

### THE UK'S ONLY MIDLANDS FOCUSED REIT Results for year ended 31 December 2018 Investor and Analyst Presentation

# THE MIDLANDS INVESTOR

Birmingham Wolverhampton Vvc. Coventry Oldbury Derby Worcester Acocks Green Tunstall Kingswinford Wy. Wolverhampton Marwick Leicester We Oldbury Derk ster Redditch Ki ord Wythall T Green Tunstal Wolverhamptc k Leicester We Lester Redditch K Oldbury Derk Green Tunstall Kingswinford Wythall Wolverhampton Warwick Leicester Oldbury Derby Worcester Re-' Green Tunstal' Kingswinford Warwick Leice Wolverhamptc Vorcester Redditu Oldbury Derk swinford Wythau Green Tunstal Wolverhamptc vick Leicester We Oldbury Derk ster Redditch Kinc inford Wythall Green Tunst

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# INTRODUCTION





**Curzon Street HS2 Terminal** Image courtesy of Birmingham City Council

REI PLC

# REAL ESTATE INVESTORS PLC



REI Today	Strong Platform	Active Asset Management	Prudent Finance	Attractive Returns
<ul> <li>Midlands focused/ Birmingham based UK REIT</li> <li>Portfolio of £220 million+ and a growing income stream</li> <li>Multi-sector diversification, no material reliance on any sector, asset or occupier – 269 occupiers</li> </ul>	<ul> <li>Internally managed/ proven track record/100+ years of combined experience/ equity alignment/6.6% management holding</li> <li>REI's advantage is its market insight from its network and knowledge of the region</li> <li>Scalable property management platform</li> </ul>	<ul> <li>Value creation through reviews, lease renewals, lettings, change of use and refurbishment</li> <li>Criteria compliant acquisitions at high initial yields - Targets: 8-20% yield and £2m- £20m lot size</li> <li>Disposals at/above book value post asset management with capital recycled/ retained for income</li> </ul>	<ul> <li>Prudent leverage providing certainty and security – current net LTV 39.8%</li> <li>Can execute quickly with cash/strong market reputation and access to debt</li> <li>67% of debt now fixed, with low average cost of debt of 3.7%</li> </ul>	<ul> <li>Aim to deliver capital growth and income enhancement through active asset management</li> <li>Fully covered progressive dividend paid quarterly</li> <li>6 years of consecutive double-digit dividend growth</li> </ul>

# HIGHLY EXPERIENCED BOARD & PROVEN TRACK RECORD

**Non-Executive** 





#### John Crabtree OBE D.UNIV Non Executive Chairman

- Joined REI Board in 2010
- 0.12% shareholder in REI
- Chairman of Glenn Howells Architects, Staffline Group plc, White & Black Limited & Brandauer Holdings. Until 2003, Senior Partner of Wragge & Co
- In 2014, Government Secretary Eric Pickles named John as Chairman of the Birmingham Improvement Panel.
- John is Chair of the organising committee for the 2022 Commonwealth Games
- In January 2017, John was appointed Her Majesty's Lord Lieutenant of the West Midlands



#### William Wyatt Non Executive Director

- Joined REI Board in 2010
- 0.05% shareholder in REI
- Joined Caledonia in 1997 from Close Brothers Group Plc. He was appointed a director in 2005 and Chief Executive in 2010
- Director of Cobehold S.A., Chairman of Newmarket Racecourses and a Trustee of The Rank Foundation



#### Peter London Non Executive Director

- Joined REI Board in 2014
- 0.03% shareholder in REI
- Peter is an Independent Financial Adviser with Ascot Lloyd
- Peter has a lifetimes experience in providing IFA services to HNW individuals and sold his company to a Swiss Bank in 2007.
- Non-Executive Chairman of a number of property related companies



#### **Paul Bassi** CBE DL D.UNIV DSC Chief Executive Officer

- Joined REI Board in 2006
- 5.51% shareholder in REI
- Non-executive Chairman of Bond Wolfe
- Non-executive Chairman
   of Likewise Plc
- Former Non-executive Chairman of CP Bigwood Chartered Surveyors
- Former Regional Chairman & Strategy Advisor to Coutts Bank (West Midlands)

