

# DRIVING LONG-TERM VALUE CREATION

# PRIME ASSETS See p.4

• A focus on prime central London, concentrated in large estates

# CLEAR AND FOCUSED STRATEGY See p.14

- Active asset management, strategic investments and selective development
- Driving rental growth and capital value appreciation

# STRONG CAPITAL STRUCTURE See p.38

• Conservative leverage and substantial liquidity

# EXPERIENCED MANAGEMENT See p.54

Strong track record

# EFFECTIVE GOVERNANCE See p.56

• Strong commitment to effective corporate governance

Capital & Counties Properties PLC (Capco) is one of the largest listed property companies in central London. Our key assets are the Covent Garden and Earls Court estates. We create and grow value through a combination of asset management, strategic investment and selective development.



For more information visit:





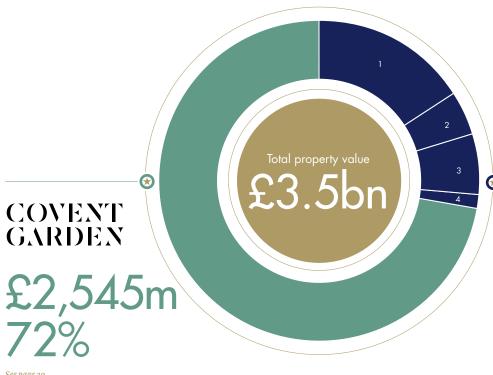


Cover image: King Street in Covent Garden

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# PROPERTY PORTFOLIO<sup>1</sup>



£979m 28%

1.	ECPL	£561m
2.	Lillie Square	£156m
3.	Empress State	
	Building	£220m
4.	Other	£42m

See page 30

# 1. Market value on Group share basis





# BUSINESS MODEL AND STRATEGY

Capco is a property company with a strong emphasis on distinctive placemaking. It unlocks, creates and grows value to deliver sustainable growth and deliver long-term market-leading returns for shareholders.

**BUSINESS MODEL** 

**GROUP STRATEGY** 

**ESTATE STRATEGIES** 

COVENT GARDEN

EARLS | COURT

See page 14

# EXPERIENCED MANAGEMENT







Hawksworth Yardley

Situl Jobanputra

Capco's experienced management team leads the Group in delivering its strategy. The Executive Directors aim to deliver strong returns for shareholders and are supported by a senior management team which leads the Group's business units. The Non-executive Directors bring extensive knowledge to the Board's discussions.

See page 54

# EFFECTIVE GOVERNANCE

The framework of oversight, controls and reporting provided by Capco's governance structure supports the business and allows Capco to operate with transparency to achieve its objectives.

THE BOARD

Audit Committee Remuneration Committee

Nomination Committee

See page 56

# FINANCIAL RESULTS

Equity attributable to owners

EPRA net asset value per share

£2.8bn

334p

Total shareholder return

Total return

8.1%

-1.3%

Loan to value (LTV)

Total dividend per share

21%

1.5p

Total property return

Property valuation movement on a like-for-like basis

1.0%

-0.9%

See page 141 where we discuss our Alternative Performance Measures

# OUR ASSETS

Our assets are concentrated around two prime estates in central London with a combined value of £3.5 billion

100% Capco owned

# Earls Court Properties



**Earls Court** Partnership Limited. An investment vehicle with TfL; Capco share 63%



Empress State Building 100% Capco owned



Lillie Square. A 50:50 joint venture with KFI

# CLSA LAND

Capco has exercised its option under the CLSA to acquire LBHF land

# TfL

Lillie Bridge Depot. 100% TfL owned

Consented Earls Court Masterplan\*

\* Consented area shown  $includes\ the\ Empress\ State$ Building which has a separate consent for residential conversion



The Earls Court landowners' map above is indicative. The Covent Garden area has been magnified x 1.5







# AN ACTIVE YEAR



# Cheaney opens on Henrietta Street British heritage footwear brand opens on

Henrietta Street, strengthening the retail offer on the street



# Chelsea Flower Show

Capco-sponsored award-winning Show Garden in partnership with The Sir Simon Milton Foundation, returns to the East Piazza incorporating an al fresco summer bar by British sparkling wine Nyetimber



# World-class dining

British independent seafood restaurant The Oystermen and The Henrietta Hotel (with restaurant by acclaimed chef Ollie Dabbous) open on Henrietta Street, further enhancing Covent Garden's reputation as a foodie destination



#### Covent Garder

Kent & Curwen sign to Floral Street The strategic repositioning of the estate continues with British heritage brand Kent

& Curwen signed to

Floral Street



# The first Floral Court anchor opens

Anchor tenant Petersham Nurseries opens its doors to two of their four units within the Floral Court development, with a retail store, deli and florist



# Gifting and luxury accessories

Royal Opera House Arcade saw new openings from Linda Farrow, Tom Davies and N.Peal enhance the luxury offer on the estate, with further contemporary accessories from Daniel Wellington and Bailey Nelson opening in the Market Building and on Henrietta Street

JANUARY 2017 FE

**FEBRUARY** 

# MARCH

MAY

JUNE

JULY

# Earls Court Properties

# Plans approved for Exhibition Square

Detailed planning consent achieved for Exhibition Square – the new gateway to the Earls Court development from Warwick Road



Heavy Lifting Crane begins work on site

The heavy lifting crane, London's largest crane, begins work to prepare the site for future development



# Sale of Venues

Capco sells Venues, its exhibition business, comprising Olympia London, together with certain related property assets, for £296 million

# Earls Court Propertie



# Lillie Square launches 'Seven Lillie Square' to market

The launch of Seven Lillie Square offers new apartments overlooking the development's iconic garden square



# Destination dining concepts

Covent Garden continues to lead the way with concept dining in the form of Avobar, Pancs and Egg'cellent

## Covent Garden

# £225 million private placement

Signed agreement with eight institutional investors for £225 million senior unsecured notes



# The Shop at Bluebird signs to Floral Street

Luxury British concept store agrees terms to open in Grade II listed Carriage Hall with a 15,000 sq ft flagship opening in 2018, as a key anchor to Floral Street



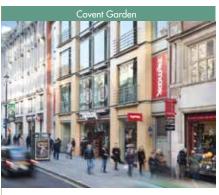
#### Covent Garden Christmas launch

Show stopping switch on for 2017 in partnership with BBC Children in Need sees Kylie Minogue and Charlotte Tilbury switch on the lights with Pudsey, against the backdrop of a sparkling performance from the stars of 42nd Street, watched by Covent Garden's largest audience to date



# Further signings

Cora Pearl, hotly anticipated sister restaurant to Mayfair's Kitty Fishers, Wahlburgers family restaurant and luxury travel brand Tumi have all agreed terms to open in 2018



#### New acquisitions

£99 million invested to extend and consolidate Covent Garden ownership, including purchase of 15-17 Long Acre and 27b Floral Street



# The Beauty Quarter goes from strength to strength

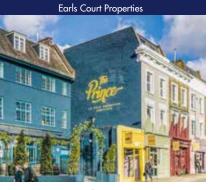
The first global flagship store from Tom Ford and new brand Floral Street Fragrance join the well-established cosmetics and fragrance offer in Covent Garden, which this year has also seen the opening of cult beauty brand DECIEM

AUGUST SEPTEMBER OCTOBER NOVEMBER DECEMBER Q1 2018



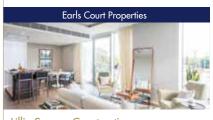
# Lillie Square Clubhouse opens to residents

The 18,000 sq ft Lillie Square Clubhouse opens to residents. Amenities include a concierge, swimming pool, gymnasium, spa, private dining room and a cinema room



'West Brompton Crossing' temporary pop-up high street opens

The project marks a first for temporary retail and leisure use in the area



Lillie Square Construction

Phase 1 substantially complete and enabling works for Phase 2 underway



Land enablement works

Substantially complete in preparation for future development



# DRIVING LONG-TERM VALUE CREATION, WITH RESPONSIBLE OVERSIGHT

Total return

Dividend per share

-1.3%

1.5<sub>p</sub>



# **OVERVIEW**

Both of our prime central London estates had a very active year in which management made good operational progress. The Covent Garden estate, which now represents more than 70 per cent of the Group's portfolio by value, delivered positive performance and value growth. The value of our investments at Earls Court has however been impacted by challenges in the London residential market.

# **PERFORMANCE**

Capco's total shareholder return for the year, which comprises share price performance plus the dividends paid during the year, was 8.1 per cent, and total return for the year, which represents the change in net assets plus the dividends paid during the year, was -1.3 per cent. The total value of Capco's property portfolio fell by 0.9 per cent on a like-for-like basis to £3.5 billion, with gains at Covent Garden being offset by a reduction in the Earls Court valuation.

Covent Garden is established as a renowned retail and dining destination and continues to attract target brands. The Covent Garden estate is benefiting from a period of significant investment made over recent years, creating an inviting environment with a wide variety of British heritage, independent and global brands offering a broad selection of retail and dining experiences across the estate. Net rental income has increased significantly in 2017. Capco's distinct approach to creative asset management continues to drive leasing activity and in turn ERV progression.

Initiatives to enhance the estate have been very successful. Examples include the establishment of Henrietta Street as a menswear and dining destination and the successful repositioning

of the Royal Opera House Arcade. In addition, a number of acquisitions have extended our presence on Floral Street. The Floral Court development is nearing completion with the courtyard and restaurant openings expected over the coming months.

Economic and political uncertainty has impacted the residential market in London, resulting in a further decline in the valuation of our investments at Earls Court. The consented Masterplan remains one of the largest Opportunity Areas in central London with the ability to evolve with the needs of the Capital. The political and economic environment has made discussions on enhancing the Masterplan more difficult, however Capco will continue to seek to positively engage with all stakeholders to evolve the Masterplan over time.

At Earls Court Partnership Limited ("ECPL"), our investment vehicle with Transport for London ("TfL"), the final phase of the complex demolition of the former Earls Court Exhibition Centres has been successfully completed in preparation for future development. Handover of the first phase of the Lillie Square residential development nears completion and half of Phase 2 has been pre-sold at a modest premium to comparable units in Phase 1.

In April 2017, Capco completed the sale of the Venues business at a slight premium to net asset value, in keeping with our established strategy of recycling capital through the disposal of non-core assets.

## FINANCIAL POSITION AND DIVIDENDS

Capco continues to maintain a strong balance sheet, with low leverage, high liquidity and modest capital commitments. During the year, Capco extended its debt maturities, further diversified its sources of funding with a Private Placement and successfully executed the sale of Venues. The business is well-positioned to support its future activities and take advantage of opportunities as they arise.

The Directors are proposing a final dividend of 1.0 pence per share, which brings the total dividend for 2017 to 1.5 pence per share.

# **PEOPLE**

The Company has evolved during the year and the Board and I would like to thank our employees for their work and commitment.

There were a number of changes to the Board in 2017. At the beginning of the year Situl Jobanputra was promoted to Chief Financial Officer, following Soumen Das' departure at the end of 2016. Charlotte Boyle was appointed as a Non-executive Director and member of the Nomination and Remuneration Committees in October 2017, following Demetra Pinsent's decision to step down from the Board in July 2017.

I am pleased to report that Situl and Charlotte have both settled into their new roles well, and I was delighted to see the recognition of internal talent. Demetra's departure unfortunately sets back our gender diversity aspirations at Board level. The Board will consider this along with wider diversity for any future appointments and is committed to encouraging diversity, inclusiveness and the development of our people across the business.

# SHAREHOLDERS

Capco is listed on the London Stock Exchange and the JSE, and over 50 per cent of the Company's shares are held by South African investors. There are sometimes different market expectations in the UK and South Africa, and one example of this is the level of authority to issue new shares that shareholders expect to grant to Boards. The Board feels that, to preserve flexibility, it is appropriate to seek the conventional level of authorities expected by shareholders in UK listed companies where possible. This has resulted in significant votes against two of our AGM resolutions

and Capco's inclusion in The Investment Association's public register of shareholder dissent. The Board will maintain dialogue with our South African shareholders on this topic.

# **BOARD OVERSIGHT**

Non-executive Directors are encouraged to visit our assets in Covent Garden and Earls Court and meet operational management regularly. This is achieved through individual visits and Board update meetings sometimes held on site, and helps the Board keep abreast of the business' challenges and opportunities and to contribute to strategic debate. This has been a year of considerable change in the macroeconomic and political context in which Capco operates and I am grateful for the Directors' diligence and engagement throughout the year.

In reaching its conclusions regarding key business decisions, the Board takes account of the different stakeholders relevant to Capco and its activities, including local communities where we operate, partners, lenders, government and our own people as well as shareholders.

The Board also regularly reviews the changing risks affecting Capco and takes account of changes to risks when discussing strategy and reviewing operations. Health and Safety receives particular attention at Board meetings and across the business.

## LOOKING AHEAD

London is an outstanding global city and remains a very attractive investment arena. Our strategy remains clear and focused on delivering long-term value for shareholders from our two prime central London estates. The Board remains alert to broader economic and political uncertainty and its potential impact on market conditions, however Capco's strong financial position enables the Group to support its future activities and provides the financial flexibility to take advantage of opportunities as they arise.

Ian Durant Chairman

20 February 2018



# A year of good operational progress

Capco has made good operational progress across its two prime central London estates. Covent Garden, which now accounts for 72 per cent of the Group's portfolio by value, has had another strong year creating value and positive rental performance. We continue to implement our strategy by focusing on asset management, investment and managing the estate creatively. Covent Garden is a world-class destination in the heart of central London offering a vibrant mix of British heritage, independent and global brands and continues to evolve to meet consumer demand. Investments made in recent years including on Henrietta Street, Floral Street, King Street and the Royal Opera House Arcade have positioned the estate well. This has resulted in strong demand from occupiers and as new concepts open, we are capturing the reversionary income potential of the portfolio.

At Earls Court, good operational progress has been made. ECPL, the investment vehicle with TfL, which represents our principal investment in Earls Court, successfully completed the final phase of the complex demolition of the former Exhibition Centres, which prepares the land for development. At Lillie Square, Phase 1 handover has substantially completed. By the end of 2017 the residents of 182 new homes had been welcomed to the scheme. A pop-up high street for Earls Court was successfully launched on Lillie Road.

Whilst the West End and Covent Garden have continued to thrive, economic and political uncertainty has continued to impact the residential market in London, resulting in a further valuation

decline in our investments at Earls Court. The growth in Covent Garden was offset by a decline in the value at Earls Court. As a result, EPRA net asset value fell by 1.7 per cent over the year to 334 pence.

While the environment for large-scale residential development has become more difficult, the Earls Court Masterplan has an existing planning consent in place and remains one of the largest Opportunity Areas in central London, capable of delivering new homes, jobs and investment. Earls Court has the ability to evolve with the needs of London and its potential will be realised over time. As a long-term investor in London, Capco will continue to seek to engage positively with our partners and all stakeholders in order to evolve the Masterplan, which has the flexibility to be brought forward through the introduction of third-party capital and selective development.

Over the year, the Group successfully realised value from the sale of its Venues business, crystallising £230 million of net proceeds which will be recycled into Capco's central London estates.

Capco's prudent approach to its balance sheet continues. We maintain a strong financial position with low leverage, high liquidity and modest capital commitments. The business is well-positioned to support its future activities, navigate market uncertainties, while taking advantage of opportunities as they arise. Capco remains disciplined in its investment approach, with a weighting towards Covent Garden as we continue to expand our ownership on the estate.



	Market Value 2017 £m	Market Value 2016 £m	Valuation Change Like-for-Like <sup>1</sup>
Covent Garden	2,545	2,275	4.3%
Earls Court Properties			
Earls Court Partnership Limited ("ECPL") <sup>2</sup>	561	644	(16.0)%
Lillie Square <sup>3</sup>	156	223	(5.7)%
Empress State	220	230	(4.8)%
Other	42	45	(8.1)%
Group share of Earls Court Properties	979	1,142	(11.8)%
Venues	-	293	_
Group share of total property <sup>4</sup>	3,524	3,710	(0.9)%

- 1. Valuation change takes account of amortisation of tenant lease incentives, capital expenditure, fixed head leases and unrecognised trading surplus.
- 2. Represents the Group's 63 per cent interest in ECPL.
- ${\it 3. } Represents the {\it Group's 50} per {\it cent share of the Lillie Square joint venture.}$
- 4. A reconciliation of carrying value of investment, development and trading property to the market value is shown in note 15 'Property Portfolio' within the consolidated financial statements.

# Valuations

The total property value of the Group declined 0.9 per cent (like-for-like) in the year to 31 December 2017 to £3.5 billion. The valuation of Covent Garden has risen by 4.3 per cent (like-for-like) to £2.5 billion, driven by ERV growth of 4.6 per cent achieved over the year. The equivalent yield remains broadly unchanged, reflecting the valuer's current view of the strength of demand for prime central London real estate.

Capco's investment in Earls Court Properties declined by 11.8 per cent (like-for-like) to £1.0 billion at 31 December 2017. A number of adjustments have been made to the component parts of the valuation of our interest in ECPL. The valuer's more conservative view on gross development value and the cost of delivery, together with recent transactional evidence in the land market, have resulted in a net decline of 14.4 per cent (like-for-like) for ECPL in the second half of the year. Similarly the valuation of our other interests at Earls Court has declined reflecting changes in valuation assumptions.

The Group has a 63 per cent controlling interest in ECPL, the investment vehicle with TfL, which owns the land formerly occupied by the Earls Court Exhibition Centres ("EC1 & EC2"). As a result, it is fully consolidated in the financial statements and TfL's interest is represented as a non-controlling interest. See the Financial Review on page 38 for further information.

# Chief Executive's review continued

# Covent Garden - a world-class retail and dining destination

Covent Garden is continuing to build on its success as a world-class retail and dining destination. Our creative asset management strategy has driven positive leasing momentum with good demand for all uses across the estate. We continue to strengthen the core categories of luxury gifting and accessories, cosmetics and differentiated dining concepts.

The estate is valued at £2.5 billion as at 31 December 2017, a like-for-like increase of 4.3 per cent. During the year, 21 new retail and restaurant brands were signed to the estate, the most in any year to date. As a result of positive demand across all uses, 90 new lettings and renewals were agreed, securing £14.6 million of rental income at 10.4 per cent above December 2016 ERV. Net rental income has increased significantly, by 17.8 per cent in absolute terms or 11.3 per cent like-for-like for the year. The ERV of the estate is £105 million, up 4.6 per cent on a like-for-like basis, with positive progress being made towards the ERV target of £125 million by December 2020.

The range of dining concepts on the estate continues to expand, with the introduction of a number of high quality and differentiated concepts including The Oystermen, Avobar and The Henrietta. The latest additions further enhance Covent Garden's attractiveness as one of London's most desirable dining destinations.

Covent Garden's retail offering has gone from strength to strength. The Market Building has introduced Daniel Wellington, Tom Ford and Deciem. The repositioning of the Royal Opera House Arcade continues with the addition of leading travel brand Tumi which is set to join British heritage brands N. Peal and Tom Davies which opened stores during the year. Lettings to Kent & Curwen and The Shop at Bluebird represent an excellent start to the repositioning of Floral Street.

Development of Floral Court nears completion. Anchored by Petersham Nurseries, the courtyard is expected to open in the coming months and will improve the circulation of pedestrian flows on the northern part of the estate. The residential component, comprising 45 new apartments, is expected to complete by summer 2018.

We have continued to invest in the estate through acquisitions which offer value creation opportunities. £99 million was invested in acquisitions during the year, most notably consolidating our presence on Floral Street.

# Earls Court Properties – large-scale strategic opportunity in central London

During the year, ECPL successfully completed the final phase of the complex demolition of the former Earls Court Exhibition Centres in preparation for future development.

Handover of Phase 1 of Lillie Square nears completion with £98 million (Capco share) of proceeds received by the end of the year. Cumulative proceeds of £125 million (Capco share) are expected to have been received on Phase 1 over the coming months. Negotiations are at an advanced stage for the main construction contract for Phase 2. 50 per cent of the 186 apartments in the phase have now been reserved or exchanged. 34 of these transacted during 2017, seven of which occurred during the second half of the year. Sales prices achieved in Phase 2 are at a modest premium to comparable units in Phase 1.

The consented Earls Court Masterplan is a strategic development for London and is identified as a Greater London Authority ("GLA") Opportunity Area. It is referenced in the draft London Plan issued in December 2017 as 'ready to grow'. The political environment has made discussions on enhancing the Masterplan more difficult, however Capco will continue to seek to engage positively with the GLA, our partners at Transport for London and other stakeholders to evolve the Masterplan over time. This includes discussions with London Borough of Hammersmith & Fulham ("LBHF") regarding the possibility of the Council taking the lead on future plans for the West Kensington and Gibbs Green Estates ("The Estates").



Capco is in discussions with MOPAC (the Mayor's Office for Policing and Crime) regarding its ongoing occupational requirements at the Empress State Building which may include a lease extension or sale of the building. There is no certainty that any transaction will be agreed.

# Innova Investment

In 2015, Capco acquired a 50 per cent interest in Innova Investment (formerly Solum Developments), a joint venture with Network Rail, which is exploring potential opportunities for future redevelopments at significant railway station sites across London.

#### Sale of Venues

On 7 April 2017, Capco completed the sale of Venues to a consortium of German institutional investors for £296 million. Profit on disposal of Venues was £2 million. Having extracted significant value from the venue since acquisition, Capco took the decision to exit this non-core asset realising value for shareholders through sale. Cash proceeds were used initially to repay bank debt and will be deployed in Capco's prime central London estates over time.

#### Outlook

Covent Garden is a world-class retail and dining destination in the heart of London, offering a differentiated mix of global, British heritage and independent brands addressing the needs of the consumer. Through creative asset management and by attracting excellent retail brands and dining concepts, the reversionary income potential of the portfolio will be captured. Capco will continue to invest in strategic acquisitions, interventions and in enhancing the customer environment. Following a year of positive leasing activity, 2018 will be another active year for openings across the estate, which are expected to further strengthen Covent Garden's reputation as a leading global destination. The estate remains well-placed for continued success and ERV progression towards the target of £125 million by December 2020.

The consented Earls Court Masterplan represents one of the most important mixed-use developments in London. The GLA's draft London Plan issued in December 2017 references Earls Court as 'ready to grow' demonstrating the site's potential to deliver more housing and optimise this important London scheme. Whilst the economic and political environment presents challenges to the London residential market and large scale developments, Capco will continue to seek to positively engage with all of its partners and stakeholders to evolve the Masterplan. The consented Masterplan has the flexibility to be brought forward through the introduction of third-party capital and selective development.

Capco has a clear strategy to deliver long-term value creation for our shareholders from our two prime central London estates. Backed by a strong balance sheet with low leverage, high liquidity and modest capital commitments, Capco is well-positioned to support its future activities, navigate market uncertainties and take advantage of opportunities as they arise.

Ian Hawksworth Chief Executive 20 February 2018



# DEFINING PERFORMANCE

Our unique business model underpins our strategy to drive value creation.

# BUSINESS MODEL

Capco is a property company with a strong emphasis on distinctive placemaking. It unlocks, creates and grows value to deliver sustainable growth and long-term market-leading returns for shareholders.



Allocation of capital based on assessment of risk-adjusted returns

# **ESTATE STRATEGIES**

# COVENT GARDEN

# EARLS | COURT

Continue to drive rental growth through asset management, acquisitions and selective development.
Attract new tenants to grow ERV and NRI, and set new pricing levels for residential space.

Read more on page 20

Continue to drive value creation through planning, land assembly, land enablement and selective development.

Read more on page 30

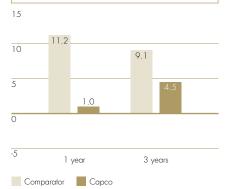
# MEASURING PERFORMANC

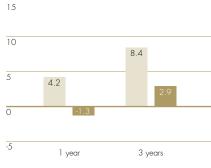
The Group's key performance indicators are selected to ensure clear alignment between its strategy, shareholder interests and remuneration of its employees.

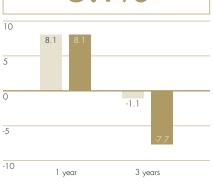
TOTAL PROPERTY RETURN

**TOTAL RETURN** -1.3%









# **DESCRIPTION**

Total property return is calculated as capital growth including gains and losses on disposal plus rents received less associated costs, including ground rent.

This metric allows comparability with the IPD Total Return All Property Index.

# **DESCRIPTION**

Total return is the growth in EPRA NAV per share plus dividends per share during the year.

Outperformance over a three-year period, versus the median of a comparator group of the nine largest constituents of the FTSE 350 Real Estate Index, is identified as a key measure of the success of Capco's strategy.

PART OF EXECUTIVE DIRECTORS'

LONG-TERM INCENTIVE.

TOGETHER WITH SPECIFIC ANNUAL NAV TARGETS RELATING

# **DESCRIPTION**

Total shareholder return is the increase in the price of an ordinary share plus dividends during the year.

The Group's total shareholder return is benchmarked against the median total shareholder return of a comparator group of the nine largest constituents of the FTSE 350 Real Estate Index.

As a key metric for the long-term equitybased compensation for the Group's employees, total shareholder return aligns incentives with shareholder interest.



PART OF EXECUTIVE DIRECTORS' LONG-TERM INCENTIVE

NE OF THE PERFORMANCE MEASURES FOR THE EXECUTIVE DIRECTORS' 2017 ANNUAL BONUS

# 2017 TARGET

2.0 percentage points per annum outperformance on a rolling three-year basis

TO 2017 BONUS

# PERFORMANCE

The Group has generated a total return of 2.9 per cent per annum on a rolling three-year basis, underperforming the comparator group by 5.5 per cent1

# 2017 TARGET

4.0 percentage points per annum outperformance on a rolling three-year basis

# **PERFORMANCE**

The Group generated a total shareholder return of -7.7 per cent per annum on a rolling three-year basis, underperforming the comparator group by 6.6 per cent

# PERFORMANCE

2017 TARGET

outperformance

During the year the Group has underperformed by 10.2 per cent

1.5 percentage points per annum

1. Based on consensus estimates at 16 February 2018 for comparator group where results are unavailable.

The three-year total property return is calculated assuming annual reinvestment. Annualised three-year total return and total shareholder return are calculated on a basis consistent with the Group's long-term incentive plans. A number of other indicators of performance are considered by the Board either at a Group level (including underlying earnings per share) or specifically relevant to each estate, for example ERV at Covent Garden. These are discussed further in the asset-specific operating reviews in the

All three key performance indicators are directly linked to Executive Directors' remuneration. These three indicators are carefully aligned with the Group's strategy of creating and growing value and delivering market-leading total returns over the longer term. Total property return, underlying earnings per share and net asset value are linked to annual bonuses available to certain of the Group's employees.

# EFFECTIVE RISK MANAGEMENT

Through risk management and internal control systems the Group is able to identify, assess and prioritise risks within the business and seeks to minimise, control and monitor their impact on profitability whilst maximising the opportunities they present.

# Risk management

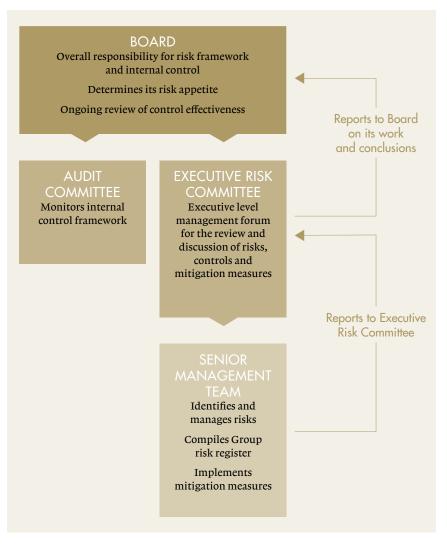
The Board has overall responsibility for Group risk management. It determines its risk appetite and reviews principal risks and uncertainties regularly, together with the actions taken to mitigate them. The Board has delegated responsibility for the review of the adequacy and effectiveness of the Group's internal control framework to the Audit Committee.

Following a comprehensive review of risk management undertaken in 2015, risk is a standing agenda item at all management meetings. This gives rise to a more risk aware culture and consistency in decision making across the organisation in line with the corporate strategy and risk appetite. All corporate decision making takes risk into account, in a measured way, while continuing to drive an entrepreneurial culture.

The Executive Directors are responsible for the day-to-day operational and commercial activity across the Group and are therefore responsible for the management of business risk. The Executive Risk Committee, comprising the Executive Directors, the General Counsel & Director of Corporate Services and the Financial Controller, is the executive level management forum for the review and discussion of risks, controls and mitigation measures. The corporate and business division risks are reviewed on a quarterly basis by the Executive Risk Committee so that trends and emerging risks can be identified and reported to the Board.

Senior management from every division and corporate function of the business identify and manage the risks for their division or function and complete and maintain a risk register. The severity of each risk is assessed through a combination of each risk's likelihood of an adverse outcome and its impact. In assessing impact, consideration is given to financial, reputational and regulatory factors, and risk mitigation plans are established. A full risk review is undertaken annually in which the risk registers are aggregated and reviewed by the Executive Risk Committee.

# RISK MANAGEMENT STRUCTURE



The Directors confirm that they have completed a robust assessment of the principal risks faced by the business, assisted by the work performed by the Executive Risk Committee.

The Group's principal risks and uncertainties, which are set out on the following pages, are reflective of where the Board has invested time during the year.

These principal risks are not exhaustive. The Group monitors a number of additional risks and adjusts those considered 'principal' as the risk profile of the business changes. See also the risks inherent in the compilation of financial information, as disclosed within note 1 'Principal Accounting Policies' to the consolidated financial statements, 'Critical accounting judgements and key sources of estimation and uncertainty'.

Since the EU Referendum, there has been economic and political uncertainty and this is expected to continue into the foreseeable future. To date, there has been no adverse impact on occupier demand for the Covent Garden estate, which has seen strong rental growth, although the valuation of residential-led development land has been impacted by the overall economic and political backdrop.

The political framework for large scale residential development has become more difficult. In the Autumn Statement the government announced it will introduce planning reform that will aim for more land to become available for housing. A review is being undertaken by the government, with an interim report targeted to be delivered for the Spring Statement, to evaluate the gap between planning permissions and housing starts which may result in beneficial or adverse policy change for landowners.

London, as a highly desirable global city, continues to attract businesses and people and we would expect this leading position to be maintained over time. Uncertainty remains, however, around the exit mechanism and longer-term implications of Brexit, and this will continue to have a direct or indirect impact on a number of the principal risks set out below.



#### **CORPORATE** Risk Impact on strategy Mitigation Change in 2017 Economic conditions (3)Decline in real estate valuations due to Reduced return on Focus on prime assets macro-economic conditions investment and Regular assessment of investment market conditions development property Relative attractiveness of other asset including bi-annual external valuations Higher finance costs classes or locations Regular strategic reviews Inability of the Company to adopt the Reduced profitability Strategic focus on creating retail destinations and appropriate strategy or to react to residential districts with unique attributes changing market conditions or changing consumer behaviour Funding (2)(3)Lack of availability or increased cost of Reduced financial and Maintain appropriate liquidity to cover debt or equity funding operational flexibility commitments Increased cost of borrowing Target longer and staggered debt maturities Delay to development Consideration of early refinancing works

Constrained growth, lost

opportunities

Key



— Stable

Decrease

Derivative contracts to provide interest rate protection

Development phasing to enable flexibility and

Covenant headroom monitored and stress tested

reduce financial exposure

# Principal risks and uncertainties continued

# CORPORATE CONTINUED

Change in 2017 Impact on strategy Mitigation

# Political climate





Uncertain political climate or changes to legislation and policies

Inability to deliver business plan

Monitoring proposals and emerging policy and legislation

Engagement with key stakeholders and politicians

Increased uncertainty over the future political climate including the impact of the EU Referendum, general election and prospective local elections

# Catastrophic external event

Such as a terrorist attack, health pandemic or cyber crime







Diminishing London's

Heightened by concentration of investments

Reduced rental income and/or capital values

Business disruption or damage to property Reputational damage

Terrorist insurance

On-site security

Health and safety policies and procedures

Close liaison with police, National Counter Terrorism Security Office ("NaCTSO") and local authorities

Regular training

The threat level of a

major incident occurring in London has increased during the year. We continuously review and implement improvements to our procedures to counter the threat of a major incident

# People

Inability to retain the right people







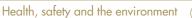
Inability to execute strategy and business plan

Constrained growth, lost opportunities

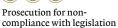
Succession planning, performance evaluations, training and development

Long-term and competitive incentive rewards

and develop leadership skills within the business







Litigation or fines

Reputational damage

Distraction of management

Health and safety procedures across the Group

Appointment of reputable contractors

External consultants undertake annual audits in all locations

Adequate insurance held to cover the risks inherent in construction projects

# Compliance with law, regulations

Accidents causing loss of life or very serious

injury to employees, contractors, occupiers

Activities at the Group's properties causing

detrimental impact on the environment

and visitors to the Group's properties

Breach of legislation, regulation or contract Inability to monitor or anticipate legal or regulatory changes





Prosecution for noncompliance with legislation

Litigation or fines

Reputational damage

Distraction of management

Appointment of external advisers to monitor

changes in law or regulation Members of staff attend external briefings to remain

cognisant of legislative and regulatory changes

residential market due

to macro-economic conditions and increased

uncertainty over the

and policy

future political climate

PROPERTY			
Risk	Impact on strategy	Mitigation	Change in 2017
Leasing	3 5		
Inability to achieve target rents or to attract target tenants due to market conditions	Decline in tenant demand for the Group's properties	Quality tenant mix	
Competition from other locations/formats	Strategic focus on creating retail destinations with unique attributes		
	Expansion of yield		
Planning	3 4 5		_
Unfavourable planning policy or legislation impacting on the ability to secure future	Impact on future land valuations	Outline planning permission already granted for the Earls Court Masterplan	
planning approvals or consents		Engagement with local and national authorities	
Secretary of State or Mayoral intervention or judicial review		Pre-application and consultation with key stakeholders and landowners	
		Engagement with local community bodies	
Development	3 4 5		
Decline in returns from development and impact on land valuations due to:	Lower development returns due to lower sales proceeds,	Focus on prime assets	Greater uncertainty over central London

higher costs or delay

Regular assessment of market conditions and

Business strategy based on long-term returns

Professional teams in place to manage costs and

Earls Court Masterplan designed to allow phased

development strategy

deliver programme

implementation

# VIABILITY STATEMENT

· Site constraints leading to an increase

· Increased construction costs or delays

(including as a result of complexity of

developing adjacent to and above public

in overall development costs

transport infrastructure)

• Failure to implement strategic agreements (including with adjacent landowners) on acceptable terms

Market conditions

The Directors have considered the prospects of the Group over a three-year period to December 2020. The Directors have determined that the three-year period to December 2020 is an appropriate period over which to provide its viability statement as it is the period covered by the latest business plan which takes into account the Group's current position, individual asset performance forecasts and the potential impact of the principal risks disclosed on pages 17-19.

In making their assessment, the Directors have taken account of the Group's robust and flexible balance sheet position with a loan to value ratio well below the 40 per cent limit set, substantial cash and available facilities, the Group's ability to raise new finance and the flexibility of future development expenditure. The business plan considers the Group's cash flow, capital commitments, financial resources, debt covenants and other key financial risks.

All of the Group's risks could have an impact on viability. The Directors consider the key principal risks that could impact the viability of the Group to be economic conditions, funding and leasing. A sensitivity analysis was carried out which involved flexing a number of the main assumptions to consider alterative macro-economic conditions, both positive and negative. In particular the Group considered an economic downturn scenario with conditions equivalent to that of the 2007-2009 financial crisis leading to asset value and rental income decline, as well as rising interest rates. Additional scenarios were reviewed including stress testing the Group's financing covenants and increasing the Group's exposure to development activity. This analysis was carried out to evaluate the potential impact of the Group's principal risks actually occurring and based on the results the Directors believe that the Group is well-placed to manage its principal risks successfully. This assessment has considered the potential impacts of these risks on the business model, future performance, solvency and liquidity over the period.

Based on this assessment, the Directors have a reasonable expectation that the Group and Company will be able to continue in operation and meet their liabilities as they fall due over the period to December 2020. In making this statement the Directors have considered the resilience of the Group, taking account of its current position, the risk appetite, the principal risks facing the business in severe but reasonable scenarios, and the effectiveness of any mitigating actions.

# COVENT GARDEN: A LEADING RETAIL AND DINING DESTINATION



Capital value

£2,545m

Contribution to portfolio value

72%
Covent Garden



Covent Garden is continuing to build on its success as a world-class retail and dining destination. Our creative asset management strategy has driven positive leasing momentum with good demand for all uses across the estate.





# **HIGHLIGHTS**

- Total property value of £2.5 billion, an increase of 4.3 per cent (like-for-like) (2016: £2.3 billion)
- O Net rental income up 11.3 per cent (like-for-like) to £48.9 million (2016: £41.5 million)
- $\circ\,$  90 new leases and renewals transacted representing £14.6 million of income at 10.4 per cent above 31 December 2016 ERV
- ERV increased by 4.6 per cent (like-for-like) to £105 million (2016: £96 million);
   progress towards ERV target of £125 million by December 2020
- $\circ$  £99 million invested in strategic acquisitions expanding ownership of the estate

# **STRATEGY**

- O ERV target of £125 million by December 2020
- $\circ\,$  Capture reversionary potential of the estate
- o Drive passing rent
- O Reposition retail mix of streets and set new Zone A levels throughout the estate
- o Improve variety and quality of retail and dining across the estate
- o Extend the high quality residential portfolio
- o Continue to expand the estate through strategic acquisitions and selective developments

"Covent Garden offers a fantastic environment with a vibrant mix of British heritage, independent and global brands and continues to evolve to meet the demands of the consumer."

Ian Hawksworth, Chief Executive

# **RESULTS AT A GLANCE**

Covent Garden capital value

£2,545m+4.3%



# Covent Garden ERV

£104.8m +4.6%(LFL)



# Covent Garden net rental income

£48.9m +11.3% (LFL)





# **OPERATING PERFORMANCE**

# A world-class destination in London's West End

Covent Garden is a leading retail and dining destination and is one of the most vibrant estates in the heart of central London. Capco's distinct approach to management of the estate with emphasis on enhancing customer experience continues to attract target brands.

Following another active year of leasing and investment, a total of 21 new brands were contracted during 2017, the most in any year, taking the total number of new brands introduced since Capco's ownership of the estate in 2006 to 140, with over 100 new retailers introduced.

# Overview

Covent Garden, which represents 72 per cent of Capco's portfolio by value, is a world-class retail and dining destination providing over 1.1 million square feet of lettable space across all uses in the heart of London's West End. Underpinned by a vision to establish the estate as a leading destination for Londoners and visitors to the Capital, Capco drives value creation at Covent Garden through asset management, strategic investment and creativity. The estate is home to a wide variety of British, global and independent brands including Kent & Curwen, Petersham Nurseries and Tom Ford.

Demand for space in this iconic setting continues to be positive, highlighted by the 21 new brands introduced this year. 90 leasing transactions including new leases and renewals were completed representing £14.6 million of rental income per annum transacted at 10.4 per cent above 31 December 2016 ERV (H1 2017: 43 transactions representing £6.6 million of rental income, H2 2017: 47 transactions representing £8.0 million of rental income). A new Zone A rent of £750 per square foot for the Market Building was achieved this year.

Net rental income is £48.9 million, up 11.3 per cent (like-for-like) or 17.8 per cent in absolute terms compared to 2016. Occupancy on the estate remains high at 98 per cent.

2017 was another active year for Covent Garden as the business continued to implement its leasing and investment strategy. The value of the estate increased by 4.3 per cent on a like-for-like basis to over £2.5 billion. ERV is £104.8 million, a like-for-like increase over the year of 4.6 per cent. Good progress has been made towards the ERV target of £125 million by December 2020, reflecting the growth prospects of the estate.

Capco continues to work closely with the community stakeholders including Westminster City Council ("WCC") and Covent Garden Area Trust ("CGAT") to maintain and celebrate the attributes which make the area unique.







First flagship from the luxury cosmetics brand featuring state of the art interactive technology and dedicated grooming space for men



The Henrietta

First hotel from the team behind

Experimental Cocktail Group with
restaurant from acclaimed chef

Ollie Dabbous opened May 2017
on Henrietta Street



© Cheaney 100 Bailey Nelson British heritage footwear brand and contemporary eyewear add to the differentiated retail offer on Henrietta Street







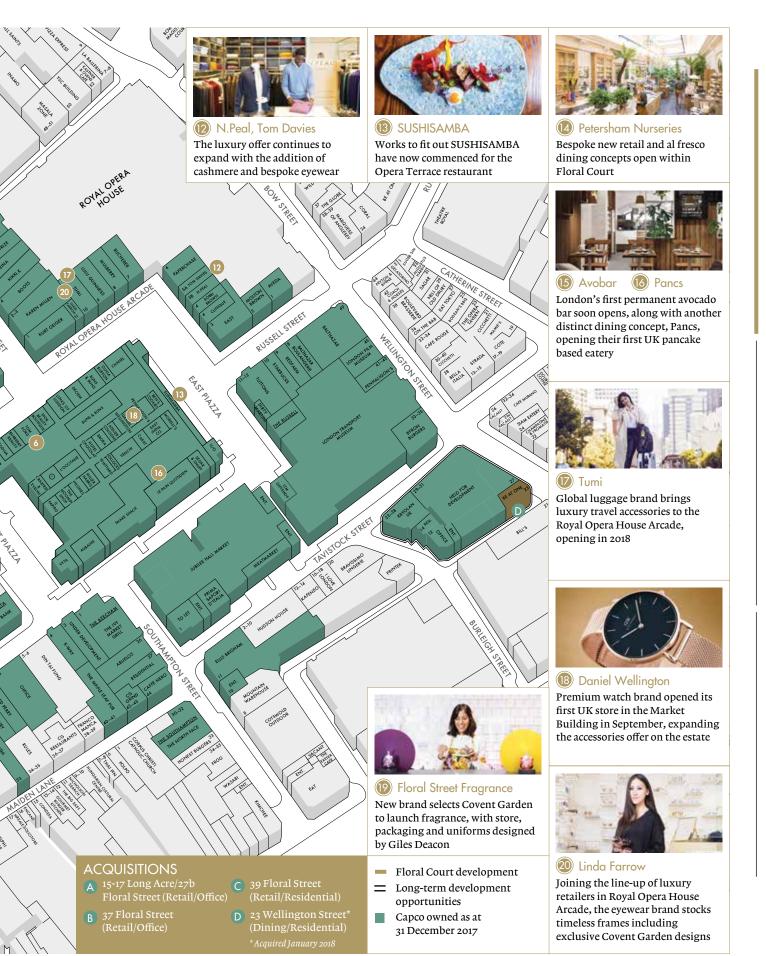


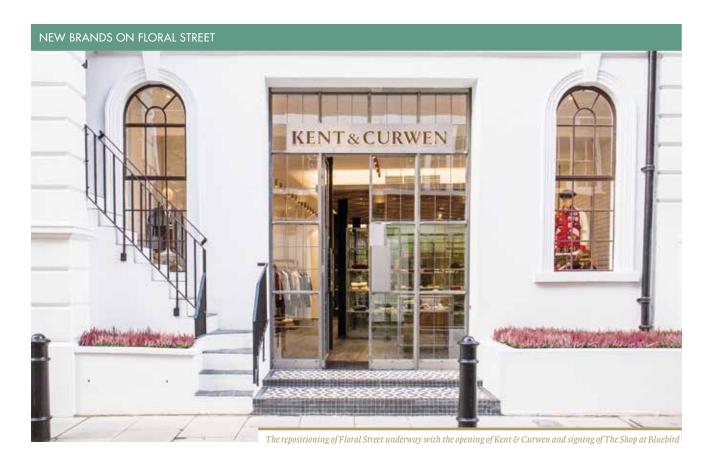
(8) Wahlburgers
Family burger restaurant from the
Wahlbergs chooses Covent Garden
for first UK opening



Capco offices relocate to landmark building opposite Covent Garden tube station with addition of the district's first living wall







# Retail

Strong demand for space at Covent Garden from retailers continues with new rental tones being set. The repositioning of Floral Street as a fashion and lifestyle destination is underway. British heritage sportswear brand, Kent & Curwen, opened its first concept store under the partnership of creative director Daniel Kearns and business partner David Beckham at 12 Floral Street. In addition, multi-brand concept store, The Shop at Bluebird, has been signed to Carriage Hall. The store is scheduled to open in spring 2018, with the 15,000 square foot space housing two dedicated retail floors and a restaurant.

In July, Petersham Nurseries opened its retail space, offering handpicked collections of homeware, furniture and gifts. The store is set in the Grade II listed building within the Floral Court development beneath three Victorian atria and surrounded by greenery. Petersham Nurseries has commenced fit-out of its restaurants in the courtyard of Floral Court which are scheduled to open in the coming months.

The successful transformation of Henrietta Street has established a new menswear and dining destination in London. British men's shoe brand Cheaney and outerwear clothing concept K-Way opened stores at the beginning of 2017. Australian eyewear brand, Bailey Nelson, opened its only UK store on Henrietta Street in September offering high quality opticals and sunglasses. The store complements the existing community of independent, British and global brands, representing the finest aspects of men's retail, alongside high quality dining concepts on the street.



Over 25 standalone beauty and fragrance boutiques form 'The Beauty Quarter' at Covent Garden which continues to expand. Tom Ford and Deciem opened in the Market Building joining premium standalone beauty boutiques from Chanel and Dior. Floral Street Fragrance is the latest signing to Floral Court where customers can create their own four-piece fragrance in store. In addition, Bose has also taken space on King Street, offering innovative sound systems.

Capco has further strengthened the offering of gifting and premium accessories at the Royal Opera House Arcade signing leading travel accessory brand Tumi. This exciting addition joins the line-up of premium retailers which opened this year including luxury sunglasses brand Linda Farrow, British cashmere brand N.Peal and eyewear brand, Tom Davies. The British watch and accessories brand Olivia Burton is the latest signing to Covent Garden, joining watch brand Daniel Wellington which opened its first UK store in the Market Building earlier this year.

# Dining

Focusing on high quality and unique food concepts has been core to the dining strategy for Covent Garden. The restaurant leasing activity in 2017 further strengthened Covent Garden's reputation as one of London's best dining destinations.

The latest signing on James Street is a UK first, Wahlburgers, the casual dining burger restaurant and bar, offering a menu of high-quality homemade burgers and sandwiches, fresh salads and shakes at competitive prices. The signing sets a new rental tone for food and beverage on James Street and is expected to open towards the end of the year.

The Experimental Group have partnered with Michelinstarred chef Ollie Dabbous to open their latest concept in London on Henrietta Street at The Henrietta Hotel. The concept includes a bar and restaurant offering a French seasonal menu as well as an 18-bedroom boutique hotel.

Another successful addition to Henrietta Street is the highly rated seafood restaurant The Oystermen which provides a relaxed, affordable and fun dining experience offering oysters and seafood from the British Isles. British artisanal coffee shop Host has opened in the space alongside The Oystermen.

Cora Pearl, a new 60 cover restaurant from the team behind renowned Mayfair establishment Kitty Fishers, is expected to open in spring 2018 within the ground and lower-ground floors of 30 Henrietta Street.

Pancs have joined the Market Building, offering handcrafted pancakes, and the estate is set to welcome another UK first, Avobar, London's first permanent avocado bar that will serve avocado based dishes. Egg'cellent serving a breakfast only menu using fresh and organic eggs will open shortly. These signings are in line with the strategy at Covent Garden to introduce high quality and interesting concepts to the estate.

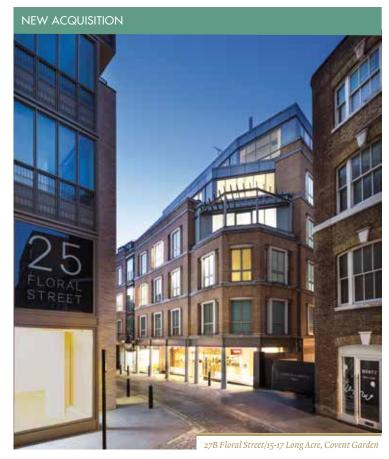


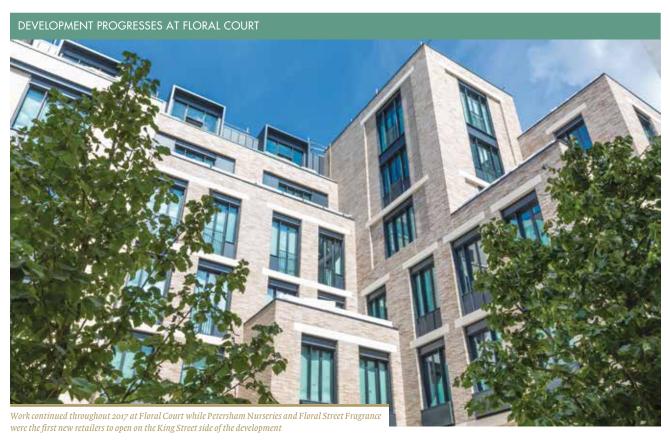
Adding to the leisure offering is Z Hotels which has taken space on Bedford Street and will provide compact yet luxurious accommodation for visitors and is set to open in summer 2018. In addition, Capco has completed assembly of the Wellington block, which is a scarce island site in central London, through the acquisition of the last remaining unit, 23 Wellington Street in January 2018. Development of the Wellington block presents a unique opportunity to continue Covent Garden's transformation on the southern side of the estate.

## Other uses

Covent Garden has become an attractive office location for professional services, creative industries and SMEs. Office space represents 11 per cent of the portfolio by value. A number of office lettings have been achieved successfully during the year and we continue to see strong interest from occupiers.

Capco continues to restore the estate's residential heritage. The most recent conversion at 26-27 Southampton Street, a premium residential development with 10 apartments, completed earlier this year and units were successfully let in line with expectations. The final two units at The Beecham, a luxury development overlooking the Piazza, were sold in the first half of the year. The average sales price achieved across the scheme was £2,800 per square foot. Leasing demand for residential accommodation across the estate remains positive with a high rate of renewals recorded.





# Acquisitions

Capco has continued to expand its presence on the estate through strategic acquisitions. During 2017, three new properties were acquired on Floral Street for a total consideration of £99.2 million (including purchaser's costs) and represent £4.7 million of ERV.

The acquisition of the long leasehold interest in 15-17 Long Acre & 27b Floral Street for £85.8 million (including purchaser's costs) further consolidates Capco's presence on Floral Street. This prominent property, located at the western end of Floral Street, opposite the Floral Court development, benefits from dual frontage on both Floral Street and Long Acre and presents long-term asset management opportunities.

37 and 39 Floral Street were acquired for £5.9 million and £7.5 million respectively. Both properties are well-located at key access points to Floral Street and are well-placed to benefit from the repositioning of this strategic street. In addition, the acquisition of 23 Wellington Street exchanged and completed in January 2018.

## **Developments**

Floral Court will provide over 85,000 square foot (NIA) of space with eight retail and two restaurant units as well as 45 apartments. The development of the commercial space nears completion. A new connecting courtyard between Floral Street and King Street is set to open in the coming months which will transform the pedestrian flow on the estate. 65 per cent of the commercial space has been let representing £2.4 million of income. Development of the 45 apartments is progressing well and is set to complete by mid-2018.

At Carriage Hall, the refurbishment of 15,000 square feet (NIA) successfully completed and has been let to The Shop at Bluebird which is expected to open in spring 2018.

The redevelopment of 11-12 Floral Street, the building formerly occupied by The Sanctuary, nears completion providing 27,000 square feet (NIA) and includes the creation of two new retail units with flagship potential, one of which has been let to British heritage sportswear brand Kent & Curwen.

