



# PEABODY TRUST INVESTOR PRESENTATION

February 2022

**Ian McDermott**  
Chief Executive

**Eamonn Hughes**  
Chief Financial Officer

**Anthony Marriott**  
Director of Treasury  
& Corporate Finance



# DISCLAIMER

The information contained in this investor presentation including the presentation slides and any related speeches made or to be made by the management of the Peabody Group (Peabody being Peabody Trust and its subsidiaries, including Peabody Capital No 2 plc (the Issuer)) any questions and any answers thereto or any related verbal or written communications in respect thereof (the Presentation) has been prepared to assist interested parties in making their own evaluation of Peabody. This presentation and a proposed offering of bonds of the Issuer (the Bonds) is believed to be in all material respects accurate, although it has not been independently verified and does not purport to be all-inclusive. This Presentation and its contents are strictly confidential, are intended for use by the recipient for information purposes only and may not be reproduced in any form or further distributed to any other person or published, in whole or in part, for any purpose. Failure to comply with this restriction may constitute a violation of applicable securities laws. By reading this Presentation, you agree to be bound by the following limitations.

Neither Peabody (nor any constituent part thereof) nor its or their representative directors, officers, managers, agents, employees or advisers nor any investment bank involved in the offering of the Bonds or their respective affiliates, advisers or representatives, makes any representations or warranty (express or implied) or accepts any responsibility as to or in relation to the accuracy or completeness of the information in this Presentation (and no one is authorised to do so on behalf of any of them) and (save in the case of fraud) any liability in respect of such information or any inaccuracy therein or omission therefrom is hereby expressly disclaimed, in particular, if for reasons of commercial confidentiality information on certain matters that might be of relevance to a prospective purchaser has not been included in this Presentation.

No representation or warranty is given as to the achievement or reasonableness of any projections, estimates, prospects or returns contained in this Presentation or any other information. Neither Peabody nor any other person connected to Peabody shall be liable (whether in negligence or otherwise) for any direct, indirect or consequential loss or damage suffered by any person as a result of relying on any statement in or omission from this Presentation or any other information and any such liability is expressly disclaimed. This Presentation may include certain statements, estimates and projections prepared and provided by Peabody's management with respect to the anticipated future performance of Peabody. Such statements, estimates and projections reflect various assumptions by Peabody's management concerning anticipated results and have been included solely for illustrative purposes. No representations are made as to the accuracy of such statements, estimates or projections or with respect to any other materials herein. Actual results may vary from the projected results contained herein.

The Bonds have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the Securities Act), or the laws of any state or other jurisdiction of the United States, and may not be offered or sold within the United States, or for the account or benefit of, U.S. Persons (as such terms are defined in Regulation S under the Securities Act), absent registration or an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and applicable state laws. This Presentation is made to and is directed only at persons who are (a) "investment professionals" as defined under Article 19 of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended (the Order) or (b) high net worth entities falling within article 49(2)(a) to (d) of the Order (all such persons together being referred to as relevant persons). Any person who is not a relevant person should not act or rely on this Presentation or any of its contents. Any investment or investment activity to which this Presentation relates is available only to and will only be engaged in with such relevant persons.

# DISCLAIMER

## **MiFID II product governance /**

### **Professional investors and ECPs only target market**

Solely for the purposes of each manufacturer's product approval process (if any), the target market assessment in respect of the Bonds has led to the conclusion that: (i) the target market of the Bonds is eligible counterparties and professional clients only, each as defined in Directive 2014/65/EU (as amended, MiFID II); and (ii) all channels for the distribution of the Bonds to eligible counterparties and professional clients are appropriate. Any person subsequently offering, selling or recommending the Bonds (a distributor) should take into consideration the manufacturers' target market assessment; however, a distributor subject to MiFID II is responsible for undertaking its own target market assessment in respect of the Bonds (by either adopting or refining the manufacturers' target market assessment) and determining appropriate distribution channels.

## **UK MiFIR product governance /**

### **Professional investors and ECPs only target market**

Solely for the purposes of each manufacturer's product approval process (if any), the target market assessment in respect of the Bonds has led to the conclusion that: (a) the target market for the Bonds is only eligible counterparties, as defined in the FCA Handbook Conduct of Business Sourcebook, and professional clients, as defined in Regulation (EU) No. 600/2014 on markets in financial instruments as it forms part of domestic law by virtue of the European Union (Withdrawal) Act 2018 (UK MiFIR) and (b) all channels for the distribution of the Bonds to eligible counterparties and professional clients are appropriate. Any person subsequently offering, selling or recommending the Bonds (a distributor) should take into consideration the manufacturers' target market assessment; however, a distributor subject to the FCA Handbook Product Intervention and Product Governance Sourcebook is responsible for undertaking its own target market assessment in respect of the Bonds (by either adopting or refining the manufacturers' target market assessment) and determining appropriate distribution channels.

## **Prohibition of sales to retail investors**

The Bonds are not intended to be offered, sold or otherwise made available to and should not be offered, sold or otherwise made available to any retail investor in the EEA or the UK.

The information presented herein is not an advertisement and does not comprise a prospectus for the purposes of Regulation (EU) 2017/1129 (as amended) and/or Part VI of the Financial Services and Markets Act 2000. This Presentation does not constitute or form part of, and should not be construed as, an offer to sell, or the solicitation or invitation of any offer to buy or subscribe for, Bonds in any jurisdiction or an inducement to enter into investment activity. No part of this Presentation, nor the fact of its distribution, should form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. Any purchase of the Bonds should be made solely on the basis of the final admission particulars to be prepared in connection with the Bonds (which supersede the Presentation in its entirety), which will contain the definitive terms of the transactions described herein and be made public in due course.

The distribution of this Presentation and other information in connection with the Bonds in certain jurisdictions may be restricted by law and persons into whose possession this Presentation or any document or other information referred to herein comes should inform themselves about and observe any such restrictions. Any failure to comply with these restrictions may constitute a violation of the securities laws of any such jurisdiction. This Presentation and any materials distributed in connection with this Presentation are not directed to, or intended for distribution to or use by, any person or entity that is a citizen or resident or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction. Peabody does not accept any liability to any person in relation to the distribution or possession of this Presentation in or from any jurisdiction.

