

Largest Single Family Portfolio in UK



PRESENTATION TEAM





Graham Barnet, CEO and Founder of Sigma Capital Group* ("Sigma")

- Leading figure in the Single Family Build-to-Rent ("BTR") sector in the UK
- Delivered over 7,800 BTR homes in the UK to date, with 3,000+ under construction (including activities outside The PRS REIT)
- Co-founded Sigma in 1996; IPO in 2000 and successful sale to Pinebridge Investments in 2021.
- Now leading the expansion of Sigma's BTR activities (assets £750m+)
- Architect of The PRS REIT plc and the REIT's model

Mike McGill, Group Chief Financial Officer of Sigma Capital Group

- ▶ Appointed March 2020. Over 20 years' experience in senior financial roles at listed and private companies in a range of sectors including residential property
- Previously Group CFO at Baxters Food Group Limited, CFO at Lomond Capital, the residential asset management company, and Group Finance Director at Murray International Holdings Limited, the property and metals group





Rob Sumner, MRICS, Residential Investment Director of Sigma Capital Group

- ► A chartered surveyor specialising in the residential sector, with over 25 years' experience in residential regional markets
- Worked for 10 years as a Director in the National Development team at Savills, specialising in both development and investment

*Sigma's subsidiary, Sigma PRS Management Ltd, is Investment Adviser to the Company

EXCELLENT PERFORMANCE – H1 HIGHLIGHTS



Dividend coverage and very strong prospects

- ► Housing delivery c.96% complete
- ► Net rental income up 17%
- ► Portfolio gearing 38% (2022: 36%) and cost base largely fixed
- ► Fully covered target total dividend of 4p per share from March 2024, on EPRA EPS run-rate basis
- ► Prospects for Build to Rent assets remain strong based on underlying market dynamics

(Savills Research, CBRE Insight, DLUHC, Zoopla, National Residential Landlords Association Confidence Index)

► 5.264 completed homes, ERV of c.£60.3m p.a. at 31 **Dec 2023**

184 homes added in H1

- ► Rent collection* 99%
- Occupancy 97%
- LFL rental growth 11%
- Affordability** 22%

Rental income **£28.1m gross** Up 16% £22.9m net Up 17%

► £679m net assets at 31 Dec 2023*** 123.6p per share *Up 6%*

- 8 March 2024:
 - ► 5,306 completed homes
 - ► 270 under way
 - Total ERV is £64.2m p.a.

▶ Dividends of 2p per share in H1

FY24 target is 4p



^{*} Rent collected relative to rent invoiced in the same period **Average rent as a proportion of gross household income

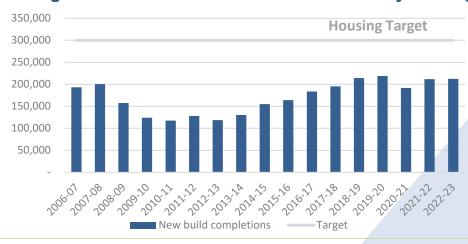
^{***} on both IFRS NAV and EPRA NTA per share basis

RENTAL MARKET - STRONG STRUCTURAL FUNDAMENTALS

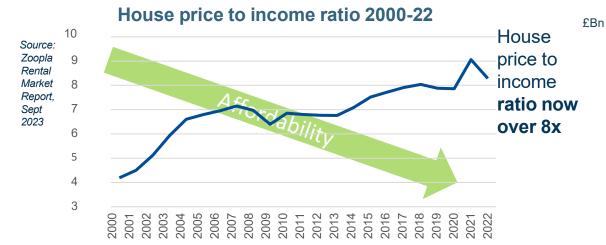
Strong rental market fundamentals

- Growing demand for rental properties
 - Increasing mortgage affordability challenges for wouldbe buyers (higher interest rates/elevated house prices)
- Housebuilding has slowed significantly
- Undersupply of rental homes
 - Buy-to-let ("BTL") sector shrinking; smaller private landlords
 - exiting
 - BTL mortgages at an all-time low as a proportion of overall lending

