

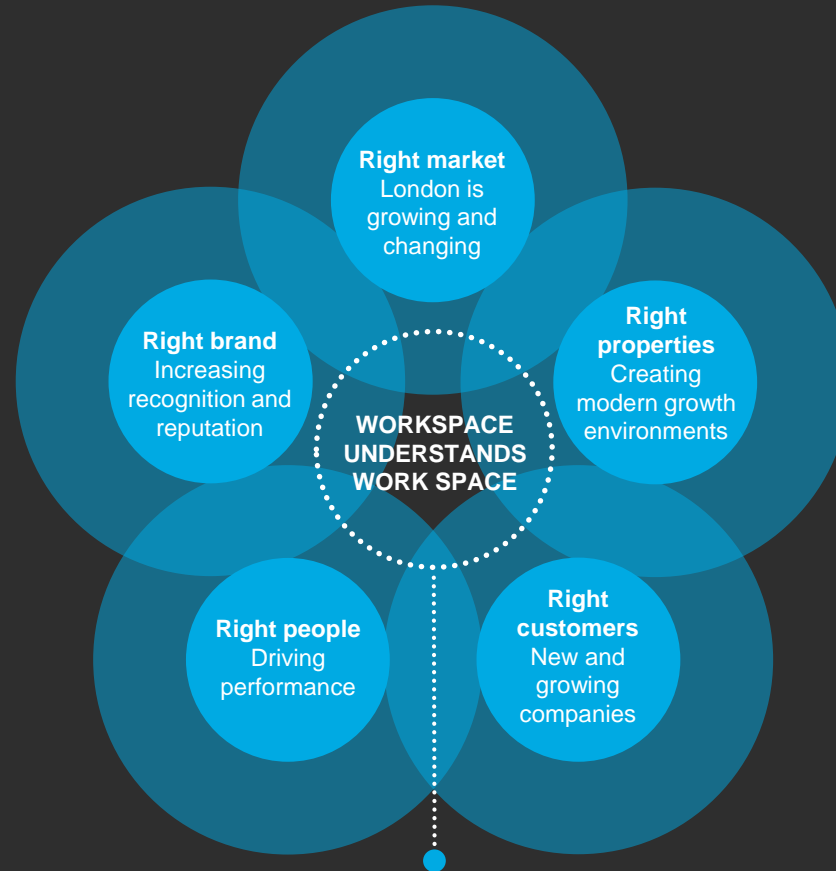
INVESTOR AND
ANALYST PRESENTATION
9 NOVEMBER 2016

WORKSPACE INTERIM RESULTS CUSTOMER DEMAND DRIVING INCOME GROWTH



WORKSPACE

→ WORKSPACE THE RIGHT STRATEGY



Home to new and growing companies across London

WORKSPACE

Jamie Hopkins
Chief Executive Officer

PERFORMANCE

Graham Clemett
Chief Financial Officer

DIRECTION

Jamie Hopkins
Chief Executive Officer

QUESTIONS

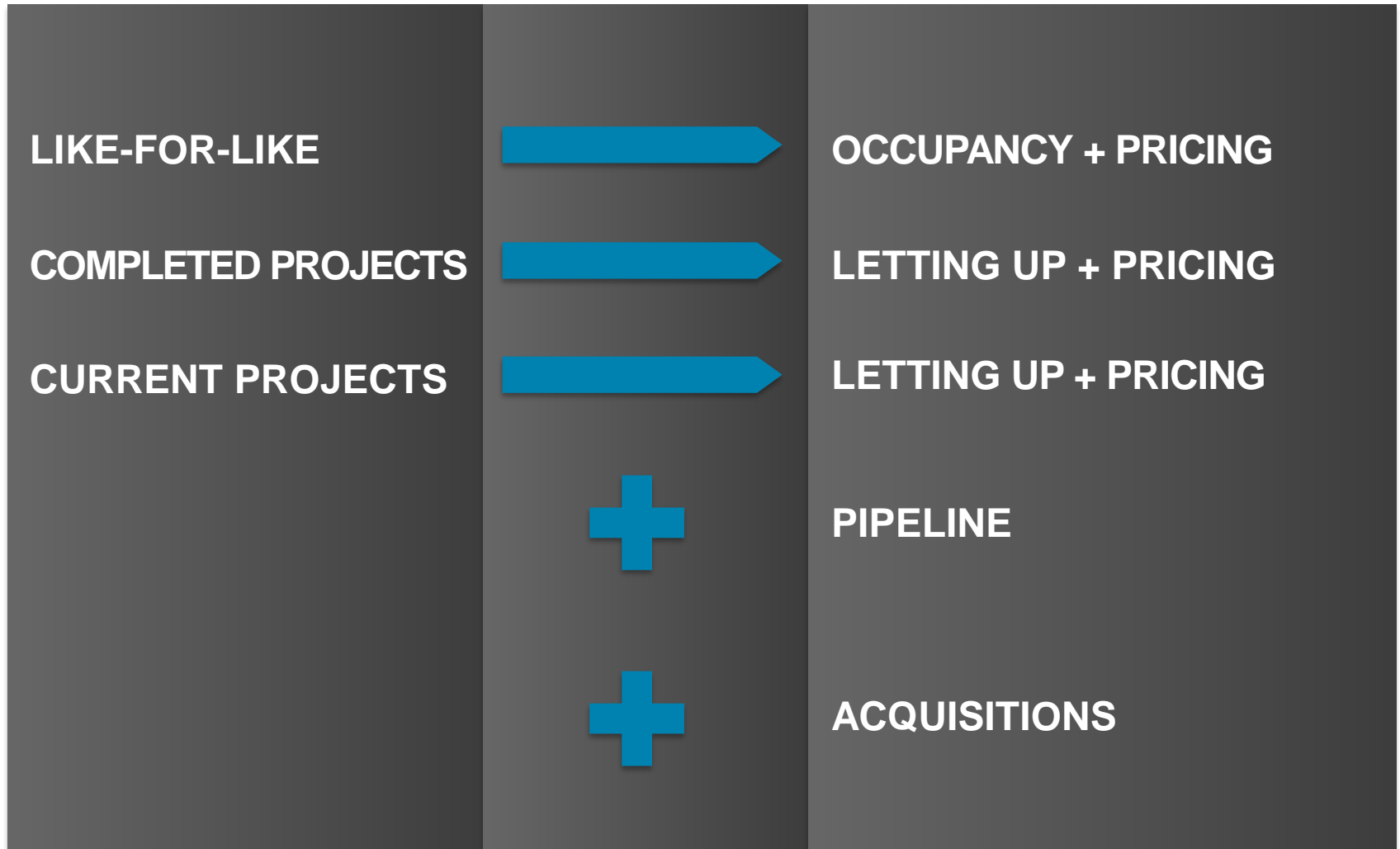
→ WORKSPACE RESULTS



	September 2016	March 2016	Change
Active Management			
Rent Roll (lfl)	£51.5m	£48.8m	↑ 5.5%
Rent per sq. ft. (lfl)	£24.93	£23.86	↑ 4.5%
Enquiries (per month)	1,025	1,029	Stable
Occupancy (lfl)	90.3%	90.0%	↑ 0.3%
Property Valuation	£1,780m	£1,779m	↓ (0.9)%*
Capital Value per sq. ft. (lfl)	£374	£376	↓ (0.5)%
EPRA NAV (per share)	£9.15	£9.23	↓ (0.9)%
Strong Operating Growth			
Trading Profit after interest	£23.6m	£20.4m	↑ 16%
Interim Dividend (per share)	6.80p	4.86p	↑ 40%

