# WARE HOUSE REIT

THE SPECIALIST WAREHOUSE INVESTOR

HY 2021 RESULTS - NOVEMBER 2021

WAREHOUSE REIT PLC



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- Performance The performance of the Company would be adversely affected by a downturn in the UK property market in terms of market value or a weakening of rental yields.
- Operational Performance Both rental income and market value of the properties acquired by the Company will be affected by the operational performance of the properties or the related business being carried on in the property and the general financial performance of the tenants.
- Failure to Achieve Investment Objectives The ability of the Company to achieve its investment objectives depends on the ability of TPL to identify, select and execute investments which offer the potential for satisfactory returns. The underperformance of TPL could have a material adverse affect on the Company's financial condition and operations.
- COVID-19 The COVID-19 pandemic and associated government measures has had and is likely to continue to have a significant impact on the Company, and the ultimate impact is dependent on the duration and extent of the pandemic and is therefore not yet known.
- Competition The Company may face significant competition from other UK or foreign property investors. The existence of such competition may have a material adverse impact on the Company's ability to acquire properties and to secure tenants for its properties at satisfactory rental rates and on a timely basis.
- Regulatory Compliance The Company cannot guarantee that the Group will maintain continued compliance with all of the REIT conditions. If the Company fails to maintain its REIT status, its rental income and capital gains may be subject to UK taxation which could have a material impact on the financial condition of the Company.
- Borrowing The Company intends to use borrowings to acquire further properties and those borrowings may not be available at the appropriate time or on suitable terms. If borrowings are not available on suitable terms or at all this will have a material adverse impact on the returns to Shareholders and in particular the level of dividends paid. Whilst the use of borrowings should enhance the NAV where the value of the Company's underlying assets is rising, it will have the opposite effect where the underlying asset value is falling. In addition, in the event that the rental income of the Company's portfolio falls for whatever reason, the use of borrowings will increase the impact of such a fall on the net revenue of the Company.
- Development & Maintenance Any development or refurbishment works may involve significant costs and may be adversely affected by certain restrictions. This could cause the resulting revenues to be lower than budgeted, and may cause the asset to fail to perform in accordance with the Company's investment projections, consequently impacting on the financial condition of the Company.

### AGENDA

•



#### Externally managed by an experienced team Tilstone Partners – Investment Adviser



Andrew Bird MRICS Tilstone Partners Managing Director



Paul Makin MRICS Tilstone Partners Investment Director



Peter Greenslade FCA Tilstone Partners Finance Director



Simon Hope FRICS Tilstone Partners - Chairman Warehouse REIT Non-Executive Director

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- Development & outlook
  - Andrew Bird

- Paul Makin

Introduction

Andrew Bird

**Financial results** 

- Peter Greenslade

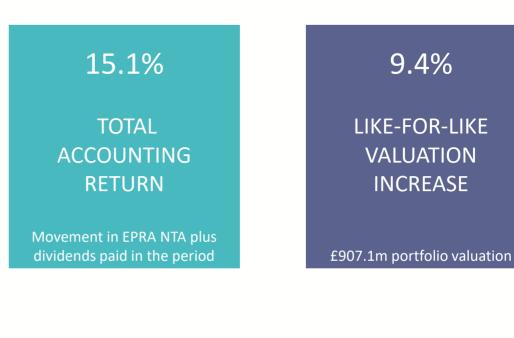
Portfolio review

• Appendices

## **KEY HIGHLIGHTS**

### • Strong financial performance

- Total accounting return of 15.1% with EPRA NTA per share up 12.8% to 152.4p
- Like-for-like property valuation uplift of 9.4% with like-for-like
  ERV growth of 2.5%
- Total dividend maintained at 3.1p fully covered by EPRA earnings of 3.1p
- LTV ratio 26.2% providing firepower of c.£100m based on maximum level of 35%
- Further progress across the business
  - Five acquisitions totalling 168,500 sq ft, plus adjacent development land, for £35.0m at a blended NIY of 4.6%
  - Planning application submitted for c.1 million sq ft of new warehouse space on 60 acres at Radway Green, Crewe
  - Awarded Gold status and most improved report in the EPRA
    Sustainability Best Practices Recommendations awards



94.6% TOTAL OCCUPANCY

Effective vacancy only 2.5% as 2.9% is under refurbishment or under offer to let



DIVIDEND PER SHARE

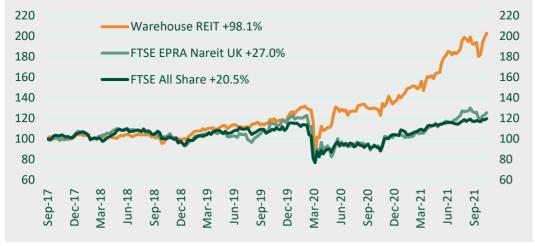
Dividends per share in-line with target of at least 6.2p for year



