



# Annual Results 2025

22 May 2025

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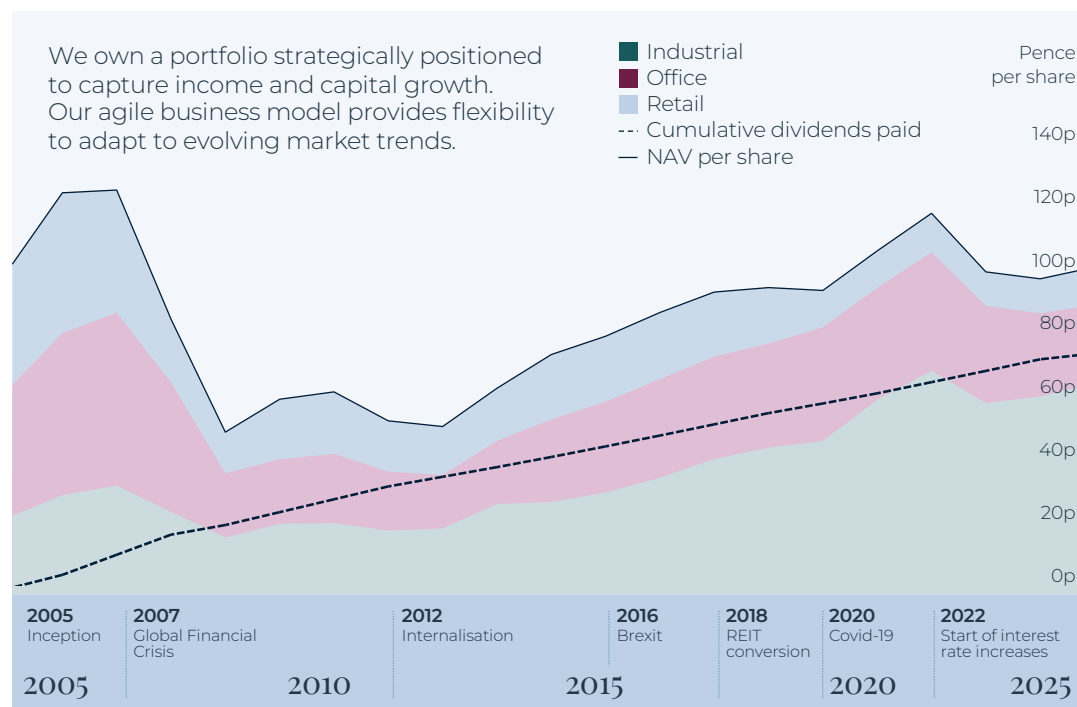
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# Overview

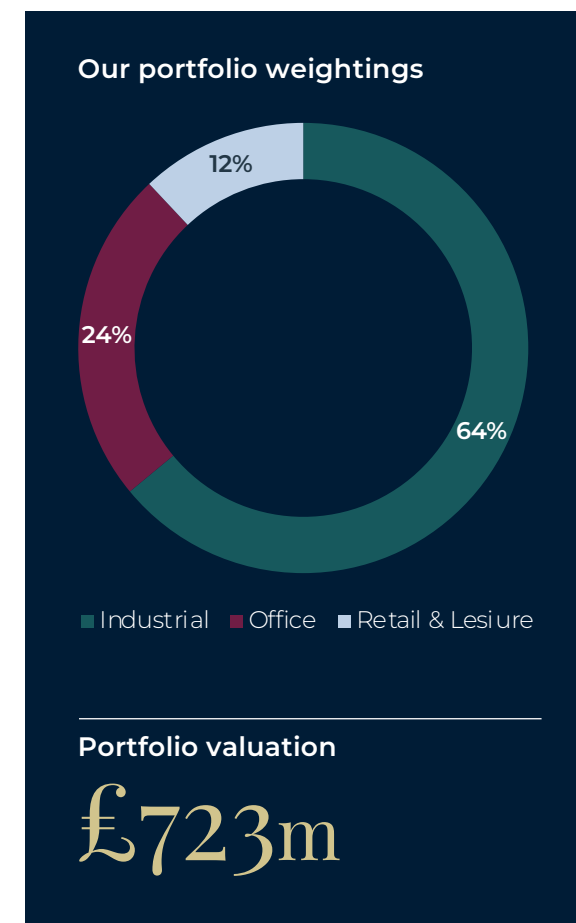


**We are a diversified Real Estate Investment Trust (REIT) investing in UK commercial property. Our property portfolio consists of 47 assets invested in the industrial, office, retail and leisure sectors.**



## What makes us different?

- Long-term track record of outperformance through a diversified investment strategy
- Strong income focus with significant reversionary potential
- Attractive capital structure
- Fully aligned and responsible approach to business



## Focused on income and value growth

Strong financial  
performance  
delivering income  
and capital growth

**8.1%**

Total return

Upgrading our  
assets and creating  
asset management  
opportunities

**£11.8m**

Asset upgrades

Maintaining  
our long-term  
track record  
of performance

**12<sup>th</sup>**

Consecutive year of  
MSCI outperformance

Effective use of  
gearing, retaining  
value in our long-  
term debt

**£16.4m**

Floating rate  
RCF repaid

Repositioning  
the portfolio  
and reducing  
office exposure

**24%**

Reduced by a fifth

Share buyback  
programme  
launched

**£7.5m**

Completed (average  
price 67 pence)



# Financial results

Annual Results 2024/25  
[www.picton.co.uk](http://www.picton.co.uk)



