

8 September 2020

2020 Interim Results



Glenveagh
Home of the new.

Agenda

Section

Results Highlights	3
Market Backdrop	8
Our Strategy	14
Operational Review	19
Financial Review	26
Conclusion	34



Results Highlights

Access

We are giving more people the opportunity of owning their own new home — Building where they want to live and at a price that is more affordable.



Glenveagh
Home of the new.

Results Highlights

Prioritising The Wellbeing Of Our People, Customers And The Community

Our Approach

Health, safety and wellbeing prioritised during the period

Covid-19 operating procedures now embedded across the business

Oversight and enforcement controls delivering internal and external validation of our new operating procedures

Emphasis on operational and financial prudence has positioned the Group well in the event of future restrictions



Glenveagh Continues To Prioritise The Wellbeing Of Its People, Customers And The Community

Results Highlights

Financial Summary

Income Statement	Balance Sheet	Cashflow Statement	Commentary
€37m (H1 2019: €45.5m) Revenue	€659m (December 2019: €668m) Development Land ²	€97m (H1 2019: €173m) Net Operational Cash Outflows	<ul style="list-style-type: none"> Revenue of €37m predominantly relating to the sale of 123 units across 12 sites Underlying gross margin of 13.8% includes the impact of COVID-19 costs and adverse mix Targeted WIP investment €225m (2019: €173m) Significant net assets (€843 million), limited net debt (€49 million), strong cash and available facilities (€78million, plus a further €125million of uncommitted facilities) Entering cash generative part of the year
13.8% (H1 2019: 16.5%) Underlying Gross Margin ¹	€225m (December 2019: €173m) WIP Investment	€70m (H1 2019: €80m) Proceeds from borrowings	
€5.6m (H1 2019: €2.8m) Underlying operating loss ¹	€843m (December 2019: €867m) Net Assets	€49m (H1 2019: €43m) Net Debt	

Robust Balance Sheet Well Positioned To Deliver Growth From Internal Resources

Results Highlights

Optionality Provided By Accelerating Non-Core Disposals

<p>Focus Group resources on core segments</p>	<p>Fund significant ramp-up in construction volumes to 3,000+ units</p>	<p>Strengthen balance sheet and reduce time to net cash</p>	<p>Capitalise on future opportunities to enhance the value of the business</p>	<p>Commentary</p> <ul style="list-style-type: none">✓ <2% of 14,500 unit landbank✓ >€100m of net cash inflow expected within 12 months✓ Impairment of €20.3m reflected in H1 results
---	---	---	--	---

Delivering Improved Returns For Shareholders By Expediting Growth In Core Segments

Strong Demand For Starter-Homes Reaffirms Group Strategy

Controlled and disciplined approach to construction output

Investment in our customer and their homebuying journey

Working with institutions and developing our Partnership offering

Attractions of Glenveagh's strategic focus highlighted

- ✓ Starter-home reservation rates +213% Jun-Aug
- ✓ 906 units sold, signed or reserved (570 at 6 May)
- ✓ Visibility on delivering 650 core units in 2020¹
- ✓ Infrastructure and capacity maintained to deliver 1,000 core units in 2021¹
- ✓ First Partnership award on scheme of approximately 800 units

Section 02

Market Backdrop

Quality

We do not compromise on quality. We build homes that last, are energy efficient, and are designed for the way that people live today.



Glenveagh
Home of the new.



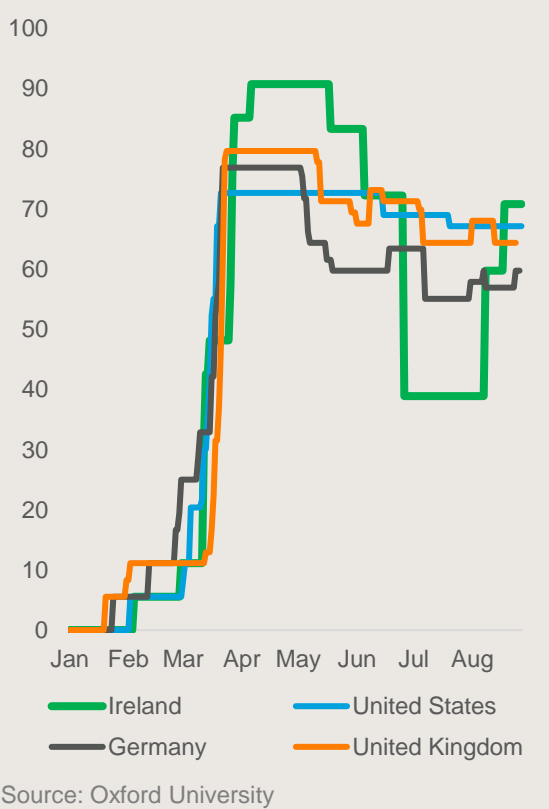
Market Backdrop

Challenging Operating And Economic Backdrop

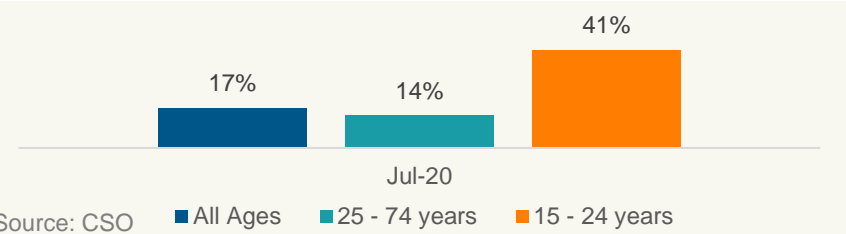
Commentary

- Ireland’s lockdown was one of the most stringent (and long lasting) in a global context
- This required significant financial measures to be introduced by the Irish Government to support those affected
- With the easing of lockdown restrictions, unemployment numbers are improving but remain elevated
- Housing demand less affected given the age and earnings profile of those worst affected

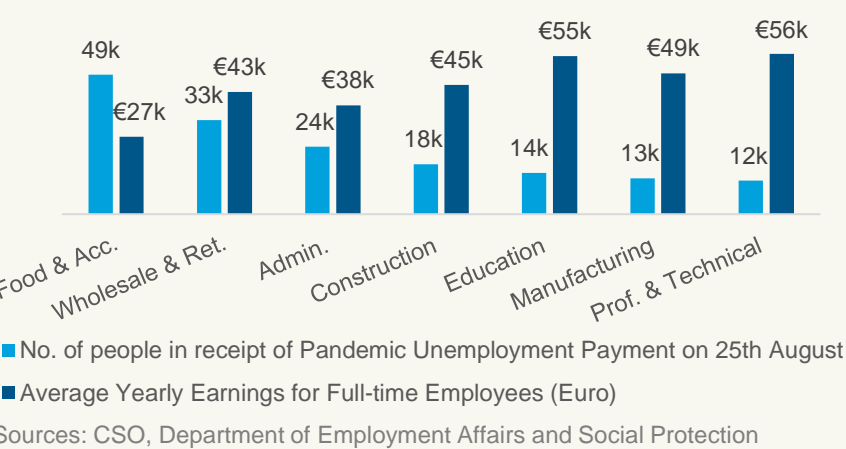
Coronavirus Lockdown - Stringency Index



Unemployment Driven Largely By Younger Age Groups



Lower Paid Sectors Worst Affected



Limited Impact On Housing Demand Given The Income And Age Profiles Of Persons Most Affected

