

# Q2

## INVESTOR UPDATE 2024

### Wilton Park

Practical completion achieved at Four Wilton Park & Stripe to establish Irish HQ at One Wilton Park

**100% Dublin concentration** following recent sale of Mahon Retail Park, Cork

**Pre-letting of two floors** at Fifteen George's Quay

**€26.1 million** dividend in Q2



# Introduction



**Niall Gaffney**  
CHIEF EXECUTIVE

*“ The beginning of the next  
real estate cycle is now  
clearly on the horizon ”*

Take five

The second quarter of 2024 has been another active one for the Fund. In line with our strategy of concentrating our prime portfolio in the capital city, we recently sold Mahon Retail Park in Cork and are now a wholly Dublin concentrated Fund.

Our 2023 Responsibility Report outlining progress with our ambitious sustainability strategy was launched at our AGM in May and has been very well received. Meanwhile, development has continued at pace on our various development schemes across the city during the quarter. A pre-letting of the 2<sup>nd</sup> and 3<sup>rd</sup> floors at Fifteen George’s Quay was recently agreed and the final remaining floor in this development is now under offer. To fully pre-let this development is a significant achievement and is testament to the quality of offering and amenity being delivered.

We have now attracted two of the world’s leading technology companies to our Wilton Park estate, with Stripe having recently announced plans to establish their Irish headquarters at the 156,000 sq ft One Wilton Park.

We reached practical completion on Four Wilton Park during the quarter, bringing our total contracted rent to a new record of €149 million. An extensive planting programme was

recently completed at Wilton Park, and we look forward to officially opening the park to the local community in the coming months.

We have now commenced planting native Irish trees on the 125 acres we acquired last year in Mayo in order to create our own locally grown carbon offsets. To date, more than 30,000 trees have been planted on site.

Ireland’s credit rating was recently upgraded to AA by Fitch while Ireland’s 10 year bond rate is one of the lowest in Europe. With monetary policy having finally started to ease, the expectation is that property values will now stabilise, and liquidity will improve in the second half of the year. The beginning of the next real estate cycle is now clearly on the horizon. It has been our experience that periods of price correction are inevitably followed by periods of good performance, and conventional investment theory suggests that returns are generally maximised when investors deploy early in the cycle.

## KEY TAKEAWAYS FROM Q2 2024

### FOUR WILTON PARK



Four Wilton Park achieved practical completion bringing our contracted rent to a record €149m

1

### ONE WILTON PARK



Stripe announced plans to establish its new Irish HQ at One Wilton Park and will take occupation in 2025

2

### 100% DUBLIN



The Fund’s portfolio is now 100% concentrated in Dublin following the sale of our last regional asset

3

### FIFTEEN GEORGE’S QUAY



Pre-letting of 2<sup>nd</sup> and 3<sup>rd</sup> floors at Fifteen George’s Quay, extending to 21,500 sq ft

4

### RHA GOLD MEDAL



Niall Gaffney received the 2024 RHA Gold medal in recognition of IPUT’s role in creating space for art and culture in Dublin city

5

# Q2 highlights

## FIFTEEN GEORGE'S QUAY

Fifteen George's Quay, Dublin 2



## 21,500 SQ FT PRE-LETTING AT FIFTEEN GEORGE'S QUAY

A pre-letting of the 2<sup>nd</sup> and 3<sup>rd</sup> floors at Fifteen George's Quay was recently agreed with MUFG.

As we near the completion of this landmark city centre office building, we are pleased to confirm that over 80% of the office space has now been pre-let. The positive leasing demand for Fifteen George's Quay reflects our innovative approach to transforming workplace design allied to green credentials and amenity-rich facilities.

Overlooking Dublin's Custom House, the generously proportioned shared roof garden and the 4,000 sq ft ground floor amenity space, with a dedicated in-house barista and conferencing facilities, will change how people connect in the workplace. The final remaining floor in this development is now under offer.

## DISPOSAL OF OUR LAST REGIONAL ASSET

In line with our strategy to concentrate our portfolio on prime locations in Dublin, we recently completed the sale of Mahon Retail Park in Cork. Following this disposal, the Fund's portfolio is now 100% concentrated in Dublin.

**Pictured right:**  
Mahon Retail Park, Cork





# Q2 highlights

## *continued*

Styne House, Dublin 2



## DESIGN EXCELLENCE AWARD FOR STYNE HOUSE

Congratulations to RKD Architects who recently won an Architectural Design Excellence award at the Irish Construction Excellence (I.C.E) awards ceremony for their work on our development at Styne House.

