

THE UK'S ONLY MIDLANDS FOCUSED REIT Results for the year ended 31 December 2019 Investor and Analyst Presentation

THE MIDLANDS INVESTOR

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INTRODUCTION



REAL ESTATE INVESTORS PLC



REI Today

- UK's only Midlands focused/Birmingham based REIT
- Portfolio of £228.9
 million and a growing income stream
- Multi-sector
 diversification, no
 material reliance on any
 sector, asset or occupier
 – 280 occupiers 53
 assets

Strong Platform

- Internally managed/ proven track record/100+ years of combined experience/ equity alignment/6.77% management holding
- REI's advantage is its market insight from its network and knowledge of the region
- Scalable property management platform

Active Asset Management

- Value creation
 through reviews, lease renewals, lettings, change of use and embedded Permitted Development
- Acquisitions at high initial yields - Targets: 8-20% yield and £2m-£20m lot size
- Disposals at/above book value post asset management with capital recycled

Prudent Finance

- Prudent leverage providing certainty and security – current net LTV 42.2%
- Can execute quickly with cash/strong market reputation and access to debt
- 72% of debt now fixed, with low average cost of debt of 3.4%

Attractive Returns

- Aim to deliver capital growth and income enhancement through active asset management
- Fully covered progressive dividend paid quarterly
- 7 years of consecutive dividend growth - £29 million paid to shareholders

HIGHLY EXPERIENCED BOARD & PROVEN TRACK RECORD



Non-Executive



John Crabtree OBE D.UNIV Non-Executive Chairman

- Joined REI Board in 2010
- 0.15% shareholder in REI
- Chairman of Glenn Howells Architects, White & Black Limited & Brandauer Holdings Limited. Until 2003, Senior Partner of Wragae & Co
- 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
- 0.09% shareholder in REI
- Joined Caledonia in 1997 from Close Brothers Group Plc. He was appointed a director in 2005 and Chief Executive in 2010
- Non-executive 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 lifetime of 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

Executive



Paul Bassi CBE DL D.UNIV DSC Chief Executive Officer

- Joined REI Board in 2006
- 5.5% 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)



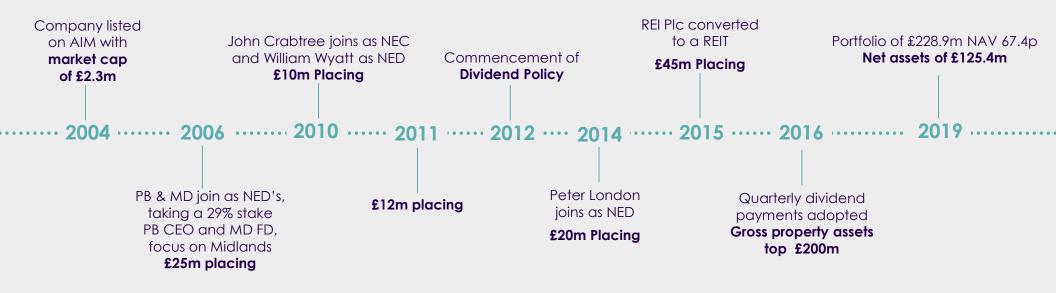
Marcus Daly FCA Finance Director

- · Joined REI Board in 2006
- 1.0% 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



IN LINE WITH THE COMPANY'S PROGRESSIVE DIVIDEND POLICY SINCE 2012 TOTAL DIVIDENDS PAID TO SHAREHOLDERS = £29 MILLION



THE REI BUSINESS MODEL ACTIVE ASSET MANAGEMENT



5%

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

20%

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

HIGHLIGHTS & FINANCIALS





FY 2019 OPERATIONAL HIGHLIGHTS



- Contracted rental income: £17.7 million p.a. (FY 2018: £17.0 million p.a.) up 4.1%
- Gross property assets: £228.9 million (FY 2018: £224.8 million) up 1.8%
- Acquisitions of £9.25 million in mixed-use assets in Learnington
- Disposals of £2.1 million in March 2019 (sale of Metro Court)
- Contracted post-period disposal proceeds of £2.6 million from the sale of City Gate House, Leicester
- Active asset management with 280 tenants (FY 2018: 269) across 53 assets
- Occupancy: **96.3%** (FY 2018: 96.1%)
- WAULT of 3.82 years to break and 5.79 years to expiry (FY 2018: 4.24 years/ 6.24 years)
- As at 31 Dec 2019, only two small retail units affected by insolvency, representing 0.56% of income



