

# Agenda

- 1. Introduction
- 2. Portfolio review
- 3. Key financials
- 4. NHS and primary care update
- 5. Investment opportunity
- 6. GPI Joint Venture





# MedicX Fund Objectives and overview



- Leading investor in modern purpose-built primary healthcare properties in the UK and Republic of Ireland
- 89% of rent from government-funded doctors, the NHS or HSE generating long term secure cash flow
- FTSE All Share £358 million<sup>1</sup> market capitalisation
- Guernsey based investment company
- External investment adviser
- Investor but not a developer or operator
- Objective of rising rental income and capital growth to support a progressive dividend
- 11.0% per annum average total shareholder return over last five years

# MedicX Fund Highlights for the period



- EPRA NAV 73.2 pence per share (30 September 2015: 70.8 pence per share) increase of 2.4 pps with dividends paid of 5.94 pps resulting in a EPRA NAV total return<sup>1</sup> of 11.8%
- New committed investment in ten properties since 1 October 2015 of £40.7 million<sup>2</sup>
- Portfolio value increased by 10.6% in the financial year to £612.3 million £15.5 million valuation gain and £43.3 million of capital investment<sup>3</sup>
- Rent received for 12 months ended 30 September 2016 increased £2.3 million or 7.0% to £35.1 million (30 September 2015 £32.8 million)
- 4.8% increase in EBITDA to £28.6 million4 (30 September 2015: £27.3 million)
- Annualised rental growth of 1.2% on reviews completed in the year
- Net valuation gain of the portfolio of £15.5 million reflecting a Net Initial Yield of 5.25% at 30 September 2016
- ▼ Three investments under construction in the Republic of Ireland with a completed value of €29.2 million.
- Weighted average debt term of 14.0 years with a fixed interest rate of 4.45% per annum

<sup>&</sup>lt;sup>3</sup>Includes completed properties, properties under construction and committed investment

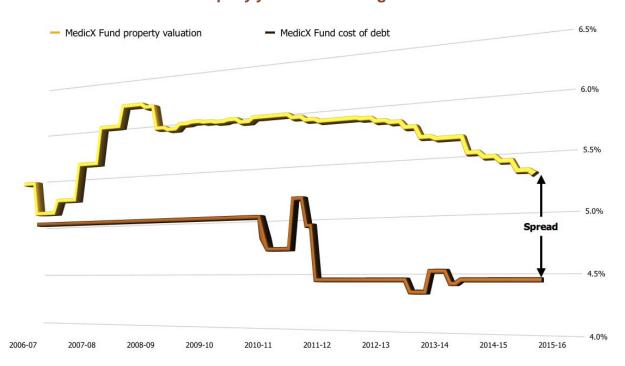
<sup>&</sup>lt;sup>4</sup>Excluding (as appropriate) revaluation gains £15.5m, performance fee £1.6m, net finance costs £14.4m and taxation of £1.6m

### MedicX Fund Robust financial position



#### Property yield vs borrowing cost

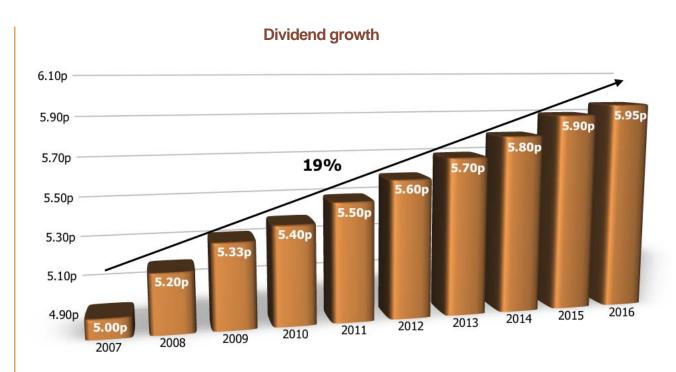
¥	Portfolio valuation	£612.3 m <sup>1</sup>
×	Property valuation yield	<b>5.25%</b> <sup>1</sup>
×	EPRA NAV	<b>73.2</b> pps <sup>1</sup>
¥	EPRA NNNAV	<b>56.4</b> pps <sup>1</sup>
¥	DCF NAV	<b>96.6</b> pps <sup>1</sup>
¥	Average lease term	15.5 years <sup>1</sup>
×	Total drawn debt	£336.3 m <sup>1</sup>
×	Average cost of debt	<b>4.45%</b> <sup>1</sup>
×	Average debt term	14.0 years <sup>1</sup>
×	Adjusted gearing	<b>50.8%</b> <sup>1</sup>
¥	Average property age	8.0 years <sup>1</sup>