### Q2 Financial highlights

# €2.7bn

Portfolio value

# €149m

Contracted rental income

# 26%

Loan-to-value

# 6.5 years

WAULT



## LATEST PODCAST EPISODE

This episode of our 'Shaping our City' podcast features Gemma Deane, Head of Development at the Creative Land Trust in London and Patrick Murphy, Director of Dublin's Royal Hibernian Academy (RHA).

The discussion covers a range of topics including the need to provide permanent workplaces for the creative arts, funding models, public & private sector collaboration, harnessing philanthropy, and the specifications of ideal creative workplaces.



To listen  
[Click here](#)



Zara Walsh

HEAD OF VALUATIONS &  
PERFORMANCE REPORTING

# Performance

## Q2 2024

The fund collected 100% of rent in Q2 2024, which enabled the payment of a cash dividend of €26.1 million or €11.50 per share. The total shareholder return for the quarter was 0.1%.

We have seen a stabilisation for core office assets during the last two quarters with some transactions in the CBD underpinning yields in core locations. However, the market is still correcting for older non-core assets, in particular those that require capital expenditure or without ESG credentials. For this reason, the IPUT office portfolio recorded a marginal decline of 1.0% during the quarter.

Our logistics portfolio continues to be a main driver of positive capital growth for the Fund, having achieved a positive capital value movement during the quarter.

The Fund's retail exposure is now 9% with the successful disposal of three non-core assets (69 Grafton Street, 72 Grafton Street and Mahon Retail Park, Cork) during the quarter. The retail assets declined in value by 1.3% during Q2.

Asset values are continuing to recalibrate but we expect to see more positive momentum in H2. With the completion of Two to Four Wilton Park over the last six months, our contracted rent has increased to a new record of €149 million. Our development exposure has reduced to 6% - the lowest it has been in several years. Encouragingly, our entire development pipeline is currently 90% pre-let with the remaining office space under offer.

## Portfolio by asset mix

64%	Office: €1,708 million
17%	Logistics: €468 million
9%	Retail: €232 million
6%	Office development: €166 million
4%	Other: €105 million

Fund Returns	Return %
Quarterly shareholder return	0.1%
Quarterly income return	1.3%

## Share price information



Share prices	30/06/24	31/03/24
Offer price per share	€847.01	€858.05
NAV per share	€830.40	€841.23
Repurchase price per share	€817.95	€828.61
Dividend per share	€11.50	€11.50

## Financial calendar



### Key dates

NAV announcement - Q2 2024	1 July 2024
Dividend payment - Q2 2024	5 July 2024
NAV announcement - Q3 2024	1 October 2024
Dividend payment - Q3 2024	7 October 2024

## Key indicators

# €1.9bn

Net Asset  
Value

# €26.1m

Quarterly  
dividend

# 5.3%

Annualised  
dividend yield

# 1.3%

Quarterly  
income return

# Responsibility

## 2023 RESPONSIBILITY REPORT LAUNCHED

We recently launched our 2023 Responsibility Report. The report, which has been very well received, sets out our ambition to be among the greenest funds in Europe. Our approach to sustainability is creating value for our shareholders and delivering social value. It drives enhanced occupier satisfaction, positively impacts the city around us, and supports strong, long-term returns.



Download Report  
[Click here](#)



Tanya Kiang, Curator at Photo Museum Ireland along with some of the finalists.

## YOUNG PHOTOGRAPHER OF THE YEAR AWARDS

Photo Museum Ireland are currently exhibiting the work of finalists in the 2024 Young Photographer of the Year Awards at Living Canvas in Carrickmines. The awards, which are created by young people, for young people (8-18 years of age) celebrate the creative talent of the next generation of visual storytellers. During June, the Jury, which included Transition Year students and previous Young Photographer Award winners, selected 22 finalists from more than 1,000 superb photographs submitted by talented young artists from all over Ireland. The exhibition at Carrickmines includes the work of all 22 finalists and the winners will be announced at the Young Photographer of the Year exhibition at Photo Museum Ireland, which takes place from 24<sup>th</sup> October to 7<sup>th</sup> November 2024.



## THOUGHT LEADERSHIP

Our Sustainability Manager Ellen McKinney (pictured left) recently spoke with the Business Post about the environmental benefits of afforestation and our pioneering approach to creating locally grown carbon offsets by planting native Irish trees.



To read  
[Click here](#)

## STEP CHALLENGE

As part of our occupier wellbeing programme, we hosted our second annual step challenge during the month of June. The challenge was once again enthusiastically embraced by our occupiers.