Government Policy Broadly Supportive Of Future Housing Supply / Demand

Commentary

- New government in place following election in February
- Recognition of the need for housing and a commitment to delivery included in the programme for government
- Expansion of help-to-buy to €30k removes the requirement for a deposit at the Group's average Suburban ASP (approx. €300k)
- Overall strategy is positive from a supply perspective however a number of potential supply negatives are yet to be finalised

Positives

- 1. A commitment to demand-side stimulus**
 - Expansion of Help-to-Buy
- 2. Social housing to play a greater role**
 - Target to increase the social housing stock by >50k units over the next five years
- 3. A commitment to progress affordable home purchase scheme**
- 4. Enforcement of vacant site levy to be strengthened**

Neutral

- 5. PRS now better understood**
 - Rent caps not mentioned
 - Reflects understanding of importance of PRS for units
- 6. SHD Planning to end in 2021**
 - Suitable replacement can address some of the issues with existing process
- 7. A 'use it or lose it' law to counter land hoarding**
 - A commitment to implement for all planning applications of 10+ units

Potential Supply Negative

- 8. Expansion of Part V**
 - A potential expansion of Part V to 20% of units (from 10%) made up of a mixture of affordable or cost rental units
 - Careful consideration of conditions required

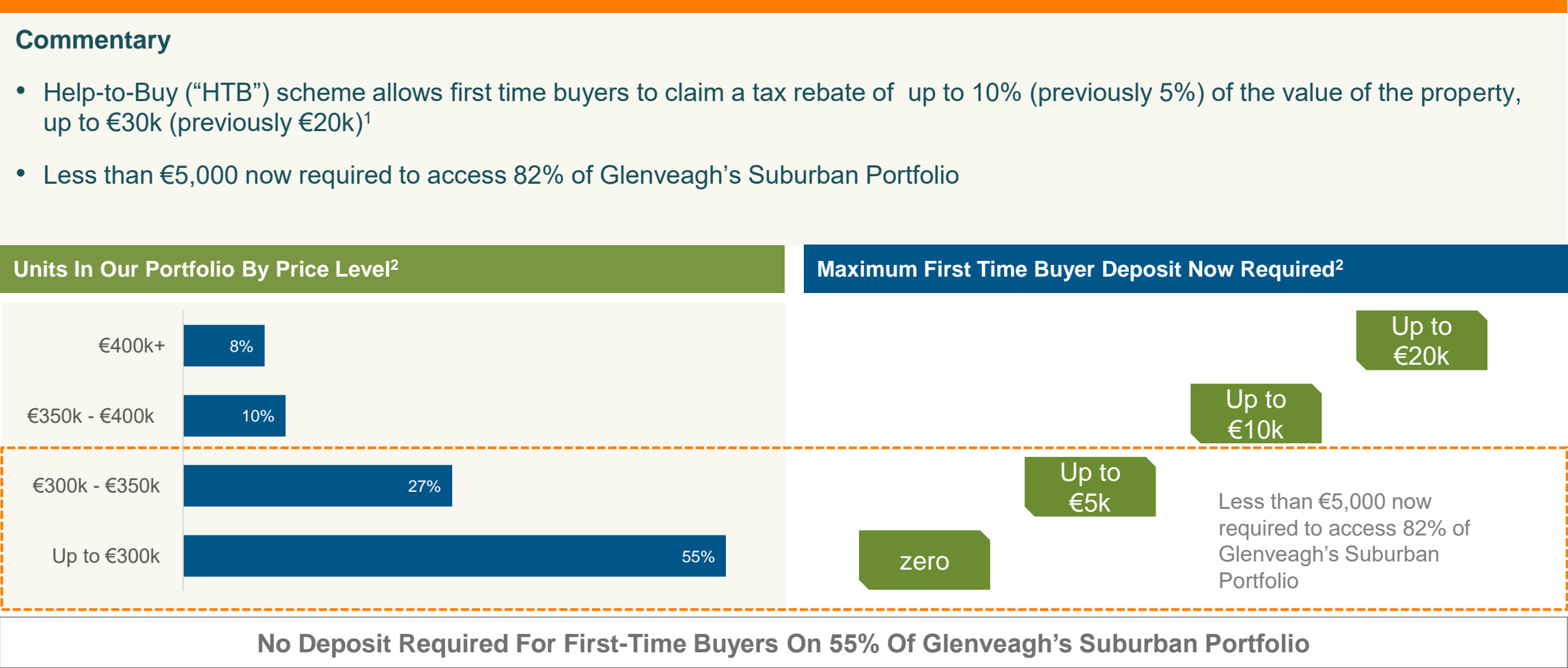
Awaiting Clarity

- 9. Shared Equity Scheme**
 - Model similar to that utilised in the UK highly speculated
 - Likely to be a property value cap in an Irish context

Government Policy Broadly Supportive Of Housing Viability But More Delivery Supports Required

Market Backdrop

Help-to-Buy Scheme – Requirement For Deposit Below €300k Eliminated



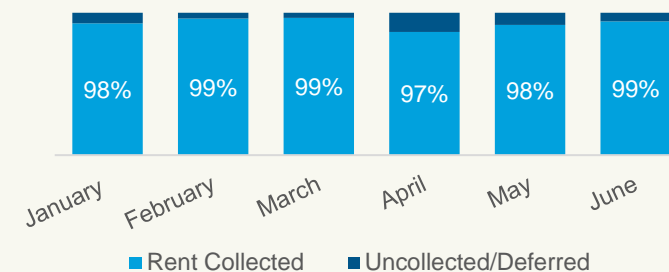
Market Backdrop

Attractive Characteristics Of PRS Highlighted

Commentary

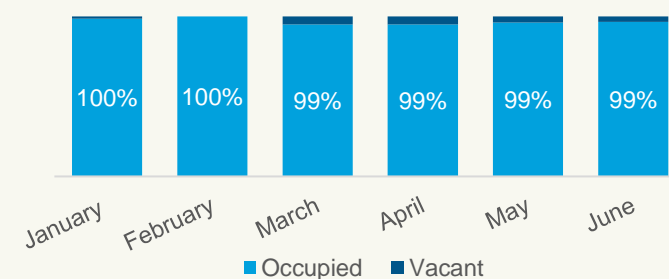
- The PRS sector in Ireland has outperformed highlighting the attractive characteristics of the asset class
 - Rent collection rates >98%+¹
 - Occupancy rates >99%¹
- Ireland remains an attractive destination for PRS investors
 - Post COVID-19 transactions have achieved strong valuations with prices significantly ahead of guide