### SIGNIFICANT OUTPERFORMANCE SINCE IPO IN SEPTEMBER 2017



#### Total shareholder returns

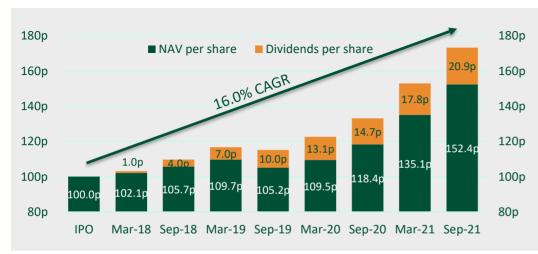


As at 4 November 2021



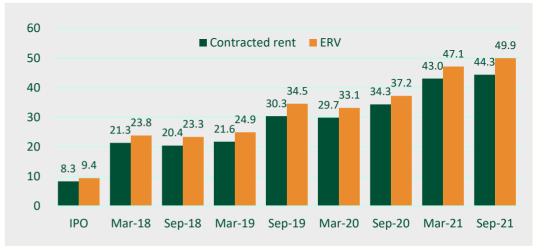
#### Property assets - £m





Past performance is not a reliable indicator of future results

#### Contracted rent and ERV - £m pa



Excluding developments and land from Mar-20

### DELIVERING ON OUR STRATEGY – WAREHOUSES FOR E-COMMERCE



### • Strategy focusing on occupier demand

- Focus on e-commerce users and multi-let estates which diversifies risk and provides active management opportunities
- Structural not cyclical demand from rise in e-commerce with
  UK online retail sales up 20% y-t-d (30.3% of total)
- Year-to-date take up of 48.9m sq ft on track to overtake 2020's record of 53m sq ft according to Cushman & Wakefield<sup>(1)</sup>

#### Strong position to capitalise on acute under supply

- Availability has fallen to 49m sq ft the lowest level since
  Cushman & Wakefield started tracking the sector in 2009
- Knight Frank research suggests e-commerce could drive demand for 92 million sq ft of warehouse space by 2024
- Constrained new supply development pipeline of 12m sq ft

#### UK warehouse take-up – million sq ft



Source: Savills, DTRE

Units greater than 100,000 sq ft

#### UK industrial investment – £ billion



#### (1) Units greater than 50,000 sq ft

### FINANCIAL SUMMARY



| Six months ended       | 30 September 2021 | 30 September 2020 | Change |
|------------------------|-------------------|-------------------|--------|
| IFRS profit before tax | £86.4m            | £40.4m            | 114%   |
| Adjusted EBITDA        | £16.7m            | £10.8m            | 55%    |
| Adjusted earnings      | £13.2m            | £7.8m             | 70%    |

| Adjusted EPS        | 3.1p | 2.6p | 22% |
|---------------------|------|------|-----|
| EPRA EPS            | 3.1p | 2.6p | 22% |
| Dividends per share | 3.1p | 3.1p | —   |

| As at              | 30 September 2021 | 31 March 2021 | Change |
|--------------------|-------------------|---------------|--------|
| Portfolio value    | £907.1m           | £792.8m       | +14.4% |
| Loan-to-value      | 26.2%             | 24.6%         | +1.6%  |
| EPRA NTA per share | 152.4p            | 135.1p        | +12.8% |

## ADJUSTED EARNINGS



| Six months ended                | 30 September 2021 | 30 September 2020 | Change |
|---------------------------------|-------------------|-------------------|--------|
| Rental income and dilapidations | £22.6m            | £15.2m            | +49%   |
| Property operating expenses     | (£2.0m)           | (£1.7m)           | +17%   |
| Investment advisor fee          | (£3.1m)           | (£1.8m)           | +68%   |
| Other administration expenses   | (£0.8m)           | (£0.9m)           | -6%    |
| Adjusted EBITDA                 | £16.7m            | £10.8m            | +55%   |
| Net finance costs               | (£3.5m)           | (£3.0m)           | +18%   |
| Adjusted earnings               | £13.2m            | £7.8m             | +70%   |
|                                 |                   |                   |        |
| Adjusted EPS                    | 3.1p              | 2.6р              | +22%   |
|                                 |                   |                   |        |
| Total cost ratio                | 27.2%             | 29.4%             | -2.2%  |
| Ongoing charges ratio           | 1.3%              | 1.5%              | -0.2%  |

## **BALANCE SHEET**



| As at                                   | 30 September 2021 | 31 March 2021 | Change |
|---|-------------------|---------------|--------|
| Investment properties                   | £907.1m           | £792.8m       | +14%   |
| Net borrowings                          | (£238.0m)         | (£194.8m)     | +22%   |
| Other net liabilities                   | (£21.8m)          | (£23.9m)      | -9%    |
| Total equity                            | £647.4m           | £574.1m       | +13%   |
|   |                   |               |        |
| Fair value of interest rate derivatives | £0.0m             | £0.0m         | _      |
| EPRA NTA                                | £647.4m           | £574.1m       | +13%   |
|   |                   |               |        |
| Number of shares                        | 424.9m            | 424.9m        | _      |
| EPRA NTA per share                      | 152.4p            | 135.1p        | +13%   |
| Loan-to-value ratio                     | 26.2%             | 24.6%         | +1.6%  |



