STENPROP

Investor presentation & financial results For the year ended 31 March 2018

Key Strategic Objectives

Specialist MLI Business	 32 MLI estates acquired for £158.8m 9 non-MLI assets sold for £210m MLI now 23% of total assets Targeting to be 60-65% by 31 March 2020
Asset management platform	 Tenant facing industrials.co.uk website about to go live Short-term flexible leasing model being implemented Partnering with PropTech service providers to enhance technology platform Goal to create serviced MLI model
Reduce leverage	 LTV at 49.8% - 31 March 2018 Down from 55% at 30 September 2017 Targeting 45% by 31 March 2019 Targeting 40% by 31 March 2020
LSE Listed UK REIT	 Converted to UK REIT status on 1 May 2018 Listing on SFS of LSE scheduled for 15 June 2018



Stenprop's current Portfolio - As at 6 June 2018

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UK portfolio: 46.3%



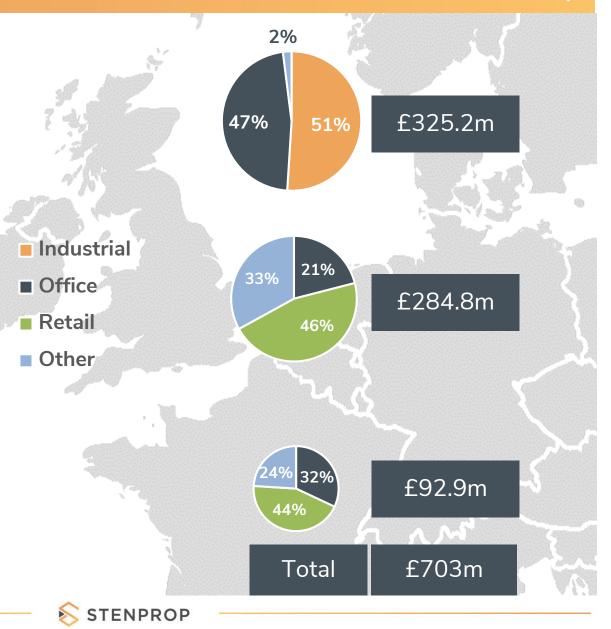
Shire Court, Nottinghamshire German portfolio: 40.5%



