

PRIMARY HEALTH PROPERTIES PLC

“A Dedicated Healthcare REIT”



“The objective of the Group is to generate rental income and capital growth through investment in primary health property in the United Kingdom leased principally to GPs, NHS organisations and other associated health users.”

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Interim Results – six months ended 30 June 2012

August 2012

Private and Confidential

Operating Highlights



- **Rental income increased by 6.3% to £16.21 million (30 June 2011: £15.25 million), fuelled by acquisitions and rent reviews completed in the period**
- **Total annualised rent roll including commitments up 3% to £33.2 million (December 2011: £32.3 million)**
- **Operating profit before revaluation gain and financing up 6.5% to £13.4 million (30 June 2011: £12.6 million)**
- **Increased interim dividend of 9.25p for the period ended 30 June 2012 (30 June 2011: 9.0p), total for 2012 of 18.5p per share (2011: 18.0p)**
- **£18.4 million (net of costs) equity fundraising in May 2012**
- **EPRA NAV at 30 June 2012 of 314.9p per share (31 December 2010: 318.7p)**
- **Health and Social Care Act received Royal Assent on 27 March 2012**

Debt Funding Highlights



- **Refinancing of Group bi-lateral loans completed 16 March 2012**
 - **Core debt facilities renewed as £175 million, four year, interest only Club facility**
 - **Weighted average term of Group debt facilities now 5.4 years**
 - **Refinance achieved without requirement to impact swap portfolio**
- **Conservative debt finance – LTV of 56.4% as at 30 June 2012 (31 Dec 11: 57.8%)**
- **£75 million, seven year 5.375% retail bond issued following the period end**
 - **Issue oversubscribed**
 - **Bond issued on an unsecured basis**
 - **No associated covenant requirements**

Portfolio Highlights



- Acquisition of four properties in period for a total consideration of £11.5 million
- Further asset acquired post balance sheet date for £3.9 million
- 165 healthcare centres – 160 completed and owned, 5 committed to acquire
- Portfolio (incl. commitments) valued at £552.3 million – initial yield of 5.74%¹
- Annual contracted rent roll of £33.2m (Dec 11: £32.3m) – increase of 3%
- Key characteristics
 - Average lease length of 16 years
 - Strong tenant covenant – 90% of rent roll paid directly/indirectly by the Government
 - All leases have effectively upward only rent reviews
- Rental growth averaged 2.7% p.a. on reviews completed in period (2011: 3.0%)
- £49 million of acquisitions agreed and in solicitors hands

Results in Brief



	Six months ended 30 June 2012	Six months ended 30 June 2011
	£m	£m
Rental and related income	16.2	15.3
Expenses	(2.8)	(2.7)
Operating Profit	13.4	12.6
Net financing costs	(9.0)	(7.2)
Profit on sale of AHMP shares	-	0.3
Profit before revaluation result and fair value gain/loss on derivatives	4.4	5.7
Fair value (loss) / gain on derivatives	(0.8)	1.0
Property revaluation gain	0.6	5.2
Profit before tax	4.2	11.9

Balance Sheet Highlights



	30/06/12	31/12/11
Net Assets	£185.7m	£168.1m
Net asset value per share	248.9p	246.3p
EPRA net asset value per share	314.9p	318.7p
Investment portfolio including finance lease ¹	£542.2m	£528.7m
Debt	£297.6m	£303.0m
LTV	56.4%	57.8%
Future minimum lease payments receivable	£530m	£526m

Notes:

1. Includes only payments made as at 30 June 2012 on committed purchases

Relative Performance

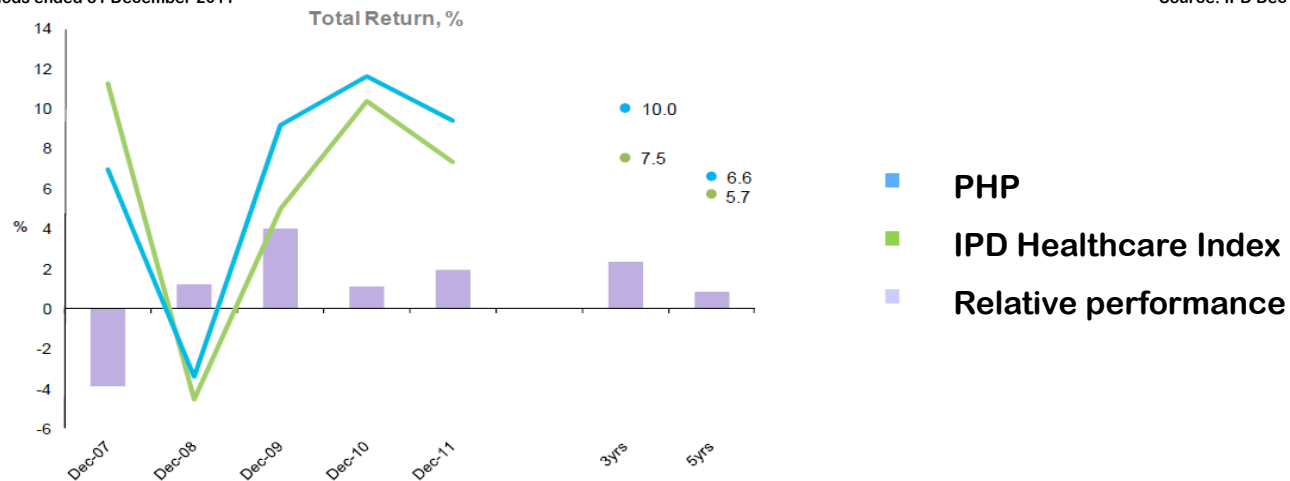


- **PHP real estate portfolio out performs 2011 IPD Healthcare and All Property Indices¹**

	1 year	3 years	5 years
Primary Health Properties	10.1%	10.1%	6.6%
IPD Healthcare Property Index	9.4%	7.5%	5.7%
IPD All Property Index	7.8%	8.7%	-0.9%

Data for periods ended 31 December 2011

Source: IPD Dec 2011



- **PHP portfolio out performs IPD All Property Index for 12 months to 30 June 2012**
 - **PHP total return 7.2%, IPD All Property 4.4%**

Investment Acquisition

Conan Doyle, Edinburgh

Tenants: 7 GPs

Date acquired: March 2012

NIA: 1,144 sqm

Cost: £3.6 million

Patient numbers: 10,300



Investment Acquisition

Watton, Norfolk

Tenants: 6 GPs

Constructed: July 2006

NIA: 925 sqm

Cost: £2.7 million

Patient numbers: 12,750



Investment Acquisition

Caerphilly, South Wales

Tenants: 3 GPs, Local PCT, pharmacy

Completed: May 2012

NIA: 1,250 sqm

Cost: £3.8 million

Patient numbers: 9,500



Investment Acquisition

Luton, Bedfordshire

Tenant: PCT (operated by 4 GPs)

Constructed: February 2008

NIA: 1,281 sqm

Cost: £3.9 million

Patient numbers: 7,700



Asset Management Projects

Blenhiem Crescent, Luton – Completed April 2012



Construction of a pharmacy unit adjoining a modern medical centre. Pharmacy let on a 17 year lease, co-terminus with medical practice. 9.5% cash yield on cost of works, return on capital of 49%.

Cost £213,000



Frithwood Surgery, Bussage – Completed August 2011



Four room extension to existing medical centre. New lease of whole building adds 17 years to a property with 8 years remaining on current lease. 6% rental yield on extension cost.

