

Welcome to Hammerson's 2004 results presentation.

I shall say a few words by way of introduction. Simon Melliss will then take us through the detailed numbers, before handing back to me to talk about how we see the markets and some key aspects of our business.

I think you'll agree, it has been an excellent year for Hammerson.

OVERVIEW

- Strong financial performance
- Obtained tax exempt status for French business
- Excellent development programme and pipeline
- Good income growth from signed deals



We showed a consistent and strong financial performance. Part of this was down to the continued inward yield shifts reflecting good investment demand for property.


We elected for SIIC status in France, following the listing of Hammerson plc shares on Euronext in March. So capital gains and income from our French business are now tax exempt.

We made good progress in advancing development projects, five of which are due to complete this year and next. A further seven schemes are due to start in 2005 and 2006 and, beyond that we have an excellent pipeline of future opportunities.

We let around 38,000 m² or 400,000 ft² of office space and secured tenants for a substantial part of the current retail park developments. Income will therefore increase substantially over the next few years.

Just looking briefly at the headline numbers...

FINANCIAL PERFORMANCE		
• Adjusted NAV per share	936 pence	+16.6%
• Adjusted earnings per share	30.0 pence	+0.7%
• Return on shareholders' equity	22.1%	
• Total dividend per share	17.92 pence	+6.5%



Net asset value per share increased by 16.6% to 936 pence. The underlying valuation increase was 8.8%.

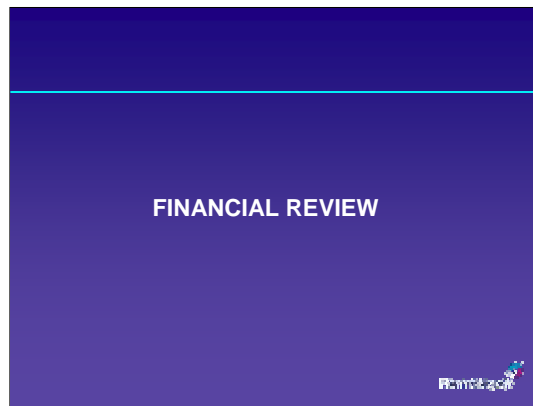
Adjusted earnings per share were slightly ahead at 30 pence per share.

The return on shareholders' equity was 22.1%.

...And we are proposing a 6.5% increase in the full year dividend. That's maintaining the good level of increase over the last few years.

So, I think it has been an excellent year.


With that over to Simon Melliss to talk you through the numbers.



Good morning everybody. This is the last set of results that we shall be presenting under existing accounting standards as our interim results for 2005 will be under the new International Financial Reporting Standards. I don't propose to talk about these changes today but we will be doing a separate presentation in April.

Turning now to the results for 2004.

NET RENTAL INCOME		
	(£ million)	
	2004	2003
Properties owned throughout	153.3	145.4
Acquisitions	7.3	0.8
Developments	15.7	5.0
Properties sold	11.5	37.9
Exchange translation and other	0.6	0.4
	<u>188.4</u>	<u>189.5</u>




Hammerson saw good growth in rental income on a like-for-like basis and this is shown on the top line of this slide. The increase of £7.9 million to £153.3 million was equivalent to a 5.4% increase.

We have sold a lot of property in the last two years and year on year this had the effect of reducing rental income by £26.4 million. Looking forward, this will be more than recovered by additional income from our development programme.

Net rental income totalled £188 million in 2004.

RENTAL INCOME ANALYSIS	
	(£ million)
	2004
Gross income	217.1
Rents payable	(7.2)
Car park expenditure	(3.0)
Sub-total ⁽¹⁾	<u>206.9</u>
Adjustment for rent free periods (UITF28)	2.4
	<u>209.3</u>
Void and unrecovered costs	(8.1)
Other property outgoings	(12.8)
Net rental income	<u>188.4</u>

Note:
 (1) At 31 December 2004 rent passing was £220.1 million and the estimated rental value, including vacant space, was £203.6 million.



This slide shows some of the components of net rental income and there are three points I want to make.

Firstly, gross income includes elements such as turnover rent, £4.3 million, and car park revenues, £10.4 million.

Secondly, I have analysed property outgoings into three elements: car park costs; void and non-recoverables; and the remaining other property costs.

Finally, the sub-total of £206.9 million shown half way down the page, which is a total for the year, can be compared with the figure for passing rents at 31 December 2004, which, as noted at the foot of the slide, was £220.1 million.

Turning now to profit.

