CONFERENCE CALL ON LAND SECURITIES' Q3 INTERIM MANAGEMENT STATEMENT
19 January 2011

Speaker: Francis Salway, Chief Executive

Good morning and thank you for joining us today for our third quarter interim management statement. Martin Greenslade, our finance director, is with me and after a few words from myself on our announcement, we'll both be happy to take your questions.

Now, last January we were the first off the blocks to start a large development programme in London and our belief in the potential of development to offer attractive returns and to contribute to earnings growth is actively being reinforced by our progress on development lettings.

The sale of Park House and the success that we've had in selling flats off-plan at Wellington House have also demonstrated the appetite of investors for the London market. And we've used that investor appetite to help fund more opportunities within our portfolio so that we can be delivering different types of space in different locations to a range of occupiers. And in terms of timing, that space will be delivered just as the shortage of space in London becomes most acute.

Now, on the leasing front, we're delighted with the success of One New Change. In October last year it opened with a retail element 99% let and it's now 100% let with the majority of retailers trading ahead of expectations seven days a week. And that success is now being mirrored by our progress in letting up the offices.

The office space was 38% let at practical completion in the October of last year and it now stands at 51% let with a further 20% in solicitors' hands. And the rents achieved on the recent lettings are in the low- to mid- 50s and I think that provides a vivid illustration of the rising rental levels we're seeing in the London market because, of course, just over a year ago that tone of rents would have been in the mid-40s.

And our retail development too is giving us confidence. Trinity Leeds is, I believe, the single largest development commitment by a REIT in the UK since the downturn. Now, we started last July only after we'd achieved a pre-letting threshold and as construction work actually started on site, we were 47% pre-let or in solicitors' hands. And in the six months since then we've moved on to 57% pre-let or in solicitors' hands and we have a further 8% at an advanced stage of negotiations.

Now, to be moving to close to 65% spoken for when you're still two years ahead of physical completion is an enviable position to be in and with a targeted yield on cost of 8%, I think Trinity Leeds continues to have the potential to be one of our most profitable schemes.

And that demand for good retail accommodation in the right location is being replicated now at our Atlas development site in Buchanan Street in Glasgow. You will recall we bought this site from a bank in December 2009 and interest from retailers is now such that we're confident that the scheme will shortly become our second city centre retail development to get the go-ahead since the downturn - and that, I think I'm right in saying, would also make it only the second retail development in the UK to go ahead.

Now, interest in our developments underpins our confidence in strategy because in both our London and retail portfolios we're seeing the positive impact of occupiers identifying a need for space. And for us that will drive both valuation surpluses and growth in income.

Now, the development lettings that I've talked about are in addition to the lettings we've achieved in the quarter on our investment portfolio. Investment portfolio lettings totalled 11 million with a further 6.6 million in solicitors' hands. It is about the growth plans of large companies generating demand for space. In retail we've seen the likes of John Lewis 'at home' and Primark looking to expand and taking new units across our portfolio. And in London we've seen Bain & co and Telecity double the space they lease from us.

And that letting activity is, of course, continuing to push down void levels across our portfolio. In particular, retail voids in our like-for-like portfolio are down from 4.9% in September to 4.6% and of that number, 1.8% is subject to temporary lettings. So if you were to treat temporary lettings as being let, as many of our peers do, our retail vacancy rate would be 2.8% and of that, a further 0.7% is in solicitors' hands.

And for our London offices the void level on like-for-like properties, if you exclude pre-development sites which we're intentionally vacating, is at 3.8%. So we enter the final quarter confident in our ability to make money from the developments we've set up within our portfolio and we're also ready to take advantage of buying opportunities as we did with the acquisition of the Overgate Centre in Dundee. That was at a yield of 6.9%, which I see as being a very attractive yield for an asset which is let at or around today's rental values.

We've also been improving the flexibility of our debt, buying back £269 million of our 2015 bonds. And that's enabled us to access our cheaper legacy debt facilities and it's behind the reduction in our average cost of debt from 5.3% to 4.9%. We do expect a wider range of buying opportunities in 2011 although current flows of capital into UK property mean that bidding may remain competitive.

And to conclude, from the actions we've taken in the quarter and from what we've seen in the market, our conviction remains strong around the positioning of our business. We started a large development programme early and good execution is delivering lettings which will create valuation surpluses and will contribute to earnings growth.

Martin and I are now happy to take your questions and so I'll hand the call back to the conference operator.