### Executive



#### Marcus Daly FCA Finance Director

- Joined REI Board in 2006
- 0.95% shareholder in REI
- Chartered Accountant with 30 years experience in advising on strategic matters and corporate planning, particularly in the property sector
- Former non-executive director of CP Bigwood Chartered Surveyors
- Former non-executive Chairman
   of the Tipton & Coseley Building
   Society

# REI PLC BUILDING A BUSINESS OF SUBSTANCE





REI PLC

# THE REI BUSINESS MODEL ACTIVE ASSET MANAGEMENT



Buys	REI market expertise		Sells/holds	
Institutional sales	VALUE ADD			
Offices (38%)	12 - 24 months of Asset Management		Institutional quality assets	
Value & convenience retail	Lease renewals			
Leisure/food	Rent reviews		HNW/investors/pension funds buyers now active in this segme	
Vacant property	Small scale refurbishment	•		
Opportunistic	Income maximisation		High quality earnings to support dividend	
Short leases	Planning revision			

20%

**Unparalleled market insight via external relationships** e.g. Bond Wolfe, Knight Frank, Savills, GVA, CBRE & JLL 8%

# HIGHLIGHTS AND FINANCIALS





Canalside, Birmingham City Centre Did you know?.. Birmingham has 35 miles of canals within the city, 9 miles more than Venice

REI PLC

# FY 2018 OPERATIONAL HIGHLIGHTS

- Gross property assets: £224.8 million (FY 2017: £213.1 million), up 5.5%
- Contracted rental income: £17.0 million (FY 2017: £16.2 million), up 4.9%
- Acquisitions of £15.4 million (net of costs) at a net initial yield of 8.88%/reversionary yield of 9.20%
- Disposal proceeds totalling £5.7 million, as capital is recycled into criteria compliant assets
- Active asset management with 269 tenants (FY 2017: 258) across 52 assets
- Occupancy: 96.1% (FY 2017: 93%) up 3.3%
- WAULT of **4.24 years** to break and 6.24 years to expiry (FY 2017: 4.53 years/ 6.52 years)

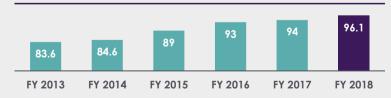
#### Gross Property Assets £m



#### **Contracted Rental Income**



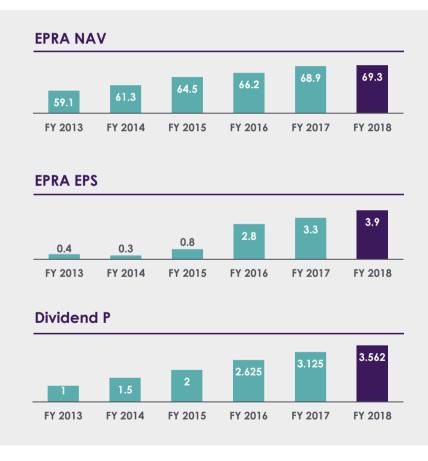
#### Occupancy %





## FY 2018 FINANCIAL HIGHLIGHTS

- EPRA NAV per share of 69.3p (FY 2017: 68.9p), up 0.6%
- EPRA EPS 3.9p (FY 2017: 3.3p), up 16.3%
- Total Dividend per share of 3.562p, up 14.0%
- Revenue £15.6 million (FY 2017: £14.9 million), up 5.1%
- Underlying profit before tax\* of £7.2 million (FY 2017: £6.2 million), up 16.1%
- NET LTV of **39.8%** (FY 2017: 38.3%)
- Average cost of debt 3.7% (FY 2017: 4.2%)
- Like for like valuation £209.2 million (FY 2017: £207.4 million) up 0.9%
- Like for like rental income £15.5 million (FY 2017: £15.8 million) down 1.9%



\*underlying profit excludes profit/loss on revaluation, sale of properties and interest rate swaps

