

AY0

## LIFE SCIENCE REIT CREATING SPACE FOR SCIENCE

## **RESULTS PRESENTATION**

FOR THE YEAR ENDED 31 DECEMBER 2022



DISCLAIMER: For any retail investor who may consider this product, it is recommended that they seek independent professional advice before making an investment

All operational figures as per database Alejandra Yanes, 2022-09-15T15:35:35.993 AY0

## DISCLAIMER AND NOTICES TO INVESTORS IN THE UNITED KINGDOM AND EUROPE



The information contained in this document and any communication or documents or other materials distributed at or in connection with the document (together, the "Presentation") is confidential and is being made to or directed to in the United Kingdom only to (i) persons who have professional experience in matters relating to investments (being "investment professionals" within the meaning of Article 19 of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "FPO")) or (ii) persons falling within Article 49(2) ("high net worth companies, unincorporated associations etc") of the FPO or (iii) persons who are otherwise permitted by law to receive it (all such persons being "Relevant Persons"). This presentation may not be disseminated, distributed or used without the prior written consent of Ironstone Asset Management Ltd. and G10 Capital Limited (the "Companies"). The information contained in the Presentation is not intended to be viewed by, passed on or distributed (directly or indirectly) to, any other category of persons. Any investment or investment activity to which the Presentation relates is available only to Relevant Persons and will be engaged in only with Relevant Persons. This Presentation must not be acted or relied upon by persons who are not Relevant Persons. Ironstone Asset Management Ltd. is an Appointed Representative of G10 Capital Limited, which is authorised and regulated by the Financial Conduct Authority

No undertaking, representation, warranty or other assurance is given, and none should be implied, as to, and no reliance should be placed on, the accuracy, completeness or fairness of the information or opinions contained in the Presentation. The information contained in the Presentation is subject to completion, alteration and verification nor should it be assumed that the information in the Presentation will be updated. The information contained in the Presentation has not been verified by G10 Capital Limited ("G10") or any of its associates or affiliates. Opinions and estimates constitute the Companies' judgment and should be regarded as indicative, preliminary, strictly non-binding and for illustrative purposes only. All example statements and any indicative terms and features of any solution given are strictly indicative and may be based on certain implicit and explicit assumptions which the Companies may or may not be able to disclose at the time of the Presentation and which will need verification in any specific case.

In particular, but without prejudice to the generality of the foregoing, any forecasts, opinions, estimates and projections contained in the Presentation constitute the judgement of the Companies and are provided for illustrative purposes only. Such forecasts, opinions, estimates and projections involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forecasts, opinions, estimates and projections. Accordingly, no representation or warranty (express or implied) is or will be made or given in relation to, and (except in the case of wilful fraud) no responsibility or liability is or will be accepted by the Companies or any of its directors, officers, employees, agents or advisers in respect of, such forecasts, opinions, estimates and projections. Relevant Persons of the Presentation must determine for themselves the reliance (if any) that they should place on such forecasts, opinions, estimates and projections. Further, no representation as to the actual value which may be received in connection with a transaction is given, nor the legal, tax or accounting effects of consummating a transaction.

Information contained in the Presentation may not be distributed, published or reproduced in whole or in part or disclosed by Relevant Persons to any other person. The distribution of any document provided at or in connection with the Presentation in jurisdictions other than the United Kingdom may be restricted by law and therefore persons into whose possession any such documents may come should inform themselves about and observe any such restrictions. In particular, information contained within the Presentation is not for distribution in or into the United States, Canada, Australia, the Republic of Ireland, Japan or South Africa. Any failure to comply with these restrictions may constitute a violation of the securities law of such jurisdictions.

The information contained in the Presentation has not been approved by the Financial Conduct Authority. This Presentation does not constitute, or form part of, any offer of, or invitation to apply for, securities nor shall it, or the fact of its distribution, form the basis of or be relied upon in connection with any contract or commitment to acquire any securities. The information contained in the Presentation has been prepared to assist Relevant Persons in making their own evaluations and does not purport to contain all of the information that recipients of the Presentation who are considering acquiring or subscribing for shares, bonds or other securities may need or desire. In all cases, Relevant Persons should conduct their own investigation and analysis of the data in the Presentation. The Presentation should not be considered a recommendation by the Companies' or any of its directors, officers, employees, agents or advisers in connection with any purchase of or subscription for securities. Any references in The Presentation to "our" refer to Life Science REIT plc.

## DISCLAIMER AND NOTICES TO INVESTORS IN THE UNITED KINGDOM AND EUROPE



The following risks are a non-exhaustive list of risks associated with the Company. Investors should take independent financial advice prior to investing in the Company.

• Performance – The performance of the Company would be adversely affected by a downturn in the UK property market in terms of market value or a weakening of rental yields.

• Operational Performance – Both rental income and market value of the properties acquired by the Company will be affected by the operational performance of the properties or the related business being carried on in the property and the general financial performance of the tenants.

• Failure to Achieve Investment Objectives – The ability of the Company to achieve its investment objectives depends on the ability of the Investment Advisor to identify, select and arrange for the execution of investments which offer the potential for satisfactory returns. The underperformance of the Investment Advisor could have a material adverse affect on the Company's financial condition and operations.

•COVID-19 – The COVID 19 pandemic and associated government measures has had and is likely to continue to have a significant impact on the Company, and the ultimate impact is dependent on the duration and extent of the pandemic and is therefore not yet known.

• Competition – The Company may face significant competition from other UK or foreign property investors. The existence of such competition may have a material adverse impact on the Company's ability to acquire properties and to secure tenants for its properties at satisfactory rental rates and on a timely basis.

• Regulatory Compliance – The Company cannot guarantee that the Group will maintain continued compliance with all of the REIT conditions. If the Company fails to maintain its REIT status, its rental income and capital gains may be subject to UK taxation which could have a material impact on the financial condition of the Company.

• Borrowing – The Company intends to use borrowings to acquire further properties and those borrowings may not be available at the appropriate time or on suitable terms. If borrowings are not available on suitable terms or at all this will have a material adverse impact on the returns to Shareholders and in particular the level of dividends paid. Whilst the use of borrowings should enhance the NAV where the value of the Company's underlying assets is rising, it will have the opposite effect where the underlying asset value is falling. In addition, in the event that the rental income of the Company's portfolio falls for whatever reason, the use of borrowings will increase the impact of such a fall on the net revenue of the Company.

• Development & Maintenance – Any development or refurbishment works may involve significant costs and may be adversely affected by certain restrictions. This could cause the resulting revenues to be lower than budgeted, and may cause the asset to fail to perform in accordance with the Company's investment projections, consequently impacting on the financial condition of the Company.

## AGENDA



1		Key Highlights
2	I	UK Life Science Sector
3	L	Financial Results
4	L	Portfolio Review
5	L	Concluding Remarks
6	Î.	Appendices

Presenting Team



Simon Farnsworth Managing Director



David Lewis Finance Director



Ian Harris Asset Management Director

#### Contact

Life Science REIT plc +44 (0) 203 011 2160 Email: <u>contact@lifesciencereit.co.uk</u> | <u>investments@lifesciencereit.co.uk</u> <u>https://lifesciencereit.co.uk/</u>





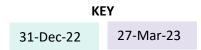
## **KEY HIGHLIGHTS**

For the year ended 31 December 2022

**£213.4m** Acquistions Completed **£150.0m** Debt Facility Secured

+**£4.5m** Additional Contracted Rent

+4.7% LFL ERV Growth **£3.4m** of Rent Signed or with Terms Agreed +60.0% of Development Property<sup>(1)</sup> Pre-let or with Terms Agreed



6

## **KEY HIGHLIGHTS:** DELIVERING ON OUR STRATEGY SET AT IPO



Financial Results	<ul> <li>£315.1m NTA / 90.0p NTA per share, reduction driven by revaluation losses</li> <li>£2.5m adj. earnings; full year's income of 2021 assets and c. 7 months of 2022 assets</li> <li>16.8% LTV following new debt and debt acquired in year, target remains 30%-40%</li> </ul>	
	<ul> <li>£387.6m of properties and development land; all located in the Golden Triangle</li> <li>H2 2022 absolute valuation decline significantly less than other asset classes (see p.21)</li> </ul>	
	• 4.7% LFL ERV growth driven by lab conversion and refurb projects	
Portfolio	<ul> <li>Significant reversionary potential in the let portfolio of 8.7%<sup>(1,2)</sup> that will help offset any future outward yield shift</li> </ul>	
	<ul> <li>Rolling Stock Yard lab fit to PC<sup>(3)</sup> by Q1 2023; second floor pre-let at £110.0 per sq ft</li> <li>OTP development continues; 252,000 sq ft to PC<sup>(3)</sup> in 2023</li> </ul>	
	<ul> <li>Developed strategy and established a Sustainability Committee</li> </ul>	
Sustainability	• EPCs reassessment led to a 65% LFL increase in EPCs A-C since Dec-21 <sup>(4)</sup>	1
	Move to Main Market of the London Stock Exchange on 1 December 2022	
Other / Post YE Events	<ul> <li>Full repayment of Fairfield debt and drawdown of RCF in February 2023</li> <li>£3.4m of additional contracted rent signed or with terms agreed</li> </ul>	,
	<ul> <li>Declared second interim dividend of 3.0 pence per share<sup>(5)</sup></li> </ul>	