# Key financial highlights

## Strong financial performance delivering income and value growth

### Profit after tax

£37m

2025	£37m
2024	-£5m
2023	-£90m

### EPRA earnings

£23m

2025	£23m
2024	£22m
2023	£21m

### EPRA earnings per share

4.2p

2025	4.2p
2024	4.0p
2023	3.9p

### Dividend per share

3.7p

2025	3.7p
2024	3.5p
2023	3.5p

### Total return

8.1%

2025	8.1%
2024	-0.9%
2023	-13.9%

### Net assets

£533m

2025	£533m
2024	£524m
2023	£548m

### NAV per share

100p

2025	100p
2024	96p
2023	100p

### Dividend cover

113%

2025	113%
2024	114%
2023	112%

## Valuable long-term debt structure

### Loan to value

24%

2024	28%
2023	27%

### Weighted average interest rate

3.7%

2024	3.9%
2023	3.8%

### Debt maturity profile

6.7years

2024	7.2
2023	8.4

### EPRA Net Disposal Value (per share)

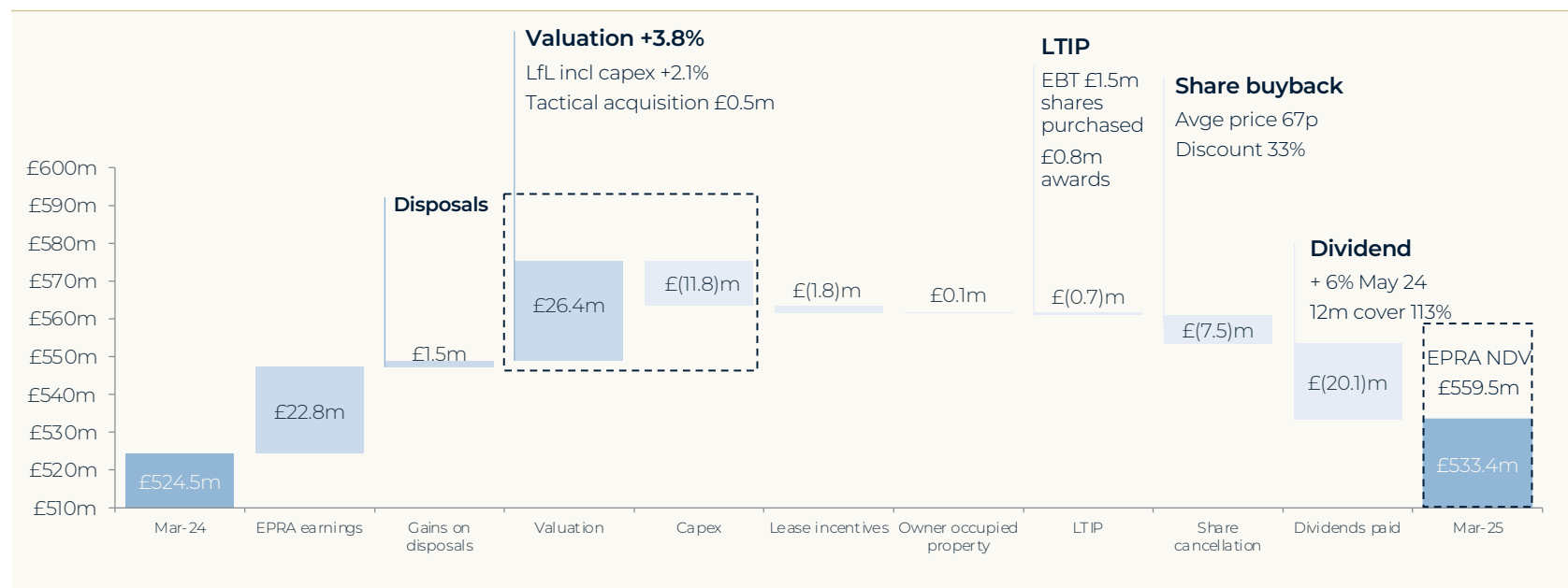
105p

Reflecting fair value of debt



# Net asset value movement

**Increase of 4% to 100 pence per share primarily due to valuation gains on our industrial assets**



\* LfL denotes the like-for-like basis excluding disposals and including capital expenditure

## Disposals

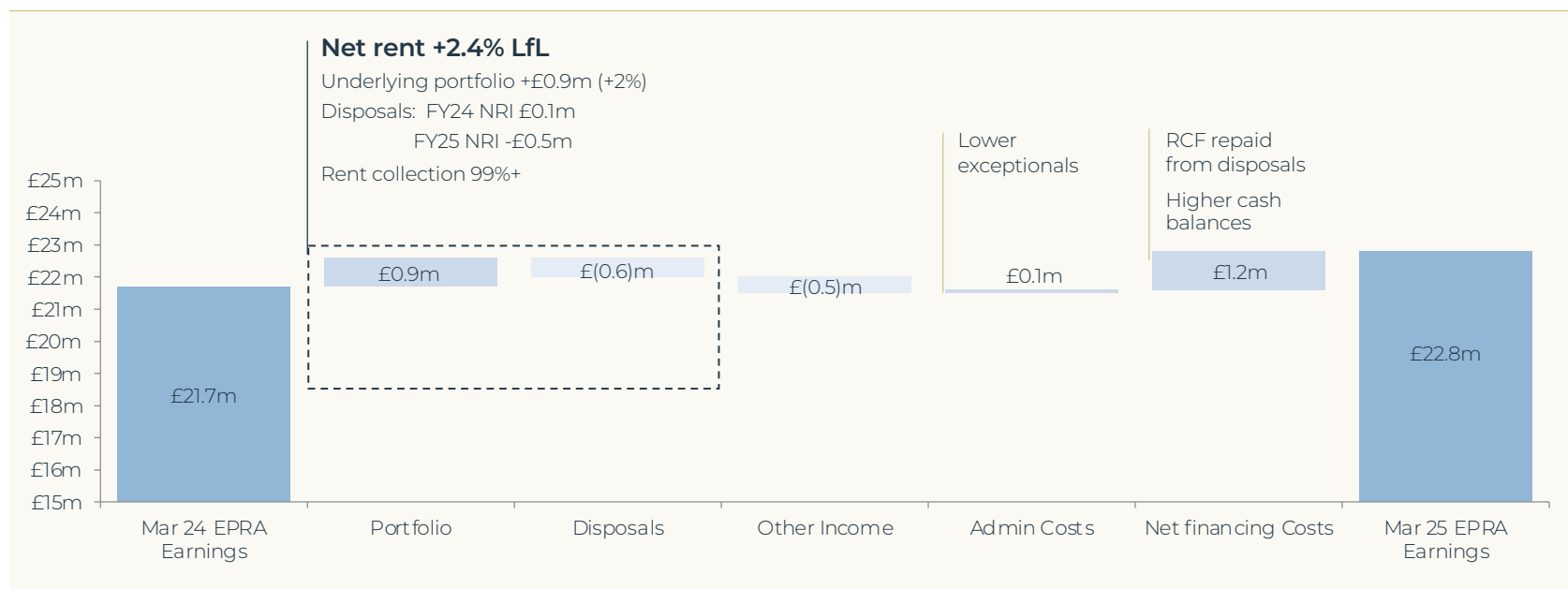
- Completed three opportunistic disposals, totalling £51m gross proceeds, in line with our alternative use strategy
- 5.4% premium to valuation as at 31 March 2024, or £1.5m gain
- Reduced office exposure to 24%

## Valuation

- £14.6m net gain including capex +2.1% (vs MSCI UK Quarterly Property Index 1.5%)



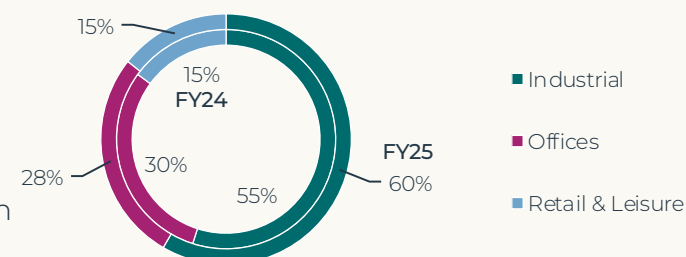
**Increase of 5% to 4.2 pence per share primarily due to industrial exposure and office disposals**



\* LfL denotes the like-for-like basis excluding disposals of Angel Gate, Charlotte Terrace and Longcross which completed during FY25

## Net rental income

- Overall rent reduction £0.4m, but underlying portfolio rental income growth +£0.9m (+2%)
- Reducing void costs with disposal of assets
- Increased contribution from industrial assets crystallising reversion



## Strategic capital allocation: creating value through disposal proceeds



Angel Gate, London

Alternative use	<b>Residential</b>
Completion date	<b>Apr 2024</b>
Gross proceeds	<b>£29.6m</b>
Premium to March 2024	<b>2%</b>
Capital priorities	<b>1,2,3</b>



Charlotte Terrace, London

Alternative use	<b>Residential</b>
Completion date	<b>Jan 2025</b>
Gross proceeds	<b>£13.1m</b>
Premium to March 2024	<b>4%</b>
Capital priorities	<b>2,4</b>



Longcross, Cardiff

Alternative use	<b>Student</b>
Completion date	<b>Mar 2025</b>
Gross proceeds	<b>£8.3m</b>
Premium to March 2024	<b>21%</b>
Capital priorities	<b>2,4</b>

### 01. Reduce leverage

Floating rate RCF repaid (£16.4m)  
100% fixed long-term debt (3.7%, 6.7 yrs)

### 04. Share buybacks

£12.5m programme  
Commenced Jan 2025, extended in Apr 2025  
As at 31 March 2025 - £7.5m purchased  
Accretive to NAV and earnings



### 02. Reinvestment in the portfolio

£11.8m in year  
Support rental income and capital values over medium term  
All sectors with a focus on office assets

### 03. Selective tactical investment opportunities

One asset acquired (£0.5m)  
Adjacent to existing industrial asset



PICTON

Occupier focused,  
Opportunity led.