FY 2016

FY 2017

FY 2018

FY 2019

84.6

FY 2014

FY 2015

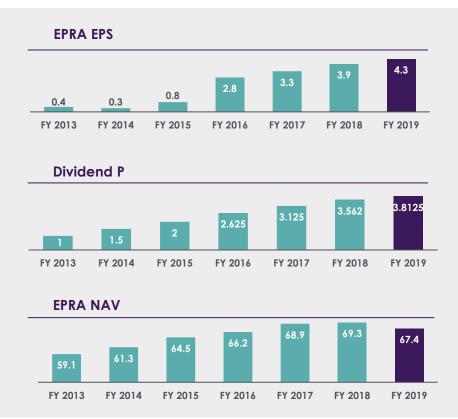
83.6

FY 2013

FY 2019 FINANCIAL HIGHLIGHTS



- Underlying profit before tax* of £8.0 million (FY 2018: £7.2 million) up 11.1%
- Revenue £16.6 million (FY 2018: £15.6 million) up 6.1%
- EPRA EPS **4.3p** (FY 2018: 3.9p) up 12.2%
- Total Dividend per share of 3.8125p (FY 2018: 3.5625p) up 7%
- EPRA NAV per share of **67.4p** (FY 2018: 69.3p)
- NET LTV of **42.2%** (FY 2018: 39.8%)
- Average cost of debt at an all time low of 3.4% (FY 2018: 3.7%)
- Like for like valuation £219.1 million (FY 2018: £222.8 million)
- Like for like rental income £16.9 million (FY 2018: £17.0 million)



 $[\]hbox{``underlying profit excludes profit/loss on revaluation, sale of properties and interest rate swaps}$

FY 2019 FINANCIALS: GROWING EARNINGS & INCOME



- Revenue of £16.6 million up 6.1%
- Underlying profit before tax of £8.0 million up 11.1%*
- Pre-tax profit of £3.7 million (FY 2018: £8.4 million) after deficit on revaluation of interest rate swaps of £41,000 (FY 2018: £706,000 surplus) and property revaluations and sales deficit of £4.4 million (FY 2018: £536,000 million surplus), both non-cash items
- EPRA EPS of **4.3p** (FY 2018: 3.9p) up 12.2%

Growing dividend

- Progressive, covered, dividend policy
- Final quarterly dividend payment for 2019:
 - Q4 dividend of 1p per share to be paid in April 2020

Income Statement	FY 2019 £m	FY 2018 £m
Revenue	16.6	15.6
Cost of sales	(1.5)	(1.5)
Admin expenses	(3.5)	(3.3)
Property revaluation and sales	(4.4)	0.5
EBIT	7.2	11.3
Underlying profit before tax	8.0	7.2
Profit on ordinary activities before tax	3.7	8.4
Diluted EPS	1.9p	4.4p
EPRA EPS	4.3p	3.9p
DPS	3.81p	3.56p

