

## **INVESTOR UPDATE 2024**

**Final grant of planning** for Phase 2 at Nexus Logistics Park

**Annual contracted portfolio rent at €146.6 million** following completion of Two and Three Wilton Park

**Final grant of planning** for comprehensive redevelopment at Earlsfort Terrace

**€25.6 million** dividend in Q1



# Niall Gaffney CHIEF EXECUTIVE

Having recently published our 2023 Year in Review, highlighting key achievements from last year, I'm happy to say that the first quarter of 2024 has seen continued momentum for the Fund. We reached practical completion on Two and Three Wilton Park, bringing our total contracted rent to a new record of €146.6 million per annum, which is testament to the operational excellence of our team.

Obtaining planning permission for Phase 2 at Nexus Logistics Park and for the redevelopment of 29 Earlsfort Terrace were two other highlights for our team this quarter. Like all real estate funds, we have not been immune from capital value declines over the last 18 months, but the resilience of our income and dividend has differentiated us from a performance perspective. As a result of strong operational performance and agreeing a number of new lettings, we maintained our dividend at €11.50 per share in Q1.

We believe that the value adjustment in our portfolio will be largely complete by mid-year and we're very well positioned to benefit as markets move into recovery during H2 2024.

Our strategy of repositioning our Dublin-focused portfolio towards highly sustainable and amenitised city centre office buildings, modern logistics, and out-of-town retail parks is clearly generating results.

We continue to make significant progress with our various development projects, all of which are pre-let and therefore de-risked. We are looking forward to completing Fifteen George's Quay, 25 North Wall Quay and the remainder of our Wilton Park scheme later this year.

*"We believe that the value adjustment in our portfolio will be largely complete by mid-year."*

I'm optimistic that we are on the cusp of the next real estate cycle. I see potential for growth and attracting new investment as monetary policy loosens and the market normalises.

As a real estate company that looks outward for inspiration, with a prime portfolio of highly sustainable assets in a leading European capital with strong demographic and economic fundamentals, I believe IPUT is in a great place.

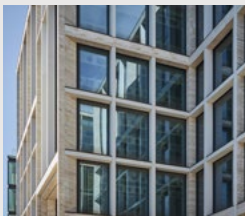
# Introduction



# Take five

## KEY TAKEAWAYS FROM Q1 2024

### NEW RENT RECORD



Two and Three Wilton Park achieved practical completion, bringing our contracted rent to a record €146.6 million

# 1

### NEXUS LOGISTICS PARK



Planning permission obtained for Phase 2 of Nexus Logistics Park, bringing the total size to 2.5 million sq ft

# 2

### 29 EARLSFORT TERRACE



Final grant of planning permission for new office scheme at Earlsfort Terrace

# 3

### MAKING IT WORK



Our 'Making it Work' flex offering reached full occupation during the quarter

# 4

### INDUSTRY ENGAGEMENT



Our 'Making Impact' research showcased at Festival of Place: Social Impact conference

# 5

# Q1 highlights



*Marie Hunt*

**HEAD OF RESEARCH**

**Ireland's robust labour market is continuing to underpin occupier demand across several sectors despite a softening in economic performance globally last year.**

More than 90,000 new jobs were created in Ireland in the last 12 months alone. Our exposure to the better performing and defensive sectors of the economy combined with the calibre of underlying assets in our portfolio bodes well.



CGI of Nexus Logistics Park

## 'MAKING IT WORK' NOW FULLY LEASED

Our 'Making it Work' flex offering is now fully leased with two new occupants, Enfusion Software and Interpath Advisory, signing for a combined 5,381 sq ft at Pearse Street during Q1.

