



RAVEN PROPERTY GROUP LIMITED

Results for the 12 months ending 31 December 2018





1

RESULTS HIGHLIGHTS

NET OPERATING
INCOME

£118.3 MILLION

UNDERLYING EARNINGS
AFTER TAX

£20 MILLION

BASIC
UNDERLYING EPS

3.12 PENCE

DILUTED NAV
PER SHARE

48 PENCE

DISTRIBUTION PER
ORDINARY SHARE
FOR THE YEAR

3 PENCE

INVESTMENT
PROPERTY (SQM)

1.9 MILLION

INVESTMENT
PROPERTY VALUE

RUB 105.5
BILLION

ACQUISITIONS
DURING THE YEAR

123,200 SQM

AVERAGE
WAREHOUSE RENT

RUB 4,900
PER ANNUM PER SQM

PORTFOLIO
OCCUPANCY TODAY

90%

KEY FINANCIALS

Income Statement for the 12 months ended:

	31 December 2018	31 December 2017
Net Rental and Related Income (£m)	118.3	129.7
Underlying Earnings after tax (£m)	20.0	43.4
Underlying basic EPS (pence)	3.12	6.54
Revaluation (deficit) / surplus (£m)	(121.0)	28.2
IFRS (loss) / profit after tax (£m)	(120.7)	43.1
Distribution per share (pence)	3.0	4.0

Balance Sheet at:

	31 December 2018	31 December 2017
Investment property Market Value (RUB bln)	105.5*	91.8
IFRS fully diluted NAV per share (pence)	48	59

*Includes 2018 acquisitions

PORTFOLIO SUMMARY

AT 31 DECEMBER 2018

Operating properties						
Location		Land	GLA	2018 NOI	Area let (excluding LOI)	Occupancy Year End
		Ha	'000 sqm	£m	'000 sqm	%
Grade A warehouses						
Moscow	Sever	49	253.8	8.0	220.8	87%
	Pushkino	35	213.5	11.6	200.3	94%
	Istra	33	206.0	17.5	191.2	93%
	Noginsk	44	203.8	18.0	157.6	77%
	Klimovsk	26	157.2	11.2	152.3	97%
	Krekshino	22	117.9	12.3	117.1	99%
	Nova Riga	13	68.0	1.1	34.2	50%
	Lobnya	10	52.1	0.2*	51.5	99%
	Sholokhovo	7	45.1	0.1	36.1	80%
	Southern	2	14.0	0.5	11.1	79%
		241	1,331.4	80.5	1,172.2	88%
St Petersburg	Shushary	26	148.0	5.0*	147.9	100%
	Gorigo	19	87.3	2.6	58.1	67%
	Pulkovo	5	36.8	1.8	32.5	88%
		50	272.1	9.4	238.5	88%
Regions	Novosibirsk	18	120.8	6.6*	117.0	97%
	Rostov on Don	19	101.5	4.5*	92.2	91%
	N. Novgorod	11	64.4	0.1	64.4	100%
		48	286.7	11.2	273.6	95%
Sub-Total Warehouse		339	1,890.2	101.1	1,684.3	89%
Offices						
St Petersburg	Kellerman	2	22.0	3.1	21.8	99%
	Constanta	1	15.8	1.8	15.8	100%
	Primium	0	11.2	3.8	10.2	91%
Sub-Total Office		3	49.0	8.7	47.8	98%
Total Let		342	1,939.2	109.8*	1,732.1	89%

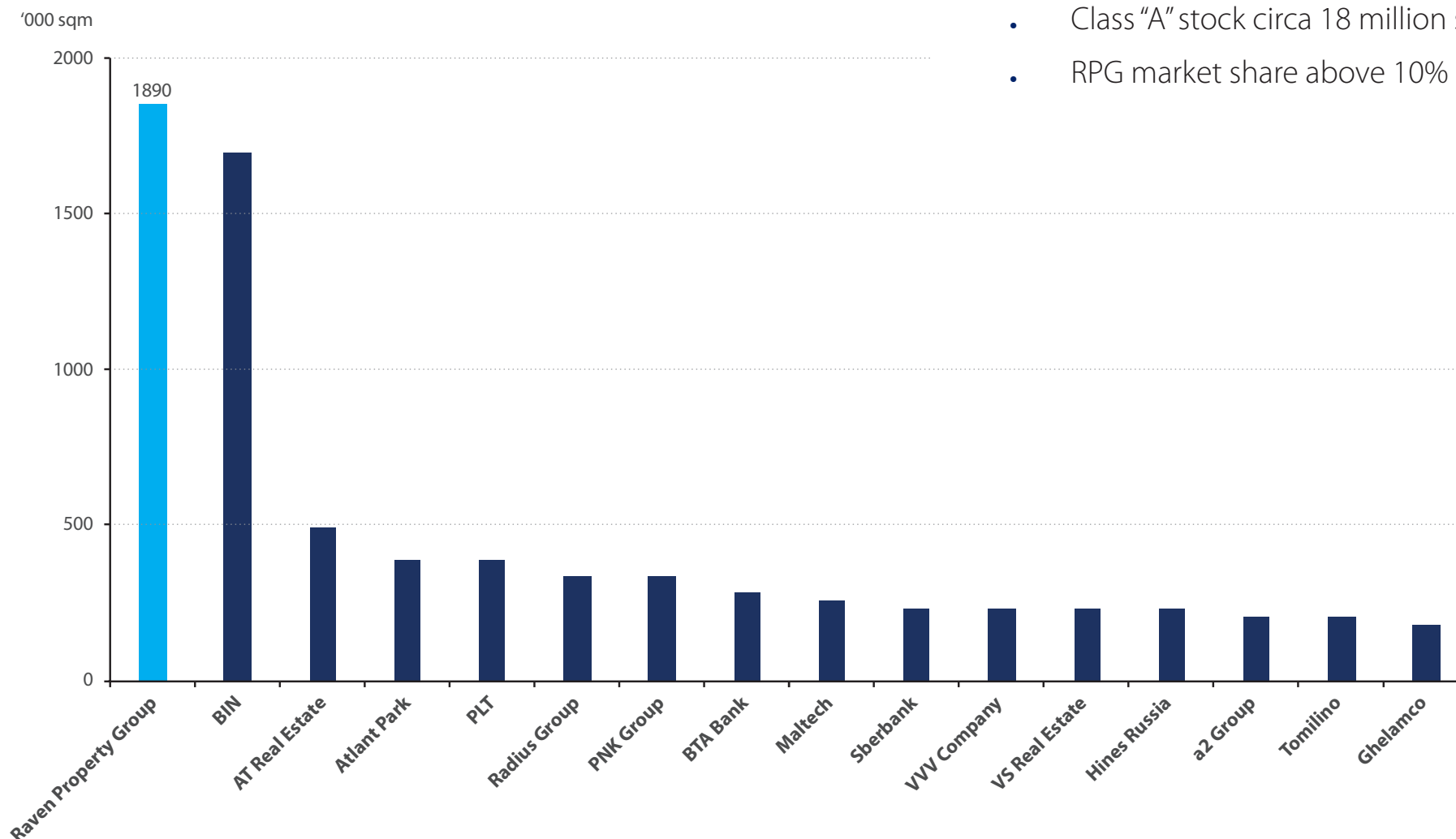
Land Bank		
Location	Land	
	Ha	
Additional Phases		
Moscow	Lobnya	6
	Noginsk	26
	Nova Riga	25
Regions	Rostov on Don	27
	N. Novgorod	22
	106	
Land Bank		
Regions	Omsk	19
	Omsk II	9
	N. Novgorod	44
		72
Total		178