PRS Rent Collection Rates



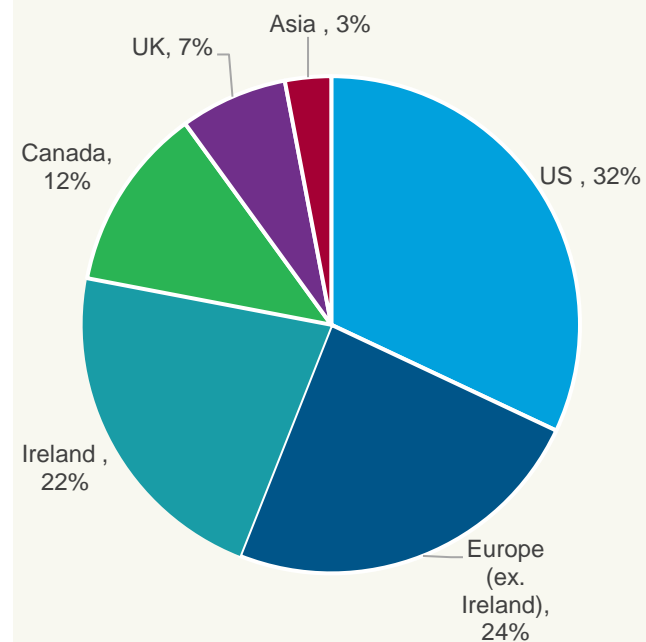
Source: CBRE, MD Property, Credit Suisse research (n > 500)

PRS Occupancy Rates



Source: CBRE, MD Property, Credit Suisse research (n > 500)

Equity Targeting Multifamily Investment in Ireland - 2019



Source: CSO, Credit Suisse Research

Attractiveness Of PRS Sector In Ireland Highlighted By Covid-19

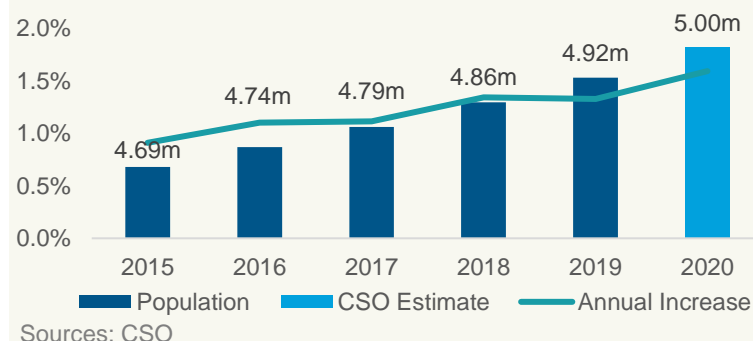
Market Backdrop

Ireland's Population Growth Is One Of The Highest In Europe

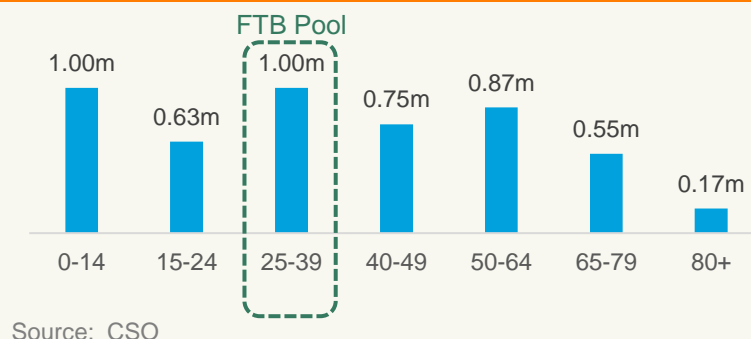
Commentary

- Continued population growth and age profile are key contributors to the growing housing need in Ireland
- In the 12 months to April 2020 population grew by 1.1% / 56k
 - Natural increase of 27k¹
 - Net migration of 29k¹
- Large cohort of population are at key home buying phase
- Further growth to 2030 (8% / 380k)¹
- Headship rates remain one of the highest in the EU

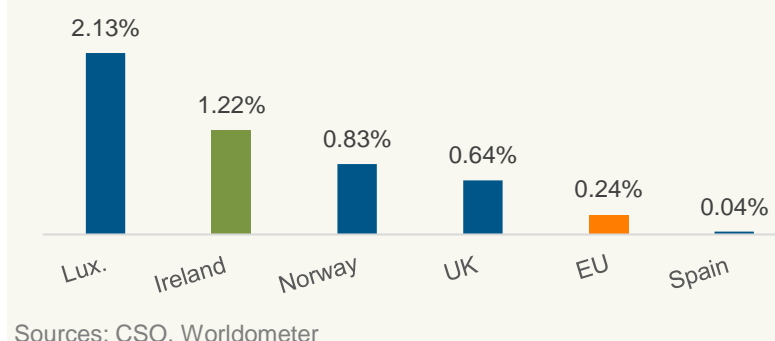
Population set to hit five million in 2020



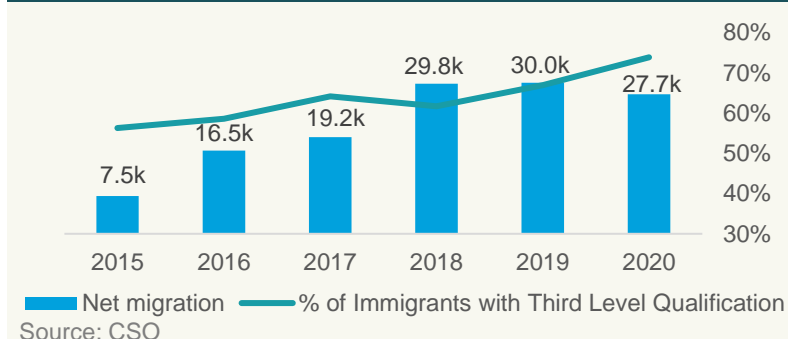
Youngest population in the EU with a large first-time buyer Pool



Ireland's population growth is significantly ahead of the EU average



Migration is a net positive population driver and contributor to skilled workforce



Growing Housing Need In Ireland Underpins Glenveagh Future Growth To 3,000+ Units

Our Strategy

Innovation:

We achieve quality and greater accessibility to new homes by relentlessly innovating the way we plan, design and build. We bring new ideas home.



Glenveagh
Home of the new.

