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THIS DOCUMENT IS IMPORTANT AND REQUIRES YOUR IMMEDIATE ATTENTION. If you are in any doubt about the action you should take, you are recommended to seek your own independent financial advice from your stockbroker, bank manager, solicitor, accountant or other independent financial adviser authorised under the Financial Services and Markets Act 2000 if you are in the United Kingdom or, if not, from another appropriately authorised financial adviser. If you have sold or otherwise transferred all your ordinary shares in BMO Commercial Property Trust Limited please forward this document, together with the accompanying documents, immediately to the purchaser or transferee or to the stockbroker, bank or agent through whom the sale or transfer was effected for transmission to the purchaser or transferee. If you have sold or otherwise transferred only part of your holding of shares, you should retain these documents.

Front Cover Photo: Ness & Nevis Houses, Edinburgh

# **Company** Overview

#### **Objective**

The investment objective of BMO Commercial Property Trust Limited ('the Company') is to provide ordinary shareholders with an attractive level of income together with the potential for capital and income growth from investing in a diversified UK commercial property portfolio.

The Company is an Authorised Closed-Ended Guernsey incorporated investment company. Its shares have a premium listing on the Official List of the UK Listing Authority and are traded on the Main Market of the London Stock Exchange. Stock Code: BCPT.

The Annual Report and Accounts of the Company consolidates the results of its subsidiary undertakings, which collectively are referred to throughout this document as 'the Group', details of which are contained in note 1(b) and note 19 to the accounts.

At 31 December 2020 Group total assets less current liabilities were £1,250 million and Group shareholders' funds were £940 million.

#### **Investment Policy**

The Company's investment policy is contained on page 10.

#### Management

The Board has appointed BMO Investment Business Limited (referred to throughout this document as 'the Investment Managers') as the Company's investment managers and BMO REP Asset Management plc (referred to throughout this document as 'BMO REP' or 'the Property Managers') as the Company's property managers. The Investment Managers and BMO REP are both part of the BMO Asset Management (Holdings) plc ('BMO') group and, collectively, are referred to in this document as 'the Managers'.

Further details of the management arrangements are provided in note 2 to the accounts.

BMO is wholly owned by Bank of Montreal and is part of the BMO Global Asset Management group of companies.

The Company's equity capital structure consists of ordinary shares ('Ordinary Shares'). Subject to the solvency test provided for in The Companies (Guernsey) Law, 2008, being satisfied, ordinary shareholders are entitled to all dividends declared by the Company and to all of the Company's assets after repayment of its borrowings and creditors.

#### **Guernsey Regulatory Status**

The Company is an Authorised Closed-Ended Investment Scheme domiciled in Guernsey and was granted an authorisation declaration by the Guernsey Financial Services Commission in accordance with Section 8 of The Protection of Investors (Bailiwick of Guernsey) Law, 1987, and rule 6.02 of the Authorised Closed-Ended Investment Schemes Rules 2008, on 9 June 2009.

#### Alternative Performance Measures ('APM')

The Company uses a number of alternative performance measures to report its business performance and financial position. Further information is provided on pages 80 and 81.

#### **How to Invest**

The Investment Managers operate a number of investment plans which facilitate investment in the shares of the Company. Details are contained on page 87. You may also invest through a stockbroker.

### Visit our website at: **bmocommercialproperty.com**



Registered in Guernsey with company registration number 50402 Legal Entity Identifier: 213800A2B1H4ULF3K397

## Financial Headlines

88.2%

Rental collection currently received to date since the first Covid lockdown restrictions from March 2020 to December 2020 is 88.2 per cent.

-4.8%

Portfolio total return of -4.8%

162.8%

Dividend cover of 162.8%

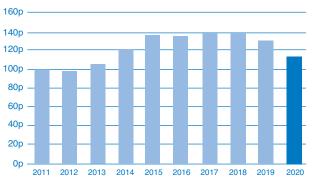
3.6%

Yield on year-end share price of 3.6%.

**Financial Headlines** 

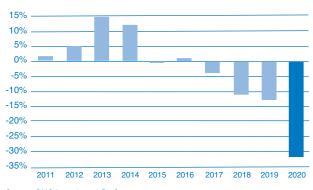
Since launch in 2005 BMO Commercial Property Trust Limited has turned a £1,000 investment, with dividends reinvested\*, into £1,8231.

#### Net asset value per share at 31 December - pence



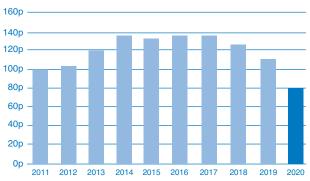
Source: BMO Investment Business

#### Share price discount to net asset value at 31 December of -31.9% \*



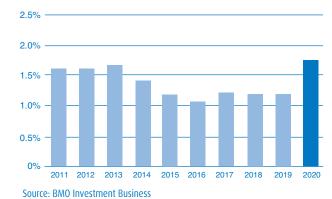
Source: BMO Investment Business

#### Mid-market price per share at 31 December - pence



Source: BMO Investment Business

#### On-going charges 1.65% \*



Potential investors are reminded that the value of investments and the income from them may go down as well as up and investors may not receive back the full amount. Tax benefits may vary as a result of statutory changes and their value will depend on individual circumstances.

<sup>\*</sup> See Alternative Performance Measures on pages 80 and 81. On-going charges includes credit loss provision.

<sup>&</sup>lt;sup>1</sup> based on year-end share price.

# **Performance** Summary

	Year ended 31 December 2020	Year ended 31 December 2019	
Total Returns for the year*			
Net asset value per share	(8.1)%	(2.1)%	
Ordinary Share price	(28.3)%	(2.4)%	
Portfolio	(4.8)%	(0.1)%	
MSCI UK Quarterly Property Index	(2.0)%	1.3%	
FTSE All-Share Index	(9.8)%	19.2%	
	Year ended 31 December 2020	Year ended 31 December 2019	% change
Capital Values			
Total assets less current liabilities (£'000)	1,249,861	1,357,394	(7.9)%
Net asset value per share	117.5p	130.9р	(10.2)%
EPRA Net Tangible Assets per share**	117.6р	131.0p	(10.2)%
Ordinary Share price	80.0p	115.6р	(30.8%)
FTSE All-Share Index	3,673.63	4,196.47	(12.5)%
Ordinary share price discount to net asset value per share*	(31.9)%	(11.7)%	
Net Gearing*	22.6%	21.3%	
	Year ended 31 December 2020	Year ended 31 December 2019	
Earnings and Dividends			
Earnings per Ordinary Share	(10.5)p	(2.8)p	
Adjusted EPRA Earnings per Ordinary Share**	4.6p	4.9p	
Dividends per Ordinary Share	2.85p	6.0p	
Dividend yield*	3.6%	5.2%	
	Year ended 31 December 2020	Year ended 31 December 2019	
Ongoing Charges			
As a percentage of average net assets (including credit loss provision)*	1.65%	1.19%	
As a percentage of average net assets (excluding direct property expenses and credit loss provision) $^{\ast}$	0.85%	0.83%	



St Christopher's Place London

	Highs 2020	Lows 2020
Year's Highs/Lows		
Net asset value per share	124.3p	116.9p
Ordinary Share price	116.8p	43.5p
Premium/(Discount)*	(10.8)%	(66.8)%

<sup>\*</sup> See Alternative Performance Measures on pages 80 and 81.

Sources: BMO Investment Business, MSCI Inc and Refinitiv Eikon.

<sup>\*\*</sup> See EPRA Performance Measures on pages 82 to 84.

## Chairman's Statement



Notwithstanding the exceptional headwinds of 2020, we have strong conviction in the prospects for the portfolio. Our year-end void rates are low and our Manager is focused on growing income and driving value as a result of numerous asset management initiatives across the portfolio.

Martin Moore, Chairman

The last year has been exceptionally challenging and, as you will have seen from the Performance Summary, the results we are reporting for the year are disappointing. The Covid-19 pandemic ("the pandemic") is, of course, upper most in our mind as we think about the past year and the widespread suffering and sad loss of human life. The Company's 2020 results should be viewed against the backdrop of the pandemic.

For our part, we have done all we can to ensure the safety of our Managers' staff and our tenants and their visitors. We have developed and implemented new protocols throughout the business, and across the portfolio, to ensure compliance with Government guidelines. We have been sympathetic to the difficulties faced by many of our tenants, carefully considering their differing circumstances, aligning interests by offering rent concessions where appropriate to support the short-term needs of their businesses as they re-map post-Covid plans for recovery and growth.

Notwithstanding the 2020 headline results, much positive progress has been made this year with the completion of many new lettings and lease renegotiations as well as asset management and ESG initiatives. Welcoming many new tenants to our portfolio during such a difficult year is testament to its underlying quality. At the end of the year, our void level stands at an historically low 2.9 per cent and we firmly believe that our portfolio, underpinned by our strong core assets, is well positioned for recovery.

#### **Property Market**

In what was the most demanding year in recent memory, the UK direct commercial property market delivered a -2.0 per cent allproperty total return. The disruption caused by the pandemic, coupled with persisting concerns on what a post-Brexit trading environment would mean for the UK, were the two significant factors weighing heavily on the property market.

At a sector level, industrial and distribution units proved resilient, delivering positive total returns in the year, buoyed by the shift to online sales. Other sectors fared less well, in particular the structural problems affecting the retail sector were exacerbated by pandemic

related restrictions that ultimately led to suspensions in trading and store closures. Sadly, some businesses have been critically damaged and will never return to our high streets and retail parks. The office sector was also negatively impacted, clouded by concerns about tenants reducing their future space requirements as a consequence of a permanent shift, or more flexible approach, to remote working.

The market steadied as the year progressed, delivering a modest positive total return in the second half, although capital values and open market rental growth remained negative throughout. All property returns were supported by a 4.5 per cent annual income return. Investment volumes showed some signs of recovery later in the year with activity focused on Central London offices and the industrial sector, while the retail and leisure sectors remained firmly out of favour with little to no transactions evident.

#### Performance for the Year

Our relatively higher weighting to the out of favour retail and office sectors, particularly our exposure to London's West End through St Christopher's Place, combined with a lower exposure to the strongly performing logistics sector, has amplified our relative underperformance in these challenging markets.

Our share price at the end of the year was 80.0p, representing a discount of 31.9 per cent to the year-end Net Asset Value (NAV) per share of 117.5p (compared to an 11.7 per cent discount as at 31 December 2019).

The persistency of the discount is a primary concern of the Board and is reviewed at each Board Meeting. The option of share buybacks was regularly considered but, in the face of such heightened uncertainty, the immediate preference was to strengthen cash resources and invest in accretive asset management initiatives.

While the NAV total return for the year was -8.1 per cent, the widening in the discount during the year, resulted in a disappointing share price total return of -28.3 per cent. The total return for the portfolio was -4.8 per cent, lagging the total return of -2.0 per cent from the MSCI UK Property Index (MSCI) and our capital return was -9.0 per cent, compared with -6.2 per cent for the Index.

Chairman's Statement

It has been a period of significant valuation movement as investment and occupier markets re-set in response to changing structural trends. From today's adjusted levels, the Board has confidence that the high quality, core assets owned by the Company are positioned to benefit as business and consumer sentiment improves and the UK returns to a more normal trading environment.

The following table provides an analysis of the movement in the NAV per share for the year:

	Pence
NAV as at 31 December 2019	130.9
Unrealised decrease in valuation of property portfolio	(15.2)
Net revenue	4.6
Dividends paid	(2.8)
NAV as at 31 December 2020	117.5

The largest detractor to performance were our retail assets, returning -14.0 per cent for the year with large capital falls at the St Christopher's Place Estate and Broadway, Wimbledon.

The St Christopher's Place Estate, our largest investment, fell overall by -17 per cent in the year with its two Oxford Street retail units being particularly hard hit (-33 per cent) as yields moved out and rental values were significantly downgraded. We remain optimistic about the prospects for this Estate and are looking forward to entering a more positive next chapter, encouraged by the number of new retail and restaurant businesses that have committed to new leases during 2020. This is a great vote of confidence in the Estate. Elsewhere, working with local stakeholders, the exciting repositioning of James Street continues and a number of other plans to deliver further value across the Estate are mentioned in the Manager's Report.

In addition to St Christopher's Place, another large valuation fall was seen at Broadway, Wimbledon, where a combination of yield movement, rental concessions and rental value downgrades for the dominant restaurant, gym and cinema uses, resulted in a reduction of 24 per cent. In the current environment, it's unsurprising that no credit can be taken for the medium-term development potential of this significant asset, but the Manager will continue to explore these interesting future options in the months ahead.

Mirroring the positive leasing activity at St Christopher's Place, there was also good progress on a number of fronts at the Company's two retail parks. Of particular note were the major capital projects undertaken in the year. Newbury saw the construction of a new 19,500 sq.ft. Lidl foodstore that opened to the public in October 2020 and at Solihull, Marks and Spencer entered into a new 20 year lease for a redeveloped 35,000 sq.ft. store that we have combined with the adjacent M&S Food Hall. Both will bring increased footfall to the Parks. This activity combined with other initiatives already underway to introduce more new tenants on to the Parks will provide good prospects for positive future performance at a time when investor interest is beginning to return to this sector of the property market.

Moving away from retail, our office portfolio experienced an overall return for the year of -1.0 per cent with this headline number masking some large increases and falls. The Leonardo Building, Crawley, fell by -22 per cent as a result of a lease renegotiation with the tenant, Virgin Atlantic, as part of their financial restructuring in response to the pandemic's huge impact on airline businesses. 3 The Square, Stockley Park, fell by -19 per cent due to the reducing unexpired lease term which led to a valuation re-rating in response to the 'risk off' attitude of investors that was prevalent during 2020.

These downward movements were counterbalanced by increases elsewhere. Cassini House, London SW1, now fully occupied following the letting to Mitsui Fudosan in February 2020, enjoyed a valuation uplift of 4.5 per cent over the year. Strong progress has also been made at Watchmoor Park in Camberley with an increase of 10 per cent. Here, a new lease for 5 years with Muller was completed on the refurbished second floor and, since the end of the year, terms have been agreed to lease all the remaining vacant space.

Our well-located industrial portfolio returned 7.2 per cent over the year. Performance was constrained by some significant lease events on the horizon in 2021 so it's pleasing to note that we were able to advance two of these towards the end of the year. At G Park in Liverpool, a new 10-year renewal from March 2021 has been agreed with DHL and, more recently, terms have been settled with Kimberley Clark to renew the lease of their distribution warehouse in Chorley. Valuations are beginning to respond to the increasing WAULT across this part of the portfolio with more still to come.

#### **Borrowings and Loan Refinancing**

The Group's borrowings comprise a £260 million term loan with Legal & General Pensions Limited, maturing on 31 December 2024. The Company also has a Barclays £50 million term loan and an undrawn £50 million revolving credit facility which is available to the Company on the satisfaction of certain conditions prior to drawdown. The Barclays facility expires on 31 July 2022, with the option of two further one-year extensions. As at 31 December 2020, the Company's net loan to value ('LTV') was 22.6 per cent.

#### **Dividends**

The Company paid seven interim dividends totalling 2.85 pence per share during the year, compared to an annual dividend in 2019 of 6.0 pence per share. In April 2020, due to the uncertainty that the impact of the pandemic would have on future rental receipts, the Board took the difficult decision to temporarily suspend monthly dividend payments in order to strengthen cash reserves and protect the longterm value of the Company for the benefit of all shareholders. Aided by a proactive approach from the Manager, many early agreements were reached to restructure leases or temporarily defer rents, and this supported the reintroduction of monthly dividends at 0.25 pence per share from August 2020. Collection rates continued at levels ahead of those anticipated in April, giving the Board confidence to increase the dividend further to 0.35 pence per share in December 2020.

Whilst there is now greater clarity on the timing of restrictions being lifted as the roll out of the vaccine continues apace, the path of economic recovery remains far from certain. That said, the Board's expectation is to continue to pay monthly dividends at the current level for the foreseeable future. We are mindful of the requirement to comply with the REIT test of distributing 90 per cent of all net rental receipts and will continue to closely monitor the level of future rental receipts and earnings.

#### **Rent Collection**

As highlighted in the Company's quarterly trading updates, collection of rent in the retail and leisure sectors of the portfolio has been challenging. This is unsurprising given the Government restrictions that have been in place, with the non-essential retail and restaurants at St Christopher's Place and the cinema and gym at Wimbledon having had limited trading opportunity since March 2020.

Rental collection for the year as a whole was 91.0 per cent, with collection for the nine-month period following the first lockdown standing at 88.2 per cent. The breakdown of our rental collection for the nine-month period by sector is detailed below:

#### Collection by sector:

	Rent Billed (£m)	Collected (£m)	(%)
Industrial	9.9	9.9	99.4
Offices	20.8	20.0	96.2
Retail Warehouse	5.9	5.1	86.2
Retail	9.2	5.9	64.2
Alternatives	3.3	2.5	74.7
Total	49.1	43.4	88.2

Source: BMO REP Asset Management plc

Rent collection rates for the first quarter of 2021, a period during which the country has been on full lockdown, is at 84.7 per cent.

The Managers' continue to engage with tenants to deliver constructive outcomes and provide support where it is deemed appropriate.

#### Environmental, Social and Governance (ESG)

Whilst the Company's focus on the social element of ESG was strong during the year, this was not at the expense of environmental aspirations. With the global spotlight on climate change focusing on Glasgow and its hosting of the 26th UN Climate Conference, there is heightened awareness of the need to position the portfolio, so it remains resilient as we transition to the green economy. The Company has been actively progressing its approach to environmental risk and opportunity throughout the year and has been working hard in preparation for setting and publishing its net zero carbon ambition in 2021.

ESG remains a core aspect of the Company's forward strategy and at the heart of the Manager's investment process and I am pleased to report that the Company was the highest rated ESG Company in its peer group by GRESB in 2020. We will continue our focus on our environmental and social impacts which remains resolute and we are dedicated to building on this leading position. The Board remains fully committed to this agenda and is pleased to provide a summary of progress later in this Annual Report, whilst a deeper review will be shared in the 2020 ESG Report, available on the Company's website.

#### **Board Composition**

I will retire at the AGM in June, having served on the Board for ten years, the last two as Chairman. The strong results delivered to investors in earlier years have sadly been overshadowed by a period of recent underperformance. It has been a demanding yet rewarding experience throughout. I have been privileged to work alongside a great cadre of directors, past and present, and truly believe that the nature of the high-quality portfolio means the Company is well positioned to drive forward strongly from today.

With effect from the date of my retirement, Paul Marcuse will take on the role of Chairman. Paul, who has 40 years' experience in the real estate and finance sectors has been on the Board since January 2017 and I feel confident that I leave the Company and the Chairmanship in good hands.

I would also like to welcome Hugh Scott-Barrett who joined the Board on 4 January 2021. Hugh brings valuable experience having worked at Board level for over twenty years across real estate, asset management, and banking. In particular, he was Non-Executive Chairman at Capital & Regional plc until May 2020 and was Chief Executive of the Company prior to this from 2008 to 2017. Hugh will take on the role of Senior Independent Director from the AGM date.

#### **Annual General Meeting**

Despite significant progress with the UK's vaccination programme, there remains much uncertainty around the easing of the latest lockdown and the continuation of social distancing in the months ahead. The Company's articles do not allow the AGM to be held online and we are therefore inviting you to an online shareholder meeting on 3 June 2021 at which there will be a presentation by the Manager, which will be followed by a question and answer session with the Board and the Manager. To help the meeting run smoothly, we request that questions are sent in advance of the online meeting to BCPTCoSec@bmogam.com.

Until new articles are adopted, the online shareholder meeting needs to be separate from the formal AGM which will be held two weeks later on 17 June 2021. The AGM will be purely functional in format with access limited to two members only, this being the minimum number sufficient to form a quorum. By holding the separate virtual meeting well in advance there will be time for you to lodge your proxy votes having had the opportunity to engage with the Board and hear the Manager's presentation. Voting at the AGM will be

conducted by way of a poll and we therefore urge you to lodge your votes to arrive by the deadline stated in the notice of meeting, appointing the chairman of the meeting as your proxy. A resolution to adopt new articles of incorporation that will provide the Board with the flexibility to hold physical, virtual only and/or hybrid meetings, will be put to shareholders at the forthcoming AGM. A summary of the proposed updates in accordance with and to the extent permitted by Guernsey Law can be found on page 77.

#### **Future Positioning**

Notwithstanding the exceptional headwinds of 2020, we have strong conviction in the prospects for the portfolio. Our year-end void rates are low and our Manager is focused on growing income and driving value as a result of numerous asset management initiatives across the portfolio.

Following a thorough review of strategy during 2020 a higher level of transacting can be anticipated in the coming year as we move to recycle capital and adjust sector weightings. Particular priority will be given to using sales proceeds to buy-back the Company's shares if the high level of discount persists and if the Board believes that this course of action is in the best interests of all shareholders. The Board and Managers' look forward to sharing our progress and to actively engaging with shareholders in the coming year.

#### **Martin Moore**

Chairman 9 April 2021

#### **Forward-looking statements**

This document may contain forward-looking statements with respect to the financial condition, results of operations and business of the Company. Such statements involve risk and uncertainty because they relate to future events and circumstances that could cause actual results to differ materially from those expressed or implied by forward-looking statements. The forward-looking statements are based on the Directors' current view and on information known to them at the date of this document. Nothing should be construed as a profit forecast.

# **Business Model** and Strategy

The Company carries on business as a closed-ended property investment company. Its shares are traded on the Main Market of the London Stock Exchange.

#### Board

The Board of Directors is responsible for the overall stewardship of the Company, including investment and dividend policies, corporate strategy, gearing, corporate governance procedures and risk management. As set out in the Directors' Responsibilities on page 44, the Board is also responsible for the preparation of the Annual Report and Consolidated Financial Statements for each financial year. Biographical details of the Directors, all of whom are independent non-executive Directors, can be found on page 32. The Company has no executive Directors or employees.

The Board has contractually delegated the management of the investment portfolio and other services to the Managers. A summary of the terms of the management agreement is contained in note 2 to the accounts.

#### **Investment Strategy**

#### Purpose

The Company's purpose is to provide investors with market access to a diversified UK commercial property portfolio, providing a convenient and cost-effective investment choice in meeting their longer-term investment needs.

#### **Objective**

The Company's investment objective is to provide ordinary shareholders with an attractive level of income together with the potential for capital and income growth from investing in a diversified UK commercial property portfolio.

#### **Investment Policy**

The Company's policy is to hold a diversified portfolio of freehold and long leasehold (over 60 years remaining at the time of acquisition) UK commercial properties. It invests principally in three commercial property sectors: office, retail and industrial. It also has an exposure to the alternative sector, including leisure, residential property and student housing.

The Company invests in properties which the Board, on the advice of the Managers, believes will generate a combination of long-term growth in income and capital for shareholders. Investment decisions are based on an analysis of, amongst other things, sector and geographic prospects, tenant covenant strength, lease length, initial and equivalent yields, ESG risk and opportunity factors and the potential for alternative uses and/or development or redevelopment of the property.

Investment risks are spread by investing across different geographical areas and sectors and by letting properties to lower risk tenants. The Company has not set any maximum geographic exposures, but the maximum weightings in the principal property sectors at any time (stated as a percentage of total assets) are: office: 50 per cent; retail: 65 per cent; and industrial: 40 per cent. No single property may exceed 15 per cent of total assets and the five largest properties

(excluding indirect property funds) may not exceed 40 per cent of total assets (in each case at the time of acquisition). Short leasehold properties (with less than 60 years remaining) may not exceed 10 per cent of total assets at the time of acquisition.

The Company is permitted to invest up to 15 per cent, at the time of acquisition, of its total assets in indirect property funds (including listed property companies) which invest principally in UK property, but these investments may not exceed 20 per cent of total assets at any subsequent date. The Company is permitted to invest cash, held by it for working capital purposes and awaiting investment, in cash deposits, gilts and money market funds.

The Company uses gearing throughout the Group to enhance returns over the long-term which are subject to covenant tests set out in note 12 on pages 67 and 68. Gearing, represented by borrowings as a percentage of total assets, may not exceed 50 per cent. However, the Board's present intention is that borrowings of the Group will be limited to a maximum of 35 per cent of total assets at the time of borrowing.

#### **Investment of Assets**

At each quarterly Board meeting, the Board receives a detailed presentation from the Managers which includes a review of investment performance, recent portfolio activity and a market outlook. It also considers compliance with the investment policy and other investment restrictions during the reporting period. An analysis of how the portfolio was invested as at 31 December 2020 is contained within the Managers' Review on pages 18 to 24 and a portfolio listing is provided on page 31.

The Group's borrowings are described in note 12 to the accounts.

#### **Environmental, Social and Governance (ESG)**

The importance of environmental and social factors, together with the management of those factors through corporate governance and property management, continues to strengthen within the UK commercial property market. The Company, supported by its Property Manager, has continued to make progress in developing its approach to integrating ESG factors into strategy, as evidenced in our annual ESG Report.

Attention to ESG matters continues to be an important determinant of the confidence which existing and prospective shareholders place in the Company to provide them with attractive and appropriate riskadjusted returns. We remain mindful of feedback shareholders provide on our approach to ESG matters and we continue to engage with them regularly.

We recognise that certain environmental and social attributes of the assets held by the Company can be material to financial performance across the diversified portfolio. This applies in terms of optimising net operating income today and supporting income and capital growth in the longer-term. Our strategy therefore focuses particularly on:



- ensuring that properties perform efficiently, support flexible and productive occupancy, and contribute positively to the health and wellbeing of the people that work, shop or live in them is an increasingly important attribute which influences their appeal to the occupier market and thus their ability to retain occupiers and support rental growth.
- ensuring that properties are fit-for-purpose and resilient in the context of climate change, a dynamic regulatory environment, and the rapid advancement of technology, helping to mitigate their rate of depreciation and reduces their exposure to various forms of risk.
- ensuring that properties make a positive contribution to the local communities in which they are situated, can help to improve patronage, support wider economic performance and enhance the skills and employment prospects of local people, in turn making the local market a more attractive investment location.

#### **Continuation Vote**

The next continuation vote of the Company will be in 2024.

#### **Discount Control**

The policy regarding share buy backs was set out in a Circular issued to shareholders ahead of the General Meeting in November 2014. This detailed the Company's continued commitment to the application of share buy backs to limit any discount to the NAV per share at which the Company's shares may trade. A discount of 5 per cent or more remains a level at which the Board will review share buy back implementation.

The review will take into account the current and the likely prospective level of discount to the value of your Company's high quality but, by their nature, illiquid assets, which are independently valued every quarter. It

will also consider other factors that the Board believes might promote the achievement of the Company's long-standing, stated objectives.

These factors include other property investment opportunities, whether direct or indirect, which may be standing at greater levels of discount to underlying value than the Company's own shares; the impact on net asset value accretion and improvement in dividend cover from share buy backs; and the levels of liquidity, gearing and loan to value within the

In periods of market volatility share buy backs are recognised to have minimal impact on the share price.

The discount has been particularly high in recent months. Share buy backs have not been implemented to date as the Company took the decision to conserve cash. As highlighted on page 9, the Manager is looking to reposition the portfolio and particular priority will be given to using sales proceeds to buy-back the Company's shares if the high level of discount persists and if the Board believes that this course of action is in the best interests of all shareholders.

#### **Shareholder Value**

The Board and the Managers recognise the importance of both marketing and share buy backs in increasing demand for the Company's shares. Share buy backs can help reduce the volatility of any discount of the share price to the net asset value per share and enhance the net asset value per share for continuing shareholders. In terms of marketing, the Managers offer a range of private investor savings schemes, details of which can be found on page 87. In addition, meetings are held regularly with current and prospective shareholders and stockbroking analysts covering the investment company sector. Communication of quarterly portfolio information is made through the Company's website.

# **Promoting** Success

The Board's continued focus on promoting the long-term success of the Company in response to stakeholders needs and aspirations is now formalised in the Company's reporting in accordance with section 172(1) of the Companies Act 2006 (the "Act"). Although S172 applies directly to UK domiciled companies, the intention of the UK Corporate Governance Code is that matters set out in this section are reported on by all listed companies. This will include the likely consequences of their Board's decisions in the longer term and how they have taken wider stakeholders' needs into account.

As an investment company, with no employees, the Company's principal working relationships are with the Manager, other professional service providers (corporate broker, registrar, auditor, depositary, tax and legal advisers) and lenders. Our main working relationship is with the Manager who we hold to account in managing shareholder assets. With recognition of the need for sustainability as a fundamental element in achieving longer term success, we continued to work very closely with the Manager throughout the year in further developing the investment strategy and underlying ESG policies. This is not simply for the purpose of achieving the Company's investment objective but to do so in an effective, responsible and sustainable way in the interests of shareholders, future investors, tenants and society at large. The Company has borrowings and is in regular communication with its two lenders to ensure that they have a strong working relationship. Compliance with the borrowing restrictions are monitored on an ongoing basis and the refinancing of debt is looked on a timely basis.

The significant portfolio activities undertaken by the Manager can be found in the Managers' Review on pages 18 to 24.

The Board places great importance on communication with shareholders. The Annual General Meeting is held in London following the Company adopting UK REIT status, and in the future this will provide a key forum for the Board and Manager to present to shareholders on performance, along with future plans and prospects for the Company. Unfortunately, this year there remains much uncertainty around the easing of the latest lockdown and the continuation of social distancing in the months ahead. It will therefore not be possible to hold a full physical AGM as normal. There will therefore be an online shareholder meeting on 3 June 2021 at which there will be a presentation by the Manager, which will be followed by a question and answer session with the Board and the Manager. The Chairman and Senior Independent Director continue to be available to meet with shareholders as appropriate and the Manager meets regularly with shareholders and their respective representatives; reporting back their views to the Board. Shareholders may also communicate with the Board at any time by writing to them at the Company's registered office or to the

Company broker. These communication opportunities help inform the Board when considering how best to promote the success of the Company for the benefit of all shareholders over the long-term.

We have included on pages 26 to 30 additional information on our approach towards Environmental, Social and Governance ('ESG'). Directors have engaged on this with the Manager and the Company's specialist ESG adviser, Hillbreak Limited to establish an approach that is bespoke to the Company, business model and portfolio. We are very supportive of their approach, which focuses on integrating ESG factors into the investment and property management process. This has evolved in recent years and has involved the determination of a suite of ESG pillars, commitments and targets that are bespoke to the Company and its portfolio of property assets. The Company continues to make significant progress in this area.

As long-term investors we always look to the future and to the role and success of the Company in that context. We believe that the Company provides a clear investment choice with access to a balanced, high quality and sustainable property portfolio. We will continue to work towards the optimal delivery of the Company's investment proposition and to promote the success of the Company for the benefit of all shareholders, stakeholders and the community at large.



# **Key Performance** Indicators

The Board assesses its performance in meeting the Company's objective against the following key measures. Commentary can be found in the Chairman's Statement and Manager's Review.

Performance total return <sup>*</sup>								
	1 Year %	3 Years %	5 Years %	10 Years %				
BMO Commercial Property Trust ordinary share price	(28.3)	(33.1)	(26.1)	22.3	This measures the Company's share			
BMO Commercial Property Trust net asset value ('NAV')	(8.1)	(7.1)	5.8		price and NAV total return, which assumes dividends paid by the			
BMO Commercial Property Trust portfolio	(4.8)	(1.1)	13.3	108.2	Company have been reinvested, relative to the Market benchmark.			
MSCI UK Quarterly Property Index	(2.0)	5.4	20.4	97.8	relative to the market delicillidik.			
FTSE All-Share Index	(9.8)	(2.7)	28.5	71.9				

Income return* (Compound annual growth rate)							
	1 Year %	3 Years %	5 Years %	10 Years %			
BMO Commercial Property Trust portfolio income return	4.6	13.7	24.0	61.0	The income derived from a property during the period as a percentage o		
MSCI UK Quarterly Property Index	4.5	14.1	25.0	63.2	the property value, taking account of direct property expenditure.		

