

# FY20 RESULTS PRESENTATION

10 August 2020

**SCA** Property  
Group



# AGENDA

1. OVERVIEW OF FY20 RESULTS
2. FINANCIAL PERFORMANCE
3. OPERATIONAL PERFORMANCE
4. GROWTH OPPORTUNITIES
5. KEY PRIORITIES AND OUTLOOK
6. QUESTIONS
7. APPENDICES



# 1

## OVERVIEW OF FY20 RESULTS

Anthony Mellowes

Chief Executive Officer



# FY20 HIGHLIGHTS

| FINANCIAL PERFORMANCE   | CAPITAL MANAGEMENT  | ACTIVE PORTFOLIO MANAGEMENT                                      |   |
|---|---|--|---|
| FFO per unit <sup>1</sup><br><b>14.65 cpu, down by 10.3%</b>              | Gearing <sup>3</sup><br><b>25.6%, down by 7.2%</b>            | Portfolio occupancy <sup>6</sup><br><b>98.2%</b>                 | Specialty vacancy <sup>6</sup><br><b>5.1%</b> |
| Distribution per unit <sup>1,2</sup><br><b>12.50 cpu, down by 15.0%</b>   | NTA per unit <sup>4</sup><br><b>\$2.22, down by 2.2%</b>      | Portfolio weighted average cap rate <sup>7</sup><br><b>6.51%</b> |   |
| Funds from operations (FFO) <sup>1</sup><br><b>\$140.8m, down by 0.7%</b> | Weighted cost of debt <sup>5</sup><br><b>3.5% pa</b>          | Acquisitions <sup>8</sup><br><b>\$78.4m</b>                      | Divestments <sup>8</sup><br><b>\$21.5m</b>    |
|   | Weighted average debt maturity <sup>5</sup><br><b>5.1 yrs</b> |  |   |

1. For the year ended 30 June 2020 vs year ended 30 June 2019
2. Final distribution of 5.00 cpu in respect of the year ended 30 June 2020 will be paid on 31 August 2020. First half distribution of 7.50 cpu was paid on 29 January 2020. "cpu" stands for Cents Per Unit
3. As at 30 June 2020, compared to 30 June 2019. Gearing is calculated as Finance debt, net of cash (with USD denominated debt recorded as the hedged AUD amount) divided by total tangible assets (net of cash and derivatives)
4. As at 30 June 2020, compared to 30 June 2019
5. As at 30 June 2020. The corresponding numbers as at 30 June 2019 were weighted cost of debt of 3.6% and weighted average debt maturity of 6.1 years
6. As at 30 June 2020. The corresponding numbers as at 30 June 2019 were portfolio occupancy of 98.2% and specialty vacancy of 5.3%
7. As at 30 June 2020. Weighted average capitalisation rate as at 30 June 2019 was 6.48%
8. During the year we acquired Warner Marketplace QLD for \$78.4 million (excluding transaction costs), and sold Cowes VIC for \$21.5 million

# KEY ACHIEVEMENTS

## Supermarket anchored convenience centres continue to be resilient

### OPTIMISING THE CORE BUSINESS

- Throughout the COVID-19 pandemic, our convenience-based centres have been relatively resilient
  - Anchor tenants have experienced strong sales growth and turnover rent has increased
  - We have continued to complete leasing deals, with 75 renewals and 55 new lease deals completed during the COVID-19 period (March 2020 to June 2020). Specialty vacancy is stable at 5.1% and specialty occupancy costs are also stable at 10.0%. Approximately 92% of tenants are now open and trading including approximately 63% in Victoria
- COVID-19 has impacted many of our specialty tenants
  - Sales performance has been mixed, with many experiencing sales declines
  - We have provided rental assistance to over 600 tenants in accordance with the Mandatory Code of Conduct
  - Rental collection rate of 77% during the COVID-19 period. We will continue to pursue payment from tenants of all of the outstanding amounts not covered by agreed waivers or deferrals
- Our focus continues to be to
  - Improve tenancy mix with a bias toward non-discretionary categories
  - Maintain high retention rates on renewal
  - Maintain low specialty vacancy by working pro-actively with our tenants in these challenging times
- This will ensure that we have sustainable tenants paying sustainable rents, supporting our strategy of generating defensive, resilient cash flows to support secure and growing long term distributions to our unitholders

### GROWTH OPPORTUNITIES

- Acquisition of Warner Marketplace, a Woolworths and Aldi-anchored convenience centre in Brisbane QLD, for \$78.4m (excluding transaction costs) in December 2019
- Completion of Shell Cove Stage 3 development (5 additional specialty shops of 396sqm in total) for \$4.8m in December 2019
- Sale of Cowes VIC for \$21.5m in February 2020 (9.7% above June 2019 book value)
- Completed the sale process for the SURF 1 investment properties for \$69.3m, achieved an 11.0% IRR for unitholders since fund commencement in 2015

### CAPITAL MANAGEMENT

- Balance sheet remains in a strong position
  - Gearing of 25.6% is below our target range of 30-40%. This is due to the cash proceeds from the \$250.0 million institutional placement in April 2020 and the \$29.3 million unit purchase plan in May 2020
  - Weighted average cost of debt is 3.5%, weighted average term to maturity of debt is 5.1 years, 91.1% of drawn debt either fixed or hedged
  - Cash, term deposits and undrawn facilities of \$622.8 million

### EARNINGS & DISTRIBUTIONS

- FY20 FFO per unit of 14.65 cpu represents a decline of 10.3% compared to last year
- FY20 Distributions of 12.50 cpu represents a decline of 15.0% compared to last year

# 2

## FINANCIAL PERFORMANCE

Mark Fleming

Chief Financial Officer



# IMPACT OF COVID-19 ON EARNINGS

The largest negative impact has been increased rental arrears

## Cash rent shortfall

- The difference between invoiced rental income and cash rent collected during FY20 was \$26.8m:
  - \$4.1m relates to the pre-COVID period (February 2020 or before)
  - \$22.7m relates to the COVID period (March 2020 to June 2020), including \$4.5m of waived rent and \$4.3m of deferred rent pursuant to the Mandatory Code of Conduct

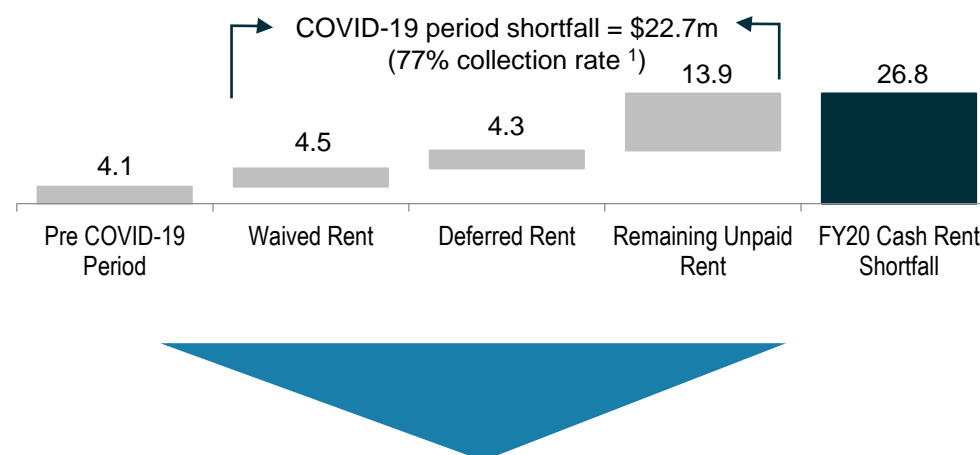
## Accounting treatment <sup>2</sup>

- The accounting treatment for this \$26.8m shortfall is:
  - \$4.5m waived rent is not included in rental income or receivable
  - \$22.3m has been included in rental income and receivable, but an expected credit loss allowance ("ECL") of \$15.3m has been raised in receivables against this amount. As the starting ECL balance at 30 June 2019 was \$0.9m, the incremental \$14.4m has been included in property expenses <sup>3</sup>

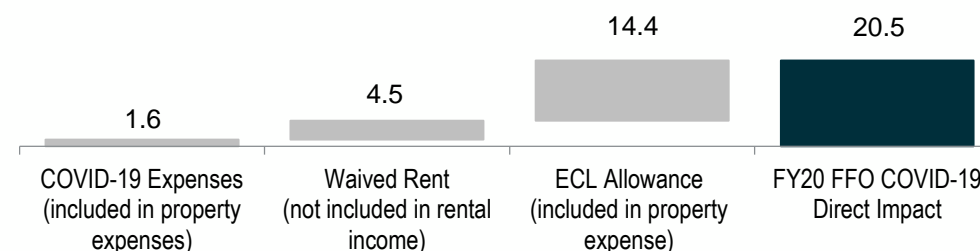
## Impact on earnings

- The direct impact of COVID-19 on FY20 FFO is \$20.5m (or 2.13cpu)
  - \$1.6m of additional property expenses (e.g. cleaning and security)
  - \$4.5m of waived rent not included in rental income
  - \$14.4m of incremental ECL
- The indirect impacts of COVID-19 on FFO (or FFO per unit) are not included in this analysis. For example:
  - The April/May 2020 equity raisings reduced FFOPU by approximately 0.36 cpu, due to increased weighted average units on issue, partially offset by saved net interest expense
  - Higher specialty vacancy than previously anticipated, reduced renewal and new lease uplifts, lower other income, increased incentives, offset by increased turnover rent from anchors

## Cash rent shortfall (\$m)



## Impact of COVID-19 on FY20 FFO (\$m)



slide 7

1. Collection rate is calculated as \$22.7m cash rent shortfall, divided by total invoiced gross property income for the March 2020 to June 2020 period of approximately \$100m

2. For more information on the accounting treatments, refer to note 3 of the Financial Statements

3. This means that \$7.9m of non-cash rental income is included in Net Profit After Tax and FFO, being \$26.8m less \$4.5m waived rent, less \$14.4m incremental ECL

# PROFIT & LOSS

## For the year ended 30 June 2020

- Gross property income increased due to acquisitions (full year benefit of the FY19 acquisitions, and Warner Marketplace in December 2019), partially offset by sale of Cowes in February 2020 and non-recognition of waived rent (\$4.5m)
- Property expenses increase includes the increased expected credit loss ("ECL") allowance of \$14.4m and \$1.6m of COVID-related expenses
  - A detailed explanation of the ECL calculation is set out in note 3 of the Financial Statements
- Distribution income relates to our CQR unitholding. Our unitholding has reduced to 6.78m units (from 19.9m units as at 1 July 2018), and the DPU was reduced compared to the prior period
- Funds management income includes \$0.8m of disposal fees. SURF 1 will be wound up in FY21
- Corporate costs increase primarily due to increase in D&O insurance
- Fair value adjustments:
  - Investment properties: \$27.4m of the fair value loss can be directly attributed to COVID-19 FY21 cash flow impacts, with the balance of the fair value loss due to a combination of capitalisation rate softening, valuation NOI decreasing and discounted cash flow valuations adopted more conservative let-up assumptions and lower market rent growth
  - Derivatives: mainly due to increasing value of USPP swaps (A\$ depreciation and decreased interest rates)
  - Unrealised foreign exchange loss: is the increase in the A\$ value of our US\$ debt due to A\$ depreciation over the reporting period
  - Share of net profit from associates: relates to SURF 1, 2 & 3 co-investment stakes, with net profits being offset by valuation reductions in the SURF 3 fund
- Transaction costs are related to the equity raisings in April/May 2020
- Net interest expense:
  - Average net debt relatively stable with prior year at c.\$1.1bn with weighted average cost of debt now down to 3.5% (vs June 2019 of 3.6%)
  - Prior year included swap termination cost of \$17.7m