# CONTENTS

- 05 Credit Highlights
- 08 Merger Overview
- 14 Sustainable Finance Framework and ESG
- 19 Asset management and Development Update
- 24 Finance and Treasury
- 29 Conclusion
- 32 Appendix



# CREDIT HIGHLIGHTS

Formed in 1862, a proud history, a vision for the future

**Balance Sheet Value**

£8.3bn

**Gearing**

40%

**Social Housing Tenures**

73%

**EBITDA-MRI Interest Cover**

119%

**SHL Operating Margin**

32%

**Regulatory rating**

G1, V2

**Early Adopter of**

SRS

**Credit Ratings (Both Stable)**

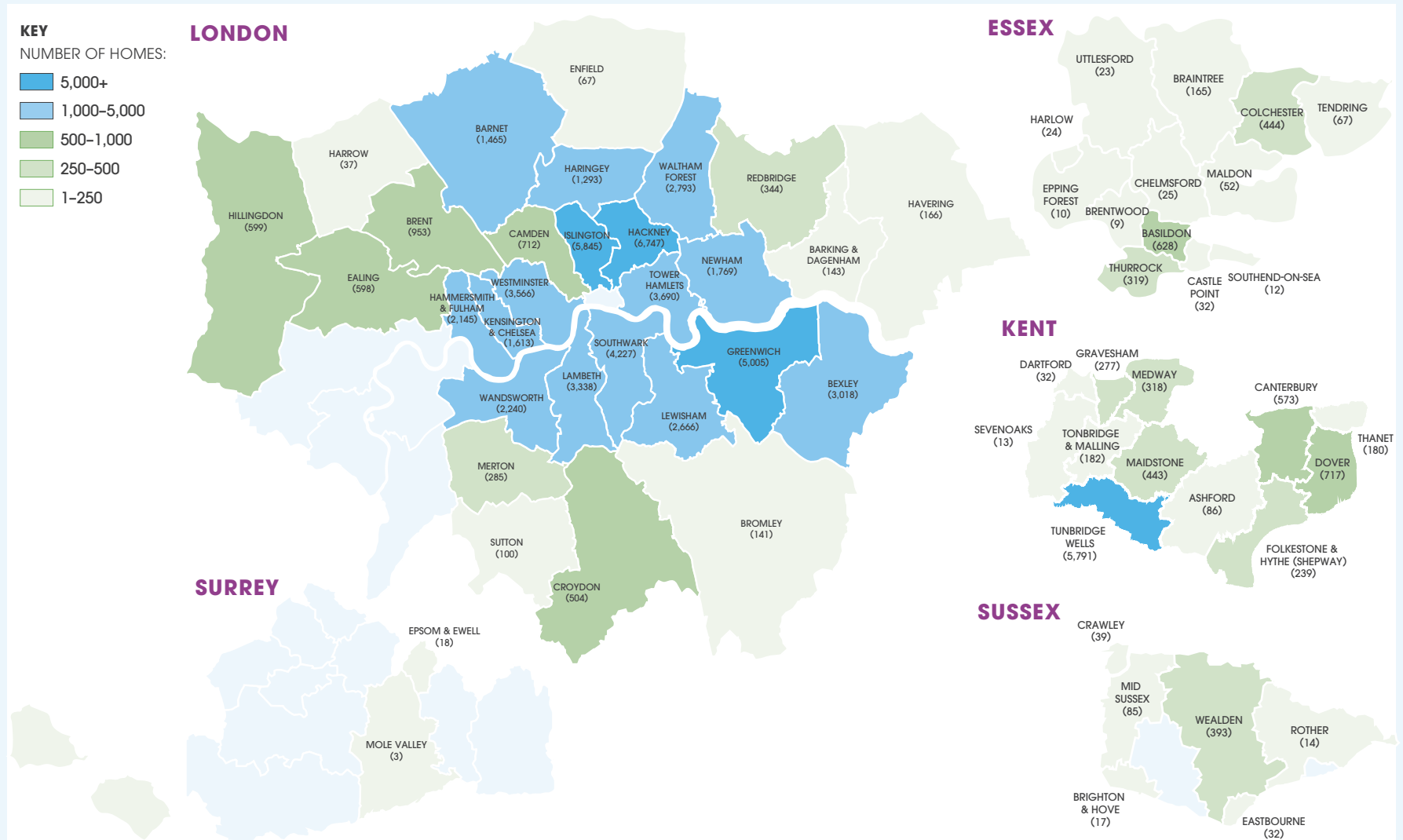
A3, A-

- Peabody has more than 67,000 homes across London and the South East with c.155,000 residents
- A clear vision for the future, investing in homes and safety, improving services and developing new social housing
- Experienced management team with track record of delivery
- Financially resilient, strong balance sheet
- Strong ESG credentials with frontrunner status across all 3 categories of Ritterwald Certified Sustainable housing label

- Founding member and early adopter of the Sustainability Reporting Standard with new Sustainable Finance Framework
- A3 / A- (both stable) credit ratings with objective to remain an A rated entity
- In the process of finalising a strategically important merger with Catalyst Housing (rated A-) that will further strengthen performance but allow focus on local services
- Our mission remains – to help people make the most of their lives

# GEOGRAPHICAL COVERAGE

## Strategic importance in London and South East



# GROUP STRATEGY

Creation of a locality model to drive customer satisfaction



## Great social impact

creating resilience and preventing homelessness



## Great homes and places

investing and maintaining for the long-term



## Great customer experience

co-creating thriving communities through a local focus



## Great place to work

establishing diverse, inclusive, engaged and creative teams.

## Our values

### Ambitious

We're ambitious for our customers, for our communities and each other.

### Caring

We're caring in the way we work, and how we treat the people we work with.

### Collaborative

We work collaboratively with each other, and with partners to deliver more.

### Empowering

We support and empower our customers and colleagues to help them realise their potential.

### Trusted

We're trusted to keep our promises. We do what we say we will.