*Excluding space let to Roslogistics



PRIME WAREHOUSE MARKET SHARE, RUSSIA

Prime warehouse market players in Russia



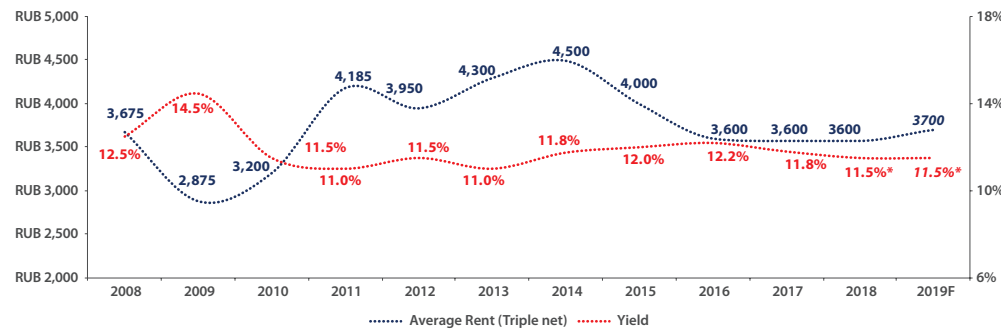
Highlights:

- Class "A" stock circa 18 million sqm
- RPG market share above 10%

PRIME WAREHOUSE MARKET UPDATE

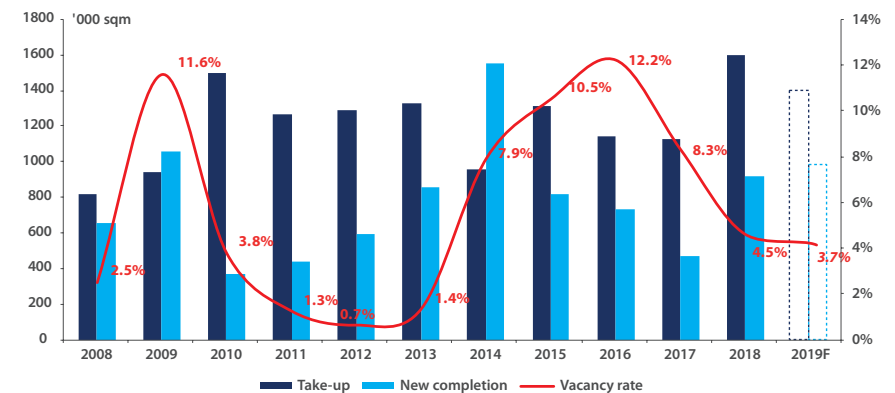
Moscow

Rents and Yields



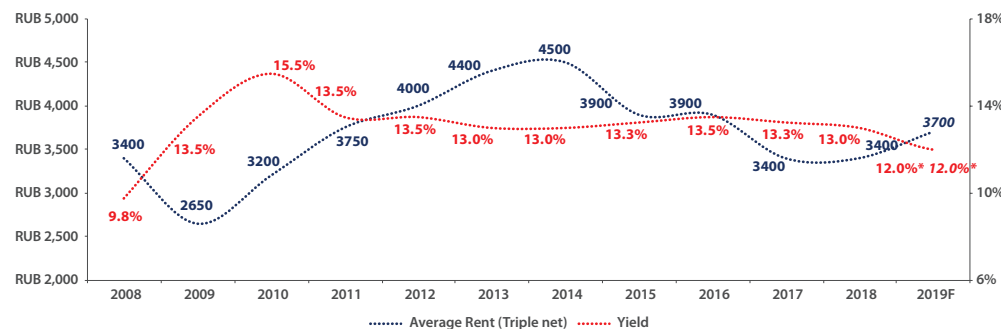
*Average of JLL's yield range of 10.75%-12.25%

Supply vs Demand and Vacancy dynamics



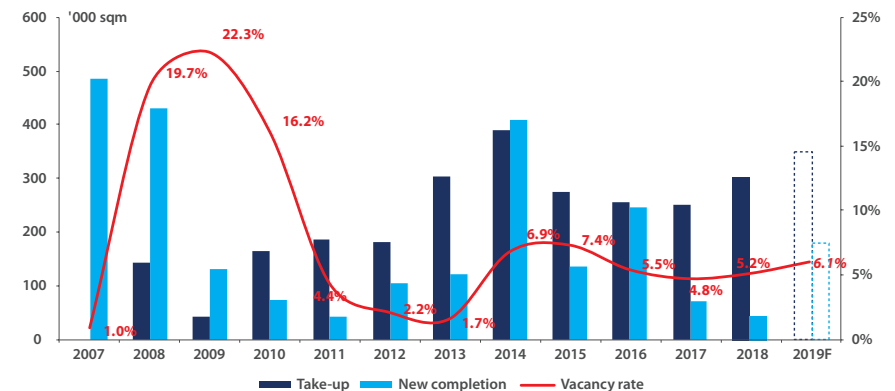
St Petersburg

Rents and Yields



*Average of JLL's yield range of 11.25%-13.25%

Supply vs Demand and Vacancy dynamics



Source: JLL Research Q4 2018

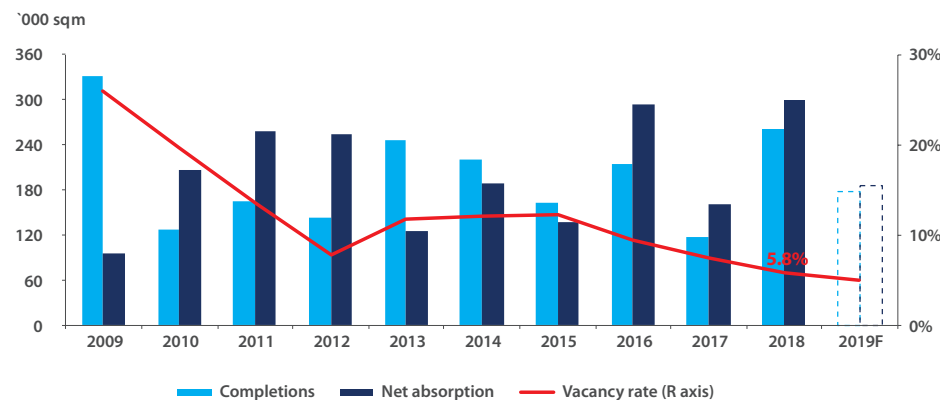
RESULTS FOR THE 12 MONTHS ENDING 31 DECEMBER 2018

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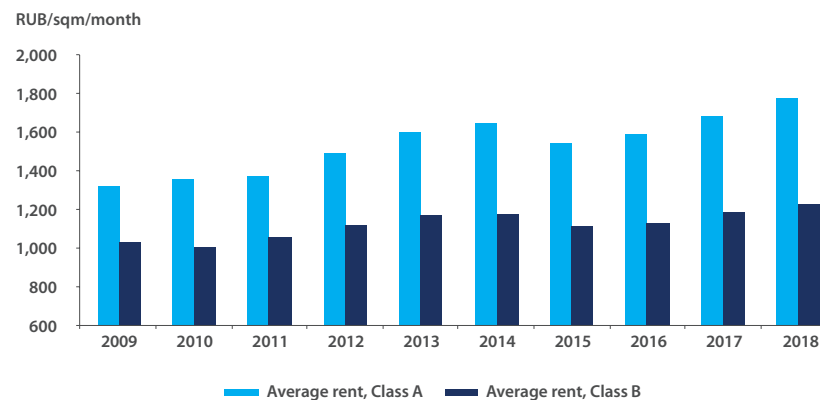
OFFICE MARKET UPDATE, ST PETERSBURG