Share price premium (discount) to NAV per share*										
As at:	31 Dec 2020 %	31 Dec 2019 %	31 Dec 2018 %	31 Dec 2017 %	31 Dec 2016 %					
(Discount) / Premium	(31.9)	(11.7)	(10.9)	(3.8)	0.7	This is the difference between the share price and the NAV per share. It can be an indicator of the need for shares to be bought back or, in the event of a premium to NAV per share, issued.				

Expenses						
Year to:	31 Dec 2020 %	31 Dec 2019 %	31 Dec 2018 %	31 Dec 2017 %	31 Dec 2016 %	
Ongoing charges*	1.65	1.19	1.18	1.20	1.07	This data shows whether the Company is being run efficiently. It measures the running costs as a percentage of the average net assets.
Ongoing charges excluding direct property expenses	0.85	0.83	0.83	0.82	0.73	This data shows whether the Company is being run efficiently. It measures the running costs excluding direct property expenses as a percentage of the average net assets.

<sup>\*</sup>See Alternate Performance Measures on pages 80 and 81. Source: BMO Investment Business, MSCI Inc and Refinitiv Eikon

# **Principal Risks** and Future Prospects

Each year the Board carries out a comprehensive, robust assessment of the principal risks and uncertainties that could threaten the Company's success. The consequences for its business model, liquidity, future prospects and viability form an integral part of this assessment.

As stated within the Report of the Audit and Risk Committee on pages 40 and 41, the Board applies the principles detailed in the internal control guidance issued by the Financial Reporting Council, and has established an ongoing process designed to meet the particular needs of the Company in managing the risks and uncertainties to which it is exposed. Consideration has been given to the impact from Covid-19 which has had a significant effect on the commercial real estate market. This has resulted in a number of the residual risks increasing as highlighted in the table on the next page.

Principal risks and uncertainties faced by the Company are described below and in note 16, which provides detailed explanations of the risks associated with the Company's financial instruments.

- Market the Company's assets comprise direct investments in UK commercial property and it is therefore exposed to movements and changes in that market. This includes political and economic factors such as Brexit and the impact of Covid-19.
- Investment and strategic poor investment decisions and incorrect strategy, including sector and geographic allocations, use of gearing, inadequate asset management activity and tenant defaults could lead to poor returns for shareholders.
- Regulatory breach of regulatory rules could lead to suspension of the Company's London Stock Exchange listing, financial penalties or a qualified audit report.
- Environmental inadequate attendance to environmental factors by the Managers, including those of a regulatory and market nature and particularly those relating to energy performance, health and safety, climate risk and environmental liabilities, leading to the reputational damage of the Company, reduced liquidity in the portfolio, and/or negative asset value impacts.
- Tax structuring and compliance the Company should ensure compliance with relevant tax rules and thresholds at all times. Changes to tax legislation could have an adverse financial impact.
- Operational The Group outsources its operations to the Managers' and other third-party service providers. Any failure of those providers' internal control systems, and in particular the Managers' accounting systems or general disruption to their businesses, through cyber or other threats could lead to an inability to provide accurate reporting and monitoring control or loss of data, leading to a loss of shareholders' confidence.
- Financial inadequate controls by the Managers or other third party service providers could lead to misappropriation of assets. Inappropriate accounting policies or failure to comply with accounting standards could lead to a qualified audit report, misreporting or breaches of regulations. Breaching Guernsey solvency test requirements or loan covenants could lead to a loss of shareholders' confidence and financial loss for shareholders (see note 12 for details of the principal loan covenants).

The Board seeks to mitigate and manage these risks through continual review, policy-setting and enforcement of contractual obligations, as well as a review by the Audit and Risk Committee of the Internal Control reports prepared in accordance with AAF(01/06).

**Principal Risks and Future Prospects** 

To mitigate investment and strategic risks the Board regularly monitors the investment environment and the management of the Company's property portfolio. The Managers seek to mitigate the portfolio risks through active asset management initiatives and carrying out due diligence work on potential tenants before entering into any new lease agreements. All of the properties in the portfolio are insured.

As well as considering current risks quarterly, the Board and the Investment Manager carry out a separate annual assessment of emerging risks when reviewing strategy and evaluate how these could be managed or mitigated. However, the Board considers that the line between current and emerging risks is often blurred and many of the emerging risks identified are already being managed to some degree where their effects are beginning to impact.

The principal emerging risks identified are outlined below:

- The structural changes in the retail market is a significant emerging risk, particularly as the prominence of online shopping continues to increase. Over the last two years the market has experienced a number of high-profile retailers going out of business, downsizing, closing stores and negotiating flexible leases at lower rents. With an increasing number of vacant stores, the challenge is to find different uses for commercial property, whether that's for residential, leisure, food and beverage, or other alternative uses.
- There is also the potential for structural change in the office market as many companies look to the feasibility of implementing a hybrid model for staff, which would involve them working partly in the office and partly at home. There is uncertainty how this will play out and it continues to be monitored.
- The ESG agenda is a very prominent one and will continue to grow in its importance to shareholders, future investors and our customers. As discussed in our ESG report on pages 26 to 30, we have already made significant strides in this area and we will continue to do so. The increasing market attention being paid to climate risk and social impact have been notable features of the evolving agenda over the last year, and those need to be considered more explicitly in property investment and management activity than has been the case previously.
- The political climate continues to be uncertain and as well as the ongoing effects of Brexit, there are strong calls for another Scottish referendum. During times of heightened uncertainty, a key benefit to the Company is its closed-ended structure, in that it is not forced to sell property during stressed times.

- Legislative changes are always a risk, particularly where they are politically driven and may cause changes in our property allocation. Such issues might involve some style of rent control or an escalation of regulatory oversight on ESG factors, particularly in responding to the climate emergency.
- The impact of technology increasingly means that things change very quickly which is an opportunity as well as a risk, and it is important that we continue to keep abreast of what is happening in this space. This has been compounded over the last year as the reliance on technology, particularly with regards to home working has increased.
- The effects of Covid-19 has been the dominant risk for the global economy, and by extension the UK property market. The effects have been extensive with significant disruption to all sectors worldwide. This has had an ongoing effect on many of our principal risks and the Board meet regularly with the Manager to assess these risks and how they can be managed. More detail is included in the Chairman's Statement on pages 6 to 9 and the

Manager's Report on pages 18 to 24. Of particular concern has been the Company's cash flow, given the number of expected defaults from tenants unable to trade or operating at restricted levels. Against this background, the Board took the decision to suspend the monthly dividend in April 2020 to maximise the cash reserves available. Collection rates have been at c.85 per cent since the outbreak, which is ahead of those anticipated and a dividend of 50 per cent of the original monthly rate was reintroduced in August 2020 before being increased to 70 per cent in December 2020. In addition, the Group is in regular contact with its lenders in case the decline in rent collected causes certain covenants to be breached or become close to being breached.

To help manage emerging risks and discuss other wider topics affecting property, the Board invites to Board Meetings various experts to give their views and promote discussion. The Board considers having a clear strategy is the key to managing and mitigating emerging risk.

covers the first two quarters of 2021.

The highest residual risks encountered during the year, how they are mitigated and actions taken to address these are set out in the table below.

#### **Highest Residual Risks** Mitigation Actions taken in the year Unfavourable markets, poor stock selection, The underlying investment strategy, The Board reviews the Manager's performance at quarterly Board inappropriate asset allocation and underperformance performance, gearing and income meetings against key performance indicators as set out on page 14 against benchmark and/or peer group. This risk may forecasts are reviewed with the and the ongoing strategy is reviewed and agreed. be exacerbated by gearing levels. Investment Manager at each Board The Board has met on a significantly more frequent basis since the Meeting. The Company's portfolio is A challenging retail market where rental growth is outbreak of Covid-19 where it has received trading updates from well diversified and of a high quality. generally negative and capital values are falling as the Manager and carefully reviewed cash forecasts Gearing is kept at modest levels and is capitalisation rates rebase. Rental collection in the retail and leisure sectors has been monitored by the Board. This market has witnessed many Company Voluntary negatively impacted by Covid-19. The Manager is in regular contact The Manager provides regular Arrangements and administrations in the last two with tenants and rental collection is a primary focus. Collection information on the expected level of years. There is an increased risk of tenant defaults rates since the Covid-19 outbreak have been ahead of original rental income that will be generated in the retail and leisure sectors since the Covid-19 expectations from underlying properties. The portfolio outbreak, which has put the level of dividend cover is well diversified by geography and sector and the exposure to individual tenants is monitored and managed to Increased in the year under review ensure there is no over exposure. The share price has been trading at a discount and Investors have access to the Manager and the underlying team The discount is reported to and this has widened significantly since the Covid-19 reviewed by the Board at least who will respond to any queries they have on the discount. The outbreak. This imbalance, combined with the recent quarterly. Share buybacks as a means level of discount is kept under constant review and the number of narrowing the discount or as an of meetings to discuss the discount increased during the year. share price volatility can diminish the attractiveness The use of share buybacks as a method of reducing the discount of the Company to investors. attractive investment for the Company are considered and weighed up against were regularly considered during the year and it was decided the risks. The position is monitored that the priority was the preservation of cash and not being a by the Manager on a daily basis and forced seller of property. The use of share buybacks remain under any material changes are investigated consideration for the coming year. At the Board's request there has and communicated to the Board more been increased reporting from the broker on the market and the shareholder feedback they are receiving. regularly. Increased in the year under review The Board have held additional ad-hoc Board Meetings since the Insufficient cash resources to meet capital The Manager reports regularly on commitments or to fund the monthly dividend ongoing revenue collection, cash Covid-19 outbreak which includes revenue and cash forecasting. forecasting and compliance with leading to emergency sale of assets and/or cutting A decision was made to suspend the dividend in April 2020 to banking covenants. The Group performs of dividend level. protect cash resources. Collection levels were ahead of expectations a solvency test in advance of each and a monthly dividend of 50 per cent of the original rate was dividend payment. A detailed cash flow reintroduced in August 2020. A further increase to 70 per cent was model is included in the Board papers introduced from December 2020. The rate and sustainability of the as well as a schedule on immediate dividend remains under continual review. cash commitments. Compliance with the Group's banking covenants remain under continual review. All covenant tests attached to the Group's long-term debt with L&G were met throughout the year. Due to the challenges associated with the pandemic and the impact this has had on rental collection, there was a technical breach on the projected interest cover covenant test under the Barclays £50 million loan facility for the final quarter of 2020. Barclays have been supportive throughout the year and have confirmed that they remain supportive in the current environment and therefore a waiver was provided from this test for that quarter which also

Increased in the year under review

#### **Highest Residual Risks** Mitigation Actions taken in the year Improved shareholder communication is key in the The Investment Manager and broker regularly The quality of communication continues to evolve. current environment with valuations falling and meet significant shareholders. The Chairman and Actions during the year include: the shares trading at a significant discount. Senior Independent Director offer to meet the Further refreshing of the Company's website largest shareholder annually and are available to It is important that all shareholders have access which has an enhanced look and feel, meet other shareholders. to information on how the Company is being run providing greater detail on the Company's in order to make informed investment decisions, The website is kept up to date and contains which will help to mitigate widespread selling of relevant information; complying with any Detailed quarterly trading announcements. regulatory requirements. the Company's shares. An increased number of meetings with A comprehensive Annual Report is produced, investors through meetings arranged by the and the consolidated financial statements are Manager's investor relations team. Increased in the year under review independently audited.

### **Viability Assessment and Statement**

The Board conducted this review over a five year time horizon, a period thought to be appropriate for a Group investing in commercial property with a long-term investment outlook, with primary borrowings secured for a further four years, a continuation vote in 2024 and a property portfolio with an average unexpired lease length of 6.0 years. It is believed that it will be possible to satisfactorily refinance the principal loan in 2024 and an assumption is made that the continuation vote is passed. The assessment has been undertaken, taking into account the principal risks and uncertainties faced by the Group, as identified on pages 15 to 17; which could threaten its objective, strategy, future performance, liquidity and solvency.

The major risks identified as relevant to the viability assessment were those relating to a downturn in the UK commercial property market and its resultant effect on the valuation of the investment property portfolio, the level of rental income being received and the effect that this would have on cash resources and financial covenants. The Board took into account the illiquid nature of the Group's property portfolio, the existence of the long-term borrowing facility, the effects of any significant future falls in investment property values and property income receipts on the ability to repay and re-negotiate borrowings, maintain dividend payments and retain investors. These matters were assessed over a period to April 2026, and the Directors will continue to assess viability over five year rolling periods, taking account of foreseeable severe but plausible scenarios.

In the ordinary course of business, the Board reviews a detailed financial model on a quarterly basis, incorporating market consensus forecast returns, projected out for five years. This model uses prudent assumptions and factors in any potential capital commitments. For the purpose of assessing the viability of the Group, the model has been stress tested with projected returns comparable to the most extreme UK commercial property market downturn experienced in recent history. The model projects a worst case scenario of an equivalent fall in capital and diminution of rental values over the next two years, followed by three years of zero growth. The model demonstrated that even under these extreme circumstances the Group remains viable.

The Group continues to monitor the potential impact of the Covid-19 virus on cash flows. Particular attention is paid to the circumstances of all the tenants in the portfolio and detailed modelling is performed on a day to day basis as events unfold.

Rental collection since the outbreak has been in excess of the levels originally anticipated, with the level of rents collected since March 2020 to March 2021 averaging 87.3 per cent. In order to preserve cash resources, the Board made the decision to suspend the monthly dividend between April 2020 and July 2020 before reintroducing a monthly dividend at 50 per cent of the original level from August 2020 and 70 per cent from December 2020.

Detailed modelling has been performed, which has looked at the impact of the current crisis under increasingly negative scenarios and the modelling demonstrates that the Group remains viable.

The Group's £260 million long-term debt with L&G does not need to be refinanced until December 2024. We calculate that the market value of the properties secured under this loan would have to drop by 39 per cent before breaching the Loan to Value ('LTV') test on the facility. The loan interest cover test would only be breached by a fall in rental income of 71 per cent. We are comfortable that these covenants will continue to be met.

The Group's Barclays £50 million loan facility is due to expire in July 2022 with an option to extend by two further one year periods on receiving Barclays consent. The LTV test, should remain comfortable with a fall of 61 per cent of the market value of the properties secured under this loan being required before breaching. The assets secured under this loan are provided by the St Christopher's Place Estate and the level of rental income receivable from these assets has been significantly impacted with many tenants in the retail and hospitality sectors unable to trade for large periods since March 2020. There was a technical breach on the projected interest cover covenant test for the final quarter of 2020. Barclays have been supportive throughout the year and have confirmed that they remain supportive in the current environment and therefore a waiver was provided from this test for that quarter which also covers the first two quarters of 2021. The £50 million of borrowings currently drawn down from Barclays are not material to the operation of the Group.

Based on this assessment, and in the context of the Group's business model, strategy and operational arrangements set out above, the Directors have a reasonable expectation that the Group will be able to continue in operation and meet its liabilities as they fall due over the five year period to April 2026. For this reason, the Board also considers it appropriate to continue adopting the going concern basis in preparing the Annual Report and Consolidated Accounts as disclosed in the Directors' Report on page 36.

# Managers' Review



Richard Kirby, Fund Manager joined the predecessor to BMO REP Asset Management plc ('BMO REP') in 1990. He has been a fund manager since 1995 and has experience of managing commercial property portfolios across all sectors for open-ended, closed-ended and life fund clients. He sits on both the Executive Committee, ESG Committee and Investment Committee of BMO REP. He is a Chartered Surveyor and a member of the Investment Property Forum, the British Council of Offices and Retail Property Community ("Revo").



Matthew Howard, Deputy Fund Manager joined BMO REP in July 2017. He is fund manager of the Royal Sun Alliance Shareholders Real Estate Fund which is managed by BMO REP while also supporting Richard Kirby on the management of the Company. He sits on the Investment Committee of BMO REP, is a Chartered Surveyor, a member of the Investment Property Forum and also holds a Certificate in Investment Management.

#### **Property Managers**

BMO Real Estate Partners ('BMO REP') are BMO Global Asset Management's direct real estate specialists and a key part of BMO Global Asset Management's Alternatives offering. Managing over £6bn of direct real estate assets across the UK and Europe through diversified and specialist strategies. BMO REP's focus is to create and manage successful property investment portfolios for our clients and properties that work for our occupiers. Our approach is underpinned by our commitments to:

- Be the real estate firm that grows the good creating sustainable and productive properties
- Embrace the challenges of the changing environment and promote long-term investment horizons
- Respect the stewardship we have of the built environment

The organisation employs 140 staff and the team structure provides for fund management, sector specialist, ESG specialist, asset management teams and research. The senior managers within these teams have on average 17 years of industry experience. As well as undertaking fund and asset management services, BMO REP has the capability, where appropriate, to provide day to day property management, complemented by a project management team and full accounting and service charge teams.

#### Property headlines over the year

- Void rate reduced from 4.8 per cent to 2.9 per cent at year end.
- The Company produced a total return of -4.8\* per cent versus the MSCI UK Quarterly Property Index ('MSCI') return of -2.0 per cent.
- · Rental collection currently received to date since the first Covid lockdown restrictions, from March 2020 to December 2020 is 88.2 per cent.
- Completed the development at Newbury for new Lidl foodstore.
- Completed the development at Solihull for new M&S general merchandise store.
- Several significant industrial lease renewals completed.
- ESG progress: Improved GRESB score and Gold award from EPRA sustainability BPR.

<sup>\*</sup> See Alternative Performance Measures on pages 80 and 81.

Managers' Review

#### **Property Market Review**

The benchmark total return for the year, as measured by the MSCI UK Quarterly Property Index ('MSCI') was -2.0 per cent. Total returns were substantially lower than in 2019, primarily impacted by the disruption and uncertainty caused by the pandemic, but also the Brexit uncertainty that persisted for a large part of the year and structural problems in the retail sector.

Key Benchmark Metrics – All-Property							
	<b>2020</b> %	2019 %					
Total Returns	(2.0)	1.3					
Income Return	4.5	4.5					
Capital Return	(6.2)	(3.1)					
Open Market Rental Value Growth	(3.1)	(0.7)					
Initial Yield	4.7	4.7					
Equivalent Yield	5.8	5.5					

Source: MSCI Inc

Despite a recovery towards year-end, investment activity in 2020 was lower than in the previous year, with most sectors of the commercial real estate market affected. However, industrial assets, helped by a number of large portfolio deals and strong demand from a wide range of investors, did record a marked annual increase in investment volumes. Net investment from overseas buyers remained positive, but institutions were net sellers of property, along with both listed and private property companies. The year saw investors favouring assets with long-term secure income and if possible, underpinned by alternative use value.

Capital values fell by 6.2 per cent at the all-property level. The market was supported by a 4.5 per cent annual income return.

The market was characterised by a polarisation in sector performance. Retail remained the weakest of the three main sectors, with a -12.3 per cent total return. Shopping centres were the worst affected segment, but the pandemic, lockdowns and subsequent loss of footfall from tourists and workers led to a marked deterioration in retail total returns in the big cities, and Central London retail in particular. Company Voluntary Arrangements (CVAs), administrations and store closures continued, with a focus on department stores and fashion but also spreading to food and beverage. The pandemic hit leisure and hospitality hard and contributed to a -2.0 per cent annual total return for the alternatives sector, outweighing a positive contribution from residential property and healthcare.

Offices delivered a mixed performance, helped by low levels of new supply but there were concerns about the impact of working from home and social distancing in workplaces, which affected sentiment. The sector delivered a -1.4 per cent total return for the year, with modest positive total returns in the City and Rest of UK office markets being outweighed by negative total returns in the West End and Rest of South East. Both occupiers and investors were hesitant to commit in uncertain times and there appears to be a flight to quality in the sector.

Industrials and logistics pulled ahead of the field in 2020 to deliver a total return of 9.4 per cent. The South East, including London, was once again ahead of the regions. Distribution out-performed standard industrials, for the first time since 2013. All segments of the industrial and logistics market experienced stronger performance. The accelerated shift to online retailing and the need for storage space during lockdown boosted take-up to record levels during the year.

The pandemic inevitably depressed GDP, with the first estimate pointing to a 9.9 per cent drop in 2020. With many businesses closed and supplies disrupted, companies have often struggled to raise revenue and pay rent. Rent collection rates have been impacted across the market with offices and industrials relatively resilient but retail and leisure seeing a sharp fall. The government imposed a moratorium on landlord's actions to enforce payment of rent which has been extended to at least June 2021. MSCI data shows a 4.2 per cent fall in net operating income growth in 2020, with a positive performance from offices and industrials being outweighed by falls in retail and alternatives.

Against a weak economic backdrop, open market value rental growth at the all-property level was -3.1 per cent in 2020, the lowest since the global financial crisis and this reflects long-term structural issues in retail as well as the effects of the pandemic.

MSCI data for standing investments showed modest yield compression during the year at the all-property level despite the economic headwinds. Inward yield movement for industrials and residential contrasted with an outward shift for retail and hotels and broad stability for offices.

#### Valuation and Portfolio

The total return from the portfolio in the year was -4.8 per cent compared with the MSCI return of -2.0 per cent. The Company's performance has been affected by valuation falls, primarily on the retail holdings most impacted by Covid and the lockdowns. Broadway, Wimbledon with its exposure to leisure, non-essential retail and hospitality saw its valuation fall by 24.2 per cent as capitalisation rates moved out, rents rebased and the valuation reflected the concessions provided to tenants. St Christopher's Place Estate, our largest holding fell by 17.0 per cent. Valuers also adopted a blanket assumption on all retail, restaurant and leisure properties of allowing for 3-6 month's rent as a capital deduction. Elsewhere the valuers moved out capitalisation rates on all properties with short unexpired lease terms and those impacted by Covid. For instance, the valuation of The Leonardo Building, Crawley fell by 22.0 per cent due to the tenant Virgin Atlantic negotiating a rent concession as detailed below and 3 The Square, Stockley Park by 19.0 per cent due to a short unexpired lease term.

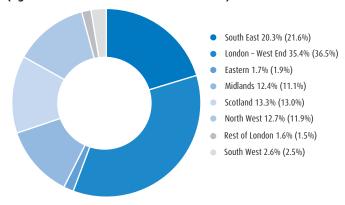
#### **Sector Analysis**

as at 31 December 2020, % of total property portfolio (figures as at 31 December 2019 in brackets)



#### **Geographical Analysis**

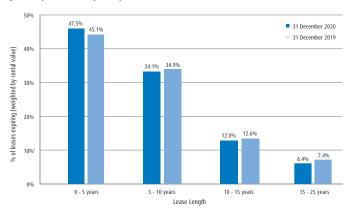
as at 31 December 2020, % of total property portfolio (figures as at 31 December 2019 in brackets)



Source: BMO REP Asset Management plc

#### **Lease Expiry Profile**

At 31 December 2020 the weighted average lease length for the portfolio, assuming all break options are exercised, was 6.0 years (2019: 6.6 years)



Source: BMO REP Asset Management plc

The largest occupiers, based as a percentage of contracted rent, as at 31 December 2020, are summarised as follows:

Income Concentration		
Company Name	% of Total Income	
Artemis Investment Management LLP	4.3	
Apache North Sea Limited	4.0	
GB Gas Holdings Limited	4.0	
CNOOC Petroleum Europe Limited	4.0	
Kimberly-Clark Limited	3.8	
Virgin Atlantic Limited	3.0	
JP Morgan Chase Bank Limited	3.0	
University of Winchester	2.9	
Transocean Drilling UK Limited	2.8	
Mothercare UK Limited*	2.6	
Total	34.4	

<sup>\*</sup> has a rental guarantee from a Mothercare company not in administration. The lease was assigned to Ceva Logistics in March 2021.

Source: BMO REP Asset Management plc

#### **Income analysis**

We started the year with a vacancy rate of 4.8 per cent and due to the leasing activity detailed in this report we were able to reduce this over the year to 2.9 per cent, excluding property being developed or refurbished. Whilst this rate is extremely low, there is an expectation it will increase as the full economic impact of Covid-19 takes effect.

As Managers, we have been focussed on rent collection with rental collection statistics fast becoming the main metric of the Company's performance. BMO REP has an in-house team which provides a full service across rent demand, credit control, service charge administration and purchase ledger. The asset managers, supported by this team, have been proactively engaged with many of the Company's tenants, assessing and responding to requests for support on a case by case basis. There is 'no one size fits all solution'. It is apparent that these strong and historic relationships, combined with robust controls and processes, have supported rent collection during such challenging times. The Government has provided commercial tenants with wellpublicised protection from landlords seeking to take legal action to recover arrears of rent. It has recently been announced that this protection has been extended until 30 June 2021. Unfortunately, there are a small number of tenants with strong businesses who are using this protection not to pay rent or to engage.

At 31 December 2020 the weighted average lease length for the portfolio, assuming all break options are exercised, was 6.0 years (2019: 6.6 years).

#### Retail

The enforced closure of all non-essential retail has increased the stress on many retailers and has led to a torrid period of increased administrations, CVA's and high-profile failures. At our retail parks the 'essential retailers' such as Asda, Lidl, M&S Foodhall, Boots and B&Q have remained open and managed to accommodate customers into their stores by adopting Covid safe practice. Although restricted to selling essential goods with limited customer numbers in store their annual figures, in the main, demonstrate reasonable trade throughout the pandemic. Most non-essential retailers saw a welcome boost in sales following the end of the first lock-down in June 2020. The car parks at Solihull and Newbury were busy and consistently operating at approximately 80 per cent capacity, with figures even higher in December. Hoping that the second lock down in November 2020 would be short-lived was perhaps wishful thinking. Many soon found themselves in Tier 4 and any pre-Christmas recovery was short lived before entering the latest lockdown.

Although revenues are down significantly, in some cases non-essential retailers have managed to prop up sales through increased online orders and click and collect facilities from "shuttered" stores. This was very evident at Newbury Retail Park, by the likes of Mountain Warehouse, Hobbycraft and Currys PC World. Despite these initiatives, in some cases stock supply and logistics issues have hampered sales. However, where our tenants have both retail park and town centre stores, they were anecdotally reporting stronger performance from their retail parks as shoppers favoured an outdoor environment, convenient car parking and larger store formats where it is easier to maintain social distancing.

The welcome news that non-essential retail will be able to re-open on 12 April 2021 could not come soon enough. The general consensus appears to be that there will be a repeat of the trading experienced following the lifting of the first lockdown in June 2020 and hopefully even greater propensity for frustrated customers to spend, knowing that the vaccination programme is progressing well and there is light at the end of the tunnel. Newbury and Solihull are quality assets with strong catchment areas that have benefitted from a number of substantial developments and new store openings which should help drive future footfall.

We are able to report the following progress:

#### Newbury (retail warehouse)

The construction works at Newbury continued throughout lockdown 1.0. and all units completed on programme and budget. The new 19,500 sq. ft. Lidl foodstore was handed over in June and they opened to the public during October. As previously reported Lidl entered into a 25-year lease (break at year 20) with CPI linked reviews at a rent of £430,000 per annum and the rent-free period has expired. Monitoring of the car park revealed a marked increase in vehicle numbers entering the retail park, which can mainly be attributed to the opening of the new Lidl store. The adjoining 9,500 sq. ft. unit has also completed and is being marketed to let.

The store created for Deichmann Shoes (rent £168,000 per annum) is now open and trading, unfortunately the letting of the adjacent unit fell through and it will be remarketed after lockdown 3.0.

Following exhaustive negotiations, we elected not to renew the leases with Next and New Look, the former offering uncompetitive terms and the latter subject to a CVA which resulted in a rent which was linked solely to turnover. These two units adjoin one another and comprise approximately 20,000 sq. ft. of retail space. In February 2021 contracts were exchanged with TJ Morris, trading as Home Bargains, to take both units on a new 20-year lease (no breaks) at a rent of £17.50 per sq. ft. Construction has commenced to combine the units. This new store will be an added attraction to the Park being a further move towards more convenience-based retailing which is expected to be more sustainable in out of town locations. There are other asset management initiatives that are in advanced negotiations and it is hoped that these can be wrapped up as we exit lockdown 3.0.

#### Solihull (retail warehouse)

The demolition and redevelopment of the former 36,500 sq. ft. Homebase unit progressed throughout the year uninterrupted by Covid restrictions. Marks & Spencer entered into a new 20-year lease (breaks at year 10 and 15) for a redeveloped 35,000 sq. ft. store combined with the adjacent M&S Food Hall. The combined unit creates 82,000 sq. ft. providing a new full provision general merchandise store, a larger food hall and M&S café.

The construction of the new unit and refurbishment of the shopfront of the Food Hall completed on programme and to budget. The new M&S store was handed over to commence shop-fitting on 19 January 2021 and M&S is expected to be ready to open their new flagship store in

June 2021. The new lease is at a rent of £1.373 million subject to a rentfree period which expires in May 2021.

M&S have announced they will be closing their town centre store in Solihull and as such this reinforces the strength and draw of Sears Retail Park and we have confidence that upon opening, footfall will increase and other retailers will be attracted to the location.

#### Broadway, Wimbledon, London SW19 (retail/alternatives)

The capital value of Wimbledon has fallen 24.2 per cent over the year. Rent collection for the asset has been significantly impacted, with a cinema and a gym accounting for 48 per cent of the rental value and being unable to trade for substantial periods of time. Rental concessions and deferred repayment plans have been agreed with both Odeon and Nuffield Gym and further concessions agreed with a number of the other tenants. As a consequence of the latest lockdown it is anticipated further concessions will be required. As an essential retailer, Morrisons continues to trade throughout the lockdowns and this supermarket accounts for 30 per cent of contracted rents.

We continue to work closely with Merton Council in looking at the options for the Company's ownership, as part of the Wimbledon Town Centre Masterplan. This could provide the Company with a valuable redevelopment opportunity, enhancing future prospects for this asset.

#### St. Christopher's Place Estate (retail/office/alternatives)

During the past 12 months footfall across Central London has been severely supressed due to restrictions on movement and unnecessary travel, the decline in both domestic and international tourists and government advice to office workers to work from home. St Christopher's Place with its added reliance on public transport has been significantly impacted and disrupted by the measures.

The non-essential shops and food and beverage (F&B) tenants are closed at present due to the current Lockdown, with the exception of takeaway and delivery services. The recently announced roadmap out of Lockdown advises that non-essential shops are expected to open 'not before' 12th April, with indoor hospitality earmarked for 17th May. There is an opportunity for F&B tenants to offer outside dining from 12th April if conditions allow. Since the first Lockdown non-essential shops will have lost approximately 8 months of trade and restaurants 9 months (excluding the opportunity to trade externally). This includes the busiest time of the year in the run up to Christmas.

When Lockdown 1.0. restrictions were lifted in Summer 2020, the majority of the estate's tenants opened and footfall levels grew incrementally week on week, reaching around 50 per cent of the previous year's levels with weekly footfall growth outperforming the rest of the West End. The temporary road closure of James Street to vehicles was a success, providing the estate's F&B tenants with the opportunity to create additional external dining space and to accommodate safe physical distancing practices, which encouraged people to visit the area. The 'Eat Out to Help Out' scheme during August was particularly beneficial to restaurant turnover.

By Autumn 2020, the estate was recovering reasonably well and becoming a vibrant destination once again, particularly with our restaurant offer. However, the second lockdown in November followed by the imposition of Tier 4 controls in London and the introduction of Lockdown 3.0. meant that all non-essential retail and restaurants had to close once more and have remained shut ever since.

Across the estate, rent support has been offered to tenants on a case by case basis with many of the concessionary agreements expected to remain in place until at least the end of this year. It is hoped this support will ensure our tenants will be in a position to benefit from reopening and the expected bounce back and recovery during the second half of this year.

The capital value of St Christopher's Place has fallen 17.0 per cent over the year. This is the result of pressure on both the retail and F&B sectors, with both a decline in headline rental values and capitalisation rates moving out. In particular, the holdings on Oxford Street have been hit with a significant rebasing of rents.

