



**RAVEN RUSSIA LIMITED**

**Results for the 6 months ending 30 June 2017**



Tver'

Kimry

Dubna

Konakovo

Sergiyev Posad

Kim

Mytishchi

Khimki

**MOSKVA**

Odintsovo

Naro-Fominsk

Podol'sk

Obninsk

Serpukhov

Kaluga

Oka

Pereslavl' Zaleskiy

Aleksandrov

Noginsk

Shchelkovo

Balashikha

Lyubertsy

Orekhovo-Zuyev

Yegor'yevsk

Kolomna

Ryazan'

Laptev

Mikhailov



# KEY FINANCIALS

## Income Statement for the 6 months ended:

	June 2017	June 2016
Net Rental and Related income (\$m)	69.9	77.0
IFRS Earnings Before Tax (\$m)	26.0	16.5
Revaluation surplus/(Deficit) (\$m)	11.6	(8.5)
Underlying Earnings Before Tax (\$m)	24.3	34.7
Basic EPS (cents)	1.38	1.35
Distribution per share (pence)	1.0	0.5

## Balance Sheet at:

	June 2017	Dec 2016
Investment property Market Value (\$m)	1,428	1,324
Adjusted fully diluted NAV per share (\$)	0.70	0.68
IFRS fully diluted NAV per share (\$)	0.72	0.71



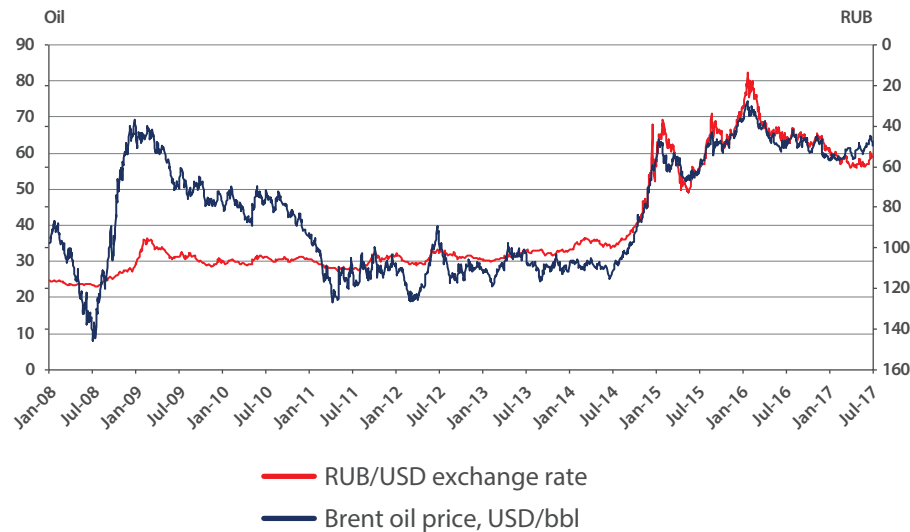


# RUSSIAN ECONOMY UPDATE

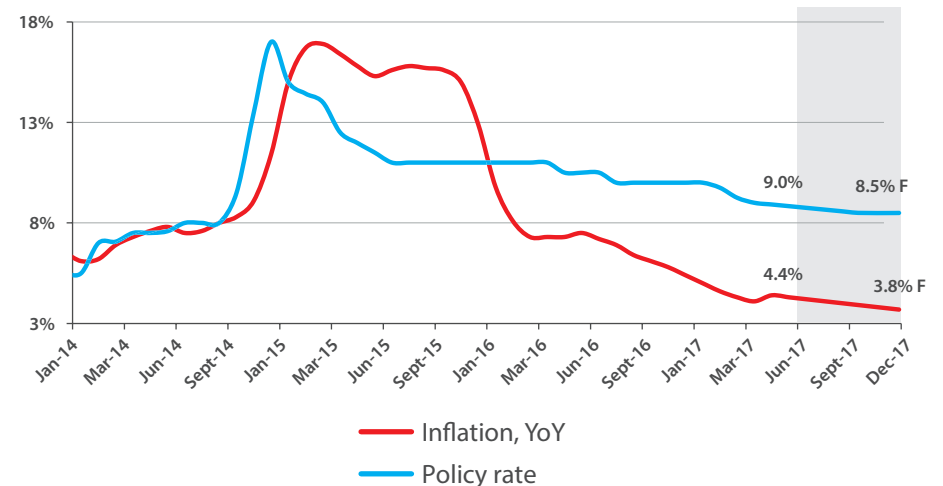
## Highlights:

- Low inflation
- Central bank rates dropping
- Exchange rates relatively stable in the 6 months to 30 June 2017