# Shareholder returns Continuing to deliver consistent returns



	Dividends and share price growth
Sept 2016	22.5%
Sept 2015	(0.4)%
Sept 2014	12.0%
Sept 2013	13.1%
Sept 2012	9.0%
Sept 2011	9.4%
Sept 2010	8.6%
Sept 2009	10.8%



₹ 11.0% per annum average total shareholder return over last five years

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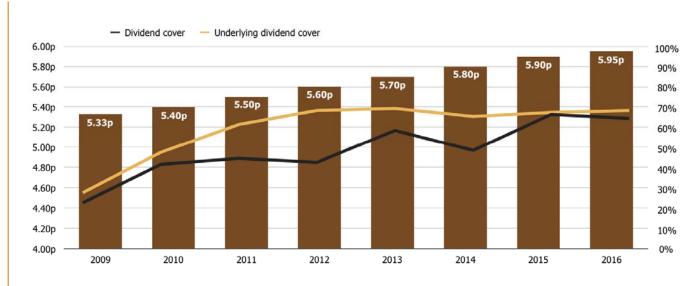
### Dividends

### Progressive dividend policy



- Dividend cover of 64% for the year
- Strategy in place to grow dividend cover over the next three years

Dividend, price and yield	2016
Dividend <sup>1</sup>	5.95p
Share price <sup>2</sup>	88.75p
Yield on share price <sup>2</sup>	6.7%



	Mar 2012	Sept 2012	Mar 2013	Sept 2013	Mar 2014	Sept 2014	Mar 2015	Sept 2015	Mar 2016	Sept 2016
	dividend	dividend								
Scrip take up	9%	12%	10%	9%	22%	12%	14%	2%	3%	3%

<sup>&</sup>lt;sup>1</sup>For for the financial year ended 30 September 2016

<sup>&</sup>lt;sup>2</sup>As at 30 September 2016

<sup>&</sup>lt;sup>3</sup>Underlying dividend cover is adjusted to reflect completion of the properties under construction



## Portfolio of modern purpose-built assets

Portfolio review as at 7 December 2016



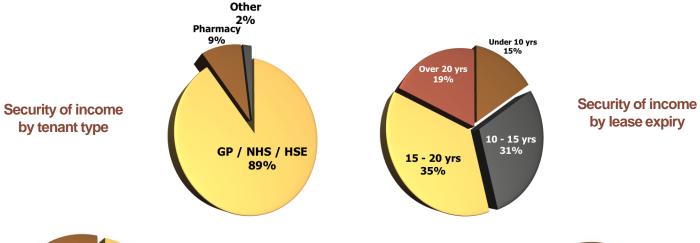
## Contractual certainty of income 153 assets 147 projects 100% 96% 6 projects Demand risk Availability risk Under construction Operational Security of tenure 100% 100% Freehold/long leasehold Ownership



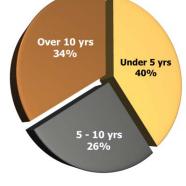
### Portfolio of modern purpose built assets

Portfolio review as at 30 September 2016

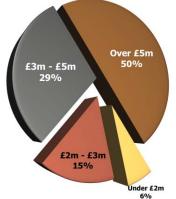




Modernity of assets



- Average unexpired lease term 15.5 years
- Average age 8.0 years
- Average value £4.1 million



Value per property

# Acquisitions and completions between Oct 2015 – Dec 2016 Total investment of £40.7 million in 10 properties



Acquisition	Scheme	Developer
Fakenham		
Salisbury	Standing lot	Medcentres
Wymondham	Standing let	iviedceritres
Abergele		
Woodingdean	Standing let	Medcentres
Brynhyfryd	Forward funded	HPC
Crumlin	Crumlin Forward funded	
Carlisle	Standing let	Standing let
Rialto	Forward funded	Guardian
Brynmawr	Forward funded	GPI

Completions	Developer
Maidstone	GPI
Briton Ferry	Deryn properties
Kingsbury	GPI
Stevenage	GPI
Benllech	GPI