	Full year to 31-Dec-22	Six weeks to 31-Dec-21	% Change
Adjusted Earnings	£2.5m	(£0.3m)	+£2.8m
Adjusted EPS	0.7p	(0.1p)	+0.8p
EPRA NTA	£315.1m	£350.6m	(£35.4m)
EPRA NTA per share	90.0p	100.2p	(10.2p)
Dividend per share	4.0p <sup>(6)</sup>		+4.0p
Loan to Value	16.8%	n/a	n/a
Property Valuation	£387.6m	£192.2m	+£195.4m
Contracted Rent	£13.8m	£9.3m	+£4.5m
ERV	£17.2m	£10.1m	+£7.1m
Completed Area	488,700 <sup>(7,8</sup>	<sup>3)</sup> 317,400	+171,300
Occupancy	82.0%	80.6%	+1.4%
WAULT to Expiry	6.2 yrs	6.5 yrs	(0.3 yrs)
NRY	5.2% <sup>(9)</sup>	5.0%	+0.2%

Note: Past performance is not indicative of future results

(1) Excludes developments; (2) Total ERV in the investment portfolio of £17.2m; (3) Practical completion; (4) Based on area; (5) Payment date on 15 May 2023 and ex-dividend date on 13 April 2023; (6) Declared and/or paid; (7) 876,800 sq ft including full OTP development; (8) Restated to align with measured survey; (9) Excludes development land





# **UK LIFE SCIENCE SECTOR**

Structurally supported real estate

Support from Government & Private Sector Global Leader on VC Funding per Capita

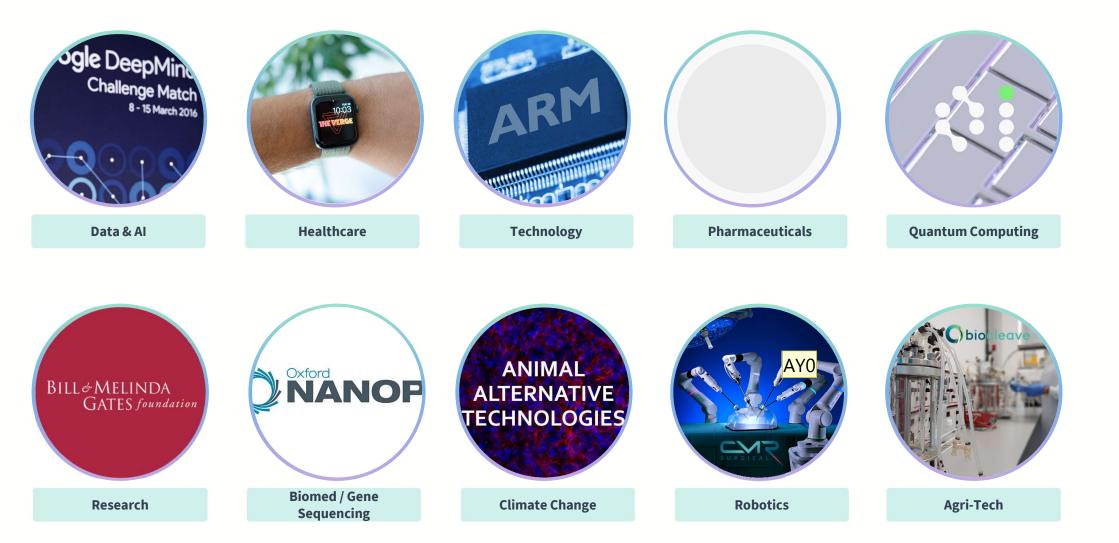
All-Time Low Vacancy Rates

Take-up at Record Highs Lab Demand Exceeds Offices for the First Time Insufficient Pipeline to Cover Take-up Forecast

8

## UK LIFE SCIENCE SECTOR: WHAT IS LIFE SCIENCES?

Life science is the branch of sciences concerned with all processes affecting living organisms



LIFE

SCIENC

AYO https://aimagazine.com/articles/artificial-intelligence-helps-in-hunt-for-synthetic-blood Alejandra Yanes, 2023-03-06T15:24:00.355

9

## UK LIFE SCIENCE SECTOR: GOVERNMENT SETS SCIENCE HIGH ON NATIONAL AGENDA



Actioned

British government has set clear mission to ensure the UK is a globally recognised hub for the science industry, one of its key pillars of economic growth KEY

#### **Recent Announcements & Objectives**

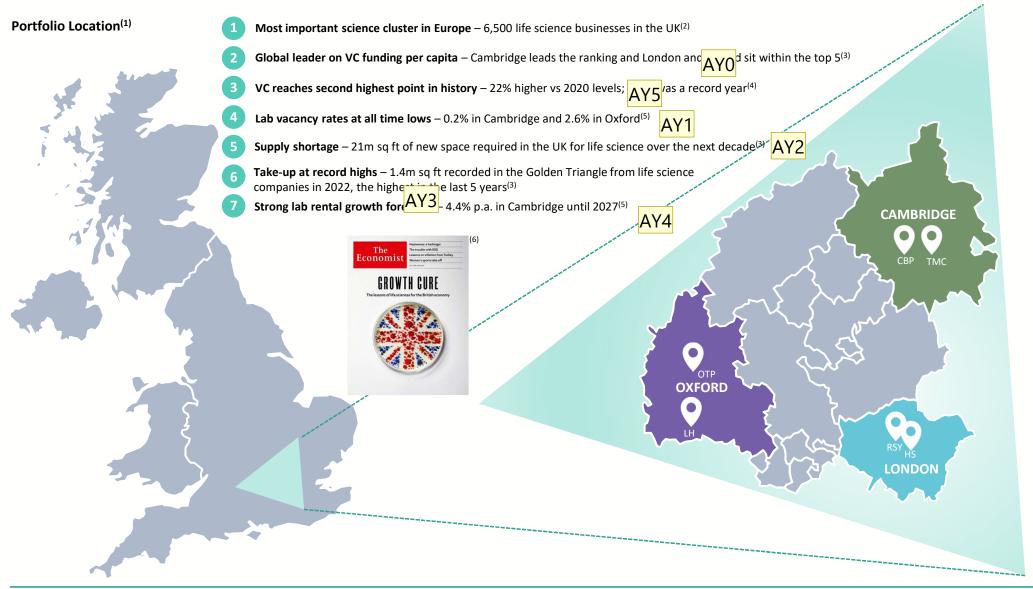
Mar-22 AYO Plans for largest ever R&D budget: £20.0bn by 2024 – 2025 (+30%)	Mar-22 Plans to increase total R&D investment to 2.4% of GDP by 2027	Dec-22 Launch of a £119m fund for AY2 overseas research collaborations
Feb-23 Newly appointed Scienc <mark>AY5</mark> Innovation and Technology Secretary given dedicated seat at the Cabinet	Feb-23 Creation o <mark>AY4</mark> w Department for Science, Innovation and Technology (DSIT)	Jan-23 Proposed Plan B in li <mark>AY3</mark> ,f access to funding through Horizon, the EU's funding programme
Mar-23 Launched a £370mAY6 and Technology Framework to boost investment in innovation	Mar-23 Tax relief offer for companies that spend +40% of total expenditure on R&D	Mar-23 Set up of a fast approval process for the m <mark>AY8</mark> :utting- edge medicines and devices

Slide 9	
AY0	https://www.gov.uk/government/news/government-announces-plans-for-largest-ever-rd-budget Alejandra Yanes, 2023-02-16T10:31:18
AY1	https://www.gov.uk/government/news/government-announces-plans-for-largest-ever-rd-budget Alejandra Yanes, 2023-02-16T10:34:40.613
AY2	https://www.gov.uk/government/news/science-innovation-and-technology-takes-top-seat-at-cabinet-table Alejandra Yanes, 2023-02-16T10:34:59.369
AY3	https://sciencebusiness.net/news/uk-science-minister-seeks-wave-investment-rd-using-horizon-alternatives Alejandra Yanes, 2023-02-16T10:35:38.965
AY4	https://sciencebusiness.net/news/uk-science-minister-seeks-wave-investment-rd-using-horizon-alternatives Alejandra Yanes, 2023-02-16T10:40:30.360
AY5	https://www.gov.uk/government/news/science-innovation-and-technology-takes-top-seat-at-cabinet-table Alejandra Yanes, 2023-02-16T10:47:44.457
AY6	https://www.gov.uk/government/news/plan-to-forge-a-better-britain-through-science-and-technology-unveiled Alejandra Yanes, 2023-02-16T11:07:02.136
AY7	https://www.gov.uk/government/publications/additional-tax-relief-for-research-and-development-intensive-small-and-medium-sized-enterprises Alejandra Yanes, 2023-03-16T18:08:43.749
AY8	https://www.gov.uk/government/news/mhra-to-receive-10m-from-hm-treasury-to-fast-track-patient-access-to-cutting-edge-medical-products Alejandra Yanes, 2023-03-16T18:09:04.187