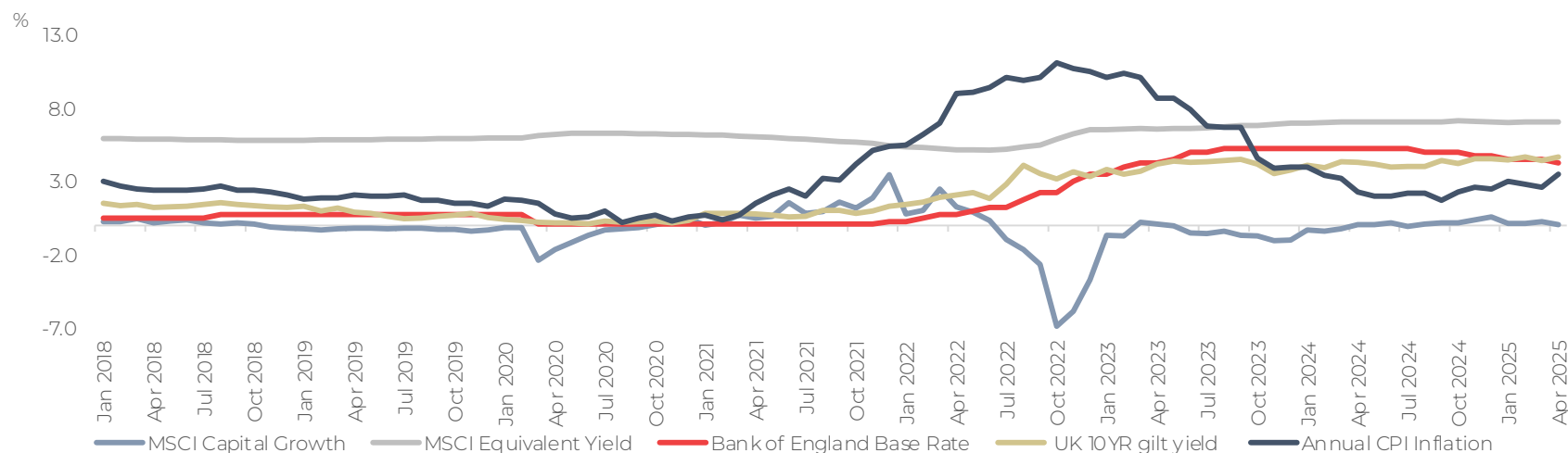
# Market update

## Global uncertainty, evolving trade policy impact

- Impact of 2024 UK Budget
- Positive but lower UK GDP growth forecasts
- Inflation upside/downside risks
- Long-term gilt yields below January 2025 peak
- UK base rate reduced 100bps since August 2024

Bank of England base rate	4.25%
5-year SONIA swap rate	3.8%
Ten-year gilt yield	4.7%
CPI inflation 12-months to April 25	3.5%
UK annual GDP 2024	1.1%

## Key data





# UK property market at a glance

## Common themes

- All Property values stable/growing in 2024
- Higher investment transaction volumes but still well below long-term average
- Occupational activity slower but still resilient
- Rental growth driven by quality/lack of supply
- Construction costs still rising
- In many markets values below replacement cost
- Real estate less directly impacted by tariffs

## Sector snapshot

### MSCI Capital Growth - 12 months to March 2025

All Property	Industrial	Office	Retail
2.2%	5.2%	-4.0%	3.6%

### MSCI Rental Value Growth – 12 months to March 2025

All Property	Industrial	Office	Retail
3.5%	5.5%	2.2%	1.8%

## Positive rental growth in all sectors



### Industrial

- Continued positive rental growth in all sub-sectors (sub-sector range 4.6% to 7.2%)
- YTD 2025 has seen moderation in rental growth compared with 2024
- MSCI All Industrial occupancy 91% (standard industrial 90%, distribution 95%)



### Office

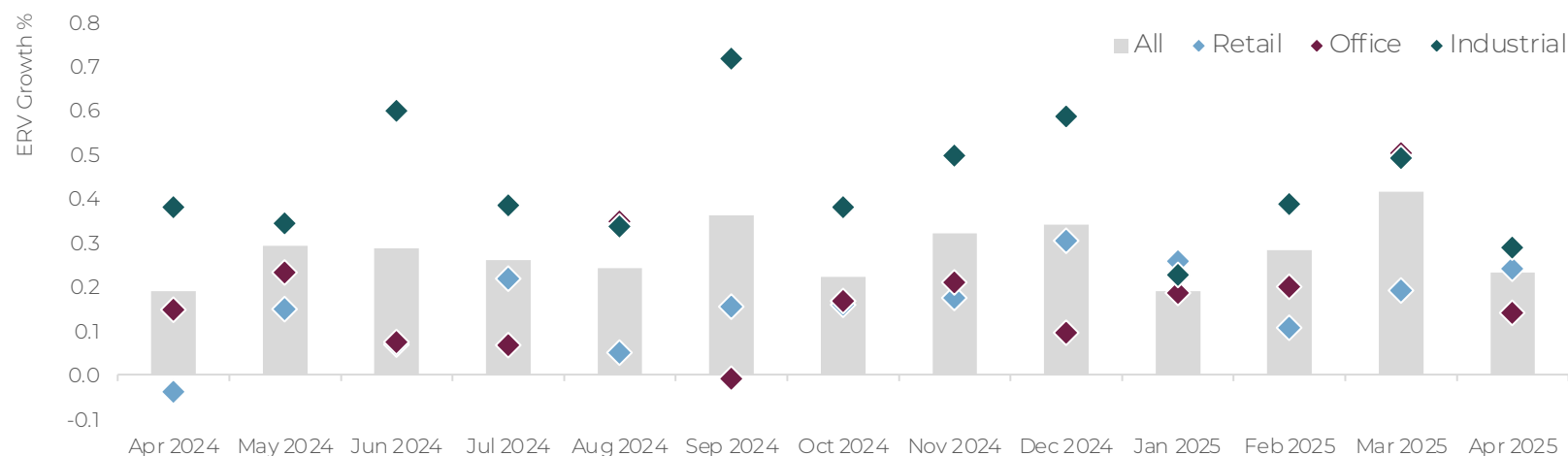
- Continued All Office positive rental growth (sub-sector range -2.1% to 5.4%)
- YTD 2025 has seen a similar rate of rental growth to 2024
- MSCI All Office occupancy 75% (sub-sector range 62% to 91%)



### Retail and Leisure

- 12 months of consecutive All Retail rental growth (sub-sector range -2.7% to 3.7%)
- Rents still 5% below May 2020 trough
- MSCI All Retail occupancy 94% (standard shops 87%, shopping centres 92%, retail warehouse 96%)

## MSCI Monthly Index Rental Value Growth (%)



## Modest capital growth



### Industrial

- All Industrial positive capital growth month-on-month since April 2024
- Annual capital growth sub-sector range 2.9% to 6.9%
- Transaction volumes increased in year to March 2025 but were below the long-term average



