

# All you need to know

Land Securities is a leading Real Estate Investment Trust. Our national portfolio of commercial property includes some of the UK's best-known shopping centres and landmark buildings in London.

We are at the forefront of urban renaissance through our multi-billion pound development programme, transforming regional city centres and key sites in Central London. We are also one of the leading names in property outsourcing and Public Private Partnership markets as well as being involved in long-term, large-scale regeneration projects in the South-east.

## Our values

There are certain core values that form the foundation of Land Securities. They embody the way in which employees and service partners work together to deliver effective customer relationships.

The values are:

- Customer service
- Respect for the individual
- Integrity
- Excellence
- Innovation

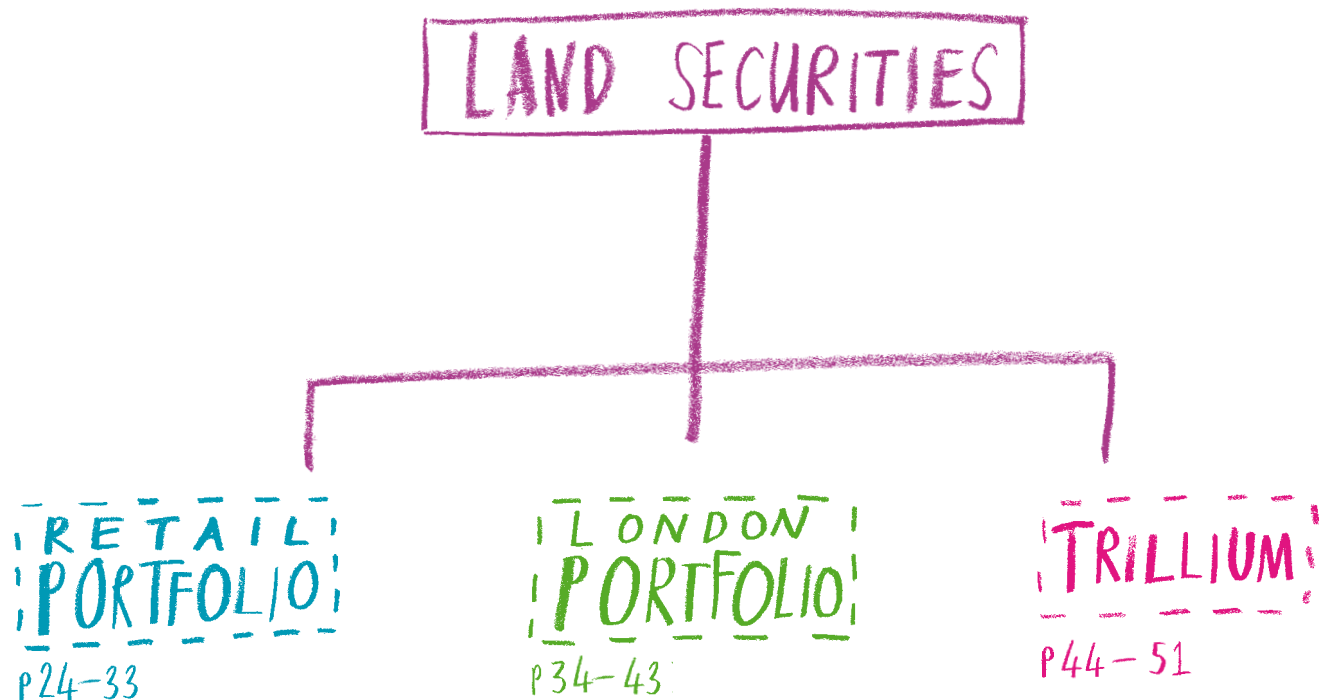
## Our vision

Our vision is 'bringing property to life'. We will go beyond bricks and mortar, through design, community engagement and customer service to create places where people choose to shop, are proud to work and want to live.

## Our strategy

Our strategy is to invest in commercial property in sectors where we have expertise and operational skills which provide competitive advantage. In these sectors we will apply our risk management skills and we will actively recycle capital with a view to delivering total returns in excess of our cost of equity.

## Three strong businesses...



This business unit includes shopping centres, retail warehouses, shops outside London, shops in London held through the Metro Shopping Fund LP and other regional properties.

**Key points**

- 27 shopping centres and 27 retail parks
- 1.7 million m<sup>2</sup> of retail accommodation
- approximately 1,300 retailer occupiers
- some 260 million shopper visits per year

This business unit includes all London offices and London retail, but excludes those assets held in the Metro Shopping Fund LP.

**Key points**

- 1.1 million m<sup>2</sup> of office and retail accommodation
- more than 50,000 people work in offices owned by us
- provides accommodation for over 400 organisations
- long-term community development projects in London and the South-east

This business unit is engaged in long-term property outsourcing partnerships with public sector organisations including DWP, DVLA and Royal Mail and with corporates including Norwich Union, Barclays and Accor Hotels. We have equity interests in or manage 137 Public Private Partnership (PPP) projects in areas such as schools, hospitals, secure accommodation and offices.

**Key points**

- 3.1 million m<sup>2</sup> across 1,776 properties in property outsourcing partnerships
- 1.7 million m<sup>2</sup> of PPP project floorspace
- long-term contracts with gross income of £757.8m