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British Land Co PLC,	/The					BQL	Periods
1) Key Stats 2) I/S	3) B/S	4) C/	F 5) Ra	itios 6)	Segment	7) Ad	dl 8) E
11) Real Estate	2) REIT Nor	n-GAAP	13) Proper	ty Analysi	s 14) Ca	pital Expe	nditures
In Millions of GBP except Per	. 2018 Y	2017 Y	2016 Y	2015 Y	2014 Y	2013 Y	2012 Y
12 Months Ending	03/31/2018	03/31/2017	03/31/2016	03/31/2015	03/31/2014	03/31/2013	03/31/2012
EPRA Earnings							
	493.000	193.000	1,345.000	1,710.000	1,106.000	284.000	480.000
Changes in FV Invest &	-220.000	219.000	-879.000	-1,479.000	-842.000	-9.000	-215.000
Gain/Loss Disposal Inv.		5.000	-35.000	-20.000	-31.000	-8.000	-3.000
Gain/Loss Disposal & I		-7.000	-10.000	-6.000	_) <u>844</u>	
Negative Goodwill and		-	o (s -c	=	=	1.000	2 1
Change in FV Financial	. 176.000	-7.000	-31.000	47.000	57.000	28.000	2.000
■ Deferred TA	-6.000	-2.000	-30.000	22.000	-3.000	-28.000	-5.000
Non Controlling Interes.	0.000	-11.000	5.000	39.000	8.000	<u> </u>	V-
EPRA Earnings	380.000	390.000	365.000	313.000	295.000	268.000	259.000
EPRA Basic EPS	0.375	0.379	0.356	0.308	0.295	0.299	0.292
Basic Shares for EPRA Ea.	. 1,013.000	1,029.000	1,025.000	1,016.000	999.000	895.000	887.000
EPRA Diluted EPS	0.374	0.378	0.341	0.295	0.294	0.297	0.290
Diluted Shares for EPRA	1,016.000	1,033.000	1,089.000	1,080.000	1,004.000	901.000	892.000
Bloomberg Calculated EPR.							
Payout Ratio/EPRA Earni,		77.100	79.975	90.241	92.288	97.143	89.442
■ Earnings Return/EPRA Ea.	4.114	4.202	4.154	4.179	4.745	4.967	5.162
Earnings Yield/EPRA Earn	5.841	6.213	5.082	3.700	4.511	5.509	6.084
Price EPRA Earnings Ratio	17.166	16.138	20.543	28.220	22.245	18.300	16.548

FAREIT Non-GAAP (EPRA) Earnings

- Here is an example of British Land's EPRA Earnings (BLND LN), along with the list of adjustments between IFRS Net Income and EPRA Earnings.
- Bloomberg calculated ratios and EPRA
 Earnings provide a clearer picture of the company's profitability and true operating performance.

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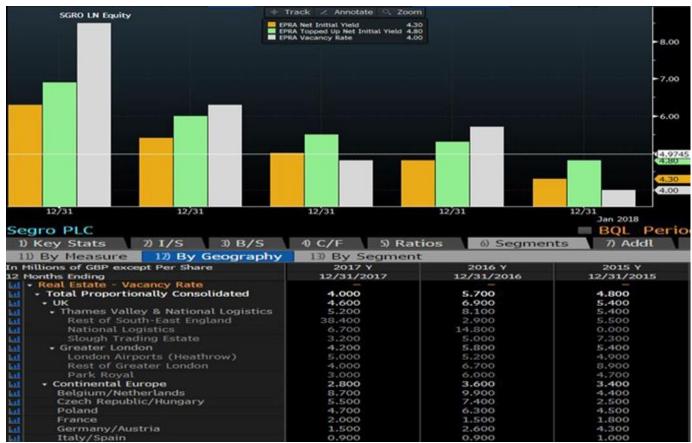


