# OUR STRENGTHS

#### Our diversified businesses

### Henry Boot operates across the whole property value chain.

With our uniquely sustainable business model we have built a market-leading Group of Companies that source, develop and deliver across the whole property value-chain.

We manage the combined effort and expertise of six primary subsidiaries, investing in our future to create long-term value and robust returns for all our stakeholders and partners.

#### Our planning and development expertise

#### The Group has been in business for over 135 years and we are valued for our expertise and forward-thinking approach.

Henry Boot recognises that our people are fundamental to the success and sustainability of the Group. It is their expertise that executes our business model successfully and delivers the value created by the business to our stakeholders.

#### Our capital structure

## We reinvest the cash generated from our investment portfolio and construction business into profitable areas of the business.

Our financial structure allows us to invest in the more profitable areas of the business to ensure we can maximise value, whilst maintaining prudent gearing levels. HBD's property investment portfolio generates rental income each year, allowing us to borrow against the investment portfolio at attractive rates. The construction segment is self-funded and cash generative, resulting in the cash produced from these activities being invested into strategic land and property development.

#### **Our relationships**

We have close relationships with landowners', key property advisers to alert us to potential opportunities; and planning consultants and legal advisers for knowledge and guidance.

At Henry Boot we pride ourselves on collaboration. We set clear mutual expectations and strive to achieve them. We promote crossteam working, and work in partnership to make things happen.