Victoria Center, Berlin Swiss portfolio: 13.2%

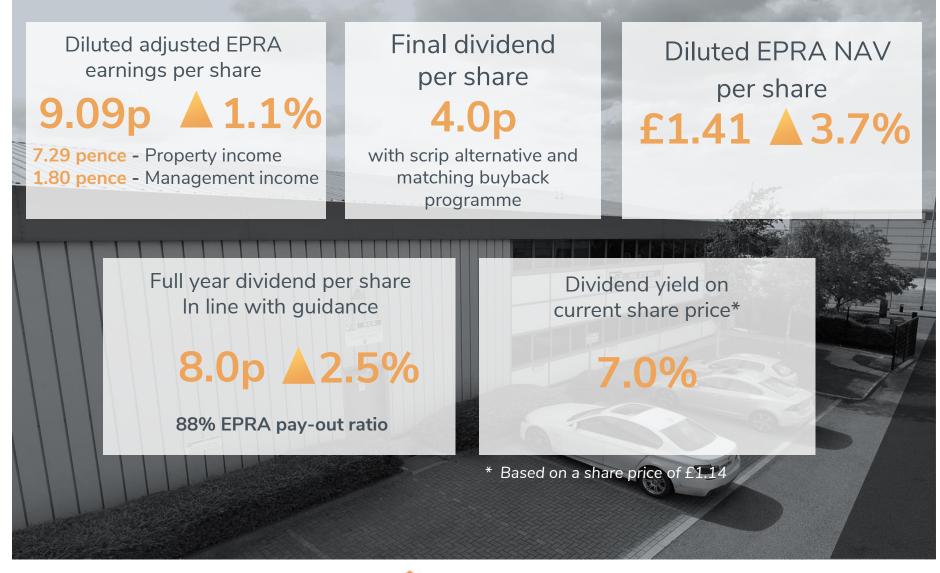


Lugano, Switzerland



Financial highlights







Key movements

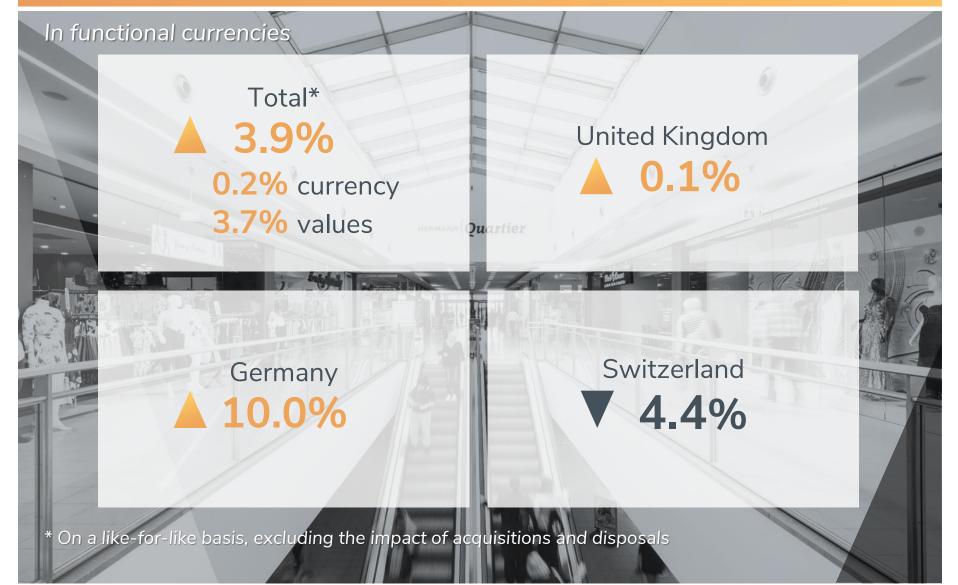






Portfolio valuations at 31 March 2018







Debt

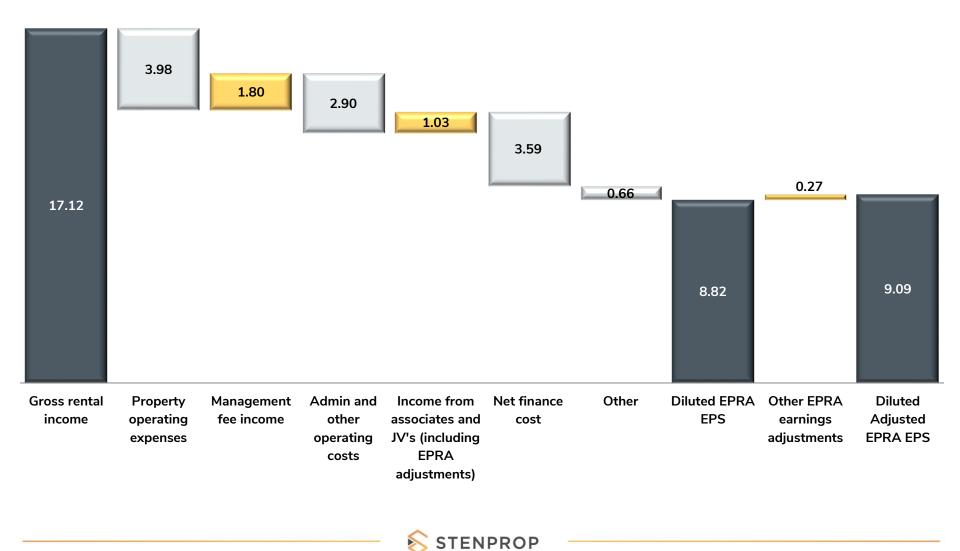


LTV 31 March 2017 51.6%	LTV 31 September 2017 55.0% (includes bridging finance for MLI acquisition)	LTV 31 March 2018 49.2%
All in cost of debt 2.44%	All in cost of debt Excluding assets held for sale 2.59%	Weighted average debt maturity 3.6 years Excluding assets held for sale
Revolving credit facility £50m to facilitate new MLI acquisition while selling non-MLI assets	Target LTV 31 March 2019 45% 31 March 2020 40%	Debt on new acquisitions 40%
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EPRA earnings per share (pence)

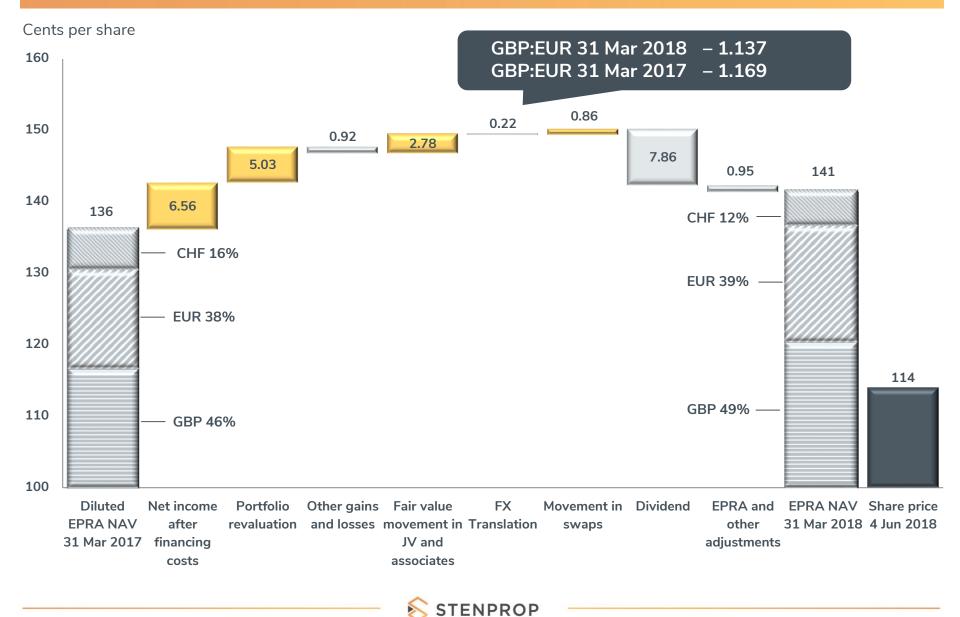


Year to 31 March 2018



NAV movement since 31 March 2017







In the twelve months to March 2019, we anticipate a drop in earnings as we transition the portfolio toward MLI and reduce leverage and third party income

As a result of this strategic repositioning we have taken the decision to rebase the level of distributions going forward to ensure that they are fully covered by property related earnings only

Distributions of non – property related earnings will be evaluated from time to time, but these are more likely to be used for additional MLI investment. This approach aligns the dividend policy with the more predictable contractual rental income streams derived from the properties owned by Stenprop.