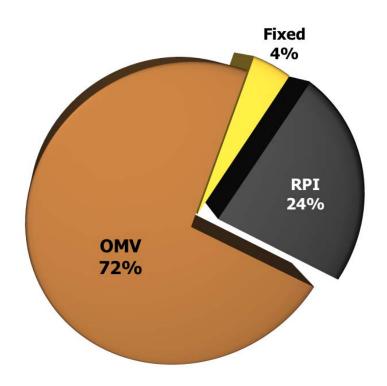


### Portfolio of modern purpose built assets Rental growth<sup>1</sup>



- Total rent roll £37.2 million¹
  - £35.2 million completed
  - £2.0 million under construction
- £16.1 million passing rents under negotiation<sup>1</sup>
- £6.1 million rent reviews agreed during the year<sup>1</sup>
- Equivalent to 1.2% per annum increase achieved
  - 0.8% open market reviews
  - ★ 1.8% RPI uplifts
  - 1.8% fixed uplifts

#### Rent review profile



<sup>1</sup>As at 30 September 2016

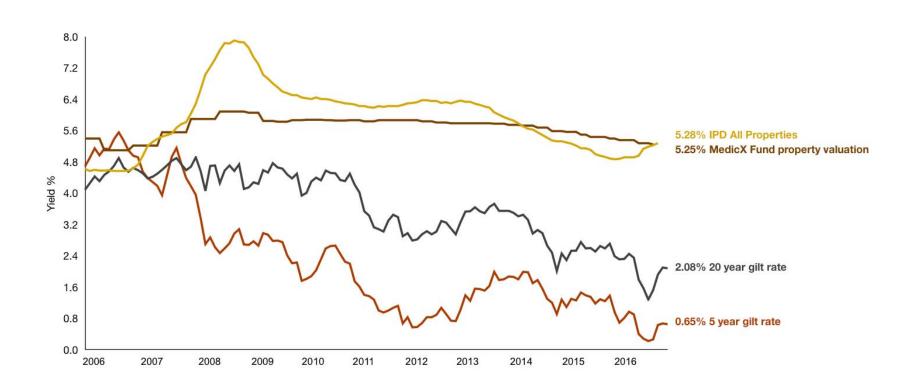
# Rent reviews by period<sup>1</sup> Consistent rental growth over time



	Year to Sept 07	Year to Sept 08	Year to Sept 09	Year to Sept 10	Year to Sept 11	Year to Sept 12	Year to Sept 13	Year to Sept 14	Year to Sept 15	Year to Sept 16
Passing rents agreed	£1,814,809	£1,134,357	£3,198,193	£2,925,882	£3,592,636	£5,378,843	£3,977,659	£4,088,464	£5,936,160	£1,804,531
Annualised increase  - Open market reviews - RPI - Fixed uplifts	3.1% 3.0% 3.8%	2.4% 1.8% 3.9% 2.5%	2.0% 2.0% 1.4% 2.5%	2.3% 2.2% 2.6%	1.9% 1.5% 4.6% 2.5%	1.8% 1.0% 3.4% 2.5%	1.6% 1.0% 3.5%	1.9% 1.3% 2.7% 2.7%	1.8% 0.4% 2.1% 2.7%	1.8% - 1.7% 2.0%
Passing rents under review to be agreed <sup>2</sup>	-	-	<u>-</u>	-	-	£200,808	£1,599,389	£3,089,811	£5,533,257	£6,227,742

# MedicX Fund Property valuation yields – resilient and stable<sup>1</sup>







# Key financials Income statement



	12 months to 30 Sept 2016 £000	12 months to 30 Sept 2015 £000	Change
Rent receivable	35,145	32,811	7%
Other income	372	858	(57)%
Direct property expenses	(1,195)	(902)	32%
Net rental income	34,322	32,767	5%
Investment advisory fee	(3,852)	(3,725)	3%
Property Management fee	(889)	(849)	5%
Overheads <sup>1</sup>	(984)	(938)	4%
Total expenses	5,725	5,512	5%
EBITDA	28,597	27,255	5%
Finance income <sup>2</sup>	1,149	66	1,641%
Finance costs <sup>3</sup>	(15,559)	(13,890)	13%
Adjusted earnings <sup>4</sup>	14,187	13,431	6%
Valuation gain	15,523	25,603	(39)%
Adjusted earnings plus valuation gain	29,710	39,034	(24)%

