning Dividend Growth

99.2%

Rent Collection



+17.1%

NRI Growth



2.85p

+3.6%

1.3X covered

+17.1%

Adjusted Profit



+19%

Snozone EBITDA



Balance Sheet

Valuations helping underpin balance sheet stability

	30 June 2024	30 December 2023	Difference
Net Asset Value			
Net Asset Value	£203.9m	£202.0m	+£1.9m
EPRA NTA per share	85p	88p	-3p
Debt			
Group Net Debt	£162.6m	£162.7m	-£0.1m
Net LTV	43%	44%	-1%
Average Cost of Debt ¹	4.25%	4.25%	-
Average maturity ²	3.6 years	4.1 years	-0.5 years

¹ Weighted average.

² Maturity is stated assuming extension options are triggered.

Adjusted Profit

Successful Gyle integration driving 17.1% increase

	HY24	HY23	Difference	Comments
Profitability				
Net Rental Income	£13.7m	£11.7m	+£2.0m/ 17.1%	Impact of Gyle acquisition
Net Interest Payable	£(4.6)m	£(3.7)m	-£0.9m	Impact of Gyle and Ilford repricing
Snozone (EBITDA)	£1.9m	£1.6m	+£0.3m/ 18.8%	Revenue growth in UK and Madrid sites
External Management Fees	£0.7m	£1.2m	-£0.5m	Luton and Redditch fees in HY2023
Central Operating Costs (incl central interest)	£(3.1)m	£(3.1)m	-	Gyle taken on with no additional cost
Variable Overhead	£(0.4)m	£(0.7)m	+£0.3m	Executive retention awards in HY2023
Adjusted Profit ¹	£8.2m	£7.0m	+£1.2m/+17.1%	
Adjusted Earnings per Share ¹	3.6p	4.1p	-0.5p/-12.1%	

↑ **17.1% NRI growth** reflecting successful integration of Gyle. **(3.5)% LFL** due to Wilko voids (filled by B&M from May 2024) and inflationary impact on service charge

↑ **Snozone +19% EBITDA** reflecting revenue growth in both UK sites and Madrid

↑ **Total overhead reduced** despite inflation and addition of Gyle to portfolio

Adjusted Profit

Successful Gyle integration driving 17.1% increase



Valuations

Asset valuations have been stable for three years

	30 June 2024			30 December 2023			Like-for-Like Variance
	£m	NIY (%)	NEY (%)	£m	NIY (%)	NEY (%)	
Total	£374.9m	7.61%	8.81%	£372.8m	7.80%	8.79%	0.6%
Gyle	£42m	11.22%	10.15%	£41.6m	11.92%	10.13%	1.0%
Hemel Hempstead	£9.8m	7.90%	17.36%	£9.2m	9.57%	17.40%	6.5%
Ilford	£62.3m	5.69%	7.97%	£63.3m	5.65%	7.90%	-1.6%
Maidstone	£31.3m	10.83%	11.65%	£31.5m	11.90%	11.66%	-0.6%
Walthamstow	£77m	5.94%	7.01%	£77.7m	6.84%	7.00%	-0.9%
Wood Green	£152.5m	7.64%	7.33%	£149.5m	7.13%	7.28%	2.0%

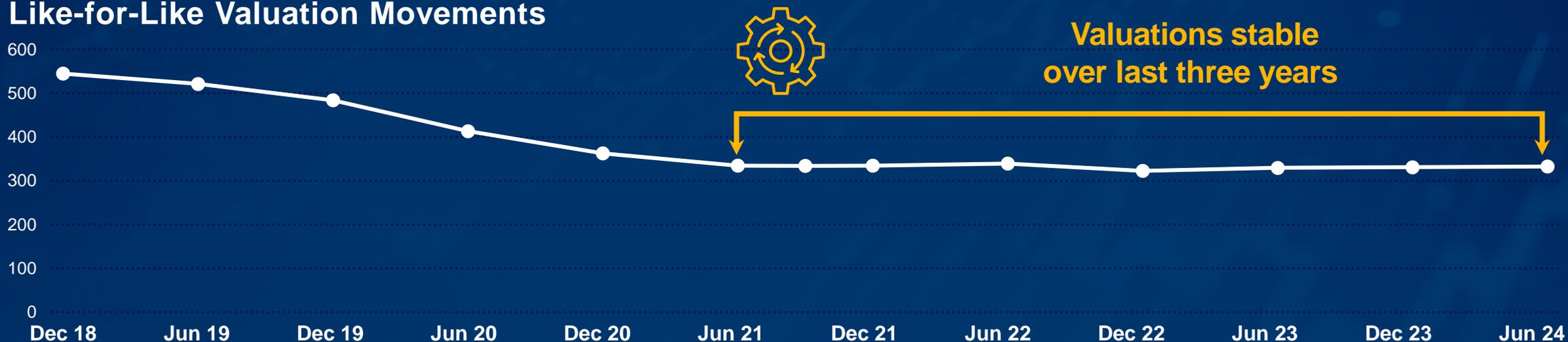


H1 value improvement of 0.6% supported by stable core equivalent yields



Asset value profiles remain influenced by capex programmes and associated leasing delivery

