

A black and white photograph of a classical building facade. The image shows a balcony with a decorative railing and a series of columns below. The architecture is highly detailed with ornate carvings and classical motifs. The text is overlaid on a semi-transparent white rectangular area in the upper right portion of the image.

REI

Real Estate Investors Plc

THE
REGIONAL
PROPERTY
INVESTOR



75-77 COLMORE ROW,
BIRMINGHAM



REI

Real Estate Investors Plc

Real Estate Investors Plc (REI Plc) is a Birmingham based publicly quoted property company listed on the London Stock Exchange (AIM) with a property portfolio of over £100 million. We operate as a Real Estate Investment Trust. Real Estate Investment Trusts are listed property investment companies or groups not liable to corporation tax on their rental income or capital gains from their qualifying activities.

We invest directly in real estate in the Midlands, with a focus on Birmingham and the West Midlands, with the view to delivering a progressive dividend payment and capital growth for our shareholders.

The Company generates rental income and capital growth, from retail, office and residential land and property, adding value through new lettings, rent reviews, lease renewals, refurbishment, change of use and planning gains.

We have a diverse portfolio, with no material reliance on any occupier or property. Our occupiers are varied and include government bodies, national multiples, financial and professional services.

The Company aims to be the best at strategic asset management and to provide the accommodation to allow others to socialise, live and work successfully.

Management has over 100 years of combined experience and has made a substantial investment in the Company along with some of the UK's leading institutional investors and investment companies.

REI Plc has now been established for 10 years and it has put in place the foundations that will enable the Company to establish itself as the premier property investor within the region over the next decade.

OUR TEAM



JOHN CRABTREE OBE DL D.UNIV
NON EXECUTIVE CHAIRMAN

John was Senior Partner of Wragge & Co until 2003. He is currently Chairman of Glenn Howells Architects, Staffline Group Plc, SLR Management Limited, TruckEast Limited, Birmingham Hippodrome Theatre Trust, Brandauer Holdings Limited and the charity, Sense. John is a former President of Birmingham Chamber of Commerce, previous High Sheriff of the West Midlands, and a Deputy Lieutenant. In 2014, John was named as Chairman of the Birmingham Improvement Panel, charged with supporting Birmingham City Council as it pursues vital reforms.



WILLIAM WYATT
NON EXECUTIVE DIRECTOR

William joined Caledonia in 1997 from Close Brothers Group Plc. He was appointed a Director in 2005 and CEO in 2010. As well as Caledonia and REI Plc, he is a Director of Cobehold S.A., Newmarket Racecourses and a Trustee of The Rank Foundation.



PETER LONDON
NON EXECUTIVE DIRECTOR

Peter is currently Chairman of EFG Independent Financial Advisers Limited, a wholly owned subsidiary of EFG Private Bank Limited. He has a lifetime experience in providing independent financial advice to high net worth individuals and sold his IFA Company to EFG in 2007. Peter is also a Non Executive Chairman of a number of property related companies.



PAUL BASSI CBE DL D.UNIV DSC
CHIEF EXECUTIVE

Paul is Non Executive Chairman of Bond Wolfe and CP Bigwood Chartered Surveyors, former Regional Chairman to Coutts Bank (West Midlands) and past President of the Birmingham Chamber of Commerce. He was appointed High Sheriff for the West Midlands for 2009 and Deputy Lieutenant. Paul was awarded Honorary Doctorates from two major Birmingham Universities and received a CBE in the 2010 New Year's Honours.



MARCUS DALY FCA
FINANCE DIRECTOR

Marcus is a Chartered Accountant and has 20 years experience in advising clients on strategic matters and corporate planning, particularly in the property sector. He has responsibility for all financial and group accounting matters, together with corporate finance matters. Marcus is also Non Executive Chairman of the Tipton & Coseley Building Society, and a Non Executive Director of CP Bigwood Chartered Surveyors.



ANNA DURNFORD
EXECUTIVE ASSISTANT
TO THE BOARD

Anna has 17 years experience within the legal, financial, accountancy and property sectors. Anna started her career in financial services, before joining Ernst & Young as PA to the Managing Partner in Birmingham. Anna joined REI Plc in 2007, and provides executive support to the Board and oversees operations within the business.



