

West End Of London Property Unit Trust

INVESTMENT POLICY AND OBJECTIVES

WELPUT ('the Trust') is a closed-ended Jersey property unit trust, specialising in office property in Central London, and focusing on large, multi-let buildings. It invests strategically within the West End and wider central London sub-markets, pursuing a policy of active management, including refurbishment and development, and uses gearing to enhance unitholder returns and diversify portfolio exposure. WELPUT's performance objective is an IRR of 8%

INVESTOR CONSTITUENCY

Pension funds, charities, insurance companies, other corporate and institutional investors are eligible to invest.

Fund details	
Type of fund	Unauthorised property unit trust
Residence	Jersey
Launch date	12 July 2001
Open/closed-ended	Closed ended
Earliest date of winding up	Initial 8 year term from 17 January 2020. Rolling options for 5 year extension. Vote to extend in 6th year
Year-end	30 September
NAV (GBPm)	706.2

Source: GreenOak Real Estate Advisors (Jersey) Limited

Management/professional advisors	
Manager	GreenOak Real Estate Advisors (Jersey) Limited
Property & Investment Advisor	BentallGreenOak
Portfolio manager	Ker Gilchrist
Trustees	BNP Paribas Securities Services Trust Company (Jersey) Limited BNP Paribas Securities Services Trust Company Limited
Auditors	PricewaterhouseCoopers LLP

Source: GreenOak Real Estate Advisors (Jersey) Limited

	West End Of London Property Unit Trust	MSCI/AREF UK Quarterly Property Fund Index		
		Other Balanced Funds	All balanced funds	All funds
3 months	-2.3	0.2	0.2	-0.2
Year-to-date	-3.3	-3.1	-3.1	-4.2
12 months	-2.7	-2.8	-2.8	-4.2
3 years+	0.0	3.1	2.6	1.6
5 years+	0.5	4.6	4.1	3.3
10 years+	9.9	6.7	6.4	6.1

Source: MSCI/AREF UK Quarterly Property Fund Index

Property investment restrictions	
Maximum development exposure	-
Maximum speculative development exposure	25% of ATV1
Maximum lot-size holding as a standing investment	-
Maximum lot-size holding permitted at purchase	20% of ATV2
Maximum exposure to limited partnerships	-
Maximum exposure to joint ventures	-
Maximum exposure to closed and open-ended property unit trusts	-

Source: GreenOak Real Estate Advisors (Jersey) Limited

Portfolio distribution %

	West End Of London Property Unit Trust	MSCI/AREF UK Quarterly Property Fund Index		
		Other balanced funds	All balanced funds	All funds
Standard retail – South East	0.0	6.5	5.6	5.1
Standard retail – Rest of UK	0.0	2.3	2.6	3.4
Shopping centres	0.0	1.1	1.6	4.6
Retail warehouses	0.0	11.4	11.0	9.6
All UK retail	0.0	21.4	20.8	22.8
City offices	7.0	4.1	3.7	3.1
West End offices	79.8	7.6	8.5	7.7
Rest of South East offices	5.7	11.5	10.8	7.8
Rest of UK offices	0.0	6.2	5.8	5.1
All UK offices	92.5	29.5	28.9	23.7
South East industrial	0.0	20.7	21.2	17.1
Rest of UK industrial	0.0	11.1	10.9	8.9
All UK industrial	0.0	31.8	32.0	26.0
Other UK properties	0.0	11.5	10.6	21.9
Cash***	7.5	5.9	7.7	5.6
Overall	100.0	100.0	100.0	100.0

Source: GreenOak Real Estate Advisors (Jersey) Limited

Property ownership structure

	Number of assets	Valuation (GBPm)	% of total portfolio
Direct holdings	9	977.1	100.0
Joint and indirect holdings	0	0.0	0.0
Listed investments	0	0.0	0.0
Total	9	977.1	100.0