4 GPs, 6,000 patients

Cost £266,000



5 further projects approved for 2012, 1 on site

- Include pharmacy additions, minor refurbishment programmes and practice extensions
- Total projected cost of £3.2 million, rental yield on cost of 7.2%
- Valuation surplus over cost of 32%

Portfolio Strength



- **Key characteristics**
 - **Weighted average unexpired lease term of 16 years (31 Dec 2011: 16.3 years)**
 - **Strong tenant covenant – 90% of rent roll paid for directly/indirectly by the Government**
 - **All leases effectively upward only rent reviews**
 - **95% of leases subject to triennial rent reviews**
- **These characteristics result in highly visible cash flows and stable valuation yields**
- **Total contracted rents receivable from remaining term certain of portfolio - £530 million**
- **Portfolio net initial yield stable at 5.74% (31 Dec 2011: 5.74%), yield on cost 7.11%**

Portfolio Rental Levels at 30 June 2012



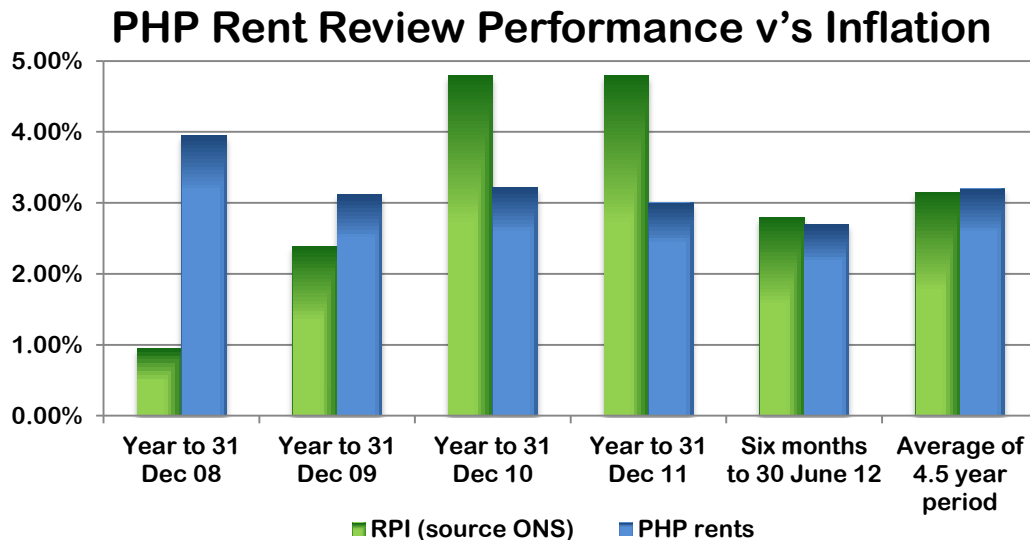
Tenant	Area (sqm)	Area (sq ft)	Rent (£psm)	Rent (£ psf)
NHS	164,686	1,772,020	174	16.17
Pharmacy	9,959	107,162	286	26.57
Other	3,257	35,040	127	11.81
Total – June 2012	177,902	1,914,222	179	16.67
Total – Dec 2011	174,438	1,867,292	178	16.54

Note:

1. Conversion factor – 1 square metre equals 10.76 square feet

Rental Increases Achieved

- 2012 to date average increase on review 2.7% per annum (2011: 3.0%)
- % of rent roll on fixed uplift – 2%
- % of rent roll index linked – 12%
- Balance open market effectively upwards only
- Historically rental increases have broadly tracked RPI increases – see below



Drivers of Rental Growth

- Reducing the NHS carbon footprint
- Specification creep
- Building regulations
- Replacement cost
- Inflation

Conventional Independent Valuation



Primary Health Properties

- **Portfolio valued every 6 months using Lambert Smith Hampton valuations**
- **Basis is aggregation of INDIVIDUAL values**
- **No “lotting premium” (“portfolio effect”) taken account of**
- **Length of leases 16 years + covenant ⇒ defensive characteristics**
- **Rental increases drive valuation increases so not dependent upon yield shift**
- **Achieving good increases in excess of 3% per annum on average**
- **Initial yield of 5.74%. True equivalent yield of some 6.05%**

Portfolio analysis



- 67% of assets are greater than £3 million in value
- Average lot size in portfolio - £3.35 million (2011: £3.34 million)

Capital value	No. of assets	Value (£'m)	%'age	Cumulative %'age
£9 million +	4	46.51	8.4%	8.4%
£3 - £9 million	73	325.16	58.9%	67.3%
£1 - £3 million	83	176.87	32.0%	99.3%
£0 - £1 million	5	3.91	0.7%	100.0%
Total	165	552.45	100.0%	

