REI
Real Estate Investors Plc

THE UK'S ONLY MIDLANDS FOCUSED REIT

Results for the year ended 31 December 2020
Investor and Analyst Presentation

THE MIDLANDS INVESTOR

REAL ESTATE INVESTORS PLC
INTRODUCTION

REI
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REI Today

- **UK's only** Midlands focused/ **REIT**
- Gross property assets of **£201.3million**
- **Internally managed**
- **100+ years** of combined experience
- Board equity alignment - **8.5%** management holding
- **Scalable** property management platform

Diversified Portfolio

- Multi-sector **diversification**, no material reliance on any sector, asset or occupier
- **262** tenants & **53** assets
- **Resilient** subsector neighbourhood convenience, government and out of town offices

Active Asset Management

- **Value creation** rent reviews, lease renewals, lettings, change of use
- **Embedded** permitted development opportunities
- Acquisitions at **high initial yields** - Targets: 8-20% yield and £2m-£20m lot size
- Disposals at/above book value - capital **recycled**

Multi-banked

- Multi-banked across 5 lenders
- Leverage providing certainty and security – **LTV 49.2%** (net of cash)
- Covenant compliant
- Strong market reputation and **access to debt**
- **86%** of debt fixed (**46%** post year end refinance)
- Low cost of debt maintained at **3.4%**

Attractive Returns

- **Progressive** dividend policy
- Fully **covered** dividend
- Dividend paid **quarterly**
- **£36.4 million** declared/paid since commencement of dividend policy (2012)

HIGHLY EXPERIENCED BOARD
& PROVEN TRACK RECORD

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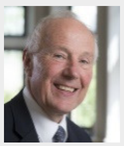
Non-Executive



John Crabtree OBE D.UNIV
Non-Executive Chairman

- Joined REI Board in 2010
- **0.20% shareholder in REI**
- Variety of business, community and charitable interests, predominantly in the West Midlands
- Former president of Birmingham Chamber of Commerce
- 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

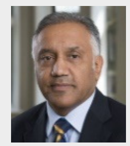
William Wyatt
Non-Executive Director

- Joined REI Board in 2010
- **0.17% 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

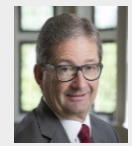
- Joined REI Board in 2014
- **0.13% shareholder in REI**
- Consultant for a leading firm of Independent Financial Advisers
- Peter has a lifetime of experience in providing IFA services to HNW individuals and sold his IFA company to a Swiss Bank in 2007
- Non-Executive Chairman of a number of property related companies

Executive



Paul Bassi CBE DL D.UNIV DSC
Chief Executive Officer

- Joined REI Board in 2006
- **6.68% shareholder in REI**
- Non-executive Chairman of Bond Wolfe
- Non-executive Chairman of Likewise Plc (listed)
- Former Non-executive Chairman of CP Bigwood Chartered Surveyors
- Former Regional Chairman & Strategy Advisor to Coutts Bank (West Midlands)
- Awarded a CBE in 2010 for services to business and the community



Marcus Daly FCA
Finance Director

- Joined REI Board in 2006
- **1.32% shareholder in REI**
- Chartered Accountant with over 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

REIT RESPONSIBILITY - DIVIDEND MAINTAINED THROUGH CHALLENGING TIMES

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IN LINE WITH THE COMPANY'S PROGRESSIVE DIVIDEND POLICY

SINCE 2012 TOTAL DIVIDENDS DECLARED/PAID TO SHAREHOLDERS = £36.4 MILLION

Financial Crisis / General Election / Scottish Referendum / European Referendum / BREXIT / COVID19

- **2004** – Company listed on AIM with **market cap of £2.3m**
- **2006** – PB & MD join as NED's, taking a 29% stake PB CEO and MD FD, focus on Midlands **£25m placing**
- **2010** – **£10m Placing**
- **2011** – **£12m placing**
- **2012** – Commencement of **Dividend Policy**
- **2014** – **£20m Placing**
- **2015** – REI Plc converted to a REIT **£45m Placing**
- **2016** – Quarterly dividend payments adopted
- **2019** – Gross assets of **£228.9m**
- **2020** – Gross assets of **£201.3m**

THE REI BUSINESS MODEL
ACTIVE ASSET MANAGEMENT

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Generating value through asset management

Buys	REI market expertise	Sells/holds
Institutional sales	**VALUE ADD** 12 - 24 months of Asset Management	Institutional quality assets
Offices		
Value & convenience retail	Lease renewals	HNW/investors/pension funds – buyers now active in this segment
Leisure/food	Rent reviews	
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, Avison Young, CBRE & JLL