INCOME STATEMENT		
	(£ million)	
	2004	2003
Operating profit after interest	86.9	85.9
Exceptional items	40.3	(18.8)
Profit before tax	127.2	67.1
Current tax	(49.0)	(1.7)
Deferred tax	40.3	(13.1)
Minority interest	(2.2)	(2.0)
Profit for the year	<u>116.3</u>	<u>50.3</u>
Adjusted earnings per share	30.0p	29.8p
Dividend per share	17.92p	16.83p

Operating profit after interest was £1 million higher than last year at £86.9 million. This was, I believe, an excellent result when one considers that property disposals in the last two years had reduced operating profits by £11 million. However this reduction was more than offset by an increase in rental income, on a like-for-like basis, of £8 million and the benefits of lower interest costs.

The current tax charge and deferred tax credit reflect the entry into the French SIIC regime, with current tax including a charge of £43.6 million and deferred tax including a credit of £45 million. Looking forward, I do not expect our underlying current tax charge to exceed 5% in either 2005 or 2006, assuming no property disposals.

CASH FLOW		
	(£ million)	
	2004	2003
Operating cash flow	86	69
Dividends	<u>(47)</u>	<u>(44)</u>
	39	25
Taxation	(22)	(1)
Corporation tax	(4)	(1)
SIIC exit tax	<u>(18)</u>	-
	17	24
Acquisitions	(319)	(184)
Capital expenditure	(226)	(257)
Disposals	<u>399</u>	<u>556</u>
Net cash (outflow)/inflow	<u>(129)</u>	<u>139</u>

In 2004 there was a cash outflow of £129 million. During the year we paid the first instalment of the SIIC exit tax of £18 million, whilst acquisitions and capital expenditure exceeded proceeds from disposals. The largest acquisition was the purchase of Barclays' 50% interest in West Quay shopping centre in December for £203 million. We also bought out a further share of Moorhouse and acquired the former London Stock Exchange buildings.

BALANCE SHEET


	(£ million)	
	31 Dec 2004	31 Dec 2003
Property assets	4,608	3,956
Net debt	(1,746)	(1,585)
Other net liabilities	(264)	(148)
	<u>2,598</u>	<u>2,223</u>
Deferred tax	(17)	(55)
Shareholders' funds	<u>2,581</u>	<u>2,168</u>
Adjusted NAV per share	936p	803p
Gearing	68%	73%



Gearing at the end of the year was 68%, a reduction from the previous year, reflecting the strong property revaluation. Adjusted NAV per share grew by over 16% to 936 pence. The reasons for the change are summarised here.

NAV ANALYSIS		
	Shareholders' funds* (£ million)	Adjusted NAV* (pence per share)
31 Dec 2003	2,223	803
Revaluation	347	125
Retained profit (excluding SIIC charge)	70	25
Negative goodwill	28	10
SIIC exit tax	(71)	(25)
Exchange loss	(1)	-
Other movements	2	(2)
31 Dec 2004	<u>2,598</u>	<u>936</u>

* Excluding deferred tax



This analysis excludes deferred tax.

You will see that the retained profit was offset by the SIIC exit tax, which is payable in four annual instalments.

Negative goodwill principally arose from the discount in respect of contingent tax agreed with Barclays on the acquisition of West Quay.

The major factor behind the increase in NAV was the property revaluation.

VALUATION MOVEMENTS

	Shopping Centres		Retail Parks		Offices		Total	
	Value £m	% change	Value £m	% change	Value £m	% change	Value £m	% change
UK	1,784	10.3	503	21.3	894	7.5	3,181	11.1
France	751	10.6	-	-	515	5.8	1,266	8.6
Germany	161	(21.8)	-	-	-	-	161	(21.8)
Total	2,696	7.7	503	21.3	1,409	6.8	4,608	8.8



Overall, there was an underlying increase in the portfolio valuation of 8.8%. UK and French shopping centres increased by a similar amount, whilst retail parks showed an exceptional performance. Valuation yields for Hammerson's UK shopping centres reduced by an average of 40 basis points, whilst in France the reduction was around 30-35 basis points. Importantly, the estimated rental value of the shopping centres increased in 2004. In the UK, the average growth was 5.9% and in France 6.4%, so it is encouraging that there is potential for further income growth.

We saw a recovery in both the London and Paris office markets and Hammerson benefited from letting progress at its recently completed developments. Thus, One London Wall increased in value by nearly a quarter and 10 Grosvenor Street by over 10%. At Boulevard Haussmann the increase was more modest at 3.5% but whilst the first half saw a decline in value, this was more than recovered in the second six months.

The value of the German portfolio fell sharply reflecting weak conditions in the occupational and investment markets. Nearly all of this decline was reflected in the June valuation.