### MOVEMENT IN EPRA NTA

Pence per share



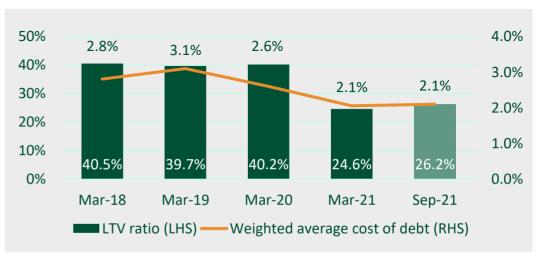
### STRONG FINANCIAL POSITION



- Strong balance sheet with high rent collection
  - High rent collection rate of 98.5% over the past 18 months
  - No debt maturities until January 2025 with option to extend
  - Low weighted average cost of debt of 2.1%
  - 22.8% of total borrowings being fixed/hedged
  - Interest coverage ratio 4.8x<sup>(1)</sup>
  - LTV ratio 26.2% with current intention to have a maximum LTV of around 35%
  - Cash of £25.0m and available facilities of £2.0m at period end together with additional £35.0m via the accordion
  - Total firepower of c.£100m with LTV ratio at c.35%
  - Operating well within banking covenants

#### Rent collection





#### LTV ratio and average cost of debt

(1) Adjusted operating profit before interest & tax divided by underlying net interest expense

#### November 2021

## PORTFOLIO VALUATION SUMMARY



| As at                                | Valuation | % of total |                      | Average rent   | Lease length to | Net initial | Reversionary | Capital value |
|--------------------------------------|-----------|------------|----------------------|----------------|-----------------|-------------|--------------|---------------|
| 30 September 2021                    | £m        | portfolio  | Occupancy            | £ per sq ft pa | expiry years    | yield       | yield        | £ per sq ft   |
|                                      |           |            |                      |                |                 |             |              |               |
| Regional Distribution <sup>(1)</sup> | 208.8     | 23.0%      | 100.0%               | 5.17           | 7.3             | 4.0%        | 4.1%         | 120           |
| Last Mile <sup>(2)</sup>             | 132.9     | 14.7%      | 94.1%                | 5.68           | 5.8             | 4.8%        | 5.6%         | 101           |
| Multi-let 100k+ sq ft                | 269.3     | 29.7%      | 95.2%                | 5.36           | 5.1             | 5.1%        | 5.7%         | 90            |
| Multi-let <100k sq ft                | 246.7     | 27.2%      | 91.2%                | 6.10           | 5.4             | 5.3%        | 6.2%         | 98            |
| Total investment portfolio           | 857.7     | 94.6%      | 94.6% <sup>(3)</sup> | 5.58           | 5.7(4)          | 4.9%        | 5.5%         | 100           |
| Developments and land                | 49.4      | 5.4%       |                      |                |                 |             |              |               |
| Total portfolio                      | 907.1     | 100.0%     |                      |                |                 |             |              |               |

#### As at 30 September 2021<sup>(5)</sup>



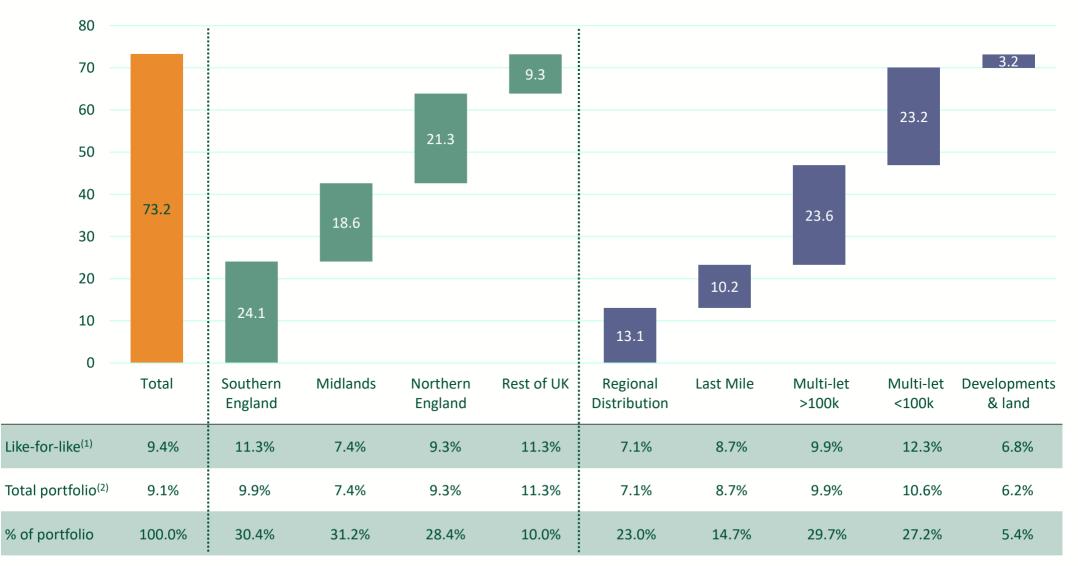
As at 31 March 2021<sup>(5)</sup>

(1) Single-let assets over 125,000 sq ft (2) Single-let assets below 125,000 sq ft (3) Effective occupancy, which excludes units under offer to let and units undergoing refurbishment, was 97.5% (4) Weighted average to first break 4.6 years (5) Contracted rent, ERV, WAULT and capital value per sq ft exclude developments and land

## VALUATION SURPLUS



£m



(1) Properties held throughout the period

(2) Whole portfolio including movement on acquisitions in the period after costs

### UNLOCKED FURTHER VALUE THROUGH ASSET MANAGEMENT



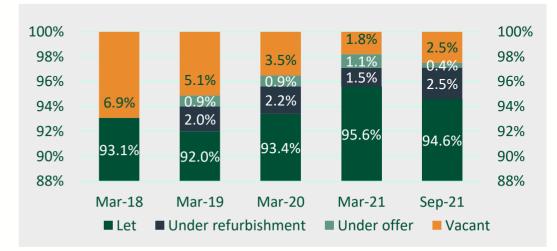
#### Maintained record of leasing outperformance