The development of Opera Terrace completed during the year. SushiSamba is currently fitting out the space and is scheduled to open later this year.

# **Future Priorities**

Capco continues to implement its strategy for Covent Garden by focusing on creative asset management and investment, and attracting excellent retail brands and dining concepts to the estate. By introducing an interesting mix of British, global and independent brands to address the needs of the consumer, Capco aims to continue to capture the reversionary income potential of the portfolio and achieve ERV growth towards its target of £125 million by December 2020.

Further to this, Capco is focused on making strategic investments to expand its ownership of the estate and enhancing the customer environment through creative asset management. As current capital initiatives including the Floral Court development near completion, the positioning of Floral Street as a fashion and lifestyle destination is an important priority.



Pedestrianisation of King Street and the completion of Floral Court will continue to change the pedestrian flow on the estate, allowing for further repositioning opportunities. In addition, the southern side of the estate offers opportunities for repositioning including the Wellington block.

Building on the successful openings in 2017 including The Henrietta Hotel, The Oystermen, Tom Ford and Petersham Nurseries, 2018 will see even more retail and dining openings across the estate with brands such as SushiSamba, Mariage Frères, Wahlburgers and Cora Pearl which are expected to further strengthen the estate's attractiveness as a leading retail and dining destination.



its doors, the first hotel from The Experimental Group with restaurant by Ollie Dabbous

# EARLS | COURT



# **HIGHLIGHTS**

- O Earls Court interests valued at £1.0 billion, a decrease of 11.8 per cent (like-for-like) (2016: £1.1 billion)
- 0 Completion of demolition works on ECPL land in preparation for future development

# **STRATEGY**

- O Establish a new exciting address for London
- O Make enhancements to the Masterplan through planning initiatives
- o Flexibility to bring forward development through the introduction of third-party capital
- o Progress sales and construction of Lillie Square
- O Animate the Masterplan through placemaking initiatives



"The Earls Court Masterplan is a large-scale strategic opportunity in central London with the flexibility to evolve with the needs of the Capital over the longer-term."

Gary Yardley, Managing Director & Chief Investment Officer

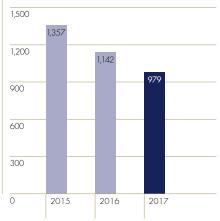
# **RESULTS AT A GLANCE**

Contribution to portfolio value



Earls Court Properties capital value

£979m<sup>1</sup>-11.8% (LfL)



1. Group share



# **OVERVIEW**

# Large-scale strategic opportunity in central London

The Earls Court and West Kensington Opportunity Area represents one of the most important mixed-use development sites in London with the potential to create a new district, delivering thousands of homes and jobs. The Earls Court Masterplan is a strategic opportunity for London with planning consent for 10.7 million square feet, including the Empress State Building.

The consented Masterplan provides for 7,500 new homes and is anticipated to create 10,000 jobs and deliver over £450 million of community benefits. The site is located within two London Boroughs, the Royal Borough of Kensington and Chelsea ("RBKC") and the London Borough of Hammersmith & Fulham ("LBHF"), is supported by excellent transport infrastructure and has the potential to deliver substantially more housing.

# Investments at Earls Court

Earls Court Properties represents Capco's investments within the Earls Court and West Kensington Opportunity Area and principally comprises:

- O 63 per cent interest in ECPL: the investment vehicle with TfL in respect of EC1 & EC2, and including certain assets on and around Lillie Road. Capco's interests in ECPL were valued at £560.7 million at 31 December 2017. ECPL land has detailed planning consent for 3.4 million square feet (GEA) and, following successful completion of the final phase of complex demolition works, is available for development.
- 100 per cent of the Empress State Building ("ESB") valued at £220.0 million at 31 December 2017. ESB has detailed planning consent to be converted from an office building into residential. ESB is let to MOPAC until June 2019 with a current passing rent of £17.0 million.

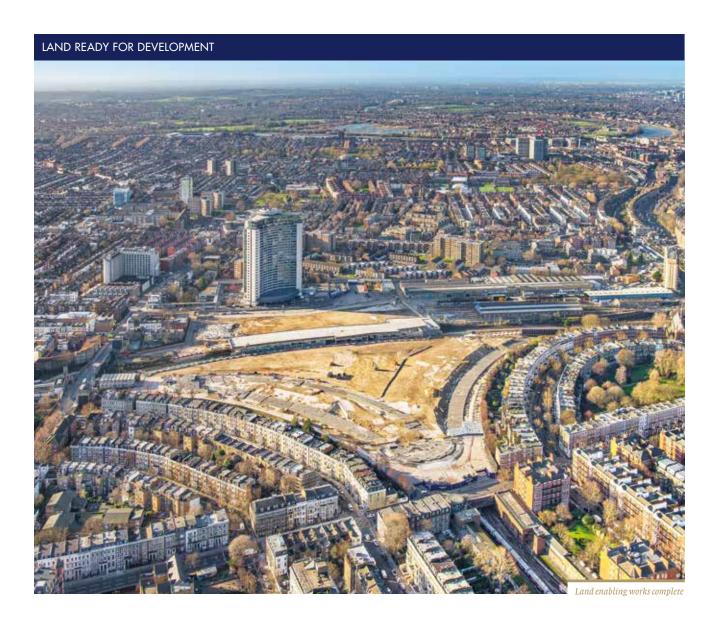
 50 per cent interest in the Lillie Square joint venture, with Capco's 50 per cent interest valued at £156.5 million at 31 December 2017. Handover of Lillie Square Phase 1 is substantially complete and Phase 2 continues to progress.

In addition, in 2013, Capco exercised its option under the Conditional Land Sale Agreement ("CLSA"), a binding agreement in relation to the West Kensington and Gibbs Green Estates ("the Estates"). To date, Capco has paid £75 million of the £105 million cash consideration payable to LBHF including three of the five annual instalments of £15 million.

# Demolition works

ECPL, the investment vehicle with TfL, owns 999 year leases over the EC1 & EC2 land together with certain adjacent properties primarily located on or around Lillie Road. Capco owns a 63 per cent share and is leading the venture in its role as business and development manager.

The final phase of demolition of the former Earls Court Exhibition Centres successfully completed on schedule in January 2018. The heavy lifting crane was the most visible part of the important site preparation. The crane successfully completed the lift of 61 concrete portal beams out from over the London Underground lines. Removal of the large portal beams, which supported the weight of the former Earls Court Exhibition Centres, concludes the complex demolition works, in preparation for future development, which has the flexibility to be brought forward through the introduction of third-party capital over time.







# Planning

In January 2017, detailed planning consent was granted by RBKC for Exhibition Square which is located at the entrance of the Earls Court estate adjacent to Earls Court Underground station. The consented scheme will create an important gateway to Earls Court and its new high street, including a public square and gardens, a signature hotel, offices and an entrance to Earls Court Underground station.

The Earls Court Masterplan remains one of the largest Opportunity Areas in central London, capable of delivering new homes, jobs and investment. Additional density could deliver much-needed homes for all Londoners, including additional affordable housing and a broad range of residential tenures. The GLA's draft London Plan issued in December 2017 ("The Plan"), references the Earls Court Masterplan as 'ready to grow', demonstrating the site's potential to deliver more housing and optimise this important London opportunity. In addition, The Plan estimates that the population of London will increase by 70,000 per annum, reaching 10.5 million in 2041. According to The Plan, London will need at least 66,000 new homes annually. Opportunity Areas such as Earls Court are seen as vital in order to meet London's demands.

Capco notes with disappointment the statement released by LBHF regarding the deliverability of 'the proposed level of density and affordable housing', however remains in discussions with LBHF

including regarding the possibility of the Council taking the lead on future plans for the Estates, as part of the wider Masterplan. In the event that agreement is not reached with LBHF, the CLSA, a binding agreement in relation to the Estates, will remain in place. Capco will continue to seek to engage positively with all stakeholders in order to evolve the Masterplan to address the changing political landscape and prevailing market conditions.

Due to the scale of the Earls Court Masterplan, there will remain a risk of protests and legal challenges (ranging from complaints about noise through to judicial reviews or applications for listing) against specific aspects of the development as it is progressed. It should be noted that all such challenges to date have been successfully defended however future challenges of this nature cannot be discounted.

# West Brompton Crossing: temporary retail and leisure use

In November 2017, ECPL successfully launched a pop-up local high street for Earls Court, named West Brompton Crossing, with anchor tenant The Prince. The Prince is located on the junction of Lillie Road and Empress Place within a number of buildings brought back into temporary use, and features eateries including Patty & Bun, The Begging Bowl, MAM and Rabbit. The project marks a first for temporary retail and leisure use in the area, offering a parade of restaurants, bars, and shops that have proved a very popular addition to the area.



- 1 Earls Court Partnership Limited (63:37 Capco: TfL)
- 2 Empress State Building (100% Capco)
- 3 Lillie Square (50:50 Capco: KFI)
- LBHF Estates (Land subject to CLSA)
- Lillie Bridge Depot (100% TfL)

The landowners' map is indicative.

# Lillie Square



# **HIGHLIGHTS**

- Substantial completion and hand over of Phase 1; £98 million (Capco share) proceeds achieved to date
- Phase 2 sales transacted at a modest premium to comparable units in Phase 1; half pre-sold

# **STRATEGY**

- Create value through the delivery of a high quality residential-led scheme with joint venture partner
- o Progress sales
- ${\it 1.} \quad Lillie\ Square\ forms\ part\ of\ Earls\ Court\ Properties$

# **OPERATING PERFORMANCE**

Lillie Square is a one million square foot (GEA) residential development located adjacent to the Earls Court Masterplan. The development can deliver over 600 private and 200 affordable homes across three phases.

Handover of Phase 1 of Lillie Square nears completion with £98 million (Capco share) of proceeds received by the end of the year. Cumulative proceeds of £125 million (Capco share) are expected to have been received on Phase 1 over the coming months. Phase 2 basement and frame works are underway, and the joint venture is in advanced negotiations with a contractor for the main construction contract. 50 per cent of the 186 apartments in the phase have been reserved or exchanged. 34 of these transacted during 2017, seven of which occurred during the second half of the year. Sales prices achieved in Phase 2 are at a modest premium to comparable units in Phase 1.

The Residents' Clubhouse opened over the summer and has been very well-received by residents.





### **Future Priorities**

Capco's strategy is to drive long-term value creation through planning, land assembly, land enablement and selective development activities on its investments at Earls Court.

Following a period of complex demolition works, the ECPL land is now available for development. Earls Court has the ability to evolve with the needs of London and its potential will be realised over time. Capco will continue to seek to engage positively with all stakeholders in order to evolve the Masterplan to address the changing political landscape and prevailing market conditions. The Masterplan has the flexibility to be brought forward through the introduction of third-party capital and selective development.

At the Empress State Building, discussions continue with the tenant regarding its occupational requirements and at Lillie Square, the focus is on delivery of the remaining homes of Phase 1, ensuring a successful handover to all residents. On Phase 2, the focus remains on continued sales and completion of negotiations on the main construction contract, which is expected over the coming months.







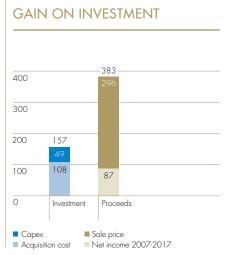
# **OLYMPIA LONDON**

### **HIGHLIGHTS**

- O Sale of Venues for £296 million, a slight premium to asset value
- o £230 million net proceeds for deployment in core central London estates

### SALE OF VENUES

On 7 April 2017, Capco completed the sale of Venues to a consortium of German institutional investors for £296 million. Profit on disposal of Venues was £2 million. After repayment of debt, working capital adjustments and transaction-related costs, net proceeds were approximately £230 million. Cash proceeds were used initially to repay bank debt and will be deployed in Capco's prime central London estates over time.





# FINANCIAL REVIEW



Situl Jobanputra, Chief Financial Officer

### FINANCIAL HIGHLIGHTS

- O EPRA NAV of 334 pence per share, a 1.7% decrease
- O Total return of -1.3%
- Total property value of £3.5 billion
- O LTV of 21%
- O Cash and undrawn facilities £691 million<sup>1</sup>
- 1. Group share

"Our capital structure positions the Group to withstand prevailing market conditions, take advantage of opportunities as they arise, and deliver long-term returns to shareholders by driving value creation across our assets."

Capco further strengthened its financial position during 2017 reducing loan to value to 21 per cent and increasing available liquidity to £691 million. This has been achieved by the realisation of value through the disposal of the Venues business and further enhancing the unsecured debt platform at Covent Garden by raising a further £225 million in the private placement market and extending the £705 million revolving credit facility to 2022.

There was additional investment in Covent Garden of £177 million through developments, predominantly Floral Court, and £99 million of acquisitions which have served to increase the Group's weighting in Covent Garden to 72 per cent. The value of the Covent Garden estate increased by 4.3 per cent (like-for-like) due to the rental growth achieved during the year, with ERV up by 4.6 per cent on a like-for-like basis.

Uncertainties in the broader political and economic environment continue to impact London residential property. As a result the market value of Earls Court Properties, which represents the Group's interests at Earls Court, has decreased by 11.8 per cent (like-for-like).

Overall, the Group share of the total property value has decreased by 0.9 per cent (like-for-like). EPRA net asset value per share decreased by 1.7 per cent during the year, from 339.6 pence at 31 December 2016 to 333.8 pence. This 5.8 pence decline together with the 1.5 pence dividend paid to shareholders resulted in a total return of -1.3 per cent.

Underlying earnings from continuing activities increased to £7.3 million due to higher net rental income and reduced administration expenses.

### Basis of preparation

In line with the requirements of IFRS 11 'Joint Arrangements', the Group is required to present its joint ventures under the equity method in the consolidated financial statements. Under the equity method, the Group's interest in joint ventures is disclosed as a single line item in both the consolidated balance sheet and consolidated income statement rather than proportionally consolidating the Group's share of assets, liabilities, income and expenses on a line-by-line basis.

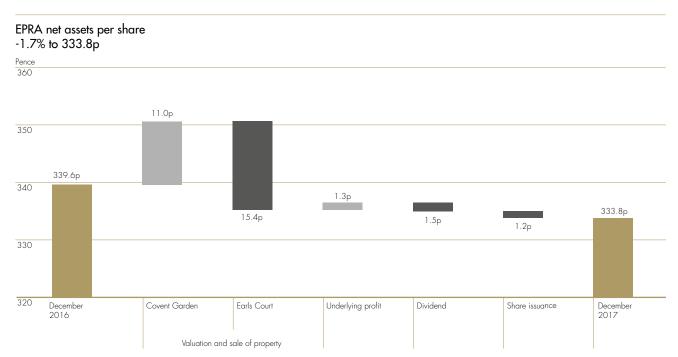
Alternative Performance Measures ("APMs"), being financial measures which are not specified under IFRS, are used by the Group to monitor the performance of the business. These include a number of the Financial Highlights shown on page 3. Many of the APMs included are based on the EPRA Best Practice Recommendations reporting framework which aims to improve the transparency, comparability and relevance of published results of public real estate companies in Europe. Further details on APMs are set out on page 141.

Internally, the Board focuses on and reviews information and reports prepared on a Group share basis, which includes the Group's share of joint ventures but excludes the non-controlling interest share of our subsidiaries. Therefore, to align with the way the Group is managed, this financial review presents the financial position, performance and cash flow analysis on a Group share basis.

### Discontinued operation

On 7 April 2017 the Venues business was sold. As Venues has previously represented a separate major line of business, its results and cash flows have been reported for the period 1 January 2017 to 7 April 2017 as having arisen from a discontinued operation. This extends to the prior period comparative which has been re-presented to reflect the disposal. Further information on the disposal of the Venues business is set out in note 12 'Discontinued Operation'.

The chart below sets out a summary of the main movements in the EPRA net asset value per share over the year.



### FINANCIAL POSITION

At 31 December 2017 the Group's EPRA net asset value was £2.8 billion (31 December 2016: £2.9 billion) representing 334 pence per share (31 December 2016: 340 pence).

### Summary adjusted balance sheet

, 1	2017			2016				
	IFRS £m	Joint ventures <sup>1</sup> £m	NCI² £m	Group share £m	IFRS £m	Joint ventures <sup>1</sup> £m	NCl² £m	Group share £m
Investment, development and trading property	3,645.7	124.7	(329.4)	3,441.0	3,822.8	176.0	(378.5)	3,620.3
Net debt	(748.3)	(6.1)	20.7	(733.7)	(815.4)	(40.1)	8.2	(847.3)
Other assets and liabilities <sup>3</sup>	208.2	(118.6)	2.9	92.5	165.8	(135.9)	2.1	32.0
Non-controlling interest	(305.8)	_	305.8	_	(368.2)	_	368.2	_
Net assets attributable to owners of the Parent	2,799.8	_	_	2,799.8	2,805.0	_	_	2,805.0
Adjustments:								
Fair value of derivative financial instruments				5.5				13.7
Unrecognised surplus on trading property				31.8				48.1
Deferred tax adjustments				1.9				11.5
EPRA net asset value				2,839.0				2,878.3
EPRA net asset value per share (pence) <sup>4</sup>				334				340

- 1. Primarily Lillie Square.
- 2. Non-controlling interest represents TfL's 37 per cent share of ECPL.
- 3. IFRS includes amounts receivable from joint ventures which eliminate on a Group share basis.
- 4. Adjusted, diluted number of shares in issue at 31 December 2017 was 850.6 million (2016: 847.6 million).

### Financial review continued

### Investment, development and trading property

The revaluation loss on the Group's property portfolio was £37.6 million for the year, representing a 0.9 per cent decrease in value on a like-for-like basis compared with the IPD Capital Return for the equivalent period of 5.4 per cent. The Group revaluation loss consists of a £93.4 million gain at Covent Garden and a £131.0 million loss at Earls Court.

Total property return for the year was 1.0 per cent. The IPD Total Return index recorded a 11.2 per cent return for the corresponding period.

The total revaluation loss of £37.6 million consists of a £27.9 million loss on investment property and a £9.7 million loss on trading property. On an IFRS basis, which includes ECPL at 100 per cent and does not include Lillie Square on a line by line basis, loss on revaluation and sale of investment and development property was £90.9 million.

Trading property is carried on the consolidated balance sheet at the lower of cost and market value, therefore valuation surpluses on trading property are not recorded. Any unrecognised surplus is however reflected within the EPRA net asset value measure. During the year £6.6 million of the unrealised trading property surplus has been realised. At 31 December 2017, the unrecognised surplus on trading property was £31.8 million (31 December 2016: £48.1 million) which now arises solely on the Group's share of trading property at Lillie Square.

### Debt and gearing

During the year the Group's share of total facilities increased by £24.5 million. During the first half of the year the Group terminated the £100 million Olympia Exhibitions Holdings Limited facility (of which £50 million was drawn prior to termination), the £85.5 million loan on the Empress State Building and £30 million (£15 million Group share) of the Lillie Square LP facility. In June, the Group signed an agreement with eight institutional investors for a private placement of £225 million with a range of maturities from 7 to 20 year senior unsecured notes, further enhancing the unsecured debt platform at Covent Garden. Closing occurred in August 2017 and proceeds were used to repay bank debt. In November 2017, the Group exercised the option under the £705 million Covent Garden debt facility to extend the full loan amount to 2022.

The Group's cash and undrawn committed facilities at 31 December 2017 were £690.8 million (31 December 2016: £556.3 million). A reconciliation between IFRS and Group share is shown below:

	2017			2016				
	IFRS £m	Joint ventures <sup>1</sup> £m	NCI <sup>2</sup> £m	Group share £m	IFRS £m	Joint ventures <sup>1</sup> £m	NCl <sup>2</sup> £m	Group share £m
Cash and cash equivalents	28.6	25.7	(2.0)	52.3	30.9	37.4	(3.5)	64.8
Undrawn committed facilities	637.9	33.1	(32.5)	638.5	532.7	2.4	(43.6)	491.5
Cash and undrawn committed facilities	666.5	58.8	(34.5)	690.8	563.6	39.8	(47.1)	556.3

- 1. Primarily Lillie Square.
- ${\it 2. }\ Non-controlling\ interest\ represents\ TfL's\ 37\ per\ cent\ share\ of\ ECPL.$

Net debt decreased by £114 million to £734 million, principally as a result of the disposal of the Venues business partly offset by further investment into our assets and the acquisitions at Covent Garden. As set out in the summary adjusted balance sheet, net debt on an IFRS basis was £748 million.

The gearing measure most widely used in the industry is loan to value ("LTV"). LTV is calculated on the basis of net debt divided by the carrying value of the Group's property portfolio. The Group focuses most on an LTV measure that includes the notional share of joint venture interests but excludes the share of the non-controlling interest. The LTV of 21.3 per cent remains comfortably within the Group's limit of no more than 40 per cent.

	2017	2016
Loan to value	21.3%	23.4%
Interest cover	170%	173%
Weighted average debt maturity	6.9 years	5.9 years
Weighted average cost of debt	2.8%	2.7%
Gross debt with interest rate protection	91%	86%

The Group's policy is to eliminate substantially the medium and long-term risk arising from interest rate volatility. The Group's banking facilities are arranged on a floating rate basis but are generally swapped to fixed rate or capped using derivative contracts. At 31 December 2017 the proportion of gross debt with interest rate protection was 91 per cent (31 December 2016: 86 per cent).

The Group remains compliant with all of its debt covenants, details of which are set out on page 140, and has substantial levels of headroom against its covenants across all of its debt facilities.

At 31 December 2017 the Group had capital commitments of £61.3 million (£156.6 million at 31 December 2016) of which Covent Garden represents £19.5 million and Earls Court Properties £41.8 million (including the £30.0 million of CLSA instalments and £7.0 million in relation to Lillie Square).

		2017			2016			
	IFRS £m	Joint ventures <sup>1</sup> £m	NCI <sup>2</sup> £m	Group share £m	IFRS £m	Joint ventures <sup>1</sup> £m	NCl² £m	Group share £m
Capital commitments	57.3	7.0	(3.0)	61.3	149.2	18.2	(10.8)	156.6

- 1. Primarily Lillie Square.
- 2. Non-controlling interest represents TfL's 37 per cent share of ECPL.

### Conditional Land Sale Agreement ("CLSA")

In November 2013 the Group exercised its option under the CLSA, which it entered into with LBHF, for the purchase of the West Kensington and Gibbs Green housing estates (the "Estates"). The overall consideration payable is expected to be £105 million cash plus the planning requirement to provide up to 760 replacement homes.

The CLSA remains unrecognised in the consolidated financial statements of the Group as its main underlying asset (the land relating to the Estates) does not currently meet the recognition criteria under IFRS required for investment and development property. Annual payments of £15 million commenced in December 2015 and will run through to December 2019. Where amounts are paid prior to the transfer of property, they will be carried on the Group's balance sheet as prepayments against future land draw down. Of the £75 million paid to date, £15 million relates to the acquisition of two properties, held as investment and development property, and £60 million relates to options over the Estates which is held as a prepayment within other receivables. The remaining future payments totalling £30 million are disclosed as a capital commitment as referred to above.

The prepayment balance will be transferred to investment and development property once the recognition criteria of investment and development property have been met. Once this occurs, in line with the Group's accounting policy, the land will become subject to bi-annual valuation with any changes reflected in the Group's reported net asset measure.

### **CASH FLOW**

A summary of the Group's cash flow for the year ended 31 December 2017 is presented below:

### Summary cash flow

Comment Cost now		2017	7		Re-presented <sup>1</sup> 2016			
	IFRS £m	Joint ventures <sup>2</sup> £m	NCI³ £m	Group share £m	IFRS £m	Joint ventures <sup>2</sup> £m	NCI <sup>3</sup> £m	Group share £m
Operating cash flows after interest and tax from continuing activities	(13.2)	(10.2)	(0.6)	(24.0)	(41.3)	1.4	(2.5)	(42.4)
Purchase and development of property, plant and equipment	(211.2)	(27.0)	12.6	(225.6)	(214.2)	(41.4)	16.8	(238.8)
Transactions with joint venture partners and non-controlling interests	13.3	(5.6)	0.1	7.8	(12.3)	6.4	3.9	(2.0)
Net sales proceeds from discontinued operation	226.0	-	_	226.0	-	-	-	-
Net sales proceeds from property and investments	12.6	92.0	_	104.6	19.4	1.3	_	20.7
Net cash flow before financing from continuing activities	27.5	49.2	12.1	88.8	(248.4)	(32.3)	18.2	(262.5)
Issue of shares	0.3	-	_	0.3	0.1	-	-	0.1
Financing	(18.8)	(46.3)	(10.6)	(75.7)	160.1	31.6	(11.4)	180.3
Dividends paid	(6.7)	-	-	(6.7)	(7.5)	-	_	(7.5)
Transfers with discontinued operation	5.4	-	-	5.4	57.1	-	_	57.1
Other	(3.8)	-	_	(3.8)	-	_	_	_
Net cash flow from continuing activities <sup>4</sup>	3.9	2.9	1.5	8.3	(38.6)	(0.7)	6.8	(32.5)
Net cash flow from discontinued operation	(0.2)	-	_	(0.2)	2.6	_	_	2.6
Net cash flow	3.7	2.9	1.5	8.1	(36.0)	(0.7)	6.8	(29.9)

- 1. The 2016 summary cash flow has been re-presented to reflect the cash flows from continuing operations and therefore it excludes the discontinued operation of the Venues business. Net cash flows are presented on unrestricted cash on a Group share basis.
- 2. Primarily Lillie Square.
- 3. Non-controlling interest represents TfL's 37 per cent share of ECPL.
- $4. \ \ Net \ cash flow \ is \ based \ on \ unrestricted \ cash \ and \ cash \ equivalents \ and \ therefore \ does \ not \ include \ the \ movement \ in Lillie \ Square \ deposits \ on \ a \ Group \ share \ basis \ of \ \pounds 3.7 \ million.$

### Financial review continued

Operating cash outflows of £24.0 million, of which £15.0 million relates to the CLSA annual payment, have decreased from £42.4 million for the year to 31 December 2016 as a result of changes in net working capital requirements.

During the year, £170.2 million was invested at Covent Garden for the purchase of three properties and subsequent expenditure for the development of property predominantly at Floral Court. At Earls Court, total expenditure of £55.4 million comprises enablement works on ECPL land, construction of Lillie Square Phase 1, the acquisition of two properties and other subsequent expenditure.

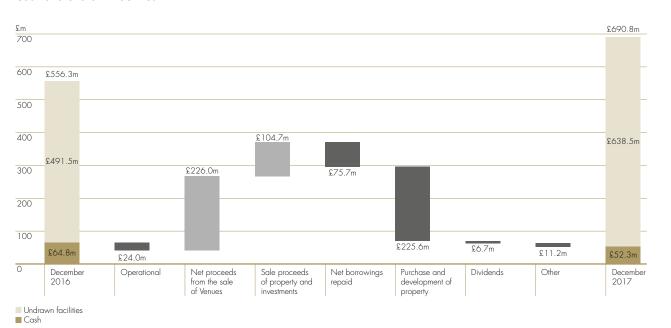
The disposal of the Venues business resulted in a net inflow of £226 million after repayment of the £50 million drawn debt on the £100 million Olympia Exhibitions Holdings Limited loan facility, working capital adjustments and transaction related costs. The proceeds were used to reduce the Group's net debt position and will be deployed in Capco's core central London estates.

Net sales proceeds from trading property comprise of £95.9 million, Group share, for the disposal of 177 units at Lillie Square (£92.0 million) and for the sale of the final two residential units at The Beecham, Covent Garden (£3.9 million). Disposal of investment property net of payments in relation to investments resulted in proceeds of £8.7 million being received during the year.

Net borrowings repaid during the period were £75.7 million.

Dividends paid of £6.7 million reflect the final dividend payment made in respect of the 2016 financial year and the interim dividend paid in September 2017. This was lower than the previous year due to a higher take up of the scrip dividend alternative, 47 per cent versus 41 per cent in 2016.

### Cash and undrawn facilities



### FINANCIAL PERFORMANCE

The Group presents underlying earnings and underlying earnings per share in addition to the amounts reported on a Group share basis. The Group considers this presentation to provide useful information as it removes unrealised and certain other items and therefore represents the recurring, underlying performance of the business.

### Summary income statement

onlinery meetine statement	2017			Re-presented <sup>1</sup> 2016				
	IFRS £m	Joint ventures <sup>2</sup> £m	NCI³ £m	Group share £m	IFRS £m	Joint ventures <sup>2</sup> £m	NCl³ £m	Group share £m
Net rental income	66.9	_	(0.7)	66.2	58.4	(0.1)	(0.4)	57.9
Loss on revaluation and sale of investment and development property	(90.9)	0.3	62.6	(28.0)	(231.2)	(O.1)	110.3	(121.0)
Administration expenses	(38.8)	(0.3)	0.4	(38.7)	(42.0)	(0.8)	0.9	(41.9)
Net finance costs	(19.1)	(0.7)	_	(19.8)	(19.3)	(0.2)	_	(19.5)
Taxation	(6.7)	_	_	(6.7)	19.5	_	(5.9)	13.6
Other	19.4	0.7	0.4	20.5	(17.3)	1.2	_	(16.1)
Non-controlling interest	62.7	_	(62.7)	_	104.9	_	(104.9)	_
Loss for the year attributable to owners of the Parent from continuing operations	(6.5)	_	-	(6.5)	(127.0)	_	_	(127.0)
Adjustments:								
Loss on revaluation and sale of investment and development property				28.0				121.0
Other				(18.2)				18.8
Taxation on non-underlying items				4.0				(16.7)
Underlying earnings from continuing operations				7.3				(3.9)
Underlying earnings from discontinued operation				4.1				15.7
Underlying earnings				11.4				11.8
Underlying earnings per share (pence):								
From continuing operations				0.9				(0.5)
From discontinued operation				0.4				1.9
Underlying earnings per share (pence)				1.3				1.4
Weighted average number of shares				848.7m				846.5m

- 1. The 31 December 2016 summary income statement has been re-presented to reflect the Venues business as a discontinued operation.
- 2. Lillie Square and Innova Investments.
- 3. Non-controlling interest represents TfL's 37 per cent share of ECPL.

### Income

Net rental income has increased by £8.3 million (14.4 per cent) during the year mainly as a result of the positive performance at Covent Garden (up 11.3 per cent like-for-like). Of the increase, £5.4 million has been achieved on the like-for-like portfolio as the Group continues to convert the reversionary potential into contracted rents. A further £2.9 million has been added through prior and current year acquisitions with the remaining increase resulting from the net effect of disposals and properties classified as development. At Covent Garden gross income has increased by 15.4 per cent from £52.1 million in 2016 to £60.1 million whilst ERV has increased by 9.2 per cent from £96.0 million in 2016 to £104.8 million.

### Loss on revaluation and sale of investment and development property

The loss on revaluation and sale of the Group's investment and development property was £28.0 million. Covent Garden recorded a gain on revaluation of £93.4 million as a result of rental growth. The loss on revaluation at Earls Court of £121.4 million was driven by changes in valuers' assumptions and is reflective of recent evidence.

### Administration expenses

Administration expenses have decreased by £3.2 million on a headline basis. The prior year included a £2.0 million credit for performance related employment costs and an assumed allocation of £4.0 million of head office costs to the Venues business. Allowing for these items, like-for-like administration expenses of £38.7 million compared with £47.9 million in 2016, a decrease of 19.2 per cent.

### Net finance costs

Net finance costs have increased marginally to £19.8 million due to the higher level of average borrowings during the year.

### Financial review continued

### **Taxation**

The total tax charge for the year, made up of both underlying tax and non-underlying tax, is £6.7 million.

Tax on underlying profits of the Group was £2.7 million, which reflects a rate in line with the current rate of UK corporation tax. The main rate of corporation tax reduced from 20 per cent to 19 per cent from 1 April 2017. The corporation tax rate will further reduce to 17 per cent from 1 April 2020.

Contingent tax, the amount of tax that would become payable on a theoretical disposal of all investment property held by the Group, was nil (31 December 2016: nil). A disposal of the Group's trading properties at their market value net of available losses would result in a corporation tax charge to the Group of £1.6 million (19.25 per cent of £8.3 million).

The provisions of IAS 12 provide for the recognition of a deferred tax asset where it is probable there will be future taxable profit against which a deductible temporary difference can be utilised. As a result of the application of this provision, the Group has not recognised the deferred tax asset on decreases to the carrying value of investment property and certain losses carried forward.

The Group's tax policy, which has been approved by the Board and is available on the Group website, is aligned with the business strategy. The Group seeks to protect shareholder value by structuring operations in a tax efficient manner, with external advice as appropriate, which complies with all relevant tax law and regulations and does not adversely impact our reputation as a responsible taxpayer. As a Group, we are committed to acting in an open and transparent manner.

Consistent with the Group's policy of complying with relevant tax legislation and its goal in respect of its stakeholders, the Group maintains a constructive and open working relationship with HM Revenue & Customs which regularly includes obtaining advance clearance on key transactions where the tax treatment may be uncertain.

### Dividends

The Board has proposed a final dividend of 1.0 pence per share to be paid on 23 May 2018 to shareholders on the register at 20 April 2018. Subject to SARB approval, the Board intends to offer a scrip dividend alternative.

### Going concern

At 31 December 2017 the Group's cash and undrawn committed facilities were £690.8 million and its capital commitments were £61.3 million. With a weighted average debt maturity of 6.9 years, loan to value of 21.3 per cent and sufficient headroom against all financial covenants, there continues to be a reasonable expectation that the Company and Group will have adequate resources to meet both ongoing and future commitments for at least 12 months from the date of signing these financial statements. Accordingly, the Directors consider it appropriate to adopt the going concern basis of accounting in preparing the 2017 Annual Report & Accounts.

Situl Jobanputra Chief Financial Officer

20 February 2018

# CORPORATE RESPONSIBILITY REPORT



It is important to us that we conduct our business in a responsible way. Our programme of Corporate Responsibility ("CR") initiatives sits at the core of Capco's business, with a focus on three core themes: people, community and environment, underpinned by a commitment to the highest standards of business practices.

Although Capco owns assets totalling £3.5 billion, the Company is managed by a relatively small team of people. Our employees are therefore key to the success of our business and we provide a range of support and training opportunities that enable us to develop the right talent to implement our strategy and help individuals to maximise their potential.

As long-term stewards of two major London estates we support initiatives that aim to address social problems faced by the communities in which our estates are located. Our work with these communities focuses on initiatives that maximise opportunities for young people, address homelessness and support ex-military and emergency services personnel.

We are committed to minimising the impact of our operations on the environment, employing a forward-looking approach to air quality, environmental and sustainability issues, and implementing initiatives which improve the quality of the environment for all, such as pedestrianisation and increasing greenery at Covent Garden.

We target the highest standards of health and safety and ethical practices in areas such as modern slavery, tax evasion and bribery and corruption, and expect the same standards from our suppliers.

Community and environmental initiatives across the business are managed by our asset teams and overseen by the CR Executive Committee. This report provides updates on the progress made against our 2017 CR targets, and explains more about our activities in each of our areas of focus.

### Corporate responsibility continued

### **MATERIALITY**

We monitor and assess the effectiveness of our CR strategy and measure impact in three fundamental areas: people, community and environment. In addition we monitor health and safety standards across the Group.

It is our intention to benefit the communities in which our assets are located, providing development opportunities to our talented people and respecting the environment.

See pages 47 & 48

### **PEOPLE**

### **TALENT**

Our teams of highly skilled and motivated people are critical to the successful delivery of our business plan. We aim to develop careers within the Company and promote from within whenever possible.

### **REWARD**

We reward performance against objectives set through competitive salaries, discretionary bonus and share awards. We benchmark our remuneration and aim to be within the upper quartile in our sector.

### **CULTURE**

With constant momentum, the business is both fast-moving and entrepreneurial. We have a high-performance culture in which innovation and creativity are encouraged.

### **GIVING BACK**

We aim to make a difference in the communities in which our assets are located and have well-established associations with our volunteer organisations and chosen charities. We make every effort to identify volunteering opportunities for our employees and we are proud of their commitment and engagement with our CR programme.

See pages 49 & 50

### COMMUNITY

# SUPPORTING LOCAL ECONOMIES

We work hand-in-hand with the communities in the areas of London in which we invest, and have bespoke programmes centred on young people, the homeless and ex-services personnel.

### **EDUCATIONAL PROGRAMMES**

We deliver an education programme to primary and secondary schools in Covent Garden and Earls Court, designed to introduce children of school age to specific issues affecting their areas of London.

### **CHARITY PROGRAMMES**

We have long-standing relationships with selected charities which are aligned with our CR strategy. We remain focused on benefiting young people, ex-services personnel and the homeless.

See pages 51 & 52

### **ENVIRONMENT**

# ENERGY & CARBON MANAGEMENT

We are committed to improving the energy efficiency of our portfolio and to lowering our carbon emissions. We have continued to improve the monitoring of energy consumption, carried out energy assessments and identified opportunities to install energy efficient equipment across the portfolio.

### RESPONSIBLE DEVELOPMENT

We are committed to integrating responsible and sustainable practices into the delivery of projects and development. We progressed further with our aim to achieve sustainability building certification and were awarded BREEAM Very Good for the refurbishment of Carriage Hall and achieved a SKa Silver rating for our Covent Garden office refurbishment.

### SUSTAINABILITY INDICES

We continue to monitor and report performance in line with industry sustainability reporting benchmarks. In 2017 we improved our performance in the Carbon Disclosure Project ("CDP") climate change programme and Global Real Estate Sustainability Benchmark ("GRESB"), we remained a participant of the FTSE4Good Index and, for the first time, received a European Public Real Estate ("EPRA") Silver award for sustainability reporting.

See page 53

### **HEALTH & SAFETY**

We continue to strive for health and safety excellence across all of our property activities in order to offer the highest levels of protection for our employees, supply chain partners and the members of the public who interact with our business operations.







### **PEOPLE**

People are the key to our success and we are proud of our high-performance and results-oriented approach.

We aim to develop careers by promoting talented individuals to positions of leadership.

### **TALENT**

Our aim is to manage talent effectively and ensure that we have sufficient capability to realise our ambitious strategy. We regularly undertake succession planning exercises to review the talent pipeline and progress individuals according to capability.

We have a graduate recruitment programme for top graduates who pursue an internal programme of training and mentoring, which will ensure they are well prepared for the Royal Institution of Chartered Surveyors ("RICS") Assessment of Professional Competence ("APC"). Each graduate is assigned an experienced Capco counsellor and supervisor who guide them through the APC process.

New opportunities that arise in the business are advertised internally and we aim to promote internal candidates in order to enhance career development and encourage mobility across the Company.

### TRAINING AND DEVELOPMENT

Capco training and development programmes are designed to augment the bench strength of our teams and challenge aspiring leaders.

Individual training and development needs are identified and discussed at performance review meetings with line managers. During 2017, our employees recorded 493 hours of training activity.

Through our sponsorship of individuals undertaking further professional qualifications, we encourage continuous learning, reflecting our intention to create a knowledgeable environment.

We recognise that coaching and mentoring can have significant impact on behaviours and key employees continue to benefit from bespoke coaching programmes.

### PERFORMANCE MANAGEMENT

Annual performance objectives for individuals are agreed at performance review meetings, which take place at the beginning of the calendar year. Performance is measured against objectives set for the previous year and individual performance ratings underpin discretionary bonus awards, which are paid in April of each year.

We regard the giving of regular and direct feedback as a core competency of effective leadership and encourage line managers to appraise performance regularly during the year.

### **CULTURE**

The high-performance culture at Capco is reflective of our ambitious and innovative business strategy. Typically, Capco people are results-driven and brave in their approach to new ideas. Many of our people are in new roles and have assumed increased levels of responsibility since joining Capco.

We have a good track record of supporting employee development and promoting from within the business. We aim to fill vacancies from our existing people where possible.

We support new parents returning to the workplace and encourage our people to adopt a healthy attitude to work-life balance.

### 2017 ACHIEVEMENTS

### Well-being

Capco employees participated in a 10,000 steps challenge, encouraging employees to get fit and healthy.

### Leadership development

As effective line management is a key component of business success, we ran a series of manager sessions focusing on mental health awareness and diversity and behaviours, which received positive feedback across the business.

### Graduate intake

We continue to hand pick top graduates who enjoy the challenge of early responsibility to join our development programme.

### OUR COMMITMENTS IN 2018

### Performance

Recognising that our people are our most valuable asset, in 2018 we will seek to further improve employee performance and professional standards across the Company.

### Leadership capability

We will further enhance the capability of the leadership team through coaching and a series of internally delivered bespoke workshops.

### Diversity and inclusion

We will support initiatives that aim to increase diversity and inclusion within the property industry and strengthen the female talent pipeline.

### **BENEFITS**

In addition to core elements, we reward people with an attractive package of additional benefits, which includes private medical insurance and dental cover. The Company contributes up to 10 per cent of salary into the MyCapco pension scheme.

Our policy is to enable employees to take their full annual leave entitlement of 28 days per annum, rising to 30 days after four years' service.

### LIFESTYLE PROGRAMME

In 2017 our lifestyle programme focused on work-life balance and financial matters such as mortgages and retirement planning.

### Corporate responsibility continued

### **REWARD**

The aim of our reward strategy is to compensate people for high performance and to incentivise them to strive to improve.

Core compensation packages at Capco comprise three elements of base salary, discretionary performance bonus and discretionary share awards.

We regularly benchmark our approach to reward to ensure that we are competitive in the market and we aim to remain within the upper quartile range of our sector.

Awards are made in April of each year and take account of performance ratings discussed at performance review meetings in January.

All Capco employees are eligible to receive share awards so that everyone can participate in the success of the Company. These awards have a three-year performance period and are subject to corporate performance conditions.

### **DIVERSITY**

We believe that every person in the Company has a part to play in generating value and we understand fully the benefits of a diverse workforce. Diversity is considered when making appointments at all levels. As a sign of our commitment to diversity in the work place our Chief Executive, Ian Hawksworth, is supporting the "CEO Commitments for Diversity", an initiative spearheaded by Real Estate Balance.

We are keen to develop female talent across the business and provide executive coaching to our senior leadership team. There is strong female representation across the business. A summary of gender diversity across the Company is set out to the right.

We support a number of initiatives which aim to increase diversity within the property industry, including being a signatory to the RICS Inclusive Employer Quality Mark, a member of the Employers Network for Equality and Inclusion ("ENEI"), a member of Real Estate Balance, a sponsor of the Reading Real Estate Foundation and supporting the Pathways to Property work experience programme.

### **HUMAN RIGHTS**

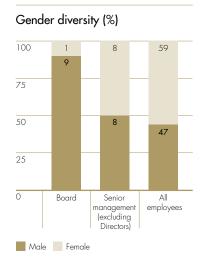
This report does not contain specific information on human rights issues as this is not considered necessary for an understanding of the development, performance or position of the Company's business. However, Capco has adopted a CR policy and a supply chain policy which reflect a responsible approach to human rights.

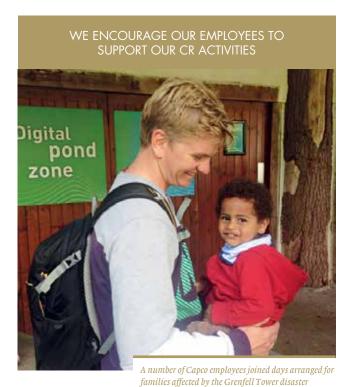
### MODERN SLAVERY

In accordance with the Modern Slavery Act 2015, the Board has approved a Modern Slavery and Human Trafficking Statement, which has been published on our website. The statement details the steps we take to avoid slavery and human trafficking in our own operations and in our supply chain. We believe that our own operations present minimal risk, but recognise that a higher level of risk is posed by the suppliers we engage with to provide goods and services.

During 2017 we undertook an extensive assessment of a major development site within the Capco portfolio in conjunction with the contractor with the objective of better understanding whether the policies and procedures in place are sufficient to mitigate the risks of modern slavery in the supply chain. The assessment included interviews with management personnel from the contractor and also sub-contractor site workers. A follow-up meeting was held with the contractor to discuss findings and recommendations from the assessment. We also delivered bespoke training on modern slavery and human trafficking to relevant employees and incorporated further information on Capco's expectations in relation to modern slavery into our procurement processes and policies. In the year ahead we plan to provide further guidance to our employees and continue our ongoing engagement with our suppliers.







### COMMUNITY

During 2017, Capco continued to work to benefit the communities in which we operate and to support our chosen charities. Capco employees committed over 500 hours to CR-related activity and volunteered to help with CR projects, meeting our target for the year.

Benefiting the communities in which our assets are located is the cornerstone of the stewardship of our estates.

### SUPPORTING THE LOCAL COMMUNITY

### Community events

Capco continues to support a range of community events at Covent Garden and a number of employees volunteered to help run the events. In 2017 these included:

- o a lunch for blind veterans, organised in association with the Blind Veterans Association and the Sir Simon Milton Foundation
- a Christmas lunch held at Little Italy restaurant in Soho for older local residents, organised in association with the West End Community Association
- o sponsorship of the Covent Garden Community Association Christmas Carol concert held in St. Paul's Church

# EARLS COURT COMMUNITY OPEN DAY Bird-box making at an Earls Court community open day

### 2017 ACHIEVEMENTS

### Local initiatives

We have delivered a range of local community and education projects on our estates that have benefited people of all ages.

### Charitable donations

This year we have developed close ties with our chosen charities which align with our overarching CR strategy, and have provided £150,000 of support to charitable causes.

### Employee CR engagement

Capco staff remain committed to participating in CR-related activities and undertook over 500 hours of CR related activity during the year.

### **OUR COMMITMENTS IN 2018**

### Education programme

We will extend the number of schools that participate in the Capco Education Programme in collaboration with our education partners, building further on our success with schoolchildren of all ages.

### Charitable work

We will promote a volunteering programme with the Construction Youth Trust, Air Ambulance and Urban Land Institute.

### Community facility

We will make community space available at Lillie Road for use by local groups as part of the meanwhile uses provided at Earls Court.

### Employee CR engagement

We will encourage employees to engage in CR initiatives and contribute 500 employee hours to supporting CR-related projects.

Earls Court community engagement includes regular community events at the Earls Court Project Room. Families are able to participate in a range of activities, view models and presentations on the Earls Court development and ask questions of Capco representatives. Activities in 2017 included bird-box making, a Lego construction site, a summer barbecue with live music and a Christmas open day with a wreath-making workshop.

Throughout 2017, we promoted a volunteering programme with Bishop Creighton House, a community-based charity in Earls Court working with disadvantaged people of all ages. A number of employees volunteered to spend time with elderly residents.

### District stewardship

Capco continues to fund additional security for the Covent Garden estate following an increase in the national security threat level. This includes 24-hour monitoring of CCTV and extensive patrolling of the estate throughout the day and night.

A number of the Covent Garden team volunteered their time to help clean up the church gardens of St. Paul's Church.

### Corporate responsibility continued

### **CHARITABLE SUPPORT**

### Poppy appeal

Capco continued its sponsorship of the Poppy Day activities held annually on the Covent Garden Piazza. Over £4,000 was raised on the day and visitors were entertained by military choirs and other related activities.

### Chelsea Flower Show

Capco partnered with the Sir Simon Milton Foundation to sponsor a show garden at RHS Chelsea Flower Show, entitled "500 years of Covent Garden".

### BBC Children in Need

Capco partnered with BBC Children in Need for the official switching on of the 2017 Covent Garden Christmas lights, which raised £10,000 for BBC Children in Need.

### London Community Foundation

In collaboration with the London Community Foundation, we have donated £45,000 to provide grants to support the community activity in the Earls Court area.

Through this programme, we support groups which deliver activities and services that benefit residents and the community. The projects fall under one of the three criteria of Get fit, Get support and Get involved. This year we have supported a number of youth projects, computer coding classes, homework clubs, creative writing classes, boxing classes, nutrition and well-being projects and trips for older people.

### Lifelites

Capco raised £12,500 for the locally based charity Lifelites through a golf day held in September.

### Draw a Line

The Draw a Line campaign, which highlights violence against women, launched an awareness programme on the Covent Garden Piazza by laying a yellow line along the length of the North Piazza.

### **EDUCATIONAL PROGRAMMES**

### Apple Market Challenge

The hugely successful Apple Market Challenge entered its 11th year and has involved over 6,500 children since its inception in 2006. This is run in conjunction with the sixth form students at a Business Enterprise School, Ursuline High School Wimbledon.

Teenagers from ten schools, including both the Covent Garden primary schools, presented products that could be sold from the Apple Market in the Covent Garden Market Building.

### Newsround project

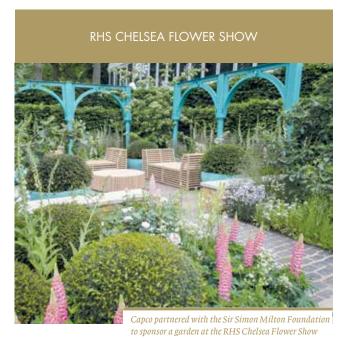
Employees from the Covent Garden office actively engaged in a "Newsround" project with children from both Covent Garden primary schools. Teams from both schools prepared news-based videos relating to topics relevant to schoolchildren in Covent Garden, such as antisocial behaviour and safety.

### Farls Court

During the year Capco worked with children from four primary schools in the Earls Court area on a range of educational projects focused on Earls Court. The projects included researching the history of the Earls Court area, exploring the changing nature of urban landscapes and what makes a great place, learning about the demolition and construction processes being followed at Earls Court, visits to the Earls Court Project Room and Lillie Square construction site, and viewing the heavy lifting crane.

### Urban Plan Project

We collaborated with the Urban Land Institute on their Urban Plan Project. This programme helps young people understand the role the real estate industry plays in reviving and regenerating urban areas and brings to life the urban environment through a series of interactive workshops and team challenges. Two projects for Year 12 students were run at Chelsea Academy during 2017.







### ENVIRONMENT

Capco aims to minimise the impact of our operations on the environment. We apply a responsible and forward-looking approach to environmental issues and the principles of sustainability.

### **ENERGY & CARBON MANAGEMENT**

In 2017, we reduced our energy use and carbon emissions by six per cent and seven per cent respectively on a like-for-like basis compared with 2016, exceeding our reduction target of three per cent. Steps to improve the energy efficiency of our assets remained a key focus and, as part of major refurbishment works, we have installed more efficient boilers, lighting and improved heating and cooling controls.

At Covent Garden the roll-out of LED lighting continues across the estate, solar panels were installed at Carriage Hall and we continue to purchase electricity via green energy tariffs to further reduce our carbon footprint.

Throughout the year we have closely monitored the Energy Performance Certificate ("EPC") ratings of our assets and have taken action to increase the number of assets with an EPC rating of at least an "E". For Phase 1 of Lillie Square we achieved our target of all apartments achieving at least an EPC "C" rating. In 2018, with the introduction of the government's Minimum Energy Efficiency Standards ("MEES"), our activities to upgrade assets with an EPC rating lower than an "E" will continue.

### **AIR QUALITY**

In 2017, we sought to gain an improved understanding of air quality within Covent Garden and funded the repair of an air quality monitor located in Covent Garden. The air quality is monitored via an application called "London Air" which is run in conjunction with King's College London. Covent Garden regularly records the lowest level of air pollution measured by the application.

In 2017 the GLA designated Covent Garden and our neighbours the Northbank Business Improvement District as one of only two "Business Low Emission Neighbourhoods" in Westminster. We continue to work collaboratively to further enhance air quality in the district.

### **WASTE & WATER MANAGEMENT**

Minimising the amount of waste sent to landfill and improving recycling rates are ongoing priorities across our estates. Within our offices we have continued to promote recycling by sharing recycling statistics via the intranet, and continue to divert all waste from landfill.