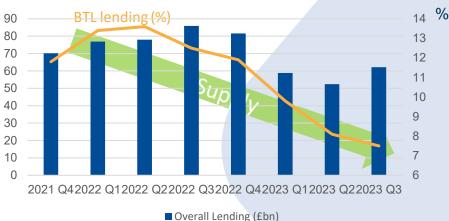
Significant shortfall in new homes delivery vs. target



UK has
4.3m
backlog of
homes
Source:
Centre for
Cities



BTL lending at all-time low vs. overall lending

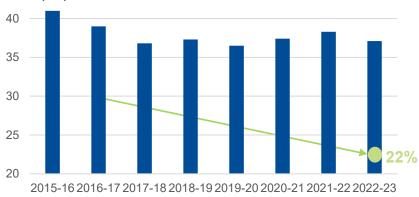


151,000 BTL disposals in
22/23 tax year
Source:
HMRC/Quilter

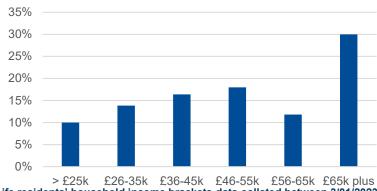
BUILT-TO-RENT - RESILIENT INCOME/ SIGNIFICANT OPPORTUNITY

REIT homes are highly affordable

Simple Life tenants average spend on rent as a proportion of household income **c. 22**%



Household income spend on rent excl. guarantors

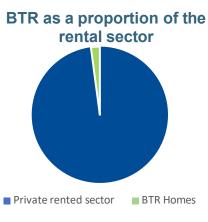


Simple Life residents' household income brackets-data collated between 3/01/2023-29/12/2023

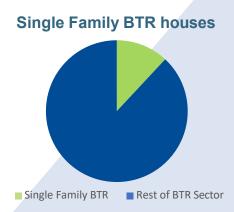
Simple Life average rental more affordable than a typical mortgage*







BTR represents only 2% (92,000) of completed rental dwellings



Just 11,000 completed Single Family homes

Zoopla Five-year Rental Averages to Dec 2023







Net new supply down 6%



VERY STRONG RECORD OF DELIVERY

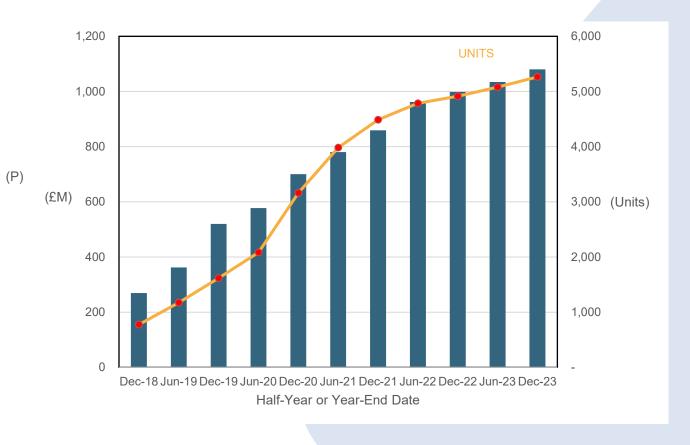
Good Growth in Rental Income and EPRA EPS

Gross rental income and EPRA EPS

60 4.5 **EPRA EPS December** 4.0 **2023 EPRA** 50 **EPS** based on 3.5 1.8p actual for half-year x2 3.0 40 (£M) March 2023 based on 2.0 30 **EPRA** run rate = dividend 1.5 20 1.0 0.5 10 (0.5)Jun-20 Jun-21 Jun-22 Jun-19 Jun-23 Dec-23 Mar-24 Half-Year and Year-End Date

