



Half Year Results Presentation
for the half year ended 2 July 2017

1 August 2017

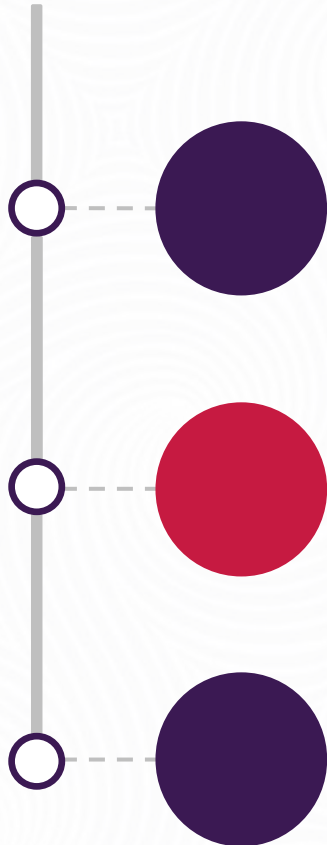
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Agenda

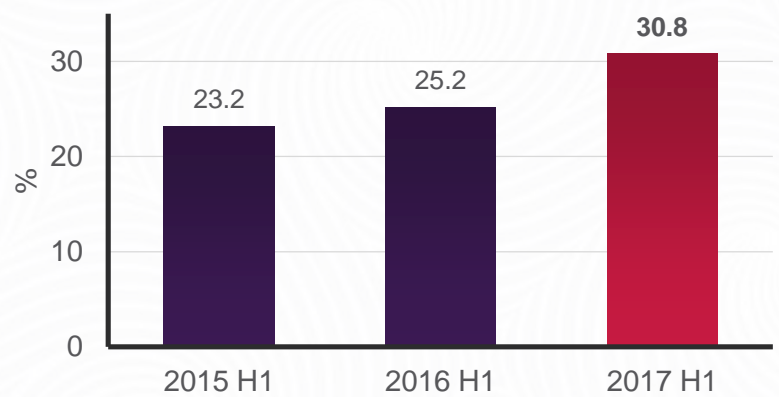
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- A vertical timeline on the left side of the slide. It consists of a grey vertical line with three white circles at regular intervals. To the right of each white circle is a larger, solid-colored circle. The top and bottom circles are dark purple, while the middle circle is red. Dashed lines connect each white circle to its corresponding solid-colored circle.
- H1 2017 overview and operations**
Pete Redfern
 - Strong financial performance**
Ryan Mangold
 - Current trading and strategy**
Pete Redfern

H1 2017 overview and operations

Pete Redfern
Chief Executive

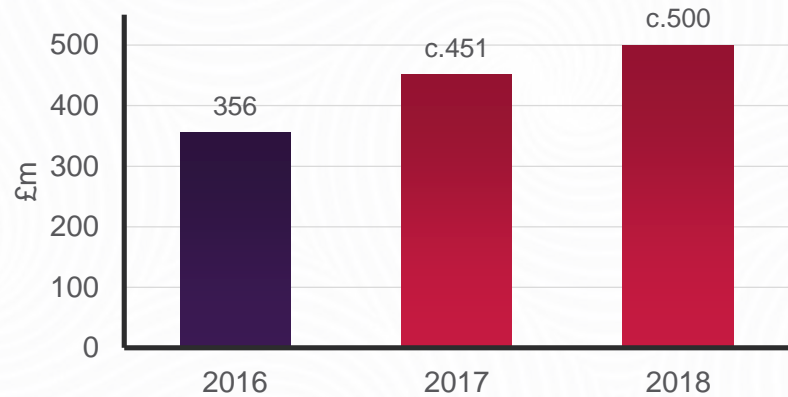
Group financial highlights

Return on net operating assets*



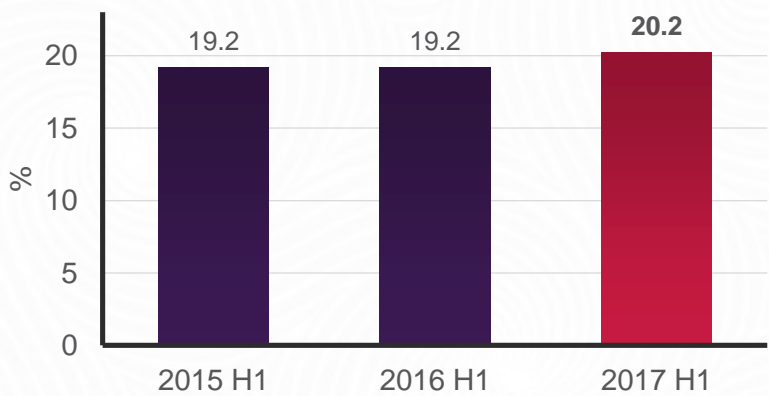
2016-2018 medium term target:
Average of 30%

Total dividends paid/declared



2016-2018 medium term target:
Total £1.3bn over period

H1 operating profit margin



2016-2018 medium term target:
Average of c.22%

■ Cash conversion* 104% (H1 2016: 55%)

* See definitions slide in the appendix

UK operating highlights

£2,111m

(H1 2016: £2,156m)

Total value of
period end order
book[†]

1.45

(H1 2016: 1.25)

Net operating asset
turn^{*}

£65.5k

(H1 2016: £59.7k)

Contribution per
completion^{*}

0.87

(H1 2016: 0.78)

Private net sales rate
(per outlet per week)[†]

20.3%

(H1 2016: 19.3%)

Operating
profit^{*} margin

5,166

(H1 2016: 5,782)

Plots converted from
strategic pipeline

^{*} See definitions slide in the appendix

[†] Data based on reservations excluding JVs

UK market performance

	H1 2017	H2 2016	H1 2016	H2 2015	H1 2015
Average outlets open	292	286	294	300	302
Private sales rate (net)	0.87	0.65	0.78	0.66	0.78
Private sales price £000	289	279	271	273	257
Cancellation rate (private)	11%	14%	12%	13%	11%

- Private sales rate H1 2017 c.12% higher than H1 2016
- 63 new outlets opened in H1 2017 (H1 2016: 59), to end H1 2017 with outlets up 3%
- H1 2017 private sales price excluding Central London – £278k (up on H1 2016 by c.6%)

Data based on reservations excluding JVs

Central London market performance

	H1 2017	H2 2016	H1 2016	H2 2015	H1 2015
Average outlets open	8	8	9	8	8
Private sales rate (net)	0.41	0.42	0.29	0.87	0.53
Private sales price £000	1,147	863	1,011	845	1,202
Cancellation rate (private)	18%	14%	24%	12%	5%

- Central London trading in H1 2017 broadly in line
- Customer confidence has improved with stable pricing over the last 6 months

Data based on reservations excluding JVs

UK land pipeline

Plots	2 July 2017			31 Dec 2016
	Owned	Controlled	Total	Total
Detailed planning	40,940	4,171	45,111	43,860
Outline planning	13,579	6,007	19,586	21,888
Resolution to grant	1,273	10,533	11,806	10,486
Short term	55,792	20,711	76,503	76,234
Short term with implementable planning	40,408	-	40,408	38,778
Allocated strategic*	6,114	9,400	15,514	15,151
Non-allocated strategic*	21,490	68,015	89,505	92,865
Strategic	27,604	77,415	105,019	108,016
Total	83,396	98,126	181,522	184,250

- Acquired 2,828 plots in the short term land market during H1 2017 at c.27% contribution margin** and c.32% ROCE**
- Converted 5,166 strategic pipeline plots into the short term landbank in H1 2017
- 53% of H1 2017 completions were sourced from the strategic land pipeline

Data includes JV plots

* Excludes land with less than 50% certainty of achieving planning permission

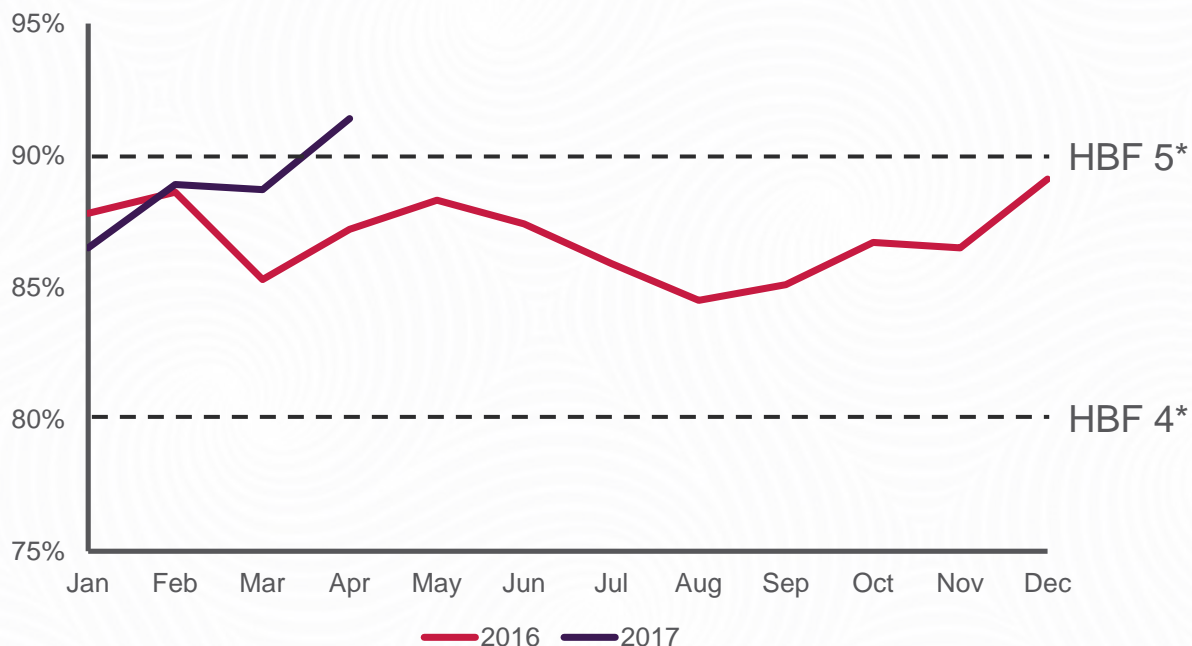
** See definitions slide in the appendix