As part of the waste consolidation strategy at Covent Garden, we have engaged with tenants to raise awareness of the importance of recycling and the waste collections services available. Over a third of estate waste was recycled, with the remaining waste being sent to an energy from waste plant that helped to generate 185 megawatts of energy.

We are actively monitoring water consumption and identifying opportunities to reduce usage. Rainwater harvesting has been installed to help supply the irrigation to the Covent Garden living wall and water efficient fittings are being installed as part of refurbishment works.

### 2017 ACHIEVEMENTS

Reduced energy use by six per cent compared with 2016 on a like-for-like basis, exceeding our three per cent reduction target.

Awarded BREEAM Very Good certification for the refurbishment of Carriage Hall and Level 4 Code for Sustainable Homes certification for Phase 1 of Lillie Square.

Installed a vibrant living wall in Covent Garden covering 1,500 square feet and containing 8,000 plants.

Diverted 99 per cent of non-hazardous demolition waste from landfill at Earls Court with nearly two thirds of demolition material being re-used either on-site or on other construction projects.

Achieved a "Silver" and "Most Improved" award in the EPRA Sustainability Best Practice Recommendations for reporting awards and upgraded our performance in the CDP and GRESB benchmarks.

### **OUR COMMITMENTS IN 2018**

### Energy & carbon management

Continue our efforts to lower energy use and carbon emissions and maintain a target of three per cent energy reduction for managed assets on a like-for-like basis compared with 2017.

### Waste & water management

Continue to pursue the goal of waste consolidation and improve recycling rates across our estates, working in partnership with our tenants and contractors.

Identify opportunities to reduce water consumption for managed assets.

### Responsible development

Continue to embed sustainability into the delivery of our projects and work towards a minimum rating of BREEAM Very Good on major construction projects and, where existing planning conditions apply, Code for Sustainable Homes Level 4 certification.

### Corporate responsibility continued

### **GREENHOUSE GAS EMISSIONS**

In accordance with the Companies Act 2006 (Strategic Report and Directors' Report) Regulations 2013, Capco continues to monitor and report on the greenhouse gas emissions associated with its operations. We have used DEFRA Environmental Reporting Guidelines and the Greenhouse Gas Protocol Corporate Accounting and Reporting Standard to calculate emissions. We have adopted the operational control consolidation method, as this reflects where we have the ability to influence energy use, and we have set a materiality threshold of five per cent for greenhouse gas reporting purposes.

Capco has engaged with Carbon Credentials Energy Services Limited to provide independent verification of the 2017 greenhouse gas emissions assertion in accordance with industry recognised standard ISO 14064-3.

GREENHOUSE GAS EMISSIONS DATA FOR YEAR ENDED DECEMI	BER 2017			
	Market-ba: (tC)		Location-based method (tCO <sub>2</sub> e) <sup>2</sup>	
Emission source	2017	2016	2017	2016
Scope 1 emissions: Direct emissions including fuel combustion in owned or controlled boilers and vehicles	Not re	eported	752	1,289
Scope 2 emissions: Indirect emissions released into the atmosphere including purchased electricity	641	277	1,979	4,645
Total annual scope 1 and 2 emissions:	Not re	eported	2,731	5,934
Intensity ratio: Tonnes of $CO_2e$ per $\mathfrak{L}m$ of Net Assets			0.88	1.87

- 1. The market-based method reports emissions as tonnes of carbon dioxide (tCO<sub>2</sub>). Factors such as the addition of new electricity supplies for Lillie Square Phase 1, higher supplier emission factors and changes of supplier have led to an increase in market-based emissions.
- 2. The location-based method reports emissions as tonnes of carbon dioxide equivalent (tCO2e). The sale of Olympia London in April 2017 caused a notable reduction in location-based emissions.

### RESPONSIBLE DEVELOPMENT

Capco is committed to integrating responsible and sustainable practices into the delivery of our projects and development. Efforts to certify our major construction projects to industry sustainability standards continue with the refurbishment of Regal House receiving our first Ska rating of Silver, Carriage Hall achieving BREEAM Very Good status and Phase 1 of Lillie Square attaining Code for Sustainable Homes Level 4 certification.

At Earls Court the responsible management of demolition waste has been a key priority. By identifying opportunities to re-use material on site and carefully segregating waste streams for recycling, we have diverted 99 per cent of non-hazardous waste from landfill.

In 2017, we also focused on introducing more planting and greenery across our portfolio. At Covent Garden we installed a living wall covering over 1,500 square feet and containing over 8,000 plants to refine the quality of the air, increase the area's biodiversity and capture pollution particles. We also introduced further flower crates and barrows across the estate. At Lillie Square, we introduced a series of new gardens, created by award-winning landscape designer Andy Sturgeon. The contemporary gardens introduced 95 new trees, over 100 different species of plants and bird, bat and hedgehog boxes to the area.

Capco remains an active member of the UK Green Building Council.

### SUSTAINABILITY INDICES

We monitor and report our performance in line with industry sustainability benchmarks. In 2017 we remained a participant in the FTSE4Good Index, responded to the CDP climate change programme, achieving an "A" rating, and achieved four green stars in the Global Real Estate Sustainability Benchmark. Following our incorporation of the EPRA Sustainability Best Practice Recommendations for reporting, we achieved our first Silver award and a Most Improved award. For more information on our reporting visit www.capitalandcounties.com/responsibility/environment.











### HEALTH AND SAFETY

We are committed to providing the highest standards of health and safety at our assets to minimise the risk to our employees, contractors, consultants and visitors. We expect our supply chain to support us in achieving this commitment by applying a responsible risk-based approach to the management of health and safety.

### **MILESTONES**

During 2017 a number of key projects were safely completed in partnership with our contractors. These included the complex removal of the 61 concrete portal beams that sat above the London Underground lines at Earls Court and supported the weight of the former Exhibition Centre, the practical completion of the first phase of residential development at Lillie Square and commencement of sub-structure and frame works for the second phase of the scheme, and the completion of the 11 Floral Street development project.

In addition, Capco became a Client Partner of the Considerate Constructors Scheme (the "Scheme"), reflecting the Company's commitment to ensuring that our contractors provide the highest standards of health and safety on Group construction projects. As a Client Partner, Capco encourages the contractors we engage to be registered with the Scheme. We expect compliance with all aspects of the Scheme's Code on our registered sites.

### **GOVERNANCE**

At a Group level the governance and reporting framework implemented during 2016 is now fully embedded across the business. The Sector Safety Leadership Teams ("SSLTs") met regularly during the year to consider health and safety matters for each asset and to implement the Group's Occupational Health and Safety Management System ("OH&SMS") at operational level.

The SSLTs are overseen by the Group Safety Leadership Team ("GSLT"), which is chaired by our General Counsel & Director of Corporate Services and championed by the Managing Director and Chief Investment Officer, who is responsible for health and safety at Board level. The GSLT reviews health and safety performance across the Group regularly throughout the year, and facilitates the sharing of lessons learnt and best practice across the management team.

Health and safety is a standing item on the Board's agenda and the Board receives regular formal reports on health and safety, summarising health and safety performance, risks and achievements across the Group.

In line with our OHSAS 18001 compliant OH&SMS a detailed health and safety management review was undertaken during the year to ensure that the system remained appropriate and continued to operate effectively. A detailed review of fire safety issues, including fire protection measures across the Group's assets, was also undertaken and no areas of concern were identified.

Capco's Group-wide business continuity and major incident response plans were tested and refreshed during 2017, using scenario-based desktop exercises focused on each asset.

### REPORTING

No work-related employee fatalities were recorded in 2017 or since Capco's inception. There was a total of six RIDDOR incidents reported across the Group during 2017, comprising one RIDDOR on the Covent Garden estate and five RIDDOR incidents recorded involving employees of our contractors working on our development projects. The Accident Frequency Rate ("AFR") for Capco development projects at the end of 2017 stood at 0.34. We benchmark our development projects' AFR against the Health and Safety Executive ("HSE") Construction Industry Standard of 0.77. Capco's Lost Time Incident Frequency Rate ("LTIFR") for 2017 was 0.48.

### 2017 ACHIEVEMENTS

Successful completion of the portal beams removal at Earls Court, with a good health and safety performance.

Enhanced compliance by completing the delivery of both bespoke health and safety training for senior employees and an IOSH ("Institution of Occupational Safety and Health") Managing Safely course to property and project management teams.

A successful internal audit of design and operational effectiveness of key health and safety controls across the Covent Garden asset.

A downward trend in RIDDOR incidents across the Group.

We continued to embed the enhanced governance and reporting framework across the business.

### **OUR COMMITMENTS IN 2018**

### Engagement with contractors

Improve health and safety performance on our development project sites through engagement and sponsorship of initiatives with our contractors.

### Training

Complete delivery of IOSH Managing Safely training to relevant teams.

### Measuring performance

Set key criteria for health and safety measurement across the Group and embrace technology to deliver this.

### Health and safety governance

Continue to enhance and embed health and safety practices, policies and procedures across the business.

### **TRAINING**

Bespoke health and safety training was delivered to senior employees during the year. In addition, members of operational management attended an IOSH Directing Safely course, and an IOSH Managing Safely course was delivered to the property and project management teams. Further training was attended by our first-aiders.



The sections of the Annual Report which make up the Strategic Report are set out on page 87. The Strategic Report has been approved for issue by the Board of Directors on 20 February 2018.

On behalf of the Board

Ian Hawksworth Chief Executive

### Board of Directors

### Executive Directors



### IAN HAWKSWORTH

Chief Executive

Ian has led Capco since inception, shaping strategy and driving performance. He has over 30 years' experience in global real estate investment, development, asset and corporate management, having been a senior director of Hongkong Land and a managing executive of Liberty International. Ian is a Chartered Surveyor and a member of leading international industry bodies.



### SITUL JOBANPUTRA

Chief Financial Officer

Situl leads the Capco finance function, which includes reporting, treasury, corporate finance and tax. Having joined Capco in 2014, he became Finance Director for Earls Court and Lillie Square in 2015 and was appointed as CFO in 2017. Situl is an experienced corporate financier, having led Deutsche Bank's UK real estate investment banking team before joining Capco.



### **GARY YARDLEY**

Managing Director & Chief Investment Officer

Gary leads Capco's real estate investment and development activities. He is a Chartered Surveyor with over 30 years' experience in UK real estate. He is a former CIO of Liberty International and former partner of King Sturge.

### COMMITTEE MEMBERSHIP KEY



Audit Committee



Nomination Committee



Remuneration Committee



Committee Chairman

### CHAIRMAN AND NON-EXECUTIVE DIRECTORS



### IAN DURANT | Chairman

Ian is responsible for the leadership of the Board, ensuring its effectiveness and setting its agenda. He is a Chartered Accountant with a background in international financial and commercial management. Ian's career includes leadership roles with the retail division of Hanson, and Jardine Matheson, Hongkong Land, Dairy Farm International, Thistle Hotels, Sea Containers and Liberty International.

External appointments Chairman of Greggs plc and DFS Furniture plc



### HENRY STAUNTON | Independent Non-executive Director and Senior Independent Non-executive Director

Henry was appointed to the Board in 2010. A Chartered Accountant, he has extensive financial and commercial experience. He is Chairman of WH Smith PLC and Phoenix Group Holdings, and was previously Finance Director of Granada and ITV, Chairman of Ashtead Group and Vice Chairman of Legal & General.

External appointments Chairman of Phoenix Group Holdings and WH Smith PLC



CHARLOTTE BOYLE | Independent Non-executive Director

Charlotte is a former partner of The Zygos Partnership, an international search and board advisory firm. Prior to this, Charlotte worked for Goldman Sachs International and Egon Zehnder International. Charlotte is a Non-executive Director of Coca-Cola HBC AG and serves as a Board member and chair of the finance committee of Alfanar, the venture philanthropy organisation.

External appointments Non-executive Director

of Coca-Cola HBC AG and a Board member and chair of the finance committee of Alfanar



GRAEME GORDON | Non-executive Director

Graeme was a Non-executive Director of Liberty International for 14 years before joining the Board of Capco in 2010. He is the son of Sir Donald Gordon, the founder of Liberty International, and represents the Gordon Family Interests on the Board.

External appointments Director of Creative

Investments Limited and Mymarket Limited



GERRY MURPHY | Independent Non-executive Director

Gerry is a former Deloitte LLP partner with direct industry experience in consumer business, retail and technology, media and telecommunications. He was a member of the Deloitte Board for a number of years and is a Director of Dixons Carphone and a member of the Department of Health & Social Care Board. External appointments

Non-executive Director of Dixons Carphone plc, Non-executive member of the Department of Health & Social Care Board



ANTHONY STEAINS | Independent Non-executive Director

Anthony is the CEO of Comprador, a strategic corporate finance advisory firm based in Hong Kong, and has over 20 years of corporate finance experience. A Chartered Accountant, prior to founding Comprador, Anthony was a Senior Managing Director and Head of Blackstone Advisory Partners in Asia and held senior positions in Asia at Lehman Brothers, Deutsche Bank and ING Barings.

External appointments CEO of Comprador Limited and Chair of the FilmAid Asia Board



ANDREW STRANG | Independent Non-executive Director

Andrew is a Chartered Surveyor and was Managing Director of Threadneedle Property Investments Limited for 17 years until January 2008. He was Executive Chairman of Hermes Real Estate Investment Management until 2011.

External appointments

Member of the Investment and Governance Committees of AEW UK, Non-executive Director of Intu Properties plc and member of the Norges Bank Real Estate Management Real Estate Advisory Board

Further information on Directors' skills and experience can be found in the Nomination Committee Report on pages 65 to 67.

# OUR GOVERNANCE FRAMEWORK



Dear Shareholder,

I am pleased to introduce Capco's 2017 Corporate Governance Report.

A key focus of the Board during 2017 was consideration of corporate strategy in light of the ongoing uncertain market conditions and political outlook. Management is implementing the strategy within a robust governance framework, which includes a commitment to the highest standards of business practice and ethics.

The Corporate Governance Statement, together with the Committee reports that follow, explain how Capco's governance framework works and how the Company applied the principles of the UK Corporate Governance Code during the year. We also provide information on some of the management committees that support the controls and reporting framework across the Group and constitute an environment of integrity, transparency and openness. I am pleased to confirm that this governance framework continues to ensure that the Company operates effectively. Capco's governance regime reflects the nature of the Company, including our large property holdings in well known London locations, Covent Garden and Earls Court, and the relatively small executive team in a business which now employs about 100 people directly.

During the year, there were a number of changes to the Board. In January, Situl Jobanputra took up his new position as Chief Financial Officer, and we welcomed Charlotte Boyle to the Board in October. We were sorry to lose Demetra Pinsent from the Board during the year as a result of the increasing time requirements of her other roles.

Promoted from within the business, Situl's appointment reflects Capco's commitment to developing the talent of our employees. Charlotte is an experienced board adviser and brings expertise in people matters including remuneration, talent development and succession planning as well as a close knowledge of UK Real Estate leadership. I am delighted to report that both Situl and Charlotte have settled in well and are accordingly effective in their new roles. You can read more about Capco's recruitment process and the tailored inductions that we provide to new Directors in the Nomination Committee Report from page 65.

Board composition and succession planning remains an area of focus for the Board and regular reviews are undertaken to ensure

that the Board has, and will continue to have, the appropriate mix of skills and experience to deliver Capco's strategic goals. As part of this process an updated Board diversity policy has been adopted, which is described in greater detail within the Nomination Committee Report. During 2018, the Board will carefully consider the implications of any updates to the UK Corporate Governance Code arising from the Financial Reporting Council's ongoing consultation.

All of the Directors will be seeking election or re-election at our AGM. Andrew Strang, Henry Staunton and Graeme Gordon have each served on the Board for more than six years. Accordingly, before recommending that they be reappointed, the Nomination Committee gave particular consideration to the contribution of each Director and the balance of independence of the Board.

Capco has its primary listing on the London Stock Exchange and is also listed on the Johannesburg Stock Exchange, and over 50 per cent of the Company's shares are now held by South African investors. There are sometimes different market expectations in the UK and South Africa, and one example of this is the level of authority to issue new shares that shareholders expect to grant to boards. The Board feels that, to preserve flexibility, it is appropriate to seek the higher levels of authority expected by UK shareholders where possible. This has resulted in significant votes against two of our AGM resolutions and Capco's inclusion in The Investment Association's public register of shareholder dissent. The Board will maintain dialogue with our South African shareholders on this topic as we move into 2018.

la Jung

Ian Durant Chairman

20 February 2018

# STATEMENT OF COMPLIANCE WITH THE UK CORPORATE GOVERNANCE CODE

The Company has applied the principles and complied with the provisions of the UK Corporate Governance Code (the "Code") during 2017.

### THE BOARD

The Board is collectively responsible for the long-term success of the Company, and for its leadership, strategy, values, standards, control and management. Day-to-day management of the Group is delegated to the Executive Directors, subject to formal delegated authority limits; however, certain matters have been reserved for Board approval. These matters are reviewed annually and include Board and Committee composition, strategy, significant funding decisions and corporate transactions, delegated authority limits and dividend policy.

### Board composition

As at 31 December 2017, the Board comprised the Chairman, three Executive Directors and six Non-executive Directors. The table on page 58 summarises the membership of the Board and Committees.

Biographies of each of the Directors can be found on pages 54 and 55 and additional information on Directors' skills and experience is included on page 67.

### Board independence

The Code requires that, excluding the Chairman, at least half of the Board should comprise Non-executive Directors determined to be independent.

The Board has considered the independence of the Non-executive Directors, including potential conflicts of interest, and the table on page 58 sets out those Directors considered to be independent in character and judgement. Each of these Directors has also confirmed that there is no reason why they should not continue to be considered independent.

In considering Director independence, the Board concluded that Directors' tenure should be counted from the date of their first election by shareholders to the Capco Board.

The key responsibilities of Board members are set out in the table on page 59.

### THE BOARD IN 2017

The Board met formally throughout the year with main meetings timed around the financial calendar, and additional meetings convened to consider specific matters as required. Attendance at Board and Committee meetings held during 2017 is shown on page 61.

The annual Board calendar includes a two-day strategy meeting. At this meeting the Board receives detailed updates from external advisers and business divisions, and is able to consider strategic issues in depth, and spend time with members of senior management in a less formal environment.

Board papers are circulated a week in advance of meetings to ensure that Directors have sufficient time to consider their content prior to the meeting. If matters require approval at short notice, written approval is sought from the Directors.

The Chairman meets regularly with the Non-executive Directors without the Executive Directors being present and maintains regular contact with both the Chief Executive and members of senior management.

As matters that require the Board's decision are often large, complex and evolve over a period of time, informal update meetings are held between Board meetings to allow Board members adequate time to explore, understand and challenge matters under consideration. These are often combined with site visits and provide an opportunity for the Non-executive Directors to meet senior management. Four such updates were held during 2017, including a visit to the Earls Court Project Room.

During 2017, the Board received regular asset, financial and performance updates from the Executive Directors and senior management from each asset and reports from the General Counsel & Director of Corporate Services ("General Counsel"), the Company Secretary and Committee Chairmen. The table below shows the key areas considered by the Board during the year.

### **BOARD COMMITTEES**

The Board has established Audit, Remuneration and Nomination Committees to enable the Board to operate effectively and ensure a strong governance framework for decision making.

Each Committee has written terms of reference which are reviewed annually. The terms of reference can be viewed on the Company's website www.capitalandcounties.com. Minutes of all Committee meetings are made available to all Directors. The Committee Chairmen attend the AGM to answer any questions on the Committees' activities.

A number of management committees support the business in delivering its strategy.

A summary of the role of each Committee is shown on page 58, and the activity of each Committee during 2017 is described on pages 62 to 86.

### MATTERS CONSIDERED BY THE BOARD IN 2017

Business Strategy, New Business and Directors	Properties	Financial Performance	Governance, Internal Controls and Risk
Strategy	Property valuations	Annual and half year results	Risk appetite and principal risks
New business opportunities	Covent Garden performance	and dividends	Health & Safety, security risk and IT security updates
Key investment decisions	Floral Court and Carriage Hall	Treasury and cash management	Internal Board evaluation and action plan
Disposal of Olympia London	developments	Group tax position	AGM resolutions and voting
Appointment of a new Non-executive Director	Earls Court demolition and Lillie Square completions and development	Market and broker updates Budget	Board Committees' terms of reference and schedule of matters reserved for the Board
Board composition and succession planning	Acquisitions		Legal and regulatory updates including
Tax policy	Planning consents and submissions		<ul> <li>EU General Data Protection Regulation 2016</li> <li>Criminal Finances Act 2017</li> <li>Modern Slavery Act 2015</li> </ul>

### LEADERSHIP STRUCTURE

### THE BOARD

Collectively responsible for the long-term success of the Company. Management of strategy, leadership and risk

### Audit Committee

- · Oversees financial reporting
- Monitors internal controls, including risk management
- · Monitors internal and external auditors

### Remuneration Committee

- Sets remuneration policy
- Sets Executive Director remuneration and incentives
- Approves annual performance objectives

### Nomination Committee

- · Recommends Board appointments
- Board succession planning
- Reviews Directors' skills, experience and independence
- Board evaluation

### Further information can be found in:

Audit Committee Report on pages 62 to 64 Principal Risks and Uncertainties on pages 16 to 19 Directors' Remuneration Report on pages 68 to 86

Nomination Committee Report on pages 65 to 67

### Business Committees:

### **Executive Risk Committee**

 Executive management forum for review and discussion of risks, controls and mitigation measures

### Disclosure Committee

- Monitors whether there is inside information within the business
- Ensures disclosure requirements are met
- · Ensures appropriate records are maintained

### Group Safety Leadership Team

- Provides Group-wide oversight of management and implementation of Capco's Health and Safety Policy and Management System
- Provides Group-wide oversight of the management of security risk

### Corporate Responsibility Executive Committee

- Reports and coordinates the environmental, community and charitable activities of the Group
- Implements the CR policy
- Sets targets and objectives and monitors progress

### **BOARD INDEPENDENCE**

Name	Year of first election	Independent	Audit Committee	Nomination Committee	Remuneration Committee
lan Durant (Chairman)	2011	N/A		<b>②</b>	
Ian Hawksworth (Chief Executive)	2011	No		<b>②</b>	
Situl Jobanputra	2017	No			
Gary Yardley	2011	No			
Charlotte Boyle	N/A	Yes		<b>②</b>	<b>②</b>
Graeme Gordon	2011	No			
Gerry Murphy	2015	Yes	<b>(</b>	<b>(</b>	<b>(</b>
Henry Staunton (SID)	2011	Yes	<b>②</b>	<b>(</b>	<b>(</b>
Anthony Steains	2016	Yes		<b>(</b>	
Andrew Strang	2011	Yes	<b>②</b>	<b>②</b>	<b>②</b>
	5	6% independent			

### ROLES OF BOARD MEMBERS

The following table sets out the key responsibilities of Board members:

Roles of Board members

Position	Name	Responsibilities
Chairman	Ian Durant	Leads the Board, ensures its effectiveness and sets its agenda. Ensures an effective link between shareholders, the Board and management.
Chief Executive	Ian Hawksworth	Develops the Company's strategic direction, implements policies and strategies agreed by the Board and manages the business.
Chief Financial Officer	Situl Jobanputra	Responsible for developing and implementing financial strategy for the Group.
Managing Director & Chief Investment Officer	Gary Yardley	Responsible for leading the Group's real estate investment, overseeing significant real estate transactions.
Non-executive Directors	Charlotte Boyle, Graeme Gordon, Gerry Murphy, Henry Staunton, Anthony Steains, Andrew Strang	Constructively challenge the Executive Directors and monitor the delivery of the agreed corporate strategy within the risk and control framework set by the Board.
All Directors have access to	the advice and services of:	
General Counsel & Director of Corporate Services	Anne Byrne	Provides legal advice and guidance to the Board; reports on corporate services activities
Company Secretary	Ruth Pavey	Advises the Board on corporate governance matters and ensures a good flow of information within the Board and its Committees and between senior management and the Non-executive Directors.



### VISIT TO EARLS COURT PROJECT ROOM

In June 2017, one of the Board updates was held at the Earls Court Project Room, which allowed the Directors to see the heavy lifting crane in situ and view presentations and models relating to the Earls Court Masterplan.

The Directors were also able to tour the Earls Court site and completed apartments at Lillie Square to see first-hand the progress made at each location.

### Corporate governance report continued

### **ENSURING AN EFFECTIVE BOARD**

To ensure that Capco's Board continues to be effective, the Board conducts an annual evaluation of its own performance and that of its Committees and Directors. Following an external evaluation in 2016, in 2017 an internal evaluation was managed by the Chairman and Company Secretary. Using an online questionnaire, Directors and the General Counsel were each asked to rate and provide anonymous feedback on a wide range of matters relating to the performance of the Board, its Committees and its Directors. A report which summarised the responses to the evaluation was considered by the Board and it was concluded that the Board continues to operate well. A number of minor proposals arising from the evaluation will be implemented.

In addition, the Senior Independent Director conducted an appraisal of the Chairman's performance which confirmed the Board's continued confidence in the Chairman and that the Directors are satisfied that the Chairman continues to commit sufficient time to the Company. The Chairman also undertook appraisals of the other Directors' performance.

# COMMUNICATION WITH STAKEHOLDERS Our policy

The Board is keen to ensure that our shareholders and potential investors have a good understanding of Capco's business and performance, and that Directors are aware of any issues and concerns that shareholders may have. The Company communicates with stakeholders in a number of ways:

### Corporate website

Our corporate website www.capitalandcounties.com allows visitors to access Company information, annual reports, results presentations and webcasts. The site also includes links to our division websites and contact details for shareholder queries.

### Annual General Meeting

Our AGM allows the Board to update our shareholders on Capco's progress, and provides an opportunity for shareholders to put questions to the Directors, and meet senior executives.

Shareholders are encouraged to vote on the resolutions put to the meeting, either in person, online or by submitting a proxy card. We publish the results of the votes on all resolutions on our website following the meeting.

Our 2018 AGM will be held on Friday 4 May 2018. The notice of Annual General Meeting will be issued to shareholders at least 20 working days before the meeting. Separate resolutions will be proposed on each issue and, in accordance with the Code, each Director will offer themselves for election or re-election.

The Chairman, Chairmen of the Board Committees and other Directors will be available at the AGM to meet shareholders and answer any questions.

Should shareholders have any concerns that they are unable to successfully resolve following communication with the Chairman, Chief Executive or Chief Financial Officer, they may raise them through the Senior Independent Director.

### 2017 BOARD EVALUATION

The Chairman and Company Secretary considered the approach to be taken for the 2017 Board evaluation

The Nomination Committee considered the proposed approach and approved an internally facilitated evaluation

Each Director and the General Counsel completed an online questionnaire developed by the Chairman and Company Secretary

A report was prepared and provided to the Board for consideration

### A number of actions were agreed

### **ACTIONS FOR 2017**

- Ensure Board agendas allow effective strategic discussion
- Document approach to succession and continue to consider Board diversity
- Periodically review past Board decisions

### **PROGRESS**

- Time for strategic discussion is now included on the agenda for each Board meeting
- Board succession plans have been discussed regularly and will remain on the agenda in 2018
- Selected projects to be reviewed postcompletion

### **ACTIONS FOR 2018**

- Create additional time for debate by considering certain matters on a by exception basis
- Continue to keep Board composition under review
- Consider whether proposed strategies can be better highlighted within Board materials
- o Focus on culture and workforce

### ATTENDANCE AT MEETINGS

The table below shows Directors' attendance at Board and Committee meetings held during 2017. In addition, the General Counsel attends each Board and Audit Committee meeting and the Company Secretary attends each Board and Committee meeting:

Name	Board	Audit	Remuneration	Nomination
lan Durant (Chairman)	6/6	_	_	4/4
Ian Hawksworth (Chief Executive)	6/6	_	-	4/4
Situl Jobanputra	6/6	-	-	-
Gary Yardley	6/6	_	_	_
Charlotte Boyle (appointed 1 October 2017)	2/2	-	2/2	1/1
Graeme Gordon	6/6	_	_	_
Gerry Murphy	6/6	3/3	5/5	4/4
Demetra Pinsent (stepped down 30 September 2017)	3/4	_	2/3	1/2
Henry Staunton (SID)	6/6	3/3	5/5	4/4
Anthony Steains	6/6	_	_	4/4
Andrew Strang	6/6	3/3	5/5	3/4
Total meetings held during the year	6	3	5	4

<sup>1.</sup> Appointed to the Remuneration Committee and Nomination Committee on appointment.

### Communications with shareholders and other stakeholders

Communication with the Company's investors is a priority for the Board. The Company runs an extensive investor relations programme, and the Chief Executive, Chief Financial Officer and Head of Investor Relations hold meetings with institutional investors throughout the year, including results presentations, webcasts, roadshows, one-to-one meetings and investor tours.

The Company's major shareholders are encouraged to meet with the Chairman and the Senior Independent Director to discuss any matters they may wish to raise. During 2017, Directors engaged with shareholders on matters including the remuneration policy and authorities to allot shares (subsequently approved at the 2017 AGM) and Capco's approach to Board diversity.

The Directors receive regular updates on the Company's major shareholders, and receive reports on shareholder feedback at each Board meeting. The Non-executive Directors are invited to attend the Company's results presentations.

Private shareholders may raise questions through the Company Secretary's office either by telephone or by email (feedback@capitalandcounties.com).

The Company maintains active relations with community stakeholders.

Please see pages 49 and 50 in the CR Report for more details of Capco's stakeholder engagement.

# CONFLICTS OF INTEREST AND TIME COMMITMENTS

The Company's Articles of Association permit the Board to authorise potential conflicts of interest that may arise. The Board has adopted a procedure under which Directors must notify the Chairman of any potential conflicts. The Chairman then decides

whether a conflict exists and recommends its authorisation by the Board where appropriate. In cases where there is a potential conflict of interest, an appropriate protocol to be followed where a conflict of interest may arise is agreed. In addition, a Director who had a conflict of interest would not be counted in the quorum or entitled to vote when the Board considered the matter in which the Director had an interest. The interests of new Directors are reviewed during the recruitment process and, if appropriate, authorised by the Board on appointment.

On appointment, and each subsequent year, Non-executive Directors are required to confirm in writing that they have sufficient time to devote to the Company's affairs. In addition, they are required to seek prior approval from the Chairman before taking on any additional external commitments that may affect their time available to devote to the Company, and the Board is advised of any changes.

The Chairman is also Chairman of Greggs plc and DFS Furniture plc. As part of the Senior Independent Director's annual evaluation of the Chairman's performance, Directors were specifically asked to consider whether the Chairman's external commitments prevent him from devoting sufficient time to perform his duties as Chairman of Capco, and it was concluded that the Company continues to receive the appropriate time required.

The Board is satisfied that all Non-executive Directors are contributing effectively to the operation of the Board.

### **DTR DISCLOSURE**

The disclosures required under DTR 7.2 of the Disclosure and Transparency Rules are contained in this report, and the Audit Committee and Nomination Committee Reports, except for information required under DTR 7.2.6 which is contained in the Directors' Report on pages 87 and 88.

# AUDIT COMMITTEE REPORT



I am pleased to introduce Capco's 2017 Audit Committee Report. The Committee plays a key oversight role for the Board, monitoring and reviewing all aspects of the

Group's financial reporting, internal controls and risk

management procedures.

This report provides an overview of the work undertaken by the Committee during 2017. The most significant topics considered by the Committee during the year included the Group's property valuations, taxation and the accounting treatment of various significant or complex corporate transactions. The Committee also reviewed the Company's risk and viability statement disclosures before they were recommended to the Board, and updated the Company's non-audit services policy to ensure that the objectivity and independence of the auditors is not compromised by any other work undertaken for the Company.

Finally, following consideration of the matters reviewed during the year and the Group's principal risks, the Committee concluded, and made a recommendation to the Board that, taken as a whole, these Annual Report and Accounts are fair, balanced and understandable and provide the information necessary for shareholders to assess the Company's position, performance, business model and strategy.

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Henry Staunton Chairman of the Audit Committee, 20 February 2018

Members: Henry Staunton (Chairman) Gerry Murphy Andrew Strang

The Audit Committee, reporting to the Board, oversees the financial reporting process, monitors the effectiveness of internal control, internal audit, risk management and the statutory audit and monitors the independence of the statutory auditors and the provision of non-audit services. As at 31 December 2017 and the date of this report, the Committee comprises three independent Non-executive Directors and is chaired by Henry Staunton who is considered to have significant, recent and relevant financial experience. The Board believes that the Committee as a whole has competence in real estate matters.

The Committee's meetings were also attended by the Company's Chairman, Chief Executive, Chief Financial Officer, General Counsel, Company Secretary and Financial Controller, together with senior representatives of the external and internal auditors.

The valuers and members of senior management, including the Director of Finance, attended by invitation to present reports required for the Committee to discharge its responsibilities.

The Audit Committee met three times during 2017. Attendance at these meetings is shown in the table on page 61. The Committee also met privately during the year with both the external and internal auditors.

The Committee follows an annual programme, which is agreed with the Committee Chair, management and external auditors prior to each financial year, and ensures it gives thorough consideration to matters of particular importance to the Company, and additional matters are considered when appropriate. The Committee's 2017 agenda is shown in the table on the next page, and the significant matters considered by the Committee during the year are also explained on the next page.

### **EXTERNAL AUDITORS**

### Committee responsibilities

The Committee oversees the relationship with PricewaterhouseCoopers LLP ("PwC"), the external auditors, and is responsible for developing, implementing and monitoring the Company's policy on external audit, and for monitoring the auditors' independence, objectivity and compliance with ethical, professional and regulatory requirements.

### THE AUDIT COMMITTEE IN 2017

Regular meeting items	February meeting	July meeting	November meeting
Report from Financial Controller	Going concern assessment	Interim results announcement	Effectiveness of External Auditor and
Accounting treatment of significant	Preliminary results, Annual Report and	2017 Audit Plan	recommendation for reappointment
transactions	Management Representation Letter	Liquidity forecasting	Risk management review
Accounting standards and policies	Determining and recommending	Risk management	Internal controls
Property valuations	to the Board that the Annual Report	\/iabilitystatomont	Viability statement review
External Auditor report including regulatory update	taken as a whole was fair, balanced and understandable	, ,	Corporate governance policies, Non-Audit Services Policy
Internal Auditor report from BDO	Effectiveness of Internal Audit		and Committee Terms of Reference
Tax update			2018 Internal Audit Plan
Alternative performance measures			

### SIGNIFICANT ISSUES CONSIDERED BY THE COMMITTEE IN 2017

Matter considered	What the Committee did	
Valuations	As in previous years, the independent external valuers presented the year end and half year valuations to the Committee at the February and July meetings respectively. The Committee reviewed the valuation process and component parts of the valuations, discussed the valuations with the external auditors and challenged the valuers on the assumptions used. The Committee also advised the Board on the independence of the valuers and obtained confirmation that management had provided all requested information. The Committee was satisfied that the approach taken by the valuers was appropriate. Further information can be found in note 15 on pages 116 to 119 of the notes to the accounts.	
Tax	The Director of Finance presented a report to the Committee at the February and July meetings, explained the basis of the Group's tax position, identified key taxation risks to the Group and updated the Committee on the ongoing relationship with HMRC. The Committee challenged the assumptions made in arriving at the tax position and discussed with the external auditors the assumptions and judgements made in arriving at the deferred tax position. The Committee was satisfied that the policy was appropriate for the Group. Further information can be found in note 27 on page 130 of the notes to the accounts.	
Significant and complex transactions	As in previous years, the Committee received updates from the Financial Controller on significant and complex transactions at each meeting. With regard to each transaction, such as the CLSA, the Innova Investment joint venture, impairments of other receivables and the sale of Olympia, the Committee discussed the accounting treatments with management and the external auditors and is satisfied that the appropriate approach has been taken.	

The external auditors are not permitted to perform any work that they may subsequently need to audit or which might either create a conflict of interest or affect the auditors' objectivity and independence.

### Access to Committee

The external auditors have direct access to the Audit Committee Chairman should they wish to raise any concerns outside formal Committee meetings.

### Effectiveness of auditors

The Committee monitored PwC's effectiveness and performance during 2017, and considered a paper prepared by the Financial Controller which confirmed that in management's view PwC was providing an independent and good-quality audit service and continued to deliver against all facilities considered at their appointment. Matters considered in reaching this conclusion included audit partner rotation, continuity of audit team, commitment to understanding the Group's business and transactions and the level of technical challenge on the Group's accounts and accounting policies.

The Committee is satisfied that the external auditors remain independent and objective, are able to challenge management where appropriate, and that the Group's audit is robust and objective. The Committee has therefore recommended to the Board that PwC be reappointed in 2018.

### Tendering of external audit contract

Capco tendered its external audit contract in 2010, and PwC was appointed as Group auditors on an annual rolling contract. This is the second year in which Jeremy Jensen has been the audit engagement partner. The Directors plan to complete an audit

tender by 2020, the date by which the external audit contract must be tendered to comply with regulatory requirements. This is in the best interest of the Company's members because it will ensure continuity of service from the external auditors.

The Statutory Audit Services for Large Companies Market Investigation (Mandatory Use of Competitive Tender Processes and Audit Committee Responsibilities) Order 2014 – statement of compliance

The Company confirms that it complied with the provisions of the Competition and Markets Authority's Order for the financial year under review.

### Non-audit services

Non-audit services are normally limited to assignments that are closely related to the annual audit or where the work is of such a nature that a detailed understanding of the Group is necessary.

During the year, the Committee reviewed its non-audit services policy, and adopted an updated policy consistent with the Financial Reporting Council ("FRC's") current Ethical Standard. The purpose of the policy is to ensure that the provision of non-audit services by the external auditors does not compromise their independence or objectivity. A number of non-audit services, which reflect the FRC's list of prohibited non-audit services, are prohibited under the policy. The policy requires the Audit Committee Chairman to approve in advance any non-audit work with a cost exceeding £75,000 for work related to the interim review or, for other projects, the lower of £50,000 or 15 per cent of the estimated annual level of the auditors' fees at that time. The total value of non-audit services in a financial year must not exceed 70 per cent of the average of the fees paid to the external auditors in the last three

### Audit Committee report continued

consecutive years for the audit of Capco, its Group undertakings and joint ventures. Services below this limit are pre-approved by the Audit Committee under the policy, subject to consideration and approval by an Executive Director. Approval is only given following a full and thorough assessment of the value case for using the auditors, the skills and experience the auditors would bring and determination that the auditors are the most suitable provider of the service. Additionally, consideration must be given to the preservation of auditor independence; and in advance of providing non-audit services the external auditors are required to report that they are acting independently, that provision of the non-audit services does not impair their objectivity and that they are not:

- o auditing their own work;
- o making management decisions for the Company;
- o creating a mutuality of interest;
- o being remunerated via a contingent success fee;
- developing close personal relationships with the Company's personnel; or
- o acting in the role of advocate for the Company.

The Committee is satisfied that the policy is operating effectively. The total fees paid and payable to PwC in 2017 were £435,000 of which £66,000 related to non-audit work. The non-audit work relates to the interim review and agreed upon procedures on the verification of balances for contractual arrangements, the verification of share scheme performance outcomes and other regulatory requirements. The total fees paid and payable to PwC in 2017 and 2016 are set out in the table below.

	2017	2016
Total fees paid to PwC	£435,000	£464,000
Non-audit fees	£66,000	£63,000¹
Ratio of non-audit fees	15.2%	13.6%

 Restated to include interim review fees, which are now considered to relate to non-audit work.

### INTERNAL AUDITOR

### Internal Audit Plan

BDO LLP ("BDO") has been appointed to act as Capco's internal auditor. During 2017, BDO's audit plan included reviews of procurement, IT security, risk and policies, Bribery Act 2010 policies and procedures, health and safety at Covent Garden, financial management and budgetary control, payroll and employee benefits. No significant issues were raised during the raviews

During 2018, it is expected that the audit plan will include reviews of tax, Covent Garden project management, Covent Garden commercial leasing, Capco's disaster recovery and business continuity arrangements, Lillie Square facilities management, accounts payable, the corporate governance framework and compliance with the EU General Data Protection Regulation 2016.

### Committee responsibilities

The Committee reviews the work of the internal auditor, the audit plan, any matters identified as a result of internal audits and whether recommendations are addressed by management in a timely and appropriate way. The Committee is satisfied that the internal auditor continues to be independent and its services effective.

### Access to the Committee

The internal audit partner has direct access to the Audit Committee Chairman should they wish to raise any concerns outside formal Committee meetings. The Committee meets with the internal auditor at least once per year without management being present.

### INTERNAL CONTROL & RISK MANAGEMENT

### Risk management

The Board has overall responsibility for the Group's risk management framework and system of internal control and the ongoing review of their effectiveness; it also determines the risk appetite of the Group and regularly reviews principal risks and uncertainties. The framework is designed to manage rather than eliminate risk, and can only provide reasonable, and not absolute, assurance against material misstatement or loss. The Board has delegated responsibility for the review of the adequacy and effectiveness of the Group's internal controls relating to risk to the Committee and the Committee reviews the controls relating to risks and the proposed principal risk disclosures.

A description of the Group risk management framework and the review undertaken during the year is set out on page 16.

### Viability statement

As part of its work in reviewing the Group's financial statements, the Committee reviewed the methodology for the preparation of the viability statement including the principal risks, supporting analysis, qualifications and assumptions to be disclosed.

The viability statement can be found on page 19.

### Internal controls

The Audit Committee monitors and reviews the effectiveness of the Group's internal controls and reports regularly to the Board on its work and conclusions. In reviewing the effectiveness of the Group's internal controls, the Committee considers reports provided by the Financial Controller, external auditors and internal auditor. No significant failings or weaknesses were identified in the review process.

Details of the Group's internal controls are set out below:

### Day-to-day procedures and internal control framework

- O Schedule of matters reserved for the Board
- o Remit and terms of reference of Board Committees
- o Delegated authority limits
- O Documentation of significant transactions
- The Executive Directors are closely involved in the day-to-day operations of the business and hold regular meetings with senior management to review aspects of the business, including risks and controls
- o Regular Board updates on strategy and project developments
- o A whistleblowing procedure under which staff may raise matters of concern confidentially. No calls were received during the year.

## Specific controls relating to financial reporting and consolidation process

- Appropriately staffed management structure, with clear lines of responsibility and accountability
- A comprehensive budgeting and review system. Board and Audit Committee updates from the Chief Financial Officer which include forecasts, performance against budget and financial covenants
- Led by the Chief Executive, the Group Finance team participates in the control self-assessment and policy compliance elements of the risk management framework and sets formal requirements with business division finance functions which specify the reports and approvals required
- BDO conducts regular audits of the Group's financial control procedures and reports its findings to the Audit Committee

The Committee is satisfied that the Group's internal controls are operating effectively and that systems are in accordance with FRC guidance.

# NOMINATION COMMITTEE REPORT



I am pleased to introduce Capco's 2017 Nomination Committee Report.

During 2017, the Committee continued to focus on Board composition, undertaking a rigorous recruitment process, following which we were pleased to welcome Charlotte Boyle to the Board. At this time the Board did give consideration to appointing two new Directors, however, in light of the Company's current focus on cost control, it was not felt to be appropriate to make a second appointment at this time.

The Committee monitored Situl Jobanputra's performance following his promotion to the Board, and I am delighted to report that Situl has settled excellently into his new role.

The Committee also spent time considering diversity, both at Board level and within the wider business context. During the year I was pleased to engage with the 30% Club and a number of our shareholders on this topic. This was a good opportunity to explain Capco's approach to recruitment of Directors, diversity across Capco's business and the diversity initiatives in which Capco participates.

Following this engagement, the Committee encouraged the Board to review and update its Board Diversity Policy to ensure that it properly reflects the Board's view of the benefits of diversity. We report on the revised Policy within this report. Whilst the Board does not currently meet the Hampton-Alexander Review's target for women's representation on Boards, it is notable that half of our Non-executive Director appointments since 2010 have been women, and that female representation within Capco's senior management has been consistently strong. We have also been in line with the Parker Report's recommendation on ethnic diversity since our inception

in 2010. It is our intention that over the next two to three years, in the normal course of succession management, our Board composition will better reflect the diversity within the Company, particularly as regards gender.

In 2018, the Committee will continue to monitor Board composition, including Directors' tenure, skills, experience and diversity, to ensure that the Board is best placed to deliver Capco's strategy, and will consider succession planning for all Directors, particularly in the context of new governance regulations.

Finally, all the Directors will be seeking election or re-election at the forthcoming AGM. In accordance with best practice, the Nomination Committee gave particular consideration before recommending that Andrew Strang, Henry Staunton and Graeme Gordon, who have each served on the Board for more than six years, be reappointed. I am pleased to report that the Committee concluded that each of these Directors continues to make a valuable contribution to the work of the Board and its Committees.

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Ian Durant

Chairman of the Nomination Committee, 20 February 2018

Members:

Ian Durant (Chairman)Henry StauntonIan HawksworthAnthony SteainsCharlotte BoyleAndrew Strang

Gerry Murphy

### MATTERS CONSIDERED BY THE COMMITTEE DURING 2017 INCLUDED:

- o Board and Committee composition
- o Non-executive Director recruitment
- o Succession planning
- o Diversity at Board level and across the Company
- o Board evaluation
- o Directors' skills, experience and training opportunities
- O Directors' time commitments and independence
- o Committee terms of reference

### DIRECTOR RECRUITMENT PROCESS

Nomination Committee considers Board composition and determines desired skills and experience

A person specification is prepared

A shortlist of executive search firms is prepared and a selection process followed

A list of candidates is identified

The Chairman and Chief Executive meet with shortlisted candidates and provide feedback to the Committee

All Directors, the General Counsel and the Company Secretary are given the opportunity to meet the preferred candidate

The Committee makes a formal recommendation to the Board

The Nomination Committee has responsibility for making recommendations on Board appointments and succession to the Board.

The members of the Committee as at 31 December 2017 and the date of this report are listed in the box on the previous page. The Nomination Committee met four times during the year, and attendance at these meetings is shown in the table on page 61.

### Board composition and succession

The Committee regularly considers Board composition and succession planning for both Executive and Non-executive Directors. In considering Executive Director succession, the Board's strategy is to consider both internal and external candidates, whilst aiming to develop a choice of internal potential successors. The focus of Non-executive Director succession planning is to ensure that the Board and its Committees continue to have the right mix of skills and experience to deliver Capco's strategy. A summary of Directors' core skills and experience is shown in the table to the right. Board succession and composition will continue to be considered at Committee meetings during 2018, and the Committee will make recommendations to the Board where appropriate. This is likely to include the appointment of an additional Non-executive Director with property expertise, at such time as a suitable candidate is identified. However, the Committee is satisfied that there is no immediate urgency in making this appointment.

### Director recruitment

Capco operates a rigorous and transparent recruitment process for new Directors, which is summarised above.

Following Demetra Pinsent's decision to leave the Board due to the increasing time requirements of her other roles, the Committee initiated a search for one or more new Non-executive Directors. Lygon Group, which provides no other services to the Company, was engaged to assist with the process and a broad brief setting out desired skills, aptitudes and experience was prepared to ensure that the long-list of candidates was appropriately diverse and matched to the strategic needs of the Company.

The Committee considered a shortlist of two female candidates with different experience and, having concluded that it would be inappropriate to make two appointments at a time when the Company was focusing on cost savings, recommended that Charlotte Boyle be appointed to the Board. In approving the

appointment of Charlotte, who was previously a partner of The Zygos Partnership which has assisted the Board with previous recruitment, the Board concluded that there were no material business relationships that would compromise her independence.

### Director induction

An induction programme is provided for each new Director, which is tailored depending on the individual's experience and expected role on the Board. A typical induction programme for a Capco Non-executive Director will include individual meetings with the Chairman, Executive Directors, General Counsel, Company Secretary and members of senior management, site tours of Capco's estates with management, and meetings with the Company's brokers, advisers and lawyers. The Director is also provided with copies of past Board and Committee papers and minutes, and individual briefings are arranged on topics such as Directors' duties and responsibilities, remuneration structure and regulations and the property market.

The Company provided Charlotte Boyle with a full induction programme on her appointment. Charlotte commented that the programme was comprehensive and enjoyable, and helped her quickly gain an understanding of the Company's operations. A tailored induction was also provided to Situl Jobanputra on his promotion to the Board.

### Director development

The Chairman and the Committee together ensure that Directors keep their skills and knowledge up to date to allow them to fulfil their roles on the Board and Board Committees. The General Counsel and Company Secretary regularly update the Board on legal and corporate governance matters, and information on training opportunities and seminars is circulated to Directors. The Company also arranges periodic briefings from external advisers, and Directors receive regular business updates from the Executive Directors. Directors may also take independent advice at the Company's expense where they feel this is appropriate.

### Diversity

Diversity is important to Capco and the Board recognises that diversity of experience and perspective can bring benefits across the business. During 2017, the Board reviewed its Diversity Policy to ensure that it aligns with the Committee's aim of ensuring that the Board has the right mix of skills and experience to deliver Capco's strategy, and properly reflects the Board's view of the benefits of diversity.

Capco's refreshed Board Diversity Policy states that, when considering the nomination of new Directors, the Nomination Committee will evaluate the balance of skills, knowledge and experience on the Board, to establish the particular skills, experience and aptitudes desirable for that appointment. Such evaluations will pay particular attention to the merits of diversity, including diversity of gender, race, age and background.

The Board remains committed to encouraging diversity, and intends that over the next two to three years, in the normal course of succession management, its composition will become more reflective of the diversity across Capco's business, particularly in respect of gender. The Board Diversity Policy does not include targets for gender or other characteristics, however in conducting searches, Capco will only use executive search firms that are signatories to the Voluntary Code of Conduct for Executive Search Firms, and will require diverse candidate shortlists, from which appointments will be made on merit. The Board believes that diverse shortlists increase the likelihood of identifying the best candidates for each appointment.

The refreshed Diversity Policy reflects Capco's past approach to recruitment of Non-executive Directors, under which half of new Non-executive Director appointments since 2010 have been women, and which has supported a number of candidates in obtaining their first listed company Board appointments.

During the period, Demetra Pinsent left the Board and Charlotte Boyle was appointed. Although there was not an opportunity to increase female representation on the Board without increasing Director numbers, Charlotte's appointment meant that the gender balance of Capco's Board did not reduce following Demetra's departure.

The composition of the Board will be kept under review to ensure that the best balance of skills and experience is maintained, and the effectiveness of the Board Diversity Policy will be monitored by the Nomination Committee.

Below Board level there is strong female representation within Capco's senior management team and their direct reports, which is summarised in the table to the right. However, as a company with a relatively small headcount, a small number of changes can have a significant impact on the percentages.

Capco is supportive of employee development, including those who wish to seek non-executive roles elsewhere, and provides development opportunities, including mentoring from our Non-executive Directors. It is hoped that such initiatives will help develop the next generation of Board members either within Capco or in the wider business world.

The Company also supports a number of initiatives which promote diversity within the property industry, such as the Real Estate Balance initiative and the RICS Inclusive Employer Quality Mark, as well as working with peer companies to promote diversity and equal opportunities.

More information on Capco's people practices and diversity initiatives can be found on pages 47 and 48 of the Corporate Responsibility Report.

