

The Scottish Investment Trust PLC

Preliminary results for the year to 31 October 2015.

The Scottish Investment Trust PLC invests internationally and is independently managed. Its objective is to provide investors, over the longer term, with above average returns through a diversified portfolio of international equities and to achieve dividend growth ahead of UK inflation. Today it announces its results for the year to 31 October 2015.

Performance

In the twelve months to 31 October 2015, the net asset value per share (NAV) total return (with borrowings at market value) was 4.0%. The share price total return over the same period was 3.7%. The Manager's review provides more detail regarding the contributing factors to this performance.

The portfolio is not modelled on any index and, to reflect this, the company does not have a formal benchmark. Performance is instead reviewed in the context of returns from broad baskets of UK and international equities. Over the same period, the FTSE All-World IndexTM sterling total return was 4.2% and the FTSE All-Share IndexTM total return was 3.0%.

Income and Dividends

Earnings per share were higher by 38.2% at 15.91p (2014: 11.51p), due mainly to a higher level of income generation from the portfolio but also to a greater use of our borrowings throughout the year, higher special dividends and successful tax reclaims relating to historic overseas dividends.

The board recommends a final dividend of 7.5p per share (2014: 7.2p) which, if approved, and combined with the interim dividend of 5.0p, will mean that the total regular dividend for the year will increase by 4.2%, from 12.0p to 12.5p, ahead of the main measures of UK inflation. The board also recommends the payment of a special dividend of 3.5p, which if approved and combined with the total regular dividend will mean that the total dividend for the year will increase by 33.3% to 16.0p.

Commentary

Global stockmarkets made a very strong start to our financial year, peaking at around the end of the first half, as investors remained sensitive to the intentions of the major central banks. The highly benign monetary environment was maintained as the US Federal Reserve (Fed) backed away from a suggested increase in interest rates while the European Central Bank and the Bank of Japan engaged in additional stimulus.

Markets fell heavily following the devaluation of the Chinese currency in August, which suggested that future Chinese economic growth was likely to be slower than had been previously assumed. Markets were further disturbed by a concern that the Fed would ignore the slowdown in global economic activity and fulfil a long mooted ambition to start increasing interest rates. However, markets recovered late in our financial year as the Fed again shied away from such a course of action.

Gearing

Gearing was modestly increased through the year from 4% to 5%. The deployment of debt added to the capital return and income account and partially offset the effect of interest payments.

Discount and Share Buybacks

The discount at which the share price trades to the NAV was again broadly stable and finished the year at 8.6% (2014: 8.7%).

The company has for a number of years followed a policy that aims to maintain the discount at or below 9%. During the year, 2.5m (2014: 1.9m) shares were repurchased for cancellation at an average discount of 8.9% (2014: 9.7%) and at a cost of £15.4m (2014: £11.3m).

Appointment of Manager and Restructuring

Alasdair McKinnon was appointed Manager of the company in February 2015 after serving as Acting Manager since July 2014.

We have restructured our operations to reflect the fact that the portfolio is managed as a unified global entity and to ensure that our costs remain competitive. We have also closed our defined benefit pension scheme to future accrual.

Our ongoing charges ratio for the year under review was 0.52% which is among the lowest in the industry and compares with 0.68% in the previous year.

Board

I shall retire from the board following the annual general meeting and I am delighted to be succeeded as Chairman by James Will. I am confident of the future of the company in the hands of James and his colleagues.

Outlook

We exist in an investment climate that owes much to the continued availability of cheap credit. Complicating this is the fact that the credibility of the US Federal Reserve has been staked on a desire to 'normalise' interest rate policy while other important central banks continue to discuss further extraordinary stimulus. It is unclear how this will eventually end.

Regardless of the above uncertainty, we believe that we have a portfolio of sound companies which should work to the long term advantage of our shareholders.

