

## Investment Case

# KEY GROWTH DRIVERS

### Good financial track record over the long term

- Providing **reliable earnings** through cyclical markets with good visibility from the opportunities under control.
- **Prudent debt levels** and a disciplined approach to risk management
- **Trading profit** produced within our three business segments: Land Promotion, Property Investment and Development, and Construction

### Delivering residential communities

- Just under **15,000 acres of strategic land** on 188 sites throughout the UK
- Our strategic land business has the scope to deliver **60,000 to 70,000 housing units** over the next 10 to 20 years, with **14,713 secured planning permission** plots
- Given the well-documented housing shortages and the Government's desire for more housing delivery, **our land portfolio is well positioned** to help deliver these much needed houses

### Shareholder returns

- Our long-term strategic aim is to **create shareholder value** through land promotion, property development and construction
- **Strong organic growth drivers** and capital allocation across our three business segments
- Great track record of total shareholder return (TSR). In the past twenty years the company has a compound annual growth rate (CAGR) of 15% Vs. an average 5% of the All Share Index

### A long-established and efficient capital structure

- Reinvestment of cash generated in the construction segment into strategic land and commercial development assets to **enhance returns to shareholders**
- We aim to **provide dividend growth** while maintaining at least three times dividend cover to allow for investment in future opportunities, without diluting existing shareholders by raising new equity capital

### Delivering commercial opportunity

- A commercial **development pipeline of £1.3bn plus** of Gross Development Value, in addition to over £300m to be delivered over the next three years
- A small but quickly growing jointly owned housebuilder with a **land portfolio of over 1,000 units** and a medium-term planned output of 250 unit sales

#### 10 year TSR performance

