



REAL ESTATE CREDIT INVESTMENTS LIMITED

## **Q2 Investor Presentation**

October 2022

[www.recreditinvest.com](http://www.recreditinvest.com)  
Ticker: RECI LN





## Background

Real Estate Credit Investments (RECI) is a closed-ended investment company which originates and invests in real estate debt secured by commercial real estate in Western Europe, focusing primarily on the United Kingdom, France and Spain.

RECI is externally managed by Cheyne Capital's real estate business which was formed in 2008 and currently manages c. \$5bn via private funds and managed accounts. RECI's overarching aim is to deliver a stable quarterly dividend with minimal volatility, through economic and credit cycles via a levered exposure to real estate credit investments. Investments may take different forms but are principally in:

- **Self Originated Deals:** predominantly bilateral senior real estate loans and bonds
- **Market Bonds:** listed real estate debt securities such as Commercial Mortgage Backed Securities (CMBS) bonds.

**This quarterly update presentation has been prepared by the Company's Investment Manager to provide investors with an update of the position of the Company as at 30 September 2022, a detailed review of the positions held by the Company, and detail of the Company's strategy with regards to dividends, leverage, and opportunities in the UK and European real estate credit markets**



## Contents

|   | Page |
|---|------|
| Background  | 2    |
| Key Quarter Updates                                     | 4    |
| Investment Opportunity                                  | 5    |
| Positioned for the Current Crisis                       | 7    |
| Senior Loans Focus                                      | 8    |
| Limited Exposure to the Most “At Risk” Sectors          | 9    |
| Portfolio Snapshot                                      | 10   |
| Recent Deals  | 17   |
| Portfolio Analysis                                      | 19   |
| Sectoral Analysis                                       | 21   |
| ESG Analysis  | 25   |
| Leverage Review   | 29   |
| Continuing to Deliver an Attractive and Stable Dividend | 31   |
| Summary   | 32   |



## Key Quarter Updates

- **Portfolio**
  - 1 new deal completed (£18.7m of commitments) since 30 June 2022
  - No defaults in the portfolio
  - Continued migration of portfolio to senior lending
- **Cash**
  - Cash reserves remain targeted at between 5% to 10% of NAV
- **Dividend**
  - Dividends maintained at 3p per quarter, 8.9% yield, based on share price, as at 30 September 2022
- **Financing**
  - Employs a mix of flexible, short-dated financing alongside term-matched structured financing on selected high-quality senior loan deals
- **Opportunities**
  - The present crisis is set to continue through 2023, resulting in further constraints in bank lending and alternative sources of capital. The opportunity to provide senior loans at low risk points, for higher margins, is increasingly compelling
  - The core European CMBS markets are experiencing market price declines due to increasing indiscriminate selling, presenting opportunities in the market
  - The Company expects to deploy its currently available cash resources to its near term commitments and to build cash resources towards a very compelling emerging opportunity set in both senior loans and bonds



## Summary: Investment Opportunity

- ✓ **Attractive returns from defensive , Senior, low LTV credit exposure to UK and European commercial real estate assets**
  - A focus on **Senior**, 1<sup>st</sup> lien loans : Senior, 1<sup>st</sup> Lien, Loans now account for 87% of the book by value. This is anticipated to be 89% as mezzanine loans repay. Top 10 positions are 100% Senior Loans. New origination is 100% Senior
  - Weighted Average LTV on underlying investments of **60.4%** as at 30 September 2022
  - Predominantly large, well capitalised, and experienced institutional borrowers
  - Minimal exposure to Shopping Centers (<2% of GAV), Secondary Offices (0% of GAV) and Logistics (3% of GAV)
  - RECI retains absolute governance, covenants and control, afforded by Senior ranking and bilateral singular lending relationships
  - Portfolio has withstood COVID19 and is well place to withstand the current revaluations in real estate



## Summary: Investment Opportunity

- ✓ **Quarterly dividends delivered consistently since October 2013**
  - The Company has consistently sought to pay a stable quarterly dividend from its distributable profits
  - This has led to a stable annualised dividend of around 7% of NAV
- ✓ **Highly granular book**
  - 62 positions
- ✓ **Transparent and conservative leverage**
  - Net leverage 26.9% (with £27.4m cash) as at 30 September 2022 versus a leverage limit of 40%
  - Non-recourse and limited-recourse, term, structured finance provides returns optimisation and financial flexibility on senior loans
- ✓ **Access to established real estate investment team at Cheyne, which manages c\$5bn AUM**
- ✓ **Access to pipeline of enhanced return investment opportunities identified by Cheyne**
- ✓ **Robust mitigation against a rising rates environment**
  - A high yielding portfolio, combined with a short weighted average life of under 2 years, ensures minimal exposure to yield widening and the ability to redeploy quickly at higher rates
  - Pipeline is 100% floating rate senior loans



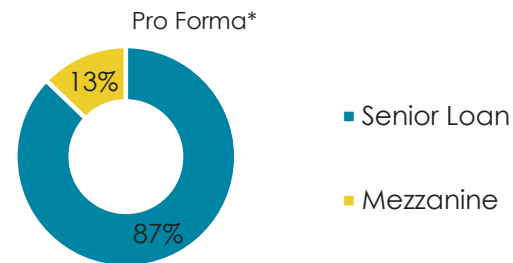
## Positioned for the Current Crisis

- Current market conditions reflect the unravelling of a decade of low interest rates and low inflation
- Expectation is for base rates in the UK and Europe to retrench from current higher levels but remain elevated
  - Entrenched higher base rates translate into higher yields on real estate
- Recessionary pressure over the next 1-3 years will challenge rental growth assumptions
- Valuation declines are expected across the board; albeit declines to be more pronounced in (a) asset classes exposed to operational demand softening and (b) assets underwritten to significant rental growth and tight exit yields
- Resilient asset classes include affordable multifamily (PRS) and single family homes, student housing, industrial and prime offices (with the highest ESG credentials)
- Exposed asset classes include shopping centers, logistics and secondary offices
- With valuation declines, we believe that higher levered and thin capital structures are particularly exposed to losses – equity, preferred equity, mezzanine and whole loans – especially so in the exposed asset classes above. Also, a lack of governance removes the ability to work through any crisis
- RECI's book is dominated by senior bilateral loans and resilient asset classes

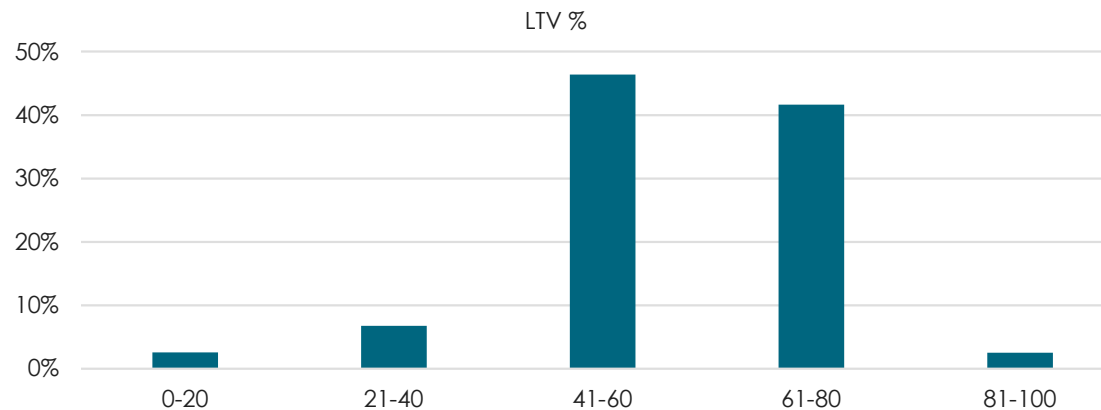


## Senior Loans Focus

- RECI's focus is on Senior loans. Since 2016, the book has been migrating towards an all-senior loan book.
- Today, Senior loans represent 87% of GAV. One mezzanine loan is due to repay imminently, which will bring the book to **89% (of GAV) in senior loans**.
- The pipeline of new loans is entirely senior.