Investment Value Rising

Investment value and units delivered



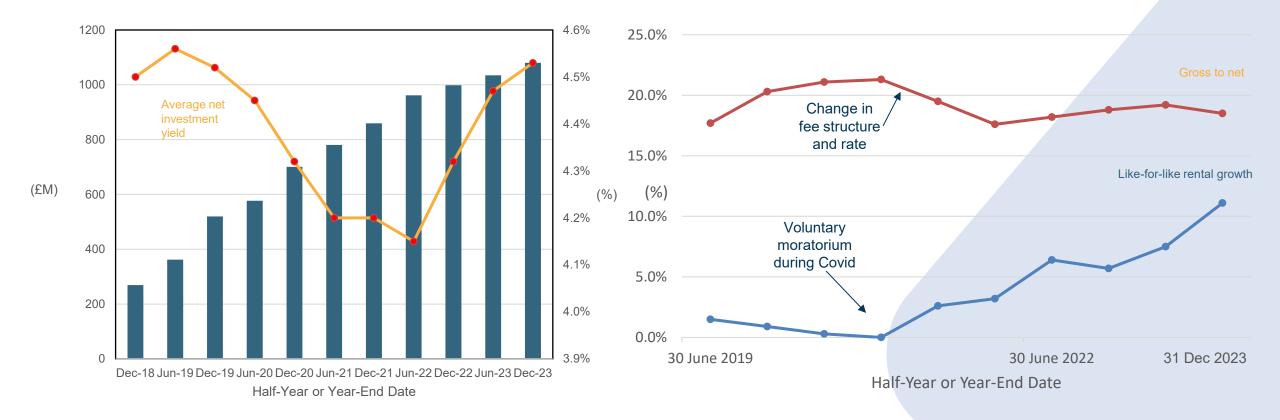
VERY STRONG RECORD OF DELIVERY

Strong Growth in Net Investment Yield

Investment value and net investment yield

Strong Rental Growth and Firm Control of Cost Base

Like-for-like rental growth and Gross to net operating costs





H1 2024 - FINANCIAL HIGHLIGHTS

Dividend covered from March 2024 Strong earnings growth with firm momentum

Six months ended 31 December	H1 2024	H1 2023	Increase
Revenue	£28.1m	£24.2m	+ 16%
Net rental income	£22.9m	£19.6m	+ 17%
Operating profit	£39.2m	£22.7m	+ 73%
Profit before tax	£30.3m	£14.7m	+ 106%
Basic EPS	5.5p	2.7p	+ 104%
EPRA EPS	1.8p	1.6p	+ 13%
Net assets at 31 December	£679m	£643m	+ 6%
IFRS and EPRA NTA per share	123.6 p	117.1p	+ 6%

- ► Gross revenue up 16%:
 - increase in no. of completed and let homes
 - full year contribution from homes completed during FY23
 - rental growth
- ► Net rental income up 17%:
 - strong cost management
 - economies of scale
- ► Total target dividend of 4p per share* expected to be fully covered by EPRA EPS on a run-rate basis from March 2024

*This is a target only, and there can be no assurance that the target can or will be met



CONTINUED VERY STRONG ASSET PERFORMANCE

Portfolio largely built-out and delivering high returns

Portfolio	At	At	At
	8 Mar 2024	31 Dec 2023	30 June 2023
No. of properties	5,306	5,264	5,080
Let properties (out of total)	5,119	5,087	4,932
- as a percentage	96%	97%	97%
Non-recoverable property costs as a percentage of gross rent (gross to net)	n/a	18.5%	19.1%
Estimated rental value ("ERV")	£61.7m	£60.3m	£55.0m
Rent collection ¹	99%	99%	99%



Q3 - 1 Jan to 8 March 2024 – continued excellent performance

- Like-for-like blended rental growth over the 12 months to the end of February 2024, 11.6%
- Arrears net of provisions at 8 March 2024: £0.6m despite larger portfolio and cost-of-living crisis (30 Jun 2023: £0.6m)
- Benefit of deposits and rent insurance not reflected in arrears balance and provisions made against bad and doubtful bad debts
- Cost base is largely fixed and amply covered
- ► Gross to net reflects economies of scale and strong cost management through economies of Sigma platform