5%

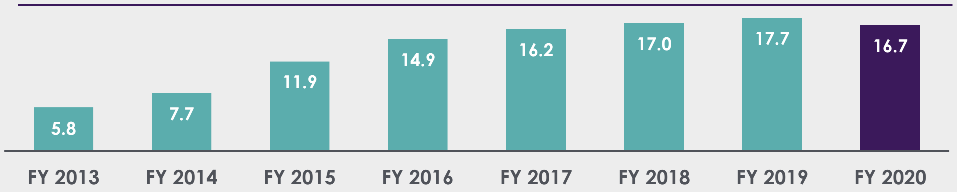
HIGHLIGHTS
& FINANCIALS

Birmingham Commonwealth Games 2022
Image courtesy of Birmingham City Council

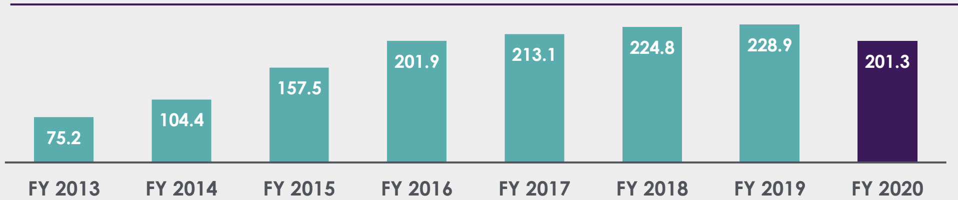
FY 2020
OPERATIONAL HIGHLIGHTS

- Strong overall rent collection for 2020 (adjusted for monthly and deferred agreements) of **96.35%** despite pandemic
- Contracted rental income: **£16.7 million p.a.** (FY 2019: £17.7 million p.a.)
- Gross property assets: **£201.3 million** (FY 2019: £228.9 million)
- Portfolio valuation reduction of **£27.9 million** – impacted by COVID19, in particular by lockdown in Q4
- Post period pipeline lettings in legals of **£338,000**
- Total contracted completions expected in 2021 - **£11m plus**
- Active asset management with **34** value enhancing lease events during the period including **7** lease renewals
- Improved WAULT of **4.84 years** to break and **6.54 years** to expiry (FY 2019: 3.82 years / 5.79 years)
- **262 tenants** across **53 assets**
- Occupancy: **91.6%** (FY 2019: 96.3%) – predominantly known lease events and delayed occupier decisions due to COVID19

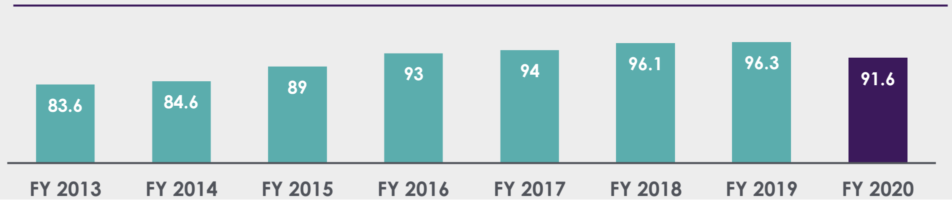
Contracted Rental Income £m



Gross Property Assets £m



Occupancy %



FY 2020
FINANCIAL HIGHLIGHTS

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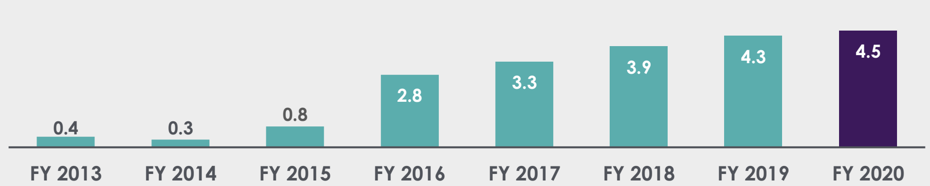
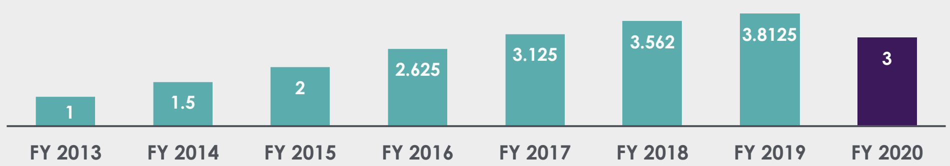
- Underlying profit before tax* of **£8.1 million** (FY 2019: £8.0 million) up 1.2%
- Revenue **£16.4 million** (FY 2019: £16.6 million)
- EPRA EPS **4.5p** (FY 2019: 4.3p) up 4.7%
- Total Dividend for 2020 of **3p** per share (FY 2019: 3.8125p)
- Continued to pay a **dividend** throughout pandemic
- EPRA NAV per share of **55.2p** (FY 2019: 67.4p)
- Net LTV of **49.2%** (FY 2019: 42.2%)
- Average low cost of debt maintained at **3.4%**
- Like for like valuation down 12% to **£201.3 million** (FY 2019: £228.9 million)
- Like for like rental income **£16.7 million** (FY 2019: £17.6 million)

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

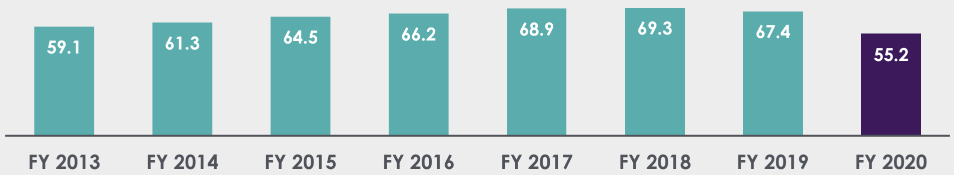
EPRA EPS



Dividend P



EPRA NAV



VALUATION ANALYSIS
COVID19 IMPACT

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Valuation Reduction

- **12.0%** valuation decline - across most of the portfolio as a result of negative market sentiment (£27.9 million)
- Despite **no exposure** to department stores, indoor shopping centres, Debenhams, House of Fraser, Toys R Us, Arcadia Group
- Occupancy - decisions mostly **on hold** during pandemic – contributing to occupancy reduction from 96.3% to **91.6%**
- External valuations by JLL/Cushman & Wakefield/Colliers
- Valuation declines in the following assets - principally due to retail sentiment – **£13.3 million** drop across (Acocks Green/Tunstall/Birch/Crewe/Bradford St Walsall/33 Bennetts Hill)
- Balance of **£14.6 million** - spread across the remainder of our retail and office portfolio - void properties absorbing most of the reduction - which will correct with the benefit of a letting