DCF Valuation – as at 30 June 2012

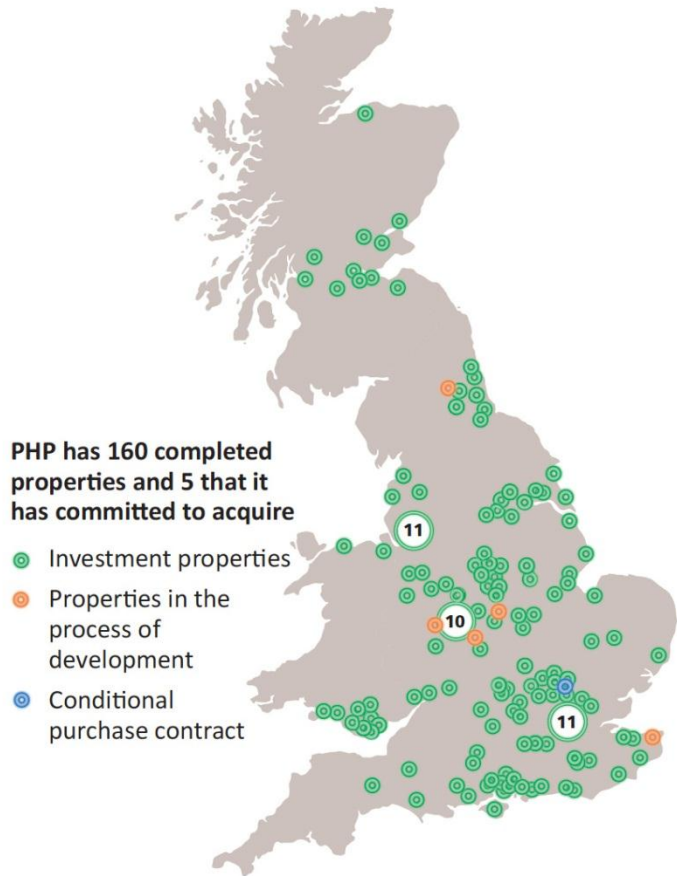


- The length of leases produces robust DCF valuations to underpin valuation of PHP
- Additional valuation based on discounted cash flow¹
 - £595million vs £545million
 - £50million increase
 - Equates to 63 pence per share of additional NAV
- Discounted using 7% per annum
- 2.5% rental growth per annum
- 1% growth in residual values per annum
- 65% from rents 35% from residual values
- Discount rate sensitivity:
 - At 6.5%, valuation of £626million
 - At 7.5%, valuation of £567million

£'m	Annual Rental Growth Assumption					
		0%	1%	2%	2.50%	3%
DCF RATE	6.0%	£583.7	£611.4	£642.1	£658.7	£676.2
	6.5%	£554.4	£580.8	£610.0	£625.8	£642.4
	7.0%	£527.1	£552.3	£580.1	£595.1	£610.9
	7.5%	£501.7	£525.7	£552.2	£566.5	£581.5
	8.0%	£478.0	£500.8	£526.1	£539.7	£554.1