FINANCING STRUCTURE

- Financial strategy facilitates active management of properties
- £300 million unsecured 22 year bonds issued Feb 2004
- £230 million five year revolving credit signed June 2004
- Cash and undrawn facilities totalled £529 million at 31 Dec 2004
- Average cost of debt 6.3%



As you are aware Hammerson's business philosophy is to manage actively its portfolio, taking opportunities to buy and sell as market conditions change. Our financial strategy is based on facilitating this philosophy. Therefore we have continued to follow a policy of borrowing on an unsecured basis and during the year we raised over £500 million from a combination of long term bonds and a five year bank facility.

At the end of the year we had cash and undrawn committed facilities totalling £529 million and these resources allow us to continue with the development programme and make acquisitions if the right opportunities arise.

So to summarise on our results and financial position.

FINANCIAL SUMMARY

- High quality income stream
- Good underlying rental growth
- Strong valuation performance
- Sound balance sheet and financing structure
- Beneficiary of changing European tax environment
- 2004 results will be restated under IFRS



I believe Hammerson's portfolio is of the highest quality and this is reflected in both the security of the income stream and the recent income growth that we have achieved.

We have already benefited from the changing European tax environment with the change in status of our French operations.

Finally, to remind you, we will be restating our 2004 results at the end of April under new International Financial Reporting Standards and I hope that we will be able to help you make the transition from the current rules relatively easily.

PROPERTY MARKETS



RETAIL MARKETS

	Occupational	Investment
UK	Retail sales growth slowed during 2004, though rents continued to rise. The strong trading performance of dominant shopping centres and lower costs of retail parks are expected to sustain demand for space.	Favourable sentiment towards retail property led to substantial investment flows and an increase in capital values during 2004. Some further increase in values is expected, particularly for prime assets.
France	Retail sales growth improved in 2004. Further modest growth is forecast in the future and should support higher shopping centre rents.	Investment demand remained strong in 2004 though few owners chose to sell. Investment yields are anticipated to reduce further.
Germany	High unemployment and weak consumer confidence caused retail sales to contract in 2004. The market is likely to remain difficult.	The property investment market was weak in 2004. The outlook remains uncertain.



In the UK, the medium term outlook for the retail property sector remains attractive. Retailing is competitive, supermarkets are growing their market share and margins are under pressure. But supply of new space is limited by tight planning restrictions. We anticipate that dominant shopping centres and retail parks, which provide good tenant risk diversification and have low vacancy rates, will continue to win market share and show increases in rental values.

In France, consumer spending and retail sales improved in 2004, although the overall retail environment remains competitive. Given the Government's policy of reducing taxation, the growth in retail sales is expected to continue into 2005. Rental values increased slightly in 2004 and further modest growth is anticipated in 2005.

Both in the UK and France, investor sentiment towards retail property remained strong throughout 2004, leading to a further increase in values. With few investors wishing to dispose of assets, particularly prime shopping centres, and an increased number of potential investors, investment yields could reduce further in 2005, particularly in France.

In Germany, the domestic economy remained weak during 2004, with retail sales continuing to fall. Whilst a gradual recovery in the economy is expected during 2005, the outlook for the property investment market remains uncertain.

Turning now to office property.

OFFICE MARKETS		
	Occupational	Investment
Central London	Demand for office space improved towards the end of 2004, leading to a fall in vacancy. Rents stabilised in the City and picked up by around 10% in the West End. The outlook is for gradual recovery in City rents and a further improvement in the West End.	Strong investment demand and activity in 2004 led to an increase in capital values. A recovery in rents should support further increases in values.
Central Paris	Take-up of office space improved in 2004, though effective rents reduced by around 10%. Continued demand is projected to lead to a recovery in rents in 2006.	Investment demand led to a reduction in yields in 2004. Demand is expected to continue and should lead to further increases in capital values.

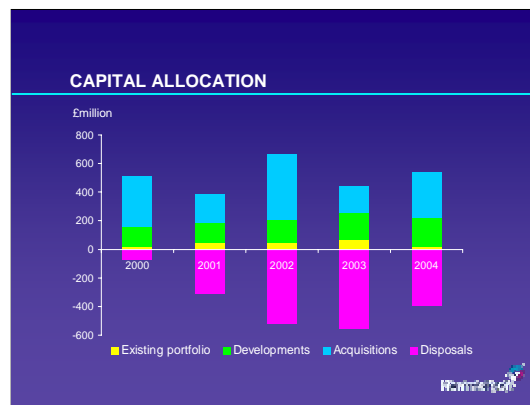
Both in central London and central Paris the picture was better in 2004.

