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terra firma

ANNUAL REVIEW 2008

A UNIQUE PERSPECTIVE



Excerpt from the 2008 Annual Review
Annington Human Interest Article

FORWARD THINKING IN THE OFFICE AND IN THE COMMUNITY

As long ago as 2005, Annington was predicting that the housing boom would turn into a housing bust. Through the rising market, Annington was able to structure its finances for the long term. Despite the weakening market, the business is now in a robust position as it no longer needs to rely on sales of houses to service its debt and has cash on its balance sheet.



community as the properties it owns. The Annington Trust was set up in 1996 to support projects benefiting Service families. Grants range from a few hundred pounds to a few thousand and can be used to fund anything from toddler groups to summer youth camps or welfare staff training. An example in 2008 was a grant of £2,500 in support of 'Storybook Soldiers', an innovative project allowing Service personnel to record stories for their children before being deployed abroad on active service.

This action meant that the company was positioned not just to weather a widespread economic downturn, but to seize the opportunities that come with a falling market. With the recession continuing to deepen, Annington has costs under control. It is forecasting cash surpluses in every financial quarter over the next five years, which will help to significantly repay current debt still further.

Annington, as a company, also supports the local communities in which it is working. One of 2008's grants, for example, was used to help Hemswell Cliff Pre-School move to a new site from the former RAF community centre. A £2,000 donation paid for a much-needed new cabin where the pre-school equipment could be stored.



Some moderate diversification has also been a factor in Annington's continuing success, with selective investment in its rental portfolio. The business has taken advantage of strong running yields that have been underpinned in an area of the property market where demand is outstripping supply.

Whether in the business world or in its community work, Annington is an organisation with a clear vision of what it wants to achieve. Forward-planning and the energy of its people have ensured that, whatever it sets out to do and whatever the challenges along the way, it is getting results.



The plan for the future is equally measured. The next year will be a time to focus on managing costs, continually reviewing the business and taking advantage of the opportunities to purchase properties for rental.

Against the backdrop of a turbulent marketplace, Annington has also kept up its good work outside the office. The business remains committed to being as much a part of the local