# FY 2018 FINANCIALS: GROWING INCOME

- Revenue of £15.6 million up 5.1%
- Underlying profit before tax of £7.2 million up 16.1%\*
- Pre-tax profit of £8.4 million (FY 2017: £11.3 million) after surplus on revaluation of interest rate swaps of £706,000 (FY 2017: £725,000) and property revaluations and sales surplus of £536,000 (FY 2017: £4.4 million), both non-cash items
- EPRA EPS of 3.9p up 16.3%

### Growing dividend

- Progressive, fully covered, dividend policy
- Quarterly dividend payments for 2018:
  - 0.875p paid in July 2018, October 2018 and January 2019
  - Final quarterly dividend of 0.937p payable in April 2019

Income Statement	FY 2018 £m	FY 2017 £m	Change
Revenue	15.6	14.9	+5.1%
Cost of sales	(1.5)	(1.7)	+11.8%
Admin expenses	(3.3)	(3.6)	+8.3%
Property revaluation and sales	0.5	4.4	_
EBIT	11.3	14.0	-19.3%
Underlying profit before tax	7.2	6.2	+16.1%
Profit on ordinary activities before tax	8.4	11.3	-25.7%
Diluted EPS	4.4p	5.9p	-25.4%
EPRA EPS	3.9p	3.3p	+16.3%
DPS	3.562p	3.125p	+14.0%

