IPUT REAL ESTATE DUBLIN

Q3 2020

95% rent collection rate year-to-date

Dividend of €26m payable for Q3

44,000 sq ft letting to Microsoft

Pledge to own and operate at #netzerocarbon by 2030

Construction commenced on 120,000 sq ft logistics facility

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Pictured: 'Amor Fati' by James Earley at Tropical Fruit Warehouse, Dublin 2

Outlook

It is now over six months since the pandemic reached Ireland and while the initial lockdown has eased, it is likely that restrictions will be re-introduced from time-to-time in locations where outbreaks occur. The defensive qualities of our portfolio are evident. Rental recovery of 95% for the year-to-date has supported consistent dividend payments with €76.7 million paid to shareholders for the first nine months of 2020.

Retail parks, which account for 11% of the portfolio, have generally performed well, due to the ability to socially distance, the outdoor nature of schemes and the abundance of parking.

High street stores, which represents approximately 5% of the portfolio are also open but footfall is down 34% compared with September 2019. It has improved month-on-month since shops re-opened in early June. However, with low occupancy of offices and no tourists, the high street remains challenged.

For our multi-let offices, our tenants report that their staff occupancy is currently at about 10-15% and while it is expected to increase over time, the need for social distancing and the concerns around using public transport mean that staff occupancy is unlikely to be above 40% in the near term.

Since the re-opening of construction sites, our development projects are continuing at pace and in this period we began a new 120,000 sq ft logistics facility at Aerodrome Business Park in southwest Dublin. Logistics continues to perform strongly with ongoing demand for larger, modern units with market-leading storage and loading infrastructure.

There is no doubt that the pandemic is having a dramatic impact on the economy and the property market generally. Take up of office space across the market is down and until buildings can be re-occupied fully, letting activity is likely to be subdued. On the capital side, there are buyers in the market, primarily looking for prime opportunities and a number of deals have signed in recent months which underpin pricing of prime offices investments.

Within the portfolio, there has been good level of activity in the last quarter, including the disposal of our minority interest in Opera Lane, Cork, and the letting to Microsoft at 3 Dublin Landings. Rental income increased by €2.8 million in the quarter to €122 million per annum and is set to increase by €40 million to €162 million on completion of our current development programme, 84% of which has been pre-let. Rent collection year-to-date has enabled us to distribute €26 million of cash as dividend for the quarter representing €10.50 per share.

We benefit from a stable, diversified income stream, with total occupancy in the period increasing from 95.5% in quarter two to 96.2%. We have 250 tenancies and the weighted average unexpired lease term (WAULT) is 6.5 years to break, and over 9.8 years to lease expiry.

We are not underestimating the challenges ahead, but we believe the quality of our assets and our reputation as a long-term asset owner positions us as the landlord of choice for occupiers in Dublin. In addition, we have a very high calibre tenant mix and high occupancy levels. Our modest leverage at 7% loan to value allows us to focus on our long-term strategy. We remain confident in our the outlook for the business, despite near-term challenges, and are positioned to capitalise on growth opportunities as they arise.

Pictured: Carrickmines Park, Dublin 18

Portfolio Overview

Portfolio Value	Contracted Rental Income	Occupancy	WAULT
€2.9bn	€122m	96.2%	6.5 Years

Portfolio by Asset Mix

98% of portfolio located in Dublin by value

Office	Retail	Logistics	Other
71%	16%	11%	2%
€2.065 billion	**€461** million	**€306** million	
1.86 million sq ft	**874,000** sq ft	**2.5m** sq ft	
41 assets	**16** assets	**32** assets	

Q3 Highlights

Microsoft letting

IPUT has let three floors at No. 3 Dublin Landings, North Docklands to Microsoft. The 44,000 sq ft letting is for 10 years with a break option in year five. The North Docklands has been one of the most active Dublin office submarkets in recent years attracting a wide mix of tenants.

Opera Lane disposal

We have completed the disposal of our minority interest in the Opera Lane retail centre in Cork. The disposal is in line with our strategy to consolidate our holdings and redistribute our asset allocation from high street retail. The disposal price was above our June 2020 valuation. In line with our capital recycling strategy, we will redeploy proceeds into prime income producing assets which support sustained dividend growth.