### Office

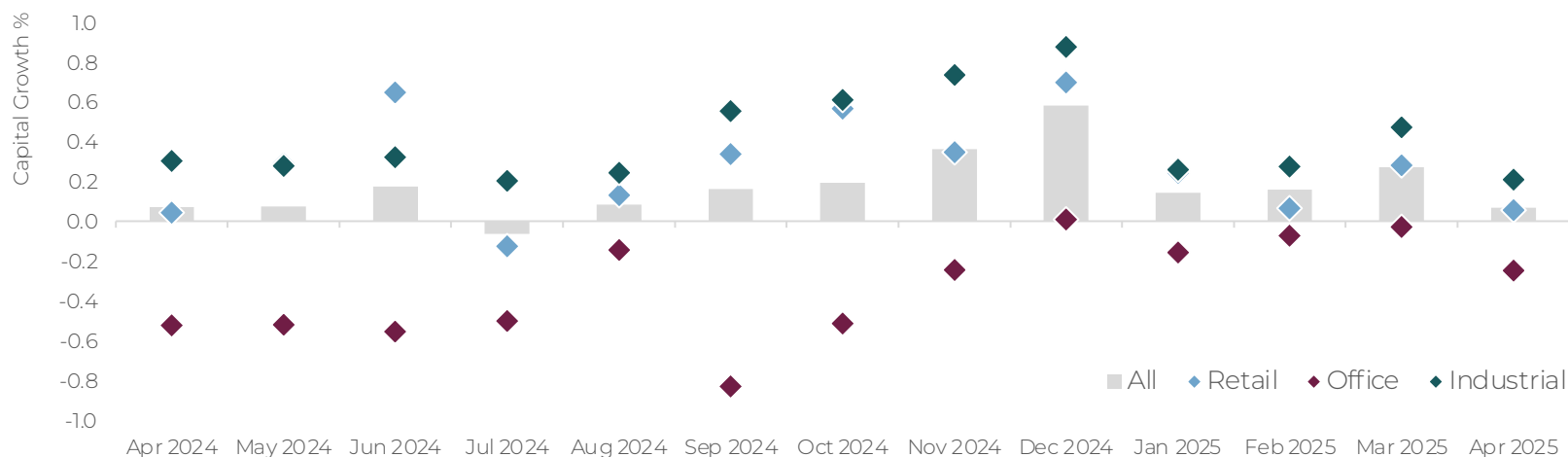
- Values still declining, but less rapidly
- Annual capital growth sub-sector range -10.0% to 0.4%
- Transaction volumes increased in year to March 2025 but were significantly below the long-term average



### Retail and Leisure

- All Retail positive capital growth month-on-month since August 2024
- Performance driven by retail warehouses – annual capital growth sub-sector range -9.3% to 6.7%
- Transaction volumes increased significantly in year to March 2025 and were in line with the long-term average

## MSCI Monthly Index Capital Growth (%)





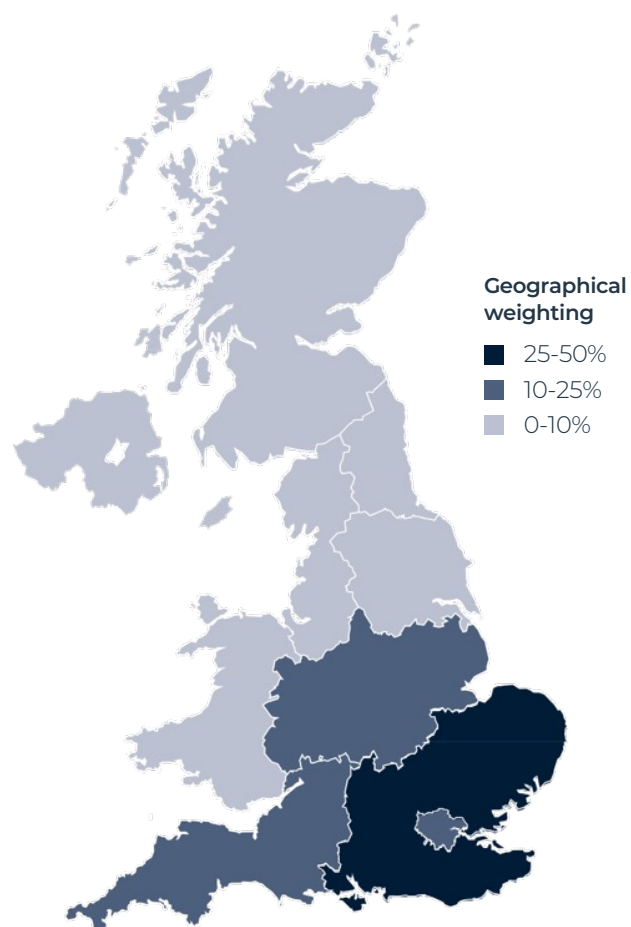
# Portfolio highlights

Annual Results 2024/25  
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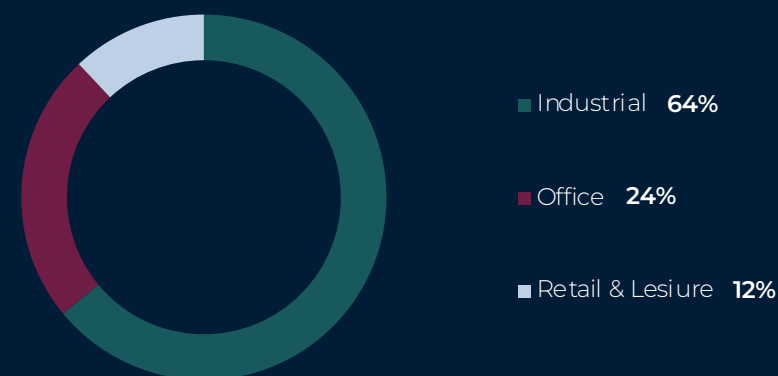




Our diverse exposure provides flexibility to adapt to market conditions



## Portfolio composition



**£723m**  
Property valuation

**94%**  
Occupancy

**350**  
Number of occupiers

**47**  
No. of assets

**5.2%**  
Net initial yield

**6.8%**  
Revisionary yield

## Maintaining our long-term track record of property outperformance

### Performance

- TPR: 7.3%, outperforming MSCI UK Quarterly Property Index of 6.3%
- Portfolio income 5.2% vs 4.8%
- Capital 2.1% vs 1.5%

### Occupancy

- Increased from 91% to 94% (vs MSCI 91%).
- Void ERV £3.4m, with majority of void ERV in offices
- Industrial and retail are 99% and 94% occupied

**7.3%****Total property  
return****vs****6.3%****MSCI UK Quarterly  
Property Index****12th****Consecutive year  
of outperformance****8th****Out of 72  
portfolios (since 2005)**

# Valuation movements

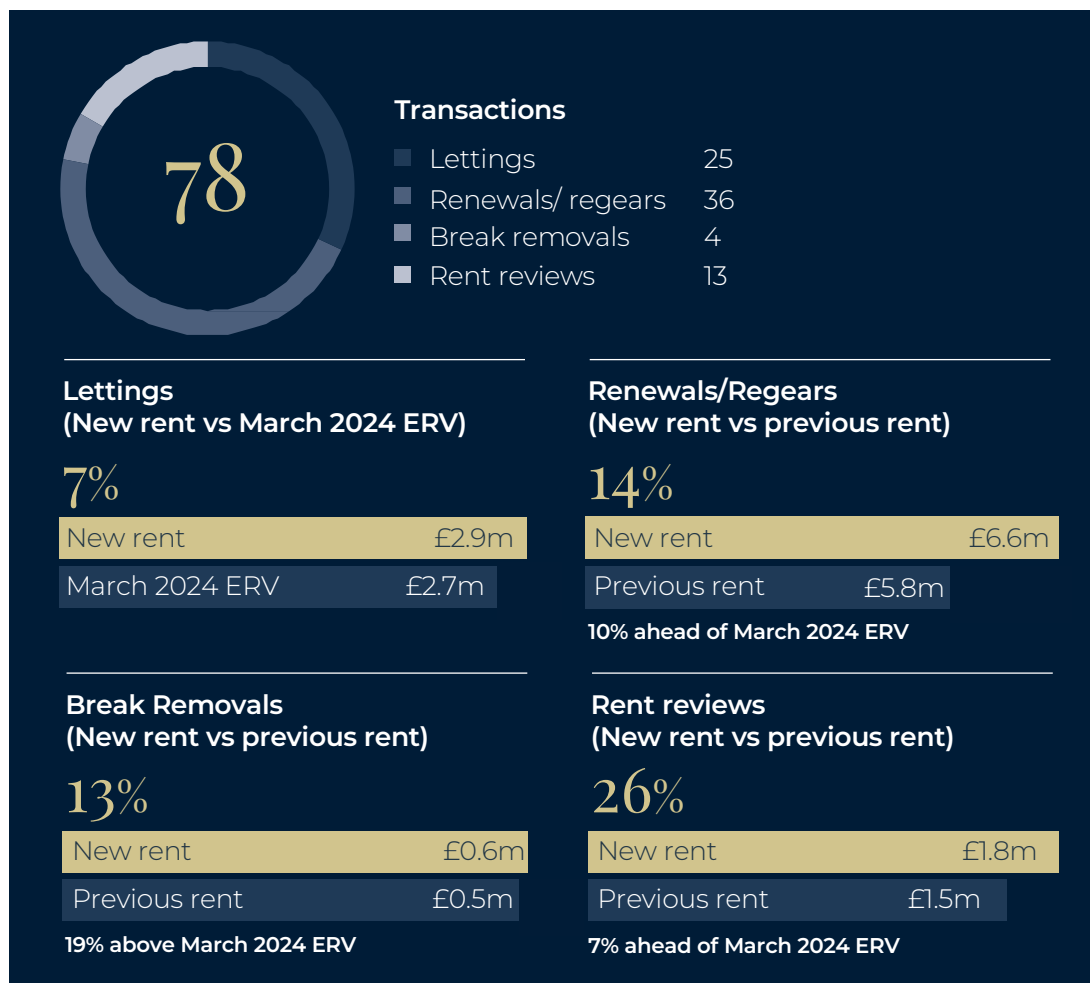
Like-for-like valuation increase driven by industrials with office investment maintaining values

