



Helical Bar plc

**ANALYST TOUR PRESENTATION
MARCH 2013**



Helical Bar plc



Our prime objective is to maximise returns for shareholders through income, development and trading profits and capital growth. Our strategy for achieving this is to:

- Maintain and expand our investment portfolio, providing a blend of high yielding retail, office and industrial property with considerable opportunity to increase income and enhance capital value through proactive asset management and skilful stock selection;
- Have c. 75% of our gross property assets in the investment portfolio, creating positive net cash flow for the business which exceeds our net financing costs, administration costs and dividends;
- Carry out London based redevelopments, whether new build or refurbishments, creating value through land assembly, planning and implementation in the office, residential, mixed use and retail sectors;
- Carry out pre-let regional food store and retail developments;
- Maximise returns by minimising the use of equity in development situations; and,
- Reduce exposure to non core assets.



DEVELOPMENT



THE SCHEME

Mitre Square is a landmark City office scheme in the heart of the insurance sector.

Extensive public realm improvements are planned which will provide an attractive setting for the new office.

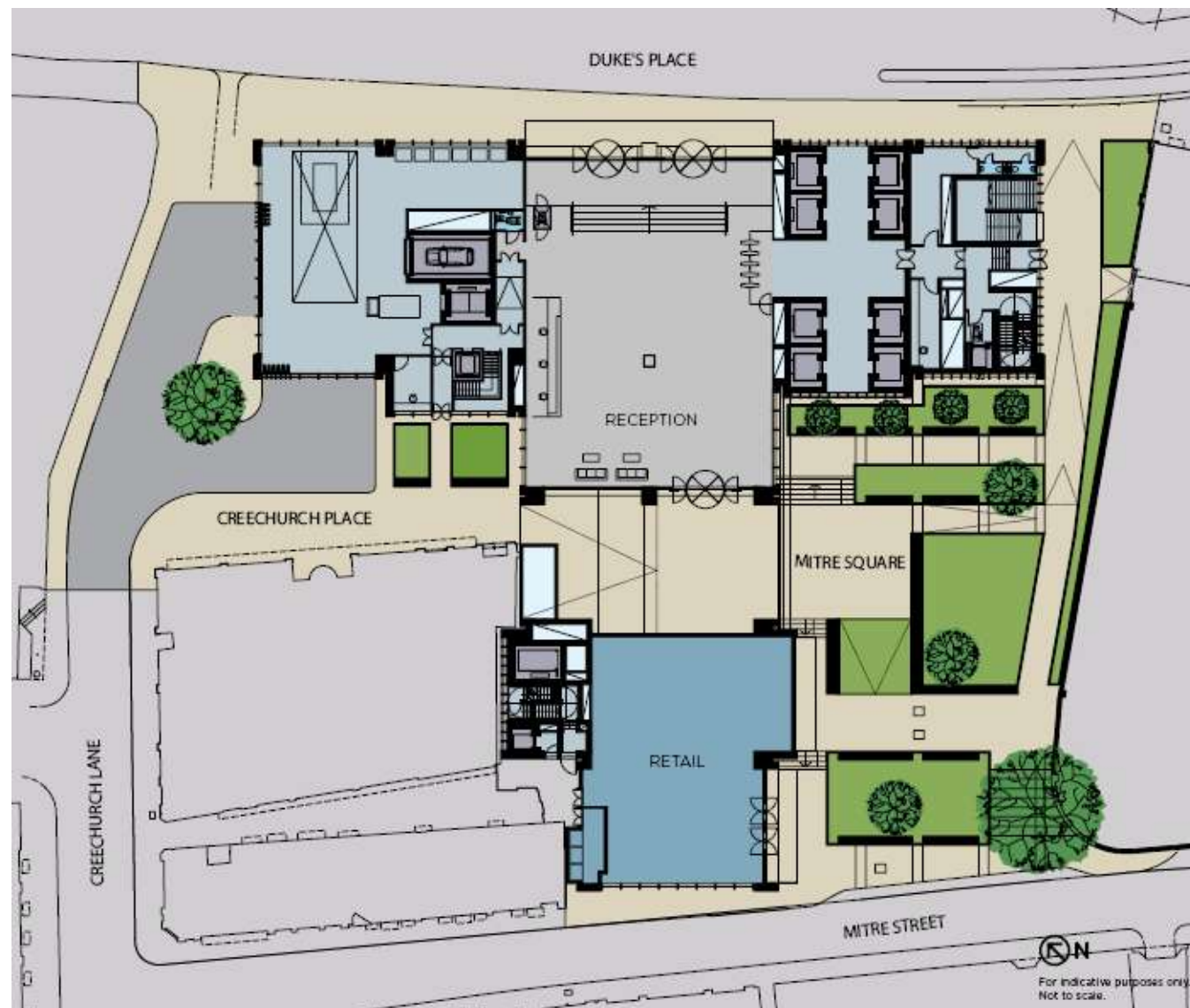
THE FACTS

- The site will be held on a long leasehold from the City of London
- Planning consent was granted in June 2011
- The finished development will have a capital value of circa £250 million
- Will start on site when pre-let or forward funded



Floor Areas

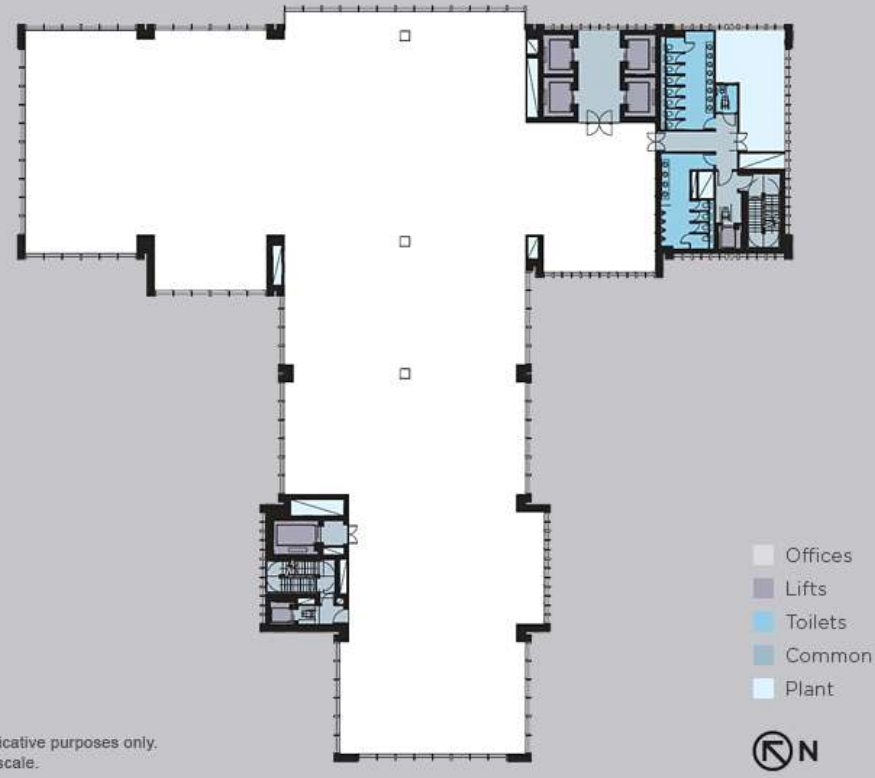
FLOOR	SQ FT	SQ M
seventeenth	15,580	1,447
sixteenth	15,580	1,447
fifteenth	15,580	1,447
fourteenth	17,265	1,604
thirteenth	17,265	1,604
twelfth	17,265	1,604
eleventh	15,943	1,604
tenth	15,943	1,481
ninth	15,943	1,481
eighth	15,943	1,481
seventh	15,943	1,481
sixth	15,943	1,481
fifth	15,943	1,481
fourth	15,943	1,481
third	15,943	1,481
second	15,943	1,481
first	13,585	1,262
ground	-	-
basement 001	-	-
basement 002	-	-
TOTAL	272,868	25,530

