Specialist primary healthcare infrastructure fund 2011 interim results presentation



## Agenda

- 1. Introduction
- 2. Portfolio review
- 3. Key financials
- 4. Investment opportunity



## Introduction



## MedicX Fund objectives and overview

- Launched November 2006
- Leading investor in modern purpose-built primary healthcare properties leased to doctors and the NHS generating government-funded long term secure cash flow
- FTSE All Share £147 million\* market capitalisation Guernsey based investment company
- Not a developer or operator
- External Investment Adviser
- Objective dividend and capital growth



### **Attractive asset class**

£235.5 million committed investment in 58 properties



\*MedicX Fund cash yield, as at 31 March 2011, borrowing cost on £100m Aviva debt facility and 20 year gilt rate at 24 May 2011



## Successful fund raising

- March 2011 MedicX Fund issued 47.7 million shares at 72 pence per share by way of placing open offer and offer
- Issue generated net proceeds of £33.4 million
- Largest fundraising since IPO in November 2006
- £32.7 million\* of acquisitions approved following the fundraising
- Market capitalisation of MedicX Fund now £147 million\*



## **Total return analysis**

	Dividend	Sept 2010	May 2011*	Movement	Total return	Total return
	p	p	p	p	p	%**
Share price	2.725p	73.75p	77.00p	3.25p	5.975p	16.4%

	Sept 2007	Sept 2008	Sept 2009	Sept 2010	Sept 2011	To date
Dividend declared per share	5.00p	5.20p	5.33p	5.40p	5. 50p	26.43p
Increase		4.0%	2.5%	1.3%	1.9%	10.0%

Approved quarterly dividend 31 March and 30 June 2011 1.375 pence per share Expected total dividend for year ended 30 September 2011 5.5 pence per share



<sup>\*</sup>As at 24 May 2011

<sup>\*\*</sup>Annualised: includes dividends received and receivable in the period

## NHS and primary care update

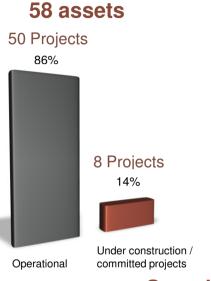
- NHS Bill progress slow and now in a "listening exercise"
- Concerns about GPs alone commissioning services
- Timetable now extended into the Autumn
- Strong pressure to increase services at a local level likely to increase demand for modern, purpose built premises
- Confirmation received that there are no current proposals to change the system for reimbursement of GP premises costs
- GP leased premises consistent with direction of travel



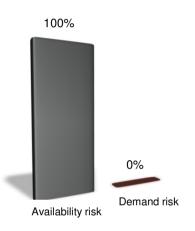
## Portfolio review



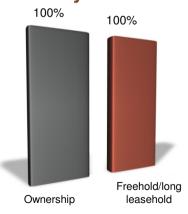
## Portfolio review\*



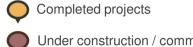
## Contractual certainty of income



#### **Security of tenure**



Portfolio geographically spread



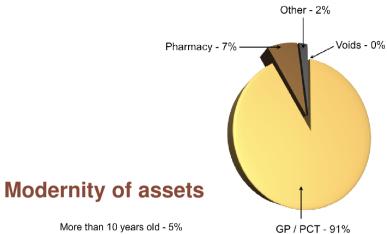




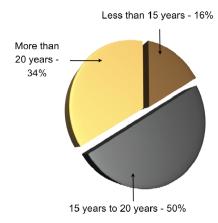
<sup>\*</sup>As at 24 May 2011; includes completed value of properties under construction and terms agreed investments

### Portfolio review\*

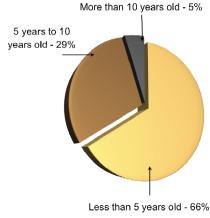
## Security of income by tenant type



## Security of income by lease expiry



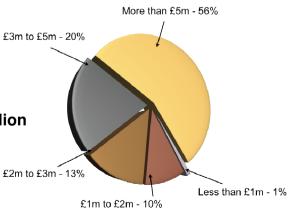
#### Value per property



Average unexpired lease term 18.4 years

Average age 3.8 years

Average value £3.8 million



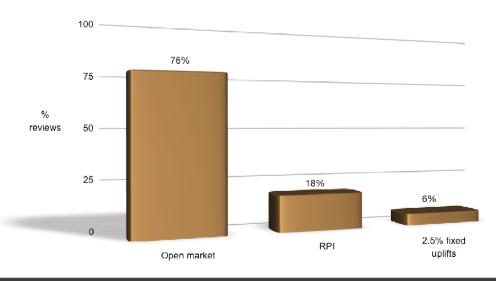
\*As at 31 March 2011; includes completed value of properties under construction and terms agreed investments