IAN CLARK BSC (HONS) MRICS
SENIOR ASSET MANAGER

Ian is a qualified Chartered Surveyor with over 19 years experience in the property market and is responsible for co-ordinating asset management strategy across the portfolio. After qualifying with a niche practice, Ian joined GVA Grimley, acting for institutional landlords. Prior to joining REI Plc, for 10 years, Ian worked for Argent Estates Limited as Asset Manager and was responsible for the asset management of the 1.5 million sq ft Brindleyplace Estate.



ANDREW OSBORNE
BSC (HONS) MRICS
INVESTMENT

Andrew specialises in investment acquisition and disposal of commercial properties having worked in commercial property since 1994, qualifying as a Chartered Surveyor in 1997. Most recently a Senior Asset Manager at Square Metre Properties, on behalf of Goldman Sachs, he has previously been a Director at Reef Property Asset Management, Regional Director of Highcross Strategic Advisers and a Director of Kenmore Property Group.



CATHERINE GEE
SENIOR ADMINISTRATOR

Catherine joined REI Plc in February 2015 having spent eight years with Northwood Investors (formally Highcross Strategic Advisers), where she was involved in the day to day administration and management of properties across all sectors. Her skills and experience bring a broad range of property related support in areas of Health and Safety, system training and property/asset management.

REI PLC BENEFITS FROM
A UNIQUE MARKET
INSIGHT WITH 100
YEARS OF COMBINED
MANAGEMENT
EXPERIENCE



METRO COURT, 150 HIGH STREET,
WEST BROMWICH, WEST MIDLANDS

A PROVEN TRACK RECORD

R EI Plc has built up a portfolio valued at over £100 million over the last 10 years, with much of our portfolio acquired during the economic downturn and financial crisis. Our revenue and gross assets continue to grow year on year and we remain committed to a progressive dividend policy.