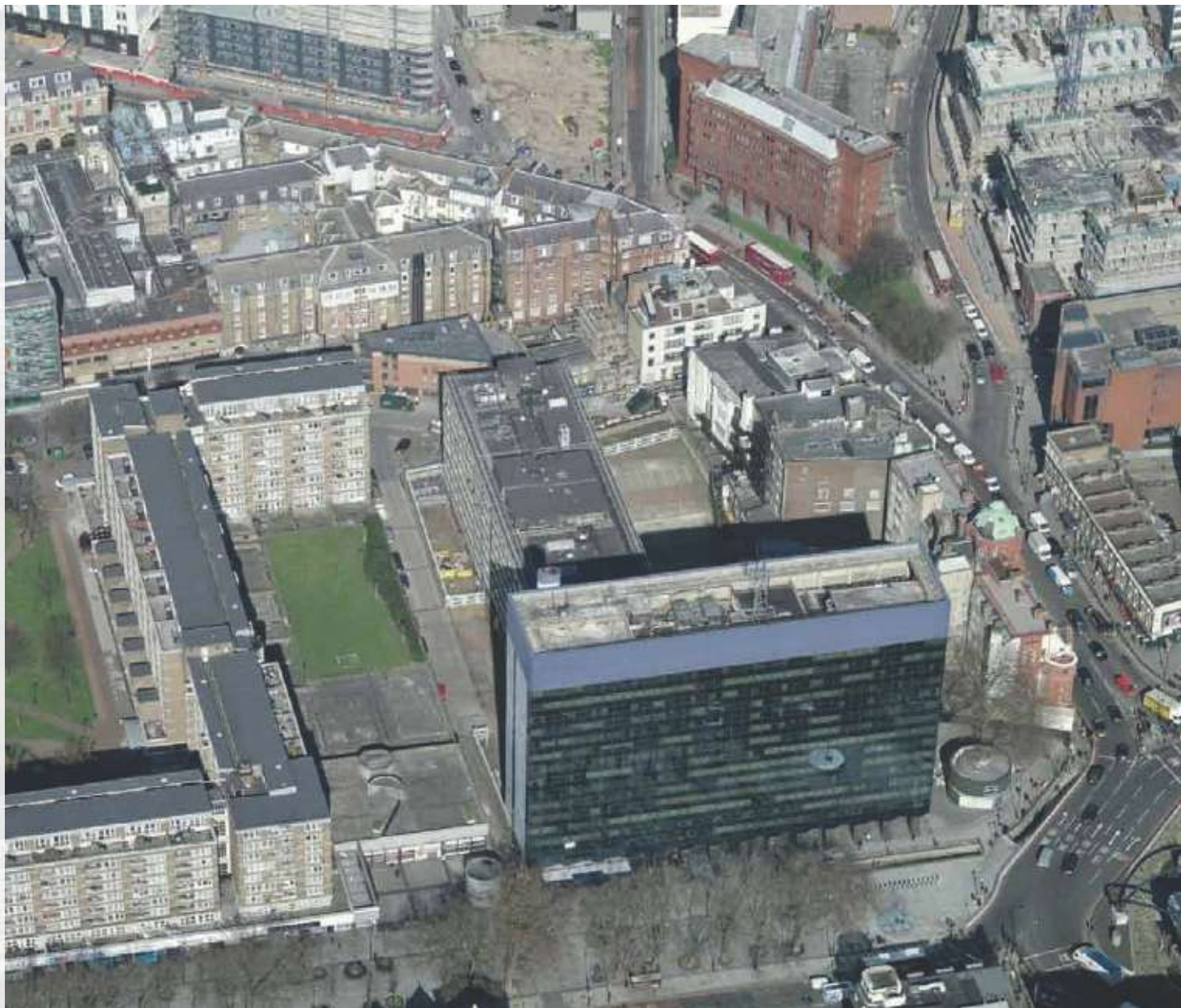


Upper Floor Plans

2nd-10th floors

11th-14th floors





THE SCHEME

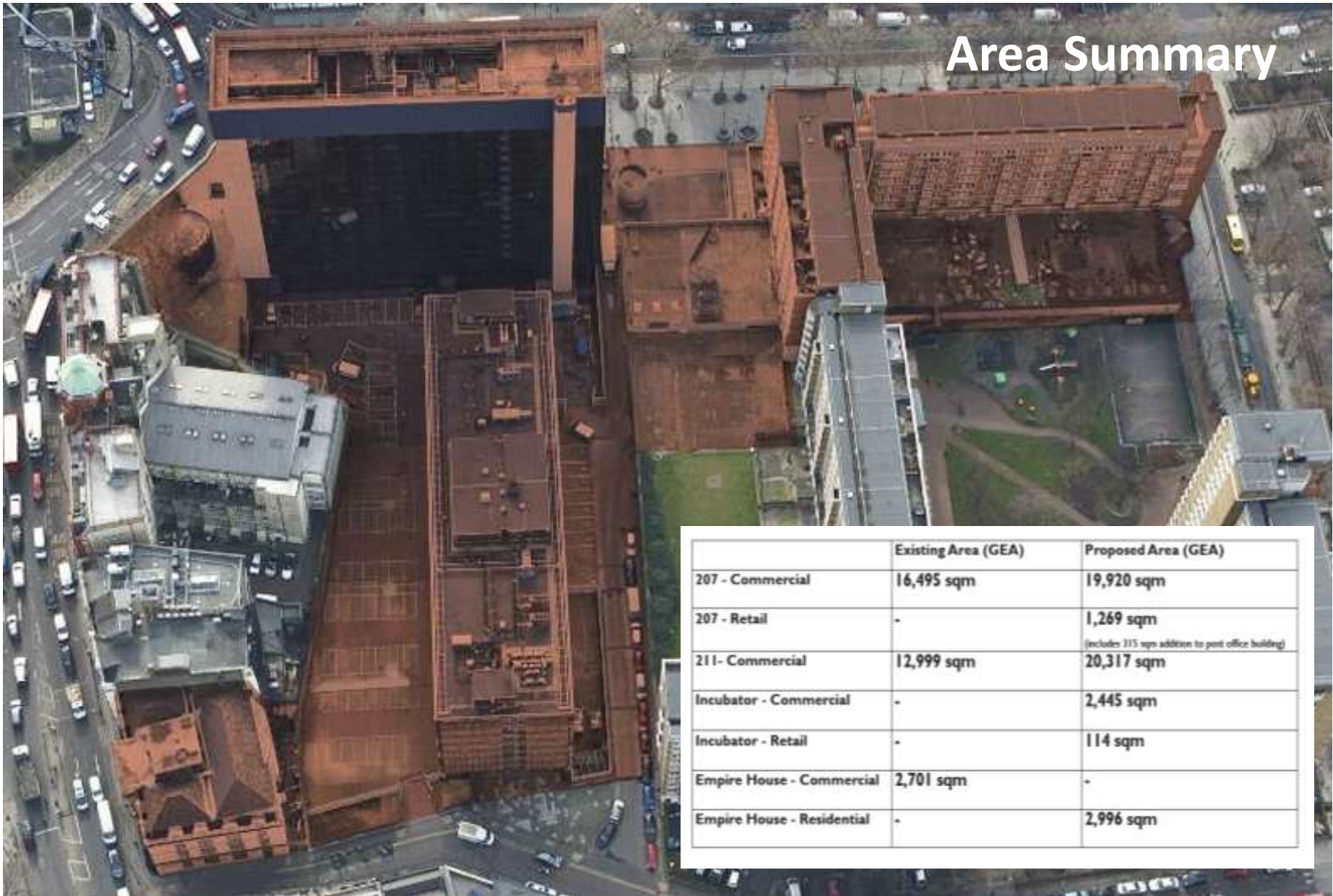
In a joint venture with Crosstree Real Estate Partners, Helical have purchased this significant site located immediately adjacent to Old Street Roundabout.