- The WA LTV of the book is 60.4%. The breakdown of LTV is as below :

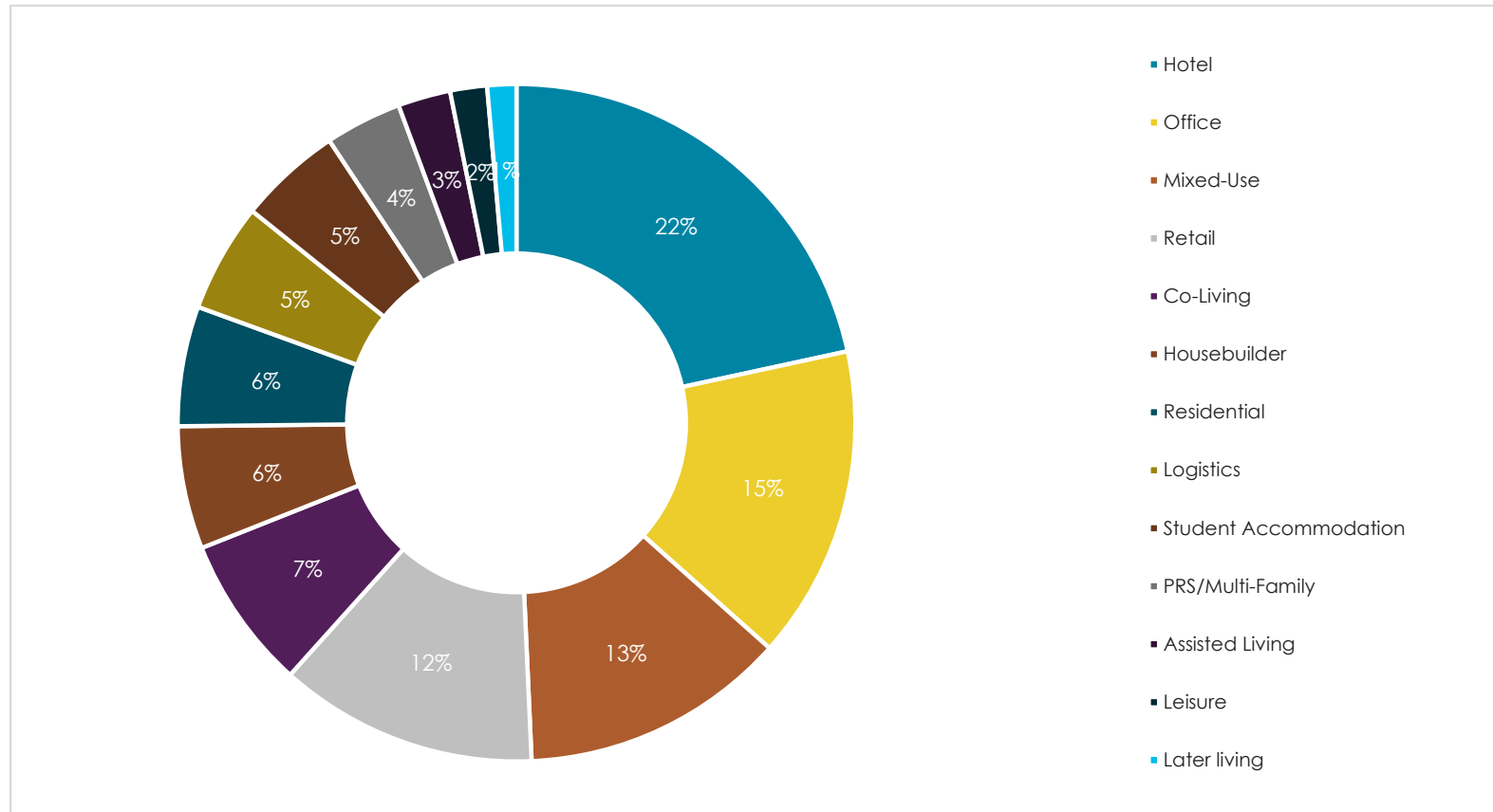


\*These figures include all loans and bond positions. All CMBS bonds are classed as Senior Credit





## Limited Exposure to the Most “At Risk” Sectors



- Limited exposure to the most “at risk” sectors.
  - One mixed use mezzanine position, which is 2% of GAV, has 50% of its income from retail
  - One senior loan, representing 5% of GAV, to logistics at an LTV of 60%



## 30 September 2022 Snapshot



## Current Position

- NAV at end of September 2022 was £1.483
- RECI announced its first interim quarterly dividend for this financial year of 3p in August 2022

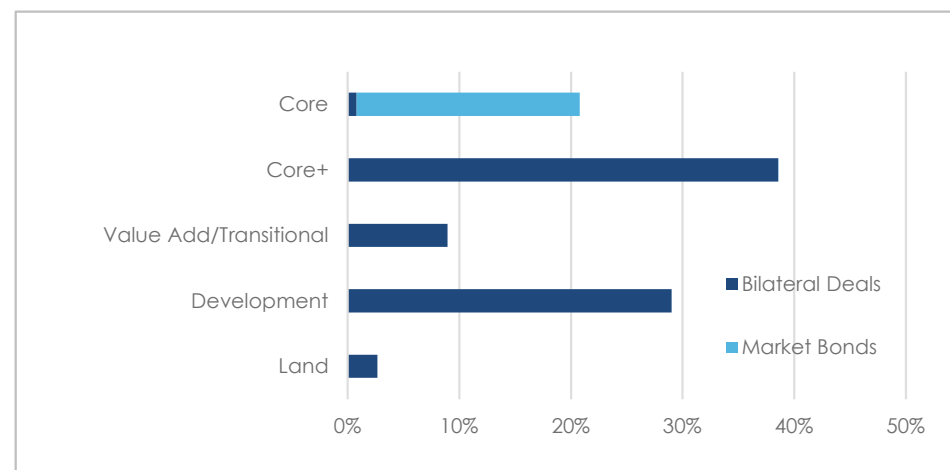
|                                       | 30-Jun-2022        | 31-Jul-22          | 31-Aug-2022        | 30-Sep-2022        |
|---------------------------------------|--------------------|--------------------|--------------------|--------------------|
| <b>Bilateral Loans &amp; Bonds</b>    | £319.5m            | £323.6m            | £323.6m            | £325.2m            |
| <b>Public Market Bonds</b>            | £93.0m             | £92.6m             | £91.9m             | £89.8m             |
| <b>Cash</b>                           | £37.6m             | £32.6m             | £37.7m             | £27.4m             |
| <b>Financing</b>                      | -£108.8m           | -£116.3m           | -£121.3m           | -£129.2m           |
| <b>Other Assets &amp; Liabilities</b> | £6.9m              | £11.4m             | -£1.0m             | £5.1m              |
| <b>Net Assets</b>                     | <b>£348.2</b>      | <b>£343.9m</b>     | <b>£330.9m</b>     | <b>£318.2m</b>     |
| <b>Shares Outstanding</b>             | <b>229,332,478</b> | <b>229,332,478</b> | <b>229,332,478</b> | <b>229,332,478</b> |
| <b>NAV per share</b>                  | <b>£1.519</b>      | <b>£1.499</b>      | <b>£1.478</b>      | <b>£1.483</b>      |
| Debt to Equity Ratio                  | 31.2%              | 33.8%              | 36.7%              | 40.6%              |
| Net Leverage                          | 17.5%              | 21.3%              | 21.3%              | 26.9%              |