GATEWAY HOUSE, 50-53 HIGH ST, BIRMINGHAM

OUR OWNERSHIP

799,112 SQ FT

TOTAL OWNERSHIP

£104.4 MILLION

GROSS PROPERTY ASSETS

REI PLC OPERATES
A PROGRESSIVE
DIVIDEND POLICY

31.4%

PROPERTIES WITHIN BIRMINGHAM CITY CENTRE



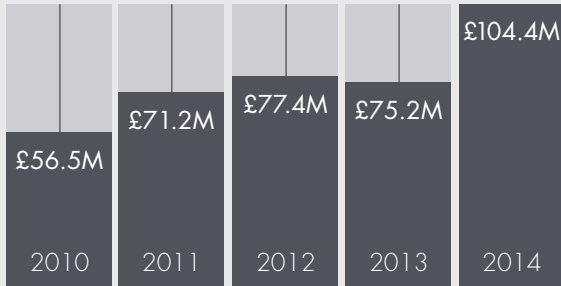
59/75 PARK STREET, WALSALL

175

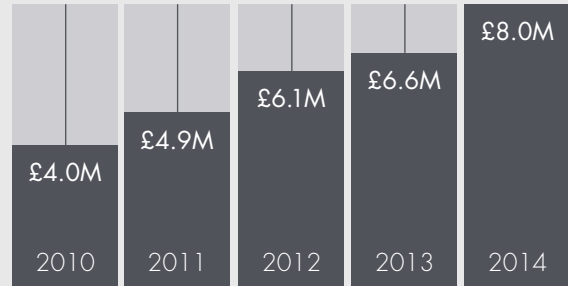
TOTAL NUMBER OF TENANTS

AT A GLANCE

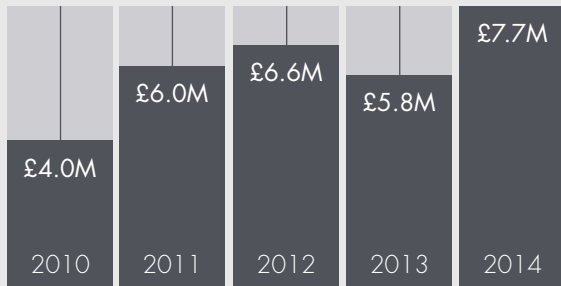
As at 31 December 2014



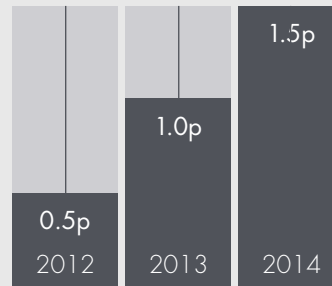
GROSS PROPERTY ASSETS



REVENUE



CONTRACTED RENTAL INCOME

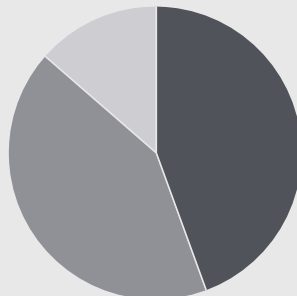


DIVIDEND



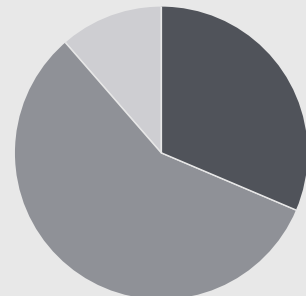
SECTOR BY INCOME

- OFFICE 41.8%
- RETAIL 48.9%
- OTHER 9.3%



SECTOR BY AREA

- OFFICE 44.5%
- RETAIL 42.1%
- OTHER 13.4%



LOCATION BY VALUE

- CITY CENTRE 31.4%
- MIDLANDS 57.4%
- OTHER 11.2%



36 GREAT CHARLES STREET

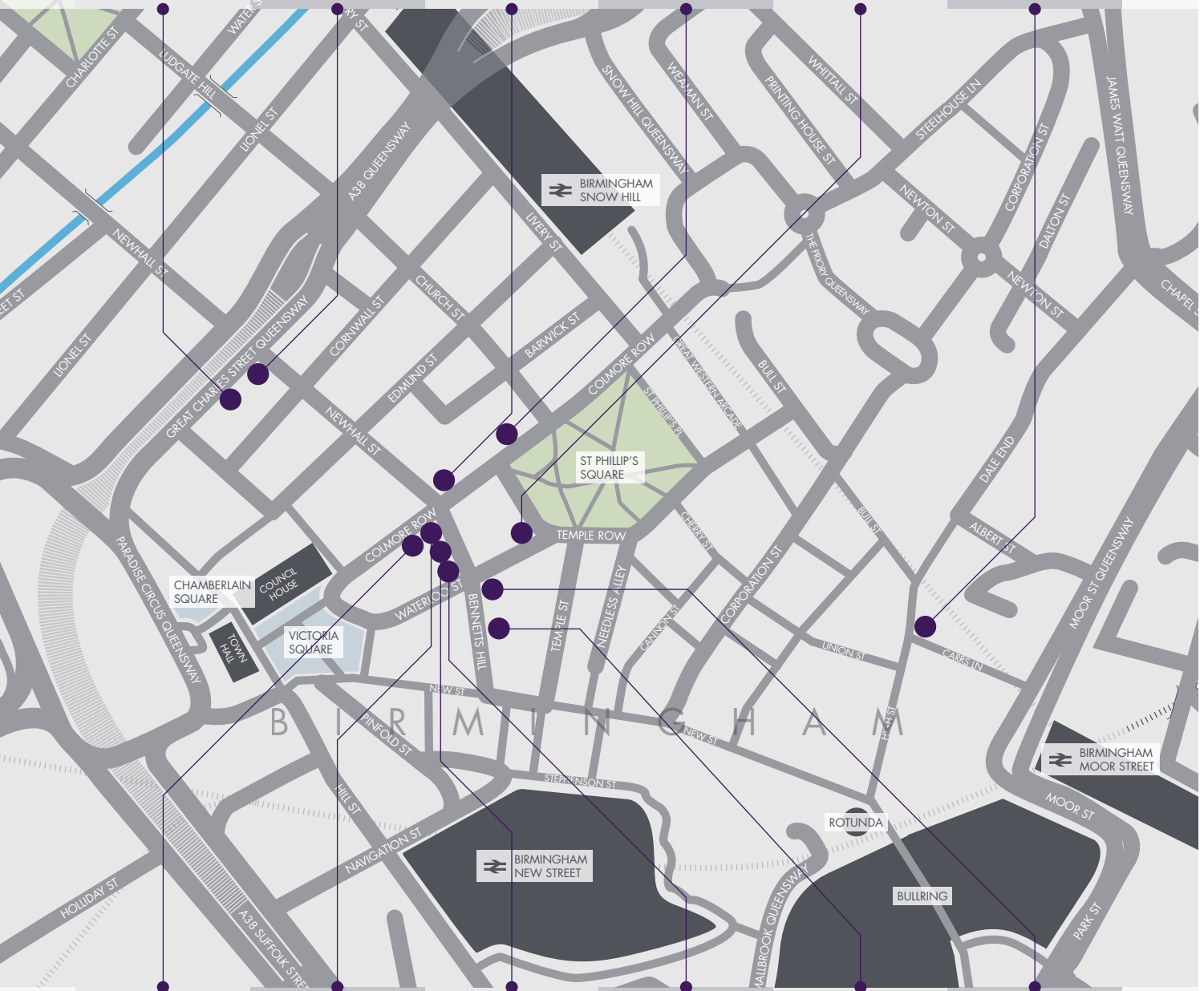
YORK HOUSE

85-89 COLMORE ROW

75-77 COLMORE ROW

CATHEDRAL PLACE

GATEWAY HOUSE



104/106 COLMORE ROW

102 COLMORE ROW

6 BENNETTS HILL

37A WATERLOO STREET

24 BENNETTS HILL

33 BENNETTS HILL



A
PROFESSIONAL,
DEDICATED
AND
EXPERIENCED
LANDLORD

REI Plc has a wide range of occupiers from major national and regional multiple retailers to government and corporate office occupiers.

We do not have a material reliance on any single occupier or building and we are therefore able to manage the portfolio in a secure and stable manner.

It is our intention to treat all our occupiers as long term clients of REI Plc and to provide them with their growing and often changing requirements and at all times, offer the services of a professional, dedicated and experienced landlord.