^{*}Adjusted for movement on property revaluations, sales and hedge revaluation

FY 2019 FINANCIALS: STRONG BALANCE SHEET



Gross property assets of

£228.9m

Net assets of

£125.4m

EPRA NAV per share of

67.4p

Well capitalised with net LTV of

42.2%

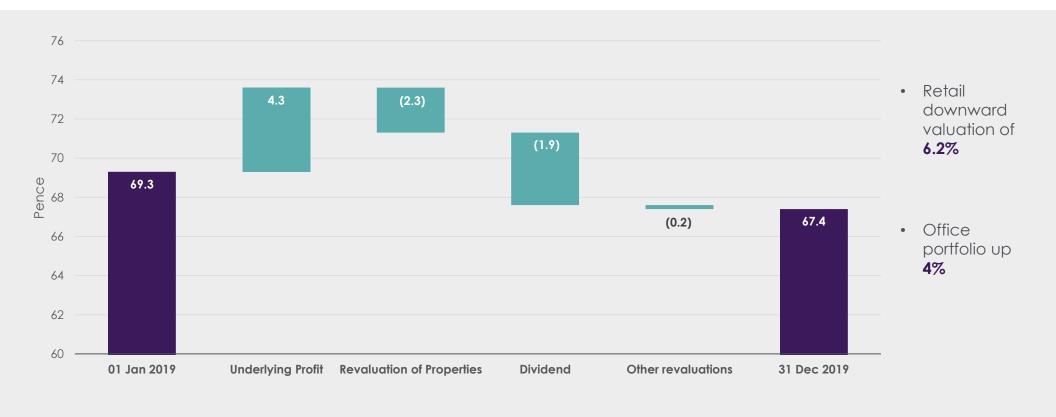
and net debt of

£95.1 m

Balance Sheet	FY 2019 £m	FY 2018 £m
Property	228.9	224.8
Cash	10.1	10.8
Debt	(105.2)	(98.8)
Other	(8.4)	(8.1)
Net assets	125.4	128.7
Adjustments	2.7	2.6
EPRA NAV	128.1	131.3
EPRA NAV per share	67.4p	69.3p
Net Debt	95.1	88.0
LTV (net of cash)	42.2%	39.8%

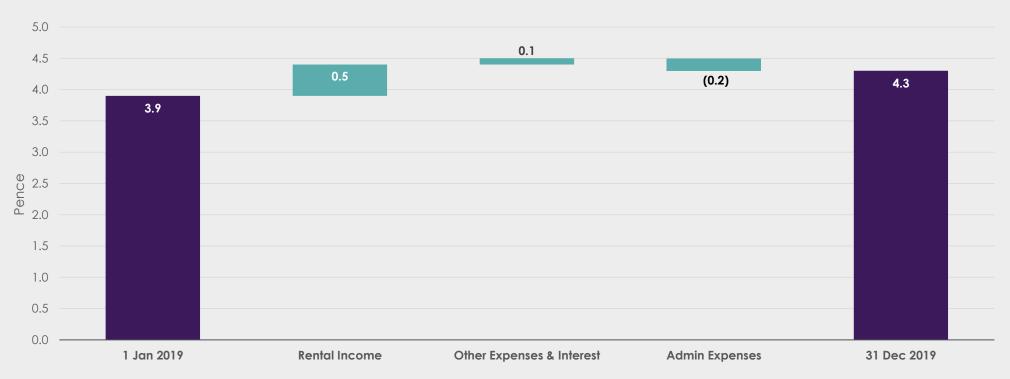
MOVEMENT IN EPRA NAV PER SHARE





MOVEMENT IN EPRA EARNINGS PER SHARE





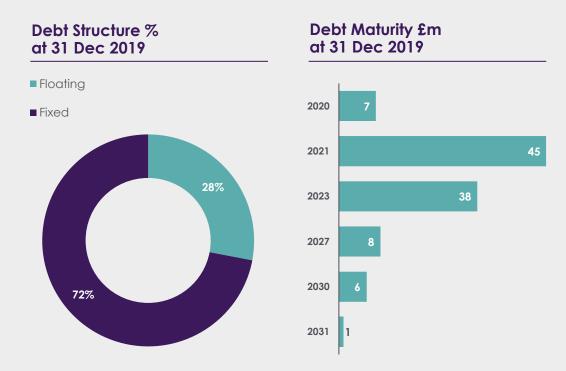
Note: Chart based on 12 months of EPRA EPS from 1 Jan 2019 to 31 Dec 2019