Continuous business improvement



Customer service

■ Statistics* - “Recommend” score H1 2017 at **87.8%**



- Seeing steady improvement in customer service scores
- Embedding culture and processes takes time, but trend is encouraging

■ Leasehold

- Confirm provision, before tax, of £130m. Continue to view size of provision as appropriate
- Procedure and negotiations with freeholders proceeding as planned. We do not anticipate material cash outflow in 2017
- In discussion with all major freeholders, nearing conclusion with the first

*Source: NHBC National New Homes Survey

Employee survey 2017

- Employee 'Talkback' survey sought feedback on a wide range of issues
- High response rate of 72%, up from 55% in 2015, includes 65% of site based employees
- Generally very positive results including;
 - Engagement – *"I am willing to go the extra mile for my team and Taylor Wimpey"* – 97%
 - Health & Safety - *"Taylor Wimpey takes Health & Safety in the workplace seriously"* - 98%
 - Corporate Responsibility – *"I believe Taylor Wimpey is committed to being an ethical and responsible company"* - 98%
 - Management – *"My line manager listens to my ideas and concerns about work"* – 92%
 - Customer Service – *"Taylor Wimpey aim to deliver the best customer service in the homebuilding industry"* - 95%
- And also highlighted certain areas for improvement
 - Collaboration – *"All the departments in Taylor Wimpey work well together"* - 61%
 - Work Environment – *"I have the technology, tools and resources I need to do my job well"* – 76%
- Encouraged by low level of voluntary employee turnover

Strong financial performance

Ryan Mangold
Group Finance Director

Summary Group results

£m (before exceptional items)	H1 2017	H1 2016	Change	FY 2016
Revenue	1,727.5	1,457.2	18.5%	3,676.2
Gross profit	444.0	363.8	22.0%	940.4
Gross profit margin %	25.7	25.0	0.7ppt	25.6
Operating profit*	349.0	279.1	25.0%	764.3
Operating profit* margin %	20.2	19.2	1.0ppt	20.8
Profit before tax and exceptional items	335.0	266.6	25.7%	733.4
Adjusted basic earnings per share* pence	8.3	6.5	27.7%	18.1
Tangible NAV per share* pence	94.0	88.5	6.2%	88.6
Return on net operating assets* %	30.8	25.2	5.6ppt	30.7

* See definitions slide in the appendix

UK performance summary

	H1 2017	H1 2016	Change	FY 2016
Legal completions – excl JVs	6,580	6,019	9.3%	13,808
Private	5,219	4,835	7.9%	11,145
Affordable	1,361	1,184	14.9%	2,663
Average selling price – excl JVs	253	238	6.3%	255
Private £000	287	266	7.9%	286
Affordable £000	123	125	(1.6)%	124
Legal completions – JVs	87	25	248%	73
Share of profit – JVs £m	4.4	(0.1)	-	1.2
Gross profit margin %	25.8	25.1	0.7ppt	25.6
Operating profit* £m	346.2	278.8	24.2%	743.7
Operating profit* margin %	20.3	19.3	1.0ppt	20.8

* See definitions slide in the appendix

Indicative movements in UK operating profit* margin

H1 2016 to H1 2017	Annual change	Impact on H1 2017 income statement
Market inflation on selling prices	c.3.7%**	2.4%
Market inflation on build cost	c.3.5%	(2.0)%
Net economic benefit captured		0.4%
Market impact of landbank evolution		(1.8)%
Net market impact		(1.4)%
Specification improvements and build process		-
Change in land mix		0.8%
Net land improvement		0.8%
Profit on land and property sales		0.4%
Affordable housing price		0.0%
Overheads		0.6%
Other		0.3%
Share of JV profits		0.3%
Total operating profit* margin movement		1.0%

* See definitions slide in the appendix

** Source: Adjusted average of Nationwide / Halifax latest data

Exceptionals and tax

- Exceptional item - £130m, before tax, provided for leasehold. We view this as an appropriate estimate, and in line with prior guidance
- No NRV release/write-off given stability and low level of NRV sites
- Pre-exceptional underlying tax rate of 19.1% (H1 2016: 20.0%)
- Expect future underlying tax rate to largely reflect statutory rate

Summary Group balance sheet

Group £m	2 July 2017	3 July 2016	Change	31 Dec 2016
Long term assets and JVs	81.0	65.4	23.9%	74.8
Land	2,593.9	2,881.7	(10.0)%	2,652.5
WIP	1,461.3	1,396.8	4.6%	1,331.5
Debtors	230.6	231.9	(0.6)%	178.6
Land creditors	(526.1)	(656.3)	(19.8)%	(599.8)
Other creditors	(901.6)	(932.0)	(3.3)%	(830.8)
Pensions and post retirement benefits	(130.2)	(181.1)	(28.1)%	(234.1)
Provisions	(162.8)	(36.5)	346%	(33.1)
Net operating assets*	2,646.1	2,769.9	(4.5)%	2,539.6
Accrued dividends	(300.0)	(300.0)	0%	-
Tax	3.8	5.6	(32.1)%	(4.0)
Net cash	429.0	116.7	267.6%	364.7
Net assets	2,778.9	2,592.2	7.2%	2,900.3
Tangible NAV per share*	94.0p	88.5p	6.2%	88.6p

* See definitions slide in the appendix

UK landbank

- Land cost in short term owned landbank is 15.1% of ASP (H1 2016: 16.3%), supported by strategic pipeline conversions
- Land cost as % of ASP on H1 2017 approvals – 17.8%
- Potential revenue in the landbank at 2 July 2017 was £43 billion (3 July 2016: £42 billion), comprising short term land of £20 billion (3 July 2016: £20 billion) and strategic land of £23 billion (3 July 2016: £22 billion)
- In the year we achieved a 0.9 percentage points margin upside on completions from land acquired since 2009, compared with the expected margin at the point of acquisition
- Quality of landbank continues to improve

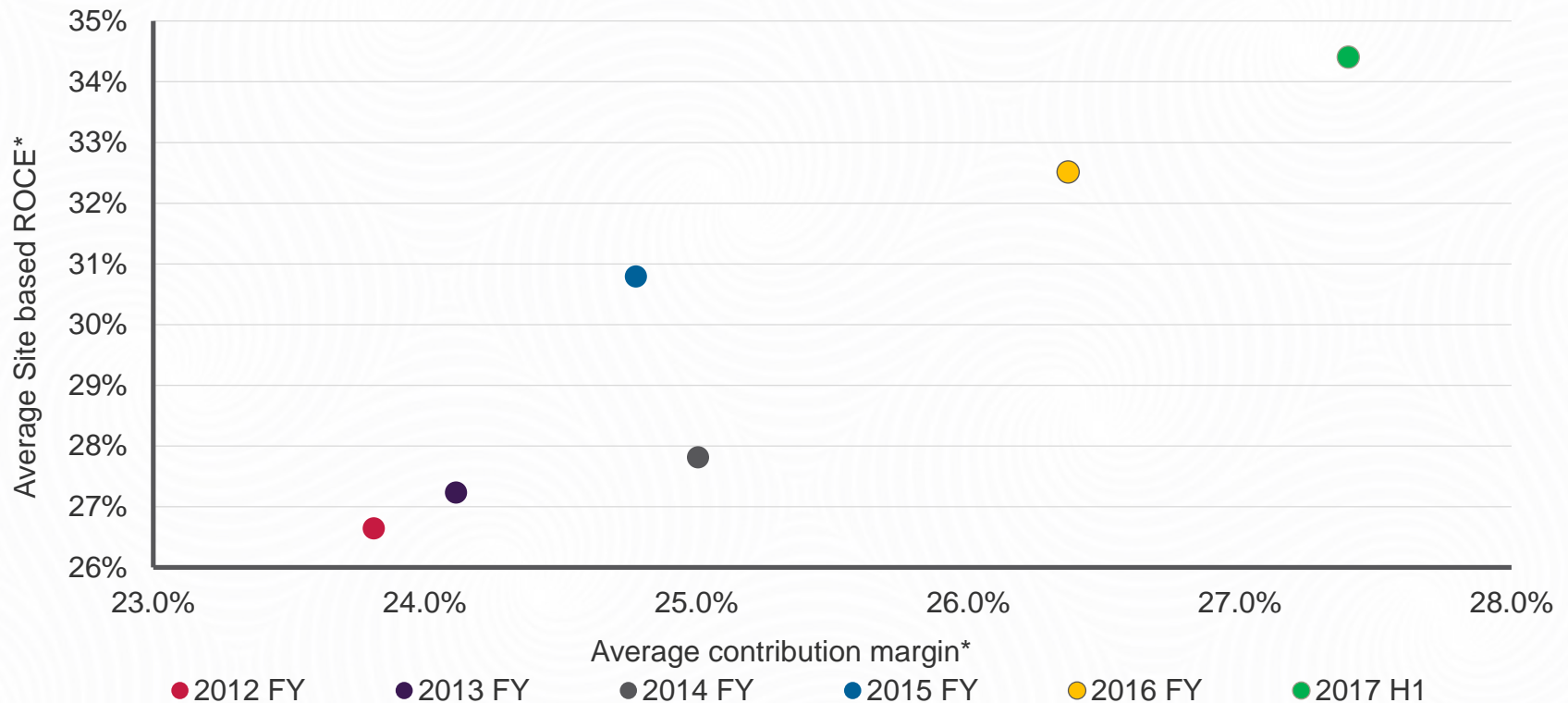
	Land cost on balance sheet £m 2 Jul 2017	Number of plots 2 Jul 2017	Land cost on balance sheet £m 31 Dec 2016	Number of plots 31 Dec 2016
Short term owned	2,240	55,792	2,276	57,287
Short term controlled	83	20,711	73	18,947
Total short term	2,323	76,503	2,349	76,234
Strategic owned*	99	27,604	135	27,826
Strategic controlled*	58	77,415	60	80,190
Total strategic*	157	105,019	195	108,016
Total landbank	2,480	181,522	2,544	184,250