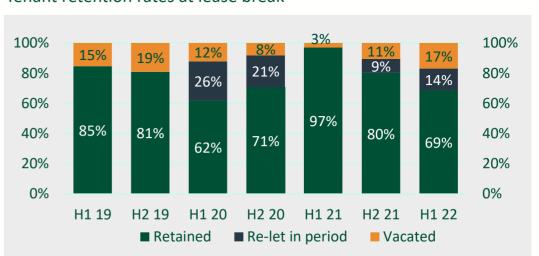
- 74 lease events over 0.5m sq ft, contributing to like-for-like rental growth of 0.8%, generating rent of £3.2m pa
- 40 new leases on 0.3m sq ft generating rent of £1.7m pa.
  Excluding the impact of an un-refurbished unit in Harlow, new lettings were 5.5% above 31 March 2021 ERV.
- 34 lease renewals on 0.2m sq ft of space during the period achieving an average uplift of 12.0% above the previous passing rent and 0.7% above the 31 March 2021 ERV.

#### Stable occupancy and high retention rates

- Effective occupancy excluding units under refurbishment and under offer to let was 97.5% vs 98.2% as at 31 March 2021
- Retained majority of occupiers, with 70.6% remaining in occupation at expiry and 68.8% not exercising a lease break
- Average length for new leases and renewals 7.2 years
- Since 1 October 2021 three lease renewals generating £0.3m
  pa, an uplift of 37.9% above the previous rent

#### Vacancy rate



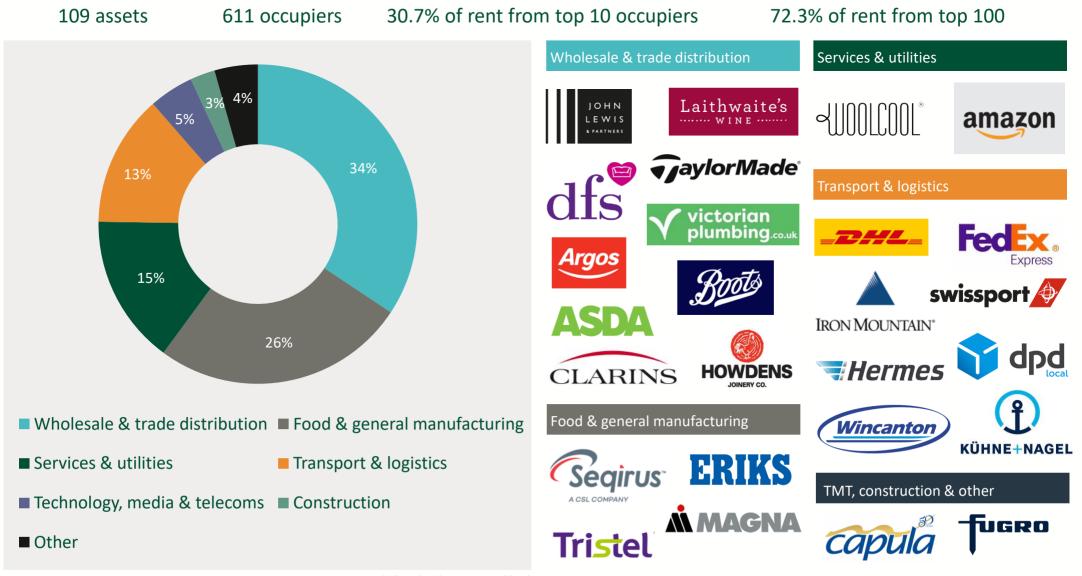


From H1 21 by ERV previously by units

#### Tenant retention rates at lease break

### DIVERSIFIED OCCUPIER BASE





## CASE STUDY - SELECTIVE ACQUISITIONS PROVIDE OPPORTUNITIES FOR GROWTH

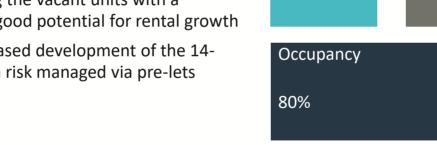
Dales Manor Business Park, South Cambridge

### • What is it?

- Multi-let business park in the Oxford/Cambridge Arc seven miles south of Cambridge and five miles from J10 of the M11
- First acquisition in May 2021 comprised newly built 68,000 sq ft and adjacent 3.4 acres with planning for 73,000 sq ft
- Following two further acquisitions in the period, the combined purchase price of £29.3m, reflected a blended NIY of 4.5% for the completed buildings

### • Why did we buy it?

- Cambridge is one of the fastest growing employment and innovation centres with industrial availability at just 3.7%
- New units with EPC ratings of A-B with renewable energy source on site
- What is the future?
  - Increasing occupancy by leasing the vacant units with a reversionary yield of 5.2% and good potential for rental growth
  - Marketing campaign for the phased development of the 14unit 73,000 sq ft extension with risk managed via pre-lets