* Underlying

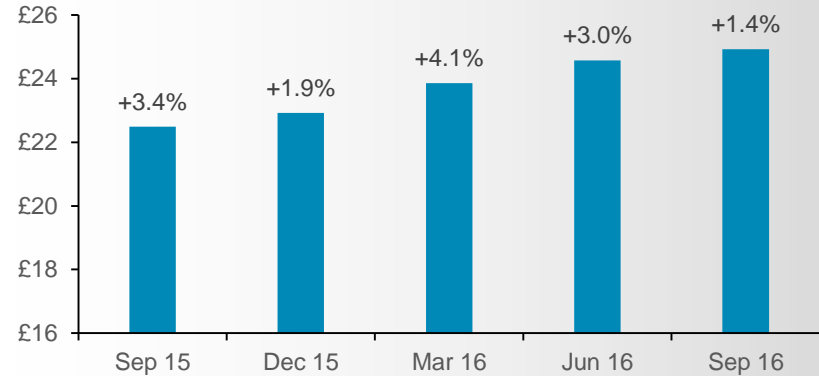
→ WORKSPACE INCOME GROWTH



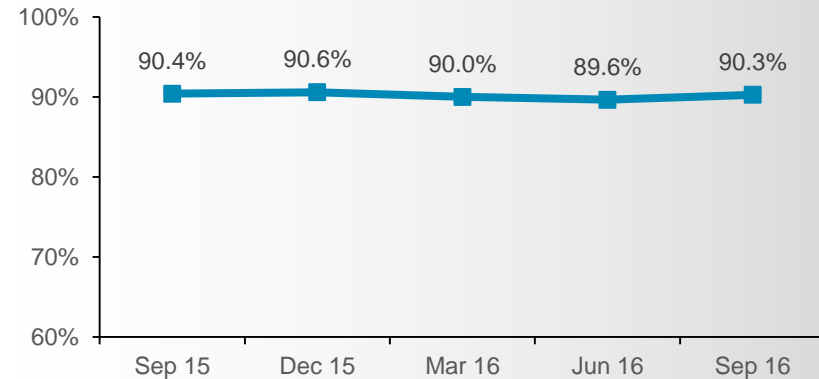
RENT ROLL



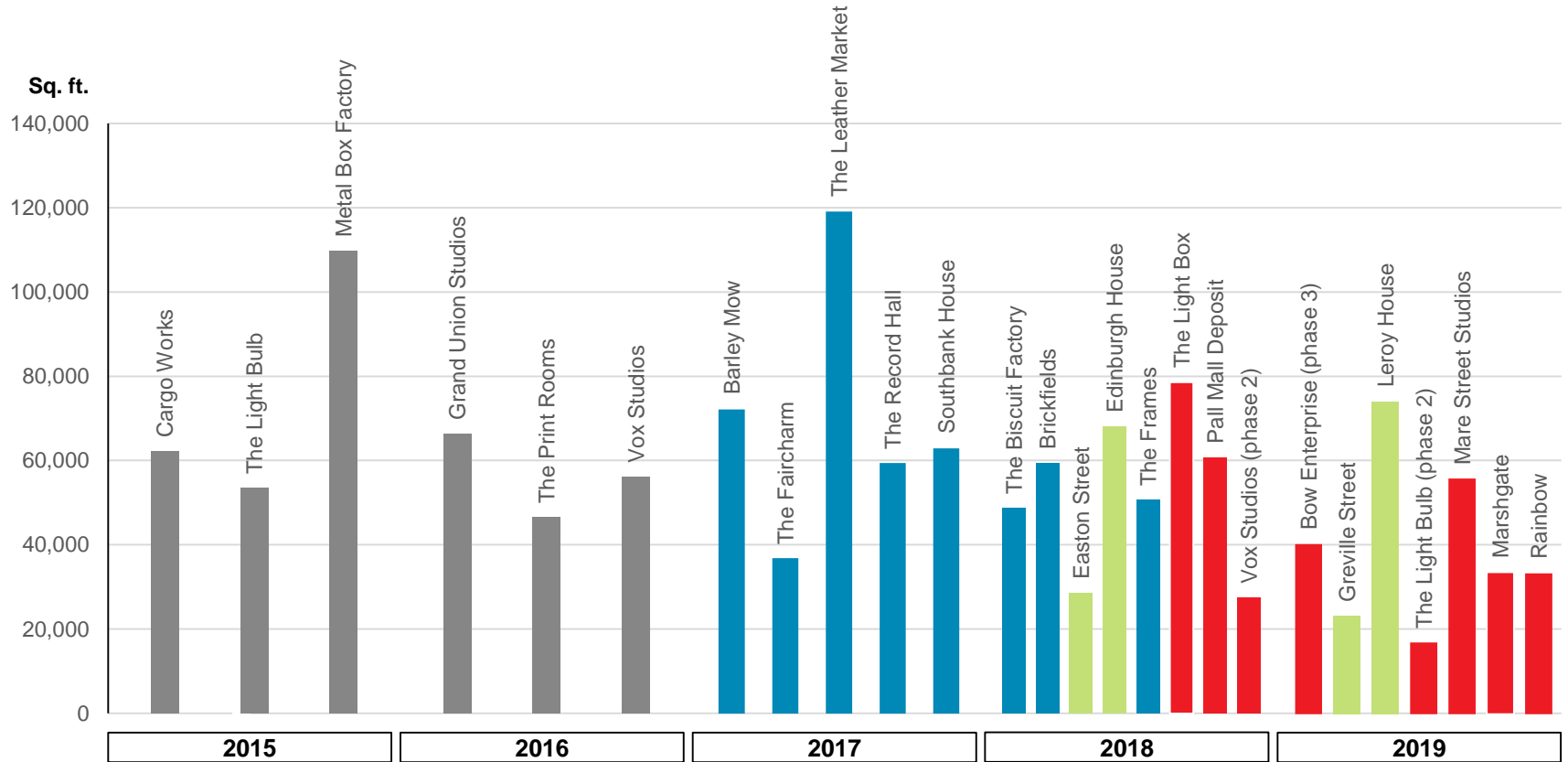
RENT PER SQ. FT.



OCCUPANCY

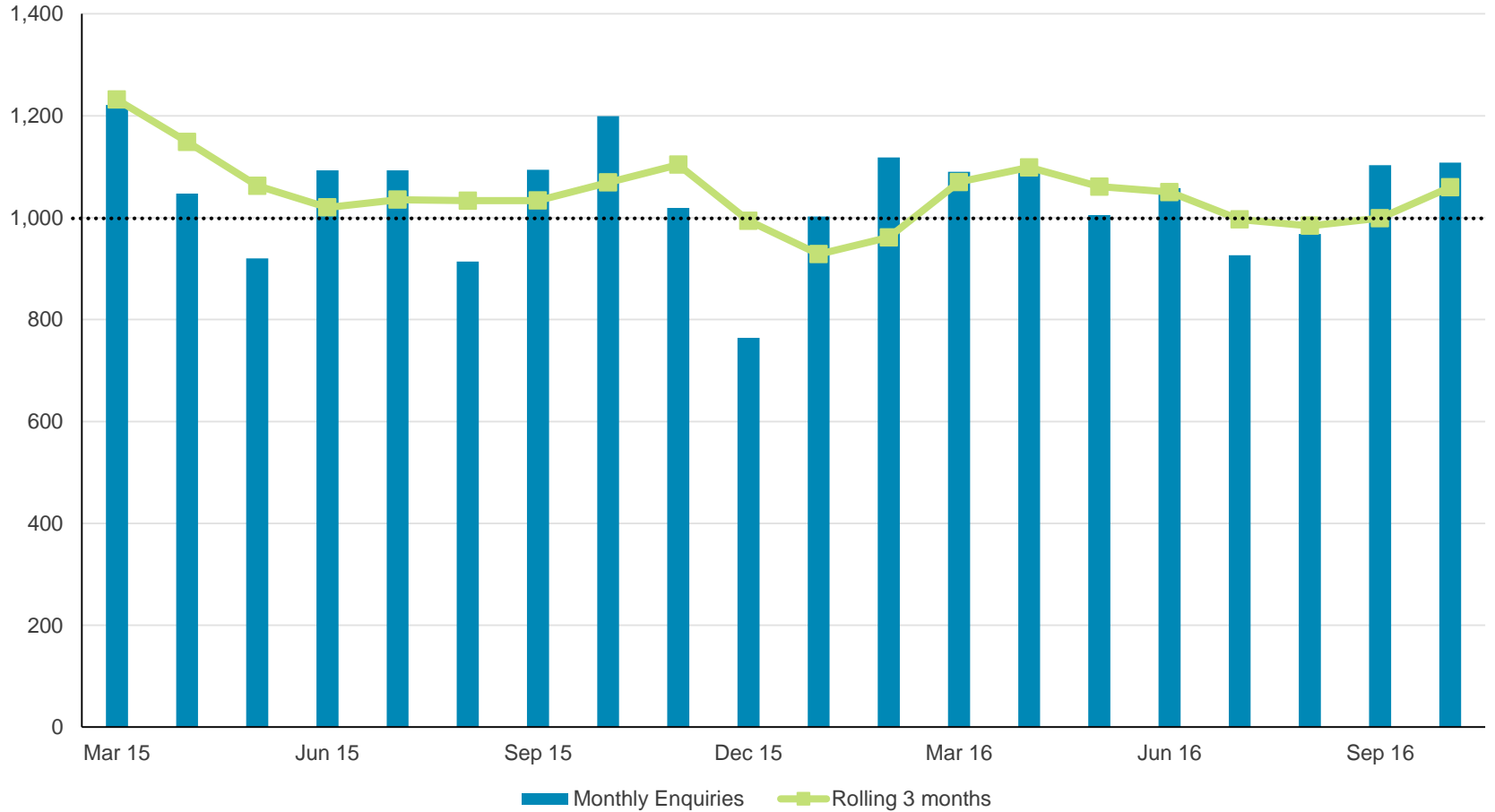


→ WORKSPACE PROJECTS



- Completed Projects
- Projects underway
- Pipeline with planning
- Pipeline pre-planning / design