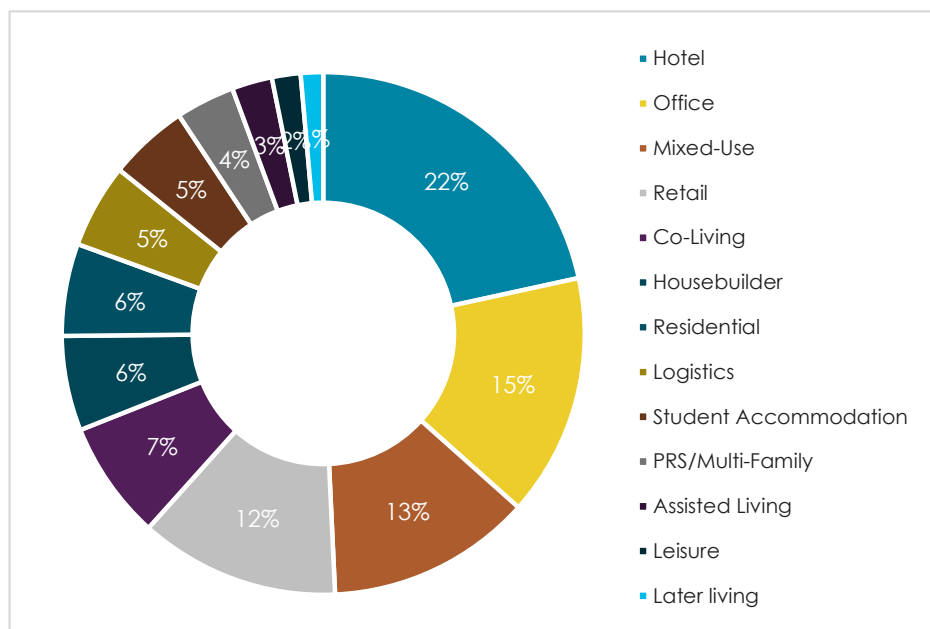
## Portfolio Composition

- RECI's investment portfolio was valued at £448.5m as at 30 September 2022
- The bilateral **investment** portfolio of £358.7m comprises 36 loans, with an average **LTV of 62.3%**, an average unlevered yield of **8.8%** and a weighted average life of 1.6 years
- The public market bond portfolio, currently valued at £89.8m, has the potential for strong defensive returns
- RECI's bond portfolio (including market and self-originated bonds) has approximately 71% of fixed rate bonds and 29% floating rate bonds as at 30 September 2022

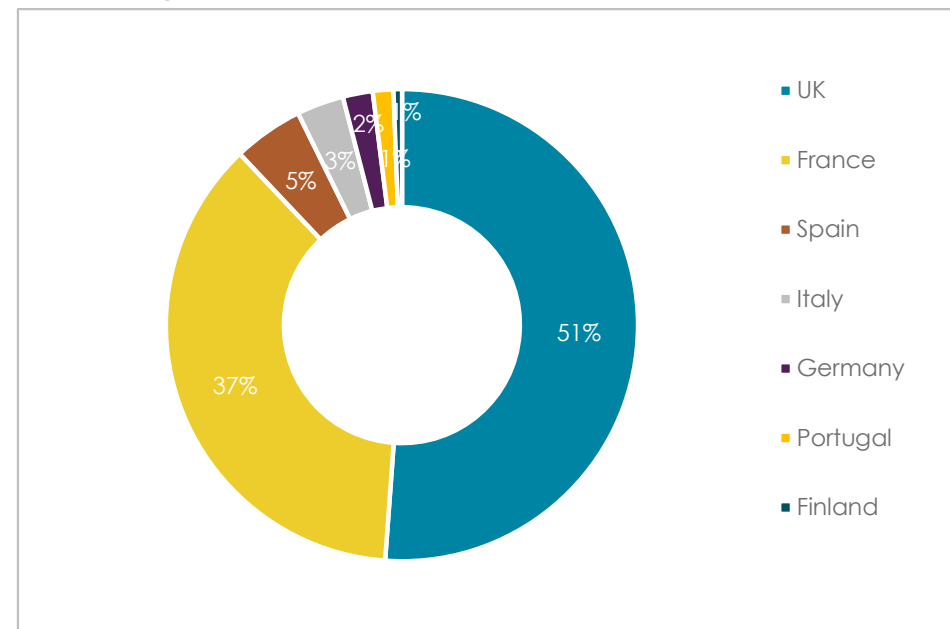
### Portfolio by Investment Type<sup>1</sup> (Padded Fair Value)



### By Sector (% of FV drawn)



### By Geography (% of FV drawn)



1. For Loan Type definitions please refer to slide 24  
Past performance is not a guide to future results. Actual results and developments may differ materially from those expressed or implied herein.