## RUB/USD & Brent oil price



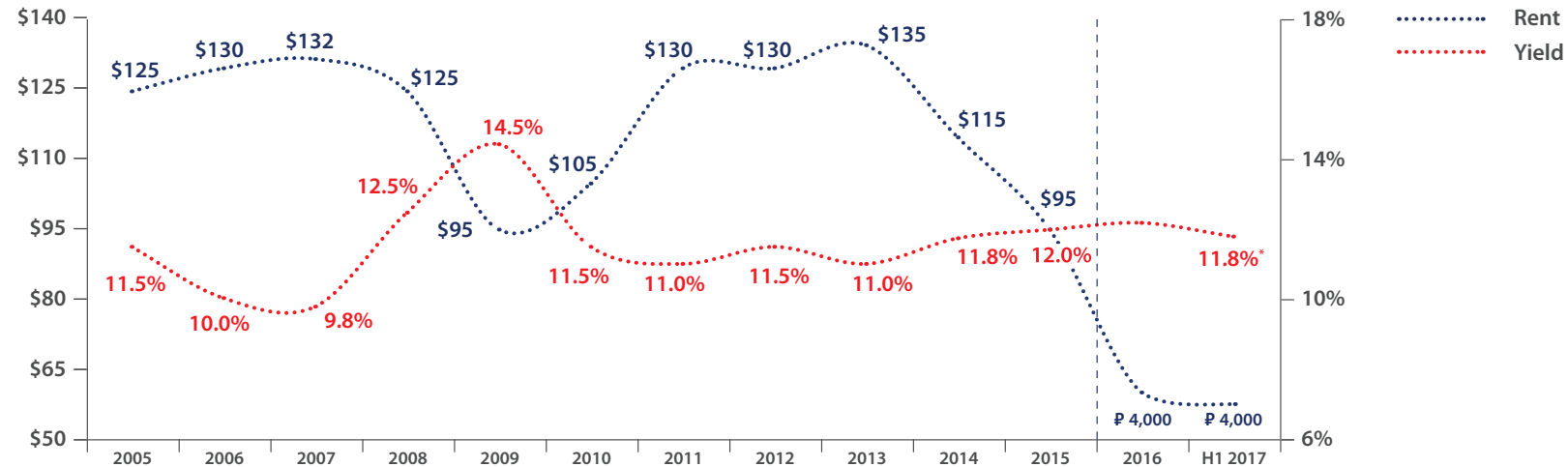
## Russian CPI & Policy rate





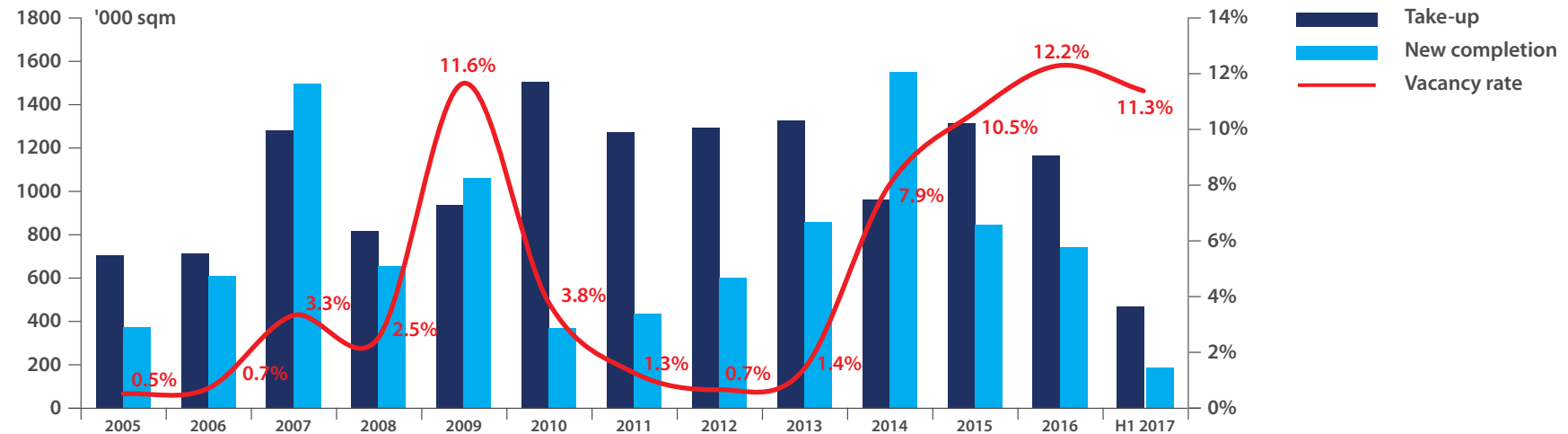
# MARKET UPDATE - MOSCOW, CLASS "A"

## Rents and yields



\*Average of the yield range

## Supply vs demand and vacancy dynamics



Source: JLL – Moscow Warehouse Market, H1 2017

RESULTS FOR THE 6 MONTHS ENDING 30 JUNE 2017

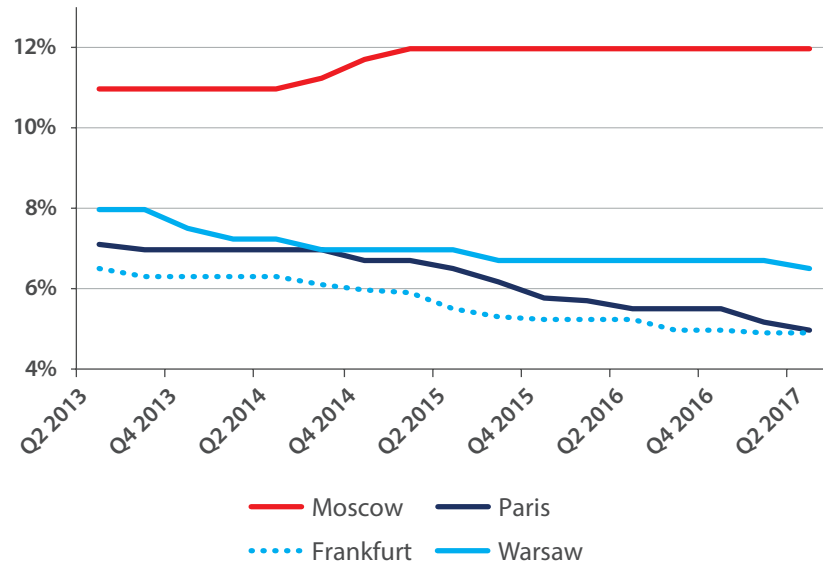
© 2017 RAVEN RUSSIA LTD.