THE FACTS

The site comprises 231,417 sq ft of existing office space across three buildings; 207 and 211 Old Street, and Empire House, 136-144 City Road, as well as circa 46,000 sq ft of income producing retail space.

Plans for the site are being worked up with AHMM architects and a planning application will be submitted in April/May.

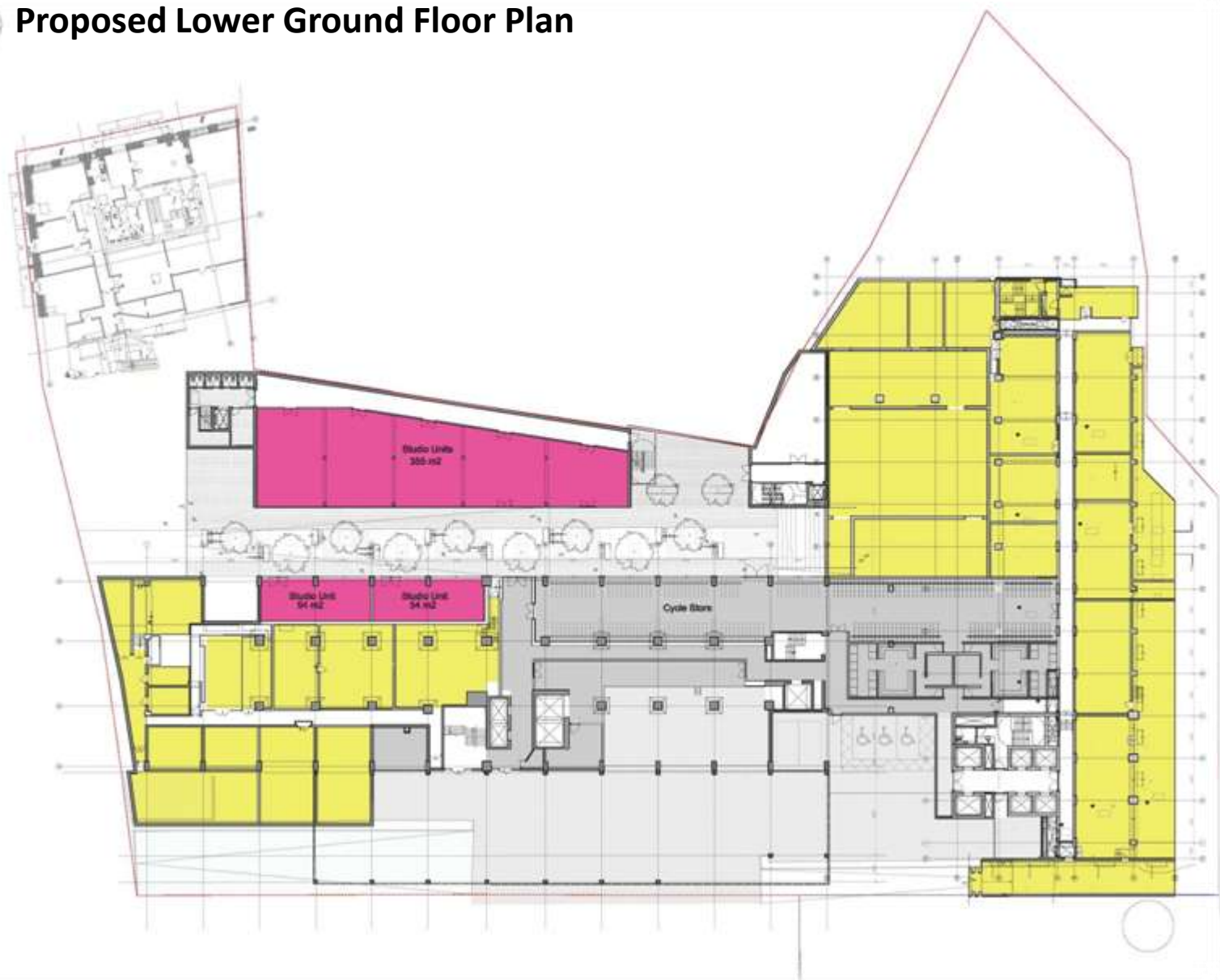
Area Summary



	Existing Area (GEA)	Proposed Area (GEA)
207 - Commercial	16,495 sqm	19,920 sqm
207 - Retail	-	1,269 sqm <small>(includes 315 sqm addition to post office building)</small>
211 - Commercial	12,999 sqm	20,317 sqm
Incubator - Commercial	-	2,445 sqm
Incubator - Retail	-	114 sqm
Empire House - Commercial	2,701 sqm	-
Empire House - Residential	-	2,996 sqm



