

# FY18 RESULTS PRESENTATION

21 August 2018

ASX Code: CRR

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## **Agenda**

- 1. FY18 Highlights
- 2. Financial Results
- 3. Investment Overview
- 4. Market Update
- 5. Outlook
- 6. Appendices





## 1. FY18 Highlights





## **Highlights**



#### **Exceeded PDS forecast**

- FY18 FFO of 18.5 cps vs PDS forecast of 18.2 cps
- FY18 DPS of 18.1 cps vs PDS forecast of 17.9 cps
- Payout ratio of 98%



#### **NTA** growth

- NTA increased by 14 cents per security to \$2.87 (up 5.1% since IPO)
- \$12.8 million revaluation gain or 3.9% increase in portfolio value
- Valuation gains driven by market rent increases and cap rate compression
- 64% of properties were independently revalued



#### **Acquisitions**

- Disciplined and focused approach
- Four properties acquired or committed to be acquired totalling \$27.4 million<sup>1</sup> at an average cap rate of 6.9%<sup>2</sup>
- Accretive to earnings
- Acquisition WALE of 14.1 years
- Enhanced portfolio metrics

- 1. Total purchase price excluding transaction costs. Unconditional contract for the purchase of Mount Larcom was entered into on 20 August 2018.
- 2. Weighted by purchase price excluding transactions costs.



### **Performance snapshot**



Financial performance<sup>1</sup>

\$2.87

NTA ▲ 5.1% from IPO

18.5c

FFO PER SECURITY

▲1.6% on PDS FY18 forecast

18.1c

DISTRIBUTION PER SECURITY

▲1.1% on PDS FY18 forecast



Portfolio performance

12.6

WALE (years)

100%

OCCUPANCY ▲ 0.6% since IPO

\$12.8m

**VALUATION UPLIFT** 



**Capital management** 

31.7%

GEARING (target range of 25% - 40%)

**2.6** years

WEIGHTED AVERAGE DEBT MATURITY

4.5x

INTEREST COVER

1. Based on the period from 27 July 2017 to 30 June 2018.



## 2. Financial Results





#### **FY18 financial results**

#### Financial performance

- FFO for the period of 18.5 cps exceeded PDS forecast by 1.6%
- Increase in net property income driven by property acquisitions
- Partially offset by increases in management fee and finance costs as a result of property acquisitions and revaluation uplift
- Transparent income streams and capital structure

A\$m	FY18	PDS	% change
Income			
Net property income	20.7	20.3	2.0%
Straight lining of rental income <sup>1</sup>	4.6	4.2	9.5%
Interest income	0.1	-	-
Total income	25.4	24.5	3.7%
Expenses			
Management fee	(1.9)	(1.8)	5.6%
Corporate costs	(0.6)	(0.6)	-
Finance costs <sup>2</sup>	(4.2)	(3.8)	10.5%
Total expenses	(6.7)	(6.2)	8.1%
Net profit	18.6	18.3	1.6%
Adjusted for:			
Straight lining of rental income <sup>3</sup>	(4.6)	(4.2)	9.5%
Amortisation of upfront debt costs	0.6	0.2	Large
Funds From Operations (FFO)	14.6	14.4	1.6%
Key metrics per security (cents)			
FFO	18.5	18.2	1.6%
Distribution	18.1	17.9	1.1%
Payout ratio	98%	98%	-

As revenue has been recorded as income on a straight-line basis, the noncash position is reflected as a reconciling item from Net profit to Funds From Operations.



A straight-line adjustment is provided in relation to future fixed rental increases to reflect rental income on a straight-line basis over the term of the lease.

<sup>2.</sup> Includes margin, line fees, establishment fees, hedge costs and amortisation of capitalised borrowing costs.

#### **FY18 financial results**

#### **Balance sheet**

- NTA per Security growth of 14 cents (+5.1%)
- \$32.8 million increase in investment properties a result of acquisitions and revaluations
  - \$12.8 million valuation uplift
  - \$20.0 million acquisitions completed in FY18
- Gearing remains comfortably within the target range of 25% - 40%