## Rental uplifts\*

- Total rent roll £14.3 million
- £1.6 million rent reviews agreed during the period
- Equivalent to 2.6% per annum increase achieved
  - 1.9% open market reviews
  - 2.5% fixed uplifts
  - 4.2% RPI based
- £4.3 million passing rents currently under negotiation

#### Rent review breakdown



\*Period to 24 May 2011



## Rent reviews by period\*

	Year to Sept 07	Year to Sept 08	Year to Sept 09	Year to Sept 10	6 months to Mar 11
Number	19	11	29	11	5
Passing rent	£1,683,809	£839,757	£2,136,274	£387,490	£496,689
Annualised increase	3.1%	2.9%	1.8%	2.5%	3.3%
- Open market reviews - RPI - Fixed uplifts	3.1% 3.8% n/a	2.6% 3.9% 2.5%	1.8% 1.4% 2.5%	2.1% 2.6% n/a	n/a 4.4% 2.5%

DCF rental growth assumption 2.5%

\*Based on review date falling due in the year ending as at 31 March 2011



## **Acquisitions mid-year\***

Total committed investment of £24.3 million in four properties at average cash yield of 6.21%









\*As at 31 March 2011



## **Key financials**



## Key financials – income statement

	6 months to 31 Mar 2011 £000	6 months to 31 Mar 2010 £000	Change
Rent receivable	5,890	5,515	7%
Other income	257	158	63%
Total income	6,147	5,673	8%
Direct property costs*	281	227	23%
Investment advisory fee**	1,125	1,125	0%
Overheads	337	325	4%
Total expenses*	1,742	1,677	4%
EBITDA	4,405	3,996	10%
Finance income	74	8	825%
Finance costs	2,515	2,526	0%
Adjusted earnings***	1,964	1,478	33%
Revaluation	1,283	7,033	(82)%
Adjusted earnings including revaluation***	3,247	8,511	(62)%

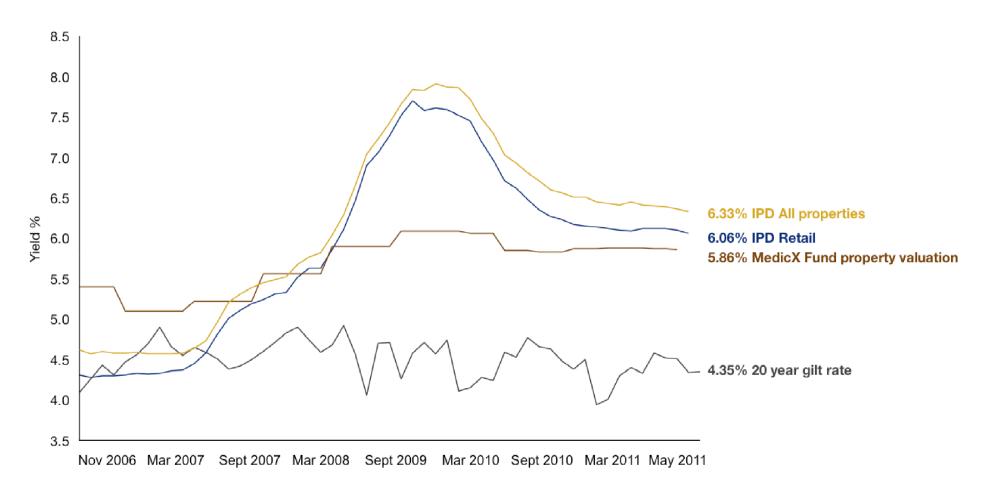
<sup>\*</sup>Including property management fees



<sup>\*\*</sup>Investment advisory fee fixed up to £300 million gross assets excluding cash

<sup>\*\*\*</sup>Adjusted to exclude performance fee, goodwill and deferred tax not expected to crystallise

## **Property valuation yields\***



\*MedicX Fund property valuation as at 31 March 2011, IPD data as at 30 April 2011 and Gilt rate data as at 24 May 2011