## Portfolio Composition – Bilateral Deals<sup>1</sup>

36

Loans

£358.7m

FV of Portfolio

62.3%

WA LTV

8.8%

WA Unlevered  
Yield<sup>2</sup>

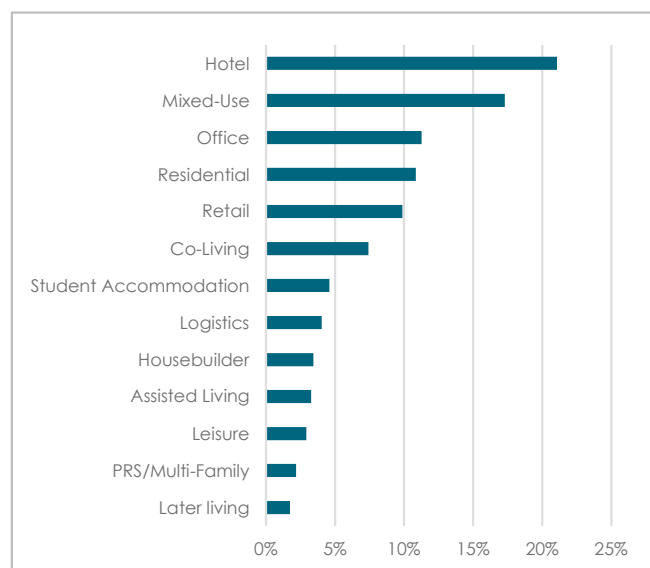
1.6 yrs

WA Life

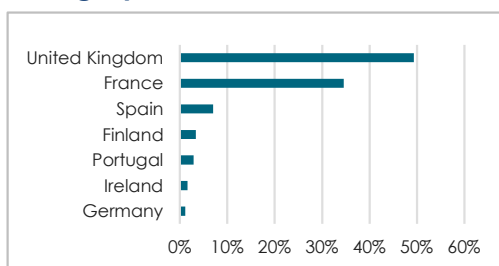
- £358.7m portfolio comprising 36 loans, predominantly senior and mezzanine loans in the UK, France and Spain
- Undrawn loan commitments of £242.8m as at 30 September 2022

### Loan Breakdowns by Commitment

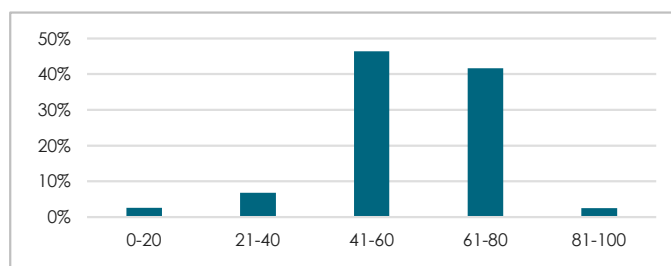
#### Asset Class Breakdown



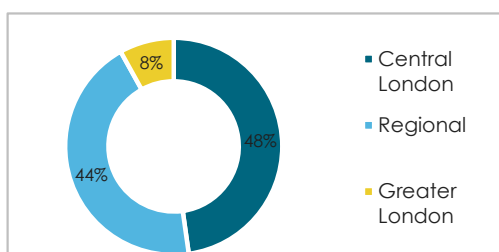
#### Geographical Breakdown



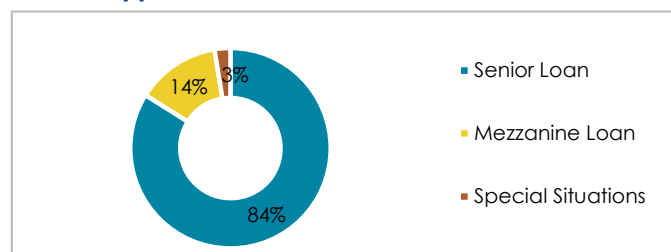
#### LTV<sup>3</sup>



#### UK Breakdown



#### Loan Type Breakdown



<sup>1</sup>Certain self originated bilateral loans are technically structured as bonds to enhance marketability

<sup>2</sup>Yield stated is the effective accounting yield based on the funded loan balances, which includes interest and fees. Some loans also benefit from equity upside participation, which is only recognised following evidenced delivery, and can result in significant incremental gains in excess of the effective accounting yield. The portfolio includes listed notes, of which some are leveraged.

<sup>3</sup>LTV by commitment (see slide 24 for definition)



## Portfolio Composition – Public Market Bond Portfolio

**26**

Bonds

**£89.8m**

Fair Value

**51.0%**

WA LTV

**8.0%**

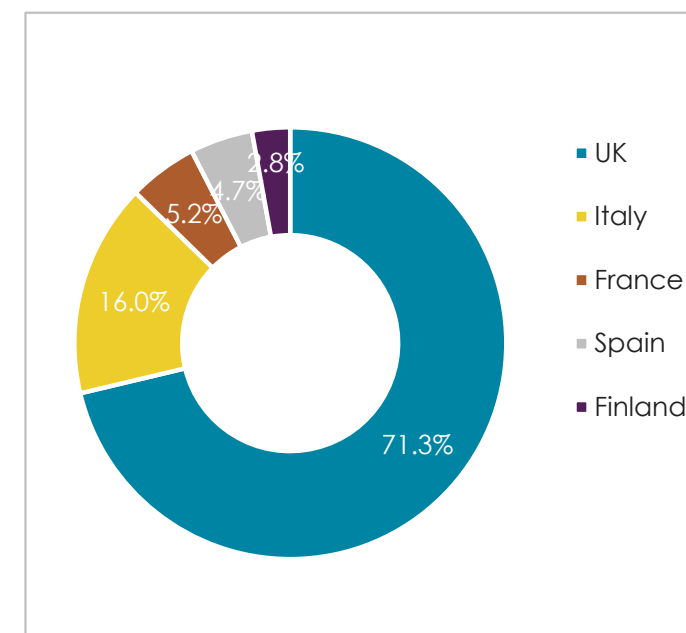
WA Unlevered  
Yield

**3.1yrs**

WA Life

- RECI is also invested in listed real estate bonds (mainly CMBS)
- Bond investments are typically senior secured (1<sup>st</sup> lien) credits at conservative LTV collateralised by core and core+ assets and owned by large institutional sponsors
- European CMBS bonds typically offer enhanced security and attractive value relative to the corporate bond markets and represent an attractive relative risk-adjusted return in their own right
- RECI actively trades its bond book for relative value and also for the efficient management of liquidity in the Company overall. Through time, the bond book has contributed to RECI's NAV growth and yield management strategy
- The bonds are valued on a mark to market ("MTM") basis, where independent 3<sup>rd</sup> party pricing is obtained based on observable market trading levels (bid/offer).
- The current market bond book has been impacted by the significant sell-off in wider UK fixed income markets. The current WA MTM of the market bond book is 90.66% of par. The MTM movements have been particularly acute in the last quarter.
- See page 15 for further analysis which contains both RECI's market bonds and self-originated bonds

### By Geography





## Bond Portfolio Analysis – Carrying Value vs Recovery Value

- RECI is invested in public market and private market listed bonds
- Public market bonds comprise CMBS, Real Estate backed corporate bonds and self-originated bonds
- Private market bonds comprise senior and mezzanine loans (Secured on core income producing assets) that have been listed into tradeable instruments
- The current UK bond market volatility (further accelerated by the significant fall in UK gilt prices) has led to volatility in global bond markets. This has impacted the carrying MTM value of the RECI bond portfolio with the MTM of market bond book being 95.81% of par at 30 September. The MTM movements have been particularly acute in the last quarter.
- The bond portfolio is of a short duration. The WA duration of the entire bond book is 2.03 years
- The WA carrying MTM price of the bond (public and private) portfolio is 95.81%, implying an aggregate NAV of £232m. We continue to expect a recovery value of £241m on this portfolio (i.e. par), implying a potential uplift to NAV of £9m (2.8% of NAV or 4 pence per share).
- The Top 5 bond positions are detailed here:

| Name                             | Factored Notional (£) | MTM Price    | Carrying Value (£) | Recovery Value (£) | Duration (yrs) |
|----------------------------------|-----------------------|--------------|--------------------|--------------------|----------------|
| Paris prime resi/retail building | 44,043,978            | 99.29        | 43,731,266         | 44,043,978         | 0.82           |
| UK Health Care Provider          | 26,300,000            | 87.60        | 23,038,096         | 26,300,000         | 3.07           |
| London Office                    | 21,784,000            | 97.68        | 21,278,611         | 21,784,000         | 0.97           |
| UK Hotels/Resorts                | 16,515,338            | 94.37        | 15,584,699         | 16,515,338         | 3.89           |
| London PRS/Multi-Family          | 13,125,000            | 99.29        | 13,031,156         | 13,125,000         | 1.22           |
| <b>Total</b>                     | <b>121,768,316</b>    | <b>95.81</b> | <b>116,663,828</b> | <b>121,768,316</b> | <b>1.79</b>    |