## CASE STUDY – GENERATING VALUE THROUGH ASSET MANAGMENT

## WARE HOUSE REIT

### Witan Park, Witney

### • What is it?

- Multi-let warehouse estate of 10 units totalling 112,200 sq ft on six acres adjacent to the A40 located 14 miles from Oxford
- Acquired in September 2017 as part of the IPO seed portfolio for £8.6m let off low average rents of £5.20 per sq ft

### What have we done since purchase?

- Received a surrender premium and dilapidations payment of £0.8m in April 2019 providing c.12 months of income cover
- Undertaken a comprehensive refurbishment of eight units at a total cost of £0.8m including energy efficient lighting
- Let 21,000 sq ft on a five year lease to a motorsport racing team at a rent with fixed uplifts rising to £7.50 per sq ft

### • What is the future?

- Agreed terms to let the remaining 49,500 sq ft to Travis Perkins on a new 15 year lease, subject to securing planning for trade counter change of use and associated works
- On-going discussions with a number of existing tenants to regear leases and make improvements to their units
- Underutilised car parking with future development potential



## CASE STUDY – DEVELOPMENT OPPORTUNITIES ACROSS THE PORTFOLIO

## WARE HOUSE REIT

#### Radway 16, Crewe

#### • What is it?

- 101-acre site within 1.5 miles of Junction 16 of the M6 motorway
- 84% of UK population within four hours drive time: Manchester, Birmingham and Leeds all within 90-minute drive time

#### What have we done since purchase?

- Radway Green Business Park was acquired in September 2017 as part a £26.3m four asset portfolio from Hansteen
- Planning consent with adjoining landowner in March 2021 for 803,000 sq ft of warehouse units from 22,000 sq ft to 240,000 sq ft
- Acquired adjoining owner's 16 acres taking full ownership of 803,000 sq ft scheme before separately exchanging contracts to acquire further 60 acres of land zoned for employment

### What is the future?

- Planning application in November 2021 for an additional >1m sq ft of warehouse space on 60 acres
- Potential land value uplift with successful planning outcome
- Manage risk with pre-lets/pre-sales/partnerships
- Targeting at least a BREEAM Very Good rating and EPC A



| Potential area<br>c.1,820,000 sq ft | GDV<br>~£200m           |
|-------------------------------------|-------------------------|
| Planning application                | Potential start on site |
| November 2021                       | Mid 2022                |

### PORTFOLIO WITH STRONG INCOME AND CAPITAL GROWTH POTENTIAL



### • National platform of strategically located assets

- Highly reversionary portfolio with inbuilt 29% reversion from low average passing rent of £5.58 per sq ft
- Hands-on asset management delivering outperformance with new lettings 6.6% ahead of ERV since IPO
- WAULT to expiry 5.7 years with only 10.1% of income holding over or subject to lease expiry over the next year

#### Opportunities to add further value

- Current rent roll does not reflect several income and value enhancing projects that will be delivered in the medium term
- Optionality for redevelopment and/or change of use
- Investment market strong with several new entrants although
  US private equity players remain the dominant investors
- Portfolio premium for warehouse assets not reflected in CBRE valuation and EPRA net reinstatement value (NRV) of 166.9p

#### 53 +29% 50 2.7 499 47 2.9 44 44.3 5.6 41 38 38.7 35 Passing Rent free Contracted Net Vacant ERV periods & portfolio rent rent space fixed uplifts reversion

Potential additional rent as at 30 September 2021 - £m

Excluding development property and land



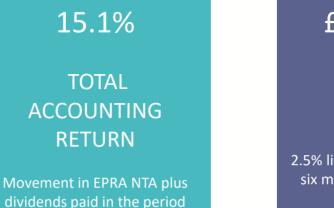
#### Summary of WAULT

Excluding development property and land

## CONCLUSIONS AND OUTLOOK

#### Clear strategy and well positioned

- COVID-19 has accelerated favourable structural trends
- Deep knowledge of sector and occupiers with track record of consistent lettings outperformance since IPO
- Building a sustainable business for long term growth
- Pipeline of attractive opportunities
- Highly experienced management team 6.6% shareholding provides shareholder alignment: no performance fee



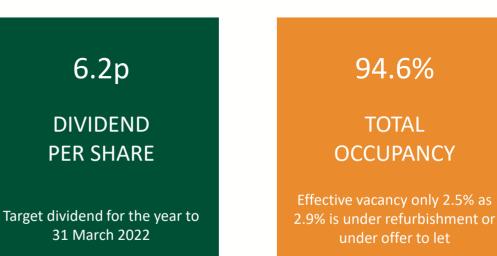
## £5.58 sq ft

### AVERAGE RENT

2.5% like-for-like ERV growth in six months to 30 September 2021

#### Outlook

- Market fundamentals remain supportive: robust demand from diverse occupier base and acute shortage of stock
- Occupiers' total property costs remain low as a percentage of turnover (effort ratio)
- Progressive dividend policy with target of at least 6.2p for FY22
- Densification opportunities on 'lazy acres' effectively originating new stock at a discount