# FY 2018 FINANCIALS: STRONG BALANCE SHEET

Net assets of

**↑** 1.3%

net LTV of

39.8%

and net debt of

£88.0m

£128.7m

Well capitalised with



**REI PLC** 

Gross property assets

£224.8m

EPRA NAV per share

increased to

↑ 5.5%

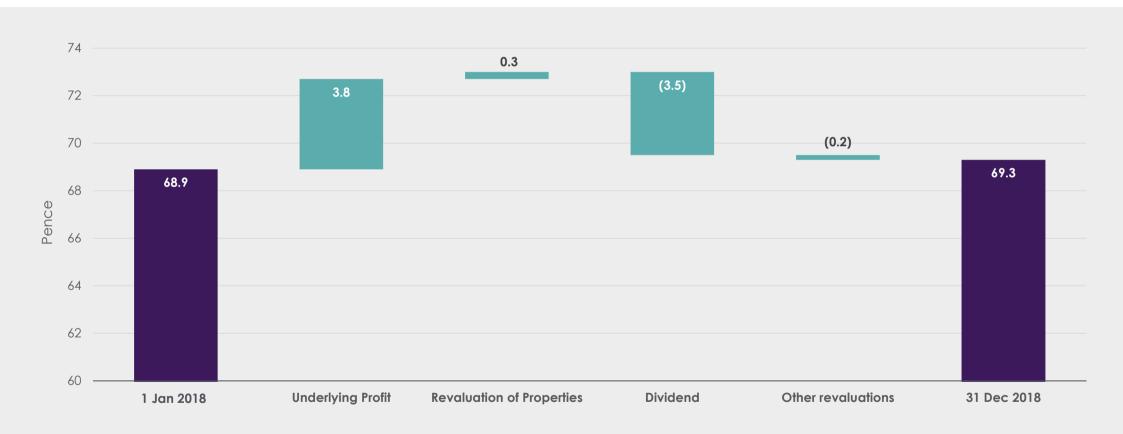
increased by

0.6%

to 69.3p

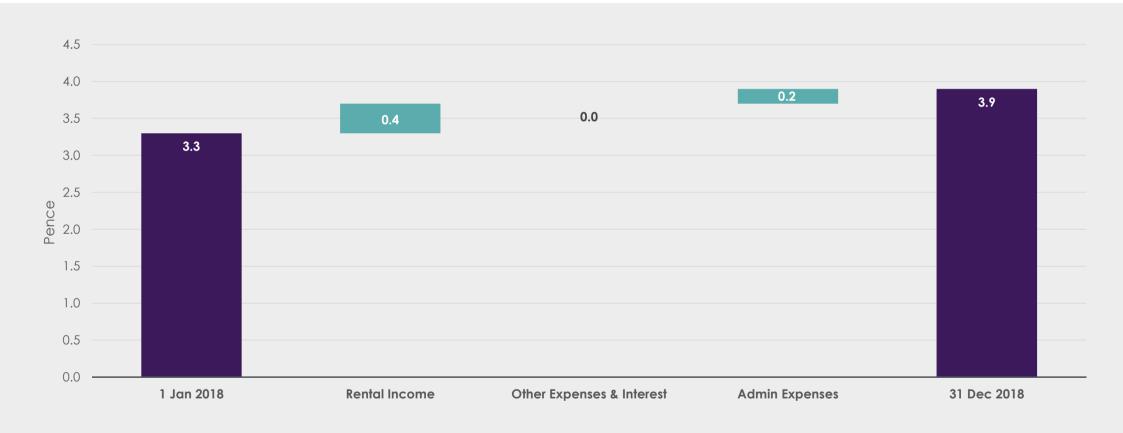
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### MOVEMENT IN EPRA NAV PER SHARE



**Beal Estate In** 

# MOVEMENT IN EPRA EARNINGS PER SHARE



**Beal Estate In** 

# FY 2018 FINANCIALS: SIMPLIFIED DEBT POSITION

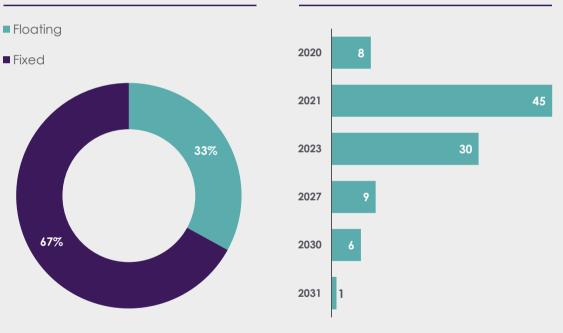
- Cost of debt lowered to 3.7% at 31 Dec 2018 (FY 2017: 4.1%)
- Property net LTV **39.8%** (FY 2017: 38.3%) (We aim to keep LTV below 40%)
- 67% of debt is fixed
- Renewed £20 million facility with Lloyds in December 2018 for 5 years
- New £10 million facility with RBS at 1.95% above LIBOR
- Interest cover of 2.9x (FY 2017: 2.8x)

Net Debt (£m)	31 Dec 2018 £m	31 Dec 2017 £m
Borrowings	98.8	84.6
Cash	(10.8)	(4.3)
	88.0	80.3

#### Debt Structure % at 31 Dec 2018

at 31 Dec 2018

**Debt Maturity £m** 



# FY 2018 FINANCIALS: GROWING, FULLY COVERED DIVIDEND



- REI adopted a quarterly dividend policy with effect from the financial year beginning 1 January 2016
- Dividend is fully covered by EPRA earnings
- Aim to grow dividend in line with earnings

Dividend	Total	Announcement	Payment
Q1 2018	0.875p	June 2018	July 2018
Q2 2018	0.875p	September 2018	October 2018
Q3 2018	0.875p	December 2018	January 2019
Q4 2018	0.937p	March 2019	April 2019

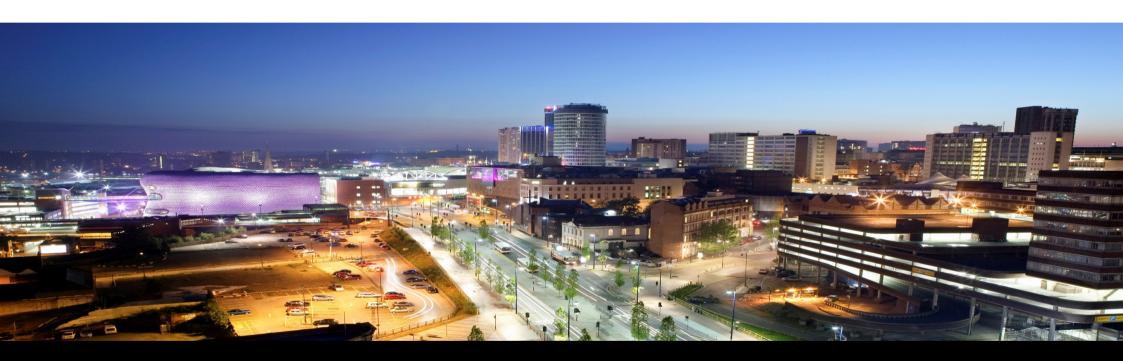
### Increasing Shareholder Distribution Year on Year