## UK LIFE SCIENCE SECTOR: 'GENIUS LOCI', OUR PRIORITY

#### All assets strategically located in the UK's Golden Triangle, a life science hotspot which has shown unprecedented strength

SCIEN



#### 10 Note: Past performance is not indicative of future results

(1) HS stands for Lumen House and TMC stands for Rolling Stock Yard; CBP stands for Cambourne Business Park; OTP stands for Oxford Technology Park; LH stands for Lumen House and TMC stands for The Merrifield Centre; (2) UK Government Q4 2022 Research; (3) Savills Q4 2022 Research; (4) Cushman & Wakefield Q4 2022 Research; (5) Bidwells Q4 2022 Research; (6) The Economist July 2022 front cover

#### Slide 10

- AY0 https://www.gov.uk/government/statistics/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-statistics-2021/bioscience-and-health-technology-sector-s
- AY1 Biwells PPT 2022 Market Data PG 9/13 Alejandra Yanes, 2022-09-15T10:17:05.680
- AY2 https://www.egi.co.uk/news/uk-life-sciences-market-to-require-21m-sq-ft-of-space/ Alejandra Yanes, 2022-09-15T10:18:27.248
- AY3 https://www.savills.co.uk/blog/article/339114/commercial-property/what-next-for-the-science-real-estate-market-in-2023-.aspx Alejandra Yanes, 2022-09-15T10:19:51.706
- AY4 Biwells PPT 2022 Market Data PG13/13 Alejandra Yanes, 2022-09-15T10:20:06.974
- AY5 Savills Autumn 2022 Oxford: a global competitor Alejandra Yanes, 2023-02-07T12:19:21.024

March 2023

## **UK LIFE SCIENCE SECTOR:** LAB DEMAND EXCEEDS OFFICES FOR THE FIRST TIME

AY4 Oxford – Cambridge Arc Lab Demand<sup>(1)</sup> YoY Rental Growth<sup>(1)</sup> 1,916 sq ft 2,000k sq ft AY2 £85.0 psf AY3 ≤<10k 10-30k >30k Cambridge Oxford 1,800k sq ft Solid rental 0.6% Ahead of 0.6% £80.0 psf 1.3% growth in 2022 offices for the 1.3% first time 2.0% 1,600k sq ft 25.0% £75.0 psf 1,400k sq ft 3.6% £70.0 psf 1,200k sq ft 3.7% 3.1% £65.0 psf 1,000k sq ft 0.8% 4.4% avg. rental 11.1% growth expected in Cambridge until 2027 800k sq ft £60.0 psf 20.6% 600k sq ft £55.0 psf 400k sq ft £50.0 psf 200k sq ft £45.0 psf

2021A

2022A

2023F

2024F

2025F

2026F

2027F

1.9m sq ft demand in the Oxford – Cambridge Arc, the bighest ever recorded; 10% – 20% YoY rental growth across the Golden Triangle

SCIEN

AY0

2016

2017 2018

2019 2020

2021 2022

2013 2014 2015

2011 2012

Note: Past performance is not indicative of future results 11 (1) Bidwells Q4 2022 Research

#### Slide 11

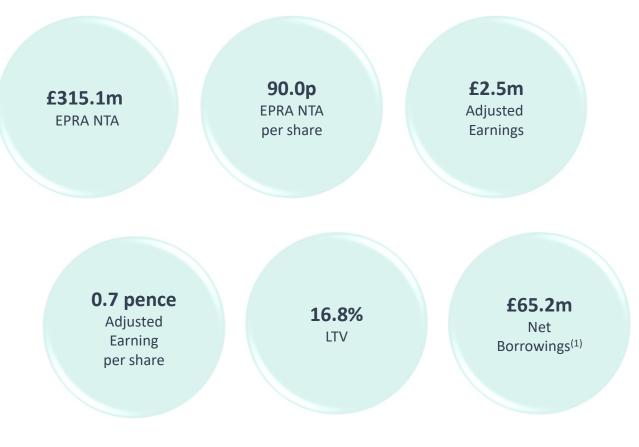
AY0	Bidwells Q4 2022 Cover Email Alejandra Yanes, 2023-02-09T14:18:39.014
AY1	Bidwells Q4 2022 Cover Email Alejandra Yanes, 2023-02-16T11:13:35.803
AY2	Bidwells 2022 Market Data Slides Alejandra Yanes, 2023-02-16T11:14:45.434
AY3	Bidwells Cambridge & Oxford Q4 2022 Report Pg6/7 Alejandra Yanes, 2023-03-10T10:58:23.272
AY4	Cushman & Wakefield Q4 2022 Research PG 4/6 Alejandra Yanes, 2023-03-10T10:58:37.231





# FINANCIAL RESULTS

For the year ended 31 December 2022





## FINANCIAL RESULTS: +£2.8M EARNINGS VS PERIOD ENDED 31 DECEMBER 2021

#### £2.5m adjusted earnings driven by a full year's income of 2021 assets and c. 7 months of income of 2022 assets

		Earnings for the 12 months / six weeks ended	31 December 2022	31 December 2021	YoY Change	
97% of rent collected		Revenue, £m <sup>(1)</sup>	13.1	0.5	12.6	
·	,	Property operating expenses, $fm^{(1,2)}$	(2.2)	<u>-</u>	(2.2)	Property operating expenses primarily reflect void costs
		Net rental income, £m	10.9	0.5	10.4	
		Investment advisor fee, £m	(3.8)	(0.5)	(3.3)	
		Other administration expenses, £m	(1.8)	(0.3)	(1.5)	
Finance costs		Adjusted EBITDA, £m	5.3	(0.3)	5.6	
reflect the new HSBC facility plus		Net finance income / (costs), £m	(2.7)	-	(2.7)	
debt acquired as part of OTP		Tax, £m	(0.1)	-	(0.1)	
		Adjusted earnings, £m	2.5	(0.3)	2.8	Full year of trading in 2022
						L/
		Adjusted EPS, pence	0.7	(0.1)	0.8	
		Dividend per share, pence <sup>(3)</sup>	4.0	-	4.0	
		Ongoing charges ratio, %	1.6	0.7	0.9	

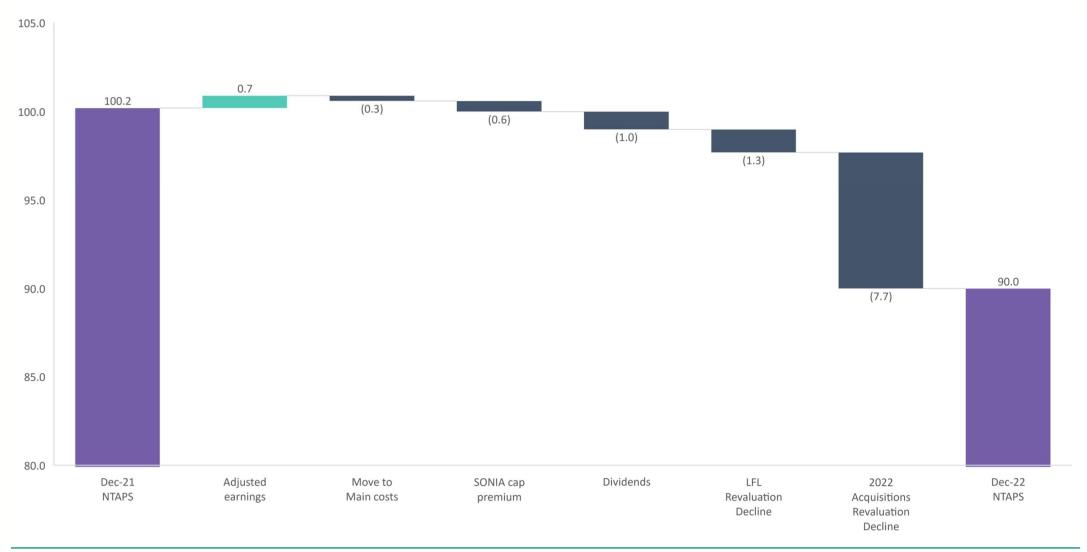
13 Note: Past performance is not indicative of future results

(1) Excludes gross up of service charge income and costs of £2.6m; (2) Property operating expenses primarily reflect void costs, with remainder c.£0.7m of bad debt; (3) Declared and/or paid