¹ on assets owned/committed at 30 June 2012

Wide Geographical Spread

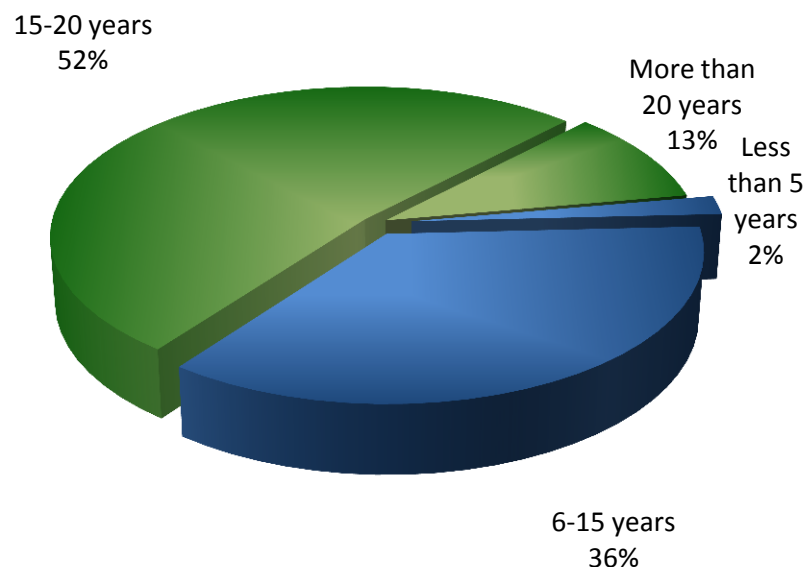


Long Leases



Analysis of rent unexpired

- Average lease length 16 years
- New leases typically 20 - 25 years
- Maintenance of lease length through active asset management and lease renewals
- 95% of leases subject to triennial rent reviews
- Effectively upward only*
 - 2% of rent roll on fixed uplift
 - 12% of rent roll index linked
 - 86% of rent reviewed to open market



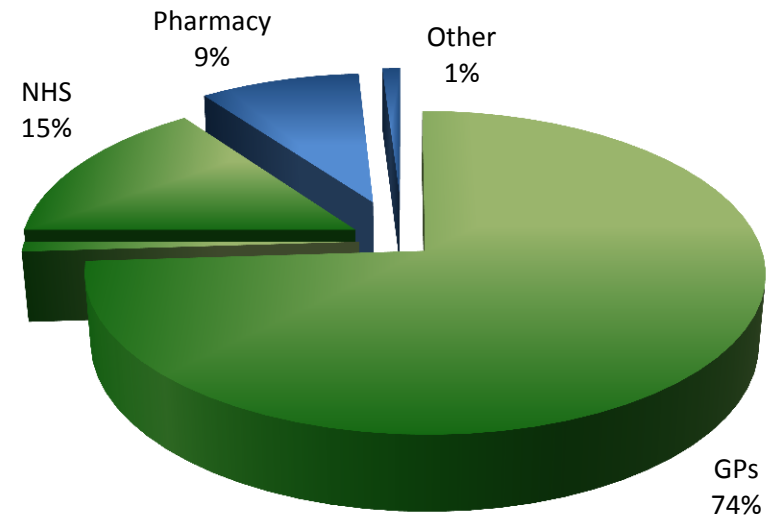
*Rental agreements have upward and downward provisions however a review can only be instigated by the landlord.