Note: Timings for quarterly payments are indicative only

# REBIRTH OF A REGION





Cityscape, Birmingham City Centre

REI PLC

## AN EMERGING ECONOMY



#### The Next London?

West Midlands is gaining the title as the **fastest growing economy** outside of London and the South East with productivity across the region expected to grow by **1.7% p.a. until 2021** 

#### **Big wins**

2021 Coventry City of Culture is a unique opportunity for the City to boost its economy.
2022 Commonwealth Games Expected to boost the region's economy by £1.5bn

#### Tourism & Leisure

Record levels of visitors to the region in 2018 and record airport passengers – set to benefit further from the airport's £500m 'Midlands Gateway to the World' expansion masterplan

### Migration

Infrastructure

A new era of **vast** 

HS2 stations

Education

infrastructure and transport

of HS2 and record breaking

areas and areas surrounding

With 12 universities & 50 tech

centres of excellence, the

retains more than any other

region boasts over 65,000

graduates per year and

region post-graduation

regeneration for inner-City

improvements with the arrival

NO. 1 destination for those migrating from London. Boosted by HS2/major business relocations – attracting young professionals and families to the regions homes, schools and jobs.
32% of Birmingham's population is under 25 years of age, making it one of Europe's youngest cities.

#### Relocations

Major corporate relocations are boosting confidence

HSBC - 1,000 staff

HMRC - 3,500 staff

**PWC** - 1,500 staff

#### **Employment**

The West Midlands recorded the **biggest growth** in employment of all UK regions in 2018, with **2.2% growth**.

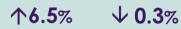
#### Leadership

**Pro-active leadership** from City Mayor Andy Street who recently announced **£10bn** of housing, regeneration, commercial and infrastructure development opportunities at **MIPIM 2018** 

### Housina

Demand outstripping supply 2018 house price growth outperformed London:

West Midlands London



### Manufacturing & Engineering & Technology

A multi-million pound **Smart City Mobility Centre** will boost the regions' expertise in driverless vehicles, combining the capabilities of Warwick Manufacturing Group and Jaguar Land Rover's research.

Coventry will see the opening of the **UK's largest independent vehicle battery manufacturer** in 2019. The region is set for rapid tech growth as it becomes the **UK's first large-scale test-bed for the 5G trial** 

### Investment

LSH reported that investment volumes in real estate in the regions outside London amounted to £21.3bn for 2018, its best year since 2006, with the West Midlands accounting for **£4.29bn** of the total investment.

### Construction

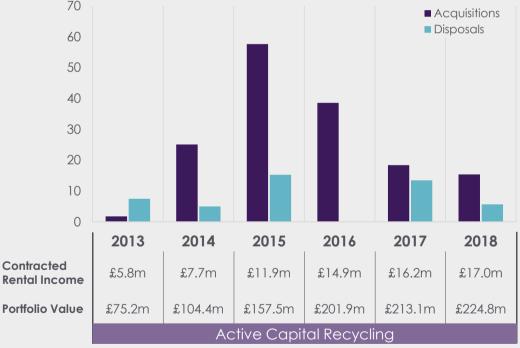
Office construction in 2018 in Birmingham surpassed **1.4 m sq ft** for 3<sup>rd</sup> consecutive year. **5,000** city centre residential units and **2,667** student accommodation units under construction in 2018