Douglas McDougall
Chairman

4 December 2015

For further information, please contact:-
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SUMMARY OF RESULTS
For the year ended 31 October 2015

| | <u>2015</u> | <u>2014</u> | <u>Change</u> | <u>Total</u> |
|---|--------------|--------------|---------------|--------------|
| | | | % | Return |
| | | | | % |
| NAV with borrowings at market value | 676.1p | 661.6p | 2.2 | 4.0 |
| NAV with borrowings at par | 694.3p | 679.5p | 2.2 | 3.9 |
| Ex-income NAV with borrowings at market value | 665.0p | 654.8p | 1.6 | |
| Ex-income NAV with borrowings at par | 683.2p | 672.7p | 1.6 | |
| Share price | 608.0p | 598.0p | 1.7 | 3.7 |
| Discount to ex-income NAV with borrowings at market value | 8.6% | 8.7% | | |
| FTSE All-World Index | | | 1.7 | 4.2 |
| UK FTSE All-Share Index | | | -0.5 | 3.0 |
| | <u>£'000</u> | <u>£'000</u> | | |
| Equity investments | 774,236 | 767,179 | | |
| Net current assets | 65,769 | 74,010 | | |
| Total assets | 840,005 | 841,189 | | |
| Long-term borrowings at par | (104,399) | (104,283) | | |
| Pension liability | (2,550) | (2,613) | | |
| Shareholders' funds | 733,056 | 734,293 | | |
| Total income | 24,057 | 19,854 | 21.2 | |
| Earnings per share | 15.91p | 11.51p | 38.2 | |
| Regular dividend per share (2015: proposed final 7.50p) | 12.50p | 12.00p | 4.2 | |
| Special dividend per share | 3.50p | - | | |
| Total dividend per share | 16.00p | 12.00p | 33.3 | |
| UK Consumer Prices Index – annual inflation | | | -0.1 | |
| UK Retail Prices Index – annual inflation | | | 0.7 | |

MANAGER'S REVIEW

As the Chairman has noted, I was appointed Manager in February, having previously served as Acting Manager for the trust. This review will, as usual, outline our activity over the year but I thought shareholders would also be interested in an outline of our broad investment philosophy and the opportunities we foresee.

The Chairman has already outlined that the total return of the company's most widely referenced measure of NAV, with borrowings at market value, increased by 4.0% over the year. To break this headline number into its component parts, the company's invested equity portfolio returned 5%, which was enhanced by a further 0.5% by the deployment of a proportion of our long-term borrowings. Offsetting these benefits to the NAV were the expenses of running the company of 0.7% and the interest costs associated with our long-term borrowings of 0.9%.

Much of the portfolio activity during the year reflected increased investment in our best ideas and a reduction in the number of holdings to 74 compared with 101 at the last year end. The portfolio remains very diversified but this shift now means that our highest conviction ideas and views will have a greater impact on the portfolio performance.

Given the low interest rate environment, we found that sustainable and higher than average dividend yields were a useful bolster to our investment cases. This has allowed us to propose the payment of a special dividend this year.

In general terms, we look to hold companies where we can see a clear path to future price appreciation. Sometimes contrarian, our views are not always initially confirmed by a friendly share price movement, but we are prepared to be patient. This latter point is crucial because it can be all too easy to ascribe justification for a share price movement after the event and thus be beguiled into a poor investment or repelled from a future gem.

Given our focus on individual stock ideas, rather than reporting portfolio activity in terms of geography or industry, I thought it more meaningful to discuss the more notable gains and losses, in total return terms, over the year.

Our largest gain came from **Pandora** (+£6.7m), the Danish designer and retailer of jewellery. Demand for its 'affordable luxury' brand remained very strong, while the company continued to benefit from a restructuring of its sales channels.

UnitedHealth (+£6.1m) gained as it became apparent that a consequence of the mergers between US healthcare insurers was an improvement in the pricing power of the larger companies. We sold our holding late in the year as we anticipated that this could become a contentious issue in the US Presidential election campaign.

G-III Apparel (+£5.6m), best known for the Calvin Klein brand in the US, also made a strong contribution. The share price had almost doubled and it was sold as we considered the valuation full for a company exposed to cyclical trends.

Persimmon (+£4.3m), the UK housebuilder, continued to benefit from ideal market conditions whilst the unexpected general election victory of the Conservative Party also removed a perceived political threat.

Microsoft (+£3.7m) had a shaky start to the year as analysts focused on weaker trends in PC sales, but our view that the company has an opportunity to shift a large user base to a more valuable subscription model gained traction later in the year.

BT (+£3.5m), the UK telecoms company, performed well as an amenable regulator provisionally approved the takeover of the mobile operator EE.

Severn Trent (+£3.1m) performed well as the attraction of a generous, secure and growing dividend gained a wider following, while rumours of a potential bid from an infrastructure fund continued to rumble in the background.