Valuation Recovery

- End of lockdown – return to work - **occupier decisions** - improve occupancy/capital value gain (new lettings in legals to NHS/DWP/others)
- **Pent up demand** from new occupiers
- Strong private investor market with significant access to **low cost of debt** and new equity
- Real estate - **strong comparable returns** to alternative investments
- Planning use changes – improved demand and repurposing of retail property that will **positively impact** rental tone and capital values
- H1 sales & buyer approaches for existing properties at **pre-Covid19 levels**
- **Market investment values** Q1 / strong auction results
- Additional approaches on **other assets**

WHAT THE EXPERTS SAY…

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Neighbourhood & convenience assets and…

"It is more likely than not that a 'rapid-fire recovery' is on the cards. Assuming this improved economic outlook and consumer mood translates into accelerated spending, it will help reverse some of the economic damage the UK has suffered and provide a much needed boost to the retail sector in the remainder of the year. " ***Bank of England***

"Convenience and neighbourhood sectors appear to have shown greater levels of resilience than some other subsectors. The requirement to stay local has benefitted local parades in residential suburbs, particularly those with a high proportion of essential retailers and hot food takeaways who have been able to continue to trade." ***JLL***

"Savills highlighted five sectors where they believe yield hardening is imminent, including retail warehouse and foodstores. Savills believe that the UK is on track for a strong economic recovery from Q2 2021." ***Savills***

…the power of community

"Colliers Research from March 2021 reports that, although investment and leasing activity remains muted across most sectors, anecdotal evidence suggests that viewings and requirements are rising again. This should translate into increased activity in the coming months" ***Colliers***

"As we head towards the new financial year and seem to be emerging from the terrible pandemic, investors are primed and ready to mobilise. There is a huge amount of pent up demand as so much capital has been raised both domestically and overseas. The UK continues to be seen as a safe haven for international investors and we are seeing new entrants targeting income as the desire for a return on relatively safe investments increases. In terms of sector specifics, Prime offices are holding up together with long income opportunities, the industrial charge continues a pace and retail warehousing is coming in to vogue. In addition, convenience retail is being targeted as the tenants business is are seen as sustainable and investors can find yield and value add." ***Knight Frank***

FY 2020 FINANCIALS
GROWING EARNINGS & INCOME

- Revenue of **£16.4 million** (FY 2019: £16.6 million)
- Underlying profit before tax of **£8.1 million** – up 1.2%*
- Pre-tax loss of **£20.2 million** (FY 2019: profit £3.7 million) after deficit on revaluation of interest rate swaps of **£483,000** (FY 2019: £41,000) and property revaluations deficit of **£27.9 million** (FY 2019: £4.3 million), both non-cash items
- Since the year end the market value on our hedging instruments has recovered by **£523,000**
- EPRA EPS of **4.5p** (FY 2019: 4.3p) - up 4.7%
- **£2 million share buyback** - **7,042,700** shares repurchased at an average price of **28.40** pence in October/November 2020
- Share buyback represented a **49%** discount to the EPRA NAV of **55.2p** at 31 December 2020

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

Income Statement	FY 2020 £m	FY 2019 £m
Revenue	**16.4**	16.6
Cost of sales	**(1.4)**	(1.5)
Admin expenses	**(3.2)**	(3.5)
Property revaluation and sales	**(27.9)**	(4.4)
EBIT	**(16.1)**	7.2
Underlying profit before tax	**8.1**	8.0
(Loss)/profit on ordinary activities before tax	**(20.2)**	3.7
Diluted EPS	**(11.5)p**	1.9p
EPRA EPS	**4.5p**	4.3p
DPS	**3p**	3.3125p

FY 2020 FINANCIALS
STRONG BALANCE SHEET

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Gross property assets

£201.3m

Net assets

£97.7m

EPRA NAV per share

55.2p

Net LTV

49.2%

Net Debt

£97.2 m

Balance Sheet	FY 2020 £m	FY 2019 £m
Property	**201.3**	228.9
Cash	**4.2**	10.1
Debt	**(101.4)**	(105.2)
Other	**(6.4)**	(8.4)
Net assets	**97.7**	125.4
Adjustments	**3.5**	2.7
EPRA NAV	**101.2**	128.1
EPRA NAV per share	**55.2**	67.4p
Net Debt	**97.2**	95.1
LTV (net of cash)	**49.2%**	42.2%

MOVEMENT IN EPRA NAV PER SHARE

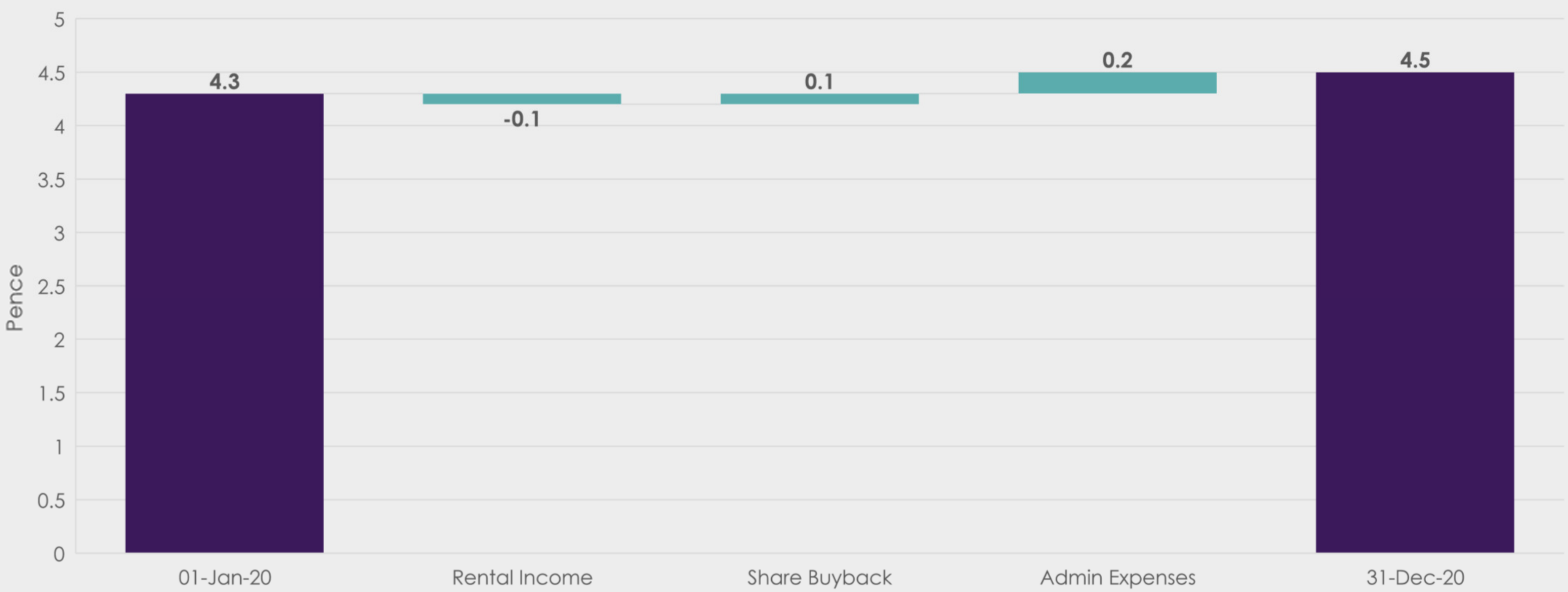
Valuation declines in the following assets, (principally due to retail sentiment)