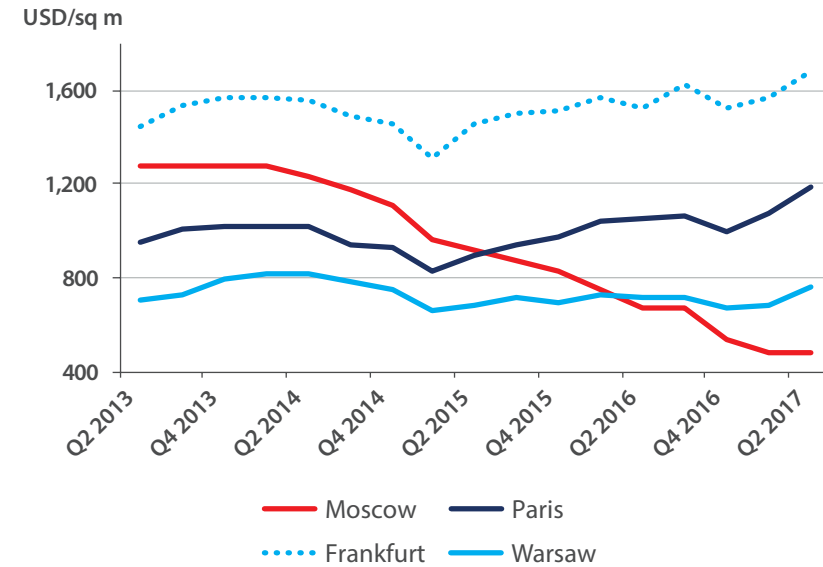
# EUROPEAN COMPARISON

AT 30 JUNE 2017

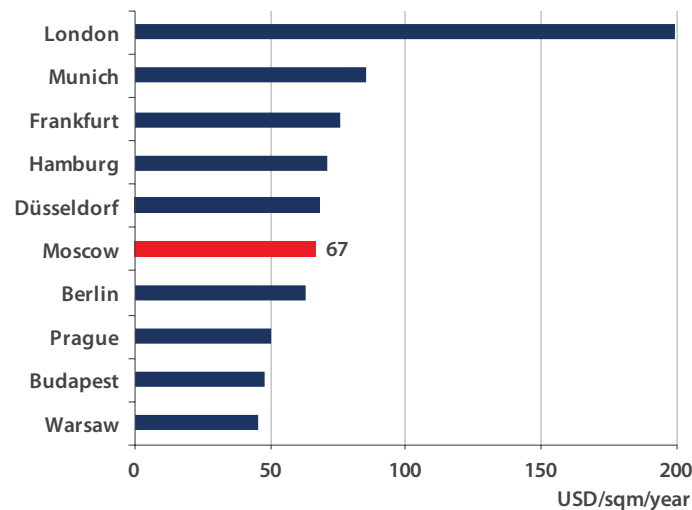
## Warehouse yields



## Warehouse capital values



## Prime rents in European cities, H1 2017



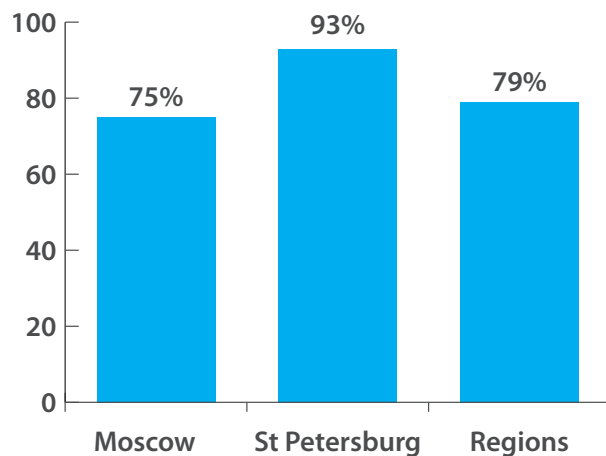
# LEASING HIGHLIGHTS

- 🕒 Portfolio occupancy of 79% at 30 June 2017
- 🕒 36% of leases USD pegged
- 🕒 Weighted average term of USD leases of 3 years
- 🕒 Weighted average term of RUB leases of 3 years
- 🕒 Average Rouble rent of RUB 5,600 per sqm