OUR OCCUPIERS



dorothy perkins



FREETHS



LloydsPharmacy

malcolm holis



wallis





36 GREAT CHARLES STREET, BIRMINGHAM

WE ACKNOWLEDGE THAT WE HAVE, AT ALL TIMES, A RESPONSIBILITY TO OUR OCCUPIERS, EMPLOYEES, SHAREHOLDERS AND COMMUNITY.



LUNN POLY HOUSE PARADE, LEAMINGTON SPA



THE NEW AWARD WINNING
LIBRARY OF BIRMINGHAM

OUR REGION

REl Plc's focus is Birmingham, the West Midlands and the wider Midlands. The region is re-emerging as a major UK economic powerhouse and whilst manufacturing remains strong, in particular the automotive sector, the regeneration of the local economy is underpinned by the growing industries of tourism, education, retail, digital media and technology. This success supports Birmingham being ranked as the best UK City for quality of life.

OUR REGION

All information relates to 2014

UK'S #1

PROPERTY INVESTMENT HOT SPOT

£50 BILLION

HS2 PROJECT, CREATING 1500 NEW JOBS IN BIRMINGHAM

OVER 18,000

NEW BUSINESSES REGISTERED IN BIRMINGHAM

10,000

MANUFACTURING SME'S IN THE WEST MIDLANDS

500

MEDICAL TECHNOLOGY COMPANIES
MORE THAN ANY OTHER UK REGION

34,000

EMPLOYED IN THE DIGITAL MEDIA SECTOR

40 MILLION

CUSTOMERS PER YEAR VISIT THE BULLRING SHOPPING CENTRE



GREATER
BIRMINGHAM
IS THE LARGEST
REGIONAL
FINANCIAL AND
PROFESSIONAL
SERVICES HUB
IN THE UK



ST PHILLIPS CATHEDRAL AND BIRMINGHAM CITY CENTRE

WEST MIDLANDS EXPORTED MORE THAN LONDON IN 2014, ACHIEVING THE HIGHEST EXPORT FIGURES IN THE UK AND IS THE ONLY PLACE IN THE UK WITH AN EXPORT SURPLUS WITH CHINA