6 assets dropped in total by £13.3m (Acocks Green / Tunstall / Birch/ Crewe / Bradford St Walsall / 33 Bennetts Hill)

Balance of £14.6 million spread across the remainder of our retail and office portfolio

Void properties absorbing most of the reduction, which will correct with the benefit of a letting

MOVEMENT IN
EPRA EARNINGS PER SHARE



Note: Chart based on 12 months of EPRA EPS from 1 Jan 2020 to 31 Dec 2020

FY 2020 FINANCIALS
SIMPLIFIED DEBT POSITION

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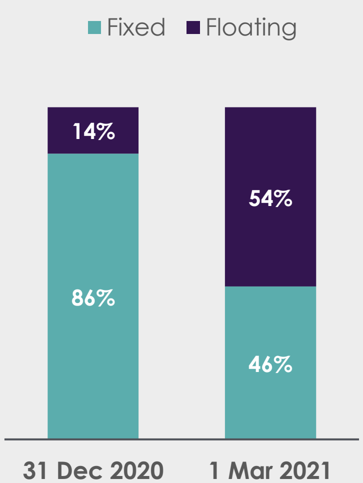
- Cost of debt of **3.4%** at 31 Dec 2020 (FY 2019: 3.4%)
- Property net LTV **49.2%** and **86%** of debt is fixed
- Interest cover of **3.2x** (FY 2019: **3.3x**)
- Multi-banked across **5** lenders
- Continue to meet our facility **covenants** with our lenders
- Finalised a facility of **£3.5 million** in April 2020 with Barclays Bank for 4 years, fixing the total facility of £12 million at 2.2% including margin against a portfolio of assets
- Repaid our facility of **£7 million** with Santander

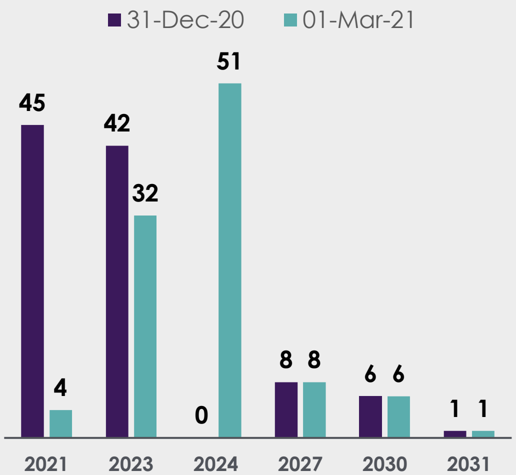
Post year end

- Renewed **£51 million** facility with National Westminster Bank plc (following its merger with RBS) in March 2021 for 3 years at 2.25% above LIBOR (management are reviewing fixed rate options)
- Post year end NatWest refinancing **46%** of debt is fixed
- Post period end facility renewal with NatWest has extended the debt maturity to **3.4** years
- Agreed to renew **£4.2m** facility with AIB due for renewal in April 2021