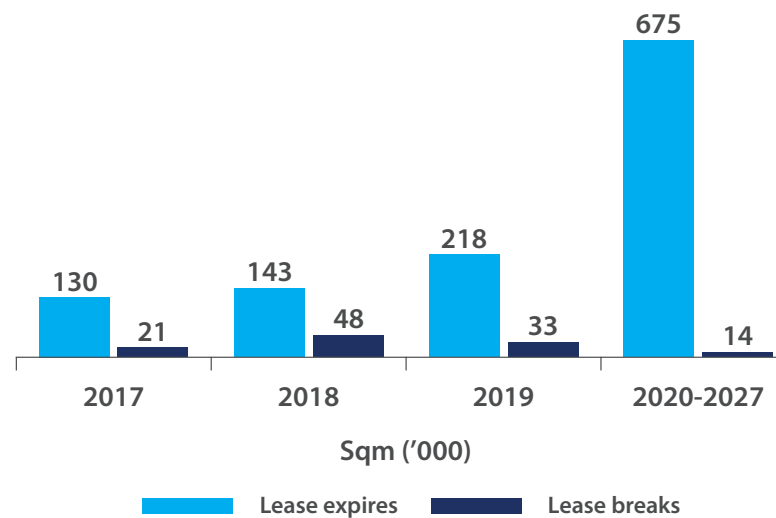


# LEASING UPDATE

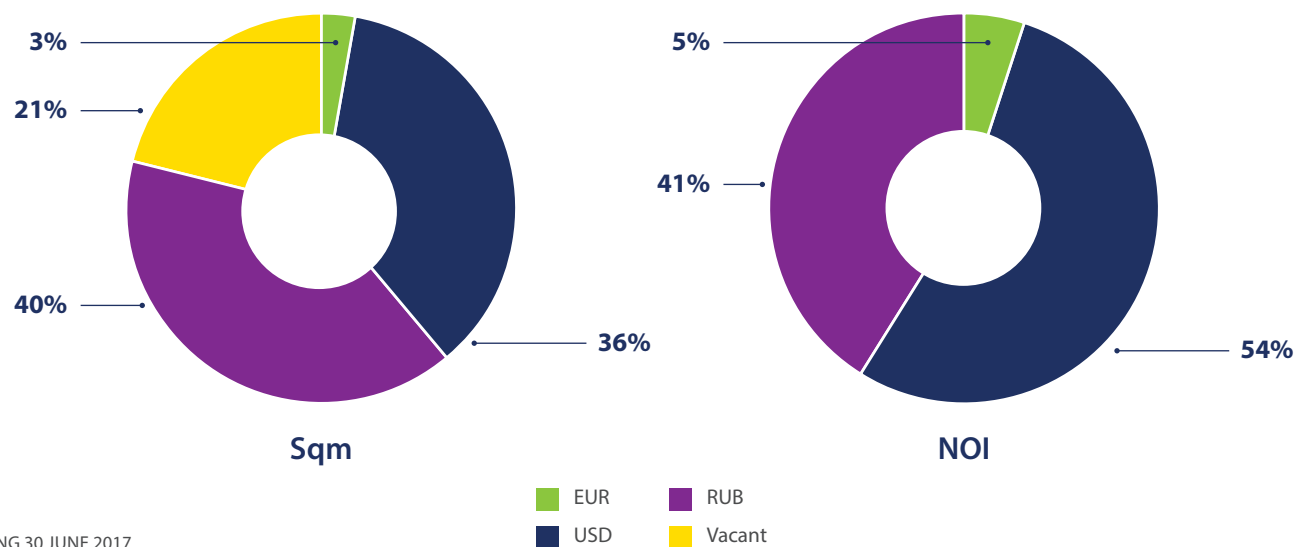
Occupancy by region



Lease Expiries, Space ('000 sqm)



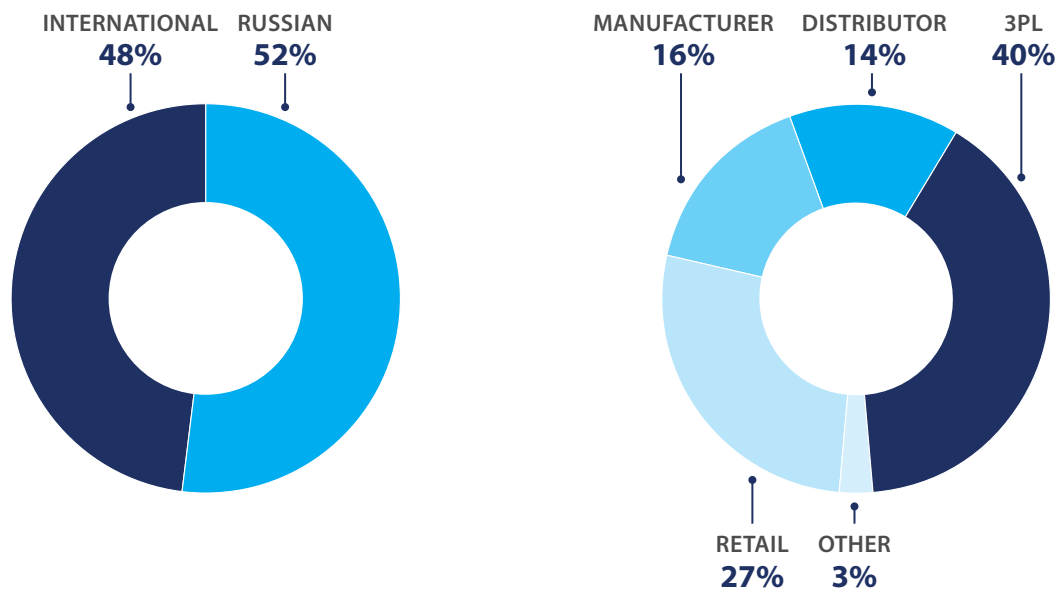
Currency exposure of leases



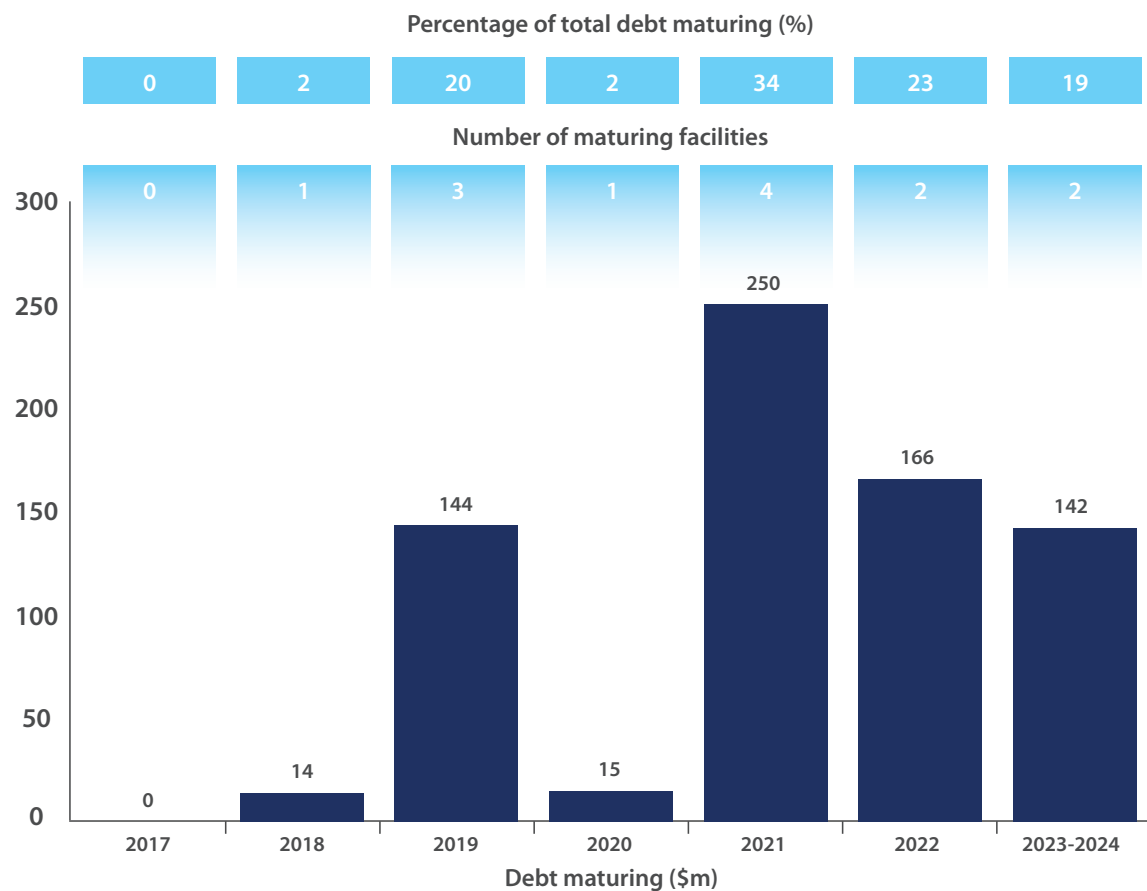
# TENANT MIX

AT 30 JUNE 2017

## By Sector



# DEBT SUMMARY



## Highlights:

- Average cost of debt 7.7%
- Weighted average term to maturity of 4 years
- All facilities US Dollar denominated