	Class A	Class B	Total
Modern office stock, sqm	1,151,017	2,241,202	3,392,219
Completions, sqm	218,670	41,114	259,784
Net absorption, sqm	234,940	63,280	298,220
Vacancy rate, %	3.5%	7.0%	5.8%
Average rent, RUB/sq m/month (All in)	1790	1235	
Prime yields	9.25-11.25%		

Supply vs Demand and Vacancy dynamics

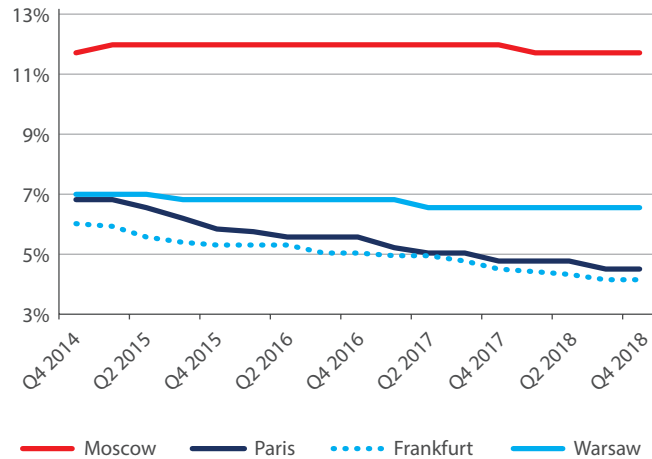


Rental Growth

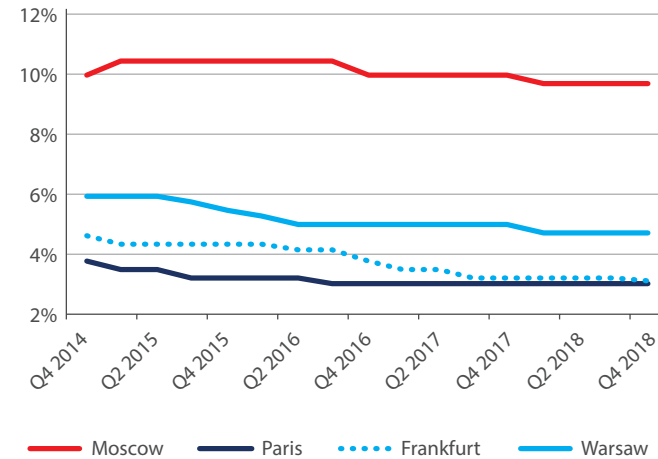


EUROPEAN COMPARISON

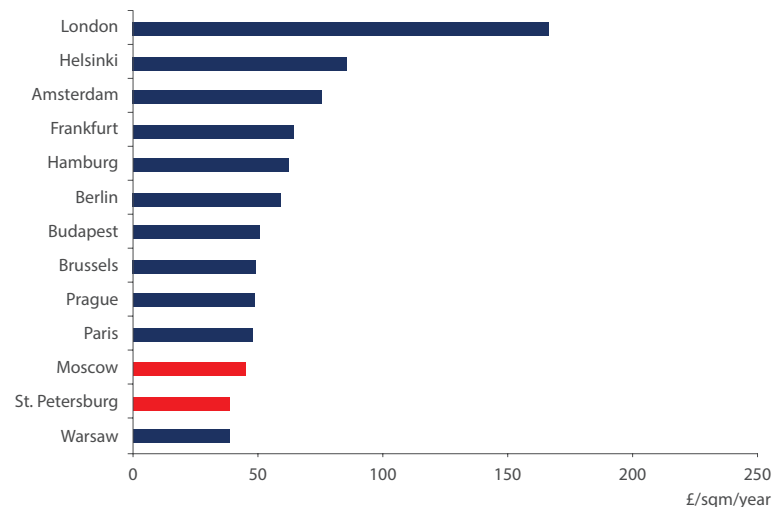
Warehouse yields



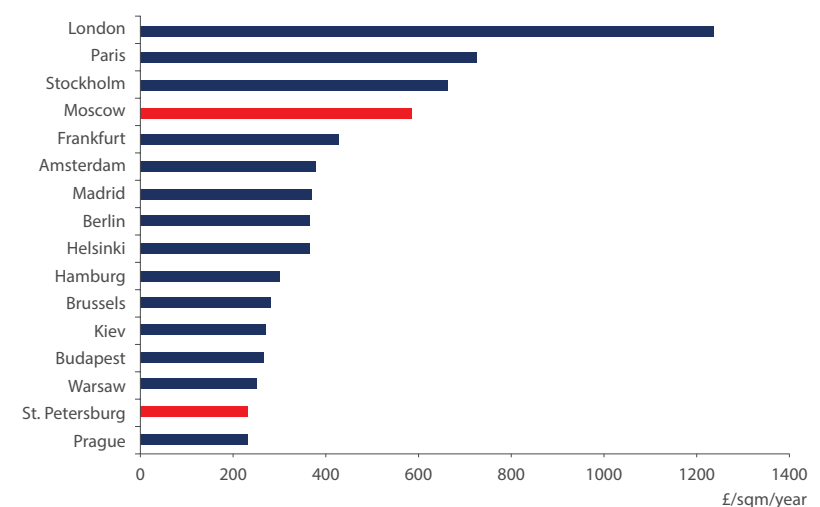
Office yields



Warehouse Rents*



Office Rents*



Source: JLL Research Q4 2018; *\$ rents converted to £ at 31 Dec 2018 FX rate of 1.274

RESULTS FOR THE 12 MONTHS ENDING 31 DECEMBER 2018

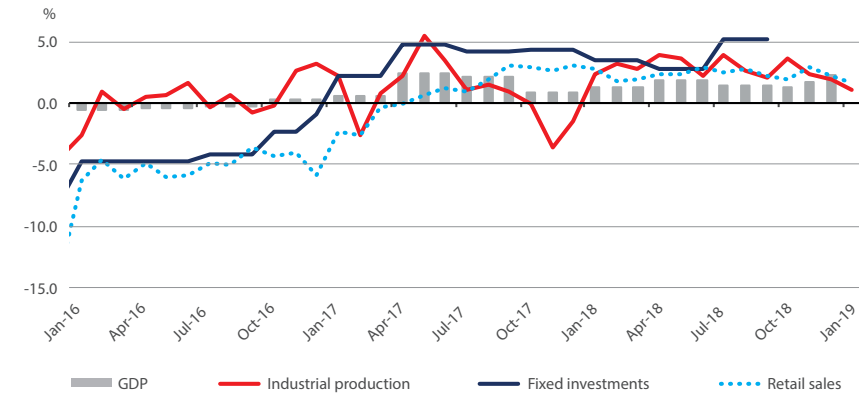
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RUSSIAN ECONOMY UPDATE