FY 2019 FINANCIALS: SIMPLIFIED DEBT POSITION



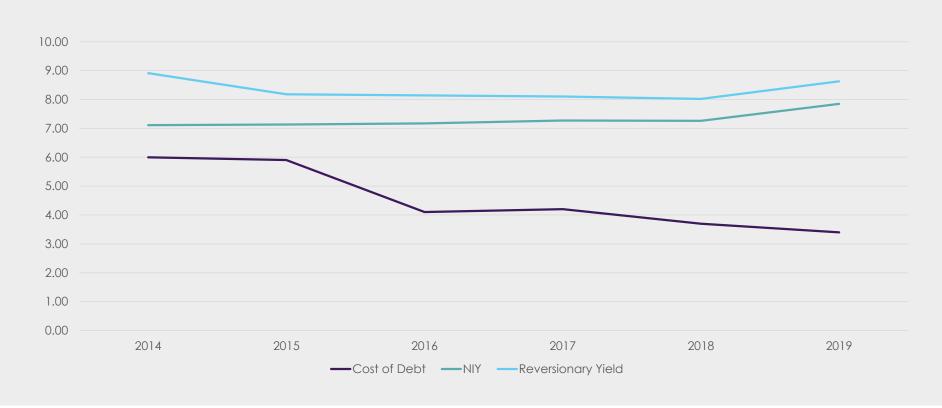
- Cost of debt at an all time low of 3.4% at 31 Dec 2019 (FY 2018: 3.7%)
- Property net LTV 42.2%
- 72% of debt is fixed
- Interest cover of 3.3x (FY 2018: 2.9x)
- Multi-banked across 6 lenders

Net Debt (£m)	31 Dec 2019 £m	31 Dec 2018 £m
Borrowings	105.2	98.8
Cash	(10.1)	(10.8)
	95.1	88.0



ATTRACTIVE SPREAD BETWEEN NIY & COST OF DEBT





FY 2019 FINANCIALS: REAL RETURNS

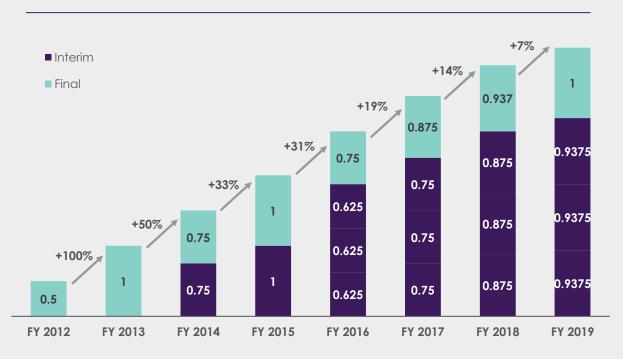


- ✓ DIVIDEND IS FULLY COVERED BY EPRA EARNINGS
- ✓ PROGRESSIVE DIVIDEND POLICY IN LINE WITH EARNINGS
- √ 7TH CONSECUTIVE YEAR OF DIVIDEND GROWTH
- **✓ QUARTERLY PAID**
- √ £29 MILLION TOTAL DIVIDENDS PAID SINCE 2012

Dividend	Total	Announcement	Payment
Q1 2019	0.9375p	June 2019	July 2019
Q2 2019	0.9375p	September 2019	October 2019
Q3 2019	0.9375p	December 2019	January 2020
Q4 2019	1p	March 2020	April 2020

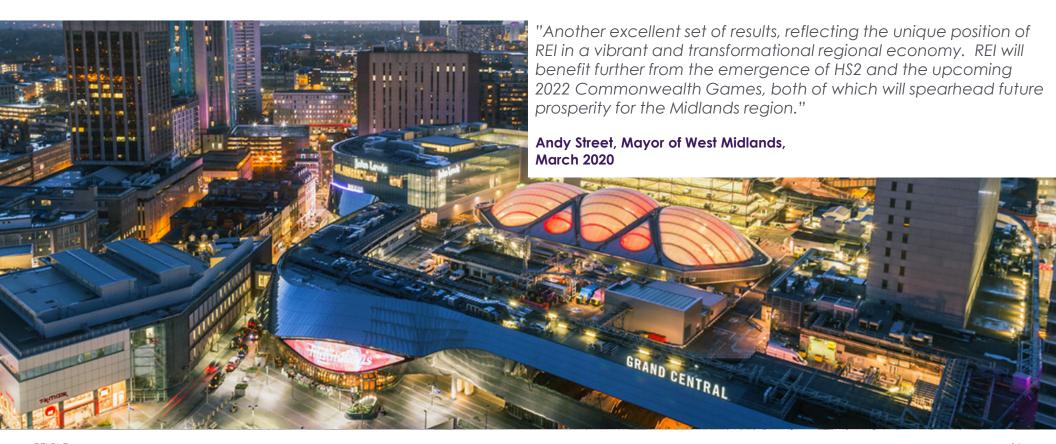
Note: Timings for quarterly payments are indicative only

Increasing Shareholder Distribution Year on Year



REBIRTH OF A REGION





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

Birmingham Airport has published its final Master Plan for expansion, to increase annual passenger numbers to 18 million by 2033. £500m is to be invested to generate more than £2 billion in regional economic benefit.