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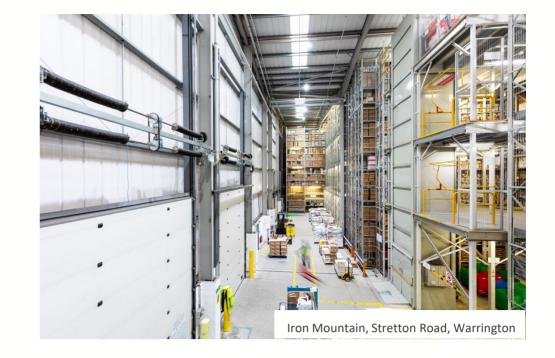
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### OUR SUSTAINABLE VISION









### SUPPORTING OUR OCCUPIERS



RESPONSIBLE BUSINESS STRATEGY

- Targeting net zero carbon for design and construction
- Targeting green building certifications
- Reducing EPC risk
- Increasing energy and resource efficiency
- Reducing waste and resource consumption
- Engagement to understand occupier net zero carbon and support wellbeing
- Integrate sustainability criteria into leases
- Environment, health & safety and supply chain governance
- Risk management including climate-related risk
- Transparency and participation in investor benchmarks and indices









## WAREHOUSE REIT PROPERTY TYPES

WARE HOUSE REIT

### National platform of strategically located assets – 99% within 2 miles of a town centre or major transport infrastructure point

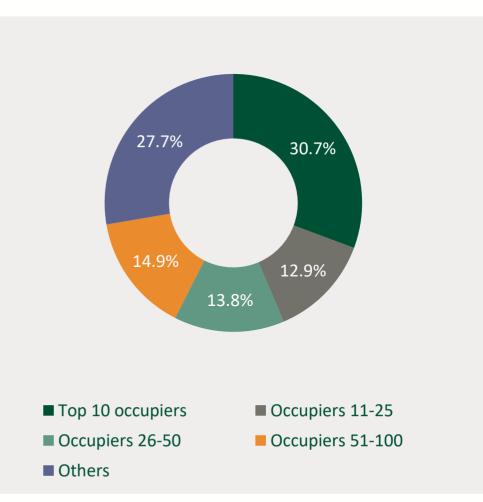
| Typical<br>asset       |                      |                         |                          |                           | JOHN EWIS            |
|------------------------|----------------------|-------------------------|--------------------------|---------------------------|----------------------|
| Size                   | 0-25,000<br>sq ft    | 25,000-<br>50,000 sq ft | 50,000-<br>100,000 sq ft | 100,000-<br>200,000 sq ft | 200,000<br>sq ft +   |
| No of<br>assets        | 24                   | 32                      | 27                       | 19                        | 7                    |
| Total<br>area          | 0.3 million<br>sq ft | 1.2 million<br>sq ft    | 1.9 million<br>sq ft     | 2.8 million<br>sq ft      | 2.4 million<br>sq ft |
| % of<br>total<br>value | 9.2%                 | 14.6%                   | 17.5%                    | 30.9%                     | 27.7%                |

Excluding development property and land

## TOP TEN OCCUPIERS



| Rank | Name                       | Rent £m pa | % of total |
|------|----------------------------|------------|------------|
| 1    | Amazon UK                  | £3.9m      | 8.4%       |
| 2    | John Lewis                 | £1.9m      | 4.2%       |
| 3    | Wincanton                  | £1.9m      | 4.1%       |
| 4    | DFS                        | £1.3m      | 2.9%       |
| 5    | Direct Wines               | £1.2m      | 2.5%       |
| 6    | Boots                      | £0.9m      | 2.0%       |
| 7    | Magna                      | £0.8m      | 1.8%       |
| 8    | IAC                        | £0.8m      | 1.8%       |
| 9    | Clarins UK                 | £0.8m      | 1.6%       |
| 10   | Emerson Process Management | £0.6m      | 1.3%       |
|      | Total - Top Ten            | £14.1m     | 30.7%      |



Including development property and land

## ACQUISITIONS SINCE 1 APRIL 2020

#### Full deployment of capital ahead of target

| Property                              | Price <sup>(1)</sup> | NIY                 |
|---------------------------------------|----------------------|---------------------|
| Knowsley Business Park                | £7.9m                | 7.1%                |
| Amazon, Chesterfield & Midpoint       | £81.9m               | 5.4%                |
| Greenstone Portfolio                  | £43.6m               | 6.7%                |
| Granby Trade Park, Milton Keynes      | £17.5m               | 5.7%                |
| Rose Portfolio                        | £18.6m               | 6.1%                |
| Temple House, Harlow                  | £13.0m               | 8.6%                |
| Boulevard Industry Park, Liverpool    | £35.3m               | 5.5%                |
| Glasgow Airport Business Park         | £5.3m                | 6.3%                |
| Other <sup>(2)</sup>                  | £3.7m                | n/a                 |
| Year to 31 March 2021                 | £226.6m              | 6.0% <sup>(3)</sup> |
|                                       |                      |                     |
| Dales Manor, Cambridge <sup>(4)</sup> | £29.3m               | 4.5% <sup>(3)</sup> |
| Midpoint-18, Middlewich               | £4.0m                | 5.2%                |
| Six months to 30 September 2021       | £33.3m               | 4.6% <sup>(3)</sup> |



Valley Point, Rugby<sup>(6)</sup>







Boulevard Park, Liverpool



(1) Before costs (2) Land & buildings adjoining existing assets (3) Excluding land (4) Including adjacent 3.4 acre development site (5) Part of Greenstone Portfolio (6) Part of Rose Portfolio





