



Preliminary Results Presentation

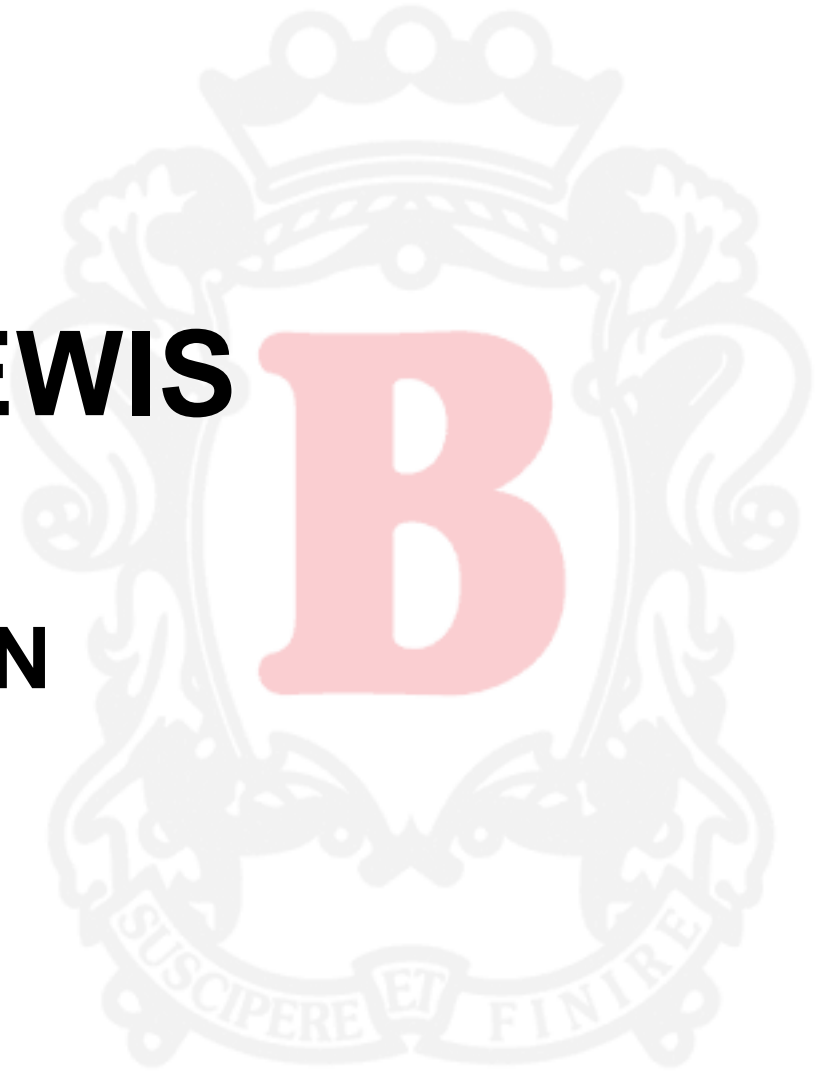
24th June 2005





ROGER LEWIS

CHAIRMAN





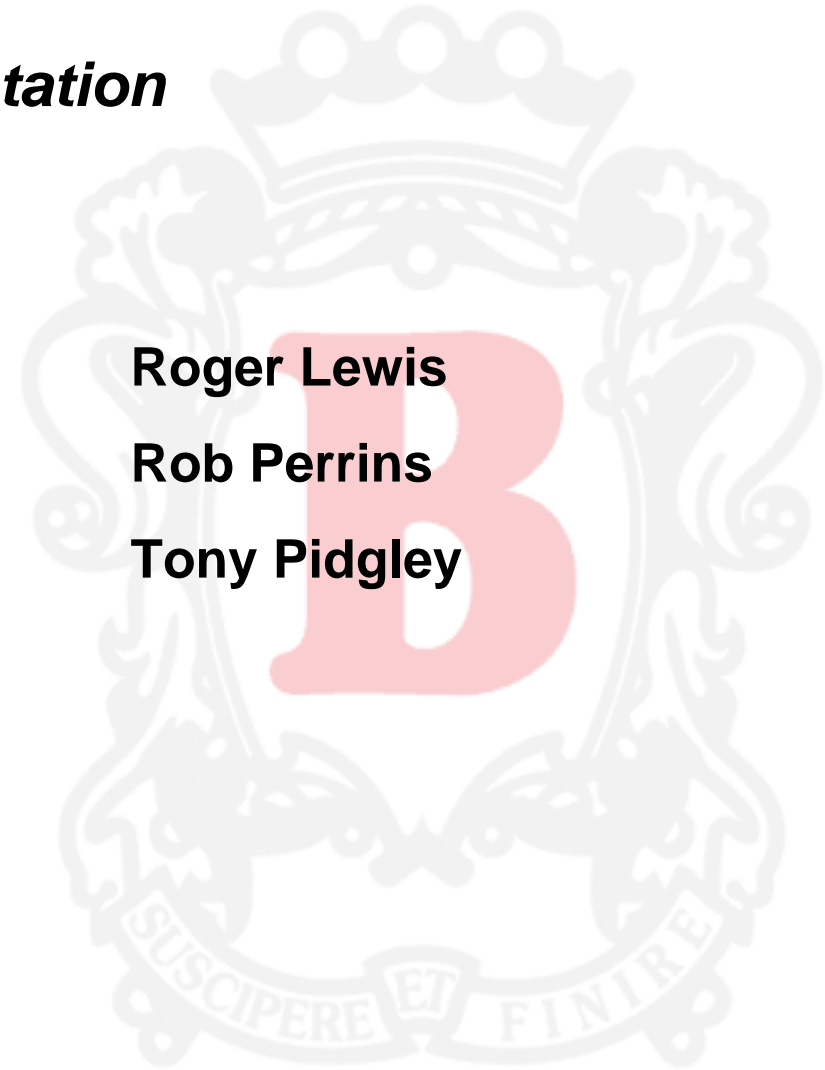
Format of Presentation

- **Introduction**
- **Review of Results**
- **Managing Director's Review**
- **Questions**

Roger Lewis

Rob Perrins

Tony Pidgley





Financial Highlights
Year ended 30th April 2005

	<u>2005</u>	<u>2004</u>	<u>Change</u>
Pre tax profits	£202.9m	£229.8m	(11.7%)
Earnings per share	121.0p	130.4p	(7.2%)
Net assets	£669.5m	£1,142.6m	(41.4%)
Net asset value per share	558p	944p	(40.9%)
Net (debt) / cash	(£255.1m)	£145.2m	



Return of £12 per Share

- **Strategic review and return of capital announced on 25th June 2004**
- **Focus on**
 - **Urban regeneration**
 - **Cash generation**
 - **£12 per share (£1.45 billion) to be returned to shareholders by January 2011**
- **Shareholder approval received on 17th September 2004**
- **Court approval of Scheme of Arrangement and The Berkeley Group Holdings plc capital reduction obtained at the end of October**
- **£604.1 million (£5 per share) returned on 3rd December 2004**



The Return to Shareholders

2004 B Share	£5	Paid on 3 rd December 2004
2006 B Share	£2	29 th December 2006
2008 B Share	£2	31 st December 2008
2010 B Share	£3	31 st December 2010
	<hr/>	
	£12	
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ROB PERRINS

FINANCE DIRECTOR





Review of Results

- **Cash flow**
- **Profit & loss account**
- **Balance sheet**
- **Sales analysis**
- **Land holdings**
- **Impact of IFRS**





Abridged Group Cash Flow