→ WORKSPACE ENQUIRIES



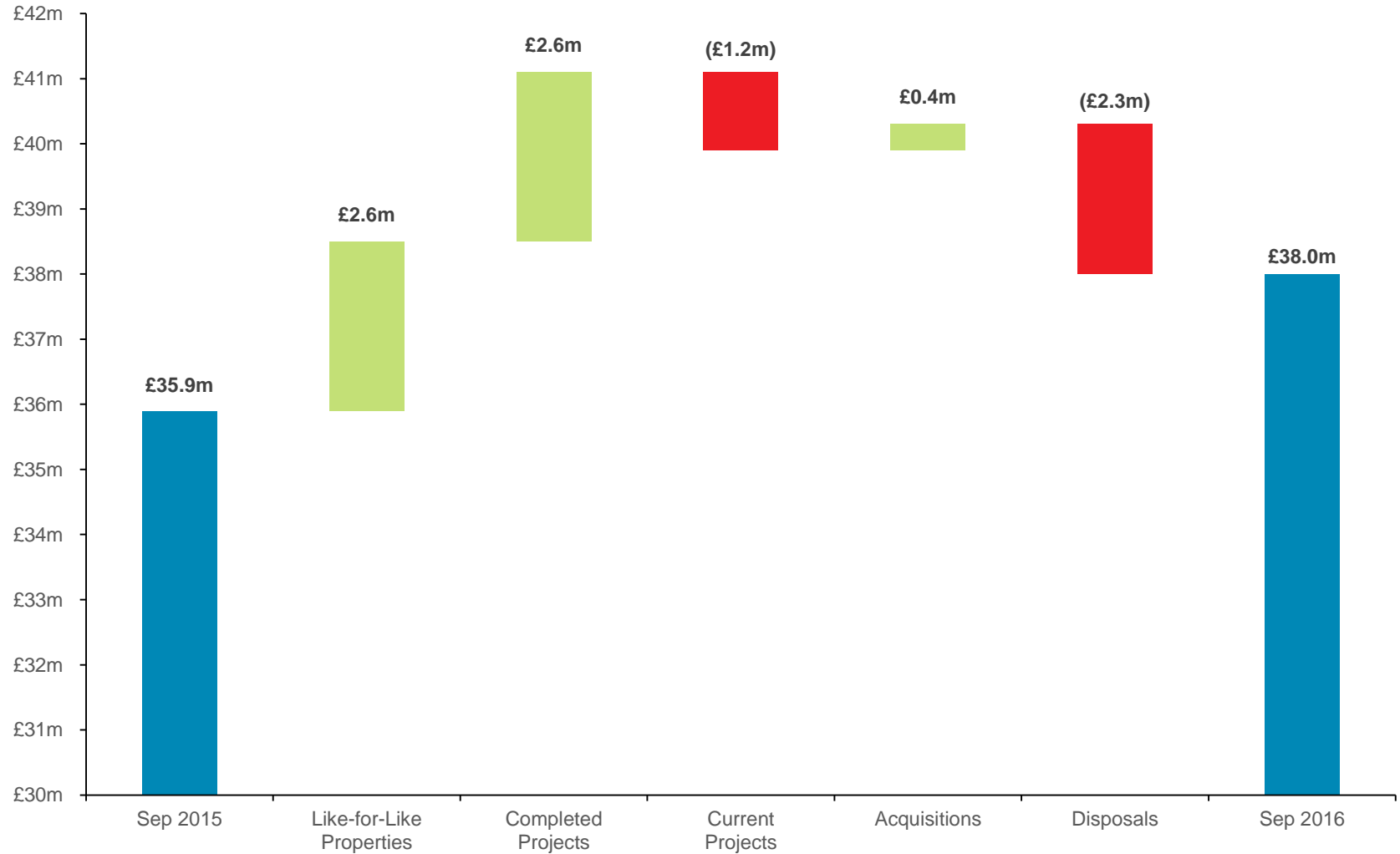
→ PERFORMANCE

INCOME STATEMENT

£m	September 2016	September 2015	Change
Net Rental Income	38.0	35.9	+6%
Joint Venture Income	0.3	0.5	
Administrative Expenses	(7.4)	(7.6)	(3)%
Net Finance Costs	(7.3)	(8.4)	(13)%
Trading Profit after Interest	23.6	20.4	+16%
Investment Property Surplus / (Deficit)	(14.6)	137.9	
Exceptional Finance Costs	(1.4)	–	
Other items	(0.5)	5.1	
Profit Before Tax	7.1	163.4	
Underlying Earnings per Share	14.4p	12.5p	+15%
Interim Dividend per Share	6.80p	4.86p	+40%