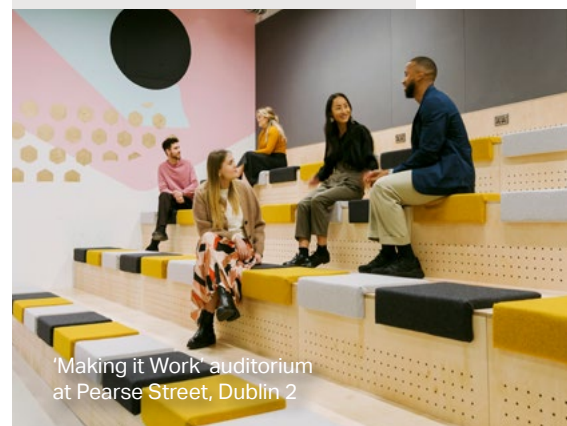
Our flex offering is now generating a rent roll of €5 million per annum. Our ambition is to continue to increase this platform up to 5% of our office portfolio.

We are currently developing our next 'Making it Work' space at our St. Stephen's Green Estate.

## PLANNING GRANTED FOR PHASE 2 AT NEXUS LOGISTICS PARK

We were delighted to recently obtain planning permission for Phase 2 of our next logistics development at Nexus Logistics Park. Having previously been granted planning permission for five buildings extending to 795,000 sq ft, we were granted permission for a further 1.7 million sq ft in 12 buildings. We are currently marketing the scheme.

**NEXUS**  
LOGISTICS PARK, DUBLIN



'Making it Work' auditorium at Pearse Street, Dublin 2

# Q1 highlights

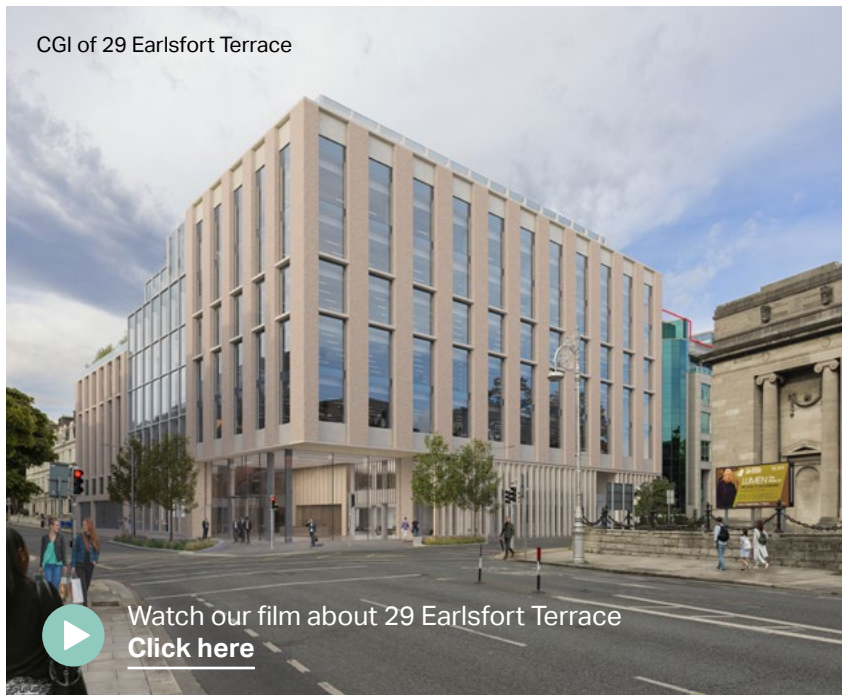
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## PLANNING GRANTED FOR OFFICE REDEVELOPMENT AT EARLSFORT TERRACE

We recently obtained a final grant of planning permission to demolish Deloitte House and Garryard House to make way for a new 193,000 sq ft net zero building at 29 Earlsfort Terrace. This comprehensive redevelopment will extend to nine floors including a public art gallery and café, increasing the existing floor area by over 140%.

29  
EARLSFORT  
TERRACE.

DUBLIN 2



### Q1 Financial highlights

**€2.7bn**

Portfolio value

**€146.6m**

Contracted rental income

**26%**

Loan-to-value

**6.3 years**

WAULT

## LATEST PODCAST EPISODE



This episode of our 'Shaping our City' podcast features Alice Charles, Director of Cities, Planning & Design at ARUP.