Our Strategy

Strategic Focus Unchanged

*Fundamentals And Delivery
Platform Continue To
Support Delivery Of 3,000+
Units*



Disciplined investment across **three target segments**



Delivering for our customers in **places** they want to live and at **prices** they can afford



Pursuing our environmental and social agenda



Scaling and standardising our **construction capability**



Optimising our capital employed in land and WIP

Delivering Strong Returns For Shareholders

Our Complementary Business Segments Remain Highly Attractive

Suburban



✓ Deepest demand

✓ Most fragmented supply

✓ Alignment of buyer income and aspirations

✓ Easier optimisation of construction process

Urban



✓ Structural occupier shift to rental

✓ Institutionalisation of rental sector

✓ Capital light (forward funds)

✓ Longer term earnings visibility

Partnerships



✓ Strong ROCE

✓ Increased business resilience / reduced risk

✓ Fit with both suburban and urban segments

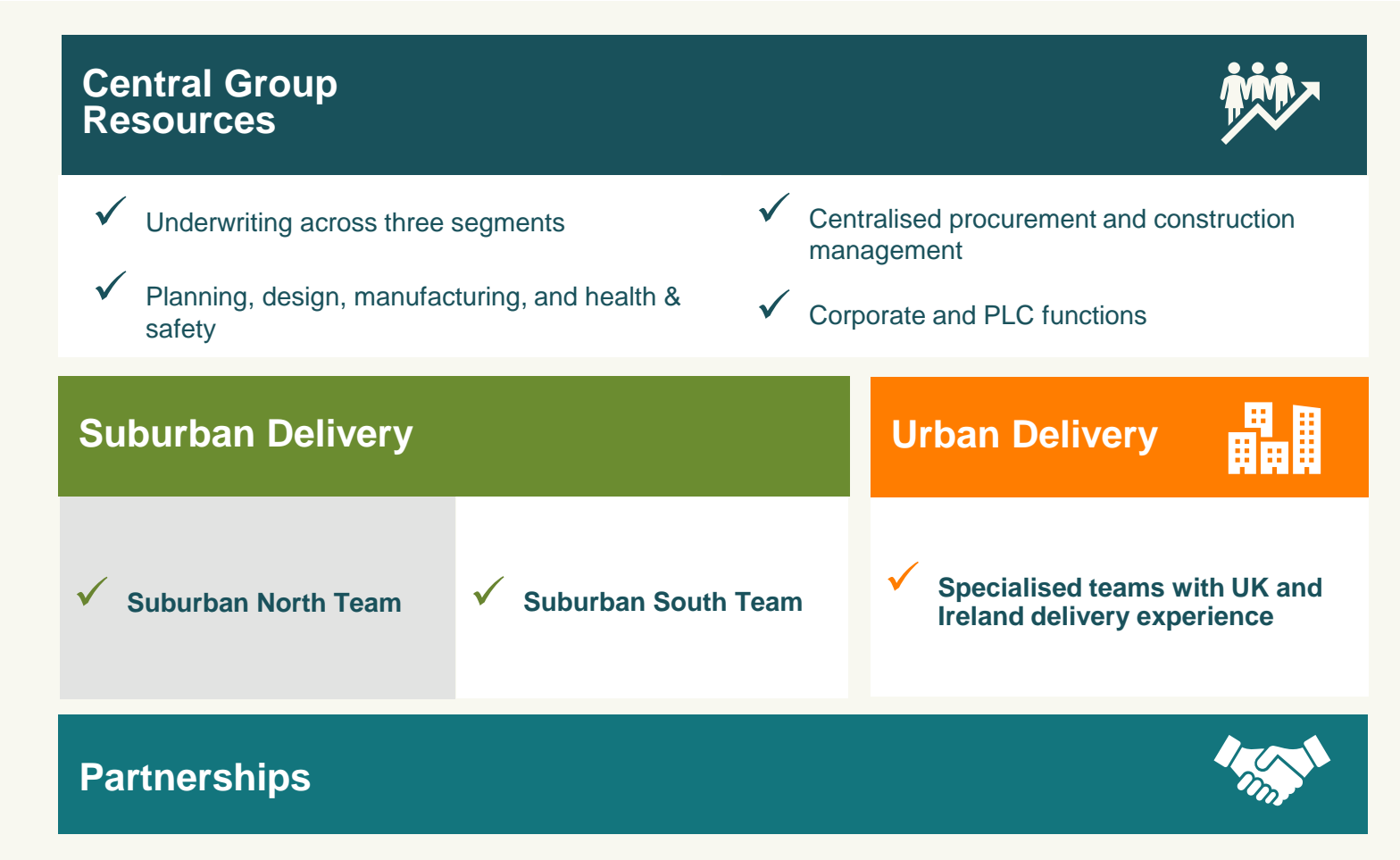
✓ Access to land / deliveries

Fundamentals And Delivery Platform Continue To Support Delivery Of 3,000+ Units

Group Structures Support Growth to 3,000+ units

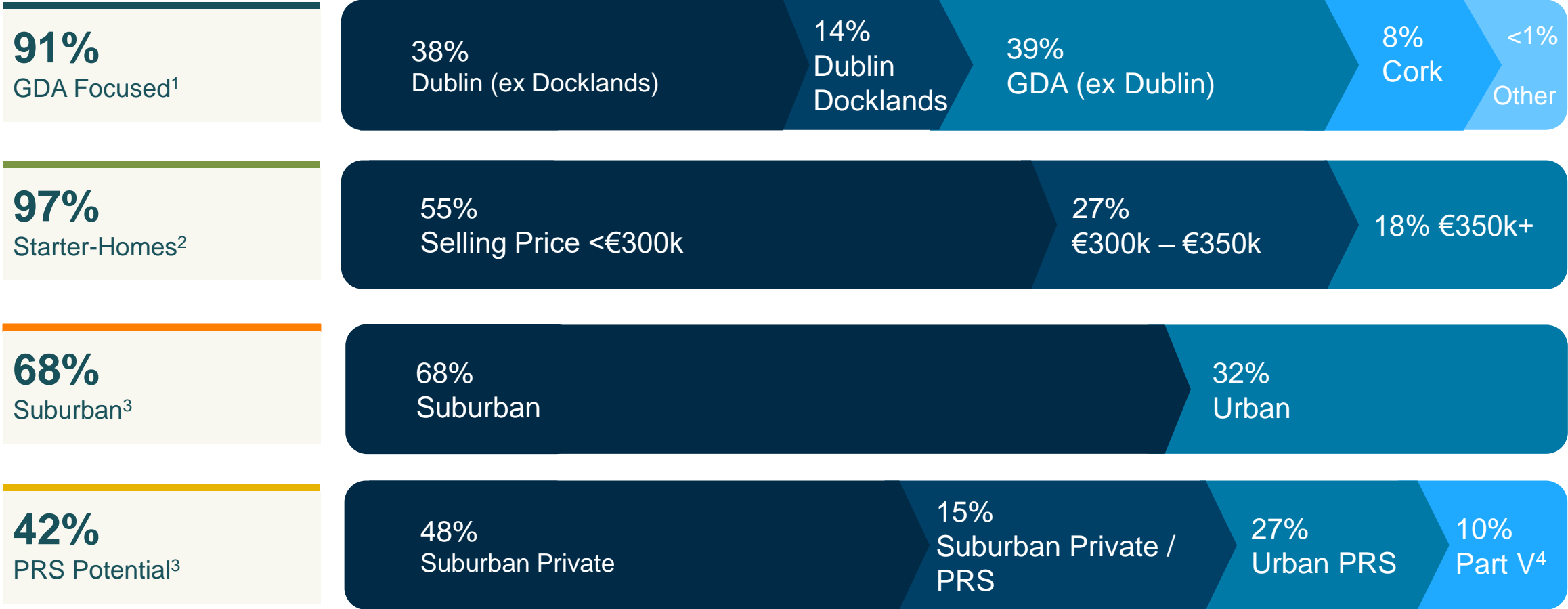


Delivering across three segments as a single business capitalising on scale advantages