<sup>&</sup>lt;sup>1</sup>Including profit on disposal of properties <sup>2</sup>Including foreign exchange gain

<sup>3</sup>Adjusted to exclude fair value adjustments on previously acquired loans

<sup>4</sup>Excludes performance fee of £1.6 million

# Key financials Balance sheet



	As at 30 Sept 2016 £000	As at 30 Sept 2016 Pence per share	As at 31 Mar 2016 £000	As at 31 Mar 2016 Pence per share
Investment properties	612,264	157.8	589,020	156.9
Debt	336,290	86.7	337,383	89.9
Cash	20,968	5.4	25,793	6.9
Net debt	315,322	81.3	311,590	83.0
EPRA NAV <sup>1</sup>	284,408	73.2	267,152	71.2
EPRA NNNAV	219,027	56.4	226,299	60.3
DCF <sup>2</sup>	374,872	96.6	359,812	95.8
Adjusted gearing <sup>3</sup>	50.8%		52.3%	
Notional purchaser's costs	39,470	10.2	38,741	10.3
Deferred tax provision	5,887	1.5	4,482	1.2

 $<sup>^1</sup>$ Adjusted to exclude deferred tax not expected to crystallise  $^2$  Consistent assumptions have been applied  $^3$  Adjusted gearing is the ratio of net debt less cash to total assets less cash

### Key financials Debt funding



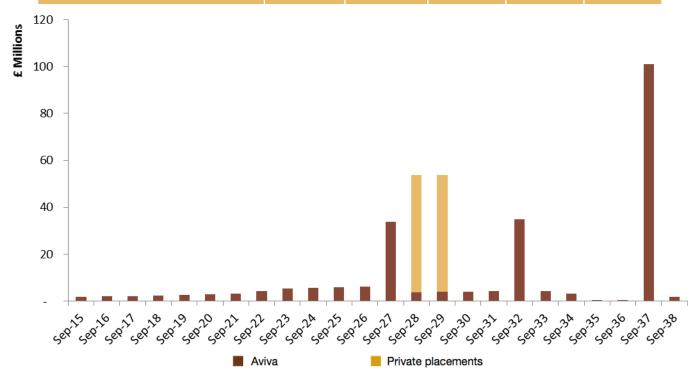
- Average all-in fixed rate of debt of 4.45% and an average unexpired term of 14.01 years, close to unexpired lease term of the investment properties
- In addition, there is a £20 million unsecured RCF with the Royal Bank of Scotland Plc, with an option to extend subject to bank approval.
- ▲ A non-utilisation fee of 1.10% 0.75% applied and the margin on amounts drawn is 2% over LIBOR

	Aviva £100m facility	Aviva £50m facility	Acquired Aviva facilities - PMPI	Acquired Aviva facilities - GPG	Private placement	Private placement
Facility size	£100 million	£50 million	£62.5 million	£34.6 million	£50.0 million	£50.0 million
Committed	December 2006	February 2012	July 2012	May 2013	August 2014	April 2015
Drawn	£100 million	£50 million	£60 million	£29 million	£50.0 million	£50.0 million
Expiry	December 2036	February 2032	February 2027 <sup>2</sup>	November 2032 <sup>2</sup>	December 2028	September 2028
Interest rate (incl. margin)	5.01%	4.37%	4.45%	4.47%	3.99%	3.84%
Hedging activities	n/a	n/a	n/a	n/a	n/a	n/a
Loan to value draw down	56%	52%	61%	66%	61%	64%
Repayment terms	Interest only	Amortises from year 11 to £30 million at year 20	Amortising	Amortising	Interest only	Interest only
Interest cover covenant	140%	110%	104%²	103%	115%	115%
Loan to value covenant	75%	75%	n/a	n/a	74%	74%





	Sep 2014	Mar 2015	Sept 2015	Mar 2016	Sept 2016
Debt	£286.3m	£289.5m	£338.3m	£337.4m	£336.3m
Weighted average maturity	13.3 years	14.0 years <sup>1</sup>	15.0 years <sup>2</sup>	14.4 years <sup>3</sup>	14.0 years <sup>4</sup>
Weighted average cost of debt	4.35%	4.42% <sup>1</sup>	4.45% <sup>2</sup>	4.45% <sup>3</sup>	4.45%4