	FY24	Capex	Valuation	FY25	LfL
Industrial	£440.4m	£3.0m	£19.2m	£462.6m	4.4%
Office	£176.0m	£8.1m	-£8.7m	£175.4m	-5.0%
Retail & Leisure	£79.8m	£0.6m	£4.2m	£84.6m	5.2%
Total	£696.2m	£11.7m	£14.7m	£722.6m	2.1%

## Knight Frank appointed effective June 2025

- Under RICS regulations, Picton is required to rotate CBRE as valuer
- Knight Frank also undertook a shadow valuation as at 31 March 2025
- Less than 1% valuation difference between outgoing and incoming valuer
- Industrial less than 1%, Office less than 3%, Retail and Leisure less than 1%
- Additionally, seven assets valued by Colliers for RCF refinancing purposes
- Valuation range across three valuers of 2%

## Improved portfolio metrics



94%

Occupancy

£51m

Office disposals

£11.8m

Invested across 20 projects

3.8%

Like-for-like ERV increase

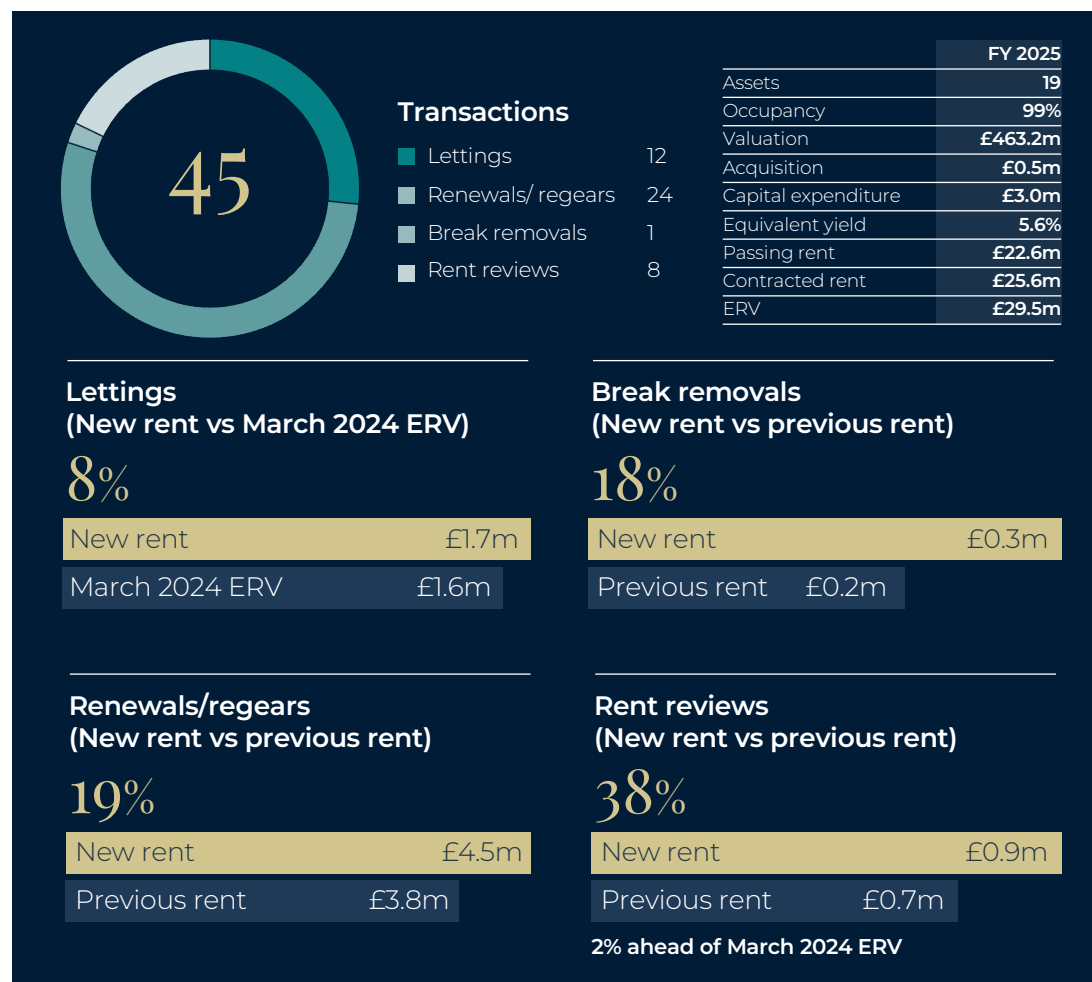
3.0%

Like-for-like increase in contracted rent

Occupier focused, Opportunity led.



## High occupancy, ERV growth and significant reversionary upside



- 81% multi-let industrial, 19% distribution
- 71% South East, 29% Rest of UK
- Equivalent yield range 4.8% to 8.4%
- Rental growth and reversionary upside supporting pricing
- £0.4m vacancy
- One small acquisition, adjacent to an existing holding
- ERV is 15% ahead of contracted rent
- Like-for-like ERV growth of 3.1%

## Improving income through key lease events



### Parkbury – M25 multi-let estate

- Facilitated another occupier to take more space
- Retained an occupier at £0.8m, 56% ahead of previous rent
- Settled two rent reviews at £0.4m, 53% ahead of previous rent