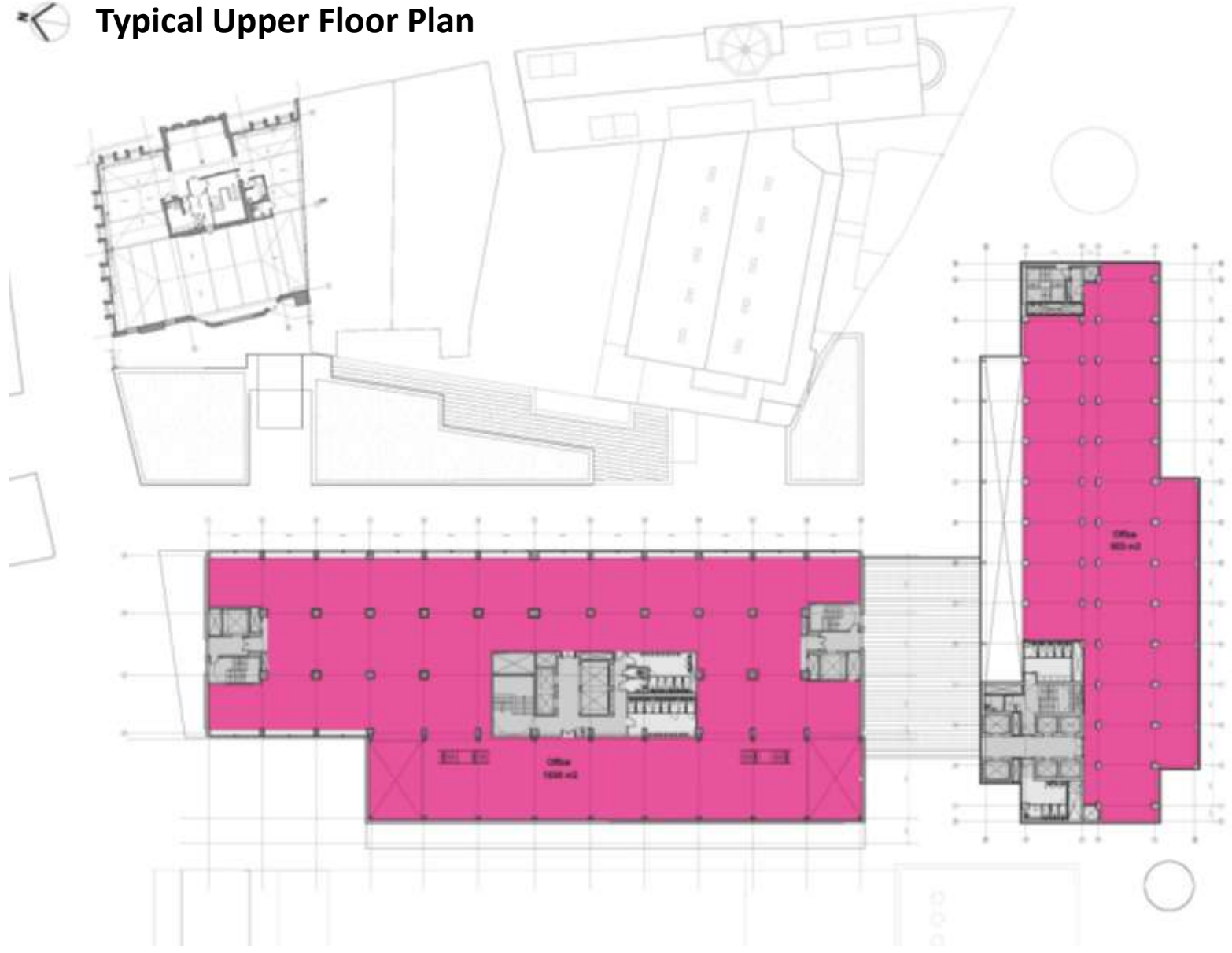
Proposed Lower Ground Floor Plan



Proposed Ground Floor Plan

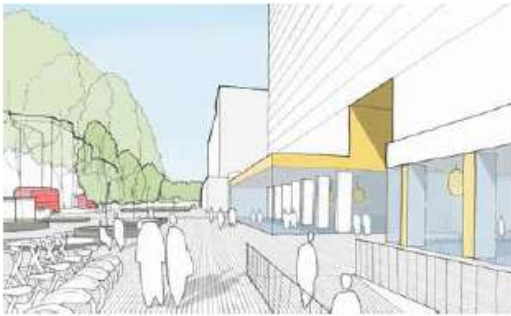


Typical Upper Floor Plan



Proposed Views

View 1



View 2



View 3



View 4



View 5



View 6



View 7



View 8



View 9





THE SCHEME

At 200 Aldersgate we have taken a tired and vacant office building and breathed new life into it, creating a “vertical village” comprising a variety of floorplates to suit a range of different occupiers, as well as exceptional tenant facilities, including a concierge cycle store service, an on site gym and an attractively designed café and business lounge.

The reception areas have been remodelled and include bespoke art work designed by Rob and Nick Carter.

THE FACTS

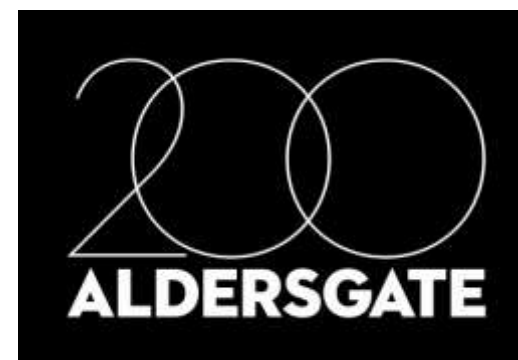
- Building work completed December 2010
- Market launch January 2011
- Development partner for Deutsche Pfandbriefbank
- Helical receive a small base fee and profit share dependent upon level of capital value/sale price once let
- 208,148 sq ft now let



Interior



FLOOR	NIA (SQ FT)	TENANT
17	1,759	Oxera
16	1,750	Jampur Group
15	6,269	Agence France Press
14	6,605	Oxera
13	6,600	Dexia Project Finance UK
12	9,052	AIA Worldwide
11	10,624	Maples and Calder
10	15,044	Javelin Group Ltd
9	15,075	
8	17,346	Venner Shipley LLP
7 South	4,926	Talent2
7 North	18,953	Phillips 66 Limited
6 South	22,623	K Line (Europe) Limited
6 North	4,811	MSG & Partners
5	33,678	
4	41,813	
3	43,945	22,000 sq ft under offer
		Association of Train Operating Companies
2 South	22,563	
2 North	21,528	City University, London
1 South	13,852	i2 Business Centre
1 North	19,904	ETC Venues
UG South	3,939	Asset International
UG North	5,762	



SUMMARY	
Total office NIA	348,421 sq ft
Total office space let	208,148 sq ft
Number of lettings	18
Vacant space remaining	140,273 sq ft
Vacant floors remaining	4.5
Under offer	Part 3 rd floor
RETAIL	
Basement let to Virgin Active	39,601 sq ft
Unit 1 let to Pret a Manger	1,900 sq ft
Unit 2 let to Giant Bikes	9,000 sq ft
Unit 3 vacant	7,673 sq ft