Data includes JV plots

* Excludes land with less than 50% certainty of achieving planning permission

Quality of land acquisitions

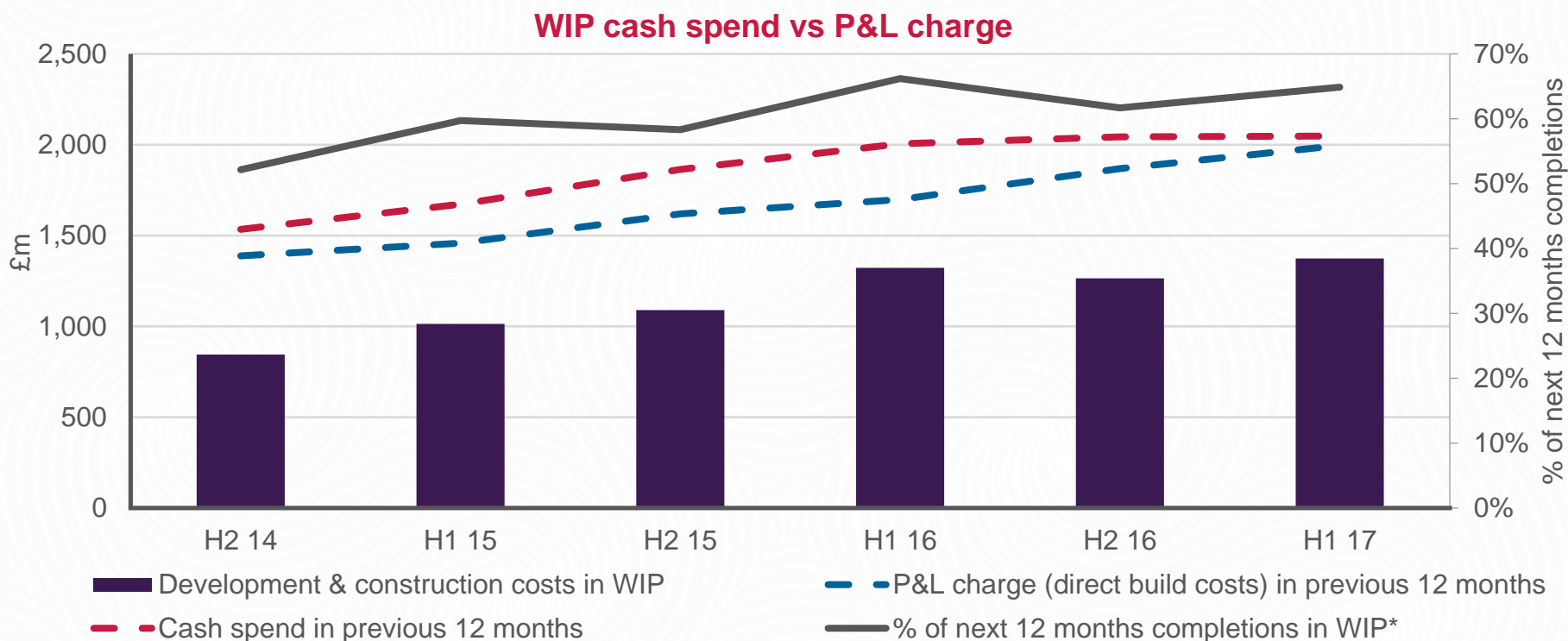
Land approvals in the period



- Acquisition margins and ROCE metrics continue to improve
- Maintaining disciplined approach on both financial and site quality criteria

* See definitions slide in the appendix

Managing UK working capital



	H1 2014	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017
Completions	5,695	6,599	5,842	7,377	6,019	7,789	6,580
Total sq ft per unit	996	1,000	1,031	1,027	1,033	1,013	1,008
ASP £ per sq ft	206	219	218	228	230	265	251
Build cost £ per sq ft	(110)	(115)	(116)	(123)	(127)	(142)	(136)
Land cost £ per sq ft	(44)	(46)	(42)	(41)	(39)	(49)	(43)
% private apartments	18%	18%	11%	15%	10%	17%	15%

Data based on completions excluding JVs. *Calculated using forecast build cost and forecast completions

Pensions

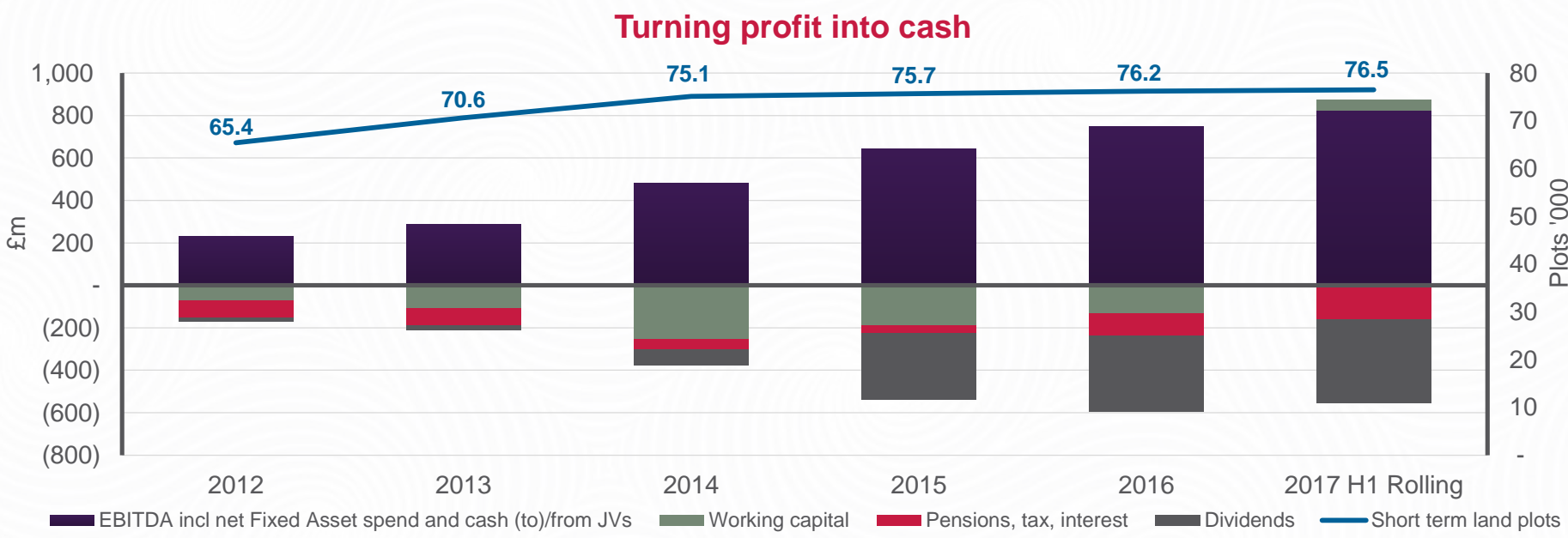
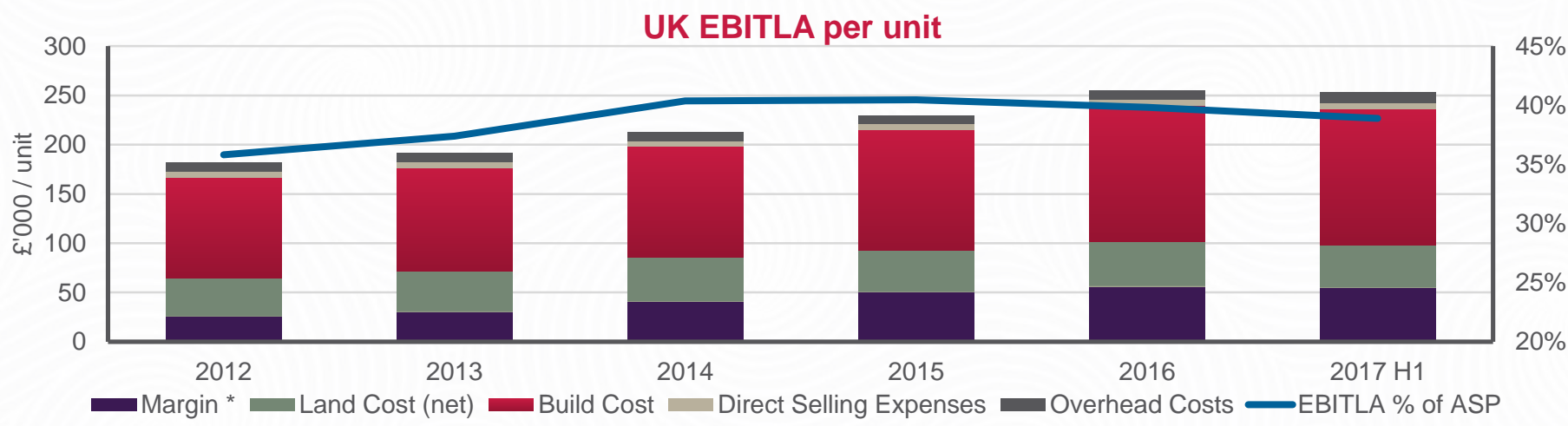
Movement in present value of defined benefit obligation