**10%** Overall contracted rent increase to £5.2m

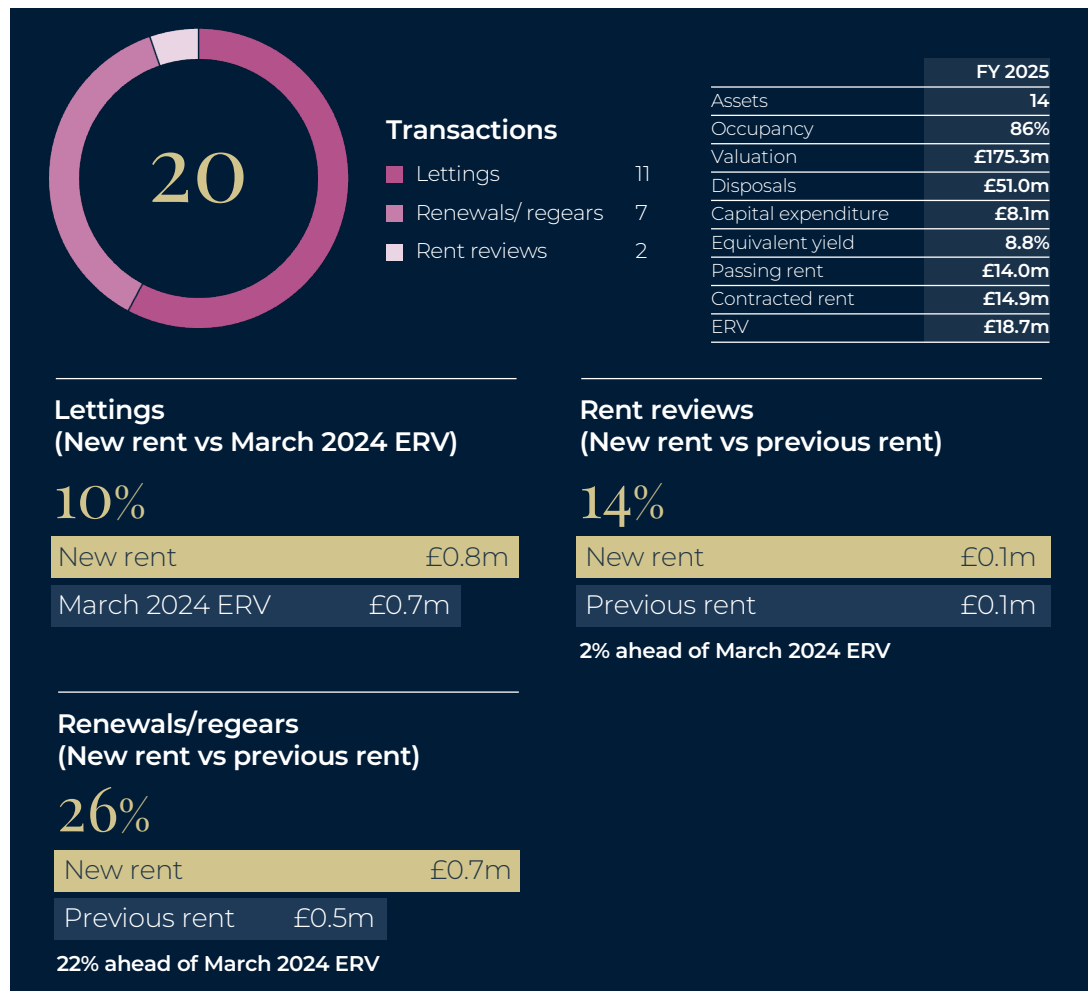


### Datapoint – London multi-let estate

- Facilitated expansion of an occupier into an adjacent unit at £0.5m, increasing the rent by £0.1m, 27% ahead of previous rent
- Retained an occupier at £0.7m, 47% ahead of previous rent

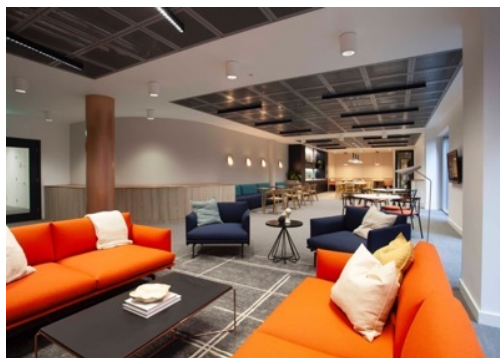
**22%** Overall contracted rent increase to £1.6m

## Reduced exposure through opportunistic disposals



- Split broadly equally between London, South East and Rest of UK
- Equivalent yield range 5.1% to 11.3%
- £2.6m of vacancy
- Occupancy improved to 86% and ahead of market
- Three disposals for £51m
  - All following planning for alternative uses
  - 5.4% premium to March 2024 valuation
- Asset upgrading interlinked with lease events or to facilitate re-leasing
- ERV is 25% ahead of contracted rent
- Like-for-like ERV growth of 4%

## Repositioning and upgrading assets



### Bristol

- Upsized existing occupier to take more space
- £0.3m income, 5% ahead of ERV
- Refurbished space and further suites to lease
- Now under offer

**5%**

ERV increase  
to £2.3 million



### Milton Keynes

- Agreed two lease renewals securing £0.8m, 23% ahead of the previous passing rent and 33% ahead of ERV
- Gas removal underway, EPC A will be achieved on completion of works

**23%**

ERV increase  
to £1.6 million



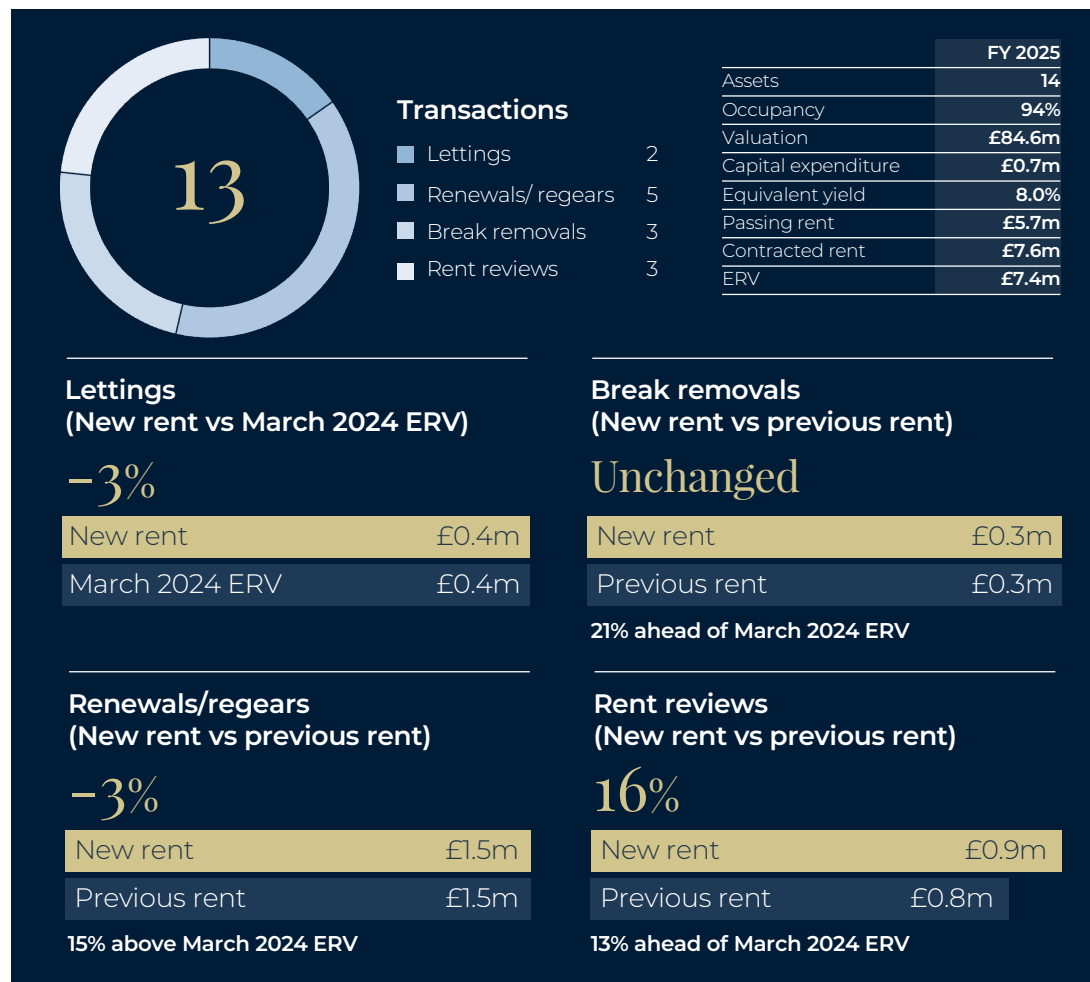
### London - Farringdon

- Planning secured via permitted development rights for rooftop residential accommodation
- The first successful use of Class AB in Islington
- Consent for 8,200 sq ft to be created on new fourth storey
- The units will benefit from views across London skyline