# MERGER OVERVIEW







Southmere, Thamesmead



# MERGER WITH CATALYST...

With shared values, aspirations, and geographical presence, the two organisations complement each other well

- At the end of July 2021, we announced our intention for Catalyst Housing Group to join together with Peabody
- Catalyst is expected to join the Peabody Group as a subsidiary on 1 April 2022
- Strong shared social purpose and passion for providing good quality affordable homes, care and support and supporting communities through our foundations
- Complementary geographies results in a stronger presence across many London boroughs and South East



	 Peabody	 catalyst	 catalyst  Peabody
<b>Number of homes</b>	67,000	34,000	101,000
<b>Number of residents</b>	155,000	65,000	220,000
<b>Geographic headlines</b>	Predominantly London with concentrations in Kent and West Sussex (TCH) and Essex	Broadly even split between London and Home Counties. Recently added portfolio in Surrey and East Sussex (Rosebery)	-
<b>Regulatory Judgement</b>	G1 V2	G1 V2	-
<b>Credit rating</b>	A3 (Moody's) A- (S&P)	A- (S&P)	-
<b>Community investment</b>	£8m	£3m	£11m
<b>Turnover 20/21</b>	£630m	£298m	£928m
<b>Operating Surplus 20/21</b>	£195m	£67m	£262m
<b>Operating Margin 20/21</b>	23%	18%	
<b>Social Housing Operating Margin</b>	32%	30%	
<b>Tangible Fixed Assets</b>	£7bn	£3bn	£10bn
<b>Homes built 20/21</b>	1,176	315	1,491
<b>Number of FTEs</b>	2,847	1,116	3,963

# ... WILL BRING STRONG BENEFITS

- The merger of Peabody and Catalyst together will create a new organisation with greater resilience, scale and local presence
  - **Be more local and connected:** to our customers and communities, with stronger local partnerships
  - **Invest and innovate more:** in better quality services and customer experience, homes, technology and people
  - **Influence national and local government:** reflecting the diverse experiences of over 200,000 customers to make a positive impact
- Greater resources to respond to changes in external environment such as building safety, zero carbon and increased regulation.
- Combined community foundations will have greater capacity and reach, with over £11 million investment per year.
- Both housing associations have a strong track record of mergers: Catalyst with Aldwyck and Rosebery and Peabody with Family Mosaic and Town and Country.



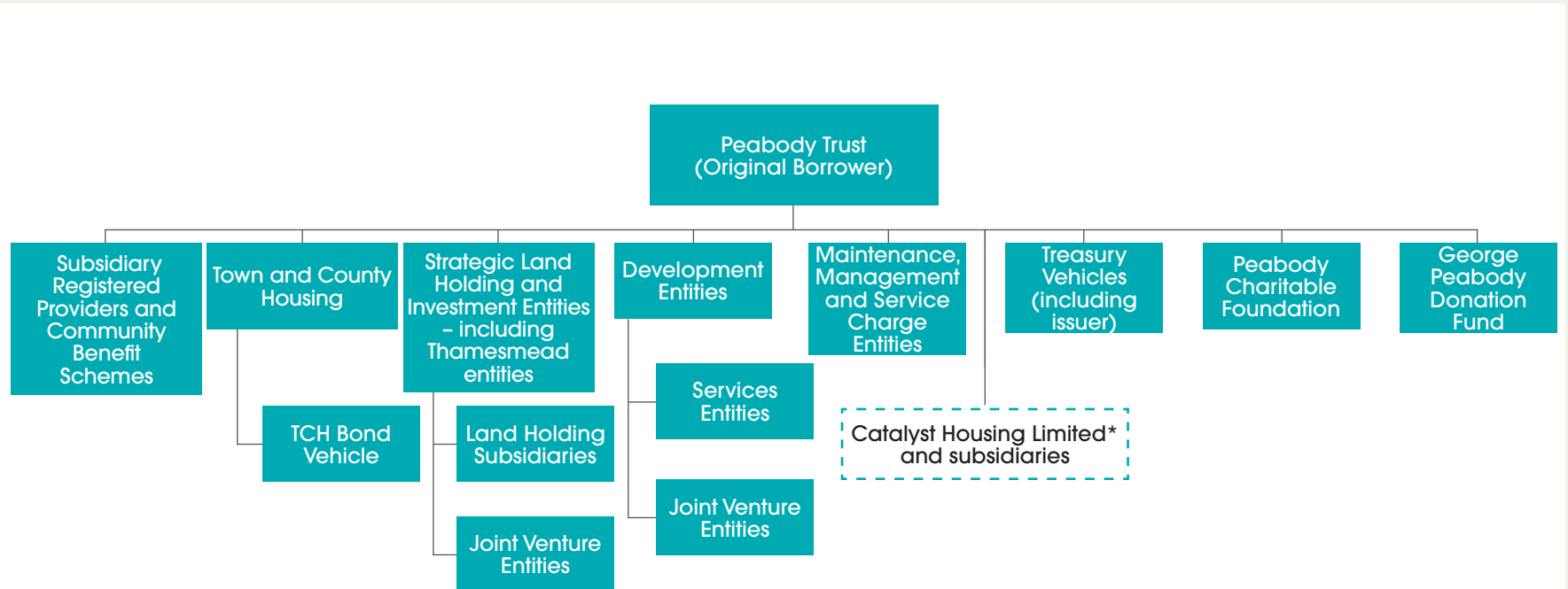
# VALUE FOR MONEY METRICS 2020-21<sup>1</sup>

	 Peabody	 catalyst	G15 Average 2019 / 20
<b>Operating Margin - Overall</b>	23%	18%	20%
<b>Operating Margin - Social Housing Lettings</b>	32%	30%	28%
<b>EBITDA MRI %</b>	119%	124%	105%
<b>New Supply Delivered Social Housing</b>	1.6%	0.9%	1.4%
<b>New Supply Delivered Non-Social Housing</b>	0.2%	0.2%	-
<b>Gearing</b>	40%	41%	48%
<b>Reinvestment</b>	5.1%	4.6%	6.9%
<b>Headline Social Housing Cost Per Unit</b>	£5,464	£4,586	£5,369
<b>Occupancy</b>	98.9%	99.7%	98.7%
<b>Rent collected</b>	99.4%	99.3%	99.7%
<b>Overhead costs as % of turnover</b>	10.3%	12.4%	9.9%
<b>Ratio of responsive repairs to planned maintenance</b>	37%	91%	60%
<b>Investment in communities</b>	£8m	£3m	£5m