| \$m  | 30 June 2020 | 30 June 2019 | % Change       |
|--|--------------|--------------|----------------|
| Anchor rental income   | 128.7        | 120.0        | 7.2%           |
| Specialty rental income  | 126.1        | 116.6        | 8.1%           |
| Recoveries and recharge revenue                                  | 34.2         | 30.4         | 12.5%          |
| Other income   | 8.1          | 5.4          | 50.0%          |
| Straight lining and amortisation of incentives                   | (8.1)        | (8.6)        | (5.8)%         |
| <b>Gross property income</b>                                     | <b>289.0</b> | <b>263.8</b> | <b>9.6%</b>    |
| Property expenses  | (108.6)      | (84.2)       | 29.0%          |
| <i>Property expenses / Gross property income (%)<sup>1</sup></i> | <i>36.6%</i> | <i>30.9%</i> | <i>5.7%</i>    |
| <b>Net property income</b>                                       | <b>180.4</b> | <b>179.6</b> | <b>0.4%</b>    |
| Distribution income from CQR                                     | 1.7          | 4.4          | (61.4)%        |
| Funds management income from SURF funds                          | 1.7          | 1.8          | (5.6)%         |
| <b>Net operating income</b>                                      | <b>183.8</b> | <b>185.8</b> | <b>(1.1)%</b>  |
| Corporate costs  | (13.8)       | (13.1)       | 5.3%           |
| Fair value of investment properties                              | (87.9)       | (40.5)       | 117.0%         |
| Fair value of derivatives  | 51.4         | 66.3         | (22.5)%        |
| Unrealised foreign exchange loss                                 | (8.1)        | (27.3)       | (70.3)%        |
| Share of net profit from associates                              | -            | 1.2          | nm             |
| Transaction costs  | (1.5)        | (3.7)        | (59.5)%        |
| <b>EBIT</b>  | <b>123.9</b> | <b>168.7</b> | <b>(26.6)%</b> |
| Net interest expense   | (37.9)       | (58.5)       | (35.2)%        |
| Tax expense  | (0.5)        | (0.6)        | (16.7)%        |
| <b>Net profit after tax</b>                                      | <b>85.5</b>  | <b>109.6</b> | <b>(22.0)%</b> |

1. For the purpose of this ratio, gross property income excludes straight lining and amortisation of incentives



# FUNDS FROM OPERATIONS

## For the year ended 30 June 2020

- Funds From Operations ("FFO") of \$140.8m is down by 0.7% compared to last year, due to COVID-19 impacts offsetting the contribution from acquisitions
  - Non-cash and one-off items have been excluded from FFO
  - Direct impact of COVID-19 on FFO is \$20.5m
- Adjusted FFO (AFFO) of \$124.3m is down by 2.4% compared to last year
  - New lease incentives have increased due to higher average incentives and increased number of new leases (146 in FY20 vs 87 in FY19)
- Weighted average units on issue increased primarily due to distribution reinvestment plan (5.3m units in August 2019 and 10.3m units in January 2020), institutional placement (115.7m units in April 2020) and unit purchase plan (13.6m units in May 2020)
- Distribution of 12.50 cpu represents 99.4% of AFFO
  - Estimated tax deferred component decreased to 11% which is lower than our expected normalised level of 20-25% primarily due to timing of deductions associated with the ECL allowance. FY19 was higher due to deductions associated with the September 2018 USPP
- FFO per unit ("EPU") decreased by 1.68cpu (or 10.3%) compared to the prior year due to the contribution from acquisitions being offset by:
  - COVID-19 impact of 2.13cpu: direct impact of \$20.5m as set out on the previous slide; and
  - Equity raisings impact of 0.36 cpu: the April/May 2020 equity raisings increased the weighted average units on issue, partially offset by saved net interest expense
- Distributions represent 99.4% of AFFO
  - \$7.9m of non-cash rental income is included in AFFO. This is expected to be recovered in FY21

| \$m  | 30 June 2020 | 30 June 2019 | % Change       |
|--|--------------|--------------|----------------|
| <b>Net profit after tax (statutory)</b>        | <b>85.5</b>  | <b>109.6</b> | <b>(22.0)%</b> |
| <b>Adjustment for non cash items</b>           |              |              |                |
| Reverse: Straight lining & amortisation        | 8.1          | 8.6          | (5.8)%         |
| Reverse: Fair value adjustments                |              |              |                |
| - Investment properties                        | 87.9         | 40.5         | 117.0%         |
| - Derivatives                                  | (51.4)       | (66.3)       | (22.5)%        |
| - Foreign exchange                             | 8.1          | 27.3         | (70.3)%        |
| <b>Other adjustments</b>                       |              |              |                |
| - Other income                                 | (0.5)        | -            | nm             |
| - Net unrealised (profit)/loss from SURF funds | 1.6          | 0.7          | 128.6%         |
| - Transaction costs                            | 1.5          | 3.7          | (59.5)%        |
| - Swap termination cost                        | -            | 17.7         | nm             |
| <b>FFO</b>                                     | <b>140.8</b> | <b>141.8</b> | <b>(0.7)%</b>  |
| <i>Number of units (weighted average)(m)</i>   | 960.9        | 868.4        | 10.7%          |
| <i>FFO per unit (cents) ("EPU")</i>            | 14.65        | 16.33        | (10.3)%        |
| <i>Distribution (\$m)</i>                      | 123.5        | 135.4        | (8.8)%         |
| <i>Distribution per unit (cents) ("DPU")</i>   | 12.5         | 14.7         | (15.0)%        |
| <i>Payout ratio (%)</i>                        | 85%          | 90%          | (5.0)%         |
| <i>Estimated tax deferred ratio (%)</i>        | 11%          | 58%          | (47.0)%        |
| Less: Maintenance capex                        | (6.0)        | (5.6)        | 7.1%           |
| Less: Leasing costs and fitout incentives      | (10.5)       | (8.8)        | 19.3%          |
| <b>AFFO</b>                                    | <b>124.3</b> | <b>127.4</b> | <b>(2.4)%</b>  |
| <i>Distribution / AFFO (%)</i>                 | 99.4%        | 106.3%       | (6.9)%         |

# BALANCE SHEET

As at 30 June 2020

- Value of investment properties decreased from \$3,147.0m to \$3,138.2m due to:
  - Acquisition of Warner Marketplace for \$83.4m (\$78.4m acquisition price plus transaction costs of \$5.0m)
  - Disposal of Cowes for \$21.5m
  - Developments, capital expenditure and straight lining of \$17.2m (including completion of Shell Cove Stage 3 for \$4.8m); and
  - Like-for-like valuation decrease of \$87.9m of which \$27.4m is directly attributable to expected COVID-19 impact on FY21 cash flows
- Cash includes term deposits of \$180.0m which are the excess proceeds from the equity raisings in April/May 2020 (this excess cash will be applied to paying out the maturing MTN facility in October 2020)
- Investment in CQR of 6.78m units held at its closing price on 30 June 2020 of \$3.35 per unit
- Other assets include derivative financial instruments with a mark-to-market valuation of \$183.8m, SURF 1, 2 & 3 co-investment of \$15.9m, receivables of \$34.2m and other assets of \$11.1m
- Net debt has decreased due to equity raisings in April/May 2020 in excess of acquisition and capital expenditure
- Units on issue has increased by 145.8m units due to: institutional placement of 115.7m units at \$2.16 per unit raising \$250.0m in April 2020, unit purchase plan of 13.6m units at \$2.16 per unit raising \$29.3m in May 2020, distribution reinvestment plans issuing 5.3m units at \$2.48 per unit in August 2019 and 10.3m units at \$2.71 per unit in January 2020 (underwritten), and 0.9m issued to employees under vesting of remuneration plans
- NTA per unit decreased by 2.2% to \$2.22, primarily due to the decrease in like-for-like investment properties valuations and dilutive equity raisings in April/May 2020

| \$m                                     | 30 June 2020   | 30 June 2019   | % Change      |
|---|----------------|----------------|---------------|
| Cash                                    | 183.8          | 4.2            | nm            |
| Investment properties                   | 3,138.2        | 3,147.0        | (0.3)%        |
| Investment in CQR                       | 22.7           | 29.6           | (23.3)%       |
| Other assets                            | 245.0          | 191.4          | 28.0%         |
| <b>Total assets</b>                     | <b>3,589.7</b> | <b>3,372.2</b> | <b>6.4%</b>   |
| Debt                                    | 1,083.6        | 1,137.5        | (4.7)%        |
| Distribution payable                    | 53.6           | 69.0           | (22.3)%       |
| Other liabilities                       | 78.5           | 61.8           | 27.0%         |
| <b>Total liabilities</b>                | <b>1,215.7</b> | <b>1,268.3</b> | <b>(4.1)%</b> |
| <b>Net tangible assets (NTA)</b>        | <b>2,374.0</b> | <b>2,103.9</b> | <b>12.8%</b>  |
| Number of units (period-end)(m)         | 1,071.4        | 925.6          | 15.8%         |
| <b>NTA per unit (\$)</b>                | <b>2.22</b>    | <b>2.27</b>    | <b>(2.2)%</b> |
| Corporate costs                         | 13.8           | 13.1           | 5.3%          |
| <b>External funds under management</b>  |                |                |               |
| - SURF 1, 2 & 3 assets under management | 104.8          | 186.4          | (43.8)%       |
| - Less: SURF 1, 2 & 3 co-investment     | (15.9)         | (26.5)         | (40.0)%       |
| <b>Assets under management</b>          | <b>3,678.6</b> | <b>3,532.1</b> | <b>4.1%</b>   |
| MER <sup>1</sup> (%)                    | 0.38%          | 0.37%          | 0.01%         |

1. MER stands for "Management Expense Ratio" and is calculated as Corporate Costs divided by Assets Under Management at year end (including SURF 1, SURF 2 and SURF 3). Bps stands for basis points.

# DEBT AND CAPITAL MANAGEMENT

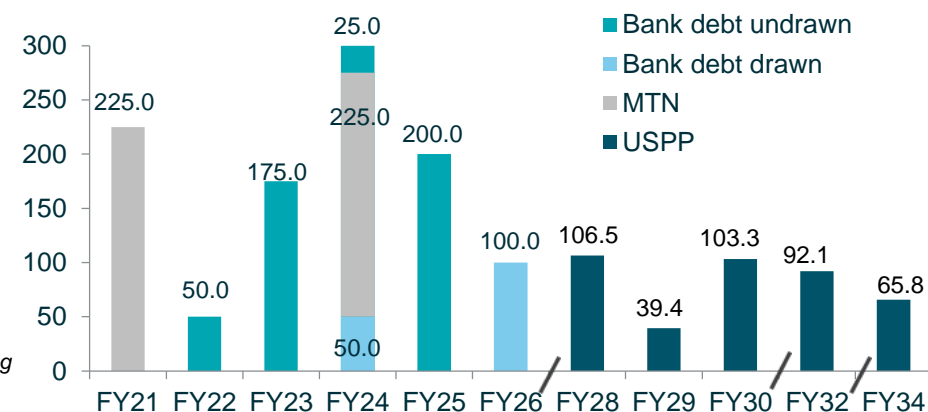
## As at 30 June 2020

- Gearing of 25.6% is below the target range of 30% to 40%. Our preference is for gearing to remain below 35% at this time. The reduction of gearing from June 2019 is due to the equity raise proceeds held in cash and term deposits, reducing net debt for gearing purposes. Look-through gearing (including CQR and SURF investments) is 26.0%
- Key movements in net debt during the period:
  - Total facility limit was increased by \$200.0m to \$1,457.1m including new and extended bilateral debt facilities of \$150.0m expiring in FY25, and \$50.0m expiring in FY22
  - Net debt decreased due to equity raisings of \$250.0m in April 2020 and \$29.3m in May 2020, less transaction fees and costs of \$7.6m
  - Cash (including term deposits) and undrawn debt has increased to \$622.8m<sup>6</sup> (up from \$180.2m as at 30 June 2019)
- The next debt expiry is the \$225.0m medium term note in April 2021. Under the terms of the MTN it can be repaid (with appropriate notice) from October 2020 with no make whole obligation. The current intention is that the MTN will be repaid from existing cash (and term deposits) and undrawn debt
- Weighted cost of debt reduced from 3.6% to 3.5% due to lowering in base rates. Average debt maturity has decreased to 5.1 years due to a new facility with shorter than average maturity (\$50.0m expires in FY22) offset with new and extended bilateral facilities to FY25. Average hedge fixed maturity has decreased to 3.8 years as there have been no changes in the hedging profile since June 2019
- We are well within debt covenant limits of less than 50% gearing and interest cover ratio (ICR) greater than 2.0x