We are guiding to pay a total dividend of 6.75 pence per share for the year ending 31 March 2019, with an interim dividend of 3.375 pence per share payable in January 2019, and a final dividend of 3.375 pence per share payable in late July or early August 2019.

We anticipate that property related earnings will grow steadily form 1 April 2019 onwards, as the rental growth form the enlarging MLI portfolio begins to increasingly impact.



MLI Portfolio 6 June 2018



2,473,151	818 Units
32	520
Assets	Tenants

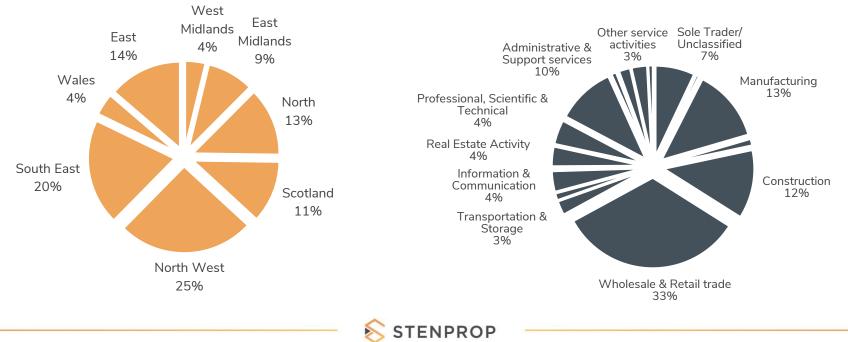
Current Passing Rent	£ 11,135,715	£5.27 psf
Contractual Rent ¹	£11,451,529	£5.42 psf
Estimated Rental Value (ERV) at 100% occupancy	£13,836,238	£5.59 psf
Current Vacancy ²	179,357 sq ft	7.8%

Notes:

¹ Contractual rent includes contracted uplifts contained in existing leases over period of lease.

² This excludes the vacant space at Coningsby Park, Peterborough which was purchased in December 2017 and is currently undergoing refurbishment and hence is not available to let. Including Coningsby Park total vacancy is 358,746 sq ft, reflecting 14.3%.

Tenant Business Breakdown



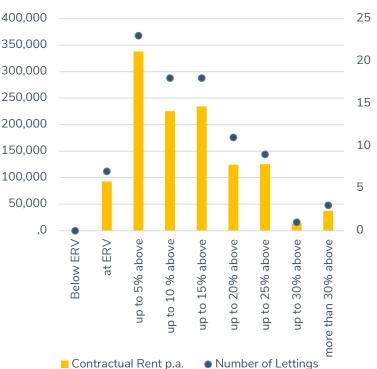
Geographic Breakdown

Multi-let industrial portfolio performance



9 months from 30th June 2017 (acquisition) to 31st March 2018

- 56 new lettings (£769k p.a. of rent) at an average 350.000 premium to ERV of 12% 300.000 34 lease renewals (£415k p.a. of rent) at an average 250.000 premium to ERV of 10% 200.000 On average, the above new lettings & renewals have been 150.000 17.7% ahead of the previous passing rent for each unit 100,000 50.000 The average letting/renewal in excess of 3.5 years contractual term certain, with an average rent free period ,0 granted of 1.5 months As at 31st March 2018 there were 24 units under offer to let (£271k p.a. of rent) at an average rent of £5.86 psf
 - No units let at below ERV over the period



In the 9 months since purchase the average letting/renewal was 10% ahead of the Estimated Rental Value set in June 2017. The Estimated Rental Value set in June 2017 was approximately 10% ahead of the passing rent at that time.



Non-MLI asset management update

Excellent progress

Sale of Swiss Portfolio	 Two stage bidding process Final offers received Entered into exclusivity with selected bidder on 5 June 2018
Euston House	 8th floor refurbished and under offer Will be fully let following letting of 8th floor
Bleichenhof Repositioning	 Development underway due for opening early next year Pre-lets agreed with L'Osteria and Elbe Gym Strong interest for remaining space
Lugano Repositioning	Largely complete. Scheduled to be fully open and operational by Autumn
Sale of Aldi Portfolio	In progress

The platform opportunity



A focus on delivering efficiencies and enhanced sustainable earnings

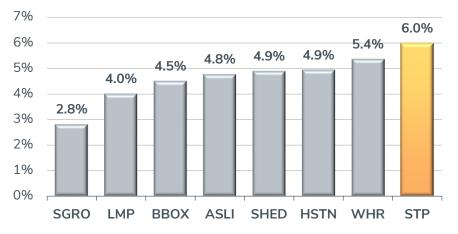
Branding	 In Stenprop's view the industrials.co.uk website provides a powerful and recognisable brand to tenants and investors alike Potential to leverage the brand to grow the portfolio's reach and market penetration in future
Flexible leasing	Moving away from traditional leasing model to short form more flexible lease structures. Leases can be signed on the internet and can price in greater flexibility on term and repairing liability
Serviced MLI model	Providing tenants with additional services and a high quality service culture will generate greater additional revenue per sq ft than traditional landlords
Technology	We use innovative technology to improve efficiency, reduce irrecoverable expenditure and capture additional revenue streams
Permanent capital	Permanent capital and scale enable us to build a management platform for long term sustainable earnings growth, rather than being focused on short term goals and IRR driven targets.