<sup>&</sup>lt;sup>1</sup>As at 7 May 2015 <sup>2</sup> As at 30 September 2015 <sup>3</sup> As at 19 May 2016

<sup>&</sup>lt;sup>4</sup> As at 30 September 2016



# NHS and primary care update GPs under growing pressure



#### **GP landscape in transition**

- One year into the five year NHS General Practice Forward View programme supporting transformation of general practice through new models of care
- Primary Care budget increasing £2.4 billion from 7% to 11% of total NHS budget in real terms¹ but currently 6.86%²
- 90% of all patient contacts occur in primary care
- Funding for 10,000 additional clinical staff including 5,000 GPs<sup>1</sup>
- £500 million ring fenced to continue to drive new models of care<sup>1</sup>

- Practices under pressure regulatory (CQC), workforce challenges (recruitment, changes in pension, changing career choices etc), increasing workload due to ageing population with multiple long term conditions and poor infrastructure (IT and premises)
- Emerging GP led organisations Federations, Super Practices/Super Partnerships slowly gaining momentum
- Decrease in number of FTE GPs -3.3% in 2015

#### NHS and primary care update Premises and new models of care



#### **Sustainability and Transformation Plans**

- 44 STP groups formed to help deliver the Five Year Forward View
- Aim to improve health and social care services and achieve financial stability by 2020
- In 2012-13 5.8m patients attended A&E/Walk-in Centres because they couldn't access primary care typical consultation in general practice £21 v £124 in A&E/Walk-in Centres
- STPs submitted in October currently being assessed by NHSE and aiming to approve by the end of 2017
- Long term aim large ambitious programme which has only just started
- Engagement required across many stakeholders

#### **Premises opportunities**

- c.4,000 of the 7,962 GP surgeries in England and Wales are considered by medical professionals to be unfit for purpose<sup>1</sup>
- New models of care and practices working in new GP led collaborations is driving need for new premises
- Consolidation of scale and ambition with Federations and Provider Groups moving to Super Practice status

#### **Estates and Technology Fund**

- Scheme heavily over-subscribed with majority going towards technology and improving existing estates rather than new buildings
- CCGs publishing estates strategies
- Revised CCGs budgets to support additional revenue cost of new premises



# Pipeline and strategy<sup>1</sup> Outlook and pipeline of new opportunities



- Forward funding frameworks with a range of developers in UK and Republic of Ireland
- Partnering with GPs, Commissioners and Provider Groups
- UK pipeline of c.£58 million potential acquisitions when fully developed
- Irish pipeline of c.€67 million potential acquisitions when fully developed
- c.£7 million additional rent roll
- Euro loan facility being documented
- REIT conversion under consideration for 2017
- Board succession expected over next two years

# Investment opportunity Conclusion



- Selectively buying high quality dominant assets
- Total pipeline of £108 million of acquisitions when fully developed including £31 million in legals
- All debt fixed and long term at average rate of 4.45% and average remaining term of 14.0 years
- Investment adviser fee frozen for next c.£170<sup>1</sup> million of new investment
- Management well placed to take advantage of opportunities
- Attractive total return proposition and track record
- Irish opportunity accelerates growth improving economies of scale and diversification



# MedicX Fund GPI Framework overview and update



- General Practice Investment Corporation Limited ("GPI") is a leading developer of primary healthcare centres having delivered over 200 schemes
- Under current framework GPI have provided MedicX Fund ("MXF") c.£77 million of modern purpose-built primary healthcare properties since 2012
- Current framework terminable on six months notice by either party
- Under new arrangement MXF and GPI framework agreement will be extended for a further five years

### MedicX Fund

New Joint Venture Agreement with GPI



- New HoldCo JV vehicle owned 50/50 by MedicX Fund ("MXF") and GPI
- Initial MXF commitment £15m on a project by project basis further commitments above the initial £15 million will be subject to shareholder approval
- MXF to receive priority return of 8% per annum compounded (minimum of 5% + top up to 8% on disposal by HoldCo JV/acquisition by MXF) with excess profits shared 50/50
- Targeting sale and leaseback investment opportunities which do not currently fit MXF investment criteria (primary care properties with short leases less than 15 years unexpired term) but through active asset management (extensions, refurbishments, re-configurations, lease re-gears etc.) could meet criteria in the future
- Asset management opportunities managed by GPI for fees based on 25% of uplift in market value less development costs on completion of works and new leases