## FINANCIAL RESULTS: 10.2 PENCE REDUCTION IN NTAPS

£315.1m NTA / 90.0p NTA per share as at 31 December 2022

#### Movement in NTA per share





## FINANCIAL RESULTS: £138.2M LIQUIDITY AS AT YEAR END; £73.6M PROFORMA

#### £110.8m debt drawn and acquired during 2022 resulting in LTV of 16.8%; Fairfield facility repaid post YE

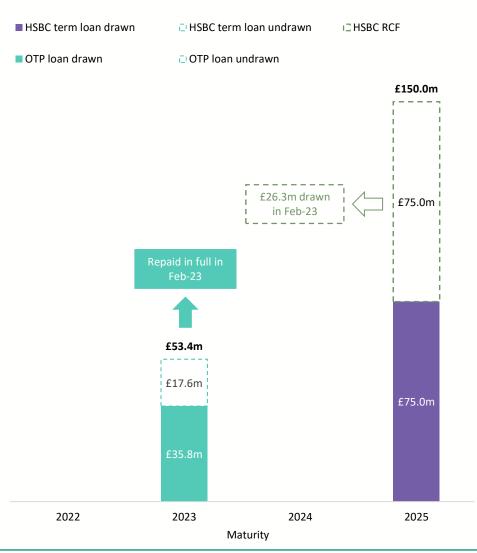
#### **Key Financing & Liquidity Figures**

Liquidity£138.2m166.0Loan to value16.8%n/aGross loan to value28.6%n/aICR look back119.0%n/aDebt maturity1.8 yrsn/a		31-Dec-22	31-Dec-21
Loan to value16.8%n/aGross loan to value28.6%n/aICR look back119.0%n/aDebt maturity1.8 yrsn/a	Net cash/(borrowings) <sup>(1)</sup>	(£65.2m)	£166.0m
Gross loan to value28.6%n/aICR look back119.0%n/aDebt maturity1.8 yrsn/a	Liquidity	£138.2m	166.0
ICR look back119.0%n/aDebt maturity1.8 yrsn/a	Loan to value	16.8%	n/a
Debt maturity 1.8 yrs n/a	Gross loan to value	28.6%	n/a
	ICR look back	119.0%	n/a
WAIR 4.0% n/a	Debt maturity	1.8 yrs	n/a
	WAIR	4.0%	n/a
SONIA hedging 94.1% n/a	SONIA hedging	94.1%	n/a

#### Proforma Position post Q1 2023 Refinancing

	£m
Cash	45.6
Fairfield debt undrawn <sup>(3)</sup>	17.6
HSBC RCF undrawn <sup>(2)</sup>	75.0
Liquidity at 31 December 2022	138.2
Fairfield facility cancelled <sup>(4)</sup>	(54.1)
Second interim dividend	(10.5)
Proforma liquidity	73.6
Proforma gross loan to value	26.1%
Proforma SONIA hedging (until Jun-23)	+104.3%

#### Debt Maturity Profile as at 31 December 2022



Note: Past performance is not indicative of future results

15 (1) Excludes unamortised fees asset of £1.2m; (2) HSBC £150m facility is split £75m term loan, £75m RCF. Interest is charged at 225 basis points above SONIA. Commitment fees on undrawn funds 45% of 2.25%; (3) OTP development (Fairfield facility); total available to draw £53.4m. Interest is charged at 712 basis points above SONIA. Commitment fees are added to loan creditor instead of paid in cash; (4) £53.4m facility plus exit and other fees of £0.7m





## PORTFOLIO REVIEW

Resilient real estate and solid strategy

**8.7%** Inbuilt Reversion<sup>(1)</sup> +90.1% Rental Upside from Existing Portfolio

Acquire Life Science Hubs in Key Locations

Reposition and Letting of Vacant Space to Life Science Uses Active Management to Improve Hubs incl. Amenities Leads to Increased Rental Tones and Capital Values

## PORTFOLIO REVIEW: SIGNIFICANT SUSTAINABILITY ACHIEVEMENTS IN 2022



#### Goals include reducing our impact on the environment and giving occupiers the best environment in which to thrive

#### 🛨 2023 Priority

#### **Environment**

#### 2022 Highlights

- Data collection and publication
- EPRA energy disclosures set up
- 247.1 tonnes CO2e GHG emissions
- 155.0 MWh of electricity from PV panels
- 100% waste diverted from landfill
- BREEAM Excellent certificates achieved
- EPC ratings significantly improved

#### Goals

- **T** Establish carbon targets and timeframe
- Achieve BREEAM & EPC certifications
- Biodiversity strategy on all projects
- Ensure water efficiency

### onment

#### Social

#### 2022 Highlights

- Stakeholder engagement with our occupiers and the Board
- Sponsored Cambourne's 10km run
- Provision made for local charity donation
- Conducted a local needs analysis for CBP

#### Goals

- Provide healthy buildings (Fitwel criteria)
- Engage occupiers on the journey to net zero carbon and a healthy workforce
- Support local charitable organisations
- Provide space for collaboration
- Encourage active travel and provide cyclist facilities



#### Governance

#### 2022 Highlights

- Implemented a robust, fully functioning governance arm
- Established a Sustainability Committee
- Achieved an EPRA BPR Gold 2022 Award
- Undertaken a climate scenario analysis
- Integrated climate related risks into the risk framework

#### Goals

- Oversight of ESG risks and opportunities
- Formalise sustainability governance
- Climate change mitigation
- Communicate via transparent disclosure and participate in benchmarks and indices

#### 2022 EPRA BPR Gold Award



17 Note: Past performance is not indicative of future results (1) Based on area

## 65% LFL increase in EPCs A-C since Dec-21<sup>(1)</sup>



## PORTFOLIO REVIEW: A GROWING PORTFOLIO



#### Portfolio can be broken down into two buckets: Investments and Developments

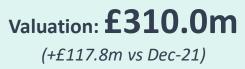
Overview as at 31 December 2022

## Investments

Built (vs. Dec-21)

- 13 buildings (+4)
- 488,700 sq ft (+171,300 sq ft)
- £13.8m rent (+£4.5m)
- 82.0% occupied by 23 tenants (+1.0%)
- 6.2 yrs WAULT to expiry (-0.3 yrs)





## **Developments**

#### **Development Property**

- Buildings 4a, 4b and 5 onsite
- 125,900 sq ft
- PC in 2023
- (£1.6m) of rent pre-let or with terms agreed
- +60.0% of area with terms agreed

#### Land

- Buildings 6 11<sup>(1)</sup>
- Building 6 & 7 started onsite late Q3 2022
- 262,200 sq ft
- PC in 2024
- £5.2m future development ERV



Valuation: £41.2m



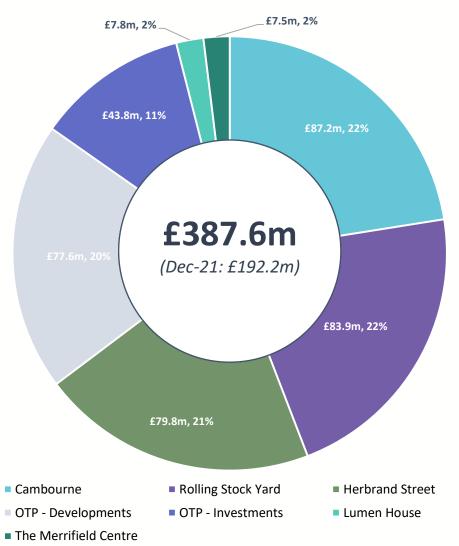
Valuation: £35.0m

18 Note: Past performance is not indicative of future results (1) Buildings 6 and 7 considered development property as at 27 March 2023 as construction is sufficiently progressed and they are due to PC later in the year

## PORTFOLIO REVIEW: +4.7% LFL ERV GROWTH YEAR ON YEAR

### LIFE SCIENCE REIT

#### LFL ERV growth driven by lab conversion projects at Rolling Stock Yard and refurb initiatives at The Merrifield Centre



#### Asset Split by Valuation as at 31 December 2022

	Dec-22	Dec-21	Change
ERV <sup>(1)</sup>	£17.2m	£10.1m	+70.5%
LFL ERV	£10.6m	£10.1m	+4.7%
NIY	4.2%	4.6%	-46bps
NRY <sup>(1)</sup>	4.8%	5.0%	-23bps