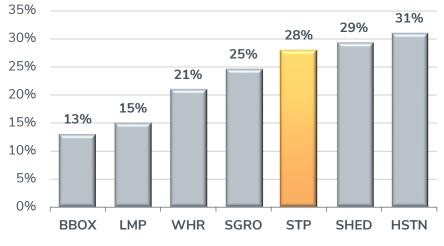
Industrial peer group



Dividend Yield

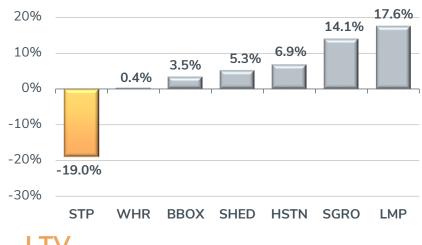


EPRA Cost

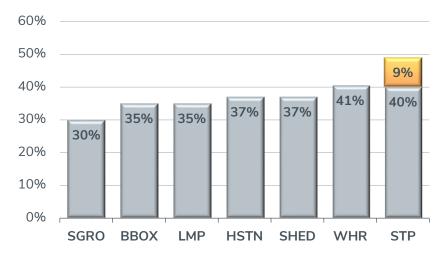


Source: Company & Numis Securities Research

Premium / (Discount) to NAV



LTV



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Annexure A MLI Sector and Stenprop

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Features of Multi-let Industrial

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Versatile, flexible, urban, multi-tenanted, diversified income

- Located in and adjacent to densely populated cities and towns across the UK
- Purpose built units comprising 5 to 50 units on an estate controlled by owner
- Unit sizes on each estate typically range from 500 sq ft to 10,000 sq ft with the average being approximately 3,500 sq ft
- Highly diversified and granular tenant base in terms of company size and sector
- Predominantly let to UK Small-to-Medium Enterprises ("SMEs")
- > 3-5 year lease durations
- Small / medium lot sizes less than £20m per estate
- Low obsolescence, low capex, high versatility of uses
- Typical tenant paying c. £18,000 rent p.a. representing between 1% -2% of their turnover









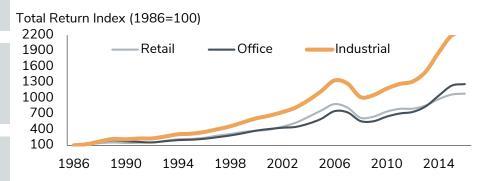
Best Performing Sector in UK Property

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Long term outperformance against wider commercial property driven by rental income and low ongoing capex

- The industrial asset class has outperformed retail and office in terms of total return since 1986
- Industrial sector:
 - Total return index **2275** over 30 years
- Office and retail sectors:
 - Total return indices of **1220** and **1290** respectively over 30 years
- Industrial property's success is due to consistently higher income returns over the period

The best performing sector in property over a 30 year period



Retail, office and industrial sectors total return evolution



Source: MSCI/IPD. © 2018 MSCI Inc. All rights reserved. MSCI has no liability to any person for any loss, damage, cost or expense suffered as a result of any use of or reliance on any of the information".



Sector Fundamentals - Demand



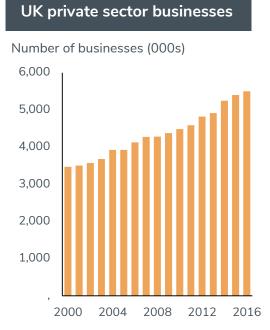
Structural shift in the number and range of occupiers needing to operate from MLI units due to changes in communications technology

The growth of small business

- > The number of SMEs in the UK grew by 63% between 2000 and 2017
- SMEs account for 99% of private sector businesses
- UK SMEs annual turnover is £1.9tn p.a, reflecting 51% of all private sector turnover, and employ 16.1m people (c. 60% of all private sector employees)

The move away from traditional asset classes

- Shift of retailers from shops to industrial/online
- Light industrial units provide flexible accommodation to sell, manufacture, dispatch and/or store goods, all under a single planning permission
- Click'n'Collect and Last Mile Distribution Networks are developing in urban areas
- Communication technology facilitating smaller more flexible independent businesses able to access suppliers, customers and other relationships more easily



Source: Office for National Statistics



Sector Fundamentals - Demand



A structural shift in long term demand for industrial is occurring

The future

- The internet continues to make multi-let industrial accommodation increasingly attractive to a wider range of businesses needing functional working space at affordable rent
- Industrial efficiency gains and new technologies like 3D printing are enabling companies to start 'on-shoring' activities, driving demand for UK manufacturing which would previously have gone abroad
- Cultural change driven by technology such as driverless cars, big data and virtual reality will drive demand for flexible space near conurbations which can adapt to changing occupational requirements









Sector Fundamentals - Supply

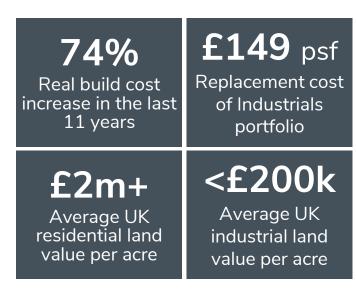


Supply constrained and diminishing. Rents need to rise to justify building MLI units. Build Costs