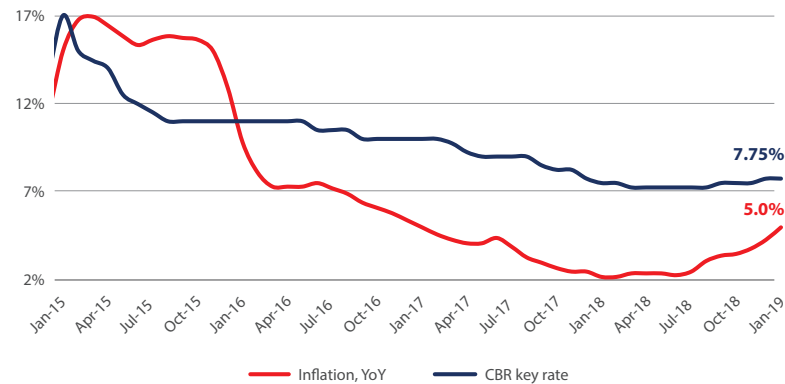
Highlights:

- Inflation at expected peak
- Central Bank rates expected to lower
- Infrastructure investment push
- Sanctions overhang weighs on RUB exchange rate

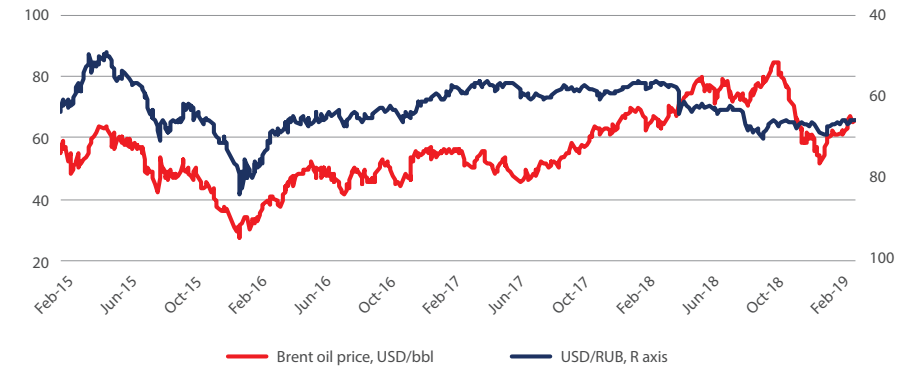
Russian real sector indicators, YoY real growth



Russian CPI and Policy Rate



USD/RUB and Brent



LEASING HIGHLIGHTS

- 🦅 Portfolio occupancy of 89% at 31 December 2018, rising to 90% today with a further 1% of LOIs
- 🦅 Weighted average terms of RUB leases of 4.5 years
- 🦅 Average RUB rent of RUB 4,900 per sqm
- 🦅 26% of warehouse gross lettable area USD denominated leases
- 🦅 Weighted average term of USD leases of 2.1 years

LEASING UPDATE: MATURITIES

Warehouses

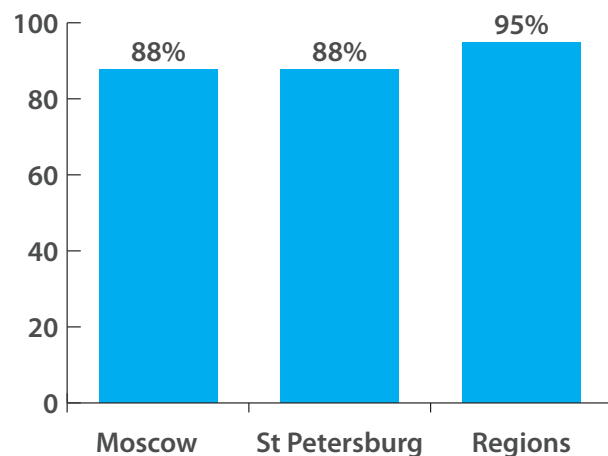
'000 sqm	2018	2019	2020	2021	2022-2032	Total
Maturity profile at 1 January 2018	160	251	302	236	474	1,423
Acquisitions	0	4	0	0	107	111
Subtotal	160	255	302	236	581	1,534
Renegotiated and extended	(97)	(61)	(50)	0	(37)	(245)
Maturity profile of renegotiations	0	40	9	83	113	245
Vacated/terminated	(63)	(3)	(4)	0	(16)	(86)
New Lettings	0	13	1	39	182	235
Maturity profile at 31 December 2018	0	244	258	358	823	1,683
Maturity profile with breaks	0	329	440	447	467	1,683

Offices

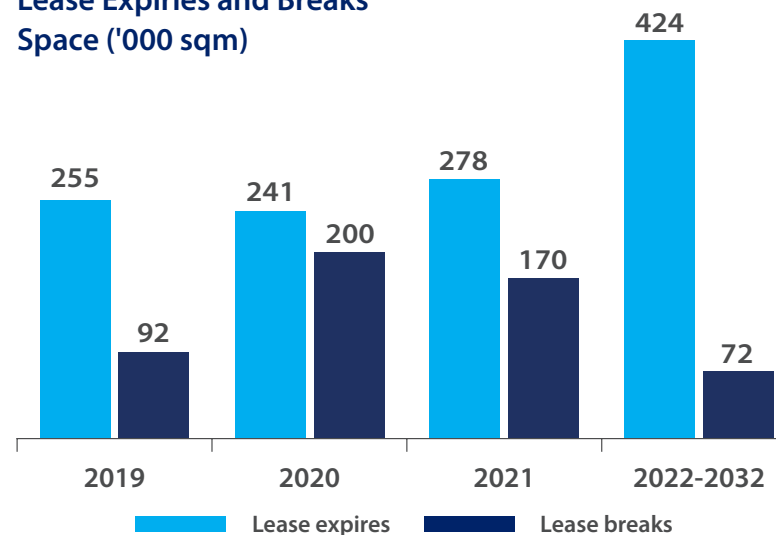
'000 sqm	2018	2019	2020	2021	2022-2032	Total
Maturity profile at 1 January 2018	9	13	6	0	21	49
Renegotiated and extended	(5)	(3)	0	0	0	(8)
Maturity profile of renegotiations	0	1	1	1	5	8
Vacated/terminated	(4)	(2)	0	0	0	(6)
New Lettings	0	2	0	0	4	6
Maturity profile at 31 December 2018	0	11	7	1	30	49
Maturity profile with breaks	0	18	1	1	29	49

LEASING UPDATE

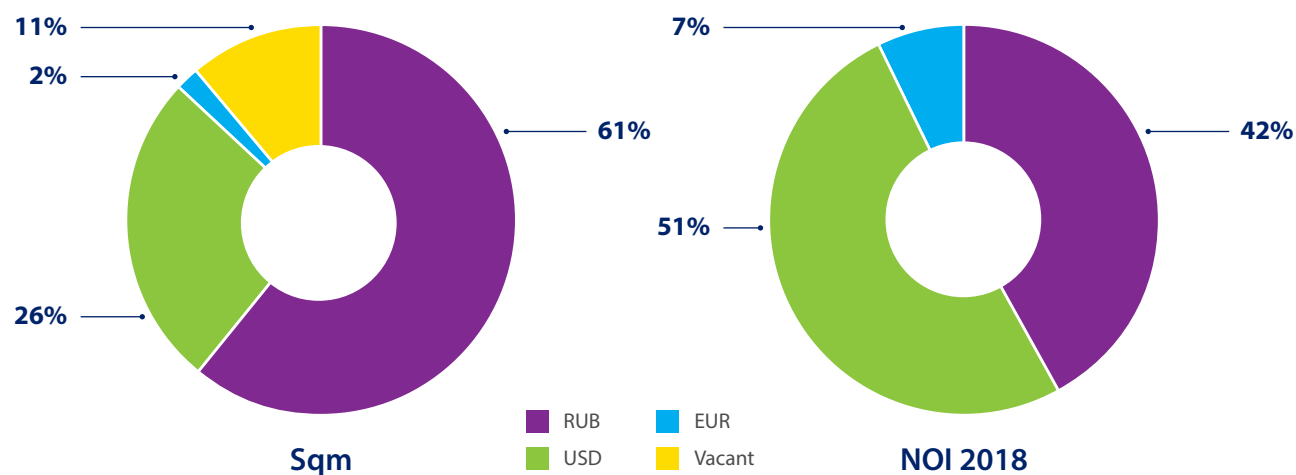
Occupancy by region



Lease Expiries and Breaks
Space ('000 sqm)



