

All you need to know

Land Securities Group

Our strategy

Our strategy is simple: we manage our Retail Portfolio and London Portfolio businesses through the property market's cycles, adjusting key investment and development activities ahead of changing conditions to maximise return and minimise risk. In property investment, we add value through active management of assets and the timing of acquisitions and disposals. In development, we create the right product at the right point in the cycle while keeping a tight focus on cost and timing.

The Group's Board of Directors directs strategy. It also monitors the balance sheet and financial performance to ensure capital is allocated appropriately – both across the two businesses and between investment and development activity. Each business benefits from the Group's ability to provide operating efficiencies, debt and other shared resources.

Retail Portfolio

Our strategy

Using our ability to unlock the potential within properties and places, we provide new and better ways for retailers to connect with customers. The environments we create and manage aim to enable occupiers to increase footfall, grow sales and offer a great leisure experience.

We work to spot, unlock and maximise the potential of shopping centres and retail parks throughout the UK. We look for opportunities to move assets up the retail hierarchy through proactive asset management improvements such as refurbishment and reconfiguration. And we look for opportunities to develop new retail locations and urban regeneration projects, with a focus on mixed-use destinations with the potential to perform well over the long term.

Our aim is to be the provider and partner of choice for retailers and local authorities. We want to be recognised as a market leader in terms of customer focus, design and innovation.

London Portfolio

Our strategy

Using our knowledge, understanding and scale, we develop and invest to create high quality space for world-class businesses and brands. The spaces we provide enable organisations to enhance their performance and improve day-to-day life for employees, shoppers and local residents.

We focus on developing and managing prime London assets, creating a balanced portfolio that blends strong investment assets with medium- and long-term development opportunities. To meet demand and mitigate risk, we put emphasis on mixed-use schemes providing office, retail and leisure accommodation.

We operate in a cyclical market and take early, decisive action on the timing and scope of key portfolio decisions. We increase the return on our development activities by clustering assets in key areas, so our work to create or enhance a new asset increases the attraction and value of our other assets nearby.

About the Group

Who we are

Land Securities is a FTSE 100 company and the largest Real Estate Investment Trust (REIT) in the UK on the basis of equity market capitalisation. We were founded by Harold Samuel in 1944 when he acquired Land Securities Investment Trust Limited, which at the time owned three houses in Kensington, London together with some government stock. By 1969 Land Securities had established itself as the country's leading property business. In 2007 we converted to REIT status. We now own and manage more than 2.7 million m² of commercial property, from London offices to major shopping centres and out-of-town retail parks. In January 2009 we sold our Trillium property outsourcing business and now focus our activities on the London and Retail businesses.

Our values

Certain core values form the foundation of Land Securities. These embody the way in which we work together to deliver effective customer relationships. By putting these values into action we strengthen our ability to deliver high levels of customer service and business performance over the long term.

Our values:

Customer service

Respect

Integrity

Excellence

Innovation

Our vision

Our vision is 'bringing property to life'. We will go beyond bricks and mortar, through design, community engagement and customer service to create places where people choose to shop, are proud to work and want to live.

We judge our progress towards this vision by measuring returns generated for shareholders, customer retention and satisfaction levels, employee satisfaction and third party recognition of our achievements.

Our landmark properties

We own more than 200 properties across the UK. These include many well-known buildings and places, such as:

- Piccadilly Lights, London
- New Street Square, London
- Bankside 2&3, London
- Cardinal Place, London
- Queen Anne's Gate (Ministry of Justice), London
- Portland House, London
- White Rose, Leeds
- Cabot Circus, Bristol
- St David's Centre, Cardiff
- Princesshay, Exeter
- Gunwharf Quays, Portsmouth
- Bullring, Birmingham
- Retail World Retail Park, Gateshead