Question 1
Steve Bramley-Jackson – Credit Suisse
Thank you very much and good morning. I just had a question really probably for Martin, and it was your weighted average cost of debt. And, you know, this is quite a meaningful reduction, as you said, of buying your 2015 bonds back in.

Martin, can you give us a sense of just how this trends from here, you know, whether it's at a sustainable level, whether the drawdowns actually reduce it further potentially, if interest rates stay as they are?

Answer
Martin Greenslade – Group Finance Director

Yes. Can I just clarify a few points around this because I think there may be a number of questions on it? The reason we bought back the bonds was primarily to give us more flexibility in our debt structure. So we, at 30th September we only had £80 million drawn on our revolving credit facility, so easily repayable and redrawable facilities.

By buying back the bonds we've increased that now to just over £450 million of flexible facilities so that was the primary motivation. If we make a sale of a property then we can easily repay bank debt rather than it sitting in cash on our balance sheet.

There was a cost to doing that of £22 million that we put in the statement but – and that's an immediate cost, an immediate hit – the upside, though, to us is that it drives down our weighted average cost of debt because the facilities under which we're drawing are legacy facilities and they're very cheap.

What we would expect is that our weighted average cost of debt, which is currently 4.9% and 89% fixed, will vary marginally as interest rates vary, but more importantly depending on the level of borrowing. So if our borrowing stayed constant then I'd be relatively comfortable that that 4.9% was appropriate, albeit it would tick up as interest rates tick up if we don't fix it out.

The bond debt is at around 5.2% on average, 5.2, 5.3%. It's the very cheap bank facilities drawn at a level of £450 million that pushes you back down to the 4.9%.

So looking forward, it will vary, I think, in that range of 4.9% to maybe 5.2% depending on level of drawing.

Question 2
Mike Prew – Nomura
Hello, morning. Just really carrying on from that, the level of hedging has gone down quite materially in terms of fixing your interest costs and you just gave the other details. But also on the input side in terms of rents, can you give an idea of indexation of RPI-linked leases across the standing investment portfolio and anything you're maybe still looking to do in your current and future development programme?

And also your level of sales versus acquisitions seems to be roughly in balance and you've still got quite an aggressively-levered balance sheet. Are you actually going to decide to de-lever that or are you waiting for a further rise in property values to do that for you, although you do say that some of the prime properties seem to be looking a little bit expensive and you seem to be withdrawing from the investment market?

Answer
Francis Salway – Chief Executive
Dealing first with the question about RPI leases, we have relatively few RPI-linked leases. We have some within the supermarket sector and we have our 50% interest in the Empress State Building. The supermarkets and that tend to have caps and collars around RPI at different levels. It's not a major part of our income flow.

In terms of acquisitions, we guided that you would expect us over a period of time to be relatively flat on net investment so that as values rise through the cycle then our gearing comes down. But we won't look to precisely match receipts from sales, money going out on development or acquisitions over short-term periods and you can see that from the numbers this year. It's looking relatively flat if you take into account development and other capex.

But certainly, we're open to being opportunistic on purchases and sales as, of course, we were on the sale of Park House mid-Summer 2010.

I do think you will see us make some acquisitions during 2011, particularly in the retail area so I think Overgate Centre, Dundee, is quite a good indicator of the types of assets we're particularly interested in and the theme for us in London; more emphasis on putting capital into development and, in Retail; some development grounded on pre-lets plus some more acquisition of existing investment properties.

Further question
Okay. And, sorry, can I just ask a supplementary question? In terms of, obviously Peel Holdings and John Whittaker have been in the press recently. Would you be interested in something like the Trafford Centre if the opportunity came your way? And also, is John Whittaker or Peel Holdings a 4% shareholder in Land Securities?

Answer
Francis Salway – Chief Executive
The answer to the last question is very approximately, in terms of the percentage figure, yes. Peel Holdings is a large shareholder in – or relatively large, in Land Securities.

We don't comment on specific opportunities that we do or don't look at but one point I would make is that I believe that our commitment of capital to development will deliver ungeared IRRs potentially twice as high as on some investment property acquisitions. So when we look at opportunities subject to overall appetite across the group as a whole and suitability of individual development sites, we would put development right at the top of the return hierarchy.

Question 3
John Lutzius – Green Street Advisors
Good morning. I have a couple of questions on office and a couple of questions on retail. Starting with office, on your current Fenchurch scheme, can you confirm your plan there? Is it to build the structure to ground floor and then pause and take a look at the leasing environment or will you go straight to erecting steel?