## Position Analysis – Top 10 by Commitment as at 30 September 2022

|    | Description  | Commitment | FV of Funded Amount | Entry LTV | Carrying Price | Investment Strategy | Loan Type               | Manager Comment  |
|----|--|------------|---------------------|-----------|----------------|---------------------|-------------------------|--|
| 1  | UK mixed use portfolio, predominantly office/residential | £82.5m     | £23.5m              | 58%       | 100.00         | Senior Loan         | Core+                   | Light industrial, office and mid-market residential asset portfolio in the UK. The de-risking of the loan has continued this quarter with further successful sales and quarterly amortisation.                   |
| 2  | Paris prime resi/retail building                         | £49.4m     | £44.3m              | 67%       | 99.29          | Senior Loan         | Value Add/ Transitional | Luxury retail and apartments in super-prime Paris location. Sponsor has received bids for the asset significantly above the balance of the loan (and above the purchase price) and is considering an early exit. |
| 3  | London Residential Led Mixed Use Scheme*                 | £32.7m     | £6.8m               | 67%       | 99.98          | Senior Loan         | Development             | Residential, affordable housing and mixed use over five blocks within Greater London.  |
| 4  | Office development in Saint Ouen, Paris                  | £30.8m     | £21.7m              | 58%       | 100.00         | Senior Loan         | Development             | Refurbishment and extension of a freehold office building  |
| 5  | UK Health Care Provider*                                 | £23.2m     | £23.2m              | 73%       | 87.60          | Market Bond         | Core                    | Stable, income producing UK health care assets   |
| 6  | London Office  | £22.8m     | £20.9m              | 59%       | 95.09          | Senior Loan         | Core                    | Fully let 98,246 sq ft new grade A office block located in Hoxton  |
| 7  | Spanish Villas*  | £22.5m     | £6.2m               | 49%       | 96.68          | Senior Loan         | Development             | Build-for-sale Luxury Villa Development  |
| 8  | France Housebuilder Portfolio*                           | £20.7m     | £21.1m              | 36%       | 100.74         | Senior Loan         | Development             | Income producing residential developer   |
| 9  | Finland Hotel  | £20.3m     | £0.0m               | 65%       | 100.00         | Senior Loan         | Development             | Development in progress. Expected completion in June 2024  |
| 10 | French Hotels in Nice and Paris*                         | £19.9m     | £11.3m              | 80%       | 98.96          | Senior Loan         | Development             | Development in progress. Expected completion in Q3 2024  |

\*These deals have been completed in the past 12 months





## Recent Deals



|                              |                        |
|------------------------------|------------------------|
| <b>Deal Description</b>      | Residential            |
| <b>Instrument</b>            | Senior Loan            |
| <b>Total RECI Commitment</b> | £13.1m                 |
| <b>Location</b>              | London, United Kingdom |
| <b>Collateral</b>            | 458 residential units  |
| <b>Project Type</b>          | Development            |
| <b>Entry LTV</b>             | 64%                    |



|                              |                            |
|------------------------------|----------------------------|
| <b>Deal Description</b>      | London last mile logistics |
| <b>Instrument</b>            | Senior Loan                |
| <b>Total RECI Commitment</b> | £11.8m                     |
| <b>Location</b>              | London, United Kingdom     |
| <b>Collateral</b>            | Land                       |
| <b>Project Type</b>          | Development                |
| <b>Entry LTV</b>             | 60%                        |



|                              |                        |
|------------------------------|------------------------|
| <b>Deal Description</b>      | Residential            |
| <b>Instrument</b>            | Senior Loan            |
| <b>Total RECI Commitment</b> | £32.7m                 |
| <b>Location</b>              | London, United Kingdom |
| <b>Collateral</b>            | 493 residential units  |
| <b>Project Type</b>          | Development            |
| <b>Entry LTV</b>             | 67%                    |



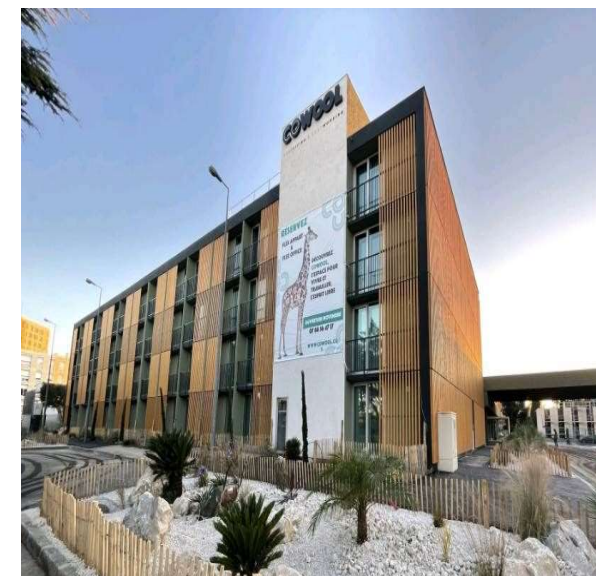
## Recent Deals



|                       |                            |
|-----------------------|----------------------------|
| Deal Description      | Hotel                      |
| Instrument            | Senior Loan                |
| Total RECI Commitment | £17.8m                     |
| Location              | Multi City, United Kingdom |
| Collateral            | 6 Spa Resorts              |
| Project Type          | Core+                      |
| Entry LTV             | 67%                        |



|                       |                        |
|-----------------------|------------------------|
| Deal Description      | Later Living           |
| Instrument            | Senior Loan            |
| Total RECI Commitment | £10.6m                 |
| Location              | London, United Kingdom |
| Collateral            | 183 later living units |
| Project Type          | Development            |
| Entry LTV             | 56%                    |



|                       |                    |
|-----------------------|--------------------|
| Deal Description      | Co-Living          |
| Instrument            | Senior Loan        |
| Total RECI Commitment | £5.2m              |
| Location              | Multi City, France |
| Collateral            | 4 co-living assets |
| Project Type          | Core/ Core+        |
| Entry LTV             | 65%                |