A\$m	June 2018	At IPO	% change
Assets			
Cash and cash equivalents	2.8	0.5	
Investment Properties	340.4	307.6	10.7%
Other assets	0.2	0.2	
Total assets	343.4	308.3	11.4%
Liabilities			
Interest bearing liabilities <sup>1</sup>	109.7	91.8	19.5%
Provision for distribution	3.9	0.0	
Other liabilities	3.4	1.0	
Total liabilities	117.1	92.8	26.2%
Net assets	226.3	215.5	5.1%
Stapled Securities on Issue (m)	78.9	78.9	
NTA per Stapled Security (\$)	\$2.87	\$2.73	5.1%
Gearing	31.7%	30.0%	1.7%

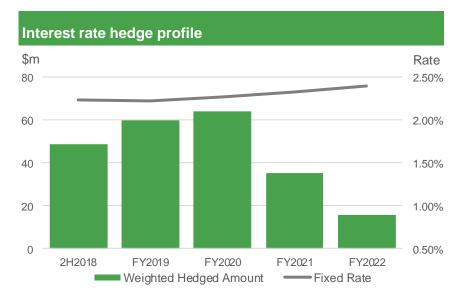


<sup>1.</sup> Represents \$110.6 million of drawn debt net of unamortised borrowing costs of \$0.9 million.

### **Capital management**

Key metric	June 2018
Gearing	31.7%
ICR	4.5x
Average all-in cost of debt (including line, margin, establishment fees and hedge costs)	4.4%
Weighted average debt maturity (years)	2.6
Weighted average hedge maturity (years)	2.5

- · Healthy balance sheet position
- Gearing within target range of 25 40%
- Interest cover of 4.5x
- Debt facilities with two Australian banks
  - \$125 million facility (undrawn amount of \$14.4 million)
- 54% of drawn debt hedged
- Establishment of a securities buyback program for up to 5% of CRR securities on issue







#### Portfolio revaluations

- \$12.8 million or 3.9% revaluation uplift
  - Portfolio weighted average cap rate firmed 16bps to 7.0%
- Valuation gains driven by a combination of annual rent increases and cap rate compression
- 44 properties were the subject of independent valuations in FY18
- Balance of portfolio being Director's valuations reviewed by an independent valuer for reasonableness

Site type	No. of	Valuation	Сар	Val Change		
	Properties	(\$m)	rate	(\$m)	%	
Metropolitan	50	\$220.5	6.9%	\$8.3	+3.9%	
Regional	14	\$52.9	7.6%	\$1.1	+2.1%	
Highway	5	\$67.0	6.9%	\$3.4	+5.3%	
Portfolio	69	\$340.4	7.0%	\$12.8	+3.9%	





## 3. Investment Overview





## Attractive retail portfolio – strong income profile

#### As at 30 June 2018

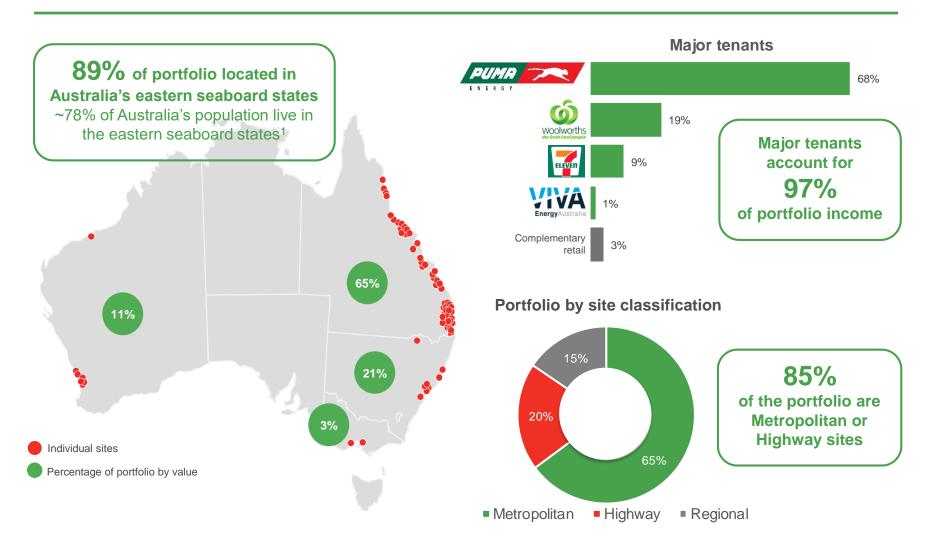


- Diversified and defensive long lease portfolio
- Sustainable and growing income
- Aligned manager with \$26 million co-invested

<sup>1.</sup> Based on closing share price of \$2.76 on 20 August 2018 and FY19 distributions guidance of 20.9 cents per security.



