

OUR STRATEGY

01 A focus on multi-let space

ATTRactions OF A MULTI-LET ESTATE

Frequency of lease events

The higher frequency of lease events provides more opportunities to increase rents to market levels and establish a higher rental tone across the asset. With less than 10% of our leases index-linked, there is no cap on rental growth and we can achieve increases ahead of inflation.

Range of unit size

Our assets typically offer a range of unit sizes to suit the life cycle of a company. For example, at Bradwell Abbey, in Milton Keynes we offer nursery units of c.700 sq ft through to over 15,000 sq ft, meaning occupiers can stay with us longer. See the Bradwell Abbey case study, page [18](#).

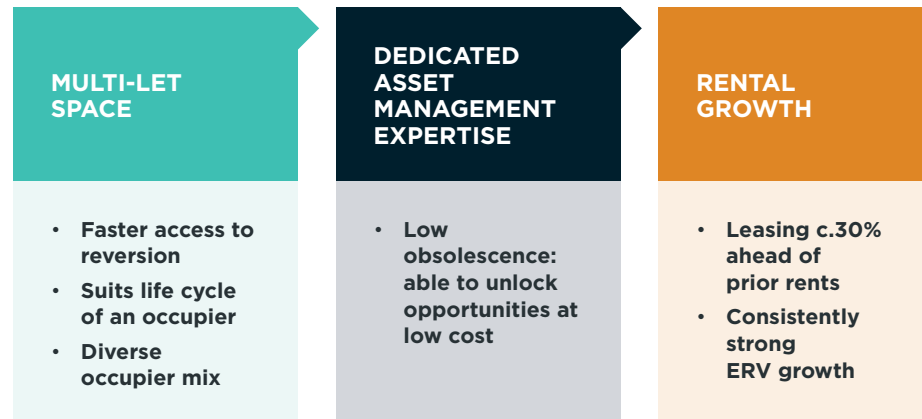
Robust and diverse occupier base

The flexibility of a multi-let estate makes them relevant to a wider pool of occupier, increasing the diversity and resilience of our income streams. See the At a Glance section, pages [04](#) to [06](#).

Scarce asset class

Reinstatement costs for multi-let estates are generally above capital values making development uneconomic. This constrains supply, further supporting rental growth. See the Market Overview, pages [10](#) to [11](#).

HOW THE MULTI-LET MODEL DRIVES RENTS



71.6%
of investment portfolio is multi-let (by value)



PROGRESS IN THE YEAR

Since 1 April 2023, we have sold or exchanged for sale over £57.5 million of single-let assets taking the portfolio to c.78% multi-let on a pro forma basis.

KEY METRICS (MULTI-LET)