Alphabet (+£2.9m), the new holding company name adopted by Google, performed well particularly in the aftermath of this change as the company committed to a greater focus on shareholder returns rather than eclectic projects.

Sampo (+£2.9m), the Finnish insurer, contributed positively as the secure dividend remained attractive.

British Land (+£2.8m) benefited from rising UK commercial property prices prompted by an improving economy and the continued cheap cost of debt finance.

Sydney Airport (+£2.5m) gained due to solid passenger volumes at the city's airport and a new charging agreement with airlines.

Comcast (+£2.5m), best described as a US media conglomerate, was thwarted in an attempt to buy a rival during the year but continued to benefit from a number of factors including increased broadband adoption and the hit 'Minions' film franchise.

Fuchs Petrolub (+£2.3m) performed well as demand for lubricants remained elevated but we sold late in the year as we anticipated future growth might be challenged.

Avery Dennison (+£2.1m), a US based packaging company, has seen the benefit of an extensive restructuring that has refocused the company on higher margin products.

Ross Stores (+£2.1m) performed well in a generally supportive US retail environment. After a period of strong performance, we sold **Continental** (+£2.1m), the German tyre and automotive manufacturer, as we were concerned that slowing Chinese automotive sales would have a future impact.

Our larger losses over the year featured a number of basic resource companies which suffered as oil and industrial commodities fell heavily in value. Portfolio holdings affected by this were **Royal Dutch Shell** (-£4.2m), **National Oilwell Varco** (-£3.1m), **BHP Billiton** (-£2.8m), **Tourmaline Oil** (-£2.0m) and **Freehold Royalties** (-£2.0m).

Towards the end of the year, we made additions to some of our holdings with a higher than average exposure to emerging market growth trends as we judged that the grounds for pessimism were already reflected in share prices. This is a contrarian point of view but one we anticipate ultimately will be fruitful, given the cyclical nature of these companies.

Despite the generally good performance of US retail stocks, our purchase of **Wal-Mart Stores** (-£3.2m), proved unsuccessful and we sold late in the year as we judged cost pressures were unlikely to dissipate in the foreseeable future.

Aspen Pharmacare (-£2.4m) and **Coloplast** (-£2.4m), which performed very well last year, were sold as we felt that slower growth prospects were unlikely to prove temporary. We mistimed an addition to our new purchase of **RSA Insurance** (-£2.0m), an attractive restructuring story, at a share price that was inflated by a potential takeover bid, and were punished as the bidder walked away. Lastly, **Sands China** (-£1.9m) performed poorly as Macau gaming revenues fell heavily but we added late in the year as we judged the share price did not reflect the longer term prospects.

Our larger new purchases tended to be companies with a substantial opportunity to run their operations in a more efficient manner. **Treasury Wine Estates**, an Australian based wine producer and marketer, is repositioning itself as a global branded wine company and will complete a transformational deal by acquiring the wine assets of Diageo at a compelling price.

Rentokil Initial, the UK support services company, is best known as a 1990s 'stockmarket darling' but has spent a long period correcting the mistakes of earlier highly acquisitive growth. The business is now focussed on the attractive pest control business, the value of which has been overlooked during a difficult period.

Kingfisher is a UK listed home improvement retailer which has an opportunity to improve margins by reducing product lines and has the potential to particularly benefit from a pick-up in home improvement activity in the UK and France.

Other new holdings which we think have taken the initial steps to re-energise their operations after long periods in the doldrums include **GlaxoSmithKline, Nintendo, Sony, Panasonic, Citigroup, ING** and **General Electric**.

This year we have restructured our investment operations to reflect the fact that the portfolio is managed as a unified global entity and to ensure that our costs remain competitive. We now have a more effective structure for decision making. It is our aim to be recognised as an attractive, low-cost and flexible investment vehicle.

Alasdair McKinnon
Manager
4 December 2015

NAV PERFORMANCE ATTRIBUTION

Year to 31 October 2015

| Absolute performance | Contribution |
|--|---------------------|
| | % |
| Equity portfolio (ungeared) | +5.0 |
| Gearing | +0.5 |
| <hr/> | |
| Total equities | +5.5 |
| Other income, tax and currency | -0.1 |
| Buybacks | +0.2 |
| Expenses | -0.7 |
| Interest charges | -0.9 |
| Change in market value of borrowings | +0.0 |
| <hr/> | |
| NAV with borrowings at market value total return | +4.0 |

| Relative to FTSE: | All-World | All-Share |
|--|------------------|------------------|
| | % | % |
| <hr/> | | |
| NAV with borrowings at market value total return | +4.0 | +4.0 |
| Index total return | +4.2 | +3.0 |
| <hr/> | | |
| Relative performance | -0.2 | +1.0 |