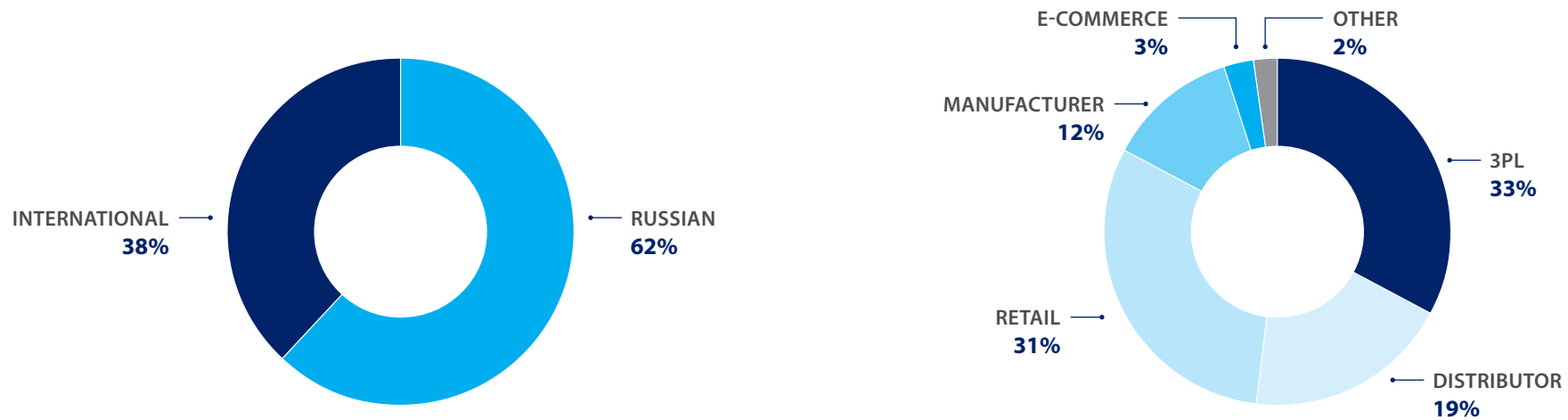
Currency exposure of leases



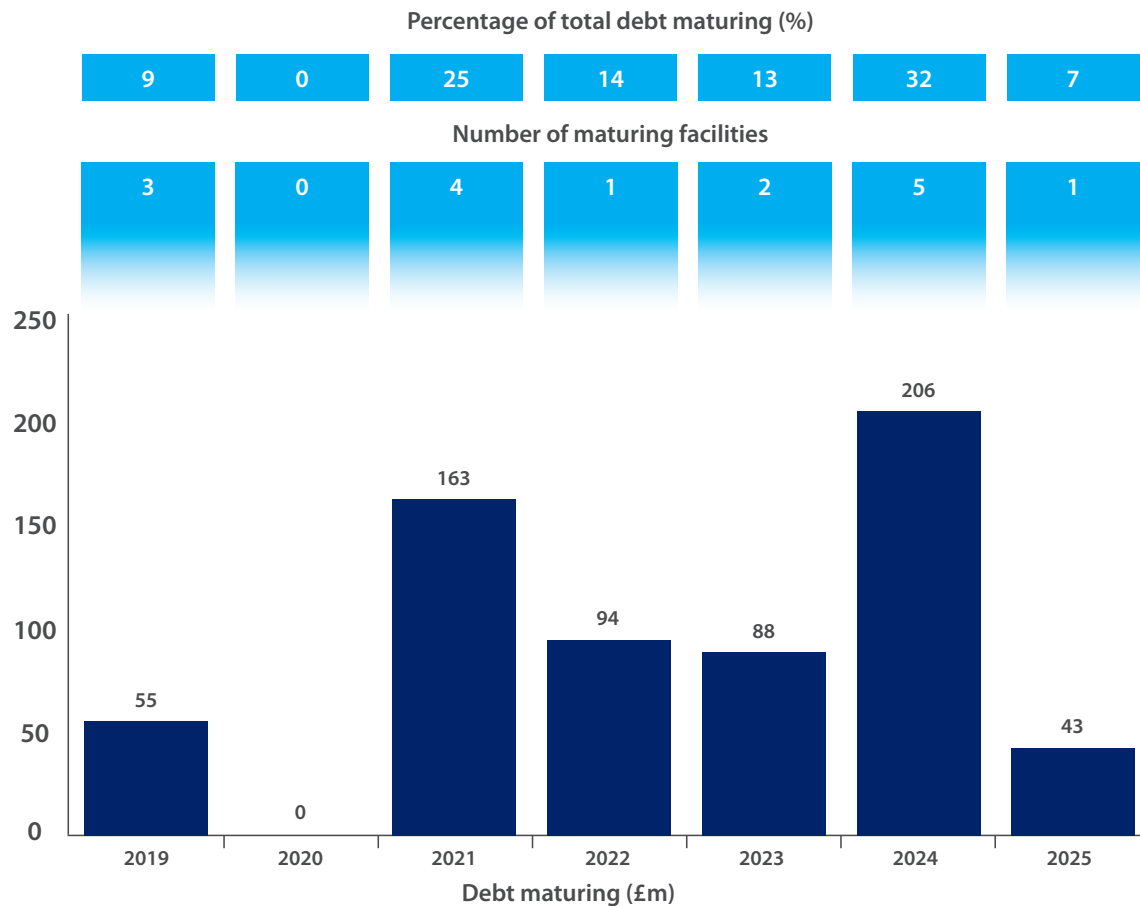
WAREHOUSE TENANT MIX

AT 31 DECEMBER 2018

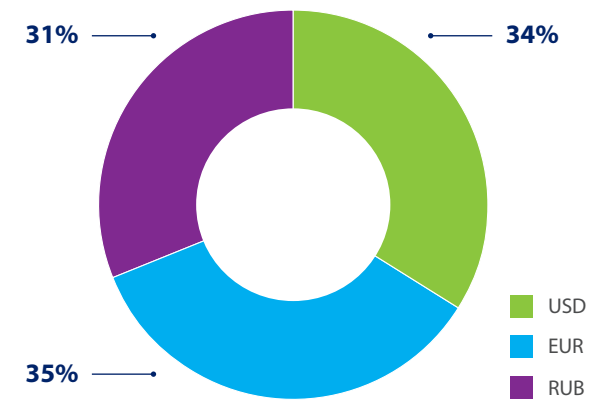
By Sector



DEBT SUMMARY



Secured facilities' currency breakdown



- Average cost of debt 7.69%
- Weighted average term to maturity of 4.0 yrs
- USD, EUR and RUB denominated facilities