### Capco's diversity in figures (as at 31 December 2017):

	Recommendation	Capco's current position
Hampton-Alexander – Board	33% Female	10%
Hampton-Alexander – Executive Committee or equivalent	33% Female by 2020	37.5%
Hampton-Alexander – Leadership team	33% Female by 2020	44.8%
Parker Review – Board	At least one director of colour by 2024	One

### Summary of Directors' skills and experience

Skills and experience
International financial and commercial management
Global real estate investment and development
Corporate finance, capital markets and financial management
Global real estate investment and development
Financial and commercial management
People, talent and succession
A South African perspective and property investment
Auditing and commercial management
Corporate finance and Asian markets
Real estate investment

# DIRECTORS' REMUNERATION REPORT



"A consistent approach with stretching targets"

Gerry Murphy, Chairman of the Remuneration Committee

### **ANNUAL STATEMENT**

Dear Shareholder,

I am pleased to present the Directors' Remuneration Report for 2017. This year was the first in which we implemented our new remuneration policy which was approved by shareholders at the 2017 AGM, with 97.6 per cent of shareholders voting in favour

The Committee's key objectives, as in previous years, are to ensure that Capco's executive team is appropriately incentivised by remuneration arrangements that are fully aligned with the Company's strategy of providing long-term market-leading returns to shareholders. Management incentives are linked to the KPIs which the Company uses to measure the creation and growth of value for shareholders. These KPIs are described in full on page 15.

### Performance in 2017 and variable remuneration outcomes

Since its establishment in 2010, Capco has delivered TSR performance which ranks in the top quartile when compared with its listed peers. However, external market circumstances have again impacted Capco's financial performance and the variable remuneration outcomes reflect the impact of these market conditions.

The long-term incentive awards which would have vested in 2018 based on TSR and TR performance up to the end of 2017 are expected to lapse as neither the TSR or TR targets are expected to be met.

The financial elements of the 2017 bonus paid out at 55.5 per cent of maximum, reflecting achievement of the EPS target and NAV performance which was between threshold and target, but TPR results which were below threshold. The individual performance measures were rated between 76 and 91 per cent of maximum, and overall bonuses of between 90 and 96 per cent of salary were awarded to the Executive Directors, of which half will be deferred as nil cost options under the Performance Share Plan ("PSP") for three years.

In line with the framework set for the annual bonus at the beginning of the year, the Committee adjusted the NAV and EPS targets following the disposal of the Venues business on 7 April 2017. The adjustment was made to ensure that the targets remained as stretching as intended when originally set at the start of 2017, and the targets did not become more or less challenging to achieve as a result of the adjustment.

This year the Remuneration Committee has improved the disclosure of annual bonus targets. The Committee has previously committed to publish the financial performance targets once they cease to be commercially sensitive, which was two years retrospectively. However, the Committee understands that an increasing number of shareholders and governance bodies are in favour of earlier disclosure. As a result, from this year forward, annual bonus targets will be disclosed one year retrospectively.

### Implementation of the remuneration policy in 2018

In 2018, the operation of the remuneration policy will be in line with its operation in 2017. The policy comprises base salary, benefits and pension, annual bonus, and PSP awards. The Remuneration Committee has taken the following decisions with regard to the implementation of these elements in 2018:

- Base salary increases for the Chief Executive and Managing Director & Chief Investment Officer will be approximately two per cent, in line with the lower end of the range of inflation-based increases for the general workforce. The Committee is satisfied that these increases are merited by the performance of each Director.
- O Upon his appointment in January 2017, it was agreed to bring the Chief Financial Officer's base salary to market levels over time subject to his performance and development in the role, with a review by up to 15 per cent in 2019, to recognise his experience gained. Following an assessment of the performance of the Chief Financial Officer, the Committee noted that he had performed very strongly during 2017 and his development in the role had significantly exceeded the Committee's expectations.

As a result, the Committee decided to bring forward the potential 15 per cent increase to base salary so that it would be effective from April 2018. This increase is considered appropriate as it reflects his strong performance in the role demonstrated by his overall contribution, funding initiatives undertaken during the year and the identification and implementation of cost saving measures. In awarding the increase, the Committee was mindful of the impact that the increase would have on the Chief Financial Officer's long-term incentive awards, and concluded that the resulting incentive was appropriate.

- The annual bonus will continue to be based 75 per cent on financial measures and 25 per cent on personal performance.
- O The weighting of the EPS annual bonus measure will be increased to 20 per cent of the financial performance measures, to reflect the continued focus on cost management and income growth at Covent Garden. The rebalanced NAV and TPR performance measures will be 50 per cent and 30 per cent of the financial performance measures respectively.
- PSP awards of 350 per cent of salary will be granted in 2018.
   Half of this award will be subject to a relative TSR performance condition, whilst the remainder will be subject to a relative TR performance measure.

The Committee aims to set PSP performance targets that equate to an upper quartile level of performance, and has noted that narrowing levels of outperformance within Capco's comparator group have made it more difficult for the maximum PSP TSR target to be achieved. The Committee therefore sought shareholder views on whether it would be appropriate for the maximum PSP TSR target to be reduced. However, having considered feedback from shareholders, the Committee concluded that no change to the TSR target would be made. The PSP outperformance targets will continue to be kept under annual review.

### Conclusion

We are proposing no changes to our policy, having received shareholder approval at the 2017 AGM held on 5 May 2017. This year, we will only ask shareholders to approve the Annual Report on Remuneration and this Annual Statement. We have included the remuneration policy in the Annual Report in order to provide clarity for our shareholders. The Committee looks forward to receiving your support for this advisory vote at the forthcoming Annual General Meeting.



Chairman of Remuneration Committee, 20 February 2018

Members:

Gerry Murphy (Chairman) Charlotte Boyle Henry Staunton Andrew Strang

### 1. POLICY REPORT

This section of the Directors' Remuneration Report sets out Capco's remuneration policy which took effect following shareholder approval at the 2017 AGM. In the interests of clarity, the report includes some minor annotations to show, where appropriate, how the policy will be implemented in 2018. A full version of the policy approved by shareholders can be found in the Annual Report and Financial Statements for the year ended 31 December 2016. Details of actual remuneration paid, share awards made, and the approach to remuneration for 2018 are set out within the Annual Report on Remuneration which starts on page 76.

### 1.1 Remuneration policy

The key objectives of the Company's remuneration policy are to:

- o strongly align executive and shareholder interests;
- o underpin an effective pay-for-performance culture;
- o support the retention, motivation and recruitment of talented people who are commercially astute; and
- o encourage executives to acquire and retain significant holdings of Capco shares.

The Committee aims to achieve an appropriate balance between fixed and variable remuneration, and between variable remuneration based on short-term and longer-term performance. Fixed remuneration includes base salary, benefits and pension. Variable remuneration includes an annual bonus, half of which is deferred in shares, and awards under the Performance Share Plan ("PSP").

The remuneration policy is aligned to the strategy and nature of the Company, and reflects the importance of total return and the long-term nature of Capco's business, rewarding the Executive Directors for delivering strong performance against the Company's Key Performance Indicators ("KPIs").

Details of each element of remuneration, their operation, purpose, link to strategy and performance metrics are set out in this section.

### Directors' remuneration report continued

### 1.2 Executive Director Policy Table

The table below summarises each of the components of the remuneration package for the Executive Directors:

Purpose and link to strategy

Operation

### Base Salary

To provide an appropriately competitive base salary, whilst placing emphasis on the performance related elements of remuneration.

The Committee believes base salary for high-performing experienced Executive Directors should be at least median.

Base salaries are normally reviewed on an annual basis, with any increase normally taking effect from 1 April.

The Committee reviews base salaries with reference to:

- other property companies (including the constituents of the long-term incentive plan's comparator group)
- · UK companies of a similar size
- each Executive Director's performance and contribution during the year
- scope of each Executive Director's responsibilities
- · changes to the remuneration and overall conditions of other employees

When reviewing base salaries, the Committee is mindful of the gearing effect that increases in base salary will have on the potential total remuneration of the Executive Directors.

### Benefits

To be appropriately competitive with those offered at comparator companies.

Benefits will be in line with those offered to some or all employees and may include private dental and healthcare, life insurance, personal accident cover, travel insurance, income protection and a car allowance, currently paid in cash.

Other benefits may be introduced from time to time to ensure the benefits package is appropriately competitive and reflects individual circumstances. For example, Directors may be offered relocation and/or expatriate benefits should a Director be required to relocate as a result of emerging business requirements.

### Pension

To be appropriately competitive with that offered by comparator companies.

Capco offers a defined contribution pension scheme.

Executive Directors may elect to be paid some or all of their entitlement in cash.

### Annual Bonus

To incentivise and reward performance.

The Committee selects performance measures and targets each year to reinforce the strategic business priorities for the year.

The deferral of half of the bonus into shares is designed to further align executives with shareholders' interests.

The annual bonus arrangements are reviewed at the start of each financial year to ensure performance measures and weightings are appropriate and support the business strategy.

The Committee reviews performance against the annual bonus targets but has the ability to take into account broader factors and, subject to the 150 per cent of salary maximum, may exercise two-way discretion to ensure that the annual bonus awarded properly reflects the performance of the Company and each Director.

Adjudication of bonuses will be explained in the Directors' Remuneration Report.

50 per cent of any bonus earned is deferred in Capco shares or nil cost options for three years under the Performance Share Plan without further performance conditions but subject to risk of forfeiture should an Executive Director leave the Company in certain circumstances. Directors may be entitled to be paid dividend equivalents on deferred bonus.

Deferred bonus is subject to malus as described in the notes to this table.

### Performance Share Plan "PSP"

To incentivise and reward long-term outperformance, and help retain Executive Directors over the longer term.

Executive Directors are eligible to receive awards of shares under the PSP, which may be made as awards of shares or nil cost options, at the discretion of the Committee. In assessing the outcome of the performance conditions, the Committee must satisfy itself that the figures are a genuine reflection of underlying financial performance, and may exercise downwards discretion when determining the proportion of an award that will vest.

Dividend equivalents may be paid.

The Committee has the discretion in certain circumstances to grant and/or settle an award in cash. In practice this will only be used in exceptional circumstances for Executive Directors.

 $PSP\ awards\ are\ subject\ to\ malus\ and\ clawback\ as\ described\ in\ the\ notes\ to\ this\ table.$ 

### All Employee Share Schemes

The Company does not currently operate any All Employee Share Schemes, however if such a scheme were introduced the Executive Directors would be able to participate on the same terms as other employees.

Maximum opportunity Performance metrics

Base salary increases will be applied in line with the outcome of the annual review and will normally be in line with increases awarded to other employees. However, the Committee may make additional adjustments in certain circumstances to reflect, for example, an increase in scope or responsibility, development in role, to address an increase in size or complexity of the business, to address a gap in market positioning and/or to reward the long-term performance of an individual. For the purposes of stating a maximum as required by the remuneration regulations, no increase will be applied to an Executive Director's base salary if the resulting base salary would be above the upper quartile base salary for CEOs at companies in the FTSE 350.

The Committee considers individual and Company performance when setting base salary, as well as the general increase awarded to other employees.

Set at a level which the Committee considers appropriate in light of relevant market practice for the role and individual circumstances. The cost of all benefits will not normally exceed 10 per cent of base salary, with the exception of any future expatriate and/or relocation benefits, which would be disclosed in the annual report on remuneration. Any reasonable business related expenses (including tax thereon) can be reimbursed if determined to be a taxable benefit.

N/A

The maximum contribution is 10 per cent of base salary for any Executive Director appointed on or after the 2017 AGM, in line with the level available for other head office and Covent Garden employees. Executive Directors appointed before the 2017 AGM receive 24 per cent of base salary as a defined contribution.

N/A

The maximum bonus opportunity for Executive Directors is 150 per cent of annual salary with a bonus of 75 per cent of salary payable for achieving target levels of performance. No bonus is payable for below threshold performance. The payment for threshold performance will not exceed 10 per cent of maximum. Awards are made on a straight-line basis for performance between threshold and target, and on a separate straight-line basis for performance between target and maximum.

Executives' performance is measured relative to challenging one-year targets in key financial, operational and strategic measures. The measures selected and their weightings vary each year according to the strategic priorities.

At least 75 per cent of the bonus will be measured against financial performance. Measures and respective weightings used for the annual bonus for 2017 and proposed for next year's annual bonus are set out in the Annual Report on Remuneration on pages 78 to 81.

An explanation of how the performance measures were chosen and how the performance targets are set is given on page 72.

Each year participants may be granted up to 350 per cent of salary in awards or nil cost options.

33 per cent of an award vests for threshold performance, with full vesting taking place for equalling or exceeding maximum performance conditions and straight-line vesting between threshold and maximum.

PSP awards vest on the third anniversary of the date of grant, and are subject to a two-year post-vesting holding period.

The vesting of awards is subject to continued employment and the Company's performance over a three-year performance period based:

- 50 per cent on relative Total Return (Net Asset Value growth plus dividends); and
- 50 per cent on relative Total Shareholder Return

For both measures, performance is measured relative to a comparator group comprising the largest FTSE350 property companies.

The performance measures and weightings which apply to the PSP are reviewed by the Committee annually, and, subject to consultation with shareholders, the Committee has discretion to make changes to the measures, the weightings and/or comparator group for future awards to ensure that they remain relevant to the Company strategy and are suitably stretching.

Details of the performance conditions for previous years' awards, and those proposed for 2018 awards, are set out in the Annual Report on Remuneration on pages 80 to 82.

An explanation of how the performance measures were chosen and how the performance targets are set is given on page 72.

In line with HMRC approved limits.

None

## 1.3 Notes to the Policy Table Performance measurement selection

#### Annual Bonus Scheme

Executive Directors may earn bonuses depending on the Company's financial performance and performance against individual performance targets designed to deliver strategic goals. The current structure of the annual bonus performance conditions is illustrated within the Annual Report on Remuneration on page 81. The financial performance measures and the importance of each are set out in the table below. The Remuneration Committee has discretion to change the performance conditions in the annual bonus, but within the bounds set out in the Remuneration Policy Table.

The annual financial performance targets are set by the Committee in the first quarter of each year following an analysis of external and internal expectations compiled by the Committee's independent adviser. The Committee sets targets it believes to be appropriately stretching, but achievable.

#### Long-term incentives

As mentioned above, the performance conditions for the PSP currently comprise two measures:

- Three-year relative Total Return (TR, growth in NAV per share plus dividends); and
- Three-year relative Total Shareholder Return (TSR, increase in price of an ordinary share plus dividends).

The Committee believes that these two measures are currently the most appropriate measures of long-term success for Capco as long-term relative performance provides an appropriately objective and relevant measure of Capco's success which is strongly aligned with shareholders' interests.

The Committee believes that NAV growth is the most important internal measure of success for Capco at this time. Accordingly, the Committee considered it appropriate to reward NAV performance in both the short and long-term incentive arrangements, with one-year absolute NAV growth being used in respect of the annual bonus arrangements and three-year relative NAV (as the main component of three-year Total Return) being used in respect of the long-term incentives. NAV is used as a performance measure by over half of FTSE350 property companies in their long-term incentive arrangements. The Company's NAV is based on independent external valuations carried out in accordance with RICS Valuation Professional Standards.

Relative TSR helps align the interests of Executive Directors with shareholders by incentivising share price growth and, in the Committee's view, provides an objective measure of the Company's long-term success.

The current long-term incentive performance conditions are summarised within the Annual Report on Remuneration on page 82. Performance is measured relative to a comparator group comprising the largest FTSE350 property companies and Capco. The members of the comparator group are shown in Figure 4 on page 80.

In order for any awards to vest, the Committee must also satisfy itself that the TR and TSR figures are a genuine reflection of underlying financial performance. In assessing the extent to which the performance conditions have been met, the Committee consults with its independent remuneration adviser. The calculation of the returns is also reviewed by the Company's auditors as appropriate. The performance targets are set by the Committee following an analysis of internal and external expectations, and are believed to be appropriately stretching.

For future awards, the Remuneration Committee has discretion to change the performance measures and weightings. However, any such changes would only be made after consulting with shareholders.

#### Discretions

Under the Annual Bonus Scheme and the PSP the Company has the standard discretions to take appropriate action in the event of unforeseen events which affect the schemes such as a variation in share capital as well as terminations and on a change in control as described in the policy. The Committee does not intend to make adjustments to the methods by which it measures the performance conditions, however, it reserves the discretion to make adjustments in very exceptional circumstances. Shareholders would be given details of any exercise of discretion.

## Payments resulting from existing arrangements

The Committee may make any remuneration payments and payments for loss of office (including exercising any discretions it has relating to such payments) even though they are not in line with the policy set out in this report. This will apply where the entitlement to the payment arose: (i) before the 2014 AGM; (ii) at a time when the relevant individual was not a Director of the Company and, in the opinion of the Committee, the payment was not in consideration for the individual becoming a Director of the Company; or (iii) under a remuneration policy previously approved by the Company's shareholders. For these purposes entitlements arising under the Company's previous remuneration policy (as approved by shareholders at the 2014 AGM) will be incorporated into this policy, "payments" includes the Committee satisfying awards of variable remuneration, and an entitlement under an award over shares arises at the time the award is granted.

Growth in Net Asset Value per share	Considered by the Committee to be the most important driver of value creation for Capco at the present time.
Relative Total Property Return	Rewards the additional portfolio value created by management over and above any changes in value from tracking the property market as a whole, as measured by the IPD Total Return All Property Index, an external benchmark widely used in the property industry.
Underlying Earnings Per Share	Rewards value growth in net rental income as well as the management of financing and other costs. Given the current stage of the Company's development, the Committee considers EPS to be relatively less relevant as an indicator of value creation than growth in Net Asset Value per share. However, the focus on this metric has been increased for 2018.

## Malus and clawback

Awards granted under the long-term incentive arrangements are subject to malus and clawback until the end of the respective holding periods. Deferred bonus awards are subject to malus prior to vesting. Reasons for malus and clawback include: in the event of gross misconduct of a Director, in the event of a material misstatement in the audited accounts of the Company for a period that was wholly or partly before the end of the financial year by reference to which any performance condition was assessed, or in the event that the assessment of the satisfaction of any performance condition was based on error or inaccurate or misleading information. In the latter two scenarios, to the extent an overpayment resulted. The application of any malus or clawback is at the discretion of the Remuneration Committee.

## Remuneration of employees below the Board

No element of remuneration is operated solely for Executive Directors. Capco head office (including Earls Court Properties) and Covent Garden employees below the Board receive base salary, benefits, annual bonus, and participate in the PSP. The pension contribution for new Executive Directors has been set at the same level as available to employees at Capco head office (including Earls Court Properties) and Covent Garden. However, there are some differences in operation as set out below:

- In exceptional circumstances, such as recruitment, long-term incentive awards may be granted without performance conditions to participants below the Board;
- Employees below the Board are not subject to any minimum shareholding requirement; and
- Incentive awards granted to employees below the Board may not be subject to holding periods, clawback or malus.

## Shareholding guidelines

The Chief Executive is required to achieve a shareholding in the Company equivalent to 300 per cent of salary and the other Executive Directors are required to achieve a shareholding in the Company equivalent to 200 per cent of base salary, to be achieved by retaining at least 50 per cent of any vested share awards (net of tax) or within three years. The current shareholdings of the Executive Directors are set out on page 84. The current Chairman is required to maintain a shareholding in the Company equivalent to 100 per cent of his base fee, but this would be reviewed on any new appointment.

## 1.4 Performance scenario charts

The potential reward opportunities illustrated in Figure 1 are based on the policy which will apply in 2018, applied to the base salary at the salary review date, 1 April 2018, and provide estimates of the potential future reward opportunity for

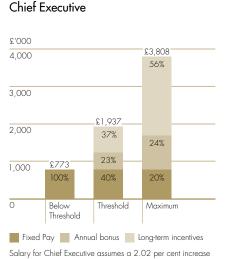
each Executive Director, and the potential split between the different elements of remuneration under three different performance scenarios: 'Below Threshold', 'Target' and 'Maximum'.

The Below Threshold scenario includes base salary, pension and benefits (fixed pay). No annual bonus or PSP elements are included (variable pay). The Target scenario includes fixed pay, on target bonus and threshold vesting of PSP awards. The Maximum scenario includes fixed pay, maximum bonus and full vesting of PSP awards. For variable pay, the amounts illustrated are the normal maximum opportunities.

It should be noted that the PSP awards granted in a year do not normally vest until the third anniversary of the date of grant and are subject to a two-year post-vesting holding period. The projected values of long-term incentives shown here exclude the impact of share price movement and dividends.

Figure 1

on prior year

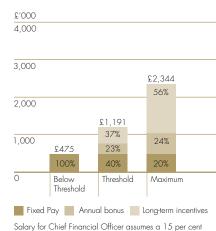


Managing Director and Chief Investment Officer



Salary for Managing Director and Chief Investment Officer assumes a 2.06 per cent increase on prior year

## Chief Financial Officer



73

increase on prior year

## 1.5 Approach to recruitment remuneration

When hiring or appointing a new Executive Director, the Committee may make use of any of the existing components of remuneration, as follows:

Element of remuneration	Policy on recruitment	Maximum opportunity
Salary	Based on scope and nature of responsibilities of the proposed role; the candidate's experience; implications for total remuneration positioning vs. market pay levels for comparable roles; internal relativities; and the candidate's current salary.	N/A
	A new Director may be appointed at a salary which is less than the prevailing market rate but increased over a period to the desired positioning subject to satisfactory performance.	
Pension	A contribution of up to 10 per cent of salary may be offered, consistent with policy.	
Benefits	Appropriate benefits will be provided, which may include the continuation of benefits received in a previous role.	
Annual Bonus	Executive Directors will be eligible to participate in the annual bonus scheme on the same basis as existing Executive Directors, pro-rated for proportion of year served. Depending on the timing of the appointment, the Committee may deem it appropriate to set different annual bonus performance conditions to the current Executive Directors in the first performance year of appointment.	The maximum opportunity will be 150 per cent of salary, consistent with policy.  In exceptional circumstances, normal policy table limits may be exceeded on recruitment.  The maximum additional bonus opportunity will be limited to 50 per cent of salary.
Performance Share Plan	New Executive Directors will be eligible to participate in the long-term incentive scheme set out in the remuneration policy table.  A PSP award can be made shortly following an appointment (assuming the Company is not in a prohibited period).	The opportunity levels will be consistent with those disclosed in the table.
Other	In determining appropriate remuneration for new Executive Directors, the Committee will take into consideration all relevant factors (including quantum, the nature of remuneration and where the candidate was recruited from) to ensure that arrangements are in the best interests of Capco and its shareholders.  Remuneration may include:	
	<ul> <li>An award made in respect of a new appointment to "buy out" existing incentive awards forfeited on leaving a previous employer. In such cases the compensatory award would typically be a like-for-like award with similar time-to-vesting, performance conditions and likelihood of those conditions being met. The fair value of the compensatory award would not be greater than the awards being replaced. To facilitate such a buyout, the Committee may use an award under a different structure or an additional award under the PSP;</li> </ul>	
	<ul> <li>A relocation package, should this be required;</li> <li>For an overseas appointment, the Committee will have discretion to offer cost-effective benefits and pension provisions which reflect local market practice and relevant legislation; and</li> <li>In the event that an employee is promoted to the Board, the Company would honour any existing contractual arrangements.</li> </ul>	

## 1.6 Service contracts and exit payment policy

The service contracts of Executive Directors are approved by the Remuneration Committee and are one-year rolling contracts. The commencement dates of the current contracts are shown below. The service contracts may be terminated by either party giving one year's notice to the other. It is the Company's policy that termination payments should not exceed the Director's current salary and benefits for the notice period. The service contracts may be viewed at the Company's registered office.

Where a Director may be entitled to pursue a claim against the Company in respect of his/her statutory employment rights or any other claim arising from the employment or its termination, the Committee will be entitled to enter into a settlement agreement with the Director. The Company may pay a Director's legal fees in relation to any settlement agreement.

The Committee may pay reasonable outplacement fees where considered appropriate.

When considering exit payments, the Committee reviews all potential incentive outcomes to ensure they are fair to both shareholders and participants. The payment of any annual bonus is subject to the discretion of the Committee, and both the cash and deferred share elements of an annual bonus would normally be payable at the normal payment date. Any deferred share element could be paid in cash. Any outstanding deferred bonus may be released or paid in cash, subject to clawback for a period of three years from the date of grant.

	Commencement date	Notice period
Ian Hawksworth	17 May 2010	12 months
Situl Joban putra	1 January 2017	12 months
Gary Yardley	17 May 2010	12 months

An individual would generally be considered a 'good leaver' if they left the Group's employment for reasons including injury, ill-health, disability approved by the Committee, redundancy or retirement with the agreement of the employing company. The table below summarises how PSP awards are typically treated in specific leaver circumstances, with the final treatment remaining subject to the Committee's discretion, for example an individual may be considered a 'good leaver' for any other reason at the absolute discretion of the Committee, and the vesting of awards may be reduced for 'good leavers'.

Reason for leaving	Timing of vesting	Treatment of awards
Good leaver	Normal vesting date, although the Committee has discretion to accelerate.	Payments are normally pro-rated for time and remain subject to outstanding performance conditions. Where vesting is accelerated, payments are further pro-rated to reflect the extent to which the performance conditions had been satisfied at the date of leaving. The holding period would continue to apply.
Change of control	Immediately	Vesting will be pro-rated for time and remain subject to performance conditions. However, the Committee has discretion to allow awards to vest in full in such circumstances if it deems this to be fair and reasonable. The holding period would cease to apply.
Any other reason	Awards lapse	

There are no obligations on the Company contained within the existing Directors' service contracts which would give rise to payments not disclosed in this report.

The service contracts of any future-appointed Directors will provide for mitigation in the event of termination.

## 1.7 Non-executive Director Policy Table

The Non-executive Directors do not have service contracts but instead have letters of appointment. The letters of appointment of the Non-executive Directors are reviewed by the Board annually and contain a one-month notice period. The Chairman's letter of appointment contains a 12-month notice period. The letters of appointment may be viewed at the Company's registered office.

Non-executive Directors' dates of appointment and unexpired terms

	Date of appointment	Date of most recent letter of appointment	Unexpired term as at 31 December 2017
Charlotte Boyle	1 October 2017	26 September 2017	16 months
Graeme Gordon	23 February 2010	5 May 2017	4 months
Gerry Murphy	1 March 2015	5 May 2017	4 months
Henry Staunton	2 June 2010	5 May 2017	4 months
Anthony Steains	1 March 2016	5 May 2017	4 months
Andrew Strang	23 February 2010	5 May 2017	4 months

The table below summarises each of the components of the remuneration package for the Non-executive Directors. The Non-executive Directors do not receive any pension, bonus or long-term incentive benefits from the Company.

Purpose and link to strategy	Operation	Maximum opportunity	Performance metrics
Fee			
To recruit and retain appropriately qualified Non-executive Directors.	The Chairman and Non-executive Director fees are reviewed on an annual basis, with any increase taking effect from 1 May.  The Board and Committee review fees with reference to:  • other property companies;  • UK companies of a similar size; and  • the time that Non-executive Directors are required to devote to the role.  In exceptional circumstances, if there is a temporary yet material increase in the time commitments for Non-Executive Directors, the Board may pay extra fees on a pro-rata basis to recognise the additional workload.	Non-executive Director fees may include a basic fee and Committee/SID fees as disclosed in the Annual Report on Remuneration. These are set at a level that is considered appropriately competitive in light of market practice, and will not exceed the aggregate fees permitted by the Company's Articles of Association.	N/A
Benefits			
To be appropriately competitive with those offered at comparator companies.	The Chairman's benefits include private healthcare and personal accident and travel insurance.  Other Non-executive Directors will be covered by the Company's travel insurance policy should they be required to travel on Company business.  Any reasonable business related expenses can be reimbursed (including tax thereon if determined to be a taxable benefit).	The maximum value of the benefits provided to Non-executive Directors will be the cost of purchasing them in the market.	N/A

## 1.8 External Directorships

The Company's policy is to encourage each Executive Director to take up one or more Non-executive Directorships, subject to Board approval. Fees received for serving as a Non-executive Director of a company outside the Capco Group are retained by the Executive Director.

## 1.9 Consideration of conditions elsewhere in the Company

When setting Executive Director pay the Committee considers the remuneration and overall conditions of all employees. As Capco has a relatively small workforce, the Committee does not consult with employees when deciding remuneration policy, but it receives regular updates from the Head of HR on salary increases, bonus and share awards made to Group employees and is

aware of how the remuneration of Directors compares to that of other employees; for example, salary increases are generally in line with increases awarded to other employees, which are set with reference to market data.

#### 1.10 Consideration of shareholder views

It is the Committee's policy to consult with major shareholders as appropriate, for example, prior to finalising any major changes to its executive remuneration policy.

# 2. ANNUAL REPORT ON REMUNERATION

This section of the Directors' Remuneration Report explains how Capco's current remuneration policy has been implemented during the year.

## 2.1 Remuneration Committee

The Remuneration Committee is responsible for determining and recommending to the Board the policy for the remuneration of the Executive Directors, setting targets for the Company's incentive schemes and determining the total individual remuneration package for each Executive Director. Membership of the Committee as at 31 December 2017 and the date of this report is set out on page 69. In addition, the Company Chairman, Chief Executive and the Company Secretary are invited to attend Committee meetings and contribute, except on matters relating to their own remuneration. Attendance at the five meetings held during the year is shown in the table on page 61 and a summary of the matters considered by the Committee during the year is set out in the adjacent shaded box in column 3.

## 2.2 Remuneration Committee and its advisers

The Committee appointed Aon Hewitt (formerly New Bridge Street) as its independent remuneration adviser in 2014

following a competitive process. During the year, the Committee received advice on matters including remuneration structure, incentive design and target setting from Aon Hewitt. Aon Hewitt is a member of the Remuneration Consultants Group and adheres to its code of conduct. The Committee has received confirmation of independence from Aon Hewitt, and is satisfied that the advice received was objective and independent. In addition to advice provided to the Committee, Aon Hewitt also provided share award valuation services to the Company. During 2017, the Company was charged a total of £87,487 by Aon Hewitt in respect of advice to the Committee. Fees were charged on a time basis.

## 2.3 Statement of shareholder voting

The table below shows the results of the advisory vote on the 2016 Directors' Remuneration Report and the binding vote on remuneration policy at the 2017 AGM.

## 2.4 Single figure of remuneration

The table on page 77 shows the single figures of total remuneration paid to each Director in 2017 and 2016. The charts in Figure 2 on page 78 illustrate the contribution that each element of remuneration made to the total remuneration of the Executive Directors.

# Matters considered by the Committee over the past year include:

- O Executive Director remuneration
- Shareholder consultation on remuneration policy
- Shareholder and investor body correspondence
- Legislative and regulatory developments
- O Directors' remuneration report
- o Committee terms of reference
- Institutional investor voting reports and voting at 2017 AGM
- Setting of and evaluation of performance against Executive Directors' performance targets
- Annual bonus structure and application across the Group
- Share scheme awards and performance targets
- Shareholder consultation on performance targets
- o Chairman's remuneration
- o Chairman's and Chief Executive's expenses

#### Voting on Remuneration Report 2017 AGM

	Votes for	% For	Votes against	% Against	Total votes cast	Votes withheld (abstentions)
Approval of Remuneration Report	659,192,161	98.65	9,000,884	1.35	668,765,574	572,529
Voting on Remuneration Policy	2017 AGM					
	Votes for	% For	Votes against	% Against	Total votes cast	Votes withheld (abstentions)
Approval of Remuneration Policy	650,133,456	97.63	15,774,537	2.37	668,765,664	2,857,671

## Single figure of remuneration 2017 and 2016 (Audited)

	Base salar	y and fees £000	Taxabl	e benefits <sup>1</sup> £000	Single-yea	r variable £000	Multiple-yea	ır variable² £000	Pension relat	ed benefits³ £000		Other £000		Total £000
	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016
Chairman														
lan Durant	262	254	6	5	-	-	-	-	-	-	-	-	268	259
Executive Directors														
Ian Hawksworth	591	<i>57</i> 3	24	23	550	184	-	-	142	138	-	-	1,307	918
Situl Jobanputra <sup>4</sup>	325	-	23	-	314	-	-	-	78	-	-	-	740	-
Gary Yardley	529	513	25	24	485	165	-	-	127	123	-	-	1,166	825
Non-executive Directors														
Charlotte Boyle <sup>5</sup>	16	-	-	-	-	-	-	-	-	-	-	-	16	-
Graeme Gordon	51	50	19	20	-	-	-	-	-	-	-	-	70	70
Gerry Murphy	79	74	-	-	-	-	-	-	-	-	-	-	79	74
Henry Staunton	92	85	-	-	-	-	-	-	-	-	-	-	92	85
Anthony Steains <sup>6</sup>	57	46	23	28	-	-	-	-	-	-	-	-	80	74
Andrew Strang	70	68	1	1	-	-	-	-	-	-	-	-	<i>7</i> 1	69
Former Directors														
Demetra Pinsent <sup>7</sup>	48	61	-	-	-	-	-	-	-	-	-	-	48	61
Soumen Das <sup>8</sup>	-	440	-	22	-	-	-	-	-	106	-	-	-	568
lan Henderson <sup>9</sup>	-	32	-	1	-	-	-	-	-	-	-	-	-	33
Total	2,120	2,196	121	124	1,349	349	-	_	347	367	_	_	3,937	3,036

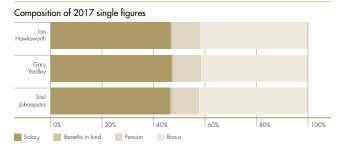
- 1. Comprises Executive Director car allowance of £18,000, medical insurance and Non-executive Directors' travel expenses relating to Board meeting attendance where these are taxable or would be if the Director were resident in the UK for tax purposes. Where applicable, the Company pays the tax payable on Non-executive Director travel expenses as they are incurred in the fulfilment of Directors' duties.
- 2. The 2017 disclosure comprises the expected value on maturity of the 2015 Former PSP and MSP awards which have a performance period that ran from 2015 to 2017, and were expected to vest in early 2018. These awards have been included in the 2017 single figure as the performance conditions relating to these awards had been substantially (but not fully) completed during 2017. The disclosure has been calculated assuming that zero per cent of the Former PSP awards and MSP awards will vest. The 2016 multi-year variable comparators were previously disclosed on the basis described above assuming vesting of zero per cent, and it is confirmed that the awards lapsed as the performance conditions were not satisfied.
- 3. Comprises payments in lieu of pension contributions.
- 4. Appointed on 1 January 2017.
- 5. Appointed on 1 October 2017.
- 6. Appointed on 1 March 2016.
- 7. Stepped down from the Board on 30 September 2017.
- 8. Stepped down from the Board on 31 December 2016.
- 9. Retired from the Board on 6 May 2016.

## What is included in the single figure?

- O The salary or fees paid in the year
- O The gross cash value of any taxable benefits
- O The total annual bonus awarded for the year including both cash and the deferred element
- O The expected value of any long-term incentive awards due to vest
- O The cash value of any pension contribution or allowance

The figures below illustrate the contribution that each element of the Executive Directors' remuneration made to the single figure disclosures.

Figure 2



#### Composition of 2016 single figures



#### 2.5 Annual bonus outcomes for 2017

#### Opportunity

Executive Directors can earn bonuses of up to 150 per cent of salary. Half of the bonus earned is deferred in Capco shares or nil cost options for three years, subject to forfeiture should the Executive Director leave the Company.

## Performance measures and targets

Awards made in respect of the year ended 31 December 2017 were based 75 per cent on financial performance, and 25 per cent on individual performance.

Financial measures: The financial performance element for the year ended 31 December 2017 was based on growth in absolute NAV per share ("NAV"), Total Property Return relative to the IPD Total Return All Property Index ("TPR"), and underlying Earnings Per Share ("EPS"). When setting the annual targets for these measures in 2017, the Committee recognised the long-term nature of some aspects of the Company's strategy, and the extent to which this would be reflected in these measures on a 12-month horizon. In line with the framework set for the annual bonus at the beginning of the year, the NAV and EPS targets were adjusted following the disposal of the Venues business on 7 April 2017. The adjustment was made to ensure that the targets remained as stretching as intended when originally set at the start of 2017 and did not become more or less challenging to achieve as a result of the adjustment. The performance measures, weightings and targets that applied in respect of the 2017 annual bonus are summarised in the table on the following page.

The Committee has previously committed to publishing the financial performance targets once they cease to be commercially sensitive. The Committee has determined that the financial performance targets that applied in respect of the years ended 31 December 2015 and 2016 are no longer commercially sensitive; accordingly, the targets and the Company's performance against these targets are set out on the following page. Bonus awards made in 2015 and 2016 were based 75 per cent on financial performance. In future the Committee expects to disclose annual bonus targets one year retrospectively.

Personal measures: The Committee assessed individual performance against a set of KPIs which align with the Company's objectives outlined on page 15 of the Annual Report. These KPIs include:

- Corporate objectives: enhancing Capco's position and reputation in the market; identifying, monitoring and controlling risk including health and safety, progress towards meeting medium-term corporate objectives;
- Financial objectives: optimising liquidity and financing; effective cost and capital expenditure management; other budgeted KPIs;
- Investment objectives: strategic investment initiatives; operation of joint ventures; implementation of business plans; achievement of planning targets; and
- CR/HR objectives: personal development; optimisation of organisational structure; nurturing of future leaders; promotion and support of CR initiatives.

Outcome of 2017 annual bonus performance measures (Audited)

Outcome of financial objectives: In respect of the year ended 31 December 2017, the Company's performance did not meet the threshold performance targets for TPR, however the EPS target was exceeded and NAV performance was between threshold and maximum. Accordingly, awards of 62.4 per cent of salary were made to Ian Hawksworth, Situl Jobanputra and Gary Yardley in respect of the financial performance measures.

Outcome of personal objectives: The Executive Directors were considered to have delivered good performance in 2017, including delivery of cost efficiencies and streamlined organisational structure, sale of the Venues business, operation of joint ventures with TfL and Network Rail, management of capital and corporate liquidity, consideration of new business opportunities and personal development. Accordingly, awards of between 28.5 and 34.1 per cent of salary were made to the Executive Directors in respect of the individual performance measures.

A summary of the overall outcomes of 2017 annual bonus performance measures is shown in Figure 3 on page 79.

## Summary of Executive Directors' bonuses (Audited)

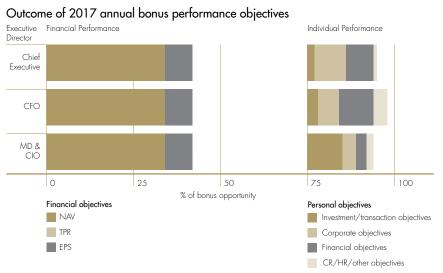
			2017			2016
Executive Director	Cash	Deferred shares <sup>1</sup>	Total	Cash	Deferred shares <sup>1</sup>	Total
Ian Hawksworth	£274,896	£274,896	£549,792	£92,118	£92,118	£184,236
Situl Jobanputra	£156,856	£156,856	£313,712	N/A	N/A	N/A
Gary Yardley	£242,254	£242,254	£484,508	£82,556	£82,556	£165,112

<sup>1.</sup> Half of bonus earned is deferred in Capco shares or nil cost options for three years, subject to forfeiture should the Executive Director leave the Company.

## Outcome of 2017 annual bonus performance measures (Audited)

Performance measure		Weighting		Performance		Outcome	
	Chief Executive	MD & CIO	CFO		Chief Executive	MD & CIO	CFO
Financial performance (% of max)	75%	75%	75%		41.62/75	41.62/75	41.62/75
Comprising:							
• Absolute Net Asset Value per share	55%	55%	55%	Between threshold and maximum	45.5/55	45.5/55	45.5/55
Relative Total Property Return	35%	35%	35%	Below threshold	Nil	Nil	Nil
• Underlying Earnings per Share	10%	10%	10%	Above the top end of the target range	10/10	10/10	10/10
Individual performance (% of max)	25%	25%	25%		20/25	19/25	22.75/25
Total performance outcome (% of salary)					92.40%	90.90%	96.53%

Figure 3



## Disclosure of 2015 and 2016 annual bonus financial performance targets (Audited)

## 2015

Performance measure	Weighting	Target range		Actual performance	% of bonus opportunity awarded
		Threshold (0% payout)	Maximum (100% payout)		
Absolute Net Asset Value per share	55%	325p	342p	361p	100%
Relative Total Property Return	35%	0	1.5% outperformance	1.9% outperformance	100%
Underlying Earnings per Share	10%	1.0p	1.5p	0.9p	0%

## 2016

Performance measure	Weighting	Targe	Target range		% of bonus opportunity awarded
		Threshold (0% payout)	Maximum (100% payout)		
Absolute Net Asset Value per share <sup>1</sup>	60%	366.5p	386р	340p	0%
Relative Total Property Return	35%	0	1.5% outperformance	3.8% underperformance	0%
Underlying Earnings per Share	5%	(0.72)p	0.2p	1.4p	100%

<sup>1.</sup> The 2016 NAV targets were adjusted by 4 pence, on a pro forma basis, to reflect the impact on the Company's NAV of changes to stamp duty rules introduced during 2016, although this had no impact on bonuses paid as the targets were not met.

## 2.6 Long-term incentive outcomes for 2017 (Audited)

In 2015 the following awards with a performance period of 2015-2017 were made under the Company's former Performance Share Plan ("Former PSP") and former Matching Share Plan ("Former MSP"):

Former PSP: Awards of 150 per cent of salary were made to Executive Directors.

Former MSP: Shares awarded in respect of Executive Directors' deferred 2014 bonus were matched under the MSP on a 1:1 basis. Additionally, awards were made pursuant to the Committee's 2013 invitation to Executive Directors to invest up to 150 per cent of 2013 salary between 2013 and 2015 (subsequently extended to early 2016) when permitted by scheme headroom with an exceptional matching opportunity of 2:1.

Performance measures and outcomes for 2015 awards under the Former PSP and Former MSP

Performance measures and targets: The performance conditions for the Former PSP and Former MSP comprised two equally weighted measures:

- Three-year relative Total Return (TR, growth in NAV per share plus dividends)
- Three-year relative Total Shareholder Return (TSR, increase in price of an ordinary share plus dividends)

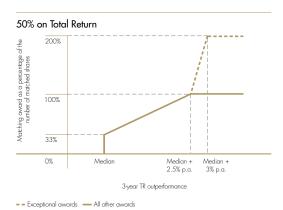
Where an exceptional award was made, the additional matching opportunity could only be earned for performance above the normal stretch targets. The performance targets are set out in Figure 4 below.

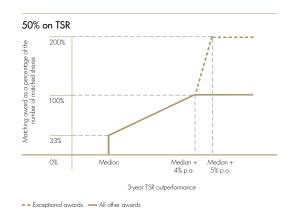
Performance outcome: In early 2018, the Committee determined that Capco's TR was not expected to equal the median of the comparator group (vs an outperformance target of 2.5 per cent per annum or 3 per cent for exceptional awards), and that Capco's TSR was not expected to equal the median of the comparator group (vs an outperformance target of 4 per cent per annum or 5 per cent for exceptional awards), and as such the performance conditions relating to the 2015 Former PSP and Former MSP awards had not been met. Accordingly, the 2015 Former PSP and Former MSP awards are expected to lapse and no value has been included in the single figure disclosures in respect of these awards.

Figure 4

## Performance measures for the Former MSP

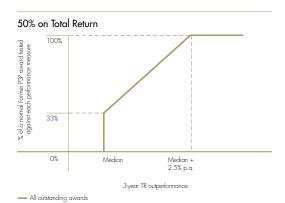
The graphs below illustrate the proportion of a Former MSP award tested against each performance measure that would vest at different levels of performance. 33 per cent of a non-exceptional award would vest at median performance.

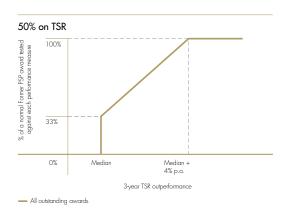




## Performance conditions for the Former PSP

The graphs below illustrate the proportion of a Former PSP award that would vest at different levels of performance. 33 per cent of a non-exceptional award would vest at median performance.





# TR AND TSR COMPARATOR GROUP FOR THE PSP, FORMER PSP AND FORMER MSP

British Land Capco Derwent London Great Portland Estates Hammerson Intu Properties Land Securities Segro Shaftesbury

## Scheme interests awarded during the financial year

## PSP (AUDITED)1

	Basis of award	Market price on date of grant <sup>2</sup>	Exercise price if any	Face value of award	Number awarded	Performance period	Holding period	Threshold Vesting % <sup>3</sup>	Exercisable between
Ian Hawksworth	350 per cent of salary	311.96p	Nil	£2,082,498	667,553	2017 - 2020	2020 – 2022	16.5%	2020 – 2027
Ian Hawksworth	Value of Deferred Bonus	311.96p	Nil	£92,116	29,528	2017 - 2020	N/A	16.5%	2020 – 2027
Situl Jobanputra	350 per cent of salary	311.96р	Nil	£1,137,500	364,630	2017 - 2020	2020 – 2022	16.5%	2020 – 2027
Gary Yardley	350 per cent of salary	311.96р	Nil	£1,865,499	597,993	2017 - 2020	2020 – 2022	16.5%	2020 – 2027
Gary Yardley	Value of Deferred Bonus	311.96p	Nil	£82,554	26,463	201 <i>7</i> – 2020	N/A	16.5%	2020 – 2027

- 1. PSP awards are granted as nil cost options.
- 2. Average closing share price on three business days preceding the date of grant.
- 3. Assumes threshold vesting under one performance condition.

The performance measures for awards made under the PSP in 2017 are described on page 71 and the targets are set out below:

	Threshold	Maximum
TR	Median	Median + 2%
TSR	Median	Median + 4%

# 2.7 Payments for loss of office and payments to previous Directors (Audited)

No payments for loss of office or payments to previous Directors in respect of relevant services were made during 2017.

## 2.8 Total pension entitlement (Audited)

No Director participates in or has a deferred benefit under a defined benefit pension scheme.

## 2.9 External Non-executive Directorships

No Executive Director currently serves as a Non-executive Director elsewhere.

## 2.10 Statement of implementation of policy for 2018 Salary

The Executive Directors' salaries are reviewed annually. In April 2018, the salary of the Chief Executive and Managing Director and Chief Investment Officer will be increased by approximately two per cent to £607,000 and £544,000 respectively, which is in line with the lower end of the range of increases expected to be applied to Group employees. As explained in the Committee Chairman's letter on page 68, the review of the Chief Financial Officer's salary previously intended for 2019 has been brought forward to 2018 and his salary will be increased in April 2018 by 15 per cent to £373,750.

The proposed revised salaries for the Executive Directors are set out in the table below:

## Executive Director salaries - 2017 and 2018

	2018	2017	% Increase
Ian Hawksworth	£607,000	£595,000	2.02%
Situl Jobanputra	£373,750	£325,000	15.00%
Gary Yardley	£544,000	£533,000	2.06%

#### Pension and benefits

As described in the policy table on pages 70 and 71.

#### Annual bonus

#### Opportunity

The annual bonus opportunity will remain unchanged for 2018.

#### Performance conditions

The financial performance targets for the year ended 31 December 2017 were based on growth in absolute NAV per share, Total Property Return relative to the IPD Total Return All Property Index, and underlying EPS. The Committee has decided that, whilst NAV and TPR continue to be of greatest importance to Capco's strategy, in 2018 the weighting of EPS as a performance measure will be increased to 20 per cent of the financial performance measures in order to reflect the continued focus on the Group's cost structure and income growth at Covent Garden. The rebalancing of weightings of the financial performance measures for 2018 is shown in the table below. The relative weighting of financial and individual performance measures will remain unchanged. The Committee will consider the appropriate weighting of the EPS measure on an annual basis.

## Performance targets

The TPR target is included in the Company's KPIs on page 15. The KPIs are in part dependent upon the occurrence of certain discrete events. Therefore, whilst the outperformance targets that apply to the long-term incentives are disclosed, the Board has decided that as the Group operates in two specific locations within the competitive central London property market, prospective disclosure of specific short-term NAV and EPS targets would provide a level of information to counterparties that could prejudice the Company's commercial interests. The Committee will publish the performance targets retrospectively once they have ceased to be commercially sensitive, which is expected to be one year in retrospect. Further information on the Company's KPIs can be found on page 15.

## 2018 financial performance measures

Absolute Net Asset Value per share				
Relative Total Property Return	30%			
Underlying Earnings per Share	20%			

## Performance Share Plan

PSP awards of 350 per cent of 2018 salary will be made as awards or nil cost options. The applicable performance conditions are set out in the table below:

	Threshold	Maximum
TR	Median	Median + 2%
TSR	Median	Median + 4%

## Chairman and Non-executive Director remuneration

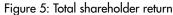
The Chairman has been appointed for a three-year term, subject to annual re-election by shareholders, which will expire at the 2019 AGM. The Chairman's annual base fee for 2017 was £265,000. The remuneration of the Chairman is reviewed annually. Following the 2017 review, it was agreed that the Chairman's annual base fee would be increased to £270,000 with effect from 1 May 2018.

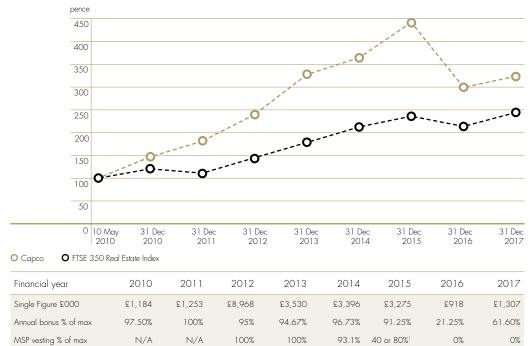
The remuneration of the Non-executive Directors is considered by the Chairman and the Chief Executive, with regard to market comparatives, and recommended to the Board as a whole. The Non-executive Director fees are reviewed annually. Following the 2017 review, it was agreed that the Non-executive Director fees would be increased as set out in the table below with effect from 1 May 2018.

## Non-executive Director fees - 2017 and 2018

	2018	2017
Basic fee	£52,500	£51,500
Committee member (except Nomination Committee)	£6,850	£6,700
Committee member (Nomination Committee)	£6,100	26,000
Committee Chairman (Audit and Remuneration Committee)	£16,300	216,000
Senior Independent Director	£13,150	£12,900

## 2.11 Chart of single figure vs. TSR





This graph shows the total shareholder return at 31 December 2017 of \$ 100 invested in Capital & Counties Properties PLC at the start of the first day of trading in its shares following its demerger from Liberty International PLC (10 May 2010), compared to the FTSE 350 Real Estate Index. The Committee considers this benchmark to be the most appropriate for illustrating the Company's performance.

The table below the graph shows, for each financial year, information on the remuneration of lan Hawksworth, who has been Chief Executive of Capco since its establishment in 2010.

N/A

N/A

100%

100%

93.1%

60%

0%

0%

PSP vesting % of max

<sup>1.</sup> Depending on the award.

## 2.12 Percentage increase of Chief Executive remuneration

The table below shows the percentage change in the Chief Executive's remuneration from the prior year compared with the average percentage change in remuneration for employees at Capco head office (including Earls Court Properties) and Covent Garden. To allow a meaningful comparison, the analysis for employees is based on a consistent group of individuals.

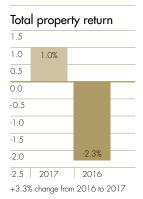
		Employees		
	201 <i>7</i> £000	2016 £000	% change	% change
Salary	591	573	3.14%	6.76%
Taxable benefits	24	23	4.35%	19.64%1
Single-year variable	550	184	198.91%	9.71%
Total	1,165	780		

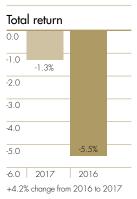
 $<sup>1. \ \</sup> The increase in Employees' taxable benefits primarily reflects increased private medical insurance premiums in 2017.$ 

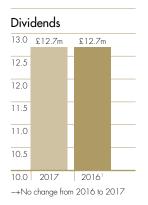
#### 2.13 Distribution statement

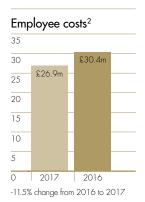
The graphs in Figure 6 below illustrate Capco's dividends paid and total employee pay expenditure (this includes pension, variable pay, and social security) for the financial years ended 31 December 2016 and 31 December 2017, and the percentage change in each. The measures above are those prescribed by the remuneration disclosure regulations, however, they do not reflect Capco's KPIs, which are explained on page 15. Accordingly, graphs showing Capco's one-year TPR and TR are also included below.