- Facility limit is made up of **\$600.0m** bilateral bank facility limits of \$500.0m plus \$100.0m syndicated non revolving facility) plus USPP A\$ denominated facility of **\$50.0m** plus the USPP US\$ denominated facilities at **A\$357.1m** (being made up of USPP2014 US\$ denominated facility at A\$159.8m and the USPP2018 US\$ denominated facility at A\$197.3 (both being the AUD amount received and hedged in AUD)), plus the A\$ MTN issuance of **\$450.0m**.
- Drawn debt (net of cash) of **\$823.3m** is made up of: statutory debt of **\$1,083.6m** less **\$78.2m** being the revaluation of the USPP US\$ denominated debt from statutory value of \$435.3m (using the prevailing June 2020 spot exchange rate) to restate the USPP to its hedged value of A\$357.1m plus unamortised debt fees and MTN discount of **\$1.7m** less **\$183.8m** cash and term deposits
- Gearing calculated as drawn debt (net of cash) of **\$823.3m** (refer note 2 above), divided by total tangible assets (net of cash and derivatives) being total assets of **\$3,589.7m** less cash and term deposits of **\$183.8m** less derivative mark-to-market of **\$183.8m** = **\$3,222.1m**
- Interest cover ratio is calculated as financial year Group EBIT **\$123.9m** plus unrealised and other excluded gains and losses of **\$47.7m**, divided by net interest expense of **\$37.9m**
- Net debt / FFO before interest cost is calculated as drawn debt (net of cash) **\$823.3m** divided by FFO **\$140.8m** plus interest expense **\$38.2m** = 4.6x
- Cash and undrawn facilities is made up of facility limit of **\$1,457.1m** less drawn debt net of cash and term deposits of **\$823.3m** less **\$11.0m** of debt facilities used for bank guarantees = **\$622.8m**

|  | 30 June 2020 | 30 June 2019 |
|--|--------------|--------------|
| Facility limit (\$'m) <sup>1</sup>               | 1,457.1      | 1,257.1      |
| Drawn debt (net of cash) (\$'m) <sup>2</sup>     | 823.3        | 1,064.9      |
| Gearing (%) <sup>3</sup>                         | 25.6         | 32.8         |
| % debt fixed or hedged                           | 91.1         | 70.4         |
| Weighted average cost of debt (%)                | 3.5          | 3.6          |
| Average debt maturity (yrs)                      | 5.1          | 6.1          |
| Average fixed / hedged debt maturity (yrs)       | 3.8          | 4.8          |
| Interest cover ratio <sup>4</sup>                | 4.5x         | 4.3x         |
| Net debt / FFO before interest cost <sup>5</sup> | 4.6x         | 5.8x         |

### Debt Facilities Expiry Profile (\$m)



# 3

## OPERATIONAL PERFORMANCE

Anthony Mellowes

Chief Executive Officer

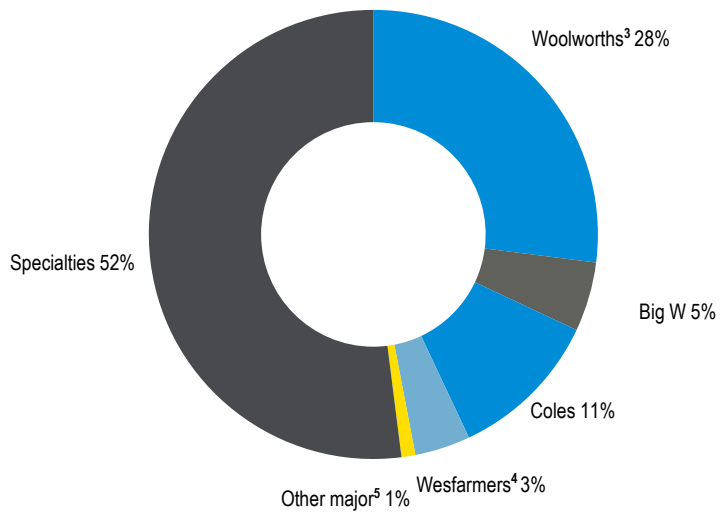


# PORTFOLIO OVERVIEW

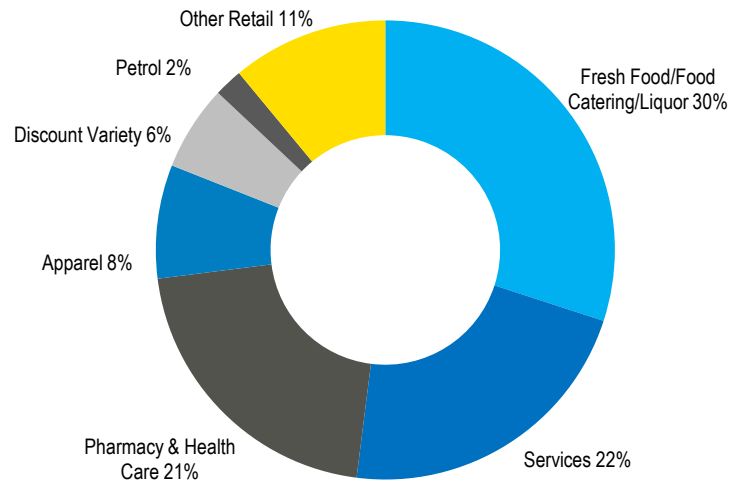
Weighting towards food, health and retail services (non-discretionary)

| As at 30 June 2020 | Number of centres | Number of specialties | GLA (sqm)      | Site Area (sqm)  | Occupancy (% GLA) | Value (\$m)    | WALE (yrs) | Weighted average cap rate (%) |
|--------------------|-------------------|-----------------------|----------------|------------------|-------------------|----------------|------------|-------------------------------|
| Neighbourhood      | 75                | 1,321                 | 465,497        | 1,495,916        | 98.3%             | 2,334.3        | 7.3        | 6.39%                         |
| Sub-regional       | 10                | 518                   | 209,028        | 545,090          | 98.0%             | 803.9          | 7.8        | 6.84%                         |
|                    | <b>85</b>         | <b>1,839</b>          | <b>674,525</b> | <b>2,041,006</b> | <b>98.2%</b>      | <b>3,138.2</b> | <b>7.4</b> | <b>6.51%</b>                  |

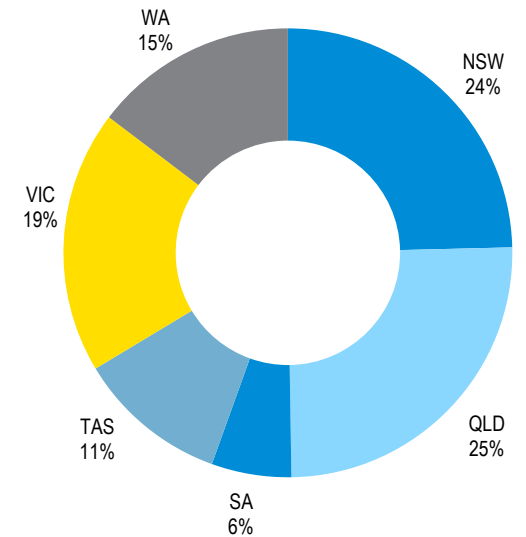
Tenants by Category (by gross rent)<sup>1</sup>



Specialty Tenants by Category (by gross rent)<sup>1,2</sup>



Geographic Diversification (by value)



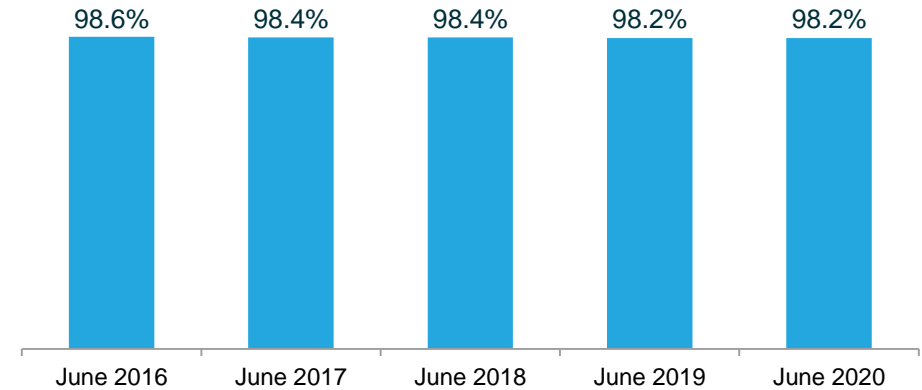
1. Annualised gross rent excluding vacancy and percentage rent
2. Mini Majors represent 12% of annualised specialty gross rent. Mini major tenants have been split across the relevant categories
3. Woolworths includes Endeavour Drinks (1.6% of gross rent)
4. Wesfarmers includes Kmart 2.3%, Bunnings 0.5% and Target 0.4%
5. Other majors includes Aldi, Farmer Jacks and Grand Cinemas

# PORTFOLIO OCCUPANCY

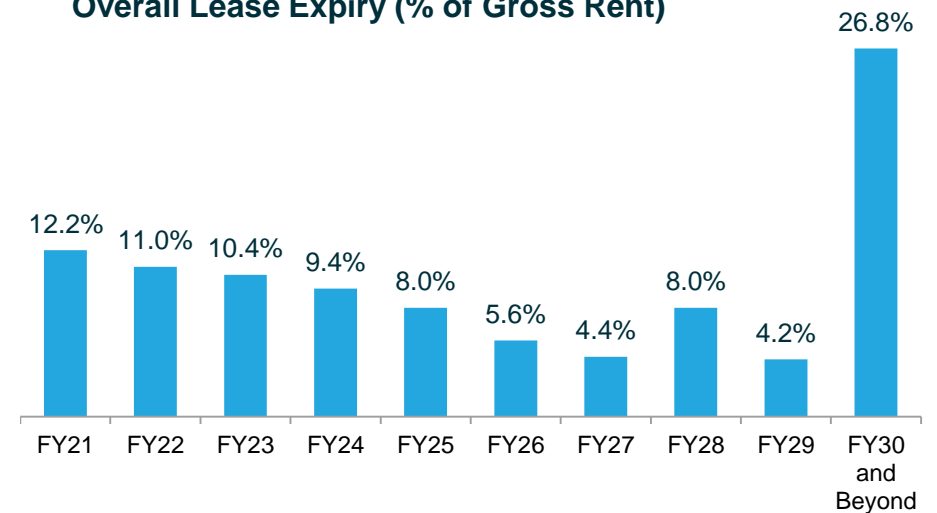
## Specialty vacancy is stable despite COVID-19 challenges

- Strategic focus on remixing toward non-discretionary categories, reducing long term vacancies and maintaining the retention rate on existing tenant renewals
- Total portfolio occupancy has remained stable at 98.2% of GLA
  - Specialty vacancy is stable at 5.1%, at the higher end of target range of 3-5%
  - Long term stability of portfolio occupancy illustrates the resilience of the portfolio
  - Refer to slide 31 for a comparison between existing and FY19 acquisition centres
- Specialty tenant holdover on total portfolio is 1.1% (increased from 1.0% at June 2019)
- Anchor tenant expiries in FY21:
  - West End Plaza Coles in November 2020: new ten year term agreed subject to Coles Board approval, two remaining ten year options
  - West End Plaza Kmart in November 2020: new five year term agreed, two remaining five year options
  - Riverside Woolworths in April 2021: ten year extension agreed, with four remaining five year options granted expiring in 2051
  - New Town Kmart in June 2021: expecting Kmart to exercise a ten year option
- Continued active management of lease expiry profile. Approximately 10% of leases expiring per annum is consistent with c.50% of income from specialty tenants with 5-year leases

Portfolio Occupancy (% of GLA)



Overall Lease Expiry (% of Gross Rent)