CAPITAL STRUCTURE AT 31 DECEMBER 2018

Ordinary Shares	623,269,434
Irredeemable Preference Shares (12p annual dividend)	99,495,043
Convertible Redeemable Preference Shares (6.5p annual dividend)	198,189,014
Warrants (strike @ 25p, expiry in 2019)	2,448,226

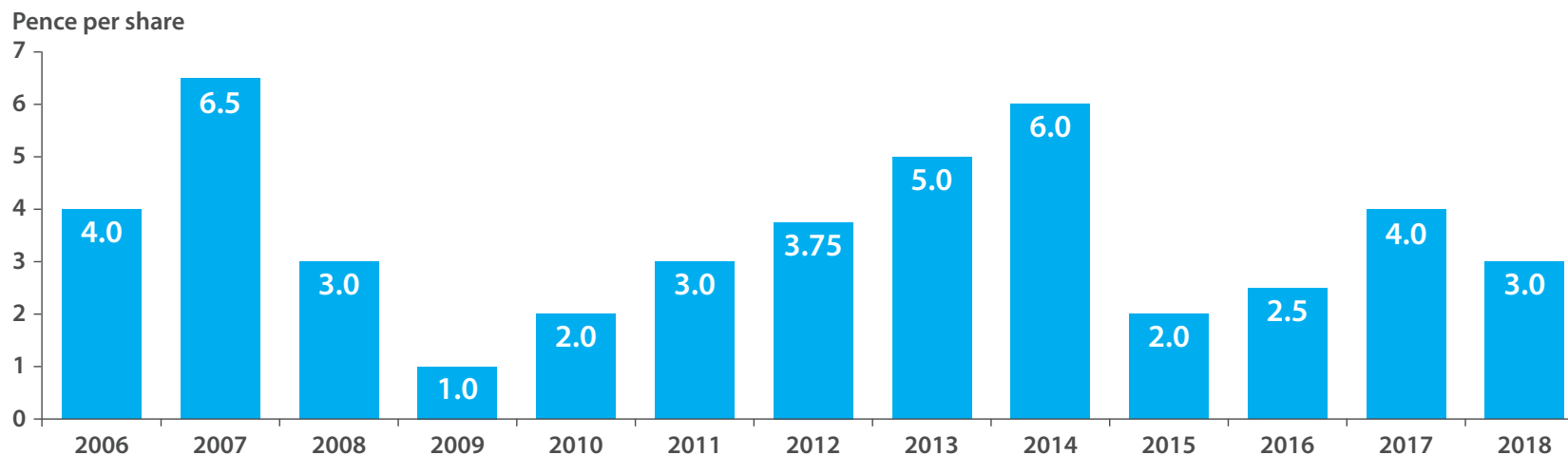
Institutional and Directors' Shareholdings	Ordinary		Preference		Convertible Redeemable Preference		Warrant	
	number	%	number	%	number	%	number	%
Invesco Perpetual	196,402,072	31.5	41,803,518	42.0	42,118,860	21.25		
Woodford IM	80,825,638	13.0	8,196,481	8.2	87,719,298	44.26		
JO Hambro	69,815,477	11.2						
Raven Property Group Directors & EBT	58,021,808	9.3	9,741,752	9.8	9,949,470	5.02		
Schroder Investment	56,644,519	9.1						
Quilter Investors	32,091,029	5.1			46,048,941	23.23		
Progressive Capital Partners	16,569,506	2.7			2,900,000	1.46		
Norges Bank Investment Mgt	9,065,020	1.5						
Legal & General	8,214,640	1.3						
Black Rock	7,066,155	1.1	260,526	0.3				
Aberdeen AM	4,710,966	0.8						
Hargreaves Lansdown	3,861,790	0.6	5,172,095	5.2	110,340	0.06	262,381	10.7
Subtotal	543,288,620	87.2	65,174,372	65.5	188,846,909	95.3	262,381	10.7
Others	79,980,814	12.8	34,320,671	34.5	9,342,105	4.7	2,185,845	89.3
TOTAL	623,269,434	100%	99,495,043	100%	198,189,014	100%	2,448,226	100%

DISTRIBUTIONS

Ordinary and Preference shares cash payments per annum, £ '000

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Total
Ordinary	9,264	15,525	27,448	2,588	7,758	15,659	19,402	24,653	41,821	27,380	5,896	11,275	28,258	236,927
Preference				12,291	15,908	16,199	19,926	23,275	11,058	11,209	11,136	11,234	11,327	143,563
Convertible preference											3,210	9,776	12,716	25,702
Total	9,264	15,525	27,448	14,879	23,665	31,858	39,328	47,928	52,879	38,589	20,242	32,285	52,301	406,192

Distributions declared on Ordinary shares, pence per share



Share buy backs	Oct-10	Nov-11	2012	2013	2014	2015	2016	2017	2018	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	21,817,729	45,802,535	244,456,769

ACQUISITIONS IN 2018

Moscow

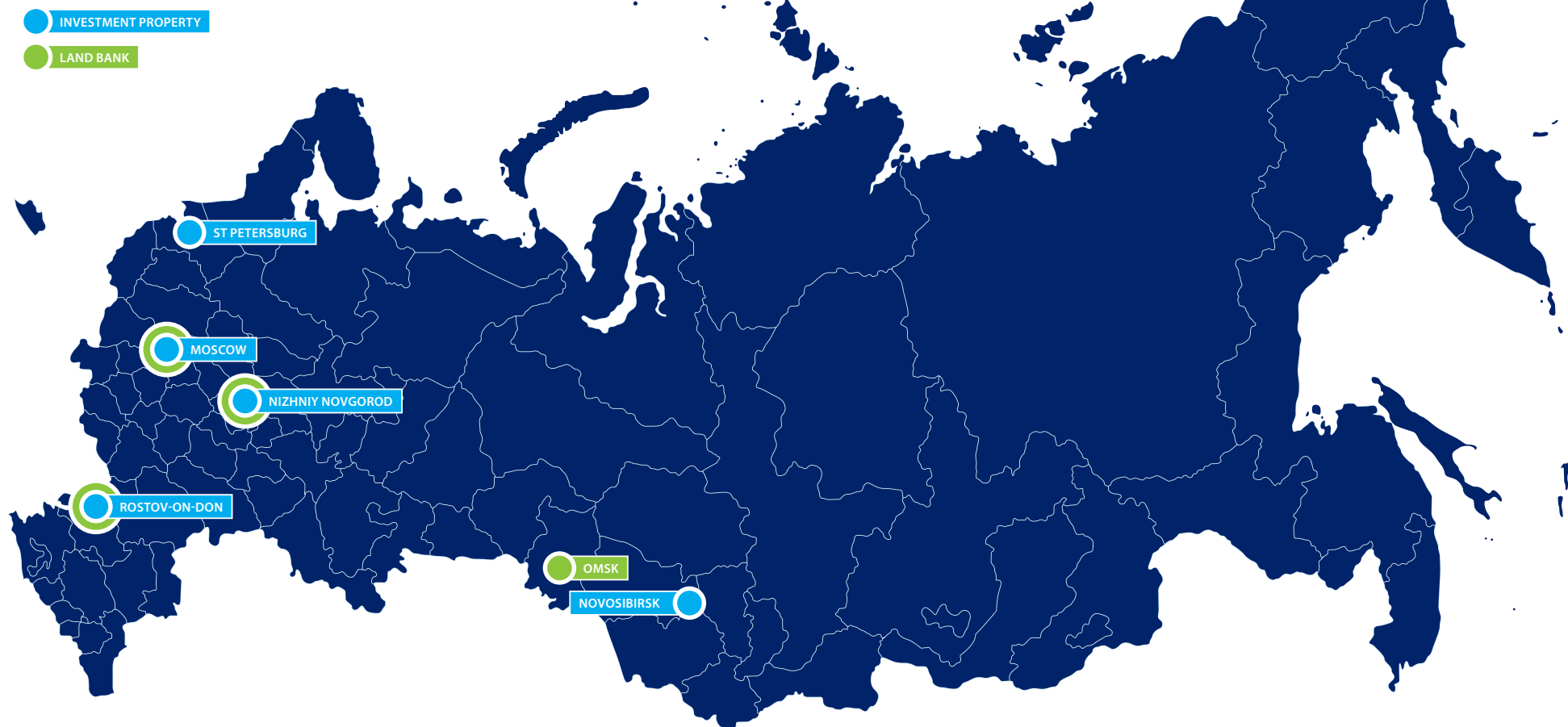
- Sever 2, Grade A logistics warehouse of 58,851 sqm, adjacent to the existing asset Sever 1, making total area of the complex 253,983 sqm and combined acquisition yield of 11.3%;
- Consideration of RUB 2.5 billion (£27.2 million);
- Key tenant: X5 Retail Group.