1. Value for money metrics according to Regulator of Social Housing

# CORPORATE STRUCTURE

## Fit for Purpose Group Structure



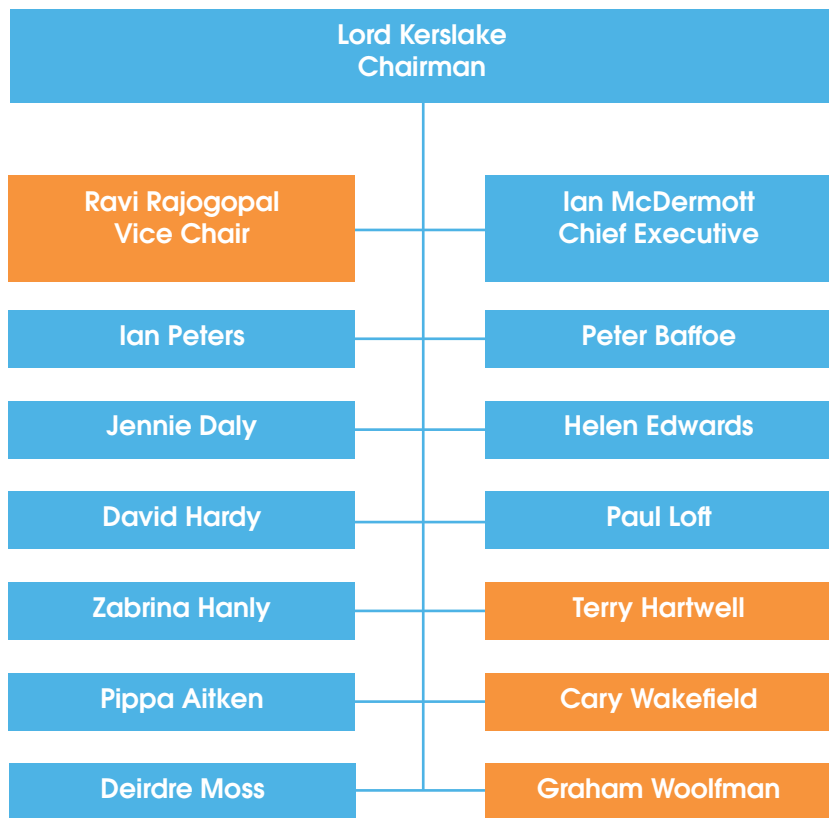
\*anticipated to take effect on 1 April 2022

# PEABODY GOVERNANCE

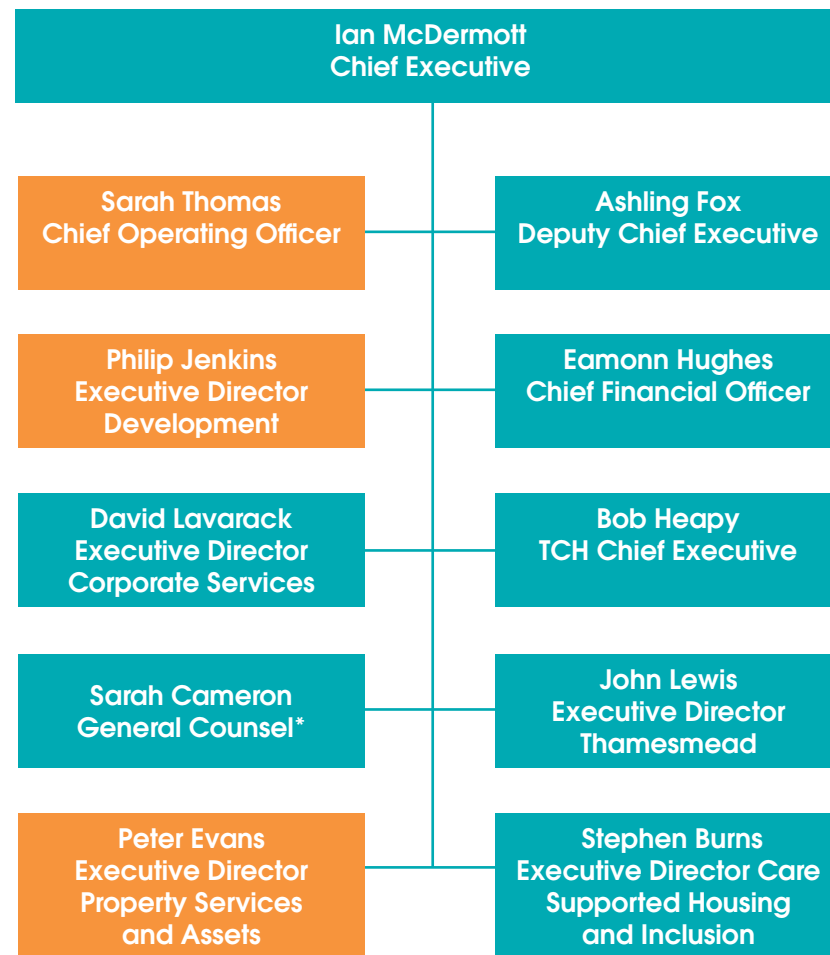
Stable leadership team with strong governance and risk management