- Real building costs have gone up 74% in the last 11 years, whilst only in the last 2 years or so have industrial rents started to move up having remained largely unchanged for a decade
- Industrial development accounts for just 15% of private commercial construction vs 30% in 1997
 - In Stenprop's view it is not economically viable to build small unit multi-let estates until rents increase by at least **50%**
 - Build costs are likely to remain high as there is little ability to financially engineer the design to reduce costs

Land Availability

- MLI is typically located in and around areas of high population density where land supply is extremely limited
- In such areas available land is often prioritised for housing, where industrial development is not competitive
- > As a result, MLI supply is inelastic



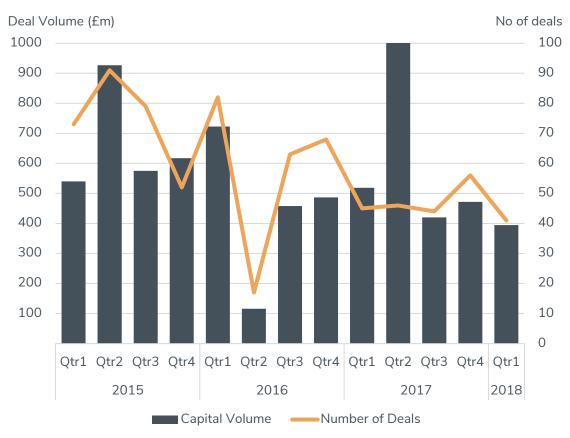
c. £8.00 psf Rent needed to justify new MLI development £5.27 psf Average passing rent on our MLI portfolio



Acquisition pipeline



Multi-let Industrial Deal Flow



Acquisition criteria

- Purpose-built industrial accommodation
- Multi tenanted income profile
- Located within or close to areas of high population density
- Accessible locations
- Areas of strong economic activity
- Acquisition cost below replacement cost value

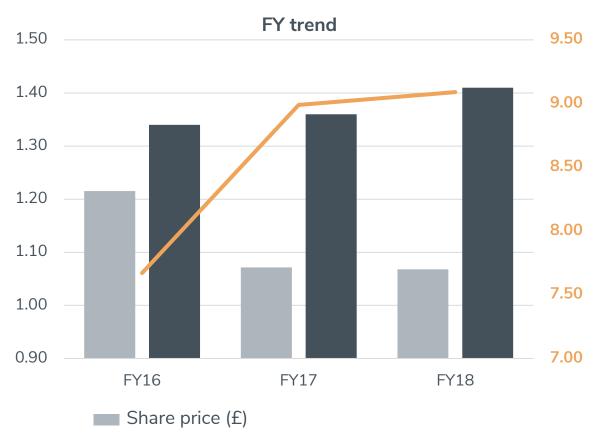
Acquisition target of c. £100m p.a. enables disciplined investment



Stenprop performance



Stenprop historic share price, NAV and EPRA EPS



- Diluted EPRA NAV per share (£)
- Diluted EPRA EPS FY (p per share)



Why does Stenprop trade at a discount to NAV?



Listing on LSE and conversion to REIT status

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The current timetable envisages a listing on the specialist fund segment of the main market of the LSE in June 2018

Conversion to UK REIT took place on 1st May 2018

No new capital will be raised on listing

Stenprop has re-shaped the composition of its board to meet the requirements of being a UK REIT





Share Information



Current share metrics

Diluted EPRA NAV / share **141p** (as at 31 March 2018)

> Current share price **114p** (as at 4 June 2018)

> > Dividend yield on share price **7.0%**

Earnings yield on share price **8.0%**

Top three shareholders as at 6th June 2018

- Sandown Capital Limited 6.93%
- Directors Holdings 6.12%
- 36One Asset Management 3.18%
- There are no other shareholders with more than 3% of the shares

As at 26th April 2018:

- Total Number of shareholders 2,649
- Total shares held through JSE 31.45%
- Total shares held through Guernsey register 68.55%

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Board of Directors



Paul Arenson Chief Executive Officer

Patsy Watson **Chief Financial Officer**

Julian Carey **Executive Property** Director

Executive Directors Non-Executive Directors

Richard Grant Independent Non-Executive Chairman

- Audit & Risk
- Nominations (chairman)
- Remuneration
- Social & Ethics

Paul Miller Senior Independent Non-Executive Director

- Audit & Risk
- Nominations
- Remuneration (chairman)

Phil Holland Independent Non-Executive Director

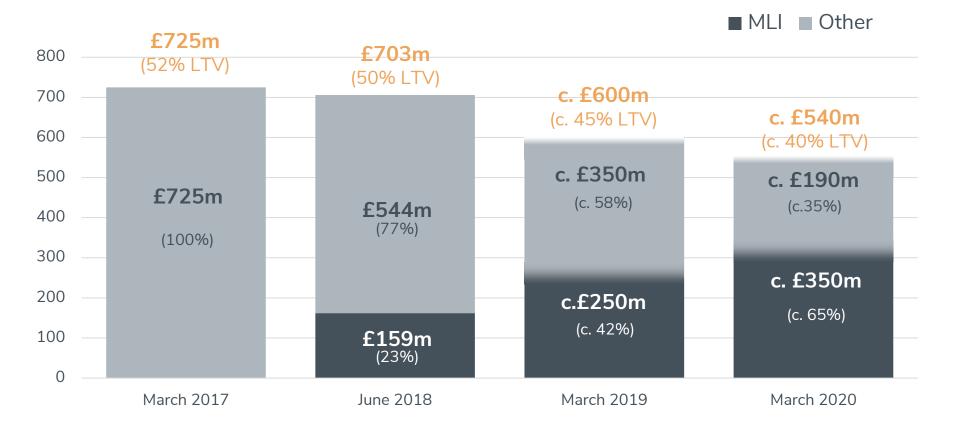
- Audit & Risk(chairman)
- Nominations
- Remuneration
- Social & Ethics (chairman)