Source: GreenOak Real Estate Advisors (Jersey) Limited

Largest direct investments by lot size & percentage of total portfolio

Property	Location	Sector	Valuation (GBPm)	% of total portfolio
SOUTHSIDE,105,VICTORIA STREET,LONDON,SW1	LONDON	Office	200-250m	0.0
WARNER HOUSE, 98 THEOBALD'S ROAD	LONDON	Office	150-200m	0.0
STIRLING SQUARE,5-7 CARLTON GARDENS,LONDON,W1	LONDON	Office	150-200m	0.0
NEW CAVENDISH PROPERTY UNIT TRUST	LONDON	Office	100-150m	0.0
20 ST JAMES'S STREET	LONDON	Office	50-100m	0.0
143-157 FARRINGDON ROAD, LONDON, EC1	LONDON	Office	50-100m	0.0
REGENT'S WHARF PROPERTY UNIT TRUST	LONDON	Office	50-100m	0.0
BISHOPSGATE UNIT TRUST	LONDON	Office	25-50m	0.0
BURY HOUSE	LONDON	Office	25-50m	0.0
-	-	-	-	-
10 largest investments as % of portfolio			0.0	0.0

Source: GreenOak Real Estate Advisors (Jersey) Limited

Direct portfolio structure by lot-size bands

Value band (GBPm)	Number of assets	Valuation (GBPm)	% of total portfolio
0 -2.5	0	0.0	0.0
2.5 - 5	0	0.0	0.0
5-10	0	0.0	0.0
10-25	0	0.0	0.0
25 - 50	2	74.0	7.6
50 - 100	3	218.3	22.3

100-150	1	115.7	11.8
Over 150	3	569.2	58.2
Total	9	977.1	100.0
Average lot size		108.6	

Source: GreenOak Real Estate Advisors (Jersey) Limited

Property Yield		Voids as % of ERV	
Net initial yield	2.16%	Investments	8.00%
Nominal equivalent yield	0.00%	Developments	18.90%
True equivalent yield	4.49%	Total	26.90%
Net reversionary yield	4.82%		

Source: GreenOak Real Estate Advisors (Jersey) Limited

Rental income & ERV by type of property

	Rental income %	Estimated rental value %
Central London offices	-	-
Other offices	-	-
Overall	0.0	0.0

Source: GreenOak Real Estate Advisors (Jersey) Limited

Over Renting and Reversionary Potential, % Rent Passing

Sector	Rent Passing, GBP Millions	Rent Free, % Rent Passing	Development vacancy, % Rent Passing	Investment vacancy, % Rent Passing	Over rented, % Rent Passing	Reversionary potential, % Rent Passing	Reversionary potential Net of Over renting, % Rent Passing	Market Value, % Rent Passing
Central London offices	-	-	-	-	-	-	-	-
Other offices	-	-	-	-	-	-	-	-
Overall	-	-	-	-	-	-	-	-

*Comprising the ERV of developments in progress or contracted which have not been pre-let

Source: GreenOak Real Estate Advisors (Jersey) Limited

The unexpired term of leases

Years	% of rent passing
20 years or greater	0.0
15 years or greater, but less than 20	0.0
10 years or greater, but less than 15	21.5
5 years or greater, but less than 10	19.1
Less than 5 years	59.4

Source: GreenOak Real Estate Advisors (Jersey) Limited

Source: GreenOak Real Estate Advisors (Jersey) Limited

Debt analysis

Fixed rate borrowings			Variable rate borrowings		
Amount drawn (GBPm)	Average rate (%)	Average unexpired term (years)	Amount drawn (GBPm)	Rate above LIBOR (incl expenses) (%)	Off balance sheet debt (GBPm)+
100	2.6%	1.6	100	1.2%	0
50	2.9%	3.6	13.7	1.50%	
0	0	0	95	1.50%	

Source: GreenOak Real Estate Advisors (Jersey) Limited

Development exposure*

Capital value of developments

	Not yet started	In progress+	All developments	Cost to complete schemes in progress+
GBPm	0	0	0	0
% of all directly held properties*	0.00%	0.00%	0.00%	0.00%

* Includes joint ventures in which the Fund has an interest of 50% or more

Source: GreenOak Real Estate Advisors (Jersey) Limited

Valuations/performance monitors/affiliations

Frequency of valuation	Quarterly, on last Business Day of each quarter
Valuers	CBRE Limited
Portfolio performance monitored by MSCI	No
Constituent of MSCI/AREF UK Quarterly Property Fund Index	Yes
Member of the Association of Real Estate Funds	Full member

Source: GreenOak Real Estate Advisors (Jersey) Limited

Restrictions on holdings of cash/borrowings

Maximum total gearing permitted	37.5% of Aggregate Trust Value
Cash holdings (maximum)	-
Cash holdings (minimum)	-