Like-for-Like Valuation Movements



Long Term Secured Debt Position

98% debt is secured and fixed until September 2025, 78% until January 2027

	Debt £m	Cash £m	Net Debt £m	Gross LTV %	Net LTV %	LTV Covenant %	Interest %	Fixed %	Maturity
June 2024									
The Mall Maidstone, Walthamstow, Wood Green	£140.0m	£(9.0)m	£131.0m	54%	50%	70%	3.45%	100%	Jan 27 +12m
Gyle, Edinburgh	£16.0m	£(2.0)m	£14.0m	38%	33%	75%	6.50%	100%	Sep 28
Hemel Hempstead	£4.0m	£(0.4)m	£3.6m	41%	37%	50%	11.06%	-	July 25 +24m
Ilford	£39.0m	£(3.7)m	£35.3m	63%	57%	70%	5.50%	100%	Sep 25 +27m
Central Cash (incl Snozone)	-	£(21.3)m	£(21.3)m	-	-	-	-	-	-
Total	£199.0m	£(36.4)m	£162.6m	53%	43%		4.25%	97.8%	



Mall debt (70% of total) is secured and fixed until January 2027 with additional one year option



Ilford – extended to September 2025 with additional conditional options agreed out to December 2027

Interim Dividend

Operational resilience underpinning dividend progression



HY 2024 Rent
Collection



H1 2024
movement in
valuations



Net LTV
stable



Interim Dividend
+3.6% on H1 2023

 Interim dividend of 2.85p per share – 1.3x covered by Adjusted Profit

 Dividend policy to pay at least 90% of EPRA profits over the full financial year



Continued momentum in
operating performance



Stable valuations
and LTV



Progressive Dividend

Our Proven Community Strategy

Core attributes of a successful community centre



Core Pillars of Merchandising



Community Centre Merchandising

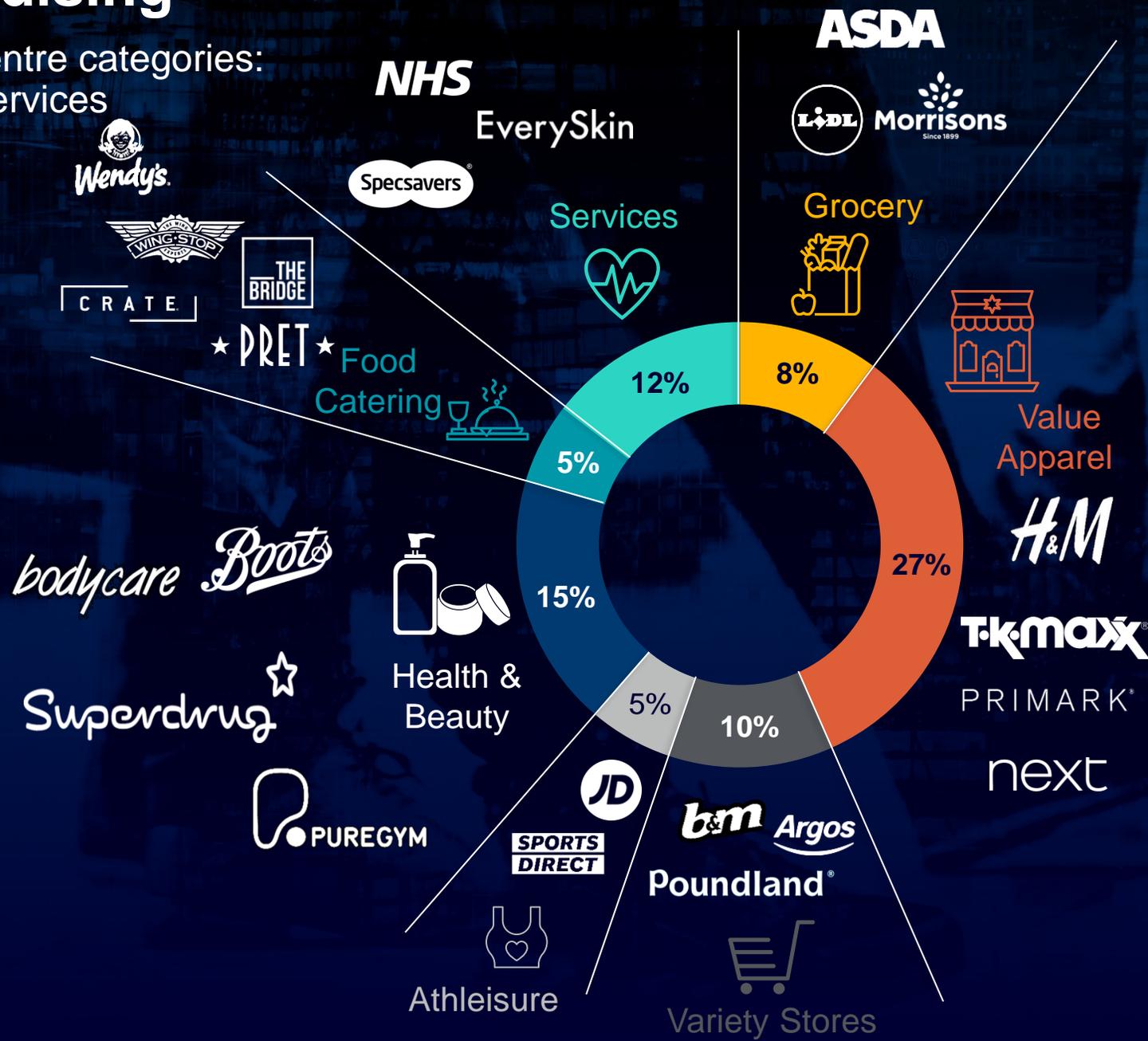
Continued expansion of our core community centre categories: value orientated, non-discretionary retail and services