Figure 6









- 1. 2016 figure restated to show total dividend expense.
- ${\it 2. \ Relates\ to\ both\ continuing\ and\ discontinued\ operations.}$

## 2.14 Statement of Directors' shareholdings and share interests (Audited)

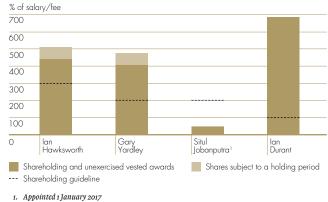
### (a) Directors' shareholdings

The beneficial interests in the shares of the Company for each Director who served during the year are set out in the table below. The Chief Executive is required to achieve a shareholding in the Company equivalent to 300 per cent of salary and the other Executive Directors are required to achieve a shareholding in the Company equivalent to 200 per cent of base salary, to be achieved by retaining at least 50 per cent of any vested share awards (net of tax) and/or within three years. The Chairman is required to maintain a shareholding equivalent to 100 per cent of his base fee. The current shareholdings of the Chairman and Executive Directors are illustrated in Figure 7. The shares which are included in these holdings are those held beneficially by the Director, their spouse or dependant family members, shares held within ISAs, PEPs or pensions, shares that are subject to a holding period, such as deferred bonus, and vested but unexercised awards. The latter two categories are included on a net of tax basis.

Directors' shareholdings (including connected persons) – 2017 and 2016 (Audited)

	2017 Number	2016 Number
Chairman		
Ian Durant	568,632	568,632
Executive		
Ian Hawksworth	820,604	820,604
Situl Jobanputra	50,000	N/A
Gary Yardley	472,972	472,972
Non-executive		
Charlotte Boyle <sup>1</sup>	10,000	N/A
Graeme Gordon	30,450,061	30,450,061
Gerry Murphy	50,000	30,000
Henry Staunton	250,000	250,000
Anthony Steains	-	-
Andrew Strang	-	_
Former Directors		
Soumen Das <sup>2</sup>	-	282,018
Ian Henderson³	-	37,601
Demetra Pinsent <sup>4</sup>	-	-

Figure 7: Executive Director and Chairman shareholdings as at 31 December 2017



1. Appointed I Junuary 201

- 1. Appointed to the Board on 1 October 2017.
- 2. Shareholdings as at 31 December 2016, being the date that Soumen Das stepped down from the Board.
- 3. Shareholdings as at 6 May 2016, being the date that Ian Henderson retired from the Board.
- 4. Shareholdings as at 30 September 2017, being the date that Demetra Pinsent stepped down from the Board.

## (b) Directors' share interests (Audited)

Details of Executive Directors' share scheme interests, including information on share awards that were exercised or vested during the year, are set out in the tables below.

(i) Summary of Executive Directors' interests in shares and share schemes (full details are set out on pages 85 and 86)

Executive Director	Shares held	Nil cost option awards in respect of deferred bonus	Nil cost option awards, no longer subject to performance conditions <sup>1</sup>	Nil cost option awards, subject to performance conditions <sup>2</sup>	Total
Ian Hawksworth	820,604	245,201	_	1,731,486	2,797,291
Situl Jobanputra	50,000	-	-	444,983	494,983
Gary Yardley	472,972	404,169	347,095	1,518,458	2,742,694
Total	1,343,576	649,370	347,095	3,694,927	6,034,968

- ${\it 1.} \quad {\it Comprises vested but unexercised Former PSP and Former MSP nil cost option awards.}$
- 2. Comprises PSP, Former PSP and Former MSP awards that remain subject to performance conditions.

## (ii) Outstanding awards made under PSP and Former PSP<sup>1</sup>

Name	Year granted	Option price (pence) if any	Held at 1 January 201 <i>7</i>	Granted during the year	Exercised during the year	Lapsed during the year	Held at 31 December 2017	Exercisable during or between
Ian Hawksworth <sup>2</sup>	2011	157.73	19,019	-	19,019	-	-	2014 - 2021
Ian Hawksworth <sup>2</sup>	2012	Nil	276,977	-	276,977	-	-	2015 – 2022
lan Hawksworth <sup>2</sup>	2013	Nil	199,772	-	199,772	-	-	2016 - 2023
Ian Hawksworth	2014	Nil	223,766	-	-	223,766	-	201 <i>7</i> – 2024
Ian Hawksworth	2015	Nil	207,728	-	-	-	207,728	2018 – 2025
Ian Hawksworth	2016	Nil	274,976	-	-	-	274,976	2019 – 2026
Ian Hawksworth	2017	Nil	-	29,528	-	-	29,528	2020 - 2027
lan Hawksworth <sup>3</sup>	2017	Nil	-	667,553	-	-	667,553	2020 - 2027
Situl Jobanputra	2014	Nil	28,769	-	-	28,769	-	2017
Situl Jobanputra	2015	402.93	7,445	-	-	-	7,445	2018 – 2025
Situl Jobanputra	2015	Nil	22,956	-	-	-	22,956	2018
Situl Jobanputra	2016	Nil	49,952	-	-	-	49,952	2019
Situl Jobanputra <sup>3</sup>	2017	Nil	-	364,630	-	-	364,630	2020 - 2027
Gary Yardley <sup>2</sup>	2011	157.73	19,019	-	-	-	19,019	2014 - 2021
Gary Yardley <sup>2</sup>	2013	Nil	177,575	-	-	-	1 <i>77,575</i>	2016 – 2023
Gary Yardley	2014	Nil	195,020	-	-	195,020	-	201 <i>7</i> – 2024
Gary Yardley	2015	Nil	186,136	-	-	-	186,136	2018 – 2025
Gary Yardley	2016	Nil	246,431	-	-	-	246,431	2019 – 2026
Gary Yardley	2017	Nil	-	26,463	-	-	26,463	2020 - 2027
Gary Yardley <sup>3</sup>	2017	Nil	_	597,993	_	-	597,993	2020 – 2027
Total			2,135,541				2,878,385	

- $1. \ \ Subject to performance conditions that apply to awards made under the PSP, Former PSP and Former MSP as set out on pages 71, 80 to 82.$
- 2. Vested but unexercised or not exercised in full.
- 3. Subject to a two-year post-vesting holding period.

## (c) Former MSP (Audited)

## (i) Deferred shares

## $The following \ awards \ made \ to \ Executive \ Directors \ in \ respect \ of \ annual \ bonus \ are \ outstanding:$

Name	Year granted	Market price on date of grant (pence)	Option price (pence) if any	Held at 1 January 2017	Granted during the year	Exercised during the year	Lapsed during the year	Held at 31 December 2017	Exercisable between
Ian Hawksworth	2014	351.93	Nil	99,863	-	99,863	-	-	2017 - 2024
Ian Hawksworth	2015	402.93	Nil	94,557	-	-	-	94,557	2018 – 2025
Ian Hawksworth	2016	315.30	Nil	121,116	-	-	-	121,116	2019 – 2026
Gary Yardley <sup>1</sup>	2013	268.10	Nil	102,998	-	-	-	102,998	2016 – 2023
Gary Yardley <sup>1</sup>	2014	351.93	Nil	88,767	-	-	-	88,767	2017 - 2024
Gary Yardley	2015	402.93	Nil	81,279	-	-	-	81,279	2018 – 2025
Gary Yardley	2016	315.30	Nil	104,662	-	-	-	104,662	2019 – 2026
Total				693,242				593,379	

<sup>1.</sup> Vested but unexercised.

## (ii) Matched deferred shares<sup>1</sup>

The following matching awards made to Executive Directors following their award of deferred bonus are outstanding:

Name	Year granted	Market price on date of grant (pence)	Option price (pence) if any	Held at 1 January 2017	Granted during the year	Exercised during the year	Lapsed during the year	Held at 31 December 2017	Exercisable between
Ian Hawksworth	2014	351.93	Nil	199,726	-	-	199,726	-	2017 - 2024
Ian Hawksworth	2015	402.93	Nil	94,557	-	-	-	94,557	2018 - 2021
Ian Hawksworth	2016	315.30	Nil	121,116	-	-	-	121,116	2019 – 2026
Gary Yardley <sup>2</sup>	2013	268.10	Nil	76,538	-	-	-	<i>7</i> 6,538	2016 - 2023
Gary Yardley	2014	351.93	Nil	177,534	-	-	177,534	-	2017 - 2024
Gary Yardley	2015	402.93	Nil	81,279	-	-	-	81,279	2018 - 2025
Gary Yardley	2016	315.30	Nil	104,662	-	-	-	104,662	2019 – 2026
Total				855,412				478,152	

<sup>1.</sup> Subject to performance conditions that apply to awards made under the Former PSP and Former MSP, as set out on page 80.

## (iii) Matching of Directors' co-investment<sup>1</sup>

The following matching awards made to Executive Directors following their co-investment in ordinary shares in the Company are outstanding:

Name	Year granted	Option price (pence) if any	Held at 1 January 2017	Granted during the year	Exercised during the year	Lapsed during the year	Held at 31 December 2017	Exercisable between
Ian Hawksworth	2013	Nil	90,010	-	90,010	-	-	2016 – 2023
Ian Hawksworth	2014	Nil	27,916	-	-	27,916	-	2017 - 2024
Ian Hawksworth	2016	Nil	365,556	-	-	-	365,556	2019 – 2026
Gary Yardley <sup>2</sup>	2013	Nil	73,963	-	-	-	73,963	2016 - 2023
Gary Yardley	2014	Nil	16,336	-	-	16,336	-	2017 - 2024
Gary Yardley	2015	Nil	152,788	-	-	-	152,788	2018 – 2025
Gary Yardley	2016	Nil	149,169	-	-	-	149,169	2019 – 2026
Total			875,738				741,476	

 $<sup>{\</sup>it 1. \ \, Subject to performance conditions set out on page \, 8o.}$ 

The market price of Capital & Counties Properties PLC shares on 29 December 2017 (being the last day for trading during the year) was 319.7 pence and during the year the price varied between 324.8 pence and 253.1 pence. The aggregate gain made by the Executive Directors following the exercise of share options during the year was £2,070,874. The share options were exercised on 1 June 2017 at a market price of 306.4 pence per share.

This Remuneration Report has been approved for issue by the Board of Directors on 20 February 2018.

Gerry Murphy

Chairman of the Remuneration Committee

<sup>2.</sup> Vested but unexercised.

<sup>2.</sup> Vested but unexercised.

# DIRECTORS' REPORT

The Directors present their Annual Report and the audited consolidated financial statements for the year ended 31 December 2017.

## STRATEGIC REPORT

The Group's 2017 Strategic Report, which includes a review of the Group's business during the financial year, the Group's position at year end and a description of the principal risks and uncertainties facing the Group, comprises the following sections of the Annual Report:

		Page
0	Chairman's statement	8
0	Chief Executive's review	10
0	Business model and strategy	14
0	Key performance indicators	15
0	Principal risks and uncertainties	16
0	Operating review	20
0	Financial review	38
0	Corporate responsibility (which includes information on the Group's greenhouse gas emissions)	45

### COMPANY'S LISTINGS

The Company has a primary listing on the London Stock Exchange and a secondary listing on the Johannesburg Stock Exchange. For the purposes of its listing on the Johannesburg Stock Exchange, the Company maintains an overseas branch register in South Africa.

#### **DIRECTORS**

The Directors of the Company who held office during the year and up to the date of signing the financial statements were as follows:

#### Chairman:

Ian C. Durant

#### **Executive Directors:**

Ian D. Hawksworth

Situl S. Jobanputra

Gary J. Yardley

#### Non-executive Directors:

Charlotte J. Boyle (appointed 1 October 2017)

Graeme J. Gordon

John G. Murphy

Demetra A. Pinsent (stepped down 30 September 2017)

Henry E. Staunton

**Anthony Steains** 

Andrew D. Strang

Biographies of each Director can be found on pages 54 and 55 and details of each Director's interests in the Company's shares are set out on page 84.

The powers of the Directors are determined by UK legislation and the Company's Articles of Association, together with any specific authorities that shareholders may approve from time to time.

The rules governing the appointment and replacement of Directors are contained in the Company's Articles and UK legislation. In compliance with the 2016 UK Corporate Governance Code, at the 2018 Annual General Meeting all the Directors will retire from office and will offer themselves for election or re-election.

#### COMPENSATION FOR LOSS OF OFFICE

The Company does not have any agreements with any Executive Director or employee that would provide compensation for loss of office or employment resulting from a takeover except that provisions of the Company share schemes may cause share options and awards to vest on a takeover.

#### DIRECTORS' CONFLICTS OF INTEREST

The Company has procedures for the management of conflicts of interest in place. Should a Director become aware that they, or a connected party, have an interest in an existing or proposed transaction with the Group, they should notify the Company Secretary before the next meeting or at the meeting. Directors have a continuing obligation to notify any changes to their potential conflicts.

## DIRECTORS' INDEMNITIES AND INSURANCE

In accordance with the Company's Articles, the Company has indemnified the Directors to the full extent allowed by law. The Company maintains Directors' and Officers' liability insurance, which is reviewed annually.

## ARTICLES OF ASSOCIATION

Changes to the Articles of Association must be approved by shareholders in accordance with the Companies Act 2006.

#### **DIVIDENDS**

The Directors have proposed the following dividends:

Interim Dividend paid on 29 September 2017	0.5p per ordinary share
Proposed Final Dividend to be paid on 23 May 2018	1 p per ordinary share
Total proposed dividend for 2017	1.5p per ordinary share

Subject to SARB approval, it is intended that a scrip dividend alternative be offered to shareholders in respect of the proposed final dividend for 2017. The proposed final dividend will be paid on 23 May 2018 to shareholders whose names are on the register at 20 April 2018.

## **CAPITAL STRUCTURE**

Details of the Company's issued ordinary share capital, including details of movements in the issued share capital during the year, and authorities to issue or repurchase shares are shown in note 28 to the financial statements on page 130. Each share carries the right to one vote at general meetings of the Company. No shares were repurchased by the Company during the year.

There are no specific restrictions on the transfer of shares beyond those standard provisions set out in the Articles of Association. No shareholder holds shares carrying special rights with regard to control of the Company. Details of significant shareholdings are set out on page 88.

## **USE OF FINANCIAL INSTRUMENTS**

Information on financial risk management objectives and policies, including hedging policies, and exposure of the Company in relation to the use of financial instruments, can be found in note 26 on pages 126 to 129.

## CHANGE OF CONTROL PROVISIONS

There are a number of agreements which take effect, alter or terminate upon a change of control of the Company. The agreements that would be considered significant are the £705 million Covent Garden facility, the Covent Garden £150 million, £175 million and £225 million notes issued pursuant to the Private Placements, and the Lillie Square development joint venture.

## Directors' report continued

Holder	Shares held at time of last notification	Per cent held at time of last notification	Nature of holding	Date of last notification
BlackRock, Inc.	84,779,539	9.98%	Indirect Interest	15 February 2018
Coronation Asset Management (Pty) Limited	67,663,566	7.97%	Direct Interest	15 February 2018
Foord Asset Management (Pty) Ltd	102,168,359	12.04%	Indirect Interest	17 October 2017
Gordon Family Interests	92,083,204	10.96%	Direct Interest	3 March 2015
Investec Asset Management (PTY) Ltd and Investec Asset Management Ltd	41,951,373	4.96%	Indirect Interest	28 June 2016
Norges Bank	66,816,704	7.90%	Direct Interest	11 April 201 <i>7</i>
Old Mutual plc	41,548,620	4.91%	Indirect Interest	15 July 2016
Public Investment Corporation SOC Limited	68,134,921	8.04%	Direct Interest	9 June 2017

#### SUBSTANTIAL SHAREHOLDINGS

The significant holdings of voting rights in the share capital of the Company notified and disclosed in accordance with Disclosure and Transparency Rule 5, as at 20 February 2018, are shown in the table above.

#### **EMPLOYEES**

Information on Group employees can be found on pages 49 and 50 and in note 7 on page 109.

## THE ENVIRONMENT

Details of the Group's Corporate Responsibility Policy and its aims and activities are described on the Company's website www.capitalandcounties.com. An overview of the Group's CR activity is on pages 45 to 53.

The Group recognises the importance of minimising the adverse impact of its operations on the environment and the management of energy consumption and waste recycling.

The Company strives to improve its environmental performance. The environmental management system is regularly reviewed to ensure that the Company maintains its commitment to environmental matters.

## LISTING RULES DISCLOSURES

The information required to be disclosed pursuant to LR 9.8.4R can be found in the following locations:

	Page
o Interest capitalised	110
0 Non-pre-emptive issue of equity	130
o Interests in significant contracts	133

#### **GOING CONCERN**

As set out on page 44, the Directors have a reasonable expectation that the Company and the Group will have adequate resources to meet both ongoing and future commitments over a period of at least 12 months from the date of approval of the financial statements. Accordingly, they continue to adopt the going concern basis in preparing the Annual Report and Accounts.

#### DISCLOSURE TO AUDITORS

So far as the Directors are aware, there is no relevant audit information of which the auditors are unaware and each Director has taken all steps that he or she ought to have taken as a Director in order to make himself or herself aware of any relevant audit information and to establish that the auditors are aware of that information.

## INDEPENDENT AUDITORS

The independent auditors, PricewaterhouseCoopers LLP, have indicated their willingness to continue in office and a resolution seeking to reappoint them will be proposed at the forthcoming Annual General Meeting.

## ANNUAL GENERAL MEETING

The 2018 Annual General Meeting of the Company will be held from 11.30 am on 4 May 2018 at the offices of Mishcon de Reya LLP, Africa House, 70 Kingsway, London, WC2B 6AH. The Notice of the Meeting, together with an explanation of the business to be dealt with at the Meeting, is included as a separate document sent to shareholders who have elected to receive hard copies of shareholder information and is also available on the Company's website.

By Order of the Board.

Ruth E. Pavey
Company Secretary

20 February 2018

## Directors' responsibilities

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The Directors are responsible for preparing the Annual Report & Accounts, the Directors' Remuneration Report and the financial statements in accordance with applicable law and regulations.

Company law requires the Directors to prepare financial statements for each financial year. Under that law the Directors have prepared the Group and Parent Company financial statements in accordance with International Financial Reporting Standards ("IFRS") as adopted by the European Union. Under company law the Directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Group and the Company and of the profit or loss of the Group for that period. In preparing these financial statements, the Directors are

- (a) select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable IFRSs as adopted by the European Union (EU) have been followed, subject to any material departures disclosed and explained in the financial statements: and
- (d) prepare the financial statements on the going concern basis, unless it is inappropriate to presume that the Company will continue in business.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose, with reasonable accuracy at any time, the financial position of the Company and the Group and enable them to ensure that the financial statements and the Directors' Remuneration Report comply with the Companies Act 2006 and, as regards the Group financial statements, Article 4 of the IAS Regulation. They are also responsible for safeguarding the assets of the Company and the Group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Directors are responsible for the maintenance and integrity of the Company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

Each of the Directors, whose names and functions are listed in the Governance section, confirm that, to the best of their knowledge:

- the Group financial statements, which have been prepared in accordance with IFRSs as adopted by the EU, give a true and fair view of the assets, liabilities, financial position and loss of the Group;
- the Directors' report contained includes a fair review of the development and performance of the business and the position of the Group, together with a description of the principal risks and uncertainties that it faces; and
- having taken all matters considered by the Board and brought to the attention of the Board during the year into account, the Directors consider that the Annual Report & Accounts, taken as a whole, are fair, balanced and understandable. The Directors believe that the disclosures set out in the Annual Report & Accounts provide the information necessary for shareholders to assess the Company's position, performance, business model and strategy.

The financial statements on pages 96 to 137 were approved by the Board of Directors on 20 February 2018 and signed on its behalf by

Ian Hawksworth Chief Executive

Situl Jobanputra Chief Financial Officer



## Independent Auditors' Report to the Members of Capital & Counties Properties PLC

#### REPORT ON THE AUDIT OF THE FINANCIAL STATEMENTS

#### **Opinion**

In our opinion, Capital & Counties Properties PLC's Group financial statements and Parent Company financial statements (the "financial statements"):

- give a true and fair view of the State of the Group's and of the Parent Company's affairs as at 31 December 2017 and of the Group's loss and the Group's and the Parent Company's cash flows for the year then ended;
- have been properly prepared in accordance with IFRSs as adopted by the European Union and, as regards the Parent Company's financial statements, as applied in accordance with the provisions of the Companies Act 2006; and
- have been prepared in accordance with the requirements of the Companies Act 2006 and, as regards the Group financial statements,
   Article 4 of the IAS Regulation.

We have audited the financial statements, included within the Annual Report & Accounts (the "Annual Report"), which comprise: the Group and Company balance sheets as at 31 December 2017; the Consolidated income statement and Consolidated statement of comprehensive income, the Group and Company statements of cash flows, and the Consolidated and Company statement of changes in equity for the year then ended; and the notes to the financial statements, which include a description of the significant accounting policies.

Our opinion is consistent with our reporting to the Audit Committee.

### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs (UK)") and applicable law. Our responsibilities under ISAs (UK) are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Independence

We remained independent of the Group in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, which includes the FRC's Ethical Standard, as applicable to listed public interest entities, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

To the best of our knowledge and belief, we declare that non-audit services prohibited by the FRC's Ethical Standard were not provided to the Group or the Parent Company.

Other than those disclosed in the Audit Committee Report on pages 63 and 64, we have provided no non-audit services to the Group or the Parent Company in the period from 1 January 2017 to 31 December 2017.

#### Our audit approach

Materiality	– Overall Group materiality: £39 million (2016: £41 million) which represents 1 per cent of total assets.							
	– Overall Parent Company materiality: £20 million (2016: £20 million) which represents 1 per cent of total assets.							
	- For income statement line items that are deemed to be of particular relevance, we applied a lower materiality.							
Audit scope	<ul> <li>We audited the complete financial information of the Group, which comprises three business lines, Covent Garden, Earls Court and Other.</li> </ul>							
	<ul> <li>We audited the financial information relating to the sale of Venues including the Venues results attributable to the Group for the approximately three month period until the disposal.</li> </ul>							
Key audit matters	– Valuation of investment and development property							
	- Taxation							
	- Disposal of the Venues business							
	- We determined that there were no key audit matters applicable to the Parent company to communicate in our report.							

#### The scope of our audit

As part of designing our audit, we determined materiality and assessed the risks of material misstatement in the financial statements. In particular, we looked at where the Directors made subjective judgements, for example in respect of significant accounting estimates that involved making assumptions and considering future events that are inherently uncertain. We gained an understanding of the legal and regulatory framework applicable to the Group and the industry in which it operates, and considered the risk of acts by the Group which were contrary to applicable laws and regulations, including fraud. We designed audit procedures to respond to the risk, recognising that the risk of not detecting a material misstatement due to fraud is higher than the risk of not detecting one resulting from error, as fraud may involve deliberate concealment by, for example, forgery or intentional misrepresentations, or through collusion. We focused on laws and regulations that could give rise to a material misstatement in the Group and Parent Company financial statements, including but not limited to, the Companies Act 2006 and UK tax legislation. Our tests included, but were not limited to, review of the financial statement disclosures to underlying supporting documentation, enquiries of management and review of minutes of meetings of those charged with governance for the Group.

There are inherent limitations in the audit procedures described above and the further removed non-compliance with laws and regulations is from the events and transactions reflected in the financial statements, the less likely we would become aware of it.

We did not identify any key audit matters relating to irregularities, including fraud. As in all of our audits, we also addressed the risk of management override of internal controls, including testing journals and evaluating whether there was evidence of bias by the Directors that represented a risk of material misstatement due to fraud.

## Key audit matters

Key audit matters are those matters that, in the auditors' professional judgement, were of most significance in the audit of the financial statements of the current period and include the most significant assessed risks of material misstatement (whether or not due to fraud) identified by the auditors, including those which had the greatest effect on: the overall audit strategy; the allocation of resources in the audit; and directing the efforts of the engagement team. These matters, and any comments we make on the results of our procedures thereon, were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. This is not a complete list of all risks identified by our audit.

#### Key audit matter

## Valuation of investment and development property

Refer to pages 62 to 64 (Audit Committee Report), pages 102 to 106 (Principal Accounting Policies) and pages 102 to 137 (notes to the financial statements).

The valuation of the Group's investment and development property is the key component of the net asset value and underpins the Group's result for the year. The result of the revaluation this year was a loss of £90.9m (2016: loss of £231.2m), which is accounted for within 'Loss on revaluation and sale of investment and development property' and is a significant component of the result for the year. The Group's property portfolios, which comprise investment property (including retail, food and beverage, commercial and residential) as well as development property located in central London, are not uniform in nature. Therefore, there are a number of different assumptions made by the Group's third party valuers, JLL and CBRE Ltd (the "Valuers"), in determining fair value:

- Investment property The valuation of investment properties (predominantly Covent Garden) is inherently subjective, due principally to the individual nature of each property, which greatly influences the future rental it is expected to generate. The assumptions on which the property values are based are influenced by tenure and tenancy details for each property, prevailing market yields and the estimated rental value of each property.
- Development property The valuation of development property (predominantly Earls Court) is also inherently subjective. Development properties are valued using the residual appraisal method (i.e. by estimating the fair value of the completed project using either a sales comparison or income capitalisation method less estimated costs to completion, finance cost and market based profit margin providing a return on development risk).

Macro-economic factors and uncertain market conditions impact the valuation of investment and development property.

The fact that only a small percentage difference in individual property valuations, when aggregated, could result in a material misstatement, warrants specific audit focus on this area.

The Valuers were engaged by the Directors, in accordance with the RICS Valuation – Professional Standards ("RICS").

## How our audit addressed the key audit matter

#### Experience of Valuers and relevance of their work

We read the Valuers' reports from CBRE Ltd and JLL. We confirmed that the approaches used were consistent with the RICS guidelines and the requirements of IFRSs as adopted by the European Union. We assessed the Valuers' competence and capabilities and read their terms of engagement with the Group, determining that there were no matters that affected their independence and objectivity or imposed scope limitations upon them.

#### Data provided to the Valuers

For investment and development properties, we validated a sample of the data provided to the Valuers by management and found that it was consistent with the information we audited. This data included tenancy schedules, capital expenditure details, cost schedules and square footage details which we agreed back to appropriate supporting documentation.

For development properties, we agreed that the planned schemes being valued were consistent with the actual planned developments and, where appropriate, had achieved planning consents.

#### Assumptions and estimates used by the Valuers

We met with the Valuers independently of management and gained an understanding of the valuation methods and assumptions used. We compared the movement in capital values over the period with market sector benchmarks to help identify significant changes in assumptions. The nature of assumptions used varied across the portfolio, depending on the nature of each property but they included estimated capital values, investment yields, estimated rental values, construction costs, finance cost and developers' margins. In each of these areas, and on a sample basis, we compared the estimates and assumptions used by the Valuers against our own expectations, using evidence of comparable market transactions. Where we identified estimates and assumptions that were outside the typical ranges used, we discussed these with the Valuers to understand the rationale and then assessed, based on all the available evidence and our experience in this sector, whether the use of the estimate or assumption was justified.

Our testing, which involved the use of our internal real estate valuation experts, qualified chartered surveyors with deep market knowledge, indicated that the estimates and assumptions used were appropriate in the context of the Group's property portfolio and reflected the circumstances of the market in the year.



## Independent Auditors' Report to the Members of Capital & Counties Properties PLC continued

#### Key audit matter How our audit addressed the key audit matter We assessed the principal assumptions and judgements made in **Taxation** arriving at the current and deferred tax position by using our experience Refer to page 62 to 64 (Audit Committee Report), page 102 to 106 of similar matters in the industry. (Principal Accounting Polices) and pages 102 to 137 (notes to the We evaluate the tax provisions and potential exposures as at 31 financial statements). December 2017, challenging the Group's assumptions and judgements Tax is a specific risk for the Group due to the degree of judgement through our knowledge of the tax circumstances. involved in some of the ongoing activities of the Group. This gives rise Our testing, which involved the use of our internal tax specialists, did to material tax considerations on the calculation, recognition, and not identify any matters that the Directors have not adequately reflected classification of current and deferred tax balances from both a tax in their calculation of the necessary current and deferred tax provisions. compliance and accounting perspective. Judgements are made by management to arrive at the current and deferred tax position. These judgements include the impact of the Group holding structure. Disposal of the Venues business We performed substantive procedures over the sale agreement, completion accounts, and gain on disposal workings relating to the The disposal of a significant business component, the Venues business, transaction. We reviewed the related disclosures in the financial during the year is considered higher risk as it is a significant non-routine statements including the prior period re-presentation. transaction. We therefore placed specific audit focus on this area. We did not identify any material misstatements relating to the transaction.

We determined that there were no Key audit matters applicable to the Parent company to communicate in our report.

#### How we tailored the audit scope

We tailored the scope of our audit to ensure that we performed enough work to be able to give an opinion on the financial statements as a whole, taking into account the structure of the Group and the Parent Company, the accounting processes and controls, and the industry in which they operate.

The Group is structured along three business lines, Covent Garden, Earls Court Properties (including the Lillie Square joint venture and the Empress State Building) and Other. The Venues business was disposed of during the year. The Group engagement team audited all business lines, including the Venues business results reflected in the Group results for the period.

#### Materiality

The scope of our audit was influenced by our application of materiality. We set certain quantitative thresholds for materiality. These, together with qualitative considerations, helped us to determine the scope of our audit and the nature, timing and extent of our audit procedures on the individual financial statement line items and disclosures and in evaluating the effect of misstatements, both individually and in aggregate, on the financial statements as a whole.

Based on our professional judgement, we determined materiality for the financial statements as a whole as follows:

	Group financial statements	Parent Company financial statements
Overall materiality	£39 million (2016: £41 million).	£20 million (2016: £20 million).
How we determined it	1 per cent of total assets.	1 per cent of total assets.
Rationale for benchmark applied	The key measure of the Group's performance is the valuation of investment and development properties and the balance sheet as a whole. On this basis, and consistent with the prior year, we set an overall Group materiality level based on total assets.	The Parent Company's main activity is the holding of investments in subsidiaries. On this basis, and consistent with the prior year, we set an overall Parent Company materiality level based on total assets.

In addition to overall Group materiality, a specific materiality was also applied to certain areas of the income statement. Our specific materiality is aligned with the metrics in the consolidated income statement that we believe are of particular interest to the members and we determined those metrics to be Net rental income and Net finance costs. In order to reflect their specific characteristics, we applied materiality levels of 10 per cent of Net rental income and 10 per cent of Finance costs to each constituent line item within Net rental income and Net finance costs.

We agreed with the Audit Committee that we would report to them misstatements identified during our audit above £1.9 million (2016: £2.0 million) on balance sheet items as well as misstatements below that amount based on a proportionate value of the relevant materiality figures for income statement line items and other matters that, in our view, warranted reporting for qualitative reasons.

#### Going concern

In accordance with ISAs (UK) we report as follows:

Reporting obligation	Outcome
We are required to report if we have anything material to add or draw attention to in respect of the Directors' statement in the financial statements about whether the Directors considered it appropriate to adopt the going concern basis of accounting in preparing the financial statements and the Directors' identification of any material uncertainties to the Group's and the Parent Company's ability to continue as a going concern over a period of at least 12 months from the date of approval of the financial statements.	We have nothing material to add or to draw attention to. However, because not all future events or conditions can be predicted, this statement is not a guarantee as to the Group's and Parent Company's ability to continue as a going concern.
We are required to report if the Directors' statement relating to Going Concern in accordance with Listing Rule 9.8.6R(3) is materially inconsistent with our knowledge obtained in the audit.	We have nothing to report.

## Reporting on other information

The other information comprises all of the information in the Annual Report other than the financial statements and our auditors' report thereon. The Directors are responsible for the other information. Our opinion on the financial statements does not cover the other information and, accordingly, we do not express an audit opinion or, except to the extent otherwise explicitly stated in this report, any form of assurance thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If we identify an apparent material inconsistency or material misstatement, we are required to perform procedures to conclude whether there is a material misstatement of the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report based on these responsibilities.

With respect to the Strategic Report, Directors' Report and Corporate Governance Statement, we also considered whether the disclosures required by the UK Companies Act 2006 have been included.

Based on the responsibilities described above and our work undertaken in the course of the audit, the Companies Act 2006, (CA06), ISAs (UK) and the Listing Rules of the Financial Conduct Authority (FCA) require us also to report certain opinions and matters as described below (required by ISAs (UK) unless otherwise stated).

## Strategic Report and Directors' Report

In our opinion, based on the work undertaken in the course of the audit, the information given in the Strategic Report and Directors' Report for the year ended 31 December 2017 is consistent with the financial statements and has been prepared in accordance with applicable legal requirements. (CAO6)

In light of the knowledge and understanding of the Group and Parent Company and their environment obtained in the course of the audit, we did not identify any material misstatements in the Strategic Report and Directors' Report. (CAO6)

## Corporate Governance Statement

In our opinion, based on the work undertaken in the course of the audit, the information given in the Corporate Governance Statement (on pages 56 to 61) about internal controls and risk management systems in relation to financial reporting processes and about share capital structures in compliance with rules 7.2.5 and 7.2.6 of the Disclosure Guidance and Transparency Rules sourcebook of the FCA ("DTR") is consistent with the financial statements and has been prepared in accordance with applicable legal requirements. (CAO6)

In light of the knowledge and understanding of the Group and Parent Company and their environment obtained in the course of the audit, we did not identify any material misstatements in this information. (CAO6)

In our opinion, based on the work undertaken in the course of the audit, the information given in the Corporate Governance Statement (on pages 56 to 61) with respect to the Parent Company's corporate governance code and practices and about its administrative, management and supervisory bodies and their committees complies with rules 7.2.2, 7.2.3 and 7.2.7 of the DTR. (CAO6)

We have nothing to report arising from our responsibility to report if a corporate governance statement has not been prepared by the Parent Company. (CAO6)

## Independent Auditors' Report to the Members of Capital & Counties Properties PLC continued

## The Directors' assessment of the prospects of the Group and of the principal risks that would threaten the solvency or liquidity of the Group

We have nothing material to add or draw attention to regarding:

- The Directors' confirmation on page 89 of the Annual Report that they have carried out a robust assessment of the principal risks facing the Group, including those that would threaten its business model, future performance, solvency or liquidity.
- The disclosures in the Annual Report that describe those risks and explain how they are being managed or mitigated.
- The Directors' explanation on page 19 of the Annual Report as to how they have assessed the prospects of the Group, over what period they have done so and why they consider that period to be appropriate, and their statement as to whether they have a reasonable expectation that the Group will be able to continue in operation and meet its liabilities as they fall due over the period of their assessment, including any related disclosures drawing attention to any necessary qualifications or assumptions.

We have nothing to report having performed a review of the Directors' statement that they have carried out a robust assessment of the principal risks facing the Group and statement in relation to the longer-term viability of the Group. Our review was substantially less in scope than an audit and only consisted of making inquiries and considering the Directors' process supporting their statements; checking that the statements are in alignment with the relevant provisions of the UK Corporate Governance Code (the "Code"); and considering whether the statements are consistent with the knowledge and understanding of the Group and Parent Company and their environment obtained in the course of the audit. (Listing Rules)

## Other Code Provisions

We have nothing to report in respect of our responsibility to report when:

- The statement given by the Directors, on page 89, that they consider the Annual Report taken as a whole to be fair, balanced and understandable, and provides the information necessary for the members to assess the Group's and Parent Company's position and performance, business model and strategy is materially inconsistent with our knowledge of the Group and Parent Company obtained in the course of performing our audit.
- The section of the Annual Report on pages 62 to 64 describing the work of the Audit Committee does not appropriately address matters communicated by us to the Audit Committee.
- The Directors' statement relating to the Parent Company's compliance with the Code does not properly disclose a departure from a relevant provision of the Code specified, under the Listing Rules, for review by the auditors.

## Directors' Remuneration

In our opinion, the part of the Directors' Remuneration Report to be audited has been properly prepared in accordance with the Companies Act 2006. (CA06)

### Responsibilities for the financial statements and the audit

#### Responsibilities of the Directors for the financial statements

As explained more fully in the Statement of Directors' Responsibilities set out on page 89, the Directors are responsible for the preparation of the financial statements in accordance with the applicable framework and for being satisfied that they give a true and fair view. The Directors are also responsible for such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Directors are responsible for assessing the Group's and the Parent Company's ability to continue as a going concern, disclosing as applicable, matters related to going concern and using the going concern basis of accounting unless the Directors either intend to liquidate the Group or the Parent Company or to cease operations, or have no realistic alternative but to do so.

## Auditors' responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the FRC's website at: www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditors' report.

## Use of this report

This report, including the opinions, has been prepared for and only for the Parent Company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

## OTHER REQUIRED REPORTING

## Companies Act 2006 exception reporting

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- we have not received all the information and explanations we require for our audit; or
- adequate accounting records have not been kept by the Parent Company, or returns adequate for our audit have not been received from branches not visited by us; or
- certain disclosures of Directors' remuneration specified by law are not made; or
- the Parent Company financial statements and the part of the Directors' Remuneration Report to be audited are not in agreement with the accounting records and returns.

We have no exceptions to report arising from this responsibility.

#### Appointment

Following the recommendation of the Audit Committee, we were appointed by the Directors on 3 June 2010 to audit the financial statements for the year ended 31 December 2010 and subsequent financial periods. The period of total uninterrupted engagement is eight years, covering the years ended 31 December 2010 to 31 December 2017.

Jeremy Jensen (Senior Statutory Auditor)

Jenny Jersen

for and on behalf of PricewaterhouseCoopers LLP Chartered Accountants and Statutory Auditors London

20 February 2018

# Consolidated income statement For the year ended 31 December 2017

		2017	Re-presented 2016
Continuing operations	Note	£m	£m
Revenue	2	87.7	94.1
Rental income		80.0	70.7
Rental expenses		(13.1)	(12.3)
Net rental income	2	66.9	58.4
Profit on sale of trading property	3	0.9	5.6
Other income		3.8	4.6
Loss on revaluation and sale of investment and development property	4	(90.9)	(231.2)
Profit on sale of available-for-sale investments		_	0.4
Impairment of other receivables	5	(1.3)	(14.8)
Other costs	6	(1.0)	(5.0)
Office Cools		(20.6)	(182.0)
Administration expenses		(38.8)	(42.0)
Operating loss		(59.4)	(224.0)
Operating loss		(37.4)	(224.0)
Finance income	9	0.8	0.3
Finance costs	10	(19.9)	(19.6)
Other finance income	9	11.7	10.5
Other finance costs	10	_	(5.3)
Change in fair value of derivative financial instruments	26	4.3	(13.0)
Net finance costs		(3.1)	(27.1)
To mance cools		(62.5)	(251.1)
Share of post-tax loss from joint ventures	17	-	(0.3)
Loss before tax		(62.5)	(251.4)
Current tax		(1.7)	(1.0)
Deferred tax		(1.7)	
Taxation	11	(5.0) (6.7)	20.5
Loss for the year from continuing operations		(69.2)	(231.9)
Discontinued operation			
Profit for the year from discontinued operation	12	6.1	8.4
Loss for the year		(63.1)	(223.5)
Loss attributable to:			
Owners of the Parent		(0.4)	(118.6)
Non-controlling interest	18	(62.7)	(104.9)
Earnings per share attributable to owners of the Parent <sup>1</sup>			
Basic and diluted loss per share	14	(0.1)p	(14.0)p
Earnings per share from continuing operations attributable to owners of the Parent <sup>1</sup>			
Basic and diluted loss per share	14	(0.8)p	(15.0)p
basic and anoted loss per share		(/ -	( //-

 $<sup>{\</sup>tt 1} \quad \text{Earnings per share from discontinued operation are shown in note 14 ``Earnings Per Share and Net Assets Per Share'.}$ 

# Consolidated statement of comprehensive income For the year ended 31 December 2017

	Note	201 <i>7</i> £m	2016 £m
Loss for the year		(63.1)	(223.5)
Other comprehensive expense			
Items that may be reclassified subsequently to the income statement			
Realised revaluation reserves on available-for-sale investments		-	(0.2)
Loss on cash flow hedge		-	(1.2)
Tax relating to items that may be reclassified subsequently	27	-	0.3
Items that will not be reclassified subsequently to the income statement			
Actuarial loss on defined benefit pension scheme		-	(1.6)
Tax relating to items that will not be reclassified	27	-	0.3
Total other comprehensive expense for the year		-	(2.4)
Total comprehensive expense for the year		(63.1)	(225.9)
Attributable to:			
Owners of the Parent		(0.4)	(121.0)
Non-controlling interest	18	(62.7)	(104.9)
Arising from:			
Continuing operations		(69.2)	(233.0)
Discontinued operation		6.1	7.1



# Balance sheets As at 31 December 2017

	Note	Group 201 <i>7</i> £m	Group 2016 £m	Company 2017 £m	Company 2016 £m
Non-current assets					
Investment and development property	15	3,645.7	3,819.9	_	_
Plant and equipment		4.6	7.1	_	_
Investment in Group companies	16	_	_	516.4	516.4
Investment in joint ventures	17	16.9	15.0	_	_
Derivative financial instruments	19	-	0.2	_	-
Deferred tax	27	7.8	_	_	-
Trade and other receivables	20	224.5	194.8	-	-
		3,899.5	4,037.0	516.4	516.4
Current assets					
Trading property	15	-	2.9	-	-
Trade and other receivables	20	33.1	47.8	1,529.7	1,516.6
Cash and cash equivalents	21	28.6	30.9	-	-
		61.7	81.6	1,529.7	1,516.6
Total assets		3,961.2	4,118.6	2,046.1	2,033.0
Non-current liabilities					
Borrowings, including finance leases	23	(776.2)	(827.8)	_	_
Derivative financial instruments	19	(5.5)	(13.9)	_	_
Pension liability			(0.9)	_	_
Deferred tax	27	_	(2.7)	_	_
Trade and other payables		(0.3)	_	_	_
		(782.0)	(845.3)	-	-
Current liabilities					
Borrowings, including finance leases	23	(0.7)	(18.5)	_	-
Other provisions		(2.0)	(2.0)	-	-
Tax liabilities		(1.8)	(1.3)	_	-
Trade and other payables	22	(69.1)	(78.3)	(0.3)	(0.6
		(73.6)	(100.1)	(0.3)	(0.6)
Total liabilities		(855.6)	(945.4)	(0.3)	(0.6)
Net assets		3,105.6	3,1 <i>7</i> 3.2	2,045.8	2,032.4
Equity					
Share capital	28	212.2	211.5	212.2	211.5
Other components of equity	20	2,587.6	2,593.5	1,833.6	1,820.9
Equity attributable to owners of the Parent		2,799.8	2,805.0	2,045.8	2,032.4
Non-controlling interest	18	305.8	368.2	±/ <del>0-1</del> 5.0	2,002.4
Total equity	10	3,105.6	3,173.2	2,045.8	2,032.4

The profit for the year attributable to shareholders of the Company is £18.1 million (2016: £815.6 million).

These consolidated financial statements have been approved for issue by the Board of Directors on 20 February 2018 and signed on its behalf by:

Ian Hawksworth

Chief Executive

Situl Jobanputra Chief Financial Officer

# Consolidated statement of changes in equity For the year ended 31 December 2017

		Equity attributable to owners of the Parent								
Group	Note	Share capital £m	Share premium £m	Merger reserve <sup>1</sup> £m	Share- based payment reserve £m	Other reserves £m	Retained earnings £m	Total £m	Non- controlling interest £m	Total equity £m
Balance at 1 January 2016		210.5	211.1	425.8	10.3	0.4	2,075.9	2,934.0	468.8	3,402.8
Loss for the year		_	_	_	_	_	(118.6)	(118.6)	(104.9)	(223.5)
Other comprehensive (expense)/income										
Realised revaluation reserves on										
available-for-sale investments		-	_	_	-	(0.2)	-	(0.2)	-	(0.2
Loss on cash flow hedge		_	_	_	_	(1.2)	_	(1.2)	_	(1.2
Tax relating to items that may be reclassified subsequently	27	-	_	-	_	0.3	-	0.3		0.3
Actuarial loss on defined benefit pension scheme		_	_	_	-	_	(1.6)	(1.6)	_	(1.6)
Tax relating to items that will not be reclassified	27	_	_	_	_	_	0.3	0.3	_	0.3
Total comprehensive expense for the year ended 31 December 2016		_	_	_	-	(1.1)	(119.9)	(121.0)	(104.9)	(225.9)
Transactions with owners										
Ordinary shares issued <sup>2</sup>	28	1.0	4.0	_	_	_	0.9	5.9	_	5.9
Dividends	13	_	_	_	_	_	(12.7)	(12.7)	_	(12.7
Realisation of share-based payment reserve on issue of shares		_	_	_	(5.3)	_	4.6	(0.7)	_	(0.7
Fair value of share-based payment	33	_	_	_	1.1	_	_	1.1	_	1.1
Tax relating to share-based payment	27	_	_	_	_	_	(1.6)	(1.6)	_	(1.6)
Contribution from non-controlling interest		_	_	_	_	_	_	_	4.3	4.3
Total transactions with owners		1.0	4.0	_	(4.2)	_	(8.8)	(8.0)		(3.7)
Balance at 31 December 2016		211.5	215.1	425.8	6.1	(0.7)	1,947.2	, ,		3,173.2
Loss for the year				-		-	(0.4)	(0.4)		(63.1)
Total comprehensive expense for the year ended 31 December 2017		_	_	_	_	_	(0.4)	(0.4)	•	(63.1)
Transactions with owners								·		•
Ordinary shares issued <sup>2</sup>	28	0.7	6.0	_	_	_	(0.5)	6.2	_	6.2
Dividends	13	_	_	_	_	_	(12.7)	(12.7)	_	(12.7)
Realisation of share-based payment							, ,	, ,		
reserve on issue of shares		-	-	-	(1.8)	_	1.6	(0.2)	_	(0.2)
Fair value of share-based payment	33	_	-	_	2.0	-	-	2.0	-	2.0
Realisation of cash flow hedge		_	_	_	-	0.1	_	0.1	-	0.1
Tax relating to share-based payment	27	_	_	_	_	_	(0.2)	(0.2)	_	(0.2)
Contribution from non-controlling interest		_	_	_	-	-	· -	` -	0.3	0.3
Total transactions with owners		0.7	6.0	-	0.2	0.1	(11.8)	(4.8)	0.3	(4.5)
Balance at 31 December 2017		212.2	221.1	425.8	6.3	(0.6)	1,935.0	• •		3,105.6

<sup>1</sup> Represents non-qualifying consideration received by the Group following the share placing in May 2014 and previous share placements. The amounts taken to the Merger reserve do not currently meet the criteria for qualifying consideration and therefore will not form part of distributable reserves as they form part of linked transactions.

<sup>2</sup> Share premium includes £6.0 million (2016: £0.9 million included within retained earnings) of ordinary shares issued relating to the bonus issued in lieu of cash dividends. Refer to note 13 'Dividends' for further information.

# Statement of changes in equity For the year ended 31 December 2017

Company	Note	Share capital £m	Share premium £m	Merger reserve <sup>1</sup> £m	Share-based payment reserve £m	Retained earnings £m	Total equity £m
Balance at 1 January 2016		210.5	211.1	425.8	10.3	365.5	1,223.2
Profit for the year		_	_	_	_	815.6	815.6
Total comprehensive income for the year ended 31 December 2016		-	-	-	-	815.6	815.6
Transactions with owners							
Ordinary shares issued <sup>2</sup>	28	1.0	4.0	_	_	0.9	5.9
Dividends	13	_	_	-	_	(12.7)	(12.7)
Realisation of share-based payment reserve on issue of shares		_	_	_	(5.3)	4.6	(0.7)
Fair value of share-based payment	33	_	_	_	1.1	_	1.1
Total transactions with owners		1.0	4.0	_	(4.2)	(7.2)	(6.4)
Balance at 31 December 2016		211.5	215.1	425.8	6.1	1,173.9	2,032.4
Profit for the year		-	-	-	-	18.1	18.1
Total comprehensive income for the year ended 31 December 2017		_	_	_	_	18.1	18.1
Transactions with owners							
Ordinary shares issued <sup>2</sup>	28	0.7	6.0	-	-	(0.5)	6.2
Dividends	13	-	_	-	_	(1 <b>2.7</b> )	(12.7)
Realisation of share-based payment reserve on issue of shares		_	_	_	(1.8)	1.6	(0.2)
Fair value of share-based payment	33	-	-	-	2.0	-	2.0
Total transactions with owners		0.7	6.0	-	0.2	(11.6)	(4.7)
Balance at 31 December 2017		212.2	221.1	425.8	6.3	1,180.4	2,045.8

Represents non-qualifying consideration received by the Group following the share placing in May 2014 and previous share placements. The amounts taken to the Merger reserve do not currently meet the criteria for qualifying consideration as they form part of linked transactions.

Share premium includes £6.0 million (2016: £0.9 million included within retained earnings) of ordinary shares issued relating to the bonus issued in lieu of cash dividends. Refer to note 13 'Dividends' for further information.

# Statement of cash flows For the year ended 31 December 2017

			Re-presented		
		Group 2017	Group 2016	Company 2017	Company 2016
	Note	£m	£m	£m	m2
Cash flows from continuing operating activities					
Cash generated from/(used in) operations	31	5.8	(19.5)	6.4	7.4
Interest paid		(18.4)	(19.6)	_	_
Interest received		0.6	0.2	_	_
Tax paid		(1.2)	(2.4)	_	_
Net cash (outflow)/inflow from continuing operating activities		(13.2)	(41.3)	6.4	7.4
Net cash inflow from discontinued operating activities	12	7.6	11.8	-	_
Net cash (outflow)/inflow from operating activities		(5.6)	(29.5)	6.4	7.4
Cash flows from investing activities					
Purchase and development of property		(211.2)	(214.2)	_	_
Sale of property		17.1	18.5	_	_
Investment in joint venture		(1.9)	(0.5)	_	_
Proceeds from available-for-sale investments		-	0.4	-	_
Sale of discontinued operation	12	226.0	_	-	_
Sale of subsidiaries <sup>1</sup>		(4.5)	0.5	-	_
Loan advances from/(to) joint ventures		15.2	(11.8)	-	-
Net cash inflow/(outflow) from continuing investing activities		40.7	(207.1)	-	_
Net cash outflow from discontinued investing activities	12	(2.4)	(1.9)	-	_
Net cash inflow/(outflow) from investing activities		38.3	(209.0)	-	_
Cash flows from financing activities					
Issue of shares		0.3	0.1	0.3	0.1
Borrowings drawn	23	<b>558.7</b>	782.0	_	_
Borrowings repaid	23	(575.5)	(612.0)	_	_
Purchase and repayment of derivative financial instruments		(4.1)	(1.7)	_	_
Other finance costs		(2.0)	(8.2)	-	_
Cash dividends paid	13	(6.7)	(7.5)	(6.7)	(7.5)
Contribution from non-controlling interest		0.3	_	-	-
Transactions with discontinued operation <sup>2</sup>		5.4	57.1	-	-
Net cash (outflow)/inflow from continuing financing activities		(23.6)	209.8	(6.4)	(7.4)
Net cash outflow from discontinued financing activities	12	(5.4)	(7.3)	-	-
Net cash (outflow)/inflow from financing activities		(29.0)	202.5	(6.4)	(7.4)
Net increase/(decrease) in cash and cash equivalents		3.7	(36.0)	_	-
Unrestricted cash and cash equivalents at 1 January		24.9	60.9	-	-
Unrestricted cash and cash equivalents at 31 December	21	28.6	24.9	_	_

<sup>1</sup> Sale of subsidiaries relate to cash inflows of £0.5 million (2016: £0.5 million) related to deferred consideration on the disposal of The Brewery by EC&O Limited on 9 February 2012 and cash outflows of £5.0 million (2016: £0.1) related to additional costs on the loss of control of former subsidiary Lillie Square GP Limited in 2012. Further information on the loss of control of Lillie Square GP Limited can be found in note 6 'Other Costs'.