CONTRIBUTORS TO ABSOLUTE PERFORMANCE

Year to 31 October 2015

| | Positive contribution | | Negative Contribution |
|----------------|------------------------------|------------------------|------------------------------|
| | % | | % |
| Pandora | 0.9 | Royal Dutch Shell | -0.6 |
| UnitedHealth* | 0.8 | Wal-Mart Stores* | -0.4 |
| G-III Apparel* | 0.7 | National Oilwell Varco | -0.4 |
| Persimmon | 0.6 | BHP Billiton | -0.4 |
| Microsoft | 0.5 | Aspen Pharmacare* | -0.3 |
| BT | 0.5 | Coloplast* | -0.3 |
| Severn Trent | 0.4 | RSA Insurance | -0.3 |
| Alphabet | 0.4 | Tourmaline Oil | -0.3 |
| Sampo | 0.4 | Freehold Royalties | -0.3 |
| British Land | 0.4 | Sands China | -0.2 |

*Sold during the year

DISTRIBUTION OF SHAREHOLDERS' FUNDS

| By Industry | 31 October | 31 October | By Region | 31 October | 31 October |
|---------------------|------------|------------|-------------------------|------------|------------|
| | 2015 | 2014 | | 2015 | 2014 |
| | % | % | | % | % |
| Oil & Gas | 11.6 | 12.1 | UK | 31.6 | 20.1 |
| Basic Materials | 6.1 | 3.3 | Europe (ex UK) | 24.6 | 31.3 |
| Industrials | 11.0 | 11.5 | North America | 27.1 | 35.5 |
| Consumer Goods | 17.0 | 11.0 | Latin America | 2.0 | 2.2 |
| Health Care | 7.0 | 12.1 | Japan | 9.2 | 4.1 |
| Consumer Services | 11.4 | 8.0 | Asia Pacific (ex Japan) | 10.8 | 9.5 |
| Telecommunications | 7.1 | 7.4 | Middle East & Africa | - | 1.5 |
| Utilities | 7.0 | 4.1 | Unlisted | 0.3 | 0.3 |
| Financials | 19.2 | 20.0 | Total equities | 105.6 | 104.5 |
| Technology | 8.2 | 15.0 | Net current assets | 9.0 | 10.1 |
| Total equities | 105.6 | 104.5 | Borrowings at par | (14.3) | (14.2) |
| Net current assets | 9.0 | 10.1 | Gearing | (5.3) | (4.1) |
| Borrowings at par | (14.3) | (14.2) | Pension liability | (0.3) | (0.4) |
| Gearing | (5.3) | (4.1) | Shareholders' funds | 100.0 | 100.0 |
| Pension liability | (0.3) | (0.4) | | | |
| Shareholders' funds | 100.0 | 100.0 | | | |

CHANGES IN ASSET DISTRIBUTION BY INDUSTRY

| | 31 October | Net | 31 October | Appreciation | Dividend | Total |
|-----------------------------|------------|-----------|------------|----------------|----------|--------|
| | 2014 | purchases | 2015 | (depreciation) | income | return |
| | £m | (sales) | £m | £m | £m | £m |
| | | £m | | | | |
| Oil & Gas | 89.1 | 10.8 | 84.7 | (15.2) | 3.4 | (11.8) |
| Basic Materials | 24.3 | 25.5 | 44.5 | (5.3) | 1.4 | (3.9) |
| Industrials | 84.9 | (14.2) | 81.0 | 10.3 | 2.2 | 12.5 |
| Consumer Goods | 80.6 | 28.0 | 124.6 | 16.0 | 2.1 | 18.1 |
| Health Care | 88.5 | (38.1) | 51.7 | 1.3 | 1.6 | 2.9 |
| Consumer Services | 58.8 | 20.7 | 83.6 | 4.1 | 1.8 | 5.9 |
| Telecommunications | 54.0 | (2.8) | 52.2 | 1.0 | 2.0 | 3.0 |
| Utilities | 30.0 | 19.4 | 50.9 | 1.5 | 1.7 | 3.2 |
| Financials ¹ | 147.1 | (1.3) | 140.7 | (5.1) | 5.8 | 0.7 |
| Technology | 109.9 | (56.7) | 60.3 | 7.1 | 1.8 | 8.9 |
| Total equities | 767.2 | (8.7) | 774.2 | 15.7 | 23.8 | 39.5 |
| Net current assets | 74.0 | (8.2) | 65.8 | | | |
| Total assets | 841.2 | (16.9) | 840.0 | | | |
| Long-term borrowings at par | (104.3) | (0.1) | (104.4) | | | |
| Pension liability | (2.6) | - | (2.5) | | | |
| Shareholders' funds | 734.3 | (17.0) | 733.1 | | | |