- expected 1 April
- current Peabody Board
- current Peabody Exec

## Combined Group Boards



## Management



# SUSTAINABLE FINANCE FRAMEWORK AND ESG



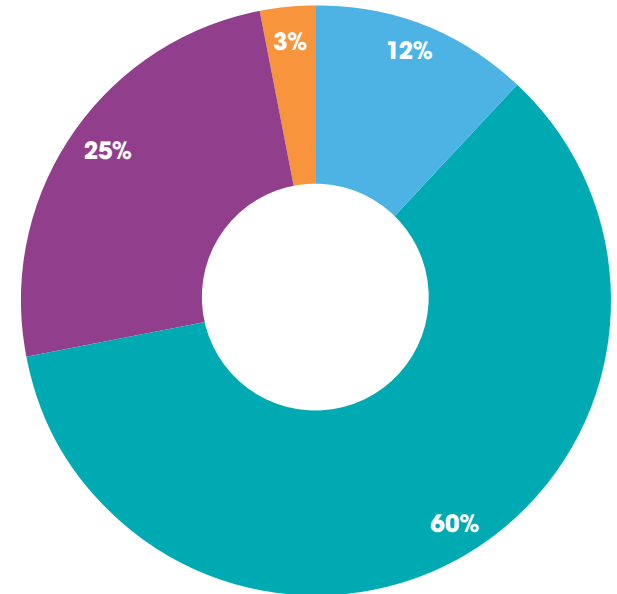
King Edward Community Centre, Basildon

# ENVIRONMENTAL

- Our approach to sustainability is accredited by Ritterwald through its Certified Sustainable Housing Label, on our positive impact and on a wide range of environmental, social, and governance metrics
- Peabody achieved Frontrunner status - the highest possible rating in all three ESG dimensions
- Appointed our first director of sustainability
- Sustainability strategy published in 2021
- Targeting net carbon zero on operations by 2030 and within rented homes by 2050
- Average SAP rating 71.7 (March 2020 70.1)
- All new properties built to EPC B or above. Average SAP rating 86.4
- Vehicle fleet being converted to electric
- Programme to install EV charging points on estates
- Our Home Energy Advice service helped 200 residents save on average £144
- In the next 2 years we will offer 7,000 advice sessions to help reduce energy costs

## EPC Ratings

- B and above
- C
- D
- E or worse



## EPC Ratings on Properties

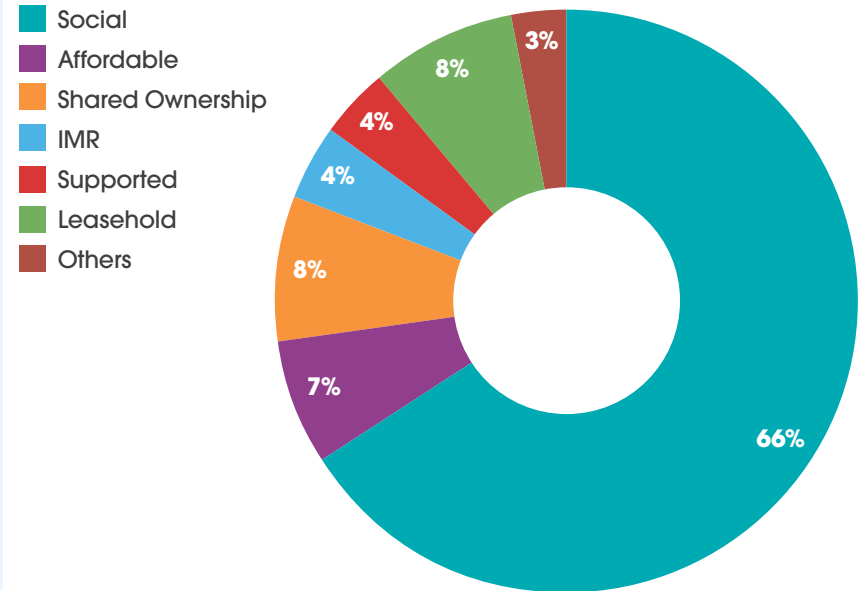
	No.	%
EPC A	222	0.3
EPC B	7,665	11.9
EPC C	38,856	60.3
EPC D	15,992	24.8
EPC E	1,492	2.3
EPC F	208	0.3
EPC G	35	0.1

# SOCIAL

- 73% of our homes are let at social or affordable rent
- Vast majority of our social rent homes are on open ended lifetime tenancies
- Peabody's average weekly rent is £120 per week
- £20m annual subsidy compared to target rents and £477m to market rates
- We built 1,176 new homes in 2020-21 of which 86% were affordable
- £8m contributed to the community foundation in the last year



## All properties by tenancy for Peabody Group



## New Homes Built in 2020-21

	No.
Social Rent	183
London Affordable Rent	357
Intermediate Market Rent	115
Shared Ownership	374
Market Rent	3
Market Sale	144
<b>Total</b>	<b>1,176</b>



# GOVERNANCE








- Experienced board and executive management team with diverse skillset remains in place
  - 15 board members post merger
  - 40% are women
  - 23% identify as black, Asian or minority ethnic
- 2 resident main board members and resident representation on all committees
- Independent board reviews conducted through 2019 and 2020
- G1, V2 rating maintained with Regulator's In Depth Assessment completed in 2021
- Adopted the NHF Code of Governance



Peter Baffoe, Resident Board Member

# SUSTAINABLE FINANCE FRAMEWORK

- Our Sustainable Finance Framework (SFF) has been drafted in alignment with ICMA and LMA Green and Social Bond Principles and Guidelines
- For capital or operating expenditures, a look-back period of up to 36 months prior to the time of financing will be applied
- We expect to allocate an amount equivalent to the net proceeds raised under this SFF to Eligible Projects within 24 months of financing
- We will make and keep publicly available reporting on the allocation of net proceeds and wherever feasible report on the impact of the projects, within 12 months of issuance
- DNV has provided a Second Party Opinion (SPO) to confirm that this SFF aligns with the internationally recognised principles
- External verification of the tracking of the proceeds will be provided by an appointed qualified external party
- We expect the majority of funds to be allocated to projects to be delivered in the next two years, largely building affordable housing to EPC B and above

Label	ICMA /LMA Category	Description	Relevant SDGs
Social	Affordable Housing	Construction of new Social and Affordable homes in the UK	 
		Re-financing of existing Social and Affordable housing in the UK	
	Access to Essential Services	Support residents and community partners to deliver children's activities, sporting programmes, health and wellbeing sessions as well as clubs for young people	 
	Employment Generation	Employment generation, and programs designed to prevent and/or alleviate unemployment	
Green	Green Buildings	Construction of new Green Buildings in the UK (EPC B or above)	
		Re-financing of existing Green Buildings in the UK (EPC B or above)	
	Energy Efficiency	Renovation of existing homes that improve unit EPC ratings by two notches or improve energy efficiency by at least 30%	
	Renewable Energy	Projects aimed at integrating renewables into the energy system for buildings e.g. solar	