Debt Structure %

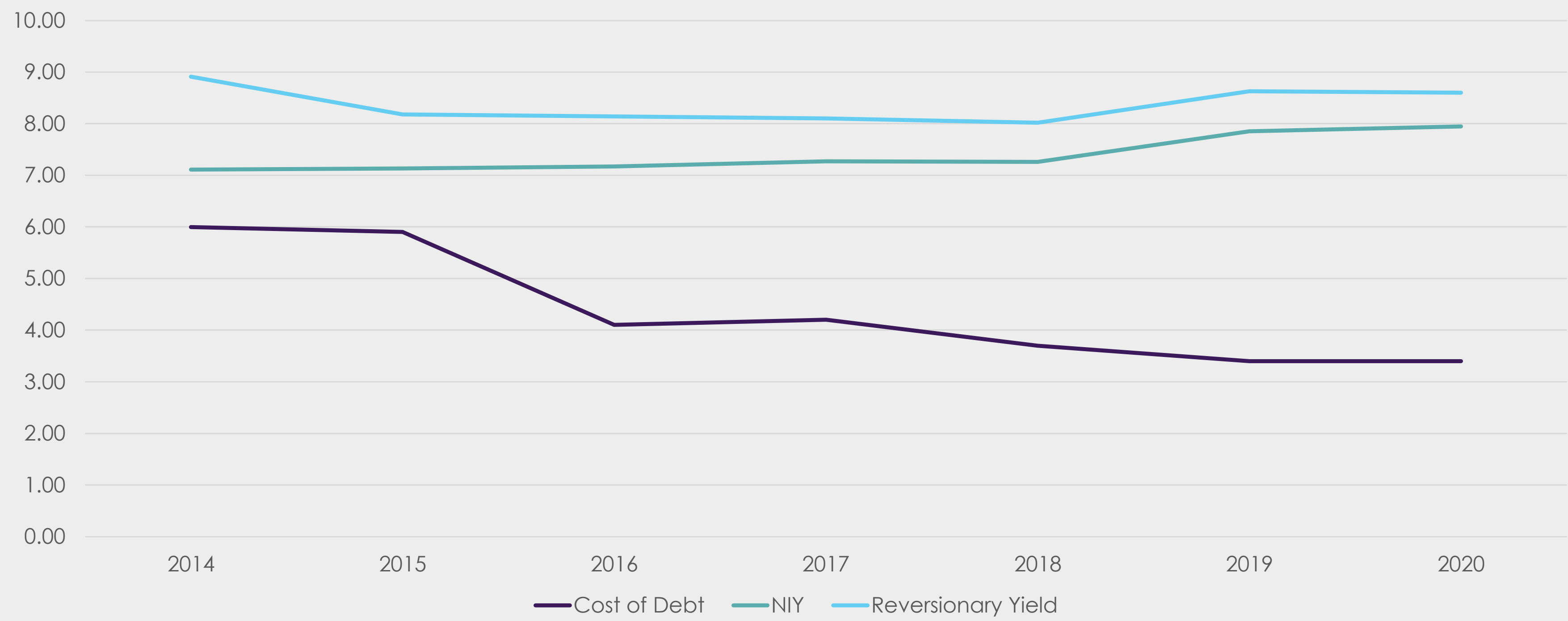


Debt Maturity £m



Net Debt (£m)	31 Dec 2020 £m	31 Dec 2019 £m
Borrowings	**101.4**	105.2
Cash	**(4.2)**	(10.1)
	97.2	95.1

ATTRACTIVE SPREAD
BETWEEN NIY & COST OF DEBT



QUARTERLY DIVIDEND PAYMENTS CONTINUED DESPITE PANDEMIC

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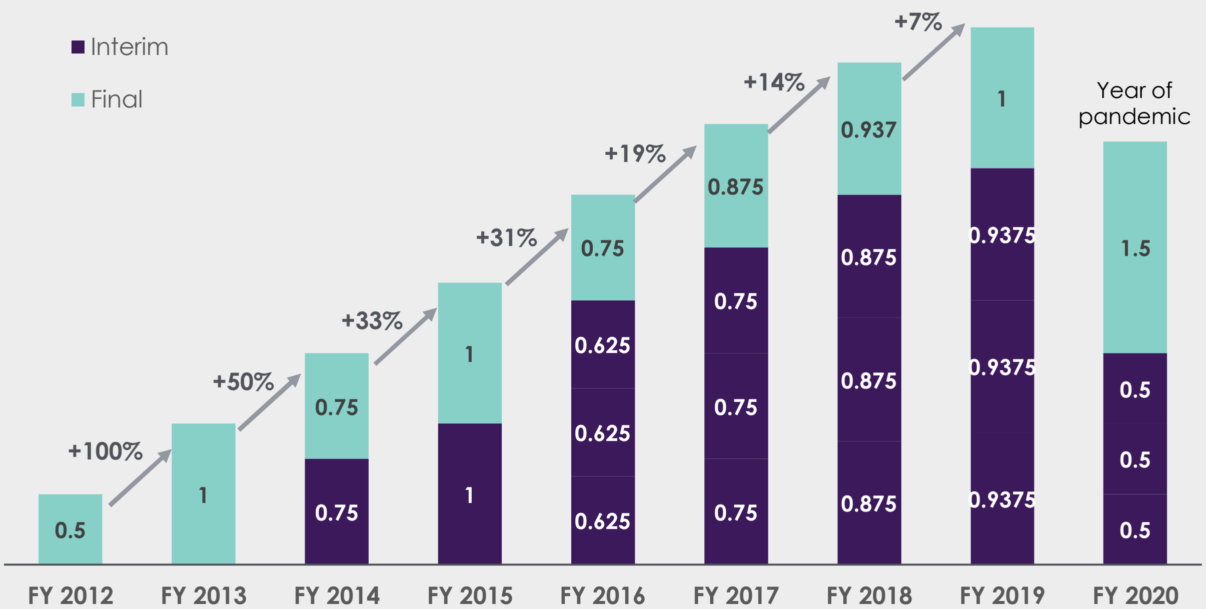
- ✓ COVID19 - the Board took the decision to reduce the quarterly dividend payments with a view to **preserving cash**
- ✓ **£36.4 million** total dividends declared/paid since 2012
- ✓ Uptick in final dividend payment for 2020 following an **operationally successful year** with robust rent collection of **96.35%**
- ✓ Total Dividend for 2020 of **3p** per share (FY 2019: 3.8125p)
- ✓ Dividend is **fully covered** by EPRA earnings
- ✓ Management remain committed to a **progressive dividend policy** with quarterly payments

Dividend	Total	Announcement	Payment
Q1 2020	0.5p	June 2020	July 2020
Q2 2020	0.5p	September 2020	October 2020
Q3 2020	0.5p	December 2020	January 2021
Q4 2020	1.5p	March 2021	April 2021