## ADJUSTED EARNINGS BRIDGE



## WARE HOUSE REIT

## CHANGE IN NET DEBT



## EPRA PERFORMANCE MEASURES



| Six months ended                                  | 30 September 2021 | 30 September 2020 |
|---|-------------------|-------------------|
| EPRA earnings                                     | 3.1p              | 2.6p              |
| EPRA cost ratio (including vacant property costs) | 27.2%             | 29.4%             |
| EPRA cost ratio (excluding vacant property costs) | 23.0%             | 27.6%             |

| As at  | 30 September 2021 | 31 March 2021 |
|--|-------------------|---------------|
| EPRA net tangible assets ("NTA") per share     | 152.4p            | 135.1p        |
| EPRA net disposal value ("NDV") per share      | 152.4p            | 135.1p        |
| EPRA net reinstatement value ("NRV") per share | 166.9p            | 147.8p        |
| EPRA net initial yield                         | 4.0%              | 4.7%          |
| EPRA 'topped-up' net initial yield             | 4.6%              | 5.2%          |
| EPRA vacancy rate                              | 5.4%              | 4.4%          |

## EPRA EARNINGS & IFRS PROFIT



| Six months ended                        | 30 September 2021 | 30 September 2020 | Change |
|---|-------------------|-------------------|--------|
| Adjusted earnings <sup>(1)</sup>        | £13.2m            | £7.8m             | +69%   |
| One-off costs                           | -                 | -                 | _      |
| EPRA earnings                           | £13.2m            | £7.8m             | +69%   |
| Profit/(loss) on disposal of properties | £0.0m             | £0.0m             | _      |
| Fair value movement on properties       | £73.2m            | £32.7m            | +124%  |
| Fair value of derivatives               | £0.0m             | £0.0m             | _      |
| Other items                             | -                 | -                 | —      |
| IFRS profit for period                  | £86.4m            | £40.4m            | +114%  |
|   |                   |                   |        |
| EPRA EPS                                | 3.1p              | 2.6p              | +22%   |
| Dividends per share <sup>(2)</sup>      | 3.1p              | 3.1p              | _      |
| IFRS EPS                                | 20.4p             | 13.2p             | +55%   |

(1) Adjusted earnings per share is based on IFRS earnings excluding unrealised fair value gains on investment properties, profit on disposal of investment properties and one-off costs. There were no one-off costs in the six months ended 30 September 2021 or in the comparative period. (2) Dividends paid and declared in relation to the period, including the second interim dividend to be paid on 30 December 2021. Dividends paid during the period totalled 3.1 pence per share (six months ended 30 September 2020: 1.6 pence per share)

### EPRA NET ASSET VALUES



### As at 30 September 2021

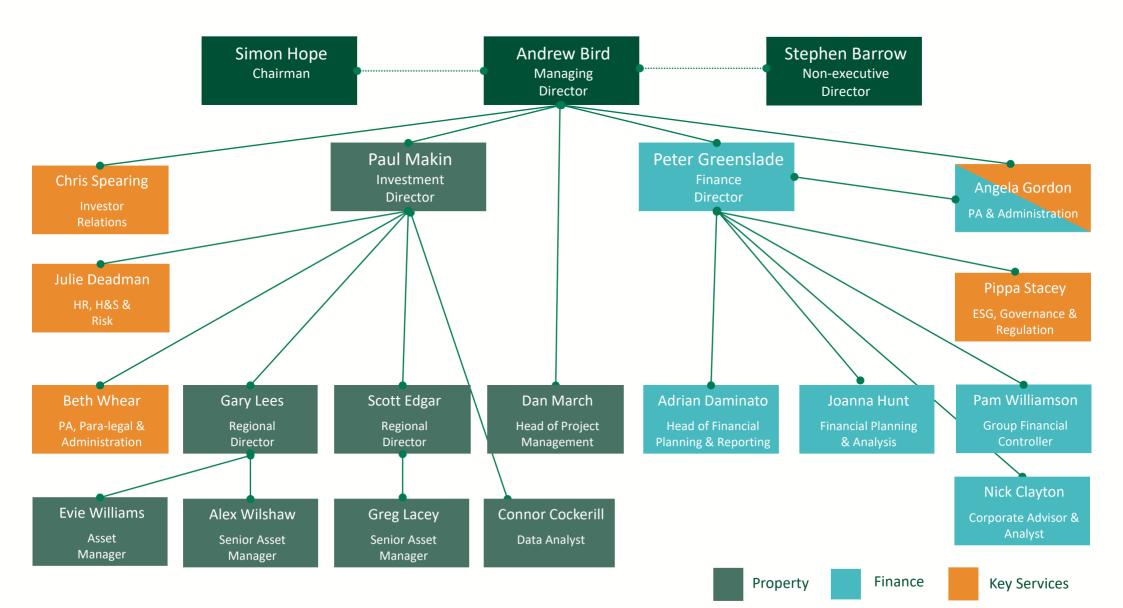
|   | EPRA NTA | EPRA NRV | EPRA NDV |
|---|----------|----------|----------|
|   | £m       | £m       | £m       |
|   |          |          |          |
| IFRS net assets                         | 647.4    | 647.4    | 647.4    |
| Fair value of interest rate derivatives | (0.0)    | (0.0)    | -        |
| Real estate transfer tax <sup>(1)</sup> | -        | 61.7     | -        |
| Net assets                              | 647.3    | 709.0    | 647.4    |
|   |          |          |          |
| Number of shares (million)              | 424.9    | 424.9    | 424.9    |
| Net assets per share                    | 152.4p   | 166.9p   | 152.4p   |