The estate is the principal food and beverage destination for the area around the Bond Street/Oxford Street interchange and is a core investment with a history of strong performance. Oxford Street is currently experiencing many challenges with high profile retail failures resulting in increasing vacancy levels, especially amongst larger shops and department stores. Rental values along the street have rebased, falling from a peak of £990 per sf ft. to £750 per sq. ft.

Despite the challenges faced above and looking forward, there are positive developments for the Estate. Westminster City Council are supportive of extending the temporary road closure of James Street and separately, they have reportedly committed £150m to kick start the Oxford Street District Improvement programme, to encourage inward investment in advance of the Elizabeth Line opening in 2022. This investment and focus to support the immediate area surrounding St Christopher's Place is a positive response to promote the recovery of Oxford Street and London's West End.

Unsurprisingly, there were some tenant casualties during the year. Of particular note were Carluccios at 3-5 Barrett Street who undertook a CVA with the Administrators securing a buyer for the business. Despite the new buyer, our preference was to agree a new lease with a different operator as reported below. Aldo at 372 Oxford Street is in Administration and the store remains closed and the rent was paid through a bank guarantee until January 2021. Pizza Express: 21-22 Barrett Street has undertaken a CVA but this restaurant is unaffected and will remain open with no impact on rent.

Notwithstanding the challenges highlighted above, there has been a number of important and successful leasing deals centred around the repositioning of James Street which bode well for when the Estate is allowed to re-open.

#### Letting Activity

New letting to Flat Iron at 42-44 James Street. Flat Iron is a steak restaurant accessible to all with eight sites in Central London. This offering will complement the existing choice of establishments along James Street.

- 36 James St: following the surrender of the T Burrows lease, a new letting completed to 'Chrome' which is a coffee and sweet treats café concept.
- Completed on a new letting to a southern Asia grab & go food concept, 'Papa-dum' at 20 James St. in quarter 1 2021.
- The contractor completed building works at 54/56 James St and a new letting to 'Sidechick' completed in March 2021. This restaurant is a new concept from the owners of Patty and Bun, an existing tenant on the Estate, and underwrites their support for the location.
- Secured a new letting of office space at 3-5 Barrett Street and completed a number of lease renewals with office tenants.
- A surrender of the Carluccio's lease was completed at the end of September simultaneously with a re-letting to San Carlo Holdings Ltd (part of the San Carlo restaurant group) on a new 15-year lease at rent in excess of £400,000 pa. This will be a significant new operator for the estate, and it is encouraging that such a high-profile restaurateur recognises the long-term benefits and opportunity presented at the location.

We are encouraged by these new leases which give an indication that some occupiers are looking beyond the short-term challenges presented by Covid for the Estate to the opportunities that should exist longer term.

#### **Offices**

The past 12 months have been challenging for the Office sector. Understandably Covid and the Government's advice to work from home has significantly affected office take up and performance is therefore well down on the long-term average. Availability has increased largely due to the amount of 'grey space' being brought to the market by occupiers wanting to reduce their total floor space exposure. Central London has seen availability increase twofold with a vacancy rate in excess of 7 per cent but this is biased towards small floors and poor specification space. More people will work in an agile fashion but the early prognosis of the death of the office appears exaggerated and many large corporates now confirm the expectation of a return to near normal office occupation citing, productivity, collaboration, culture and wellbeing as key reasons. It is expected that offices will be used slightly differently in the future, majoring on collaboration space, wellness, flexibility and a flight to quality.

An office building that has been under the spotlight is The Leonardo Building, Crawley, let to Virgin Atlantic. Much of lockdown 1.0 was spent negotiating with Virgin as part of their corporate financial restructuring. We contracted a legal agreement granting them a 12-month rent free period, spread over 5 years by rebasing the rent from £23.00 to £18.90 per sq. ft. At the end of this 5-year period Virgin have the option to take a 2.5-year reversionary lease on the property or to repay 50 per cent of the monetary value of the concession back to the Company.

Notwithstanding the current challenges, the Company has a high quality and diversified office exposure with a mix of city centre and out of town locations and although the occupational markets were subdued there was some encouraging activity in the portfolio.

Cassini House, London SW1 is now fully occupied following the letting to Mitsui Fudosan in February 2020. This is a refurbished freehold trophy asset in the heart of St James's providing a high-quality secure income stream.

Substantial progress was made at Watchmoor Park, Camberley where the refurbishment of two floors and the reception completed. These works were fully funded by the settlement of a dilapidations claim with the former tenant. A letting of 7,200 sq. ft. on the second floor completed to Muller (Milk and More) at a rent of £23.00 per sq. ft. for a term of 5 years with a tenant option to renew for a further 10 years. The agreed rent is substantially ahead of the rent paid by the previous tenant of £14.00 per sq. ft. and an uplift on the rents achieved on lettings in 2019. Terms have been agreed to let the remaining 12,500 sq. ft. of vacant space in the property and this is now under offer.

At 2-4 King Street, London SW1, a lease re-gear with one of the tenant's resulted in a further 5-year term certain on two of the floors. At 17a Curzon Street, London W1 the refurbished fourth floor let during the year. The first and second floors which are also refurbished are still available to let but with renewed interest since the New Year.

#### **Industrial and Logistics**

Negotiations with tenants on lease events were delayed during the first lockdown, however, these gained momentum later in the year and we are able to report a number of successful and value accretive outcomes where we have negotiated lease renewals, let properties and removed credit risk from the portfolio.

During the year Mothercare fully honoured their Plc guarantor obligations on their logistics unit at Daventry by completing an assignment of the lease following their UK trading entity's administration. In June, Clipper Logistics took a short-term sub-lease of this 300,000 sq. ft. facility on behalf of the NHS to provide storage and distribution of PPE. In March 2021 Mothercare assigned their lease to Ceva Logistics, one of the largest third-party logistics operators in Europe. This will enable Ceva Logistics to service a major contract from the property which is highly accessible and adjacent to junction 18 of the M1 motorway. There has been no loss of income to the Company due to Mothercare's administration.

A reversionary lease completed with the existing tenant at G Park, Liverpool, a 360,000 sq. ft. distribution warehouse. The 10-year lease with DHL Supply Chain Limited from March 2021 has the benefit of a tenant break at the end of the fifth year and the rent contracted at £5.25 sq. ft. reflects an uplift in excess of 10 per cent on the current rent. DHL were granted a 6 months rent-free period by way of 12 months at half rent. This resulted in a valuation uplift of £4.475 million and the Company has de-risked the portfolio to its second largest lease expiry in 2021.

In February 2021, a new letting of Hurricane 47, Estuary Business Park contracted to an on-line rug retailer. This is good news as the leasing of this 47,000 sq. ft. unit had taken longer than expected. Kukoon Rugs have entered into a 15-year lease (tenant break at 10 years) at a rent of £290,000 per annum and were granted 6 months' rent free with a further 6 months by way of 12 months at half rent.

At the Cowdray Centre, Colchester we secured detailed planning consent for the demolition of existing properties and the development of a new trade scheme totalling approximately 30,000 sq. ft. It is expected we will commence the first phase of this development during the course of this year.

Elsewhere we have agreed to defer tenant break clauses for Amazon in Southampton and at Hams Hall, Birmingham where Jaguar Land Rover want the future flexibility to allow them to control and lease property direct.

Good progress has also been made on a number of other leasing events. Terms have been agreed for the lease renewal of Kimberly Clark at their distribution warehouse located in Chorley and solicitors instructed to prepare the new lease which is expected to complete shortly. This lease event is the largest lease expiry due in 2021 and together with the DHL commitment at Liverpool removes a significant amount of risk from the portfolio.

#### Industrial sale

The sale of Phase 2 of the former Ozalid Works site in Colchester completed to Persimmon Homes at a price of £5.5 million on 30 July 2020. This was a disposal of non-income producing land and obsolete industrial buildings with planning consent for residential development.

#### The Alternative property sector

Alternatives comprise 10.2 per cent of the portfolio and relate to the purpose-built student accommodation in Winchester, residential properties at St. Christopher's Place and the leisure units at Wimbledon Broadway. Winchester continues to benefit from a long lease and annual RPI linked rent reviews. The University have paid their rent in full and on time. The occupation of the short-term residential units at St Christopher's Place was unsurprisingly poor during lockdown.

#### **Outlook**

The Company's largest holding has been severely impacted but we believe Central London will recover and prime West End real estate with strong hospitality linkages such as St Christopher's Place will benefit from both an initial bounce back when restrictions are lifted and from a longer term recovery. A substantial number of properties in the portfolio have significant asset management opportunities which need to be worked through over the next couple of years. We are confident these will be accretive to both income and value.

As the vaccination rollout becomes more widespread and restrictions are finally eased or lifted, we will see greater certainty returning to the market, lifting confidence and valuations alike. Brexit has been somewhat overshadowed by the pandemic but, now triggered, it is causing some disruption which may be more than frictional. As an asset class, real estate will continue to be supported by a low interest rates environment, providing it with a yield advantage over most other domestic and overseas asset classes.

While the adjustment in retail may have further to go, it is important to distinguish between pandemic-related change and permanent structural change. The Company's portfolio of retail assets is of high quality, with significant potential for further development as we re-position them to grocery and convenience led retail propositions. The office sector outlook is heavily dependent on the balance struck between home-working and the need for office-based collaborative working and social interaction. The way offices are used will change to a more agile model and to have more collaborative space. There has been much commentary over future demand for offices, but we are now seeing many companies restating the future need of offices to support the wellbeing of staff. The polarisation seen between prime and secondary office stock is likely to become more pronounced. The need for flexibility either in the lease structure, whether manifested as shorter lease lengths or turnover rents, or indeed as re-purposing, is expected to persist. Most importantly, is to acknowledge the variation in performance at the asset as well as sector level. Stock selection and a forensic attention to detail in asset management will be key to delivering performance.

Whilst the portfolio positioning has been challenging during the pandemic, it remains invested in prime real estate with positive ESG credentials which will be further enhanced as ESG becomes critically important and a key determinant of performance. Portfolio positioning will be reviewed, and on the back of a robust investment process a number of targeted sales will be brought forward with proceeds reinvested into sectors and properties which have a long-term structural future.

#### **Richard Kirby and Matthew Howard**

Fund Manager BMO REP Asset Management plc 9 April 2021



### Spotlight on

## Hurricane 47 **Estuary Business Park** Liverpool

Located in the premier business location in South Liverpool, this brand new 47,500 square foot unit is close to John Lennon airport and the extensive network of motorways that serve the North-West region of England and beyond. The Company acquired the completed building and sought to find an occupier before the pandemic emerged.

### Covid-19 restrictions prompt Company to utilise vacant building for community benefit.

According to the UK Government, the emergence of Covid-19 in the UK and the ensuing lockdown led to the biggest effort to deliver food and essential supplies to those in need since World War Two.

In March 2020, 1.5 million clinically vulnerable people were advised by the NHS to stay at home and shield from coronavirus. The DEFRA care pack scheme for vulnerable people was set up to distribute free food boxes containing essential supplies and household items. To

distribute these boxes, the food wholesaler Bidfood rapidly changed their operational model from a wholesale operation to a packing and household delivery service, making significantly more deliveries weekly and requiring additional parking for their transit van fleets.

In April 2020, the Company offered Bidfood a solution to this challenge in Liverpool, and completed the temporary licence of the yard area of a vacant warehouse while they assisted with the DEFRA care pack distribution, and in so doing, was able to make a meaningful contribution to a real-world conundrum.





# **Environmental, Social and Governance** (ESG)

The importance of environmental and social factors, together with the management of those factors through corporate governance, continues to strengthen within the UK commercial property market. The Board and its Managers remain fully committed to ensuring that material environmental, social and governance issues are appropriately and effectively addressed, recognising that proper integration of such matters into regular business practice is fundamental to preserving asset worth and enhancing shareholder value.

A summary of the Company's approach and progress against its ESG commitments is set out below, whilst our 2020 ESG Report will provide more granular detail on our activities, performance and profile of the portfolio in respect of material ESG factors.

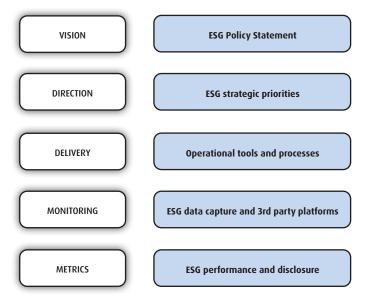
#### Strategic direction

The four pillars of the Company's ESG Strategy remain consistent with previous years:

- 1. Leadership & effectiveness measures through which we will demonstrate effective governance in relation to ESG criteria, a theme that is particularly pertinent to our shareholders in the context of our outsourced investment and property management arrangements.
- 2. Investment process Procedures through which we integrate ESG into the investment process, ensuring that material factors are central to investment decision-making and property management so that relevant risks to income and long-term performance are addressed in a timely and efficient manner.
- 3. Portfolio attendance to and optimisation of material ESG performance and risk factors across the portfolio, with a particular emphasis on resource efficiency and renewable energy, occupier wellbeing and satisfaction, managing the implications of new regulations concerning minimum energy standards for leased properties, and ensuring that our properties are not used by organisations connected to controversial weapons activities.
- 4. Transparency approach to investor reporting and public disclosure on relevant ESG factors, including participation in recognised industry reporting initiatives and through alignment to applicable standards of best practice.

Further information on the Company's ESG approach can be found at bmocommercialproperty.com

#### How the Property Manager implements ESG



#### Leadership and effectiveness

#### **Board Composition**

The Company recognises the benefits of a diverse Board membership and has achieved its objective of meeting the Hampton-Alexander recommendations by having 40% female representation.

#### Global Real Estate Sustainability Benchmarking ("GRESB")

GRESB is the dominant global system for assessing Environmental, Social and Governance performance for real estate funds. The Company's ambition is to realise year-on-year improvements in score and peer group ranking. This year was the Company's third consecutive year of

participation and an overall score of 70 was achieved, representing an increase of 2 points (3%) over the previous year, and elevating the Company to three green star status. This result is based on a new assessment methodology adopted by GRESB this year,



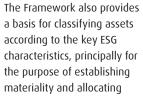
however an additional theoretical score was provided using the original assessment methodology to allow for better direct comparison with the previous year. On this basis the Company achieved a score of 73 with the 5 point increase equating to 7.35%. The Company was positioned first in its allocated peer group of eight UK diversified portfolios.

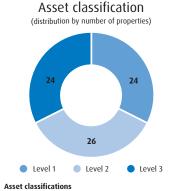
#### **Investment process**

#### Responsible Property Investment Framework

The Manager's Responsible Property Investment Framework provides the structure around which various property teams operate, reinforcing the concept that every individual has a contribution to make towards the successful integration of environmental, social and governance (ESG) matters into property investment activities. An Appraisal Tool supports this integration. It captures a range of ESG related metrics to produce a detailed assessment of risk and opportunity in relation to factors considered material to future investment performance, such as Energy Performance Certificate ratings, green building certifications, contamination and flood risk, as well as opportunities to improve ESG

performance. These outputs are regularly reviewed and are fully integrated into individual annual asset business plans. The process is similarly applied to all potential acquisitions so that thoughtful consideration can be given to risks and opportunities prior to executing transactions.





- Level 1 where EPC rating is E and/or annual landlord energy spend is between £0 and £50,000
- Level 2 where EPC rating is A+ to D and there is no landlord
- Level 3 where EPC rating is F or G and/or annual landlord energy spend is >£50,000

resources and implementing routine actions accordingly. The Company maintains 100% Energy Performance Certificate ("EPC") coverage by demise and all assets have been classified according to energy performance rating and / or degree of landlord energy consumption.

#### Portfolio

Active management of the environmental impacts associated with each property asset within the portfolio is a key activity undertaken by the Company's property managers. Aggregated data taken from asset-level appraisals allows for close monitoring of overall performance and the setting of resource reduction strategies, objectives and targets.

**Environmental, Social and Governance** 

#### Environmental impacts

The Company sets year-on-year intensity-based energy, carbon, water, and waste reduction targets for landlord procured services which it seeks to realise though active engagement with its local facilities managers and occupier cohort. The Company has previously set out longer-term targets for energy and carbon reduction in line with science-based methodologies and has produced a shareholder briefing note outlining its adoption. The Company is now working hard to develop its strategy for achieving net zero carbon emissions and committing to a target year. The Company aims to publish its pathway in the first half of 2021. Since the last reporting year, the Company's absolute carbon emissions have reduced by 17%, however, this figure is likely to have been influenced significantly by unusual occupancy trends in material assets caused by coronavirus restrictions. More granular detail of performance over the last twelve months can be found in the 2020 ESG Report.

#### Renewable energy sources

In support of the transition towards renewable energy and energy efficient stock, the Company has looked to obtain renewable electricity supplies through Renewable Energy Guarantees of Origin (REGO) contracts for all assets where it has responsibility for procurement. During 2020, 76% of all electricity under Company control were procured under such green electricity tariff. This represents a reduction on the previous year and is due to a significant existing asset reverting back to landlord control where the opportunity to renew the existing contract has not yet been presented. In terms of natural gas, the Company was able to switch contracts to green supplies from renewable in October 2020.

#### Controversial activities

Understanding shareholder concerns and sensitivities towards certain controversial activities, the Company has adopted a policy which prohibits the execution of new lease contracts with organisations connected to the production, storage, distribution or use of controversial weapons. Throughout 2020, the Company had 0% exposure to such organisations. Moreover, the Company monitors tenant mix on a regular basis and exercises discretion when considering leasing to organisations involved in other controversial activities such as those associated with gambling, pornography and alcohol. The Company welcomes regular engagement with investors to understand their expectations in this regard.

#### Occupier satisfaction and wellbeing

The commercial real estate industry is beginning to gain new perspectives on the importance of the built environment on human health and wellbeing and its link to productivity. Acknowledging this shift in sentiment, the Company launched a pilot exercise involving engagement with a sample selection of occupiers to obtain feedback and determine key trends. The outcomes have been communicated within the Property Manager's team. An average Net Promoter Score of -8.6 for the Property Manager has been established as a proxy and basis for determining improvements. This indicator provides a reflection of the likelihood that our occupiers will recommend the Company as landlord and compares to a benchmark score of -5.5 for a blended portfolio covering retail, offices and industrial assets.

#### Transparency

#### CDP (formerly Climate Disclosure Project)

In line with its commitment, the Company submitted to the full tier of the Climate Change module of CDP in July coordinated approach to climate change. The rating is comparable to the average performance for the financial services sector but higher than the regional average for Europe.

#### EPRA Sustainability Best Practice Recommendations

Recognising the value and importance of non-financial reporting, the Company's annual ESG Reports include disclosures which are aligned

to the 3rd Edition of the EPRA Sustainability Best Practice Recommendations and which are available on the Company's website. Absolute energy and emissions data have been independently verified and the Company achieved a Gold EPRA award for the quality and transparency of its annual ESG Report for the second year in succession.



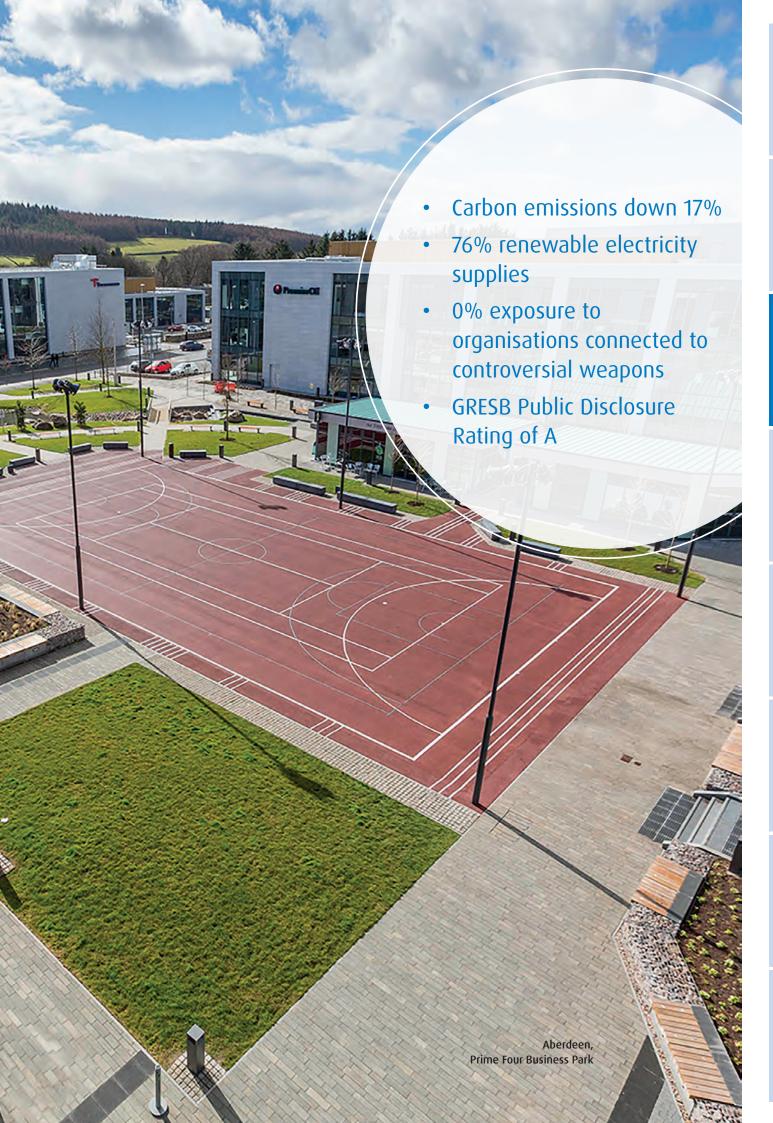
#### GRESB Public Disclosure

GRESB undertake an annual assessment of the level of disclosure and transparency of public listed real estate companies. In 2020, the Company maintained its A rating, representing the highest level of transparency on environmental, social and governance issues.

#### Taskforce for Climate-related Financial Disclosures (TCFD)

The Company acknowledges the recommendations of the Financial Stability Board Task Force on Climate-Related Financial Disclosures (TCFD). The Company has included as an appendix to the 2020 ESG Report, an update to the roadmap first produced in 2018. The Company engaged WSP Environmental to provide advice and technical expertise on the assessment and evaluation of physical climate risks and opportunities through detailed scenario modelling and analysis.





Chairman's statement

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### Spotlight on

## 54-56 James Street, St Christopher's Place, London W1

A £2 million part redevelopment and refurbishment of a core mixeduse asset within the Company's key holding in the heart of London's West End, merging two previously individual units to maximise ground floor retail space, and the creation of an additional floor to accommodate new duplex residential flats at upper level to add to the four existing one and two bed units.

#### Taking the opportunity to improve key sustainability features

With planning permission secured in November 2019, a scheme to redevelop, refurbish and enhance the quality and flexibility of the property, including its environmental qualities, was initiated and completed in the latter part of 2020. The improvements to the fabric and services were undertaken sensitively and sympathetically given the building's presence within the Stratford Place Conservation Area.

The following improvements were undertaken to the structure to positively impact energy efficiency:

- Replacement of windows with new double glazed timber sash windows.
- Upgrade to external solid brick walls to achieve greater thermal efficiency.
- Construction of a new quality mansard roof providing minimal heat
- Acoustic upgrade and thermal upgrade to all floors and walls. The services installations were upgraded to give the following features:
- each apartment is provided with very efficient heating and cooling air source heat pump units. These utilise the latest R32 refrigerant to further reduce the Global Warming Potential (GWP) of the systems. This approach enabled the gas supply, formerly used for heating and cooking to be removed from all apartments.

- the larger apartments feature an enhanced mechanical ventilation system with heat recovery technology (MVHR) to ensure minimal heat energy is extracted and discharged to atmosphere from the kitchens and bathrooms. Heat is recovered within a heat exchanger and distributed back into the apartments' via the filtered fresh air system
- energy saving reducer valves installed on all water outlets to limit the daily water demand to less than 105 litres per person per day. The effect is a significant improvement over minimum requirements set out for new homes in current building regulations.
- lighting throughout the development is based on LED lamps. The common areas also feature passive infrared sensors to ensure the artificial lighting systems operate only when required.
- photovoltaic panels installed to the rear elevation of the mansard roof, not visible from the street, to generate renewable energy for consumption in the common parts and residential apartments.
- Smart metering devices installed to each of the residential apartments together with the landlord's common electrical supplies to allow consumption for each area of the development to be monitored and reviewed remotely, ensuring that energy usage is optimised throughout the life of the building.
- the improvement of the overall efficiency rating of the building to a grade B for each apartment, exceeding the typical average for an existing UK dwelling.



# **Property** Portfolio

as at 31 December 2020

#### Properties valued in excess of £200 million

London W1, St. Christopher's Place Estate (footnotes 2 and 3)

#### Properties valued between £100 million and £150 million

London SW1, Cassini House, St James's Street

#### Properties valued between £50 million and £70 million

Newbury, Newbury Retail Park Solihull, Sears Retail Park

#### Properties valued between £40 million and £50 million

London SW19, Wimbledon Broadway Winchester, Burma Road

#### Properties valued between £30 million and £40 million

Crawley, The Leonardo Building, Manor Royal

Manchester, 82 King Street

Aberdeen, Unit 1 Prime Four Business Park, Kingswells Aberdeen, Unit 2 Prime Four Business Park, Kingswells

Rochdale, Dane Street

Chorley, Units 6 & 8 Revolution Park Bristol, One Cathedral Square (footnote 1) Liverpool, Unit 1, G. Park, Portal Way

### Properties valued between £20 million and £30 million

Uxbridge, 3 The Square, Stockley Park

Birmingham, Unit 8 Hams Hall Distribution Park

Daventry, Site E4, Daventry International Rail Freight Terminal

Glasgow, Alhambra House, Wellington Street

Aberdeen, Unit 3 Prime Four Business Park, Kingswells

Birmingham, Unit 10a Hams Hall Distribution Park

London SW1, 2/4 King Street London W1, 17a Curzon Street

Colchester, The Cowdray Centre, Cowdray Avenue

#### Properties valued between £10 million and £20 million

London W1, 17a Curzon Street London EC3, 7 Birchin Lane

East Kilbride, Mavor Avenue

London W1, 16 Conduit Street (footnote 1)

Camberley, Watchmoor Park

Liverpool, Unit 1 The Hive, Estuary Business Park (footnote 1)

Birmingham, Unit 6a Hams Hall Distribution Park

Southampton, Upper Northam Road, Hedge End

Camberley, Affinity Point, Glebeland Road

Edinburgh, Nevis/Ness Houses, 11/12 Lochside Place

### Properties valued under £10 million

Liverpool, Units 2 & 4, Hurricane 47, Estuary Business Park (footnote 1)

Solihull, Oakenham Road

Aberdeen, Unit 4 Prime Four Business Park, Kingswells

Retail/Office/Alternative\*

Office

Retail Warehouse Retail Warehouse

Retail/Alternative\*\*

Alternative

Office

Office

Office

Office

Retail Industrial

Office

Industrial

Office

Industrial

Industrial

Office

Office

Industrial

Office

Office

Industrial

Office

Office

Retail Warehouse

Retail Office

Industrial

Industrial Industrial

Industrial

Office

Industrial

Retail Warehouse

Office

### Notes:

- 1 Leasehold property.
- 2 Mixed freehold/leasehold property.
- 3 For the purpose of the Company's investment policy on page 10, St. Christopher's Place Estate is treated as more than one property.
- \* Mixed use property of retail, office and residential space.
- \*\* Mixed use property of retail and leisure.

### Directors



#### **Martin Moore MRICS**

**Status:** Chairman and Independent non-executive

Date of appointment: 31 March 2011

Country of residence: UK

**Experience:** Martin Moore was, until June 2013, Chairman, of M&G Real Estate Ltd, the property asset management arm of Prudential plc. He has also been a board adviser to The Crown Estate and a board member of the British Property Federation.

Other public company directorships: SEGRO plc and Secure Income REIT plc.



Paul Marcuse FRICS

Status: Independent non-executive Director and

Senior Independent Director

Date of appointment: 12 January 2017

Country of residence: UK

**Experience:** Paul Marcuse has 40 years' experience in the real estate and finance sectors. He was Head of Global Real Estate at UBS Global Asset Management between 2007 and 2012. Prior to this, he was Chief Executive of AXA Real Estate Investment Managers. His other non-executive role is as Chairman of the Management Board of the Royal Institution of Chartered Surveyors.

Other public company directorships: None.



Trudi Clark FCA

Status: Independent non-executive Director and Chairman of the Audit and Risk Committee

Date of appointment: 4 February 2014 Country of residence: Guernsey

**Experience:** Trudi Clark is a former Chief Executive Officer of Schroders (C.I.) Limited and has over 25 years' experience in the financial services industry. She is a non-executive director of a

number of Guernsey based funds and companies.

Other public company directorships: River and Mercantile UK Micro Cap Investment Company Limited, The Schiehallion Fund Limited and NB Private Equity Partners Limited.



John Wythe FRICS

**Status:** Independent non-executive Director and Chairman of the Management Engagement

Date of appointment: 11 September 2018

Country of residence: UK

**Experience:** John Wythe has approximately 40 years' experience in the real estate industry and was until December 2010, a Director and Head of Fund Management of Prudential Property Investment Managers Limited, now M&G Real Estate. He has been a Board member of the Church Commissioners and is currently Chairman of the Trustees of The Portman Estate and has a number of other Non-Executive appointments, primarily involving real estate.

Other public company directorships: None.



**Linda Wilding FCA** 

Status: Independent non-executive Director

Date of appointment: 3 June 2019

Country of residence: UK

**Experience:** Linda Wilding qualified as a chartered accountant with Ernst & Young, before working in the private equity division of Mercury Asset Management from 1989 to 2001, rising to the position of Managing Director. She has served as a non-executive director on the boards of a number of companies.

Other public company directorships: UDG Healthcare plc and Electra Private Equity plc.



**Hugh Scott-Barrett** 

**Status:** Independent non-executive Director

Date of appointment: 4 January 2021

Country of residence: UK

**Experience:** Hugh Scott-Barrett has experience at board level for over twenty years across real estate, asset management, and banking. He was Non-Executive Chairman at Capital & Regional plc until May 2020 and was Chief Executive of the Company prior to this from 2008-2017. He was previously a member of ABN AMRO's managing board serving as Chief Operating Officer and Chief Financial Officer and before that worked at SBC Warburg and Kleinwort Benson.

Other public company directorships: None.



# **Directors'** Report

The Directors submit the Annual Report and Consolidated Accounts of the Company for the year ended 31 December 2020. The Directors biographies; Corporate Governance Statement; Report of the Audit and Risk Committee; and the Remuneration Report form part of this Directors' Report.

### Statement Regarding Annual Report and Consolidated

Following a detailed review of the Annual Report and Consolidated Accounts by the Audit and Risk Committee, the Directors consider that taken as a whole, it is fair, balanced and understandable and provides the information necessary for shareholders to assess the Company's performance, business model and strategy. In reaching this conclusion, the Directors have assumed that the reader of the Annual Report and Consolidated Accounts would have a reasonable level of knowledge of the investment industry in general and the investment company sector in particular.

#### **Results and Dividends**

The results for the year are set out in the attached accounts. The Group paid interim dividends during the year ended 31 December 2020 as follows:

Interim Dividends 2020			
	Payment date	Rate per shares	
Ninth interim for prior year	31 January 2020	0.5p	
Tenth interim for prior year	28 February 2020	0.5p	
Eleventh interim for prior year	31 March 2020	0.5р	
First interim	30 August 2020	0.25p	
Second interim	30 September 2020	0.25p	
Third interim	30 October 2020	0.25p	
Fourth interim	30 November 2020	0.25p	
Fifth interim	31 December 2020	0.35р	

Three further interim dividends, each of 0.35p per share, were paid on 31 January 2021, 26 February 2021 and 31 March 2021. A total of 2.4 pence per share has been paid for the year to date. The ninth interim dividend in respect of the year, of 0.35p per share, will be paid on the 30 April 2021 to shareholders on the register on 15 April 2021.