Note: Timings for quarterly payments are indicative only

Shareholder Distribution Year on Year



RENT COLLECTION
ROBUST DESPITE COVID19 BACKDROP

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- **Overall rent collection** for the year was strong (adjusted for monthly and deferred agreements) at **96.35%** (improved from 95.29% previously stated in Jan 2021)
- This was possible due to the **diversified nature of our portfolio**, that has no material reliance on any single sector, asset or tenant, mitigation risk
- We have continued a **positive dialogue with our tenants**, agreeing rent incentives and monthly collection plans in exchange for lease events
- We anticipate a further improvement in this overall figure as tenants commence **re-trading in 2021** and begin to pay their historic and current rents
- The outstanding rents are predominantly larger, corporate tenants, who are not engaging in discussions and continue to **hide behind the Government 'shield'** on the enforcement of bad debts. These debts will be collected in due course

Rent Collections	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021 (to date)
Collected	99.60%	86.99%	90.20%	93.75%	82.97%
Deferred arrangement	0.28%	8.19%	4.35%	1.49%	7.24%
Total	**99.88%**	**95.18%**	**94.55%**	**95.24%**	**90.21%**
Debtors	0.12%	4.82%	5.45%	4.76%	9.79%

DIVERSE AND ATTRACTIVE PORTFOLIO

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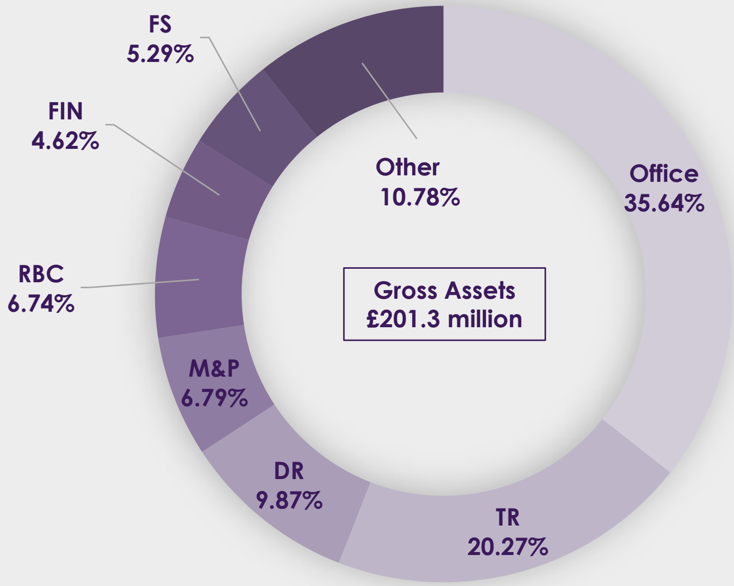

	Sector	£ per annum	% by Income
Office	Office	5,982,801	**35.64%**
TR	Traditional Retail	3,234,897	**20.27%**
DR	Discount Retail - Poundland/B&M etc	1,751,402	**9.87%**
M&P	Medical and Pharmaceutical - Boots/Holland & Barrett etc	1,135,300	**6.79%**
RBC	Restaurant/Bar/Coffee - Costa Coffee, Loungers etc	1,160,150	**6.74%**
FIN	Financial/Licences/Agency - Lloyds TSB, Santander UK Plc, Bank of Scotland etc	774,652	**4.62%**
FS	Food Stores - M&S, Aldi, Co-op, Iceland etc	885,690	**5.29%**
Other	Other - Hotels (Premier Inn/Travelodge), Leisure (The Gym Group, Luda Bingo), Car parking, AST	1,803,009	**10.78%**
		16,727,901	**100%**

71.83% of our offices are 'out of town'

55.58% of our office income is government income

Resilient Retail

36.57% of our portfolio is neighbourhood and convenience

The independent retail and leisure market shrunk by just 0.4% in 2020, according to a report by the Local Data Company

TOP 10 TENANTS BY INCOME
NO MATERIAL EXPOSURE

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Rank	Tenant	Rent £'000	%	Sector	Property
1	wilko	572	3.42	Discount Retail	Crewe Shopping Centre, Acocks Green & Kings Heath
2	NHS	535	3.20	Office	Westgate House & Kingston House
3	npower	518	3.09	Office	Birch House, Oldbury
4	GOV.UK	481	2.88	Office	Molineux House, Wolverhampton & Citygate House, Leicester
5	MATALAN	450	2.69	Discount Retail	Jasper, Tunstall
6	AFH wealth management	396	2.37	Office	Avon House, Bromsgrove
7	Premier Inn	310	1.85	Hotel	West Plaza, West Bromwich
8	RETAIL MULTIPLES LTD	300	1.79	Discount Retail	Park Street, Walsall
9	ALDI	300	1.79	Food Stores	Bearwood, Birmingham
10	towergate insurance	288	1.72	Office	Castlegate House, Dudley
		4,150	**24.8**		

24.8%
Top 10 tenants represent only 24.8% of REI's contracted income

6.08%
Of our income is government income

5%
Aside from government income, no tenant is more than 5% of income

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

PLANNING GAINS
CHANGE OF USE OPPORTUNITIES

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Material Change of Use Upside Potential

In addition to the permitted development potential of approximately 250,000 sq ft, from 1 September 2020, a new Use Class E (Commercial, Business and Service) was introduced by the Government.

The changes provide for three new use classes: Class E (Commercial, business and service), Class F.1 (Learning and non-residential institutions) and F.2 (Local community). The changes will combine: Shops (A1), financial/professional services (A2), cafés/restaurants (A3), indoor sports/fitness (D2 part), medical health facilities (D1 part), creche/nurseries and office/business uses (B1) will be subsumed into a new single Use Class E.

This amendment was designed to allow more flexibility in moving between uses and affords Landlords the opportunity to attract Tenants to vacant units more easily as a major planning hurdle has been removed.

We are seeing increased enquiries for conversions to alternative use improve significantly and we believe this will impact rental and capital values positively.