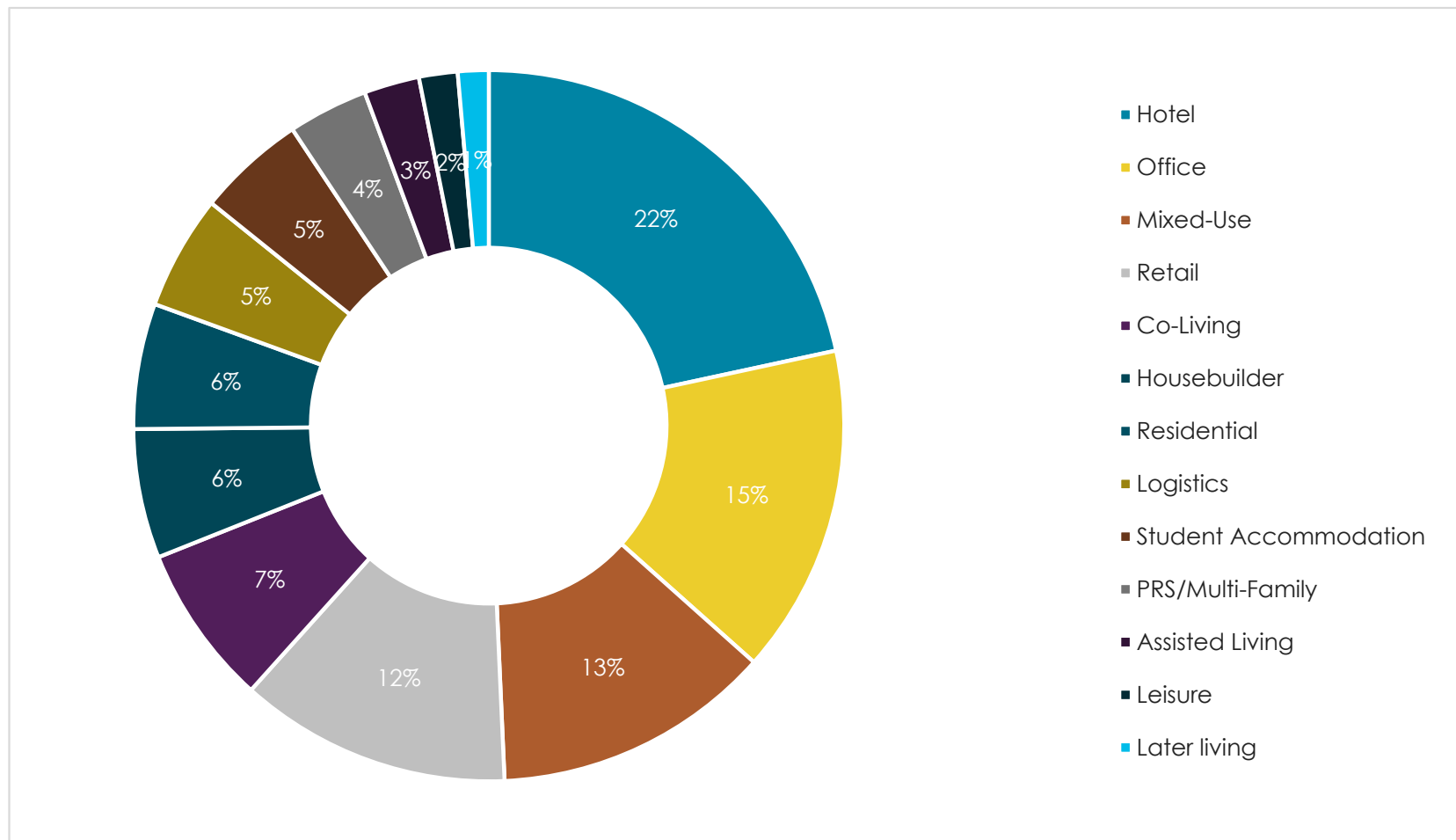


## Portfolio Analysis



## Sectoral Analysis Overview

RECI investment portfolio remains diverse and granular



The following pages provide a detailed narrative on the Company's exposures by sector





## Sectoral Analysis

### Hospitality (Hotels) (22% of GAV)

This asset class has faced a long period of severely curtailed occupancy levels. The likely end to local lockdowns has led to green shoots of recovery in the sector led mostly by the resumption in leisure demand. This leisure demand has been principally driven by staycation travel, but there are early signs that international tourism has also seen a good pick up RECI's exposure to these sectors represents 16% of its investment portfolio and is characterised by exposures to large well capitalised experienced operators with significant equity exposure. The largest exposure benefits from a superior security package which includes a long term rental guarantee from the tenant (a listed hotel company). Given the material de-risking of each position during the last year, we do expect these positions to realise in full recovery of principal and interest and also for the maintenance of cash pay interest throughout

#### Main positions

1. Mezzanine loan (52% - 73% LTV) to a private equity borrower, representing 4.5% of GAV, backed by a portfolio of well located and established core income London hotels that have the additional benefit of a FRI lease. The lease income (rent) is guaranteed for a long term by a well capitalised operator. Post COVID, the loan was successfully restructured and saw the tenant / operator co-invest a significant amount of new capital into the transaction further de-risking the loan and stabilising the position in the long-term. **Latest trading from the tenant shows significant improvement in trading, with occupancy for Q2 / 3 around 90% at strong ADR's**
2. A mezzanine loan (25% LTV) to a private equity borrower, representing 2.4% of GAV, initially backed by a portfolio of 5 core income producing 4-star and 5-star hotels in Paris and 1 in Nice. The hotels are centrally located in Prime locations. The sales of four assets (in May 2020, March 2021, October 2021 and January 2022) were achieved for substantially above the allocated loan amount and above the pre-COVID valuation for both assets, resulting in the de-levering of the mezzanine loan. **We expect this position to repay, in full, by the end of 2022**
3. A mezzanine loan (35%-51% LTV) to a large conglomerate, representing 2.0% of GAV, backed by a collection of high-end luxury leisure hotels in France. The hotels have performed above budget in the season so far since reopening. **Occupancy rates and ADR's are now above pre-COVID levels**





## Sectoral Analysis

### Offices (15% of GAV)

Since COVID prime grade A new refurbishment and new offices, enjoy a favourable demand and lack of supply while grade B offices are facing a negative headwind.

#### Main Positions

1. Since closing in Q4 2020, the Sponsors managed to get the agreement from the local authorities for ca 4,600 sqm of additional office space, the Building Permit was submitted in December 2020 and approval of the local council was received in June 2021. Building Permit is now free of any third party recourses. Contract with the General Contractor was signed in October 2021 for total amount of €42m. **Construction is going according to plan with a PC date of July 2023.**
2. A senior investment loan (59% LTVPV) secured against an 100,000 sqft office located in London with a **BREEAM excellent rating**. The sponsor has significant UK experience and a strong and successful relationship with Cheyne.





## Sectoral Analysis

### Mixed-Use (13% of GAV\*)

The majority of RECI's exposure to mixed-use assets is to value-add and development loans where the sources of value are typically from the delivery of residential units alongside office assets

#### Main Position

1. A senior loan to a well-established UK operator with a well-diversified mixed use portfolio of assets across the UK. The facility comprises an investment tranche and a development tranche to facilitate the development of industrial assets. The portfolio includes both income producing assets and developments and across the residential, office and industrial sectors as well as land sites awaiting planning.