Curating our customer proposition

- Needs-based retail and services brands
- Complementing local independent retail
- Tailored to local communities

Stores remain vitally important to non-discretionary, value and services retailers

UK under-represented in value and discount retail



Diversified Income

Our repositioning and remerchandising is transforming the quality and diversity of our income base

01.		4.2%	06.	NEXT	1.9%
02.		2.8%	07.	Superdrug [☆]	1.9%
03.	PRIMARK [®]	2.5%	08.	 PUREGYM	1.7%
04.		2.0%	09.		1.6%
05.		2.0%	10.		1.6%

Leasing Performance

Year-on-year increase in transaction volumes and spreads

Leasing Transactions Volumes and Values



25 New lettings

23 Renewals settled



Leasing Spreads

	HY 24	HY 23
To passing rent ¹	+8.8%	+5.7%
To ERV ¹	+14.1%	+13.7%



4.7 Weighted average lease length to expiry

2.9 Weighted average lease length to break



New Stores Transforming Our Centres



Case Study

B&M Rapidly Replacing a Top 10 Multi-Site Retailer

Demonstrating the strength of our community strategy and operating platform

- Total GLA : 94,000 sq ft
- £0.9m in empty rates, rent and service charge liabilities (Base Rent: £0.5m)
- Leased in one line led by Wood Green - strength of London centres
- Minimal downtime and incentive
- Open and trading strongly - opportunity to expand relationship



Leasing Momentum Continuing Into H2 2024

12 Deals Exchanged

11 →
Lettings



→ 
£743k
Headline Rent

1 →
Renewal



→ 
£31k
Headline Rent

26 Deals in Solicitor's Hands

19 →
Lettings



→ 
£1.48m
Headline Rent

7 →
Renewal



→ 
£927k
Headline Rent

DEMAND CONTINUES ►►

Gyle Leasing Progress

Strong leasing momentum delivering ahead of plan
Asset management initiatives underway

- Five transactions completed over H1 (£320k rent)
- Further 10 in solicitors' hands (£970k net rent)
- Strong interest from national retailers / caterers
- Positive renewal activity solidifying occupier base

THE PERFUME SHOP

GREGG'S

NHS claire's

Specsavers

cardfactory BANK OF SCOTLAND



Gyle Asset Initiatives

Strong progress across a range of projects is improving customer experience, supporting leasing objectives and growing underlying income

Car Park

Progress →

- Major resurfacing programme nearing completion
- ANPR cameras installed and operational
- Terms agreed with EV charging operator



Refresh

Progress →

- Brand refresh concepts locked down
- Interiors & signage: now at detailed design stage
- Costings and programme to be settled over Q3