Our Strategy

Attractive Development Portfolio Designed to Deliver On Our Strategy



Our Land Portfolio Was Acquired To Deliver Housing To Our Target Segments And Locations

Notes:
(1): by value
(2) Suburban portfolio, <€450k
(3): by units
(4): on each of Suburban / Urban

Operational Review

Access

We are giving more people the opportunity of owning their own new home — Building where they want to live and at a price that is more affordable.



Glenveagh
Home of the new.



Operational Review

H1 2020 Operational Focus



The Group Reacted Expeditiously And Effectively To The Challenges Of The Covid-19 Pandemic

Operational Review

Resilient Construction Progress Demonstrates High Calibre Of Construction Teams

Suburban – 4,625 units

SITE	Location	Start Date	SITE	Location	Start Date
Taylor Hill	Dublin	2017	Barnhall Meadows	GDA	2019
Cnoc Dubh	Dublin	2017	Silver Banks	GDA	2019
Cois Glaisin	GDA	2017	Mount Woods	Cork	2019
Cluain Adain	GDA	2017	Bellingsmore	Dublin	2019
Knightsgate	Dublin	2018	Oldbridge Manor	GDA	2019
Blackrock Villas (Houses)	Cork	2018	The Hawthorns	Tullamore	2020
Semple Woods	Dublin	2018	Ruxton Oaks	GDA	2020
Ledwill Park	GDA	2018			

Urban – 75 units

SITE	Location	Start Date
Dargan Hall	GDA	2019

Non-Core IPO Sites We're Not Replacing – Trader-up / High-end – 215 units

SITE	Location	Start Date	SITE	Location	Start Date
The Collection	Dublin	2018	Marina Village	GDA	2017

Highlights

- Actively constructing on 18 sites
- Suburban portfolio productivity back to approximately 80%
- Two site openings to date in 2020 - Ruxton Oaks (Navan) and The Hawthorns (Tullamore)
- Resilience of the Group's construction progress demonstrates the high calibre of the construction management team assembled
- Reduced risk to the business given strategy of working with a large pool of independent sub-contractors
- Existing open sites capable of delivering approximately 4,900 units

Infrastructure And Capacity Maintained To Deliver 1,000 Core Units In 2021

Operational Review

Innovation Across Our Supply Chain

Operations

3D modelling and surveying
Drone scans and 3D modelling significantly improve logistics planning, increase certainty around delivery dates, reduces costs

Cloud based collaboration
This helps ensure that collaboration, cost management, quality control and health and safety are all managed effectively



Construction

Off Site Manufacturing
The Group's initiatives to adopt modern building practices include utilising off site timber-frame and modular manufacturing systems

Mobile field technology
Helps to deliver improved collaboration, cost management, quality control and health and safety by increasing transparency between sites and head office

Our Customers

Redeveloped digital strategy
Facilitating an online and private viewing led customer journey to ensure a high volume of potential customers view our homes, digitally or in-person

Home office pods
In addressing changing customer needs we offer an option to install a home office pod in the back garden, which facilitates working from home



The Group Continues To Drive Innovation To Capitalise On Scale Advantage And Mitigate Future CPI Increases

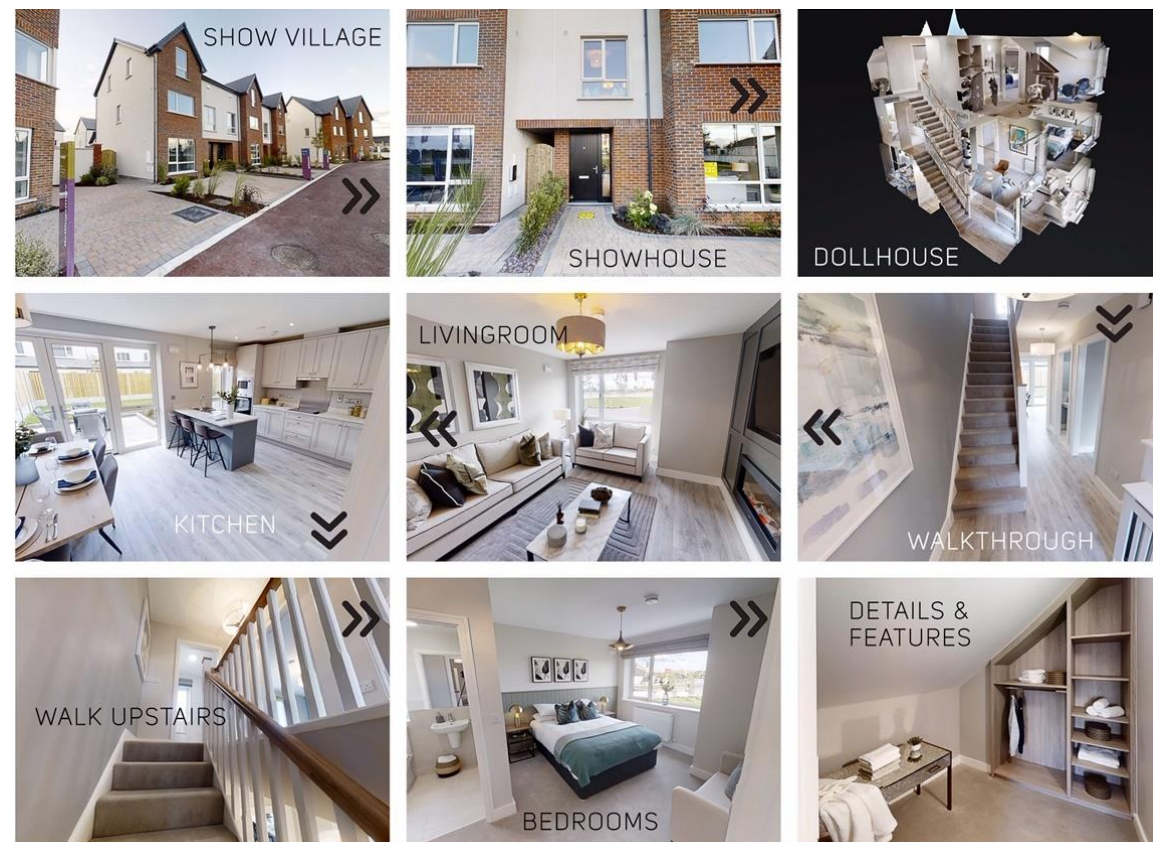
Operational Review

Improvements To Customer Experience

Commentary

- Investment in redeveloped digital strategy facilitates an online and private viewing led customer journey
- Ensured a high volume of potential customers viewed our homes, either digitally or in-person
- Show houses now operate with smart technology which facilitates a contactless walk-through of the home with our agents providing virtual assistance via video calling
- These initiatives improved the quantity and quality of customer leads which grew by 35% year-to-date¹ (+115% Jun- Aug)
- Average weekly private reservation rates per site grew 213% Jun-Aug reflecting both the improved quality of leads, pent-up demand and selling through the traditional “off-season”