# ASSET MANAGEMENT AND DEVELOPMENT UPDATE

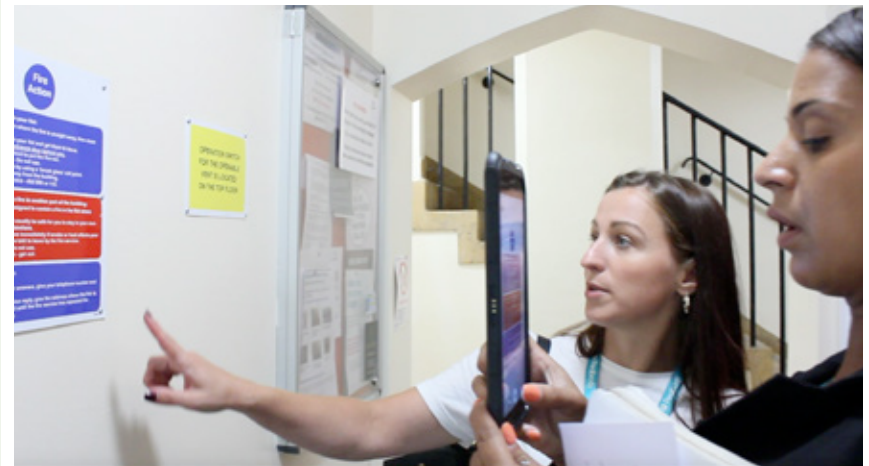


Holloway, Islington

# BUILDING SAFETY AND ASSET MANAGEMENT

- We have aligned our aspirations on development to make sure that we can deliver on our first priority, the safety of existing residents
- Over the last 3 years, Peabody has incurred £84m of capital spend on fire safety works
- Peabody is focusing its efforts on fire safety work on a risk based approach over the next 5 years
- One of the first organisations to implement the recommendations of the Hackitt review of Building Regulations and Fire Safety
- We have also focused our asset management spend to where it is needed most
- Dedicated damp and mould project
  - Risk assessment for all properties available to tenants
  - Microsite for information and resources
- Increased focus on locality delivery model

<b>Satisfaction of repair work</b>	<b>2020-21</b>	<b>2019-20</b>	<b>2018-19</b>
Satisfaction of last repair	85%	81%	81%
Satisfaction with quality of last repair	90%	89%	80%
Satisfaction with call handling	82%	88%	89%



# DEVELOPMENT STRATEGY

- Focus on delivering affordable/social rented homes
- No additional development as a result of merger
- c.2,300 new homes p.a. across targeted geographies
- With a tenure split that is currently around 40% social rent, 40% shared ownership and 20% market sale
- On track to have started 7,000 new homes by 2023 as part of our strategic partnership with the Mayor of London
- Existing development opportunities including Dagenham, Holloway, SE and surrounding areas to London
- Emphasis on placemaking – long term stewardship delivering great places to live

- Flexibility on tenure mix
- Whilst we have some extended projects, most of our development commitments cover a 3 year period
- As at 31 March 2021 Peabody had:
  - Development expenditure contracted for but not included in financial statements - £1.4bn
  - Development expenditure authorised by the Board but not contracted £668m



# RISK BALANCED CONSTRUCTION AND SALE PROGRAMME

- Land-led development strategy gives flexibility enabling better management of risk in the development pipeline based on carefully selected sites
- Adjusted ambitions in recent years to focus on building safety and requirements of sustainability. Build more homes where we can - emphasis on long term commitment to place and stewardship
- Close working relationship with GLA, Homes England and others to secure grant income for developing social housing, reducing reliance on market sale
- Flexible budgeting process with funds being released to support new projects, only when sales have been achieved
- Demonstrated ability to slow down or halt development activity when needed
- Continue to utilise JVs when scheme and partner skills are appropriate to share risk e.g., Gillender2
- Capital at risk thresholds and liquidity requirements set to withstand significant sales downturn



# THAMESMEAD

- Remains a 30-year project which we are 5 years into, but have already delivered:
  - Southmere including library is progressing with 1,600 homes
  - The Reach – 66 homes
  - Cultural Infrastructure plan and Thamesmead Community Fund
- Green infrastructure framework – Living the Landscape to manage 250ha including 50,000 trees, 5 lakes and 7km of canals
- Waterfront JV with Lendlease has now appointed masterplanners
- Open to variety of funding options to deliver long-term transformational change



# FINANCE AND TREASURY



Pioneer House, Chelmsford



# HALF YEAR TRADING

Strong financial performance for the first half of the year

## Income and expenditure (£m)<sup>1</sup>

	H1 2021	H1 2020
Turnover - from core operations	254	248
Turnover - from sales	92	51
<b>Turnover</b>	<b>346</b>	<b>299</b>
<b>Operating Surplus</b>	<b>124</b>	<b>103</b>
Operating Margin	36%	34%
Sales Margin	13%	20%
<b>EBITDA - MRI<sup>2</sup></b>	<b>323%</b>	<b>311%</b>

- Increase in revenue largely due to the volume of completions of new build sales in the first half of the year
- Overall operating margin continuing to be in line with pre-pandemic levels
  - Strong base level of performance supports expectation of meeting budget for key metrics
  - Sales margins are consistent with expectations – and with the trading experienced in the second half of 2020-21
- Continue to direct resources to building safety spending, planned improvement works and responsive repairs activity
  - Some catch up in asset management costs – for works that could not be delivered in 2020
- Rent arrears, which are in line with expectations, are being carefully managed and monitored

1. Unaudited consolidated trading update for Peabody for the six months ending 30 September 2021

2. Operating surplus excluding depreciation and amortisation less capitalised repairs/interest expense (lender covenant definition)

# HALF YEAR TRADING

Strong financial performance for the first half of the year

## Statement of Financial Position<sup>1</sup>

	30 Sept 2021	31 March 2021
Housing properties	7,159	7,004
Other tangible fixed assets <sup>2</sup>	551	557
Other investments	134	141
<b>Net current assets</b>	<b>236</b>	<b>143</b>
Total assets less current liabilities	8,080	7,845
Capital and reserves	3,471	3,382
<b>Loans &gt; one year</b>	<b>2,729</b>	<b>2,678</b>
Other long term liabilities	1,880	1,785
<b>Reserves and long term liabilities</b>	<b>8,080</b>	<b>7,845</b>
Gearing % <sup>3</sup>	36%	34%