¹ Includes unlisted

INCOME STATEMENT
(unaudited)
for the year to 31 October 2015

| | Revenue £'000 | 2015 Capital £'000 | Total £'000 | Revenue £'000 | 2014 Capital £'000 | Total £'000 |
|---|-----------------------------|--------------------------|----------------|-----------------------------|--------------------------|----------------|
| Net gains on investments held at fair value through profit and loss | - | 15,778 | 15,778 | - | 4,478 | 4,478 |
| Net gains/(losses) on currencies | - | 3 | 3 | - | (1,993) | (1,993) |
| Income | 24,057 | - | 24,057 | 19,854 | - | 19,854 |
| Expenses | (2,892) | (2,008) | (4,900) | (2,884) | (2,003) | (4,887) |
| Net Return before Finance Costs and Taxation | 21,165 | 13,773 | 34,938 | 16,970 | 482 | 17,452 |
| Interest payable | (3,096) | (3,095) | (6,191) | (3,096) | (3,095) | (6,191) |
| Return on Ordinary Activities before Tax | 18,069 | 10,678 | 28,747 | 13,874 | (2,613) | 11,261 |
| Tax on ordinary activities | (984) | - | (984) | (1,298) | - | (1,298) |
| Return attributable to Shareholders | 17,085 | 10,678 | 27,763 | 12,576 | (2,613) | 9,963 |
| Return per share | 15.91p | 9.95p | 25.86p | 11.51p | (2.39)p | 9.12p |
| Weighted average number of shares in issue during the year | | 107,353,426 | | | 109,263,104 | |
| | <u>2015</u> <u>£'000</u> | | | <u>2014</u> <u>£'000</u> | | |
| Dividends paid and proposed | | | | | | |
| Interim 2015 – 5.00p (2014 – 4.80p) | 5,366 | | | 5,232 | | |
| Final 2015 – 7.50p (2014 – 7.20p) | 7,919 | | | 7,781 | | |
| Special 2015 – 3.50p (2014 – nil) | 3,696 | | | - | | |
| Total 2015 – 16.00p (2014: 12.00p) | <u>16,981</u> | | | <u>13,013</u> | | |

The total column of this statement is the profit and loss account of the company.

SUMMARY BALANCE SHEET

(unaudited)
as at 31 October 2015

| | <u>2015</u> <u>£'000</u> | <u>2014</u> <u>£'000</u> |
|---------------------------------------|-----------------------------|-----------------------------|
| Equity investments | 774,236 | 767,179 |
| Net current assets | 65,769 | 74,010 |
| Total assets less current liabilities | 840,005 | 841,189 |
| Long-term borrowings at par | (104,399) | (104,283) |
| Pension liability | (2,550) | (2,613) |
| Shareholders' funds | 733,056 | 734,293 |
| NAV with borrowings at par | 694.3p | 679.5p |

STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES

(unaudited)
for the year to 31 October 2015

| | Revenue £'000 | 2015 Capital £'000 | Total £'000 | Revenue £'000 | 2014 Capital £'000 | Total £'000 |
|--|------------------|--------------------------|----------------|------------------|--------------------------|----------------|
| Return attributable to shareholders | 17,085 | 10,678 | 27,763 | 12,576 | (2,613) | 9,963 |
| Actuarial losses relating to pension scheme | (252) | (175) | (427) | (292) | (203) | (495) |
| Total recognised gains/(losses) for the year | 16,833 | 10,503 | 27,336 | 12,284 | (2,816) | 9,468 |
| Total recognised gains/(losses) per share | 15.68p | 9.78p | 25.46p | 11.24p | (2.57)p | 8.67p |

RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

(unaudited)

for the year to 31 October 2015

| | <u>2015</u> <u>£'000</u> | <u>2014</u> <u>£'000</u> |
|-----------------------------|-----------------------------|-----------------------------|
| Opening shareholders' funds | 734,293 | 750,818 |
| Total recognised gains | 27,336 | 9,468 |
| Dividend payments | (13,147) | (14,685) |
| Share buybacks | (15,426) | (11,308) |
| Closing shareholders' funds | <u>733,056</u> | <u>734,293</u> |

SUMMARY CASH FLOW STATEMENT

(unaudited)

for the year to 31 October 2015

| | <u>2015</u> <u>£'000</u> | <u>2014</u> <u>£'000</u> |
|--|-----------------------------|-----------------------------|
| Net cash inflow from operating activities | 17,850 | 13,367 |
| Servicing of finance | (6,075) | (6,075) |
| Taxation | 205 | 54 |
| Investing activities | 7,188 | (21,319) |
| Dividends paid | <u>(13,147)</u> | <u>(14,685)</u> |
| Net cash inflow/(outflow) before use of liquid resources and financing | 6,021 | (28,658) |
| Management of liquid resources | 10,862 | 44,774 |
| Financing | <u>(15,042)</u> | <u>(11,927)</u> |
| Increase in cash | <u>1,841</u> | <u>4,189</u> |

NOTES:-

The directors recommend a final dividend of 7.50p per share and a special dividend of 3.50p per share which, together with the interim dividend of 5.00p per share paid on 20 July 2015, makes a total of 16.00p for the year. The final and special dividends will cost £11,615,000 and are payable on 4 February 2016 to shareholders registered at 4 January 2016.

The weighted average number of shares in issue throughout the year was 107,353,426 (2014 – 109,263,104) and this figure has been used to calculate the return per share shown in the income statement and statement of total recognised gains and losses. The net asset value per share at 31 October 2015 has been calculated using the number of shares in issue at that date which was 105,587,426 (2014 – 108,066,926).

The financial information set out in the announcement does not constitute the company's statutory accounts for the year ended 31 October 2015 or 2014. The financial information for the year ended 31 October 2014 is derived from the statutory accounts for that year which have been delivered to the Registrar of Companies. The auditor reported on those accounts; the report was unqualified and did not contain a statement under s498(2) or s498(3) Companies Act 2006. The audit of the statutory accounts for the year ended 31 October 2015 is not yet complete. These will be finalised on the basis of the financial information presented by the directors in this preliminary announcement and will be delivered to the Registrar of Companies following the company's annual general meeting on 29 January 2016. The accounting policies applied to these accounts are consistent with those applied on the accounts for the year ended 31 October 2014.

The accounts of the company have been prepared on a going concern basis. It is the opinion of the directors that, as most of the company's assets are readily realisable and exceed its liabilities, it is expected that the company will continue in operational existence for the foreseeable future.

ANALYSIS OF CHANGES IN NET DEBT

| | 31 October 2014 £'000 | Cash flows £'000 | Non-cash Movements £'000 | 31 October 2015 £'000 |
|-----------------------------|--------------------------------------|-----------------------------|---|--------------------------------------|
| Cash | 12,974 | 1,841 | - | 14,815 |
| Short-term deposits | 70,000 | (10,862) | - | 59,138 |
| Long-term borrowings at par | (104,283) | - | (116) | (104,399) |
| | (21,309) | (9,021) | (116) | (30,446) |

GLOSSARY

Total assets means total assets less current liabilities.

NAV is net asset value per share after deducting borrowings at par or market value, as stated.

Ex-income NAV is the NAV excluding current year revenue.

Borrowings at par is the nominal value of the company's borrowings less any unamortised issue expenses.

Borrowings at market value is the company's estimate of the 'fair value' of its borrowings. The current estimated fair value of the company's borrowings is based on the redemption yield of the relevant existing reference gilt plus a margin derived from the spread of BBB UK corporate bond yields (15 years +) over UK gilt yields (15 years +). The reference gilt for the secured bonds is the 6% UK Treasury Stock 2028 and the reference gilt for the perpetual debenture stocks is the longest dated UK Treasury Stock listed in the Financial Times.

Discount is the difference between the market price of a share and the NAV expressed as a percentage of the NAV.

Gross gearing is the geared position if all the borrowings were invested in equities: Borrowings expressed as a percentage of shareholders' funds.

Gearing is the true geared position of the company: Borrowings less cash and equivalents expressed as a percentage of shareholders' funds.

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