→ PERFORMANCE

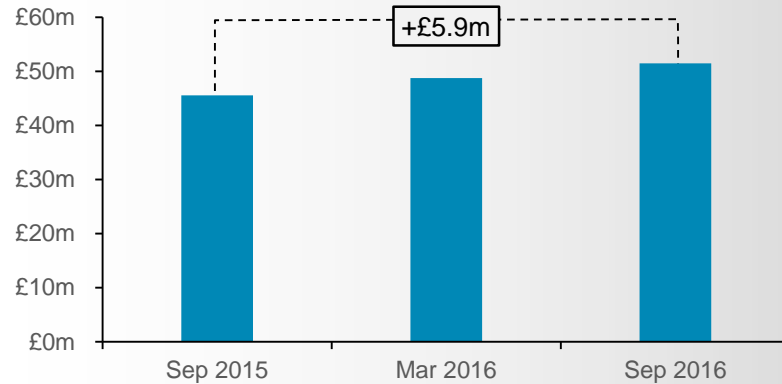
NET RENTAL INCOME



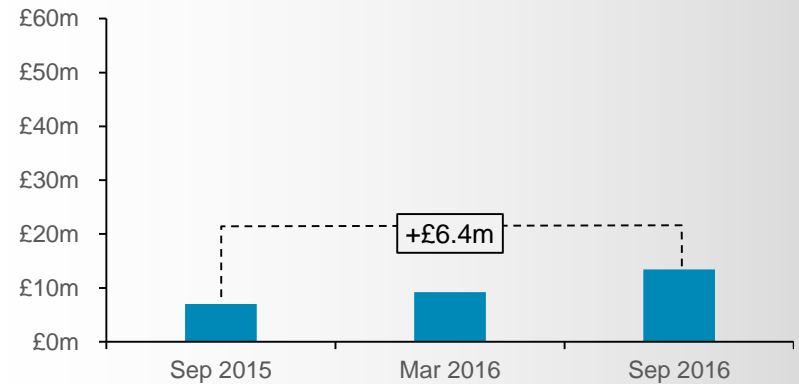
→ PERFORMANCE

RENT ROLL

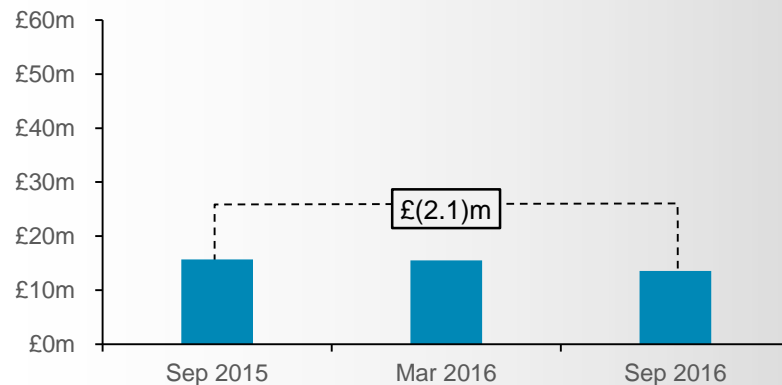
LIKE-FOR-LIKE



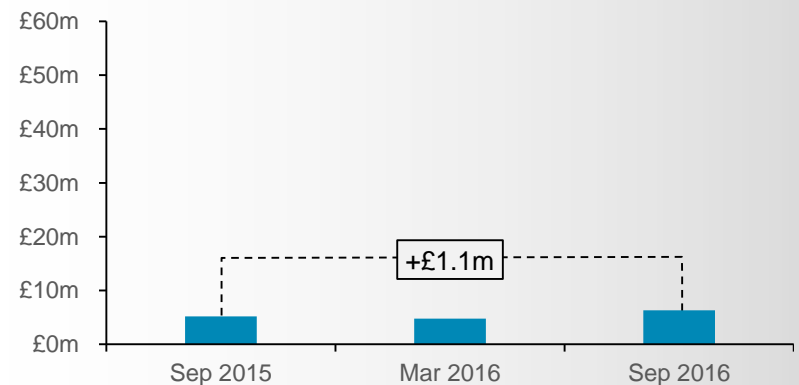
COMPLETED PROJECTS



CURRENT PROJECTS

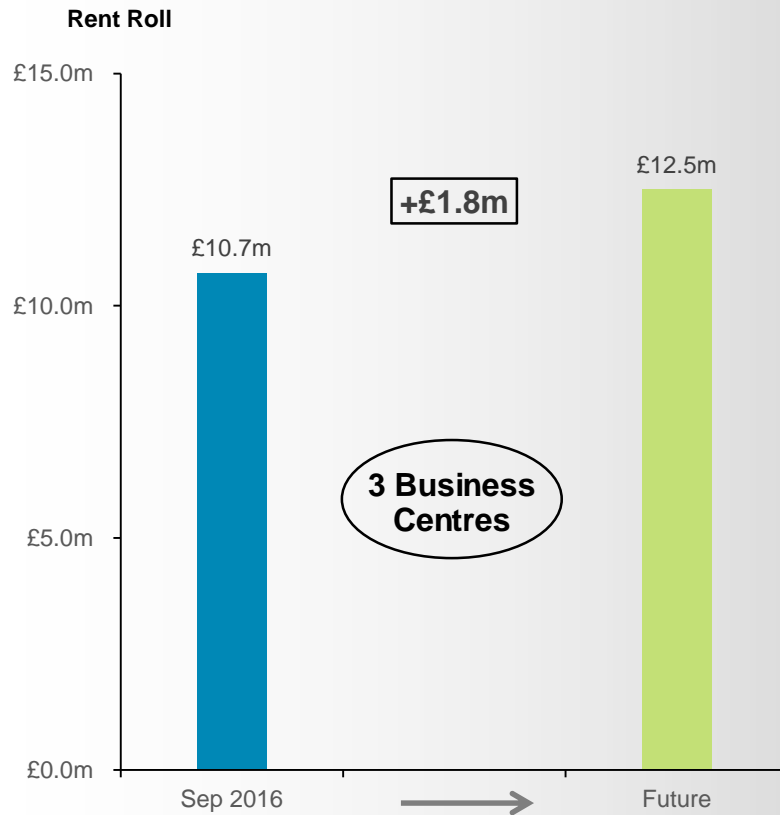


ACQUISITIONS



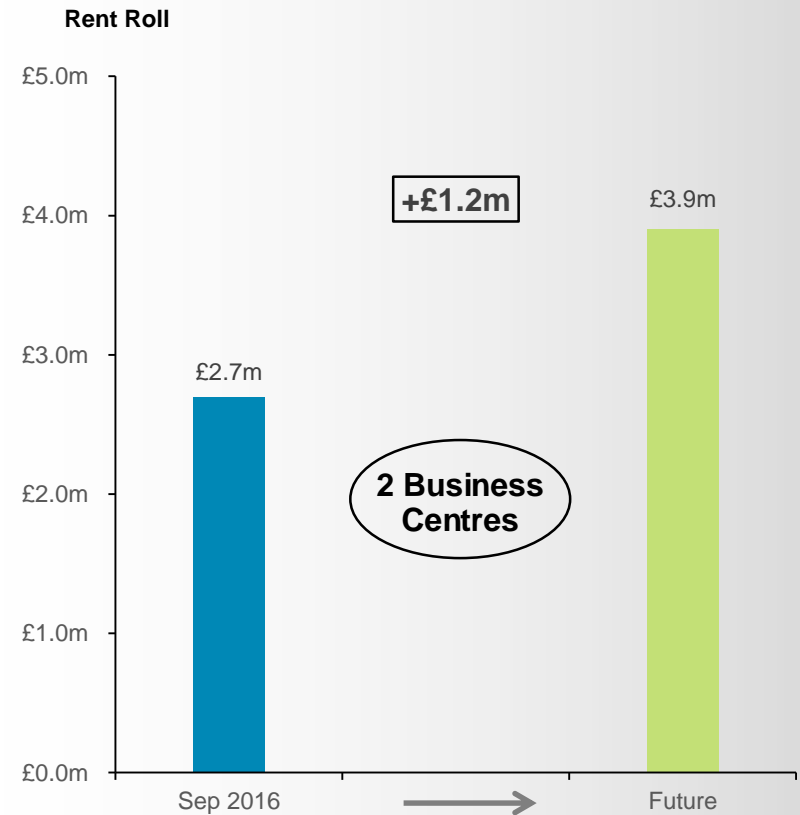
→ PERFORMANCE COMPLETED PROJECTS

REFURBISHMENTS



- Future rents are based on the assumptions in Appendix 1

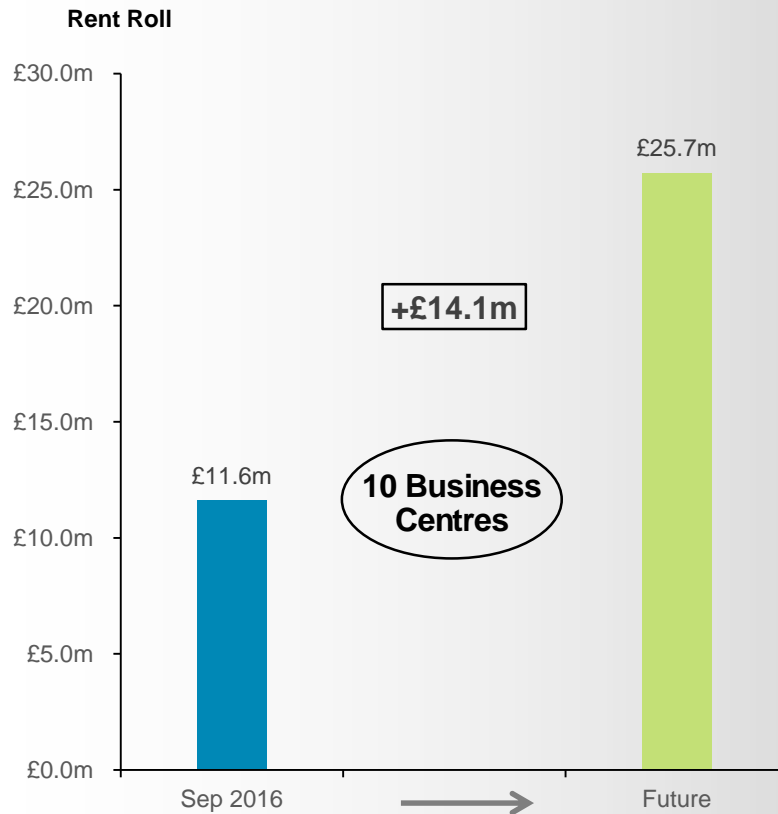
REDEVELOPMENTS



- Future rents are based on the assumptions in Appendix 2

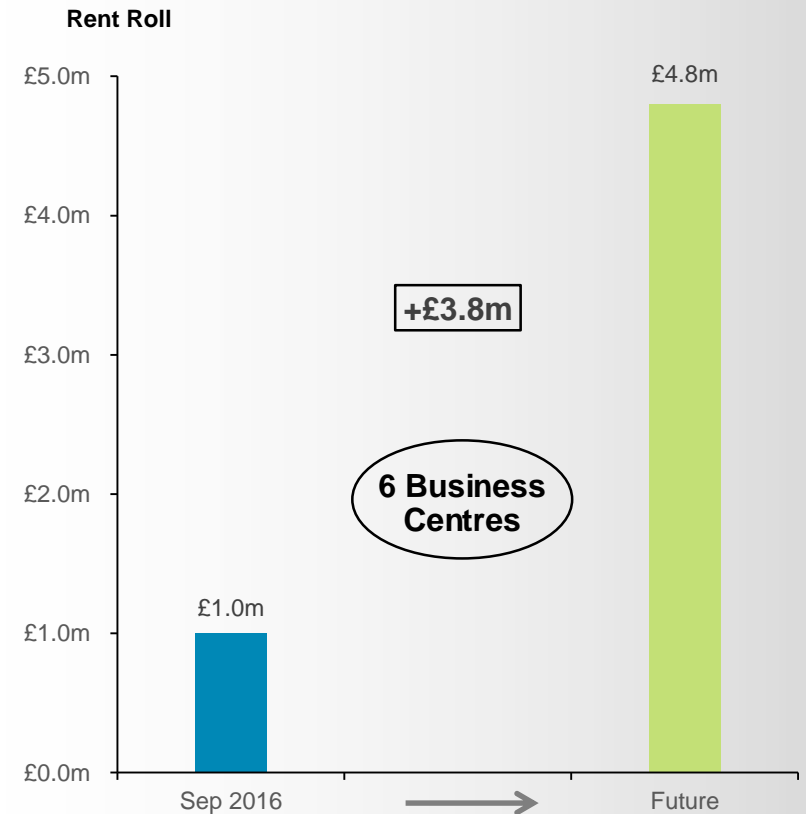
→ PERFORMANCE CURRENT PROJECTS

REFURBISHMENTS



- Excludes projects at design stage
- Future rents are based on the assumptions in Appendix 1

REDEVELOPMENTS



- Excludes properties not currently marketed and those without planning
- Future rents are based on the assumptions in Appendix 2

→ PERFORMANCE

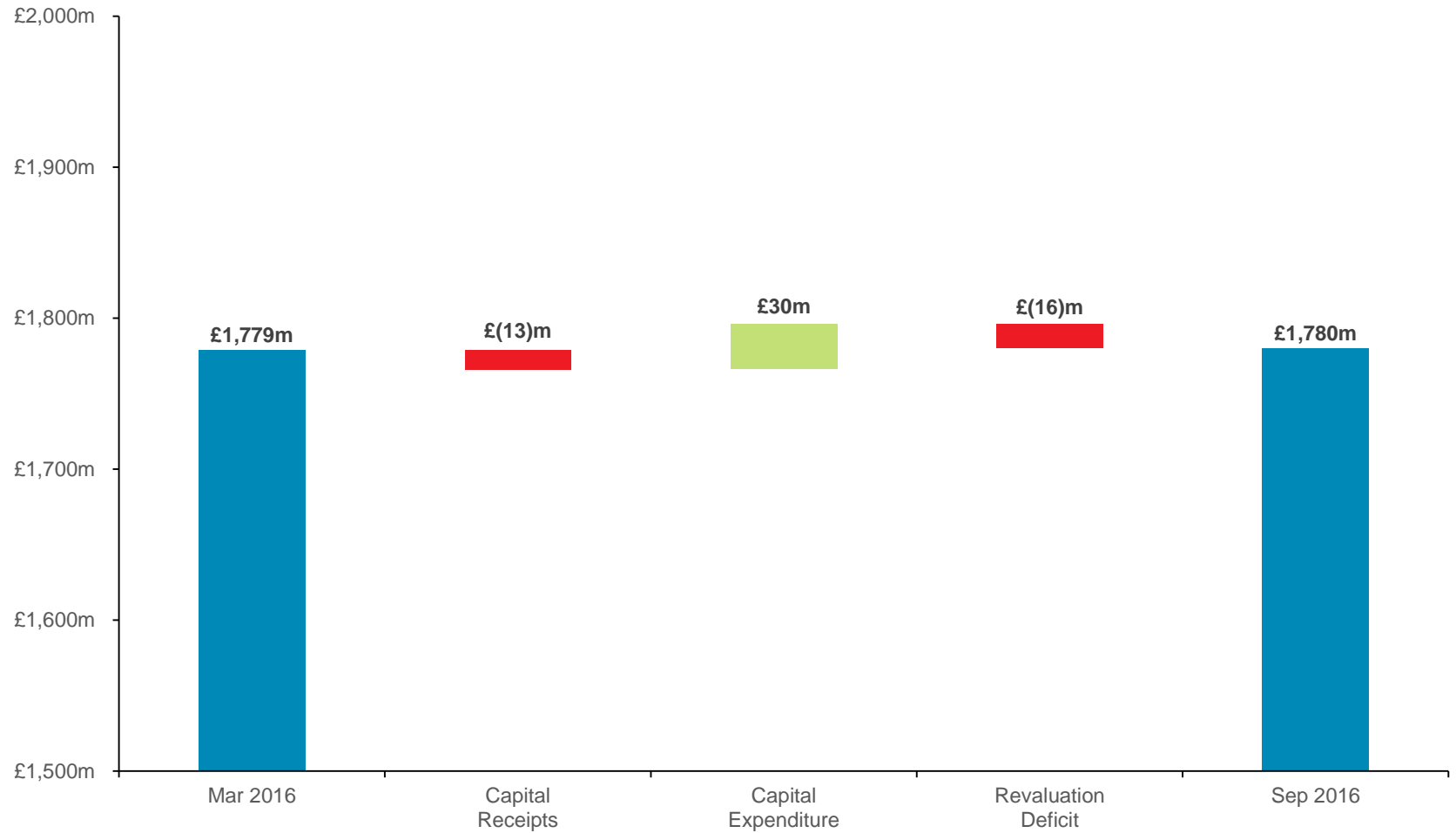
CASH FLOW

£m		Total
Trading		
Net Cash from Operations after Interest	22	
Dividends Paid	(15)	7
Investment		