In total, 161 participants took part in the month-long challenge and walked more than 30,000 kilometres between them, compared to 16,372 kilometres last year.

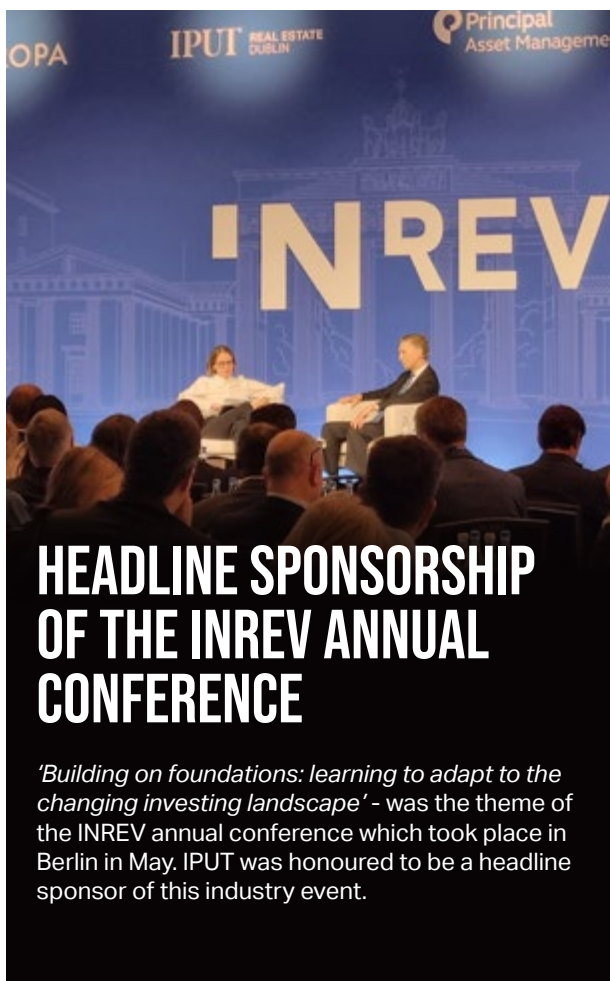


**30,000**  
kms walked



# Responsibility *continued*

## INREV



### HEADLINE SPONSORSHIP OF THE INREV ANNUAL CONFERENCE

*'Building on foundations: learning to adapt to the changing investing landscape'* - was the theme of the INREV annual conference which took place in Berlin in May. IPUT was honoured to be a headline sponsor of this industry event.



## URBAN PLAN

Several volunteers from IPUT participated in this year's Urban Plan programme, run by the Urban Land Institute (ULI Ireland) during April. This programme, which is specifically geared at secondary schools is an excellent opportunity to introduce young people to the possibility of a career across a range of disciplines in the built environment. It helps young people to understand the role that real estate plays in regenerating urban areas. It also encourages students to take an active role as engaged and informed citizens, helping them to create better and more sustainable communities, which is closely aligned with IPUT's core values.

## ULI MAYOR DEBATE

In her capacity as Chair of ULI Ireland, our Head of Research, Marie Hunt recently facilitated a very timely debate on the issue of a Directly Elected Mayor for Dublin. Hosted by PWC, the ULI Ireland debate heard from AnnMarie Farrelly, Chief Executive of Fingal County Council and Richard Shakespeare, Chief Executive of Dublin City Council as well as former Taoiseach and Lord Mayor Bertie Ahern plus a variety of academics and industry stakeholders. The panellists debated the merits of Dublin having its own directly elected mayor and the potential implications for local government and the city – a timely discussion following the recent election of John Moran as Ireland's first Directly Elected Mayor in Limerick.

## ULI EUROPE ANNUAL CONFERENCE

Members of the IPUT team recently attended the ULI Europe annual conference in Milan. The conference was an excellent opportunity to meet key investors and industry stakeholders and to hear from a great lineup of speakers which this year included the Mayor of Milan, Giuseppe Sala and José Manuel Barroso, former President of the European Commission, and former Prime Minister of Portugal.

**Pictured (left to right):** IPUT's Michael Clarke, Zara Walsh, Niall Gaffney, Adam McCormack and Marie Hunt



# Project updates



*Tom Costello*

HEAD OF DEVELOPMENT

Wilton Park, Dublin 2

**We continue to make good progress on the three development projects that we are currently undertaking in the capital. A key milestone in the last quarter was achieving practical completion on Four Wilton Park.**

## WILTON PARK

### Wilton Park, Dublin 2

**600,000 SQ FT MIXED USE SCHEME**

**€32.5M CONTRACTED RENT**

**PRE-LET TO LINKEDIN | 12 YEAR TERM**

Four Wilton Park reached practical completion during the quarter, meaning all buildings have now been handed over to LinkedIn. An extensive planting programme took place in the Park over the last few months with works due to be complete by the end of August.