Sources: ONS, LSH, E&Y & Birmingham City Council Economic Research

# ACTIVE CAPITAL RECYCLING MAKING CAPITAL WORK

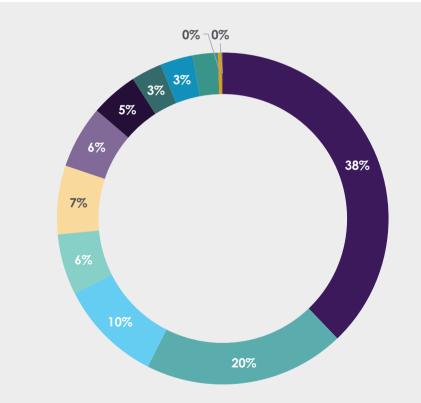
- Proven track record of putting capital to work •
- Acquisitions of £15.4 million (net of acquisition • costs), with a combined income of £1.454 million, at an average Net Initial Yield of 8.88% and a Reversionary Yield of 9.20%
- Sales of £5.7 million, which produced a combined income of £494,094 per annum and reflecting a comparative initial yield of 8.07%, as REI recycles capital into criteria compliant assets
- Disposals considered when assets are fully valued, • or where they can realise significant value on an opportunistic basis
- Proposed £25 million spend over next 12 months ٠

### **Acquisitions & Disposals** 70 60 50





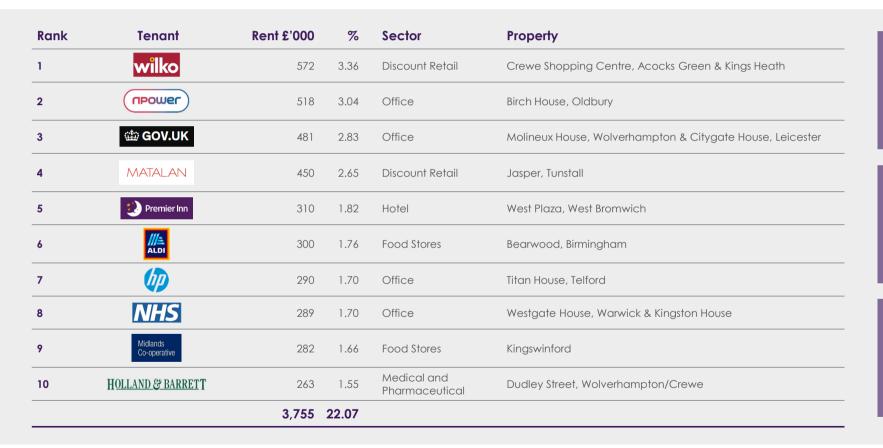
# DIVERSE AND ATTRACTIVE PORTFOLIO



Sector	Rent £	31 Dec 2018 % by Income
Office	6,440,322	37.86%
Traditional Retail	3,333,828	19.60%
Discount Retail	1,713,440	10.07%
Food Stores	1,011,150	5.94%
Medical and Pharmaceutical	1,137,540	6.69%
Restaurant/Bar/Coffee	1,041,802	6.12%
Financial/Licences/Agency	785,502	4.62%
Hotel	511,000	3.00%
Leisure	537,596	3.16%
Car Park	424,613	2.50%
Industrial	57,094	0.34%
Assured Shorthold Tenancies	16,400	0.10%
TOTAL	17,010,287	100.00%



### TOP 10 TENANTS BY INCOME NO MATERIAL EXPOSURE



REI Real Estate Investors Pic

>22.07% Top 10 tenants represent only 22.07% of REI's contracted income

>5% No tenant to represent more than 5% of group contracted rent

>10% No asset to represent more than 10% of group portfolio value

REI PLC





#### Performance

Property prices in the East and West Midlands are growing by at least **6%** per year, outstripping all other parts of the country (Office for National Statistics)

West Midlands house prices could surpass London over next 5 years according to KPMG, with the region's prices projected to grow the most, at an average of **3.8 per cent** 