# SALES GROWTH AND TURNOVER RENT

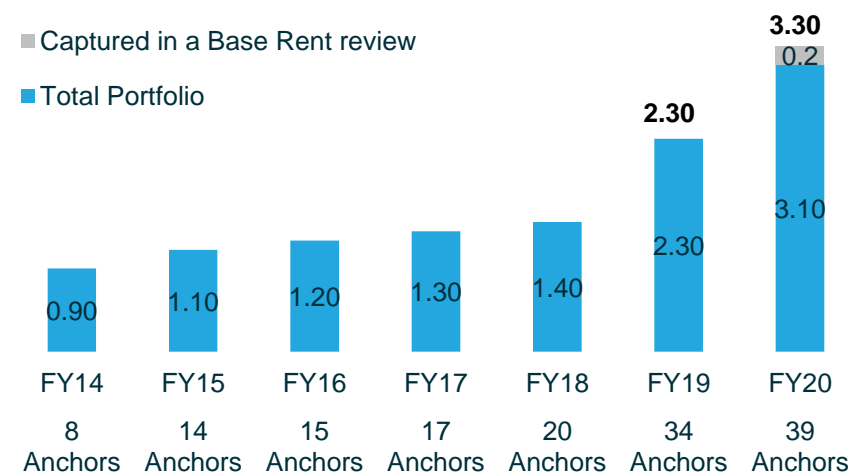
## Sales growth strong despite specialties impacted by COVID-19

- Supermarket portfolio MAT<sup>1</sup> sales growth has increased by 5.1% (June 2019: 2.0%)
  - Increased growth during the COVID period, as customers engaged in panic buying, shopped locally and government restrictions see customers eat and entertain at home
- Discount Department Store (DDS) portfolio MAT sales growth increased by 7.6% (June 2019: 2.2%)
  - Due to panic buying during COVID-19 and high demand for home and living products
- Mini Majors portfolio MAT strengthened to 2.9% (June 2019: (3.1)%)
  - Discount variety and pharmacies saw increased growth due to panic buying. Additionally, discount variety stores saw high demand for home & living and arts & crafts categories
- Specialty portfolio MAT sales decreased to (1.1)% (June 2019: 1.8%)
  - Non-discretionary categories MAT growth was 0.9%, continuing to outperform discretionary categories that declined by 7.9% over the year
  - Apparel impacted by voluntary closures during COVID-19. Leisure experiencing growth in demand for gaming and home entertainment
  - Food catering and retail services impacted by government mandated closures and restrictions
  - Neighbourhood centres MAT was flat, outperforming sub regional centres decreasing (3.1%) over the period
- Excluding retailers closed due to COVID-19 related trading restrictions and voluntary closures, speciality MAT would have improved to 2.5%
- Turnover rent continues to increase:
  - 39 anchor tenants paying turnover rent as at 30 June 2020 (33 supermarkets, 3 Kmart's and 3 Dan Murphy's) – represents 35% of portfolio anchors paying turnover rent
  - Another 14 supermarkets are within 10% of their turnover thresholds
  - 5 anchor tenant turnover rents captured in a base rent review during the year
- The sales numbers on this slide are for the total portfolio. Please refer to slide 31 for a breakdown between existing and acquired centres

### Comparable Store MAT<sup>1</sup> Sales Growth by Category (%)

| Total Portfolio | As at<br>30 June 2020 | As at<br>30 June 2019 |
|-----------------|-----------------------|-----------------------|
| Supermarkets    | 5.1%                  | 2.0%                  |
| DDS             | 7.6%                  | 2.2%                  |
| Mini Majors     | 2.9%                  | (3.1)%                |
| Specialties     | (1.1)%                | 1.8%                  |
| <b>Total</b>    | <b>4.2%</b>           | <b>1.9%</b>           |

### Turnover Rent (\$m)



1. Moving annual turnover sales growth measures the growth in sales over the last 12 months compared to the previous 12 month period  
 2. FY19 figures were adjusted from 53 week reporting period to 52 weeks comparable to FY20, with reported growth for existing centres of 3.8% for supermarkets and 6.8% for DDS and FY19 Acquisitions 0.2% for supermarkets and 2.9% for DDS.



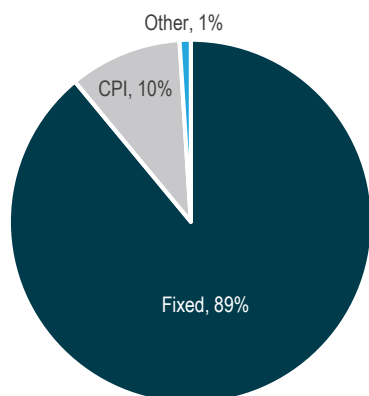
# SPECIALTY KEY METRICS

## Executing our strategy in a challenging retail market exacerbated by COVID-19

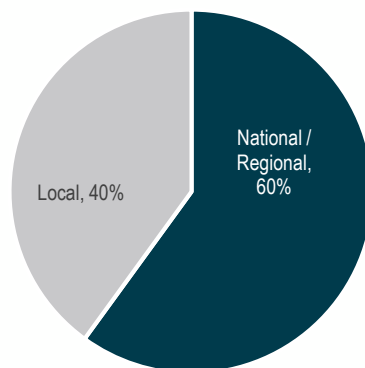
- Sustainable rents and occupancy costs for specialty tenants:
  - Sales growth declined by (1.1)% due to impact of COVID-19 (June 2019: +1.8%)
  - Sales productivity increased to \$8,229 psm (June 2019: \$8,010 psm)
  - Our gross rents remain the lowest in the sector at \$778 psm
  - Occupancy cost reduced to 10.0% (June 2019: 10.1%)
- In a soft retail market exacerbated by COVID-19 challenges, our strategy remained focused on:
  - Maintaining a high retention rate on renewals at 76% (June 2019: 77%)
  - Reducing specialty vacancy by increasing deal count with a focus on long term vacancies: 146 new deals done (June 2019: 87), a 68% increase in deal count for the year despite 4 months of COVID-19 impact
  - Continued to remix toward non-discretionary categories
- While average leasing spreads were negative and average incentives were higher, we have achieved stable occupancy and an improvement in tenancy mix across the portfolio. We are continuing to achieve 3%-5% annual fixed increases for 88% of specialty tenants
- The numbers on this slide are for the total portfolio. Please refer to slide 32 for a breakdown between existing and acquired centres

### Specialty Lease Composition (as at 30 June 2020)

#### Annual Increase Mechanism



#### Tenant Type



### Specialty Tenant Metrics

| Total Portfolio  | 30 June 2020 | 30 June 2019 |
|--|--------------|--------------|
| Comparable sales MAT growth (%) <sup>1</sup>           | (1.1)%       | 1.8%         |
| Average specialty occupancy cost (%) <sup>1</sup>      | 10.0%        | 10.1%        |
| Average specialty gross rent per square metre          | \$778        | \$772        |
| Specialty sales productivity (\$ per sqm) <sup>1</sup> | \$8,229      | \$8,010      |

| Renewals           | 30 June 2020 | 30 June 2019 |
|--------------------|--------------|--------------|
| Number             | 232          | 215          |
| Retention (%)      | 76%          | 77%          |
| GLA (sqm)          | 31,817       | 26,455       |
| Average uplift (%) | (1.1)%       | (1.7)%       |
| Incentive (months) | 0.5          | -            |

| New Leases         | 30 June 2020 | 30 June 2019 |
|--------------------|--------------|--------------|
| Number             | 146          | 87           |
| GLA (sqm)          | 18,656       | 12,200       |
| Average Uplift (%) | (7.7)%       | 4.9%         |
| Incentive (months) | 13.8         | 11.0         |

1. Sales growth, occupancy cost and sales productivity metrics only include sales reporting tenants trading over 24 months



# 4

## GROWTH OPPORTUNITIES

Anthony Mellowes

Chief Executive Officer



# PORTFOLIO MANAGEMENT

One acquisition, one completed development and one disposal in the year to 30 June 2020

## ACQUISITION



### Warner Marketplace (Warner, QLD)

- Acquisition completed in Dec 2019 for \$78.4m (5.92% implied fully let yield excluding balance of land)
- Anchored by Woolworths and Aldi supermarkets with 37 specialty tenancies, 2 Kiosks, 2 ATM's and 5 freestanding tenancies
- % of income from Anchors: 34%
- Overall WALE (by income): 6.4 years
- Occupancy at acquisition: 96%
- Built: 2001; Expanded: 2014

## DEVELOPMENT



### Shell Cove – Stage 3 (Shellharbour, NSW)

- Stage 3 refers to a main street strip of retail comprising five tenancies situated directly across from the SCP owned Shell Cove Neighbourhood centre
- Development completed in Dec 2019 for total consideration of \$4.8m (6.25% implied fully let yield)
- Asset will form part of the existing Shell Cove Neighbourhood Centre
- Two year rental guarantee for any vacancy

## DISPOSAL

**Cowes, VIC:** Contracts were exchanged on 3 December 2019 for a sale price of \$21.5m, reflecting a \$1.9m (9.7%) uplift on June 2019 book value (yield of 6.85%). The transaction settled on 4 February 2020.

## PENDING ACQUISITION

In July 2020 we agreed terms to acquire **Bakewell in Darwin, NT** for \$33.0m (excluding transaction costs), an implied fully let yield of 7%, subject to due diligence and final valuation support. This property is expected to settle in late August 2020.

# CONVENIENCE BASED CENTRES

Fragmented ownership provides acquisition opportunities

Indicative

## CONVENIENCE BASED CENTRE LANDSCAPE

- There are approximately 1,200 Coles and Woolworths anchored neighbourhood and sub regional centres in Australia
- SCP is the largest owner (by number) of neighbourhood and sub regional centres in Australia. SCP has an opportunity to continue to consolidate this fragmented segment by utilising its management capability, industry knowledge and funding ability to source and execute acquisition opportunities from private and corporate owners
- Since listing SCP has completed the acquisition of 50 neighbourhood and sub regional centres for over \$1.7b and has divested 31 freestanding and neighbourhood centres for over \$500.0m

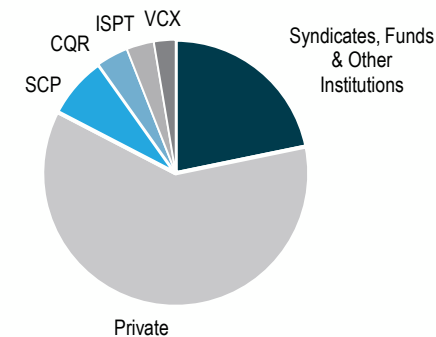
## RECENT TRANSACTIONS

- During the year ended 30 June 2020:
  - 34 neighbourhood centres changed hands for total consideration of ~\$1.3b
  - 4 sub regional centre changed hands for total consideration of ~\$460.0m
- More institutional sellers, while syndicates and privates remain active on the buy side for neighbourhood centres
- SCP acquired one property over the year, making up approximately 4% of total known transactions over the period

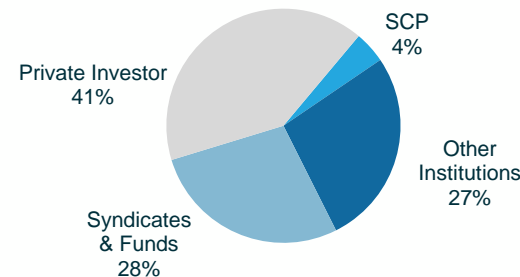
## ACQUISITION OUTLOOK

- We will continue to take a disciplined approach to acquisitions:
  - We have excess capacity following our equity raisings in April/May 2020. We could debt fund approximately \$300m of acquisitions and still keep our gearing below 32.5%
  - Demand for quality neighbourhood assets remains strong, with recent transaction cap rates of less than 6%

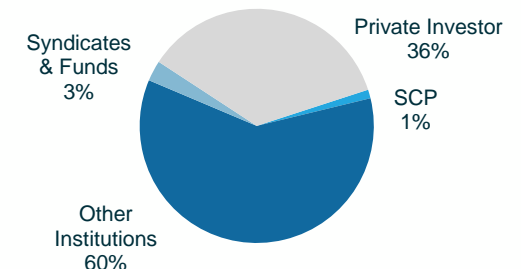
Ownership of Convenience Based Centres (number of centres)