In the UK, take-up improved somewhat, reducing the overall vacancy rate from 14% to 12%, with a marked increase in demand towards the end of the year. Development completions over the next couple of years will limit supply, so I anticipate we will see an increase in rental levels. I think this will show first in shorter rent free periods in 2005, followed by higher headline rents next year.

In Paris, conditions remained difficult in the first half of the year, but there was also an improvement in occupational demand towards the end of the year. The vacancy rate remained little changed, at around 6%, But with occupiers seeking increased incentives, effective rents fell by around 10%. Looking ahead, I believe we can look forward to some recovery in rents in 2006.

Both in London and Paris, investment demand remained buoyant throughout 2004, with a further inward yield shift. Investor appetite shows no sign of abating.

So, if that is the market background, what did this mean in terms of portfolio activity?



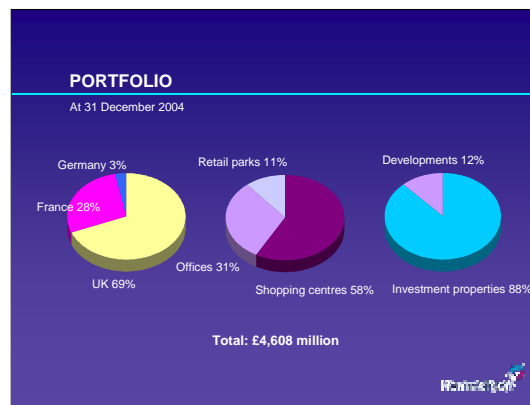
We continued to recycle capital from assets that we believe have gone ex-growth, reinvesting in more attractive assets where we see potential for outperformance.

Over the past five years, we have raised nearly £2 billion from property disposals (shown in pink) and invested some £2.5 billion.

In 2004, we raised nearly £400 million from disposals...some £40 million above their book values at the end of 2003. Most noteworthy was the sale of Parc Fforestfach in Swansea in July last year for £88 million. This had been our first investment in the retail parks sector. We acquired it for £58 million in 2002, so there was a 50% gain in two years.

Last year we invested just over £540 million, principally on the development programme and on acquisitions.

So...what have been the effects of this activity on the portfolio?



The chart on the left shows the geographic split in the portfolio. The UK content increased by three percentage points to 69% during the year.

As you can see from the middle chart, our retail property weighting is also 69%, that was a slight increase over the year.

Developments accounted for £533 million or 12% of the portfolio at the year end.

I don't envisage a substantial change in the overall portfolio distribution during the course of 2005.

The portfolio provides a very high quality income stream.

INCOME QUALITY

- Average unexpired lease term nine years
- Strong tenant base
- Rent reviews
- Retail portfolio 12% reversionary
- Office portfolio 8% over-rented
- Vacancy rate 9.4%



The average unexpired lease term is nine years and the group has a strong tenant base.

Last year the principal rent reviews were in respect of The Oracle, Reading. To date the reviews have been achieved at levels nearly 30% higher on average than previous rents.

The retail portfolio is 12% reversionary and there are good opportunities to capture some of these reversions over the next few years. For instance, in 2005, we shall see the first reviews at WestQuay, Southampton. The estimated rental value of leases subject to review here is approximately 28% higher than rents passing at the end of 2004.

The office portfolio was over-rented by 8%, with the over-renting accounted for by just two office buildings in London, 99 Bishopsgate in the City and Exchange Tower in Docklands.

At the end of 2004, the vacancy rate was 9.4%. It remains a priority to get the vacancy rate down.

OFFICE LETTING UPDATE

Scheme	Size m ²	Amount let by area	Income commencing	Rental income contracted £m
One London Wall, London EC2 (50%)	18,600	51%	Q3 2006	2.2
10 Grosvenor Street, London W1 (50%)	5,900	33%	Q2 2006	0.7
Néo, 14 boulevard Haussmann, Paris 9ème	26,700	100%	Q4 2007	10.6
Moorhouse, London EC2 (67%)	30,100	0%	-	-



This shows the four major office buildings that have been completed in the last 18 months.

One London Wall is over 50% let, following a number of lettings since the year end.

Néo, 14 boulevard Haussmann in Paris is now fully let, with our letting to Figaro being the largest deal in central Paris in recent years.

Moorhouse was completed just before Christmas and marketing is underway. There has been some press speculation regarding an occupier for around 30% of the space. The position is that we are involved in negotiations with a number of potential tenants. As usual, as soon as there is a deal to announce we shall do so!

I think this might be a good opportunity to say a few words about our development strategy.

DEVELOPMENT STRATEGY

- Generate attractive returns
- Create properties scarce on open market
- Enhance portfolio and income quality
- Use acquisition skills to secure future development opportunities
- Rigorous project management
- Recycle fully exploited properties to fund developments



Our objective from development is to generate attractive returns and to create properties that are difficult to buy on the open market.