# ACQUISITIONS - ST PETERSBURG

☪ Three high quality income producing assets:

- Gorigo logisitcs warehouse
- Kellermann office building
- Premium office building

☪ Deal completed April 2017

☪ Rub 4.9 billion consideration

☪ 16% initial yield

☪ Equivalent of USD 13.8 million of income over the next 12 months

# CAPITAL STRUCTURE AT 31 JULY 2017

Ordinary Shares	667,465,439
Irredeemable Preference Shares (12p annual dividend)	98,998,046
Convertible Redeemable Preference Shares (6.5p annual dividend)	198,455,862
Warrants (strike @ 25p, expiry in 2019)	11,086,965

Institutional and Directors' Shareholdings	Ordinary		Preference		Convertible Redeemable Preference		Warrant	
	number	%	number	%	number	%	number	%
Invesco Perpetual	214,525,036	32.1	41,803,518	42.2	42,118,860	21.2		
Woodford IM	93,938,346	14.1	8,196,481	8.3	87,969,298	44.3		
Schroder Investment	66,276,615	9.9						
JO Hambro	63,103,583	9.5						
Raven Russia Directors & EBT	61,013,400	9.1	9,871,419	10.0	10,597,349	5.3	7,385	0.1
Old Mutual Global Investors	28,186,069	4.2	1,291,429	1.3	46,315,789	23.4		
Ruffer	20,024,787	3.0	1,551,738	1.6				
Legal & General	10,416,577	1.6						
Progressive Capital Partners	9,866,906	1.5			2,900,000	1.5		
Black Rock	7,994,358	1.2	274,831	0.2				
NBIM	5,552,279	0.8						
Aberdeen AM	4,484,851	0.7						
<b>Subtotal</b>	<b>585,382,807</b>	<b>87.7</b>	<b>62,989,416</b>	<b>63.6</b>	<b>189,901,296</b>	<b>95.7</b>	<b>7,385</b>	<b>0.1</b>
Others	82,082,632	12.3	36,008,630	36.4	8,554,566	4.3	11,079,580	99.9
<b>TOTAL</b>	<b>667,465,439</b>	<b>100%</b>	<b>98,998,046</b>	<b>100%</b>	<b>198,455,862</b>	<b>100%</b>	<b>11,086,965</b>	<b>100%</b>

# CONVERTIBLE REDEEMABLE PREFERENCE SHARES

On 3 July 2017 the Company issued 89,766,361 New Convertible preference shares. The shares are listed on The International Stock Exchange and trade on the SETSqx platform of the London Stock Exchange.

Total in issue	198,455,862
Ticker*	RUSC
Fixed cumulative preferential annual dividend	6.5 pence (cash, quarterly)
Current conversion rate**	1.779 Ordinary Shares (RUS) for each RUSC
Final redemption date	7 July 2026
Redemption premium	35p

\*The New Convertible Preference Shares will initially trade under the ticker "RUC2" with ISIN GG00BYPB9J77 up to and including 29 September 2017 after which they will trade, together with the Existing Convertible Preference Shares, under the ticker "RUSC" with ISIN GG00BYVFCC74.

\*\*Full details in Articles of Incorporation available on [www.ravenrussia.com](http://www.ravenrussia.com)

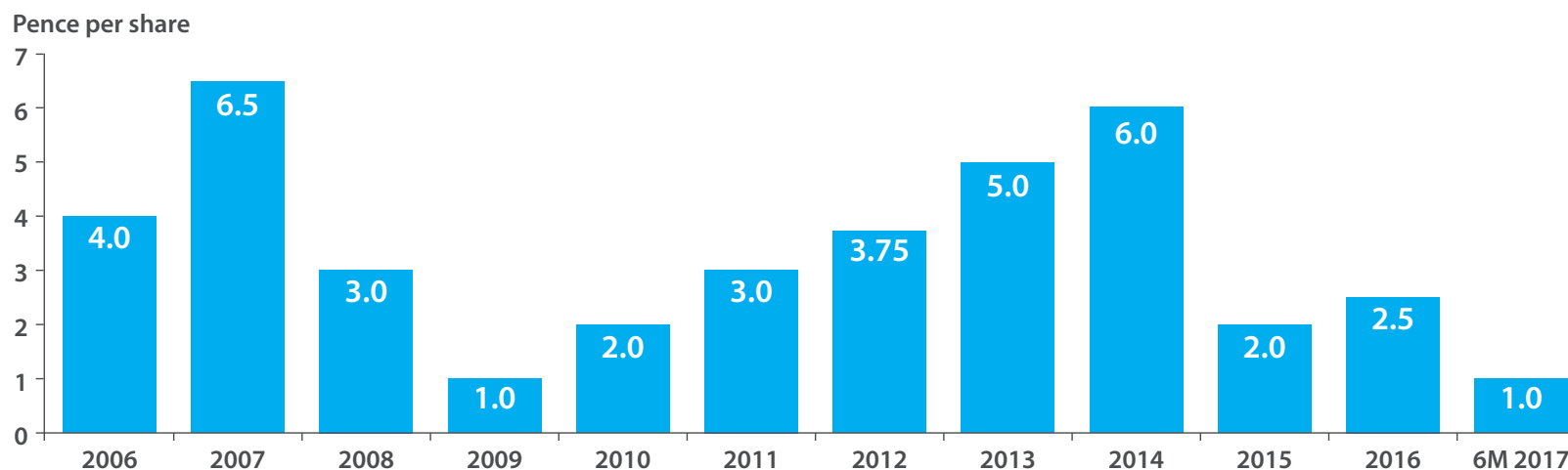


# DISTRIBUTIONS

## Ordinary and Preference shares cash payments per annum, US\$ '000

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	6M 2017	Total
Ordinary	17,075	31,081	50,923	4,048	11,996	25,107	30,740	38,581	68,928	41,906	7,988	–	328,373
Preference				19,226	24,599	25,973	31,570	36,424	18,225	17,156	15,088	7,108	195,369
Convertible preference											4,349	4,502	8,851
<b>Total</b>	<b>17,075</b>	<b>31,081</b>	<b>50,923</b>	<b>23,274</b>	<b>36,595</b>	<b>51,080</b>	<b>62,310</b>	<b>75,005</b>	<b>87,153</b>	<b>59,062</b>	<b>27,425</b>	<b>11,611</b>	<b>532,594</b>