## **Dividend cover**

	6 months to 31 Mar 2011 £000	12 months to 30 Sep 2010 £000	12 months to 30 Sep 2009 £000
Dividends paid	3,868	6,593	6,146
Adjusted earnings excluding revaluation	1,964	2,674	1,383
Dividend cover	51%	41%	22%
Revaluation	1,283	6,180	(1,499)
Adjusted earnings including revaluation	3,247	8,854	(116)
Dividend cover including revaluation	84%	134%	(2)%

#### £0.6 million of the £1.3 million capital uplift realised through the sale of Gorseinon

	Mar 2011	Dec 2010	Sept 2010	Jun 2010
	dividend	dividend	dividend	dividend
Scrip take up	4%	6%	7%	3%

\*Sale of property



## Key financials – balance sheet

	As at 31 Mar 2011 £000	As at 31 Mar 2011 Pence per share
Gross assets excluding cash*	207,372	109.0
Debt	100,973	53.1
Cash	32,844	17.3
Net debt	68,129	35.8
Adjusted NAV**	126,625	66.5
Adjusted NAV plus debt benefit**	141,058	74.1
DCF	164,848	86.6

	As at 31 Mar 2011	Restrictions / covenants
Adjusted gearing**	34%	75%
Debt service interest cover***	192%	140%
Loan to value***	66%	75%



<sup>\*</sup>Investment advisory fee fixed up to £300 million gross assets excluding cash

<sup>\*\*</sup>Adjusted to exclude goodwill and deferred tax not expected to crystallise.

<sup>\*\*\*</sup>Relate to £100 million Aviva loan only

## Additional debt funding

	Aviva facility	Deutsche Postbank facility
Facility size	£100 million	£25.5 million
Committed	December 2006	December 2009
Drawn	£100 million	£0.5 million
Expiry	December 2036	April 2015
Margin	0.9%	2.0%
Interest rate	5.0%	4.3%*
Hedging activities	n/a	Swap
Loan to value draw down	65%	65%
Repayment terms	Interest only	Amortises 1% per annum
Interest cover covenant	140%	140%
Loan to value covenant**	75%	70%

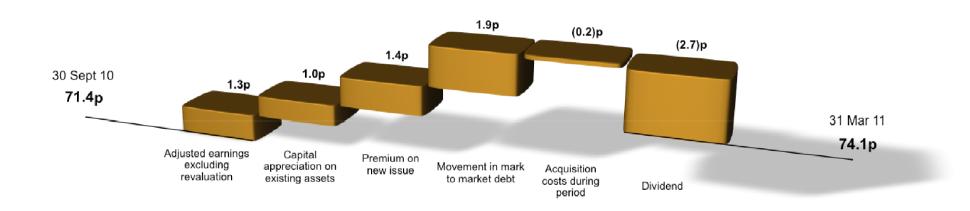
£29.8 million of property currently not secured against debt facilities



<sup>\*</sup>Based on five year swap rate 24 May 2011

<sup>\*\*</sup>Tested after years two and four for Deutsche Postbank

## Adjusted NAV plus debt benefit





## **DCF NAV sensitivity\***

	DCF	Share price
Pence per share	86.6p	73.5p
Weighted discount rate	7.2%	9.2%
Risk premium to 20 year gilt rate	2.7%	n/a
Rental growth per annum	2.5%	(0.3)%
Capital appreciation per annum	1.0%	(1.3)%

	DCF reconciliation
Adjusted NAV plus debt benefit	74.1p
Purchasers costs at 5.80%	+6.9p
Implied yield shift to 5.59%**	+5.6p
DCF NAV	86.6p

\*As at 31 March 2011



<sup>\*\*</sup>Implied yield shift as at 31 March 2011 is to 5.59% assuming debt benefit of 7.6p

## **DCF NAV sensitivities\***

#### **Discount rate**

NAV pence per share	Completed					
	%	6.0	6.5	7.0	7.5	8.0
ction	6.0	97	93	90	87	84
ıstru	7.0	95	91	88	85	82
r cor	8.0	93	90	87	84	81
Under construction	9.0	92	88	85	82	80
	10.0	91	87	84	81	79

## Rental and capital value increases per annum

NAV pence per share	Rental						
Capital	%	0.5	1.5	2.5	3.5	4.5	
	-1.0	65	70	75	81	87	
	0.0	70	75	80	86	93	
	1.0	77	81	87	92	99	
	2.0	84	89	94	100	106	
	3.0	92	97	102	108	114	