**£300-£450psf** new build development prices compared to **£1,000-£2,000psf** plus in London

#### Factors

Underpinned by low supply and high demand

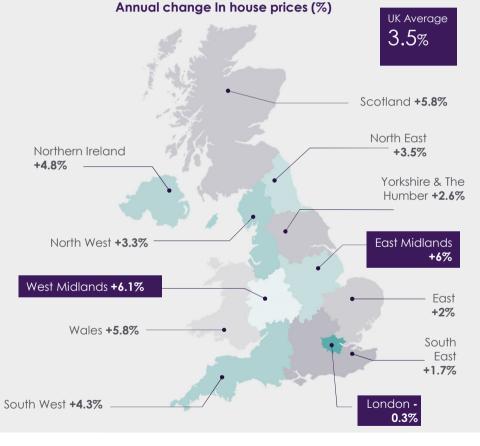
Driven by economic growth, occupier demand, business and population relocations

Significant completed or pipeline regeneration/ infrastructure projects attracting more migration Notably lower residential pricing than London and other regions, with prices

#### 21% lower than UK

average, making Birmingham a hotspot for affordable living and commuters

Commonwealth Games and other wins for the region are boosting growth



#### Consequence

**3,577** additional dwellings are required in Birmingham each year until 2026 (Knight Frank)

Widespread residential development as the region struggles to keep up with demand from new buyers relocating within the region Housebuilders enjoying record profits due to the health of the Midlands housing market

Population expected to rise by **1.3 million by 2039** so further demand expected

# UNTAPPED RESIDENTIAL VALUE: PERMITTED DEVELOPMENT RIGHTS



### "OVER 250,000 SQ FT OF POTENTIAL PERMITTED DEVELOPMENT IDENTIFIED WITHIN PORTFOLIO"



### CITYGATE HOUSE, LEICESTER – Sold for £2.6m with permitted development rights

- The property occupies a prominent position on a main route to Leicester City Centre and comprises a selfcontained, four storey office building with parking
- Acquired from receivers for £1.8 million in 2014 (excluding costs)
- The property has a total net office space of **18,070 sq ft** and is let entirely to the Secretary of State until August 2024, with a tenant break in April 2021. The rental income is £157,500 p.a
- Exchanged contracts in late 2018 to a **residential developer at £2.6 million** (a 40% uplift on the Dec 2017 valuation of £1.855 million). Due to complete in June 2019



### LAND AT COSELEY, BIRMINGHAM – Planning consent for 100 homes secured

- Land purchased in 2016 for £1.15 million and zoned
   residential
- The land was acquired with the view to securing **planning approval** and subsequently, sold with a planning gain
- An application was submitted and initially refused
- REI engaged with advisers to submit an appeal

- Post year end, we have successfully secured
   residential planning consent for approximately 100
   units in Coseley
- We have also secured repayment of costs in this matter relating to the application and appeal
- This is expected to be sold to a residential developer for significantly more than our existing book value



# ACQUISITION: TOPAZ BUSINESS PARK, BROMSGROVE

# £4m

A prominent high-quality office business park incorporating ten self-contained office buildings, located close to Junction 1 of the M42 and comprising a total of **45,071 square feet** of high specification office accommodation

Acquired for £4 million in June 2018 (excluding costs) with a current rental income of £293,994 per annum and a net initial yield of 6.90%

Property is **multi-let** with tenants including QS Finance, MV Kelly, Handelsbanken, Fuelsoft, Toshiba and Instinctive Technologies with a WAULT of 1.10 years to break and 1.47 years to expiry. We expect to **extend these lease terms with prospects to increase value** 

#### **ASSET OPPORTUNITIES/BENEFITS**

The current total rent roll represents  $\pounds 16.72$  per square foot. Levels of  $\pounds 19.00$  per square foot have recently been achieved in the property, which is in line with other local market transactions. Since acquisition, we have re-geared a number of the leases at these levels

The property also comprises additional land with an overall low-density site, offering prospects for future development





### ASSET MANAGEMENT CASE STUDIES: VALUE ADD – ACTIVE INVESTORS





### 40 ST PAUL'S SQUARE, BIRMINGHAM

- Purchased in June 2015 for £3.75 million
- Following the service of a Break Notice by a tenant, it was identified that the Notice had been incorrectly served
- In light of that error, REI agreed a surrender premium of £200,000 to allow the tenant to vacate
- In addition to this, the Dilapidations claim issued by REI was settled at  $\pounds125,000$
- Some of the additional monies were used to create a new space for another tenant in the building that wanted to expand following a merger
- That deal came about because of the knowledge and relationship that REI had with the tenant
- A new 10-year lease was agreed with the tenant
- December 2018 valuation £4.27 million