Answer
Francis Salway – Chief Executive
In terms of actual formal commitments, the contract that has been placed and was started yesterday is to go to grade level and so there will be two separate contracts that will be placed. However, in our own minds we will be delivering 20 Fenchurch Street but technically there are two stages of commitment.

Further question
And have you fixed your cost of steel?

Answer
Francis Salway – Chief Executive
No, we haven't fixed all items of cost and it is Canary Wharf Group who will be construction managers and they do follow a construction management approach.

Further question
There's recent press about the increasing steel prices. Do you have any reason to think that your pro forma cost there will be different than what you suggested?

Answer
Francis Salway – Chief Executive
There will be many swings, positive and negative, on a project of this size and we have also made the comment that with Canary Wharf Group we're going to do value engineering on the scheme and we do expect to get some benefits from that.

Further question
On your Victoria Street project, you've gone ahead now with the second project in the Victoria Market. Can you just provide a little colour on the demonstrated tenant demand in that market?

Answer
Francis Salway – Chief Executive
Yes. I think if you were to reflect on the occupiers who took space when we delivered Cardinal Place and Grosvenor delivered Belgrave Place in around 2005, 2006, there were lettings to the likes of Google, Microsoft, AT&T; really top calibre corporates who chose Victoria. And we know that there is some demand for expansion from some of those names and I'm sure that when the right product is delivered, we will have more corporates who choose Victoria because certainly, we're delighted to be getting 123 Victoria Street as a refurbishment quickly back into the market during 2012.

I think there will be an intense shortage of space in that year.

Further question
Thank you. And then just moving to retail, can you provide some commentary on what you expect the post-festive season administration profile will be?

Answer
Francis Salway – Chief Executive
We said some time ago that we do expect to see some administrations in the first quarter of this year, I think at lower levels than in early '09, much lower levels. And you'll have seen from our announcement that our current level of units in administration is now at low levels. And I think one of the stand-out features from this announcement is just how low our retail vacancy rates now are. And one of the things I think people haven't picked up from market-wide data on the IPD monthly index, retail voids are now almost half what they were at the peak. And we certainly feel a real confidence that our portfolio is underpinned by good occupier demand.

Further question
And then just a last question; can you comment on the experience you're having in the top quartile of your shopping centre portfolio versus the bottom quartile with respect to things like what you're seeing in like-for-like tenant sales, your ability to achieve ERV? Is there a big difference there or a small difference?

Answer
Francis Salway – Chief Executive
We don't see a big difference. There are some are sort of mid-quality where vacancy rates are slightly higher but we have been achieving lettings across our portfolio and generally in

line with our estimated rental values. We do think there's a realism about the ERV figures on our portfolio.

Question 4
Harm Meijer – JP Morgan Cazenove
Good morning, Francis and Martin. Just a few questions from my side here, please. Just in terms of future capital growth, basically, which parts of the market do you think will actually be the best and which ones the worst? Maybe you can give a couple of comments on what you're currently seeing.

Answer
Francis Salway – Chief Executive
I genuinely think we are focused on two of the stronger areas of the market, which is London offices and good quality retail. And I guess we've seen from some of the data that's come through for the whole of the UK property market that there are segments where perhaps assets are not so well underpinned by occupier demand; provincial offices, certain areas of the industrial market, and that's flowed through to trends in capital values over the last couple of months.

So we like London offices with a particular focus on development as you price off today's rental values and then get growth through letting out towards the end of the construction period. And we like good quality retail assets which are underpinned by occupier demand.

And I think when we assess acquisition opportunities, it's very much around where is occupier demand, how well are the assets underpinned? And that's why we particularly liked Dundee. We spoke to a lot of retailers. They trade well and so we've got a good level of demand and of trading with, I think, a very attractive yield of 6.9%.

What we will avoid will be those assets which are not underpinned by occupier demand and I think we will get some of those coming to the market this year.

Further question
And are you currently actively bidding on some potential assets?

Answer
Francis Salway – Chief Executive
Yes.

Further question
How many and for how much?

Answer
Francis Salway – Chief Executive
That's an awful lot of detail. Yes. As, last night, I was going through the papers on something we're bidding on, it's a very easy answer to give as being yes. We don't go into a lot of detail on things we're looking at.

Further question
Okay. And then maybe just a last one, then. Let's say there is a very big portfolio coming to the market and let's say you could only buy it if you were to raise equity. Would you be

prepared to do that or would you be completely ruling out potentially raising equity if there is an interesting opportunity?