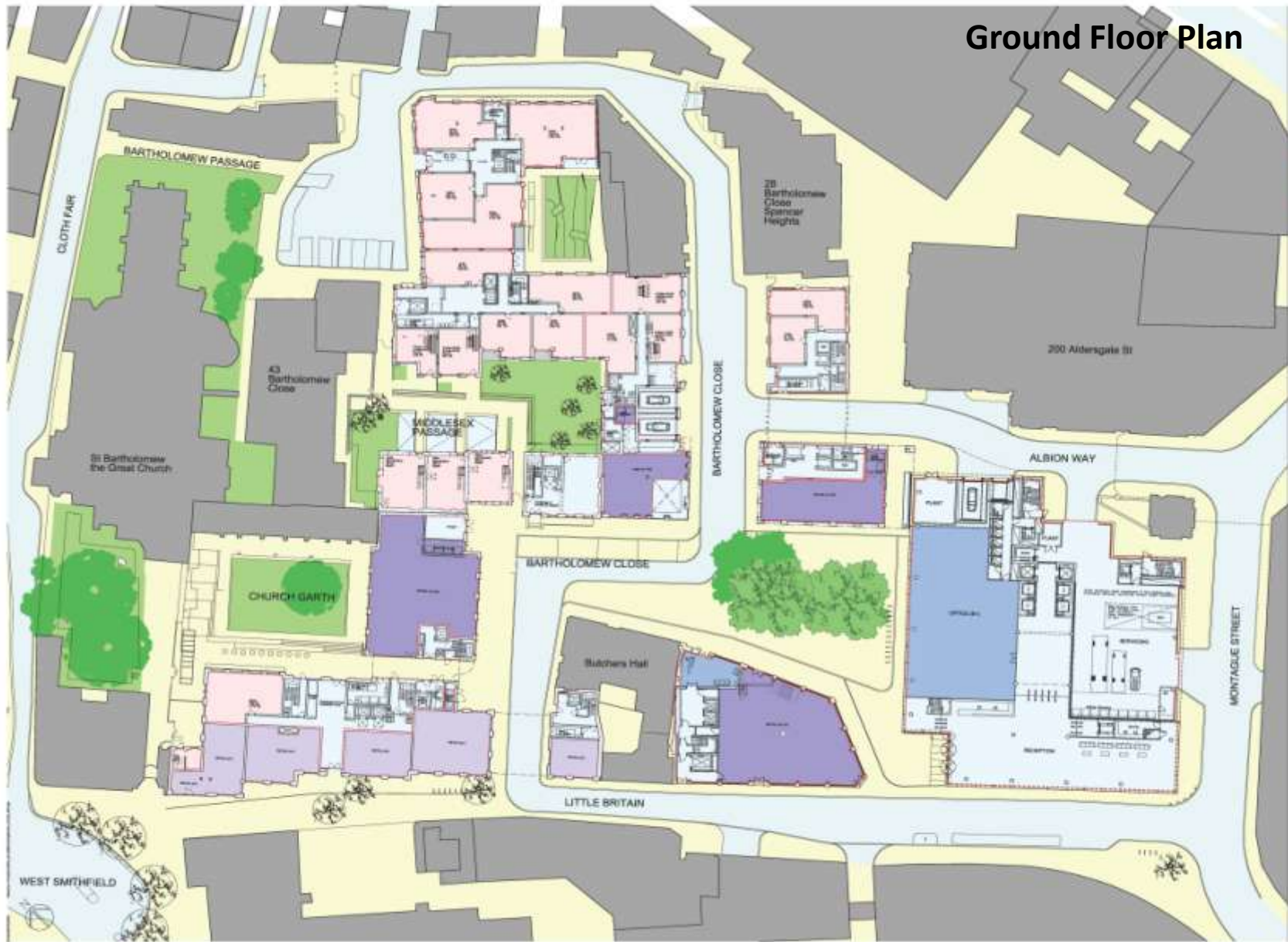


BARTS SQUARE, LONDON EC1

- Planning application submitted Q1 2012
- Resolution to grant planning permission subject to S106 made by City on 20th November
- 226,000 sq ft offices in two buildings
- 215 residential apartments (202,000 sq ft)
- 23,000 sq ft retail and restaurants
- Phased vacant possession Q4 2014 – Q4 2016 to enable development to commence
- Total development value of c. £460m



Ground Floor Plan



LEGEND

- Proposed Building
- Existing Building
- Proposed Green Space
- Existing Green Space
- Proposed Access
- Existing Access
- Proposed Parking
- Existing Parking
- Proposed Cycleway
- Existing Cycleway
- Proposed Footway
- Existing Footway
- Proposed Roadway
- Existing Roadway
- Proposed Watercourse
- Existing Watercourse
- Proposed Drainage
- Existing Drainage
- Proposed Boundary
- Existing Boundary
- Proposed Boundary
- Existing Boundary

SCALE

1:1000

DATE

15/01/2017

PROJECT

BARTS SQUARE LONDON EC1

CLIENT

HELCAL BAR PLC

DESIGNER

SHEPPARD ROBSON

ARCHITECT

SHEPPARD ROBSON

ENGINEER

SHEPPARD ROBSON

PLANNING

SHEPPARD ROBSON

LANDSCAPE ARCHITECT

SHEPPARD ROBSON

ENVIRONMENTAL

SHEPPARD ROBSON

ARCHITECTURAL

SHEPPARD ROBSON

PLANNING

SHEPPARD ROBSON

LANDSCAPE ARCHITECT

SHEPPARD ROBSON

ENVIRONMENTAL

SHEPPARD ROBSON

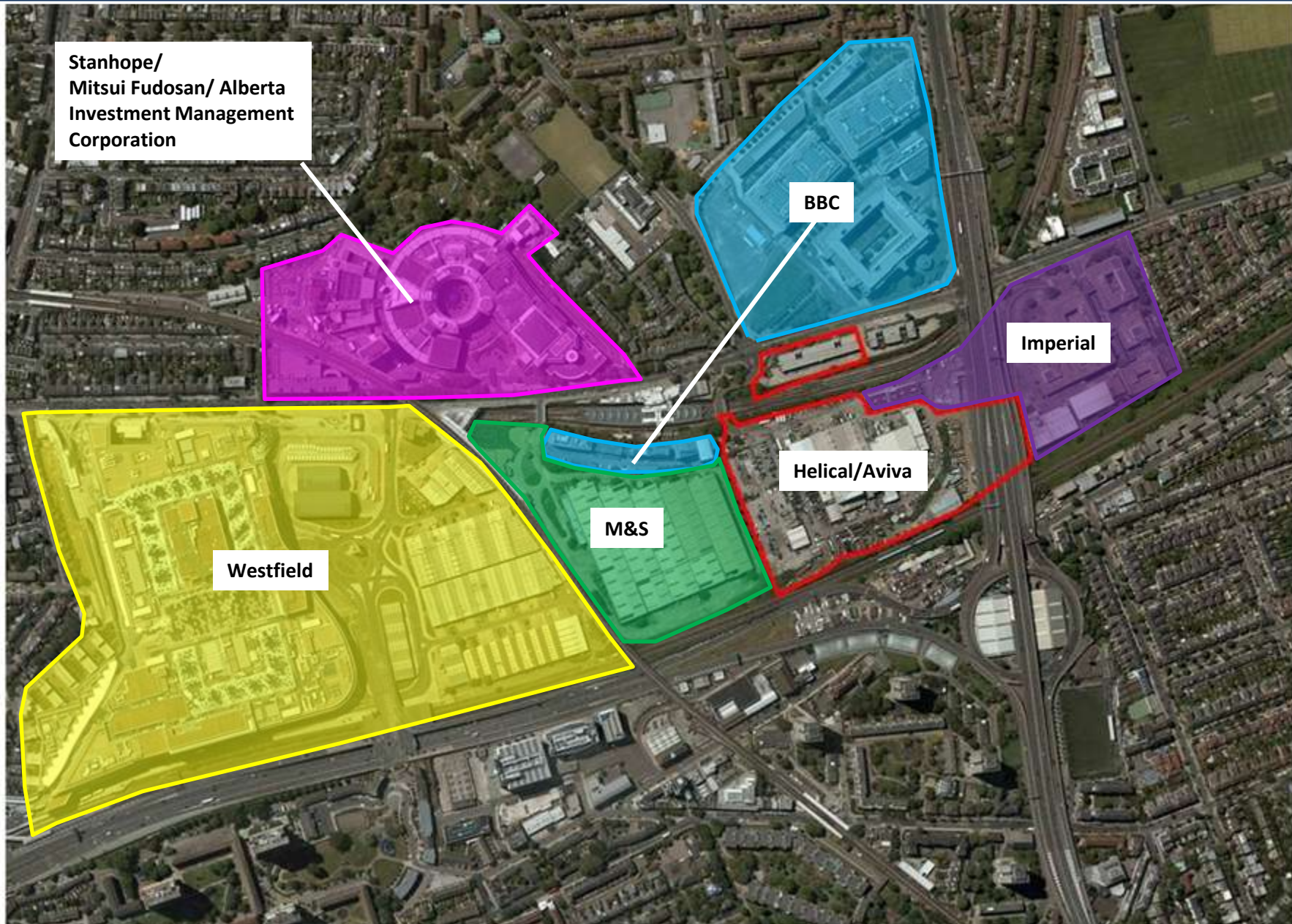
ARCHITECTURAL

SHEPPARD ROBSON



BARTS SQUARE, LONDON EC1





- Eric Parry designed masterplan c 1.5m sq ft
- 1150 new homes
- 200,000 sq ft offices
- 60,000 sq ft retail / leisure / community uses
- 11 acre site
- New bridge link over Central Line cutting
- Resolution to grant planning 12th March 2013