Total UK £m	H1 2017	FY 2016	FY 2015	FY 2014
Brought forward	232.7	177.1	182.4	182.2
Administration cost	1.7	3.3	3.2	3.1
Interest cost	3.1	6.1	6.0	7.5
Employer contributions*	(14.1)	(23.1)	(23.1)	(36.3)
Net asset growth	(62.9)	(271.4)	72.5	(144.4)
Liability assumptions impact	(31.5)	340.7	(63.9)	170.3
Carried forward	129.0	232.7	177.1	182.4

- Active hedging of the scheme's liabilities has reduced the impact from financial market volatility (c.75%)
- Triennial valuation with an effective date of 31 December 2016, expected to be concluded in early 2018

* H1 2017, 2016 and 2015 include £5.1m paid through the Pension Funding Partnership structure

Managing cash through the cycle



* Operating profit margin excluding central costs, including the benefit from utilisation of land impairment provision

** Adjusted EBITDA includes fixed asset (spend) / proceeds and cash flows (to) / from JVs

Dividend payment profile

Paid (or to be paid) per share (pence)	FY 2018***	FY 2017	FY 2016	Change FY 2016 to FY 2017
Ordinary dividend*	c.4.9	4.6	1.7	171%
Special dividend**	c.10.4	9.2	9.2	0%
Total	c.15.3	13.8	10.9	27%

Paid (or to be paid) (£m)	FY 2018***	FY 2017	FY 2016	Change FY 2016 to FY 2017
Ordinary dividend*	c.160	c.150	56	168%
Special dividend**	340	301	300	0%
Total	c.500	c.451	356	27%

- Special dividend of £340 million will be paid in 2018 subject to AGM approval

* Includes interim and final dividends for the year

** Additional cash returns for the year

*** 2018 is indicative, subject to shareholder approval

Summary

- Focus on delivery of medium term targets 2016-2018:
 - An average annual return on net operating assets* of 30%
 - An average operating profit* margin of c.22%
 - A total of £1.3 billion of dividends to be paid in cash to shareholders over the period
- Maintain balance sheet discipline

Group	H1 2017	H1 2016	FY 2016	FY 2015
Medium term targets				
Return on net operating assets* %	30.8	25.2	30.7	27.1
Operating profit* margin %	20.2	19.2	20.8	20.3
Dividends paid £m	74.8	38.5	355.9	308.4
Net operating asset turn*	1.46	1.25	1.48	1.33
Net asset annual growth NAV (pre- cash distribution)* %	22.3	21.9	19.6	19.6
Cash conversion* %	104	55	81	67

* See definitions slide in the appendix

Current trading and strategy

Pete Redfern
Chief Executive

UK market performance – to date

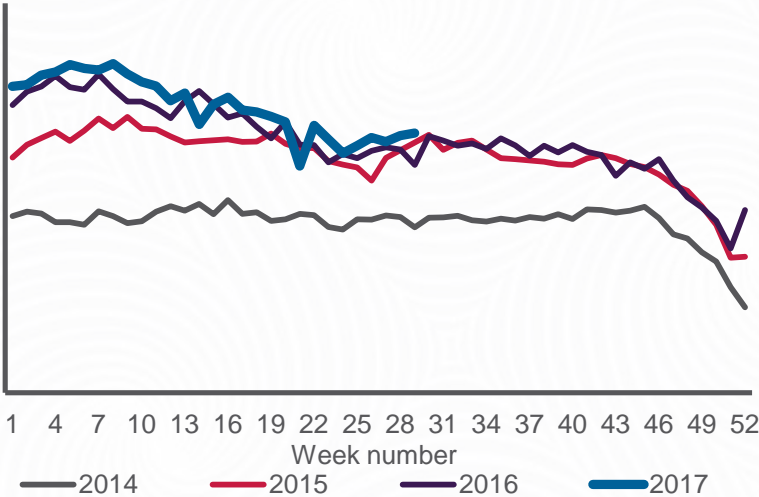
	H2 2017 (w/e 23 July 2017)	H1 2017	H2 2016	H1 2016	H2 2015	H1 2015
Average outlets open	295	292	286	294	300	302
Private sales rate (net)	0.71	0.87	0.65	0.78	0.66	0.78
Private sales price £000	287	289	279	271	273	257
Cancellation rate (private)	14%	11%	14%	12%	13%	11%

- Current sales remain strong, even in a period which is normally seasonally slow
- Small but positive price growth
- Second hand market remains stagnant for availability and sales

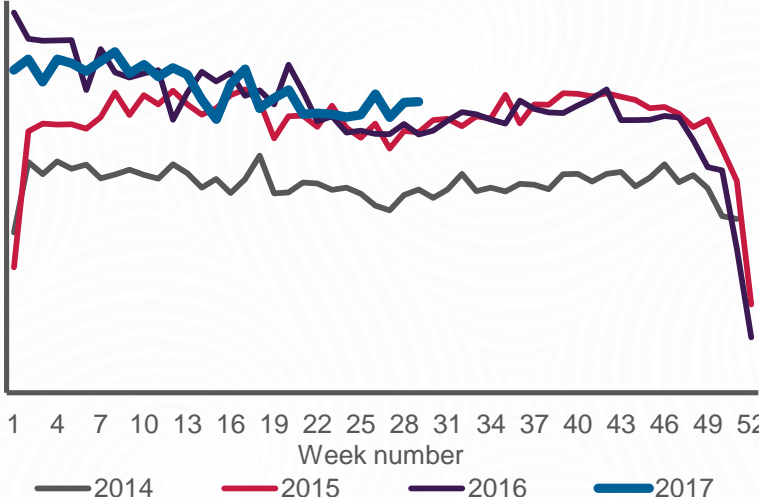
Data based on reservations excluding JVs

UK market performance

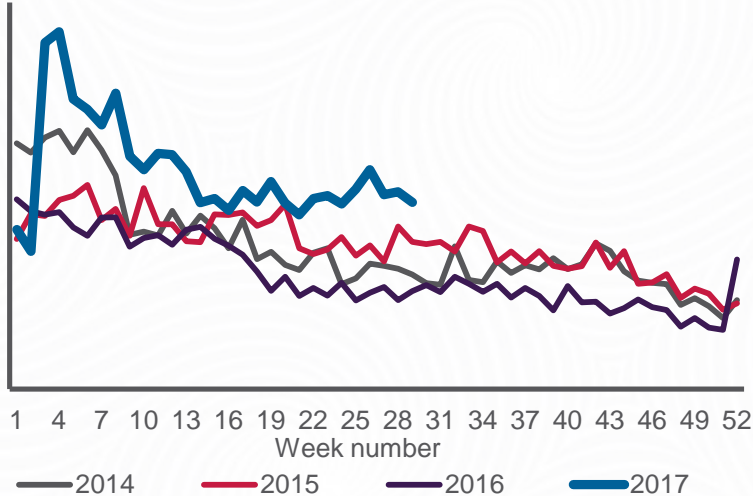
Customer interest – organic website visits



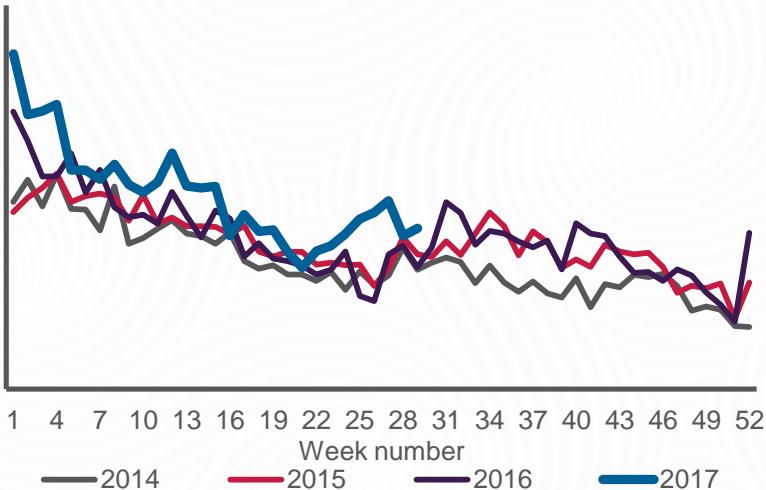
Website calls



Brochure requests



Appointments booked



* Brochure requests after 16 January 2017 now include downloads as well as postal requests

Mortgage lending

- Overall cost of borrowing remains at very low levels

2-year fixed rates	January 2016	July 2016	January 2017	July 2017
HTB equity loan	1.74% – 2.19%	1.74% - 1.99%	1.64% – 1.89%	1.39% – 1.87%
85% LTV (new build)	1.99%	1.74% - 1.89%	1.74%	1.52%

- Appetite of lenders in 2017 remains strong
- Low transactions in second hand market means more lenders are focused on new build
- Timing of next base rate movement remains uncertain – but scale rather than timing should be our focus

Politics and economic environment

- Brexit negotiations and General Election have increased political uncertainty
- No impact on trading but alert to risk of potential change in customer confidence
- Tone and policy on housing remains positive from both Conservative and Labour parties
- Key factors of employment and mortgage market remain consistently supportive
- Help to Buy remains important to trading conditions, but no near term changes expected
- Labour availability remains stable but we recognise risks associated with Brexit process, and are planning accordingly. Internal policies to deepen and broaden employee base continue

Central London

- Trading in H1 2017 has been stable and in line with January expectations
- Customer confidence has improved
- Prices on our schemes are stable and have reduced by less than we anticipated
- We haven't agreed new land deals since late 2015 – we will have developed the majority of our existing landbank by early 2019
- We expect a flow of positive cash generation over next two years
- We are not chasing sites but are targeting investment in sites with location quality, financial metrics and deal structures that are well ahead of normal London land deals
- Land environment has changed, and we see emerging opportunities