Answer
Francis Salway – Chief Executive
Yes, we would be open to raising equity if the opportunity was of sufficient scale. But having regard to our available facilities, it would need to be a pretty large scale. We have quite a lot of capacity at present.

Question 5
Ryan Palecek – Kempen & Co
Yes, good morning. It's Ryan Palecek from Kempen & Co in Amsterdam. Two questions; first of all, you mentioned the increase in or the likelihood of seeing increased competition on bidding for some assets. Could we infer from that that you're actually seeing pricing pressure on secondary assets and perhaps even yield compression on secondary assets? That's the first question.

Answer
Francis Salway – Chief Executive
I think our comment is more that at the moment there are strong flows of capital into the UK and at the moment those flows of capital are more than sufficient to absorb properties being sold. It's not enormously a forward-looking statement.

Does that answer your question?

Further question
Well, no. Kind of assuming that a lot of the properties that are for sale that were starting to work through bank pipelines and them perhaps being more of a secondary nature, is there anything we can infer from that?

Answer
Francis Salway – Chief Executive
I'll do that in two parts. The first comment I'd make is that if we go back to the beginning of Autumn 2010 there was a realisation that there would be a lot of more secondary retail assets and then some other sectors that would come into the market. And there was a worry they wouldn't be absorbed. The reality is they absolutely have been absorbed and they've been selling.

I don't think you'll see us doing that much buying in the weaker secondary areas if we don't think that the buildings are well underpinned by occupier demand. The exception might be if we appraised a secondary asset for whole-scale or partial redevelopment.

Further question
Okay. Thank you. That's helpful. And my second question is concerning the price on the sale of the stake in the Fenchurch development. It appears to be at a slight discount. Could you maybe explain some of the dynamics that might have driven that to be a discount? Our assumption would have otherwise been that valuers would have taken a conservative approach and hence the discount just seems notable.

Answer
Francis Salway – Chief Executive

Right. The pricing was fractionally below valuation in terms of money paid for the half interest in the site. But in the context of a development which for the 100% interest is £500 million, is completely immaterial. And then the differential was widened a bit by the quite high level of acquisition and transaction costs because the fees we incurred related to setting up the joint venture for the whole scheme, not just a simple site acquisition. And we give our variance to valuation post-transaction costs.

Question 6
Carl Gough – Matrix
Gentlemen, good morning. Following on from the comments you made about the IPD retail void almost halving from its nadir, something that we commented on this morning, and the fact that you've made some good progress in your own retail portfolio, I just wondered, are there any signs of any positive rental tension in the retail portfolio? And I guess your assets fall into three categories; new schemes like Trinity, Cardiff, where there's been limited progress most recently in the occupancy but at least going in the right direction, and then some of the assets like Livingston, the Bridges at Sunderland or Buchanan Galleries.

Answer
Francis Salway – Chief Executive
Yes. I think if I go back to John Lutzius' question about differences between the very best-quality centres and the mid-quality centres, at the moment we're doing transactions in both at or around ERV. I do think that within the next 12 to 18 months we will see on some of the best centres beginning to get competitive tension between retailers for the right-sized units and that will begin to generate some growth in rents.

And where will you see it first? I think potentially some existing centres where a large unit becomes available and certainly we would hope that as we move towards full letting on Trinity Leeds closer to scheme completion, we would begin to get some rental value growth there.

Question 7
Keith Crawford – Peel Hunt
Good morning. It was a very interesting and encouraging report, Francis, of course in detail. I wonder if you could bear a couple of general questions at a very general level. I'm having some difficulty with this London investment property market. We keep hearing that the banks are going to release stock or NAMA or something. In fact, we're suffering from a sort of night starvation, in what looks like the strongest market ever.

The strength and depth of the demand for prime and near-prime in London seems incredible. Is the risk on the upside, do you think? I'm not asking you to forecast this but it does seem strange. You have a number of these very high-grade investments in London and it does seem odd.

Our received view, of course, is either a slight fall or steady, but is this a steady environment?

Answer
Francis Salway – Chief Executive
Well, I think London stands out as being probably the most attractive city in the world for cross-regional investment. And there was some data recently from CBRE. So the stability of London attracts overseas capital and it is also one of the markets which, not only in the context of the UK but internationally, has some of the more attractive prospects for rental

value growth over the next couple of years. And I think it's the combination of those two things which certainly have drawn a lot of money into the London market.