Food Catering

Progress →

- Designs and leasing strategy for food and leisure offers evolving
- Several national catering offers now in legal or HOT's



Capex Completed Projects

Supporting remerchandising into community format – driving our income growth

Ilford



NHS Primary care and support services

- 23,000 sq ft
- Anchors upper level
- 25 year lease, compound with indexation
- Phased opening from April 24
- YOC 8%

Cranbrook Walk, Ilford



Interim mall following TK Maxx expansion and relocation

- 10 speciality food catering, fresh offers
- Supports leasing on lower level
- Trading strongly with additional leasing demand

High Road, Wood Green



Former WH Smith

- Subdivided into 3 units
 - Pure Gym
 - Wingstop
 - Wendy's
- YOC : 8.2%

Capex Pipeline

Progressing our accretive repositioning and remerchandising
Informed by our asset repositioning masterplans

New Large Format Supermarket, Ilford



New 29,000 sq ft full line supermarket

- Anchors lower level / facilitates further leasing activity
- Located adjacent to Elizabeth Line
- Estimated total development cost £3.3m
- In Solicitors' hands

Cookies Island Kids Play, Ilford



Cookies Island

- 15,000 sq ft state of the art kids play centre
- Experienced local operators
- £1.8m capex
- In Solicitors' hands

New Large Format Mother and Baby Retailer, Wood Green



Successful International mother and baby retailer

- 15,000 sq ft
- £1.1m capex
- In Solicitors' hands

Walthamstow ~ Residential Significant Progress

Three Phase Masterplan

Phase One

495 Apartments – BTR

- 30% affordable
- Occupation March 2025
- Affected retail units return October 24 – 21,000 sq ft – 8 units - £700k in base rent
- Offers received
- c. 1,000 new residents/ customers directly above our centre

Phase Two

Planning consented, land parcel in new headlease

- 50k sq ft new retail - strong interest from supermarket and large format retailers
- 43 apartments overlooking new town square and park

Phase Three

New Victoria Line station access within centre



HY 2024 Performance

Group £m

	HY 2024	vs. HY 2023
Revenue	8.3	+9%
EBITDA	1.9	+19%

UK £M

Revenue	6.0	+7%
EBITDA	1.4	+7%

Madrid £m

Revenue	2.3	+13%
EBITDA	0.5	+24%



19% Water saving v 2019*



13% Electricity saving v 2019*



20% Gas saving v 2019*



HY Revenue

£8.3m +9% v 2023



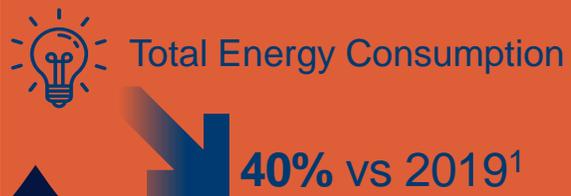
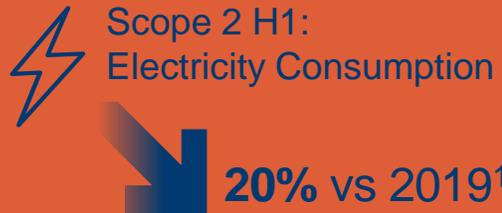
HY EBITDA

£1.9m +19% v 2023

ESG Strategy Progress

Our social and environmental initiatives continue to positively impact our communities and performance

Environmental Impact



Social Impact



STABILISE.

Valuations stable for past three years

Balance sheet stability

Rents rebased

Return to physical stores

Investments in customer proposition and merchandising



DEFINE.

Proven
Community Centres Strategy

Supporting community living

Turning space into platforms for Community, Social and Commercial benefit



DELIVER.

Sustainable income and capital growth

Focus on active repositioning through leasing and capex

Active management via award winning team



▶▶ MAINTAINING OPERATIONAL MOMENTUM ▶▶

Forward Looking Statement

This document contains certain statements that are neither reported financial results nor other historical information.

These statements are forward-looking in nature and are subject to risks and uncertainties.

Actual future results may differ materially from those expressed in or implied by these statements. Many of these risks and uncertainties relate to factors that are beyond the Group's ability to control or estimate precisely, such as future market conditions, currency fluctuations, the behaviour of other market participants, the actions of government regulators and other risk factors such as the Group's ability to continue to obtain financing to meet its liquidity needs, changes in the political, social and regulatory framework in which the Group operates or in economic or technological trends or conditions, including inflation and consumer confidence, on a global, regional or national basis.

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