#### **MedicX Fund**

#### New Joint Venture Agreement with GPI



- Any new development opportunities arising out of strategic acquisitions in HoldCo JV either:
  - forward funded by MXF under existing framework agreement, with development margin shared 50/50 between HoldCo JV and GPI; or
  - retained by HoldCo JV if MXF criteria not immediately met
- HoldCo JV leverage of up to 50% permitted
- MXF has option to purchase upgraded properties meeting its investment criteria at market value on every 5th anniversary of HoldCo JV inception

# MedicX Fund Strategic input from Octopus Healthcare and GPI



- Octopus Healthcare to provide leads and opportunities from primary care mapping system/intelligence and relationships with primary healthcare providers and commissioners
- Octopus Healthcare to provide property management, rent collection and back office accounting services
- Aggregate fee payable to Octopus Healthcare Adviser by MXF and HoldCo JV to be no greater than would be paid by MXF had the HoldCo JV properties been owned directly by MXF under existing arrangements, with no additional corporate or property acquisition fees
- ▼ GPI to provide acquisition and disposal services GPI to receive an introduction fee of 0.75% where no external agents are involved
- MoldCo JV proposal permits 5 year extension to the existing framework agreement which has provided MXF with c.£77 million of modern purpose built properties since 2012
- Growth accelerator enabling MXF to partner with providers to deliver estate transformation strategies



# MedicX Fund Real Estate Investment Trust ("REIT") considerations



- MedicX Fund group consists of Guernsey and UK investment companies which to date have incurred no current tax by utilising tax losses and capital allowances
- As the MedicX Fund group matures, it generates increasing taxable profits and so tax losses are running out
- MRC Base Erosion and Profit Shifting (BEPS) Action 4 expected to become effective from 1 April 2017; the restriction of interest deductibility further accelerates utilisation of tax losses
- Without tax losses, the majority of shareholders are likely to benefit in the future from enhanced post-tax returns following REIT conversion, where the REIT regime exempts income and gains from the property rental business
- Feasibility study confirms no significant obstacles to REIT conversion and ongoing adherence to conditions
- REITs are internationally recognised and may attract a wider investor base

# Investment adviser and property management fee structure Further reductions with asset growth



#### Lower investment adviser fees

- Annual base fee payable to the Investment Adviser will be held at £3.878 million until property assets equal or exceed £782 million
- Will enable the Fund to increase its property assets by approximately £170¹ million without any corresponding fee increase
- Reduced investment adviser fee of 0.30% above £1 billion property assets
- Incremental fees reduced further as portfolio grows

#### Investment adviser fee

Property assets	Investment Adviser fee <sup>2</sup>
0 – £750 million	0.5%
£750 million – £1 billion	0.4%
£1 billion +	0.3%

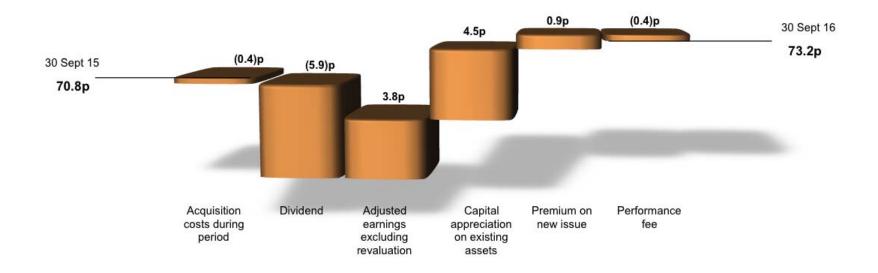
#### Property management fee

Gross rental income	Investment Adviser fee
0 – £25 million	3.0%
£25 million +	1.5%

## Key financials

## EPRA NAV Movement for 12 months ended 30 September 2016





### MedicX Fund EPRA NNNAV sensitivities<sup>1</sup>



EPRA NNNAV pence per share	Cost of 20 year debt (bps)					
	%	-20	-	+20	+50	+100
	6.00	38.3	40.6	42.9	46.1	512
70	5.75	43.1	45.4	47.7	50.9	56.0
Net initial yield	5.50	48.4	50.7	52.9	56.2	61.2
et initi	5.25	54.1	56.4	58.7	61.9	67.0
Ž	5.00	60.4	62.8	65.0	68.2	73.3
	4.75	67.4	69.8	72.0	75.2	80.3
	4.50	75.2	77.5	79.8	83.0	88.1