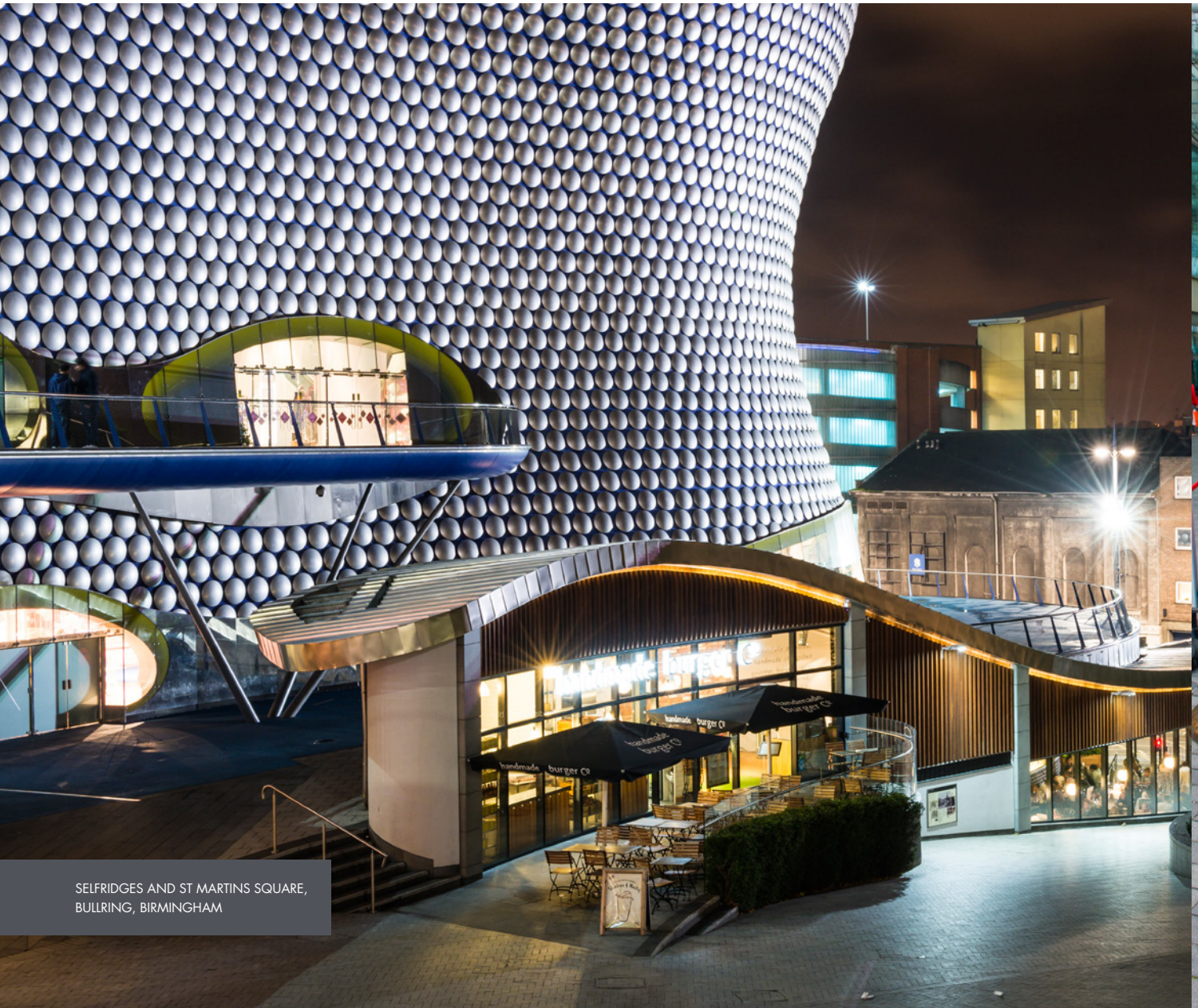
BIRMINGHAM INTERNATIONAL AIRPORT

24

MAJOR UNIVERSITIES AND FURTHER EDUCATION INSTITUTIONS

500,000

CONFERENCES AND EXHIBITIONS HELD AT NEC & ICC PER YEAR



SELFRIDGES AND ST MARTINS SQUARE,
BULLRING, BIRMINGHAM

BIRMINGHAM
HAS BEEN
NAMED AS
ONE OF THE
TOP 10 CITIES
IN THE WORLD
BY ROUGH
GUIDE 2015



THE MAILBOX



'THE GUARDIAN' BY LAURENCE BRODERICK



RECORD BREAKING SALES AT JAGUAR LAND ROVER

THE REGENERATION OF OUR REGION

£650 MILLION NEW STREET STATION AND GRAND CENTRAL SHOPPING COMPLEX

£190 MILLION CENTRAL LIBRARY

EXPANSION OF BIRMINGHAM AIRPORT WHICH ENJOYED ITS BUSIEST YEAR IN ITS 75 YEAR HISTORY

JAGUAR LAND ROVER REPORTS RECORD BREAKING SALES DUE TO GLOBAL DEMAND

NEW PARADISE DEVELOPMENT

BIRMINGHAM CITY MASTERPLAN SCHEME

ARENA CENTRAL DEVELOPMENT

DID YOU KNOW?