\*As at 31 March 2011



## **Investment opportunity**



## **Investment opportunity**

- Approved acquisitions of £33 million
- Strong pipeline approximately £59 million
- Opportunity to buy assets at attractive prices
- Borrowing costs remain below asset yields
- No increase in investment adviser fees expected until 2012\*
- Earnings enhanced as the fund grows



### Conclusion

- Attractive asset class
- Stable and growing cash flows
- Strong pipeline and market access
- Management well placed to take advantage of opportunities
- Attractive total return proposition and dividend yield
  - 7.1% dividend yield\*
  - 25 basis point shift in property yield adds 5.3p to 74.1p Adj NAV + debt benefit



## Appendix



## Pressure on primary care estate

Service transfer to primary care

Ageing and
growing
population The current UK estate
75% of GPs unhappy with their premises\*
£8.1 billion of primary care estate\*\*\*
60% of GPs work from unsuitable premises\*\*
72% GP owned\*\*\*

NHS budget constraints

\*NHS The Information Centre, General and Personnel Medical Services Report 30 September 2009

\*\*BMA Survey of GP practice premises 30 March 2010

\*\*\*RCGP UK Annual Survey of GP 2010



## General medical statistics in England\*

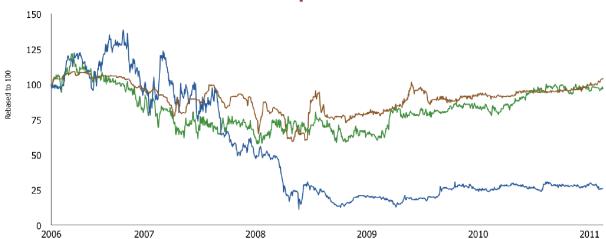
		2010	1995	Change
•	Number of practices	8,230	9,188	-9%
•	Single-handed practices	1,203	2,919	-59%
•	Number of GPs	35,120	27,465	+28%
•	Number of part-time GPs	31%**	14%	+17%
•	GPs aged 60 and over	10%	6%	+4%
•	Contracted GPs (GMS)	50%	98%	-48%
•	Salaried GPs (PMS)	45%	-	-
•	% Female	61%**	-	-



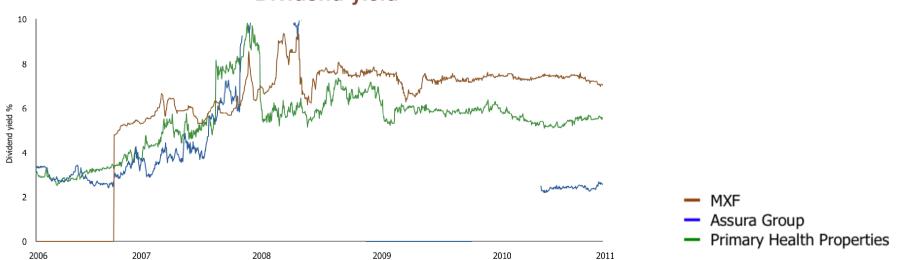
<sup>\*</sup>NHS The Information Centre, General and Personnel Medical Services Report 22 March 2011
\*\*RCGP UK Annual Survey of GP 2010

# Sector comparison\*

#### Share price total return



#### **Dividend yield**

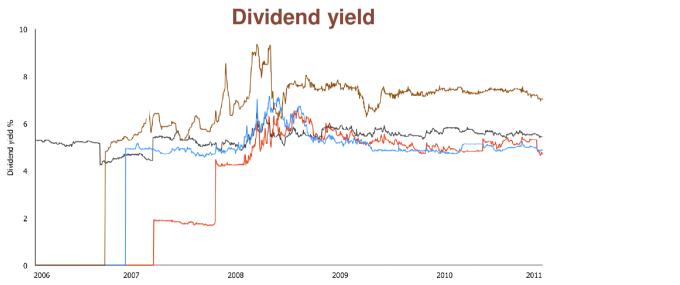


\*As at 24 May 2011 - Collins Stewart / DataStream



# Infrastructure comparison\*





MXF

INPP

HSBC Infrastructure

3i Infrastructure





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   Guernsey based quoted Fund Director (FCA, CTA)
- John Hearle, Director
   Chairman and Head of Healthcare Division of Aitchison Raffety (FRICS)
- Shelagh Mason, Director
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- Christopher Bennett, Director
   Jersey based Real Estate Financier and quoted Fund Director (MRICS)



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