This is particularly the case today, following the downward movement of yields. So development gives us the opportunity to enhance both our portfolio and income quality.


We have some schemes where we are on site. We have others which are being worked up so that we can make a start. And we have a pipeline of opportunities that can be delivered in the longer term.

I think that we have one of the best development teams in the business. We have people with vision, who have secured some very attractive opportunities for Hammerson, often with a limited up front investment. We also have excellent relationships with local authorities and a reputation for delivering. That is down in part to strong leadership of projects.

So, if that is our approach, what are we doing? First, our current developments.

CURRENT DEVELOPMENTS					
Current Projects (ownership interest)	Size m ²	Cost at 31/12/04 £m	Estimated total cost £m	Amount let or under offer by area	Anticipated completion date
Offices					
Bishops Square, London E1 (75%)	75,000	184*	280*	95%	Jun 2005
19 Hanover Square, London W1 (100%)	2,700	16	21	0%	Aug 2005
9 place Vendôme, Paris 1er (50%)	27,700	65*	90*	5%	Jul 2006
Retail Parks					
Cyfarthfa, Merthyr Tydfil (100%)	23,600	29	35	85%	Jan 2005
St Oswald's, Gloucester (Phase I) (100%)	20,500	25	44	83%	Jun 2005

* Hammerson's share of costs shown for joint ventures



Five major developments are underway where our costs to date amount to £319 million. The book value of the schemes at the year end was £415 million, a surplus of £96 million.

The total cost of this programme is £470 million. Of this latter figure, over three quarters is accounted for by projects where most of the space is either let or under offer. Bishops Square alone accounts for 60% of the total cost of the current programme and here the letting risk has been largely eliminated by the lease to Allen & Overy.

A few words on the three office schemes.

CURRENT OFFICE DEVELOPMENTS

Bishops Square, London E1



19 Hanover Square, London W1



9 place Vendôme, Paris 1er



RENTIS

I have already mentioned Bishops Square, a 75,000 m² scheme in the City of London. Work here is progressing well and a handover to Allen & Overy for fitting out works is scheduled for June 2005.

We acquired 19 Hanover Square in 1999 and began a refurbishment of the 2,700 m² office building earlier this year. Completion is scheduled for June 2005.

In central Paris, work started earlier this year on 9 place Vendôme, where we are in joint venture with AXA, to create 22,200 m² of high quality office accommodation and 5,500 m² of prime retail space on the prestigious rue Saint-Honoré. We've let two of the eight retail units, representing 29% of the total projected retail income.

Now, the retail parks.

CURRENT RETAIL PARK DEVELOPMENTS

Cyfarthfa Retail Park, Merthyr Tydfil



St Oswald's Retail Park, Gloucester

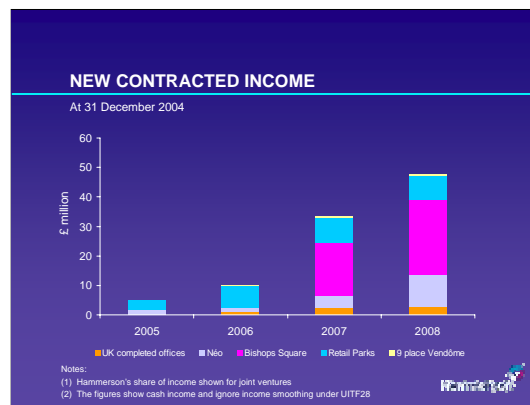


RENTIS

We started work on Cyfarthfa Retail Park in Merthyr Tydfil in February 2004. The development is 85% let or under offer. On full letting the estimated rental value is £3.7 million. The park was completed in January of this year and opens in April.

St Oswald's in Gloucester is a mixed use scheme, involving a retail park, leisure facilities, business units and 450 residential units. The first phase of this scheme, the retail and some of the leisure, started in September 2004. This part of the scheme is 83% let or under offer and on full letting is expected to generate a rental income of £4.2 million. Completion is expected in June this year. We plan to sell the residential element and clearly we'll seek to maximise the returns from this.

Both from the office schemes completed in the last 18 months, which I talked about a few minutes ago, and the current developments, we have secured a substantial future cash flow.



This shows rents receivable on a cashflow basis from signed leases. It is contracted income now.

In 2008, the additional rents, receivable will total almost £50 million. This number will rise further as additional leases are signed.

As you'll see from the footnote, the figures show cash income and ignore income smoothing under UITF28. To help you with your income forecasts, the effects of UITF28 are shown in the Appendix on slide 40.