The discussion covers a range of topics including the role of the civil service and the political system, the climate change agenda, affordable housing, the metaverse and lots more.



To listen  
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# Performance

## Q1 2024

**The Fund collected 100% of rent in Q1 2024 which enabled a cash dividend of €25.6 million or €11.50 per share. The total shareholder return for the quarter was -1.58%. Two and Three Wilton Park reached practical completion resulting in our contracted rent increasing by 12% to €146.6 million.**



*Zara Walsh*

**HEAD OF VALUATIONS & PERFORMANCE REPORTING**

The value of the property portfolio is €2.7bn, a decrease of 2.2% on the quarter. In Q1, we recorded decreases across all sectors as the market continues to reprice. We believe that the value adjustment in our portfolio will be largely complete by mid-year.

Despite our office portfolio contracting in value by 2.5%, we recorded limited movement in Grade A/A+ assets.

The retail portfolio now comprises 11% of the Fund and was relatively flat during Q1, decreasing in value by 0.2% in the quarter.

Meanwhile, we continue to record positive rental growth in our logistics portfolio, which now comprises 17% of the Fund. This sector was not immune to repricing this quarter despite continued investor appetite and historic low vacancy rates. The majority of declines were recorded across our older logistics assets.

Our contracted rent increased to €146.6 million during Q1 2024, the highest level it has ever reached, following the completion of Two and Three Wilton Park. In addition to this, the standing portfolio continued to deliver, with nine rent reviews settled and six new lettings signed in the quarter.

Our 'Making it Work' platform is now fully leased with two new occupiers signing during Q1. These lettings coupled with our asset management initiatives secured new income of €655,000 for the Fund.

The occupancy rate in the portfolio is 99%. The completion of Two and Three Wilton Park this quarter had a positive impact on the portfolio WAULT, which has now increased to 6.3 years.

Fund Returns	Return %
Quarterly shareholder return	-1.58%
Quarterly income return	1.33%

## Portfolio by asset mix

<b>58%</b>	Office: €1,590 million
<b>10%</b>	Office development: €279 million
<b>17%</b>	Logistics: €467 million
<b>11%</b>	Retail: €299 million
<b>4%</b>	Other: €106 million

## For your calendar

Share price information	31/03/24	31/12/23
Offer price per share	<b>€858.05</b>	€883.75
NAV per share	<b>€841.23</b>	€866.42
Repurchase price per share	<b>€828.61</b>	€853.43
Dividend per share	<b>€11.50</b>	€11.50

## Key dates

NAV announcement - Q1 2024	<b>2 April 2024</b>
Dividend payment - Q1 2024	<b>8 April 2024</b>
NAV announcement - Q2 2024	<b>1 July 2024</b>
Dividend payment - Q2 2024	<b>5 July 2024</b>

## Key indicators

**€1.9bn**

Net Asset Value

**€25.6m**

Quarterly dividend

**5.07%**

Annualised dividend yield

**-1.58%**

Quarterly shareholder return

# Responsibility

**In 2023, we generated over 600,000kWh of electricity from photovoltaic panels across our portfolio. This means we're over 60% of the way towards our 2025 target to generate 1 million kWh per annum from on-site renewables.**



*Shane Caldwell*  
HEAD OF SUSTAINABILITY

We are excited to work with more of our occupiers to deliver PV installations across our portfolio, helping to meet our shared sustainability ambitions in 2024 and beyond.

## THOUGHT LEADERSHIP

### Society of Chartered Surveyors (SCSI) and ULI seminars

Shane Caldwell spoke at a recent SCSI seminar on how to consider sustainability in valuations and lending. Shane was also a panellist at a ULI Ireland seminar on the Energy Performance of Buildings Directive (EPBD) featuring Ciarán Cuffe (MEP).

### Festival of Place

Our Head of Research, Marie Hunt, and Camilla Andersen from Hassell (Project Lead for our 'Making Impact' research study at Wilton Park), both spoke at the 'Festival of Place: Social Impact' conference on 26 February. The conference featured a range of speakers on the growing importance of social impact investment. Marie and Camilla shared details of the methodology being used to measure social, cultural, economic, and environmental impact at Wilton Park and the findings from the first year's research.