Warren Lawlor Non-Executive Director

- Nominations
- Remuneration



Portfolio make-up 2017 to 2020



Transition entails selling c. £350m over the period, buying c. £185m of MLI and deleveraging with the difference after cost

Notes:

Includes c. £29m of friction costs and tax on disposals Excludes valuation movements during the period



Overview



'Serviced Industrial' operating model

Low leverage (40% LTV)

Technology driven asset management platform

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Dual London / Johannesburg listing

> UK REIT Structure

Competitive advantage: scale, expertise and platform

Sustainable EPS growth driven by underlying rental performance



Annexure B Financial information

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Management fee income

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Contribution of **1.8p** to FY18 distribution

Potential for additional performance fees before end of FY19

Reducing to insignificant levels by FY20

With focus on MLI, **no intention** to pursue further **management fee** opportunities



Income Statement and Earnings

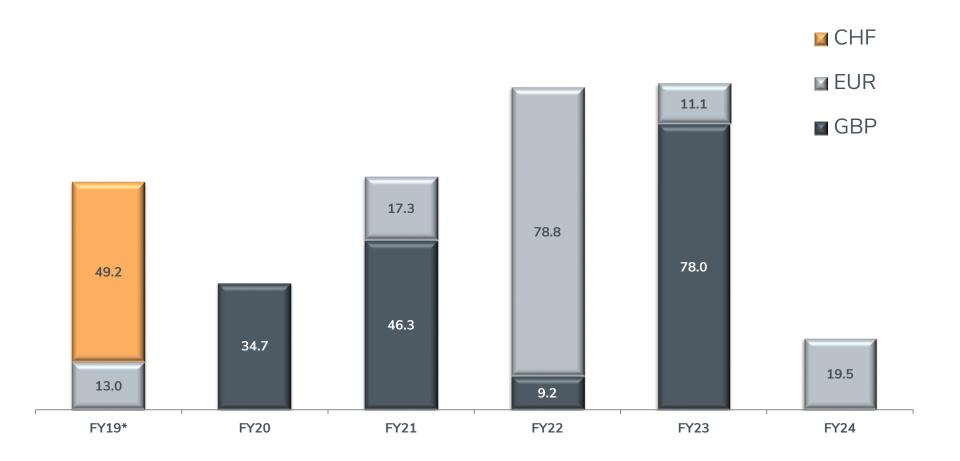


	Year ended 31 March 2018 £m	Year ended 31 March 2017 £m
Net rental income*	37.3	31.0
Management fee income	5.1	3.1
Operating costs*	(8.9)	(5.5)
Net operating income	33.5	28.6
Income from Investment in associates/joint ventures (excl. fair value gains)*	2.9	3.9
Net finance costs*	(10.2)	(8.0)
EPRA adjustments and other items*	(0.4)	1.0
Adjusted EPRA earnings	25.8	25.5
Diluted Adjusted EPRA EPS	9.09 cents	8.99 cents
Annualised	Earnings Yield	Dividend Yield
Current share price (£1.14)	8.0%	7.0%
EPRA NAV (£1.41)	6.4%	5.7%
* Includes assets held for sale		



Debt maturity (£m)



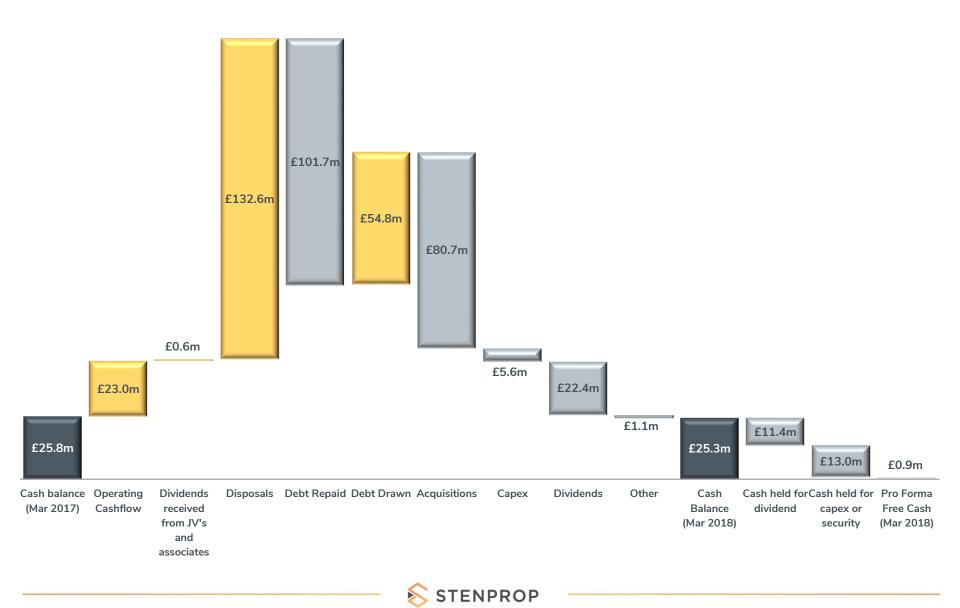


* FY19 includes €14.8m of debt relating to the Aldi portfolio, which since year end has been refinanced until April 2020, and CHF 65.7m of debt relating to the Swiss portfolio. Both of these portfolios are currently held for sale.