We're looking particularly to rental value growth as being the next driver in returns and that is why we are particularly attracted to development in the London market because you get an incredibly good flow through when you get rental value growth during the construction periods in both valuation surpluses and growth and income.

Further question
Yes. My second question was about the withdrawal of the corporate bond of 2015. Could you just try and explain to me, is this an inappropriate type of financial instrument for you given the financial structure that you have, or is it merely that this particular corporate bond was inappropriate?

Answer
Martin Greenslade – Group Finance Director
No. It was just the balance between corporate bonds and bank borrowings so if we go back to before the downturn, we would have had much more in the way of bank borrowings as a percentage of our total borrowings. So we would have had in the region of 75 to 80% bonds and 20 to 25% bank borrowings.

Following the downturn de-gearing that we undertook, we will have repaid the majority of our bank borrowings, leaving us with a greater percentage, a far greater percentage of bonds. And to, basically, to recover some of that flexibility we've bought in the shortest series of bonds. That's not to say bonds are bad for us; they're not. We have a fantastic structure. We issue AA-rated bonds and it's just that it proportionately was too high.

Further question
I see. As your development programme advances, the bonds, the bond issuance is part of the possible spectrum. Is that the position?

Answer
Martin Greenslade – Group Finance Director
Yes, absolutely. Bond issuance is part of the possible spectrum but we have said that we don't see ourselves as net investors, particularly from increasing gearing. So I think we will see a balance within that as one or two of these bonds come off. We will want to be balanced between bonds and bank facilities but you're absolutely right; it's certainly within our armoury to issue more bonds.

Further question
Okay. Now, my only other question for Francis was really in relation to the St. Paul's shopping centre because I couldn't see a comment. It probably is there somewhere but is that going on track, is that on track the way you hoped?

Answer
Francis Salway – Chief Executive
Absolutely, yes. Trading at One New Change for nearly all the retailers is running ahead of their expectations and I'm sure a number of you know, if you try and get somewhere to eat at lunchtime it's often quite hard to get a seat. So it's going well.

Question 8
Nicolas Lyle – HSBC
Good morning, gents. While on the retail side, we've been hearing a lot of – well, in the press – of pent-up demand for prime new space by retailers. And clearly that is evident in the progress at your Trinity Leeds scheme. I was wondering if you could tell us what is going to be the potential size of the Atlas site – it looks quite small – and also where you think you might be looking to develop further in other parts of the portfolio and where you have consents for further new development on the retail side.

Answer
Francis Salway – Chief Executive
Yes. You're right; the Atlas site is not that large. It's a development of high-street shops, nine retail units, about 115,000 square feet, with residential flats as well. But it has slightly more significance in the context of our overall portfolio because it's directly opposite to the Buchanan Galleries shopping centre that we own jointly with Henderson. And so it will help to consolidate that bit of Glasgow as being prime pitch. So there's the commitment that we made to Atlas plus the flow through in benefits to Buchanan Galleries.

In terms of other retail development opportunities, in April 2010 we teamed up with the Crown Estate to buy the Westgate Centre in Oxford and we've indicated that we're currently reviewing options between limited upgrade, full-scale refurbishment and extension, and total redevelopment. And we would expect to have come to a view on the most attractive option this spring. So I would expect that may be our next large development that comes through.

We have also been working on an extension to Buchanan Galleries in Glasgow and there's been reference to the discussions we've had with the public authorities about getting tax increment financing support for the public realm and public transport improvements.

So it's Oxford and Buchanan Galleries extension in Glasgow that are the next two potential opportunities.

Further question
Okay, thank you. Given you were saying how much higher the returns are on the development side compared to your acquisitions, I was interested to know what that potential was.

Secondly, could you tell us what the empty rates bill is likely to be, that you're expecting for the full year to March '11 for One New Change?

Answer
Francis Salway – Chief Executive

I don't think it's going to be that great because you do get a short exemption period for vacant space and there is an allowance for fitting-out periods when it's finished to shell and core, which the offices are, as you've seen from going round them.

And with the progress we're making on office lettings, I think we could have a very good outturn on empty rate liability this year because we've said we're 51% let, with a further 20% in solicitors' hands and we've got interest in the remaining space. So I'm sure we've budgeted a bit for empty rates and we could actually have a good outturn there.

Further question
Okay. Thanks. And one final one on the debt side. Martin, how much of the two billion of facilities that are maturing in 2014/15 do you expect to be able to renew at that time, or how much do you think could be lost from banks reducing their exposure?