### **BOUNDARY HOUSE, WYTHALL**

- Purchased in 2016 for £2.45 million with 5 years WAULT
- Based on REIs knowledge of how the tenant occupies the space and their desire to remain, a twin approach was taken at the rent review in January 2018 and, in addition to the rent review, an increased annual opportunity to re-gear the lease was raised
- Following lengthy negotiations, a new lease until January 2028 was agreed at a rent of £260,000
- This added 6 years to the WAULT and increased the valuation to **£3.33 million** in December 2018, over a December 2017 figure of £2.65 million



# WHY REI? PLATFORM, OUTLOOK & OPPORTUNITIES

### Platform

- Aligned management with proven track record
- Diversified multi-sector portfolio a long-term strategy – mitigating risks that are present within sub-sectors
- Strong & progressive dividend yield
- Prudent gearing with a **39.8% LTV**
- Low average cost of debt 3.7%
- **£25m** available to capitalise on downturn

### Outlook

- Operating in a transformational region in the process of rebirth
- Growing economy
- Well publicised relocations of businesses and population migration
- Huge infrastructure projects complete or underway and **arrival of HS2**
- Booming residential market
- Limited supply of stock in high demand
- Low interest rate environment in a strong regional investment market
- Attracting international investors
   who traditionally invest in London

### **Opportunities**

- Selective Investment Sales –
   where asset management has been
   completed and value fully enhanced
- Possible JV Local authority ownership restructure (£50-£100m)
- Opportunity to acquire institutional orphaned assets
- Brexit 'Cliff Edge' we believe there could be short-term pressured sellers - £25m available
- Permitted development gains
- Add value via letting of void to generate rental and capital growth (£1.6m ERV)
- Pipeline of known opportunities in advanced discussions

# OPERATIONAL TEAM





#### Anna Durnford Investor Relations

- Joined REI in 2007
- Provides executive assistance to the Board & oversees operations within the business, to include regulatory announcements and investor relations
- 20 years experience within the legal, financial, accountancy and property sectors
- Previously worked for Ernst & Young & Independent HNW IFA's



lan Clark BSc (Hons) MRICS Senior Asset Manager

- Joined REI in 2011
- Responsible for the coordinating portfolio asset management strategy across the portfolio
- Qualified chartered surveyor with over 22 years experience in the property market
- Previously worked for GVA and Argent Estates Limited as Asset Manager where he was responsible for the asset management of the 1.5 million sq ft Brindleyplace Estate



Andrew Osborne BSc (Hons) Investment Manager

- Joined REI in 2014
- Responsible for coordinating investment strategy, specialising in investment acquisition and disposals of commercial properties
- Over 22 years experience
   in the UK commercial
   property market
- Previously Senior Asset Manager at Square Metre Properties, on behalf of Goldman Sachs and Fund Manager at Canada Life and Regional Director of Highcross in Birmingham



Jack Sears BSc (Hons) MRICS Asset Management

- Joined REI in 2016
- Responsible for the management of the assets across the portfolio, liaising with managing and letting agents
- Qualified Chartered
   Surveyor with nearly 10 years
   experience in the property
   market
- Previously worked at Bilfinger GVA and BNP Paribas Real Estate as a property manager, assisting corporate clients



#### Catherine Gee Property Management

- Joined REI in 2015
- Provides administrative assistance and property related support to management team in the areas of Health and Safety, System Training and Property/Asset Management
- Oversees capital projects works, client office refurbishments and facilities management functions
- Previously worked for Highcross Strategic Advisers for 8 years



#### **Donna Mooney** Receptionist/Administrator

- Joined REI in 2016
- Provides Front of House support and administrative support to the Executive team and operations function
- Donna has had a long and varied career as a Personal Assistant most recently supporting members of the UK&I Leadership team within Corporate Finance and Tax at Ernst & Young LLP



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