Dividends

- We announce a special dividend for 2018 of £340m today. Total dividends paid 2016-18 will stand at c.£1.3bn, in line with target
- It is our intention and expectation to continue to make material capital returns to shareholders beyond 2018. Specific details on future capital returns for 2019 onwards will be provided at the next Strategy Day in H1 2018
- Key principle remains to return surplus cash to shareholders (defined as free cash after medium term land investment plans, working capital, tax, ordinary dividend and any other cash requirements of the Group)
- Group continually reviews mechanisms for returning capital, and would consider a buyback, but we do not consider it appropriate at this point
- Ordinary Dividend Policy (approx 5% net assets, at least £150m per annum) remains unchanged
- 2018 dividend yield c.8%

Taylor Wimpey strategic priorities

- Medium to long term focused strategy, balancing growth, capital structure, returns to shareholders and risk
- Sustainable, high-quality growth
- Maintain and develop land strategy
 - Continuous improvement in landbank quality
 - Maintain short term scale in the 75-80k range excluding land-light holdings
 - Expect 'landbank years' to shorten as larger sites produce full volumes
- Maximisation of operational excellence including customer service
- Invest in strategic value added programmes:
 - Employee engagement, development and recruitment
 - Delivering great customer service, and driving a new, stronger focus on customers needs
 - Creating excellence in placemaking and product aspiration
 - Continue to invest in production R&D and develop build capacity, including direct trades

Outlook and summary

- H1 2017 trading has been very positive and we are on track with FY17 expectations
- 2018 special dividend confirms total return of £1.3bn over 2016-18, in line with target. Capital returns to continue in 2019 and beyond
- Without a major change in interest rates or lending, we continue to expect low but positive house price inflation. Our base case remains for a prolonged period of low house price growth with regional and market variation
- Build pressures remain but at a manageable level. Land market still attractive but we remain disciplined
- We recognise potential risks that could come from greater political uncertainty, but business is positioned to deal with any changes
- We continue to invest and see value in strategic value added programmes
- Value case is for continued disciplined growth on top of improving return on capital and cash generation, with significant returns to shareholders



Future investor communications

- 13 November 2017 Trading update
- 10 January 2018 Trading update
- 28 February 2018 Full year results
- 26 April 2018 AGM & Trading update
- 31 July 2018 Half Year results

Taylor Wimpey plc

Half Year Results Presentation
for the half year ended 2 July 2017

Appendices

Summary income statement*

Group £m	H1 2017	H1 2016	Change	FY 2016
Revenue	1,727.5	1,457.2	18.5%	3,676.2
Cost of sales	(1,283.5)	(1,093.4)	17.4%	(2,735.8)
Gross profit	444.0	363.8	22.0%	940.4
Net operating expenses	(99.4)	(84.6)	17.5%	(177.3)
Profit on ordinary activities before finance costs and tax	344.6	279.2	23.4%	763.1
Net finance cost	(14.0)	(12.5)	12.0%	(30.9)
Share of results of JVs	4.4	(0.1)	-	1.2
Profit before tax	335.0	266.6	25.7%	733.4
Tax charge	(63.9)	(53.3)	19.9%	(143.7)
Profit for the period	271.1	213.3	27.1%	589.7

* Before exceptional items

Cash flow summary

Group £m	H1 2017	FY 2016	H2 2016	H1 2016
Profit from ordinary activities before finance costs*	214.6	762.6	481.2	281.4
(Increase) / decrease in inventories	(137.2)	(113.3)	237.7	(351.0)
Other operating items**	128.8	(27.1)	(56.3)	29.2
Cash generated / (used) by operations	206.2	622.2	662.6	(40.4)
Tax paid	(61.4)	(71.0)	(70.3)	(0.7)
Interest paid	(2.8)	(13.5)	(9.4)	(4.1)
Net cash from / (used in) operating activities	142.0	537.7	582.9	(45.2)
Investing activities	(2.9)	(26.1)	(9.8)	(16.3)
Financing activities	(75.5)	(364.1)	(324.9)	(39.2)
Cash flow for the period	63.6	147.5	248.2	(100.7)
Net cash b/f	364.7	223.3	116.7	223.3
Cash inflow / (outflow)	63.6	147.5	248.2	(100.7)
FX and fair value adjustments	0.7	(6.1)	(0.2)	(5.9)
Closing net cash	429.0	364.7	364.7	116.7

* See definitions slide in the appendix

** Includes exceptional items, other non-cash items, movement in receivables and payables and pension contributions

Group segmental analysis

	H1 2017			H1 2016			FY 2016		
	Operating profit* £m	Operating profit* margin %	RONOA* %	Operating profit* £m	Operating profit* margin %	RONOA* %	Operating profit* £m	Operating profit* margin %	RONOA* %
North	144.8	22.8	34.3	136.9	23.6	33.1	280.0	22.6	34.4
Central and South West	130.5	24.0	36.3	116.2	23.2	34.1	280.7	23.3	39.1
London and South East inc. Central London	112.4	20.8	27.1	59.9	16.6	17.4	250.4	22.0	24.7
Corporate	(41.5)	-	-	(34.2)	-	-	(67.4)	-	-
UK	346.2	20.3	30.7	278.8	19.3	28.5	743.7	20.8	30.4
Spain	2.8	11.4	36.8	0.3	2.0	15.9	20.6	22.0	46.1
Group	349.0	20.2	30.8	279.1	19.2	25.2	764.3	20.8	30.7

* See definitions slide in the appendix

North Division

As at 2 July	Scotland, North East and Yorkshire	North West and West Midlands	North Division H1 2017	North Division FY 2016
Number of outlets	71	73	144	150
Private sales rate (net)	0.85	0.73	0.79	0.68
Completions	1,534	1,437	2,971	5,988
Average selling price on completions £000	209	218	213	207
Net operating assets* £m	409.4	402.3	811.7	816.0

Data based on completions excluding JVs

* See definitions slide in the appendix

Central and South West Division

As at 2 July	East and Central	Wales and West	Central and South West Division H1 2017	Central and South West Division FY 2016
Number of outlets	52	43	95	84
Private sales rate (net)	0.98	0.99	0.98	0.75
Completions	1,080	1,129	2,209	4,810
Average selling price on completions £000	270	211	240	241
Net operating assets* £m	450.2	355.9	806.1	729.9

Data based on completions excluding JVs

* See definitions slide in the appendix

London and South East Division including Central London

As at 2 July	South East, excl. London market†	London market†	London and South East Division inc. Central London HY 2017	London and South East Division inc. Central London FY 2016
Number of outlets	39	18	57	51
Private sales rate (net)	0.94	0.84	0.91	0.75
Completions	1,151	249	1,400	3,010
Average selling price on completions £000	286	690	358	373
Net operating assets* £m	471.8	620.8	1,092.6	1,035.2

Data based on completions excluding JVs

* See definitions slide in the appendix

† The London market includes the area inside the M25

Movement in Group net assets

	H1 2017 rolling 12 months £m	H1 2016 rolling 12 months £m	Breakdown of movement
Opening net assets	2,592.2	2,417.0	N/A
Pre-exceptional net earnings	647.5	505.3	25.0%
Net impact of exceptional items	(107.6)	9.9	(4.2)%
Actuarial gains / (losses) after tax	30.8	(1.6)	1.2%
Net share scheme and other movements	8.3	15.6	0.3%
Returns to shareholders	(392.3)	(354.0)	(15.1)%
Closing net assets	2,778.9	2,592.2	7.2%
Add back returns to shareholders	392.3		15.1%
Closing net assets pre returns to shareholders	3,171.2		22.3%

UK net operating assets

£m	2 Jul 2017	3 Jul 2016	31 Dec 2016
Fixed assets	26	24	24
Investment in JVs	55	41	50
Land	2,503	2,777	2,574
WIP	1,401	1,366	1,288
Total inventories	3,904	4,143	3,862
Debtors	228	225	177
Land creditors	(501)	(640)	(577)
Other creditors	(832)	(875)	(779)
Total creditors	(1,333)	(1,515)	(1,356)
Pension liability and PRMA	(131)	(181)	(234)
Provisions	(160)	(36)	(30)
Net operating assets*	2,589	2,701	2,493

* See definitions slide in the appendix

Financing

- Net cash at 2 July 2017 is £429.0 million (31 December 2016: £364.7 million, 3 July 2016: £116.7 million)
- Adjusted gearing (net debt plus land creditors) – 3.5% (31 December 2016: 8.1%, 3 July 2016: 19.9%)
- Average net cash of £223.8 million (31 December 2016: £87.4 million net debt, 3 July 2016: £2.7 million net cash)
- Borrowings and facilities:
 - Fully undrawn £550 million Revolving Credit Facility expiring February 2020
 - €100 million Senior Loan Notes due June 2023 issued 28 June 2016 at a fixed coupon of 2.02% p.a.