Virtual Viewings Available Across Our Portfolio



Improvements To Customer Offering Having A Significant Impact On Leads And Conversion Rates

2020 Sales Underpinned By Leading Portfolio Of Open Sites

Commentary

- Strong reservations from 17 selling sites with 906¹ units sold signed or reserved
- New launches at existing and new sites have seen strong demand
- Limited stock remaining in current phases
- Approximately 650 core units expected to be delivered in the current year

Selling Sites

Suburban Selling Sites in H1

Blackrock Villas	Final units (20) available on the market	Ledwill Park	Continuing to reserve units within phased released May 2020 – 4 units remaining
Cois Glaisin	All remaining units reserved / contracted	Semple Woods	Final units (7) available on the market
Cluain Adain	Final units (3) available on the market	Taylor Hill	New phase released January 2020 sold-out. Selling from future phase delivering 2021
Cnoc Dubh	Final unit available on the market	Knightsgate	All remaining units reserved/contracted
Mount Woods	All remaining units in current phase reserved/contracted		

Additional Suburban Selling Sites Delivering In H2

Bellingsmore	Phase 1 released July 2020 - all units reserved / contracted	Silver Banks	Launched Phase I May 2020 – 4 units remaining
Barnhall Meadows	Phase 2 released July 2020, final units (2) available on the market	Oldbridge Manor	Phase 1 released June 2020 where reservations are in line with expectations despite local competition

Non-core Selling Sites

Marina Village	The Shore housing released July 2020 – (3 of 25 remaining)	Proby Place	All remaining units reserved/contracted
Holsteiner Park	All remaining units reserved / contracted	The Collection	Show house complete, units to be released September 2020

906 Units Sold, Signed Or Reserved¹

Operational Review

Continuing To Build On Our Sustainability Agenda

Commentary

- We are committed to our environmental and social agenda
 - Increasing transparency and reporting on the journey the Group is undertaking
 - Recently participated in CDP (Climate Disclosure Project) 2020
 - Future sustainability section on the Group's website will facilitate a simpler review of our environmental and social credentials by our stakeholders

Health & Safety Led



Customer Focused



People



Community Matters



Environment Priorities



Supply Chain



Delivering On Our Commitments To Stakeholders And Enhancing Disclosure

Financial Review

Quality

We do not compromise on quality. We build homes that last, are energy efficient, and are designed for the way that people live today.



Glenveagh
Home of the new.

Financial Results

Income Statement

	Six months ended 30 June 2020			Six months ended 30 June 2019
	Before Non- Core Impairment	Non-Core Impairment	Total	
	€'m	€'m	€'m	€'m
Revenue	37.0	-	37.0	45.5
Cost of sales	(31.9)	(20.3)	(52.2)	(38.0)
Gross profit / (loss)	5.1	-	(15.2)	7.5
Central costs	(9.8)	-	(9.8)	(9.7)
EBITDA	(4.7)	(20.3)	(25.0)	(2.2)
Depreciation and Amortisation	(0.9)	-	(0.9)	(0.6)
Operating loss	(5.6)	(20.3)	(25.9)	(2.8)
Finance expense	(1.4)	-	(1.4)	(1.0)
Loss before tax	(7.0)	(20.3)	(27.3)	(3.8)
Income tax credit	3.3	-	3.3	0.3
Loss after tax	(3.7)	(20.3)	(24.0)	(3.5)

Commentary

- Revenue for the period was €37.0 million (H1 2019: €45.5 million) and predominantly relates to the completion of 123 units (H1 2019: 158 units)
- ASP for the period was €300k (H1 2019: €287k) with the increase largely driven by development mix
- Underlying gross profit amounted to €5.1 million (H1 2019: €7.5 million) with a corresponding margin of 13.8% (H1 2019 16.5%)
 - This margin of 13.8% reflects both the costs associated with ensuring compliance with the COVID-19 operating protocols and negative mix effects as units at the Group's new higher margin sites were delayed due to COVID-19
 - Majority of impact expected to reverse in future periods
- As a result of management's decision to accelerate the exit of the Group's remaining high-end units and sites within 12 months (versus in excess of 48 months at historic private sales rates) an asset impairment of €20.3m has been booked.
- This accelerated exit is expected to result in a net cash inflow of more than €100m

Core Initiatives For Mitigating Future CPI

Business Segment	Key Initiatives	Margin Impact From
Planning and Design	<ul style="list-style-type: none"> ✓ Continued roll-out of standardised house types ✓ Further design and layout improvements 	<p>2021</p> <p>2022</p>
Supply Chain Investment	<ul style="list-style-type: none"> ✓ Opening of quarry for inert material disposal ✓ Timber-frame supply chain agreement 	<p>2021</p> <p>2021</p>
Operational Efficiencies	<ul style="list-style-type: none"> ✓ Investment in technology ✓ Further scale advantages e.g. purchasing 	<p>2021</p> <p>2021</p>