EPRA NNNAV pence per share	ERV					
	%	-1%	-	+1%	+2%	+3%
	6.00	35.5	36.9	38.3	39.6	41.0
<b>5</b>	5.75	41.4	42.8	44.3	45.7	47.1
Net initial yield	5.50	47.8	49.3	50.8	52.3	538
et initi	5.25	54.8	56.4	58.0	59.5	61.1
Ž	5.00	626	642	65.8	67.5	69.1
	4.75	71.1	72.8	74.5	76.3	78.0
	4.50	80.6	82.4	842	86.0	87.9

# Key financials DCF NAV sensitivities<sup>1</sup>



#### Discount rate

NAV pence per share	Completed					
	%	6.0	6.5	7.0	7.5	8.0
ction	6.0	108	103	98	93	89
Ž	7.0	107	102	97	93	89
Under const	8.0	106	101	97	92	88
Und	9.0	106	101	96	92	87
	10.0	106	100	96	91	87

### Rental and capital value increases per annum

NAV pence per share	Rental					
	%	0.5	1.5	25	3.5	4.5
	-1.0	69	<b>7</b> 5	80	86	93
Capital	0.0	77	82	88	94	101
පි	1.0	86	91	97	103	109
	20	95	101	106	112	119
	3.0	106	112	117	123	130

## Key financials DCF NAV sensitivity<sup>1</sup>



	DCF	Share price
Pence per share	96.6p	88.75p
Weighted discount rate	7.1%	7.9%²
Risk premium to 20 year gilt rate	5.5%	n/a
Rental growth per annum	2.5%	1.1%²
Capital appreciation per annum	1.0%	0.1% <sup>2</sup>

	DCF reconciliation
EPRA NAV	73.2p
Purchasers costs at 6.80%	<b>+10.6</b> p
Implied yield shift to 4.84%	+12.8p
DCF NAV	96.6p

<sup>&</sup>lt;sup>1</sup>As at 30 September 2016 <sup>2</sup>Assumption required to result in DCF of 88.75 pps

# Republic of Ireland opportunity Comparison with UK – primary care



Ireland	UK
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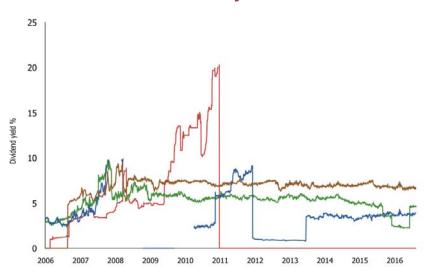
- Population 4.6 million
- Department of Health led by Minister for Health
- Health Service Executive ("HSE")
- c.58% means tested public provision (medical cards and GP Visit cards) and c.42% private medical care
- Public spending on healthcare 9% of GDP
- 2,773 GPs
- 1,600 1,800 practices
- 2014 HSE goal to deliver 100 schemes within five years
- Not yet regulated by HIQA

- Population 64 million
- Department of Health led by Minister for Health
- NHS England/Scotland/Wales/Northern Ireland
- Free to patient at point of delivery
- Public spending on healthcare 7 to 11% of GDP
- 32,064 GP partners<sup>1</sup>
- ₹ 10,927 surgeries<sup>1</sup>
- 70% of existing premises regarded as unfit by GPs<sup>2</sup>
- Regulated by CQC

### MedicX Fund performance Sector comparison<sup>1</sup>



#### Dividend yield





- MedicX Fund (External investment adviser and investor)
- Assura Group (Internally managed, investor and developer)
- Primary Health Properties (External investment adviser and investor)
- Ashley House (Internally managed and developer)

# MedicX Fund Board of Directors



### David Staples, Chairman

Guernsey based quoted Fund Director (FCA, CTA)

#### John Hearle, Director

Chairman and Head of Healthcare Division of Aitchison Raffety (FRICS)

### Shelagh Mason, Director

Guernsey based Commercial Property Lawyer and quoted Fund Director

#### Steve Le Page, Director

Guernsey based quoted Fund Director (FCA, CTA)

### MedicX Fund Important notice



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