Portfolio Example

Unit 1 Commodore Court, Nottingham comprises a large unit with retail planning use only.

Under the new planning rules, this can now be used as per class E above and is under offer to a medical practice at £90,000 per annum.

Our assumptions on ERV have been £77,500 per annum.

DIVERSIFICATION
IMPROVEMENT IN WAULT – 34 LEASE EVENTS

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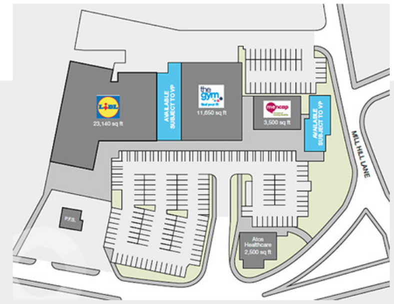

Virginia House, Worcester
- Pro-active asset management work allowed the building to be delivered to the tenant with vacant possession secured
- The tenant signed a 125-year lease and commenced fit-out
- When the pandemic hit, discussions took place, and both parties reached an agreement that was mutually beneficial
- This resulted in a scheme that is performing exceptionally well for the operator and added value to the portfolio for REI

The Parade, Leamington Spa
- Following the acquisition in November 2019, REI quickly identified key asset management opportunities
- McDonalds had a lease event and a potential desire to refurbish the unit
- It was established that a new, longer, lease would benefit both parties and the matter was concluded in June 2020
- Increase in WAULT and secured a key tenant for a further ten years

Lloyds Bank, Acocks Green
- With an intimate knowledge of the local market, it was established that Lloyds Bank were seeking opportunities to secure new terms at well-performing locations, in return for some rent free
- This resulted in a new five-year lease being agreed; adding certainty for both parties, confirming that small, local, retail parades are key for REI/its tenants

Southgate Retail Park
- The Gym Group at Southgate Retail Park used the opportunity to remove the Break in March 2021
- Also extend the Lease by a further five years
- In return, they were offered 12 months rent-free, that they amortised over the next two years

Bearwood High Street
- Greggs entered into a Deed of Variation to remove the Break in August 2021, opting to secure the rent-free incentive
- Aldi break clause taken out, new unexpired lease term of 10.25 years

ACTIVE CAPITAL RECYCLING
ACQUISITIONS & DISPOSALS

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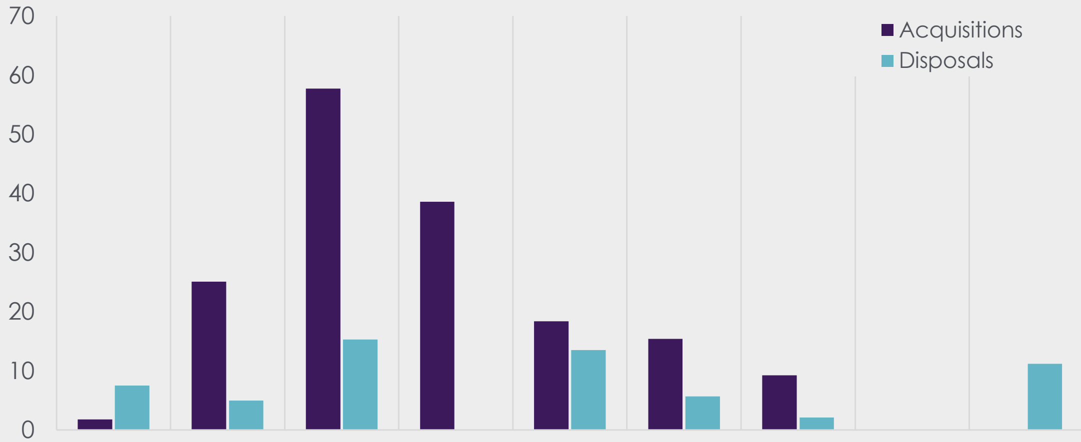
Acquisitions & Disposals



	2013	2014	2015	2016	2017	2018	2019	2020	2021
Contracted Rental Income	£5.8m	£7.7m	£11.9m	£14.9m	£16.2m	£17.0m	£17.7m	£16.7m	N/A
Portfolio Value	£75.2m	£104.4m	£157.5m	£201.9m	£213.1m	£224.8m	£228.9m	£201.3m	N/A

Active Capital Recycling

2020

- No acquisitions made during period due to **pandemic** with priority being to protect the **balance sheet and preserve cash**
- Ended the period with **£9.725 million** of properties unconditionally exchanged

Post period end (2021)

- Anticipated completions of contractual sales totalling **£9.725m**
- Additional **£1.480m** of sales in Q1 2021
- Total contracted completions expected to take place in 2021 - **£11m plus**
- Further sales anticipated to satisfy investor demand and reduce company loan to value ratio

WHY REI?
OUTLOOK & OPPORTUNITIES

Real Estate Investors Plc

Outlook

- **Stability** – Normalise income frequency post COVID-19 (improve rent collection)
- **Dividend** – Maintain progressive dividend policy
- **Opportunities** – To re-let lease expiries to improve income/WAULT/capital values to secure valuation recovery
- **Change of use –** Capitalise on change of use regulations in 2020 to repurpose assets, improve income and secure capital gain
- **Reduce gearing** – Through asset management, value enhancement, cash generation and valuation/hedge recovery
- **Sales** – Satisfy strong investor demand for certain assets
- **Acquisitions** – Opportunistic acquisitions
- **Market consolidation** – UK REIT market consolidation opportunities

THE MIDLANDS
REGIONAL RESILIENCE & RECOVERY

REI
Real Estate Investors Plc

Poised for take off – the region with a head start

High Speed Rail 2:
- Enhanced national/international connectivity
- Creation of more than 175,000 new jobs
- Europe's largest infrastructure project
- Expected to deliver additional £20bn GVA
- New City centre terminal at Curzon Street
- New Interchange Station at Birmingham Airport
- Region's population to grow by 400,000 by 2043