Finance charges

£m	H1 2017	H1 2016	Change	FY 2016
Financial indebtedness	2.8	5.4	(48.1)%	10.9
Land creditor unwind	10.0	8.5	17.6%	17.7
Pensions	3.1	3.2	(3.1)%	6.1
Other	(1.5)	(4.3)	(65.1)%	(3.1)
Total	14.4	12.8	12.5%	31.6

UK land commitments

£m	< 1 yr	1-2 yrs	2-5 yrs	5+ yrs	At 2 Jul 2017	At 31 Dec 2016
Committed cash payments in respect of unconditional land contracts	256	148	114	16	534	607
Expected cash payments in respect of conditional land contracts	137	42	53	6	238	255

- Included in unconditional land contracts at 2 July 2017 are UK overage commitments of £124.5 million (31 December 2016: £130 million)

UK land portfolio – net cost

£m	2 Jul 2017			31 Dec 2016
	Owned	Controlled	Total	Total
Detailed planning	1,696	16	1,712	1,757
Outline planning	492	32	524	530
Resolution to grant	52	35	87	62
Sub-total	2,240	83	2,323	2,349
<i>plots</i>	55,792	20,711	76,503	76,234
Strategic	99	58	157	195
<i>plots</i>	27,604	77,415	105,019	108,016
Total	2,339	141	2,480	2,544

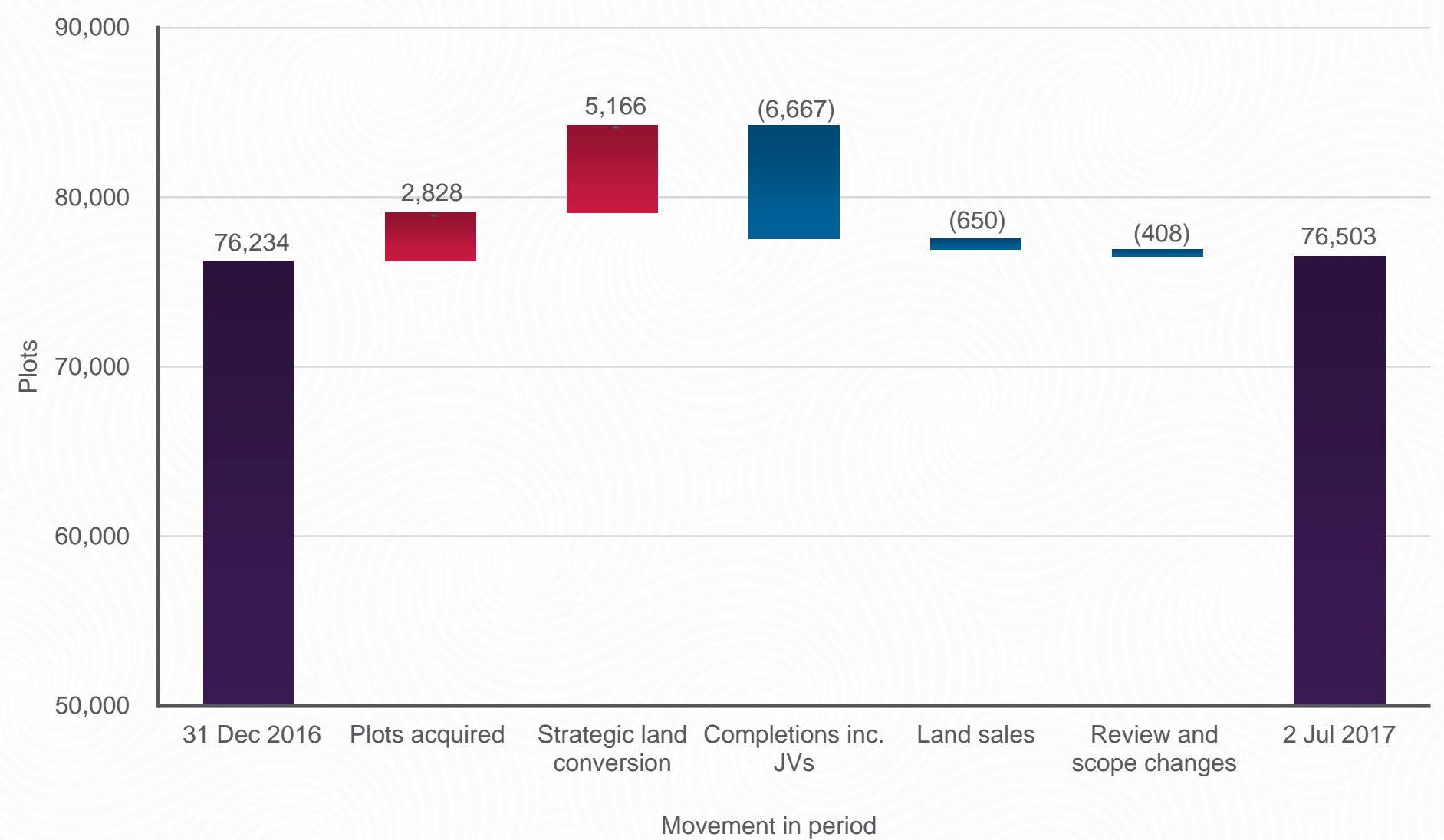
Of the short term owned and controlled land portfolio:

- 58% - post 2009 strategic land
- 24% - post 2009 short term land
- 18% - pre 2009 land

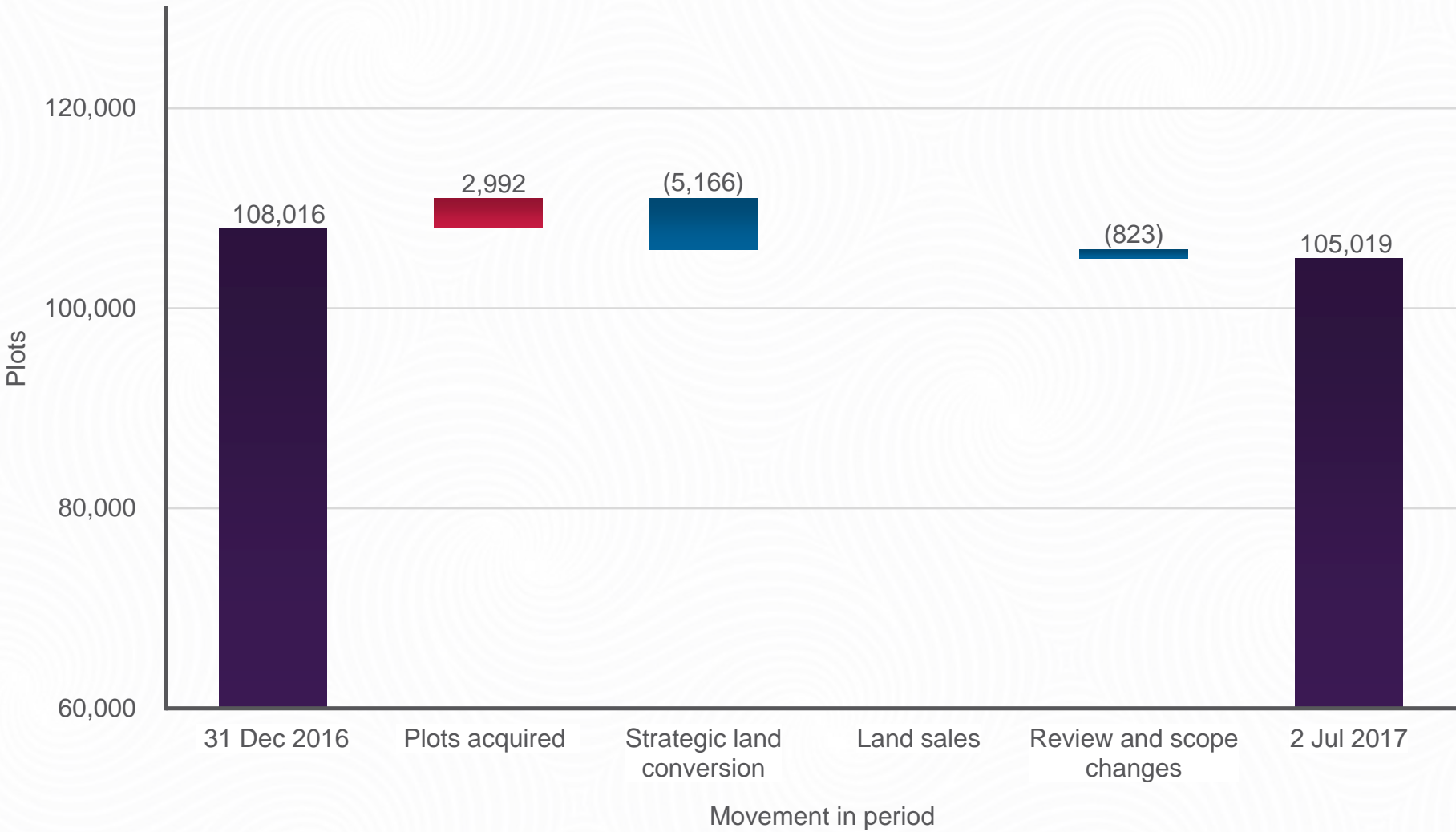
NRV is wholly allocated to land – comparable basis to peers

Includes JV plots at no cost, excludes land with less than 50% certainty of achieving planning permission

UK short term landbank



UK strategic pipeline



North Division – land

As at 2 Jul	Scotland, North East and Yorkshire	North West and West Midlands	North Division H1 2017	North Division FY 2016
Short term owned and controlled land portfolio plots	14,969	13,728	28,697	29,028
Land portfolio years	4.8	4.5	4.7	4.8
Cost per plot £000*	27.5	31.4	29.3	29.3
ASP in short term owned land portfolio £000	214	208	211	206
Average land cost as a % of ASP	12.9%	15.1%	13.9%	14.2%
Strategic land plots (> 50% probability)	35,444	20,586	56,030	56,105

* Based on short term owned plots. NRV is wholly allocated to land, comparable basis to peers

Central and South West Division – land

As at 2 Jul	East and Central	Wales and West	Central and South West Division H1 2017	Central and South West Division FY 2016
Short term owned and controlled land portfolio plots	17,928	15,394	33,322	31,940
Land portfolio years	7.1	6.3	6.7	6.6
Cost per plot £000*	32.5	32.1	32.3	31.9
ASP in short term owned land portfolio £000	272	244	259	246
Average land cost as a % of ASP	11.9%	13.2%	12.5%	13.0%
Strategic land plots (> 50% probability)	17,193	17,011	34,204	36,184

* Based on short term owned plots. NRV is wholly allocated to land, comparable basis to peers

London and South East Division including Central London – land

As at 2 Jul	South East, excl. London market†	London market†	London and South East Division inc. Central London H1 2017	London and South East Division inc. Central London FY 2016
Short term owned and controlled land portfolio plots	10,814	3,670	14,484	15,266
Land portfolio years	4.5	3.6	4.3	5.0
Cost per plot £000*	47.3	155.5	75.7	74.2
ASP in short term owned land portfolio £000	296	624	387	381
Average land cost as a % of ASP	16.0%	24.9%	19.6%	19.5%
Strategic land plots (> 50% probability)	14,618	167	14,785	15,727