Cashflows







Property/Portfolio	Property Value £m	Loan Value £m	Loan to Value	Contracted interest rate	Weighted average duration to expiry (years)
United Kingdom	314.3	(149.4)	47.6%	3.34%	3.22
Switzerland ^{2, 3}	92.9	(49.2)	52.9%	1.23%	0.00
Germany ^{1, 2}	250.3	(124.1)	49.6%	1.78%	3.35
On balance sheet total	657.3	(322.7)	49.1%	2.43%	2.77
Off balance sheet debt					
Argyll Street (50%)	83.4	(37.5)	45.0%	2.97%	2.14
Care Homes Portfolio (100%)	34.6	(19.4)	56.2%	2.26%	5.75
Portfolio Total	733.6	(360.9)	49.2%	2.44%	2.90
Less minority interests	(6.7)	3.8			
Portfolio Total (excluding minorities)	726.9	(357.1)	49.1%	2.45%	2.90

1. Interest rates include negative rates where applicable. At 31 March 2018 approximately 0.33% in Germany

2. Includes properties held for sale

3. UBS has agreed that the debt relating to the Kantone and Polo portfolios will be repayable when the properties are sold. i.e. rolling facility



Valuation movement



Property/Portfolio	Percentage Ownership	Market Value 31 March 2018 (million)	Market Value 31 March 2017 (million)	Change %
United Kingdom - £	Ownership			70
ApexHi Portfolio	100%	£ 20.4	£ 19.6	4.1%
Euston House	100%	£ 79.6	£ 77.7	2.4%
Hollandbay Portfolio	100%	£ 79.0 £ 6.6	£ 7.5	(12.0%)
	100%	£ 59.9	£ 7.5 £ 62.6	(12.0%)
Trafalgar Court	50%	£ 59.9 £ 83.4	£ 62.6 £ 81.0	(4.3%) 3.0%
Argyll Street				
MLI Portfolio*	100%	£ 125.6	£ 120.5 £ 328.4	4.2%
UK Sub-Total		£ 333.8	£ 328.4	1.6%
Switzerland – CHF				
Kantone Portfolio	100%	Fr 72.6	Fr 73.4	(1.1%)
Polo Portfolio	100%	Fr 39.1	Fr 43.0	(9.1%)
Other Swiss Properties	100%	Fr 12.5	Fr 13.7	(8.8%)
Swiss Sub-Total		Fr 124.2	Fr 130.1	(4.5%)
Correction of				
Germany - € Aldi Portfolio	100%	€ 32.8	€ 33.0	(0.6%)
Bikemax Portfolio	100%	€ 27.7	€ 25.2	9.9%
Bleichenhof	94.9%	€ 148.8	€ 23.2 € 127.5	16.7%
Hermann Quartier	100%	€ 23.6	€ 20.4	15.7%
Neukölln	100%	€ 21.9	€ 18.7	17.1%
Care Homes Portfolio	100%	€ 39.3	€ 35.4	11.0%
Victoria Centre	100%	€ 29.7	€ 31.2	(4.8%)
Germany Sub-Total	10070	€ 25.7	€ 284.9	11.0%
Dreparties dispaged during paried		Sales Price	-	
Properties disposed during period	100%		£ 3.0	13.3%
Dolphin Bridge House	100%	£ 3.4 £ 3.7	£ 3.0 £ 3.2	15.6%
Worthing Dilarim Street	100%	£ 3.7 £ 79.9	£ 3.2 £ 78.0	2.4%
Pilgrim Street				
Granges-Paccot	100%	Fr 20.0	Fr 19.6	2.0%
Cham Llamanna Dunnan King	100%	Fr 14.2	Fr 14.2	-
Hermann – Burger King	100%	€ 2.7	€ 2.7	-
Nova Eventis	28.4%	€ 208.5	€ 207.7	0.4%
Recently acquired properties				
MLI (5 properties)	100%	£ 22.2	-	-

* Portfolio acquired in June 2017. March 2017 comparative values are pre-acquisition and indicative only