#### **Dividend Policy**

As a result of the timing of the payment of the Company's monthly dividends, the Company's shareholders are unable to approve a final dividend each year. As an alternative the Board therefore proposes to put the Company's dividend policy to shareholders for approval on an annual basis. **Resolution 3** which is an ordinary resolution, relates to the approval of the Company's dividend policy which is as follows: Dividends on the Ordinary Shares are payable as interim dividends.

#### **Principal Activity and Status**

The Company is a Guernsey-incorporated company (registered number 50402) and, during the year, carried on business as a closedended property investment company. The Company's shares are traded on the Main Market of the London Stock Exchange.

The principal activities of the Company's subsidiaries are that of an investment and property company.

The Group elected into the UK REIT regime on 3 June 2019.

#### **Remuneration Report**

The Directors' Remuneration Report, which can be found on page 42, provides detailed information on the remuneration arrangements for Directors of the Company, including the Directors Remuneration Policy. The Directors Remuneration Policy is approved by shareholders every three years and was last approved by shareholders at the AGM in 2020. There have been no changes to the policy since that date. Remuneration is set at a level commensurate with the skills and experience necessary for the effective stewardship of the Company and the expected contribution of the Board as a whole in continuing to achieve the investment objective. It is intended that this policy will continue for the three-year period ending at the AGM in 2023. Shareholders will be asked to approve the Remuneration Report (Resolution 2).

#### **Directors**

The names of the Directors, along with their biographical details, are set out on page 32. Martin Moore will retire from the Board at this year's AGM in June, having served on the Board for 10 years. With the exception of Hugh Scott-Barrett, who was appointed on 4 January 2021 and will stand for election, the remaining Directors held office throughout the year under review and will stand for re-election by Shareholders at the AGM. Following a review of their performance, the Board believes that each of the Directors standing for election and re-election has made a valuable and effective contribution to the Company. The skills and experience each Director bring to the Board

for the long-term sustainable success of the Company are set out below. The Board recommends that Shareholders vote in favour of the election and re-elections of the Directors (Resolutions 4 to 8).

Resolution 4 relates to the re-election of John Wythe who joined the Board in September 2018 and has a wealth of experience in property investment having spent approximately 40 years' in the real estate and financial services industry.

**Resolution 5** concerns the re-election of Trudi Clark who has served over seven years and has a strong accounting and financial background. She is a Fellow Chartered Accountant and has over 30 years' experience in the financial services industry.

**Resolution 6** concerns the re-election of Paul Marcuse who has served over four years and brings in-depth expertise and experience with 40 years' of working in the real estate and finance sectors.

**Resolution 7** relates to the re-election of Linda Wilding who is a qualified Chartered Accountant and has worked in the asset management industry for many years. She has significant experience of being on Boards in both executive and non-executive capacities.

**Resolution 8** relates to the election of Hugh Scott-Barrett who joined the Board on 4 January 2021. Hugh brings valuable experience having worked at Board level for over twenty years across real estate, asset management, and banking.

There are no service contracts in existence between the Company and any Director but each of the Directors has been issued with and accepted the terms of a letter of appointment that sets out the main terms of his or her appointment. Amongst other things, the letter includes confirmation that the Directors have a sufficient understanding of the Company and the sector in which it operates and sufficient time available to discharge their duties effectively, taking into account their other commitments. These letters are available for inspection upon request at the Company's registered office.

### Management

The Board has appointed BMO Investment Business Limited (referred to throughout this document as 'the Investment Managers') as the Company's investment managers and BMO REP Asset Management plc (referred to throughout this document as 'BMO REP' or 'the Property Managers') as the Company's property managers. The Investment Managers and BMO REP are both part of the BMO Asset Management plc (Holdings) group ('BMO') and, collectively, are referred to in this document as 'the Managers'. The Investment Managers were appointed as the Company's AIFM on 18 July 2014.

The Managers provide investment management and other services to the Company. Details of the arrangements between the Company and the Managers in respect of management services are provided in note 2 to the accounts.

The Board keeps the appropriateness of the Managers' appointment under review. In doing so the Board reviews performance quarterly and considers the past investment performance of the Company and the capability and resources of the Managers to deliver satisfactory

investment performance in the future. It also reviews the length of the notice period of the investment management agreement and the fees payable to the Managers, together with the standard of the other services provided.

As highlighted on page 39, the Board considers the recommendations of the Management Engagement Committee, which is comfortable with the Managers' ability to deliver satisfactory investment performance and the quality of other services provided. It is therefore their opinion that the continuing appointment of the Managers on the terms agreed is in the interests of shareholders as a whole.

### **Depositary**

JPMorgan Europe Limited acts as the Company's depositary in accordance with the AIFM Directive. The depositary's responsibilities, which are set out in an Investor Disclosure Document on the Company's website, include cash monitoring, segregation and safe keeping of the Company's financial instruments and monitoring the Company's compliance with investment limits and leverage requirements.

### **Taxation**

As set out in note 5 of the Accounts, the Company and its subsidiaries are exempt from Guernsey taxation under the Income Tax (Exempt Bodies) (Guernsey) Ordinance 1989. No charge to Guernsey taxation will arise on capital gains.

The Group elected to join the UK REIT regime on 3 June 2019 and the Group's property income and gains are exempt from UK corporate taxes provided a number of conditions in relation to the Group's activities are met including, but not limited to, distributing at least 90% of the Group's UK tax exempt profit as property income distributions ('PIDs'). The residual business in the UK is subject to UK tax as normal.

Shareholders who are in any doubt concerning the taxation implications of a REIT should consult their own tax advisers.

The Board is fully committed to complying with applicable legislation and statutory guidelines, including the UK's Criminal Finance Act 2017, designed to prevent tax evasion in the jurisdictions in which the Company operates.

### **Share Structure**

As at 31 December 2020 there were 799,366,108 Ordinary Shares of 1 pence each in issue. Subject to the Articles of Incorporation, all shares rank equally for dividends and distributions and carry one vote each and there are no restrictions concerning the transfer of Ordinary Shares in the Company. No agreements between the holder of Ordinary Shares regarding their transfer is known to the Company and there is no agreement which the Company is party to that affects its control following a take-over bid.

### **Substantial Interests in Shareholdings**

As at 31 December 2020 the Company had received notification of the following holdings of voting rights (under the Financial Conduct Authority's Disclosure and Transparency Rules):

Substantial Shareholdings		
	Number of Ordinary Shares Held	Percentage Held*
Aviva Group	162,585,829	20.3
Investec Wealth & Investment Limited	39,948,390	5.0
Blackrock Inc	40,040,774	5.4

<sup>\*</sup>Based on 799,366,108 Ordinary Shares in issue as at 31 December 2020.

There have been no changes notified to the Company in respect of the above holdings, and no new holdings notified, since the end of the year.

### **Accounting and Going Concern**

Shareholders will be asked to approve the adoption of the Annual Report and Consolidated Accounts at the AGM (Resolution 1). The Consolidated Accounts, starting on page 36, comply with current International Financial Reporting Standards. The significant accounting polices of the Group are set out in note 1 to the accounts. The unqualified auditor's opinion on the consolidated accounts appears on pages 45 to 50.

In assessing the going concern basis of accounting the Directors have had regard to the guidance issued by the Financial Reporting Council. They have reviewed detailed cash flow, income and expense projections in order to assess the Group's ability to pay its operational expenses, bank interest and dividends. The Directors have examined significant areas of possible financial risk including cash and cash requirements and the debt covenants, in particular those relating to loan to value and interest cover. Having taken the decision to temporarily suspend and then reintroduce the dividend at a reduced level and held discussions with lenders, they have not identified any material uncertainties which cast significant doubt on the ability to continue as a going concern for the foreseeable future, which is considered for a period of not less than 12 months from the date of the approval of the financial statements. The Board believes it is appropriate to adopt the going concern basis in preparing the financial statements. The Group's longer-term viability is considered in the Viability Assessment and Statement on page 17.

### **Modern Slavery Act 2015**

As an investment vehicle the Company does not provide goods or services in the normal course of business and does not have customers or employees. Accordingly, the Directors consider that the Company is not required to make any slavery or human trafficking statement under the Modern Slavery Act 2015. The Investment Manager, however, does provide goods and services and is required to make a statement under the Modern Slavery Act 2015 which is available on the Managers website at bmogam.com.

### **Annual General Meeting**

The Notice of the Annual General Meeting, to be held on 17 June 2021 is set out on pages 75 to 77.

### **Directors' Authority to Allot Shares**

Resolution 11 seeks an authority from shareholders to allow the Directors to allot shares up to an aggregate nominal amount of £799,366, being equivalent to approximately 10 per cent of the issued ordinary share capital of the Company as at 9 April 2021.

**Resolution 12** seeks an authority from shareholders to disapply preemption rights in relation to the issue of shares for cash (including by way of a sale of treasury shares) as set out in the Listing Rules made by the Financial Conduct Authority under Part VI of the Financial Services and Markets Act 2000 (as amended). Resolution 12 gives the Directors, for the period until the conclusion of the Annual General Meeting in 2022 or, if earlier, on the expiry of 15 months from the passing of the resolution, the necessary authority either to allot securities or sell shares held in treasury, otherwise than to existing shareholders on a pro-rata basis, up to an aggregate nominal amount of £799,366. This is equivalent to approximately 10 per cent of the issued ordinary share capital of the Company as at 9 April 2021.

The Directors will only allot new shares pursuant to the authority granted by Resolutions 11 and 12, Guernsey law and the authority to allot shares contained in the articles of incorporation of the Company if they believe it is advantageous to the Company's shareholders to do so. Shares will be issued at above Net Asset Value per share and under no circumstances should that result in a dilution to the net asset value per share.

### **Directors' Authority to Buy Back Shares**

The Company did not buy back any shares during the year.

The current authority of the Company to make market purchases of Ordinary Shares expires at the end of the Annual General Meeting and **Resolution 13**, as set out in the notice of the Annual General Meeting, seeks renewal of such authority until the earlier of the Annual General Meeting in 2022 and 18 months from the passing of the resolution. Any buy back of Ordinary Shares will be made subject to Guernsey law and within any guidelines established from time to time by the Board and the making and timing of any buy backs will be at the absolute discretion of the Board. Purchases of Ordinary Shares will only be made through the market for cash at prices below the prevailing net asset value of the Ordinary Shares (as last calculated) where the Directors believe such purchases will enhance shareholder value. The price paid will not be less than the nominal value of 1p per share. Such purchases will also only be made in accordance with the rules of the UK Listing Authority which provide that the price to be paid must not be more than the higher of (i) 5 per cent above the average of the middle market quotations (as derived from the Daily Official List of the London Stock Exchange) for the Ordinary Shares for the five business days before the shares

are purchased; and (ii) the higher of the last independent trade and the highest current independent bid on the trading venue which the purchase is carried out. Any shares purchased under this authority will be cancelled or held in treasury. Shares will only be re-issued out of treasury at a premium to the net asset value.

### Disclosure of Information to the Auditor

The Directors who held office at the date of approval of this Report of the Directors confirm that:

- so far as the Directors are aware, there is no relevant audit information of which the Company's auditor is unaware; and
- each Director has taken all the steps that he or she ought to have taken as a Director to make himself or herself aware of any relevant audit information and to establish that the Company's auditor is aware of that information.

# Reappointment of Auditors and Auditor's Remuneration

PricewaterhouseCoopers CI LLP has expressed their willingness to continue in office as the Company's auditor and a resolution proposing their re-appointment will be submitted at the Annual General Meeting and for Directors to determine their Remuneration (Resolutions 9 and 10).

# Amendments to the Articles of Incorporation (Resolution 14)

Resolution 14, which will be proposed as a special resolution, seeks shareholder approval to adopt revised Articles of Incorporation (the 'New Articles') in order to update the Company's current Articles of Incorporation (the '**Existing Articles**'). The proposed amendments being introduced in the New Articles primarily relate to changes in law and regulation, and developments in market practice since the Existing Articles were adopted and principally include provisions enabling the Company to hold shareholder meetings using electronic means (as well as physical shareholder meetings or hybrid meetings) in accordance with and to the extent permitted by Guernsey law.

We have summarised in the appendix to the AGM Notice (page 77) those changes introduced in the New Articles which we consider will be of most interest to shareholders. Other changes, which are of a minor, technical or clarifying nature, have not been noted in the appendix.

While the New Articles (if adopted) would permit shareholder meetings to be conducted using electronic means in accordance with and to the extent permitted by Guernsey law. The Directors have no present intention of holding meetings using only electronic means. These provisions will only be used where the Directors consider it is in the best of interests of shareholders for a hybrid or meetings using electronic means to be held. Nothing in the New Articles will prevent the Company from holding physical shareholder meetings.

The New Articles, showing all the changes to the Existing Articles, are available for inspection on the Company's website, **bmocommercialproperty.com** from the date of the AGM Notice until the close of the AGM and will also be available for inspection from 15 minutes before and at the AGM.

### Recommendation

The Directors consider that the passing of each of the resolutions to be proposed at the Annual General Meeting is in the best interests of the Company and are most likely to promote the success of the Company, for the benefit of its members as a whole, and they unanimously recommend that all Shareholders vote in favour of these resolutions.

On behalf of the Board

### **Martin Moore**

Chairman

9 April 2021

# Corporate Governance Statement

### Introduction

The Company is a member of the Association of Investment Companies ('the AIC'). The Board has therefore considered the principles and recommendations of the AIC Code of Corporate Governance issued in February 2019 ('the AIC Code') by reference to the AIC Corporate Governance Guide for Investment Companies issued at the same time ('the AIC Guide'). The AIC Code, as explained by the AIC Guide, addresses all the principles and provisions set out in the UK Corporate Governance Code issued by the Financial Reporting Council in July 2018 ('the UK Code'), as well as setting out additional principles and recommendations on issues specific to investment companies. The AIC Code also incorporates a framework of best practice for Guernsey-domiciled member companies.

The Board considers that it is appropriate to report against the principles and recommendations of the AIC Code, and by reference to the AIC Guide (which incorporates the UK Corporate Governance

In September 2011 (amended February 2016), the Guernsey Financial Services Commission issued a Finance Sector Code of Corporate Governance ('the GFSC Code'). As the Company already reports against the AIC Code and the UK Corporate Governance Code it is deemed to meet the requirements of the GFSC Code and has therefore not reported further on its compliance with that code.

Since all the Directors are non-executive, in accordance with the AIC Code and the preamble to the UK Corporate Governance Code, the provisions of the UK Corporate Governance Code on the role of the chief executive and, except in so far as they apply to non-executive Directors, on Directors' remuneration, are not relevant to the Company, and are not reported on further.

Copies of both codes may be found on the respective websites: theaic.co.uk and frc.org.uk

# **AIFMD**

The Company is defined as an Alternative Investment Fund ("AIF") under the AIFMD issued by the European Parliament, and which has been implemented into UK law. This requires that all AIFs must appoint a Depositary and an Alternative Investment Fund Manager ("AIFM"). The Board remains fully responsible for all aspects of the Company's strategy, operations and compliance with regulations. The Manager is the Company's AIFM.

### Articles of incorporation

The Company's articles of incorporation may only be amended by special resolution at general meetings of Shareholders.

### The Board

The Company's Articles of Incorporation require all Directors to retire by rotation at least every three years. However, in accordance with the recommendations of the AIC Code and the UK Corporate Governance Code the Board has agreed that all Directors will retire annually and, if appropriate, seek re-election.

The Board, which is composed solely of independent non-executive Directors, regularly reviews the independence of its members. All the Directors have been assessed by the Board as remaining independent of the Managers and of the Company itself; each remains independent in character and judgement with no relationships or circumstances relating to the Company that are likely to affect that judgement.

The following table sets out the Directors' meeting attendance in 2020.

Directors' attendance in 2020								
	Board	Audit and Risk Committee	Nomination Committee					
No. of meetings	4	3	1	2				
T Clark	4	3	1	2				
M R Moore (1)	4	n/a	1	2				
J Wythe	4	3	1	2				
P Marcuse	4	3	1	2				
L Wilding	4	3	1	2				

In addition to the scheduled meetings detailed above, there were a further 22 ad-hoc Board Meetings held during the year.

Individual Directors may, at the expense of the Company, seek independent professional advice on any matter that concerns them in the furtherance of their duties. The Company maintains appropriate directors' and officers' liability insurance.

The basis on which the Company aims to generate value over the longer term is set out in its objective and investment policy as contained on page 10. A management agreement between the Company and Investment Managers sets out the matters over which the Managers have authority and the limits beyond which Board approval must be sought. All other matters, including investment and dividend policies, corporate strategy, gearing, corporate governance procedures and risk management, are reserved for the approval of the Board of Directors. The Board meets at least quarterly and receives full information on the Company's investment performance, assets, liabilities and other relevant information in advance of Board meetings.

<sup>(1)</sup> M Moore is not a member of the audit and risk committee.

### Conflicts of interest

A company director has a statutory obligation to avoid a situation in which he or she has, or potentially could have, a direct or indirect interest that conflicts with the interests of the company (a "situational conflict"). The Board therefore has procedures in place for the authorisation and review of situational conflicts relating to the Company's Directors.

Other than the formal authorisation of the Directors' other directorships and appointments, no authorisations have been sought. They are reviewed throughout the year at each Board meeting. Aside from situational conflicts, the Directors must also comply with the statutory rules requiring company directors to declare any interest in an actual or proposed transaction or arrangement with the Company. In the year under review there have been no instances of a Director being required to be excluded from a discussion or abstain from voting because of a conflict of interest.

### **Committees**

Throughout the year a number of committees have been in place. Those committees are the Audit and Risk Committee, the Management Engagement Committee and the Nomination Committee. The committees operate within clearly defined terms of reference which are available for inspection upon request at the Company's registered office.

As stated in the Remuneration Report on pages 42 and 43, the full Board determines the level of Directors' fees and accordingly there is no separate Remuneration Committee.

### **Audit and Risk Committee**

The Report of the Audit and Risk Committee is contained on pages 40

# **Management Engagement Committee**

The Management Engagement Committee comprises all the Directors and is chaired by Mr J Wythe.

The Board keeps the appropriateness of the Managers' appointment under review. In doing so the Board reviews performance quarterly and considers the past investment performance of the Company and the capability and resources of the Managers to deliver satisfactory investment performance in the future. It also reviews the fees payable to the Managers together with the standard of the other services provided.

The Directors are pleased with the delivery of asset management initiatives and completion of new lettings that have contributed to the low level of voids. The Directors are also pleased with the high percentage of rent collected in challenging market conditions and with the progress made on ESG matters which are well integrated into the investment process. However, the Directors and the Managers are disappointed with the recent investment performance record of the Company and are working together to deliver improved performance in future.

In 2020, the Directors engaged an external consultant, bfinance, to carry out an extensive review of the appropriateness of the Managers' fees. This included a deep dive into the work performed by the Managers and an analysis of the fees charged by other Managers in the sector. It was concluded that the level of fees charged is competitive. It is therefore the Directors' opinion that the continuing appointment of the Managers on the current terms is in the interests of shareholders.

### **Nomination Committee**

The Nomination Committee comprises all the Directors and is chaired by Mr M Moore. The Board considers that, given its size, it would be unnecessarily burdensome to establish a separate nomination committee which did not include the entire Board and believes that this enables all Directors to be kept fully informed of any issues that arise.

The committee is convened for the purpose of ensuring that plans are in place for orderly succession for appointment to the Board. Appointments to the Board are based on merit, but in considering appointments the Nomination Committee also takes into account the ongoing requirements of the Company and the need to have a balance of skills, experience, independence, diversity, including gender, and knowledge of the Company within the Board.

The Committee is mindful of the recommendations of the Hampton Alexander Review "improving gender balance in FTSE Leadership", in particular the recommendation that a Board should have at least 33 per cent female representation and the Company has complied with this during the year. Whenever there are new appointments, the new Directors receive an induction from the Managers and Company Secretary on joining the Board. All Directors receive other relevant training, collectively or individually, as necessary.

The Committee used an independent recruitment consultant, Fletcher Jones Limited, for the latest Board appointment. The Committee interviewed a number of potential candidates after producing a short list from an extensive long list, provided by Fletcher Jones Limited.

The committee evaluated the balance of skills, experience and knowledge that the candidates could bring to the Board as well as giving consideration to diversity.

The performance of the Board, committees and individual Directors are evaluated annually through an assessment process, led by the Chairman. The performance of the Chairman is evaluated by the other Directors, led by the Senior Independent Director. An independent external Board evaluation is carried out every three years. This was last performed during 2018 by Condign Board Consulting Limited and an external review is being considered for this year.

# **Relations with Shareholders**

The Company proactively seeks the views of its shareholders and places great importance on communication with them. The Board receives regular reports from the Managers and brokers on the views of shareholders, and the Chairman and Senior Independent Director offer to meet with the major shareholder at least annually and make themselves available to meet shareholders when required to discuss any significant issues that have arisen and address shareholder concerns and queries. The Notice of Annual General Meeting to be held on 17 June 2021 is set out on pages 75 to 77. It is hoped that this will provide a forum, both formal and informal, for shareholders to meet and discuss issues with the Directors and Managers of the Company. The Annual Report and Notice of Annual General Meeting are posted to shareholders at least 20 working days before the Annual General Meeting.

On behalf of the Board

### **Martin Moore**

Chairman

9 April 2021

# Report of the Audit and Risk Committee

### Role of the Committee

During the year the Audit and Risk Committee comprised all the Directors except the Chairman of the Board. The Audit and Risk Committee is chaired by Mrs T Clark who is a Chartered Accountant. She qualified in 1985 and was a Senior Audit Manager at KPMG. She held the position as Head of a European Internal Audit for Bank of Bermuda and in 1995 moved to Schroders (C.I.) Limited as financial controller, before being promoted to Chief Executive in 2003.

The duties of the committee include reviewing the Annual and Interim Accounts, the system of internal controls, the viability of the Company and the terms of appointment and remuneration of the auditor, PricewaterhouseCoopers CI LLP ('PwC'), including its independence and objectivity. It is also the forum through which PwC reports to the Board of Directors. The committee meets at least three times a year including at least one meeting with PwC.

The Audit and Risk Committee met on three occasions during the year and the attendance of each of the members is set out on page 38. In the course of its duties, the committee had direct access to PwC, senior members of the Investment Managers' and the Property Managers'. Amongst other things, the Audit and Risk Committee considered and reviewed the following matters and reported thereon to the Board:

- the annual and half-yearly reports and accounts;
- the accounting policies of the Group;
- the principal risks faced by the Company and the effectiveness of the Company's internal control and risk management environment including consolidation of the assumptions underlying the Board's Statement on Viability;
- the effectiveness of the external audit process and the independence and objectivity of PwC, their re-appointment, remuneration and terms of engagement;
- the policy on the engagement of PwC to supply non-audit services and approval of any such changes;
- the implications of proposed new accounting standards and regulatory changes;
- the receipt of Report on Internal Controls in accordance with AAF (01/06) for the period 1 November 2019 to 31 October 2020 from the Managers; and
- whether the Annual Report is fair, balanced and understandable.

### **External Audit Process**

As part of its review of the scope and results of the audit, during the year the Audit and Risk Committee considered and approved PwC's plan for the audit of the financial statements for the year ended 31 December 2020. At the conclusion of the audit, PwC did not highlight any issues to the Audit and Risk Committee which would cause it to qualify its audit report, nor did it highlight any fundamental internal

control weaknesses. PwC issued an unqualified audit report which is included on pages 45 to 50.

### **Non-audit services**

In relation to the provision of non-audit services by the auditor, it has been agreed that all non-audit work to be carried out by the auditor must be approved in advance by the Audit and Risk Committee and any special projects must also be approved in advance. In addition to statutory audit fees of £91,000 (2019: £85,000), PwC received auditrelated fees of £18,000 for the year (2019: £17,000) which related to a review of the interim financial information. The Audit and Risk Committee does not consider that the provision of such audit-related services is a threat to the objectivity and independence of the conduct of the audit.

### Auditor assessment, independence and appointment

As part of the review of auditor independence and effectiveness, PwC have confirmed that they are independent of the Group and have complied with relevant auditing standards. In evaluating PwC, the Audit and Risk Committee has taken into consideration the standing, skills and experience of the firm and the audit team. The Committee assesses the effectiveness of the audit process through the reporting it receives from PwC in respect of both the half year and year end Report and Accounts. The committee is satisfied that PwC has provided effective independent challenge in carrying out its responsibilities.

PwC have been auditor to the Group since the year ended 31 December 2016 following a tender process in November 2015. The current audit engagement partner Evelyn Brady, has now served five years and a new engagement partner will be appointed for the 2021 audit. The Audit and Risk Committee recommends PwC for reappointment at the next Annual General Meeting. PwC's performance will continue to be reviewed annually taking into account all relevant guidance and best practice.

### **Internal Controls and Risk Management**

The Board is responsible for the Company's system of internal control and for reviewing its effectiveness. It has therefore established a process designed to meet the particular needs of the Company in managing the risks to which it is exposed, consistent with the internal control guidance issued by the Financial Reporting Council.

As part of this process, a matrix has been created that identifies the Company's key functions, including those carried out by the Managers and other service providers, and the individual activities undertaken within those functions. From this, the Board has identified the Company's principal risks and the controls employed to manage those risks. The Audit and Risk Committee reviews the risk matrix on a regular basis and reports any issues to the Board.

**Audit and Risk Committee** 

The Board also monitors the investment performance of the Company against its stated objective and comparable companies and reviews the Company's activities since the last Board meeting to ensure that the Managers adhere to the agreed investment policy and approved investment guidelines and, if necessary, approves changes to the quidelines. In addition, the Board receives quarterly reports from the Company Secretary in respect of compliance matters and duties performed on behalf of the Company.

A formal annual review of these procedures is carried out by the Audit and Risk Committee. The Committee has also reviewed the Investment Managers' and Property Managers' Reports on "Internal Controls in accordance with AAF (01/06)" for the period 1 November 2019 to 31 October 2020 that has been prepared for their investment company clients. Containing a report from independent external accountants, the report sets out the Managers' control policies and procedures with respect to the management of their clients' investments. The effectiveness of these controls is monitored by the Managers' group audit committee which receives regular reports from the Managers' audit, risk and compliance department. Procedures are in place to capture and evaluate failings and weaknesses and ensure that action would be taken to remedy any significant issues identified from this monitoring, which would be reported to the Board. No significant failings or weaknesses in respect of the Company were identified in the year under review nor to the date of this report. The depositary provides quarterly reports to the Board and carries out daily independent checks on all cash and investment transactions and is liable for any loss of assets.

The review of procedures detailed above have been in place throughout the year and up to the date of approval of the Annual Report and the Audit and Risk Committee and the Board is

satisfied with their effectiveness. These procedures are designed to manage rather than eliminate risk and, by their nature, can only provide reasonable, but not absolute, assurance against material misstatement or loss.

The Audit and Risk Committee has reviewed the need for an internal audit function. It has decided that the systems and procedures employed by the Managers and the Company Secretary, including their internal audit functions and the work carried out by the Company's external auditor, provide sufficient assurance that a sound system of internal control, which safeguards the Company's assets, is maintained. An internal audit function specific to the Company is therefore considered unnecessary.

### **Committee evaluation**

The activities of the Audit and Risk Committee were considered as part of the Board appraisal process completed in accordance with standard governance arrangements as noted on page 39. A full evaluation was undertaken on the effectiveness, roles and responsibilities of the Committee in accordance with the Financial Reporting Council's current guidance. The evaluation found that the Committee functioned well with the right balance of membership and skills.

### Trudi Clark

Chairman of the Audit and Risk Committee 9 April 2021

# Significant Matters Considered by the Audit and Risk Committee in Relation to the Financial Statements

Matter Action

### Valuation of the Investment Property Portfolio

The Group's property portfolio accounted for 97 per cent of its total assets as at 31 December 2020. Although valued by an independent firm of valuers, CBRE Limited, the valuation of the investment property portfolio is inherently subjective, requiring significant judgement by the valuers. Errors in the valuation could have a material impact on the Company's net asset value. Further information about the property portfolio and inputs to the valuations are set out in note 8 to the accounts.

The Board and Audit and Risk Committee reviewed the outcomes of the valuation process throughout the year and discussed the detail of each of the quarterly valuations with the Managers at Board Meetings. The Managers liaise with the valuers on a regular basis and meet with them prior to the production of each quarterly valuation. The Board was represented at all of the quarterly valuation meetings with CBRE Limited during the year, including the meeting in advance of the production of the year end valuation. In addition, this is the main area of audit focus and, accordingly, the Audit and Risk Committee receives detailed verbal and written reports from PwC on this matter. PwC also attended the year-end valuation meeting.

# **Income Recognition**

Incomplete or inaccurate recognition could have an adverse effect on the Group's net asset value, earnings per share and dividend cover. Rent collection has been challenging as a result of Covid-19.

The Board and the Audit and Risk Committee review the level of rent collection and arrears at both the Audit Committee meetings and many ad-hoc Board meetings. A provision for bad debts has been accrued to reflect those tenants that are greater than three months in arrears with rent.

# **Directors' Remuneration** Report

The Board comprises only non-executive Directors. The Company has no executive Directors or employees. For these reasons, it is not considered appropriate to have a separate Remuneration Committee. The full Board determines the level of Directors' fees. Full details of the Company's policy with regards to Directors' fees, and fees paid during the year ended 31 December 2020, are shown below. No major decisions or substantial changes relating to Directors' remuneration were made during the year.

## **Directors' Remuneration Policy**

The Board considers the level of Directors' fees at least annually. Its policy is that the remuneration of the Directors should reflect the experience of the Board as a whole, the Directors' responsibilities and skills, the time commitment required, and be fair and comparable with that of other similar companies. Furthermore, the level of remuneration should be sufficient to attract and retain the Directors needed to oversee the Company properly and to reflect its specific circumstances. There were no changes to the policy during the year.

The fees for the Directors are determined within the limit set out in the Company's Articles of Incorporation. The present limit is an aggregate of £400,000 per annum and may not be changed without seeking shareholder approval at a general meeting. The fees are fixed and are payable, quarterly in arrears. Directors are not eligible for bonuses, pension benefits, share options, long-term incentive schemes or other benefits.

It is the Board's policy that Directors do not have service contracts, but each new Director is provided with a letter of appointment. The Directors' letters of appointment are available on request at the Company's registered office during business hours and will be available for 15 minutes prior to and during the forthcoming Annual General Meeting.

The terms of Directors' appointments provide that Directors should be subject to election at the first Annual General Meeting after their appointment. However, in accordance with the recommendations of the UK Corporate Governance Code, the Board has agreed that all Directors will retire annually and be subject to re-election at the Annual General Meeting. There is no notice period and no provision for compensation upon early termination of appointment.

The Board has not received any communications from the Company's Shareholders in respect of the levels of Directors' remuneration.

## **Future Policy Report**

The Board reviewed the Director fee levels and agreed to not increase the remuneration for 2021.