	<u>12 Months to</u> <u>Apr 2005</u>	<u>12 Months to</u> <u>Apr 2004</u>
	<u>£m</u>	<u>£m</u>
Operating profit	199.6	212.8
Non cash items	<u>5.4</u>	<u>3.8</u>
	205.0	216.6
Tax	(59.7)	(62.6)
Net interest	<u>3.6</u>	<u>(1.7)</u>
	148.9	152.3
Movement in working capital	84.2	219.3
Capex and financial investment	8.4	(25.7)
Acquisitions and disposals	<u>(1.6)</u>	<u>6.8</u>
	239.9	352.7
Dividends	(18.1)	(15.5)
Share buy-back	(20.7)	(52.4)
Redemption of shares	(604.2)	-
Other financing	<u>2.8</u>	<u>3.4</u>
Increase / decrease in net debt	<u>(400.3)</u>	<u>288.2</u>



Cash Due on Forward Sales

	<u>At 30 Apr</u> <u>2005</u> <u>£m</u>	<u>At 30 Apr</u> <u>2004</u> <u>£m</u>
Debtors taken to sales and due on completion	139.8	156.4
Due on units not yet taken to sales		
- Exchanged contracts	712.9	604.0
- Reserved units	95.3	184.9
Total cash due	<u>948.0</u>	<u>945.3</u>
Total cash due (excluding Crosby)	<u>687.0</u>	<u>629.6</u>



Abridged Group Profit and Loss Account

	<u>12 Months to</u>		<u>12 Months to</u>		<u>Change</u>	
	<u>Apr 2005</u>		<u>Apr 2004</u>		<u>£m</u>	<u>%</u>
	<u>£m</u>		<u>Restated £m</u>			
Turnover (excluding JVs)	1,070.3		1,272.4		(202.1)	(15.9)
Operating profit	199.6	18.6%	212.8	16.7%	(13.2)	(6.2)
Joint ventures	15.2		21.9		(6.7)	(30.6)
Merger expenses	(1.6)		-		(1.6)	
Net interest - Group	(6.4)		(1.4)		(4.9)	
- Arrangement fees	(0.6)		-		(0.6)	
- JVs	(3.3)		(3.5)		0.2	5.7
Profit before tax	202.9		229.8		(26.8)	(11.7)
EPS	121.0p		130.4p			

* Adoption of UITF 17 (revised) increased net operating expenses in 2004 by £479,000.