- We continue to have very low gearing compared to the sector
- Recent fixed asset sales reflect focused management of stock and improved staircasing levels
- Significant progress in development and place-making
  - Started work on over 800 new homes in the last 6 months
  - Completed the first 130 new homes in South Thamesmead and submitted planning applications to deliver over 2,000 affordable homes at Dagenham and Holloway
- Balance sheet has strengthened over the period
  - Retained strong liquidity, with £1.2 billion of cash and undrawn facilities in place to fund our pipeline of new affordable homes

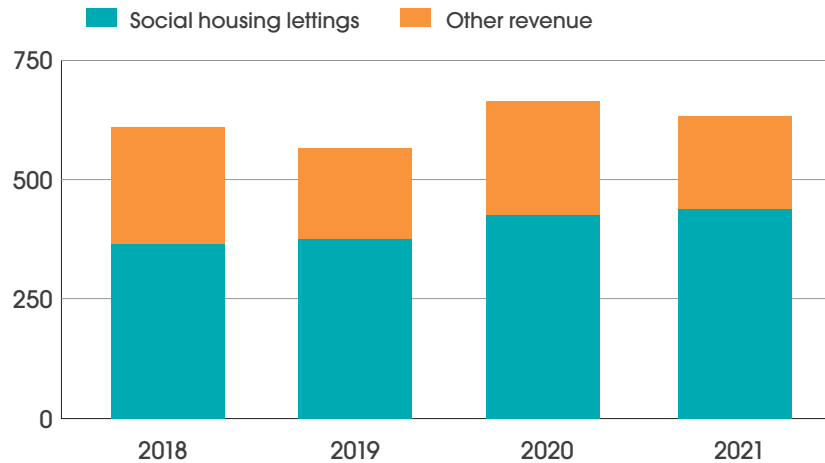
Development	2021HY	2020HY
Homes in management	67,732	67,331
Homes Completed in period	502	501
Homes Started in period	801	390

Unsold Properties at 30 SEP 2021	Reserved/ Exchanged	Available	Total
Over 6 months	30	53	83
Between 3 and 6 months	25	77	102

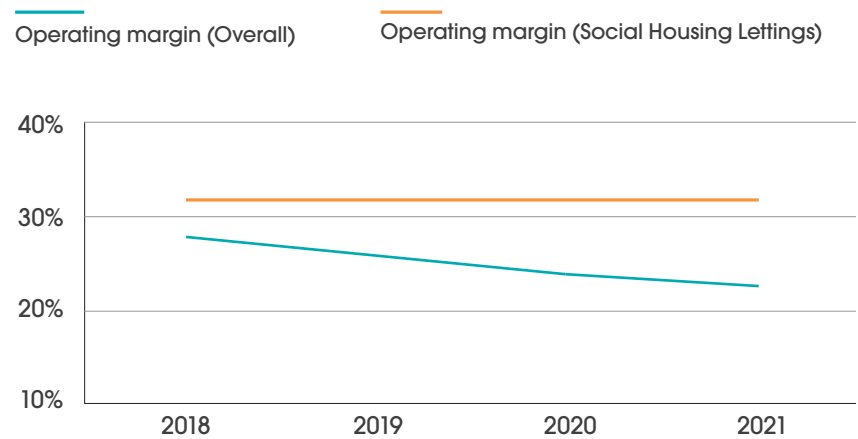
1. Unaudited, consolidated trading update for Peabody for the six months ending 30 September 2021
2. Revaluations of investment properties are performed at year end only
3. Net debt / non-current assets

# KEY FINANCIAL METRICS

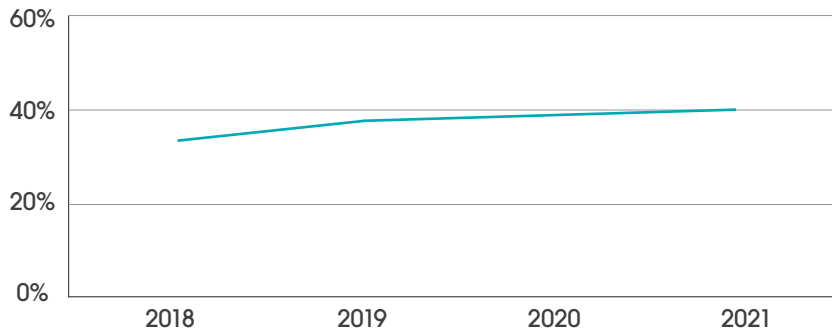
## Turnover (£m)