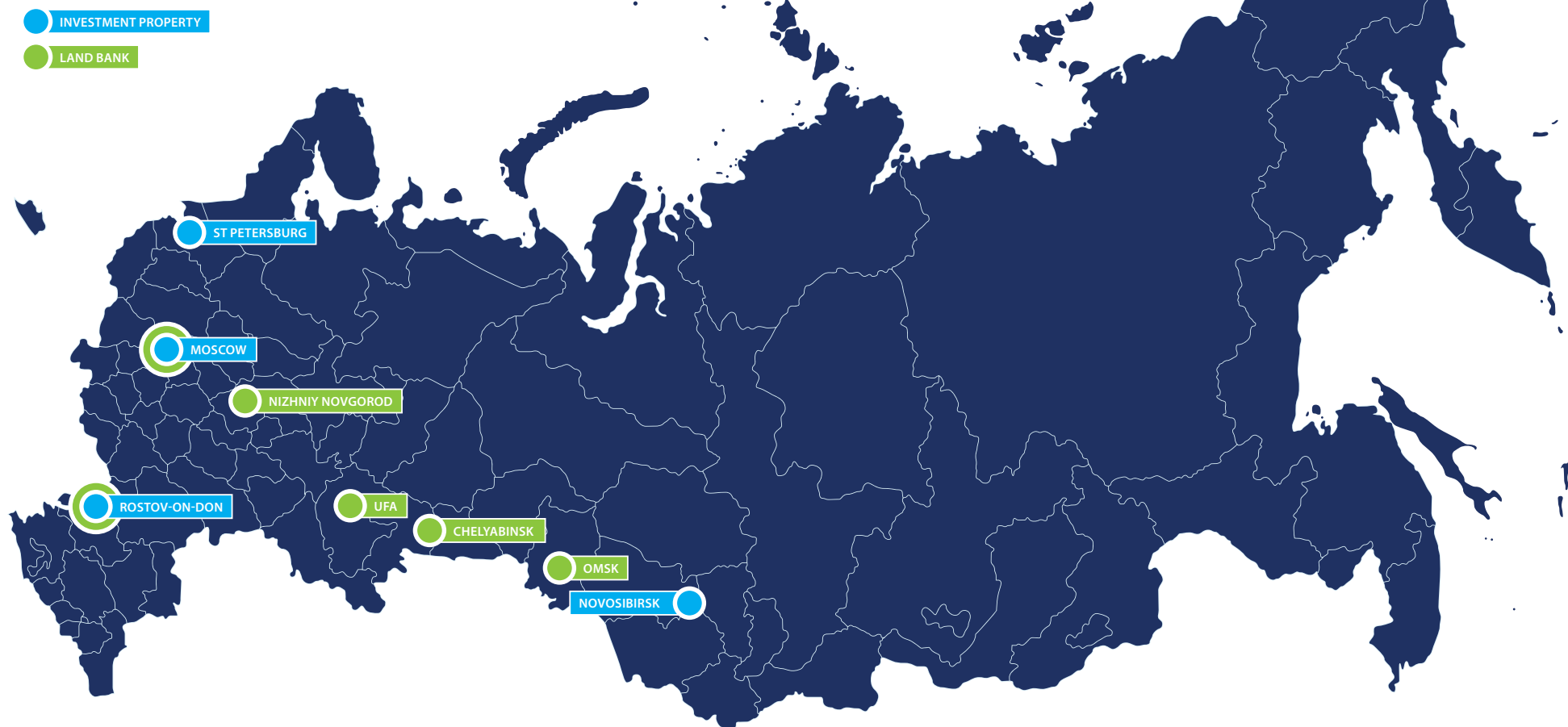
## Distributions declared on Ordinary shares, pence per share



Share buy backs	Oct-10	Nov-11	2012	2013	2014	2015	2016	6M 2017	Total to date
Number of ordinary shares purchased	8,677,910	4,406,122	27,293,896	32,194,378	52,062,521	37,495,681	14,705,997	14,314,798	<b>191,151,303</b>