Based on the current level of fees, Directors' remuneration for the forthcoming financial year will be as follows:

Annual fees for Board Responsibilities		
	2021 £	2020 £
Chairman	67,000	67,000
Director	41,250	41,250
Senior Independent Director (1)	49,500	49,500
Audit and Risk Committee Chairman (2)	49,500	49,500

<sup>(1)</sup> Director fee plus £8,250 as Senior Independent Director

### Remuneration for the Year

The Directors who served during the year received the following emoluments as fees (audited):

Fees for services to the Company			
	2020 £	2019 £	Anticipated fees 2021 £
C Russell (retired 30 May 2019)	_	27,764	-
T Clark#	49,500	49,500	49,500
M R Moore (retiring 17 June 2021)	67,000	59,519	31,107
J Wythe	41,250	41,250	41,250
P Marcuse*	49,500	45,912	58,875
P Cornell (retired 30 May 2019)	_	17,093	_
D Preston (retired 30 May 2019)	_	17,093	_
L Wilding (appointed 3 June 2019)	41,250	32,584	41,250
Hugh Scott-Barrett (appointed 4 January 2021)^	_	-	45,670
Total	248,500	290,715	267,652

<sup>\*</sup> To be appointed Chairman from 17 June 2021

<sup>(2)</sup> Director fee plus £8,250 as Committee Chairman

<sup>#</sup> Appointed as Chairman of Audit Committee on 25 May 2015

<sup>^</sup> To be appointed Senior Independent Director from 17 June 2021

**Directors' Remuneration Report** 

# **Directors' Shareholdings**

The Directors who held office at the year-end and their interests (all beneficial) in the Ordinary Shares of the Company were as follows:

Directors' share interests						
	2020	2019				
T Clark	56,200	56,200				
M R Moore	40,687	40,687				
P Marcuse	29,753	29,753				
J Wythe	33,466	33,466				
L Wilding	40,000	40,000				

The Board has introduced a policy on Directors owning shares in the Company. It is deemed appropriate for all Directors to hold an investment of at least equivalent to one year's fees at the date of their appointment and Directors should be aiming to achieve this within 18 months of that date.

There have been no changes in the above interests since 31 December 2020.

# **Company Performance**

The Board is responsible for the Company's investment strategy and performance, although the management of the Company's investment portfolio is delegated to the Managers through the investment management agreement, as referred to on page 10.

## **Voting at Annual General Meeting**

At the Company's last Annual General Meeting, held on 30 June 2020, shareholders approved the Annual Report on Directors' Remuneration in respect of the year ended 31 December 2019. 99.78 per cent of votes were in favour of the resolution and 0.22 per cent were against.

An ordinary resolution for the approval of Directors' Remuneration Report will be put to shareholders at the forthcoming Annual General Meeting.

On behalf of the Board

## **Martin Moore**

Chairman

9 April 2021

# Statement of Directors' Responsibilities

The Directors are responsible for preparing the Annual Report and Consolidated Accounts, the Directors' Remuneration report and the financial statements in accordance with applicable law and regulations. They are also responsible for ensuring that the Annual Report includes information required by the Listing Rules and Disclosure Guidance and Transparency Rules of the UK Listing Authority.

Guernsey company law requires the Directors to prepare financial statements for each financial year. Under that law they have elected to prepare the financial statements in accordance with International Financial Reporting Standards as adopted by the EU and applicable

The financial statements are required by law to give a true and fair view of the state of affairs of the Group and of the profit or loss of the Group for that period.

In preparing these financial statements, the Directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Group will continue

The Directors confirm that they have complied with the above requirements in preparing the financial statements.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Group's transactions and disclose with reasonable accuracy at any time the financial position of the Group and enable them to ensure that the financial statements and the Directors' Remuneration Report comply with the Companies (Guernsey) Law, 2008. They have a general responsibility for taking such steps as reasonably open to them to safeguard the assets of the Group and to prevent and detect fraud and other irregularities.

The Directors are also responsible for ensuring that the Group complies with the Listing Rules and the Disclosure Guidance and Transparency Rules of the UK Listing Authority which, with regard to Corporate governance, requires the Group to disclose how it applied the principles and complied with the provisions of the UK Corporate Governance Code applicable to the Group.

The Directors are responsible for the maintenance and integrity of the corporate and financial information included on the Company's website. Legislation in Guernsey governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

# Statement under Disclosures Guidance and **Transparency Rule 4.1.12**

Each of the Directors listed on page 32 confirms to the best of their knowledge that:

- the financial statements, prepared in accordance with International Financial Reporting Standards as adopted by the EU, give a true and fair view of the assets, liabilities, financial position and profit or loss of the Group and the undertakings included in the consolidation taken as a whole and comply with The Companies (Guernsey) Law, 2008; and
- the Strategic Report (comprising the Chairman's Statement, Business Model and Strategy, Principal Risks and Future Prospects, Managers' Review and Property Portfolio) and Directors' Report include a fair review of the development and performance of the business and the position of the Group and the undertakings included in the consolidation taken as a whole, together with a description of the principal risks and uncertainties that they face; and
- the financial statements and Directors' Report include details of related party transactions; and
- the Annual Report and financial statements, taken as a whole, are fair, balanced and understandable and provide the information necessary for shareholders to assess the Group's position and performance, business model and strategy.

On behalf of the Board

### **Martin Moore**

Chairman

9 April 2021

Auditor's Report

# **Independent Auditor's** Report to the Members of BMO Commercial Property Trust Limited

# Report on the audit of the consolidated financial statements

In our opinion, the consolidated financial statements give a true and fair view of the consolidated financial position of BMO Commercial Property Trust Limited (the "company") and its subsidiaries (together the "group") as at 31 December 2020, and of their consolidated financial performance and their consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union and have been properly prepared in accordance with the requirements of The Companies (Guernsey) Law, 2008.

### What we have audited

The group's consolidated financial statements comprise:

- the consolidated balance sheet as at 31 December 2020;
- the consolidated statement of comprehensive income for the year then ended;
- the consolidated statement of changes in equity for the year then ended;
- the consolidated statement of cash flows for the year then ended; and
- the notes to the consolidated financial statements, which include significant accounting policies and other explanatory information.

### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing ("ISAs"). Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the consolidated financial statements section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Independence

We are independent of the group in accordance with the ethical requirements that are relevant to our audit of the consolidated financial statements of the group, as required by the Crown Dependencies' Audit Rules and Guidance. We have fulfilled our other ethical responsibilities in accordance with these requirements.

### Our audit approach

### **Overview**



- Overall group materiality was £12.7 million (2019: £13.7 million) which represents 1% of group total assets.
- Performance materiality: £9.5 million (2019: £10.3 million).

### Audit scope

- Group audit scoping was performed based on total assets held within each of the eight components in the group covering 100% of group total assets. Our audit covers the consolidated financial statements of the group.
- We conducted our audit of the consolidated financial statements based on information provided by the appointed service providers to the group to whom the board of directors has delegated the provision of certain functions, including BMO Investment Business Limited (the "Investment Manager"), BMO REP Asset Management plc (the "Property Manager") and CBRE Limited (the "External Property Valuer" or the "Valuer").
- We conducted our audit work in Guernsey and virtually with teams based in the UK

### **Key audit matters**

- Valuation of Investment Properties as at 31 December 2020.
- Risk of fraud in Revenue Recognition.
- Management's consideration of the potential impact of COVID-19.

### The scope of our audit

As part of designing our audit, we determined materiality and assessed the risks of material misstatement in the consolidated financial statements. In particular, we considered where the directors made subjective judgements; for example, in respect of significant accounting estimates that involved making assumptions and considering future events that are inherently uncertain. As in all of our audits, we also addressed the risk of management override of internal controls, including among other matters, consideration of whether there was evidence of bias that represented a risk of material misstatement due to fraud.

### **Key audit matters**

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters, and any comments we make on the results of our procedures thereon, were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. This is not a complete list of all risks identified by our audit.

### **Key audit matter**

### Valuation of Investment Properties as at 31 December 2020

Please refer to note 1(f) and 8 to the consolidated financial statements The group's Investment Properties comprise retail, office and industrial portfolios and represent the majority of the assets as at 31 December 2020. The valuation of the group's property portfolio is inherently subjective due to, among other factors, the individual nature of each property, its location and the expected future rental income for that particular property. The existence of significant estimation uncertainty, coupled with the fact that only a small percentage difference in individual property valuation

assumptions, when aggregated, could result in material misstatement, is

why we have given specific audit focus and attention to this area.

The valuations of the group's property portfolio were carried out by the third-party valuer CBRE Limited (the "Valuer"). The Valuer was engaged by the group and performed its work in accordance with the RICS Valuation -Global Professional Standards 2017 (known as the "Red Book"). The Valuer used by the group is a well-known chartered surveyor, with experience in the markets in which the group operates.

In determining a property's valuation, the Valuer takes into account property specific current information such as the current tenancy agreements and rental income earned by the property. The Valuer then applies assumptions in relation to capitalisation rates and current market rent and growth, based on available market data and transactions, to arrive at a range of valuation outcomes, from which they derive a point estimate. Due to the unique nature of each property, the assumptions applied take into consideration the individual property characteristics at a tenant level, as well as the qualities of the property as a whole. Comparable market information is available for the group's properties. The group has adopted the assessed values determined by the Valuer, adjusted for lease incentives.

### How our audit addressed the Key audit matter

### Objectivity and experience of the Valuer

We assessed the Valuer's independence, qualifications and expertise and read their terms of engagement with the group to determine whether there were any matters that might have affected their objectivity or may have imposed scope limitations upon their work.

We found no evidence to suggest that the objectivity of the Valuer in their performance of the valuations was compromised.

#### External valuations

We attended the initial valuation meeting between the Valuer and the Investment Manager to observe the process and initial discussions covering key developments in the property portfolio.

We engaged our internal PwC Real Estate team to review the valuation of investment properties as auditor's experts.

Furthermore, we analysed movements between the draft and final valuation figures to determine where there was evidence of undue influence on the Valuer's conclusions for each property.

We read the valuation reports for all properties and discussed the reports with the Valuer. We confirmed that the valuation approach for each property was in accordance with professional valuation standards and suitable for use in determining the fair value of Investment Properties at 31 December 2020.

It was evident from our discussions with management and the Valuer and our work surrounding the valuation reports that close attention had been paid to each property's individual characteristics and its overall quality, geographic location and marketability as a whole.

We reviewed the property specific information supplied to the Valuer by the group, on a sample basis, to test whether it reflected the underlying property records held by the group.

We agreed the value of all investment properties included in the consolidated financial statements to the valuation reports prepared by the Valuer as at 31 December 2020.

### **Assumptions**

Our work over the assumptions encompassed all properties in the portfolio. We engaged our own auditor's valuation expert to critique and challenge the work performed and assumptions used by the Valuer. In particular, we compared the valuation metrics used by the Valuer to recent market activity. We challenged management on significant movements in the valuations.

Due to the subjectivity involved in determining valuations for individual properties and the existence of alternative assumptions and valuation methods, we determined a range of values that were considered reasonable to evaluate the independent property valuations used by management. We determined that the assumptions used in the valuations were supportable in light of available and comparable market evidence.

No matters were identified in relation to the above procedures that impacted our overall opinion.

### **Key audit matter**

### Risk of Fraud in Revenue Recognition

Please refer to note 1(c) to the consolidated financial statements

There exists a risk that management may be incentivised to manipulate reported revenue in order to artificially overstate the yield of the

group to shareholders. This risk is increased in market traded companies due to market pressure to deliver results in line with market expectations.

There are a large number of individual lease agreements held by the group with diverse lease terms. This creates a level of inherent complexity in the calculation of lease incentives which may increase the opportunity of fraud to be committed.

The lease population also includes a number of turnover leases, company voluntary arrangements and lease incentive adjustments which are subject to a higher degree of subjectivity and judgement.

Whilst we rebutted significant risk of fraud in revenue recognition as a significant risk in the prior year audit cycle, due to the uncertainty surrounding the COVID-19 impact on the current market, there is an inherent increase in the risk of fraud in revenue recognition.

The group utilises an administrator, which is under common control with the Investment Manager, and hence this implies reduced inherent segregation within the structure, increasing the opportunity for fraud to occur at the Property Manager and financial reporting level through the posting of manual journal entries.

The Investment Manager, Property Manager or Valuer are not remunerated on a performance basis.

### How our audit addressed the key audit matter

### Substantive testing

We obtained a sample of lease agreements and agreed that the associated revenue recognised in the consolidated financial statements was consistent with the contractual terms therein. An assessment was

reperformed of the accuracy of rent straight-lining calculations resulting from rent free periods and other lease incentives.

We selected a sample of turnover leases and tested the mathematical accuracy of the rental calculation. We also agreed the tenant turnover to independently verified financial information. We performed testing over vacant leases as at year end by agreeing the vacant properties on the tenancy schedule to supporting documents with no significant differences noted.

We tested a sample of rental income from tenants that have entered into company voluntary arrangements during the year.

We tested manual journal entries made in the preparation of the consolidated financial statements at year end and manual journals to revenue nominal accounts throughout the year by agreeing them to

supporting documentation to check the accuracy and validity of the journal entry. We performed procedures over cash out flows and expenses during the year to test that service providers are not receiving remuneration other than per agreed terms, therefore reducing the incentive to commit fraud in the revenue recognition process.

Our work did not indicate the existence of management bias of material misstatement due to fraud in revenue recognition.

### Management's consideration of the potential impact of COVID-19

Please refer to the Chairman's Statement, the Principal Risks and Uncertainties section of the Strategic Report and the Report of the Audit and Risk Committee.

Management and the board have considered the potential impact of the non-adjusting post balance sheet events that have been caused by the pandemic, COVID-19, on the current and future operations of the group. In doing so, management have made estimates and judgements that are critical to the outcomes of these considerations with a particular focus on the group's ability to continue as a going concern for a period of at least 12 months from the date of approval of these financial statements.

As a result of the impact of COVID-19 on the wider financial markets and the company's share price, we have determined management's consideration of the potential impact of COVID-19 (including their associated estimates and judgements) to be a key audit matter.

In assessing management's consideration of the potential impact of COVID-19, we have undertaken the following audit procedures:

We obtained from management their latest assessments that support the board's assessment and conclusions with respect to the statements of going concern and viability respectively.

We discussed with management and the board the critical estimates and judgements applied in their latest assessments so we could understand and challenge the rationale underlying factors incorporated and the sensitivities applied as a result of COVID-19.

We inspected the impact assessments provided to evaluate their consistency with our understanding of the operations of the group, the investment properties and with any market commentary already made by the Investment Manager.

We reviewed the impact assessment stress testing to confirm that both management and the board have considered adverse circumstances in their assessment of the potential impact of COVID-19 on the group.

In discussing, challenging and evaluating the estimates and judgments made by management and the board in their impact assessments, we noted the following factors that were considered to be fundamental in their consideration of the potential impact of COVID-19 on the current and future operations of the group and which support the statements of going concern and viability respectively:

- The group holds approximately £34.9 million of cash and cash equivalents as at the year end.
- The board has taken the decision to pay a reduced dividend in order to manage cash flows.
- Management are monitoring the debt covenants closely and the group is not currently in breach of any covenants.
- The modelling performed by management is based on a range of scenarios which include reductions in rental income, these models have been evaluated by the board.

Key audit matter	How our audit addressed the key audit matter				
ey audit matter	<ul> <li>Management and the board have analysed and are satisfied with the business continuity plans of all key service providers as part of their COVID-19 operational resilience review.</li> </ul>				
	We considered the appropriateness of the disclosures made by management and the board in respect of the potential impact of COVID-19, a non-adjusting post balance sheet event.				
	Based on our procedures and the information available at the time of the directors' approval of the financial statements, we have not identified any matters to report with respect to both management's and the board's consideration of the impact of COVID-19 on the current and future operations of the group.				

### How we tailored the audit scope

We tailored the scope of our audit to ensure that we performed enough work to be able to give an opinion on the consolidated financial statements as a whole, taking into account the structure of the group, the accounting processes and controls, and the industry in which the group operates.

Our understanding of the controls environment was informed by our review of the Report on Internal Controls available on the Property Manager as well as our enquiries over controls during the audit, however our approach remained predominantly substantive in nature. The company is domiciled in Guernsey and the financial statements are a consolidation of the parent company and its subsidiaries. The group holds investment property through its subsidiaries in England and Scotland. The scope of our audit opinion covers the consolidated financial statements of the group.

We engaged our internal PwC Real Estate team to review the valuation of investment properties as auditor's experts. Our findings are documented in the Key Audit Matter "Valuation of Investment Properties as at 31 December 2020".

### Materiality

The scope of our audit was influenced by our application of materiality. We set certain quantitative thresholds for materiality. These, together with qualitative considerations, helped us to determine the scope of our audit and the nature, timing and extent of our audit procedures on the individual financial statement line items and disclosures and in evaluating the effect of misstatements, both individually and in aggregate on the consolidated financial statements as a whole.

Based on our professional judgement, we determined materiality for the consolidated financial statements as a whole as follows:

Overall group materiality	£12.7 million (2019: £13.7million)
How we determined it	1% of group total assets
Rationale for the materiality benchmark	We believe that total assets is the primary measure used by the shareholders in assessing the performance of the group. We did not apply a separate specific materiality to the statement of comprehensive income. We believe our overall materiality was of a level sufficient to address the risk of material misstatement in the consolidated statement of comprehensive income.

We use performance materiality to reduce to an appropriately low level the probability that the aggregate of uncorrected and undetected misstatements exceeds overall materiality. Specifically, we use performance materiality in determining the scope of our audit and the nature and extent of our testing of account balances, classes of transactions and disclosures, for example in determining sample sizes. Our performance materiality was 75% of overall materiality, amounting to £9.5 million for the group financial statements.

In determining the performance materiality, we considered a number of factors – the history of misstatements, risk assessment and aggregation risk and the effectiveness of controls - and concluded that an amount at the upper end of our normal range was appropriate.

We agreed with the Audit Committee that we would report to them misstatements identified during our audit above £0.6million as well as misstatements below that amount that, in our view, warranted reporting for qualitative reasons.

# Reporting on other information

The directors are responsible for the other information. The other information comprises all the information included in the Annual Report and Consolidated Accounts 2020 (the "Annual Report") but does not include the consolidated financial statements and our auditor's report thereon.

Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report based on these responsibilities.

Auditor's Report

# Responsibilities for the financial statements and the audit

### Responsibilities of the directors for the consolidated financial statements

As explained more fully in the Statement of Directors' Responsibilities, the directors are responsible for the preparation of the consolidated financial statements that give a true and fair view in accordance with International Financial Reporting Standards as adopted by the European Union, the requirements of Guernsey law and for such internal control as the directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, the directors are responsible for assessing the group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the group or to cease operations, or have no realistic alternative but to do so.

# Auditor's responsibilities for the audit of the consolidated financial statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

Our audit testing might include testing complete populations of certain transactions and balances, possibly using data auditing techniques. However, it typically involves selecting a limited number of items for testing, rather than testing complete populations. We will often seek to target particular items for testing based on their size or risk characteristics. In other cases, we will use audit sampling to enable us to draw a conclusion about the population from which the sample is selected.

As part of an audit in accordance with ISAs, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the
- a material uncertainty exists related to events or conditions that may cast significant doubt on the group's ability to continue as a going concern over a period of at least twelve months from the date of approval of the financial statements. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

### Use of this report

This report, including the opinions, has been prepared for and only for the members as a body in accordance with Section 262 of The Companies (Guernsey) Law, 2008 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

# Report on other legal and regulatory requirements

### **Company Law exception reporting**

Under The Companies (Guernsey) Law, 2008 we are required to report to you if, in our opinion:

- we have not received all the information and explanations we require for our audit;
- proper accounting records have not been kept; or
- the consolidated financial statements are not in agreement with the accounting records.

We have no exceptions to report arising from this responsibility.

### Corporate governance statement

The Listing Rules require us to review the directors' statements in relation to going concern, longer-term viability and that part of the corporate governance statement relating to the company's compliance with the provisions of the UK Corporate Governance Code specified for our review. Our additional responsibilities with respect to the corporate governance statement as other information are described in the Reporting on other information section of this report.

The company has reported compliance against the 2019 AIC Code of Corporate Governance (the "Code") which has been endorsed by the UK Financial Reporting Council as being consistent with the UK Corporate Governance Code for the purposes of meeting the company's obligations, as an investment company, under the Listing Rules of the FCA.

Based on the work undertaken as part of our audit, we have concluded that each of the following elements of the corporate governance statement, included within the Corporate Governance Statement is materially consistent with the consolidated financial statements and our knowledge obtained during the audit, and we have nothing material to add or draw attention to in relation to:

- The directors' confirmation that they have carried out a robust assessment of the emerging and principal risks;
- The disclosures in the Annual Report that describe those principal risks, what procedures are in place to identify emerging risks and an explanation of how these are being managed or mitigated;
- The directors' statement in the financial statements about whether they considered it appropriate to adopt the going concern basis of accounting in preparing them, and their identification of any material uncertainties to the group's ability to continue to do so over a period of at least twelve months from the date of approval of the financial statements;
- The directors' explanation as to their assessment of the group's prospects, the period this assessment covers and why the period is appropriate; and
- The directors' statement as to whether they have a reasonable expectation that the company will be able to continue in operation and meet its liabilities as they fall due over the period of its assessment, including any related disclosures drawing attention to any necessary qualifications or

Our review of the directors' statement regarding the longer-term viability of the group was substantially less in scope than an audit and only consisted of making inquiries and considering the directors' process supporting their statements; checking that the statements are in alignment with the relevant provisions of the Code; and considering whether the statement is consistent with the consolidated financial statements and our knowledge and understanding of the group and its environment obtained in the course of the audit.

In addition, based on the work undertaken as part of our audit, we have concluded that each of the following elements of the corporate governance statement is materially consistent with the financial statements and our knowledge obtained during the audit:

- The directors' statement that they consider the Annual Report, taken as a whole, is fair, balanced and understandable, and provides the information necessary for the members to assess the group's position, performance, business model and strategy;
- The section of the Annual Report that describes the review of effectiveness of risk management and internal control systems; and
- The section describing the work of the Audit and Risk Committee.

We have nothing to report in respect of our responsibility to report when the directors' statement relating to the company's compliance with the Code does not properly disclose a departure from a relevant provision of the Code specified under the Listing Rules for review by the auditors.

### **Evelyn Brady**

For and on behalf of PricewaterhouseCoopers CI LLP Chartered Accountants Recognised Auditor Guernsey, Channel Islands 9 April 2021

- The maintenance and integrity of the BMO Commercial Property Trust Limited website is the responsibility of the directors; the work carried out by the auditors does not involve consideration of these matters and, accordingly, the auditors accept no responsibility for any changes that may have occurred to the financial statements since they were initially presented on the website.
- Legislation in Guernsey governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

**Income Statement** 

# Consolidated Statement of **Comprehensive Income**

for the year ended 31 December		
	2020 £'000	2019 £′000
Revenue		
Rental Income	65,273	64,380
Total revenue	65,273	64,380
(Losses)/gains on investment properties	4	(
3 Unrealised losses on revaluation of investment properties	(121,306)	(63,045)
(Loss)/gains on sale of investment properties realised	(22)	1,321
Total (loss) / income	(56,055)	2,656
Expenditure		
2 Investment management fee	(6,692)	(7,446)
3 Other expenses	(9,448)	(5,877)
Total expenditure	(16,140)	(13,323)
Operating loss before finance costs and taxation	(72,195)	(10,667)
Net finance costs		
Interest receivable	49	42
Finance costs	(11,210)	(10,916)
	(11,161)	(10,874)
Loss before taxation	(83,356)	(21,541)
5 Taxation	(890)	(934)
Loss for the year	(84,246)	(22,475)
Other comprehensive income		
Items that are or may be reclassified subsequently to profit or loss		
2 Movement in fair value of effective interest rate swaps	(20)	(319)
Total comprehensive loss for the year, net of tax	(84,266)	(22,794)
6 Basic and diluted earnings per share	(10.5)p	(2.8)p

All of the profit and total comprehensive income for the year is attributable to the owners of the Group. All items in the above statement derive from continuing operations.

# Consolidated Balance Sheet

	as at 31 December		
Notes		2020 £'000	2019 £′000
ž	Non-current assets	1 000	1 000
8	Investment properties	1,205,293	1,314,973
	Trade and other receivables	20,593	20,816
		1,225,886	1,335,789
	Current assets	, ,	
8	Investment properties held for sale	_	5,235
	Trade and other receivables	11,589	7,561
	Taxation receivable	134	112
10	Cash and cash equivalents	34,896	25,894
		46,619	38,802
	Total assets	1,272,505	1,374,591
	Current liabilities		
11	Trade and other payables	(22,644)	(17,197)
		(22,644)	(17,197)
	Non-current liabilities		
11	Trade and other payables	(1,677)	(2,119)
12	Interest-bearing loans	(308,303)	(308,366)
12	Interest rate swap	(237)	(217)
		(310,217)	(310,702)
	Total liabilities	(332,861)	(327,899)
	Net assets	939,644	1,046,692
	Represented by:		
13	Share capital	7,994	7,994
	Special reserve	589,593	589,593
	Capital reserve – investments sold	(16,720)	(20,725)
	Capital reserve – investments held	245,613	370,946
	Hedging reserve	(237)	(217)
	Revenue reserve	113,401	99,101
	Equity shareholders' funds	939,644	1,046,692
14	Net asset value per share	117.5p	130.9р

The accounts on pages 51 to 73 were approved by the Board of Directors on 9 April 2021 and signed on its behalf by:

M Moore, Director

Statement of Changes in Equity

# Consolidated Statement of **Changes in Equity**

	for the year ended 31 December 2020							
		Chara	Coosial	Capital Reserve –	Capital Reserve –	Hadaina	Dayanya	
		Share Capital	Special Reserve	Investments Sold	Investments Held	Hedging Reserve	Revenue Reserve	Total
Notes		£'000	£'000	£'000	£'000	£'000	£'000	£'000
Z								
	At 1 January 2020	7,994	589,593	(20,725)	370,946	(217)	99,101	1,046,692
	Total comprehensive income for the year	·						
	Loss for the year	-	_	_	-	-	(84,246)	(84,246)
12	Movement in fair value of interest rate swap	-	_	-	-	(20)	-	(20)
8	Transfer in respect of unrealised losses on investment properties	-	-	-	(121,306)	-	121,306	_
	Losses on sale of investment properties realised	-	-	(22)	-	-	22	_
8	Transfer of prior years' revaluations to realised reserve		-	4,027	(4,027)	-	-	
	Total comprehensive income for the year	-	-	4,005	(125,333)	(20)	37,082	(84,266)
	Transactions with owners of the Company recognised directly in equity							
7	Dividends paid	_	-	-	_	-	(22,782)	(22,782)
	At 31 December 2020	7,994	589,593	(16,720)	245,613	(237)	113,401	939,644

	for the year ended 31 December 2019							
Notes		Share Capital £'000	Special Reserve £'000	Capital Reserve – Investments Sold £'000	Capital Reserve – Investments Held £'000	Hedging Reserve £'000	Revenue Reserve £'000	Total £′000
	At 1 January 2019	7,994	589,593	1,708	410,237	102	107,814	1,117,448
8 8	Total comprehensive income for the year Loss for the year Movement in fair value of interest rate swap Transfer in respect of unrealised losses on investment properties Gains on sale of investment properties realised Transfer of prior years' revaluations to realised reserve	- - - -	- - - -	- - 1,321 (23,754)	- (63,045) - 23,754	- (319) - - -	(22,475) - 63,045 (1,321) -	(22,475) (319) - - -
	Total comprehensive income for the year	-	-	(22,433)	(39,291)	(319)	39,249	(22,794)
7	Transactions with owners of the Company recognised directly in equity Dividends paid	-	-	-	-	-	(47,962)	(47,962)
	At 31 December 2019	7,994	589,593	(20,725)	370,946	(217)	99,101	1,046,692

# Consolidated Statement of **Cash Flows**

for the year ended 31 December		
Notes Translation of the Property of the Prope	2020 £'000	2019 £′000
Cash flows from operating activities Loss for the year before taxation Adjustments for:	(83,356)	(21,541)
Finance costs Interest receivable  Unrealised losses on revaluation of investment properties Losses/(gains) on sale of investment properties realised Increase in operating trade and other receivables Increase in operating trade and other payables	11,210 (49) 121,306 22 (3,972) 5,087	10,916 (42) 63,045 (1,321) (2,617) 1,307
Cash generated from operations	50,248	49,747
Interest received Interest and bank fees paid Taxation paid	(10,528) (890)	42 (10,549) (2,076)
Net cash inflow from operating activities	38,879	37,164
Cash flows from investing activities  8 Sale of investment properties  8 Capital expenditure on investment properties  Not cash (outflow)/inflow from investing activities	5,585 (12,080)	34,428 (7,863)
Net cash (outflow)/inflow from investing activities	(6,495)	26,565
Cash flows from financing activities 7 Dividends paid 12 Issue costs for Barclays £100m loan facility extension	(22,782) (600)	(47,962) -
Net cash outflow from financing activities	(23,382)	(47,962)
Net increase in cash and cash equivalents Opening cash and cash equivalents	9,002 25,894	15,767 10,127
Closing cash and cash equivalents	34,896	25,894

Notes to the Accounts

# **Notes** to the Accounts

### **Accounting policies**

A summary of the principal accounting policies, all of which have been applied consistently throughout the year, is set out below.

### (a) Basis of accounting

### (i) Statement of compliance

The consolidated accounts have been prepared and approved in accordance with International Financial Reporting Standards as adopted by the EU ('IFRS'), interpretations issued by the International Financial Reporting Standards Committee, applicable legal and regulatory requirements of the Companies (Guernsey) Law, 2008 and the Listing Rules of the UK Listing Authority. The consolidated accounts give a true and fair view and are also in compliance with the Companies (Guernsey) Law, 2008.

Where presentational quidance set out in the Statement of Recommended Practice ('SORP') for investment trust companies issued by the Association of Investment Companies ('AIC') in October 2019 is consistent with the requirements of IFRS, the Directors have sought to prepare the financial statements on a basis compliant with the recommendations of the SORP.

### (ii) Basis of preparation

The consolidated accounts have been prepared on a going concern basis and adopt the historical cost basis, except for investment property and derivative financial instruments that have been measured at fair value.

The notes and financial statements are presented in pounds sterling (being the functional currency of the Company and presentation currency for the Company and the Group) and are rounded to the nearest thousand except where otherwise indicated.

### (iii) Critical accounting estimates and judgements

Estimates and judgments are continually evaluated and are based on historical experience as adjusted for current market conditions and other factors.

Critical accounting estimates and assumptions

Management makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are outlined below.

### Investment Properties

The fair value of investment properties is determined by using valuation techniques. For further details of the estimates and assumptions made, see note 1(f) and 8 and further information on Board procedures is contained in the Report of the Audit and Risk Committee.

The Group uses external professional valuers to determine the relevant amounts.

Critical judgements in applying the Group's accounting policies

## Business combinations

When the Group acquires subsidiaries that own real estate, and at the time of acquisition, the Group considers whether each acquisition represents an acquisition of a business or an acquisition of an asset. The Group accounts for an acquisition as a business combination where an integrated set of activities is acquired together with the property. More specifically, the following criteria, which indicate the acquisition of a business, are considered: the number of properties acquired, the extent to which strategic management processes and operational processes are acquired and the complexity of the processes acquired.

When the acquisition of subsidiaries does not represent a business, it is accounted for as an acquisition of a group of assets and liabilities. The cost of the acquisition is allocated to the assets and liabilities acquired based upon their relative fair values, and no goodwill or deferred tax is recognised.

Non-controlling interests, if any, participate at their relative share of the fair value of the net identifiable assets on the acquisition date. Directly attributable costs are recognised as part of the acquisition cost.

Business combinations are accounted for using the acquisition method. The acquisition is recognised at the aggregate of the consideration transferred, measured at acquisition date fair value and the amount of any non-controlling interest in the acquiree.

For each business combination, the acquirer measures the non-controlling interest in the acquiree either at fair value or at the proportionate share of the acquiree's identifiable net assets. Acquisition-related costs are expensed as incurred.

### **Accounting policies (continued)**

### (a) Basis of accounting (continued)

When the Group acquires a business, it assesses the financial assets and liabilities assumed for appropriate classification and designation in accordance with contractual terms, economic circumstances and pertinent conditions at the acquisition date. This includes the separation of embedded derivatives in host contracts by the acquiree.

If the business combination is achieved in stages, the previously held equity interest is remeasured at its acquisition date fair value and any resulting gain or loss is recognised in profit or loss.