## **PORTFOLIO REVIEW:** LIFE SCIENCE EXPOSURE INCREASING OVER TIME

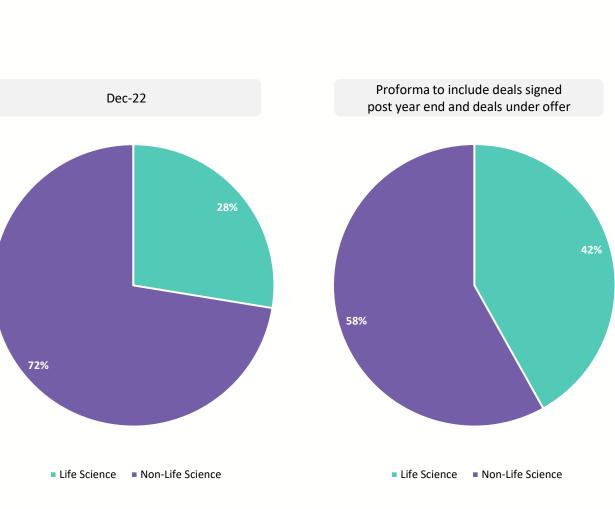
fm n r



#### Life science exposure to increase from 28% of contracted rent at year end to 42% as lettings under offer complete

#### Life Science Exposure by Contracted Rent

	£m p.a.
Gyroscope Therapeutics	1.5
Carl Zeiss	1.0
The Native Antigen Company	0.5
Pacific Biosciences	0.5
Nanna Therapeutics	0.3
Subtotal - Existing Occupiers	3.8
% of Total (Contracted Rent: £13.8m)	28%
Williams Advanced Engineering	1.1
Syncona-owned business	0.8
Arcturis Data	0.2
Oxford Ionics	0.1
Subtotal - Post YE	2.2
% of Total (Contracted Rent: £15.9m)	37%
Deals Under Offer	1.2
Subtotal - HoTs Agreed	1.2
% of Total (Contracted Rent: £17.2m)	42%
Total	7.2



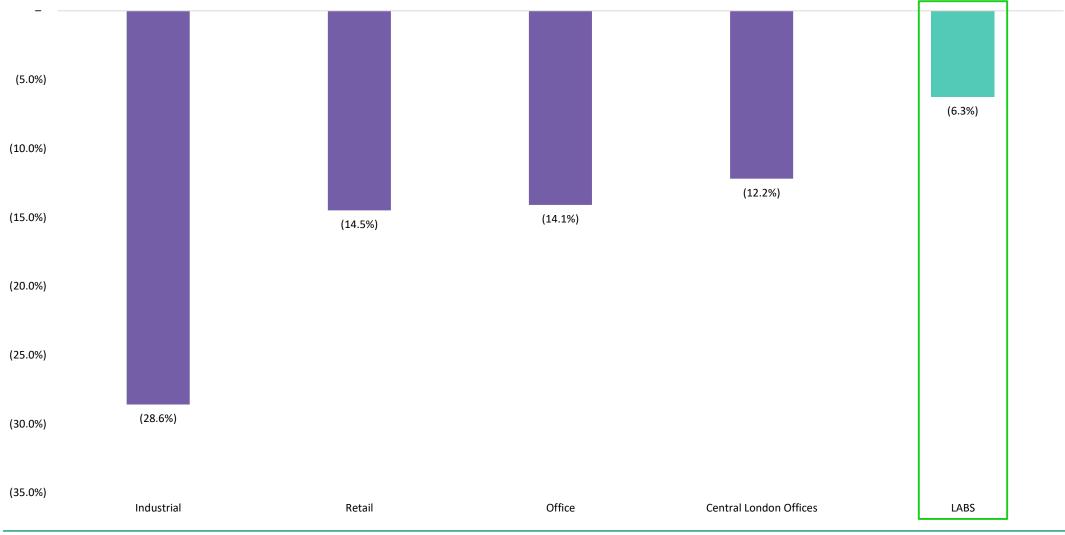
20 Note: Past performance is not indicative of future results

## PORTFOLIO REVIEW: H2 2022 VALUATIONS OUTPERFORMING OTHER SECTORS



#### 6.3% H2 2022 absolute decline in valuation, significantly less than industrials, retail or offices

H2 2022 Absolute Movement in Valuations<sup>(1)</sup>



21 Note: Past performance is not indicative of future results (1) CBRE Monthly Index Q4 2022 Intelligence

## PORTFOLIO REVIEW: ROLLING STOCK YARD

### LIFE SCIENCE REIT

#### Gyroscope (a Novartis company), PacBio, and a Syncona group company all under the same roof in London's Knowledge Quarter

#### Office to Lab Conversion



#### **Reception Refurb: The Co-lab**



## ERV: £65.0 psf

- 1<sup>st</sup> & 2<sup>nd</sup> floors vacant
- Office space with Dec-22 ERV of £65.0 psf
- To be repurposed to fully fitted labs



- Refurb of 1<sup>st</sup> & 2<sup>nd</sup> floors to fully fitted labs
- PC expected in Q1 2023
- Total project cost of £1.9m (£155.3 psf)



- 1<sup>st</sup> floor speculatively being fitted out
- 2<sup>nd</sup> floor pre-let prior to start on site
  - Pre-let to a Syncona group company

- Note: Past performance is not indicative of future results
- 22

## **PORTFOLIO REVIEW:** OXFORD TECHNOLOGY PARK

### LIFE SCIENCE REIT

Estimated

#### Any configuration of office, labs, R&D and production space is possible, supported by necessary ancillary and storage space

#### Masterplan as at 27 March 2023

1 1 2 1 1 2 1 1 2 1 1 2 2 1 1 0 0 4 1 1 2 2 1 0 0 4 4 1 1 2 2 1 0 0 4 4 1 2 2 2 1 0 0 4 4 4 1 2 2 2 1 0 0 4 4 4 1 2 2 4 4 4 1 2 2 4 4 4 1 2 2 4 4 4 1 2 2 4 4 4 1 2 2 4 4 5 1 0 0 0 4 4 1 2 2 3 5 1 0 0 0 4 4 1 2 2 3 5 1 0 0 0 4 4 1 2 2 3 5 1 0 0 0 4 4 1 2 2 3 5 1 0 0 0 4 4 1 2 2 3 5 1 0 0 0 4 4 1 2 2 3 7 7 7 7 7 7 7 7 7 7 7 7 7		Building	% Let <sup>(1)</sup>	РС
9       100.0%       H2 2021         3       100.0%       H1 2023         4a       n/a       H1 2023         4b       n/a       H1 2023         5       100.0%(2)       H1 2023         6       n/a       H1 2023         6       n/a       H2 2023         8       n/a       H1 2023         9       n/a       H2 2023         10       n/a       H2 2024         11       n/a       H2 2024		and the second s	66.8%	
3       100.0%       H1 2023         4a       n/a       H1 2023         4b       n/a       H1 2023         5       100.0%(2)       H1 2023         6       n/a       H2 2023         7       n/a       H2 2023         7       n/a       H2 2023         8       n/a       H1 2023         9       n/a       H2 2023         10       n/a       H1 2024         9       n/a       H2 2023         10       n/a       H1 2024         9       n/a       H2 2023         10       n/a       H1 2024         11       n/a       H2 2024	Land 8	2	100.0%	H2 2021
(a)       (b)       (c)         (c)       (c)       (		3	100.0%	H1 2022
(a)       (b)       (c)         (c)       (c)       (		4a	n/a	H1 2023
5 100.0% <sup>(2)</sup> H1 2023 6 n/a H2 2023 7 n/a H2 2023 8 n/a H1 2024 9 n/a H2 2023 10 n/a H1 2024 11 n/a H2 2023 10 n/a H1 2024 11 n/a H2 2023		4b	n/a	H1 2023
(a)         (b)         (c)         (c) <td></td> <td>5</td> <td>100.0%(2)</td> <td>H1 2023</td>		5	100.0%(2)	H1 2023
A NUNCED ENGINEERING A A A A A A A A A A A A A		6	n/a	H2 2023
9 n/a H2 2023 10 n/a H1 2024 11 n/a H2 2024		7	n/a	H2 2023
ADVANCED ENGINEERING Native Antigen 10 n/a H1 2024 11 n/a H2 2024 10 n/a H2 2024		8	n/a	H1 2024
DVANCED ENGINEERING NativeAntigen Overviewed	WILLIAMS	9	n/a	H2 2023
NativeAntigen		10	n/a	H1 2024
NativeAntigen		11	n/a	H2 2024
	Completed			ALL
	Native Antigen		200	
				1000
			AND -	Stores.
		Charles Charles and		the second s
		There and the second	the state	and the second second
		Premier Inn	1- 1-	
		Nill	-	2
WILLIAMS Advanced Engineering	WILLIAMS		1 the	52
		Person March	- Chilling	2-0-00
Arcturis Auxiliary taglis				Carlo -
		205 55	All and and	- K





oxfordtechnologypark.com

23 Note: Past performance is not indicative of future results (1) Includes lettings commenced and announced to date in 2023 as well as tenants that are currently in occupation; (2) Pre-let

## **PORTFOLIO REVIEW:** OXFORD TECHNOLOGY PARK (CONT'D)



Newly built campus coming to life and expected to reach PC in 2024











## PORTFOLIO REVIEW: CAMBOURNE BUSINESS PARK

LIFE SCIENCE REIT

#### Transforming Cambourne Business Park into a modern Science and Technology Campus

#### Masterplan



## **PORTFOLIO REVIEW:** +90% REVERSIONARY POTENTIAL

Rental upside to be captured through rent reviews, lease up of vacant space and development pipeline