(1) Purchasers' costs estimated at 6.8%

#### November 2021

### TILSTONE PARTNERS MANAGEMENT TEAM





## MANAGEMENT AGREEMENT & ARRANGEMENTS



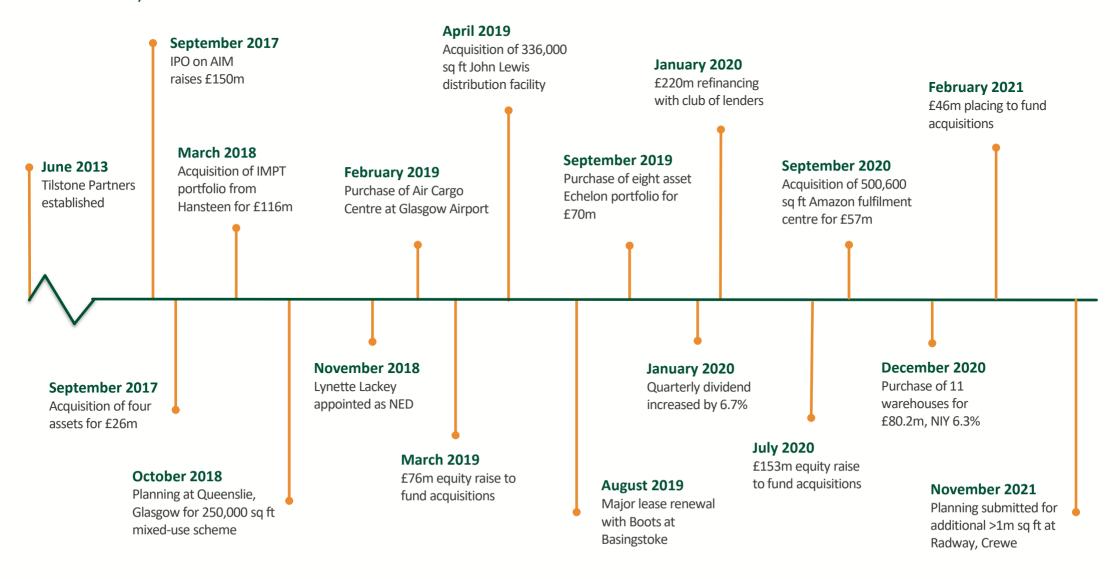
| Investment advisor          | Tilstone Partners Limited  |
|-----------------------------|--|
| Fees                        | 1.1.% of NAV up to £500m and 0.9% thereafter with no performance fee   |
| Investment advisor term     | Rolling two-year notice period <sup>(1)</sup>  |
| Board/Independent directors | Neil Kirton (Chairman), Lynette Lackey, Martin Meech and Aimee Pitman  |
| Listing                     | Investment company on the AIM Market of the London Stock Exchange <sup>(2)</sup>                                       |
| Tax status                  | UK REIT regime   |
| AIFM                        | G10 Capital Ltd  |
| Strategy                    | Policy to invest in a diversified portfolio of small and medium sized urban warehouses in the UK                       |
| Target total return         | 10%+ (dividends plus NAV growth)   |
| Target dividend             | REIT policy to distribute at least 90% of property income  |
| Dividend frequency          | Paid quarterly   |
| NAV                         | EPRA NTA £647.4m or 152.4p per share as at 30 September 2021   |
| Borrowings                  | £83.0m RCF and £182.0m term loan with four banks at a margin of 2.0%-2.2% above LIBOR expiring 22/01/25 <sup>(3)</sup> |
| Hedging                     | £60.0m interest rate caps at blended rate of 1.625% with 22.8% of total borrowings being fixed/hedged                  |
| Loan to value               | 26.2% as at 30 September 2021  |
| Cost ratio                  | 27.2% in six months to 30 September 2021 (ongoing charge ratio 1.3%)   |
| Market capitalisation       | £680.6m as at 5 November 2021  |
|                             |  |

(1) Following the third anniversary of the IPO in August 2020

(2) The Company intends to move up to the main market (3) Facility includes an accordion of a further £35.0m

### HISTORY OF WAREHOUSE REIT

Timeline of key events



#### WAREHOUSE REIT BOARD OF DIRECTORS



Neil Kirton Chairman

Neil has over 25 years of experience in the securities and investment banking industries and is currently London office Head at Kroll – a division of Duff and Phelps



Aimee Pitman Non-Executive Director

Aimee runs her own strategy consulting business, and has over 25 years' experience in strategy development across various sectors



Lynette Lackey Non-Executive Director Lynette is a chartered accountant and experienced NED with considerable knowledge of the real estate sector



Martin Meech Non-Executive Director

Martin is the Group Property Director of Travis Perkins Plc, the largest supplier of building materials in the UK



Simon Hope Non-Executive Director (non-independent)

Simon leads the Real Estate investment teams at Savills and was on the Savills plc board from 1999 to 2010



Stephen Barrow Non-Executive Director (non-independent)

Stephen is an experienced global equity investor and is currently a non-employee Partner of Absolute Return Partners