<sup>2</sup> Relates to transactions between the Group's treasury function and discontinued operations. The Group operates a central treasury function which manages and monitors the Group's cash balances.

## Notes to the accounts

#### 1 PRINCIPAL ACCOUNTING POLICIES

#### General information

Capital & Counties Properties PLC (the "Company") was incorporated and registered in England and Wales on 3 February 2010 under the Companies Act as a public company limited by shares, registration number 7145051. The registered office of the Company is 15 Grosvenor Street, London, W1K 4QZ, United Kingdom. The principal activity of the Company is to act as the ultimate parent company of Capital & Counties Properties PLC Group (the "Group"), whose principal activity is the investment, development and management of property.

The Group's assets principally comprise investment and development property at Covent Garden and Earls Court.

#### Basis of preparation

The Group's consolidated financial statements are prepared in accordance with International Financial Reporting Standards ("IFRS"), as adopted by the European Union, IFRS Interpretations Committee ("IFRS IC") interpretations and with those parts of the Companies Act 2006 applicable to companies reporting under IFRS.

The consolidated financial statements have been prepared under the historical cost convention as modified for the revaluation of property and derivative financial instruments.

The Directors have taken advantage of the exemption offered by section 408 of the Companies Act 2006 not to present a separate income statement or statement of comprehensive income for the Company.

During 2017, the following accounting standards and interpretations have been adopted by the Group:

IAS 7 'Statement of Cash Flows' (amendment) IAS 12 'Income Taxes' (amendment)

These pronouncements had no significant impact on the consolidated financial statements and resulted in changes to disclosures only.

At the date of approval of the consolidated financial statements the following standards and interpretations which have not been applied in these financial statements were in issue but not effective, and in some cases have not been adopted for use in the European Union:

IFRS 2 'Share-based Payment' (amendment)

IFRS 9 'Financial Instruments'

IFRS 15 'Revenue from Contracts with Customers'

IFRS 16 'Leases'

IAS 28 'Investments in Associates' (amendment)

IAS 40 'Investment Property' (amendment)

Amendments to IFRS (Annual improvements cycle 2014-2016) Amendments to IFRS (Annual improvements cycle 2015-2017)

The Group has assessed the impact of these new standards and interpretations and does not anticipate any material impact on the financial statements.

IFRS 9 'Financial Instruments' modifies the classification and measurement of financial assets and financial liabilities, impairment provisioning and hedge accounting. There is no change to the Group in respect of classification of financial assets and liabilities and hedge accounting. All Group financial assets have been assessed for impairments under the 12 month and lifetime expected credit loss models considered by IFRS 9. The adoption of the new standard does not have a material impact on the consolidated financial statements of the Group.

In relation to IFRS 15 'Revenue from Contracts with Customers', the Group's material revenue stream relates to property rental income. On the adoption of the standard this revenue stream will not be materially impacted due to property rental income not being within the scope of IFRS 15. The assessment of this standard also indicated that the impact on all other revenue streams is not material.

As the Group is predominantly a lessor, IFRS 16 'Leases' will not have a material impact on adoption. Where the Group is currently a lessee, this relates only to immaterial contracts.

A summary of the Group's principal accounting policies, which have been applied consistently across the Group is set out below.

#### Going concern

The Directors are satisfied that the Group has adequate resources to continue in operational existence for a period of at least 12 months from the date of approval of the financial statements and for this reason the consolidated financial statements have been prepared on a going concern basis.

## Basis of consolidation

These consolidated financial statements include the consolidation of the following limited partnerships: Capital & Counties CGP, Capco CGP 2012 LP, CG Investments 2016 LP, EC Properties LP, Innova Investment Group Holdings LP and The Empress State LP. The members of these qualifying partnerships have taken advantage of exemptions available in Statutory Instrument 2008/569 and therefore will not produce consolidated accounts at the partnership level.

The consolidated financial statements are prepared in British pounds sterling, which is also determined to be the functional currency of the Parent.

#### Subsidiaries

Subsidiaries are fully consolidated from the date on which the Group has control, it is exposed, or has rights, to variable returns from its involvement with an entity and has the ability to affect those returns through its power over an entity. Subsidiaries cease to be consolidated from the date this control is lost.

Non-controlling interests are recognised on the basis of their proportionate share in the recognised amounts of a subsidiary's identifiable net assets. On the balance sheet non-controlling interests are presented separately from the equity of the owners of the Parent. Profit or loss and total comprehensive income for the period attributable to non-controlling interests are presented separately in the income statement and the statement of comprehensive income.

## Critical accounting judgements and key sources of estimation and uncertainty

The preparation of consolidated financial statements in accordance with IFRS requires the Directors to make judgements, estimates and assumptions that affect the reported amounts of assets, liabilities, equity, income and expenses from sources not readily apparent. Although these estimates and assumptions are based on management's best knowledge of the amount, historical experiences and other factors, actual results ultimately may differ from those estimates. The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period.

## 1 PRINCIPAL ACCOUNTING POLICIES CONTINUED

Critical accounting judgements and key sources of estimation and uncertainty continued

The significant areas of estimation and uncertainty are:

Property valuation: The most significant area of estimation and uncertainty in the consolidated financial statements is in respect of the valuation of the property portfolio, where external valuations are obtained. The valuation of the Group's property portfolio is inherently subjective due to the assumptions as outlined within note 15 'Property Portfolio' and this subjectivity may result in a material adjustment to the carrying amounts of the assets and liabilities year on year. As a result, the valuations the Group places on its property portfolio are subject to a degree of uncertainty and are made on the basis of assumptions which may not prove to be accurate and could therefore have a material effect on the Group's financial performance and position.

The key areas of accounting judgement are:

Property classification: Judgement is required in the classification of property between investment and development, trading and owner occupied. Management considers each property separately and reviews factors including the long-term intention for the property, in determining if trading, and the level of ancillary income, in determining if owner occupied, to ensure the appropriate classification.

Other less significant judgements and sources of estimation and uncertainty relate to revenue recognition, significant disposals, provisions, share-based payment and contingent liabilities.

## Operating segments

Management has determined the operating segments with reference to reports on divisional financial performance and position that are regularly reviewed by the Executive Directors, who are deemed to be the chief operating decision makers.

## Revenue recognition

Rent receivable consists of gross income calculated on an accruals basis, together with services where the Group acts as principal in the ordinary course of business, excluding sales of property. Rental income is spread evenly over the period from lease commencement to lease expiry.

Tenant lease incentive payments, including surrender premiums paid which can be directly linked to enhanced rental income, are amortised on a straight-line basis over the lease term. Upon receipt of a surrender premium for the early termination of a lease, the profit and non-recoverable outgoings relating to the lease concerned are immediately reflected in net rental income.

Contingent rents, being those lease payments that are not fixed at the inception of a lease, for example increases arising on rent reviews, are recorded as income in the periods in which they are earned.

Where the outcome of an outstanding rent review is reasonably certain, rent is accrued from the review date based upon an estimated annual rent. Estimates are derived from knowledge of market rents for comparable properties determined on an individual property basis and updated for progress of negotiations.

Where revenue is obtained by the sale of property, it is recognised when the significant risks and rewards have been transferred to the buyer. This will normally take place on exchange of contracts unless there are conditions that suggest insufficient probability of future economic benefits flowing to the Group. For conditional exchanges, sales are recognised when these conditions are satisfied. Revenue arising from the sale of property under construction is recognised when contracts have been exchanged, the building work is physically complete and significant conditions with the buyer have been satisfied.

#### Other income

Other income includes management fees charged to joint ventures for services associated with the management of properties and other general expenses as defined by management agreements.

Interest income is accrued on a time basis, by reference to the principal outstanding and the effective interest rate.

### Foreign currencies

Transactions in currencies other than the Company's functional currency are recorded at the exchange rate prevailing at the transaction date. Foreign exchange gains and losses resulting from settlement of these transactions and from retranslation of monetary assets and liabilities denominated in foreign currencies are recognised in the income statement except for differences arising on the retranslation of available-for-sale investments which are recognised in other comprehensive income.

#### Income taxes

Current tax is the amount payable on the taxable income for the year and any adjustment in respect of prior years. It is calculated using rates that have been enacted or substantially enacted by the balance sheet date.

In accordance with IAS 12 'Income Taxes', deferred tax is provided for using the balance sheet liability method on temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the tax bases of those assets and liabilities. However, temporary differences are not recognised to the extent that they arise from the initial recognition of goodwill or an asset or liability in a transaction that is not a business combination and at the time of the transaction, affects neither accounting nor taxable profit or loss; or are associated with investments in subsidiaries, joint ventures and associates where the timing of the reversal of the temporary difference can be controlled by the parent, venture or investor, respectively, and it is probable that the temporary differences will not reverse in the foreseeable future.

Deferred tax is determined using tax rates that have been enacted or substantively enacted by the balance sheet date and are expected to apply when the related deferred tax asset is realised or the deferred tax liability is settled.

Deferred tax assets are recognised only to the extent that management believes it is probable that future taxable profit will be available against which the deferred tax assets can be recovered. Deferred tax assets and liabilities are only offset when there is a legally enforceable right to offset current tax assets and liabilities and when the deferred tax assets and liabilities relate to income taxes levied by the same tax authority on either the same taxable group or different taxable entities where there is an intention to settle balances on a net basis.

Tax is included in the income statement except when it relates to items recognised in other comprehensive income or directly in equity, in which case the related tax is also recognised in other comprehensive income or directly in equity respectively.

#### Discontinued operation

A discontinued operation is a component of the Group's business that represents a separate major line of the business that has been disposed of or meets the criteria for classification as held for sale. Discontinued operations are presented separately from continuing operations in both the income statement and statement of cash flows. The comparatives have been re-presented as a result of the discontinued operation.

## Share-based payment

The cost of granting share options and other share-based remuneration to employees and Directors is recognised through the income statement with reference to the fair value of the instrument at the date of grant.



## Notes to the accounts continued

## 1 PRINCIPAL ACCOUNTING POLICIES CONTINUED

#### Share-based payment continued

The income statement is charged over the vesting period of the options with a corresponding increase in equity. An option pricing model is used applying assumptions around expected yields, forfeiture rates, exercise price and volatility.

Upon eventual exercise, a reserves transfer occurs with no further charge reflected in the income statement.

Own shares held in connection with employee share plans and other share-based payment arrangements are treated as treasury shares and deducted from equity.

#### Investment and development property

Investment and development property is owned or leased by the Group and held for long-term rental income and capital appreciation.

The Group has chosen to use the fair value model. Property and any related obligations are initially recognised when the significant risks and rewards attached to the property have transferred to the Group. Payments made in respect of the future acquisition of investment and development property, as is the case for the CLSA, are initially recognised as prepayments until the recognition criteria outlined above have been met. Investment and development property is recorded at cost and subsequently revalued at the balance sheet date to fair value as determined by professionally qualified external valuers on the basis of market value.

The fair value of property is arrived at by adjusting the market value as above for directly attributable tenant lease incentives and fixed head leases.

Property held under leases is stated gross of the recognised finance lease liability.

The valuation is based upon assumptions as outlined within the property portfolio note. These assumptions conform with the Royal Institution of Chartered Surveyors ("RICS") Valuation Professional Standards. The cost of development properties includes capitalised interest and other directly attributable outgoings, with the exception of properties and land where no development is imminent in which case no interest is included. Interest is capitalised (before tax relief) on the basis of the weighted average cost of debt outstanding until the date of practical completion.

When the Group redevelops a property for continued future use, that property is classified as investment and development property during the redevelopment period and continues to be measured at fair value.

Gains or losses arising from changes in the fair value of investment and development property are recognised in the income statement in the period in which they arise. Depreciation is not provided in respect of investment property including plant and equipment integral to such investment property. Investment and development properties cease to be recognised as investment and development property when they have been disposed of or when they cease to be held for the purpose of generating rental income or for capital appreciation.

Disposals are recognised on completion. Gains or losses arising are recognised in the income statement. The gain on disposal is determined as the difference between the net sales proceeds and the carrying amount of the asset at the commencement of the accounting period plus capital expenditure in the period.

A property ceases to be recognised as investment and development property and is transferred at its fair value to trading property when in the Directors' judgement, development commences with the intention of sale. Criteria considered in this assessment include

the Board's stated intention, contractual commitments and physical, legal and financial viability.

When the use of a property changes from trading property to investment and development property, the property is transferred at fair value with any resulting gain recognised in the income statement.

#### Trading property

Trading property comprises those properties that in the Directors' view are not held for long-term rental income or capital appreciation and are expected to be disposed of within one year of the balance sheet date or to be developed with the intention to sell.

Such property is constructed, acquired, or if transferred from investment and development property, transferred at fair value which is deemed to represent cost. Subsequently trading property is carried at the lower of cost and net realisable value. Net realisable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and selling costs. Net realisable value approximates market value as determined by professionally qualified external valuers at the balance sheet date.

The amount of any write down of trading property to market value is recognised as an expense in the period the write down occurs. Should a valuation uplift occur in a subsequent period, the amount of any reversal shall be recognised as a reduction in the previous write down in the period in which the uplift occurs. This may not exceed the property's cost.

The sale of trading property is recognised as revenue when the significant risks and rewards have been transferred to the buyer. Total costs incurred in respect of trading property are recognised simultaneously as an expense.

#### Leases

Leases are classified according to the substance of the transaction.

A lease that transfers substantially all the risks and rewards of ownership to the lessee is classified as a finance lease. All other leases are classified as operating leases.

#### Group as a lessee:

In accordance with IAS 40 'Investment Property', property held under finance and operating leases may be accounted for as investment property. Finance leases are recognised as both an asset and an obligation to pay future minimum lease payments. The investment property asset is included in the balance sheet at the lower of fair value and the present value of minimum lease payments, gross of the recognised finance lease liability. Lease payments are allocated between the liability and finance charges so as to achieve a constant financing rate.

Other finance leased assets are capitalised at the lower of the fair value of the leased asset and the present value of the minimum lease payments and depreciated over the shorter of the lease term and the useful life of the asset.

Rental expenses under operating leases are charged to the income statement on a straight-line basis over the lease term.

## Plant and equipment

Plant and equipment consist of fixtures, fittings and other office equipment. Plant and equipment are stated at cost less accumulated depreciation and any accumulated impairment losses. Cost includes the original purchase price of the asset plus any attributable cost in bringing the asset to its working condition for its intended use. Depreciation is charged to the income statement on a straight-line basis over an asset's estimated useful life. Currently, the maximum life of the Group's plant and equipment is five years.

## 1 PRINCIPAL ACCOUNTING POLICIES CONTINUED

#### Investment in Group companies

Investment in Group companies, which eliminates on consolidation, is stated in the Company's separate financial statements at cost less impairment losses, if any. Impairment losses are determined with reference to the investment's fair value less estimated selling costs. Fair value is derived from the subsidiary's, and their subsidiaries', net assets at the balance sheet date. On disposal, the difference between the net disposal proceeds and its carrying amount is included in the income statement.

#### Investment in joint ventures

Joint ventures are those entities over whose activities the Group has joint control, established by contractual agreement. Investments in joint ventures are accounted for using the equity method. On initial recognition the investment is recognised at cost, and the carrying amount is subsequently increased or decreased to recognise the Group's share of the profit or loss of the joint venture after the date of acquisition. Goodwill, if any, on acquisition is included in the carrying amount of the investment.

The Group's investment in joint ventures is presented separately on the balance sheet and the Group's share of the joint venture's post-tax profit or loss for the period is also presented separately in the income statement.

Where there is an indication that the Group's investment in joint ventures may be impaired the Group evaluates the recoverable amount of its investment, being the higher of the joint venture's fair value less costs to sell and value in use. If the recoverable amount is lower than the carrying value an impairment loss is recognised in the income statement.

If the Group's share of losses in a joint venture equals or exceeds its investment in the joint venture, the Group does not recognise further losses, unless it has legal or constructive obligations to make payments on behalf of the joint venture.

## Derivative financial instruments

The Group uses non-trading derivative financial instruments to manage exposure to interest rate risk. They are initially recognised on the trade date at fair value and subsequently remeasured at fair value based on market price. The method of recognising the resulting gain or loss depends on whether the derivative is designated as a hedging instrument, and if so, the nature of the item being hedged. Instruments that have not been designated as qualifying for hedge accounting are classified as held for trading. Changes in fair value of these instruments are recognised directly in the income statement.

The Group designates certain derivatives as hedges of a highly probable forecast transaction (cash flow hedge). For hedging instruments, the Group documents at the inception of the transaction the relationship between hedging instruments and hedged items, as well as its risk management objectives and strategy for undertaking hedging transactions. The Group also documents its assessment, both at hedge inception and on an ongoing basis, of whether the derivatives that are used in hedging transactions are highly effective in offsetting changes in cash flows of hedged items.

The effective portion of changes in the fair value of derivatives that are designated and qualify as cash flow hedges is recognised in other comprehensive income. The gain or loss relating to the ineffective portion is recognised immediately in the income statement. Amounts accumulated in equity are reclassified to profit or loss in the periods when the hedged item affects profit or loss.

When a hedging instrument expires or is sold, or when a hedge no longer meets the criteria for hedge accounting, any cumulative gain or loss existing in equity at that time remains in equity and is recognised when the forecast transaction is ultimately recognised in the income statement. When a forecast transaction is no longer expected to occur, the cumulative gain or loss that was reported in equity is immediately transferred to the income statement.

#### Trade and other receivables

Trade and other receivables are initially recognised at fair value and subsequently measured at amortised cost. The Directors exercise judgement as to the collectability of the Group's trade and other receivables and determine when it is appropriate to impair these assets.

## Impairment of financial assets

An annual review is conducted for financial assets to determine whether there is any evidence of a loss event as described by IAS 39 'Financial Instruments: Recognition and Measurement'. Factors such as days past due, credit status of the counterparty, historical evidence of collection and probability of deriving future economic benefit are considered to assess whether there is objective evidence of impairment. The amount of any potential loss is calculated by estimating future cash flows or by using fair value where this is available through observable market prices. If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the original impairment was recognised, the impairment reversal is recognised in the income statement on a basis consistent with the original charge.

#### Cash and cash equivalents

Cash and cash equivalents are recognised at fair value. Cash and cash equivalents comprise cash on hand, deposits with banks and other short-term highly liquid investments with original maturities of three months or less.

## Trade and other payables

Trade payables are obligations for goods or services acquired in the ordinary course of business. Trade and other payables are recognised at fair value and subsequently measured at amortised cost until settled.

#### Deposits

Property deposits and on account receipts are held within trade and other payables.

#### **Provisions**

Provisions are recognised when the Group has a current obligation arising from a past event and it is probable that the Group will be required to settle the obligation. Provisions are measured at the Directors' best estimate of the expenditure required to settle the obligation at the balance sheet date.

#### **Borrowings**

Borrowings are ordinarily recognised initially at their net proceeds as an approximation of fair value.

If the transaction price is not an approximation of fair value at initial recognition, the Group determines the fair value as evidenced by a quoted price in an active market for an identical instrument or based on a valuation technique that uses data from observable markets. Where equity holders of the Group are party to the transaction the difference between the net proceeds and fair value is recognised within equity. Borrowings are subsequently carried at amortised cost. Any transaction costs, premiums or discounts are capitalised and recognised over the contractual life of the loan using the effective interest rate method; or on a straight line basis where it is impractical to do so.

In the event of early repayment, transaction costs, premiums or discounts paid or unamortised costs are recognised immediately in the income statement.



## Notes to the accounts continued

## 1 PRINCIPAL ACCOUNTING POLICIES CONTINUED

#### **Pensions**

The costs of the defined contribution scheme and the Group's personal pension plans are charged against profits in the year in which they fall due.

## Contingent liabilities and capital commitments

Contingent liabilities are disclosed where there are present or possible obligations arising from past events, but the economic impact is uncertain in timing, occurrence or amount. A description of the nature and, where possible, an estimate of the financial effect of contingent liabilities are disclosed.

Capital commitments are disclosed when the Group has a contractual future obligation which has not been provided for at the balance sheet date. Amounts are only provided for where such obligations are onerous.

## Share capital

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of ordinary shares are recognised as a deduction from equity, net of any tax effects.

#### 2 SEGMENTAL REPORTING

Management has determined the operating segments based on reports reviewed by the Executive Directors, who are deemed to be the chief operating decision makers. The principal performance measures have been identified as net rental income and net asset value.

For management and reporting purposes the Group is organised into three divisions:

- Covent Garden;
- Earls Court Properties represents the Group's interests in the Earls Court area, comprising properties held in ECPL, Lillie Square, the Empress State Building and a number of smaller properties in the Earls Court area; and
- Other comprises Innova, the discontinued activity of Venues and The Great Capital Partnership, other head office companies and investments, including the payment of internal rent.

Management information is reported to the chief operating decision makers on a Group share basis. Outlined below is the Group share by segment:

Segment	Group share		
Covent Garden	100%		
Earls Court Properties			
ECPL	63%		
Lillie Square	50%		
Empress State	100%		
Other	100%		
Other			
Innova	50%		
GCP	50%		
Venues <sup>1</sup>	0%		
Other	100%		

<sup>1</sup> Venues was 100 per cent owned until 7 April 2017. Subsequent to this the Group share ownership is nil.

Segmental reporting has been presented in line with management information and therefore consolidation adjustments are presented to reconcile segmental performance and position to the IFRS total.

The Group's operating segments derive their revenue primarily from rental income from lessees.

Unallocated expenses consist primarily of costs incurred centrally which are neither directly nor meaningfully attributable to individual segments.

# 2 SEGMENTAL REPORTING CONTINUED

Reportable segments

Reportable segments			2017			
Continuing operations	Covent Garden £m	Earls Court Properties £m	Other £m	Group total £m	Consolidation adjustments £m	IFRS total £m
Revenue <sup>1</sup>	65.7	113.6	1.8	181.1	(93.4)	87.7
Rent receivable	57.7	18.2	(0.5)	75.4	0.5	75.9
Service charge income	4.1	0.3	-	4.4	(0.3)	4.1
Rental income	61.8	18.5	(0.5)	79.8	0.2	80.0
Rental expenses <sup>2</sup>	(12.9)	(0.7)	-	(13.6)	0.5	(13.1)
Net rental income/(expense)	48.9	1 <i>7</i> .8	(0.5)	66.2	0.7	66.9
Profit on sale of trading property	0.9	13.6	-	14.5	(13.6)	0.9
Other income	-	-	2.3	2.3	1.5	3.8
Gain/(loss) on revaluation and sale of						
investment and development property	93.4	(121.4)	-	(28.0)	(62.9)	(90.9)
Write down of trading property	-	(0.6)	-	(0.6)	0.6	-
Impairment of other receivables	-	-	-	-	(1.3)	(1.3)
Segment profit/(loss)	143.2	(90.6)	1.8	54.4	(75.0)	(20.6
Unallocated costs:						
Administration expenses				(38.7)	(0.1)	(38.8)
Operating profit/(loss)				15. <i>7</i>	(75.1)	(59.4)
Net finance costs <sup>3</sup>				(15.5)	12.4	(3.1)
Profit/(loss) before tax				0.2	(62.7)	(62.5)
Taxation				(6.7)	-	(6.7)
Loss for the year from continuing						
operations				(6.5)	(62.7)	(69.2)
Discontinued operation						
Profit for the year from discontinued operation				6.1	-	6.1
Loss for the year				(0.4)	(62.7)	(63.1)
Loss attributable to:						
Owners of the Parent				(0.4)	-	(0.4)
Non-controlling interest				-	(62.7)	(62.7)
Summary balance sheet						
Total segment assets <sup>4</sup>	2,565.4	1,056.0	40.8	3,662.2	275.7	3,937.9
Total segment liabilities <sup>4</sup>	(773.5)	(103.1)	(9.1)	(885.7)	30.1	(855.6)
Segmental net assets	1,791.9	952.9	31 <i>.7</i>	2,776.5	305.8	3,082.3
Unallocated assets <sup>3</sup>				23.3	-	23.3
Net assets				2,799.8	305.8	3,105.6
Other segment items:						
Depreciation	(0.3)	(1.5)	(0.3)	(2.1)	0.2	(1.9)
Capital expenditure	(177.3)	(56.2)	(0.1)	(233.6)	15.2	(218.4)

- $1 \quad \text{IFRS total continuing revenue of } \pounds 87.7 \text{ million comprises rental income of } \pounds 80.0 \text{ million, proceeds from sale of trading property of } \pounds 3.9 \text{ million, and other income of } \pounds 3.8 \text{ million.}$
- 2 Comprises service charge and other non-recoverable costs.
- ${\it 3} \quad \text{The Group operates a central treasury function which manages and monitors the Group's finance income and costs on a net basis and the majority of the Group's cash balances.}$
- ${\bf 4} \quad Total \, segmental \, assets \, and \, total \, segmental \, liabilities \, exclude \, loans \, between \, and \, investments \, in \, Group \, undertakings.$

# 2 SEGMENTAL REPORTING CONTINUED

Reportable segments

			Re-presented 2	2016		
_	Covent Garden	Earls Court Properties	Other	Group total	Consolidation adjustments	IFRS total
Continuing operations	£m	£m	m£	m2	£m	m2
Revenue <sup>1</sup>	71.4	20.4	2.3	94.1	-	94.1
Rent receivable	49.4	17.7	(0.4)	66.7	0.8	67.5
Service charge income	3.2	_	_	3.2		3.2
Rental income	52.6	17.7	(0.4)	69.9	0.8	70.7
Rental expenses <sup>2</sup>	(11.1)	(0.9)	_	(12.0)	(0.3)	(12.3)
Net rental income/(expense)	41.5	16.8	(0.4)	57.9	0.5	58.4
Profit/(loss) on sale of trading property	5.6	(1.2)	_	4.4	1.2	5.6
Other income	_	_	2.7	2.7	1.9	4.6
Gain/(loss) on revaluation and sale of investment						
and development property	126.1	(247.2)	0.1	(121.0)	(110.2)	(231.2)
Write down of trading property	-	(0.4)	_	(0.4)	0.4	-
Profit on sale of available-for-sale investments	_	_	0.4	0.4	_	0.4
Impairment of other receivables	_	_	_	_	(14.8)	(14.8)
Other costs	_	(5.0)	_	(5.0)	_	(5.0)
Segment profit/(loss)	173.2	(237.0)	2.8	(61.0)	(121.0)	(182.0)
Unallocated costs:						
Administration expenses				(41.9)	(O.1)	(42.0)
Operating loss				(102.9)	(121.1)	(224.0)
Net finance costs <sup>3</sup>				(37.7)	10.6	(27.1)
Share of post-tax loss from joint ventures				_	(0.3)	(0.3)
Loss before tax				(140.6)	(110.8)	(251.4)
Taxation				13.6	5.9	19.5
Loss for the year from continuing operations				(127.0)	(104.9)	(231.9)
Discontinued operation						
Profit for the year from discontinued operation	_	_	8.4	8.4	_	8.4
Loss for the year				(118.6)	(104.9)	(223.5)
loss attributable to:				, , , ,	, , , , , ,	(
Owners of the Parent				(118.6)	_	(118.6)
Non-controlling interest				-	(104.9)	(104.9)
Summary balance sheet					(10111)	( )
Total segment assets <sup>4</sup>	2,294.0	1,213.2	348.3	3,855.5	252.6	4,108.1
Total segment liabilities <sup>4</sup>	(724.8)	(240.3)	(95.9)	(1,061.0)	115.6	(945.4)
Segmental net assets	1,569.2	972.9	252.4	2,794.5	368.2	3,162.7
Unallocated assets <sup>3</sup>	1,507.2	7/ L.7	202.4	10.5	300.2	10.5
Net assets				2,805.0	368.2	3,173.2
1				2,003.0	JUU.Z	0,1/0.2
Other segment items:	10.01	(1.0)	10.71	10.01	0.4	/1 0
Depreciation	(0.2)	(1.3)	(0.7)	(2.2)	0.4	(1.8)
Capital expenditure	(153.9)	(80.2)	(1.5)	(235.6)	31.1	(204.5)

 $<sup>1 \</sup>quad \text{IFRS total continuing revenue of } \pounds 94.1 \, \text{million comprises rental income of } \pounds 70.7 \, \text{million, proceeds from sale of trading property of } \pounds 18.8 \, \text{million and other income of } \pounds 4.6 \, \text{million.}$ 

 $<sup>{\</sup>tt 2} \quad {\tt Comprises \, service \, charge \, and \, other \, non-recoverable \, costs.}$ 

 $<sup>{\</sup>it 3} \quad \text{The Group operates a central treasury function which manages and monitors the Group's finance income and costs on a net basis and the majority of the Group's cash balances.}$ 

<sup>4</sup> Total segmental assets and total segmental liabilities exclude loans between and investments in Group undertakings.

£m

14.8

£m

1.3

### 3 PROFIT ON SALE OF TRADING PROPERTY

Continuing operations	201 <i>7</i> £m	2016 £m
Proceeds from the sale of trading property	3.9	18.8
Cost of sale of trading property	(2.9)	(12.9)
Agent, selling and marketing fees	(0.1)	(0.3)
Profit on sale of trading property	0.9	5.6

### 4 LOSS ON REVALUATION AND SALE OF INVESTMENT AND DEVELOPMENT PROPERTY

		Re-presented
Continuing operations	201 <i>7</i> £m	2016 £m
Loss on revaluation of investment and development property	(90.8)	(231.4)
(Loss)/gain on sale of investment and development property	(0.1)	0.2
Loss on revaluation and sale of investment and development property	(90.9)	(231.2)
5 IMPAIRMENT OF OTHER RECEIVABLES		
	0017	0017

Following an impairment review of amounts receivable from joint ventures by the Group, a net impairment of £1.3 million has been recognised (2016: £14.8 million). The Lillie square joint venture incurs amortisation charges on deep discount bonds that were issued to the Group and Kwok Family Interests ("KFI") which has contributed to the cumulative losses. The Group has recognised £11.7 million (2016:

During the year the amounts receivable from joint ventures were part repaid resulting in a write back of £8.2 million against amounts previously impaired. The impairment of amounts receivable from joint venture is calculated with reference to the Group's share of the cumulative losses in the Lillie Square joint venture. The carrying value of the investment is £nil (2016: £nil) in accordance with IAS 28 'Investment in Associates and Joint Ventures' ("IAS 28"). Refer to note 17 'Investment in Joint Ventures'.

Due to objective evidence existing an impairment assessment was performed in accordance with IAS 39 'Financial instruments' comparing the carrying amount of the deep discount bonds to the present value of the estimated future cash flows. This has resulted in a write down of £9.5 million which has been recorded against the deep discount bonds.

# 6 OTHER COSTS

Continuing operations

Impairment of other receivables

£10.5 million) finance income on these deep discount bonds.

On 30 August 2012, the Group completed a joint venture arrangement with KFI. The venture, to develop land interests at Lillie Square, resulted in the loss of control of the former subsidiary Lillie Square GP Limited and the disposal of a 50 per cent limited partnership interest in Lillie Square LP. As at 31 December 2016 additional costs associated with the transaction were incurred resulting in a loss of £5.0 million. No additional costs were incurred in 2017.

### 7 EMPLOYEE INFORMATION

### (a) Employee costs

Social security costs <sup>1</sup> Other pension costs 1.0 Share-based payment 2.2	esented
Social security costs <sup>1</sup> Other pension costs 1.0 Share-based payment 2.2	2016 £m
Other pension costs  Share-based payment  2.0	20.0
Share-based payment 2.0	0.1
	1.1
	1.1
Total employee costs from continuing operations 22.8	22.3
Discontinued operation	
Employee costs from discontinued operation 4.1	8.1
Total employee costs 26.9	30.4

<sup>1</sup> Included in social security costs is a credit of £0.1 million for national insurance on share options (2016: credit of £2.5 million). The credit for both years is due to changes in vesting and forfeiture assumptions.

### (b) Employee numbers

Average monthly number of people (including Executive Directors) employed	2017	2016
Venues <sup>1</sup>	49	155
Capco head office including Earls Court Properties & Covent Garden	122	143
Total average headcount	171	298

 $_{\rm 1}$   $\,$  Average headcount for Venues relates to the period of ownership, up to 7 April 2017.

The details of individual Directors' remuneration and pension benefits as set out in the tables contained in the Directors' Remuneration Report on pages 68 to 86 form part of these consolidated financial statements.

# 8 AUDITORS' REMUNERATION

		Re-presented
Continuing operations	201 <i>7</i> £m	2016 £m
Remuneration to the principal auditor in respect of audit fees:		
Parent Company and Group consolidated financial statements	0.2	0.2
Statutory audit of subsidiaries	0.1	0.2
Fees related to the audit of the Company and its subsidiaries	0.3	0.4
Audit related assurance services including interim review	0.1	0.1
Total fees for audit and audit related services	0.4	0.5

The Group's auditors, PricewaterhouseCoopers LLP, are engaged on assignments additional to their statutory duties where their expertise and experience of the Group are important. 2017 non-audit fees, including the interim review, represented 15.2 per cent of the total fee. Further details on the Audit Committee's non-audit services policy can be found on pages 63 and 64.

### 9 FINANCE INCOME

	2017	2016
Continuing operations	£m	£m
Finance income:		
On deposits and other	0.8	0.3
Finance income	0.8	0.3
Other finance income:		
On deep discount bonds	11. <i>7</i>	10.5
Other finance income <sup>1</sup>	11. <i>7</i>	10.5
1 Excluded from the calculation of underlying earnings as deep discount bonds eliminate on a Group share basis.		
10 FINANCE COSTS		
Continuing operations	201 <i>7</i> £m	2016 £m
Finance costs:		
On bank overdrafts, loans and other	22.7	20.5
On obligations under finance leases	0.5	0.5
Gross finance costs	23.2	21.0
Interest capitalised on property under development	(3.3)	(1.4)
Finance costs	19.9	19.6
Other finance costs:		
Costs of termination of bank loans and other	_	5.3
Other finance costs <sup>1</sup>	-	5.3

<sup>1</sup> Non-recurring finance costs and therefore excluded from the calculation of underlying earnings.

Interest is capitalised, before tax relief, on the basis of the weighted average cost of debt of 2.8 per cent (2016: 2.7 per cent) applied to the cost of property under development during the year.

### 11 TAXATION

		Re-presented <sup>1</sup>
Continuing operations	201 <i>7</i> £m	2016 £m
Current income tax:	ZIII	£III
Current income tax charge excluding non-underlying items	0.9	1.4
Current income tax	0.9	1.4
Deferred income tax:		
On accelerated capital allowances	1.0	0.5
On fair value of investment and development property	-	(15.6)
On fair value of derivative financial instruments	1.9	(2.4)
On Group losses	1.6	(4.7)
On other temporary differences	0.7	1.5
Deferred income tax	5.2	(20.7)
Current income tax charge on non-underlying items	0.8	-
Adjustments in respect of previous years – current income tax	-	(0.4)
Adjustments in respect of previous years – deferred income tax	(0.2)	0.2
Total income tax charge/(credit) reported in the consolidated income statement	6.7	(19.5)

# Factors affecting the tax charge for the year

The tax assessed for the year is £6.7 million against a loss of £62.5 million. A reconciliation against the standard rate of corporation tax in the United Kingdom ("UK") is explained below:

Continuing operations	201 <i>7</i> £m	2016 £m
Loss before tax	(62.5)	(251.4)
Loss on ordinary activities multiplied by the standard rate in the UK of 19.25% (2016: 20.0%)	(12.0)	(50.3)
Unrecognised deferred income tax on revaluation losses	1 <i>7</i> .4	31.5
Adjustments in respect of previous years	(0.2)	(0.2)
Transfer pricing adjustments	-	0.4
Expenses disallowed	0.5	1.4
Group relief	0.8	2.3
Other temporary differences	0.2	(3.7)
Reduction in deferred income tax following change in corporation tax rate	-	(0.9)
Total income tax charge/(credit) reported in the consolidated income statement	6.7	(19.5)

Re-presented to reflect taxation of continuing operations. £2.7 million tax charge relating to Venues, now presented within discontinued operation (refer to note 12 'Discontinued Operation').

Tax arising on items recognised in other comprehensive income is also reflected within other comprehensive income. This includes deferred tax on movements on the cash flow hedge. Tax arising on items recognised directly in equity is reflected in equity. This includes deferred tax on an element of the share-based payment.

Following the enactment of Finance (No. 2) Act 2015 and Finance Act 2016, the main rate of corporation tax reduced to 19 per cent from April 2017 and will reduce further to 17 per cent from April 2020.

# 12 DISCONTINUED OPERATION

On 7 April 2017, the Group completed the sale of Venues, its exhibition business, comprising Olympia London together with certain related property assets for a total gross cash consideration of £296.0 million. The disposal was in line with the Group strategy following the successful transition of shows from the former Earls Court Exhibition Centres to Olympia. After the repayment of debt, working capital adjustments and transaction related costs, net proceeds received were £230.2 million. Based on the net assets at the date of disposal a profit has been recognised on the sale of £2.1 million. As part of the sale, the defined benefit scheme the Group previous held was sold to the purchaser and therefore the Group has no outstanding liability in relation to the scheme.

The net assets at the date of disposal were as follows:

	7 April 2017 £m
Investment and development property	292.8
Other non-current assets	0.8
Pension asset	1.4
Cash and cash equivalents <sup>1</sup>	10.8
Other current assets	8.9
Other current liabilities	(15.9)
Deferred tax	(15.7)
Borrowings	(55.0)
Net assets	228.1
Net consideration <sup>2</sup>	230.2
Profit on disposal	2.1

- 1 Cash and cash equivalents include £6.0 million of restricted cash and cash equivalents.
- 2 Sale of discontinued operation as per the consolidated statement of cash flows as at 31 December 2017 is £226.0 million. This differs to the net consideration above of £230.2 million by £4.2 million. This is due to accrued transaction costs of £0.6 million less unrestricted cash and cash equivalents disposed of with the transaction of £4.8 million.

The Venues results, which have been included in the income statement as discontinued operation, were:

Summarised income statement	Period ended 7 April 2017 £m	Year ended 31 December 2016 £m
Revenue	10.2	33.3
Net rental income	7.2	23.6
Loss on revaluation of investment and development property	-	(3.8)
Administration expenses	(2.7)	(8.6)
Operating profit	4.5	11.2
Net finance costs	(0.5)	(O.1)
Profit before tax	4.0	11.1
Taxation	-	(2.7)
Profit after tax	4.0	8.4
Profit on disposal	2.1	_
Profit for the period/year from discontinued operation	6.1	8.4
Underlying earnings adjustments		
Loss on revaluation and sale of investment and development property	-	3.8
Deferred tax adjustments	-	3.4
Change in fair value of derivative financial instruments	0.1	0.1
Profit on disposal	(2.1)	_
Underlying earnings from discontinued operation	4.1	15.7

# 12 DISCONTINUED OPERATION CONTINUED

The Venues cash flows, which have been included in the statement of cash flow as a discontinued operation, were:

		Period ended	Year ended
		7 April 201 <i>7</i>	31 December 2016
Summarised cash flows	Note	£m	£m
Cash flows from operating activities	31	8.0	11.8
Interest paid		(0.4)	_
Net cash inflow from operating activities		7.6	11.8
Purchase and development of property, plant and equipment		(0.1)	(1.9)
Pension funding		(2.3)	-
Net cash outflow from investing activities		(2.4)	(1.9)
Borrowings drawn		-	50.0
Purchase of derivative financial instruments		-	(0.2)
Transactions with Group by discontinued operation		(5.4)	(57.1)
Net cash outflow from financing activities		(5.4)	(7.3)
Net cash outflow from financing activities		(5.4)	(/.3)
Net (decrease)/increase in unrestricted cash and cash equivalents from disco	ontinued	(5.4)	(/.3)
	ontinued	(0.2)	2.6
Net (decrease)/increase in unrestricted cash and cash equivalents from disco	ontinued		
Net (decrease)/increase in unrestricted cash and cash equivalents from disco	ontinued	(0.2)	2.6
Net (decrease)/increase in unrestricted cash and cash equivalents from disconperation  Unrestricted cash and cash equivalents at 1 January	ontinued	(0.2) 5.0	2.6
Net (decrease)/increase in unrestricted cash and cash equivalents from disconperation Unrestricted cash and cash equivalents at 1 January Unrestricted cash and cash equivalents at period/year end 13 DIVIDENDS	ontinued	(0.2) 5.0	2.6
Net (decrease)/increase in unrestricted cash and cash equivalents from disconperation Unrestricted cash and cash equivalents at 1 January Unrestricted cash and cash equivalents at period/year end 13 DIVIDENDS Group and Company	ontinued	(0.2) 5.0 4.8	2.6 2.4 5.0
Net (decrease)/increase in unrestricted cash and cash equivalents from disconperation Unrestricted cash and cash equivalents at 1 January Unrestricted cash and cash equivalents at period/year end 13 DIVIDENDS	ontinued	(0.2) 5.0 4.8	2.6 2.4 5.0
Net (decrease)/increase in unrestricted cash and cash equivalents from discoperation  Unrestricted cash and cash equivalents at 1 January  Unrestricted cash and cash equivalents at period/year end  13 DIVIDENDS  Group and Company  Ordinary shares	ontinued	(0.2) 5.0 4.8	2.6 2.4 5.0
Net (decrease)/increase in unrestricted cash and cash equivalents from discoperation  Unrestricted cash and cash equivalents at 1 January  Unrestricted cash and cash equivalents at period/year end  13 DIVIDENDS  Group and Company  Ordinary shares  Prior year final dividend of 1.0p per share (2016: 1.0p)	ontinued	(0.2) 5.0 4.8 2017 £m	2.6 2.4 5.0 2016 £m 8.4
Net (decrease)/increase in unrestricted cash and cash equivalents from discoperation Unrestricted cash and cash equivalents at 1 January Unrestricted cash and cash equivalents at period/year end  13 DIVIDENDS  Group and Company Ordinary shares Prior year final dividend of 1.0p per share (2016: 1.0p) Interim dividend of 0.5p per share (2016: 0.5p)	ontinued	(0.2) 5.0 4.8 2017 £m 8.5 4.2	2.6 2.4 5.0 2016 £m 8.4 4.3 12.7
Net (decrease)/increase in unrestricted cash and cash equivalents from disconperation Unrestricted cash and cash equivalents at 1 January Unrestricted cash and cash equivalents at period/year end  13 DIVIDENDS  Group and Company Ordinary shares Prior year final dividend of 1.0p per share (2016: 1.0p) Interim dividend of 0.5p per share (2016: 0.5p) Dividend expense	ontinued	(0.2) 5.0 4.8 2017 £m 8.5 4.2	2.6 2.4 5.0 2016 £m 8.4 4.3 12.7 (4.3)
Net (decrease)/increase in unrestricted cash and cash equivalents from disconperation Unrestricted cash and cash equivalents at 1 January Unrestricted cash and cash equivalents at period/year end  13 DIVIDENDS  Group and Company Ordinary shares Prior year final dividend of 1.0p per share (2016: 1.0p) Interim dividend of 0.5p per share (2016: 0.5p)  Dividend expense Shares issued in lieu of cash <sup>1</sup>	ontinued	(0.2) 5.0 4.8 2017 £m 8.5 4.2 12.7	2.6 2.4 5.0 2016 £m 8.4 4.3

<sup>1</sup> Shares issued in lieu of cash relates to those shareholders who elect to receive their dividends in scrip form following the declaration of dividend which occurs at the Company's Annual General Meeting.

<sup>2</sup> Adjustments for bonus issue arise from those shareholders who elect to receive their dividends in scrip form prior to the declaration of dividend which occurs at the Company's Annual General Meeting and shareholders who elect to receive their shares on an evergreen basis. These shares are treated as a bonus issue and allotted at nominal value.

# 14 EARNINGS PER SHARE AND NET ASSETS PER SHARE

(a) Earnings per share

(a) Larnings per snare	2017			Re-presented 2016			
	(Loss)/ earnings £m	Shares¹ million	(Loss)/ earnings per share (pence)	(Loss)/ earnings £m	Shares <sup>1</sup> million	(loss)/ earnings per share (pence)	
Continuing and discontinued operations	2,111	IIIIIIOII	(perice)	žIII	IIIIIIOII	(perice)	
attributable to owners of the Parent							
Basic loss	(0.4)	848.7	(0.1)	(118.6)	846.5	(14.0)	
Dilutive effect of contingently issuable share option awards <sup>2</sup>	` -	0.6	` -		0.7		
Dilutive effect of contingently issuable deferred share awards <sup>2</sup>	_	0.2	_	_	_	_	
Dilutive effect of contingently issuable matching nil cost	_		_			_	
options awards <sup>2</sup>		0.1		_	0.1		
Dilutive effect of deferred bonus share option awards <sup>2</sup>	-	0.6	-	_	0.7		
Diluted loss	(0.4)	850.2	(0.1)	(118.6)	848.0	(14.0)	
Continuing operations attributable to owners of the Parent							
Basic loss	(6.5)	848.7	(0.8)	(127.0)	846.5	(15.0)	
Diluted loss	(6.5)	850.2	(0.8)	(127.0)	848.0	(15.0)	
Discontinued operation attributable to owners of the Parent							
Basic profit	6.1	848.7	0.7	8.4	846.5	1.0	
Diluted profit	6.1	850.2	0.7	8.4	848.0	1.0	
Basic loss Group adjustments: Profit on sale of trading property	(6.5) (0.9)			(127.0)			
Loss on revaluation and sale of investment and				. ,			
development property	90.9			231.2			
Other finance costs	-			5.3			
Change in fair value of derivative financial instruments	(4.3)			13.0			
Deferred tax adjustments	2.9			(17.5)			
Non-controlling interest in respect of the Group adjustments	(62.6)			(104.6)			
Joint venture adjustments:	(10.4)			1.0			
(Profit)/loss on sale of trading property <sup>3</sup>	(13.6)			1.2			
(Gain)/loss on revaluation and sale of investment and development property	(0.3)			0.1			
Write down of trading property	0.6			0.4			
EPRA adjusted earnings/(loss) on continuing	0.0			0.4			
operations <sup>4</sup>	6.2	848.7	0.7	(3.5)	846.5	(0.4)	
Profit on sale of available-for-sale investments	-			(0.4)			
Other costs	-			5.0			
Deferred tax adjustments	1.1			(5.0)			
Underlying earnings from continued operations	7.3	848.7	0.9	(3.9)	846.5	(0.5)	
Underlying earnings from discontinued operation	4.1		0.4	15.7		1.9	
Underlying earnings <sup>4</sup>	11.4	848.7	1.3	11.8	846.5	1.4	

 $<sup>1\ \</sup> Weighted average number of shares in issue has been adjusted by {\it 2.1} million ({\it 2016}; {\it 0.3} million) for the issue of bonus shares in connection with the scrip dividend scheme.$ 

<sup>2</sup> Further information on these potential ordinary shares can be found in note 33 'Share-Based Payments'.

<sup>3</sup> Profit/(loss) on sale of trading property relates to Lillie Square sales and includes £3.0 million (2016: £1.4 million) of marketing and selling fees on a Group share basis. Marketing fees include costs for units that have not yet completed.

 $<sup>{\</sup>tt 4-EPRA\,earnings\,and\,underlying\,earnings\,have\,been\,reported\,on\,a\,Group\,share\,basis.}$ 

# 14 EARNINGS PER SHARE AND NET ASSETS PER SHARE CONTINUED

Headline earnings per share is calculated in accordance with Circular 2/2015 issued by the South African Institute of Chartered Accountants ("SAICA"), a requirement of the Group's Johannesburg Stock Exchange ("JSE") listing. This measure is not a requirement of IFRS.

# (a) Earnings per share continued

		2017				
	(Loss)/ earnings £m	Shares¹ million	(Loss)/earnings per share (pence)	(Loss) £m	Shares <sup>1</sup> million	Loss per share (pence)
Continuing and discontinued operations attributable to owners of the Parent						
Basic loss	(0.4)	848.7	(0.1)	(118.6)	846.5	(14.0
Group adjustments:						
Loss on revaluation and sale of investment and development property	90.9			235.0		
Profit on sale of available-for-sale investments	-			(0.4)		
Deferred tax adjustments	0.8			(15.6)		
Non-controlling interest in respect of the Group adjustments	(62.6)			(104.6)		
Joint venture adjustment:						
(Gain)/loss on revaluation of investment and development						
property	(0.3)			0.1		
Headline earnings/(loss)	28.4	848.7	3.3	(4.1)	846.5	(0.5)
Dilutive effect of contingently issuable share option awards <sup>2</sup>	-	0.6		-	0.7	
Dilutive effect of contingently issuable deferred share awards <sup>2</sup>	-	0.2		_	_	
Dilutive effect of contingently issuable matching nil cost options $\mbox{awards}^2$	_	0.1		_	0.1	
Dilutive effect of deferred bonus share option awards <sup>2</sup>	-	0.6		_	0.7	
Diluted headline earnings/(loss)	28.4	850.2	3.3	(4.1)	848.0	(0.5)

- $1 \quad \text{Weighted average number of shares in issue has been adjusted by 2.1 million (2016: 0.3 million) for the issue of bonus shares in connection with the scrip dividend scheme.} \\$
- ${\tt 2} \quad \text{Further information on these potential ordinary shares can be found in note 33 `Share-Based Payments'.}$

# (b) Net assets per share

	2017			2016		
	Net assets £m	Shares million	NAV per share (pence)	Net assets £m	Shares million	NAV per share (pence)
Net assets attributable to owners of the Parent	2,799.8	849.1	329.7	2,805.0	846.1	331.5
Effect of dilution on exercise of contingently issuable share option awards <sup>1</sup>	-	0.6		-	0.7	
Effect of dilution on vesting of contingently issuable deferred share awards <sup>1</sup>	-	0.2		-	_	
Effect of dilution on exercise of contingently issuable matching nil cost option awards <sup>1</sup>	-	0.1			0.1	
Effect of dilution on exercise of deferred bonus share option awards <sup>1</sup>	-	0.6		_	0.7	
Diluted NAV	2,799.8	850.6	329.2	2,805.0	847.6	330.9
Group adjustments:						
Fair value of derivative financial instruments	5.5			13 <i>.7</i>		
Unrecognised surplus on trading property – Group	_			1.5		
Unrecognised surplus on trading property – Joint venture	31.8			46.6		
Deferred tax adjustments	1.9			11.5		
EPRA NAV	2,839.0	850.6	333.8	2,878.3	847.6	339.6
Fair value of derivative financial instruments	(5.5)			(13 <i>.7</i> )		
Excess fair value of debt over carrying value	(9.2)			(12.4)		
Deferred tax adjustments	(1.9)			(11.5)		
EPRA NNNAV	2,822.4	850.6	331.8	2,840.7	847.6	335.1

<sup>1</sup> Further information on these potential ordinary shares can be found in note 33 'Share-Based Payments'.