Answer
Martin Greenslade – Group Finance Director
Well, that's an interesting question. I think the dynamic of that shifts quite a bit. I think we work as a sort of rule of thumb and it really does depend on your list of banks, I think we would expect somewhere between 60 and 70% of our lines to be, if you like, extended at that point or refinanced at that point. It could be higher. I mean, we take a pretty conservative approach internally and it's not just banks withdrawing, it's also banks that have consolidated since you put your original lines in place and so therefore their exposures have become relatively larger.

But I think, you know, something of that order would be a conservative estimate that we would be running with at the moment.

Question 9
Robert Duncan – Nomura
Morning. Just two quick questions from me, please. The first one relates to temporary lettings in the retail portfolio. Could you talk about whether there were any in the third quarter and sort of give a quantification of that, please?

Answer
Francis Salway – Chief Executive
Certainly, the level of temporary lettings has stayed broadly constant, slightly higher. There would have been some which would have been renewed so although the net increase, I think, in retail's from – I think, is it 1.7 to 1.8 over the quarter? The actual volume would have been slightly higher than implied by that because of renewal of some existing temporary lettings.

Further question
Okay. And on the One New Change lettings, you talk about the office going for an average of £59.40. I'm guessing that's the headline level. Can you just talk about the incentives that are being given away there as well, please?

Answer
Francis Salway – Chief Executive
Yes. I should just say a couple of words about average office rents at One New Change. That figure relates to the lettings concluded to date, which is a combination of the lettings that we've just achieved plus the K&L Gates letting, which dates back to 2007 and was at £61.50. So as we do further lettings, that average letting will come down because the tone of rents is low- to mid-50s on new lettings.

Interestingly, I suspect the average rent will end up only slightly below our original target rent when we started the scheme of £57.50. In terms of rent-free period, we are broadly in line with the market which is about 12 months rent-free for each five years' term certain. And we're granting 15-year leases typically, some of which have a ten-year break clause.

Question 10
Daniel Horwood – Liberum Capital

Good morning. Can I ask, has there been any discussion at board or at remuneration committee level over re-weighting earnings growth in the computation of management incentives?

Answer
Francis Salway – Chief Executive
On earnings growth, in terms of the LTIP schemes, we now don't have earnings growth as one of the criteria. We replaced it by total shareholder return relative to large listed property companies in the UK. There is an element of revenue profit criteria in our annual bonus structure, which we have moved to absolute growth in revenue profit.

Question 11
Graham Jones – Arbuthnot
Morning. I was just interested in the investment property lettings. You talk about £7.7 million across 23 lettings and you highlight two in particular; 40 The Strand with Bain and Harbour Exchange.

Answer
Francis Salway – Chief Executive
Yes.

Further question
All other things being equal, could you give me an idea; was this a zero-sum game? I mean, were the assumptions already in the existing valuation or, you know, the mechanics of taking the lease surrender and the re-let, or can we expect to see a big increase in valuation in these two properties?

Answer
Francis Salway – Chief Executive
I think, on the Bain & Co letting, the attraction to us is on leases that are expiring in about 2011/2012, we will get a new 15-year lease. But the refurbishment expenditure needs to be offset against the increase in value. On Telecity, I think there the new overriding lease certainly will be positive to valuation.

Question 12
Marine LaFitte – Aurel BGC

Good morning, gentlemen. I've just one question about your vacancy rate. Could you please give us a split between the strategic vacancy and the non-strategic one?

Answer
Francis Salway – Chief Executive
Within London, we have indicated that whilst the overall vacancy rate on our like-for-like properties is 7%, if you exclude pre-development properties where we are trying to get vacant possession, on the balance, the void is 3.8%. Does that answer your question?

Additional answer
Martin Greenslade – Group Finance Director
Yes. And in total, that would mean that we go from 5.7%, if we remove the London ones which are pre-development properties, we go to 4.2% overall. So Francis gave you the London figures. Overall it was 4.2% on the lot.

Francis Salway – Chief Executive

Well, thank you for joining us and I would just like to bring out two key themes from today's announcement, the first is that having started a large development programme, we're now delivering development lettings which will contribute to both valuation surpluses and a contribution to earnings.

And secondly, as you can see from the lettings across the whole portfolio and the ticking down of vacancy rates, our assets are well underpinned by occupier demand.

That's it from us so thank you for joining us.

– ENDS –

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