# THE PORTFOLIO

## RUSSIAN FEDERATION



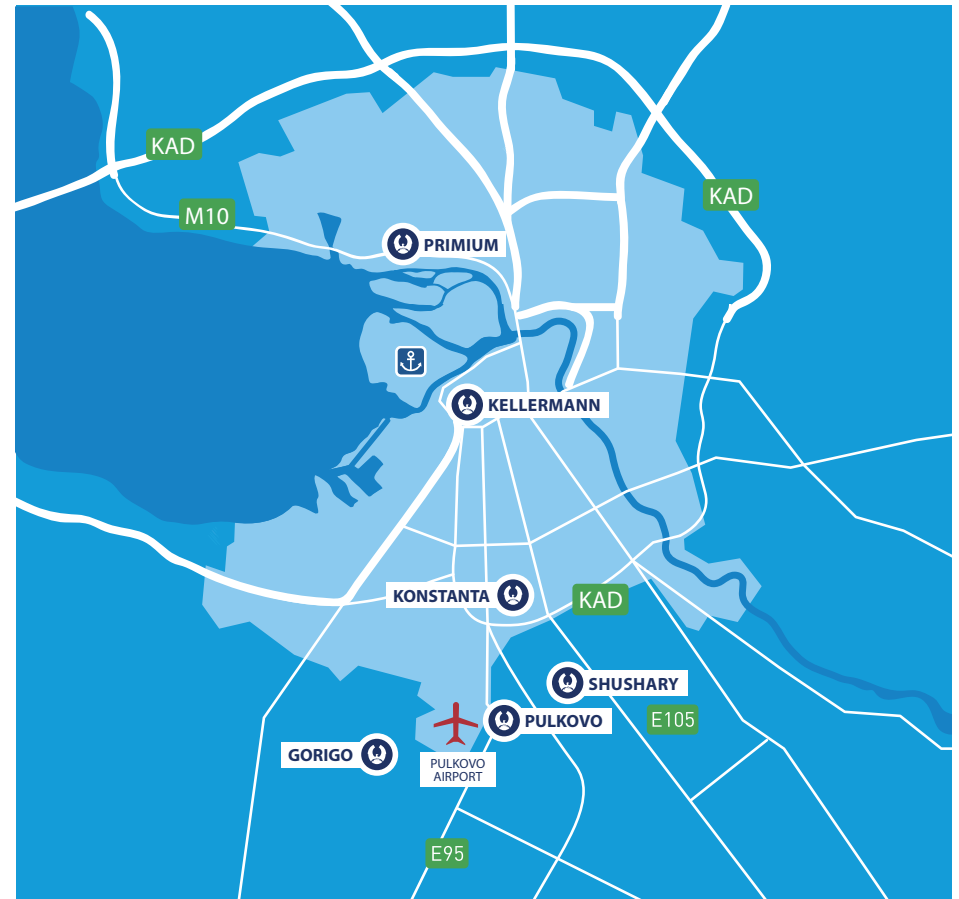


# PORTFOLIO REVIEW

## Moscow



## St Petersburg





# Warehouses



## Pushkino, Moscow

### DESCRIPTION

Grade A Logistics Warehouse Complex

### KEY TENANTS

- DHL
- Itella
- Makita
- Megapolis

### GLA

213,700 sqm

### LOCATION

The property is located on the Yaroslavskoe Highway, approximately 15km from the MKAD in the northeastern part of Moscow Region.







## Istra, Moscow

### DESCRIPTION

Grade A Logistics Warehouse Complex

### KEY TENANTS

- DSV Solutions
- Azbuka Vkusa
- Major Terminal
- Danom
- Bacardi

### GLA

206,100 sqm

### LOCATION

The property is directly adjacent to the Nova Riga highway, approximately 50km from Moscow city centre, 41km from the MKAD and 8km from the Betonka A107 motorway.







## Noginsk, Moscow

### DESCRIPTION

Grade A Logistics Warehouse  
Complex with 26ha of land suitable  
for construction

### KEY TENANTS

- X5 Retail Group
- Dixy
- Sportmaster
- ID Logistics

### GLA

203,800 sqm

### LOCATION

The property is located approximately 55km from the city centre, 44km from the MKAD and 3km from the Betonka A107 motorway. Access is from the Volga highway, which links Moscow to Nizhniy Novgorod. A rail spur serves the site.







## Klimovsk, Moscow

### DESCRIPTION

Grade A Logistics Warehouse Complex

### KEY TENANTS

- Gradient
- Private Trade (Kupi VIP)
- TM Project (Marvel)
- Danone
- FARM

### GLA

157,500 sqm

### LOCATION

The property is located to the south of Moscow, approximately 21km from the MKAD in the town of Klimovsk. The project is a short distance from the M2 Simferopolskoye highway, a major route to the south of Moscow.







## Shushary, St Petersburg

### DESCRIPTION

Grade A Logistics Warehouse Complex

### KEY TENANTS

- RosLogistics
- Dixy
- Officemag Sbp
- Lear
- Bbraun
- Amway

### GLA

147,900 sqm

### LOCATION

The property is located in the Shushary District of St. Petersburg, approximately 15km south of the city centre and 5km from the St Petersburg ring road (KAD) on a motorway linking St. Petersburg to Moscow, close to Pulkovo International airport.







## Novosibirsk

### DESCRIPTION

Grade A Logistics Warehouse Complex

### KEY TENANTS

- Pepsi
- Sportmaster
- Wildberries
- Roust Russia
- Elektrosystem
- OSG
- Metro

### GLA

121,000 sqm

### LOCATION

The property is located on Petukhova Street in the south of the city of Novosibirsk, close to the M51 highway to Moscow, with a rail spur serving the site.







## Krekshino, Moscow

### DESCRIPTION

Grade A Logistics Warehouse Complex

### KEY TENANTS

- Itella
- Gorenje

### GLA

117,700 sqm

### LOCATION

The property is located in Moscow about 40km to the south west of the city centre, 24km from the MKAD, between the Minsk and Kiev highways. Vnukovo airport, one of the largest airports in Moscow, is located within 15km of the complex.







## Rostov-on-Don

### DESCRIPTION

Grade A Logistics Warehouse Complex with 27ha of land suitable for construction

### KEY TENANTS

- Auchan
- Elektrosystem
- Mars
- Mir Instrumenta
- Mobis Parts CIS
- Tarkett

### GLA

100,700 sqm

### LOCATION

The scheme is located on the Federal Highway M4 to Moscow, approximately 10km from the city centre and 7km from the airport.







## Gorigo, St Petersburg

### DESCRIPTION

Grade A Logistics Warehouse Complex

### KEY TENANTS

- Otis
- Philipp Morris
- DB Schenker
- Simba Toys
- Orimi

### GLA

84,800 sqm

### LOCATION

The property is located south of St Petersburg close to Pulkovo International Airport, just 2 km away from the Ring Road and Tallin highway, which provides easy access to the city.







## Nova Riga, Moscow

### DESCRIPTION

Grade A Logistics Warehouse Complex with 25ha of land suitable for construction

### KEY TENANTS

- Pernod Ricard
- McKenzie

### GLA

67,400 sqm

### LOCATION

The property is directly adjacent to the Nova Riga highway allowing easy access to the centre of Moscow, 25km from the MKAD and 5km from the Betonka A107 motorway.