I'd like to turn now to the development projects that we anticipate will start this year and next.

POTENTIAL 2005/2006 DEVELOPMENTS

Project	Ownership interest %	Indicative total costs Em*
Retail schemes		
Broadmead, Bristol	50	215*
Shires West, Leicester	60	200*
The Avenue Retail Park, Cardiff	100	10
Westwood & East Kent Retail Parks, Thanet	100	15
Offices		
125 Old Broad Street, London EC2	100	160
60 Threadneedle Street, London EC2	100	105
Opéra Capucines, Paris 2e	50	35*
Total		740

* Hammerson's share of costs shown for joint ventures



There are seven schemes with an estimated total cost of £740 million.

The projected rent roll from these schemes is around £60 million or 8% on cost.

I'll take you through these schemes very quickly.

BROADMEAD, BRISTOL



- 50:50 JV with Land Securities
- 93,000 m² retail and leisure phase of 140,000 m² scheme
- Planning consent secured
- Anchored by House of Fraser
- Indicative total cost £215 million
- Anticipated start on site Q4 2005



Broadmead is a mixed-use scheme totalling 140,000 m², of which around 93,000 m² will be retail and leisure space.

We have obtained planning consent and completed the CPO enquiry. We are now working on the retail leasing, having just let the the department store to House of Fraser.

Hammerson's share of the total development cost of Broadmead is estimated at £215 million.

Now...Leicester...

SHIRES WEST, LEICESTER



- 60:40 JV with Hermes
- 60,000 m² extension
- Planning consent secured
- Anchored by John Lewis
- Indicative total cost £200 million
- Anticipated start on site Q1 2006



...where we are working with Hermes in a joint venture to carry out a major expansion of our existing shopping centre, The Shires, to be known as Shires West.

The plans include 60,000 m² of additional retail space, leisure facilities, and a residential component, which will increase the overall size of The Shires to nearly 110,000 m².

John Lewis has agreed terms to anchor the extension.

I am confident that these two shopping centres will be as successful as our previous schemes in the UK, such as WestQuay and Bull Ring.

Hammerson's 60% share of the total development cost of Shires West is estimated at £200 million.

Now, The Avenue retail park in Cardiff...

THE AVENUE RETAIL PARK, CARDIFF



- Currently totals 10,500 m²
- Proposed 4,500 m² extension and reconfiguration
- Indicative total cost £10 million
- Anticipated start on site Q1 2005



Avenue Retail Park is a 10,500 m² retail park on Newport Road, two miles to the northeast of Cardiff city centre.

In 2004, Hammerson obtained planning consent for a further 4,500 m² of retail warehousing and the refurbishment of the existing park.

Construction will begin in Spring 2005, with completion due at the end of the year. The majority of the scheme is pre-let to Homebase, which will join the major existing tenants, Matalan, Magnet and MFI.

Now...the Westwood & East Kent retail parks...

WESTWOOD & EAST KENT RETAIL PARKS, THANET



- Currently totals 16,600 m²
- Proposed 7,500 m² extension
- Indicative total cost £15 million
- Anticipated start on site Q2 2005



These adjacent retail parks provide 16,600 m² of retail warehousing.

In 2004, Hammerson secured planning consent for a further 7,500 m² of retail space on an adjacent site. We have agreed a pre-let with Homebase for 5,000 m² of the new space.

Pause

Since we acquired Grantchester, just over two years ago, we have made real progress in this sector. Our retail parks portfolio is valued at £0.5 billion and accounts for 11% of the group's portfolio. Last year it showed a total return of over 29%.

I'd also like to mention three office developments...

125 OLD BROAD STREET, LONDON EC2



- Revised planning application submitted
- 32,000 m² over 26 storeys
- Indicative total cost £160 million
- Anticipated start on site Q4 2005



In April 2004, we agreed to acquire the former London Stock Exchange buildings for £68 million. We paid 50% of the price in 2004 and the balance is due at the end of this year.

We bought the buildings with an existing planning consent and are working to increase the overall density to 54,000 m².

As far as the tower building, 125 Old Broad Street, is concerned we have submitted a revised planning application to provide 32,000 m² of Grade A office accommodation and we hope to be on site later this year.

The other building...

60 THREADNEEDLE STREET, LONDON EC2



- Revised planning application to be submitted
- 22,000 m² over nine storeys
- Indicative total cost £105 million
- Potential start on site Q1 2006



... 60 Threadneedle Street, will replace the former Stock Exchange market building. We intend to submit a revised planning application shortly for this scheme.

Our proposals consist of the construction of a 22,000 m² nine-storey building, incorporating 2,000 m² of retail space.