Any contingent consideration to be transferred by the Group will be recognised at fair value at the acquisition date. All contingent consideration arrangements classified as assets or liabilities arising from a business combination should be subsequently measured at fair value through profit or loss whether or not they fall within the scope of IFRS 9. Contingent consideration that is classified as equity is not remeasured and subsequent settlement is accounted for within equity

### (iv) Going concern

After making enquiries, and bearing in mind the nature of the Group's business and assets, the Directors consider that the Group has adequate resources to continue in operational existence for the next twelve months. In assessing the going concern basis of accounting the Directors have had regard to the guidance issued by the Financial Reporting Council. They have considered the current cash position of the Group, forecast rental income and other forecast cash flows. Based on this information the Directors believe that the Group has the ability to meet its financial obligations as they fall due for the foreseeable future, which is considered to be for a period of at least twelve months from the date of approval of the accounts. For this reason, they continue to adopt the going concern basis in preparing the accounts.

### (v) Changes in accounting policies

The accounting policies adopted are consistent with those of the previous financial year, except that the following new standards have been adopted in the current year:

Amendments to IFRS3, Business Combinations

The new standard listed above did not have any impact on the amounts and are not expected to significantly affect futures periods.

### (vi) New standards and interpretations not yet adopted

A number of new standards and amendments to standards and interpretations are effective for annual periods beginning on or after 1 January 2021, and have not been applied in preparing these consolidated financial statements. None of these is expected to have a significant effect on the consolidated financial statements of the Group, except the following set out below:

- Interest Rate Benchmark Reform Phase 2
- Onerous Contracts Cost of Fulfilling a Contract (Amendments to IAS 37)
- Annual Improvements to IFRS Standards 2018-2020

There are no other IFRS's or IFRIC interpretations that are not yet effective that would be expected to have a material impact on the Group.

### (b) Basis of consolidation

The consolidated financial statements comprise the financial statements of the Company and all of its subsidiaries drawn up to 31 December each year. Subsidiaries are those entities, including special purpose entities, controlled by the Company. An investor controls an investee when it is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases.

### Revenue recognition

Rental income, excluding VAT, arising on investment properties is accounted for in the Consolidated Statement of Comprehensive Income on a straight-line basis over the lease term of ongoing leases. Lease incentives granted are recognised as an integral part of the total rental income.

Surrender premiums received by the Group following the break of a lease are recognised in the Consolidated Statement of Comprehensive Income to the extent that there are no obligations directly related to that surrender.

Distribution income received from any indirect property fund is recognised on the date the Group becomes entitled to the distribution and recorded separately from any unrealised or realised gains or losses on revaluation of indirect property funds.

Interest income is accounted for on an accruals basis.

The Directors have not presented a separate column for revenue and capital on the Consolidated Statement of Comprehensive Income as recommended in the SORP as this is not required under IFRS and the directors do not deem this information to be material to the reader.

Expenses are accounted for on an accruals basis. The Group's investment management and administration fees, finance costs and all other expenses are charged to the Consolidated Statement of Comprehensive Income.

# **Accounting policies (continued)**

### (e) Taxation

The tax expense represents the sum of the tax currently payable and deferred tax.

The tax currently payable is based on taxable profit for the year. Taxable profit differs from profit before taxation reported in the Consolidated Statement of Comprehensive Income because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The Group's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the balance sheet date.

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amounts of assets and liabilities in the consolidated financial statements and the corresponding tax bases used in the computation of taxable profit, and is accounted for using the balance sheet liability method. Deferred tax liabilities are recognised for all taxable temporary differences and deferred tax assets are recognised to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilised.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered. Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised. Deferred tax is charged or credited in the Consolidated Statement of Comprehensive Income, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt within equity.

# Entry to UK-REIT Regime

The Group's conversion to UK-REIT status was effective from 3 June 2019. The Group's rental profits arising from both income and capital gains are exempt from UK corporation tax from that date, subject to the Group's continuing compliance with the UK REIT rules.

Within the UK REIT regime, corporation tax will be incurred by the Company if it makes a distribution to a Substantial Shareholder unless the Company has taken reasonable steps to avoid such a distribution being paid. Shareholders should note that this restriction only applies to Shareholders that are companies or other bodies corporate and to certain entities which are deemed to be corporate bodies. It does not apply to nominees.

Under the UK REIT regime a Substantial Shareholder is defined as a holder of excessive rights in a company (or other body corporate) which, either directly or indirectly (i) is beneficially entitled to 10 per cent or more of the company's dividends; (ii) is beneficially entitled to 10 per cent or more of a company's share capital; or (iii) controls 10 per cent or more of the voting rights in a company. The background to the charge recognises that in certain circumstances such shareholders resident in jurisdictions with particular double tax agreements with the UK can reclaim all or part of the UK income tax payable by them on the dividend.

A tax charge may be imposed only if a REIT pays a dividend in respect of a Substantial Shareholding and the dividends are paid to a person who is a Substantial Shareholder. The charge is not triggered merely because a shareholder has a stake in the company of 10 per cent or more. The amount of the tax charge is calculated by reference to the total dividend that is paid to the Substantial Shareholder and is not restricted to the excess over 10 per cent.

The Company has agreed, notwithstanding the fact that the UK REIT regime has deemed the Aviva Group to be a Substantial Shareholder, that it will continue to make distributions to such Shareholder provided that it holds no more than 21 per cent of the issued share capital of the Company at the time of the relevant distribution (or such lower number of Ordinary Shares as the Aviva Group may hold in the future).

### (f) Investment properties

Investment properties consist of land and buildings held to earn rental income together with the potential for capital and income growth.

Investment properties are initially recognised at cost, being the fair value of consideration given, including associated transaction costs. Any subsequent capital expenditure incurred in improving investment properties is capitalised in the year during which the expenditure is incurred and included within the book cost of the properties.

After initial recognition, investment properties are measured at fair value, with unrealised gains and losses recognised in the Consolidated Statement of Comprehensive Income and transferred to the Capital Reserve - Investments Held. Fair value is based on valuations provided by Property Valuers, at the balance sheet date using recognised valuation techniques. In some cases, the fair values are determined based on recent real estate transactions with similar characteristics and location to those of the Group's assets. For the purposes of these financial statements, in order to prevent double accounting, the assessed fair value provided by Property Valuers is reduced by the carrying amount of any accrued income resulting from the spreading of lease incentives and/or minimum lease payments.

The determination of the fair value of investment properties requires the use of estimates such as future cash flows from assets (such as lettings, tenants' profiles, future revenue streams, capital values of fixtures and fittings, plant and machinery, any environmental matters and the overall repair and condition of the property) and discount rates applicable to those assets. These estimates are based on local market conditions existing at the balance sheet date.

### 1. Accounting policies (continued)

### (f) Investment properties (continued)

Techniques used for valuing investment properties

- The Traditional Method converts anticipated future cash flow benefits in the form of rental income into present value. This approach requires careful estimation of future benefits and application of investor yield or return requirements. One approach to value the property on this basis is to capitalise net rental income on the basis of an Initial Yield, generally referred to as the 'All Risks Yield' approach or 'Net Initial Yield' approach.
- The Discounted Cash Flow Method involves the projection of a series of periodic cash flows either to an operating property or a development property. To this projected cash flow series, an appropriate market-derived discount rate is applied to establish an indication of the present value of the income stream associated with the property. The calculated periodic cash flow is typically estimated as gross income less vacancy and collection losses and operating expenses/outgoings. A series of periodic net operating incomes, along with an estimate of the reversion/terminal/exit value (which uses the traditional valuation approach) anticipated at the end of the projection period, are discounted to present value. The aggregate of the net present values equals the market value of the property and deductions for purchase costs.
- The Comparison Method uses data from recent market transactions and is mainly used for the fair value calculation of residential properties.

The fair value of investment properties is measured based on each property's highest and best use from a market participant's perspective and considers the potential uses of the property that are physically possible, legally permissible and financially feasible.

Investment properties held under finance leases and leased out under operating leases are classified as investment properties and stated at fair value.

On derecognition, realised gains and losses on disposals of investment properties are recognised in the Consolidated Statement of Comprehensive Income and transferred to the Capital Reserve - Investments Sold.

Recognition and derecognition occurs on the completion of a sale between a willing buyer and a willing seller.

Any investment properties on which contracts for sale have been exchanged but which had not completed at the year end are disclosed as properties held for sale and stated at fair value less selling costs.

### (q) Investments

Investment of indirect property funds are recognised and derecognised on the trade date where a purchase or sale is under a contract whose terms require delivery within the timeframe established by the market concerned, and are initially measured at fair value. After initial recognition, investment of indirect property funds are measured at fair value, with unrealised gains and losses recognised in the Consolidated Statement of Comprehensive Income and transferred to the Capital Reserve - Investments Held.

Financial assets designated as at fair value through the Consolidated Statement of Comprehensive Income are measured at subsequent reporting dates at fair value, which is either the bid price or the last traded price, depending on the convention of the exchange on which the investment is quoted. Unlisted indirect property funds fair value is determined based on the criteria set out in IFRS 9.

On derecognition, realised gains and losses on disposals of investment of indirect property funds are recognised in the Consolidated Statement of Comprehensive Income and transferred to the Capital Reserve - Investment Sold.

### (h) Fair value measurement

Assets and liabilities within the hierarchy designated as fair value through profit or loss are measured at subsequent reporting dates at fair value. Accounting standards recognise a hierarchy of fair value measurements for assets and liabilities within the hierarchy which gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3).

The classification within the hierarchy depends on the lowest significant applicable input, as follows:

Level 1 - Unadjusted, fully accessible and current quoted prices in active markets for identical assets or liabilities. Examples of such instruments would be investments listed or quoted on any recognised stock exchange.

Level 2 - Quoted prices for similar assets or liabilities, or other directly or indirectly observable inputs which exist for the duration of the period of investment. Examples of such instruments would be those for which the quoted price has been suspended, forward exchange contracts and certain other derivative instruments. The interest rate swap entered into hedge the interest on the £50 million bank loan and the forward interest rate swap are included in Level 2.

Level 3 - External inputs are unobservable. Value is the Directors' best estimate, based on advice from relevant knowledgeable experts, use of recognised valuation techniques and on assumptions as to what inputs other market participants would apply in pricing the same or similar instrument. All investments in direct property are included in Level 3.

The Group measures financial instruments at fair value at each balance sheet date. Fair values of financial instruments measured at amortised cost, if any, are disclosed in note 12. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

Notes to the Accounts

### 1. Accounting policies (continued)

### **Derivative financial instruments**

The Group uses derivative financial instruments to hedge its risk associated with interest rate fluctuations. The Group's policy is not to trade in derivative instruments.

Derivative instruments are initially recognised in the Consolidated Balance Sheet at their fair value. Fair value is determined by a model using market values for similar instruments. Transaction costs are expensed immediately.

Gains or losses arising on the fair value of effective cash flow hedges in the form of derivative instruments are taken directly to Other Comprehensive Income. The gains or losses relating to the ineffective position are recognised in operating profit in the Consolidated Statement of Comprehensive Income.

On maturity or early redemption, the unrealised gains or losses arising from effective cash flow hedges in the form of derivative instruments, initially recognised in Other Comprehensive Income, are reclassified to profit or loss.

The Group considers that its interest rate swaps qualify for hedge accounting when the following criteria are satisfied:

- The instruments must be related to an asset or liability;
- They must change the character of the interest rate by converting a variable rate to a fixed rate or vice versa;
- They must match the principal amounts and maturity dates of the hedged items; and
- As cash-flow hedges the forecast transactions (incurring interest payable on the bank loans) that are subject to the hedges must be highly probable and must present an exposure to variations in cash flows that could ultimately affect the profit or loss. The effectiveness of the hedges must be capable of reliable measurement and must be assessed as highly effective on an ongoing basis throughout the financial reporting periods for which the hedges were designated.

# (i) Cash and cash equivalents

Cash in banks and short-term deposits are carried at cost. Cash and cash equivalents consist of cash in hand and short-term deposits in banks with an original maturity of three months or less.

### (k) Trade and other receivables

Trade receivables, which are generally due for settlement at the relevant quarter end, are recognised and carried at the original invoice amount less an allowance for any uncollectable amounts. The Group applies the IFRS 9 simplified approach to measuring expected credit losses, which uses a lifetime expected impairment provision for all applicable trade receivables.

Reverse lease premia and other capital incentives paid to tenants are recognised as current and non-current assets and amortised over the period from the date of lease commencement to the earliest termination date.

### (I) Trade and other payables

Rental income received in advance represents the pro-rated rental income invoiced before the year-end that relates to the period post the year-end. VAT payable is the difference between output and input VAT at the year-end. Other payables are accounted for on an accruals basis and include amounts which are due for settlement by the Group as at the year-end and are generally carried at the original invoice amount. An estimate is made for any services incurred at the year-end but for which no invoice has been received.

### (m) Interest-bearing loans

All loans are initially recognised at cost, being fair value of the consideration received, net of arrangement costs associated with the borrowings. After initial recognition, all interest-bearing loans are subsequently measured at amortised cost using the effective interest method. Amortised cost is calculated by taking into account any loan arrangement costs and any discount or premium on settlement.

## (n) Segmental information

The Board has considered the requirement of IFRS 8 'operating segments'. The Board is of the view that the Group is engaged in a single segment of business, being property investment and in one geographical area, the United Kingdom.

### (o) Reserves

### Share capital

Under the Company's Articles of Incorporation, the Company may issue an unlimited number of Ordinary Shares. Subject to the solvency test contained in the Companies (Guernsey) Law, 2008 being satisfied, ordinary shareholders are entitled to all dividends declared by the Company and to all of the Company's assets after repayment of its borrowings and ordinary creditors. Ordinary shareholders have the right to vote at meetings of the Company. All Ordinary Shares carry equal voting rights.

### Special reserve

The Special Reserve is a distributable reserve to be used for all purposes permitted under Guernsey Law, including the buy back of shares and payment of dividends.

The surplus of net proceeds received from the issue of Ordinary Shares over the nominal value of such shares, is credited to this account subsequent to its initial recognition in the Share Capital account.

### **Accounting policies (continued)**

### (o) Reserves (continued)

### Capital reserve - investments sold

The following are accounted for in this reserve:

- gains and losses on the disposal of investments in indirect property funds and investment properties, including the transfer of any unrealised gains or losses now realised which were previously recognised through 'Capital Reserve - Investments Held.

### Capital reserve – investments held

The following are accounted for in this reserve:

- increases and decreases in the fair value of investment properties held at the year-end; and
- increases and decreases in the fair value of any investments in indirect property funds held at the year-end.

### **Hedging reserve**

Movements relating to the interest rate swap arrangements accounted for as a cash flow hedge are recognised in this reserve.

### Revenue reserve

Any surplus arising from the net profit on ordinary activities after taxation, after adding back capital gains or losses, is taken to this reserve, with any deficit transferred from the Special Reserve.

2.	Investment Management fee	2020 £'000	2019 £′000
	Base management fee	6,692	7,446

Throughout the year the Group's investment manager was BMO Investment Business Limited, a wholly-owned subsidiary of BMO Asset Management (Holdings) plc. The property management arrangements of the Group have been delegated by BMO Investment Business Limited, with the approval of the Company, to BMO REP Asset Management plc, which is also part of the BMO Asset Management (Holdings) plc group.

BMO Investment Business Limited is entitled to a base management fee of 0.55 per cent per annum of the Group's gross assets (reduced to 0.525 per cent per annum on assets between £1.5 billion and £2 billion and 0.5 per cent per annum in excess of £2 billion) and reduced to 0.25 per cent per annum on cash net of gearing in excess of 5 per cent of net assets, payable quarterly in arrears. BMO Investment Business Limited is not entitled to a performance fee.

The investment management agreement may be terminated by either party by giving not less than six months' notice. The agreement may be terminated earlier by the Company provided that a payment in lieu of notice, equivalent to the amount BMO Asset Management plc would otherwise have received during the notice period, is made.

### Other expenses

	2020	2019
	£′000	£'000
Direct operating expenses of rental property	2,799	3,897
Surrender payment to lessee	30	-
Credit loss provision *	5,062	50
Valuation and other professional fees	498	421
Directors' fees †	249	291
Administration fee	156	155
Depositary fee	143	161
UK REIT conversion	-	372
Auditor's remuneration for:		
- statutory audit	91	85
- audit-related services - interim review	18	17
Other	402	428
	9,448	5,877

<sup>†</sup> An analysis of the Directors' fees is provided in the 'Directors' Emoluments for the Year' table within the Remuneration Report on page 42.

<sup>\*</sup>The credit loss provision is rent and service charge receivable that was greater than three months overdue.

### 3. Other expenses (continued)

### Valuers' fees

The valuers of the investment properties, CBRE Limited, have agreed to provide valuation services in respect of the property portfolio. The valuation agreement is for a term to 31 December 2023 inclusive (subject to a mutual break at 31 December 2021), continuing thereafter until determined, and an annual fee is payable equal to 0.01 per cent of the aggregate value of the direct property portfolio.

### Administration fee

BMO Investment Business Limited is entitled to an administration fee which is payable quarterly in arrears. It received £156,000 for administration services provided in respect of the year ended 31 December 2020 (2019: £155,000).

### Finance costs

	2020	2019
	£′000	£′000
Interest on the Barclays loan	1,722	1,651
Net interest in respect of the interest rate swap agreements	314	100
Interest on the L&G loan	8,903	8,895
Facility agent/monitoring fee	271	270
	11,210	10,916

### 5. Taxation

	2020 £′000	2019 £′000
Current tax		
Current income tax charge	-	469
Corporation tax charge in respect to distributions to holders of excessive rights	890	465
Total tax charge	890	934

A reconciliation of the tax charge applicable to the results at the statutory tax rate to the charge for the year is as follows:

	2020	2019
	£′000	£′000
Loss before taxation	(83,356)	(21,541)
UK tax at a rate of 19 per cent (2019: 20 per cent)	(15,838)	(4,308)
Effects of:		
Capital losses on investment properties not taxable	23,052	12,345
Income not taxable, including interest receivable	-	(8)
Expenditure not allowed for income tax purposes	-	1,002
Allowable intercompany loan interest paid	-	(4,157)
Losses carried forward to future years	-	52
Utilisation of losses brought forward from prior years	-	(35)
Capital allowances claimed	-	(263)
UK REIT exemption on net income	(7,214)	(4,159)
Corporation tax charge in respect to distributions to holders of excessive rights	890	465
Total tax charge	890	934

The Company and its subsidiaries are exempt from Guernsey taxation under the Income Tax (Exempt Bodies) (Guernsey) Ordinance, 1989. No charge to Guernsey taxation will arise on capital gains. For the period 1 January 2019 to 2 June 2019, the Company and its subsidiaries were subject to United Kingdom income tax at 20 per cent (the rate relevant to non-resident landlords) on rental income arising on the property portfolio after deduction of its allowable debt financing costs and other allowable expenses.

From 3 June 2019 the Group elected into the UK REIT regime. The UK REIT rules exempt the profits from the Group's property rental business, arising from both income and capital gains. The Group is otherwise subject to UK corporation tax at the prevailing rate. As the principal company of the REIT, the Company is required to distribute at least 90 per cent of the income profits of the Group's UK property rental business. There are a number of other conditions that also require to be met by the Group to maintain REIT tax status. These conditions were met for the year ended 31 December 2020 and for the period from 3 June 2019 to 31 December 2019 and the Board intends to conduct the Group's affairs such that these conditions continue to be met.

# 6. Earnings per share

	2020	2019
Net loss attributable to ordinary shareholders (£'000)	(84,246)	(22,475)
Return per share – pence	(10.5)p	(2.8)p
Weighted average of ordinary shares in issue during the year	799,366,108	799,366,108

# Dividends and property income distributions (PID) gross of income tax

					2019
	2020	2020	2019	2019	Dividend
	Total	PID Rate	Total	PID Rate	Rate
	£′000	(pence)	£'000	(pence)	(pence)
In respect of the previous period:					
Ninth interim dividend	3,997	0.5	3,997	-	0.5
Tenth interim dividend	3,997	0.5	3,997	-	0.5
Eleventh interim dividend	3,997	0.5	3,996	-	0.5
Twelfth interim dividend	-	-	3,997	-	0.5
In respect of the period under review:					
First interim dividend 2019	_	_	3,997	-	0.5
Second interim dividend 2019	_	_	3,996	-	0.5
Third interim dividend 2019	_	_	3,997	-	0.5
First Interim dividend (Fourth 2019)	1,998	0.25	3,997	-	0.5
Second Interim dividend (Fifth 2019)	1,998	0.25	3,997	-	0.5
Third Interim dividend (Sixth 2019)	1,998	0.25	3,997	0.5	-
Fourth Interim dividend (Seventh 2019)	1,998	0.25	3,997	0.5	-
Fifth Interim dividend (Eighth 2019)	2,799	0.35	3,997	0.5	-
	22,782	2.85	47,962	1.5	4.5

# Property Income Distributions paid/announced subsequent to the year end were:

Property Income Distributions:	Record date	Payment date	Rate (pence)
Sixth Interim	15 January 2021	31 January 2021	0.35
Seventh interim	12 February 2021	28 February 2021	0.35
Eighth interim	12 March 2021	31 March 2021	0.35
Ninth interim	16 April 2021	30 April 2021	0.35

Although these payments relate to the year ended 31 December 2020, under IFRS they will be accounted for in the year ending 31 December 2021, being the period during which they were declared.

# 8. Investment properties

investment properties	2020 £′000	2019 £′000
Non-current assets - Investment properties		
Freehold and leasehold properties		
Opening fair value	1,314,973	1,384,856
Sales – proceeds	-	(9,928)
- gains on sale	-	74
Capital expenditure	11,626	7,942
Unrealised losses realised during the year Unrealised gains on investment properties	- 15,922	309 10,056
Unrealised losses on investment properties	(137,228)	(73,101)
Transfer to assets classified as held for sale	_	(5,235)
Closing fair value	1,205,293	1,314,973
Historic cost at the end of the year	959,680	948,054
	2020	2019
	£′000	£'000
Current assets - Investment properties held for sale		
Freehold properties		
Opening fair value	5,235	23,562
Sales – proceeds	(5,585)	(24,500)
- gain/(loss) on sale	4,005	(22,507)
Capital expenditure	372	-
Unrealised (gains)/losses realised during the year	(4,027)	23,445
Transfer from non-current asset investment properties		5,235
Closing fair value	-	5,235
Historic cost at the end of the year	-	1,208
	2020	2019
	£′000	£′000
Gains/(losses) on sale	4,005	(22,433)
Unrealised (gains)/losses realised during the year	(4,027)	23,754
(Losses)/gains on sales of investment properties realised	(22)	1,321
The fair value of investment properties reconciled to the appraised value as follows:		
	2020	2019
	£′000	£′000
Appraised value prepared by CBRE excluding assets classified as held for sale	1,227,900	1,337,025
Lease incentives held as debtors (note 9)	(22,607)	(22,052)
Closing fair value	1,205,293	1,314,973
The assets classified as held for sale reconciled to the appraised value as follows:		
	2020	2019
	£′000	£′000
Appraised value prepared by CBRE of assets classified as held for sale	-	5,585
Selling costs of assets held for sale	-	(350)
Closing fair value	_	5,235

### 8. Investment properties (continued)

All the Group's investment properties were valued as at 31 December 2020 by RICS Registered Valuers working for CBRE Limited ('CBRE'), commercial real estate advisors, acting in the capacity of a valuation adviser to the AIFM. All such valuers are Chartered Surveyors, being members of the Royal Institution of Chartered Surveyors ('RICS').

CBRE completed the valuation of the Group's investment properties at 31 December 2020 on a fair value basis and in accordance with The RICS Valuation - Global Standards 2017. The CBRE valuation report is dated 28 January 2021 (the 'Valuation Report'). Fair value is defined by IFRS 13 as 'the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date'. The critical assumptions made in valuing the properties are detailed in note 1(f).

CBRE has been carrying out valuations for the Group for a continuous period since December 2011. CBRE also values properties held by other companies for which the BMO Asset Management plc group is also the investment manager. CBRE provides, and has provided in the past, ad hoc investment and occupational agency advice, landlord and tenant and building consultancy advice to members of the BMO Asset Management plc group. The proportion of total fees payable by the BMO Asset Management plc group to the total fee income of CBRE was less than 5 per cent of total UK revenues.

The property valuer is independent and external to the Group.

The property valuer takes account of deleterious materials included in the construction of the investment properties in arriving at its estimate of fair value, when the Managers advise the presence of such materials. In arriving at their estimate of appraisal values, the valuer has used their market knowledge and professional judgement and not only relied on historical transactional comparables.

All leasehold properties are carried at fair value rather than amortised over the term of the lease. The same valuation criteria are therefore applied to leasehold as freehold properties. All leasehold properties have more than 60 years remaining on the lease term.

The Group has entered into leases on its property portfolio as lessor (see note 18 for further information). All of the properties per fair value band are shown on page 31.

There are no restrictions on the realisability of the Group's investment properties or on the remittance of income or proceeds of disposal. However, the Group's investments comprise UK commercial property, which may be difficult to realise as described in Liquidity Risk in note 16.

Notes to the Accounts

2019

### 8. Investment properties (continued)

Other than the capital commitments disclosed in note 17, the Group is under no contractual obligations to purchase, construct or develop any investment property. The majority of leases are on a full repairing basis and, as such, the Group is not liable for costs in respect of repairs, maintenance or enhancements to those investment properties.

All investment properties are categorised as level 3 fair values as they use significant unobservable inputs. There have not been any transfers between levels during the year. Investment properties have been classed according to their real estate sector. Information on these significant unobservable inputs per class of investment property is disclosed below.

2020

Sector	Valuation £′000	Significant Assumption	2020 Range*	Weighted Average	2019 Range*	Weighted Average
Retail	195,385	Current Rental				
	(2019: 261,129)	Value per square				
		foot ('psf') per annum	£35 - £90	£68	£37 - £113	£90
		Estimated Rental	C21 C112	504	C2F C127	C101
		Value psf per annum Net Initial Yield	£31 - £112 3.2% - 6.8%	£84	£35 - £127	£101
		Equivalent Yield	3.7% - 6.4%	4.0% 4.6%	2.6% - 5.8% 3.2% - 5.4%	3.7% 4.0%
		Estimated Capital	3.1 % - 0.4 %	4.0%	3.2% - 3.4%	4.0%
		Value psf	£447 - £2,288	£1,801	£591 - £3,160	£2,468
Retail	153,550	Current Rental				
Warehouse	(2019: 165,525)	Value psf per annum	£14 - £20	£18	£14 - £22	£19
	(======================================	Estimated Rental				
		Value psf per annum	£12 - £26	£21	£12 - £29	£23
		Net Initial Yield	4.7% - 7.9%	5.8%	5.0% - 7.3%	5.4%
		Equivalent Yield	5.5% - 9.4%	6.6%	5.5% -8.4%	6.2%
		Estimated Capital				
		Value psf	£164 - £319	£288	£179 - £413	£337
Office	518,312	Current Rental				
	(2019: 548,865)	Value psf per annum	£1 - £87	£41	£0 - £82	£27
		Estimated Rental				
		Value psf per annum	£19 - £100	£44	£10 - £100	£50
		Net Initial Yield	0.3% - 8.0%	5.1%	0% - 7.1%	4.3%
		Equivalent Yield	3.8% - 7.6%	5.4%	3.8% - 7.9%	5.2%
		Estimated Capital	6330 63 434	64.064	C100 C2 222	61.02.4
		Value psf	£239 - £2,436	£1,061	£100 - £2,332	£1,034
Industrial	234,875	Current Rental				
	(2019: 236,585)	Value psf per annum	£0 - £10	£6	£0 - £10	£6
		Estimated Rental			65 640	
		Value psf per annum	£5 - £10	£6	£5 - £10	£6
		Net Initial Yield	0% - 7.4%	5.4%	0% - 6.9%	5.2%
		Equivalent Yield	4.9% - 6.1%	5.4%	4.8% - 6.3%	5.3%
		Estimated Capital Value psf	£89 - £180	£108	£79 - £190	£105
Altagasticas	435 770		20, 2100	2.00	277 2170	
Alternatives	125,778	Current Rental Value psf per annum**	C1E C10	616	C1E C10	C16
	(2019: 130,506)	Estimated Rental	£15 - £18	£16	£15 - £18	£16
		Value psf per annum**	£14 - £16	£15	£16 - £16	£16
		Net Initial Yield**	4.1% - 7.7%	5.1%	4.0% - 5.8%	4.6%
		Equivalent Yield**	4.7% - 6.4%	5.2%	4.8% - 5.4%	5.0%
		Estimated Capital		J.E 10	7.0 /0 3.4 /0	J.0 70
		Value psf**	£216 - £1,131	£711	£285 - £1,105	£685
	on averages per property and inc					2003

<sup>\*</sup> The ranges are based on averages per property and include properties which were vacant at the date of valuation. Individual tenancies within properties may fall outside these ranges.

<sup>\*\*</sup> Excluding residential property – valuation technique for residential property is on a comparison basis.

### 8. Investment properties (continued)

For the majority of properties, the fair value was determined by using the market comparable method. This means that valuations performed by CBRE are based on inputs determined from active markets, adjusted for differences in the nature, location or condition of the specific property. Most valuations are based on net initial yield, although equivalent yield may also be taken into consideration. Where properties are vacant at the date of valuation a comparable capital value per square foot is used. In determining the net initial yield, or capital value per square foot, the valuers may have regard to the terms of any existing lease including current rental values, lease length and covenant strength, along with assumptions regarding estimated rental values, rental growth rates, vacancy rates and void or rent free periods expected after the end of each lease.

### Sensitivity analysis

The valuations of investment properties are sensitive to changes in the assumed significant unobservable inputs. A significant increase/ (decrease) in estimated rental values in isolation would result in a significantly higher/(lower) fair value of the properties. A significant increase/(decrease) in the all risks yield in isolation would result in a significantly (lower)/higher fair value.

There are interrelationships between the yields and passing rental values as they are partially determined by market rate conditions. The sensitivity of the valuation to changes in the most significant inputs per class of investment property are shown below:

Estimated movement in fair value of investment properties at 31 December 2020 arising from:	Retail £'000	Retail Warehouses £'000	Offices £'000	Industrial £'000	Alternatives £′000	Total £'000
Increase in passing rental value by 5%	9,769	7,678	25,916	11,744	6,289	61,396
Decrease in passing rental value by 5%	(9,769)	(7,678)	(25,916)	(11,744)	(6,289)	(61,396)
Increase in net initial yield by 0.25%	(11,599)	(6,388)	(24,265)	(10,328)	(5,845)	(58,425)
Decrease in net initial yield by 0.25%	13,161	6,967	26,772	11,324	6,444	64,668
Estimated movement in fair value		Retail				
of investment properties at	Retail	Warehouses	Offices	Industrial	Alternatives	Total
31 December 2019 arising from:	£′000	£'000	£'000	£'000	£'000	£'000
Increase in passing rental value by 5%	13,056	8,276	27,443	11,829	6,525	67,129
Decrease in passing rental value by 5%	(13,056)	(8,276)	(27,443)	(11,829)	(6,525)	(67,129)
Increase in net initial yield by 0.25%	(16,538)	(7,287)	(30,470)	(10,762)	(3,601)	(68,658)
Decrease in net initial yield by 0.25%	18,936	7,991	34,276	11,839	4,010	77,052

This represents the Group's best estimate of a reasonable possible shift in passing rental values and net initial yield, having regard to historical volatility of the value and yield.

### Trade and other receivables

	2020	2019
Non-current Section 1997	£′000	£'000
Capital and rental lease incentive	18,916	18,697
sh deposits held for tenants	1,677	2,119
	20,593	20,816
Current		
Capital and rental lease incentives	3,690	3,355
Cash deposits held for tenants	446	263
Rents receivable (net of credit loss provision)	5,707	2,062
Other debtors and prepayments	1,746	1,881
	11,589	7,561

Rents receivable, which are generally due for settlement at a quarter end, are recognised and carried at the original invoice amount less an allowance for any uncollectable amounts. An estimate for doubtful debts is made when collection of the full amount is no longer probable. Credit loss provisions are written off when identified. (see Note 16 - Credit Risk).