Economic Snapshot
- Pre-pandemic, the West Midlands Combined Authority broke £100bn GVA barrier (economy worth £116bn)
- UK top Foreign Direct Investment (FDI) destination outside London/ South East
- Centre of global importance for the development of electric and autonomous vehicles
- 18th in European cities list based on real estate prospects
- Highest percentage of people under 20 of any core regional city - 12 universities, producing 70,325 graduates per year
- Top spot for internal migration from London for the last 6 years
- Business relocations of BT and Department for Transport
- In 2020, initial indicators from Oxford Economics/CoStar predicted Birmingham's GDP would rebound by 6.5% in 2021, estimating 27,000 jobs could be added

"The people of Birmingham and the West midlands know what a first-class region this is, with a young, vibrant society truly representative of the nations of the world, but perhaps in our modesty, we have allowed others to write our story. Next year, the combination of the Commonwealth Games and the Creative Programme preceding it, which will follow on immediately after a fabulous City of Culture year in Coventry, will more than showcase this reality."

John Crabtree
Chairman of the Board of Directors of the 2022 Commonwealth Games
Non-Executive Chairman of REI PLC

Commonwealth Games 2022:
- Birmingham host city for 2022 Commonwealth Games
- Global spotlight on the region
- 2nd-largest sporting event in the UK after 2012 Olympics
- Captivating up to 1.5 billion people across the world
- £72.4million scheme is on budget and on schedule
- Anticipated to generate a £526 million regional boost

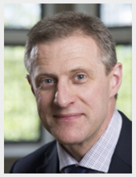
WE ARE Coventry 2021 UK CITY OF CULTURE

Coventry City of Culture 2021
- Kickstarts in May 2021 to coincide with easing of restrictions
- A vibrant programme of events and experiences
- The most recent City of Culture, Hull, has seen £1billion of investment

OPERATIONAL TEAM

Anna Durnford
Head 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



Ian 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 24 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

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

ENVIRONMENTAL & SOCIAL GOVERNANCE

Our Employees

Why we engage
We engage with our employees with the objective of:
- attracting and retaining talent
- maintaining the mental wellbeing of our workforce
- maintaining employee standards of behaviour

How we engage
Management place particular importance on understanding their employees. Great efforts are taken to build strong relationships with each employee, offering each individual a 'voice'. We are proud of our strong record of employee retention.

Communication and transparency at leadership level is key and value is placed on leading from the 'top'.

What's next
As restrictions are lifted and we welcome our staff back to our premises, we will be paying particular attention to their mental health, which we believe has a direct impact on their wellbeing, behaviour and productivity. We strive to create a workplace that offers a safe, friendly, collaborative, and progressive environment for our employees.

Our Shareholders

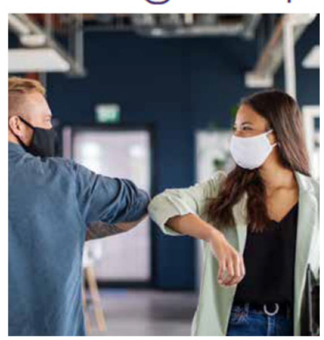
Why we engage
We engage with our shareholders with the objective of:
- attracting long term holders
- improving the reputation of the business
- follow accounting, governance and regulatory best practice

How we engage
As a UK AIM listed REIT, REI Plc strictly adheres to the Corporate Governance Code and prides itself on the quality of its corporate advisors, ensuring that all aspects of regulation and compliance are met. Corporate accounting and reporting procedures are accurate and transparent, in line with guidelines.

What's next
As Environmental, Social Governance becomes more of a priority for our investors, we will be paying particular attention to reporting the sustainability of the business and the assets within the portfolio itself. We will work towards building a sustainability framework for the business over the next 5 years and will communicate the progress of this to our stakeholders.

ENGAGING WITH OUR STAKEHOLDERS

Committed to acting responsibly



Our Tenants

Why we engage
We engage with our tenants with the objective of:
- Attracting quality tenant covenants
- Maintaining portfolio income streams
- Building our market reputation

How we engage
The need for tenant liaison and relationships has never been greater. We have just endured a period of unprecedented uncertainty on a global scale, one which will no doubt be felt for many years to come. Management understands the importance of engaging with tenants, providing a platform to allow them to raise issues and negotiate mutually beneficial solutions.

What's next
We will engage regularly with our tenants to ensure their needs are met and that they have the necessary space to recommence trading once restrictions are lifted, whilst working closely with them to protect the rental income across the portfolio. Following new government planning rules, we will assess the portfolio to see if we have more suitable locations for tenants.

Our Environment & community

Why we engage
We engage with our community/environment with the objective of:
- Ensuring a positive community impact
- Influencing the behaviours of those around us
- Contributing to the future of our environment

How we engage
We aim to be the best at strategic asset management and provide the accommodation to allow others to socialise, live and work successfully. The quality and efficiency of the assets we acquire, determines the impact they have on the future of the environment around them. During the acquisition process, we carry out due diligence on the EPC ratings and efficiency of our buildings. Post-acquisition, we carry out regular M&A assessments and engage with tenants to ensure their ongoing satisfaction, identifying building concerns and adopting site-specific plans to rectify matters quickly and make necessary improvements.

What's next
The reduction of the carbon footprint and energy consumption across our portfolio is a priority for the business over the next 5 years.

REAL ESTATE INVESTORS PLC

2nd Floor
75–77 Colmore Row
Birmingham B3 2AP

Telephone: 0121 212 3446
Fax: 0121 212 1415
www.reiplc.com