Nizhniy Novgorod

- Volga, Grade A logistics warehouse of 64,375 sqm with 21.5ha of adjacent land;
- Consideration of RUB 2.8 billion (£33.9 million);
- Key tenants: X5 Retail Group, Bristol.

THE PORTFOLIO

RUSSIAN FEDERATION

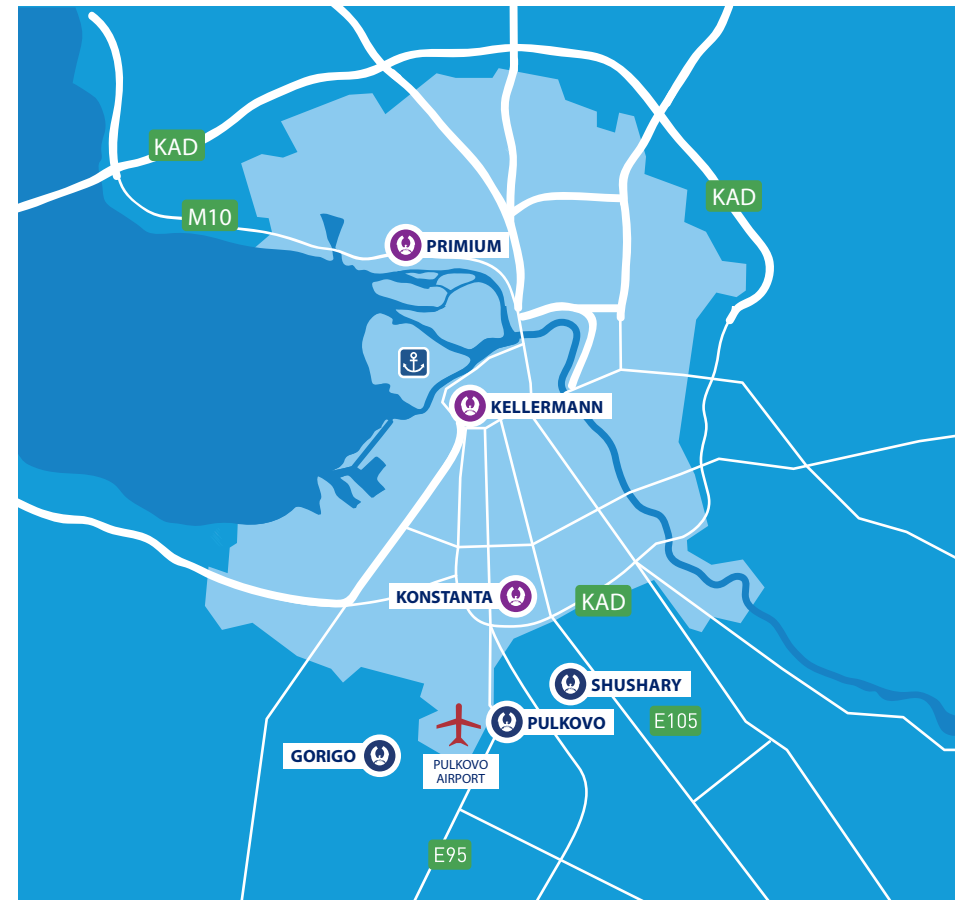


PORTFOLIO REVIEW

Moscow



St Petersburg



-  Warehouse
-  Office

Warehouses



Sever, Moscow

DESCRIPTION

Grade A Logistics Warehouse Complex

KEY TENANTS

- X5 Retail Group
- R-Pharm
- OBI
- Miratorg
- O'Key
- Major Terminal

GLA

253,000 sqm

LOCATION

The property is located north of Moscow city centre, 35km from the MKAD, 0.5km from the Betonka A107 motorway and 1.5km from the new Moscow-St Petersburg toll highway.





Pushkino, Moscow

DESCRIPTION

Grade A Logistics Warehouse Complex

KEY TENANTS

- DHL
- Itella
- Makita
- Megapolis
- Axioma

GLA

214,000 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
- Kerry

GLA

206,000 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
- Cotton Club
- ID Logistics

GLA

204,000 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
- Accord Post
- Mir Instrumenta

GLA

157,000 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
- Bbraun
- Amway

GLA

148,000 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
- Ozon

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
- Simple Wines

GLA

118,000 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

102,000 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

- DB Schenker
- Simba Toys
- Logisan
- DNS Retail

GLA

87,000 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
- Maunsfeld
- BGLC Group

GLA

68,000 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.





Volga, Nizhny Novgorod

DESCRIPTION

Grade A warehouse complex with additional 21.5ha of land

KEY TENANT

- X5 Retail Group
- Bristol

GLA

64,000 sqm

LOCATION

Volga Logistics Park is located on 33 ha land plot 7 km away from Nizhny Novgorod in Kstovo town. There is a direct access provided from the complex to M7 highway (Moscow-Kazan).