Capital Expenditure	(30)	
Capital Receipts	13	
Distributions and Proceeds from Joint Ventures	46	26
Other Items	(3)	
Net Movement in Year		33
Net Debt at March 2016		(276)
Net Debt at September 2016		(243)

→ PERFORMANCE BALANCE SHEET

£m	September 2016	March 2016
Investment Property Valuation	1,780	1,779
Other Investment	3	27
Net Debt	(243)	(276)
Other	(26)	(12)
Net Assets	1,514	1,518
EPRA NAV per Share	£9.15	£9.23
Loan to Value	14%	16%
Facility Headroom / Cash	£122m	£134m

→ PERFORMANCE PROPERTY VALUATION



→ PERFORMANCE REVALUATION

	Uplift / (Deficit)	Main drivers
Like-for-Like	£(7)m	<ul style="list-style-type: none"> Rent per sq. ft. up 4.5% Initial Yield out 0.3% <p>£44m £(51)m</p>
Completed Projects	£13m	<ul style="list-style-type: none"> The Light Bulb Metal Box Factory Grand Union Studios <p>£3m £3m £3m</p>
Redevelopments	£4m	<ul style="list-style-type: none"> Sale of consented schemes
Refurbishments	£(12)m	<ul style="list-style-type: none"> Properties being refurbished Vacant sites
Acquisitions	£(14)m	<ul style="list-style-type: none"> Properties with void space Vacant sites
Total	£(16)m	