GF <GO>

- The graph on the left demonstrates Price to NAV per share movement for four companies (British Land, Klepierre, Swiss Prime Site and LEG Immobilien over the past five years.
- The Price to NAV per share ratio allows easy screening to determine whether a company is trading at a premium or discount to EPRA NAV. <GO>



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FA <GO>

- The first graph highlights how Net Initial Yield and Vacancy rate have evolved within the past 5 years for Segro.
- The second graph illustrates the Geographical breakdown of EPRA Vacancy rate.
 Segmentation data is located under option 6) Segments on FA <GO>
- EPRA NIY and Vacancy can be used to obtain a snapshot of a company's portfolio returns and anticipated cash flows.

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Ві	ritish Land Co PLC	/The					BQL
1	0 Key Stats 20 I/S	3) B/S	6 4) C/	F 5) Ra	itios 6	Segment:	5 7) Ac
	11) Real Estate	2) REIT No	n-GAAP	13) Proper	ty Analysi	s 14) Ca	pital Expe
In	Millions of GBP except Per	. 2018 Y	2017 Y	2016 Y	2015 Y	2014 Y	2013 Y
12	Months Ending	03/31/2018	03/31/2017	03/31/2016	03/31/2015	03/31/2014	03/31/2013
	Net Asset Value						
	Net Asset Value	9,560.000	9,498.000		9,035.000	7,027.000	5,967.000
lat	Net Asset Value Per Shar.	9.670	9.150	9.190	8.290	6.880	5.960
lat	Premium/Discount to NA	-33.609	-33.333	-23.776	0.422	-4.942	-8.809
lat	Price to Net Asset Value	0.664	0.667	0.762	1.004	0.951	0.912
	EPRA BPRs						
Lat	EPRA NAV - Diluted	9,560,000	9,498,000	10,074,000	9,035,000	7,027.000	5,967,000
lati	EPRA NAV Per Diluted Sh	9.670	9.150	9.190	8.290	6.880	5.960
lat	EPRA Triple Net Asset Va.,	9,044,000	8,938,000	9,640,000	8,359,000	6,700,000	5,522.000
lat	EPRA Triple NAV Per Dilu	9.140	8.610	8.800	7.670	6.560	5.520
ш	Shares Outstanding for E.	989.000	1,038.000	1,096.000	1,090.000	1,021.000	1,001.000
Lat	EPRA Net Initial Yield	4.300	4.300	4.100	4.300	4.800	5.500
lat	EPRA Topped Up Net Init.,	4.600	4.500	4.500	4.800	5.300	5.700
lal	Gross Up Property Por	13,200.000	14,039.000	14,739.000	13,273.000	11,398.000	9,711.000
Lil	Annualized Net Rents	573.000	598.000	599.000	567.000	546.000	530.000
ш	Topped Up Net Annuali	601.000	628.000	662.000	631.000	599.000	557.000
Lat	EPRA Vacancy Rate	3.200	4.800	2.000	2.900	5.200	3.400
lati	Estimated Rental Value	. 21.000	34.000	14.000	20.000	33.000	19.000
ш	Estimated Rental Value	. 664.000	710.000	728.000	692.000	626.000	563.000
lat	EPRA Cost Ratio Includin	16.900	15.600	16.600	16.400	16.200	15.300
lati	EPRA Cost Ratio Excludin	14.900	13.700	14.900	14.600	13.900	12.800
lati	Operating Costs Includ	103.000	100.000	108.000	101.000	96.000	86.000
lat	Operating Costs Exclud	91.000	88.000	97.000	90.000	83.000	72.000
lal	Gross Rental Income L		641.000	651.000	615.000	595.000	567.000

EPRA BPRs

- EPRA NAV/NNNAV and Cost ratio data is also available for all member companies of FTSE EPRA Developed Europe.
- Cost ratios highlight a real estate company's efficiency in managing its operating costs.
- EPRA NAV/NNNAV are key metrics for the European Real Estate sector and represent the fair value (long term or current) of a company's Net Assets.

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