Passing Rent to ERV Bridge as at 31 December 2022<sup>(1)</sup> £5.2m £25.1m +90.1% OTP (Buildings 6 - 11)£2.7m OTP (Buildings 8.7% Inbuilt £3.1m 4 & 5) Reversion RSY, CBP & OTP £1.1m £13.8m £0.5m £13.2m (£0.8m) £11.0m to be delivered in the next 24 months ERV - Vacant Space<sup>(2)</sup> ERV - Onsite Dev'ts<sup>(3)</sup> ERV - Future Dev't<sup>(3)</sup> Passing Rent **Rent Free Contracted Rent Rental Guarantees** Inbuilt Reversion Target ERV

SCIEN

26 Note: Past performance is not indicative of future results

(1) HS = HS stands for Herbrand Street; RSY stands for Rolling Stock Yard; CBP stands for Cambourne Business Park; OTP stands for Oxford Technology Park; LH stands for Lumen House; (2) Assuming 82.0% occupancy; (3) Based on CBRE's ERVs





# **CONCLUDING REMARKS**

#### **Strong Life Science Sector**

- Countercyclical to consumer trends
- Demand / supply imbalance
- Increasing government expenditure
- Increasing VC funding
- Positive outlook with take-up forecast to exceed pipeline

#### LABS is Well Positioned

- High-quality well-located portfolio
- Attractive pipeline of assets
- Team's experience & industry contacts
- H2 2022 valuations resilient
- +90.1% reversionary potential
- 104.3% of SONIA debt hedged<sup>(1)</sup>
- Sustainability strategy developed
- Continue to roll out asset management strategies and driving up rental income



## LIFE SCIENCE REIT

## APPENDICES

- 6.1 Management Agreements and Arrangements
- 6.2 UK Life Science Sector
- 6.3 Financial Results
- 6.4 Portfolio Review
- 6.5 Life Science REIT plc Board of Directors
- 6.6 Ironstone Asset Management Ltd. Investment Advisor
- 6.7 Life Science REIT plc History

## **APPENDIX 6.1:** MANAGEMENT AGREEMENT AND ARRANGEMENTS

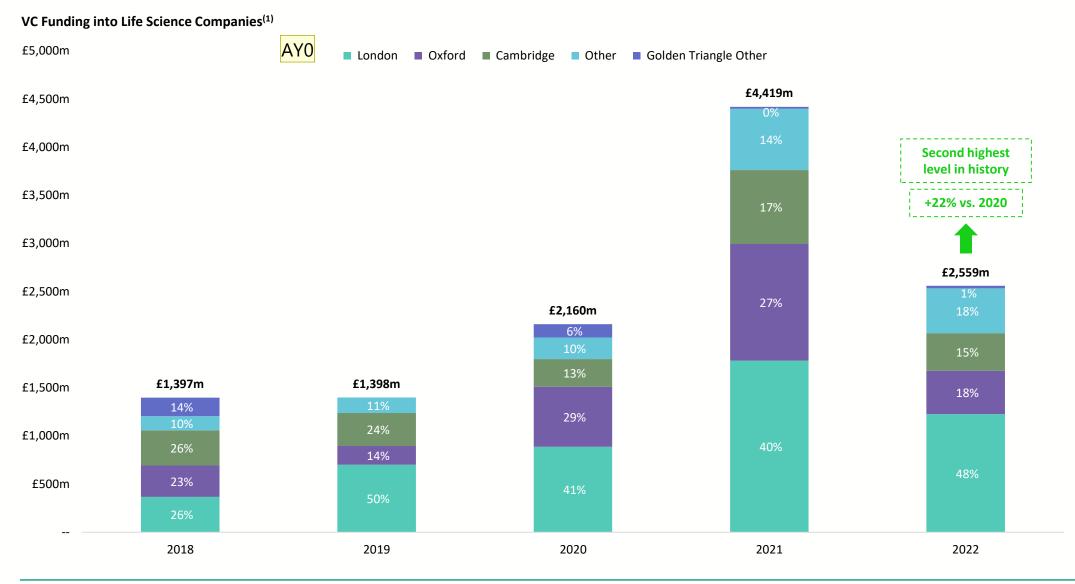


Investment Advisor	Ironstone Asset Management Ltd.
Fees	1.1% of NAV up to £500m; 0.9% of NAV between £500m - £1bn; 0.75% of NAV over £1bn. No performance fee or acquisition fee
Term	24 months' notice post four year anniversary of the date of admission
Board of Directors	Claire Boyle, Dr Sally Ann Forsyth OBE, Mike Taylor, Richard Howell
Listing	Investment company listing on the Main Market of the London Stock Exchange
Tax Status	UK REIT regime
AIFM	G10 Capital Ltd.
Strategy	Invest in a diversified portfolio of UK properties that are leased or intended to be leased to tenants operating in the life science sector
Target Total Accounting Return	+10% (Dividends plus NAV growth)
Target Dividend	REIT policy to distribute at least 90% of property income
Dividend Frequency	Half-yearly
ΝΤΑ	EPRA NTA £315.1m or 90.0p per share as of 31 December 2022
Borrowings	£110.8m gross debt drawn at 31 December 2022. £150m debt facility with HSBC, comprising a £75m three-year term loan and a £75m RCF (225 bps over SONIA) and a £53.4m debt facility with Fairfield (712 bps over SONIA)
LTV	16.8% as at 31 December 2022
Target LTV	30.0% - 40.0%
Market Capitalisation	£212.8m as at 24 March 2023

## **APPENDIX 6.2:** VC FUNDING REACHES SECOND HIGHEST POINT IN HISTORY



#### Funding was down on 2021's figure, ultimately attributed to a weaker public market and to the fact that 2021 was a record year



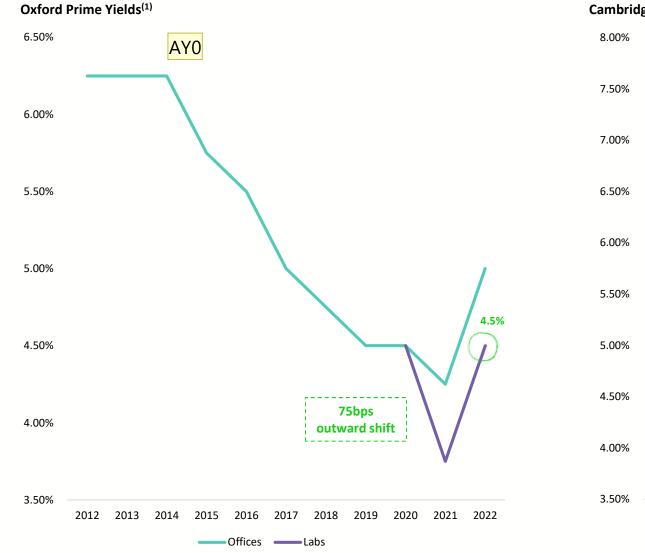
Slide 30

#### AYO Cushman & Wakefield Q4 2022 Research PG 5/6 Alejandra Yanes, 2023-02-09T13:49:29.378

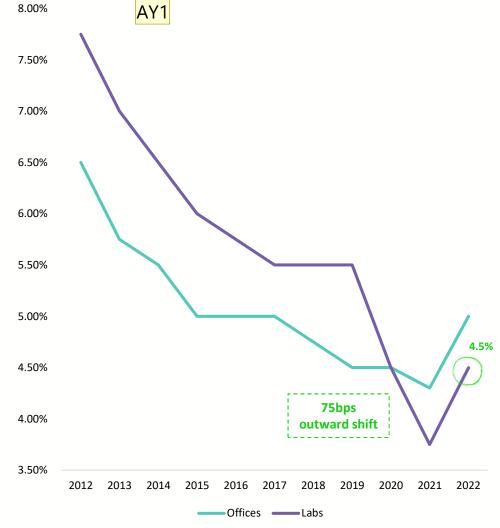
# APPENDIX 6.2: YIELDS EXPERIENCING AN OUTWARD SHIFT



## Lab and office yields experienced an outward shift to 4.5% and 5.0% respectively following the increase in interest rates