Abridged Group Profit and Loss Account

	<u>12 Months to Apr 2005</u>			<u>12 Months to Apr 2004</u> Restated		
	Continuing <u>£m</u>	Discont'd <u>£m</u>	Total <u>£m</u>	Continuing <u>£m</u>	Discont'd <u>£m</u>	Total <u>£m</u>
Turnover (excluding JVs)	<u>824.1</u>	<u>246.2</u>	<u>1,070.3</u>	<u>1,048.3</u>	<u>224.1</u>	<u>1,272.4</u>
Operating profit	162.3	37.3	199.6	187.3	25.5	212.8
Joint Ventures	<u>14.3</u>	<u>0.9</u>	<u>15.2</u>	<u>20.8</u>	<u>1.1</u>	<u>21.9</u>
Operating profit (including JVs)	<u>176.6</u>	<u>38.2</u>	<u>214.8</u>	<u>208.1</u>	<u>26.6</u>	<u>234.7</u>



Profit Distribution and ROCE

- **Tax rate of 28.7% down from 29.8%**
- **No dividend**
- **Return on Capital Employed was 22.2% for the year (2004: 21.4%)**
- **£604.1m capital redemption on 3rd December 2004**



Trading Account Profile - Percentages of Turnover

	<u>12 Months to</u> <u>Apr 2005</u>	<u>12 Months to</u> <u>Apr 2004</u>
	<u>%</u>	Restated <u>%</u>
Turnover	100.0	100.0
Land	(15.3)	(18.3)
Build	(52.8)	(52.8)
Sales & marketing	<u>(4.9)</u>	<u>(4.8)</u>
Gross margin	27.0	24.1
Operating expenses	<u>(8.3)</u>	<u>(7.3)</u>
Operating profit	18.7	16.8
Joint ventures	1.4	1.7
Merger expenses	(0.1)	-
Interest	<u>(1.0)</u>	<u>(0.4)</u>
Profit before tax	<u>19.0</u>	<u>18.1</u>



Abridged Group Balance Sheet

	<u>At 30 Apr</u> <u>2005</u>	<u>At 30 Apr</u> <u>2004</u>
	<u>£m</u>	Restated <u>£m</u>
Fixed assets and investments	79.3	81.9
Stocks	1,053.7	1,066.3
Debtors	155.7	172.3
Creditors	<u>(364.1)</u>	<u>(323.1)</u>
Capital employed	924.6	997.4
Net (debt) / cash	<u>(255.1)</u>	<u>145.2</u>
Net assets	<u>669.5</u>	<u>1,142.6</u>
Net asset value per share	588p	944p
Gearing	38.1%	0.0%

* Adoption of UITF 17 (revised) and UITF 38 reduced shareholders funds at 30 April 2004 by £2.4m.



Stocks

	<u>At 30 Apr</u> <u>2005</u> <u>£m</u>	<u>At 30 Apr</u> <u>2004</u> <u>£m</u>
Land not under development	100.3	182.7
Work in progress: Land cost	429.6	403.9
	<u>529.9</u>	<u>586.6</u>
Build cost	424.3	398.3
Completed units	92.9	75.0
Part exchanges	6.6	6.4
	<u>1,053.7</u>	<u>1,066.3</u>



Geographical Analysis of Residential Units Sold

	<u>12 Months to Apr 2005</u>		<u>12 Months to Apr 2004</u>	
	<u>No.</u>	<u>%</u>	<u>No.</u>	<u>%</u>
London	1,579	44	1,870	49
South East	829	23	959	25
North West and Yorkshire	714	20	648	17
Midlands, West England and Wales	448	13	328	9
	<u>3,570</u>	<u>100</u>	<u>3,805</u>	<u>100</u>
Joint ventures	<u>809</u>		<u>1,034</u>	