**Brickfields and Imperial
College Masterplan Model**





- **Joint venture with Grainger plc**
- **Development agreement with the London Borough of Hammersmith & Fulham**



- **Previous scheme obtained a resolution to grant planning at a local level but did not receive Mayoral approval**
- **New Leader at Hammersmith & Fulham Borough Council (May 2012) - much more deliverable brief – ‘Free’ Council Office 40,000 sq ft (50% smaller)**



- Key contentious issues avoided with new brief

Much reduced height (8 stories rather than 15)


No bridge into Furnival Gardens

Not relocating existing residential tenants

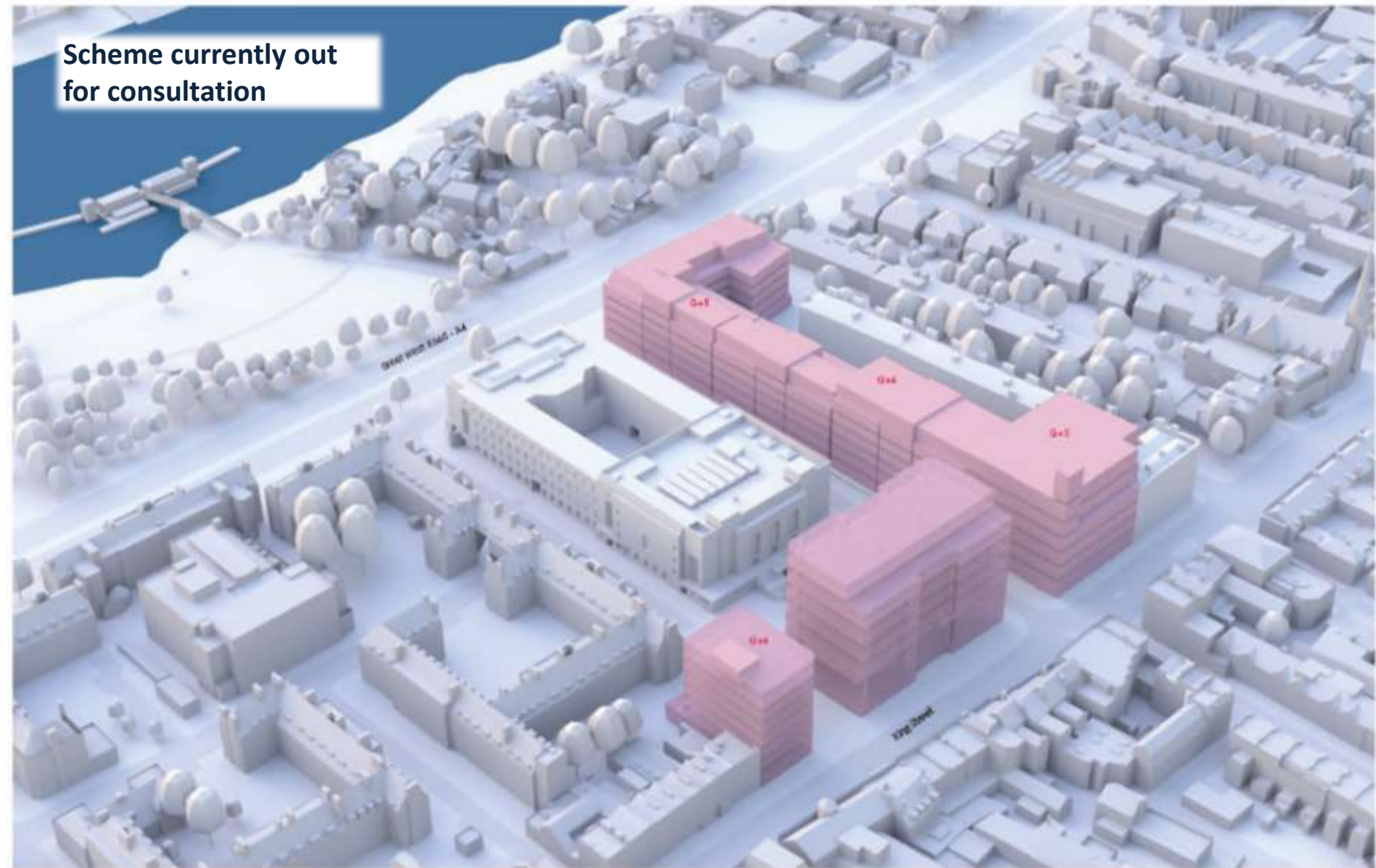
No loss of Cinema



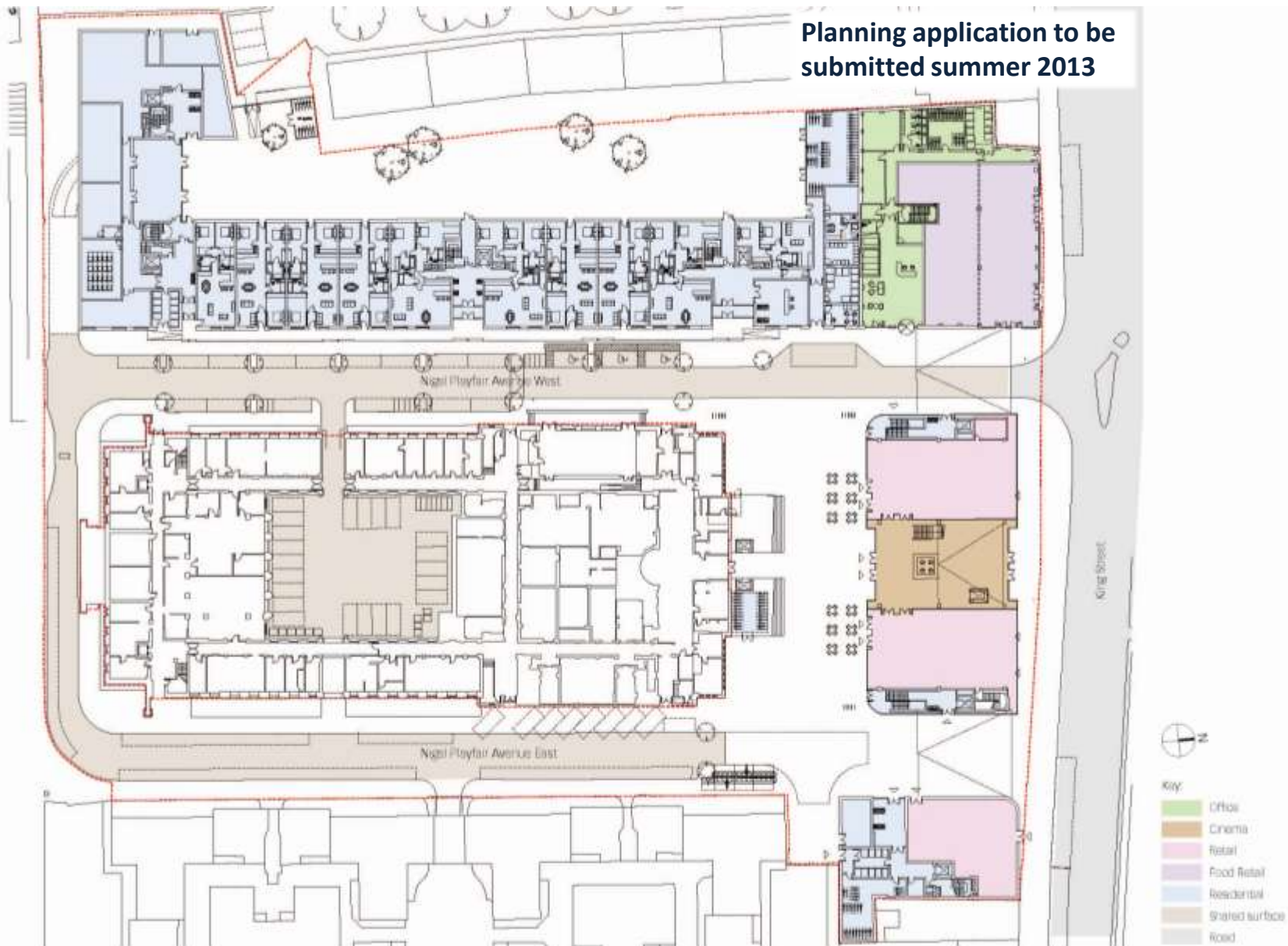
 Development site – 2.6 acres

 No longer included in site – 0.4 acres

Scheme currently out for consultation



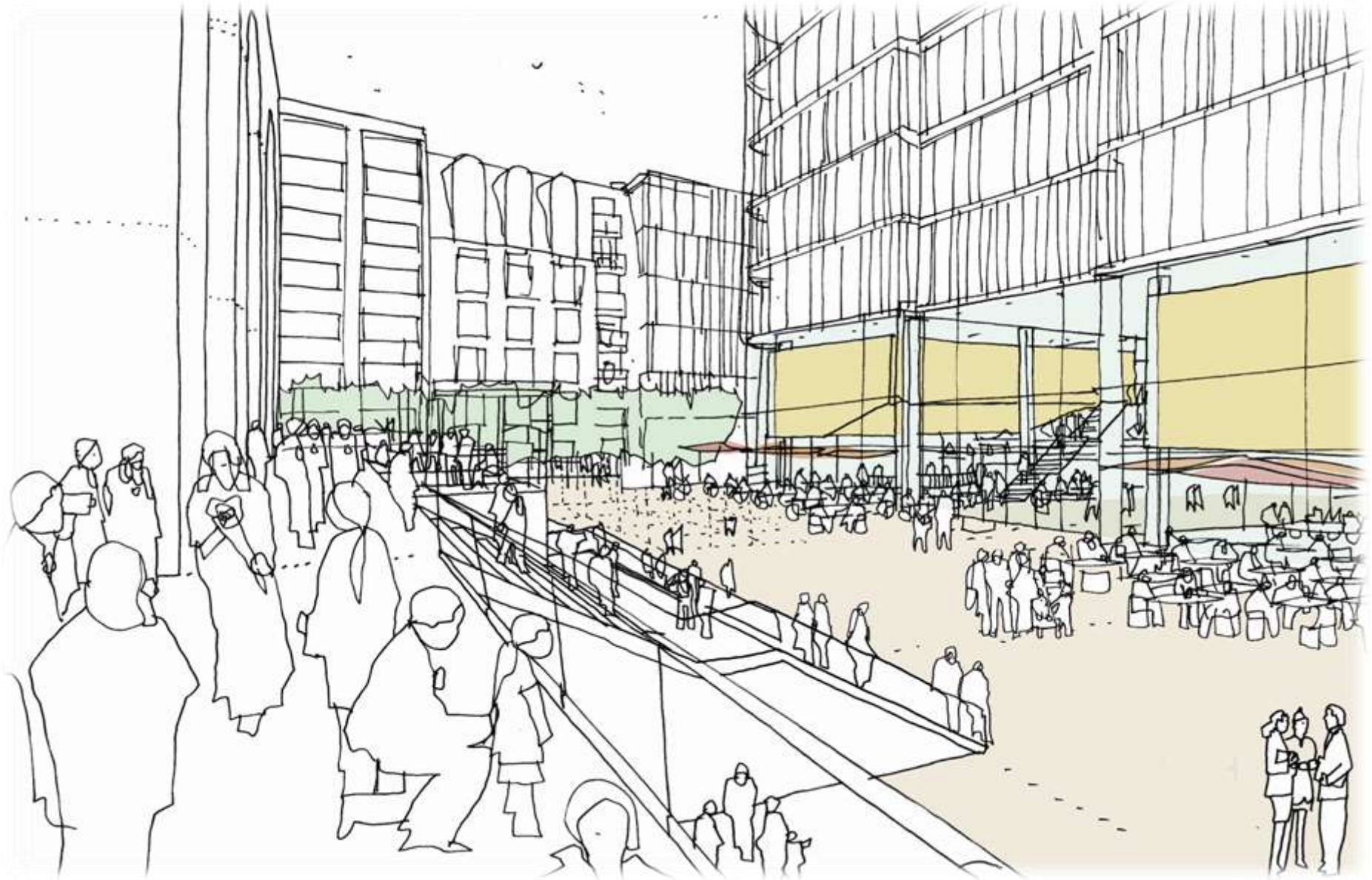
Planning application to be submitted summer 2013













- **Development Management Role on behalf of Scottish Power / Iberdrola**
- **New 220,000 sq ft (net) office HQ**
- **25 year lease to Scottish Power being forward funded with an institution**
- **Fee based on % of construction cost / design fees**
- **Underwriting the sale of 3 existing assets (Cathcart, Yoker, Falkirk)**
- **Working with local development partners**



MILESTONES: TARGETS TO MARCH 2013

<u>Property</u>	<u>Milestone</u>	<u>Progress to March</u>
200 Aldersgate	Lettings	97,000 sq ft new lettings since 31/03/12
Europa Centralna	Lettings	73 % pre-let, 4% being signed and 4% under offer
Fulham Wharf	Sale / fee settlement	Complete
Helical Retail	Conditional purchases	Ongoing
Barts Square	Planning consent	Resolution to grant planning consent obtained
Hammersmith Town Hall	Planning consent	Revised scheme to be submitted July 2013
Mitre Square	Demolition	Ongoing
White City	Planning consent	Resolution to grant planning consent obtained March 2013