FY20 Buyers (by value)



FY20 Sellers (by value)



# INDICATIVE DEVELOPMENT PIPELINE

Over \$125m of development opportunities identified at 31 of our centres over the next 5 years<sup>1</sup>

| DEVELOPMENT TYPE        | CENTRE(S)   | Estimated Capital Investment (A\$m) |                   |             |             |             |             |
|-------------------------|---|-------------------------------------|-------------------|-------------|-------------|-------------|-------------|
|                         |   | FY20                                | FY21 <sup>2</sup> | FY22        | FY23        | FY24        | FY25        |
| Centre expansions       | Shell Cove, Epping North, Belmont, North Orange, Warner Marketplace, Wyndham Vale, Northgate, Central Highlands, Gladstone, Greenbank, Jimboomba, Mackay, Ocean Grove   | 5.9                                 | 7.1               | 11.7        | 18.3        | 20.1        | 21.7        |
| Supermarket expansions  | Treendale, West Dubbo   | -                                   | -                 | -           | 0.5         | 4.0         |             |
| Centre improvements     | Burnie, Ocean Grove, Oxenford, The Markets, New Town Plaza, West End Plaza, Riverside, Shoreline, The Gateway, Whitsunday SC, Sturt Mall, Meadow Mews, Griffin Plaza, Warnbro, Sugarworld, Wonthaggi, Northgate, Kingston | 0.8                                 | 22.3              | 11.1        | 2.3         | 2.3         | 2.3         |
| Preliminary & Defensive | Various   | 0.1                                 | 0.3               | 0.3         | 0.3         | 0.3         | 0.3         |
|                         | <b>Total</b>  | <b>6.8</b>                          | <b>29.7</b>       | <b>23.1</b> | <b>21.4</b> | <b>26.7</b> | <b>24.3</b> |

In FY20 Shell Cove Stage 3 was completed. The major projects for FY21 are at The Markets and Epping North

1. The exact timing of future developments, expansions and improvements are subject to prevailing market conditions and regulatory approvals
2. The \$10.0m acquisition cost for the additional land at Greenbank occurring in December 2020 has been excluded from the Indicative Development Pipeline

# FUNDS MANAGEMENT BUSINESS – AUM \$104.8M

## Potential to deliver additional earnings growth in the future

- First fund “SURF 1” was launched in October 2015, and has successfully sold the five assets, consistent with 5-year term set out in the original PDS
  - Achieved sales price for the five assets of \$69.3m (vs original cost of \$60.9m and June 2019 book value of \$68.4m)
  - IRR of 11.0%, with potential performance fee of \$0.4m to be realised once residual proceeds are distributed to unitholders
  - The wind-up process will be completed during FY21
- Second and third funds performing in line with expectations
  - “SURF 2” launched in June 2017 with two properties: Katoomba and Mittagong
    - Mittagong was sold in June 2020 for \$9.7m (\$0.1m above 31 Dec 2019 book value). The proceeds were used to repay a portion of the secured debt facility and strengthened the balance sheet of SURF 2
  - “SURF 3” launched in July 2018 with four properties
    - Swansea was sold in July 2020 for \$15.6m (in line with 31 Dec 2019 book value). The proceeds were used to repay a portion of the secured debt facility and strengthened the balance sheet of SURF 3
- Fee structure for all funds is the same<sup>1</sup>
  - Establishment Fee: 1.5% of total asset value
  - Management Fees: 0.7% of total asset value per annum
  - Disposal Fee: 1.0% of assets disposed
  - Performance Fee: if the equity IRR exceeds 10.0%, SCP will receive 20.0% of the outperformance
- No new funds are forecast for FY21. We will continue to monitor the retail and institutional market appetite for new product
- The funds management business will continue to allow SCP to recycle non-core assets, and utilise its expertise and platform to earn management fees in the future (subject to market conditions)



Moama Marketplace, NSW (SURF 3)



Warrnambool Target, VIC (SURF 3)



Woodford Woolworths, QLD (SURF 3)



Woolworths and Big W, Katoomba (SURF 2)

1. SCA may defer fees, or rebate a portion of its fees to wholesale clients, at its discretion

# 5

## KEY PRIORITIES AND OUTLOOK

Anthony Mellows and Mark Fleming

Chief Executive Officer and Chief Financial Officer



# CORE STRATEGY UNCHANGED

Defensive, resilient cashflows to support secure and growing long term distributions to our unitholders

**FOCUS ON CONVENIENCE-  
BASED RETAIL CENTRES**

**WEIGHTED TO  
NON-DISCRETIONARY  
RETAIL SEGMENTS**

**LONG LEASES TO  
QUALITY ANCHOR TENANTS**

**APPROPRIATE  
CAPITAL STRUCTURE**

**GROWTH  
OPPORTUNITIES**



# FUTURE IMPACT OF COVID-19

Given current uncertainty, it is not possible to accurately forecast the impact of COVID-19 on the FY21 results

- Services includes several tenants that are directly impacted, including travel agents, gyms, nail bars and beauty
- Other retail includes some tenants that have performed well (eg. leisure and tobacconists) and others that have experienced sales declines (eg. newsagencies and jewellers)
- Food catering includes cafes and restaurants that have suffered reduced trade
- Within the “green” categories, there are still some individual tenants that have experienced sales declines
- Anchor tenants of supermarket and discount department stores are performing strongly
- The recent Victorian lockdowns will have a significant impact on tenant sales in that State, and will result in increased waivers and deferrals

Impact from COVID-19



Monthly Gross Property Income (approximate) (\$m)

| Category                           | VIC        | NSW        | QLD        | TAS        | SA         | WA         | Monthly Gross Income (\$m) |
|------------------------------------|------------|------------|------------|------------|------------|------------|----------------------------|
| Apparel                            | 0.2        | 0.4        | 0.1        | 0.1        | 0.1        | 0.2        | 1.1                        |
| Services                           | 0.5        | 0.7        | 0.4        | 0.3        | 0.2        | 0.5        | 2.6                        |
| Other Retail                       | 0.2        | 0.4        | 0.4        | 0.1        | 0.1        | 0.2        | 1.4                        |
| Food Catering                      | 0.5        | 0.7        | 0.6        | 0.2        | 0.1        | 0.4        | 2.5                        |
| Fresh Food & Liquor                | 0.3        | 0.3        | 0.4        | 0.2        | -          | 0.1        | 1.3                        |
| Pharmacy / Medical                 | 0.4        | 0.6        | 0.8        | 0.2        | 0.1        | 0.4        | 2.5                        |
| Discount Variety                   | 0.1        | 0.2        | 0.2        | 0.1        | -          | 0.1        | 0.7                        |
| Petrol                             | 0.1        | 0.1        | 0.1        | -          | -          | -          | 0.3                        |
| Anchors                            | 1.9        | 2.7        | 2.7        | 1.3        | 0.8        | 1.6        | 11.0                       |
| <b>Total Gross Rent</b>            | <b>4.2</b> | <b>6.1</b> | <b>5.7</b> | <b>2.5</b> | <b>1.4</b> | <b>3.5</b> | <b>23.4</b>                |
| Other Income                       |            |            |            |            |            |            | 1.6                        |
| <b>Total Gross Property Income</b> |            |            |            |            |            |            | <b>25.0</b>                |

Every \$5 million of rent lost is equivalent to a 0.5 cpu decrease in FFO per unit



# KEY PRIORITIES AND OUTLOOK

Continue to deliver on strategy in FY21

## OPTIMISING THE CORE BUSINESS

- Our primary objective over the next 12 months is to ensure that our centres emerge from the COVID-19 pandemic in a strong position, with sustainable tenants paying sustainable rents
- As such, our focus continues to be to:
  - Improve tenancy mix with a bias toward non-discretionary categories
  - Maintain high retention rates on renewal; and
  - Maintain low specialty vacancy by working pro-actively with our tenants in these challenging times
- This may mean:
  - Continuing to offer waivers and deferrals to tenants that are part of our long-term tenancy mix plans; and
  - Leasing spreads may remain negative, and incentives may remain elevated
- This will ultimately support our strategy of generating defensive, resilient cash flows to support secure and growing long term distributions to our unitholders

## GROWTH OPPORTUNITIES

- Excess capacity to fund growth opportunities following our equity raisings in April/May 2020
- Continue to explore value-accretive acquisition opportunities consistent with our strategy and investment criteria
- Progress our identified development pipeline
- New funds management opportunities as market conditions allow

## CAPITAL MANAGEMENT

- We intend to repay the \$225.0m MTN in October 2020
- We will continue to actively manage our balance sheet to maintain diversified funding sources with long weighted average debt expiry and a low cost of capital consistent with our risk profile
- Gearing to remain below 35% at this point in the cycle

## EARNINGS GUIDANCE

- Due to the continued uncertainty created by the COVID-19 pandemic we will not provide FY21 guidance at this time
- We will continue to target a Distribution payout ratio of approximately 100% of AFFO

# 6

## QUESTIONS



# 7

## APPENDICES



# SUSTAINABILITY

## We continue to focus on long-term sustainable performance

Our performance in the area of Environment, Social and Governance (ESG) continues to mature and deliver practical solutions across our growing portfolio.

SCP achievements during this period:

### Stronger Communities

- Our commitment to the planning and delivery of stronger communities' campaigns continued across our centres in FY20
- Commenced a sizeable stronger communities' campaign at selected centres, however due to COVID-19 this was scaled down.
- In discussions with a national charity to identify partnership opportunities across the portfolio

### Environmentally Efficient Centres

- Sustainability focussed capital investment to drive investment in initiatives that generate acceptable returns
  - Solar panels and renewable energy utilisation on site continues to be a focus for SCP
  - Intelligent Building Automation Systems for the management of indoor environments and energy demand including load shedding capabilities installed
  - Ongoing trials for the onsite processing of food organics waste. Exploring how we can efficiently implement waste diversion practices across the portfolio for specialty tenants and common mall area organic waste

### Responsible Investment

- Review and update of policies to improve transparency on code of conducts, supply chain practices and modern slavery requirements
- Climate risk assessment across the portfolio complete
- Increased disclosure on SCP's ESG performance and policies

### Our Sustainability Objectives

**1 STRONGER COMMUNITIES**

Strengthen the relationships between our shopping centres and their local communities and help improve the wellbeing and prosperity of those communities

**2 ENVIRONMENTALLY EFFICIENT CENTRES**

Reduce the environmental footprint of our shopping centres, particularly greenhouse gas emissions through reducing energy consumption

**3 RESPONSIBLE INVESTMENT**

Manage environmental, social and governance (ESG) risks that are material to investment value and communicate our performance on this

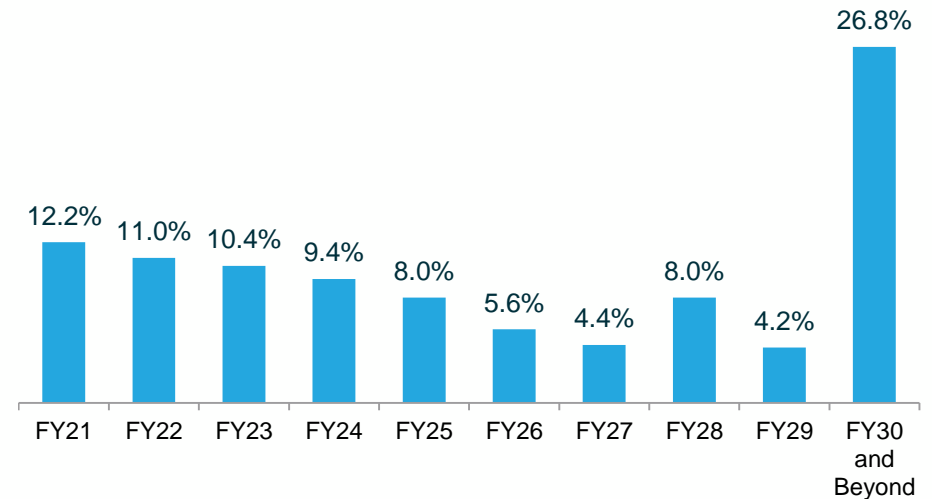
# LONG TERM LEASES TO WOOLWORTHS, COLES AND WESFARMERS