Population Migration

NO. 1 destination for those migrating from London. Boosted by infrastructure/major business relocations – attracting young professionals and families to the regions homes, schools and jobs. 40% of Birmingham's population is under 25 years of age, making it one of Europe's youngest cities.

Infrastructure

A new era of **vast** infrastructure with HS2 arrival confirmed and a £2 billion package of improvements submitted to transform eastwest connections on the Midlands' rail network.

Education

With 12 universities & 50 tech centres of excellence, the region boasts over 73,000 graduates per year and retains more than any other region post-graduation.

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 highest employment growth of all UK regions in the year to **November 2019**, with **81,000** jobs created in the period

Business Confidence

According to the latest Business Barometer from Lloyds Bank Commercial Banking, companies in the **West Midlands** reported higher confidence in their business prospects, up **23 per cent**, the most confident UK region.

Housing

Zoopla names the West Midlands as Britain's best-performing region, with average property increases of £36.58 a day, or £6,695 in total, in H1 2019 with a 4.8% increase in residential asking rents across the City throughout 2019

Investment & Take Up

Birmingham investment volumes increased by **50% in 2019**, with a total volume of **£628** million.

Office take up totalled **780,019** sq ft in 2019, up 3.4% on 2018 and up **6% on 10-year average**

Funding

In June 2019, the Government announced its intentions to invest £778 million in Birmingham and the West Midlands in advance of staging the 2022 Commonwealth Games.

Manufacturing & Engineering & Technology

Jaguar Land Rover has reported record US sales for 2019 with the manufacturing giant selling 125,787 cars in the year, up 3% on 2018 **JCB** sales jumped **22%** to **£4.1 billion** during its latest financial year, outpacing the global construction market

Vodafone has turned on its high-speed **5G network** across 7 UK cities including Birmingham, providing a fast speed network for consumers and transforming the way businesses operate.

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

£50 MILLION + PIPELINE OPPORTUNITIES



Address	Sector	Price £	Rent £	ERV £	NIY	REV
Stratford Upon Avon	Convenience Retail	4,250,000	409,000	409,000	9.03%	9.03%
Warwickshire	Convenience Retail/Park	15,000,000	1,900,000	1,500,000	11.88%	9.38%
Harborne	Leisure	2,000,000	177,842	177,842	8.37%	8.37%
Royal Leamington Spa	Leisure/Retail	12,000,000	1,200,000	1,200,000	9.38%	9.38%
Kings Heath	Neighbourhood Retail	2,500,000	226,500	226,500	8.48%	8.51%
Off-Market Portfolio	Office	4,750,000	446,564	446,564	8.82%	8.83%
Royal Leamington Spa	Offices/Retail	7,000,000	650,000	650,000	8.71%	8.71%
Solihull	Town Centre Retail	4,500,000	424,155	424,155	8.84%	8.84%
Birmingham	Retail/Residential	6,000,000	601,440	556,520	9.40%	8.70%
Derby	Leisure	9,500,000	914,230	914,230	9.00%	9.00%
Portfolio	Mixed	10,000,000	749,500	749,500	7.00%	7.00%
		£77,500,000	£7,699,231	£7,254,311	8.00% to 10.0	00%

ACTIVE CAPITAL RECYCLING ACQUISITIONS & DISPOSALS



2019

- Inactive market/unrealistic pricing/no distressed vendors/limited opportunities
- In a flat market delivered portfolio/revenue/earnings/dividend growth
- Acquisitions of £9.25 million in mixed-use assets in Learnington during period
- REI completed the sale of Metro Court in March 2019 for the sum of £2.1 million
- Contracted post-period disposal proceeds of £2.6 million from the sale of City Gate House, Leicester