This building will follow on from the tower, potentially in 2006, depending on the market

Turning to Paris now...

OPERA CAPUCINES, PARIS 2e



- 50:50 JV with MAAF
- 5,800 m² offices
- 4,600 m² retail
- Applied for planning in Q4 2004
- Indicative total cost £35 million
- Anticipated start on site Q1 2006



Together with our joint venture partner, MAAF Assurance, we plan to redevelop Opéra Capucines behind its existing façades.

This is a very well located building with frontages onto boulevard des Capucines and place de l'Opera.

The scheme incorporates 5,800 m² of high specification office accommodation on five levels, above 4,600 m² of modern retail space. Esprit has already agreed to occupy a 2,500 m² unit.

Construction of the new development is due to begin in the first quarter of 2006.

In talking about our development strategy a few minutes ago, I referred to our excellent pipeline of future developments. These fall into four categories.



First, major retail-led schemes. I am talking here about the next generation of retail destinations following Bristol and Leicester. The Oracle and Bullring. The lead times here are usually very long, typically five years or more.

Second, retail extensions to existing schemes. Good examples are the projects we carried out a couple of years ago at Italie 2 in Paris and at the Liberty in Romford.

Third, retail parks. The issue here is finding the sites and getting planning permission. But I think we have already demonstrated we've got a great team in this area. The advantage of these schemes, quite apart from their profitability, is that they have much shorter lead times and even out the deal flow.

Finally, offices, where we focus on central London and central Paris. We are prepared to back our judgement to take a view on these more cyclical markets. The key, is buying well, and again I think we've demonstrated our skills in this area.

DEVELOPMENT PIPELINE

Major retail-led schemes

- New Retail Quarter, Sheffield
- Eastgate & Harewood Quarters, Leeds
- Cricklewood, London NW2
- North Westgate, Peterborough
- Eden Quarter, Kingston-upon-Thames



In the first category we have five schemes. These are complex projects where we are working closely with city councils and local authorities to move them ahead and secure planning consents.

DEVELOPMENT PIPELINE

Major retail-led schemes

- New Retail Quarter, Sheffield
- Eastgate & Harewood Quarters, Leeds
- Cricklewood, London NW2
- North Westgate, Peterborough
- Eden Quarter, Kingston-upon-Thames

Retail extensions

- Parnor, Paris
- Espace St Quentin, St Q-en-Yvelines
- Italie 2, Paris
- Les 3 Fontaines, Cergy Pontoise
- WestQuay III, Southampton
- Brent Cross extension, London NW2



In the second category we have several shopping centres where there is scope for major extensions and further improvement programmes.

DEVELOPMENT PIPELINE

Major retail-led schemes

- New Retail Quarter, Sheffield
- Eastgate & Harewood Quarters, Leeds
- Cricklewood, London NW2
- North Westgate, Peterborough
- Eden Quarter, Kingston-upon-Thames

Retail parks

- Nice Lingostière, Nice
- Union Square, Aberdeen
- Cleveland Retail Park, Middlesbrough
- Falkirk Gateway, Falkirk

Retail extensions

- Paimor, Paris
- Espace St Quentin, St Q-en-Yvelines
- Italie 2, Paris
- Les 3 Fontaines, Cergy Pontoise
- WestQuay III, Southampton
- Brent Cross extension, London NW2



We have a number of opportunities in the retail parks sector, including one in Nice in the south of France.

DEVELOPMENT PIPELINE

<p><u>Major retail-led schemes</u></p> <ul style="list-style-type: none"> • New Retail Quarter, Sheffield • Eastgate & Harewood Quarters, Leeds • Cricklewood, London NW2 • North Westgate, Peterborough • Eden Quarter, Kingston-upon-Thames 	<p><u>Retail parks</u></p> <ul style="list-style-type: none"> • Nice Lingostière, Nice • Union Square, Aberdeen • Cleveland Retail Park, Middlesbrough • Falkirk Gateway, Falkirk
<p><u>Retail extensions</u></p> <ul style="list-style-type: none"> • Faillon, Paris • Espace St Quentin, St O-en-Yvelines • Isale 2, Paris • Les 3 Fontaines, Cergy Pontoise • WestQuay III, Southampton • Brent Cross extension, London NW2 	<p><u>Offices</u></p> <ul style="list-style-type: none"> • Norton Folgate, London E1 • Shoreditch High Street, London E1 • Bishopsgate Goods Yard, London E1 • Paddington Triangle, London W2