LinkedIn will commence its fit-out at Four Wilton Park in July. Improvement works and resurfacing to Cumberland Road and Lad Lane are progressing with completion planned for October 2024.



## FIFTEEN GEORGE'S QUAY

### Fifteen George's Quay, Dublin 2

**70,000 SQ FT RIVERFRONT OFFICE**

**COMPLETION DATE Q3 2024**

**PRE-LET AON & MUFG | 10 YEAR TERM**

The refurbishment of Fifteen George's Quay is nearing completion with the mechanical and electrical services being commissioned and the finishes being applied to the reception and cores.

Planting on the shared roof garden and terraces has been completed and installation of the roof finishes and ground floor paving is in progress. We are on track to reach practical completion during July, and we have already granted early access to allow tenant fit-out to commence.



## NWQ

### 25 North Wall Quay, Dublin 1

**158,500 SQ FT RIVERFRONT OFFICE**

**NET ZERO OFFICE BUILDING**

**PRE-LET A&L GOODBODY | 20 YEAR TERM**

This development is on track for completion in Q4 2024.

Structural works are finalised with roof weathering now also approaching completion. The façade is progressing well with approximately 90% of units in place.

The focus this quarter has been on achieving early access for A&L Goodbody in order to start their fitout.





# FASTEST GROWING ECONOMY IN THE EUROZONE

As we anticipate the next cycle of the commercial property market, it is timely to reflect on the unique economic and demographic factors that underpin investment in Ireland and specifically in the capital city of Dublin, where our portfolio of prime assets is concentrated.

They justify our approach to investment, development, and management of our prime portfolio, and highlight the scale of opportunity that we believe is on the horizon.

## COMPELLING CHARACTERISTICS OF THE DUBLIN MARKET

### Investment grade

Only English-speaking  
Euro-denominated economy  
- set to outperform in the  
medium term



### Demographics

Unique demographics  
that support a  
resilient and diverse  
employment base



### Young population

One of the highest  
proportions of 25-44  
year olds in the EU  
with a median age  
of 38



Source: CSO

### Stable returns

A commercial real estate  
market that offers relative  
value & the prospect of  
stable returns



### Occupier demand

An office occupier market  
underpinned by demand for  
Grade A buildings from  
leading domestic &  
global occupiers



### Curtailed supply

New office supply curtailed  
& existing Grade A  
availability expected  
to be absorbed by 2026



### Undersupplied logistics sector

Compelling cyclical &  
structural demand drivers  
that offer opportunity



### Attractive pricing

Potential for current  
yields to harden  
as monetary policy  
continues to  
loosen



### Rental growth potential

Potential for prime rents  
to increase considering  
severe undersupply of  
modern stock in core  
locations



*“There is a scarcity of institutional grade product of the calibre that IPUT are delivering in core locations in Dublin where demand is concentrated.”*

# DUBLIN'S LEADING PROPERTY INVESTMENT COMPANY

**IPUT** REAL ESTATE DUBLIN

**We have been investing in Irish real estate and delivering dividends for investors for close to six decades. We own, develop, and manage the best workplaces in Dublin, occupied by leading domestic and international companies who choose Ireland as a strategic gateway to Europe and the world.**

We have over time repositioned our Fund towards sectors and locations that offer the best long-term return prospects for our investors. In the last decade, we have raised and deployed more than €2.2 billion of new equity.

## OUR CREDENTIALS

**€1 billion**

paid in dividends to shareholders in the last 10 years



**2 million sq ft**

of offices & logistics developed in the last decade, 67% of which was pre-let.



**5.5%**

projected dividend yield by year-end 2024



**67%**

% of our office portfolio will be Grade A+ by year-end 2024



**56%**

% of our office and logistics portfolio developed by IPUT by year-end 2024



**Flex platform**

All seven locations in our flex platform 'Making it Work' are fully let



**2.5m sq ft**

Full planning in place on our prime logistics landbank



**5 Star GRESB**

maximum rating for both standing investments and developments



**99%**

occupancy rate across the entire portfolio



*"We look beyond short-term cyclical influences and focus on income which is resilient and underpins a strong and growing dividend stream."*



## To learn more about us, contact our team:



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