Suite Of Margin Enhancing / CPI Reducing Initiatives Well Progressed

Financial Results

Balance Sheet

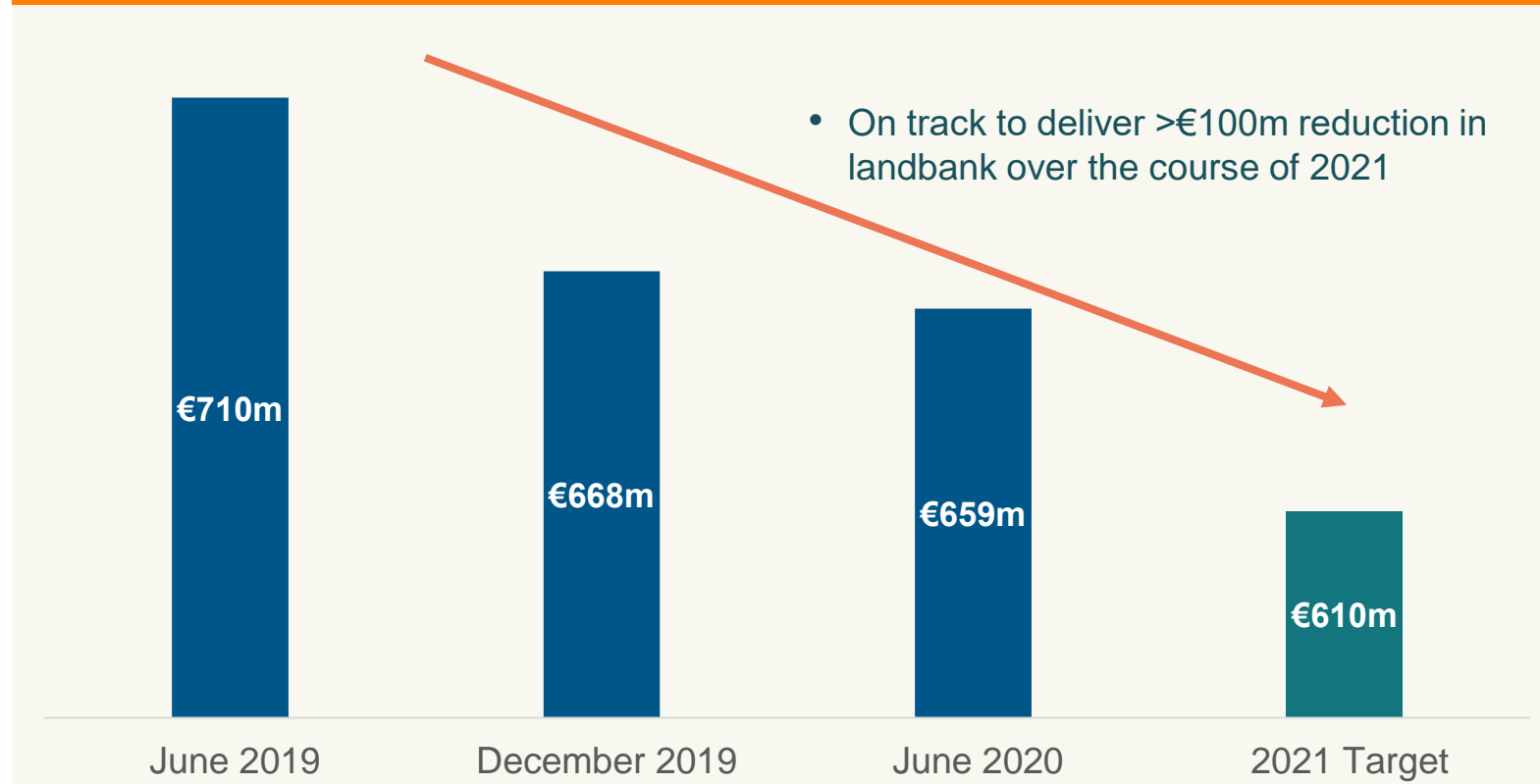
	30-Jun 2020 €'m	31-Dec 2019 €'m
Property, plant and equipment	21.5	18.1
Intangible assets	0.9	0.9
Deferred tax asset	1.1	0.1
Restricted cash	1.5	1.5
Non-current Assets	24.9	20.7
Inventory	884.2	840.5
Trade and other receivables	16.5	12.2
Cash and cash equivalents	62.9	93.2
Current Assets	963.6	946.0
Total Assets	988.6	966.7
Share capital	1.1	1.1
Share premium	179.3	879.3
Retained earnings	618.1	(57.8)
Share-based payment reserve	44.6	44.0
Total equity	843.1	866.5
Lease liabilities	0.9	0.3
Non-current liabilities	0.9	0.3
Trade and other payables	33.0	56.2
Income tax payable	0.9	3.7
Loans and borrowings	109.8	39.6
Lease liabilities	0.9	0.3
Current liabilities	144.6	99.8
Total liabilities and equity	988.6	966.7

Commentary

- The Group's inventory has increased in the period to €884 million (Dec 2019: €841 million) but the split is already starting to demonstrate our commitment to reducing our net investment of land and continued targeted investment in construction activity:
 - Land held for development - €659m (Dec 2019: €668m)
 - Development expenditure - €225m (Dec 2019: €173m)
- The Balance Sheet now reflects the approval by the Irish High Court of the Group's application to re-designated €700m of Share Premium to Retained Earnings to allow for future distributions under section 117 of the Companies Act 2014
- The Group's short-term objective remains maximising liquidity and maintaining a strong balance sheet and therefore no current proposal exists to make any distribution to shareholders

Improving The Capital Efficiency Of Land Investment

On track to deliver greater land utilisation



Commentary

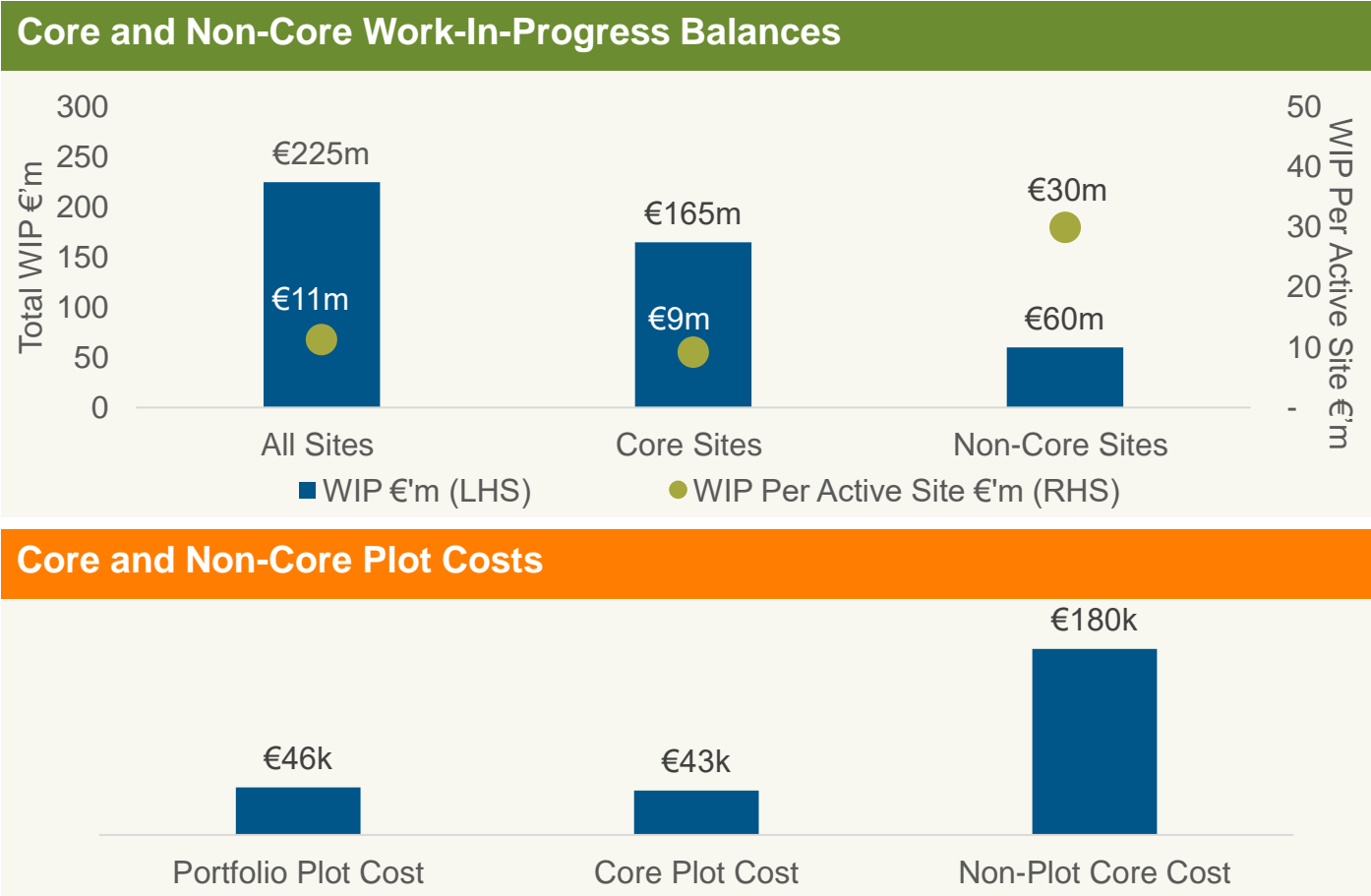
- The Group remains on track for >€100m reduction in land investment by 2021 while not reducing the quantum of plots we control¹.
- Further reductions expected when strategic or structured land acquired
- Partnership wins will also allow the Group to reduce the absolute amount invested in land while increasing plots controlled
- Targeting a maximum of 5-year landbank at scale

