

Equiniti Share Plan Trustees Limited  
Form of direction to the Trustees of  
The British Land Share Incentive Plan

This form of direction card is solely for the use of British Land employees participating in The British Land Share Incentive Plan (the Plan). You are not entitled to vote in respect of the shares held in trust under the Plan at the Annual General Meeting of The British Land Company PLC (the Company), to be held at 11.00 am (British Summer Time) on Tuesday 19 July 2016 (the AGM). However, you can instruct Equiniti Share Plan Trustees Limited (the Trustees) how to vote on your behalf in respect of these shares at the AGM by either:

- using the form of direction opposite and posting it back to Equiniti; or
- logging your instructions electronically by using one of the two Equiniti websites detailed below.

**Postal method:**

The form of direction opposite must be signed and sent to the Plan Administrator: Equiniti, Aspect House, Spencer Road, Lancing BN99 6DA, to arrive not later than 11.00 am on Thursday 14 July 2016. Please detach and keep this portion of the form before sending.

**Electronic method:**

You can instruct the Trustees how to vote on your behalf by logging onto one of the following Equiniti websites:

**www.sharevote.co.uk:** use this website if you have not already registered on Equiniti's Shareview website (see below). To use the Sharevote website you will need the Voting ID, Task ID and Shareholder reference number shown opposite.

**www.shareview.co.uk:** if you have already registered with this website (in order to view your portfolio on-line) you can log-on and click on the link to vote.

Instructions on logging your vote are available on both websites.

If you choose to cast your instructions electronically, your instructions must be logged with the Plan Administrator, Equiniti, not later than 11.00 am on Thursday 14 July 2016.



SAMPLE

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Form of direction

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1430-139-S

Voting ID

Task ID

Participant Reference Number

I, the undersigned, being a participant in The British Land Share Incentive Plan, hereby direct Equiniti Share Plan Trustees Limited (the Trustees) to vote on my behalf at the Annual General Meeting of The British Land Company PLC (the Company), to be held at 11.00 am (British Summer Time) on Tuesday 19 July 2016 at The Montcalm London Marble Arch, 34-40 Great Cumberland Place, London W1H 7TW, and at any adjournment thereof.

Please indicate how you wish to direct the Trustees to vote by marking the appropriate boxes in black ink like this: ☒ X  
In the absence of any such directions the Trustees will not vote your shares.

Resolutions	For	Against	Vote Withheld	Resolutions	For	Against	Vote Withheld
(Resolutions 1 to 21 are proposed as ordinary resolutions; resolutions 22 to 25 are proposed as special resolutions.)				14 To re-elect Lord Turnbull as a Director.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1 To receive the Annual Report and Accounts for the year ended 31 March 2016.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	15 To re-elect Laura Wade-Gery as a Director.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2 To approve the Directors' Remuneration Report (other than the Remuneration Policy).	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	16 To re-appoint PricewaterhouseCoopers LLP as the auditor of the Company.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3 To approve the Directors' Remuneration Policy.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	17 To authorise the Directors to agree the auditor's remuneration.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4 To re-elect Aubrey Adams as a Director.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	18 To authorise the payment of scrip dividends.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5 To re-elect Lucinda Bell as a Director.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	19 To authorise the Company to make limited political donations and political expenditure of not more than £20,000 in total.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6 To re-elect Simon Borrows as a Director.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	20 To authorise amendments to the Long-Term Incentive Plan.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7 To re-elect John Gildersleeve as a Director.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	21 To authorise the Directors to allot shares up to a limited amount.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8 To re-elect Lynn Gladden as a Director.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	22 To authorise the Directors to allot shares and sell treasury shares for cash, without making a pre-emptive offer to shareholders.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9 To re-elect Chris Grigg as a Director.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	23 To authorise the Directors to allot additional shares and sell treasury shares for cash, without making a pre-emptive offer to shareholders in line with recommendations of the Pre-Emption Group.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10 To re-elect William Jackson as a Director.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	24 To authorise the Company to purchase its own shares.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11 To re-elect Charles Maudsley as a Director.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	25 To authorise the calling of general meetings (not being an annual general meeting) by notice of not less than 14 clear days.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
12 To re-elect Tim Roberts as a Director.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				
13 To re-elect Tim Score as a Director.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				

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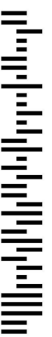
Date

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Signature



Business Reply Plus  
Licence Number  
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Equiniti  
Aspect House  
Spencer Road  
LANCING  
BN99 8DU