## **Diversified portfolio**

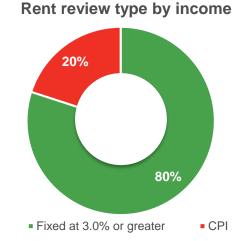


1. ABS 3101.0 - Australian Demographic Statistics, Dec 2017. Eastern seaboard states defined as NSW, VIC, QLD.



#### Long dated leases to leading convenience retail tenants

- Strong level of income security
- WALE of 12.6 years by income
- 100% occupancy
- 76% of lease income expiring FY30 and beyond
  - Only 0.6% of income expiring before FY22
- Contracted average annual rental growth of 2.9% across the portfolio<sup>1</sup>
- 20% of portfolio income exposed to CPI escalations
- Defensive asset class underpinned by the non-discretionary nature of fuel sales



#### Lease expiry profile (by income)



1. Assuming CPI of 2.0%.



### **Acquisitions**

- Four properties acquired or committed to be acquired<sup>1</sup>
- Total value of \$27.4 million<sup>2</sup>
- WACR of 6.9%
- WALE of 14.1 years
- Accretive to earnings









- 1. Unconditional contract for the purchase of Mount Larcom was entered into on 20 August 2018.
- 2. Total purchase price excluding transaction costs.



## **Acquisitions**

Property	State	Major tenant	Туре	Purchase price (\$m)	Land size (sqm)	Cap rate	WALE (years)
Durack	QLD	7-Eleven	Metropolitan	\$5.3	5,929	6.8%	11.2
Dakabin	QLD	7-Eleven	Metropolitan	\$4.4	3,324	6.8%	13.7
Moree	NSW	Puma	Highway	\$10.4	30,500	7.0%	15.0
Mount Larcom <sup>1</sup>	QLD	Puma	Highway	\$7.3	12,485	6.8%	15.0
Total				\$27.4	52,238	6.9%	14.1



1. Unconditional sale contract was entered into on 20 August 2018.



## APN Property Group – aligned and experienced manager



## Strong investor alignment

- APN is strongly aligned to delivering investor returns – owning a \$26 million co-investment stake
- Simple and transparent sliding fee structure – no additional transactional or performance fees



## Focused and dedicated management team

- Dedicated Fund Manager and management team
- Leveraging 18 average years of experience in real estate



# Governance overseen by majority independent Board

- Majority independent Board, ensuring robust governance framework
- 30 years average experience and Director roles on Boards including Sims Metal, MetLife, QV Equities, Folkestone, and the Chairman was a member of the Takeovers Panel for nine years



#### Manager with long track record and deep relationships across capital and investment markets

- Relationships generate leasing, investment opportunities and access to multiple capital sources
- Founded in 1996 and grown to \$2.8 billion under management – including direct and listed real estate mandates



## 4. Market Update





#### **Market overview**



#### Convenience retail

- Convenience retailers adapting and taking a customer-first approach by continuing to be innovative and evolve their retail offering
- Convenience retail sector generated \$8.4 billion of sales in FY17 (excluding fuel), up 1.2% on FY16<sup>1</sup>
- 'On the go' food sales driving growth – up 13.3% in FY17¹
- Sector annual sales growth is outperforming the grocery sector



#### **Fuel**

- Australian automotive fuel sales recorded a CAGR of 2.7% from July 2010 to June 2018<sup>2</sup>
- Increasing demand for Diesel and Premium fuel, which collectively made up 72% of total fuel sales in FY18<sup>2</sup>
- Demand for specific fuels will continue to change over time due to improved fuel efficiency, new fuel technology and population growth
- Electric vehicles sales comprised less than 0.1% of total new vehicle sales in Australia in 2017<sup>3</sup>



#### **Investment market**

- Remain a highly sought-after asset class due to their long initial leases with blue-chip lease covenants
- Regarded as a stable and defensive asset class given the non-discretionary nature of fuel sales
- The increase in new car sales and increasing demand for convenience retail positions this asset class as an appealing long term investment

<sup>3.</sup> Federal Chamber of Automotive Industries New Vehicles Sales data. Excludes Tesla sales due to sales data not being publicly available.



<sup>1.</sup> Australasian Association of Convenience Stores State of Industry Report 2017.