Geographical Analysis of Residential Turnover

	<u>12 Months to</u> <u>Apr 2005</u>			<u>12 Months to</u> <u>Apr 2004</u>		
	<u>£m</u>	<u>%</u>	<u>ASP</u> <u>£'k</u>	<u>£m</u>	<u>%</u>	<u>ASP</u> <u>£'k</u>
London	550.6	55	339	632.1	56	321
South East	217.8	22	271	279.8	25	281
N.W. and Yorkshire	150.1	15	224	134.4	12	202
Midlands, W. England and Wales	84.3	8	191	84.0	7	235
	<u>1,002.8</u>	<u>100</u>	<u>282</u>	<u>1,130.1</u>	<u>100</u>	<u>283</u>
Joint ventures	<u>144.6</u>		<u>394</u>	<u>121.0</u>		<u>225</u>



Land Bank

	<u>At 30 Apr</u> <u>2005</u> <u>(excl Crosby)</u>	<u>At 30 Apr</u> <u>2005</u>	<u>At 30 Apr</u> <u>2004</u>
Owned	19,767	23,288	21,449
Contracted	2,680	3,407	4,315
Agreed	352	583	890
	<hr/>	<hr/>	<hr/>
Plots	22,799	27,278	26,654
Sales value	£5,840m	£6,616m	£6,789m
Average selling price	£256k	£243k	£255k
Average plot cost	£32k	£29k	£34k
Land cost %	12.4%	11.9%	13.5%
Gross margin	£1,638m	£1,855m	£1,926m
GM%	28.0%	28.0%	28.4%

Includes joint venture land holdings, of which 2,694 plots are in St James



15 Largest London Sites Released to Market

	<u>Total</u>	<u>Complete</u>	<u>Exchanged</u>	<u>Resv'd</u>	<u>Available</u>	<u>Not Released</u>
Imperial Wharf, Chelsea	1,880	493	105	5	18	1,259
Woolwich Arsenal	1,252	556	323	26	31	316
Battersea Reach	1,134	105	59	37	1	932
St George Wharf, Vauxhall	920	466	300	1	-	153
Chelsea Bridge Wharf	842	472	126	3	12	229
Brookmill Road, Deptford	757	593	59	5	99	1
Grosvenor Waterside, W'minster	716	12	449	7	57	191
New River Village, Hornsey	628	170	203	4	47	204
Tabard Square, Long Lane	574	2	462	8	39	63
Kew Riverside	536	417	65	1	53	-
Bromyard Avenue, W3	521	2	235	39	118	127
The Hamptons, Worcester Park	499	151	53	7	16	272
Royal Quarter, Kingston	448	358	4	4	-	82
Bow Central, Bow	160	48	77	2	33	-
Z Apartments, Aragon Tower	158	-	28	16	37	77
	<u>11,025</u>	<u>3,845</u>	<u>2,548</u>	<u>165</u>	<u>561</u>	<u>3,906</u>



15 Largest Non-London Sites Released to Market

	<u>Total</u>	<u>Complete</u>	<u>Exchanged</u>	<u>Resv'd</u>	<u>Available</u>	<u>Not Released</u>
Redbank, Manchester *	1,336	113	410	72	155	586
Clarence Dock, Leeds *	1,123	363	509	3	119	129
Gunwharf Resid'l, Portsmouth	895	363	194	21	8	309
Knowle Village, Hampshire	543	326	16	1	16	184
The Waterways, Oxford	525	458	20	18	2	27
Southside, Birmingham *	461	162	79	5	75	140
Royal Clarence Yard, Gosport	370	123	51	3	46	147
Navigation Street, Birmingham *	346	-	272	2	66	6
Smithfield, Manchester *	328	208	114	3	3	-
Leybourne Lakes, Larkfield	327	264	22	2	15	24
Go Ahead, Oxford	228	66	33	6	8	115
Gosforth, Newcastle *	184	126	33	1	24	-
Ropetackle, Shoreham	181	38	107	4	25	7
Lower Earley, Reading	150	3	50	6	33	58
Sandleford Hospital, Newbury	115	10	6	3	8	88
	<u>7,112</u>	<u>2,623</u>	<u>1,916</u>	<u>150</u>	<u>603</u>	<u>1,820</u>

* Crosby sites



Impact of IFRS

- **Adoption of IFRS for the first time in interim results for the six months ended 31st October 2005**
- **IFRS transition presentation to follow in September / October**
- **Comparative year ended 30th April 2005 to be restated under IFRS**
- **Key impact areas include:**
 - **IAS 18: Revenue and profit on complex multi-unit developments will be recognised when contracts are exchanged and building work is physically complete**
 - **IAS 19: defined benefit pension obligations recognised in balance sheet**
- **Other impact areas include:**
 - **IAS 2: Acquisition of land on deferred terms**
 - **IAS 10: Dividends**



TONY PIDGLEY

MANAGING DIRECTOR





Questions

Roger Lewis

Tony Pidgley

Rob Perrins

Tony Carey

Greg Fry

Chairman

Managing Director

Finance Director

Executive Director

Executive Director