2020

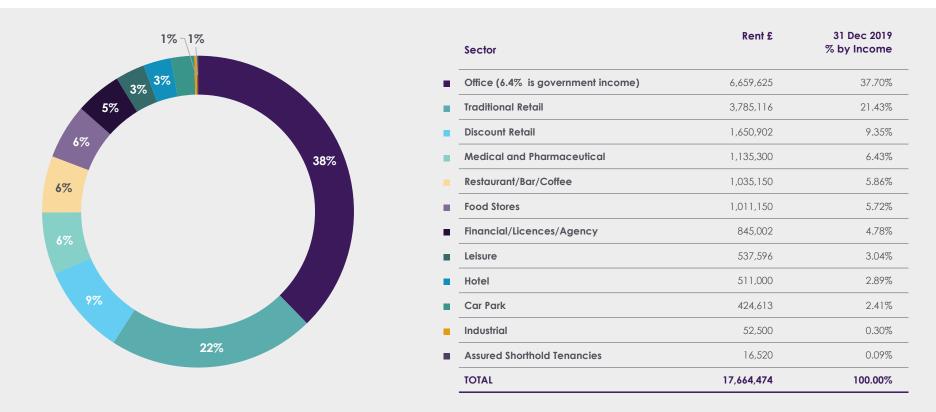
- Improved investor appetite and demand ahead
- Certainty on HS2 driving activity and spearheading prosperity
- Continued focus on resilient subsectors to mitigate risk
- REI well placed to capitalise on pent up requirements to trade
- Proposed £15 million spend over next 12 months
- £45 million potential asset sales identified disposals considered when assets are fully valued, or where they can realise significant value on an opportunistic basis

Acquisitions & Disposals



DIVERSE AND ATTRACTIVE PORTFOLIO





TOP 10 TENANTS BY INCOME NO MATERIAL EXPOSURE



Rank	Tenant	Rent £'000	%	Sector	Property
1	NHS	580	3.28	Office	Westgate House & Kingston House
2	wilko	572	3.24	Discount Retail	Crewe Shopping Centre, Acocks Green & Kings Heath
3	IPOWER	518	2.93	Office	Birch House, Oldbury
4	∰ GOV.UK	481	2.73	Office	Molineux House, Wolverhampton & Citygate House, Leicester
5	MATALAN	450	2.55	Discount Retail	Jasper, Tunstall
6	Premier Inn	310	1.75	Hotel	West Plaza, West Bromwich
7	∭ ≜ ALDI	300	1.70	Food Stores	Bearwood, Birmingham
8	(hp)	290	1.64	Office	Titan House, Telford
9	Midlands Co-operative	282	1.59	Food Stores	Kingswinford
10	HOLLAND & BARRETT	263	1.49	Medical and Pharmaceutical	Dudley Street, Wolverhampton/Crewe
		4,046	22.90		

0.56%

of our contracted rental income has been impacted by CVAs

22.90%

Top 10 tenants represent only 22.90% 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

H2 ACQUISITIONS PROVEN LOCATIONS





30-40 The Parade and 47, 49, 53 & 59a Warwick Street, Royal Learnington Spa

- Mixed use investment purchased in 2019 for £7.45m (NIY 8.05%)
- Comprising 31,660 square feet of prime space in a prosperous Warwickshire **town centre**, this is a popular shopping destination let to well-known tenants including: McDonald's, Tiger UK, Moss Bros, Timpson Limited, Oxfam, Clydesdale Bank, Savers Health and Beauty, and EE
- The investment is **fully occupied** to a diverse tenant line-up and produces £639,500 per annum
- We have; Completed the removal of two break options (Tiger and EE). Completed the renewal of an existing lease to a local butcher. Agreed a new 10 year lease extension to McDonalds. Negotiating a lease extension to Paperchase. Negotiating a surrender to Clydesdale Bank
- WAULT at purchase of 2.8 years to break and 5.5 years to expiry has extended to 4.3 years to break and 5.9 years to expiry. Resulting in significant capital improvement
- Upper parts have the potential for change of use to residential or offices