Planning secured for **13** new  
residential units



## Positive ERV and valuation growth



- Two thirds retail warehouse, one third high street & leisure
- Equivalent yield range 6.5% to 12.8%
- £0.4m of vacancy
- ERV is 2% below contracted rent
- Like-for-like ERV growth of 5%

## Capturing rental growth through key lease events



### Sheffield

- Regearied occupier extending lease by ten years
- Income of £1.2m, 14% ahead of March 2024 ERV

**14%** Ahead of ERV



### Gloucester

- Let a unit for a ten-year term
- Regearied an occupier extending lease by ten years
- Securing a combined £0.4m per annum

**9%** Ahead of ERV

# Reinvesting in the portfolio

## Improving assets to enhance income and value

£11.8m

Asset upgrades

20+

Projects

68%

Major projects across six buildings totalling £8m

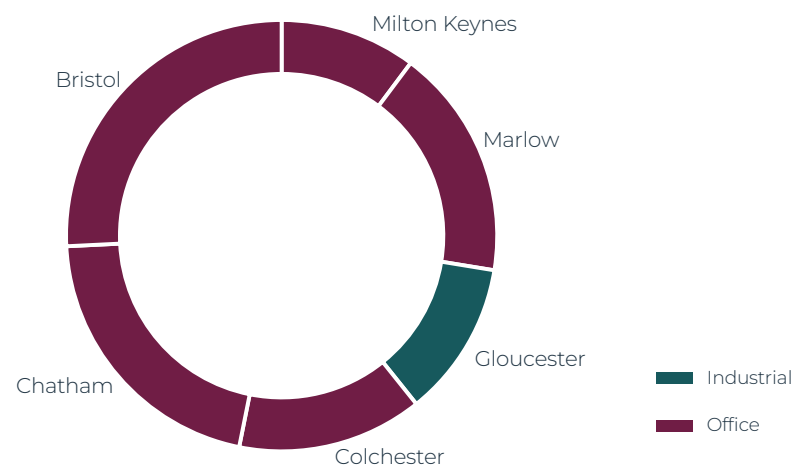
65%

Major projects spend linked, or partially linked, to lease events

10%

Indicative return on cost

Major projects in year\*



- Invested significantly to upgrade the overall quality of the portfolio
- Improved the occupier appeal and energy efficiencies
- Majority of spend linked to lease events to maximise prospects of occupier retention or reletting
- Return on cost: building and project specific, linked to timings of lease events

\* Major projects are those with spend >£750k spend in year

Occupier focused, Opportunity led.

## Reducing our emissions and improving our portfolio

4%

Annual reduction in absolute  
Scope 1 & 2 emissions

83%

A-C rated EPC

40%

A-B rated EPC

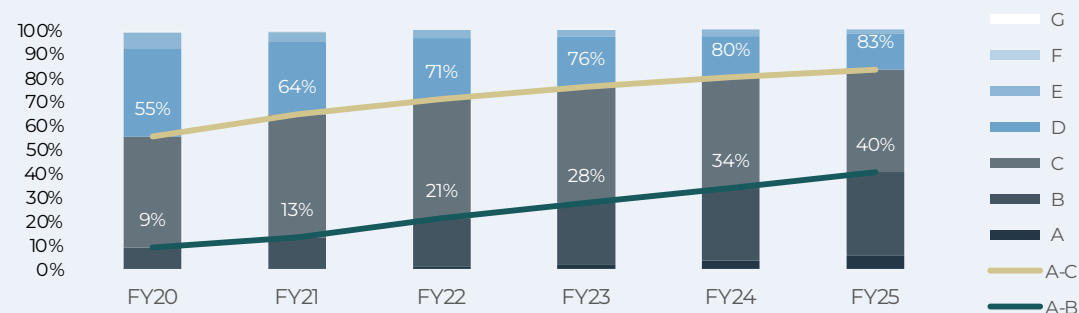
97%

New leases contained  
green clauses

10

Decarbonisation projects  
converting gas to electric

Portfolio EPC ratings (% of ERV)



### Reducing embodied carbon

- Upgrading the fabric of our buildings: seven projects
- Circular economy: three fit-outs with repurposed items

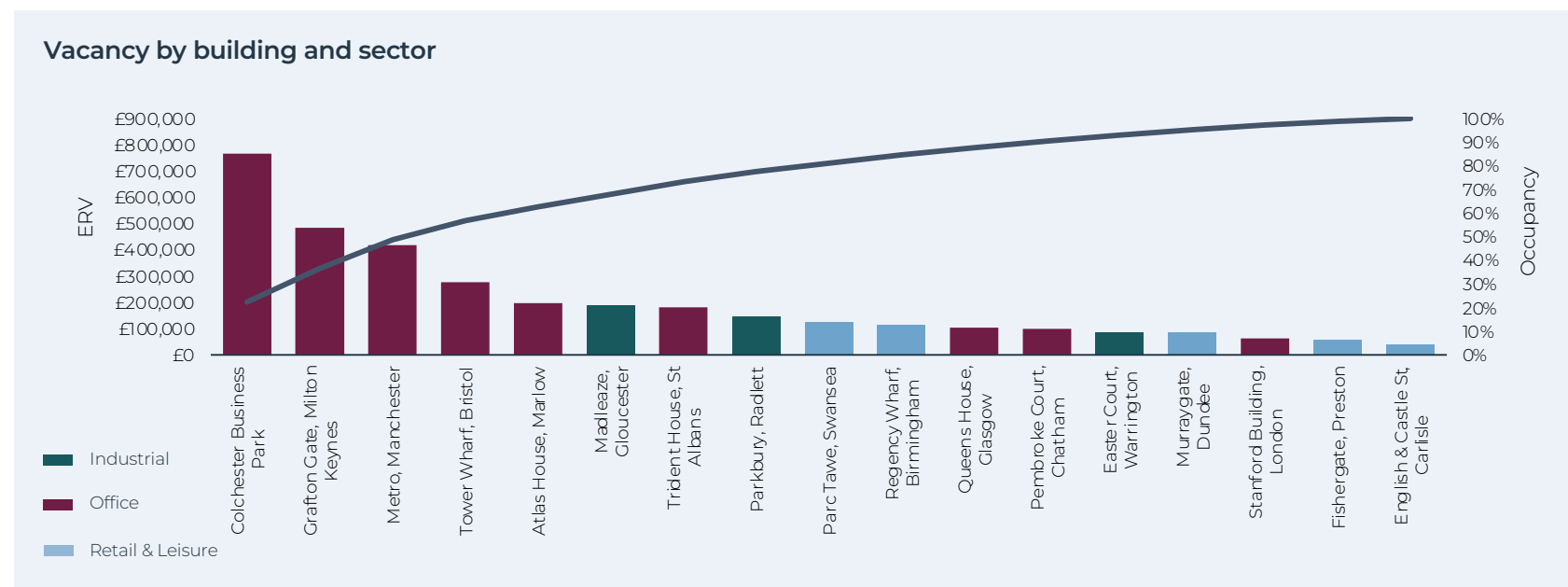
### Reducing operational carbon

- Removal of gas, upgraded heating, cooling and ventilation systems: ten buildings
- Installed energy efficient lighting
- Improved building systems: eight improvements