Source: GreenOak Real Estate Advisors (Jersey) Limited

The contribution of major tenants to rental income

Tenant	%
Warner Bros. Entertainment UK Ltd	21.5
Daniel J Edelman Ltd	9.4
BAE Systems Plc	9.0
Kohlberg Kravis Roberts & Co	6.1
CIB Properties Ltd	5.0
GB Gas Holdings	4.3
Landmark Space Ltd	4.3
ExodusPoint Capital Management	4.0
Knotel	3.8
G4S Regional Management (UK & I) Ltd	2.9
Three largest tenants' contribution to rental income	39.9
Five largest tenants' contribution to rental income	51.0
Ten largest tenants' contribution to rental income	70.3

Source: GreenOak Real Estate Advisors (Jersey) Limited

Balance sheet/gearing

	Direct holdings	Joint holdings	Indirect investments	Listed investments	Total
Balance sheet (GBPm)					
Properties at valuation	977.1	0.0	0.0	0.0	977.1
Listed investments	0.0	0.0	0.0	0.0	0.0
Debt	-358.7	0.0	0.0	0.0	-358.7
Cash	79.1	0.0	0.0	0.0	79.1
Other net assets/liabilities	8.7	0.0	0.0	0.0	8.7
Total net assets	706.2	0.0	0.0	0.0	706.2
Gearing (%)					
Net debt (cash)/properties	28.6	-	-	-	28.6
Net debt (cash)/equity	39.6	-	-	-	39.6

Source: GreenOak Real Estate Advisors (Jersey) Limited

Quarterly data per unit

As at	30-Jun-19	30-Sep-19	31-Dec-19	31-Mar-20	30-Jun-20	30-Sep-20
Net asset value (GBP)	835.4	827.8	828.5	822.8	812.9	792.2

Quarterly distribution (GBP)	3.49	5.70	4.68	-	2.05	2.11
Yield	1.9%	2.0%	2.0%	-	1.7%	1.7%

Source: GreenOak Real Estate Advisors (Jersey) Limited

NAV calculation

NAV is calculated quarterly on the last Business Day of the quarter

Distributions

Distributions of income are made quarterly, payable 15 Business Days after the last Business Day of the quarter

Unitholder information:

Minimum investment: GBP 100,000

Units are transferable on the secondary market

Taxation

Capital Gains Tax

Please refer to Prospectus

Income Tax

Please refer to Prospectus

Stamp Duty Land Tax

Please refer to Prospectus

Charges

Annual charge

The Manager receives an Annual Management Charge equivalent to 0.5% of the Net Asset Value. This is subject to a minimum fee in 2020 of £4.5m and a minimum fee in 2021 of £4.0m

Performance fee

The Manager is entitled to receive a performance-related fee. Please refer to the Prospectus for details.

Unit holder analysis

	Number of unitholders	Total % held
Less than 1% of units in issue	38	10.4
1% or greater but less than 2%	4	5.2
2% or greater but less than 4%	1	2.6
4% or greater but less than 8%	0	0.0
Greater than 8.0%	3	81.8
Total	46	100.0
Major investors		
Largest holder	1	0.0
Three largest holders	3	0.0
Five largest holders	5	0.0
Ten largest holders	10	0.0
Internal/external investors		
Internal	1	0.5
External	46	99.5

Source: GreenOak Real Estate Advisors (Jersey) Limited

Liquidity

Period	Year to Dec 2015	Year to Dec 2016	Year to Dec 2017	Year to Dec 2018	Year to Dec 2019	Year to Dec 2020
Issues and redemptions						
Units in issue as at start of period	1,307,535	1,307,535	1,199,632	1,098,033	988,307	891,406
Units issued during period	-	-	-	-	-	-

Units redeemed during period	-	-	107,903	-	101,599	-	109,726	-	96,901	-
Units in issue at end of period	1,307,535	1,199,632	1,098,033	988,307	891,406	891,406				
Unit transfers										
Matched bargains	319,710	210,962	112,994	4,561	-	-				
Matched bargains %*	24.5%	17.6%	10.3%	0.5%	0.0%	0.0%				

* as % of units in issue at the end of the period

Source: GreenOak Real Estate Advisors (Jersey) Limited