- 48.0% of gross rent is generated by anchor tenants (Woolworths 32.0%, Coles 11.0%, Wesfarmers 4.0% and Other majors 1.0% on a fully leased basis), with an Anchor WALE of 9.6 years
- Overall, a 7.4 year portfolio WALE combined with investment grade tenants and non-discretionary retail categories provides a higher degree of income predictability
- 378 specialty renewals and new leases completed in the 12 months to 30 June 2020 with majority on a 5 year lease term

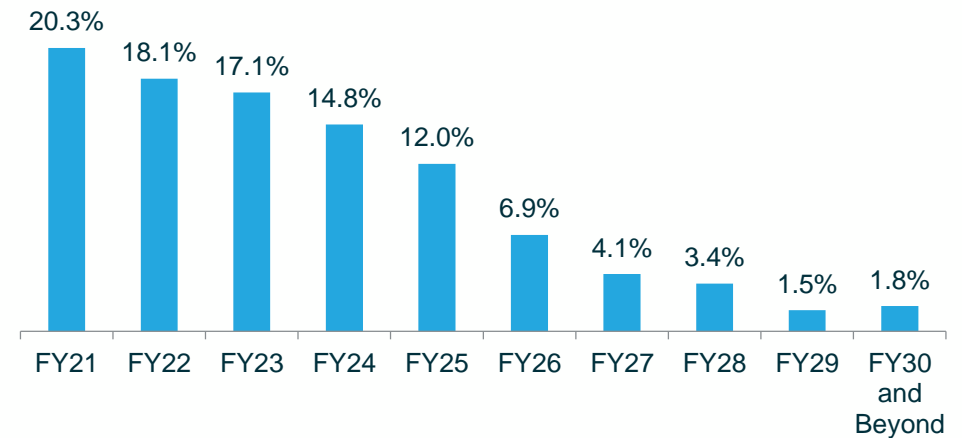
## PORTFOLIO LEASE EXPIRY PROFILE

| 30 June 2020   | WALE Years    |        |
|----------------|---------------|--------|
|                | By Gross Rent | By GLA |
| Portfolio WALE | 6.4           | 7.4    |
| Anchor WALE    | 10.0          | 9.6    |

## Overall Lease Expiry (% of Gross Rent)



## Specialty Lease Expiry (% of Specialty Gross Rent)



# ANCHOR TENANTS

- All of our centres are currently anchored by either Woolworths Limited, Coles Group Limited or Wesfarmers Limited retailers
- We are gradually increasing our relative exposure to Coles and Wesfarmers via acquisitions and divestments. Coles now represents 25.0% and Wesfarmers represents 6.0% of our anchor tenants
- Woolworths has announced the separation and potential demerger of Endeavour Group. We have 4 Dan Murphy's and 25 BWS stores accounting for 1.6% of our total gross rent
- We have two Target stores:
  - Gateway Langwarrin is a 1,500sqm store paying \$262,500pa rent (\$175/sqm), and will close in April 2021. We have commenced the process of looking for a replacement
  - Wonthaggi is a 3,806sqm store paying \$646,000pa rent (\$170/sqm), and will be converted to a Kmart with lease expiry of December 2029 plus 3 x 5 year options thereafter

|                                   | 30 June 2016 | 30 June 2017 | 30 June 2018 | 30 June 2019 | 30 June 2020 |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Woolworths Limited</b>         |              |              |              |              |              |
| Woolworths                        | 53           | 54           | 54           | 58           | 59           |
| Big W                             | 8            | 7            | 7            | 9            | 9            |
| Dan Murphy's                      | 3            | 2            | 2            | 4            | 4            |
| Masters                           | 1            | -            | -            | -            | -            |
| Countdown                         | -            | -            | -            | -            | -            |
| <b>Total Woolworths Limited</b>   | <b>65</b>    | <b>63</b>    | <b>63</b>    | <b>71</b>    | <b>72</b>    |
| <b>Coles Group Limited</b>        |              |              |              |              |              |
| Coles Group Limited               | -            | -            | -            | 28           | 28           |
| <b>Total Coles Group Limited</b>  | <b>-</b>     | <b>-</b>     | <b>-</b>     | <b>28</b>    | <b>28</b>    |
| <b>Wesfarmers Limited</b>         |              |              |              |              |              |
| Coles                             | 12           | 18           | 20           | -            | -            |
| Target                            | 3            | 2            | 2            | 2            | 2            |
| Kmart                             | 2            | 2            | 2            | 4            | 4            |
| Bunnings                          | -            | 1            | 1            | 1            | 1            |
| <b>Total Wesfarmers Limited</b>   | <b>17</b>    | <b>23</b>    | <b>25</b>    | <b>7</b>     | <b>7</b>     |
| <b>Other Anchor Tenants</b>       |              |              |              |              |              |
| Aldi                              | 1            | 1            | 1            | 1            | 2            |
| Farmer Jacks                      | -            | -            | -            | 1            | 1            |
| Grand Cinemas                     | -            | -            | -            | 1            | 1            |
| <b>Total Other Anchor Tenants</b> | <b>1</b>     | <b>1</b>     | <b>1</b>     | <b>3</b>     | <b>4</b>     |
| <b>Total Anchor Tenants</b>       | <b>83</b>    | <b>87</b>    | <b>89</b>    | <b>109</b>   | <b>111</b>   |

# ASSETS ACQUIRED IN FY19 – KEY METRICS

## Sales growth, turnover rent, portfolio occupancy, WALE

### Existing Centres:

- Continue to perform strongly despite COVID-19 related trading restrictions
- MAT Sales growth of 5.0% (June 2019: 2.6%), including 5.8% for supermarkets (June 2019: 2.7%).
- Specialty vacancy has increased to 5.2% (June 2019: 4.7%)

### Acquired Centres:

- Vicinity acquisition centres part of SCA portfolio for almost two years. Remixing strategies in relation to these centres are substantially complete
- MAT Sales growth improved to 1.3% (June 2019: (0.9)%), including 2.0% supermarkets (June 2019: (0.9)%).
- Specialty vacancy reduced to 4.6% (June 2019: 7.3%)
- Performance continues to be in line with our expectations

| Sales MAT Growth | Existing Centres | FY19 Acquisitions | Total Portfolio |
|------------------|------------------|-------------------|-----------------|
| Supermarkets     | 5.8%             | 2.0%              | 5.1%            |
| DDS              | 8.9%             | 5.0%              | 7.6%            |
| Mini-majors      | 2.8%             | 3.3%              | 2.9%            |
| Specialty        | (0.3)%           | (3.1)%            | (1.1)%          |
| <b>Total</b>     | <b>5.0%</b>      | <b>1.3%</b>       | <b>4.2%</b>     |

| Turnover Rent | Existing Centres | FY19 Acquisitions | Total Portfolio |
|---------------|------------------|-------------------|-----------------|
| # anchors     | 28               | 11                | 39              |
| \$            | \$2.3m           | \$0.8m            | \$3.1m          |

| Portfolio Occupancy     | Existing Centres | FY19 Acquisitions | Total Portfolio |
|-------------------------|------------------|-------------------|-----------------|
| Portfolio occupancy (%) | 98.2%            | 98.2%             | 98.2%           |
| Specialty vacancy (%)   | 5.2%             | 4.6%              | 5.1%            |

| WALE (by GLA) | Existing Centres | FY19 Acquisitions | Total Portfolio |
|---------------|------------------|-------------------|-----------------|
| Portfolio     | 7.9              | 5.9               | 7.4             |
| Anchor        | 10.2             | 7.6               | 9.6             |

# ASSETS ACQUIRED IN FY19 – KEY METRICS

## Specialty key metrics

### Existing Centres:

- Tenant metrics improving vs June 2019 with improvements in sales productivity, occupancy cost and average gross rent psm. Comparable specialty sales MAT impacted by COVID-19 due to trading restrictions.
- Lease renewal spreads lower at 0.8% (June 2019: 5.3%) reflecting strategy to maintain sustainable rent and retention rate in soft retail market exacerbated by COVID-19.
- New lease spreads lower at (9.6)% (June 2019: 2.4%) and incentives higher at 14.8 months (June 2019: 11.1 months) reflecting challenging retail market exacerbated by COVID-19 and continued focus on leasing of longer term vacancies
- Pleasingly we continued to see deal flow despite COVID-19 challenges, with 39 new leases and 55 renewal deals between March and June 20

### Acquired Centres:

- Tenant metrics reflect the increased impact on trading conditions in sub regional centres during COVID-19 with sales MAT down (3.1)% (June 19: 0.0%). Occupancy cost in line with June 19 (11.6% vs at 11.8%)
- Renewal spreads improved to (6.1)% (June 2019: (14.6)%), new lease spreads lower at (3.2)% (June 2019: 10.6%) and incentives higher at 11.7 months (June 2019: 10.8 months)
- Remixing is substantially complete, and centres operating “business as usual”
  - Portfolio NOI was on track to be in line with acquisition NOI by FY21, but we are reviewing short term impact of COVID-19

| Spec Tenant Metrics                          | Existing Centres | FY19 Acquisitions | Total Portfolio |
|--|------------------|-------------------|-----------------|
| Comparable sales MAT growth (%) <sup>1</sup> | (0.3)%           | (3.1)%            | (1.1)%          |
| Average Spec Occupancy Cost                  | 9.3%             | 11.6%             | 10.0%           |
| Average Gross Rent \$PSM <sup>1</sup>        | \$734            | \$894             | \$777           |
| Sales Productivity \$PSM <sup>1</sup>        | \$8,263          | \$8,147           | \$8,229         |

| Renewals           | Existing Centres | FY19 Acquisitions | Total Portfolio |
|--------------------|------------------|-------------------|-----------------|
| Number             | 177              | 55                | 232             |
| Retention (%)      | 79.0%            | 68.0%             | 76.0%           |
| GLA (sqm)          | 25,560           | 6,256             | 31,817          |
| Average uplift (%) | 0.8%             | (6.1)%            | (1.1)%          |
| Incentive (months) | 0.6              | 0.2               | 0.5             |

| New Leases         | Existing Centres | FY19 Acquisitions | Total Portfolio |
|--------------------|------------------|-------------------|-----------------|
| Number             | 101              | 45                | 146             |
| GLA (sqm)          | 12,557           | 6,099             | 18,656          |
| Average Uplift (%) | (9.6)%           | (3.2)%            | (7.7)%          |
| Incentive (months) | 14.8             | 11.7              | 13.8            |