¹ rent collected relative to rent invoiced in the same period



COMPLETED SITES - COST, INVESTMENT VALUE AND OMV*

Investment Value Continues to Rise

	Acquired	Developed	Completed Total
31 December 2023	£m	£m	£m
Cost	149.8	620.8	770.6
Investment Value ("IV")	179.8	831.0	1,010.9
OMV*	193.2	851.7	1,044.9
Uplift on cost to IV	20.0%	33.9%	31.2%
Discount from OMV to IV	6.9%	2.4%	3.3%
31 December 2022			
Cost	140.7	589.1	729.8
Investment value	164.1	740.4	904.5
OMV*	174.9	766.4	941.3
Uplift on cost to IV	16.6%	25.7%	23.9%
Discount from OMV to IV	6.2%	3.4%	3.9%
* OMV is onen market value			

OMV is open market value

- Continued ERV growth has more than offset slight softening of yields
- ▶ Overall discount from OMV to IV at 3.3% remains within the trend of 3-4%
- ▶ Overall uplift on cost to IV increased to 31.2%
- Acquired assets show lower uplift on costs to IV (average 20%) compared to 33.9% for developed assets
- Higher discount from OMV to IV on acquired assets reflects smaller site size
- Acquired and developed assets have both demonstrated strong uplifts in value





DEBT – LONG-TERM DEBT FIXED AT AVERAGE RATE OF 3.8%

Debt Facilities - £460)m*	All-in interest rate	Term
Scottish Widows	(i) £100m facility		To June 2033
(investment debt)	(ii) £150m facility	2.8%	To June 2044
Legal & General	£102m of investment		
Investment Management ("LGIM")	debt.15-year term at fixed rate.	6.0%	To July 2038
management (20mm)	rate.		
RBS	£75m floating-rate debt	Interest	To July 2025
	for two years.	rate cap at	Opportunity to
		6.1%	refinance at
			more
			favourable
			rates

Debt cost now largely fixed and at attractive rates

- ► £427m of investment debt facilities and includes £33m of development debt facilities
- ► £352m of long-term debt facilities, 82% is at fixed rates, average rate is 3.8%

Gross gearing (loan to value): 38% as at 31 Dec 2023 (31 Dec 2022: 36%)

- Development debt required to complete contractual commitments
- ▶ Max. gearing permitted is 45% of gross asset value

Blended average interest rate - compares favourably with average net yield of 4.53% (FY 2023: 4.47%, H1 2023: 4.3%)

- ► 4.4% if RBS £75m debt fully drawn
- ➤ 4.1% if RBS £75m debt is replaced with 15-year investment debt (based on rates as it 31/12/2023).

^{*} incl. £33m of development debt with Barclays Bank. Three-year term to Aug 2025



MARKET-LEADING TENANT SERVICE - AWARD-WINNING BRAND

SIMPLE LIFE™

- High level of engagement with tenants from initial showing to move-in and after – maximise tenant satisfaction
- Philosophy is to create desirable places to live and close-knit and cohesive communities
 - schools, charities and clubs
- Active approach to maintaining also critical to asset





My Simple Life app and portal -1-stop shop for tenants needs

- 24/7 access to customer service teams
- · Tenancy information incl. appliance manuals
- Payments and meter-readings
- · Affiliate offers
- · Residents' forums
- Health and well-being content
- Local services

98%

of customers said that they are happy with their home

94% of customers would recommend Simple Life

96%

of customers said the team made it easy to apply







Leaders in Single family Rental Homes

Property Delivery and Asset Management – Considerable Economies of Scale and Purchasing Power