A summary of their presentation was subsequently published in The Developer magazine newsletter.

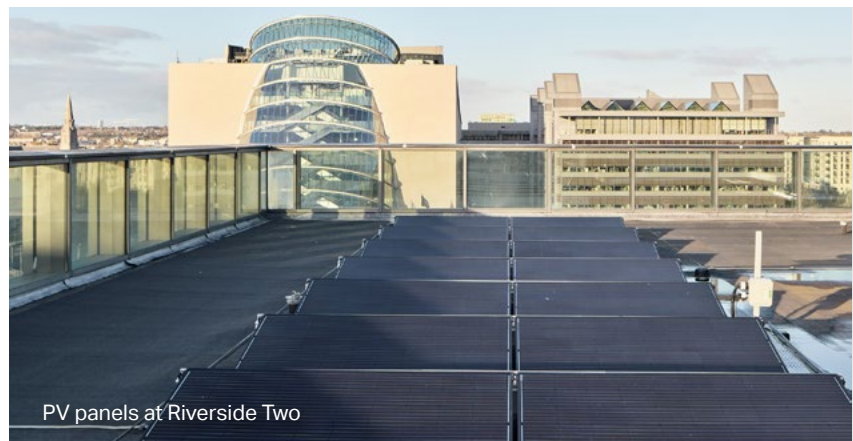
To learn more [Click here](#)

Our 'Making Impact' research was featured as a case study in a new report entitled 'Social Value in the Built Environment' by Hassell and the Australian Green Building Council.

Download case study [Click here](#)



**Pictured above (from left):** Shane Caldwell, IPUT; Rachael McGinley, CBRE; Neil Menzies, Hibernia; Ciarán Cuffe, Green MEP; Marta Testagrossa, FTI Consulting



PV panels at Riverside Two

## OCCUPIER ENGAGEMENT

### Riverside Two, Sir John Rogerson's Quay

Riverside Two has achieved LEED Gold certification under the Operations and Maintenance (O&M) scheme. This is an in-use accreditation focused on the performance and management of the building over a 12-month operational period. It requires a whole building approach, bringing together our occupiers, asset managers and service providers to optimise how the building operates. We are looking forward to completing more of these assessments across our directly-managed offices and improving their in-use performance where possible.



# Project updates



*Tom Costello*  
**HEAD OF DEVELOPMENT**

Construction work at Wilton Park, Dublin 2

**We are making good progress across our various developments. We reached practical completion on Two and Three Wilton Park during Q1 and look forward to completing our remaining projects during the calendar year.**



## WILTON PARK

### Wilton Park, Dublin 2

**600,000 SQ FT MIXED USE SCHEME**  
**€32.5M CONTRACTED RENT**  
**PRE-LET TO LINKEDIN | 12 YEAR TERM**

Two and Three Wilton Park achieved practical completion this quarter and have been finished to an exceptional quality. This phase of handover included extensive 'end-of-trip' facilities at basement level and landscaped roof terraces.

Internal finishing works are currently ongoing at Four Wilton Park with completion anticipated by May. LinkedIn intend to commence fit-out works to this building in July.

The public realm in the area has been greatly improved as part of this development. A new tree-lined streetscape has been formed on Lad Lane and granite paving has been completed at Mary Lavin Place. Restoration works to the park are progressing following the recent reinstallation of the restored fountain. Planting is now underway in advance of the planned reopening this summer.

## FIFTEEN GEORGE'S QUAY

### Fifteen George's Quay, Dublin 2

**68,329 SQ FT RIVERFRONT OFFICE**  
**COMPLETION DATE Q2 2024**  
**50% PRE-LET AON IRELAND | 10 YEAR TERM**

Activity continues at pace with work on target for practical completion in June.