Lobnya, Moscow

DESCRIPTION

Grade A Logistics Warehouse Complex

KEY TENANTS

- Nippon Express
- RosLogistics
- SportConcept
- Vostok Invest
- ProStore

GLA

52,000 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

- RedCube
- BVK
- Perspektiva

GLA

45,000 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
- OSG
- Edil Import
- UPM
- Melon Fashion

GLA

37,000 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

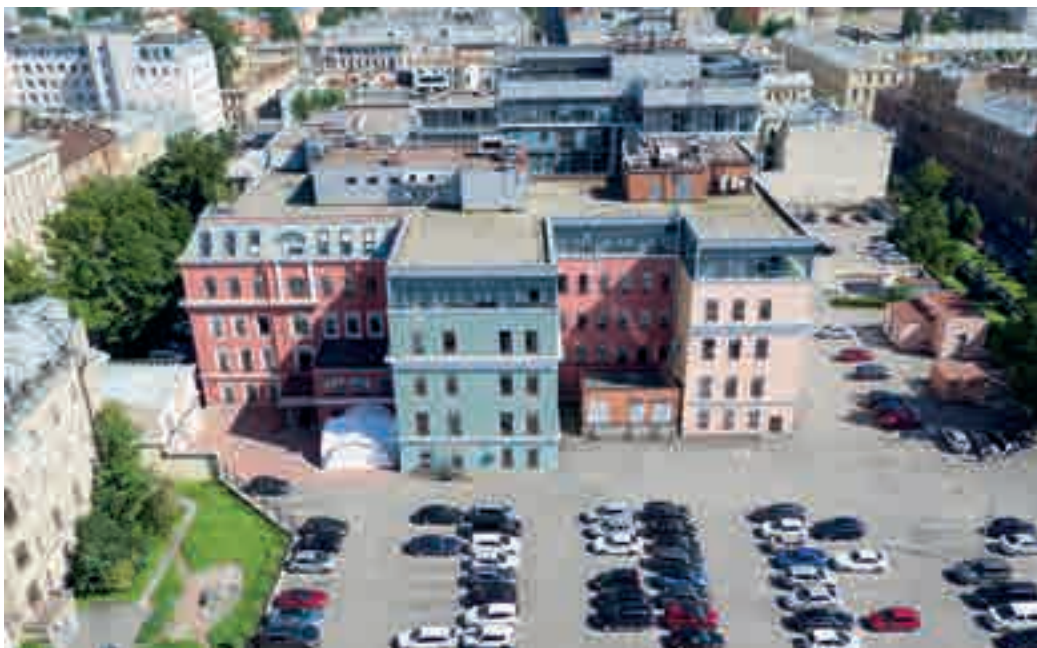
GLA

14,000 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

22,000 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

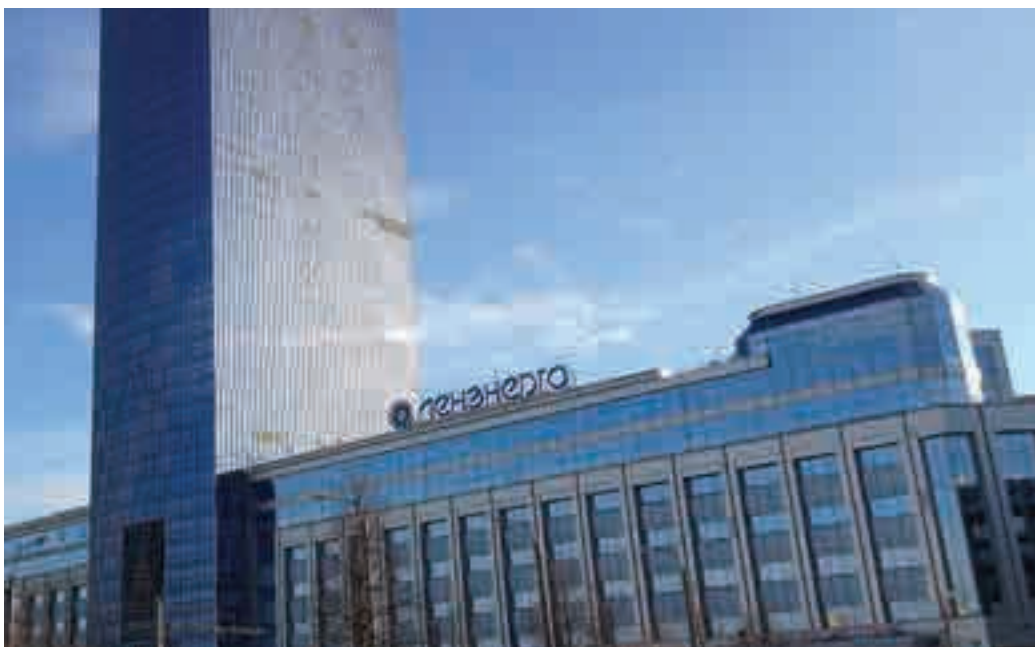
- YIT

GLA

11,000 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

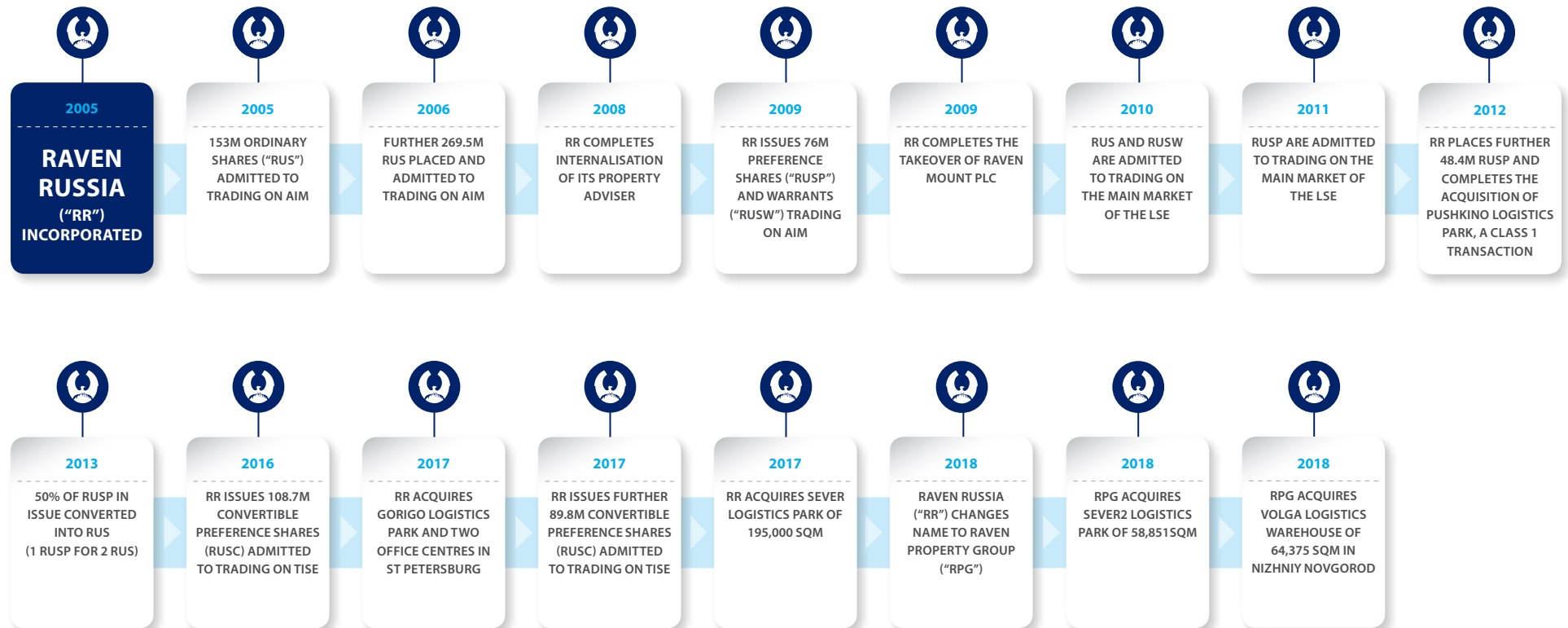
GLA

16,000 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

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