- Access to development opportunities and site acquisitions
 - UK-wide relationships with construction partners, central government and local authorities
- ► Financial and reporting team
 - Covers all aspects of REIT's finances
- ► Legal and debt origination team
 - Leverage their relationship with funders on the REIT's behalf
- ► Marketing and lettings team
 - Manage marketing, pricing and release of new homes
- Asset management team
 - Weekly reviews of tenancies to ensure tight income and asset management
- Customer experience
 - Close engagement throughout the customer lifecycle
- Simple Life brand including 'My Simple Life' mobile app
 - Award-winning. High standard of customer care



STRONG ESG CREDENTIALS

Environmental impact

- Approx. 87% of homes have an EPC rating in band A /B
 - A 1%, B 86%, C 13% ahead of new minimum rating of C2 recently introduced
- Working with partners on collaborative data gathering and carbon emission reduction strategies
- Photovoltaic, EV charging and recycling programmes
- Flagship Biodiversity Project over 300 school children involved
- Supply chain sustainability



Social impact

- Focused on tenants and the local communities in which REIT developments are located
- Financial and practical help now risen to 50+ charities
- Tenants involved in nominating good causes
- Educational and health & well-being initiatives for tenants
- The PRS REIT ESG Community Fund established and managed by Sigma PRS





The Outward Bound Trust

GreenTheUK

Speed of Sight charity



Wildflowers, /egetables and Herb Gardens in Schools







SIMPLE LIFE LATEST MARKET RECOGNITION

Commitment to Place-making and Local Community



Love To Rent Awards 2023

Social Impact Award – winner Simple Life

"This award looks at organisations who have been bold in making sure that this is at the forefront of their developments to make a positive change that solves or addresses social inequalities."

Best BTR Single Family Housing Development Award - winner Simple Life (Stonefield Edge)

"This award recognises the developer/organisation who has evolved with the sector to provide quality, secure, family homes in suburban locations."

SUMMARY – VERY STRONG PROSPECTS



- ► Largest UK portfolio of single family homes
- **▶** Strong portfolio performance
- ► Low-cost long-term debt
- ► Leading gross to net performance
- **▶** Growing income



- **▶** Dividend target* of 4p per share for FY 2024 fully covered from March 2024 (EPRA EPS run-rate basis)
- Dividend growth as earnings increase



- ► Huge undersupply of highquality family homes
- ► As interest rates reduce, yields in real estate sector will strengthen accordingly



- ▶ Desirable well-located energy efficient homes
- ► Award winning rental brand and service
- ► Highly affordable homes 22% affordability ratio

Diversified income from thousands of tenants

*This is a target only, and there can be no assurance that the target can or will be met. It should not be taken as an indication of the Company's expected or actual future returns. Accordingly, potential investors should not place any reliance on this target in deciding whether or not to invest in the Company or assume that the Company will make any distributions at all, and should decide for themselves whether or not the target dividend would be reasonable or accurate.

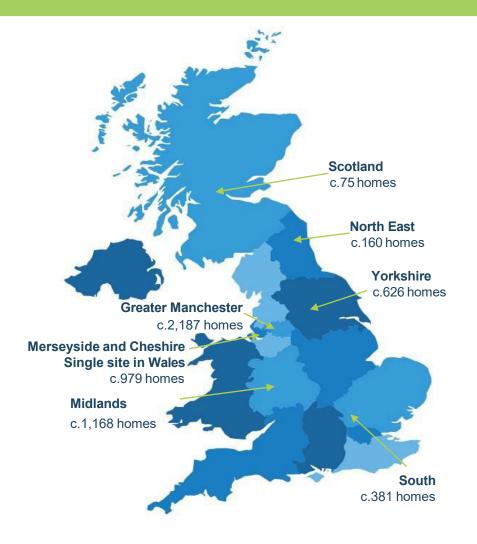


SUPPLEMENTARY INFORMATION

- Overview
- ► Portfolio Growth Rental Income and Completed Homes
- **▶** Portfolio Analysis
- ► The Board