### Retail (12% of GAV)

#### Main Position

1. A senior whole loan (83% LTV), representing 12.0% of GAV, secured by an income producing prestigious freehold luxury retail and residential building located in the 8th arrondissement of Paris, at the heart of the Golden Triangle. Although the valuation of the asset has reduced due to tighter cap rates, the loan benefits from significant headroom to current market rents. Also, the Sponsor intends to apply for planning to create further value by reuniting some units which would improve our LTV ratio. This location remains the top retail destination in Paris with rental values and investment yields holding to strong levels. **We now expect this position to repay in Q1 2023**
2. A mixed use mezzanine loan, representing 2.0% of GAV, has some (50%) exposure to retail located in Berlin.







## Sectoral Analysis

### Student Accommodation (5% of GAV)

The Student accommodation sector showed resilience during COVID, characterised by higher levels of local students offsetting the lower levels of overseas students seen as a result of c. 24 months of travel disruption. Despite the new economic uncertainties largely resulting from the War in Ukraine, the student accommodation market is on course to return to normal levels of overseas students for the 2022/23 academic year. In particular, the Spanish PBSA sector is poised for continued growth. Spain's student accommodation sector is estimated to be undersupplied by 12,000 beds and a large percentage of the existing stock is outdated. Furthermore, the investment volume achieved in 2022 to date has tripled year-over-year (€1.246bn vs. €454m), indicating healthy investor appetite for modern PBSA assets in Spain.

### Main positions

1. A senior development loan (66% LTC / 49% LTGDV) to a large student housing operator in the US who are now expanding in to Europe. The operator has entered in to a JV with an institutional Sponsor. The site being developed is in Seville, a prominent university city in Spain with a significant undersupply of PBSA (student to PBSA bed ratio of 5:1, including dated stock).
2. A senior development loan (76% LTC / 50% LTGDV) to an institutional Sponsor rolling out a PBSA strategy in Iberia. This is the Sponsor's 5th development in Spain. The site being developed is located in Pamplona which also suffers from an undersupply of PBSA (student to PBSA bed ratio of 5:1 as per Seville, including dated stock).







## ESG Analysis



## ESG

### PHILOSOPHY

Cheyne Capital and its Real Estate team are committed to operating its business in a progressively responsible manner, achieved through the incorporation of high standards of governance and investment stewardship. Cheyne aim for the consideration, assessment and integration of environmental, social and governance (ESG) factors to be a core element of analysis undertaken in our investment processes. We believe that responsible investing (RI) has an important dual purpose as both a key driver of value creation and a moral obligation within our business operations

### PROCESS

Cheyne's investment staff, inclusive of portfolio managers and investment analysts are primarily responsible for ensuring that the consideration of ESG issues is implemented into investment decisions. Within the Real Estate strategy, ESG considerations are discussed and recorded at all stages of the investment process:

- 1. PRE-INVESTMENT:** analysts and investment staff are primarily responsible for ensuring that the consideration of ESG issues is taken into account prior to any investment decision. This analysis is conducted in-house with the input of external experts where required. Within each investment transaction memo which the lead analyst is tasked with preparing, there is a mandatory section on ESG considerations. These considerations are reviewed and discussed at the Investment Committee meeting before the committee agrees to proceed with the proposed transaction. The Cheyne Capital Credit Committee must review the ESG factors in each transaction before approving the deal to proceed
- 2. DURING INVESTMENT:** for existing investments, the team are primarily responsible for ensuring that the consideration of ESG issues is taken into account, along with ongoing review of each fund transaction post-investment. EPC and BREEAM ratings are gathered, if applicable, and recorded during the due diligence phase. Within RE lending, we work to ensure that each sponsor/borrower is cognisant of their ESG commitments and strives to improve these as part of their normal course of business
- 3. ON EXIT:** dependent on the fund strategy, ESG considerations are taken into account for exit. For example, due to the nature of the objectives for Cheyne's social impact fund, the "S" in ESG is an integral part of the investment strategy. With regards to exiting a Real Estate loan, the optimisation of the "E" helps to drive value in the underlying project and thus facilitate a more efficient exit strategy

To further augment this approach, the Real Estate Team will this year be adopting a more rigorous, scoring-based framework with the aim being to use our capital to influence ESG principles on projects & opportunities that we are looking to fund. Using this approach we expect some opportunities or investments not to hit the criteria, at which point we will use our knowledge to assist with improvements that could be made which will bring these opportunities back within our scoring framework



## ESG – Deal Example

### Earlsfield, UK

The project will be a car-free development and will provide a cycle hub, promoting more cycling in the local area. The subject scheme comprises 109 units (35% of 310) affordable units that will be offered with priority to local people and key workers. The Sponsor is a fund manager who is experienced in managing institutional capital and upholding the highest level of due diligence and governance in investments





## ESG

### Sustainability – Next Steps

Specifically in respect of sustainability, this is considered as part of our investment decision making process for Real Estate funds, based upon our Sustainability Risks disclosure (<https://www.cheynecapital.com/media/2267/cheyne-manco-esg-policy-may-2021.pdf>.)

In respect of specific UN Sustainable Development Goals (SDG), we do not as yet embed specific SDGs into our policy, but will be considering this in the future. A number of these goals are, however, relevant to our Real Estate business and we consider the following SDGs as those with which we are most closely aligned:

UNSDG 7: Affordable & Clean Energy

UNSDG 9: Industry, Innovation & Infrastructure

UNSDG 11: Sustainable Cities & Communities

UNSDG 12: Responsible Consumption & Production

More broadly, Cheyne has now engaged an external Real Estate ESG specialist consultant to assist with developing and provide assurance on a comprehensive scorecard based approach. The ultimate aim is to align our principles with industry recognised benchmark standards to identify a minimum ESG standard we will need across our portfolio. The move to a more qualitative system will significantly help us identify and understand ESG based risks in our portfolio more easily, and not only assist us with lowering risk and increasing quality, but will also help us collate and measure the data required to track progress in what is a fast moving but increasing important area of focus. We are currently in the implementation phase of the project, which will include training for the Real Estate team and wider Cheyne employees



## Leverage Review

### Financial Leverage

RECI's current financial leverage position is 35% of NAV (against a maximum permitted financial leverage of 40%). RECI's financial leverage (also referred to as recourse leverage) comprises: (a) the flexible term repurchase agreements (REPO) on its liquid bonds (the WA cost of this financing was just 3.6% as at 30 September 2022); and (b) any limited guarantees that may be provided to structured financing counterparties. As of 30 September 2022, RECI's financial leverage only includes REPO financing.

### Structured Asset Level Funding (Term-Matched, Non-Recourse and Limited-Recourse Financing)

RECI can also benefit from optimising the returns on its senior loans by utilising the structured funding relationships Cheyne has with a number of lenders. The Company may choose to enhance the returns via asset level, term matched funding, which has no recourse (or limited recourse via partial guarantees) to the Company and retains the risk profile and governance benefits of a senior loan for the Company. This is referred to as loan-on-loan lending.