Targeting A Maximum Of 5-year Landbank At Scale

Accelerating Sales Of Non-Core Sites To Focus Resources On Core Business

Commentary

- Approximately 2% of the Group’s 14,500-unit landbank relates to non-core, high-end private customer units
- Capital invested in high-end sites can facilitate growth elsewhere
 - €60m of WIP invested in non-core sites
 - Average plot cost on the non-core units (€180k) is significantly ahead of the Group’s underlying plot cost (€43k)
- Accelerating the sales strategy on these development will allow for significant cash to be returned to the Group
- >€100m expected within 12 months (versus 48 months at historic sales rates)



Capital Returned From Non-Core Sites Will Facilitate Growth Of Core Business

Financial Results

Cash Flow Statement

	30-Jun 2020 €'m	30-Jun 2019 €'m
EBITDA	(25.0)	(2.2)
Impairment of inventories	20.3	-
Equity-settled share-based payment expense	0.5	0.3
Profit on disposal of property, plant and equipment	-	(0.4)
Increase in inventories	(63.5)	(181.6)
Increase in receivables	(4.3)	(4.0)
(Decrease)/increase in payables	(23.3)	15.5
Interest Paid	(1.1)	(0.9)
Tax (paid) / refund received	(0.6)	0.3
Net cash used in operating activities	(97.0)	(173.0)
Purchase of PP&E & intangible assets	(2.8)	(1.1)
Proceeds from the sale of property, plant and equipment	-	1.2
Net cash from / (used in) investing activities	(2.8)	0.1
Net proceeds from borrowings	70.0	80.0
Payment of lease liabilities	(0.5)	(0.4)
Net cash from financing activities	69.5	79.6
Net decrease in cash and cash equivalents	(30.3)	(93.3)
Cash and cash equivalents at the beginning of the period	93.2	130.7
Cash and cash equivalents at the end of the period	62.9	37.4

Commentary

- The Group's focus on cash management in the period resulted in gross cash of €63m and borrowings of €110m at 30 June
- Our net debt position of €49m is only €6 million ahead of the corresponding net debt figure at 30 June 2019 despite the COVID-19 restrictions, with the Group now entering the significantly more cash generative half of the year
- This strong position is further enhanced by available committed facilities of €15m (plus a further €125m of uncommitted facilities), significant net assets (€843m), no outstanding land payments and strong covenant headroom.
- The Group expects to renew and expand its debt facilities before the end of the year

Financial Results

Strategic Priorities For Maximising Shareholder Returns

Our Priorities

Reduction in net land investment	Increased unit output
Improved operating margin	Targeted investment in suburban working capital
Forward funding of Urban projects	Enhance Return On Capital

Approach to Leverage

- Maximum leverage policy 25% of net assets
- Preference for maintaining prudent leverage levels in the interim

Capital returns program once excess cash available

Conclusion

Innovation:

We achieve quality and greater accessibility to new homes by relentlessly innovating the way we plan, design and build. We bring new ideas home.



Glenveagh
Home of the new.

Conclusion

Key Attractions



**Fundamentals
remain highly
favourable and
sustainable**

**Glenveagh
focused on
three attractive
segments**

**Opportunity to
create the leading
homebuilding
platform in Ireland**

**Structures remain
in place to triple
construction
output**

Scalable And Sustainable Business Focused On Driving ROCE

Disclaimer

This presentation has been prepared by Glenveagh Properties PLC (the "Company" or "Glenveagh") for information purposes only.

This presentation has been prepared in good faith but the information contained in it has not been subject to a verification exercise and does not purport to be comprehensive.

No representation or warranty, express or implied, is given by or on behalf of the Company, its group companies, or any of their respective shareholders, directors, officers, employees, advisers, representatives or agents as to the accuracy, completeness, fairness or sufficiency of the information, projections, forecasts or opinions contained in this presentation. Save in the case of fraud, no liability is accepted for any errors, omissions or inaccuracies in any of the information or opinions in this presentation.

This presentation contains forward-looking statements which can be identified by the use of terms such as "may", "will", "should", "expect", "anticipate", "project", "estimate", "intend", "continue", "target" or "believe" (or the negatives thereof) or other variations thereon or comparable terminology. Due to various risks and uncertainties, actual events or results or actual performance of the Company may differ materially from those reflected or contemplated in such forward-

looking statements. No representation or warranty is made as to the achievement or reasonableness of, and no reliance should be placed on, such forward-looking statements.

Certain industry, market and competitive position data contained in this presentation come from third party sources. Third party industry publications, studies and surveys generally state that the data contained therein have been obtained from sources believed to be reliable, but that there is no guarantee of the accuracy or completeness of such data and the Company has not verified the data contained therein. Certain financial and statistical information contained in this presentation is subject to rounding adjustments. Accordingly, any discrepancies between the totals and the sums of the amounts listed are due to rounding.

THIS PRESENTATION DOES NOT CONSTITUTE OR FORM PART OF ANY OFFER FOR SALE OR SOLICITATION OF ANY OFFER TO BUY ANY SECURITIES NOR SHALL IT OR ANY PART OF IT FORM THE BASIS OF OR BE RELIED ON IN CONNECTION WITH ANY CONTRACT OR COMMITMENT TO PURCHASE SHARES.