AT THE HUB OF THE COUNTRY'S CANAL NETWORK, BIRMINGHAM BOASTS MORE MILES OF CANALS THAN VENICE

RANKED AS THE UK'S TOP TOURISM CITY, BIRMINGHAM ATTRACTED A RECORD 34 MILLION VISITORS IN 2014, BOOSTING THE ECONOMY BY MORE THAN £5 BILLION

NAMED AS THE TOP DESTINATION FOR 30-39 YEAR OLDS LEAVING LONDON, 5,480 MOVED TO BIRMINGHAM IN 2014

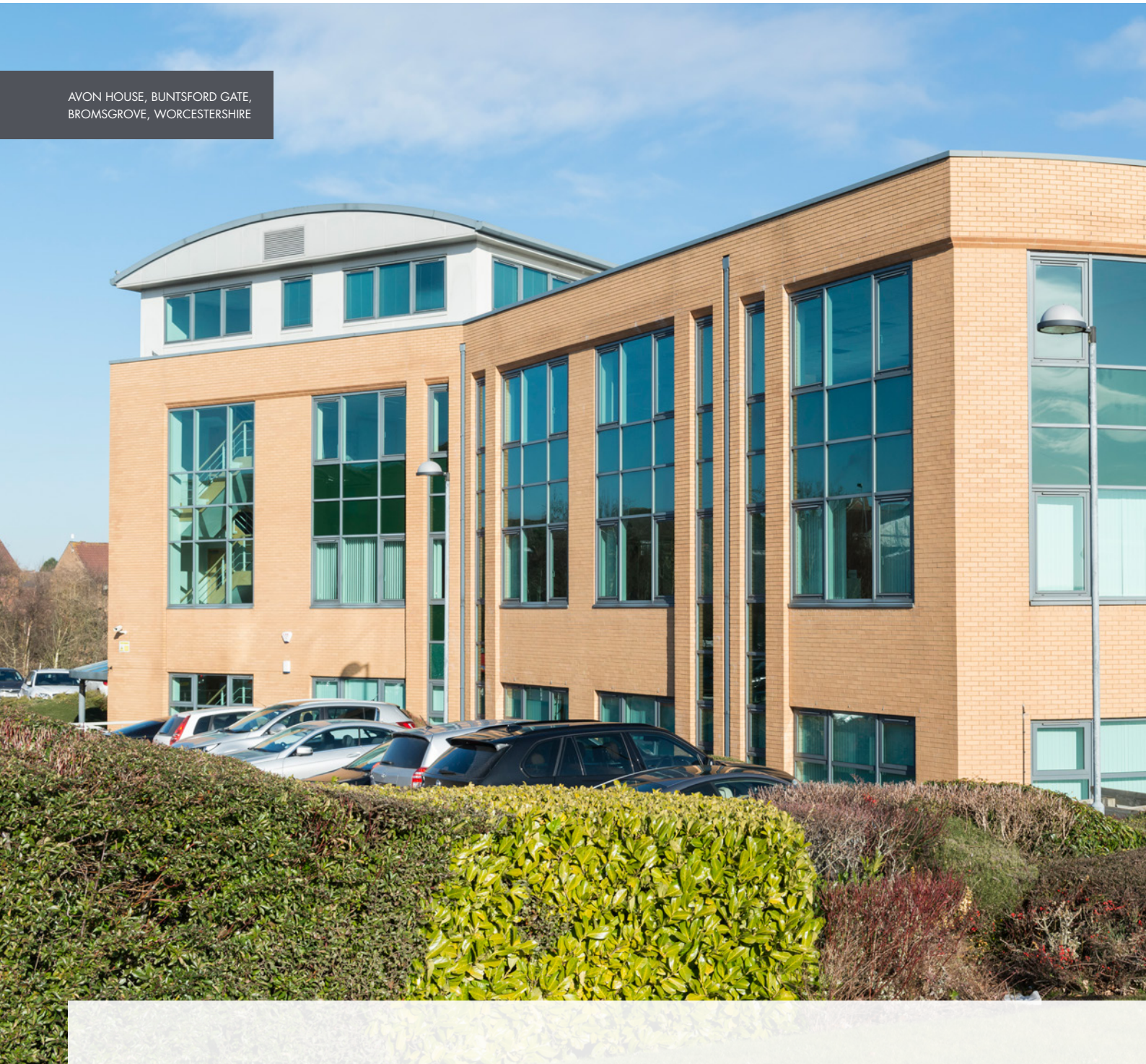
RESORTS WORLD, A £150 MILLION DEVELOPMENT AND THE UK'S FIRST INTEGRATED LEISURE AND ENTERTAINMENT RESORT WILL OPEN ITS DOORS IN BIRMINGHAM IN 2015