### Financing Summary

We believe that the long-term strategy for the Company should be a mix of structured term funding on its senior loan book and REPO financing on its liquid bond book, thereby maintaining a conservative level of recourse leverage supported by strong assets and liquid instruments.

The Company will continue to maintain a prudent overall leverage position.

|                    | <b>Balance Sheet/Company<br/>Leverage<sup>1</sup></b> | <b>Contingent<br/>Liabilities<sup>2</sup></b> | <b>Cash</b> | <b>Net Effective leverage</b> | <b>Asset Level Structured<br/>Funding</b> |
|--------------------|---|---|-------------|-------------------------------|---|
| £ Amount           | £118.9m   | 0   | £27.4m      | £91.5m                        | £11.7m                                    |
| % of NAV           | 35.0%   | 0%  | 8.1%        | 26.9%                         | 3.4%                                      |
| WA cost of finance | 3.6%  |   | -           | -                             | 5.5%                                      |
| # positions        | 26  |   |             |                               | 2   |

1. RECI has a limit on balance sheet leverage (i.e. Financial Leverage) of 40% of NAV, as set out in its borrowing policy
2. Contingent liabilities include any partial limited recourse guarantees provided to asset level structured finance counterparties. At present there are no limited recourse guarantees or other contingent liabilities outstanding. In November 2022, RECI is expected to add £2.9m to its contingent liabilities.





## Earnings and Dividends Reconciliation

- Gross to Net reconciliation for the half year ended 30 September 2022

|   | Absolute £m | Per Share   | % Perf Annualised |
|---|-------------|-------------|-------------------|
| Int Inc Market Bonds  | 2.3         | 0.01        | 1.3%              |
| Int Inc Self Orig Bonds   | 5.8         | 0.03        | 3.4%              |
| Int Inc Self Orig Loans   | 8.4         | 0.04        | 4.9%              |
| Finance costs   | -1.2        | -0.01       | -0.7%             |
| Other income  | 0.0         | 0.00        | 0.0%              |
| <b>Interest income</b>  | <b>15.3</b> | <b>0.07</b> | <b>8.9%</b>       |
|   |             |             |                   |
| Expenses (inc mngt and perf fees)   | -3.2        | -0.01       | -1.9%             |
|   |             |             |                   |
| Fair Value Adjustments (inc realised and unrealised profit and loss on investments) | -1.8        | -0.01       | -1.0%             |
|   |             |             |                   |
| <b>Net loss/profit</b>  | <b>10.3</b> | <b>0.04</b> | <b>6.0%</b>       |

Net Profit of £10.3m, being 0.74x covered against annual dividends paid of £14.0m in this 6 month period (on a 12 month period, the dividend cover was 0.74x)

The breakdown is based on estimates which have been internally calculated by Cheyne Capital and which have not been externally verified. Actual returns may be different. This is not a profit forecast. The values for each column may not sum to the total due to rounding differences. Percentage returns based on annualised figures (taking quarter end figures multiplied by four) over the NAV per share as at 30 September 2022



## Continuing to Deliver an Attractive and Stable Dividend

134.5p

Share Price

148.3p

NAV

9.3%

Discount

8.9%

Dividend Yield<sup>1</sup>

£308.5m

Market Cap

**RECI's dividend policy:** it is the intention of the Company to pay a stable quarterly dividend. Since 2013, this has remained at **a fairly constant yield of 7% on the Company's NAV**

- The Company announced its first interim dividend of 3p in August 2022
- An annual dividend of 12 pence represents a dividend yield of 8.9% on share price as at 30 September 2022
- The Company has an overarching aim of paying out its total returns in dividends to investors and to provide dividend sustainability. The current environment of **low risk senior loans yielding 12%+** (and of a floating rate nature), helps RECI achieve that aim as the current loans are recycled

**Dividend sustainability** will derive from **net distributable income** and **cash coverage**

- **Net distributable income** derives from net regular income (coupon yield from the underlying loans and bonds) and any profits earned above that regular income. To maintain and improve the Company's regular income, the Company has successfully deployed some of the substantial cash reserves (built through the COVID crisis) into attractive high yielding loans and will continue to do so to improve its net income
- Our granular cash forecasting and stress scenarios give us the confidence that the Company can maintain its ample dividend **cash coverage** for the long term

<sup>1</sup> on share price



## RECI: Summary

- RECI has demonstrated **its portfolio and structural resiliency** during the BREXIT and COVID19 led crises. It is equally well positioned going into this present period of uncertainty.
- RECI is well positioned to deliver on its overarching objective to provide ordinary shareholders with attractive and stable returns, primarily in the form of quarterly dividends
- RECI has the opportunity to participate with Cheyne's Capital Real Estate's large lending business, in continuing to capitalise on the attractive emerging opportunities



Focused on senior secured credit,  
with defensive LTVs



Strong governance control over its  
loan book



Large, experienced, well  
capitalised borrowers



Conservative and flexible leverage  
profile



Dividend stability and coverage  
without compromising risk



Management from Cheyne  
Capital's Real Estate team





## Definitions

- **Asset types:**
  - **Core** – assets that benefit from having long term income
  - **Core +** – assets that benefit from having strong current income, but do require some measure of asset management to optimise its income profile and term
  - **Value add / transitional** – assets that require asset management (typically refurbishment) and re-letting to secure a core income profile
  - **Development: Groundworks/Super-Structure** – assets that are to be built from the ground up and are in the ground-works stage or building the super-structure has commenced. These typically already benefit from the requisite consent to develop
  - **Development: Fit-Out** - assets that have either been built from the ground up and have reached the completion of the super-structure ("topped out"), or assets which are in need of substantial refurbishment works. These typically already benefit from the requisite consent to develop
  - **Development: De-Risked** – development assets which benefit from being substantially pre-sold or pre-let
  - **Real Estate Op-Co/Prop-Co Loan** – loan secured by both the operating company as well as all of the company's real assets
- **LTV (Loan to Value):** The outstanding balance on a loan divided by the current value of an asset. In the case of mezzanine loans, the LTV will represent the highest leverage exposure of the loan
- **LTGDV (Loan to Gross Development Value):** The expected loan balance at the conclusion of a development or value-add project (which will include all amounts advanced towards the development loan facility as well as accrued interest, divided by the expected value of the asset once the project is complete
- **LTC (Loan to Cost):** Reflects the loan to the total cash capitalisation of the project
- **Fair Value:** The current carrying value of an investment on RECI's books as recognised under IFRS
- **Nominal Face Value:** The nominal face value of a bond is the par amount due on that bond
- **FVTPL:** fair value through profit and loss. This represents the net gains or losses recorded on a loan or bond investment in the period which are other than interest income. These may be from trading gains and losses on bonds, fee income or recognition of gains from profit participating loans
- **Yield to Worst:** WA Yield to Worst is based on the current unlevered yield on the bonds - using prices as at 31 March 2021 and assuming that the bonds are extended beyond their scheduled maturity date. The worst case extension dates are based on Cheyne's assumptions of the maximum extensions that will be granted to borrowers by the servicers in the current environment. Pricing assumptions and actual returns may differ materially from those expressed or implied herein

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