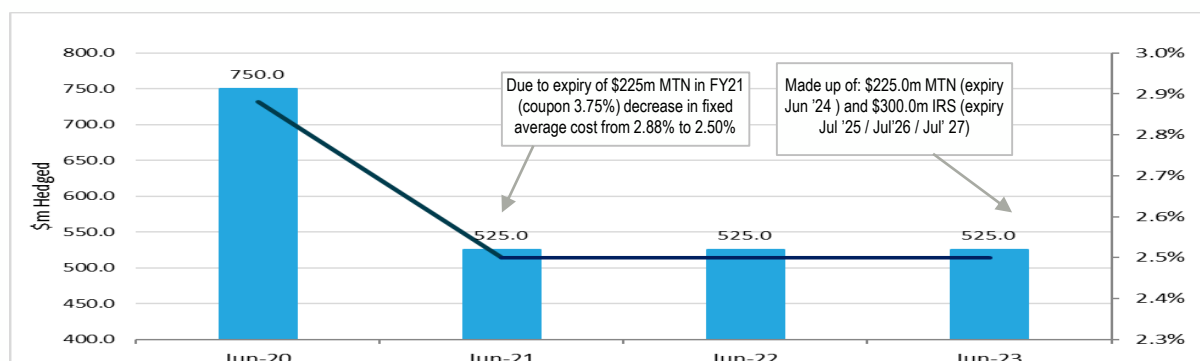


# DEBT FACILITIES & INTEREST RATE HEDGING

## DEBT FACILITIES As at 30 June 2020

| \$m  | Facility Limit<br>(A\$m) | Drawn Debt<br>(A\$m) | Financing capacity<br>(A\$m) | Maturity / Notes  |
|--|--------------------------|----------------------|------------------------------|---|
| <b>Bank Facilities</b>   |                          |                      |                              |   |
| Bank bilateral   | 50.0                     | -                    | 50.0                         | FY22: Apr 2022  |
| Bank bilateral   | 175.0                    | -                    | 175.0                        | FY23: Dec 2022 \$75.0m and Jun 2023 \$100.0m                        |
| Bank bilateral   | 25.0                     | -                    | 25.0                         | FY24: Dec 2023  |
| Bank bilateral non-revolving                                       | 50.0                     | 50.0                 | -                            | FY24: Jun 2024  |
| Bank bilateral   | 200.0                    | -                    | 200.0                        | FY25: Mar 2025 \$50.0m and May 2025 \$150.0m (refer below & note 1) |
| Syndicated non-revolving   | 100.0                    | 100.0                | -                            | FY26: Jun 2026  |
|  | <b>600.0</b>             | <b>150.0</b>         | <b>450.0</b>                 |   |
| <b>Medium Term Notes</b>   |                          |                      |                              |   |
| Medium Term Note (#1) <sup>4</sup>                                 | 225.0                    | 225.0                | -                            | Apr 2021  |
| Medium Term Note (#2) <sup>4</sup>                                 | 225.0                    | 225.0                | -                            | Jun 2024  |
|  | <b>450.0</b>             | <b>450.0</b>         | -                            |   |
| <b>US Private Placement</b>  |                          |                      |                              |   |
| US\$ denominated <sup>2</sup>                                      | 106.5                    | 106.5                | -                            | Aug 2027  |
| US\$ denominated <sup>3</sup>                                      | 39.4                     | 39.4                 | -                            | Sep 2028  |
| US\$ denominated <sup>2</sup>                                      | 53.3                     | 53.3                 | -                            | Aug 2029  |
| A\$ denominated  | 50.0                     | 50.0                 | -                            | Aug 2029  |
| US\$ denominated <sup>3</sup>                                      | 92.1                     | 92.1                 | -                            | Sep 2031  |
| US\$ denominated <sup>3</sup>                                      | 65.8                     | 65.8                 | -                            | Sep 2033  |
|  | <b>407.1</b>             | <b>407.1</b>         | -                            |   |
| <b>Total unsecured financing facilities</b>                        | <b>1,457.1</b>           | <b>1,007.1</b>       | <b>450.0</b>                 |   |
| Add: cash and term deposits  | -                        | 183.8                | 183.8                        |   |
| <b>Net debt<sup>5</sup></b>  | <b>1,457.1</b>           | <b>823.3</b>         | <b>633.8</b>                 |   |
| Less: Debt facilities used for bank guarantees <sup>1</sup>        |                          |                      | (11.0)                       | May 2025; facility used for bank guarantees (refer note 1)          |
| <b>Total debt facilities available plus cash and term deposits</b> |                          |                      | <b>622.8</b>                 | <b>Net financing capacity of \$622.8m</b>                           |

## INTEREST RATE FIXED / HEDGING PROFILE



- Bank guarantees of \$11.0m are for the Group's compliance with its Australian Financial Services Licences
- USPP 2014 denominated repayment obligations have been fully hedged at A\$ / US\$ rate of 0.9387
- USPP 2018 denominated repayment obligations have been fully hedged at A\$ / US\$ rate of 0.7604
- The Group has two A\$MTN issues. The first A\$MTN (expiry April 2021 which can be repaid from October 2020 with no make whole) has a face value of \$225.0m and coupon of 3.75%. The second A\$MTN (expiry June 2024) has a face value of \$225.0m and a coupon of 3.90%
- Drawn debt (net of cash) of **\$823.3m** is made up of: statutory debt of **\$1,083.6m** less **\$78.2m** being the revaluation of the USPP US\$ denominated debt from statutory value of \$435.3m (using the prevailing June 2020 spot exchange rate) to restate the USPP to its hedged value of A\$357.1m plus unamortised debt fees and MTN discount of **\$1.7m** less **\$183.8m** cash and term deposits

# ACQUISITIONS AND DIVESTMENTS DURING THE YEAR

30 June 2020

|                            | Centre Type   | Acquisition Date | Anchor GLA (sqm) | Specialty GLA (sqm) | Total GLA (sqm) | % GLA Committed | Total Purchase Price (\$m) | Implied Fully Let Yield |
|----------------------------|---------------|------------------|------------------|---------------------|-----------------|-----------------|----------------------------|-------------------------|
| <b>Acquired Properties</b> |               |                  |                  |                     |                 |                 |                            |                         |
| Warner Marketplace         | Neighbourhood | Dec 2019         | 6,164            | 5,306               | 11,470          | 96%             | 78.4                       | 5.92%                   |

|                            | Centre Type   | Divestment Date | Anchor GLA (sqm) | Specialty GLA (sqm) | Total GLA (sqm) | % GLA Committed | Total Sale Price (\$m) | Divestment Cap Rate |
|----------------------------|---------------|-----------------|------------------|---------------------|-----------------|-----------------|------------------------|---------------------|
| <b>Divested Properties</b> |               |                 |                  |                     |                 |                 |                        |                     |
| Cowes                      | Neighbourhood | Feb 2020        | 3,495            | 1,325               | 4,820           | 98%             | 21.5                   | 6.85%               |

# PORTFOLIO LIST (I)

| Property            | State | Property Type | Anchor Tenant(s)                | Completion Date | Total GLA (sqm) | Occupancy (% by GLA) | Number of Specialties | WALE (Years by GLA) | Valuation Cap Rate | Valuation June 2020 (A\$m) |
|---------------------|-------|---------------|---------------------------------|-----------------|-----------------|----------------------|-----------------------|---------------------|--------------------|----------------------------|
| Lavington Square    | NSW   | Sub-Regional  | WOW; Big W                      | 2005            | 20,236          | 98.0%                | 57                    | 4.0                 | 7.50%              | 57.4                       |
| Sturt Mall          | NSW   | Sub-Regional  | Coles; Kmart                    | 2011            | 15,326          | 98.1%                | 49                    | 3.1                 | 6.50%              | 72.3                       |
| West End Plaza      | NSW   | Sub-Regional  | Coles; Kmart                    | 2009            | 15,876          | 100.0%               | 44                    | 5.7                 | 6.50%              | 67.7                       |
| Lilydale            | VIC   | Sub-Regional  | WOW; Big W; Aldi                | 2013            | 21,737          | 99.6%                | 60                    | 10.0                | 6.25%              | 110.0                      |
| Pakenham            | VIC   | Sub-Regional  | WOW; Big W                      | 2011            | 16,925          | 99.3%                | 44                    | 6.0                 | 6.50%              | 83.7                       |
| Central Highlands   | QLD   | Sub-Regional  | WOW; Big W                      | 2012            | 18,049          | 99.3%                | 34                    | 9.6                 | 7.75%              | 60.0                       |
| Mt Gambier          | SA    | Sub-Regional  | WOW; Big W; Bunnings            | 2012            | 27,723          | 97.4%                | 37                    | 11.0                | 6.50%              | 71.3                       |
| Murray Bridge       | SA    | Sub-Regional  | WOW; Big W                      | 2011            | 18,771          | 96.5%                | 54                    | 5.8                 | 7.50%              | 60.0                       |
| Kwinana Marketplace | WA    | Sub-Regional  | Coles; WOW; Big W; Dan Murphy's | 2012            | 32,952          | 96.6%                | 76                    | 10.2                | 7.00%              | 130.6                      |
| Warnbro             | WA    | Sub-Regional  | Coles; WOW; Big W               | 2014            | 21,434          | 96.6%                | 63                    | 7.9                 | 7.00%              | 90.9                       |
| Belmont Central     | NSW   | Neighbourhood | WOW                             | 2008            | 7,868           | 94.3%                | 21                    | 6.9                 | 7.03%              | 29.0                       |
| Berala              | NSW   | Neighbourhood | WOW                             | 2012            | 4,013           | 100.0%               | 6                     | 11.6                | 5.50%              | 28.6                       |
| Cabarita            | NSW   | Neighbourhood | WOW                             | 2013            | 3,426           | 100.0%               | 11                    | 10.4                | 6.25%              | 22.0                       |
| Cardiff             | NSW   | Neighbourhood | WOW                             | 2010            | 5,848           | 100.0%               | 14                    | 11.9                | 6.25%              | 25.3                       |
| Clemton Park        | NSW   | Neighbourhood | Coles                           | 2017            | 7,021           | 96.2%                | 22                    | 11.3                | 6.00%              | 51.3                       |
| Goonellabah         | NSW   | Neighbourhood | WOW                             | 2012            | 5,115           | 98.1%                | 10                    | 9.9                 | 6.75%              | 20.0                       |
| Greystanes          | NSW   | Neighbourhood | WOW                             | 2014            | 6,005           | 100.0%               | 28                    | 9.7                 | 5.75%              | 59.6                       |
| Griffin Plaza       | NSW   | Neighbourhood | Coles                           | 1997            | 7,227           | 95.2%                | 30                    | 4.2                 | 6.75%              | 25.8                       |
| Lane Cove           | NSW   | Neighbourhood | WOW                             | 2009            | 6,721           | 100.0%               | 13                    | 10.7                | 5.75%              | 57.5                       |
| Leura               | NSW   | Neighbourhood | WOW                             | 2011            | 2,546           | 100.0%               | 6                     | 11.3                | 5.75%              | 18.5                       |
| Lismore             | NSW   | Neighbourhood | WOW                             | 2015            | 6,836           | 91.5%                | 24                    | 10.8                | 7.50%              | 28.1                       |
| Macksville          | NSW   | Neighbourhood | WOW                             | 2010            | 3,446           | 100.0%               | 5                     | 12.6                | 6.00%              | 14.3                       |
| Merimbula           | NSW   | Neighbourhood | WOW                             | 2010            | 5,012           | 98.6%                | 10                    | 10.9                | 6.50%              | 18.2                       |
| Morrisset           | NSW   | Neighbourhood | WOW                             | 2010            | 4,137           | 100.0%               | 8                     | 7.1                 | 6.75%              | 18.5                       |
| Muswellbrook Fair   | NSW   | Neighbourhood | Coles                           | 2015            | 9,007           | 98.7%                | 22                    | 3.3                 | 6.50%              | 31.9                       |
| Northgate           | NSW   | Neighbourhood | Coles                           | 2014            | 4,126           | 100.0%               | 13                    | 3.5                 | 6.50%              | 17.5                       |
| North Orange        | NSW   | Neighbourhood | WOW                             | 2011            | 4,844           | 99.5%                | 14                    | 12.1                | 6.25%              | 34.0                       |
| Shell Cove          | NSW   | Neighbourhood | WOW                             | 2018            | 4,881           | 96.7%                | 8                     | 15.6                | 6.00%              | 34.0                       |
| Ulladulla           | NSW   | Neighbourhood | WOW                             | 2012            | 5,282           | 96.6%                | 10                    | 12.8                | 6.00%              | 24.7                       |
| West Dubbo          | NSW   | Neighbourhood | WOW                             | 2010            | 4,205           | 99.5%                | 10                    | 10.1                | 6.25%              | 19.0                       |
| Albury              | VIC   | Neighbourhood | WOW                             | 2011            | 4,952           | 100.0%               | 14                    | 10.8                | 6.50%              | 23.5                       |
| Ballarat            | VIC   | Neighbourhood | Dan Murphy's; Big W             | 2000            | 8,963           | 100.0%               | 4                     | 1.4                 | 7.00%              | 17.2                       |
| Bentons Square      | VIC   | Neighbourhood | WOW; Dan Murphy's               | 2009            | 9,997           | 99.3%                | 45                    | 6.1                 | 6.25%              | 82.6                       |
| Drouin              | VIC   | Neighbourhood | WOW                             | 2008            | 3,779           | 100.0%               | 4                     | 7.5                 | 5.75%              | 16.2                       |
| Epping North        | VIC   | Neighbourhood | WOW                             | 2011            | 5,259           | 100.0%               | 16                    | 10.5                | 5.75%              | 30.0                       |
| Highbett            | VIC   | Neighbourhood | WOW                             | 2013            | 5,476           | 100.0%               | 13                    | 12.0                | 5.50%              | 30.1                       |
| Langwarrin          | VIC   | Neighbourhood | WOW                             | 2004            | 5,094           | 100.0%               | 16                    | 4.0                 | 5.75%              | 23.9                       |
| Ocean Grove         | VIC   | Neighbourhood | WOW                             | 2004            | 6,911           | 96.1%                | 21                    | 4.1                 | 6.25%              | 37.1                       |
| The Gateway         | VIC   | Neighbourhood | Coles                           | 2012            | 10,846          | 98.6%                | 41                    | 4.1                 | 6.75%              | 51.7                       |
| Warmambool East     | VIC   | Neighbourhood | WOW                             | 2011            | 4,319           | 100.0%               | 6                     | 7.4                 | 6.25%              | 15.7                       |
| Wonthaggi           | VIC   | Neighbourhood | Coles; Target                   | 2012            | 11,831          | 99.4%                | 23                    | 5.6                 | 7.25%              | 40.0                       |
| Wyndham Vale        | VIC   | Neighbourhood | WOW                             | 2009            | 6,650           | 100.0%               | 10                    | 8.8                 | 5.75%              | 23.4                       |