#### Cambridge Prime Yields (1)



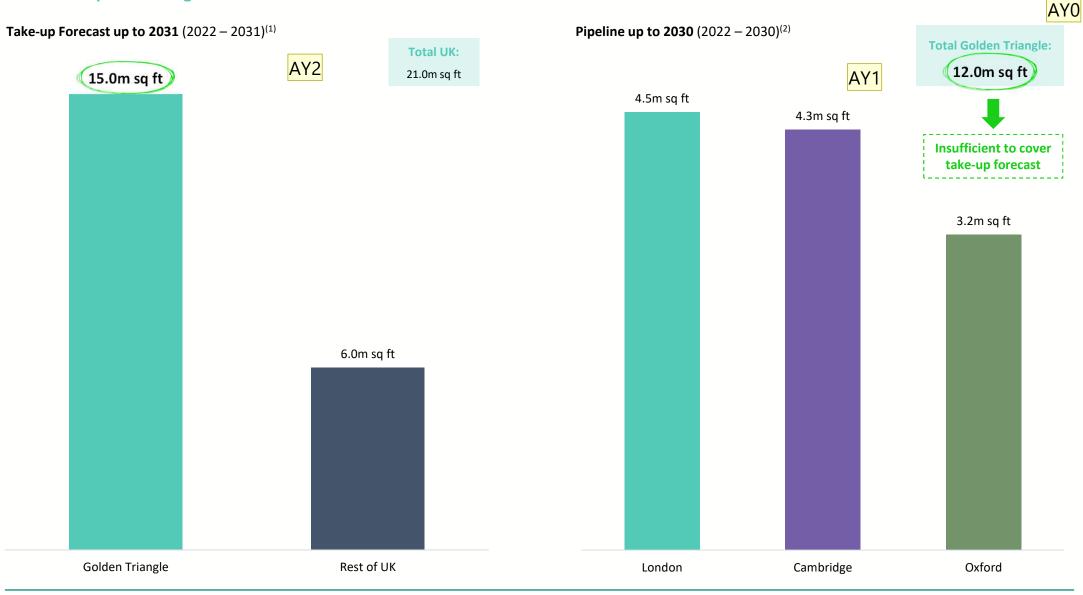
<sup>31</sup> Note: Past performance is not indicative of future results (1) Bidwells Q4 2022 Research

Slide 31

- AYO Bidwells Oxford Q4 2022 Report Pg6/7 Alejandra Yanes, 2023-02-09T14:17:41.500
- AY1 Bidwells Cambridge Q4 2022 Report Pg6/7 Alejandra Yanes, 2023-02-09T14:18:00.679

# **APPENDIX 6.2:** TAKE-UP IN THE NEXT 10 YEARS EXPECTED TO EXCEED PIPELINE

## £15bn of capital looking for a home in UK life sciences real estate



LIFF

SCIENC

32 Note: Past performance is not indicative of future results (1) Savills Q2 2022 Research; (2) JLL Q4 2022 Intelligence

#### Slide 32

AY0	£15B Chasing UK Life Sciences As Sector Poised For A Record Year PDF Alejandra Yanes, 2023-02-07T11:48:12.653
AY1	JLL Emails

Alejandra Yanes, 2023-02-07T11:48:35.193

AY2 Savills - UK Science RE Occupier Perspective (May 22) PG35/54 Alejandra Yanes, 2023-02-07T11:48:49.273

# **APPENDIX 6.3:** EPRA PERFORMANCE MEASURES



12 months/weeks ended	31 December 2022	31 December 2021
EPRA earnings, £m	1.5	(0.3)
EPRA EPS. pence	0.4	(0.1)
EPRA cost ratio (incl. void costs), %	66.3	163.5
EPRA cost ratio (excl. void costs), %	57.8	163.5

As at	31 December 2022	31 December 2021
EPRA NDV per share, pence	91.3	100.2
EPRA NRV per share, pence	95.9	103.9
EPRA NTA per share, pence	90.0	100.2
EPRA NIY, %	3.4	4.4
EPRA 'topped-up' NIY, %	3.6	4.5
EPRA vacancy rate, %	18.0	19.1
EPRA loan to value, %	18.9	n/a

See unaudited supplementary notes in the group annual report for full calculation of these metrics

## **APPENDIX 6.3:** BALANCE SHEET

## 16.8% LTV following new debt and debt acquired in year, target remains 30% - 40%

Balance sheet as at	31 December 2022	<b>31 December 2021</b>	YOY Change
Investment properties, £m	387.6	192.2	195.4
Net cash/(borrowings), £m	(65.2)	166.0	(231.2)
Other net liabilities, £m	(2.9)	(7.6)	4.7
IFRS NAV, £m	319.5	350.6	(31.1)
EPRA NTA adjustments, £m	(4.3)	-	(4.3)
EPRA NTA, £m	315.1	350.6	(35.5)
Number of shares, million	350.0	350.0	-
EPRA NTA per share, pence	90.0	100.2	(10.2)
Loan-to-value ratio	16.8%	n/a	16.8%
Dividends per share <sup>(1)</sup>	4.0% yield	n/a	-
Total accounting return	(9.1%)	n/a	(9.1%)

Note: Past performance is not indicative of future results

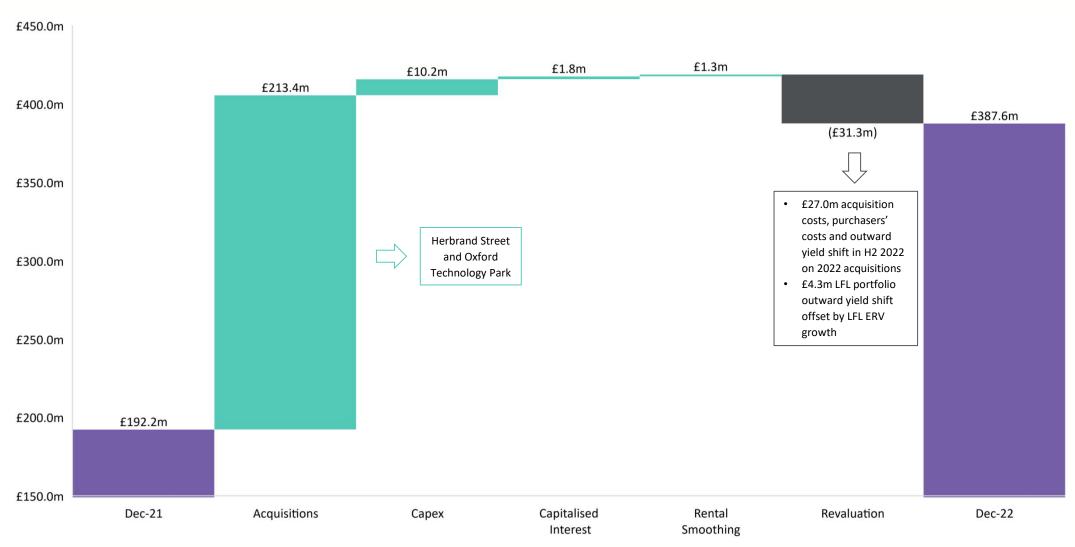
(1) Paid or declared dividends totalling 4.0 pence per share in respect of the period from Admission to 31 December 2022, meeting our IPO target



# **APPENDIX 6.3:** +£195.4M MOVEMENT IN VALUATIONS



The increase in valuations was driven by acquisitions and ongoing development and was partially offset by revaluation losses of £31.3n



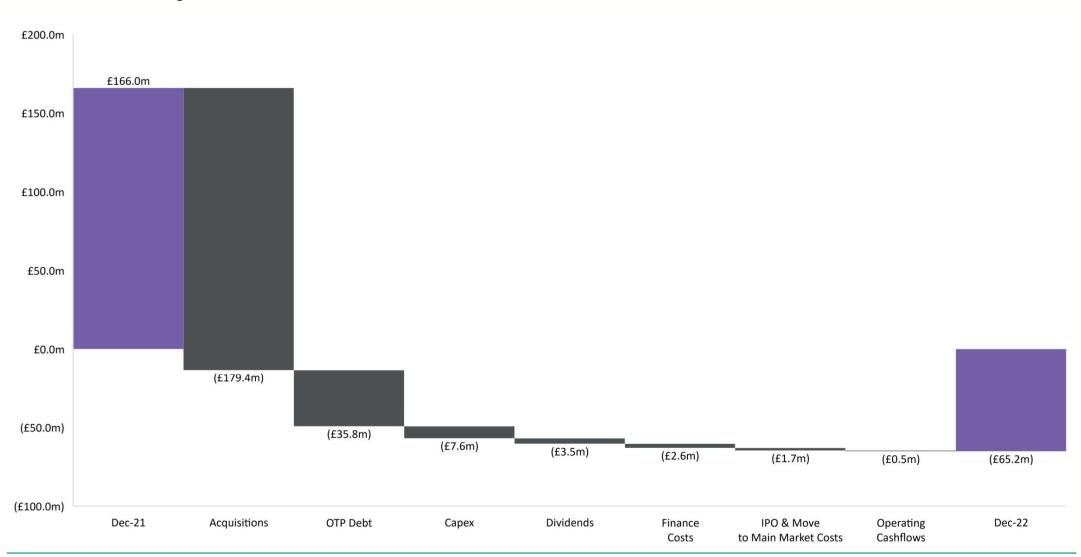
#### Movement in Valuations vs. Dec-21

**Movement in Net Borrowings** 

# APPENDIX 6.3: ACQUISITIONS DRIVING INCREASE IN NET BORROWINGS



## Remaining IPO proceeds and debt drawn in year utilised to fund acquisitions & drive asset management strategy



# **APPENDIX 6.4:** STRONG OCCUPANCY DESPITE REPOSITIONING AND DEV'T

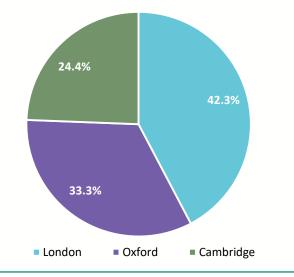


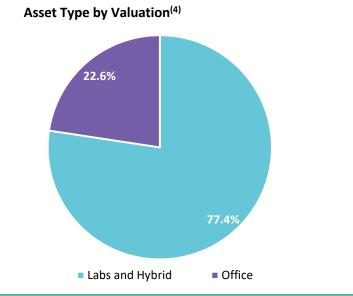
## Construction activity progressed smoothly; two pre-lets signed months ahead of PC