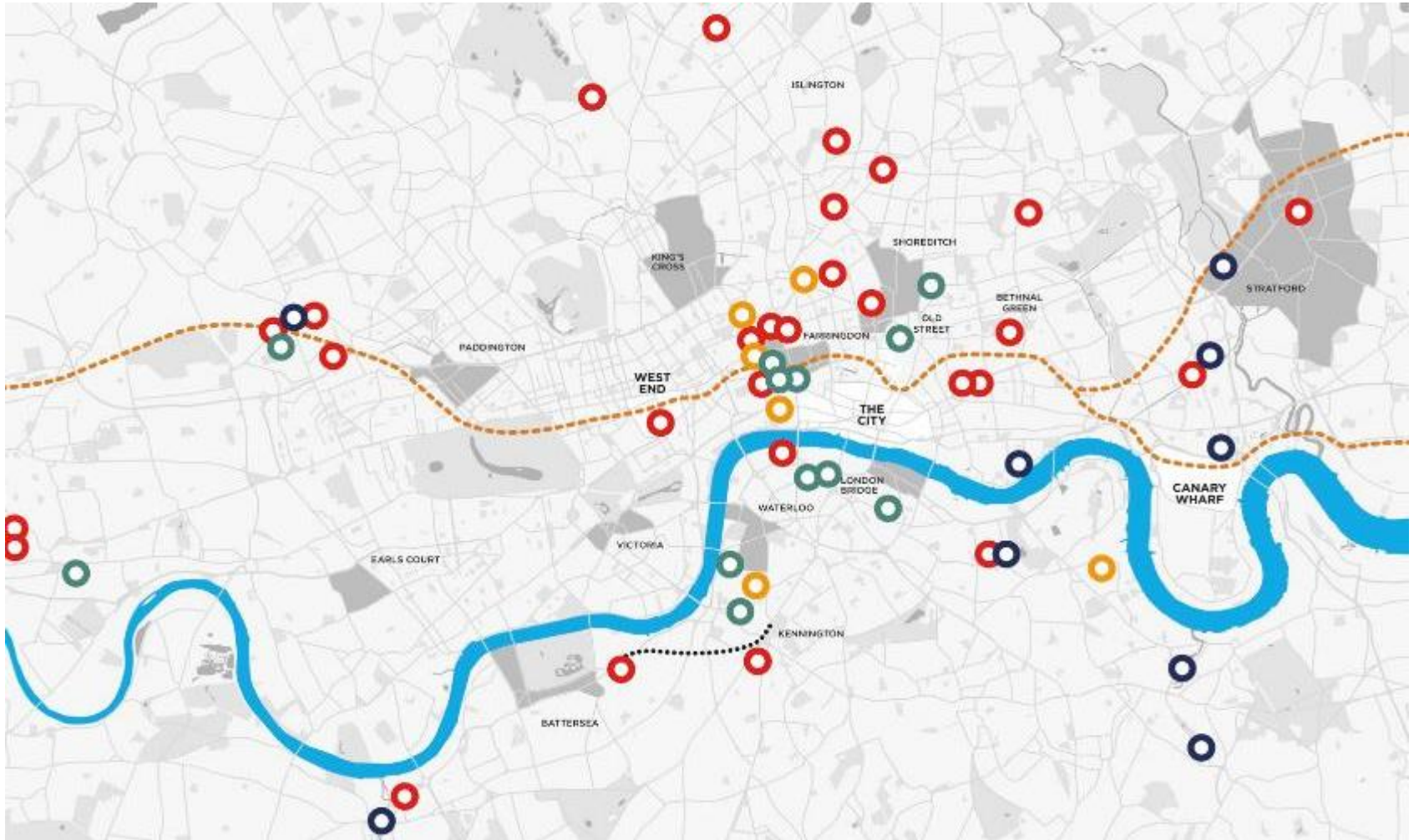
→ PERFORMANCE

DEBT

	September 2016	March 2016
Net Debt	£243m	£276m
Average Interest Cost	5.5%	5.1%
Total Facilities (all unsecured)	£365m	£410m
Hedged/Fixed Rate Facilities	56%	50%
Average Period to Maturity	5.3 years	5.9 years

FACILITIES BY TYPE (£m)	September 2016	March 2016
Private Placement Notes (to 2020/23)	157.5	157.5
Revolver Facility (to 2021)	150.0	150.0
Retail Bond (to 2019)	57.5	57.5
UK Term Debt (to 2022/23)	–	45.0

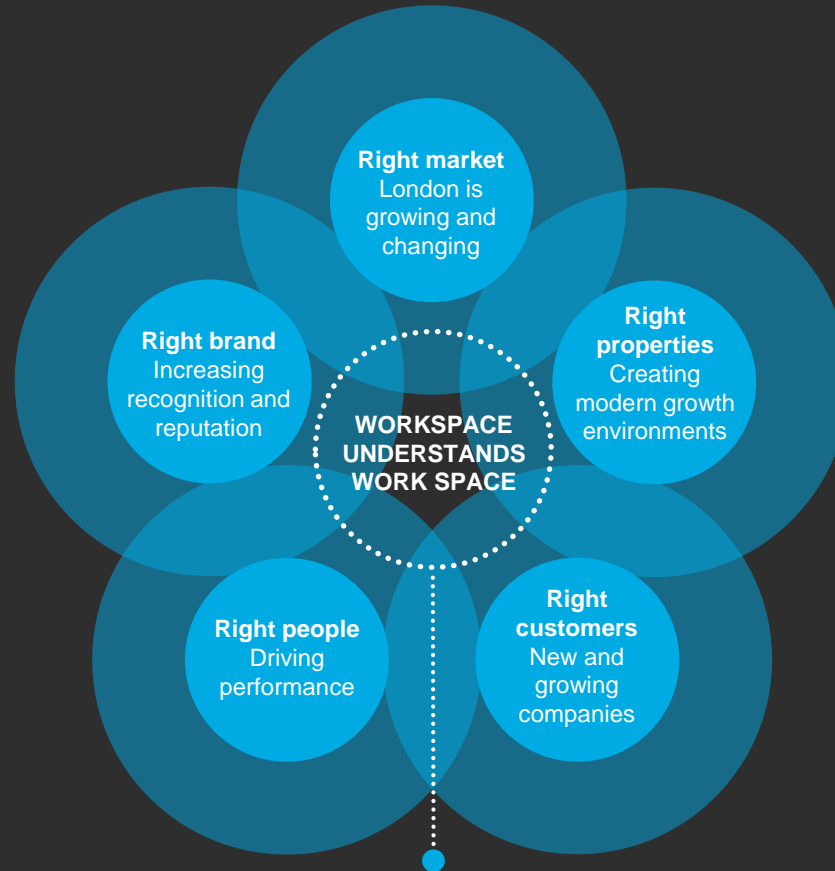
→ DIRECTION THE RIGHT STRATEGY



- Like-for-Like
- Redevelopments
- Crossrail
- Acquisitions
- Refurbishments
- ⋯ Northern Line Extension

→ DIRECTION CUSTOMERS





Home to new and growing companies across London

QUESTIONS



WORKSPACE

SUPPLEMENTARY INFORMATION



WORKSPACE

→ APPENDIX 1

REFURBISHMENT PROJECTS

At September 2016	Valuation	Actual/ Estimated cost	Cost to Complete	Estimated Completion	Unaffected area	Upgraded area	New space	Estimated ERV (Average)	Estimated Rent at 90% occupancy*	September 2016 Rent Roll*	March 2016 Rent Roll*
Completed											
Metal Box Factory	£101m	£16m	–	Jan 2015	–	82,910	25,148	£70	£6.8m	£5.8m	£4.9m
Vox Studios	£56m	£17m	–	Jan 2016	26,947	6,137	51,216	£51	£3.0m	£2.8m	£1.4m
The Print Rooms	£41m	£9m	–	Jan 2016	–	28,340	17,490	£66	£2.7m	£2.1m	£1.6m
	£198m	£42m			26,947	117,387	93,854		£12.5m	£10.7m	£7.9m
Underway											
The Record Hall	£42m	£24m	£4m	Apr 2017	–	–	58,524	£57	£3.0m	£0.0m	£0.0m
Barley Mow Centre	£38m	£11m	£6m	Jul 2017	–	50,273	20,800	£42	£2.7m	£1.6m	£1.7m
The Frames (formerly Holywell)	£12m	£25m	£22m	Jun 2018	–	–	49,972	£57	£2.6m	£0.0m	£0.0m
Brickfields (formerly Cremer St)	£10m	£25m	£24m	Oct 2018	–	–	57,893	£44	£2.3m	£0.0m	£0.7m
The Leather Market	£86m	£5m	£4m	Jan 2017	5,943	117,329	–	£52	£5.5m	£4.9m	£5.1m
Southbank House	£38m	£6m	£5m	Jun 2017	–	62,000	–	£50	£2.8m	£1.5m	£1.8m
	£226m	£96m	£65m		5,943	229,602	187,189		£18.9m	£8.0m	£9.3m
With Planning											
Pall Mall Deposit	£20m	£10m	£10m	H2 2018	–	36,000	24,000	£33	£1.8m	£1.1m	£1.1m
Mare Street Studios#	£9m	£17m	£17m	H1 2019	–	38,000	17,000	£32	£1.6m	£0.5m	£0.5m
Vox Studios (phase 2)	£7m	£8m	£8m	H1 2018	–	–	27,000	£42	£1.0m	£0.3m	£0.3m
The Light Box#	£29m	£5m	£5m	H1 2018	–	60,000	17,000	£34	£2.4m	£1.7m	£1.6m
	£65m	£40m	£40m		–	134,000	85,000		£6.8m	£3.6m	£3.5m
Design Stage											
Edinburgh House***		£20m	£20m	2018	–	–	67,000				
Chocolate Factory		£20m	£20m	2020	–	55,000	18,000				
Easton Street***		£7m	£7m	2018	–	23,000	5,000				
Leroy House**		£15m	£15m	2019	–	35,000	38,000				
Greville Street**		£9m	£9m	2019	–	–	23,000				
Havelock Terrace#		£20m	£20m	2020	–	59,000	40,000				
		£91m	£91m		–	172,000	191,000				