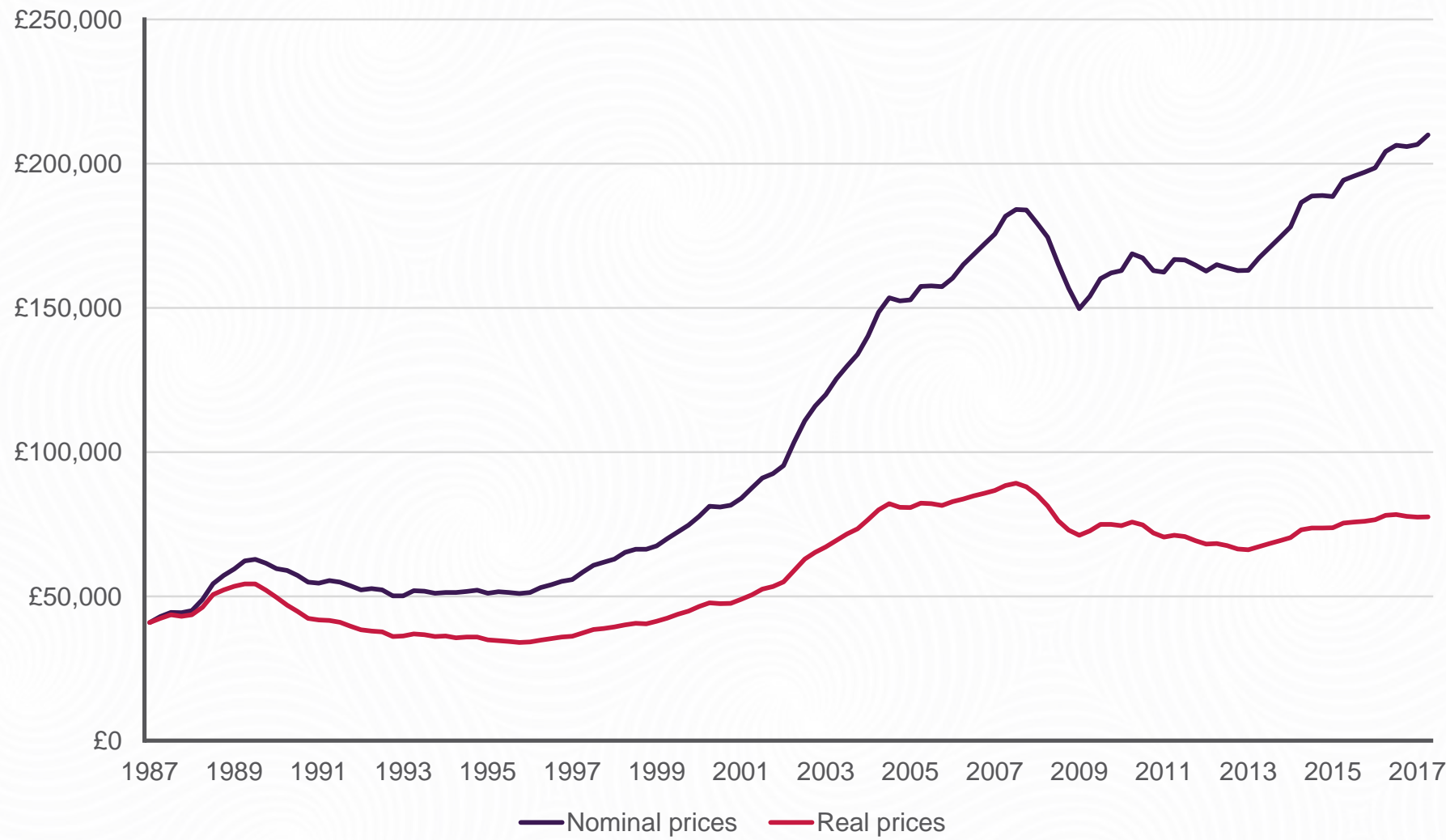
* Based on short term owned plots, including share of JVs. NRV is wholly allocated to land, comparable basis to peers

† The London market includes the area inside the M25

Land disposals

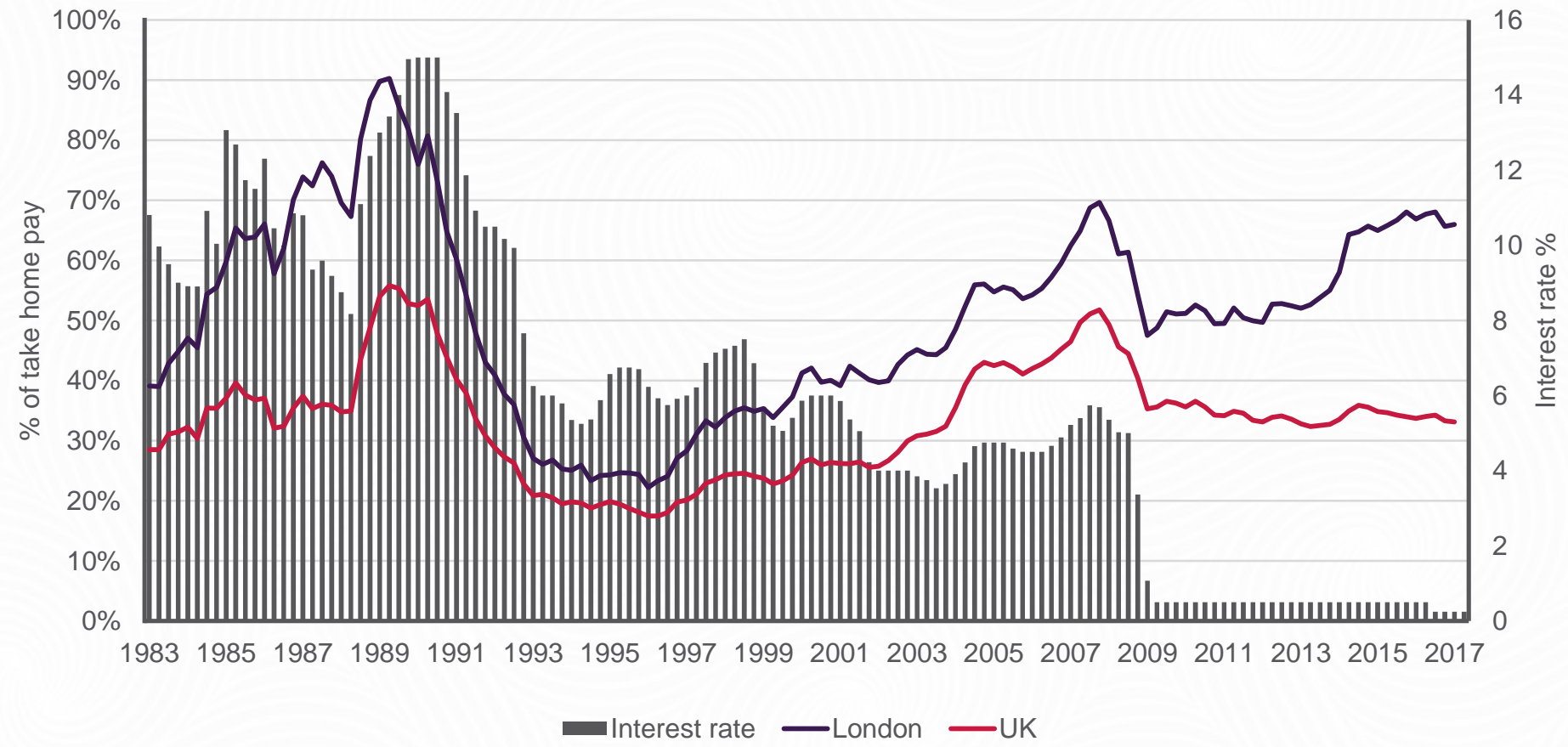
£m		H1 2017	H1 2016	FY 2016
Proceeds	UK	23.2	9.3	48.1
	Spain	0.6	-	-
	Total	23.8	9.3	48.1
Gross profit	UK	8.5	3.3	11.8
	Spain	(0.3)	-	-
	Total	8.2	3.3	11.8

Real house prices



Source: Nationwide – Nominal house prices

FTB mortgage payments as % of pay / interest rates



Source: Nationwide / Bank of England

UK product mix

Private completions	2017		2016		2015		
	H1	FY	H2	H1	FY	H2	H1
Apartments	15%	14%	17%	10%	13%	15%	11%
1 / 2 / 3 bed houses	48%	47%	47%	48%	47%	46%	49%
4 / 5 / 6 bed houses	37%	39%	36%	42%	40%	39%	40%
Total	100%	100%	100%	100%	100%	100%	100%

Data based on completions excluding JVs

UK sales performance

	H2 2017 (w/e 23 July 2017)	H1 2017	H2 2016	H1 2016
Average outlets open	295	292	286	294
Average sales rate (net)	0.78	1.02	0.90	0.95
Average selling price £000	270	265	235	246

As at	H2 2017 (w/e 23 July 2017)	2 July 2017	31 Dec 2016	3 July 2016
Total order book value £m	2,224	2,111	1,682	2,156
Total order book units	9,141	8,741	7,567	8,683
ASP in total order book £000	243	242	222	248
Outlets at end of period	292	296	285	287
Order book value £m per outlet	7.6	7.1	5.9	7.5

Data based on reservations excluding JVs

Spain financial summary

	H1 2017	H1 2016	Change	FY 2016
Average number of active sites	18	18	0.0%	19
Legal completions	68	53	28.3%	304
Average selling price (£000)	342	266	28.6%	303
Average selling price (€000)	394	342	15.2%	358
Revenue £m	24.6	14.8	66.2%	93.6
Operating profit* £m	2.8	0.3	833.3%	20.6
Operating profit* margin %	11.4	2.0	470.0%	22.0
Order book £m	125.0	123.0	1.6%	87.8
Order book (plots)	406	399	1.8%	293
Net operating assets* £m	57.2	68.6	(16.6)%	46.8
Total landbank plots**	2,834	2,317	22.3%	2,140