The impressive new façade has been revealed and landscaping works are due to commence shortly. Power has now been provided and commissioning of the all-electric building is underway. Core finishes will be complete in April and the first fix has started in the reception area. Tenant fit-out works are due to commence on the upper floors while works will also commence shortly on the amenity space on the ground floor.



## NWQ

### 25 North Wall Quay, Dublin 1

**158,500 SQ FT RIVERFRONT OFFICE**  
**NET ZERO OFFICE BUILDING**  
**PRE-LET A&L GOODBODY | 20 YEAR TERM**

This development is proceeding well and on track for completion in Q4 2024. Structural works are nearing completion which will allow the contractor to focus on roof completion and weathering.

The façade is progressing well with approximately 75% of units now in place. The mechanical and electrical contractor has started onsite with enabling works for key services installation.












# FASTEST GROWING ECONOMY IN THE EUROZONE

**As we anticipate the next cycle of the commercial property market, it is timely to reflect on the unique economic and demographic factors that underpin investment in Ireland and specifically in the capital city of Dublin, where our portfolio of prime assets is concentrated.**

They justify our approach to investment, development, and management of our prime portfolio, and highlight the scale of opportunity that we believe is on the horizon.

## COMPELLING CHARACTERISTICS OF THE DUBLIN MARKET

<p><b>Investment grade</b></p> <p>English-speaking economy that is set to continue to outperform in the medium term, supported by a resilient and diverse employment base</p> 	<p><b>Demographics</b></p> <p>Unique demographics that underpin job creation and growth</p> 	<p><b>Young population</b></p> <p>One of the highest proportions of 25-44 year olds in the EU with a median age of 38</p>  <p>Source: CSO</p>
<p><b>Stable returns</b></p> <p>A commercial real estate market that offers relative value &amp; the prospect of stable returns</p> 	<p><b>Occupier demand</b></p> <p>An office occupier market underpinned by demand for Grade A buildings from leading domestic &amp; global occupiers</p> 	<p><b>Curtailed supply</b></p> <p>New office supply curtailed &amp; existing Grade A availability expected to be absorbed by 2026</p> 
<p><b>Undersupplied logistics sector</b></p> <p>Compelling cyclical &amp; structural demand drivers that offer opportunity</p> 	<p><b>Attractive pricing</b></p> <p>Potential for current yields to harden as monetary policy loosens</p> 	<p><b>Rental growth potential</b></p> <p>Potential for prime rents to increase considering severe undersupply of modern stock in core locations</p> 

*“There is a scarcity of institutional grade product of the calibre that IPUT are delivering in core locations in Dublin where demand is concentrated.”*












# DUBLIN'S LEADING PROPERTY INVESTMENT COMPANY



**We have been investing in Irish real estate and delivering dividends for investors for close to six decades. We own, develop, and manage the best workplaces in Dublin, occupied by leading domestic and international companies who choose Ireland as a strategic gateway to Europe and the world.**

We have over time repositioned our Fund towards sectors and locations that offer the best long-term return prospects for our investors. In the last decade, we have raised and deployed more than €2.2 billion of new equity.

## OUR CREDENTIALS

<p><b>€1 billion</b> paid in dividends to shareholders in the last 10 years</p> 	<p><b>2 million sq ft</b> of offices &amp; logistics developed in the last decade, 66% of which was pre-let.</p> 	<p><b>5.5%</b> projected dividend yield by year-end 2024</p> 
<p><b>67%</b> % of our office portfolio will be Grade A+ by year-end 2024</p> 	<p><b>56%</b> % of our office and logistics portfolio developed by IPUT by year-end 2024</p> 	<p><b>Flex platform</b> All seven locations in our flex platform 'Making it Work' are fully let</p> 
<p><b>2.5m sq ft</b> Full planning in place on our prime logistics landbank</p> 	<p><b>5 Star GRESB</b> maximum rating for both standing investments and developments</p> 	<p><b>99%</b> occupancy rate across the entire portfolio</p> 

*“We look beyond short-term cyclical influences and focus on income which is resilient and underpins a strong and growing dividend stream.”*

**To learn more about us, contact our team:**



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