# PORTFOLIO LIST (II)

| Property                     | State | Property Type | Anchor Tenant(s)                               | Completion Date | Total GLA (sqm) | Occupancy (% by GLA) | Number of Specialties | WALE (Years by GLA) | Valuation Cap Rate | Valuation June 2020 (A\$m) |
|------------------------------|-------|---------------|--|-----------------|-----------------|----------------------|-----------------------|---------------------|--------------------|----------------------------|
| Annandale Central            | QLD   | Neighbourhood | Coles  | 2007            | 6,655           | 99.1%                | 20                    | 5.0                 | 7.50%              | 26.1                       |
| Ayr                          | QLD   | Neighbourhood | Coles  | 2000            | 5,455           | 97.8%                | 8                     | 4.8                 | 7.00%              | 19.0                       |
| Brookwater Village           | QLD   | Neighbourhood | WOW;   | 2013            | 6,755           | 100.0%               | 11                    | 8.8                 | 6.25%              | 35.1                       |
| Bushland Beach               | QLD   | Neighbourhood | Coles  | 2018            | 4,567           | 99.3%                | 9                     | 10.3                | 6.75%              | 22.5                       |
| Carrara                      | QLD   | Neighbourhood | WOW  | 2011            | 3,717           | 100.0%               | 6                     | 7.6                 | 6.50%              | 17.1                       |
| Chancellor Park Marketplace  | QLD   | Neighbourhood | WOW  | 2001            | 5,859           | 100.0%               | 18                    | 12.0                | 6.00%              | 45.9                       |
| Collingwood Park             | QLD   | Neighbourhood | WOW  | 2009            | 4,567           | 100.0%               | 10                    | 11.8                | 6.50%              | 11.8                       |
| Coorparoo                    | QLD   | Neighbourhood | WOW  | 2012            | 5,588           | 97.1%                | 14                    | 11.1                | 5.75%              | 36.9                       |
| Gladstone                    | QLD   | Neighbourhood | WOW  | 2012            | 5,215           | 99.3%                | 13                    | 9.3                 | 7.00%              | 24.5                       |
| Greenbank                    | QLD   | Neighbourhood | WOW  | 2008            | 5,696           | 100.0%               | 17                    | 7.2                 | 6.25%              | 21.8                       |
| Jimboomba Junction           | QLD   | Neighbourhood | Coles  | 2008            | 5,930           | 95.6%                | 21                    | 3.4                 | 6.50%              | 27.8                       |
| Lillybrook Shopping Village  | QLD   | Neighbourhood | Coles  | 2004            | 6,996           | 98.8%                | 21                    | 6.3                 | 6.00%              | 28.7                       |
| Mackay                       | QLD   | Neighbourhood | WOW  | 2012            | 4,167           | 100.0%               | 9                     | 10.9                | 6.75%              | 25.5                       |
| Marketplace Warner           | QLD   | Neighbourhood | WOW; Aldi                                      | 2001            | 11,470          | 97.4%                | 44                    | 9.1                 | 5.75%              | 76.2                       |
| Marian Town Centre           | QLD   | Neighbourhood | WOW  | 2014            | 6,707           | 96.4%                | 19                    | 8.6                 | 7.00%              | 32.5                       |
| Miami One                    | QLD   | Neighbourhood | Coles  | 2007            | 4,676           | 99.7%                | 35                    | 4.0                 | 6.50%              | 30.7                       |
| Mission Beach                | QLD   | Neighbourhood | WOW  | 2008            | 3,904           | 97.8%                | 9                     | 6.6                 | 6.50%              | 11.6                       |
| Mt Warren Park               | QLD   | Neighbourhood | Coles  | 2005            | 3,843           | 98.5%                | 11                    | 8.0                 | 6.00%              | 17.8                       |
| Mudgeeraba Market            | QLD   | Neighbourhood | WOW  | 2008            | 6,143           | 97.9%                | 39                    | 6.4                 | 6.25%              | 33.7                       |
| North Shore Village          | QLD   | Neighbourhood | Coles  | 2003            | 4,072           | 97.8%                | 14                    | 6.4                 | 6.00%              | 27.3                       |
| Oxenford                     | QLD   | Neighbourhood | WOW  | 2001            | 5,815           | 100.0%               | 17                    | 5.9                 | 6.00%              | 33.4                       |
| Sugarworld Shopping Centre   | QLD   | Neighbourhood | Coles  | 2015            | 4,759           | 89.8%                | 12                    | 10.8                | 6.75%              | 25.4                       |
| The Markets                  | QLD   | Neighbourhood | Coles  | 2002            | 5,253           | 86.9%                | 22                    | 4.6                 | 7.25%              | 29.4                       |
| Whitsunday                   | QLD   | Neighbourhood | Coles  | 1986            | 7,660           | 92.5%                | 34                    | 4.8                 | 7.50%              | 33.8                       |
| Worongary Town Centre        | QLD   | Neighbourhood | Coles  | 2004            | 6,899           | 96.9%                | 43                    | 3.6                 | 6.00%              | 46.8                       |
| Blakes Crossing              | SA    | Neighbourhood | WOW  | 2011            | 5,078           | 100.0%               | 13                    | 6.6                 | 6.75%              | 22.2                       |
| Walkerville                  | SA    | Neighbourhood | WOW  | 2013            | 5,263           | 99.1%                | 14                    | 11.3                | 6.00%              | 26.0                       |
| Busselton                    | WA    | Neighbourhood | WOW  | 2012            | 5,432           | 98.8%                | 5                     | 12.2                | 6.00%              | 26.7                       |
| Currambine Central           | WA    | Neighbourhood | WOW; Dan Murphy's; Farmer Jacks; Grand Cinemas | 2016            | 17,032          | 99.3%                | 42                    | 6.3                 | 7.00%              | 90.4                       |
| Kalamunda Central            | WA    | Neighbourhood | Coles  | 2002            | 8,352           | 99.3%                | 40                    | 3.9                 | 6.00%              | 41.8                       |
| Stirlings Central            | WA    | Neighbourhood | WOW  | 2013            | 8,446           | 92.7%                | 35                    | 7.2                 | 7.00%              | 40.6                       |
| Treendale                    | WA    | Neighbourhood | WOW  | 2012            | 7,319           | 96.6%                | 19                    | 5.1                 | 6.50%              | 30.5                       |
| Burnie                       | TAS   | Neighbourhood | Coles; Kmart                                   | 2006            | 8,572           | 100.0%               | 10                    | 5.6                 | 7.50%              | 22.5                       |
| Claremont Plaza              | TAS   | Neighbourhood | WOW  | 2014            | 8,044           | 100.0%               | 26                    | 7.3                 | 6.50%              | 38.5                       |
| Glenorchy Central            | TAS   | Neighbourhood | WOW  | 2007            | 7,090           | 100.0%               | 14                    | 4.5                 | 6.75%              | 27.1                       |
| Greenpoint                   | TAS   | Neighbourhood | WOW  | 2007            | 5,955           | 100.0%               | 11                    | 2.2                 | 7.00%              | 17.5                       |
| Kingston                     | TAS   | Neighbourhood | Coles  | 2008            | 4,958           | 100.0%               | 16                    | 6.3                 | 6.30%              | 31.0                       |
| Meadow Mews                  | TAS   | Neighbourhood | Coles  | 2003            | 7,670           | 100.0%               | 31                    | 4.6                 | 6.50%              | 63.5                       |
| New Town Plaza               | TAS   | Neighbourhood | Coles; Kmart                                   | 2002            | 11,385          | 100.0%               | 12                    | 1.2                 | 6.50%              | 43.6                       |
| Prospect Vale                | TAS   | Neighbourhood | WOW  | 1996            | 6,048           | 95.7%                | 19                    | 10.8                | 6.75%              | 29.2                       |
| Riverside                    | TAS   | Neighbourhood | WOW  | 1986            | 3,107           | 100.0%               | 7                     | 9.1                 | 10.00%             | 5.2                        |
| Shoreline                    | TAS   | Neighbourhood | WOW  | 2001            | 6,291           | 100.0%               | 17                    | 2.1                 | 6.25%              | 37.6                       |
| Sorell                       | TAS   | Neighbourhood | Coles  | 2010            | 5,450           | 100.0%               | 13                    | 8.1                 | 6.25%              | 29.9                       |
| <b>TOTAL OWNED PORTFOLIO</b> |       |               |  |                 | <b>674,525</b>  | <b>98.2%</b>         | <b>1,839</b>          | <b>7.4</b>          | <b>6.51%</b>       | <b>3,138.2</b>             |

# PORTFOLIO LIST (III)

| Property  | State | Property Type | Anchor Tenant(s) | Completion Date | Total GLA (sqm) | Occupancy (% by GLA) | Number of Specialties | WALE (Years by GLA) | Valuation Cap Rate | Valuation June 2020 (A\$m) |
|---|-------|---------------|------------------|-----------------|-----------------|----------------------|-----------------------|---------------------|--------------------|----------------------------|
| <b>Properties Under Management - SURF 1</b>                         |       |               |                  |                 |                 |                      |                       |                     |                    |                            |
| All assets have been sold and this vehicle will be wound up in FY21 |       |               |                  |                 |                 |                      |                       |                     |                    |                            |
| <b>Properties Under Management - SURF 2</b>                         |       |               |                  |                 |                 |                      |                       |                     |                    |                            |
| Katoomba Marketplace  | NSW   | Freestanding  | WOW; Big W       | 2014            | 9,719           | 100.0%               | 0                     | 15.3                | 6.50%              | 47.0                       |
| <b>Properties Under Management - SURF 3</b>                         |       |               |                  |                 |                 |                      |                       |                     |                    |                            |
| Moama Marketplace   | NSW   | Neighbourhood | WOW              | 2007            | 4,518           | 99.7%                | 8                     | 12.4                | 7.00%              | 14.3                       |
| Swansea   | NSW   | Neighbourhood | WOW              | 2012            | 3,677           | 98.2%                | 5                     | 13.7                | 5.75%              | 15.6                       |
| Warrnambool Target  | VIC   | Neighbourhood | Target           | 1990            | 6,808           | 97.2%                | 11                    | 3.9                 | 9.00%              | 12.3                       |
| Woodford  | QLD   | Neighbourhood | WOW              | 2010            | 3,672           | 100.0%               | 4                     | 6.5                 | 6.25%              | 13.4                       |
| <b>TOTAL MANAGED PORTFOLIO</b>                                      |       |               |                  |                 | <b>28,394</b>   | <b>99.1%</b>         | <b>28</b>             | <b>10.7</b>         | <b>6.72%</b>       | <b>102.6</b>               |

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