ADDING VALUE

REI Plc's management team has over 100 years combined proven track record of investing in the Midlands with a focus on Birmingham and the West Midlands. The principal objective of our investment strategy is to identify underperforming yet fundamentally sound properties in active regional marketplaces and execute a site specific action plan designed to drive capital returns. We generate rental income and capital growth from retail, office and residential land and property, adding value through new lettings, rent reviews, lease renewals, refurbishment, change of use and planning gains.

AVON HOUSE, BUNTSFORD GATE,
BROMSGROVE, WORCESTERSHIRE



REI PLC INVESTS IN
PROPERTIES WITH
ASSET MANAGEMENT
OPPORTUNITIES

INVESTMENT CRITERIA

AREA

Birmingham / West Midlands / Midlands

SECTOR

Shops / offices / residential / land

STATUS

Vacant / part vacant or fully let / under-performing / institutional / orphan assets

ASSET MANAGEMENT

Value add via:
lettings / lease renewal / rent reviews / change of use / refurbishment

LOT SIZE

£500,000 - £20m

YIELD TARGETS

8 - 20%

EXPOSURE

No material reliance on a single occupier or individual property

OPPORTUNITY

Assets that cannot support traditional debt, short leased, vacant and distressed sales

OFF MARKET

Assets secured through a privileged network, where REI Plc provides a speedy exchange and completion

GOAL

Generate income and capital growth

All acquisitions are made from existing cash resources. REI Plc is able to transact on the basis that contracts are exchanged within 7 - 10 days. One of our greatest strengths is our ability to move quickly by recognising value and being able to perform on agreed transactions, a result of our comprehensive property market expertise and ready access to capital.



WESTGATE HOUSE, WARWICK



85-89 COLMORE ROW,
BIRMINGHAM

QUALITY ADVICE

REl Plc strongly believes in a 'local first' policy, whereby we seek to instruct professionals from within our business community. We are privileged to work with highly experienced and well respected advisers.



CATHEDRAL PLACE,
42-44 WATERLOO STREET,
BIRMINGHAM

ADVISERS

BROKERS

Liberum Capital Limited

Ropemaker Place, Level 12, 25 Ropemaker Street,
London EC2Y 9LY
020 3100 2000

REGISTRARS

Capita Registrars

The Registry, 34 Beckenham Road,
Beckenham, Kent BR3 4TU
0871 664 0300

NOMINATED ADVISER

Smith & Williamson Corporate Finance Limited

25 Moorgate, London EC2R 6AY
020 7131 4000

AUDITORS AND TAX ADVISERS

Grant Thornton

Colmore Plaza, 20 Colmore Circus, Birmingham B4 6AT
0121 212 4000

PricewaterhouseCoopers

Cornwall Court, 19 Cornwall Street, Birmingham B3 2DT
0121 265 5000

LAWYERS

Gateley

One Eleven, Edmund Street, Birmingham B3 2HJ
0121 234 0000

DWF LLP

One Snowhill, Snow Hill Queensway, Birmingham B4 6GA
0121 212 2620

PROPERTY LAWYERS

Clark Brookes Turner Cary

3rd Floor, Guardian House, Cronehills Linkway,
West Bromwich B70 8GS
0121 553 2576

Eversheds

115 Colmore Row, Birmingham B3 3AL
0845 497 9797

Freeths

6 Bennetts Hill, Birmingham B2 5ST
0845 634 2575

Thursfields

42 Foregate Street, Worcester, Worcestershire WR1 1EF
01905 730450

BANKERS

Lloyds Banking Group

125 Colmore Row, Birmingham B3 3SF
0121 644 4300

Santander UK PLC

1 Cornwall Street, Birmingham B3 2DX
0121 212 1112

Aviva Commercial Finance Limited

PO Box 21, Surrey Street, Norwich NR1 3NJ
01603 683131

VALUERS

DTZ

1 Colmore Square, Birmingham B4 6AJ
0121 200 2050

Gerald Eve

Bank House, 8 Cherry Street, Birmingham B2 5AJ
0121 616 4800

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020 7193 7463

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01789 490786

REI

Real Estate Investors Plc

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