OVERVIEW - THE UK'S LARGEST PORTFOLIO OF SINGLE-FAMILY RENTAL HOMES



- Launched 31 May 2017 the only Main Market listed REIT* focused on single family homes
- ► High-quality, new-build, professionally-managed homes for working families
- Geographically diverse portfolio multiple regions (outside London), esp. N-W and Midlands
 - underpins stable, long-term income and potential for significant capital growth
- Award-winning rental brand, 'Simple Life'
- Investment Adviser is Sigma PRS Management Ltd ("Sigma PRS")

*Real Estate Investment Trust

Single-family rental homes

As of 8 March 2024

Completed homes	5,306
Development sites	72
Average monthly rental	£965
Affordability (average rent to gross household income)	22%
Like-for-like rental growth for the year to end February 24	11.6%
Average occupancy (mths)	26 months

Funding (gross) £982.6m

£555.6m equity + £427m investment debt

Target Portfolio c.5,600 homes

ERV** of Portfolio (8 March 2024)

Completed and contracted assets: £64.2m p.a. **Estimated rental value

Dividend FY2024

4.0p (c.5.3% yield)
Dividend fully covered on a run-rate basis

from March 2024



PORTFOLIO GROWTH - RENTAL INCOME AND COMPLETED HOMES

	At 8 Mar 2024	At 31 Dec 2023	At 31 Dec 2022
Number of completed homes	5,306	5,264	4,193
ERV per annum	£61.7m	£60.3m	£50.7m
Number of contracted homes	270	312	613
ERV per annum	£2.5m	£3.1m	£6.6m
Completed and contracted sites	72	72	71
ERV of completed and contracted sites	£64.2m	£63.4m	£57.3m

- ► Target is 5,600+ homes with ERV of c.£64.0m per annum
- Portfolio is c.96% complete (at 8 March 2024):
 - funding for balance of delivery is available and committed
- ➤ Rental income is growing strongly like-for-like blended (renewals with existing tenants and new lets to new tenants) rental growth on stabilised sites over the 12 months to end of February 2024 was 11.6%
- Occupancy at 96% at 8 March 2024 and affordability at 22%

Stabilised sites at 31 Dec 2023

- 63 stabilised sites across portfolio; 97% occupancy
- ► Time to stabilise sites to 90% occupancy is 7 weeks from handover of final unit
- ► Churn on stabilised assets is 20% average across the portfolio

Geographically diversified

- ➤ 72 sites average site size, 77 units
- Geographical split (by investment value):
 - North West: 51%
 - West Midlands: 21%
 - Yorkshire and North East: 14%
 - South: 11%
 - Wales: 2%
 - Scotland: 1%

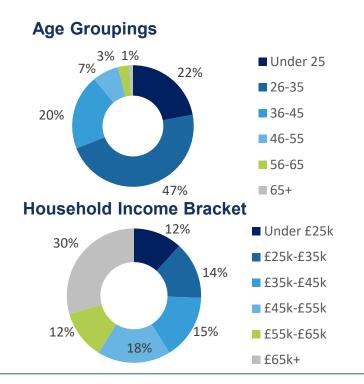


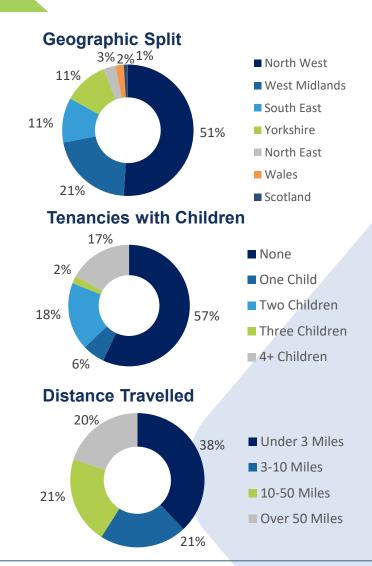
PORTFOLIO ANALYSIS AT 31 DECEMBER 2023



TENANT PROFILE

Average Site Size (REIT) 77 units **Average Rent** £965 p.c.m.