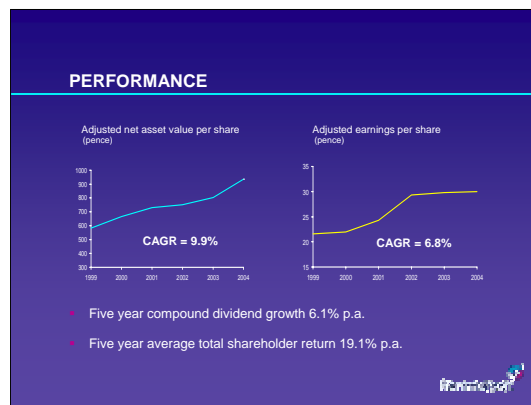


In the office sector, we have some very interesting opportunities, all arising from our well timed purchase two years ago of the Railtrack portfolio.

So, I think you can see from the schemes we have listed here, that there is significant potential for maintaining the flow of profitable developments across our entire portfolio.

It is clear to me that the future value of this pipeline is not reflected in the group's balance sheet.

Perhaps I can draw my remarks to a close now.



This summarises Hammerson's performance over the past five years.

We have driven both NAV and earnings and shown progressive increases in the dividend.

The total shareholder return over that time has been 19% per annum.

Now, can I leave you with our priorities for 2005.

STRATEGIC PRIORITIES

- Maintain focus on retail and office assets
- Reduce vacancies
- Active asset management to secure rental uplifts
- Advance current developments
- Exploit development pipeline and secure new opportunities
- Asset switching to enhance overall portfolio quality
- Maintain strong financial condition



We shall maintain our focus on prime retail and office assets in a small number of key markets.

We shall secure tenants for the unlet office space in London.

Through active asset management, we shall secure reversions and add value to the portfolio.

We shall complete the current developments, where a large part of the income is already secure.

We shall continue to exploit the most exciting development pipeline and land bank of any company in our sector. We have seven new schemes starting this year and next.

We shall continue our policy of asset switching to enhance the overall quality of the portfolio.

Going forward, I am optimistic about property markets and I believe we shall deliver excellent returns over the medium term.

I have every confidence in Hammerson's future prospects.



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APPENDIX



GROSS RENTAL INCOME SECURED

New contracted income		2005 £m	2006 £m	2007 £m	2008 £m
Retail parks	- cash flow	3.3	7.1	8.1	8.1
	- UITF28 basis	5.6	7.2	7.2	7.2
Bishops Square	- cash flow	-	-	18.4	25.8
	- UITF28 basis ⁽¹⁾	-	6.6	22.1	22.1
UK completed offices	- cash flow	-	0.9	2.4	2.8
	- UITF28 basis	1.5	1.5	1.5	1.5
Néo, 14 boulevard Hausmann	- cash flow	1.6	1.7	3.9	10.6
	- UITF28 basis	6.5	9.0	9.0	9.0
9 place Vendôme	- cash flow	-	0.2	0.6	0.6
	- UITF28 basis	-	0.4	0.6	0.6
Total	- cash flow	4.9	9.9	33.4	47.9⁽²⁾
	- UITF28 basis	13.6	24.7	40.4	40.4

(1) The period over which interest will be capitalised and GRI recognised may vary according to the timing of the tenant's fit-out programme.

(2) Of the £47.9m cash flow income shown for 2008, £14.7m is included in the total rents passing of £220.1m in the Property Portfolio Review on page 34 of the Preliminary Statement.



PRINCIPAL DEVELOPMENTS

	2004 Costs to date £m	2005 £m	2006 £m	2007+ £m	Future capitalised interest £m	Total £m
Current developments	319	113	9	2	27	470
Anticipated developments starting 2005/2006	123	99	179	289	50	740
Total	442	212	188	291	77	1,210



DISPOSALS IN 2004

	Proceeds £ million
City Center, Essen	20
21 Moorfields, London	48
Euston Square, London	124
Latham House, London	23
Ravensbourne Retail Park, Catford	31
Martineau Place, Birmingham	31
Parc Florestfach, Swansea	88
Centennium House, London	28
Other	6
Total	<u>399</u>



DISCLAIMER

This presentation contains certain statements that are neither reported financial results nor other historical information. These statements are forward-looking in nature and are subject to risks and uncertainties. Actual future results may differ materially from those expressed in or implied by these statements.

Many of these risks and uncertainties relate to factors that are beyond Hammerson's ability to control or estimate precisely, such as future market conditions, currency fluctuations, the behaviour of other market participants, the actions of governmental regulators and other risk factors such as the Company's ability to continue to obtain financing to meet its liquidity needs, changes in the political, social and regulatory framework in which the Company operates or in economic or technological trends or conditions, including inflation and consumer confidence, on a global, regional or national basis.

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