53-57 The Parade, Royal Learnington Spa

- Investment purchased in 2019 for £1.8 million (NIY 8.45%)
- The property is situated in the centre of Royal Learnington Spa's prime pitch, on Parade
- Fully let to Telefonica UK Limited t/a O2 and Toni & Guy (South) Limited t/a Toni & Guy (with Mascolo Limited as Guarantor) and Gohil & Grey Opticians
- WAULT at purchase of 2.9 years to break and 1.9 years to expiry has extended to 2.9 year to break and 2.53 years to expiry
- Since acquisition we have; completed the removal of a tenant break to Telefonica and opened discussions with other tenants who are keen to relinquish the obligations over their upper floors, which are currently unoccupied
- We are seeking a **change of use** to either residential or offices in the upper floors
- We have been approached by an occupier to take the upper floors by way of a new over-riding long lease

ASSET MANAGEMENT CASE STUDIES: VALUE ADD – ACTIVE INVESTORS





Avon House, Bromsgrove

- Purchased in March 2007 with vacant possession and now fully let
- Rent Review undertaken in September 2019 to £396,077 (from £378,363)
- Three separate leases with a WAULT of 3.57 years to Lease End
- Leases surrendered for one lease, £396,077 no ongoing costs to REI
- AFH PIc has grown to occupy the entirety of the building
- New WAULT of 4.75 years to Break, 9.75 to Lease End.
- December 2019 valuation £5.55 million



Topaz Business Park, Bromsgrove

- Purchased in June 2014 for £7.25 million at a net initial yield of 8.25%
- 'Tactical' \$25 Notice served on the NHS office Leases to instigate review of Leases that were ending
- In addition to the Notice, a Dilapidations claim was issued by REI to 'focus' the Tenant
- New Leases were agreed at £285,758 per annum; passing rent was £244,935 – an uplift of £40,823
- New 5-year leases were agreed with the tenant
- June 2019 valuation £9.40 million up 30% on purchase price



Westgate House, Warwick

- Purchased in June 2014 for £7.25 million at a net initial vield of 8.25%
- Moore & Tibbitts lease re-geared taking WAULT from 0.77 years to 5.03 years
- Part of Boots' first floor space surrendered to facilitate deal and Boots lease re-geared at same time. WAULT increased from 0.57 years to 6.00 years
- December 2019 valuation £9.13 million up 25.6% on purchase price

UNTAPPED AND 250,000 SQ FT OF EMBEDDED VALUE





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)



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

- During the period, we 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
- We have signed an exclusivity agreement to sell the land to a property developer for £2.25 million for a cash premium

WHY REI? PLATFORM, OUTLOOK & OPPORTUNITIES



Outlook

- Operating in a transformational region in the process of rebirth
- HS2 confirmed huge infrastructure changes underway and big regional wins – Commonwealth Games 2022
- Well publicised relocations of businesses and population migration
- Booming residential market limited supply of stock in high demand
- · Low interest rate environment expected to continue
- Q1 evidence of comparable transactional market activity

 strong occupier demand and renewed investor demand
 will support a recovery in asset valuations and drive NAV growth

Opportunities

- Selective Investment Sales –
 where asset management has been completed and value
 fully enhanced
- Brexit 'Cliff Edge' –could be short-term pressured sellers £15m available
- Permitted development gains
- Add value via lease renewals and letting of void to generate rental and capital growth (£1.7m ERV)
- Pipeline of over £50 million of known opportunities in discussions with under pressure retail funds
- Corporate opportunities as real estate sector enters a period of consolidation

OPERATIONAL TEAM





Anna DurnfordHead of Investor Relations

- Joined REI in 2007
- Provides executive assistance to the Board & oversees investor relations and operations within the business
- Over 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 23 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
- He began his career as an Investment surveyor at CBRE and is a previous Senior Asset Manager at Square Metre Properties, on behalf of Goldman Sachs and Property 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 portfolio assets, liaising with agents
- Qualified Chartered Surveyor with a decade of experience in the property market
- Previously worked at Bilfinger GVA and BNP Paribas Real Estate as a property manager, assisting corporate clients with the management of their residual properties



Catherine GeeProperty 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 MooneyReceptionist/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 IIP



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