* Includes rent for unaffected areas at current rental levels

** Planning application submitted

Currently in like-for-like category

^ Currently in acquisitions category

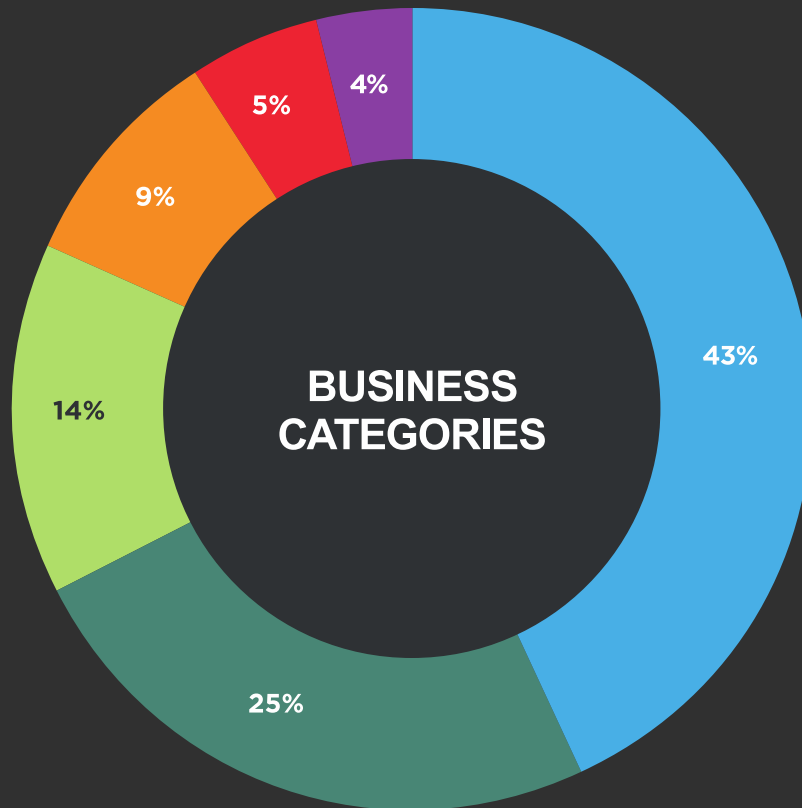
REDEVELOPMENT PROJECTS

At September 2016	Development partner	Valuation	September 2016 Rent Roll	Estimated completion	Residential units no.	Commercial space returned			Other proceeds		
						Area	Estimated ERV	Estimated Rent*	Cash received	Cash to come	Overage to come
Completed											
The Light Bulb	Mount Anvil	£29m	£1.3m	Mar 2015	209	52,598	£31	£1.5m	£13m	–	–
Grand Union Studios	Taylor Wimpey	£40m	£1.4m	Mar 2016	145	65,399	£35	£2.4m	£6m	–	£3m
Bow Enterprise Park (phase 1)	Peabody	£10m	–	Jun 2016	267	–	–	–	£11m	£3m	£8m
		£79m	£2.7m		621	117,997		£3.9m	£30m	£3m	£11m
Underway											
The Faircharm	L&Q	£9m	–	H1 2017	148	36,000	£21	£0.7m	£10m	–	n/a
Poplar Business Park (phase 1)	Telford Homes	£5m	–	–	170	–	–	–	£16m	£2m	£3m
Bow Enterprise Park (phase 2)	Peabody	–	–	–	160	–	–	–	£11m	–	n/a
The Biscuit Factory	Grosvenor	£26m	–	H2 2018	800	48,000	£35	£1.5m	£48m	£3m	£0m
		£40m	–		1,278	84,000		£2.2m	£85m	£5m	£3m
Marketing 2016/17											
The Light Bulb (phase 2)	Strawberry Star	–	–	2019	77	17,000	£32	£0.5m	Exchanged contracts for sale Oct 16		
Arches Business Centre	Galliard Homes	–	£0.3m	–	110	–	–	–	Exchanged contracts for sale Oct 16		
Lombard House	Bellway	–	–	–	96	–	–	–	Exchanged contracts for sale Oct 16		
Rainbow Industrial Estate		–	£0.4m	2019	224	33,000	£17	£0.5m			
Marshgate		–	£0.3m	2019	200	33,000	£20	£0.6m			
Bow Enterprise Park (phase 3)		–	–	2019	130	40,000	£30	£1.1m			
Stratford Office Village#		–	–	–	110	–	–	–			
		£105m	£1.0m		947	123,000		£2.7m			
Other with Planning											
Poplar Business Park (phase 2/3)		–	£0.8m	2020	222	62,000			Sale subject to achieving vacant possession		
		–	£0.8m		222	62,000					
At Planning Stage											
Highway Business Park		–	£0.3m	2020	113	40,000					
		–	£0.3m		113	40,000					
At Design/Discussion Stage											
Chocolate Factory (part)		–	–	2020	220						
Riverside#/Garratt Lane		–	–	2022	350						
		–	–		570						

* Expected rent at 90% occupancy
Currently in like-for-like category

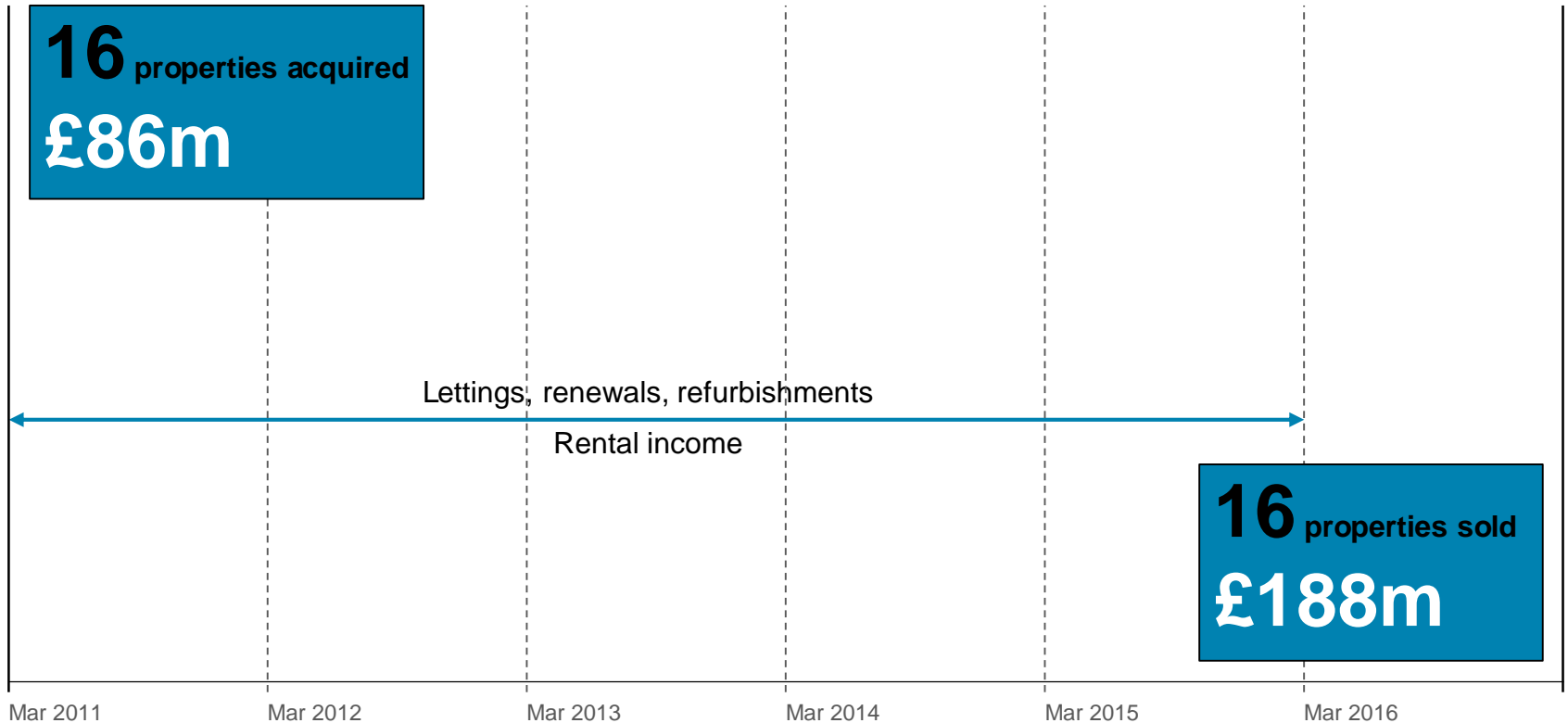
→ APPENDIX 3 CUSTOMER PORTFOLIO MARCH 2016