Financial summary



Property/Portfolio	Ownership	Loan Value (£m)	Property Value (£m)	Gearing (LTV)	Contractual Rent ² (£m)	Net initial yield
UK						
UK Industrials	100%	(78.0)	147.8	53%	10.4	
Euston House	100%	(27.5)	79.5	35%	4.0	
Davemount Portfolio	100%	(4.0)	6.6	61%	0.9	
GGP1 Portfolio	100%	(5.2)	20.4	25%	1.7	7.71%
Trafalgar Court	100%	(34.7)	59.9	58%	4.3	6.90%
UK Sub-Total		(149.4)	314.2	48%	21.2	6.11%
SWISS						
Kantone Portfolio	100%	(26.3)	54.3	48%	3.3	4.10%
Polo Portfolio	100%	(17.0)	29.3	58%	2.0	5.74%
Other Suisse Properties	100%	(5.9)	9.3	63%	0.6	3.63%
Swiss Sub-Total		(52.2)	110.3	53%	5.9	4.57%
Germany						
Bikemax Portfolio	100%	(11.1)	24.4	46%	1.7	6.33%
Aldi Portfolio	100%	(13.0)	28.9	45%	1.9	5.97%
Bleichenhof	94.9%	(74.7)	130.7	57%	4.9	3.33%
Neukölln	100%	(7.9)	19.3	41%	1.2	5.37%
Hermann Quartier	100%	(8.3)	20.8	40%	1.3	5.23%
Victoria Centre	100%	(9.1)	26.1	35%	1.5	4.57%
Germany Sub-Total		(124.1)	250.2	50%	12.5	4.37%
Associates and joint ventures						
ArgyII Street ¹	50%	(18.8)	41.7	45%	2.1	4.61%
Care Homes Portfolio	100%	(19.4)	34.6	56%	2.4	5.95%
Portfolio Total		(360.9)	733.6	49%	43.9	5.23%

GBP:EUR exchange rate of 1.137 and a GBP:CHF exchange rate of 1.337

1. Stenprop's effective interest = 50%, total property value is £83.4 million

2. Excludes potential rent on vacant space



Debt summary



Property/Portfolio	Property Value (Local currency)	Loan Value (Local Currency)	Gearing (LTV)	Margin	Swap (fixed rate)	Negative interest rate impact	All in rate	Annual interest expense	Amortisation per annum	Loan Maturity
UK - £m										
UK Industrials	147.8	(78.0)	53%	2.25%	0.95%	-	3.20%	(2.5)	-	2 Jun '22
Euston House	79.6	(27.5)	35%	1.40%	1.62%	-	3.02%	(0.8)	-	08 May '20
Davemount Portfolio ¹	6.6	(4.0)	61%	2.25%	1.21%	-	3.46%	(0.1)	-	26 May '21
GGP1 Portfolio ¹	20.4	(5.2)	25%	2.25%	1.21%	-	3.46%	(0.2)	-	26 May '21
Trafalgar Court	59.9	(34.7)	58%	2.50%	1.35%	-	3.35%	(1.3)	(2.8)	23 Mar '20
Argyll Street (50%) ²	41.7	(18.8)	45%	1.40%	1.57%	-	2.97%	(0.6)	-	20 May '20
UK Sub-Total	356.0	(168.2)	47%				3.23%	(5.5)	(2.8)	
Swiss – CHFm										
Kantone Portfolio	72.6	(35.2)	48%	1.05%	0.00%	-	1.05%	(0.4)	(1.7)	N/A
Polo Portfolio	39.1	(22.8)	58%	1.15%	0.00%	-	1.15%	(0.3)	(1.0)	N/A
Other Swiss Properties	12.5	(7.8)	62%	1.41%	0.00%	-	1.41%	(0.1)	(0.2)	N/A
Swiss Sub-Total	124.2	(65.8)	53%				1.14%	(0.8)	(2.9)	
Germany - €m										
Bikemax Portfolio ³	27.7	(12.6)	45%	1.55%	-	-	1.55%	(0.2)	-	31 Dec '22
Aldi Portfolio ⁴	32.8	(14.8)	45%	1.85%	0.83%	0.33%	3.01%	(0.4)	(0.4)	30 Apr '18
Hermann Quartier ³	23.6	(9.4)	40%	1.13%	0.29%	-	1.42%	(0.1)	-	30 Jun '20
Victoria Centre ³	29.7	(10.3)	35%	1.28%	0.08%	-	1.36%	(0.1)	-	31 Aug '20
Bleichenhof (94.9%) ^{2,3}	141.2	(80.6)	57%	1.58%	-	-	1.58%	(1.3)	-	28 Feb '22
Care Homes Portfolio ²	39.3	(22.1)	56%	1.76%	0.85%	-	2.61%	(0.5)	· · ·	30 Dec '23
Neukölln	21.9	(9.0)	41%	2.50%	0.48%	-	2.98%	(0.3)	-	31 Dec '21
Germany Sub-Total	316.2	(158.8)	50%				1.85%	(2.9)	(0.9)	

1. Debt is cross-collateralised with a combined LTV of 34%

Stenprop's effective interest shown
 Fixed rate loan

4. Following refinance on 30 April, all in rates 1.52%



STENPROP

Disclaimer

Forward-looking statements

Certain statements made in this document constitute forward-looking statements. Forward-looking statements can be identified by the use of words such as "may", "will", "should", "predict", "assurance", "aim", "hope", "risk", "expect", "intend", "estimate", "anticipate", "believe", "plan", "seek", "continue" or other similar expressions that are predictive or indicative of future events. All statements other than statements of historical facts included in this document, including, without limitation, those regarding the Company's expectations, intentions and beliefs concerning, amongst other things, the Company's results of operations, financial position, growth strategy, prospects, dividend policy and the industries in which the Company operates, are forward-looking statements. By their nature, such forward-looking statements involve known and unknown risks, uncertainties and other factors, many of which are outside the control of the Company and its Directors, which may cause the actual results, performance, achievements, cash flows, dividends of the Company or industry results to be materially different from any future results, performance or achievements expressed or implied by such forward looking statements. As such, forward-looking statements are no guarantee of future performance.

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