Rent reviews and lease variations

Over the last quarter, we settled five rent reviews, two of which are in the South Docklands, Dublin 2.

The combined rent from reviews and new lettings generated an increased income of €2.8 million per annum.

In addition, we agreed lease variations with two occupiers to extend their unexpired lease term, which will have a positive impact on the long-term security of income.

" €2.8 million increase in quarterly income. "

Pictured:
3 Dublin Landings, Dublin 1 and Riverside Two, Dublin 2

Performance

Q3 performance underwritten by strong rent receipts across all sectors with year-to-date rent collection at 95%. A cash dividend of €26 million for Q3 brings dividends year-to-date to €76.7 million delivering a total shareholder return of 1.25%

Q3 2020

Net asset value	Quarterly dividend	Annual dividend yield	Quarterly shareholder return
€2.7bn	€26.0m	3.9%	0.4%

Share price information

	30 Jun 2020	30 Sept 2020
Offer price per share	**€1,119.97**	**€1,113.63**
NAV per share	**€1,098.01**	**€1,091.80**
Repurchase price per share	**€1,081.54**	**€1,075.42**
Dividend per share	**€9.50**	**€10.50**
Distribution date	**07/07/2020**	**07/10/2020**

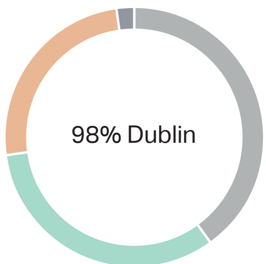
Key Dates
NAV announcement – Q3 2020 **1 October 2020**
Dividend payment – Q3 2020 **7 October 2020**
NAV announcement – Q4 2020 **4 January 2021**
Dividend payment – Q4 2020 **11 January 2021**

The value of the IPUT portfolio as at 30 September 2020 was €2.89 billion representing a 0.5% net capital value decrease over Q2 2020. The RICS valuation uncertainty clause which was adopted by the external valuers (CBRE and JLL) in Q1 and Q2 remained in place for the Q3 valuations. The clause has been lifted for residential assets (one-off houses, social leases and the private rented sector) in Ireland and the majority of asset classes in the UK and Europe.

The retail sector, contracted again this quarter with a total like-for-like reduction year-to-date of €62.3 million or 12% of the entire retail portfolio. This excludes the profits gained on the disposal of Opera Lane, which mitigated some of the negative capital reductions during the quarter. High street retail (5% of the portfolio) contracted again this quarter, with capital values year-to-date down 26%. Retail warehousing continues to show resilience, relative to retail overall, recording a capital value reduction of just 2.1% in the quarter.

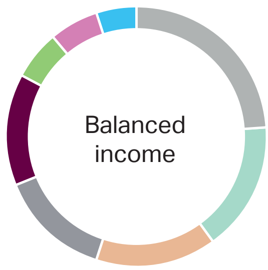
The prime city centre office and logistics sectors remained resilient, with valuation increases recorded across both portfolios. The positive valuation movement in offices was largely attributable to progress at the Wilton Park development and ongoing asset management initiatives. The suburban office portfolio, which represents 3.6% of the entire Fund, contracted this quarter by 2.9%.

Portfolio by Location



- Dublin CBD **40%**
- Dublin Docklands **33%**
- Greater Dublin **25%**
- Rest of Ireland **2%**

Tenants by Sector



- Financial Services **24%**
- Technology & Media **16%**
- Legal Firms **15%**
- International Retailers **14%**
- National Retailer **14%**
- Logistics **6%**
- Other **6%**
- Public / EU / Embassy **5%**

Responsibility

As a signatory to the World Green Building Council we continue to progress our sustainability agenda and our focus on responsible investment.