# 15 PROPERTY PORTFOLIO

(a) Investment and development property

	Property portfolio					Tenure	
	Covent Garden £m	Earls Court Properties £m	Venues £m	Other £m	Total £m	Freehold £m	Leasehold £m
At 1 January 2016	1,949.5	1,606.4	295.0	4.4	3,855.3	1,796.9	2,058.4
Additions from acquisitions	85.2	4.6	-	-	89.8	75.6	14.2
Additions from subsequent expenditure	68.4	44.5	1.5	-	114.4	53.0	61.4
Disposals	_	-	-	(4.4)	(4.4)	(4.4)	-
Gain/(loss) on revaluation <sup>1</sup>	126.1	(357.5)	(3.8)	-	(235.2)	(45.7)	(189.5)
At 31 December 2016	2,229.2	1,298.0	292.7	_	3,819.9	1,875.4	1,944.5
Additions from acquisitions	99.2	2.1	-	_	101.3	14.5	86.8
Additions from subsequent expenditure	<b>78.</b> 1	38.9	0.1	-	11 <i>7</i> .1	72.9	44.2
Sale of discontinued operation	_	-	(292.8)	_	(292.8)	(292.8)	-
Disposals	(6.2)	(2.7)	-	_	(8.9)	(8.9)	-
Gain/(loss) on revaluation <sup>1</sup>	93.4	(184.3)	-	-	(90.9)	59.4	(150.3)
At 31 December 2017	2,493.7	1,152.0	_	-	3,645.7	1,720.5	1,925.2

(b) Trading property

, , , , , , , , , , , , , , , , , , , ,		Property portfolio				Tenure	
	Covent Garden £m	Earls Court Properties £m	Venues £m	Other £m	Total £m	Freehold £m	Leasehold £m
At 1 January 2016	15.5	_	-	-	15.5	15.5	-
Additions from subsequent expenditure	0.3	_	_	_	0.3	0.3	_
Disposals	(12.9)	-	-	-	(12.9)	(12.9)	-
At 31 December 2016 <sup>2</sup>	2.9	-	-	-	2.9	2.9	-
Disposals	(2.9)	-	-	-	(2.9)	(2.9)	-
At 31 December 2017 <sup>2</sup>	-	-	-	-	-	_	-

 $<sup>1 \</sup>quad Loss on revaluation of £90.9 million (2016; loss £235.2 million) is recognised in the consolidated income statement within loss on revaluation and sale of investment and development property. This loss is unrealised and relates to assets held at the end of the year.\\$ 

<sup>2</sup> The value of trading property carried at net realisable value was £nil (2016: £nil).

# 15 PROPERTY PORTFOLIO CONTINUED

(c) Market value reconciliation of total property

	Covent Garden £m	Earls Court Properties £m	Venues £m	Total £m
Carrying value of investment and development				
property at 31 December 2017 <sup>1</sup>	2,493.7	1,152.0	-	3,645.7
Adjustment in respect of fixed head leases	(6.1)	-	-	(6.1)
Adjustment in respect of tenant lease incentives	57.8	-	-	57.8
Market value of investment and development property at 31 December 2017	2,545.4	1,152.0	-	3,697.4
Joint venture:				
Carrying value of joint venture investment, development and trading property at 31 December 2017	_	124.7	_	124.7
Unrecognised surplus on joint venture trading property <sup>2</sup>	-	31.8	-	31.8
	2.545.4	1,308.5	-	3,853.9
Non-controlling interest adjustment:				
Market value of non-controlling interest in investment, development and trading property at 31 December 2017	_	(329.4)	_	(329.4)
Market value of investment, development and trading property on a Group share basis at 31 December 2017	2,545.4	979.1	-	3,524.5
	Covent Garden £m	Earls Court Properties £m	Venues £m	Total £m
Carrying value of investment and development				
property at 31 December 2016	2,229.2	1,298.0	292.7	3,819.9
Carrying value of trading property at 31 December 2016	2.9	_	-	2.9
Carrying value of investment, development and trading property at 31 December 2016 <sup>1</sup>	2,232.1	1,298.0	292.7	3,822.8
Adjustment in respect of fixed head leases	(4.1)	_	_	(4.1)
Adjustment in respect of tenant lease incentives	45.3	_	_	45.3
Unrecognised surplus on trading property <sup>2</sup>	1.5	_	_	1.5
Market value of investment, development and trading property at 31 December 2016	2,274.8	1,298.0	292.7	3,865.5
Joint ventures:				
Carrying value of joint venture investment, development and trading property at 31 December 2016	_	176.0	_	176.0
Unrecognised surplus on joint venture trading property <sup>2</sup>	_	46.6	_	46.6
	2,274.8	1,520.6	292.7	4,088.1
Non-controlling interest adjustment:	,	·		· · · · · · · · · · · · · · · · · · ·
Market value of non-controlling interest in investment, development and trading property at 31 December 2016	_	(378.5)	_	(378.5)
Market value of investment, development and trading property on a Group share basis at 31 December 2016	2,274.8	1,142.1	292.7	3,709.6
	, , , , , ,		**	,

 $<sup>1 \</sup>quad Included \ within investment \ and \ development \ property \ is \ \pounds_{3.3} \ million \ (2016: \pounds_{1.4} \ million) \ of interest \ capitalised \ during \ the \ year \ on \ developments \ in \ progress.$ 

<sup>2</sup> The unrecognised surplus on trading property is shown for informational purposes only and is not a requirement of IFRS. Trading property continues to be measured at the lower of cost and net realisable value in the consolidated financial statements.

### 15 PROPERTY PORTFOLIO CONTINUED

At 31 December 2017, the Group was contractually committed to £57.3 million (2016: £149.2 million) of future expenditure for the purchase, construction, development and enhancement of investment, development and trading property. Refer to note 29 'Capital Commitments' for further information on capital commitments.

The fair value of the Group's investment, development and trading property at 31 December 2017 was determined by independent, appropriately qualified external valuers, JLL for Earls Court Properties (excluding the Empress State Building) and 15-17 Long Acre and CBRE Ltd for the remainder of the Group's property portfolio. The valuations conform to the Royal Institution of Chartered Surveyors ("RICS") Valuation Professional Standards. Fees paid to valuers are based on fixed price contracts.

Each year the Executive Directors, on behalf of the Board, appoint the external valuers. The valuers are selected based upon their knowledge, independence and reputation for valuing assets such as those held by the Group.

Valuations are performed bi-annually and are performed consistently across all properties in the Group's portfolio. At each reporting date appropriately qualified employees of the Group verify all significant inputs and review computational outputs. Valuers submit and present summary reports to the Group's Audit Committee, with the Executive Directors reporting to the Board on the outcome of each valuation round.

Valuations take into account tenure, lease terms and structural condition. The inputs underlying the valuations include market rent or business profitability, likely incentives offered to tenants, forecast growth rates, yields, EBITDA, discount rates, construction costs including any site specific costs (for example Section 106), professional fees, planning fees, developer's profit including contingencies, planning and construction timelines, lease re-gear costs, planning risk and sales prices based on known market transactions for similar properties or properties similar to those contemplated for development. As at 31 December 2017 all Covent Garden properties are valued under the income capitalisation technique. The majority of Earls Court properties are valued under the residual development approach.

Valuations are based on what is determined to be the highest and best use. When considering the highest and best use a valuer will consider, on a property basis, its actual and potential uses which are physically, legally and financially viable. Where the highest and best use differs from the existing use, the valuer will consider the cost and the likelihood of achieving and implementing this change in arriving at its valuation.

A number of the Group's properties have been valued on the basis of their development potential which differs from their existing use. In respect of development valuations, the valuer ordinarily considers the gross development value of the completed scheme based upon assumptions of capital values, rental values and yields of the properties which would be created through the implementation of the development. Deductions are then made for anticipated costs, including an allowance for developer's profit, before arriving at a valuation.

Most notably, within Earls Court Properties, the Empress State Building has been valued on the basis of its development potential as a residential-led scheme. The property is currently used as an office space, generating an income stream for the Group, while the process to achieve the change in use is being implemented.

There are often restrictions on both freehold and leasehold property which could have a material impact on the realisation of these assets. The most significant of these occur when planning permission is required or when a credit facility is in place. These restrictions are factored into the property's valuation by the external valuer. Refer to disclosures surrounding property risks on page 19.

Non-financial assets carried at fair value, as is the case for investment and development property held by the Group, are required to be analysed by level depending on the valuation method adopted under IFRS 13 'Fair Value Measurement' ("IFRS 13"). Trading property is exempt from IFRS 13 disclosure requirements. The different valuation levels are defined as:

Level 1: valuation based on quoted market prices traded in active markets;

Level 2: valuation based on inputs other than quoted prices included within Level 1 that maximise the use of observable data either directly or from market prices or indirectly derived from market prices; and

Level 3: where one or more inputs to valuation are not based on observable market data. Valuations at this level are more subjective and therefore more closely managed, including sensitivity analysis of inputs to valuation models.

When the degree of subjectivity or nature of the measurement inputs changes, consideration is given as to whether a transfer between fair value levels is deemed to have occurred. Unobservable data becoming observable market data would determine a transfer from Level 3 to Level 2. All investment and development properties held by the Group are classified as Level 3.

As at 31 December 2016, £178.5 million of Covent Garden investment and development properties were valued using the residual development method valuation technique. As at 31 December 2017, these properties have been valued using the income capitalisation valuation technique as the developments have completed or are substantially complete.

### 15 PROPERTY PORTFOLIO CONTINUED

The following table sets out the valuation techniques used in the determination of market value of investment and development property on a property by property basis, as well as the key unobservable inputs used in the valuation models.

Property portfolio	Market value 2017 £m	Market value 2016 £m	Valuation technique	Key unobservable inputs	Range (weighted average) 2017	Range (weighted average) 2016
Covent Garden	2,545.4	2,091.9	Income	Estimated rental value	£18 - £362	£13 - £333
			capitalisation	per sq ft1 per annum ("p.a.")	(£91)	(£84)
				Equivalent yield	2.2% - 6.0% (3.6%)	1.8% - 6.0% (3.6%)
	-	178.5	Residual	Construction costs including	-	£319 – £585
			development method	site specific costs per sq ft <sup>1</sup>	-	(£538)
				Developer's profit	-	10.0% - 15.0%
					-	(14.1%)
				Capital value per sq ft1	-	£1,636 – £7,903
					-	(£2,707)
				Finance rate	-	5.5%
Earls Court Properties	23.8	20.5	Income	Estimated rental value	£15 - £52	£21 – £44
			capitalisation	per sq ft <sup>1</sup> p.a.	(£35)	
				Equivalent yield	<b>2.7% - 5.9</b> %	2.8 - 6.9%
					<b>(4.6</b> %)	
	4.5	4.5	Discounted cash flow approach	Pre-tax discount rate	12.5%	10.0%
	1,123.7	1,273.0	Residual	Construction costs including	£204 - £588	£204 – £573
			development method	site specific costs per sq ft <sup>1</sup>	(£534)	(£526)
				Developer's profit	16.0% - 22.0%	15.0% - 22.0%
					(20.8%)	
				Capital value per sq ft <sup>1</sup>	£217 - £2,006	
					(£1,454)	(£1,526)
				Finance rate	4.0% - 5.5%	4.0% - 6.0%
					(4.3%)	(4.3%)
Venues	-	249.1	Discounted cash flow approach	Pre-tax discount rate	-	10.0%
	-	43.6	Residual	Construction costs including	-	£251 - £317
			development method	site specific costs per sq ft <sup>1</sup>	-	(£291)
				Developer's profit	-	15.0% – 20.0% (16.9%)
				Capital value per ea fil	_	
				Capital value per sq ft <sup>1</sup>	-	£210 - £1,318
				Etabasa (	-	(20,13)
At 21 December	2 407 4	0.0/1.1		Finance rate		5.0%
At 31 December	3,697.4	3,861.1				

<sup>1</sup> Estimated rental value and capital value are expressed per square foot on an net internal area basis. Construction costs including site specific costs expressed per square foot on a gross external area basis.

For properties valued under the income capitalisation method, if all other factors remained equal, an increase in estimated rental value of five per cent would result in an increased asset valuation of £119.5 million (2016: £111.8 million). A decrease in the estimated rental value of five per cent would result in a decreased asset value of £115.8 million (2016: £108.7 million). Conversely, an increased equivalent yield of 25 basis points would result in a decreased asset valuation of £174.3 million (2016: £159.8 million). A decreased equivalent yield of 25 basis points would result in an increased asset valuation of £199.4 million (2016: £182.9 million). These inputs are interdependent, partially determined by market conditions. The impact on the valuation could be mitigated by the interrelationship between the two inputs. An increase in estimated rental value occurring in conjunction with an increase in equivalent yield could result in no net impact to the valuation.

For properties valued under the residual development method, an increase in the estimated construction costs of 10 per cent would result in a decrease in the asset valuation of £224.5 million (2016: £238.1 million) and a decrease of 10 per cent would result in an increase in the asset valuation of £225.1 million (2016: £239.4 million). An increase in the developer's profit of one percentage point would result in a decrease in the asset valuation of £24.8 million (2016: £27.8 million) and a decrease of one percentage point would result in an increase in the asset valuation of £24.8 million (2016: £28.6 million). An increased finance rate of 25 basis points would result in a decreased asset valuation of £25.2 million (2016: £26.3 million) and a decrease of 25 basis points would result in an increased asset valuation of £25.0 million (2016: £26.6 million). Conversely, an increase in the capital value per square foot of five per cent would result in an increase in the asset valuation of £144.8 million (2016: £158.1 million) and a decrease of five per cent would result in a decrease in the asset valuation could be mitigated by the interrelationship between these inputs.

An increase in the discount rate included in a discount cash flow valuation of 10 per cent would result in a decrease in the asset valuation of £0.2 million (2016: £22.4 million). A decrease in the discount rate included in a discount cash flow valuation of 10 per cent would result in an increase in the asset valuation of £0.2 million (2016: £38.4 million).



### 16 INVESTMENT IN GROUP COMPANIES

Company	201 <i>7</i> £m	2016 £m
At 1 January and 31 December	516.4	516.4

Investments in Group companies are carried at cost less impairment losses, if any. An impairment test is performed on an annual basis. An impairment charge of £nil was recorded in the current year (2016: £nil).

### 17 INVESTMENT IN JOINT VENTURES

Investment in joint ventures is measured using the equity method. All joint ventures are held with other joint venture investors on a 50:50 basis.

At 31 December 2017, joint ventures comprise the Lillie Square joint venture ("LSJV"), Innova Investment ("Innova") and The Great Capital Partnership ("GCP"). On 29 April 2013, the Group exchanged contracts for the disposal of the final asset, Park Crescent West, in GCP which has since been accounted for as a discontinued operation.

#### LSJV

LSJV was established as a joint venture arrangement with the Kwok Family Interests ("KFI") in August 2012. The joint venture was established to own, manage and develop land interests at Lillie Square. LSJV comprises Lillie Square LP, Lillie Square GP Limited, acting as general partner to the partnership, and its subsidiaries. All major decisions regarding LSJV are taken by the Board of Lillie Square GP Limited, through which the Group shares strategic control.

The summarised income statement and balance sheet of LSJV are presented below.

LSJV	201 <i>7</i> £m	2016 £m
Summarised income statement		
Revenue	190.3	5.5
Net rental expense	-	(0.2)
Gain/(loss) on revaluation of investment and development property	0.6	(O.1)
Proceeds from the sale of trading property	190.1	5.4
Cost of sale of trading property	(156.8)	(5.1)
Agent, selling and marketing fees	(6.1)	(2.7)
Write down of trading property	(1.2)	(0.8)
Administration expenses	(4.4)	(4.8)
Finance costs <sup>1</sup>	(24.9)	(21.2)
Other costs	-	(O.1)
Loss for the year	(2.7)	(29.6)

<sup>1</sup> Finance costs of £23.5 million (2016: £21.0 million) relates to the amortisation of deep discount bonds that were issued by LSJV to the Group and KFI. The bonds are redeemable at their nominal value of £263.4 million on 24 August 2019. The discount applied is unwound over the period to maturity using an effective interest rate. Finance income receivable to the Group of £11.7 million (2016: £10.5 million) is recognised in the consolidated income statement within other finance income.

LSJV	2017 £m	2016 £m
Summarised balance sheet		
Investment and development property	3.7	3.1
Other non-current assets	4.1	2.1
Trading property	245.7	349.0
Cash and cash equivalents <sup>1</sup>	49.8	74.2
Other current assets	0.7	5.8
Borrowings	(63.6)	(155.1)
Other non-current liabilities <sup>2</sup>	(218.9)	(195.4)
Amounts payable to joint venture partners <sup>3</sup>	(71.9)	(102.1)
Other current liabilities <sup>1</sup>	(44.8)	(74.2)
Net liabilities	(95.2)	(92.6)
Capital commitments	14.0	36.4
Carrying value of investment, development and trading property	249.4	352.1
Unrecognised surplus on trading property <sup>4</sup>	63.6	93.2
Market value of investment, development and trading property <sup>4</sup>	313.0	445.3

- 1 Includes restricted cash and cash equivalents of £30.6 million (2016: £59.7 million) relating to amounts received as property deposits that will not be available for use by LSJV until completion of building work. There is a corresponding liability of £30.6 million (2016: £59.7 million) within other current liabilities.
- 2 Other non-current liabilities relate to deep discount bonds. Recoverable amounts receivable by the Group, net of impairments, of £100.0 million (2016: £97.7 million) are recognised on the consolidated balance sheet within non-current trade and other receivables.
- 3 Amounts payable to joint venture partners relate to working capital funding advanced by the Group and KFI.
- 4 The unrecognised surplus on trading property and the market value of LSJV's property portfolio are shown for informational purposes only and are not a requirement of IFRS. Trading property continues to be measured at the lower of cost and net realisable value.

### 17 INVESTMENT IN JOINT VENTURES CONTINUED

#### Innova

On 29 June 2015, the Group acquired a 50 per cent interest in Innova, a joint venture arrangement with Network Rail Infrastructure Limited ("NRIL"). Total acquisition costs were £14.5 million, £2.0 million of which is contingent on achieving consent to develop specific railway sites with NRIL. The joint venture will explore opportunities for future redevelopments on and around significant railway station sites in London.

Innova comprises Innova Investment Limited Partnership (formerly Solum Developments Limited Partnership) and Innova Investment GP Limited (formerly Solum Developments (GP) Limited), acting as general partner to the partnership. All major decisions regarding Innova are taken by the Board of Innova Investment GP Limited, through which the Group shares strategic control.

The summarised income statement and balance sheet of Innova are presented below.

Innova	2017 £m	2016 £m
Summarised income statement		
Administration expenses	-	(0.6)
Loss for the year	-	(0.6)
Innova	2017 £m	2016 £m
Summarised balance sheet		
Other receivables	3.1	0.8
Cash and cash equivalents	1.6	0.5
Other current liabilities	_	(0.5)
Net assets	4.7	0.8

### Reconciliation of summarised financial information:

The table below reconciles the summarised joint venture financial information previously presented to the carrying value of investment in joint ventures as presented on the consolidated balance sheet.

	GCP £m	LSJV £m	Innova £m	Total £m
Net assets/(liabilities) of joint ventures at 31 December 2016	0.1	(92.6)	0.8	(91.7)
Elimination of joint venture partners' interest	_	46.3	(0.4)	45.9
Cumulative losses restricted <sup>1</sup>	_	46.3	-	46.3
Goodwill on acquisition of joint venture <sup>2</sup>	_	_	14.5	14.5
Carrying value at 31 December 2016	0.1	_	14.9	15.0
Net assets/(liabilities) of joint ventures at 31 December 2017	0.1	(95.2)	4.7	(90.4)
Elimination of joint venture partners' interest	-	47.6	(2.4)	45.2
Cumulative losses restricted <sup>1</sup>	-	47.6	-	47.6
Goodwill on acquisition of joint venture <sup>2</sup>	-	-	14.5	14.5
Carrying value at 31 December 2017	0.1	-	16.8	16.9

<sup>1</sup> Cumulative losses restricted represent the Group's share of losses in LSJV which exceed the Group's investment in the joint venture. As a result the carrying value of the investment in LSJV is £nil (2016: £nil) in accordance with the requirements of IAS 28.

### Reconciliation of investment in joint ventures:

The table below reconciles the opening to closing carrying value of investment in joint ventures as presented on the consolidated balance sheet.

Investment in joint ventures	GCP £m	LSJV £m	Innova £m	Total £m
At 1 January 2016	0.1	_	14.7	14.8
Loss for the year <sup>1</sup>	_	(14.8)	(O.3)	(15.1)
Loss restricted <sup>1</sup>	_	14.8	-	14.8
Issue of equity loan notes	_	_	0.5	0.5
At 31 December 2016	0.1	_	14.9	15.0
Loss for the year <sup>1</sup>	_	(1.3)	_	(1.3)
Loss restricted <sup>1</sup>	_	1.3	_	1.3
Issue of equity loan notes	-	_	1.9	1.9
At 31 December 2017	0.1	_	16.8	16.9

Share of post-tax loss from joint ventures in the consolidated income statement of £nil (2016: loss £0.3 million) comprises loss for the year of £1.3 million (2016: £15.1 million) and loss restricted totalling £1.3 million (2016: £14.8 million).

<sup>2</sup> In accordance with the initial recognition exemption provisions under IAS 12 'Income Taxes', no deferred tax is recognised on goodwill.

### 18 NON-CONTROLLING INTEREST

TTL Earls Court Properties Limited, a subsidiary of TfL, holds a 37 per cent non-controlling interest in ECPL, a subsidiary of the Group. The principal place of business of ECPL is within the UK.

The accumulated non-controlling interest is presented below.

	201 <i>7</i> £m	2016 £m
At 1 January	368.2	468.8
Loss and total comprehensive expense for the year attributable to non-controlling interest	(62.7)	(104.9)
Unsecured loan notes issued to non-controlling interest	0.3	4.3
At 31 December	305.8	368.2

Unsecured, non-interest bearing loan notes have been issued by ECPL to TTL Earls Court Properties Limited. As the transaction price of the loan notes was not an approximation of their fair value, the Group determined the fair value by using data from observable inputs. As a result, the initial fair value of the loan notes was valued at less than £0.1 million (2016: less than £0.1 million) and therefore £402.9 million (2016: £402.6 million) has been classified as equity.

Set out below is summarised financial information, before intercompany eliminations, for ECPL.

ECPL	2017 £m	2016 £m
Summarised income statement		
Net rental income	1.8	1.2
Administrative expenses	(2.1)	(2.5)
Loss on revaluation of investment and development property	(169.2)	(298.2)
Taxation	-	15.9
Loss for the year after taxation	(169.5)	(283.6)
ECPL	2017 £m	2016 £m
Summarised balance statement		
Investment and development property	890.0	1,022.8
Cash at bank and at hand	5.4	9.4
Other current assets	0.4	1.3
Other non-current assets	0.5	0.8
Other current liabilities	(8.5)	(7.6)
Borrowings	(61.4)	(31.5)
Net assets	826.4	995.2
ECPL	201 <i>7</i> £m	2016 £m
Summarised cash flows	<del></del>	2
Operating cash inflow/(outflow) after interest and tax	0.5	(4.8)
Purchase and development of property, plant and equipment	(34.0)	(45.6)
Net cash outflow before financing	(33.5)	(50.4)
Financing <sup>1</sup>	29.5	32.0
Net cash outflow	(4.0)	(18.4)

<sup>1</sup> Financing comprises £0.8 million (2016: £11l) of unsecured, non-interest bearing loan notes and £28.7 million (2016: £32.0 million) of external borrowings.

### 19 DERIVATIVE FINANCIAL INSTRUMENTS

Non-current   Interest rate caps				Group 2017	Group 2016
Interest rate caps	Derivative assets			£m	£m.
Derivative liabilities           Non-current           Interest rate caps         -           Interest rate collars         (5.5)         (1           Interest rate swaps         -         -           Derivative financial instruments         (5.5)         (1           20 TRADE AND OTHER RECEIVABLES         (5.5)         (1           Non-current         2017 2017 2018 2018 2017 2018 2017 2018 2018 2018 2018 2018 2018 2018 2018					0.0
Non-current   Interest rate caps				-	0.2
Non-current   Interest rate caps	Derivative financial instruments			-	0.2
Interest rate caps   Interest rate collars   Interest rate collars   Interest rate collars   Interest rate swaps   Interest rate s	Derivative liabilities				
Interest rate collars	Non-current				
Table and other receivables   Current	Interest rate caps			-	(O.1)
Company 2017   Company 2017 2016 2017 2017 2016 2017 2017 2016 2017 2017 2016 2017 2017 2016 2017 2017 2016 2017 2017 2016 2017 2017 2016 2017 2017 2017 2016 2017 2017 2017 2017 2017 2017 2017 2017	Interest rate collars			(5.5)	(10.1)
20 TRADE AND OTHER RECEIVABLES   Group 2017 2016 2016 2017 2017 2017 2017 2017 2017 2017 2017	Interest rate swaps			-	(3.7)
Non-current         Total Prepayments and accrued income²         Total Praceivables from joint ventures³         Total Prepayments and accrued income²         Total Prepa	Derivative financial instruments			(5.5)	(13.9)
Non-current         Total Prepayments and accrued income²         Total Praceivables from joint ventures³         Total Prepayments and accrued income²         Total Prepa	20 TRADE AND OTHER RECEIVABLES				
Other receivables¹         71.1         55.3         -           Prepayments and accrued income²         53.4         41.8         -           Amounts receivable from joint ventures³         100.0         97.7         -           Trade and other receivables         224.5         194.8         -           Current         Amounts owed by subsidiaries         -         -         -         1,529.6         1,51           Rent receivable         3.3         7.9         -		2017	2016	2017	Company 2016 £m
Prepayments and accrued income <sup>2</sup> 53.4         41.8         -           Amounts receivable from joint ventures <sup>3</sup> 100.0         97.7         -           Trade and other receivables         224.5         194.8         -           Current         Amounts owed by subsidiaries         -         -         -         1,529.6         1,51           Rent receivable         3.3         7.9         -           Other receivables         16.4         14.6         -           Prepayments and accrued income <sup>2</sup> 13.4         18.3         0.1           Amounts receivable from joint ventures <sup>4</sup> -         7.0         -	Non-current				
Amounts receivable from joint ventures³         100.0         97.7         -           Trade and other receivables         224.5         194.8         -           Current         3.3         7.9         -           Amounts owed by subsidiaries         -         -         1,529.6         1,51           Rent receivable         3.3         7.9         -           Other receivables         16.4         14.6         -           Prepayments and accrued income²         13.4         18.3         0.1           Amounts receivable from joint ventures⁴         -         7.0         -	Other receivables <sup>1</sup>	<i>7</i> 1.1	55.3	_	_
Trade and other receivables         224.5         194.8         –           Current         State of the properties of the pr	Prepayments and accrued income <sup>2</sup>	53.4	41.8	_	_
Current           Amounts owed by subsidiaries         -         -         1,529.6         1,51           Rent receivable         3.3         7.9         -           Other receivables         16.4         14.6         -           Prepayments and accrued income²         13.4         18.3         0.1           Amounts receivable from joint ventures⁴         -         7.0         -	Amounts receivable from joint ventures <sup>3</sup>	100.0	97.7	_	_
Amounts owed by subsidiaries         -         -         1,529.6         1,51           Rent receivable         3.3         7.9         -           Other receivables         16.4         14.6         -           Prepayments and accrued income²         13.4         18.3         0.1           Amounts receivable from joint ventures⁴         -         7.0         -	Trade and other receivables	224.5	194.8	-	-
Rent receivable         3.3         7.9         -           Other receivables         16.4         14.6         -           Prepayments and accrued income²         13.4         18.3         0.1           Amounts receivable from joint ventures⁴         -         7.0         -	Current				
Other receivables  16.4  Prepayments and accrued income <sup>2</sup> Amounts receivable from joint ventures <sup>4</sup> 11.4  11.5  11.6  12.6  13.4  18.3  18.3  18.3  19.1	Amounts owed by subsidiaries	_	_	1,529.6	1,516.6
Prepayments and accrued income <sup>2</sup> Amounts receivable from joint ventures <sup>4</sup> 13.4  18.3  0.1  7.0  -	Rent receivable	3.3	7.9	-	-
Amounts receivable from joint ventures <sup>4</sup> – 7.0 –	Other receivables	16.4	14.6	-	-
Amounts receivable from joint ventures <sup>4</sup> – 7.0 –	Prepayments and accrued income <sup>2</sup>	13.4	18.3	0.1	-
Total and about 170 1700 7 171		-	7.0	-	-
<u>17,529.7</u> 1,51	Trade and other receivables	33.1	47.8	1,529.7	1,516.6

- 2 Includes tenant lease incentives of £57.8 million (2016: £45.3 million).
- 3 Non-current amounts receivable from joint ventures relate to deep discount bonds that were issued by LSJV to the Group. The bonds are redeemable at their nominal value of £131.7 million on 24 August 2019. This balance has been impaired by £9.5 million (2016: £nil).
- 4 Current amounts receivable from joint ventures comprise working capital funding advanced by the Group to LSJV and Innova. This balance has been impaired by £38.1 million (2016: £46.3 million).

# 21 CASH AND CASH EQUIVALENTS

	Group 2017 £m	Group 2016 £m	Company 201 <i>7</i> £m	Company 2016 £m
Cash at hand	8.0	8.1	-	_
Cash on short-term deposit	20.6	16.8	-	_
Unrestricted cash and cash equivalents	28.6	24.9	-	-
Restricted cash and cash equivalents <sup>1</sup>	-	6.0	-	_
Cash and cash equivalents	28.6	30.9	-	-

 $<sup>{\</sup>tt 1} \quad Restricted \ cash \ and \ cash \ equivalents \ relate \ to \ amounts \ placed \ on \ deposit \ in \ accounts \ which \ are \ subject \ to \ with \ drawal \ conditions.$ 

### 22 TRADE AND OTHER PAYABLES

	Group 2017 £m	Group 2016 £m	Company 2017 £m	Company 2016 £m
Rent received in advance	18.4	23.9	-	-
Accruals and deferred income	32.2	35.3	0.3	0.6
Trade payables	-	1.0	-	_
Other payables	15.4	15.6	-	_
Other taxes and social security	3.1	2.5	-	-
Trade and other payables	69.1	78.3	0.3	0.6

Net debt

### 23 BORROWINGS, INCLUDING FINANCE LEASES

				2017			
Group	Carrying value £m	Secured £m	Unsecured £m	Fixed rate £m	Floating rate £m	Fair value £m	Nominal value £m
Current							
Finance lease obligations	0.7	0.7	-	0.7	-	0.7	0.7
Borrowings, including finance leases	0.7	0.7	-	0.7	_	0.7	0.7
Non-current							
Bank loans	223.4	61.4	162.0	-	223.4	227.1	227.1
Loan notes	547.4	-	547.4	547.4	-	552.9	550.0
Borrowings	770.8	61.4	709.4	547.4	223.4	780.0	<i>777</i> .1
Finance lease obligations	5.4	5.4	-	5.4	-	5.4	5.4
Borrowings, including finance leases	776.2	66.8	709.4	552.8	223.4	785.4	782.5
Total borrowings, including							
finance leases	776.9						
Cash and cash equivalents	(28.6)						

	2016						
Group	Carrying value £m	Secured £m	Unsecured £m	Fixed rate £m	Floating rate £m	Fair value £m	Nominal value £m
Current							
Bank loans and overdrafts	12.0	12.0	_	_	12.0	12.0	12.0
Loan notes	6.0	6.0	_	_	6.0	6.0	6.0
Borrowings	18.0	18.0	_	_	18.0	18.0	18.0
Finance lease obligations	0.5	0.5	_	0.5	_	0.5	0.5
Borrowings, including finance leases	18.5	18.5	_	0.5	18.0	18.5	18.5
Non-current							
Bank loans	500.8	153.6	347.2	_	500.8	505.9	505.9
Loan notes	323.4	-	323.4	323.4	_	330.7	325.0
Borrowings	824.2	153.6	670.6	323.4	500.8	836.6	830.9
Finance lease obligations	3.6	3.6	_	3.6	_	3.6	3.6
Borrowings, including finance leases	827.8	157.2	670.6	327.0	500.8	840.2	834.5
Total borrowings, including finance leases	846.3	175.7	670.6	327.5	518.8	858. <i>7</i>	853.0
Cash and cash equivalents	(30.9)						
Net debt	815.4						

The Covent Garden debt facility of £705 million was extended by two years and will now mature in 2022. The Group has incurred and capitalised charges of £0.8 million as a result of the extension.

On 7 April 2017, the Group terminated the £100 million (£50 million drawn prior to termination) Olympia Exhibitions Holdings Limited facility as part of the Venues disposal. Further information on the disposal can be found in note 12 'Discontinued operation'.

On 29 June 2017, the Group repaid in full its Empress State loan of £85.5 million.

748.3

On 31 August 2017, the Group issued a Private Placement of £225 million senior unsecured notes with a maturity profile between 2024 and 2037. The Group incurred and capitalised charges of £1.3 million as a result of the placement.

The market value of investment and development property secured as collateral against borrowings at 31 December 2017 was £890.0 million (2016: £1,545.6 million).

Cash and undrawn committed facilities attributable to the Group at 31 December 2017 were £666.5 million (2016: £563.6 million).

The fair values of the Group's borrowings have been estimated using the market value for floating rate borrowings, which approximates nominal value, and discounted cash flow approach for fixed rate borrowings, representing Level 2 fair value measurements as defined by IFRS 13. The different valuation levels are defined in note 15 'Property Portfolio'.

# 23 BORROWINGS, INCLUDING FINANCE LEASES CONTINUED

		2017					
Analysis of movement in net debt	Current borrowings £m	Non-current borrowings £m	Cash and cash equivalents £m	Net debt £m			
Balance at 1 January	18.5	827.8	(30.9)	815.4			
Borrowings drawn	_	558.7	(558. <b>7</b> )	-			
Borrowings repaid	(12.0)	(563.5)	575.5	-			
Other net cash movements	(6.0)	(52.0)	(14.5)	(72.5)			
Other non-cash movements	0.2	5.2	-	5.4			
Balance at 31 December	0.7	776.2	(28.6)	748.3			

	Re-presented 2016					
Analysis of movement in net debt	Current borrowings £m	Non-current borrowings £m	Cash and cash equivalents £m	Net debt £m		
Balance at 1 January	18.5	607.6	(66.9)	559.2		
Borrowings drawn	_	782.0	(782.0)	-		
Borrowings repaid	(12.0)	(600.0)	612.0	-		
Other net cash movements	_	44.6	206.0	250.6		
Other non-cash movements	12.0	(6.4)	-	5.6		
Balance at 31 December	18.5	827.8	(30.9)	815.4		

### The maturity profile of gross debt (excluding finance leases) is as follows:

	Group 2017 £m	Group 2016 £m
Wholly repayable within one year	-	18.0
Wholly repayable in more than one year but not more than two years	-	73.5
Wholly repayable in more than two years but not more than five years	165.0	400.1
Wholly repayable in more than five years	612.1	357.3
	<i>777</i> .1	848.9

Certain borrowing agreements contain financial and other covenants that, if contravened, could alter the repayment profile.

# 24 FINANCE LEASE OBLIGATIONS

### (a) Minimum lease payments under finance leases obligations

Present value of finance lease obligations	6.1	4.1
Future finance charges on finance leases	(15.5)	(11.5)
	21.6	15.6
Later than five years	18.0	13.0
Later than one year and not later than five years	2.9	2.1
Not later than one year	0.7	0.5
	Group 2017 £m	Group 2016 £m

# (b) Present value of minimum finance lease obligations

Not later than one year	0.7	0.5
Later than one year and not later than five years	2.3	1.7
Later than five years	3.1	1.9
	6.1	4.1

Finance lease liabilities are in respect of leasehold interests in investment and development property. Certain leases provide for payment of contingent rent, usually a proportion of net rental income, in addition to the minimum lease payments above. £1.3 million contingent rent has been paid during the year (2016: £1.1 million).

A 999 year leasehold interest is held for the air rights above the West London Line as detailed in note 30 'Contingent Liabilities'. Any further payments payable at the time of development or disposal of each phase of the Earls Court Masterplan will be accounted for as contingent rent when incurred.

Finance lease liabilities are effectively secured obligations, as the rights to the leased asset revert to the lessor in the event of default.

### 25 OPERATING LEASES

The Group earns rental income by leasing its investment property to tenants under operating leases.

In the United Kingdom standard commercial leases vary considerably between markets and locations but typically are for a term of five to fifteen years at market rent with provisions to review every five years.

The future minimum lease amounts receivable under non-cancellable operating leases are as follows:

	Group 201 <i>7</i> £m	Restated Group 2016 £m
Not later than one year	76.9	62.4
Later than one year and not later than five years	185.3	167.2
Later than five years	259.0	250.6
<u> </u>	521.2	480.2

<sup>1</sup> The comparative has been restated to correct the prior year understatement of amounts receivable relating to leases over ten years.

The consolidated income statement includes £0.2 million (2016: £0.2 million) recognised in respect of expected increased rent resulting from outstanding reviews where the actual rent will only be determined on settlement of the rent review.

The future minimum lease amounts payable under non-cancellable operating leases are as follows:

	Group 201 <i>7</i> £m	Group 2016 £m
Not later than one year	0.9	0.9
Later than one year and not later than five years	<b>3.7</b>	3.7
Later than five years	2.1	3.0
	6.7	7.6

### 26 FINANCIAL RISK MANAGEMENT

The Group's financial risk management strategy seeks to set financial limits for treasury activity to ensure they are in line with the risk appetite of the Group. The Group is exposed to a variety of risks arising from the Group's operations: market risk (principally interest rate risk), liquidity risk and credit risk.

The following tables set out each class of financial assets and financial liabilities as at 31 December 2017 and 31 December 2016.

Categories of financial instruments

			2017		R	testated 2016	
Group	Notes	Carrying value £m	(Loss)/gain to income statement £m	Gain to other comprehensive income £m	Carrying value £m	Loss to income statement £m	Loss to other comprehensive income £m
Derivative financial assets	19	-	(0.1)	-	0.2	(2.4)	_
Total held for trading assets		-	(0.1)	-	0.2	(2.4)	_
Cash and cash equivalents	21	28.6	-	-	30.9	_	_
Other financial assets <sup>1</sup>	20	188.1	-	-	189.5	_	_
Total cash and other financial assets		216.7	-	-	220.4	_	_
Available-for-sale investments		_	-	-	_	_	(0.2)
Total available-for-sale investments		-	-	-	_	_	(0.2)
Derivative financial liabilities	19	(5.5)	4.4	-	(13.9)	(10.7)	_
Total held for trading liabilities		(5.5)	4.4	-	(13.9)	(10.7)	_
Borrowings, including finance leases	23	(776.9)	_	_	(846.3)	_	_
Other financial liabilities <sup>2</sup>		(71.2)	-	-	(79.6)	_	_
Total borrowings and other financial liab	ilities	(848.1)	-	_	(925.9)	-	-

 $<sup>{\</sup>scriptstyle 1\ \ }$  The comparative has been restated to remove a non-financial asset.

The majority of the Group's financial risk management is carried out by Group Treasury under policies approved by the Board of Directors. The policies for managing each of these risks and the principal effects of these policies on the results for the year are summarised below.

# Market risk

# Interest rate risk

Interest rate risk comprises both cash flow and fair value risks. Cash flow interest rate risk is the risk that the future cash flows of a financial instrument will fluctuate due to changes in market interest rates. Fair value risk is the risk that the fair value of financial instruments will fluctuate as a result of changes in market interest rates.

The Group's interest rate risk arises from borrowings issued at variable rates that expose the Group to cash flow interest rate risk, whereas borrowings issued at fixed interest rates expose the Group to fair value interest rate risk.

 $<sup>{\</sup>bf 2} \quad Includes \ trade \ and \ other \ payables \ and \ tax \ liabilities.$ 

### 26 FINANCIAL RISK MANAGEMENT CONTINUED

It is Group policy, and often a requirement of our lenders, to eliminate substantially all short and medium-term exposure to interest rate fluctuations in order to establish certainty over medium-term cash flows by using fixed interest rate derivatives. Interest rate swaps have the economic effect of converting borrowings from floating to fixed rates. Interest rate caps protect the Group by capping the maximum interest rate payable at the caps ceiling. Interest rate collars protect the Group by capping the maximum interest rate payable at the collar's ceiling but sacrifices the profitability of interest rate falls below a certain floor.

The table below shows the effects of derivative contracts that are linked to the drawn external borrowings profile of the Group and joint ventures. The table is calculated on a Group share basis in line with the reporting of this information internally to management.

	Fixed/Capped 2017 £m	Floating 201 <i>7</i> £m	Fixed/Capped 2016 £m	Floating 2016 £m
Nominal value of Group borrowings excluding finance leases <sup>1</sup>	550.0	227.1	325.0	517.9
Nominal value of joint venture borrowings excluding finance leases	-	31.9	_	77.6
Nominal value of non-controlling interest borrowings excluding finance leases	-	(23.0)	_	(12.0)
	550.0	236.0	325.0	583.5
Derivative impact (nominal value of derivative contracts)	165.0	(165.0)	455.9	(455.9)
Borrowings profile net of derivative impact	715.0	71.0	780.9	127.6
Interest rate protection		91%		86%

<sup>1</sup> Excludes current loan notes of £nil (2016: £6.0 million) to which the Group has no interest rate exposure under the terms of the borrowing.

Group policy is to ensure that interest rate protection on Group external debt is greater than 25 per cent.

In 2016, the Group entered into a forward starting interest rate swap to hedge the variability in specified hedged interest cash flows arising on £60.0 million of outstanding debt from 2016 to 2026. The loss recognised in other comprehensive income in the year was £nil (2016: £1.2 million). This loss will be reclassified from other comprehensive income to the consolidated income statement over the term of the designated debt. The fair value of the designated hedging instrument at 31 December 2017 is £nil (2016: £nil). The hedge was 100 per cent effective; therefore no charge for an ineffective portion has been taken to the consolidated income statement.

The sensitivity analysis below illustrates the impact of a 50 basis point ("bps") shift, upwards and downwards, in the level of interest rates on the movement in fair value of derivative financial instruments.

	Increase in interest rates by 50 bps 2017	Decrease in interest rates by 50 bps 2017 £m	Increase in interest rates by 50 bps 2016	Decrease in interest rates by 50 bps 2016
Effect on profit before tax (change in fair value of derivative financial instruments):				
Increase/(decrease)	6.6	(6.6)	10.4	(10.4)

The sensitivity analysis above is a reasonable illustration of the possible effect from the changes in slope and shifts in the yield curve that may actually occur and represents management's assessment of possible changes in interest rates. The fixed rate derivative financial instruments are matched by floating rate debt, therefore such a movement would have a very limited effect on Group cash flow overall.

### Liquidity risk

Liquidity risk is managed to ensure that the Group is able to meet future payment obligations when financial liabilities fall due.

The Group's policy is to seek to minimise its exposure to liquidity risk by managing its exposure to interest rate risk and to refinancing risk. The Group seeks to borrow for as long as possible at the lowest cost.

Liquidity analysis is intended to provide sufficient headroom to meet the Group's operational requirements and investment commitments.

The Group's policy also includes maintaining adequate cash, as well as maintaining adequate committed and undrawn facilities.

A key factor in ensuring existing facilities remain available to the Group is the borrowing entity's ability to meet the relevant facility's financial covenants. The Group has a process to monitor regularly both current and projected compliance with the financial covenants.

The Group regularly reviews the maturity profile of its financial liabilities and will seek to avoid concentrations of maturities through the regular replacement of facilities and by staggering maturity dates. Refinancing risk may be reduced by reborrowing prior to the contracted maturity date, effectively switching liquidity risk for market risk. This is subject to credit facilities being available at the time of the desired refinancing.

The tables overleaf set out the maturity analysis of the Group's financial liabilities based on the undiscounted contractual obligations to make payments of interest and to repay principal. Where interest payment obligations are based on a floating rate, the rates used are those implied by the par yield curve.

### 26 FINANCIAL RISK MANAGEMENT CONTINUED

	2017										
	Carrying Value	1	yr	Between	1-2 yrs	Between	2-5 yrs	Ove	r 5 yrs	Tot	al
Group	£m	Interest £m	Principal £m								
Asset-specific secured borrowings	61.4	1.3	-	1.6	-	5.3	-	6.4	62.1	14.6	62.1
Unsecured borrowings	709.4	20.8	-	21.2	-	64.6	165.0	<b>78.8</b>	550.0	185.4	715.0
Finance lease obligations	6.1	-	0.7	0.1	0.6	0.5	1. <i>7</i>	14.9	3.1	15.5	6.1
Other payables	15. <i>7</i>	-	15.4	-	0.3	-	-	-	-	-	15. <i>7</i>
Interest rate derivatives payable	5.5	1.0	-	0.3	-	-	-	-	-	1.3	-
	<b>798.</b> 1	23.1	16.1	23.2	0.9	70.4	166.7	100.1	615.2	216.8	798.9

	2016										
	Carrying Value	1 y	r	Between 1	-2 yrs	Between 2	!-5 yrs	Over	5 yrs	Total	
Group	£m	Interest £m	Principal £m	Interest £m	Principal £m	Interest £m	Principal £m	Interest £m	Principal £m	Interest £m	Principal £m
Asset-specific secured borrowings	165.6	3.5	12.0	3.0	73.5	4.2	50.0	4.5	32.3	15.2	167.8
Other secured borrowings	6.0	_	6.0	_	_	_	_	_	_	_	6.0
Unsecured borrowings	670.6	16.6	_	17.0	_	44.9	350.0	44.5	325.0	123.0	675.0
Finance lease obligations	4.1	_	0.5	0.1	0.5	0.3	1.2	11.1	1.9	11.5	4.1
Other payables	16.6	_	16.6	_	_	_	_	_	_	_	16.6
Interest rate derivatives payable	13.9	3.7	_	4.0	_	1.8	_	_	_	9.5	_
Interest rate derivatives receivable	(0.2)	(0.4)	_	(0.5)	_	(O.1)	_	_	_	(1.0)	_
	876.6	23.4	35.1	23.6	74.0	51.3	401.2	63.9	359.2	158.2	869.5

Contractual maturities reflect the expected maturities of financial instruments.

#### Credit risk

The Group's principal financial assets are trade and other receivables, amounts receivable from joint ventures, loan notes and cash and cash equivalents. Credit risk is the risk of financial loss if a tenant or counterparty fails to meet an obligation under a contract. Credit risk arises primarily from trade receivables relating to tenants but also from the Group's undrawn commitments and holdings of assets such as cash deposits and loans with financial counterparties. The carrying value of financial assets recorded in the financial statements represents the Group's maximum exposure to credit risk without taking into account the value of any deposits or guarantees obtained.

### Trade and other receivables:

Credit risk associated with trade receivables is actively managed; tenants are managed individually by asset managers, who continuously monitor and work with tenants, anticipating and wherever possible identifying and addressing risks prior to default. Trade receivables are less than one per cent of total assets at 31 December 2017 (2016: less than one per cent).

Prospective tenants are assessed through an internally conducted review process, by obtaining credit ratings and reviewing financial information. As a result, deposits or guarantees may be obtained. The amount of deposits held as collateral at 31 December 2017 was £13.6 million (2016: £7.8 million).

Due to the nature of tenants being managed individually by asset managers, it is Group policy to calculate any impairment specifically on each contract.

Specific provisions are made for trade receivables less than 90 days where active credit control highlights recoverability concerns. The amounts of trade receivables presented in the balance sheet are net of allowances for doubtful receivables.

The ageing analysis of these trade receivables, past due but not impaired, is as follows:

	Group 201 <i>7</i> £m	Group 2016 £m
Up to 90 days	3.2	7.3
Up to 90 days Over 90 days	0.1	0.6
Trade receivables	3.3	7.9

In 2017 there was an impairment write back on trade receivables of £0.5 million (2016: write down of £0.6 million).

As the Group operates predominantly in central London, it is subject to some geographical risk. However, this is mitigated by the extensive range of tenants from varying business sectors and the credit review process as noted above.

### 26 FINANCIAL RISK MANAGEMENT CONTINUED

Amounts receivable from joint ventures:

Included within receivables is £nil (2016: £7.0 million) of amounts advanced to LSJV. The carrying value of the investment in LSJV is £nil (2016: £nil) as the Group's share of losses exceeds the cost of its investment. Total funding advanced to LSJV, including the deep discount bonds, of £147.5 million (2016: £150.9 million) has been impaired by the cumulative losses attributable to the joint venture by £47.6 million (2016: £46.3 million).

LSJV is in a net liability position due to carrying trading property at the lower of cost and net realisable value. However, based on a market valuation undertaken by the Group's valuers JLL, there is an unrecognised surplus of £31.8 million (Group share) as at 31 December 2017. This surplus will only be evidenced on sale of trading property when significant risks and rewards have transferred to the buyer. Therefore, while Lillie Square demonstrates positive pricing evidence commercially and funding provided is not deemed to be at risk of default, for reporting purposes the Group is required to allocate losses against amounts advanced to LSJV, to the extent that losses do not exceed the investment, until the unrecognised surplus on trading property is realised through sale.

Cash, deposits and derivative financial instruments:

The credit risk relating to cash, deposits and derivative financial instruments is actively managed by Group Treasury. Relationships are maintained with a number of institutional counterparties, ensuring compliance with Group cash investment policy relating to limits on the credit ratings of counterparties. The maximum exposure to cash, deposits and derivative financial instruments as at 31 December 2017 amounted to £28.6 million (2016: £31.1 million).

### Capital structure

The Group seeks to enhance shareholder value both by investing in the business so as to improve the return on investment and by managing the capital structure. The Group uses a mix of equity, debt and other financial instruments and aims to access both debt and equity capital markets with maximum efficiency and flexibility.

The key ratios used to monitor the capital structure of the Group are the loan to value ratio ("LTV") and the interest cover ratio. The Group aims not to exceed an underlying LTV ratio of more than 40 per cent and to maintain interest cover above 125 per cent. These ratios are disclosed on a Group share basis in line with the reporting of this information internally to management. These metrics are discussed in the Financial Review on page 40.

Loan to value	Group 2017 £m	Group 2016 £m
Investment and development property	3,318.1	3,443.0
Trading property	122.9	177.3
	3,441.0	3,620.3
Net external debt	(733.7)	(847.3)
	21.3%	23.4%

The maximum loan to value ratio for the year was 23.6 per cent and occurred on 31 March 2017.

Interest cover	Group 2017 £m	Group 2016 £m
Finance costs	(21.0)	(19.8)
Finance income	0.8	0.3
	(20.2)	(19.5)
Underlying operating profit	34.3	33.7
	169.7%	172.8%

The minimum interest coverage ratio for the year was 142.4 per cent and occurred on 30 September 2017.

### Fair value estimation

Financial instruments carried at fair value are required to be analysed by level depending on the valuation method adopted under IFRS 13. The different valuation levels are defined in note 15 'Property Portfolio'.

The tables below present the Group's financial assets and liabilities recognised at fair value at 31 December 2017 and 31 December 2016. There were no transfers between levels during the year.

		2017				2016		
Group	Level 1 £m	Level 2 £m	Level 3 £m	Total £m	Level 1 £m	Level 2 £m	Level 3 £m	Total £m
Derivative financial assets								
Total assets	-	-	-	-	-	0.2	_	0.2
Derivative financial liabilities								
Total liabilities	-	(5.5)	-	(5.5)	-	(13.9)	_	(13.9

The fair values of derivative financial instruments are determined from observable market prices or estimated using appropriate yield curves at 31 December each year by discounting the future contractual cash flows to the net present values.

The fair values of the Group's cash and cash equivalents, other financial assets and other financial liabilities are not materially different from those at which they are carried in the financial statements.



### 27 DEFERRED TAX

The decrease in corporation tax rate referred to in note 11 'Taxation' has been enacted for the purposes of IAS 12 'Income Taxes' ("IAS 12") and therefore has been reflected in these consolidated financial statements based on the expected timing of the realisation of deferred tax.