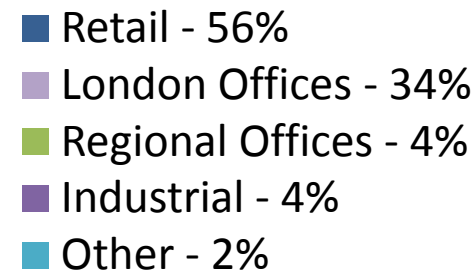
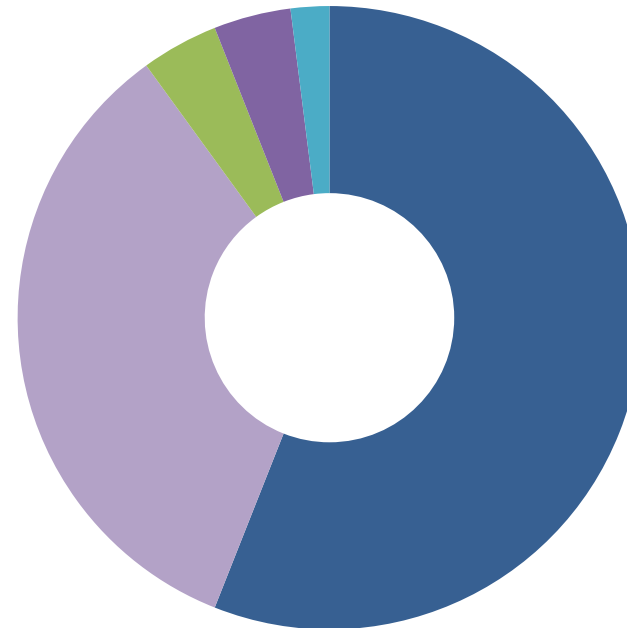


INVESTMENT



Investment Portfolio Split

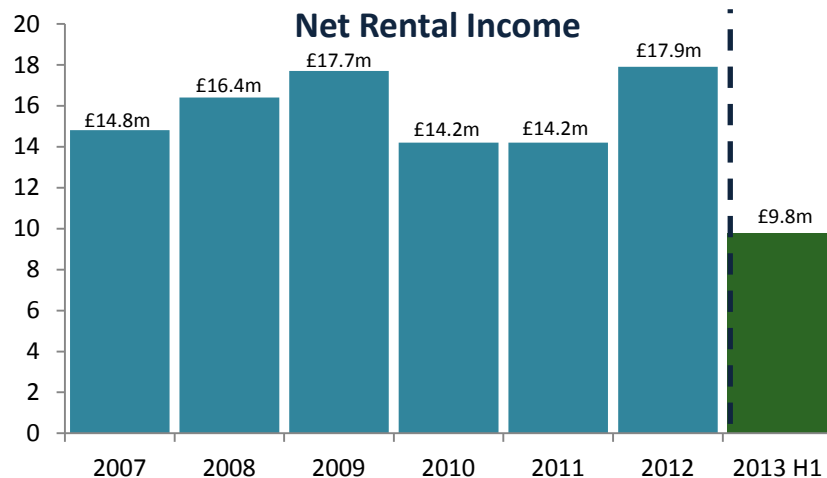
- **69% of portfolio by value**
- **£415mn total value. £29.8mn gross rent roll (Helical Share)**
- **Generates income to cover all dividends, operational and finance costs**
- **Focus on asset management to drive NOI and add value**
- **Intention to increase investment properties to 75% of portfolio**



- Strong rental income stream
- 99.7% of rent collected within 3 weeks of December quarter day demonstrating strong financial discipline
- Strong occupancy figures; Retail portfolio 95% let with AWULT in excess of 7.5 years. London office portfolio 96% let excluding properties held vacant for refurbishment (9% of London offices)
- Helical's income stream is diverse and secure. No single tenant accounts for more than 5% of the rent roll
- Helical are proven out-performers at managing rental income. Compared to an industry average of 41% rent retention at lease end, Helical retained 68% in 2012*

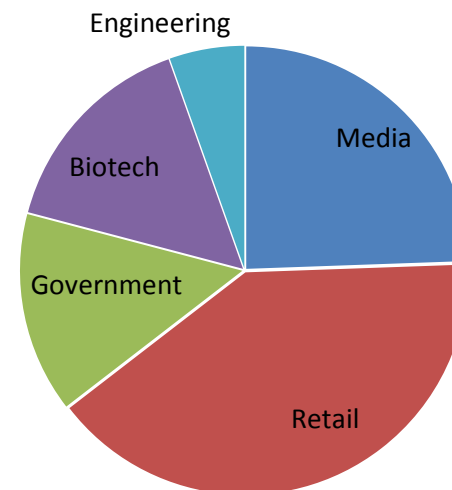
Top 10 Tenants

Rank	Tenant	Rent	% Rent Roll
1	Endemol	£1,526,923	5.0%
2	TK Maxx	£1,309,000	4.3%
3	Quotient Biosciences	£1,247,264	4.1%
4	Barts and the NHS Trust	£1,174,844	3.8%
5	Hitchcock and King	£530,000	1.7%
6	Asda	£513,583	1.7%
7	Argos	£454,130	1.5%
8	Fox International Channels	£445,053	1.5%
9	Amec	£438,751	1.4%
10	Wickes	£430,139	1.4%
Total		£8,069,687	26.4%



* Source: IPD / Strutt and Parker Lease Events Review

Top 10 Tenants by Tenant Industry



BATTERSEA STUDIOS, BATTERSEA, LONDON SW8



- 107,000 sq ft office building
- Acquired with vacant possession in 2005
- 56,000 sq ft multi let TV production and media office-hub
- A further 51,000 sq ft added in 2008
- 26,000 sq ft vacant, of which 4,000 sq ft under offer and 6,500 sq ft in negotiation
- Rents of £17-25 psf
- 8% cash on cash returns increasing to 17% on letting voids





LOCATION PLAN
NOT TO SCALE



Project No: H1863.07
Drawing No: H1863.07.01
Scale: 1:50
Date: 10/10/2018
Author: [Name]
Check: [Name]
Project Manager: [Name]
Client: [Name]





- 150,000 sq ft multi tenanted office building, 65 separate lettable units
- Acquired vacant in 2000
- Media-friendly creative office environment
- Only 652 sq ft vacant
- 12.6% cash on cash return
- Demand remains strong
- Capex of c £1.5m summer 2013 on common parts and bar
- Rent of £23-30 per sq ft should increase to £35 per sq ft plus over time



- Part-occupied office and retail building, in need of refurbishment, purchased in January 2012
- Full refurbishment completed
- 11,500 sq ft office space now available
- Net income increased from £590,000 pa at acquisition to £800,000 pa now through rent reviews and managing costs on vacant space



- 6.4% cash on cash return rising to 12.3% on letting vacant space
- Typical of Helical's central London investment acquisition strategy



- Acquired empty in 2005
- Comprehensively refurbished
- Now let to tenants including Urban Outfitters, White Stuff, Jack Wills
- 9% cash on cash return
- Current rent roll £3.3 mn ERV £4.25mn
- The Hayes zone A £175. Evidenced by recent Jack Wills letting and Moss Bros rent review
- Significant reversion in other Hayes units
- Good demand for the arcades e.g. Bang & Olufsen





- Acquired 2010 in joint venture
- Substantial contracted income increase since acquisition (+9.0%)
- Excellent tenant demand. 30+ new leases signed since acquisition
- 14% cash on cash return
- £30-£60 zone A rates

- Recent lettings to Watt Bros, The Post Office, Bon Marche and Trespass
- Potential to sell off some parts of the asset
- 99.8% rent collected within 10 days of Feb quarter day



- **Acquired October 2011**
- **40 new leases/lease renewals completed since acquisition**
- **Low zone A rates of £50.00**
- **14.5% cash on cash returns**
- **£100,000 saving from service charge 2012-1013**
- **9 new leases in solicitor's hands, £175,000 of new income and associated non-recoverable costs**
- **Upper parts being converted to residential**
- **Potential for a large leisure scheme**