PHP portfolio analysis by tenant type



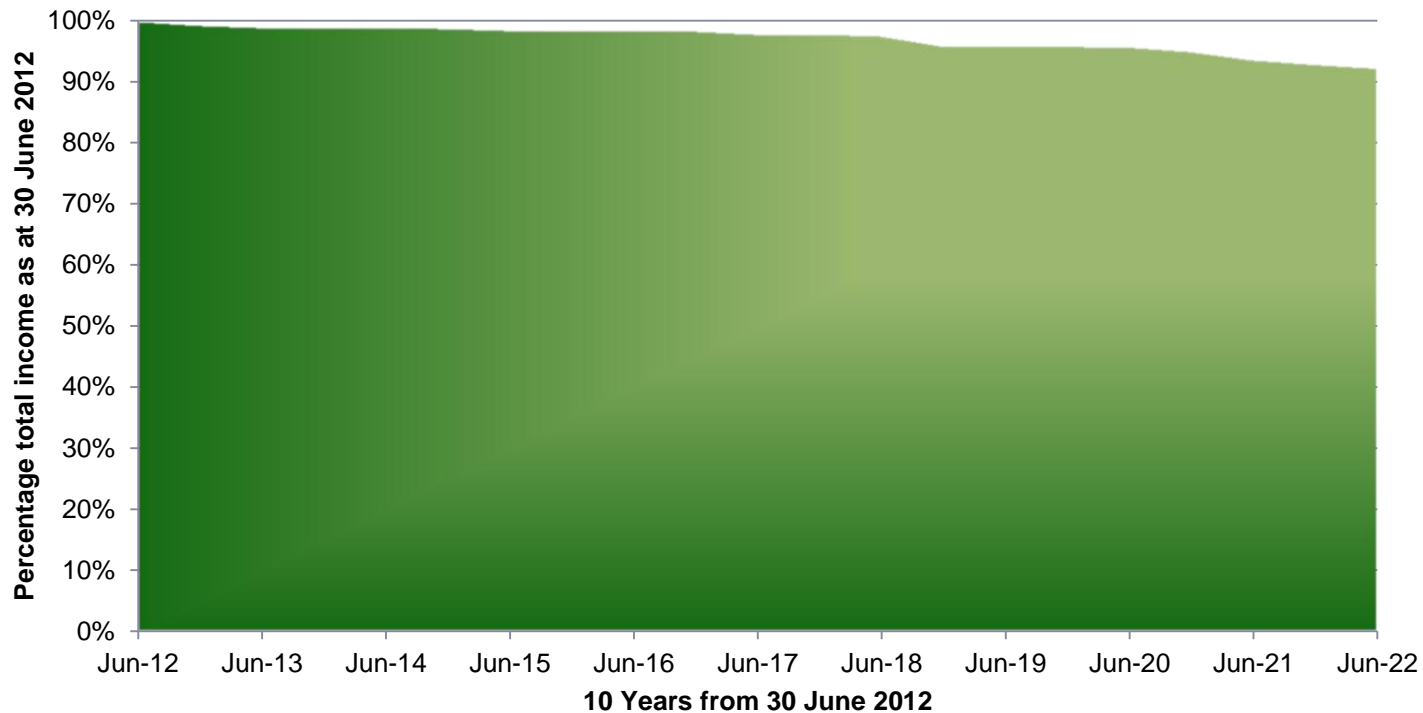
- PHP owns and leases freehold or long leasehold modern purpose-built primary healthcare facilities
- 165 primary care facilities, 160 completed and 5 committed
- Primary tenants
 - GP surgeries
 - PCT
 - Pharmacies

Tenancy split by contracted rent



90% directly or indirectly from the Government

Security of Income by Lease Expiry



**Receiving over 90% of current passing rent in 10 years time
assuming no review increases and no lease extensions**

Stable Borrowing Facilities



Average maturity of bank debt - 5.4 years

Provider	Maturity	Amount	Headroom
RBS	Mar 2013	5.0	5.0
AIB	Jan 2013	27.0	-
Clydesdale Bank	July 2014	50.0	28.6
RBS/Santander	Mar 2016	175.0	24.3
Aviva	Nov 2018	75.0	-
Aviva	Dec 2020	25.0	25.0
Aviva	Jan 2032	27.2	-
Total – drawn		384.2	82.9
Committed to fund			10.2