## Lobnya, Moscow

### DESCRIPTION

Grade A Logistics Warehouse Complex

### KEY TENANTS

- Nippon Express
- RosLogistics

### GLA

52,300 sqm

### LOCATION

The property is located on the Rogachevckoe highway approximately 35km to the north of the Moscow city centre, 20km from the MKAD and 10km north-east of Sheremetyevo airport.







## Sholokhovo, Moscow

### DESCRIPTION

Grade A Logistics Warehouse Complex

### KEY TENANT

- RosLogistics

### GLA

45,300 sqm

### LOCATION

The property is located in Myitischensky District of the Moscow Region, on the Dmitrovskoe highway, approximately 16km from the MKAD, and 15km from Sheremetyevo airport.







## Pulkovo, St Petersburg

### DESCRIPTION

Grade A Logistics Warehouse Complex

### KEY TENANTS

- SKL irts
- OSG
- Edil Import
- UPM

### GLA

36,700 sqm

### LOCATION

The property is located to the south of the city centre on Pulkovskoe highway forming part of the Finland-Russia-Ukraine corridor and in close proximity to the Ring Road (KAD) and 2km from Pulkovo International airport.



## Southern, Moscow

### DESCRIPTION

Grade A Logistics Warehouse Complex

### KEY TENANTS

- Lindex
- A&D Rus
- L'Occitane
- Stomatorg

### GLA

14,100 sqm

### LOCATION

The property is located in an industrial area of the Southern administrative district of Moscow, approximately 10km from the city centre, around 1km from the Varshavskoye highway and 5km from the MKAD.



# Offices



## Kellermann, St Petersburg

### DESCRIPTION

High quality Office Complex

### KEY TENANTS

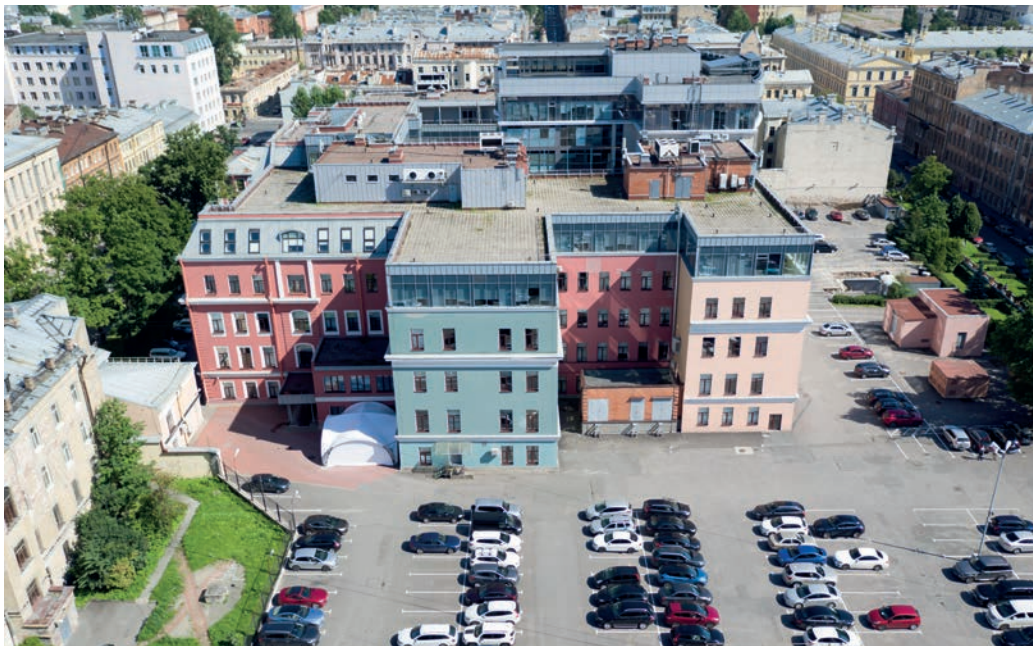
- Oracle Development
- Baltiyskiy Leasing
- Melon Fashion
- MAERSK

### GLA

21,500 sqm

### LOCATION

The property is located in historical centre of St Petersburg in Admiralteyskiy district, 15 min drive from the Nevskiy prospect.







## Primium, St Petersburg

### DESCRIPTION

Class A Office Complex

### KEY TENANT

- YIT

### GLA

11,100 sqm

### LOCATION

The property is located north-west of St Petersburg in Primorskiy district, close to the new Gazprom headquarters.



## Konstanta, St Petersburg

### DESCRIPTION

Grade B+ office building

### KEY TENANT

- LenEnerg

### GLA

15,800 sqm

### LOCATION

The Konstanta office is located on Leninsky Prospekt in the Moskovskiy district of St. Petersburg, approximately 8km to the south of the city centre. The property is a modernised administrative building, which was converted in 2005 to provide an eight storey, self contained office building for Lenenergo.

# CORPORATE HISTORY





## Disclaimer

Certain financials, statements, beliefs and opinions in this document are forward-looking, and reflect the Company's or, as appropriate, the Company's directors' current expectations and projections about future events, which reflect various assumptions made by the Company. These assumptions may or may not prove to be correct and no representation is made as to the accuracy of such statements, financials, estimates, predictions and projections. By their nature, forward-looking statements involve known and unknown risk and uncertainty because they relate to future events and circumstances. These risks, uncertainties and assumptions could adversely affect the outcome and financial effects of the plans and events described herein. Forward-looking statements contained in this document regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. The Company does not undertake any obligation to update or revise any forward-looking statements in this document, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward-looking statements, which speak only as of the date of this document.

No reliance may be placed for any purposes whatsoever on the information contained in this document or on its completeness. No representation or warranty, express or implied, is given by or on behalf of the Company or any of its directors, officers or employees or any other person as to the accuracy or completeness of the information or opinions contained in this document and no liability whatsoever is accepted by the Company or its affiliates, advisers, agents, directors, officers or employees nor any other person for any loss howsoever arising, directly or indirectly, from any errors or omissions of information or use of such information or opinions or otherwise arising in connection therewith.