THE BOARD



Stephen Smith - Non-executive Chairman (Independent)

Stephen Smith has over 40 years of experience in the real estate industry. He is currently non-executive Chairman of Starwood European Real Estate Finance Limited, non-executive Chairman of Sancus Lending, and a non-executive director at Pollen Estate and the Network Rail Supervisory. He was the Chief Investment Officer of British Land Company PLC, the FTSE 100 real estate investment trust with responsibility for the group's property and investment strategy between January 2010 to March 2013, and before that, Global Head of Asset Management and Transactions at AXA Real Estate Investment Managers. At AXA, he was responsible for the asset management of a portfolio of more than €40 billion on behalf of life funds, listed property vehicles, unit linked and closed end funds. Before joining AXA, he was Managing Director at Sun Life Properties for five years.



Geeta Nanda - Non-executive Director (Independent)

Geeta Nanda has over 25 years of experience in the property sector and is currently Chief Executive Officer of Metropolitan Thames Valley Housing Association, having led its creation in 2017 with the merger of Metropolitan Housing Trust and Thames Valley Housing Association, where she was Chief Executive Officer. She is responsible for the management of 60,000 homes with 100,000 residents, and an ongoing new-build programme. She also has Private Rented Sector ("PRS") experience, having established 'Fizzy Living', the PRS subsidiary of Thames Valley Housing Association in 2012. Geeta is an Advisory Board member of Cities Restart, the body helping cities to restart during and after COVID-19, a Board member of The National Housing Federation, Chairman of G15, the group of London's largest housing associations and a member of the Mayor's Homes for Londoners Board. Previously, she was a Non-executive Director of McCarthy & Stone plc, the retirement communities developer, a Non-executive Director of The St Mungo Community Housing Association, the homeless charity, and Vice Chair of SCOPE, the disability charity. Geeta was awarded an OBE in 2013 for services to social housing.



Roderick MacRae - Non-executive Director (Independent)

Rod has over 20 years' experience in the financial services sector. He was until recently an Executive Director at Aberdeen Asset Management PLC as the Group Head of Risk with responsibility for UK and Global operational risk and regulatory compliance. He was also chairman of the Aberdeen group executive risk management committee, the senior risk oversight function of the group. He has extensive involvement in corporate activity including transformational acquisitions and defence strategies. Previously he was Chief Operating Officer at Edinburgh Fund Managers, which he joined in 1991 and was acquired by Aberdeen in 2003. Rod is a member of the Institute of Chartered Accountants of Scotland having qualified with Coopers & Lybrand and is Chairman of the REIT Audit Committee.



Steffan Francis - Non-executive Director (Independent)

Steffan Francis has more than 40 years of experience in the real estate industry. Until his retirement, Steffan was a Director at M&G Real Estate where he was responsible for the £6 billion "Long Income" business. Previously he had been responsible for the institutional funds at M&G Real Estate and at Prudential Property Investment Managers. He was also an independent adviser to the British Steel Pension Trustees. Currently, Steffan is a non-executive Director of M&G (Guernsey) Limited. He is a Fellow of the Royal Institution of Chartered Surveyors and a member of the Investment Property Forum.



Karima Fahmy - Non-executive Director (Independent)

Karima Fahmy is a corporate lawyer with extensive experience of the UK property market. She worked for nine years at Grosvenor Group Limited ("Grosvenor Group"), the global property group, latterly as General Counsel until 2020. Prior to Grosvenor Group, Karima worked for nine years at Hogan Lovells, the global law firm, advising both listed and unlisted companies. She is Non-executive Director of Latimer Developments Limited, the development arm of the Clarion Housing Group, the UK's largest housing association, which provides homes for around 360,000 people. She is also Non-executive Director of BCP FuturePlaces Limited, the urban regeneration company created by Bournemouth, Christchurch and Poole (BCP) Council.



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