<sup>2.</sup> Department of the Environment and Energy, Australian Petroleum Statistics Issue 262, May 2018 (annualised)

## 5. Outlook





#### **Outlook and guidance**

#### Sustainable and secure returns backed by long term, high quality leases

- FY19 FFO guidance of 21.3 21.7 cps, representing:
  - **5.4 7.4% growth** on FY18 annualised; and
  - 3.4 5.3% above PDS FY19 forecast of 20.6 cps
- FY19 DPS guidance of 20.9 cps above PDS FY19 forecast of 20.3
  - Payout ratio of 97%
- Guidance includes the acquisition of Mount Larcom due to settle in September 2018
- Subject to current market conditions continuing and no unforeseen events





## 6. Appendices





## **Property portfolio**

Property	State	Major Tenant	Site Type	Book value (\$m)	Cap rate	WALE (years)	Occupancy (by income)	Land Area (sqm)
440 Roadhouse	WA	Puma	Regional	\$4.6	8.25%	16.1	100%	11,372
Aeroglen	QLD	Puma	Metropolitan	\$3.6	7.00%	15.5	100%	3,224
Atherton	QLD	Puma	Metropolitan	\$1.8	7.25%	16.5	100%	1,619
Banana	QLD	Puma	Regional	\$3.5	7.50%	17.2	100%	10,100
Bayswater North	VIC	Woolworths	Metropolitan	\$4.3	6.50%	4.7	100%	4,286
Belmont North	NSW	Woolworths	Metropolitan	\$6.0	6.50%	3.7	100%	2,953
Bentley Park	QLD	Puma	Metropolitan	\$5.9	6.50%	14.5	100%	3,251
Bli Bli	QLD	Puma	Metropolitan	\$3.2	7.50%	15.1	100%	3,500
Bohle	QLD	Puma	Metropolitan	\$6.1	7.00%	15.5	100%	7,733
Bowen	QLD	Puma	Regional	\$3.6	7.00%	16.5	100%	10,806
Bray Park	QLD	7-Eleven	Metropolitan	\$4.0	6.25%	11.1	100%	1,967
Browns Plains	QLD	7-Eleven	Metropolitan	\$5.6	6.25%	11.0	100%	2,776
Bundaberg West	QLD	Puma	Metropolitan	\$1.7	7.00%	16.5	100%	898
Caboolture	QLD	Puma	Metropolitan	\$6.4	6.75%	12.0	100%	4,947
Canning Vale	WA	Woolworths	Metropolitan	\$6.6	7.50%	3.6	100%	2,912
Capalaba	QLD	Woolworths	Metropolitan	\$4.6	7.25%	3.3	100%	3,369
Charters Towers	QLD	Puma	Regional	\$5.8	8.00%	16.5	100%	28,800
Citiswich Service Centre	QLD	Puma	Highway	\$17.2	6.75%	16.5	100%	18,190
Cluden	QLD	Puma	Highway	\$12.1	7.25%	16.1	100%	10,001
D'Aguilar	QLD	Puma	Regional	\$1.8	8.25%	15.1	100%	16,250
Dakabin	QLD	7-Eleven	Metropolitan	\$4.4	6.75%	13.2	100%	3,324
Durack	QLD	7-Eleven	Metropolitan	\$5.5	6.75%	11.1	100%	5,929
Enoggera	QLD	Puma	Metropolitan	\$1.9	7.00%	15.1	100%	1,093
Garbutt	QLD	Puma	Metropolitan	\$2.3	7.50%	16.5	100%	5,100
Geelong North	VIC	Woolworths	Metropolitan	\$4.2	6.75%	3.3	100%	3,441
Gin Gin	QLD	Puma	Regional	\$3.7	7.50%	13.7	100%	20,380
Glasshouse Mountains	QLD	Puma	Regional	\$4.8	7.25%	16.1	100%	5,133
Gwelup	WA	Puma	Metropolitan	\$3.6	7.00%	15.1	100%	1,089