Deferred tax on investment and development property is calculated under IAS 12 provisions on a disposals basis by reference to the properties' original tax base cost. Elements factored into the calculation include indexation relief and the Group's holding structure. The Group's recognised deferred tax position on investment and development property as calculated under IAS 12 is £nil at 31 December 2017 (2016: £nil). The Group's contingent tax liability on investment properties, calculated on the same tax base cost as above but based on a deemed market value disposal at year end, is £nil (2016: £nil).

A disposal of the Group's trading properties at their market value as per note 15 'Property Portfolio', net of available losses, would result in a corporation tax charge to the Group of £1.6 million (19.25 per cent of £8.3 million).

Group	Accelerated capital allowances	Fair value of investment & development property £m	Fair value of derivative financial instruments £m	Other temporary differences £m	Group losses £m	Total £m
Provided deferred tax liabilities/(assets):						
At 1 January 2016	13.7	15.6	(0.4)	(5.7)	(3.7)	19.5
Adjustments in respect of previous years	0.1	_	_	_	0.1	0.2
Recognised in income	0.8	(14.7)	(2.4)	4.8	(5.6)	(17.1)
Recognised in other comprehensive income	_	_	(O.3)	(0.3)	_	(0.6)
Recognised directly in equity	_	_	_	1.6	_	1.6
Adjustment in respect of rate change	_	(0.9)	_	_	_	(0.9)
At 31 December 2016	14.6	-	(3.1)	0.4	(9.2)	2.7
Adjustments in respect of previous years	-	-	_	-	(0.2)	(0.2)
Recognised in income	1.0	-	1.9	0.7	1.6	5.2
Recognised directly in equity	_	-	_	0.2	-	0.2
Released on discontinued operation	(12.6)	-	_	(3.1)	-	(15.7)
At 31 December 2017	3.0	-	(1.2)	(1.8)	(7.8)	(7.8)
Unprovided deferred tax assets:						
At 1 January 2017	-	(35.9)	_	-	(13.9)	
Movement during the year	_	(28.8)	_	_	5.2	
At 31 December 2017	-	(64.7)	-	-	(8.7)	

In accordance with the requirements of IAS 12, deferred tax assets are only recognised to the extent that the Group believes it is probable that future taxable profit will be available against which the deferred tax assets can be recovered.

# 28 SHARE CAPITAL AND SHARE PREMIUM

**Group and Company** 

Issue type	Transaction date	Issue price (pence)	Number of shares	Share capital £m	Share premium £m
At 1 January 2016			841,988,945	210.5	211.1
Scrip dividend – 2015 final	June	338	1,275,480	0.3	4.0
Scrip dividend – 2016 interim	September	293	303,831	0.1	-
Share-based payment <sup>1</sup>			2,553,451	0.6	-
At 31 December 2016			846,121,707	211.5	215.1
Scrip dividend – 2016 final	May	290	1,653,429	0.4	4.8
Scrip dividend – 2017 interim	September	268	443,695	0.1	1.2
Share-based payment <sup>2</sup>			841,315	0.2	-
At 31 December 2017			849,060,146	212.2	221.1

 $<sup>1\</sup>quad \text{In 2016 a total of 2,553,451 new shares were issued to satisfy employee share scheme awards.}$ 

At 20 February 2018, the Company had an unexpired authority to repurchase shares up to a maximum of 84,612,170 shares with a nominal value of £21.2 million, and the Directors had an unexpired authority to allot up to a maximum of 561,419,932 shares with a nominal value of £140.4 million of which 281,758,528 with a nominal value of £70.4 million can only be allotted pursuant to a fully premptive rights issue.

 $<sup>{\</sup>tt 2} \quad \hbox{In 2017 a total of 841,315 new shares were issued to satisfy employee share scheme awards.}$ 

### 29 CAPITAL COMMITMENTS

At 31 December 2017, the Group was contractually committed to £57.3 million (2016: £149.2 million) of future expenditure for the purchase, construction, development and enhancement of investment, development and trading property. Of the £57.3 million committed, £42.2 million is committed 2018 expenditure.

In November 2013, the Group exercised its option under the CLSA which it entered into with LBHF in January 2013 in relation to LBHF's land interest within the Earls Court Masterplan. Under the terms of the CLSA, the Group can draw down land in phases but no land can be transferred unless replacement homes for the residents of the relevant phase have been provided and vacant possession is given. The Group has already paid £75.0 million of the £105.0 million cash consideration payable under the CLSA. The residual £30.0 million will be settled in two annual instalments of £15.0 million with the next payment due on 31 December 2018.

The Group's share of joint venture capital commitments arising on LSJV amounts to £7.0 million (2016: £18.2 million).

### 30 CONTINGENT LIABILITIES

The Group has contingent liabilities in respect of legal claims, guarantees and warranties arising from the ordinary course of business. Contingent liabilities that may result in material liabilities are described below.

Under the terms of the CLSA the Group has certain compensation obligations relating to achieving vacant possession, which are subject to an overall cap of £55.0 million. Should any payments be made in respect of these obligations, they will be deducted from the total consideration payable to LBHF (refer to note 29 'Capital Commitments').

In March 2013, an agreement with Network Rail was signed to acquire a 999 year leasehold interest in the air rights above the West London Line where it runs within the Earls Court and West Kensington Opportunity Area. Within the terms of the agreement, the Group can exercise options during the next 50 years for further 999 year leases over the remainder of the West London Line to allow for development within the Earls Court Masterplan. Network Rail is entitled to further payments of 5.55 per cent of the residual land value which will be payable at the time of development or disposal of each phase of the Earls Court Masterplan. Any further payments to Network Rail will be treated as contingent rent as per note 24 'Finance Lease Obligations'.

Within the terms of the agreement of the acquisition of the Northern Access Road land, the vendor's successor in title is entitled to further payments until 2027 if certain conditions are met. Further payments become due following the grant of a planning permission for change of use or on disposal. In the event such planning permission is implemented, the payment is calculated at 50 per cent of the uplift in land value following the grant of the permission. In the event of a disposal, the payment is calculated as 50 per cent of the difference between the sale value against the land value without the relevant permission.

### 31 CASH FLOW INFORMATION

(a) Cash generated from/(used in) continuing operations

		Group 2017	Re-presented Group	Company 2017	Company 2016
Continuing operations	Note	£m	2016 £m	£m	2010 £m
(Loss)/profit before tax		(62.5)	(251.4)	18.1	815.6
Adjustments:				-	
Profit on sale of trading property	3	(0.9)	(5.6)	-	_
Loss on revaluation and sale of investment and				-	
development property	4	90.9	231.2		_
Profit on sale of available-for-sale investments		-	(0.4)	-	_
Impairment of other receivables	5	1.3	14.8	-	_
Other costs	6	-	5.0	-	_
Depreciation		1.9	1.4	-	_
Amortisation of tenant lease incentives and other direct costs		(2.3)	2.0	-	_
Share-based payment <sup>1</sup>		2.0	1.1	-	_
Finance income	9	(0.8)	(O.3)	-	_
Finance costs	10	19.9	19.6	-	_
Other finance income	9	(11. <b>7</b> )	(10.5)	(18.9)	(9.6)
Other finance costs	10	_	5.3	_	_
Change in fair value of derivative financial instruments	26	(4.3)	13.0	_	_
Change in working capital:					
Change in trade and other receivables		(32.5)	(39.6)	7.5	(798.6)
Change in trade and other payables		4.8	(5.1)	(0.3)	_
Cash generated from/(used in) continuing operations		5.8	(19.5)	6.4	7.4

<sup>1</sup> Includes £2.0 million (2016: £1.1 million) relating to the IFRS 2 'Share-based payment' charge. Refer to note 33 'Share-Based Payments' for further details.



# 31 CASH FLOW INFORMATION CONTINUED

# (b) Cash generated from discontinued operation

Discontinued operation	Note	Period ended 7 April 2017 £m	Year ended 31 December 2016 £m
Profit before tax	12	6.1	11.1
Adjustments:			
Loss on revaluation of investment and development property	12	-	3.8
Profit on disposal of discontinued operation	12	(2.1)	
Depreciation		0.1	0.4
Finance costs		0.4	_
Change in fair value of derivative financial instruments		0.1	0.1
Change in working capital:			
Change in trade and other receivables		1.7	(1.3)
Change in trade and other payables		1. <i>7</i>	(2.3)
Cash generated from discontinued operation		8.0	11.8

Desired and ad

### (c) Reconciliation of cash flows from financing activities

The table below sets out the reconciliation of movements of liabilities to cash flows arising from financing activities:

	Note	Long-term borrowings £m	Short-term borrowings £m	Derivative financial instruments £m	Total liabilities from financing activities £m
Balance at 1 January		827.8	18.5	13.9	860.2
Cash flows from financing activities					
Proceeds from loans and borrowings	23	<b>558.7</b>	-	-	558. <i>7</i>
Repayment of borrowings	23	(563.5)	(12.0)	-	(575.5)
Sale of discontinued operation		(50.0)	(6.0)	-	(56.0)
Facility fees capitalised		(2.0)	-	-	(2.0)
Termination of derivatives		-	-	(4.1)	(4.1)
Total cash flows used in financing activities		(56.8)	(18.0)	(4.1)	(78.9)
Non-cash movements from financing activities					
Sale of discontinued operation		1.1	-	-	1.1
Facility fees written off		1.4	_	_	1.4
Finance lease additions		1.8	0.2	_	2.0
Changes in fair value	26	_	_	(4.3)	(4.3)
Borrowing costs capitalised		0.9	_	_	0.9
Total non-cash flows from financing activities		5.2	0.2	(4.3)	1.1
Balance at 31 December		776.2	0.7	5.5	782.4

# 32 RELATED PARTY TRANSACTIONS

# (a) Transactions between the Parent Company and its subsidiaries

Transactions between the Parent Company and its subsidiaries, which are related parties, have been eliminated on consolidation for the Group.

 $Significant\ transactions\ between\ the\ Parent\ Company\ and\ its\ subsidiaries\ are\ shown\ below:$ 

Subsidiary	Nature of transaction	201 <i>7</i> £m	2016 £m
Funding activities			
Capco Group Treasury Limited	Interest on intercompany loan	18.9	9.6
Capvestco Limited	Intercompany dividend receivable	-	807.0

Significant balances outstanding at 31 December between the Parent Company and its subsidiaries are shown below:

	Amounts o by subsidia	
iubsidiary	201 <i>7</i> £m	2016 £m
Capco Group Treasury Limited	1,529.6	1,516.6

The amount due from Capco Group Treasury Limited is unsecured, interest bearing at the Bank of England base rate plus one per cent and repayable on demand.

#### 32 RELATED PARTY TRANSACTIONS CONTINUED

### (b) Transactions with Directors

Key management compensation <sup>1</sup>	201 <i>7</i> £m	2016 £m
Salaries and short-term employee benefits	3.3	2.8
Share-based payment	1.3	0.5
	4.6	3.3

<sup>1</sup> Key management comprises the Directors of the Company who have been determined to be the only individuals with authority and responsibility for planning, directing and controlling the activities of the Company.

### Share dealings

No Director had any dealings in the shares of any Group company between 31 December 2017 and 20 February 2018, being a date less than one month prior to the date of the notice convening the Annual General Meeting.

Other than as disclosed in these accounts, no Director of the Company had a material interest in any contract (other than service contracts), transaction or arrangement with any Group company during the year ended 31 December 2017.

### (c) Transactions between the Group and its joint ventures

Transactions during the year between the Group and its joint ventures, which are related parties, are disclosed in notes 17 'Investment in Joint Ventures', 20 'Trade and other receivables' and 29 'Capital commitments'. During the year the Group recognised management fee income of £3.8 million (2016: £4.6 million) that was earned on an arm's length basis.

### Property purchased by Directors of the Company

A related party of the Group, Lillie Square GP Limited, entered into the following related party transactions as defined by IAS 24 'Related Party Disclosures':

- In April 2014 Ian Durant, Chairman of Capital & Counties Properties PLC, together with his spouse exchanged contracts to acquire an apartment for a purchase price of £725,000, and at 31 December 2016 had paid deposits totalling £145,000. Legal completion occurred during 2017 with a net amount of £579,000 received, reflecting application of a standard legal fee incentive and a specification enhancement.
- In April 2014 Andrew Strang, a Non-executive Director of Capital & Counties Properties PLC, exchanged contracts to acquire an
  apartment for a purchase price of £855,000 and at 31 December 2016 had paid deposits totalling £171,000. Legal completion occurred
  during 2017 with a net amount of £683,000 received, reflecting application of a standard legal fee incentive and a specification
  enhancement.
- In April 2014 Henry Staunton, a Non-executive Director of Capital & Counties Properties PLC, together with his spouse exchanged contracts to acquire an apartment for a purchase price of £1,999,000 and at 31 December 2016 had paid deposits totalling £399,800. Legal completion occurred during 2017 with a net amount of £1,596,850 received, reflecting application of a standard legal fee incentive.
- In April 2014 Situl Joban putra, Chief Financial Officer of Capital & Counties Properties PLC, together with a family member exchanged contracts to acquire an apartment for a purchase price of £710,000, and at 31 December 2016 had paid deposits totalling £142,000. Legal completion occurred during 2017 with a net amount of £566,250 received, reflecting application of a standard legal fee incentive.
- In December 2014 Graeme Gordon, a Non-executive Director of Capital & Counties Properties PLC, exchanged contracts to acquire two
  apartments for £1,925,000 and £2,725,000. During construction plans were altered and the two apartments were combined into one
  apartment. Discussions are being undertaken to vary the terms of the contracts.
- In December 2014 Blue Lillie Limited, an entity connected to Graeme Gordon, exchanged contracts to acquire two apartments for £1,975,000 and £2,825,000. During construction plans were altered and the two apartments were combined into one apartment.
   Discussions are being undertaken to vary the terms of the contracts.
- Upon legal completion of the above transactions, the Directors are required to pay annual ground rent and insurance premium fees and bi-annual service charge fees. During 2017 £13,178 has been received in relation to these charges. Certain payments in relation to these charges are made in advance and £3,427 has therefore been received for 2018 as at 31 December 2017.

The above transactions with Directors were conducted at fair and reasonable market price based upon similar comparable transactions at that time. Where applicable, appropriate approval has been provided.

Lillie Square GP Limited acts in the capacity of general partner to Lillie Square LP, a joint venture between the Group and KFI.

### 33 SHARE-BASED PAYMENTS

The Group operates a number of share-based payment schemes relating to employee benefits and incentives. All schemes are equity settled with the increase in equity measured by reference to the fair value of the Group's equity instruments at the grant date of the share awards. The corresponding expense is recognised on a straight-line basis over the vesting period based on Group estimates of the number of shares that are expected to vest. The total expense recognised in the consolidated income statement in respect of share-based payments for 2017 was £2.0 million (2016: £1.1 million). All options have a vesting period of three years and a maximum contractual life of ten years. The fair value of share awards is determined by the market price of the shares at the grant date.

Full details of the performance criteria, vesting outcomes and any additional holding periods for the performance share plan, and the former performance and matching share plans, are set out within the Directors' Remuneration Report on pages 68 to 86.

### 1. Performance share plan

Market value and nil cost options to subscribe for ordinary shares and conditional awards of free shares may be awarded under the Performance Share Plan ("PSP"), and could previously be awarded under the former Performance Share Plan ("Former PSP"). The Company may make a proportion of awards as HMRC approved market value options.

Share options outstanding at 31 December 2017 were exercisable between nil pence and 364 pence and have a weighted average remaining contractual life of eight years and are exercisable between 2018 and 2027.

### (a) Market value option awards

	2017		2016	
	Number of market value options	Weighted average exercise price (pence)	Number of market value options	Weighted average exercise price (pence)
Outstanding at 1 January	1,388,304	278.0	1,374,748	272.0
Awarded during the year	209,124	312.0	258,265	315.0
Forfeited during the year	(288,183)	364.0	(120,647)	388.0
Exercised during the year <sup>1</sup>	(267,920)	126.0	(124,062)	182.0
Outstanding at 31 December	1,041,325	300.0	1,388,304	278.0
Exercisable at 31 December	305,981		573,901	

<sup>1</sup> The weighted average share price at the date of exercise was 265.4 pence (2016: 331.2 pence).

### (b) Nil cost option awards

	Number of nil cost options		
	2017	2016	
Outstanding at 1 January	1,988,381	2,933,042	
Awarded during the year	1,686,167	735,488	
Forfeited during the year	(418,786)	(969,694)	
Exercised during the year	(476,749)	(710,455)	
Outstanding at 31 December	2,779,013	1,988,381	
Exercisable at 31 December	1 <i>77,</i> 575	654,324	

# (c) Deferred share awards

	Number of deferred share awards		
	2017	2016	
Outstanding at 1 January	2,891,272	2,502,051	
Awarded during the year	1,699,057	1,192,245	
Forfeited during the year	(1,576,527)	(464,958)	
Vested during the year	-	(338,066)	
Outstanding at 31 December	3,013,802	2,891,272	

### 2. Former Matching share plan

Under the Former Matching Share Plan ("Former MSP"), nil cost option awards could be made in respect of certain shares purchased by Directors, Directors' deferred bonus, or matching of Directors' deferred bonus. No awards were made under the Former MSP in 2017, and no further awards will be made.

# (a) Deferred share awards - nil cost options

	Number of nil cost options	
	2017	2016
Outstanding at 1 January	693,242	1,276,890
Awarded during the year	-	314,740
Forfeited during the year	-	(229,964)
Exercised during the year	(99,863)	(668,424)
Outstanding at 31 December	593,379	693,242
Exercisable at 31 December	102,998	102,998

# 33 SHARE-BASED PAYMENTS CONTINUED

# (b) Deferred share awards and co-investment – matched nil cost options

	Number of matched nil cost options	
	2017	2016
Outstanding at 1 January	1 <i>,7</i> 31,150	2,592,305
Awarded during the year	-	976,926
Forfeited during the year	(421,512)	(1,063,519)
Exercised during the year	(90,010)	(774,562)
Outstanding at 31 December	1,219,628	1,731,150
Exercisable at 31 December	150,501	240,511

# 3. Fair value of share-based payment

The fair value of share awards is calculated using the Black-Scholes option pricing model for the half that is subject to the total return performance condition and using the stochastic pricing model for the half that is subject to the total shareholder return performance condition. Inputs to the models for share awards during the year are as follows:

Year of share award	2017	2016	2015	2014
Closing share price at grant date	31 <i>7</i> p	283 – 332p	404p	320 – 350p
Exercise price	0 - 31 <i>7</i> p	0 – 315p	403p	_
Expected option life	3 - 6.5 years	3 – 6.5 years	3 years	3 years
Risk-free rate	0.2 - 0.6%	0.3 - 1.2%	0.5 - 1.2%	1.1 - 1.2%
Expected volatility	24.3 - 30.5%	21.5 - 28.9%	19.0 - 22.0%	20.6 - 22.2%
Expected dividend yield	0.5%	0.5%	0.4%	0.4 - 0.5%
Average share price	288p	323p	421p	344p
Value per option	38 - 135p	30 – 96р	36 – 167p	82 – 126p

Expected dividend yield is based on public pronouncements about future dividend levels; all other measures are based on historical data.



### 34 RELATED UNDERTAKINGS

The Company's subsidiaries and other related undertakings at 31 December 2017 are listed below. All Group entities are included in the consolidated financial statements.

Unless otherwise stated, the Company holds 100 per cent of the voting rights and beneficial interests in the shares of the following subsidiaries. The share capital of each of the Companies, where applicable, comprises ordinary shares unless otherwise stated.

### Registered address: 15 Grosvenor Street, London, W1K 4QZ

#### Related undertakings

20 The Piazza Limited

20 The Piazza Management Limited

22 Southampton Street Limited

22 Southampton Street Management Limited

34 Henrietta Street Limited

34 Henrietta Street Management Company Limited

Bronze Limited

C&C Management Services Limited<sup>1</sup>

C&C Properties UK Limited<sup>1</sup> Capco CG 2012 Limited

Capco CG 2012 Nominee Limited

Capco CGP 2012 LP

Capco Covent Garden Limited<sup>1</sup>

Capco Covent Garden Residential Limited

Capco Group Treasury Limited<sup>1</sup>

Capco London Limited

Capital & Counties Asset Management Limited<sup>1</sup>

Capital & Counties CG Limited Capital & Counties CGP

Capital & Counties CG Nominee Limited

Capital & Counties Limited<sup>1,3</sup> CG Investments 2016 GP Limited

CG Investments 2016 LP

CG Investments 2016 Nominee Limited
Covent Garden (43 Management) Limited
Covent Garden (49 Wellington Street) Limited
Covent Garden Group Holdings Limited
Capco CG Wellington (JAH) Limited
Capco CG Wellington (JAR) Limited

Capco CG Wellington (O) Limited

Earls Court Limited

Earls Court Partnership Limited (63%)

EC Properties GP Limited

EC Properties LP

EC Properties Management Limited EC Properties Nominee Limited

EC&O Limited

Empress State GP Limited

The Empress State Limited Partnership Empress State Nominee No 1 Limited Empress State Nominee No 2 Limited Euro Co-Ventures Limited (50%)

Falcon House Management Limited (32%)<sup>2</sup> Innova Investment Partnership GP Limited (50%)<sup>4</sup> Innova Investment Limited Partnership (50%)<sup>4</sup> Innova Investment Group Holdings GP Limited

Innova Investment Group Holdings LP

Innova Investment Group Holdings Nominee Limited

Innova Investment Management Limited Lillie Square Clubhouse Limited (50%)<sup>4</sup> Lillie Square Developments Limited (50%)<sup>4</sup>

Lillie Square GP Limited (50%)<sup>4</sup>

Lillie Square LP (50%)<sup>4</sup>

Lillie Square Management Limited (50%)<sup>4</sup>
Lillie Square Nominee Limited (50%)<sup>4</sup>

Newincco 1390 Limited

St James Capital Seagrave Road Limited

- 1 Direct undertakings of the Parent.
- 2 Company limited by guarantee.
- 3 Non-voting deferred shares.
- 4 Equity accounted joint ventures.

# 34 RELATED UNDERTAKINGS CONTINUED

# Registered address: 1 Waverley Place, Union Street, St Helier, Jersey, JE1 1SG

### Related undertakings

C&C Properties (Jersey) Limited	Covent Garden Limited	
7.	Coverii Garden Liiniled	
Capital & Counties CG (No. 1) Limited	Covent Garden LP Limited	
Capital & Counties CG (No. 2) Limited	EC Group Holdings Limited	
Capvestco 2 Limited <sup>1</sup>	EC Holdings Limited	
Capvestco 3 Limited <sup>1</sup>	EC Properties LP Limited	
Capvestco 3 Holdings Limited	Empress Holdings Limited	
Capvestco Earls Court Limited	Empress State (Jersey) Limited	
Capvestco Limited <sup>1</sup>	Innova Investment Group Holdings LP Limited	
CG Investments 2016 (No. 1) Limited	Innova Investment Holdings Limited	
CG Investments 2016 (No. 2) Limited	Lillie Square LP Limited	
CG Investments 2016 Group Limited		

<sup>1</sup> Direct undertakings of the Parent.

# Registered address: 33 Cavendish Square, London, W1G oPW

### Related undertakings

Great Capital Partnership (G.P.) Limited (50%) <sup>1</sup>	The Great Capital Partnership (50%) <sup>1</sup>	
Great Capital Property Limited (50%) <sup>1</sup>		

<sup>1</sup> Equity accounted joint ventures.

### Registered address: 25 The Avenue, Chiswick, London, England, W4 1HA

# Related undertaking

1 and 3 Eardley Crescent Ltd (9%)



# Other information (unaudited)

# Analysis of property portfolio

# 1. PROPERTY DATA AS AT 31 DECEMBER 2017

	Market value £m	Ownership
Covent Garden	2,545.4	100%
Earls Court Properties		
ECPL	560.7	63%
Lillie Square	156.5	50%
Empress State	220.0	100%
Other	41.9	100%
Earls Court Properties (Group share)	979.1	
Group share of total property	3,524.5	
Investment and development property	3,369.8	
Trading property	1 <i>54.7</i>	

# 2. ANALYSIS OF CAPITAL RETURN FOR THE YEAR

Like-for-like capital	Market value 31 December 2017 £m	Market value 31 December 2016 £m	Revaluation gain/ (loss) <sup>1</sup> 31 December 2017 £m	Increase/ (decrease)
Covent Garden	2,453.7	2,265.5	99.0	4.3%
Earls Court Properties	977.4	978.0	(1 <b>30.</b> 7)	(11.8)%
Total like-for-like capital	3,431.1	3,243.5	(31.7)	(0.9)%
Investment and development property	3,276.4	3,183.8	(22.0)	( <b>0.7</b> )%
Trading property	154. <i>7</i>	<i>59.7</i>	( <b>9.7</b> ) <sup>2</sup>	(5.9)%
Non like-for-like capital				
Acquisitions	93.4	_	(5.9)	
Disposals	-	466.1	-	
Group share of total property	3,524.5	3,709.6	(37.6)	(1.1)%
Investment and development property	3,369.8	3,484.1	(27.9)	(0.8)%
Trading property	154.7	225.5	(9.7)2	(5.9)%
All property				
Covent Garden	2,545.4	2,274.8	93.4	3.9%
Earls Court Properties	979.1	1,142.1	(131.0)	(11.8)%
Venues	-	292.7	-	-
Group share of total property	3,524.5	3,709.6	(37.6)	(1.1)%

 $<sup>{\</sup>tt 1} \quad Revaluation\ gain/(loss)\ includes\ amortisation\ of\ lease\ incentives\ and\ fixed\ head\ leases.$ 

 $<sup>{\</sup>bf 2} \quad Represents unrecognised surplus \ and \ write \ down \ or \ write \ back \ to \ market \ value \ of \ trading \ property. \ Presented \ for \ information \ purposes \ only.$ 

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# Analysis of property portfolio continued

# 3. ANALYSIS OF NET RENTAL INCOME FOR THE YEAR

Like-for-like net rental income from continuing operations	201 <i>7</i> £m	2016 £m	Increase/ (decrease)
Covent Garden	43.2	38.8	11.3%
Earls Court Properties	18.0	17.0	5.4%
Other	(0.5)	(0.5)	(15.3)%
Total like-for-like net rental income	60.7	55.3	9.8%
Like-for-like investment and development property	60.7	55.3	9.8%
Like-for-like trading property	-	_	-
Non like-for-like net rental income			
Acquisitions	0.2	_	
Developments	2.0	1.8	
Prior year acquisitions (like-for-like capital)	3.3	0.8	
Group share of total net rental income	66.2	57.9	14.4%
Investment and development property	66.3	58.0	14.2%
Trading property	(0.1)	(O. 1)	
All property			
Covent Garden	48.9	41.5	17.8%
Earls Court Properties <sup>1</sup>	1 <b>7.8</b>	16.8	<b>5.5</b> %
Other	(0.5)	(0.4)	(1.1)%
Group share of total net rental income	66.2	57.9	14.4%

 $_1$   $\,$  ERV of the Empress State Building is £17.0 million.

# 4. ANALYSIS OF COVENT GARDEN BY USE

### 31 December 2017

	Initial yield (EPRA)	Nominal equivalent yield	Passing rent <sup>2</sup> £m	Occupancy rate	Weighted average unexpired lease years	Market value £m	ERV £m	Net area million Sq ft
Retail						1,893.3	76.1	0.6
Office						293.5	15.8	0.2
Residential						127.9	3.5	0.2
Other <sup>1</sup>						230.7	9.4	0.1
Total	2.10%	3.56%	58.9	97.5%	7.6	2,545.4	104.8	1.1

<sup>1</sup> Consists of property where the highest and best use valuation differs from the current use.

<sup>2</sup> Non-leased income of £1.3 million is added to passing rent to arrive at gross income.

# Other information (unaudited) continued

# Consolidated underlying profit statement

For the year ended 31 December 2017

	2017	Re-presented <sup>1</sup> 2016
Group share	2017 £m	2010 £m
Continuing operations		
Net rental income	66.2	57.9
Other income	2.3	2.7
Administration expenses	(38.7)	(41.9)
Operating profit	29.8	18.7
Finance costs	(20.6)	(19.8)
Finance income	0.8	0.3
Net finance costs	(19.8)	(19.5)
Profit/(loss) before tax	10.0	(0.8)
Taxation	(2.7)	(3.1)
Underlying earnings/(loss) from continuing operations	7.3	(3.9)
Underlying earnings from discontinued operation	4.1	15.7
Underlying earnings	11.4	11.8
Underlying earnings/(loss) per share (pence):		
From continuing operations	0.9	(0.5)
From discontinued operation	0.4	1.9
Underlying earnings per share (pence)	1.3	1.4
Weighted average number of shares	848.7m	846.5m

 $<sup>{\</sup>tt 1} \quad \text{The prior year comparatives have been re-presented to separate out continuing and discontinued operations.}$ 

# Financial covenants

For the year ended 31 December 2017

# FINANCIAL COVENANTS ON NON-RECOURSE DEBT

		31 December 20	117	
Group share		Loan(s) outstanding 31 December 2017 <sup>1</sup> £m	LTV covenant	Interest cover covenant
Covent Garden <sup>2</sup>	2022 - 2037	715.0	60%	120%
ECPL	2026	39.1	40%	n/a
Lillie Square	2019	31.9	<b>75</b> %	n/a
Total		786.0		

 $<sup>1 \</sup>quad \text{The loan values are the nominal values at 31 December 2017 shown on a Group share basis.} \\ \text{The balance sheet value of the loans includes any unamortised fees.}$ 

<sup>2</sup> Covent Garden comprises £705 million Revolving Credit Facility ("RCF") maturing in 2022 with £165 million drawn and £550 million Private Placement unsecured notes maturing between 2024 and 2037.

# Alternative performance measures

For the year ended 31 December 2017

The Group has applied the European Securities and Markets Authority ("ESMA") guidelines on alternative performance measures ("APMs") in these annual results. An APM is a financial measure of historical or future finance performance, position or cash flow of the Group which is not a measure defined or specified in IFRS.

Set out below is a summary of the APMs used in this Annual Report.

Many of the APMs included are based on the EPRA Best Practice Recommendations reporting framework, a set of standard disclosures for the property industry, which aims to improve the transparency, comparability and relevance of published results of public real estate companies in Europe.

The Group also uses underlying earnings, property portfolio and financial debt ratios APMs. The Group considers the presentation of underlying earnings to be useful supplementary information as it removes unrealised and certain other items and therefore represents the recurring, underlying performance of the business. The property portfolio presents the Group share of property market value which is the economic value attributable to the owners of the Parent. Financial debt ratios are supplementary ratios which we believe are useful in monitoring the capital structure of the Group. Additionally loan to value and interest cover are covenants within many of the Group's borrowing facilities.

Internally, the Board focuses on and reviews information and reports prepared on a Group share basis, which includes the Group's share of joint ventures but excludes the non-controlling interest share of our subsidiaries.

APM	Nearest IFRS measure	Explanation and reconciliation
EPRA earnings and earnings per share Profit for the year and basic earnings per share		
EPRA NAV and NAV per share	Net assets attributable to shareholders	Note 14
Underlying earnings and earnings per sha	re Basic earnings per share	
Market value of property portfolio	Investment, development and trading properties	Note 15
Loan to value	N/A	
Interest cover	N/A	Note 26
Gross debt with interest rate protection	N/A	
Weighted average cost of debt	N/A	Financial Review, page 40

Where this report uses like-for-like comparisons, these are defined within the Glossary.

# Selected performance measures

The following is a summary of EPRA performance measures and key Group measures included within this Annual Report. The measures are defined in the Glossary.

APM	Definition of measure	Page	2017	2016
EPRA earnings/(loss)	Recurring earnings/(loss) from core operational activity	114	£6.2m	£(3.5)m
EPRA earnings/(loss) per share	EPRA earnings/(loss) per weighted number of ordinary shares	114	0.7p	(0.4)p
Underlying earnings	Profit for the year excluding unrealised and one-off items	114	£11.4m	£11.8m
Underlying earnings per share	Underlying earnings per weighted number of ordinary shares		1.3p	1.4p
Market value of property portfolio	Market value of investment, development and trading properties		£3,525m	£3,710m
EPRA NAV	Net asset value adjusted to include properties and other investment interests at fair value and to exclude certain items not expected to			
	crystallise in a long-term investment property business model	115	£2,839m	£2,878m
EPRA NAV per share	EPRA NAV per the diluted number of ordinary shares	115	334p	340p
EPRA triple net assets	EPRA NAV amended to include the fair value of financial instruments			
	and debt	115	£2,822m	£2,841m
EPRA triple net assets per share	Diluted triple net assets per the diluted number of ordinary shares	115	332p	335р
EPRA net initial yield	Annualised rental income less non-recoverable costs as a percentage			
	of market value plus assumed purchaser's costs	N/A	2.5%	2.5%
EPRA topped-up initial yield	Net initial yield adjusted for the expiration of rent-free periods	N/A	2.8%	2.7%
Occupancy	ERV of occupied space as a percentage of ERV of combined portfolio	N/A	97.9%	97.1%
Loan to value	Net debt divided by the carrying value of the property portfolio	129	21.3%	23.4%
Interest cover	Underlying operating profit divided by net underlying finance costs	129	169.7%	172.8%
Gross debt with interest rate protection	Proportion of the gross debt with interest rate protection	127	91%	86%
Weighted average cost of debt	t Cost of debt weighted by the drawn balance of external borrowings	40	2.8%	2.7%

# Other information (unaudited) continued Historical record

# CONTINUING AND DISCONTINUED OPERATIONS

Consolidated income statement	201 <i>7</i> £m	2016 £m	2015 £m	2014 £m	2013 £m
Net rental income	73.4	81.5	74.9	70.1	63.8
Profit/(loss) on sale of trading property	14.5	4.4	2.0	(1.9)	10.4
Other income	2.3	2.7	2.6	1.5	0.2
(Loss)/gain on revaluation and sale of investment and					
development property	(28.0)	(124.8)	421.8	454.4	313.4
Non-recurring income/(costs)	1.5	(5.0)	(0.2)	1.7	0.7
Administration expenses	(41.4)	(50.5)	(52.5)	(43.2)	(33.8)
Operating profit/(loss)	22.3	(91.7)	448.6	482.6	354.7
Net finance costs	(16.0)	(37.8)	(20.6)	(32.4)	(4.7)
Profit/(loss) before tax	6.3	(129.5)	428.0	450.2	350.0
Taxation	(6.7)	10.9	3.1	(1.6)	(12.6)
(Loss)/profit for the year	(0.4)	(118.6)	431.1	448.6	337.4
Consolidated balance sheet					
Investment and development property	3,318.1	3,443.0	3,385.2	2,785.9	2,051.1
Other non-current assets	155.1	120.0	96.0	55.8	50.9
Cash and cash equivalents	52.3	64.8	91.0	111.9	45.0
Other current assets	158. <b>7</b>	231.1	173.7	144.9	135.5
Total assets	3,684.2	3,858.9	3,745.9	3,098.5	2,282.5
Non-current borrowings, including finance leases	(785.3)	(881.1)	(651.4)	(439.1)	(357.7)
Other non-current liabilities	(5.8)	(17.5)	(16.8)	(17.2)	(27.5)
Current borrowings, including finance leases	(0.7)	(31.1)	(18.5)	(17.5)	(16.5)
Other current liabilities	(92.6)	(124.2)	(125.2)	(118.4)	(68.7)
Total liabilities	(884.4)	(1,053.9)	(811.9)	(592.2)	(470.4)
Net assets	2,799.8	2,805.0	2,934.0	2,506.3	1,812.1
Per share information	Pence	Pence	Pence	Pence	Pence
Basic (loss)/earnings per share	(0.1)	(14.0)	51.3	55.6	44.7
Underlying earnings per share	1.3	1.4	0.9	1.6	1.0
Basic net assets per share	329.7	331.5	348.5	299.7	239.1
EPRA NAV	333.8	339.6	360.9	310.7	248.5
Dividend per share	1.5	1.5	1.5	1.5	1.5

Prepared on a Group share basis.

### Board and advisers

#### Chairman

Ian Durant

### **Executive Directors**

Ian Hawksworth, Chief Executive Situl Jobanputra, Chief Financial Officer Gary Yardley, Managing Director & Chief Investment Officer

### Non-executive Directors

Charlotte Boyle Graeme Gordon Gerry Murphy Henry Staunton, Senior Independent Director Anthony Steains Andrew Strang

### **Company Secretary**

Ruth Pavey

### Registered office

15 Grosvenor Street London W1K 4QZ Telephone: 020 3214 9150 Fax: 020 3214 9151

### Registered number

7145051

### Websites

www.capitalandcounties.com www.coventgarden.london www.myearlscourt.com

### Independent auditors

PricewaterhouseCoopers LLP

#### Solicitors

Linklaters LLP Webber Wentzel (South Africa)

# Brokers and Financial Advisers

Bank of America Merrill Lynch N M Rothschild & Sons Limited UBS Limited

### **SA Sponsor**

Merrill Lynch South Africa (Pty) Limited

# Dividends

The Directors of Capital & Counties Properties PLC have proposed a final dividend per ordinary share (ISIN GBooB62G9D36) of 1.0 pence payable on 23 May 2018.

### Dates

The following are the salient dates for payment of the proposed final dividend:

Sterling/Rand exchange rate struck	9 April 2018
Sterling/Rand exchange rate and dividend amount in Rand announced	10 April 2018
Ordinary shares listed ex-dividend on the JSE, Johannesburg	18 April 2018
Ordinary shares listed ex-dividend on the London Stock Exchange	19 April 2018
Record date for final dividend in UK and South Africa	20 April 2018
Election date for scrip dividend alternative (SA) by noon	20 April 2018
Election date for scrip dividend alternative (UK) by 5:30pm	27 April 2018
Annual General Meeting	4 May 2018
Dividend payment date for shareholders	23 May 2018

South African shareholders should note that, in accordance with the requirements of Strate, the last day to trade cum-dividend will be 17 April 2018 and that no dematerialisation of shares will be possible from 18 April 2018 to 20 April 2018 inclusive. No transfers between the UK and South Africa registers may take place from 9 April 2018 to 20 April 2018 inclusive.

Subject to SARB approval, the Board intends to offer an optional scrip dividend alternative in respect of the 2017 final dividend.

The above dates are proposed and subject to change.

## Important information for South African shareholders:

The final cash dividend declared by the Company will constitute a dividend for Dividends Tax purposes. Dividends Tax will therefore be withheld from the amount of the final cash dividend which is paid at a rate of 20 per cent, unless a shareholder qualifies for an exemption and the prescribed requirements for effecting the exemption, as set out in the rules of the Scrip Dividend Scheme, are in place.

It is the Company's understanding that the issue and receipt of shares pursuant to the scrip dividend alternative will not have any Dividends Tax nor income tax implications. The new shares which are acquired under the scrip dividend alternative will be treated as having been acquired for nil consideration.

This information is included only as a general guide to taxation for shareholders resident in South Africa based on Capco's understanding of the law and the practice currently in force. Any shareholder who is in any doubt as to their tax position should seek independent professional advice.



# Glossary

### Alternative Performance Measure (APM)

A financial measure of historical or future financial performance, position or cash flows of the Group which is not a measure defined or specified in IFRS.

#### **BPS**

Basis point is a unit equal to one hundredth of a percentage point.

#### Capco

Capco represents Capital & Counties Properties PLC (also referred to as "the Company" or "the Parent") and all its subsidiaries and group undertakings, collectively referred to as "the Group".

#### CLSA

Conditional Land Sale Agreement, an agreement with LBHF relating to its land in the Earls Court and West Kensington Opportunity Area.

# Diluted figures

Reported amounts adjusted to include the dilutive effects of potential shares issuable under employee incentive arrangements.

#### Earls Court

The London district made up of a series of residential neighbourhoods crossing the boundaries of London Borough of Hammersmith & Fulham and Royal Borough of Kensington & Chelsea.

### Earls Court Masterplan

The Earls Court Masterplan, created by Sir Terry Farrell and Partners, is the consented scheme for the transformation of Earls Court and West Kensington Opportunity Area. The London Borough of Hammersmith & Fulham and The Royal Borough of Kensington & Chelsea formally granted outline planning permission for the Earls Court Masterplan on 14 November 2013.

### **Earls Court Properties**

The Group's interests in the Earls Court area, comprising properties held in ECPL, Lillie Square (a 50:50 joint venture partnership with the Kwok Family Interests), the Empress State Building and a number of smaller properties in the Earls Court area.

### FRITDA

Earnings before interest, tax, depreciation and amortisation.

### EC1 & EC2

The site formerly the location of the Earls Court 1 and Earls Court 2 Exhibition Centres.

### **ECPL**

Earls Court Partnership Limited is the investment vehicle with TfL. The Group holds 63 per cent controlling interest and TfL holds 37 per cent. ECPL holds interests in EC1 & EC2 and other adjacent property primarily located on and around Lillie Road.

### **EPRA**

European Public Real Estate Association, the publisher of Best Practice Recommendations intended to make financial statements of public real estate companies in Europe clearer, more transparent and comparable.

### **EPRA** earnings

Profit for the year excluding gains or losses on the revaluation and sale of investment and development property, write down of trading property, changes in fair value of derivative financial instruments and associated close-out costs and the related tax on these items.

### EPRA earnings per share

EPRA earnings divided by the weighted average number of shares in issue during the year.

### EPRA net asset value (NAV)

The net assets as at the end of the year including the excess of the fair value of trading property over its cost and excluding the fair value of financial instruments, deferred tax on revaluations and diluting for the effect of those shares potentially issuable under employee share schemes divided by the diluted number of shares at the year end.

### EPRA net asset value per share

EPRA net asset value divided by the diluted number of ordinary shares.

#### EPRA net initial vield

Annualised net rent (after deduction of revenue costs such as head rent, running void, service charge after shortfalls and empty rates) on investment and development property expressed as a percentage of the gross market value before deduction of theoretical acquisition costs.

### EPRA topped-up initial yield

Net initial yield adjusted for the expiration of rent-free periods.

### EPRA triple net asset value (NNNAV)

EPRA NAV adjusted to reflect the fair value of derivative financial instruments, excess fair value of debt over carrying value and deferred tax on derivative financial instruments, revaluations and capital allowances.

### EPRA triple net asset value per share (NNNAV)

EPRA triple net asset value divided by the diluted number of ordinary shares.

### **EPRA** vacancy

The ERV of un-let units expressed as a percentage of the ERV of let and under offer units plus ERV of un-let units, excluding units under development.

### **ESB**

Empress State Building.

### Estimated rental value (ERV)

The external valuers' estimate of the open market rent which, on the date of valuation, could reasonably be expected to be obtained on a new letting or rent review of the property.

### FRC

Financial Reporting Council.

### GCF

The Great Capital Partnership is a 50 per cent joint venture between Capital & Counties Limited and Great Portland Estates PLC.

### GEA

Gross external area.

### GLA

Greater London Authority.

### **GRESE**

Global Real Estate Sustainability Benchmark.

### Gross income

The Group's share of passing rent plus sundry non-leased income.

### FTSE 350 Real Estate Index

London Stock Exchange index derived from real estate companies in the FTSE 100 and FTSE 250 indices.

### Headline earnings

Headline earnings per share is calculated in accordance with Circular 2/2015 issued by the South African Institute of Chartered Accountants ("SAICA"), a requirement of the Group's JSE listing. This measure is not a requirement of IFRS.

### **HMRC**

Her Majesty's Revenue and Customs.

### **IFRS**

International Financial Reporting Standards.

### Innov

Innova Investment Limited Partnership is a 50 per cent joint venture between the Group and Network Rail Infrastructure Limited.

#### IPC

Investment Property Databank Limited, producer of an independent benchmark of property returns.

#### JSE

Johannesburg Stock Exchange.

### Kwok Family Interests (KFI)

Joint venture partner in the Lillie Square development.

#### IBHE

The London Borough of Hammersmith & Fulham.

# Like-for-like property

Property which has been owned throughout both years without significant capital expenditure in either year, so income can be compared on a like-for-like basis. For the purposes of comparison of capital values, this will also include assets owned at the previous balance sheet date but not necessarily throughout the prior year.

### Loan to value (LTV)

LTV is calculated on the basis of the Group's net debt divided by the carrying value of the Group's property portfolio.

#### 151/

The Lillie Square joint venture is a 50 per cent joint venture between the Group and Kwok Family Interests.

#### NΔV

Net Asset Value.

### Net debt

Total borrowings less cash and cash equivalents.

#### NIA

Net Internal Area.

### Net rental income (NRI)

Gross rental income less ground rents, payable service charge expenses and other non-recoverable charges, having taken due account of bad debt provisions and adjustments to comply with International Financial Reporting Standards regarding tenant lease incentives.

### Nominal equivalent yield

Effective annual yield to a purchaser on the gross market value, assuming rent is receivable annually in arrears, and that the property becomes fully occupied and that all rents revert to the current market level (ERV) at the next review date or lease expiry.

### NRIL

Network Rail Infrastructure Limited.

### Occupancy rate

The ERV of let and under offer units expressed as a percentage of the ERV of let and under offer units plus ERV of un-let units, excluding units under development. This is equivalent to 100 per cent less the EPRA vacancy rate.

### Opportunity Area

In September 2011 the GLA published the 'Opportunity Area Planning Frameworks Report'. Opportunity Areas are London's major reservoirs of brownfield land with significant capacity to accommodate new housing, commercial and other developments linked to existing or potential improvements to public transport accessibility. Typically, they can accommodate at least 5,000 jobs or 2,500 new homes or a combination of the two, along with other supporting facilities and infrastructure.

# Passing rent

Contracted annual rents receivable at the balance sheet date. This takes no account of accounting adjustments made in respect of rentfree periods or tenant lease incentives, the reclassification of certain lease payments as finance charges or any irrecoverable costs and expenses, and does not include excess turnover rent, additional rent in respect of unsettled rent reviews or sundry income. Contracted annual rents in respect of tenants in administration are excluded.

#### P.A.

Per annum.

### **RBKC**

Royal Borough of Kensington and Chelsea.

#### RICS

Royal Institution of Chartered Surveyors.

#### RIDDOR

Reporting of Injuries, Diseases and Dangerous Occurrences Regulations.

#### SARB

South African Reserve Bank.

#### SAICA

South African Institute of Chartered Accountants.

### Section 106

Section 106 of the Town and Country Planning Act 1990, pursuant to which the relevant planning authority can impose planning obligations on a developer to secure contributions to services, infrastructure and amenities in order to support and facilitate a proposed development.

# Tenant lease incentives

Any incentives offered to tenants to enter into a lease. Typically incentives are in the form of an initial rent-free period and/or a cash contribution to fit-out the premises. Under International Financial Reporting Standards the value of incentives granted to tenants is amortised through the income statement on a straight-line basis over the lease term.

#### TfL

Transport for London and any subsidiary of Transport for London including Transport Trading Limited and London Underground Limited.

### Total property return (TPR)

Capital growth including gains and losses on disposals plus rent received less associated costs, including ground rent.

### Total return (TR)

The growth in EPRA NAV per share plus dividends per share paid during the year.

# Total shareholder return (TSR)

The increase in the price of an ordinary share plus dividends paid during the year assuming re-investment in ordinary shares.

### Underlying earnings

Profit for the year excluding impairment charges, net valuation gains/losses (including profits/losses on disposals), net refinancing charges, costs of termination of derivative financial instruments and non-recurring costs and income. Underlying earnings is reported on a Group share basis.

# Underlying earnings per share (EPS)

Underlying earnings divided by the weighted average number of shares in issue during the year.

# Weighted average unexpired lease term

The unexpired lease term to lease expiry weighted by ERV for each lease.

### WCC

Westminster City Council.

### Zone A

A means of analysing and comparing the rental value of retail space by dividing it in to zones parallel with the main frontage. The most valuable zone, Zone A, falls within a 6m depth of the shop frontage. Each successive zone is valued at half the rate of the zone in front of it. The blend is referred to as being 'ITZA' ("In Terms of Zone A").



# Shareholder Information

### Registrars

All enquiries concerning shares or shareholdings, including notification of change of address, queries regarding loss of a share certificate and dividend payments should be addressed to:

### For shareholders registered in the UK:

#### Link Asset Services

The Registry, 34 Beckenham Road, Beckenham, Kent, BR3 4TU Telephone: 0871 664 0300 (calls cost 12p per minute plus your phone company's access charge; calls outside the United Kingdom will be charged at the applicable international rate; lines are open 9.00 am – 5.30 pm Monday – Friday, excluding public holidays in England and Wales)

Telephone outside UK: +44 (o) 371 664 0300 Email: enquiries@linkgroup.co.uk www.linkassetservices.com

# For shareholders registered in South Africa:

Computershare Investor Services Proprietary Limited Rosebank Towers, 15 Biermann Avenue, Rosebank, South Africa, Postal address: PO Box 61051, Marshalltown 2107, South Africa Telephone: +27 (0) 11 370 5000 or 086 1100 933 www.computershare.com

### Payment of dividends

If you are a shareholder and wish to have your dividends paid directly into a bank or building society, please complete a mandate form which is available from the appropriate registrar.

### Share price information

The latest information on the Capital & Counties Properties PLC share price is available on the Company's website www.capitalandcounties.com.

The shares are traded on the LSE with LSE code CAPC, SEDOL B62G9D3, ISIN GBOOB62G9D36. The shares are traded on the JSE under the abbreviated name CAPCO and JSE code CCO.

### Web-based enquiry service for shareholders

Shareholders registered in the UK can register at www.signalshares.com to access a range of online services including:

- Online proxy voting
- Electing to receive shareholder communications electronically
- Viewing your holding balance, indicative share price and valuation
- Viewing transactions on your holding including any dividend payments you have received
- Updating your address details or registering a mandate to have your dividends paid directly to your bank account
- Accessing a wide range of shareholder information, including downloadable forms

To register to use this service, you will need your investor code (IVC), which can be found on your share certificate(s).

### Share dealing services

The Company's shares can be traded through most banks, building societies and stockbrokers. Additionally, UK shareholders may trade their shares using the online and telephone dealing service that Link Asset Services provide. To use this service, shareholders should contact Link: within the UK 0371 664 0445 (calls are charged at the standard geographic rate and will vary by provider; lines are open 8.00 am – 4.30 pm Monday to Friday, excluding public holidays in England and Wales); from Ireland: lo-call 1 890 946 375; or from outside UK: +44(0) 371 664 0445 (calls outside the United Kingdom are charged at the applicable international rate) or you can log on to www.linksharedeal.com.

#### Electronic communication

Capco has adopted electronic communications. This means that shareholders will receive documents from the Company electronically unless they elect to receive hard copies.

The Group's annual results and interim results will be published on the Company's website www.capitalandcounties.com. If you are a shareholder who receives hard copies of documents and you wish to elect to receive electronic communications, please contact the appropriate Registrar.

Shareholders may revoke an election to receive electronic communications at any time.

### ShareGift

ShareGift is a charity share donation scheme for shareholders who may wish to dispose of a small quantity of shares where the market value makes it uneconomical to sell on a commission basis. Further information can be found on its website www.sharegift.org or by telephoning 020 7930 3737.

### Strate Charity Shares (SCS)

SCS is a charity share donation scheme for shareholders who may wish to dispose of small holdings of shares that are too costly to sell via a stock broker on a commission basis. Further information can be found at www.strate.co.za, by emailing charityshares@computershare.co.za or by calling 0800 202 363 or +27(0) 11 870 8207 if you are phoning from outside South Africa.

### Investment scams

Shareholders are advised to be wary of any unsolicited calls, mail or emails that offer free advice, the opportunity to buy shares at a discount or to provide free company or research reports. Such approaches are often investment scams. Information on how to protect yourself from investment scams can be found at www.fca.org.uk/scams or by calling the FCA's consumer helpline on o800 111 6768.

www.capitalandcounties.com 147



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