### Increasing on-site generation

- Solar PV installations: 531 panels installed
- Electric chargers: continued roll out

£3.4m of upside through re-leasing

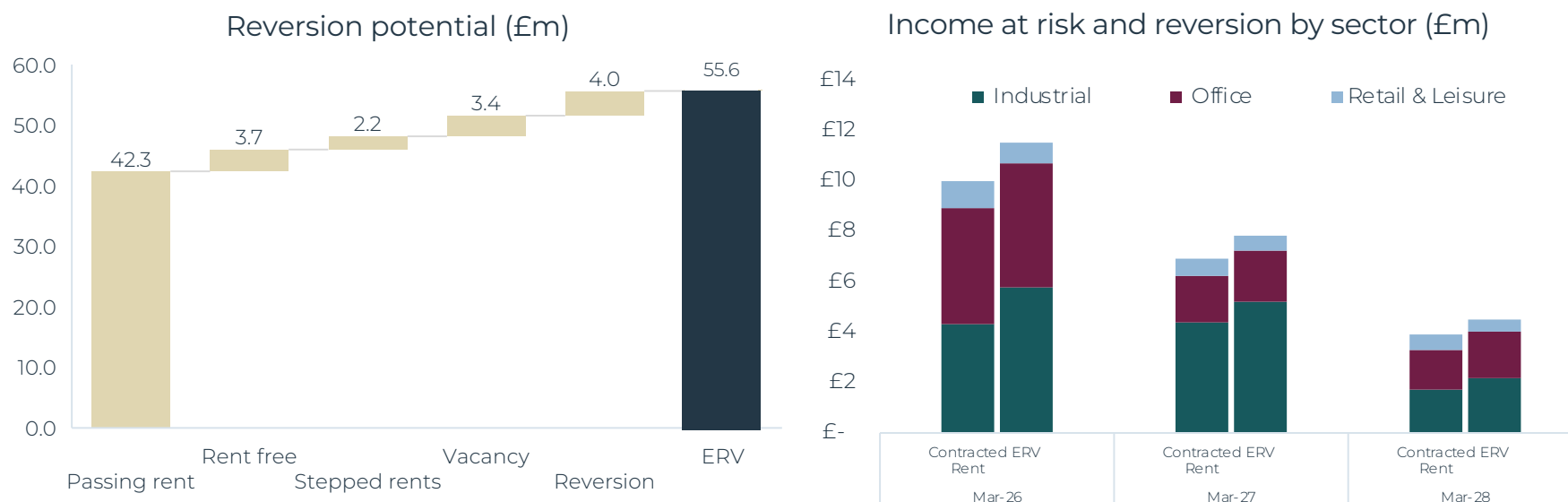


Top five voids account for 63%

- Colchester, Bristol, Marlow have been refurbished - £0.3 million under offer
- Milton Keynes currently on site



## £4m reversion to be captured through lease events



- 38% of reversion relate to lease events in FY 2026 (FY 2027: 23%, FY 2028: 15%)
- 85% of reversion from industrial
- 30% of reversion from office
- Offset by -15% in retail and leisure

# Summary & Outlook



# Outlook

## Continued focus on shareholder value

### Income and value growth

- Capture reversion, improve occupancy
- Invest into portfolio to upgrade assets
- Optimising income vs value

### Opportunistic disposals

- Recycle portfolio to improve earnings
- Focus on lower yielding assets

### Capital allocation

- £4m of share buybacks post year-end
- £5m continuation of share buyback programme announced

### Leverage

- Low LTV, long-term fixed debt
- £50m RCF refinancing completed and available for investment and operational flexibility

# Appendices



Through our occupier focused, opportunity led approach, we aim to be one of the consistently best performing diversified UK REITs, creating value for our shareholders.

Our strategic priorities guide the direction of our business and are reviewed annually.





# Our top 10 properties valued in excess of £20m



**01.**

Parkbury Industrial Estate, Radlett

Approx area (sq ft) / 340,900

Capital value (£m) / >100

Occupancy rate (%) / 98

EPC rating / A-D



**02.**

River Way Industrial Estate, Harlow

Approx area (sq ft) / 454,800

Capital value (£m) / 50-75

Occupancy rate (%) / 100

EPC rating / A-D



**03.**

Stanford Building, London WC2

Approx area (sq ft) / 20,100

Capital value (£m) / 30-50

Occupancy rate (%) / 97

EPC rating / B



**04.**

Datapoint, Cody Road, London E16

Approx area (sq ft) / 55,100

Capital value (£m) / 30-50

Occupancy rate (%) / 100

EPC rating / B-C



**05.**

Lyon Business Park, Barking

Approx area (sq ft) / 99,400

Capital value (£m) / 20-30

Occupancy rate (%) / 100

EPC rating / B-D



**06.**

Shipton Way, Rushden

Approx area (sq ft) / 312,900

Capital value (£m) / 20-30

Occupancy rate (%) / 100

EPC rating / C



**07.**

Sundon Business Park, Luton

Approx area (sq ft) / 127,800

Capital value (£m) / 20-30

Occupancy rate (%) / 100

EPC rating / A-D



**08.**

50 Farringdon Road, London EC1

Approx area (sq ft) / 31,300

Capital value (£m) / 20-30

Occupancy rate (%) / 100

EPC rating / B



**09.**

Tower Wharf, Cheese Lane, Bristol

Approx area (sq ft) / 70,200

Capital value (£m) / 20-30

Occupancy rate (%) / 88

EPC rating / B-C



**10.**

Trent Road, Grantham

Approx area (sq ft) / 336,100

Capital value (£m) / 20-30

Occupancy rate (%) / 100

EPC rating / C

## Strong longstanding relationships and secured facilities with lenders

	Canada Life	Aviva	NatWest*
<b>Maturity</b>	2031	2032	May 2025
<b>Amount drawn</b>	£129.0m	£80.6m	£0
<b>Undrawn</b>	Fully drawn	Fully drawn	£50m
<b>Fixed/floating rate</b>	Fixed	Fixed	Floating
<b>Interest rate</b>	3.25%	4.38%	SONIA + 1.5%
<b>Commitment fee</b>	N/A	N/A	0.6%
<b>Repayment</b>	Bullet 2031	Amortising with £67m at on maturity	Redraw and repay over term

\* RCF terms reflect the facility in place as at 31 March 25. Under refinancing, the margin will increase to 165bps or 170bps depending on amounts drawn and the commitment fee is 40% of the margin.

# Consolidated statement of comprehensive income

37

## Annual results

	March 2025 (£m)	March 2024 (£m)
Rental income	43.5	43.9
Other income	0.7	1.2
Property expenses	(6.5)	(7.2)
<b>NET PROPERTY INCOME</b>	<b>37.7</b>	<b>37.9</b>
Administrative expenses	(7.1)	(7.2)
Finance costs	(7.8)	(9.0)
<b>EPRA EARNINGS</b>	<b>22.8</b>	<b>21.7</b>
Unrealised movement on property assets	12.9	(26.7)
Gains on disposal of property assets	1.5	-
Revaluation of owner-occupied property	0.1	0.2
<b>PROFIT/(LOSS)</b>	<b>37.3</b>	<b>(4.8)</b>
Dividends paid	20.2	19.1
Dividends paid per share (pence)	3.7	3.5

# Consolidated balance sheet

	March 2025 (£m)	March 2024 (£m)
Property assets	700.7	724.0
Cash	35.3	19.8
Other assets	28.6	30.1
<b>TOTAL ASSETS</b>	<b>764.6</b>	<b>773.9</b>
Borrowings	(208.5)	(226.1)
Other liabilities	(22.7)	(23.3)
<b>NET ASSETS</b>	<b>533.4</b>	<b>524.5</b>
Net asset value per share (pence)	100	96

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