DATA REPRESENTS 92% OF TOTAL RENT ROLL



	% Net Rent		% Net Rent
1 Marketing	6.14	31 Leisure	1.16
2 Fashion	5.28	32 Talent Management	1.00
3 Finance	5.26	33 Web Design	0.95
4 Business Consultancy	4.54	34 Technology Design	0.93
5 Not For Profit	4.34	35 Events	0.92
6 Architect	3.95	36 Energy	0.83
7 Software Design	3.69	37 Photography	0.82
8 Brand Design	3.33	38 Theatre	0.81
9 IT	3.31	39 Professional Development	0.81
10 Film	3.21	40 Technology	0.72
11 Food/Drink	3.15	41 M-Commerce	0.65
12 Retail	2.92	42 Cleaning	0.64
13 Property	2.84	43 Broadcasting	0.62
14 Construction	2.56	44 Quantity Surveyors	0.59
15 Graphic Design	2.44	45 Art	0.57
16 Recruitment	2.31	46 Associations / Societies	0.57
17 Furniture Design	2.23	47 Legal Services	0.51
18 E-Commerce	2.18	48 Telecoms	0.49
19 Publishing	2.15	49 Environmental	0.42
20 Interior Design	1.89	50 Landscape Architect	0.38
21 Healthcare & Beauty	1.78	Other, including:	3.69
22 Product Design	1.56	Lifestyle	
23 Education	1.55	Translation	
24 Music	1.52	Training	
25 Travel	1.49	Social Network	
26 Event Organiser	1.39	Security	
27 Civil Service	1.32	Mapping	
28 Engineering	1.21	Dance	
29 Construction Consultancy	1.20	Visual Licensing	
30 Market Research	1.16		

→ APPENDIX 4 BLACKROCK WORKSPACE PROPERTY TRUST



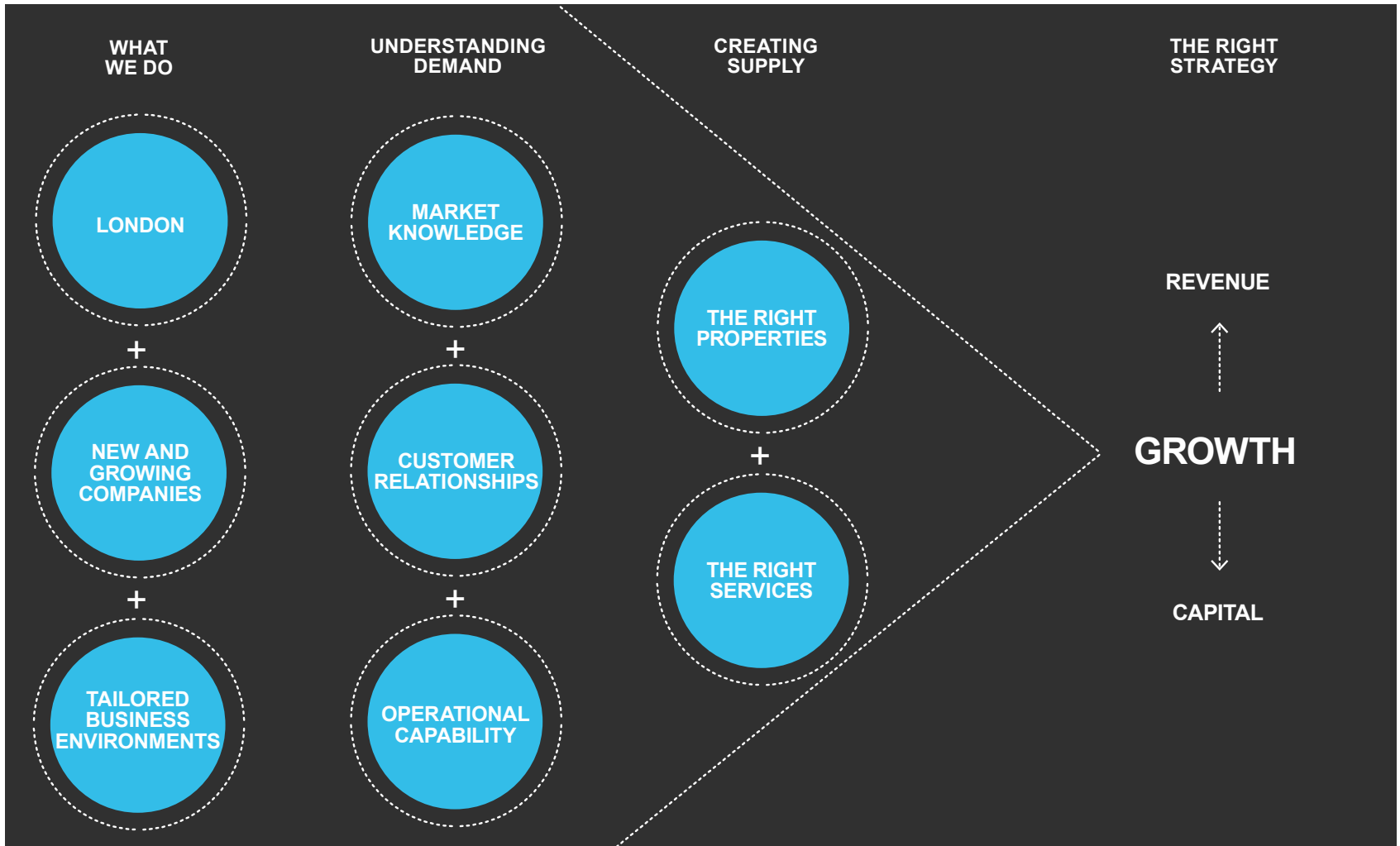
Fees to workspace

Transaction management	£2.4m
Asset management	£1.8m
Performance	£24.5m



UK Property
Investment Awards
WINNER 2016

→ APPENDIX 5 HOW WE MAKE MONEY



DISCLAIMER

The information in this document may include forward-looking statements, which are based on current expectations and projections about future events. These forward-looking statements reflect the directors' beliefs and expectations and are subject to risks, uncertainties and assumptions about the Company, including, amongst other things, the development of its business, trends in its operating industry, returns on investment and future capital expenditure and acquisitions, that could cause actual results and performance to differ materially from any expected future results or performance expressed or implied by the forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. As a result, you are cautioned not to place reliance on such forward looking statements as a prediction of actual results or otherwise. The information and opinions contained in this document are provided as at the date of this document and are subject to change without notice. No one undertakes to publicly update or revise any such forward-looking statements.

This presentation should also be read in the light of the Company's full preliminary results announcement for the year ended 31 March 2016 including the principal risks and uncertainties identified therein. No statement in this document is or is intended to be a profit forecast or profit estimate or to imply that the earnings of the Company for the current or future financial years will necessarily match or exceed the historical or published earnings of the Company.