#### **Overview as at 31 December 2022**

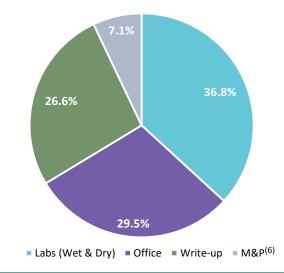
	Val	uation	Area	Occupancy	WAULT to Break	WAULT to Expiry	Contra	cted Rent	NIY	NRY
Asset	£m	£ per sq ft	sq ft	%	Years	Years	£m p.a.	£ per sq ft	%	%
Cambourne Business Park	87.2	376	231,700 <sup>(1)</sup>	80.1%	2.1	5.5	4.1	22.1	4.4%	5.8%
Rolling Stock Yard	83.9	1,558	53,900	66.7%	3.5	6.5	3.5	65.5	3.9%	4.6%
Herbrand Street	79.8	1,163	68,600 <sup>(1)</sup>	100.0%		3.8	4.0	58.5	4.7%	5.0%
Oxford Technology Park	43.8	420	104,300(2)	72.5%	14.1	15.3	1.4	17.9	3.0%	5.1%
Lumen House	7.8	446	17,600	100.0%		0.4	0.4	24.5	5.1%	7.0%
The Merrifield Centre	7.5	595	12,600	100.0%	4.0	9.0	0.3	23.1	3.6%	5.5%
Investment Assets	310.0	634	488,700	82.0%	4.5	6.2	(13.8)	33.1	4.2%	5.2%
Oxford Technology Park - Developments	77.6	200	388,100							4.8% <sup>(3)</sup>
Developments	77.6	200	388,100							4.8%
Total / Average	387.6	442	876,800	82.0%	4.5	6.2	13.8	33.1	4.2%	4.8%

#### Asset Location by Valuation









Note: Past performance is not indicative of future results

(1) Restated in line with measured survey; (2) Restated for latest available information; (3) Excludes development land; (4) Includes full OTP scheme; (5) 25% of portfolio area (incl. vacant space) currently let out to life science occupiers; (6) Manufacturing and Prototyping

# APPENDIX 6.4: NON-LIFE SCIENCE EXPOSURE POSITIVELY REDUCED



**NEW** 

### 5 of the top 10 occupiers are now life science companies; tenant base to continue to transition over the next 12 months

#### Top Ten Occupiers as at 31 December 2022

#	Name	Asset <sup>(1)</sup>	Rent p.a. (£m)	% of Total
1	Thought Machine	HS	4.0	29%
2	Gyroscope	RSY	1.5	11%
3	Carl Zeiss	СВР	1.0	7%
4	Xero (UK)	RSY	0.7	5%
5	Regus	СВР	0.7	5%
6	MTK Wireless	СВР	0.7	5%
7	Premier Inn	OTP	0.7	5%
8	The Native Antigen Company	OTP	0.5	4%
9	Pacific Biosciences	RSY	0.5	3%
10	Janet	LH	0.4	3%
Subtotal – Top Ten			10.7	78%
Remaining <sup>(2)</sup>			3.1	22%
Fotal			13.8	100%

#### Pro Forma Top Ten Occupiers post YE<sup>(3)</sup> as at 27 March 2023

#	Name	Asset <sup>(1)</sup>	Rent p.a. (£m)	% of Total
1	Thought Machine	HS	4.0	25%
2	Gyroscope Therapeutics	RSY	1.5	10%
3	Williams Advanced Engineering	OTP	1.1	7%
4	Carl Zeiss	СВР	1.0	6%
5	Syncona-owned business	RSY	0.8	5%
6	Xero (UK)	RSY	0.7	4%
7	Regus	СВР	0.7	4%
8	MTK Wireless	СВР	0.7	4%
9	Premier Inn	OTP	0.7	4%
10	The Native Antigen Company	OTP	0.5	3%
Subtotal – Top Ten			11.7	73%
Remaining <sup>(2)</sup>			4.3	27%
Total			15.9	100%

38 Note: Past performance is not indicative of future results

(1) HS = HS stands for Herbrand Street; RSY stands for Rolling Stock Yard; CBP stands for Cambourne Business Park; OTP stands for Oxford Technology Park; LH stands for Lumen House; (2) Includes rental guarantees at Rolling Stock Yard provided by the vendor; (3) Includes agreements for lease

March 2023

## **APPENDIX 6.5:** LIFE SCIENCE REIT PLC BOARD OF DIRECTORS





## **Claire Boyle**

#### Chair and Non-Executive Director

Appointed as a Director of the Company on 14 October 2021

Claire is a NED and chair of the audit committee of Fidelity Special Values and Aberdeen Japan Investment Trust and a NED of The Monks Investment Trust

Over 20 years' experience working in financial services and investment management, having qualified as a chartered accountant with Coopers and Lybrand

Claire has a degree in Natural Sciences from Durham University



#### **Richard Howell**

Audit and Risk Committee Chair and Senior Independent Non-Executive Director

Appointed as a Director of the Company on 3 May 2022

Richard is CFO of Primary Health Properties plc, the FTSE-250 REIT and leading investor in flexible, modern primary healthcare accommodation across the UK and Ireland

Over 20 years' of commercial property experience within the listed property sector

Richard is a qualified accountant and has a degree in Accounting and Finance from Kingston University



## **Dr Sally Ann Forsyth OBE**

#### Non-Executive Director

Appointed as a Director of the Company on 14 October 2021

Sally Ann is CEO of the Stevenage Bioscience Catalyst and is a pioneer of the Life Science real estate industry with over 16 years of experience delivering outstanding science parks

Sally Ann has a PhD in molecular biology from the University of Cambridge, a certificate in Real Estate Economics and Finance from LSE and is a qualified management accountant (CGMA)

She was awarded an OBE for services to Business and Science in 2021



## **Mike Taylor**

Management Engagement Committee and Remuneration Committee Chair and Non-Executive Director

Appointed as a Director of the Company on 14 October 2021

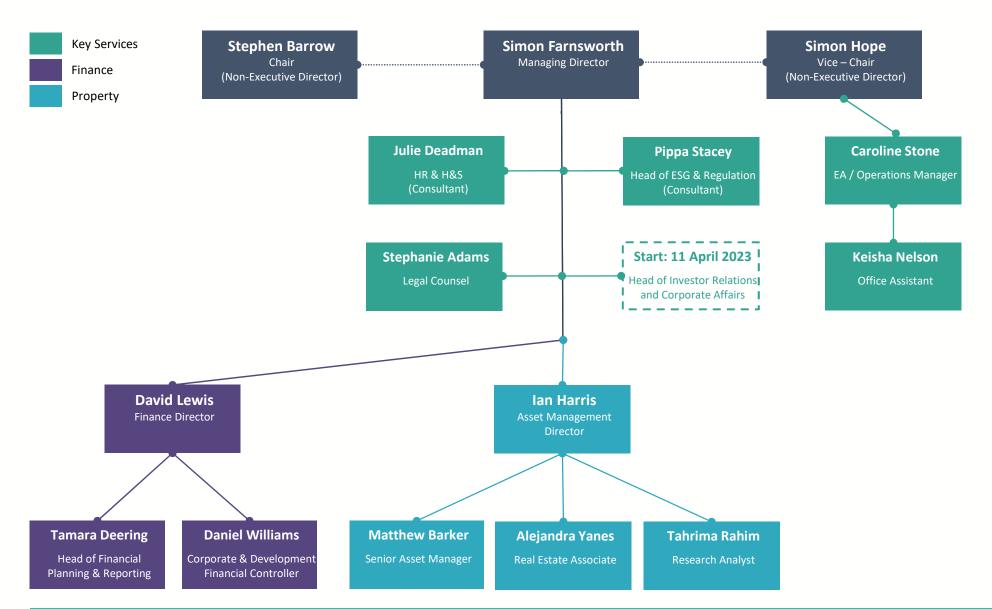
Mike is a Commercial Director for the British Heart Foundation (the "BHF"), where he is responsible for their commercial revenues across 720 retail outlets, online channels and commercial health ventures, with annual revenues of over £200m. The BHF funds Life Science research into heart and circulatory diseases

Mike has a degree in Economics from the University of East Anglia

#### March 2023

# **APPENDIX 6.6:** IRONSTONE ASSET MANAGEMENT LTD. INVESTMENT ADVISOR





# APPENDIX 6.7: LIFE SCIENCE REIT PLC HISTORY

**Timeline of Key Events** 

