

GLOSSARY

Adjusted net debt	The Group's debt, net of cash and unamortised debt raising costs, excluding the mark to market of interest rates swaps.
Basis points (BPS)	A basis point is a term used to describe a small percentage, usually in the context of change, and equates to 0.01%.
Direct-let	Properties where short-hold tenancy agreements are made directly between Unite and the student.
EBIT	The Group's NOI plus management fees and less operating expenses.
EBITDA	The Group's EPRA earnings before charging interest, tax, depreciation and amortisation. The profit number is used to calculate the ratio to net debt.
EBIT margin	The Group's EBIT expressed as a percentage of rental income.
EPRA	The European Public Real Estate Association, who produce best practice recommendations for financial reporting.
EPRA earnings	EPRA earnings exclude movements relating to changes in values of investment properties and interest rate swaps and the related tax effects. In 2020, in consideration of EPRA's focus on recurring income, EPRA earnings excludes integration costs.
EPRA earnings per share	The earnings per share based on EPRA earnings.
EPRA NAV	EPRA NAV includes all property at market value but excludes the mark to market of financial instruments and deferred tax. EPRA NAV provides a consistent measure of NAV on a going concern basis.
EPRA net asset value per share	The diluted NAV per share figure based on EPRA NAV.
EPRA Net Tangible Assets (NTA)	EPRA NTA includes all property at market value but excludes the mark to market of financial instruments, deferred tax and intangible assets. EPRA NTA provides a consistent measure of tangible NAV on a going concern basis.
EPRA Net Tangible Assets per share	The diluted NTA per share figure based on EPRA NTA.
EPRA Net Reinstatement Value (NRV)	EPRA NRV includes all property at market value but excludes the mark to market of financial instruments, deferred tax and real estate transfer tax. EPRA NRV assumes that entities never sell assets and represents the value required to rebuild the entity.
EPRA Net Disposal Value (NDV)	EPRA NDV includes all property at market value, excludes the mark to market of financial instruments, but includes the fair value of fixed interest rate debt and the carrying value of intangible assets. EPRA NDV represents the shareholders' value in a disposal scenario.
EPRA Net Initial Yield (NIY)	The net operating income generated by a property expressed as a percentage of its value, taking into account notional acquisition costs.
EPRA Vacancy Rate	The ratio of the estimated market rental value of vacant spaces against the estimated market rental value of the entire property portfolio (including vacant spaces).
EPRA Cost Ratio	The ratio of net overheads and operating expenses against gross rental income.
ESG	Environmental, Social and Governance.
GRESB	GRESB is a benchmark of the Environmental, Social and Governance (ESG) performance of real assets.
Gross asset value (GAV)	Rental properties, plus leased properties and development properties. GAV is reported on a fair value basis.
Gross financing costs	All interest paid by the Group, including those capitalised into developments and operating lease rentals. It includes all receipts and payments under interest rate swaps whether they are effective or ineffective under IFRS.
The Group	Wholly owned balances plus Unite's interests relating to USAF and LSAV.
Group debt	Wholly owned borrowings plus Unite's share of borrowings attributable to USAF and LSAV.

GLOSSARY CONTINUED

Interest cover ratio (ICR)	Calculated as EBIT divided by the sum of net financing costs and IFRS 16 lease liability interest costs.
Lease	Properties which are leased to Universities for a number of years.
Like-for-like rental growth	Like-for-like rental growth is the growth in gross rental income on properties owned throughout the current and previous years under review.
Loan to value (LTV)	Net debt as a proportion of the carrying value of the total property portfolio, excluding balances recognised in respect of leased properties under IFRS 16.
LSAV	The London Student Accommodation Joint Venture (LSAV) is a joint venture between Unite and GIC, in which both hold a 50% stake. LSAV has a maturity date of September 2022 and ASV has a maturity date of January 2027.
Major Provincial	Properties located in Aberdeen, Birmingham, Cardiff, Durham, Glasgow, Leeds, Leicester, Liverpool, Newcastle, Nottingham, Sheffield and Southampton.
Net debt	Group debt, net of cash and unamortised debt issue costs, excluding IFRS 16 investment property (leased) and associated lease liabilities.
Net debt: EBITDA	Net debt as a proportion of EBITDA.
Net financing costs (EPRA)	Gross financing costs net of interest capitalised into developments and interest received on deposits.
Net operating income (NOI)	The Group's rental income from rental properties (owned and leased) less those operating costs directly related to the property, therefore excluding central overheads.
NOI margin	The Group's NOI expressed as a percentage of rental income.
Nomination agreements	Agreements at properties where Universities have entered into a contract to reserve rooms for their students, usually guaranteeing occupancy. The Universities usually either nominate students to live in the building and Unite enters into short-hold tenancies with the students or the University enters into a contract with Unite and makes payment directly to Unite.
Other provincial	Properties located in Bedford, Bournemouth, Coventry, Exeter, Loughborough, Medway, Portsmouth, Reading and Wolverhampton.
Prime provincial	Properties located in Bristol, Bath, Edinburgh, Manchester and Oxford.
Rental properties	Investment properties whose construction has been completed and are used by the Operations segment to generate NOI.
Rental properties (leased)/ Sale and leaseback	Properties that have been sold to a third party investor then leased back to the Group. Unite is also responsible for the management of these assets on behalf of the owner.
See-through (also Unite share)	Wholly owned balances plus Unite's share of balances relating to USAF and LSAV.
TCFD	The Task force on Climate-related Financial Disclosures develops voluntary, consistent climate-related financial risk disclosures for use by companies in providing information to investors, lenders, insurers and other stakeholders.
Total accounting return	Growth in EPRA NTA per share (previously NAV per share) plus dividends paid, expressed as a percentage of EPRA NTA per share (previously EPRA NAV per share) at the beginning of the period.
Total shareholder return	The growth in value of a shareholding over a specified period, assuming dividends are reinvested to purchase additional shares.
USAF/the fund	The Unite UK Student Accommodation Fund (USAF) is Europe's largest fund focused purely on income-producing student accommodation investment assets. The fund is an open-ended infinite life vehicle with unique access to Unite's development pipeline. Unite acts as fund manager for the fund, as well as owning a significant minority stake.
WAULT	Weighted average unexpired lease term to expiry.
Wholly owned	Balances relating to properties that are 100% owned by The Unite Group PLC or its 100% subsidiaries.