* See definitions slide in the appendix

** Landbank includes owned and controlled land

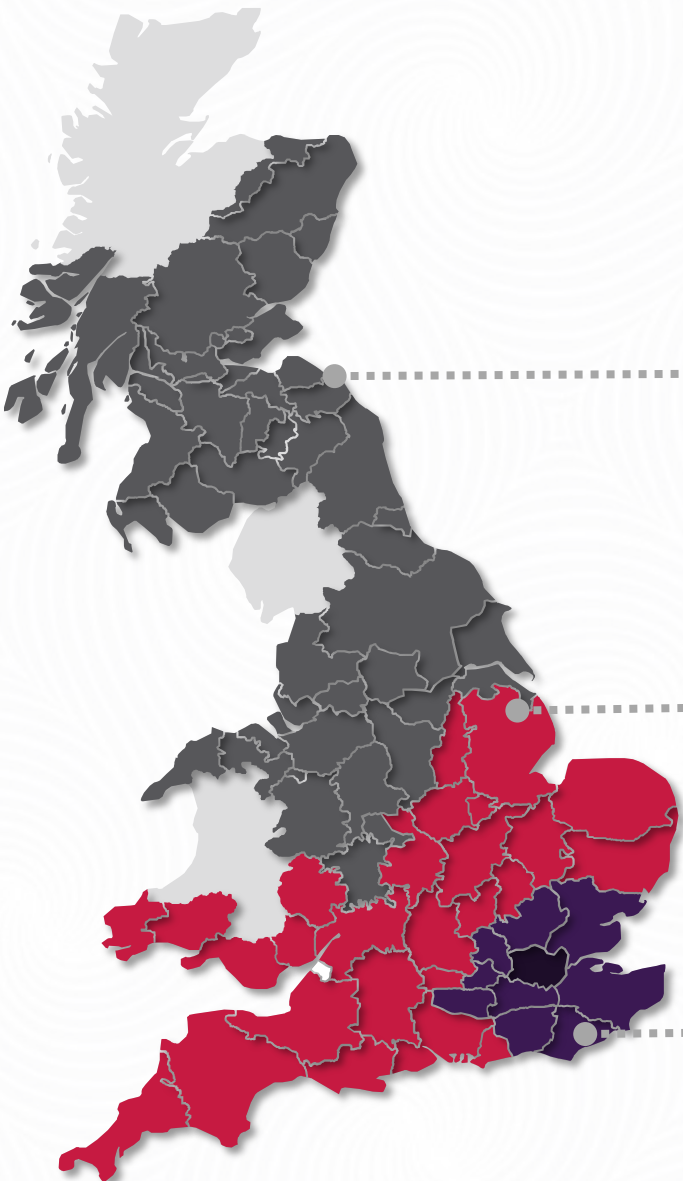
UK customer segmentation

	2017		2016		2015		
Total reservations	H1	FY	H2	H1	FY	H2	H1
First time buyers	42%	38%	34%	41%	36%	33%	39%
Second time buyers	40%	36%	34%	38%	37%	36%	38%
Affordable	14%	23%	29%	17%	20%	24%	16%
Investor	4%	3%	3%	4%	7%	7%	7%
Total	100%	100%	100%	100%	100%	100%	100%
Help to Buy*	45%	39%	36%	42%	37%	30%	41%

Data based on reservations excluding JVs

* Help to Buy includes mortgage guarantee and equity loan schemes

Capital allocation



North

Central and South West

London and South East, including Central London

Net operating assets* – H1 2017 cap

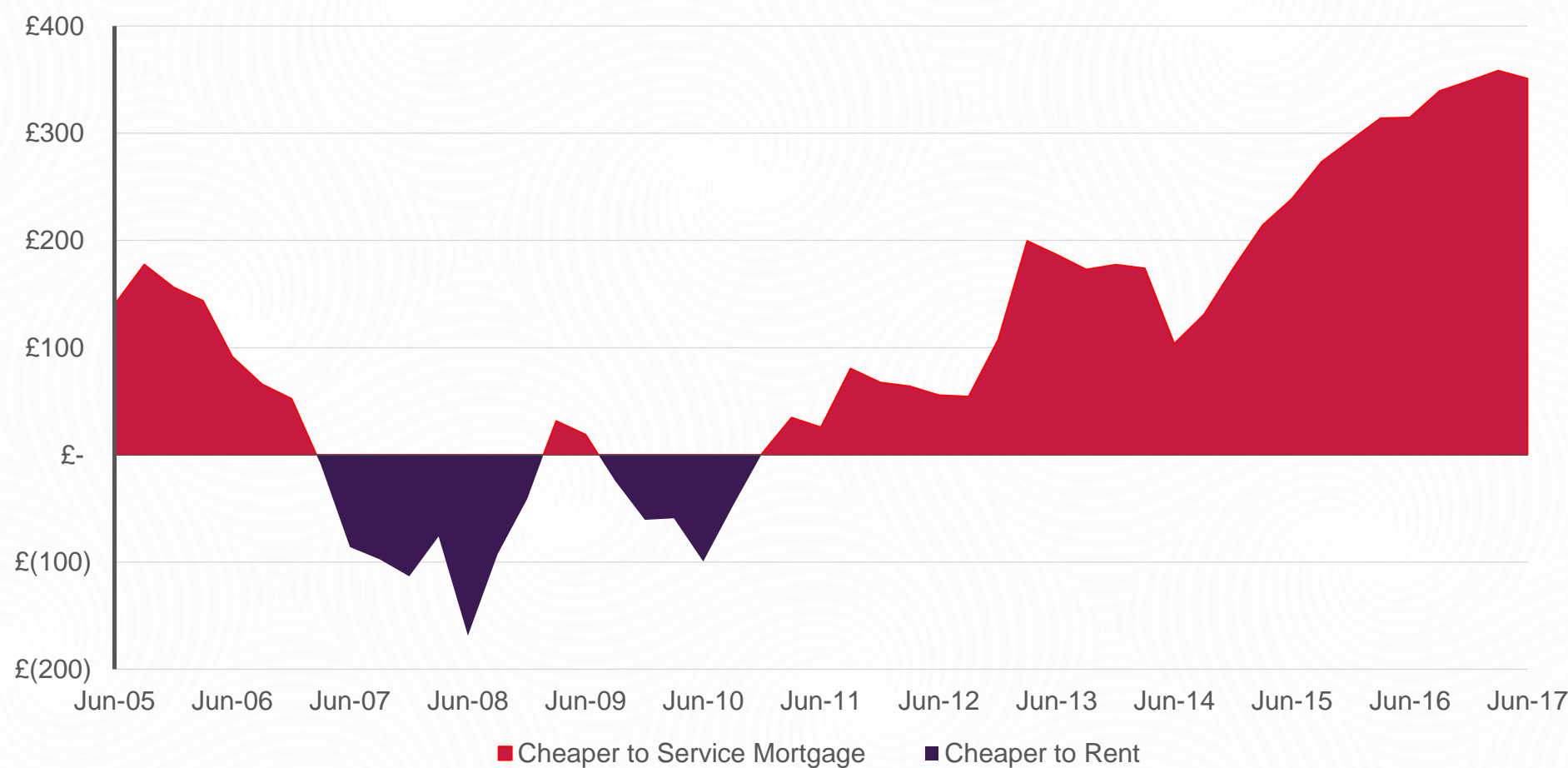
Net operating assets* – H1 2017 delivery



* See definitions slide in the appendix

Rent vs buy

Monthly Cost of Buying / Renting a comparable Taylor Wimpey Property



Cost of buying: based on average quoted mortgage rates for 90% LTV, 2-year fixed, 25 to 30-year terms (source: Bank of England), purchasing at the average TW sales price

Cost of renting: derived through current mainstream rental yields (source: Knight Frank), Index of Private Housing Rental Prices (source: ONS), UK House Price Index (source: Land Registry), applied against the average TW sales price

Definitions

- Operating profit is defined as profit on ordinary activities before net finance costs, exceptional items and tax, after share of results of joint ventures.
- Adjusted basic earnings per share represents earnings, attributed to the shareholders of the parent, excluding exceptional items and tax on exceptional items, divided by the number of shares in issue during the period.
- Net operating assets is defined as net assets less net cash less net tax balances, excluding any accrued dividends.
- Return on net operating assets is defined as 12-month rolling operating profit divided by the average of the opening and closing net operating assets.
- Tangible net assets per share is defined as net assets before any accrued dividends excluding goodwill and intangible assets divided by the number of ordinary shares in issue at the end of the period.
- Net operating asset turn is defined as total revenue divided by the average of opening and closing net operating assets. Based on rolling 12 months.
- Contribution margin is defined as revenue less total build cost less total land cost net of impairment provision less direct selling expenses.
- Profit from ordinary activities before finance costs is defined as profit on ordinary activities before net finance costs and tax, and before share of results of joint ventures.
- Cash conversion is defined as 12-month operating cash flow divided by 12-month operating profit.
- Operating cash flow is defined as cash generated by operations before tax, interest paid and exceptional cash flows on a rolling 12-month basis.
- Net asset annual growth NAV (pre-cash distributions) is defined as the percentage change between closing net assets pre accrued and paid returns to shareholders, on a rolling 12-month basis, and closing net assets on a rolling 12-month basis from the comparative period.
- EBITDA is defined as operating profit before depreciation and software amortization.
- EBITLA is defined as operating profit before land amortisation, which is defined as the value of land (net of impairment provision) charged to the income statement on completion of land and house sales.
- ROCE is defined as a 12-month rolling operating profit divided by the monthly average of the capital employed for the 12 months.