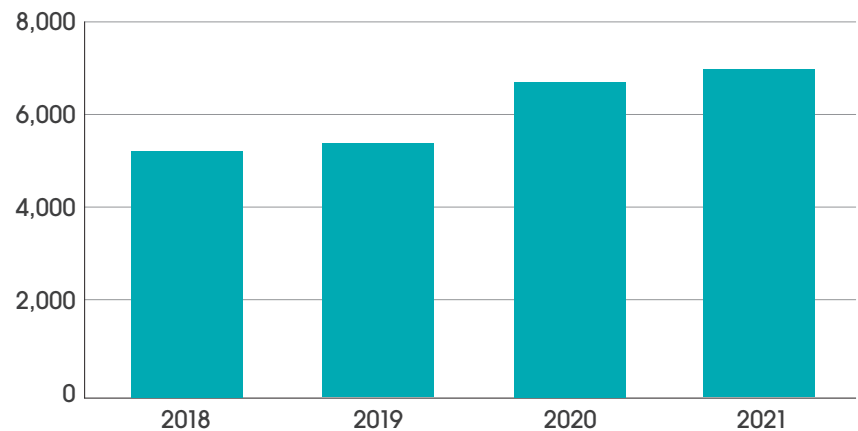
## Operating Margins



## Gearing



## Tangible Fixed Assets - Housing Properties (£m)



# FUNDING STRATEGY

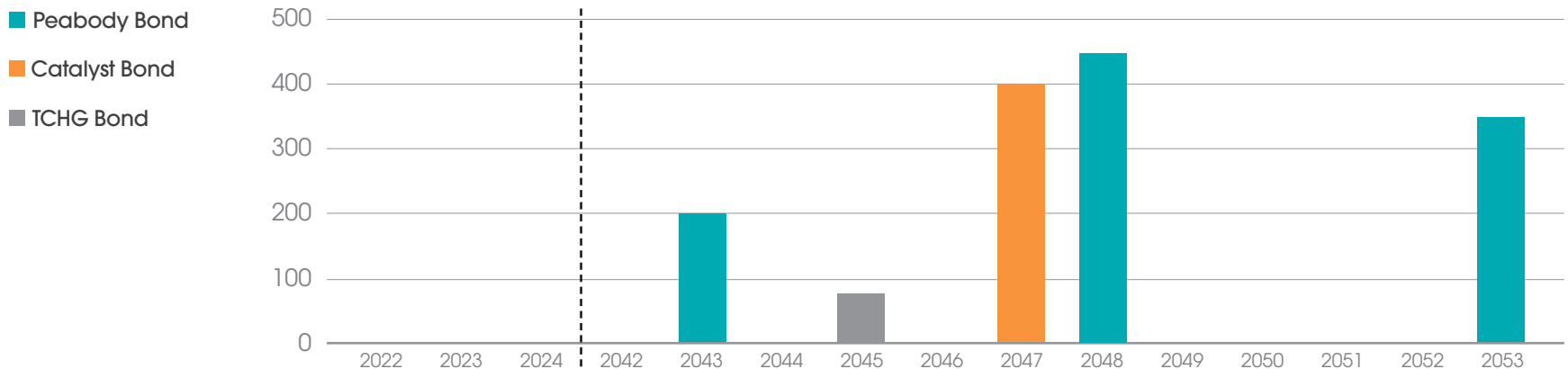
- Simple and flexible funding structure
- Facilities largely held at Peabody Trust level
- Actively managed with fixed rate swaps broken in March 2021
- All swaps embedded within loans
- Over 18,000 unencumbered assets with security value c£3bn
- Contractual commitments for next 3 years covered
- 18 months cover with no new funds, no sales, committed development only

- Regular review and management of interest rate risk, liquidity golden rules fixed price arrangements and selling off plan where appropriate
- Monthly stress testing undertaken

## Funding

	30 Sept 2021 £m
<b>Total Available</b>	<b>4,079</b>
Drawn Debt	2,963
<b>Available To Draw</b>	<b>1,116</b>
Available Cash	110
<b>Total Available Facility And Cash</b>	<b>1,226</b>
Fixed Rate %	72
<b>WACC %</b>	<b>3.52</b>

## Capital markets debt



# CONCLUSION



King Edward Community Centre, Basildon

# CREDIT HIGHLIGHTS

Formed in 1862, a proud history, a vision for the future

## Balance Sheet Value

£8.3bn

## Gearing

40%

## Social Housing Tenures

73%

## EBITDA-MRI Interest Cover

119%

## SHL Operating Margin

32%

## Regulatory rating

G1, V2

## Early Adopter of

SRS

## Credit Ratings (Both Stable)

A3, A-

- Peabody has more than 67,000 homes across London and the South East with c.155,000 residents
- A clear vision for the future, investing in homes and safety, improving services and developing new social housing
- Experienced management team with track record of delivery
- Financially resilient, strong balance sheet
- Strong ESG credentials with frontrunner status across all 3 categories of Ritterwald Certified Sustainable housing label

- Founding member and early adopter of the Sustainability Reporting Standard with new Sustainable Finance Framework
- A3 / A- (both stable) credit ratings with objective to remain an A rated entity
- In the process of finalising a strategically important merger with Catalyst Housing (rated A-) that will further strengthen performance but allow focus on local services
- Our mission remains – to help people make the most of their lives

# TERM SHEET

<b>Issuer</b>	<b>Peabody Capital No 2 plc</b>
<b>Original Borrower</b>	Peabody Trust
<b>Issuer Rating (Moody's / S&amp;P)</b>	A3 / A- (both stable)
<b>Size</b>	Benchmark
<b>Tenor</b>	16 years
<b>Repayment</b>	Bullet
<b>Documentation</b>	Please refer to Preliminary Admission Particulars dated 21 February 2022
<b>Asset Cover Test</b>	1.05x EUV-SH, 1.15x MV-ST plus charged cash
<b>Use of Proceeds</b>	The net proceeds from the issue of the bonds will be used for sustainable purposes in accordance with the Sustainable Finance Framework
<b>Listing</b>	London, International Securities Market
<b>Active Bookrunners</b>	Barclays, Lloyds Bank Corporate Markets, NatWest Markets, SMBC Nikko

# APPENDIX



Pembury Community Centre, Hackney



# HISTORIC FINANCIALS: INCOME STATEMENT

## Income and expenditure (£m)

	2021	2020	2019
Turnover – Social Housing Lettings	438	425	375
<b>Total Group Turnover</b>	<b>630</b>	<b>662</b>	<b>565</b>
Operating Costs	(486)	(505)	(416)
Surplus on sale of fixed assets	51	40	24
Change in value of investment properties	(7)	(9)	35
<b>Operating Surplus</b>	<b>188</b>	<b>188</b>	<b>208</b>
Net Interest	(78)	(74)	(60)
Gift on acquisition	-	347	-
<b>Surplus before taxation</b>	<b>110</b>	<b>461</b>	<b>148</b>

# HISTORIC FINANCIALS: BALANCE SHEET HIGHLIGHTS

## Assets and Liabilities (£m)

	2021	2020	2019
Tangible Fixed Assets – Housing	7,004	6,739	5,426
Investment Properties	479	482	462
Cash and Cash Equivalents	127	186	132
<b>Total Assets</b>	<b>8,295</b>	<b>7,992</b>	<b>6,796</b>
Creditors: amounts falling due within one year	(450)	(209)	(212)
Creditors: amounts falling due after more than one year	(4,338)	(4,384)	(3,647)
<b>Net Assets / Reserves</b>	<b>3,382</b>	<b>3,303</b>	<b>2,817</b>