Capital and rental lease incentives consist of £18,813,000 (2019: £17,669,000) being the prepayments for rent-free periods recognised over the life of the lease and £3,794,000 (2019: £4,383,000) relating to capital incentives paid to tenants.

Notes to the Accounts

### 10. Cash and cash equivalents

All cash balances at the year end were held as cash at bank.

### 11. Trade and other payables

	2020	2019
Non-current Service Se	£′000	£′000
Rental deposits	1,677	2,119
Current		
Rental income received in advance	10,619	9,969
Rental deposits	446	263
VAT payable	3,666	1,436
Managers' fees payable	5,081	1,882
Other payables	2,832	3,647
	22,644	17,197
The Group's payment policy is to ensure settlement of supplier invoices in	n accordance with stated terms.	
Interest-hearing leans and interest rate swap	2020	2010

Interest-bearing loans and interest	rate swap				2020 £'000	2019 £'000
 L&G loan						
Principal amount outstanding					260,000	260,000
Set-up costs					(2,683)	(2,683)
Amortisation of set-up costs			1,228			
					258,817	258,545
Barclays loan						
Principal amount outstanding					50,000	50,000
Set-up costs					(600)	(511)
Amortisation of set-up costs					86	332
					49,486	49,821
Total interest-bearing loans					308,303	308,366
Analysis of movement in net debt			2020			2019
•	Cash and Cash	Interest-bearing	Net	Cash and Cash	Interest-bearing	Net
	equivalents	loans	debt	equivalents	loans	debt
	£′000	£′000	£'000	£′000	£'000	£'000
Opening balance	25,894	(308,366)	(282,472)	10,127	(308,015)	(297,888)
Cash movement	9,002	600	9,602	15,767	_	15,767
Amortisation of loan set-up costs	-	(537)	(537)	-	(351)	(351)
Closing balance	34,896	(308,303)	(273,407)	25,894	(308,366)	(282,472)

### £260 million L&G loan

The Group entered into a £260 million ten year term loan facility agreement with Legal & General Pensions Limited ("L&G"). The transaction was conducted by L&G's lending arm, LGIM Commercial Lending Limited. The loan has a maturity date of 31 December 2024.

Interest is payable on this loan from the commitment date, quarterly in arrears, at a fixed rate of 3.32 per cent per annum for the duration of the loan. The loan is secured by means of a fixed and floating charge over the whole of the assets of the Secured Group (which, at 31 December 2020, comprised FCPT Holdings Limited, F&C Commercial Property Holdings Limited and Winchester Burma Limited - see Note 19).

Under the financial covenants related to this loan, the Group has to ensure that for the Secured Group:

- the loan to value percentage does not exceed 50 per cent;
- the interest cover is greater than 1.50 times on any calculation date;
- the sector weightings (measured by market value) do not exceed the following percentages of the gross secured asset value; Industrial: 40 per cent; Offices: 60 per cent; Retail: 40 per cent; Retail Warehouses: 40 per cent; Other: 25 per cent;

### 12. Interest-bearing loans and interest rate swap (continued)

### £260 million L&G loan (continued)

- the combined holding in London and the South East of England exceeds a minimum of 40 per cent of gross secured asset value;
- the combined holding in Northern Ireland, Scotland, Wales, North East of England and Yorkshire and Humberside does not exceed a maximum of 30 per cent of gross secured asset value; and
- the five largest tenants do not exceed 40 per cent of the aggregate net rental income from all of the secured properties.

The Secured Group has complied with all the applicable L&G loan covenants during the year.

The fair value of the interest-bearing L&G loan as at 31 December 2020, based on the yield on the Treasury 2,75% 2024 which would be used as the basis for calculating the early repayment of such loan plus the appropriate margin would be £289,854,000 (2019: £291,320,000). The exercise of early repayment approximates the carrying amount of the loan. The Secured Group loan is classified as Level 2 under the hierarchy of fair value measurement.

### £100 million Barclays loan

On 9 October 2020, the Group amended the financing arrangements with Barclays Bank PLC ('Barclays') in respect of its £50 million term loan facility which was repayable on the 21 June 2021. The amended arrangements extend the repayment date of the £50 million term loan facility to 31 July 2022, with the option of two further one-year extensions. The Group's additional revolving credit facility of £50 million with Barclays remains available over the same period, which was not drawn down as at 31 December 2020 (2019: £nil). The revolving credit facility is subject to tests which limits the facility size, as at 31 December 2020 the available revolving credit facility is £10 million. The combined loan arrangement costs for the term and revolving loan facility was £600,000.

Interest accrues on the bank loan at a variable rate, based on 3 month LIBOR plus margin and is payable quarterly in arrears. The margin is 1.85 per cent (2019: 1.50 per cent) per annum for the duration of the loan. The revolving credit facility pays an undrawn commitment fee of 0.74 per cent (2019: 0.60 per cent) per annum.

The bank loan is secured by the way of a fixed and floating charge over the whole of the assets of SCP Estate Holdings Limited and SCP Estate Limited ('the SCP Group'), whose assets consist of the properties held at St. Christopher's Place Estate, London W1.

Under the financial covenants related to this loan, the Group has to ensure that for the SCP Group:

- the loan to value percentage does not exceed 50 per cent; and
- actual interest cover is greater than 1.60 times on any calculation date.
- projected interest cover is greater than 1.75 times on any calculation date.

The LTV test, should remain comfortable with a fall of 61 per cent of the market value of the properties secured under this loan being required before breaching. The assets secured under this loan are provided by the St Christopher's Place Estate and the level of rental income receivable from these assets has been significantly impacted with many tenants in the retail and hospitality sectors unable to trade for large periods since March 2020. There was a technical breach on the projected interest cover covenant test under the Barclays £50 million loan facility for the final quarter of 2020. Barclays have been supportive throughout the year and have confirmed that they remain supportive in the current environment and therefore a waiver was provided from this test for that quarter which also covers the first two quarters of 2021.

### Interest Rate Swap

The Group entered into a £50 million interest rate swap in connection with the Barclays term facility. The hedge has been achieved by matching the notional amount of the swap with the loan principal.

Interest on the swap is receivable at a variable rate calculated on the same LIBOR basis as for the bank loan (as detailed above but excluding the margin) and payable quarterly at a fixed rate of 1.022 per cent per annum. This fixes the interest rate for the £50 million term loan at 2.872 per cent. The interest rate swap is due to expire on 21 June 2021.

The fair value of the liabilities in respect of the interest rate swap contract at 31 December 2020 was £237,000 (2019: £217,000), which is based on the marked to market value. The interest rate swap is classified as Level 2 under the hierarchy of fair value measurements.

## 13. Share capital and capital risk management

Share Capital	2020 £'000	2019 £′000
Allotted, called-up and fully paid 799,366,108 Ordinary Shares of 1p each in issue	7,994	7,994

Ordinary shareholders have the right to vote at meetings of the Company. All Ordinary Shares carry equal voting rights.

Under the Company's Articles of Incorporation, the Company may issue an unlimited number of Ordinary Shares. The Company issued nil Ordinary Shares during the year (2019: nil) raising net proceeds of £nil (2019: £nil).

The Company did not repurchase any Ordinary Shares during the year (2019: £nil).

At 31 December 2020, the Company did not hold any Ordinary Shares in treasury (2019: nil).

Notes to the Accounts

## 13. Share capital and capital risk management (continued)

### Capital risk management

The Group's capital is represented by the Ordinary Shares, Special Reserve, Capital Reserve-Investments Sold, Capital Reserve-Investments Held, Hedging Reserve and Revenue Reserve. The Group is not subject to any externally-imposed capital requirements.

The objective of the Company is to provide ordinary shareholders with an attractive level of income together with the potential for income and capital growth from investing in a diversified UK commercial property portfolio. In pursuing this objective, the Board has responsibility for ensuring the Company's ability to continue as a going concern. This involves the ability to issue and buy back share capital within limits set by shareholders in a general meeting; borrow monies in the short and long term; and pay dividends out of reserves all of which are considered and approved by the Board on a regular basis. Dividends are set out in note 7 to the accounts and borrowings are set out

The capital of the Group is managed in accordance with its investment policy, in pursuit of its investment objective, which is detailed in the Business Model and Strategy on page 10. To maintain or adjust the capital structure, the Group may adjust the dividend payment to shareholders, issue new shares, manage the Group's discount to net asset value and monitor the Group's gearing level. No changes were made to the objectives, policies or processes during the years ended 31 December 2020 or 31 December 2019.

### 14. Net asset value per share

	2020	2019
Net asset value per ordinary share – pence	117.5p	130.9p
Net assets attributable at the year end (£'000)	939,644	1,046,692
Number of ordinary shares in issue at the year end	799,366,108	799,366,108

### 15. Related party transactions

The Directors are considered to be the Group's key management personnel. No Director has an interest in any transactions which are, or were, unusual in their nature or significant to the nature of the Group. Directors' shareholdings in the Ordinary Shares of the Company are provided in the Remuneration Report on page 43.

The Directors of the Company received fees for their services and dividends from their shareholdings in the Company. Further details are provided in the 'Directors' Emoluments for the Year' table in the Remuneration Report on pages 42 to 43. Total fees for the year were £249,000 (2019: £291,000). No fees remained payable at the year end.

Transactions between the Company and the Manager are detailed in note 2 on management fees and note 11 on fees owed to the Manager at the balance sheet date. The existence of an independent Board of Directors demonstrates that the Company is free to pursue its own financial and operating policies and therefore, under the AIC SORP, the Manager is not considered to be a related party.

### 16. Financial instruments and investment properties

The Group's investment objective is to provide ordinary shareholders with an attractive level of income together with the potential for capital and income growth from investing in a diversified UK commercial property portfolio.

Consistent with that objective, the Group holds UK commercial property investments. In addition, the Group's financial instruments during the year comprised interest-bearing loans, cash and receivables and payables that arise directly from its operations. The Group does not have exposure to any derivative instruments other than the interest rate swap entered into to hedge the interest paid on the Barclays interest-bearing bank loan.

The Group is exposed to various types of risk that are associated with financial instruments. The most important types are credit risk, liquidity risk, interest rate risk and market price risk. There is no foreign currency risk as all assets and liabilities of the Group are maintained in pounds sterling.

The Board reviews and agrees policies for managing the Group's risk exposure including an assessment of the potential impact of Covid-19. These policies are summarised below and have remained unchanged for the year under review. These disclosures include, where appropriate, consideration of the Group's investment properties which, whilst not constituting financial instruments as defined by IFRS, are considered by the Board to be integral to the Group's overall risk exposure.

### Credit risk

Credit risk is the risk that an issuer or counterparty will be unable or unwilling to meet a commitment that it has entered into with the Group.

In the event of default by an occupational tenant, the Group will suffer a rental shortfall and incur additional costs, including legal expenses, in maintaining, insuring and re-letting the property. The Board receives regular reports on concentrations of risk and any tenants in arrears. The Managers monitor such reports in order to anticipate, and minimise the impact of, defaults by occupational tenants.

The Group has a diversified tenant portfolio. The maximum credit risk from the rent receivables of the Group at 31 December 2020 was £5,708,000 (2019: £2,062,000). The maximum credit risk is stated after deducting an impairment provision of £5,018,000 (2019: £76,000).

### 16. Financial instruments and investment properties (continued)

As at 31 December 2020, rent receivable of £5,018,000 that was greater than three months overdue was fully provided for. Of this amount £474,000 was subsequently written off and £579,000 has been recovered. As at 31 December 2019 the provision was £76,000. Of this amount £2,000 was subsequently written off, £53,000 is still outstanding and £21,000 was recovered.

Apart from the rent receivable disclosed above there were no financial assets which were either past due or considered impaired at 31 December 2020 (2019: nil).

All of the Group's cash is placed with financial institutions with a long-term credit rating of A or better. Bankruptcy or insolvency of such financial institutions may cause the Group's ability to access cash placed on deposit to be delayed or limited. Should the credit quality or the financial position of the banks currently employed significantly deteriorate, cash holdings would be moved to another bank.

### Liquidity risk

Liquidity risk is the risk that the Group will encounter in realising assets or otherwise raising funds to meet financial commitments. The Group's investments comprise UK commercial property. Property and property-related assets in which the Group invests are not traded in an organised public market and may be illiquid. As a result, the Group may not be able to liquidate quickly its investments in these properties at an amount close to their fair value in order to meet its liquidity requirements.

The Group's liquidity risk is managed on an ongoing basis by the Managers and monitored on a quarterly basis by the Board. In order to mitigate liquidity risk, the Group aims to have sufficient cash balances (including the expected proceeds of any property sales) to meet its obligations for a period of at least twelve months.

At the reporting date, the Group's financial assets and financial liabilities were (on a contractual maturity basis):

Within			More than	
	1-2 years	3-5 years		Total
£'000	£'000	£'000	£'000	£′000
24.006				24.004
•			_	34,896
	51	825	801	2,123
5,707	-	_	_	5,707
25,894	-	_	-	25,894
263	387	607	1,126	2,383
2,062	-	-	-	2,062
Within			More than	
one year	1–2 years	3–5 years	5 years	Total
£'000	£′000	£′000	£′000	£′000
22,644	51	825	801	24,321
1,816	52,875	_	_	54,691
8,882	8,882	277,764	-	295,528
17,197	387	607	1,125	19,316
,			,	,
1.581	50.746	_	_	52,327
•	•	286,646	_	304,410
	one year £'000  34,896 446 5,707  25,894 263 2,062  Within one year £'000  22,644  1,816 8,882	one year £'000  34,896 - 446 51 5,707 -   25,894 - 263 387 2,062 -  Within one year £'000  22,644 51  1,816 52,875 8,882 8,882  17,197 387  1,581 50,746	one year £'000 £'000  34,896	one year £'000         1-2 years £'000         3-5 years £'000         5 years £'000           34,896         -         -         -           446         51         825         801           5,707         -         -         -           25,894         -         -         -           263         387         607         1,126           2,062         -         -         -           Within         More than         one year         1-2 years         5 years         5 years           £'000         £'000         £'000         £'000         £'000           22,644         51         825         801           1,816         52,875         -         -           8,882         8,882         277,764         -           17,197         387         607         1,125           1,581         50,746         -         -         -

The table above details the total payment due to Barclays, combining the interest-bearing £50 million bank loan and related interest rate swap, as this total amount is known with certainty. The exact amount attributable to each of the interest-bearing £50 million bank loan and the related interest rate swap will vary depending on the rate of 3 month LIBOR over the instruments' duration. The terms of both the interest-bearing bank loan and the interest rate swap are detailed in note 12.

The table above details the total payment due to L&G, the terms of the interest-bearing loan are detailed in note 12.

In certain circumstances, the terms of the Group's interest-bearing loans entitle the lender to require early repayment and, in such circumstances, the Group's ability to maintain dividend levels and the net asset value attributable to the Ordinary Shares could be adversely affected. As at 31 December 2020 the Group's cash balance was £34,896,000 (2019: £25,894,000).

Notes to the Accounts

Weighted

### 16. Financial instruments and investment properties (continued)

#### Interest rate risk

Some of the Group's financial instruments are interest-bearing. They are a mix of both fixed and variable rate instruments with differing maturities. As a consequence, the Group is exposed to interest rate risk due to fluctuations in the prevailing market rate.

The Group's exposure to interest rate risk relates primarily to its long-term debt obligations. Interest rate risk on long-term debt obligations is managed by fixing the interest rate on such borrowings, either directly or through interest rate swaps for the same notional value and duration. Long-term debt obligations and the interest rate risk they confer to the Group is considered by the Board on a quarterly basis. Long-term debt obligations consist of a £260 million L&G loan on which the rate has been fixed at 3.32 per cent until the maturity date of 31 December 2024. The Group also has a £50 million Barclays loan on which the rate has been fixed through an interest rate swap at 2.872 per cent per annum until the maturity date of 21 June 2021. The Group has agreed an additional revolving credit facility of £50 million with Barclays over the same period, which was not drawn down as at 31 December 2020. The revolving credit facility pays an undrawn commitment fee of 0.72 per cent per annum.

The following table sets out the carrying amount of the Group's financial instruments that are exposed to interest rate risk:

				Assets/		weighted
				liabilities	Weighted	average
				where no	average	period for
		Fixed	Variable	interest is	interest	which rate
	Total	rate	rate	received	rate	is fixed
	£′000	£′000	£'000	£'000	%	(years)
As at 31 December 2020						
Financial assets						
Cash and cash equivalents	34,896	-	-	34,896	_	_
Cash deposits held for tenants	2,123	-	-	2,123	_	_
Rents receivable	5,707	-	-	5,707	-	-
Financial liabilities						
L&G loan	258,817	258,817	_	_	3.32	4.0
Barclays loan	49,486	49,486	_	_	2.87	0.5
Interest rate swap	237	237	-	-	1.022	0.5
As at 31 December 2019						
Financial assets						
Cash and cash equivalents	25,894	_	_	25,894	_	_
Cash deposits held for tenants	2,383	_	_	2,383	_	_
Rents receivable	2,062	-	-	2,062	-	-
Financial liabilities						
L&G loan	258,545	258,545	-	_	3.32	5.0
Barclays loan	49,821	49,821	-	-	2.52	1.5
Interest rate swap	217	217	-	_	1.022	1.5

Apart from the L&G loan as at 31 December 2020 as disclosed in note 12, the fair value of financial assets and liabilities is not materially different from their carrying value in the financial statements.

Considering the effect on the L&G loan at 31 December 2020, it is estimated that an increase of 150 basis points in interest rates would have decreased its fair value by approximately £15,773,000 (2019: £19,310,000), and a decrease of 150 basis points would have increased its fair value by approximately £16,975,000 (2019: £21,072,000).

Considering the effect on the £50 million Barclays loan and related interest rate swap combined, it is estimated that an increase of 150 basis points in interest rates as at the balance sheet date would have decreased their fair value by approximately £1,806,000 (2019: £1,072,000), and a decrease of 150 basis points would have increased their fair value by approximately £1,902,000 (2019: £1,112,000). The carrying value of the interest rate swap asset in the financial statements would have been adjusted by these amounts, thereby increasing/ decreasing net assets and income for the year.

When the Group retains cash balances, they are ordinarily held on interest-bearing deposit accounts. The benchmark which determines the interest income received on interest-bearing cash balances is the bank base rate of the Bank of England which was 0.1 per cent as at 31 December 2020 (2019: 0.75 per cent). The Company's policy is to hold cash in variable rate or short-term fixed rate bank accounts and not usually in fixed rate securities with a term greater than three months.

### 16. Financial instruments and investment properties (continued)

Considering the effect on cash balances, an increase of 150 basis points in interest rates would have increased net assets and income for the year by £523,000 (2019: £388,000). A decrease of 150 basis points would have had an equal but opposite effect. The calculations are based on the cash balances at the respective balance sheet dates.

### Market price risk

The Group's strategy for the management of market price risk is driven by the investment policy as outlined within the Business Model and Strategy on page 10. The management of market price risk is part of the investment management process and is typical of commercial property investment. The portfolio is managed with an awareness of the effects of adverse valuation movements through detailed and continuing analysis, with an objective of maximising overall returns to shareholders. Investments in property and property-related assets are inherently difficult to value due to the individual nature of each property. As a result, valuations are subject to substantial uncertainty. There is no assurance that the estimates resulting from the valuation process will reflect the actual sales price even where such sales occur shortly after the valuation date. Such risk is minimised through the appointment of external property valuers. The basis of valuation of the property portfolio is set out in detail in the accounting policies and note 8.

Any changes in market conditions will directly affect the profit or loss reported through the Consolidated Statement of Comprehensive Income. Details of the Group's investment property portfolio held at the balance sheet date are disclosed on page 31. A 10 per cent increase in the fair value of the direct properties at 31 December 2020 would have increased net assets and income for the year by £122,790,000 (2019: £132,021,000). A decrease of 10 per cent would have had an equal but opposite effect.

The calculations above are based on the investment property valuations at the respective balance sheet dates and are not representative of the year as a whole.

### 17. Capital commitments

The Group had capital commitments totalling £5,200,000 as at 31 December 2020 (2019: £2,100,000). These commitments related mainly to contracted development work at the Group property at Solihull, Sears Retail Park.

### 18. Lease length

The Group leases out its investment properties under operating leases. The total future income based on the unexpired lease length at the year end was as follows (based on annual rentals):

	2020 £′000	2019 £′000
Less than one year	61,310	64,597
Between one and five years	205,782	206,911
Over five years	243,068	241,236
Total	510,160	512,744

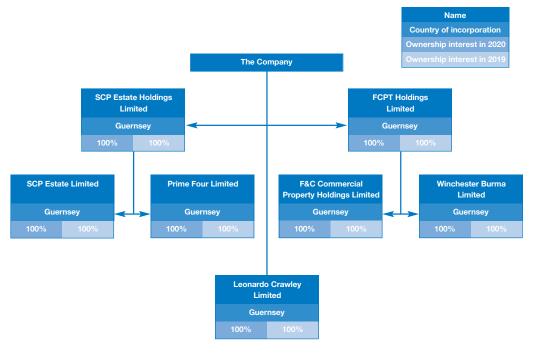
The largest single tenant at the year end accounted for 4.3 per cent (2019: 4.3 per cent) of the current annual rental income.

Unoccupied property expressed as a percentage of estimated total rental value (excluding properties under development) was 2.9 per cent (2019: 4.8 per cent) at the year end.

The Group has entered into commercial property leases on its investment property portfolio. These properties, held under operating leases, are measured under the fair value model as the properties are held for rent.

### 19. List of Subsidiaries

Set out below is a list of subsidiaries of the Group.



The results of the above entities are consolidated within the Group financial statements.

### 20. Securities financing transactions ("SFT")

The Company has not, in the year to 31 December 2020 (2019: same), participated in any: repurchase transactions; securities lending or borrowing; buy-sell back transaction; margin lending transaction; or total return swap transactions (collectively called SFT). As such, it has no disclosure to make in satisfaction of the EU resolutions on transparency of SFT, issued in November 2015.

### **AIFM** Disclosure

### Alternative Investment Fund Managers ('AIFM') Directive

In accordance with the AIFM Directive, information in relation to the Group's leverage and the remuneration of the Company's AIFM, BMO Investment Business Limited, is required to be made available to shareholders. In accordance with the Directive, the AIFM's remuneration policy is available from BMO Investment Business Limited on request and the numerical remuneration disclosures in relation to the AIFM's are available at **bmogam.com**.

The Group's maximum and average actual leverage levels at 31 December 2020 are shown below:

Leverage exposure	Gross method	Commitment method
Maximum limit	300%	300%
Actual	163%	167%

For the purposes of the AIFM Directive, leverage is any method which increases the Group's exposure, including the borrowing of cash and the use of derivatives. It is expressed as a percentage of the Group's exposure to its net asset value and is calculated on both a gross and commitment method.

Under the gross method, exposure represents the sum of the Group's positions after deduction of cash balances, without taking account of any hedging or netting arrangements. Under the commitment method, exposure is calculated without the deduction of cash balances and after certain hedging and netting positions are offset against each other.

The leverage limits are set by the AIFM and approved by the Board and are in line with the maximum leverage levels permitted in the Company's Articles of Incorporation. The AIFM is also required to comply with the gearing parameters set by the Board in relation to borrowings.

Detailed regulatory disclosures to investors in accordance with the AIFM Directive are contained on the Company's website under Key Documents.

An Investor Disclosure Document for the Company is available on the Company's website: bmocommercialproperty.com

Notice of AGM

# **Notice of** Annual General Meeting

Notice is hereby given that the Annual General Meeting of BMO Commercial Property Trust Limited will be held at the offices of BMO Global Assets Management, Exchange House, Primrose Street, London, EC2A 2NY on Tuesday, 17 June 2021 at 12.00 pm and we draw your attention to footnote 9 of this notice which is recommending that shareholders do not attend in person. The meeting will address the following:

To consider and, if thought fit, pass the following as Ordinary Resolutions:

- That the Annual Report and Consolidated Accounts for the year ended 31 December 2020 be received and adopted.
- 2. That the Annual Report on Directors' Remuneration for the year ended 31 December 2020 be approved.
- That the dividend policy as set out in the Annual Report be approved. 3.
- That Mr J Wythe, who retires annually, be re-elected as a Director. 4
- That Mrs T Clark, who retires annually, be re-elected as a Director. 5.
- That Mr P Marcuse, who retires annually, be re-elected as a Director. 6.
- 7. That Mrs L Wilding, who retires annually, be re-elected as a Director.
- That Mr H Scott-Barrett be elected as a Director. 8.
- That PricewaterhouseCoopers CI LLP be re-appointed as auditor.
- That the Directors be authorised to determine the auditor's remuneration.
- That, to the extent required by sections 291 (or otherwise) of The Companies (Guernsey) Law, 2008 the Directors be generally and unconditionally authorised to issue and allot shares comprised in the share capital of the Company as described in the Company's articles of incorporation (or grant options, warrants or other rights in respect of shares in the Company (the "Rights")) provided that:
  - (a) this authority shall be limited to the allotment and issuance of shares or Rights to be granted in respect of shares with an aggregate nominal value of up to £799,366, being approximately 10 per cent of the nominal value of the issued share capital of the Company as at 9 April 2021 and further provided that this authority shall, unless renewed, varied or revoked by the Company, expire at the conclusion of the next Annual General Meeting of the Company after the passing of this resolution or on expiry of 15 months from the passing of this resolution, whichever is earlier, save that the Company may, before such expiry, make an offer or agreement which would or might require shares to be allotted and issued or Rights to be granted and the Directors may allot and issue shares or grant Rights in pursuance of such offer or agreement notwithstanding that the authority conferred by this ordinary resolution has expired;
  - (b) this authority is in substitution for all previous authorities conferred on the Directors in accordance with sections 291 (or otherwise) of The Companies (Guernsey) Law, 2008 but without prejudice to any allotment or issuance of shares or grant of Rights already made or offered or agreed to be made pursuant to such authorities.

To consider and, if thought fit, pass the following as Special Resolutions:

- 12. That the Directors of the Company be and they are hereby generally empowered, to allot and issue ordinary shares in the Company or grant rights to subscribe for, or to convert securities into, ordinary shares in the Company ("equity securities") for cash, including by way of a sale of ordinary shares held by the Company as treasury shares, as if any pre-emption rights in relation to the issue of shares contained in Article 6.2 of the Company's articles of incorporation did not apply to any such allotment of equity securities, provided that this power:
  - expires at the conclusion of the next Annual General Meeting of the Company after the passing of this resolution or on the expiry of 15 months from the passing of this resolution, whichever is the earlier, save that the Company may, before such expiry, make an offer or agreement which would or might require equity securities to be allotted after such expiry and the Directors may allot equity securities in pursuance of any such offer or agreement as if the power conferred hereby had not expired; and
  - (b) shall be limited to the allotment of equity securities up to an aggregate nominal value of £799,366 being approximately 10 per cent of the nominal value of the issued share capital of the Company, as at 9 April 2021.

- 13. That the Company be authorised, in accordance with section 315 of The Companies (Guernsey) Law 2008, to make market acquisitions (within the meaning of section 316(1) of The Companies (Guernsey) Law 2008 of ordinary shares of 1p each ("Ordinary Shares") (either for retention as treasury shares for future resale or transfer, or cancellation), provided that:
  - the maximum number of Ordinary Shares hereby authorised to be purchased shall be 14.99 per cent of the issued Ordinary Shares on the date on which this resolution is passed;
  - (b) the minimum price which may be paid for an Ordinary Share shall be 1p (exclusive of expenses);
  - (c) the maximum price (exclusive of expenses) which may be paid for an Ordinary Share shall be the higher of (i) 105 per cent of the average of the middle market quotations (as derived from the Daily Official List) for the Ordinary Shares for the five business days immediately preceding the date of purchase; and (ii) the higher of the last independent trade and the highest current independent bid on the trading venue which the purchase is carried out; and
  - (d) unless previously varied, revoked or renewed, the authority hereby conferred shall expire at the conclusion of the next Annual General Meeting of the Company after the passing of this resolution, or on the expiry of 18 months from the passing of this resolution, whichever is the earlier, save that the Company may, prior to such expiry, enter into a contract to purchase Ordinary Shares under such authority which will or may be executed wholly or partly after the expiration of such authority and may make a purchase of Ordinary Shares pursuant to any such contract.
- 14. That the Articles of Incorporation contained in the document produced to the meeting and signed by the Chairman for the purposes of identification, be approved and adopted as the new Articles of Incorporation of the Company in substitution for, and to the exclusion of, the existing Articles of Incorporation, with effect from the conclusion of the 2021 Annual General Meeting.

By order of the Board Northern Trust International Fund Administration Services (Guernsey) Limited Secretary PO Box 255, Trafalgar Court, Les Banques, St. Peter Port Guernsey, Channel Islands GY1 3QL 9 April 2021

### **Notes:**

- A member who is entitled to attend, speak and vote at the Meeting is entitled to appoint one or more proxies to attend, speak and vote instead of him or her. A proxy need not be a member of the Company.
- 2. More than one proxy may be appointed provided each proxy is appointed to exercise the rights attached to different shares.
- A form of proxy is enclosed for use at the Meeting. The form of proxy should be completed and sent, together with the power of attorney or other authority (if any) under which it is signed, or a notarially certified copy of such power or authority, so as to reach the Company's registrars Computershare Investor Services (Guernsey) Limited, c/o The Pavilions, Bridgwater Road, Bristol BS99 6ZY not later than 12.00 pm on 15 June 2021.
- 4. Completing and returning a form of proxy will not prevent a member from attending in person at the Meeting should he or she so wish.
- To have the right to attend and vote at the Meeting (and also for the purposes of calculating how many votes a member may cast on a poll) a member must first have his or her name entered on the register of members not later than close of business on 15 June 2021. Changes to entries in the register after that time shall be disregarded in determining the rights of any member to attend and vote at such Meeting.
- 6. As at 9 April 2021, the latest practicable date prior to publication of this document, the Company had 799,366,108 Ordinary Shares in issue. The number of shares with voting rights was 799,366,108, each carrying one voting right.
- Any person holding 5 per cent or more of the total voting rights in the Company who appoints a person other than the Chairman as his proxy will need to ensure that both he and such third party complies with their respective disclosure obligations under the Disclosure Guidance and Transparency Rules.
- The Directors' letters of appointment will be available for inspection from 15 minutes prior to, and at, the Annual General Meeting.
- Given the risks posed by the spread of Covid-19 and following the related guidance received from the Government, shareholders are not expected to attend the AGM and the Company may, in accordance with its Articles of Incorporation, impose entry restrictions on certain persons wishing to attend the AGM or may be required to adjourn the AGM. Other restrictions may be imposed as the Chairman of the meeting may specify in order to ensure the safety of those attending the AGM. All shareholders are strongly encouraged to exercise your votes in respect of the AGM in advance. This should ensure that your votes are registered and count at the AGM.
  - The Company's articles do not allow the AGM to be held online and we are therefore inviting you to an online shareholder meeting on 3 June 2021 at 1pm at which there will be a presentation by the Manager, which will be followed by a question and answer session with the Board and the Manager. To help the meeting run smoothly, we request that questions are sent in advance of the online meeting to **BCPTCOSec@bmogam.com**.
- 10. A copy of the proposed new articles of incorporation of the Company, together with a copy showing all of the proposed changes to the existing articles of association, will be available for inspection on the Company's website, bmocommercialproperty.com, and at the offices of Dickson Minto, Broadgate Tower, 20 Primrose Street, London EC2A 2EW between the hours of 9.00am and 5.00pm (Saturdays, Sundays and public holidays excepted), from the date of the AGM Notice until the close of the AGM, and will also be available for inspection at the venue of the AGM from 15 minutes before and during the AGM.