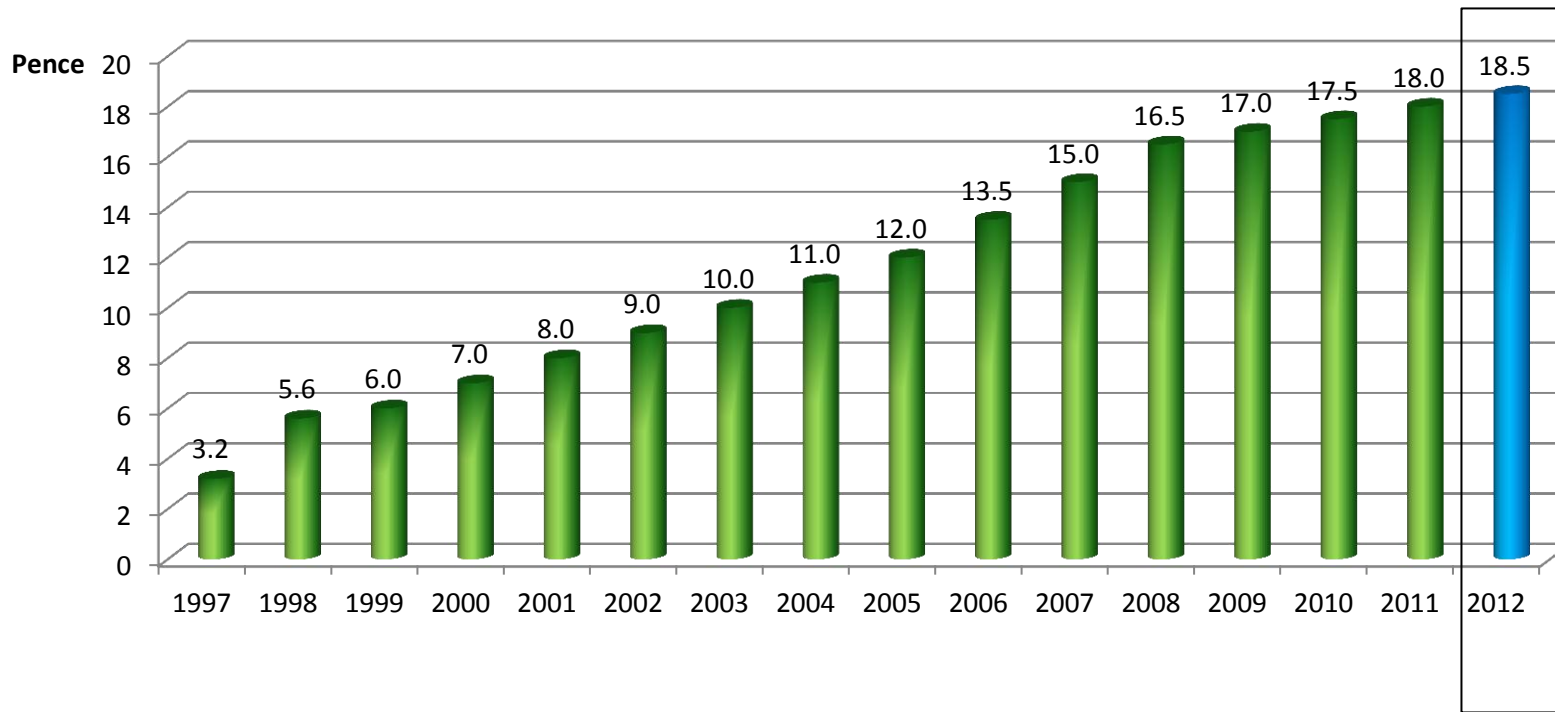
- £175m, 4 year, interest only Club facility commenced March 2012
 - Maximum LTV covenant 65%
 - Minimum ICR covenant 1.4x
- Average bank debt margin of 230 bps
- Group LTV at 30/06/12 – 56%
- Interest rate risk mitigated by portfolio of swaps and caps
- £75 million, seven year, unsecured retail bond issued on 23 July 2012

Continued dividend growth



- **REIT status drives pay out of substantially all available profits as dividends**
- **16 year track record of progressive dividend growth**
- **First 2012 dividend of 9.25p paid on 5 April 2012**
- **Second dividend for 2012 declared**
 - **9.25 pence to be paid on 26 October 2012, to shareholders on register at 28 September 2012**
- **Total dividend for 2012 of 18.5 pence – an increase of 2.8% on 2011**

Progressive Annual Dividend



Total dividend paid – 178.55p to April 2012 + 9.25p October 2012 = 187.8p

Conclusion



- **Low risk business model with 90% of rental income underpinned by Government funding**
- **Proven business model – 100% occupancy**
- **Demographic and political drivers – ageing population, cross party commitment to NHS**
- **Long term non-cyclical market**
- **Well positioned to lead next phase of Primary Care premises development following Health Act and devolution of budget and commissioning responsibility to GPs**
- **Well funded following refinance of significant majority of debt facilities and bond issue**
- **Substantial number of acquisition opportunities at historic attractive valuations**
- **Positive yield gap between acquisition yield and funding costs**
- **Committed management team with firm alignment of shareholder interests through substantial shareholding**
- **Inflation hedge characteristics with progressive dividend policy and track record**

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August 2012