Student Accommodation

WHO IS iQ?

iQ is the second largest provider of student accommodation in the UK by bed numbers – owning and operating all 66 of its sites.

It offers a range of high quality and well-located homes for students, and puts the student experience at the heart of the business – through a focus on student wellbeing and creating a sense of community in its sites through shared social and study spaces, free leisure facilities, gyms and a full programme of events.

It is one of the few providers to have staff and security teams on hand and on site around-the-clock.

Where to find iQ

	Location	Sites/beds		Location	Sites/beds		Location	Sites/beds
1	London	15/6,724	11	Preston	1/679	21	Newcastle	1/329
2	Manchester	10/3,612	12	Plymouth	2/646	22	York	1/326
3	Sheffield	6/2,435	13	Nottingham	3/627	23	Glasgow	1/324
4	Leeds	2/1,612	14	Bournemouth	1/590	24	Wolverhampton	1/296
5	Lincoln	2/1,553	15	Salford	1/541	25	Liverpool	1/294
6	Huddersfield	2/1,382	16	Dundee	1/498	26	Kingston-upon-Thames	1/214
7	Leicester	2/943	17	Brighton	2/396	27	Oxford	1/140
8	Birmingham	2/897	18	Bangor	1/382			
9	Edinburgh	3/782	19	Bristol	1/367		**Total sites**	**66**
10	Bradford	1/752	20	Bath	1/330		**Total beds**	**27,671**

iQ'S SIZE & SCALE

- iQ is the largest provider of PBSA in the UK by value
- 28,000 beds in 66 sites across 27 UK towns and cities
- Market leader in Central London, with 6,724 beds and 15 sites across Zone 1-4; market leader in Manchester with 3,612 rooms across 10 sites
- 1.1m full-time students study in towns where iQ has a presence
- 71% of iQ sites and 80% of the value of iQ properties are in Russell Group towns and cities – where student growth is strongest and acceptances between 2014 and 2016 have increased by 9% compared with 4% nationally
- Appeals to a wide range of budgets with rates fully inclusive of bills, insurance, WiFi, gym – entry price in London is > £170PW, rest of UK > £75PW
- There are currently c.280,000 beds in the private PBSA market – with iQ owning 10% of those

iQ'S FINANCIALS

- Portfolio book value - over £3bn
- Revenue 17/18 academic year - c.£200m
- Net gearing – 57% LTV

THE YEAR AHEAD/ OUTLOOK STATEMENT FROM iQ

The UK is a global destination for students - with continued growth year on year.

The outlook for our market remains strong with structural growth and continued investment being supported by an ongoing demand for our world-class universities, and an increased appetite for quality living accommodation.

iQ is well placed to benefit from these market dynamics. Following our successful bid for Pure Student Living, we have gained 11 sites in London, Edinburgh, York, Bath and Brighton. iQ is now the largest provider of PBSA in the UK by value, and the market leader in Central London and Manchester – areas of strategic growth for the company.

We have a strong pipeline for growth in key markets in the UK, and a clear focus on driving the best student experience in the sector. We are confident that iQ will continue its growth trajectory.

HIGHER EDUCATION SECTOR (UNIVERSITIES)

- Student numbers have grown for a 4th consecutive year – with 2.3m students (1.8m full-time) in total – and 20% coming from outside the UK
- Number of Higher Education students studying in the UK up 2% on 15/16
- The UK is the second largest destination for international students after the US – 10.3% of all students studying abroad are studying in the UK
- The number of students in London increased by 1.47% to 367,240 for 16/17
- Demand for university places continues to outstrip supply, with 533,885 acceptances from 699,850 applications in 17/18
- The current level of university applications for 18/19 remains healthy (UCAS, March 2018). Demand from EU and international students in particular has been strong, up 2% and 8% respectively from the previous cycle. Despite a slight decrease in UK applications (down 3% on the previous cycle), total applications are once again on track to significantly exceed available university places.

THE PBSA MARKET

- PBSA is a growing industry – location, quality of accommodation and all-inclusive costs are major draws for students
- In the 16/17 academic year, there were 1.1m full-time students living away from home, spread across private PBSA, university halls and HMO
- Despite ongoing development and a significant pipeline, the market still suffers from structural levels of undersupply