IPUT commit to Net Zero carbon buildings

We are delighted to announce that IPUT is the first Irish property company to become a signatory to the World Green Buildings Council with a pledge to own and develop assets that operate at #netzerocarbon by 2030.
https://www.worldgbc.org/commitment-signatories

IPUT Thought Leadership Report 2020

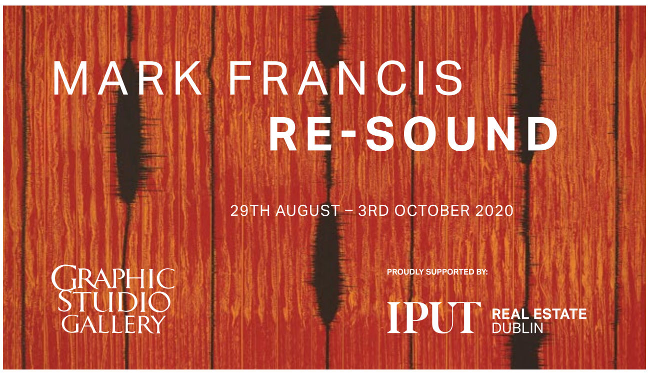
In October, we will release our third thought leadership report, which will address the efforts needed to recalibrate office districts as companies and employees adjust to a more flexible relationship with the workplace. Technology has already been supporting flexible working, and this is being combined with a growing societal push to offer agile working to employees, a trend which has been accelerated by the pandemic. We commissioned Arup to research this issue which has been a focus for the business in recent years particularly as we have moved into an office development phase. Our objective is to ensure we challenge traditional ways of thinking in the sector. The same office model has dominated the urban landscape for the last two decades. As a long-term investor, our focus is to offer work places that align with our role as a custodian of our city. We want to create places for our occupiers and their employees that support innovation, creativity and a healthy work-life balance.

MAKING IN Partnership

In September, we partnered on the fourth edition of MAKING IN, a global discussion platform with a panel of leading global designers, architects, artists and crafts people, conversing on the culture of craft and making. It took place online for the first time, with more than 600 people from 33 countries. The event offered an opportunity for IPUT to outline the long-term view on the office as a work place and the approach we are taking to recalibrate offices and the places around them.

Graphic Studio Gallery

As part of our public art initiatives, we are proud to support the Graphic Studio Gallery, Dublin, as it presents the first solo exhibition of graphic work by one of Ireland's leading contemporary artists, Mark Francis. The show comprises a large body of new work made between 2019 and 2020 as part of the studio's visiting artist scheme.



Activity

All our construction sites re-opened in May and activity is back to pre-lockdown levels. We have strict health and safety procedures in place, which are being carefully monitored.

Pictured: Bridge installation at One Wilton Park, Dublin 2

Wilton Park

Dublin's newest city quarter, Wilton Park, has continued to make significant progress.

At One Wilton Park, the internal works have started, and the installation of the façade is scheduled to begin this month. Practical completion is on schedule for Q1 2021.

At Two and Three Wilton Park, the main contractor was formally appointed in July and works are progressing well on-site. Demolition is on-going and the final block is due to be demolished by mid-November. Piling works have begun and are expected to be completed before year-end.

LinkedIn has signed an agreement to lease all of the office space at Wilton Park and will take possession on a phased basis as each building completes. With this letting in place, it de-risks the development and gives us visibility on the timing and level of income.

Tropical Fruit Warehouse

This river fronted office development comprising 83,500 sq ft in Dublin's South Docks is our only on-site speculative office development. The erection of the concrete cores to the rear block are complete to the third floor, and installation of the steel frame is scheduled to begin in early October. The frame for the panoramic glass box is now in place and will sit above the original warehouse structure. The specialist glazing contractor continue to progress well and the installation of the glass façade will be substantially complete by the year end.

Conservation works to the existing warehouse walls are continuing to progress. Practical completion is on schedule for Q3 2021.

Aerodrome Business Park

We are expanding our logistics portfolio with the development of Unit G Aerodrome Business Park which commenced this quarter and will be delivered in 2021.

It will extend to 120,000 sq ft and will be situated on a high-profile site of 6 acres at the park's entrance.

As with all our developments, sustainability is to the fore and we will be the first Irish property company to target LEED Gold accreditation in the logistics sector.

We are Ireland's leading commercial property investment company and the largest owner of offices and logistics assets in Dublin. We are a long term investor with a 50-year track record in real estate. We own and manage a portfolio comprising over 5.2 million sq ft, with a net asset value of over €2.7 billion.

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IPUT plc
47-49 St. Stephen's Green, Dublin 2, D02 W634, Ireland
T +353 1 661 3499
info@iput.com

iput.com