Notice of AGM

# **Amendments to** the Articles of Incorporation (Resolution 14)

### Summary of the principal amendments to the Company's articles of incorporation

Set out below is a summary of the principal amendments which will be made to the Company's Existing Articles through the adoption of the New Articles if Resolution 14 to be proposed at the AGM is approved by shareholders.

This summary is intended only to highlight the principal amendments which are likely to be of interest to shareholders. It is not intended to be comprehensive and cannot be relied upon to identify amendments or issues which may be of interest to all shareholders. This summary is not a substitute for reviewing the full terms of the New Articles which will be available for inspection on the Company's website, **bmocommercialproperty.com**, and at the offices of Dickson Minto.

### Hybrid/Virtual-only shareholder meetings

The New Articles permit the Company to hold shareholder meetings on a virtual basis, whereby shareholders are not required to attend the meeting in person at a physical location but may instead attend and participate using electronic means in accordance with and to the extent permitted by Guernsey law. A shareholder meeting may be virtual-only if attendees participate only by way of electronic means, or may be held on a hybrid basis whereby some attendees attend in person at a physical location and others attend remotely using electronic means. This should make it easier for the Company's shareholders to attend shareholder meetings if the Board elects to conduct meetings using electronic means. Amendments have been made throughout the New Articles to facilitate the holding of hybrid or virtual-only shareholder meetings.

While the New Articles (if adopted) would permit shareholder meetings to be conducted using electronic means, the Directors have no present intention of holding a virtual-only meeting. These provisions will only be used where the Directors consider it is in the best of interests of shareholders for a hybrid or virtual-only meeting to be held. Nothing in the New Articles will prevent the Company from holding physical shareholder meetings.

### The Alternative Fund Managers Directive

The Board is proposing to make amendments to the Existing Articles in light of certain requirements under the AIFMD and the AIFM Regulations and related rules and regulations. The proposed new provisions provide for (i) the net asset value per share of the Company to be calculated at least annually and disclosed to shareholders, (ii) certain investment information to be made available to investors in the Company; and (iii) the valuation of the Company's assets to be performed in accordance with prevailing accounting standards. These amendments will have no bearing on the Company's current practices and simply articulate minimum requirements of the AIFMD and the AIFM Regulations.

### International tax regimes requiring the exchange of information

The Hiring Incentives to Restore Employment Act 2010 of the United States of America (commonly known as the Foreign Account Tax Compliance Act) and all associated regulations and official guidance ('FATCA') imposes a system of information reporting on certain entities including foreign financial institutions such as the Company following the enactment of the UK International Tax Compliance (United States of America) Regulations 2013 on 1st September 2013 (as replaced by the International Tax Compliance Regulations 2015 (the 'Regulations')).

The Board is proposing to include further additional provisions in the New Articles to ensure that: (i) the Company will not be liable for any monies that become subject to a deduction or withholding relating to FATCA, as such liability would be to the detriment of shareholders as a whole: and (ii) the Company has the ability to require shareholders to co-operate and provide information in respect of the obligations under the OECD (Organisation for Economic Co-operation and Development) Common Reporting Standard for Automatic Exchange of Financial Account Information (the "Common Reporting Standard").

### Minor amendments

The Board is also taking the opportunity to make some additional minor or technical amendments to the Existing Articles, including: (i) dispensing with the need for the Company to use newspaper adverts to trace members; (ii) allowing the Company to pay dividends exclusively through bank transfers instead of by way of cheques with the further ability to retain cash payments where bank details are not provided by a shareholder; (iii) providing the Board with the ability to change the name of the Company in accordance with Guernsey law; (iv) allowing the quorum requirements for a general meeting to be updated in order that two persons entitled to vote upon the business to be transacted at such meeting, each being a member or a proxy for a member or a duly authorised representative of a corporation which is a member to form the quorum; and (v) providing the Directors with the ability to require additional security or safety measures to be put in place at general meetings of the Company. These changes together with certain other minor amendments being introduced reflect modern best practice and are intended to relieve certain administrative burdens on the Company.

### **Shareholder** Information

#### **Dividends**

Property Income Distributions are paid monthly. Shareholders who wish to have dividends paid directly into a bank account rather than by cheque to their registered address can complete a mandate form for the purpose. Mandates may be obtained from Computershare Investor Services (Guernsey) Limited, c/o Queensway House, Hilgrove Street, St. Helier, Jersey JE1 1ES on request. Where dividends are paid directly to shareholders' bank accounts, dividend tax vouchers are sent to shareholders' registered addresses.

### **Share Price**

The Company's Ordinary Shares are listed on the Main Market of the London Stock Exchange. Prices are given daily in the Financial Times under "Investment Companies" and in other newspapers.

#### **Data Protection**

The Company is committed to ensuring the privacy and security of any personal data provided to it. Further details of the Company's privacy policy can be found on its website which is bmocommercialproperty.com

### **Change of Address**

Communications with shareholders are mailed to the address held on the share register. In the event of a change of address or other amendment this should be notified to Computershare Investor Services (Guernsey) Limited, c/o Queensway House, Hilgrove Street, St. Helier, Jersey JE1 1ES under the signature of the registered holder.

### **Shareholder Enquiries**

Contact Northern Trust International Fund Administration Services (Guernsey) Limited, Trafalgar Court, Les Banques, St. Peter Port, Guernsey, Channel Islands GY1 3QL. Additional information regarding the Company may also be found on its website which is: bmocommercialproperty.com

### **Common reporting standards**

Tax legislation requires investment fund companies to provide information annually to the local tax authority on the tax residencies of a number of non-UK based certificated Shareholders and corporate entities who have purchased shares in investment companies. All new Shareholders, excluding those whose shares are held in CREST. who are entered onto the share register are sent a certification form for the purpose of collecting this information.

### **Key Information Document**

The Key Information Document relating to the Company's shares can be found on its website at **bmocommercialproperty.com**. This document has been produced in accordance with EU's PRIIPs Regulations.

### Warning to Shareholders - Beware of Share Fraud

Fraudsters use persuasive and high-pressure tactics to lure investors into scams. They may offer to sell shares that turn out to be worthless or non-existent, or to buy shares at an inflated price in return for an upfront payment.

If you receive unsolicited investment advice or requests:

- Check the Financial Services Register from fca.org.uk to see if the person or firm contacting you is authorised by the FCA
- Call the Financial Conduct Authority ("FCA") on 0800 111 6768 if the firm does not have contact details on the Register or you are told they are out of date
- Search the list of unauthorised firms to avoid at fca.org.uk/scams
- Consider that if you buy or sell shares from an unauthorised firm you will not have access to the Financial Ombudsman Service or Financial Services Compensation Scheme
- Think about getting independent financial and professional advice

If you are approached by fraudsters please tell the FCA by using the share fraud reporting form at fca.orq.uk/scams where you can find out more about investment scams. You can also call the FCA Consumer Helpline on 0800 111 6768. If you have already paid money to share fraudsters you should contact Action Fraud on 0300 123 2040.

**Shareholder Information** 

Financial Calendar 2021/2022	
17 June 2021	Annual General Meeting
September 2021	Announcement of interim results
	Posting of Interim Report
April 2022	Announcement of annual results
	Posting of Annual Report

Historic Record	Total assets less current liabilities £'000	Shareholders' funds £'000	Net asset value per Ordinary Share P	Ordinary Share price P	Premium/ (discount) %	Earnings per Ordinary Share P	Dividends per Ordinary Share P	Ongoing charges* %
18 March 2005 (launch)	943,288	713,288	97.0	100.0	3.1	-	-	-
31 December 2005	1,092,522	863,458	117.5	118.5	0.9	20.7	1.75	1.35
31 December 2006	1,269,122	1,039,769	141.5	131.0	(7.4)	30.0	6.00	1.32
31 December 2007	1,175,822‡	946,222‡	129.2‡	90.5	(30.0)‡	(7.7)‡	6.00	1.27
31 December 2008	813,941	584,183	85.8	62.0	(27.7)	(39.8)	6.00	1.35
31 December 2009	819,322	589,388	86.6	90.0	3.9	6.8	6.00	2.36
31 December 2010	934,223	655,081	96.3	105.6	9.7	15.7	6.00	2.06
31 December 2011	967,301	684,243	100.5	101.6	1.1	10.8	6.00	1.62
31 December 2012	1,019,525	736,031	98.8	103.7	5.0	4.2	6.00	1.62
31 December 2013	1,080,435	799,014	105.3	120.5	14.4	12.2	6.00	1.67
31 December 2014	1,285,546	975,980	122.1	136.4	11.7	22.5	6.00	1.41
31 December 2015	1,390,547	1,080,424	135.2	134.4	(0.6)	19.0	6.00	1.20
31 December 2016	1,393,072	1,083,445	135.5	136.4	0.7	6.3	6.00	1.07
31 December 2017	1,438,397	1,128,650	141.2	135.9	(3.8)	11.6	6.00	1.20
31 December 2018	1,427,310	1,117,448	139.8	124.6	(10.9)	4.6	6.00	1.18
31 December 2019	1,357,394	1,046,692	130.9	115.6	(11.7)	(2.8)	6.00	1.19
31 December 2020	1,249,861	939,644	117.5	80.0	(31.9)	(10.5)	2.85	1.65

<sup>\*</sup> Includes performance fee for years 2005 to 2016. From 2017 the investment manager is not entitled to a performance fee.

<sup>‡</sup> Stated after application of a 10 per cent discount to the value of the Company's investments in indirect property funds.

## **Alternative Performance** Measures

The Company uses the following Alternative Performance Measures ('APMs'). APMs do not have a standard meaning prescribed by GAAP and therefore may not be comparable to similar measures presented by other entities.

Discount or Premium - the share price of an Investment Company is derived from buyers and sellers trading their shares on the stock market. This price is not identical to the NAV. If the share price is lower than the NAV per share, the shares are trading at a discount. This could indicate that there are more sellers than buyers. Shares trading at a price above the NAV per share, are said to be at a premium.

		2020	2019
		pence	pence
Net Asset Value per share	(a)	117.5	130.9
Share price per share	(b)	80.0	115.6
(Discount) or Premium (c = (b-a)/a)	(c)	(31.9)%	(11.7)%

Dividend Cover - The percentage by which Profits for the year (less Gains/losses on investment properties) cover the dividend paid.

A reconciliation of dividend cover is shown below:

		2020 £'000	£'000
Loss for the year		(84,246)	(22,475)
Add back: Unrealised losses on revaluation of investment properties Losses/(gains) on sales of investment properties realised		121,306 22	63,045 (1,321)
Profit before investment gains and losses Dividends	(p)	37,082 22,782	39,249 47,962
Dividend Cover percentage (c = a/b)	(c)	162.8%	81.8%

Dividend Yield - The dividends paid during the year divided by the share price at the year end. An analysis of dividends is contained in note 7 to the accounts.

**Net Gearing** – Borrowings less cash divided by total assets (less current liabilities and cash).

(a)	275,104 1,214,965	284,106 1,331,500
(a)	275,104	284,106
	34,896	25,894
	310.000	310,000
	£'000	2019 £'000
		310,000

Ongoing Charges - All operating costs incurred by the Company, expressed as a proportion of its average Net Assets over the reporting year. The costs of buying and selling investments and derivatives are excluded, as are interest costs, taxation, non-recurring costs and the costs of buying back or issuing Ordinary Shares. An additional Ongoing Charge figure is calculated which excludes direct operating property costs as these are variable in nature and tend to be specific to lease events occurring during the period.

		2020	2019
		£'000	£'000
Investment management fee		6,692	7,446
Other expenses (including credit loss provision)		9,448	5,877
Less professional fees for REIT conversion (note 3)		_	(372)
Less surrender payment to lessee (note 3)		(30)	_
Total	(a)	16,110	12,951
Average net assets	(b)	975,699	1,084,956
Ongoing Charges (c = a/b)	(c)	1.65%	1.19%
		2020	2019
		£'000	£'000
Investment management fee		6,692	7,446
Other expenses		9,448	5,877
Less direct operating property costs including credit loss provision (note 3)		(7,861)	(3,947)
Less professional fees for REIT conversion (note 3)		-	(372)
Less surrender payment to lessee (note 3)		(30)	-
Total (a)	(a)	8,249	9,004
Average net assets (b)	(b)	975,699	1,084,956
Ongoing Charges excluding direct operating property costs (c = a/b)	(c)	0.85%	0.83%

Portfolio (Property) Capital Return - The change in property value during the period after taking account of property purchases and sales and capital expenditure, calculated on a quarterly time-weighted basis. The calculation is carried out by MSCI Inc.

Portfolio (Property) Income Return - The income derived from a property during the period as a percentage of the property value, taking account of direct property expenditure, calculated on a quarterly time-weighted basis. The calculation is carried out by MSCI Inc.

Portfolio (Property) Total Return - Combining the Portfolio Capital Return and Portfolio Income Return over the period, calculated on a quarterly time-weighted basis. The calculation is carried out by MSCI Inc.

Total Return - The theoretical return to shareholders calculated on a per share basis by adding dividends paid in the period to the increase or decrease in the Share Price or NAV. The dividends are assumed to have been reinvested in the form of Ordinary Shares or Net Assets, respectively, on the date on which they were quoted ex-dividend.

	Net asset value	Share price
NAV/Share price per share at 31 December 2019 (pence)	130.9	115.6
NAV/Share price per share at 31 December 2020 (pence)	117.5	80.0
Change in the year	(10.2)%	(30.8)%
Impact of dividend reinvestments	2.1%	2.5%
Total return for the year	(8.1)%	(28.3)%

### **EPRA Performance** Measures

The European Public Real Estate Association (EPRA) is the industry body representing listed companies in the real estate sector. EPRA publishes Best Practice Recommendations (BPR) to establish consistent reporting by European property companies. Further information on the EPRA BPR can be found at epra.com

	Note	2020	2019
EPRA NRV (£'000)	1	1,022,396	1,137,132
EPRA NRV (pence per share)	1	127.9	142.3
EPRA NTA (£'000)	1	939,881	1,046,909
EPRA NTA (pence per share)	1	117.6	131.0
EPRA NDV (£'000)	1	909,553	1,013,521
EPRA NDV (pence per share)	1	113.8	126.8
EPRA earnings (£'000)	2	37,082	39,249
EPRA earnings per share (pence per share)	2	4.64	4.91
EPRA Net Initial Yield	3	4.4%	4.2%
EPRA topped-up Net Initial Yield	3	4.9%	4.4%
EPRA Vacancy Rate	4	2.9%	4.8%
EPRA Cost Ratios - including direct vacancy costs	5	18.2%	20.7%
EPRA Cost Ratios - excluding direct vacancy costs	5	<b>16.7</b> %	17.8%
Capital expenditure (£'000)	6	11,998	7,942

1) In October 2019, EPRA published new best practice recommendations (BPR) for financial disclosures by public real estate companies. The BPR introduced three new measures of net asset value: EPRA net tangible assets (NTA), EPRA net re-investment value (NRV) and EPRA net disposal value (NDV).

EPRA Net Tangible Assets: Assumes that entities buy and sell assets, thereby crystallising certain levels of unavoidable deferred tax. EPRA Net Reinstatement Value: Assumes that entities never sell assets and aims to represent the value assets required to rebuild the entity. EPRA Net Disposal Value: Represents the shareholders' value under a disposal scenario, where deferred tax, financial instruments and certain other adjustments are calculated to the full extent of their liability, net of any resulting tax.

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	New measures			measures	
	2020	2020	2020	2020	2020
	EPRA	EPRA	EPRA	EPRA	EPRA
	NRV	NTA	NDV	NAV	NNNAV
	£'000	£'000	£'000	£'000	£'000
IFRS NAV	939,644	939,644	939,644	939,644	939,644
Fair value of interest rate swaps	237	237	_	237	-
Fair value of debt	-	-	(30,091)	_	(30,091)
Purchasers' costs	82,515	_	_	_	_
Net assets used in per share calculation	1,022,396	939,881	909,553	939,881	909,553
Shares in issue (000's)	799,366	799,366	799,366	799,366	799,366
EPRA earnings per share (pence per share)	127.9	117.6	113.8	117.6	113.8

**EPRA Performance Measures** 

	New measures			Previously reported measures	
	2019 EPRA NRV £'000	2019 EPRA NTA £'000	2019 EPRA NDV £'000	2019 EPRA NAV £'000	2019 EPRA NNNAV £'000
IFRS NAV	1,046,692	1,046,692	1,046,692	1,046,692	1,046,692
Fair value of interest rate swaps	217	217	_	217	-
Fair value of debt	-	-	(33,171)	_	(33,171)
Purchasers' costs	90,223	-	-	_	-
Net assets used in per share calculation	1,137,132	1,046,909	1,013,521	1,046,909	1,013,521
Shares in issue (000's)	799,366	799,366	799,366	799,366	799,366
EPRA earnings per share (pence per share)	142.3	131.0	126.8	131.0	126.8

2) EPRA earnings – EPRA earnings represents the earnings from core operational activities, excluding investment property revaluations and gains/losses on asset disposals. It demonstrates the extent to which dividend payments are underpinned by recurring operational activities.

	2020 £'000	2019 £'000
Earnings per IFRS income statement	(84,246)	(22,475)
Exclude:  Net change in value of investment properties  Losses/(qains) on disposals of investment properties	121,306 22	63,045 (1,321)
EPRA earnings	37,082	39,249
Weighted average number of shares in issue (000's)	799,366	799,366
EPRA earnings per share (pence per share)	4.64	4.91

3) EPRA Net Initial Yield - EPRA NIY is calculated as the annualised rental income based on the cash rents passing at the balance sheet date, less non-recoverable property operating expenses, divided by the gross market valuation of the properties.

EPRA topped-up NIY	c/a	4.9%	4.4%
EPRA NIY	b/a	4.4%	4.2%
Topped-up net annualised rent	(c)	64,431	62,397
Add: notional rent expiration of rent free periods or other lease incentives		6,925	1,900
Annualised net rents	(b)	57,506	60,497
Property outgoings		(2,800)	(3,947)
Annualised cash passing rental income		60,306	64,444
Grossed up property portfolio valuation	(a)	1,310,415	1,432,833
Allowance for estimated purchasers' costs		82,515	90,223
Investment property valuation		1,227,900	1,342,610
		£'000	£'000
		2020	

**4) EPRA Vacancy rate** – EPRA vacancy rate is the estimated rental value (ERV) of vacant space excluding development properties divided by the ERV of the whole property, expressed as a percentage.

		2020	2019
		£'000	£'000
Annualised potential rental value of vacant premises		2,025	3,379
Annualised potential rental value for the complete property portfolio		69,306	70,872
EPRA Vacancy rate		2.9%	4.8%
5) EPRA cost ratio – EPRA cost ratio reflects the overheads and operating costs as a	percentage of the gross	rental income.	
		2020	2019
		£'000	£'000
Total expenditure from IFRS income statement		10,978	13,323
EPRA costs (including direct vacancy costs)	(a)	10,978	13,323
Direct vacancy costs		897	1,837
EPRA costs (excluding direct vacancy costs)	(b)	10,081	11,486
Rental Income per IFRS income statement	(c)	60,211	64,380
EPRA cost ratio (including direct vacancy costs)	a/c	18.2%	20.7%
EPRA cost ratio (excluding direct vacancy costs)	b/c	16.7%	17.8%
No operating costs or overheads were capitalised in 2020 (2019: nil).			
6) Capital expenditure			
		2020	2019
		£'000	£'000
Acquisitions		-	-
Development (ground-up/green field/brown field)		8,047	-
Like-for-like portfolio		3,579	7,629
<u>Other</u>		372	313
Total capital expenditure		11,998	7,942

The Company has no interests in joint ventures.

# **Glossary** of Terms

### Corporate Terms

AAF - Audit and Assurance Faculty quidance issued by the Institute of Chartered Accountants in England and Wales.

AIC - Association of Investment Companies. This is the trade body for Closed-end Investment Companies (theaic.co.uk).

AIFMD - Alternative Investment Fund Managers Directive. Issued by the European Parliament in 2012 and 2013, the Directive requires that all investment vehicles in the European Union, including Closed-end Investment Companies, must have appointed a Depositary and an Alternative Investment Fund Manager before 22 July 2014. The Board of Directors of a Closed-end Investment Company, nevertheless, remains fully responsible for all aspects of the company's strategy, operations and compliance with regulations.

Benchmark - This is a measure against which an Investment Company's performance is compared. The Company does not have a formal Benchmark but does report its performance against the MSCI UK Quarterly Property Universe.

Closed-end Investment Company - A company with a fixed issued ordinary share capital which is traded on an exchange at a price not necessarily related to the Net Asset Value of the company and where shares can only be issued or bought back by the company in certain circumstances. This contrasts with an open-ended investment company, which has units not traded on an exchange but issued or bought back from investors at a price directly related to the Net Asset Value.

Depositary - Under AIFMD rules applying from July 2014, the Company must appoint a Depositary, whose duties in respect of investments, cash and similar assets include: safekeeping; verification of ownership and valuation; and cash monitoring. Under AIFMD regulations, the Depositary has strict liability for the loss of the Company's financial assets in respect of which it has safekeeping duties. The Depositary's oversight duties include, but are not limited to, oversight of share buy backs, dividend payments and adherence to investment limits. The Company's Depositary is JP Morgan Europe Limited.

Dividend - The income from an investment. The Company currently pays dividends to shareholders monthly.

GAAP - Generally Accepted Accounting Practice. This includes UK GAAP and International GAAP (IFRS or International Financial Reporting Standards applicable in the European Union). The Company's financial statements are prepared in accordance with IFRS as adopted in the European Union.

Gearing - Unlike open-ended investment companies, Closed-end Investment Companies have the ability to borrow to invest. This term is used to describe the level of borrowings that an Investment Company has undertaken. The higher the level of borrowings, the higher the gearing ratio.

Leverage – As defined under AIFMD rules, leverage is any method by which the exposure of an AIF is increased through borrowing of cash or securities or leverage embedded in derivative positions. Leverage is broadly equivalent to Gearing, but is expressed as a ratio between the assets (excluding borrowings) and the net assets (after taking account of borrowing). Under the gross method, exposure represents the sum of the Company's positions after deduction of cash balances, without taking account of any hedging or netting arrangements. Under the commitment method, exposure is calculated without the deduction of cash balances and after certain hedging and netting positions are offset against each other.

Managers – The Company's investment managers are BMO Investment Business Limited, and its property managers are BMO REP Asset Management plc. Further details are set out on page 2 and in note 2 to the accounts.

Market Capitalisation - The stock market value of a company as determined by multiplying the number of shares in issue, excluding those shares held in treasury, by the market price of the shares.

Net Assets (or Shareholders' Funds) - This is calculated as the value of the investments and other assets of an Investment Company, plus cash and debtors, less borrowings and any other creditors. It represents the underlying value of an Investment Company at a point in time.

Net Asset Value ('NAV') per Ordinary Share - This is calculated as the net assets of an Investment Company divided by the number of shares in issue, excluding those shares held in treasury.

**REIT** - Real Estate Investment Trust. A tax regime which in the UK exempts participants from corporation tax both on UK rental income and gains arising on UK investment property sales, subject to certain requirements.

Ordinary Shares - The main type of equity capital issued by conventional Investment Companies. Shareholders are entitled to their share of both income, in the form of dividends paid by the Investment Company, and any capital growth. As at 31 December 2020 the Company had only Ordinary Shares in issue.

Share Price – The value of a share at a point in time as quoted on a stock exchange. The Company's Ordinary Shares are quoted on the Main Market of the London Stock Exchange.

SORP - Statement of Recommended Practice "Financial Statements of Investment Trust Companies and Venture Capital Trusts" issued by the AIC.

Total Assets - This is calculated as the value of the investments and other assets of an Investment Company, plus cash and debtors.

### **Property Terms**

Break Option - A clause in a Lease which provides the landlord or tenant with an ability to terminate the Lease before its contractual expiry

Covenant Strength - This refers to the quality of a tenant's financial status and its ability to perform the covenants in the Lease.

**Dilapidation** – Repairs required during or at the end of a tenancy or lease.

Estimated Rental Value ('ERV') - The estimated annual market rental value of a property as determined by the Company's External Valuer. This will normally be different from the actual rent being paid.

External Valuer - An independent external valuer of a property. The Company's External Valuer is CBRE Limited and detailed information regarding the valuation of the Company's properties is included in note 8 to the accounts.

Fixed and Minimum Uplift Rents - Rents subject to fixed uplifts at an agreed level on agreed dates stipulated within the Lease, or rents subject to contracted minimum uplifts at specified review dates.

Lease - A legally binding contract between a landlord and a tenant which sets out the basis on which the tenant is permitted to occupy a property, including the Lease length.

Lease Incentive - A payment used to encourage a tenant to take on a new Lease, for example by a landlord paying a tenant a sum of money to contribute to the cost of a tenant's fit-out of a property or by allowing a rent free period.

Lease Re-gear - This term is used to describe the renegotiation of a Lease during the term and is often linked to another Lease event, for example a Break Option or Rent Review.

Lease Renewal – The renegotiation of a Lease with the existing Tenant at its contractual expiry.

Lease Surrender - An agreement whereby the landlord and tenant bring a Lease to an end other than by contractual expiry or the exercise of a Break Option. This will frequently involve the negotiation of a surrender premium by one party to the other.

Net Income - The net income from a property after deducting ground rent and non-recoverable expenditure.

Net Initial Yield - The initial Net Income from a property at the date of purchase, expressed as a percentage of the gross purchase price including the costs of purchase.

Rent Review - A periodic review of rent during the term of a Lease, as provided for within a Lease agreement.

Reversion – Increase in rent estimated by the Company's External Valuer, where the passing rent is below the ERV. The increases to rent arise on rent reviews and lettings.

Tenant's Improvements - This term is used to describe a wide range of works that are usually carried out by a tenant, at its own cost, and usually require the landlord's prior approval.

Voids or Vacancy – The amount of rent relating to properties which are unoccupied and generating no rental income. Stated as a percentage of ERV.

How to invest

### **How to** Invest

One of the most convenient ways to invest in BMO Commercial Property Trust Limited is through one of the savings plans run by BMO.

#### **BMO Investment Trust ISA**

You can use your ISA allowance to make an annual taxefficient investment of up to £20,000 for the 2021/22 tax year with a lump sum from £500 or regular savings from £50 a month per Trust. You can also transfer any existing ISAs to us whilst maintaining the tax benefits.

### **BMO Junior ISA (JISA)\***

You can invest up to £9,000 for the tax year 2021/22 from £500 lump sum or £30 a month per Trust, or a combination of both. Please note, if your child already has a Child Trust Fund (CTF), then you cannot open a separate JISA, however you can transfer the existing CTF (held either with BMO or another provider) to a BMO JISA.

### **BMO Child Trust Fund (CTF)\***

If your child has a CTF you can invest up to £9,000 per birthday year, from £100 lump sum or £25 a month per Trust, or a combination of both. You can also transfer a CTF from another provider to a BMO CTF. Please note, the CTF has been replaced by the JISA and is only available to investors who already hold a CTF.

### **BMO General Investment Account (GIA)**

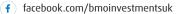
This is a flexible way to invest in our range of Investment Trusts. There are no maximum contributions, and investments can be made from £500 lump sum or £50 a month per Trust. You can also make additional lump sum top-ups at any time from £250 per Trust.

### **BMO Junior Investment Account (JIA)**

This is a flexible way to save for a child in our range of Investment Trusts. There are no maximum contributions, and the plan can easily be set up under bare trust (where the child is noted as the beneficial owner) or kept in your name if you wish to retain control over the investment. Investments can be made from a £250 lump sum or £25 a month per Trust. You can also make additional lump sum top-ups at any time from £100 per Trust.

\*The CTF and JISA accounts are opened in the child's name and they have access to the money at age 18. \*\*Calls may be recorded or monitored for training and quality purposes.







#### Charges

Annual management charges and other charges apply according to the type of plan.

### Annual account charge

ISA: £60+VAT GIA: £40+VAT JISA/JIA/CTF: £25+VAT

You can pay the annual charge from your account, or by direct debit (in addition to any annual subscription limits).

### **Dealing charges**

ISA: 0.2%

GIA/JIA/JISA: postal instructions £12, online instructions £8 per Trust. Dealing charges apply when shares are bought or sold but not on the reinvestment of dividends or the investment of monthly direct debits for the GIA, JIA and JISA.

There are no dealing charges on a CTF but a switching charge of £25 applies if more than 2 switches are carried out in one year.

Government stamp duty of 0.5% also applies on the purchase of shares (where applicable).

There may be additional charges made if you transfer a plan to another provider or transfer the shares from your plan.

The value of investments can go down as well as up and you may not get back your original investment. Tax benefits depend on your individual circumstances and tax allowances and rules may change. Please ensure you have read the full Terms and Conditions, Privacy Policy and relevant Key Features documents before investing. For regulatory purposes, please ensure you have read the Pre-sales cost disclosures related to the product you are applying for, and the relevant Key Information Documents (KIDs) for the investment trusts you are wanting to invest into.

### **How to Invest**

To open a new BMO plan, apply online at bmogam.com/apply Note, this is not available if you are transferring an existing plan with another provider to BMO, or if you are applying for a new plan in more than one name.

### **New Customers**

**0800 136 420\*\*** (8.30am - 5.30pm, weekdays) Call:

Email: info@bmogam.com

### **Existing Plan Holders**

**0345 600 3030**\*\* (9.00am - 5.00pm, weekdays) Call:

investor.enquiries@bmogam.com Email:

By post: **BMO Administration Centre** 

> PO Rox 11114 Chelmsford CM99 2DG

You can also invest in the trust through online dealing platforms for private investors that offer share dealing and ISAs. Companies include: Barclays Stockbrokers, EQi, Halifax, Hargreaves Lansdown, HSBC, Interactive Investor, Lloyds Bank, The Share Centre



### **BMO Asset Management Limited**

BMO Asset Management Limited is authorised and regulated by the Financial Conduct Authority and is a member of BMO Global Asset Management EMEA of which the ultimate parent company is the Bank of Montreal, 737510 L56 04/21 UK

# **Corporate** Information

### Directors (all non-executive)

Martin Moore (Chairman) Trudi Clark # Paul Marcuse ‡ John Wythe † Linda Wilding Hugh Scott-Barrett (appointed 4 January 2021)

### **Secretary**

Northern Trust International Fund Administration Services (Guernsey) Limited PO Box 255 Trafalgar Court Les Banques St. Peter Port Guernsey Channel Islands GY1 3QL



( +44 1481 745001

### **Alternative Investment Fund Manager** ('AIFM') and Investment Managers

**BMO Investment Business Limited** 6th Floor Quartermile 4 7a Nightingale Way Edinburgh EH3 9EG



+44 207 628 8000

### **Property Managers**

BMO REP Asset Management plc 7 Seymour Street London W1H 7JW

### **Property Valuers**

**CBRE** Limited St. Martin's Court 10 Paternoster Row London EC4M 7HP

- \* Chairman of the Nomination Committee
- † Chairman of the Management Engagement Committee
- # Chairman of the Audit Committee
- ‡ Senior Independent Director

### **Auditor**

PricewaterhouseCoopers CI LLP Royal Bank Place 1 Glategny Esplanade St. Peter Port Guernsey GY1 4ND

### **Guernsey Legal Advisers**

Carey Olsen (Guernsey) LLP Carey House Les Banques St. Peter Port Guernsey GY1 4BZ

### **UK Legal Advisers**

Dickson Minto WS 16 Charlotte Square Edinburgh EH2 4DF

### **Broker and Financial Adviser**

Winterflood Securities Limited The Atrium Building Cannon Bridge House 25 Dowgate Hill London EC4R 2GA

### **Depositary**

JPMorgan Europe Limited 25 Bank Street Canary Wharf London E14 5JP

### **BMO Commercial Property Trust Limited**

# Annual Report and Consolidated Accounts 2020

### Registered office:

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  Channel Islands GY1 3QL
- +44 1481 745001
- bmocommercialproperty.com
- info@bmogam.com

### Registrars:

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  St. Helier
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