## **Property portfolio**

Property	State	Major	Site	Book value	Cap rate	WALE	Occupancy	Land Area
. reperty	Jiaio	Tenant	Туре	(\$m)	oup rais	(years)	(by income)	(sqm)
Hamilton Hill	WA	Puma	Metropolitan	\$4.5	7.00%	15.1	100%	1,998
Kedron	QLD	Puma	Metropolitan	\$3.1	7.00%	17.1	100%	1,604
Kempsey South Service Centre	NSW	Puma	Highway	\$18.8	7.00%	16.5	100%	49,530
Koongal	QLD	Puma	Metropolitan	\$2.0	7.00%	15.5	100%	736
Kurri Kurri	NSW	Puma	Highway	\$8.5	6.75%	16.5	100%	41,650
Lawnton	QLD	Viva Energy	Metropolitan	\$4.2	7.25%	3.6	100%	5,553
Mango Hill	QLD	Woolworths	Metropolitan	\$3.2	7.00%	3.2	100%	4,317
Marayong	NSW	Woolworths	Metropolitan	\$7.8	6.75%	3.4	100%	4,874
Maryborough	QLD	Puma	Metropolitan	\$2.1	7.75%	17.1	100%	1,618
Midtown	QLD	Puma	Metropolitan	\$5.4	6.50%	17.1	100%	2,073
Mitchelton	QLD	Woolworths	Metropolitan	\$4.0	7.25%	3.4	100%	3,188
Monto	QLD	Puma	Regional	\$1.3	7.25%	15.5	100%	1,604
Moranbah	QLD	Puma	Regional	\$5.8	7.00%	14.5	100%	5,067
Moree	NSW	Puma	Highway	\$10.4	7.00%	14.7	100%	30,500
Mt Cotton	QLD	Woolworths	Metropolitan	\$3.9	7.25%	3.3	100%	4,021
Murrarie	QLD	Woolworths	Metropolitan	\$5.2	7.25%	2.8	100%	3,625
Nambour	QLD	Puma	Metropolitan	\$1.3	7.75%	16.1	100%	2,097
Northgate	QLD	Woolworths	Metropolitan	\$3.8	7.25%	3.3	100%	2,969
Peregian Beach	QLD	Puma	Metropolitan	\$3.3	7.00%	15.5	100%	1,016
Portsmith	QLD	Puma	Metropolitan	\$5.5	7.25%	16.5	100%	6,032
Puma Mango Hill	QLD	Puma	Metropolitan	\$3.6	7.50%	16.1	100%	4,366
Puma Woodridge	QLD	Puma	Metropolitan	\$4.6	7.00%	15.1	100%	5,000
Raceview	QLD	7-Eleven	Metropolitan	\$9.3	6.75%	3.5	100%	3,085
Redbank Plains	QLD	7-Eleven	Metropolitan	\$5.3	6.25%	11.1	100%	4,231
Reid River	QLD	Puma	Regional	\$2.6	8.50%	15.5	100%	21,800
Roseneath	QLD	Puma	Regional	\$6.8	7.50%	17.1	100%	13,501
Rosslea	QLD	Puma	Metropolitan	\$2.6	6.75%	14.5	100%	2,474
Rutherford	NSW	Puma	Metropolitan	\$5.2	6.75%	16.5	100%	2,609



## **Property portfolio**

Property	State	Major Tenant	Site Type	Book value (\$m)	Cap rate	WALE (years)	Occupancy (by income)	Land Area (sqm)
Sarina	QLD	Puma	Regional	\$1.9	7.50%	16.5	100%	1,679
Slacks Creek	QLD	Woolworths	Metropolitan	\$3.9	7.25%	3.3	100%	2,799
South Hedland	WA	Puma	Regional	\$5.2	8.00%	15.3	100%	4,027
South Lake	WA	Woolworths	Metropolitan	\$6.2	7.75%	3.6	100%	4,287
The Gap	QLD	Puma	Metropolitan	\$3.1	7.00%	15.1	100%	2,294
Thornton	NSW	Puma	Metropolitan	\$8.6	6.50%	15.1	100%	8,550
Wacol	QLD	Puma	Metropolitan	\$5.2	7.25%	16.1	100%	3,019
Wetherill Park	NSW	Puma	Metropolitan	\$7.7	6.50%	17.1	100%	7,024
Woodridge	QLD	7-Eleven	Metropolitan	\$5.3	6.25%	11.4	100%	1,609
Woree	QLD	Puma	Metropolitan	\$1.4	7.00%	14.5	100%	1,376
Wynnum	QLD	Puma	Metropolitan	\$2.1	7.25%	15.1	100%	2,303
Yanchep	WA	Puma	Metropolitan	\$5.4	7.25%	17.2	100%	3,068
Zilzie	QLD	Puma	Regional	\$1.5	7.00%	14.5	100%	1,300
Total / weighted average				\$340.4	7.03%	12.6	100%	468,916



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