Home Consortium

ASX RELEASE

6 October 2020

DAILY NEEDS REIT PRESENTATION - MORGANS QUEENSLAND CONFERENCE

Home Consortium provides the attached Daily Needs REIT Presentation which will be delivered to the Morgans Queensland Conference today.

-ENDS-

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Authorised for release by the Home Consortium Board

About HomeCo

HomeCo is an internally managed Australian property group focused on ownership, development and management. HomeCo is built on a platform of big brands and hyper-convenience, with each centre anchored by leading brands backed by some of Australia's most successful property development and retail organisations including predominantly national retailers spanning daily needs, leisure and lifestyle and services enterprises.

Home Co.

Morgans Queensland Conference

6 – 8 October 2020

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The issuer of the units in the HomeCo Daily Needs REIT (**DN REIT**) (which has not yet been registered as a managed investment scheme for the purposes of the *Corporations Act 2001* (Cth) (**Corporations Act)**) (**Units**) will be HMC Funds Management Limited (ACN 105 078 635, a wholly owned subsidiary of Home Consortium Developments Limited) in its capacity as the responsible entity of the DN REIT (**RE**). A product disclosure statement under Part 7.9 of the Corporations Act (**PDS**) will be made available by Home Consortium Limited, Home Consortium Developments Limited and the RE when the Units become available for issue and distribution. The PDS is expected to be made available in October 2020 at www.asx.com.au. Investors should consider the PDS in deciding whether or not to acquire, or continue to hold, the Units.

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Agenda

- I. Overview of HomeCo
- II. Overview of Daily Needs REIT
- III. Update on HealthCo

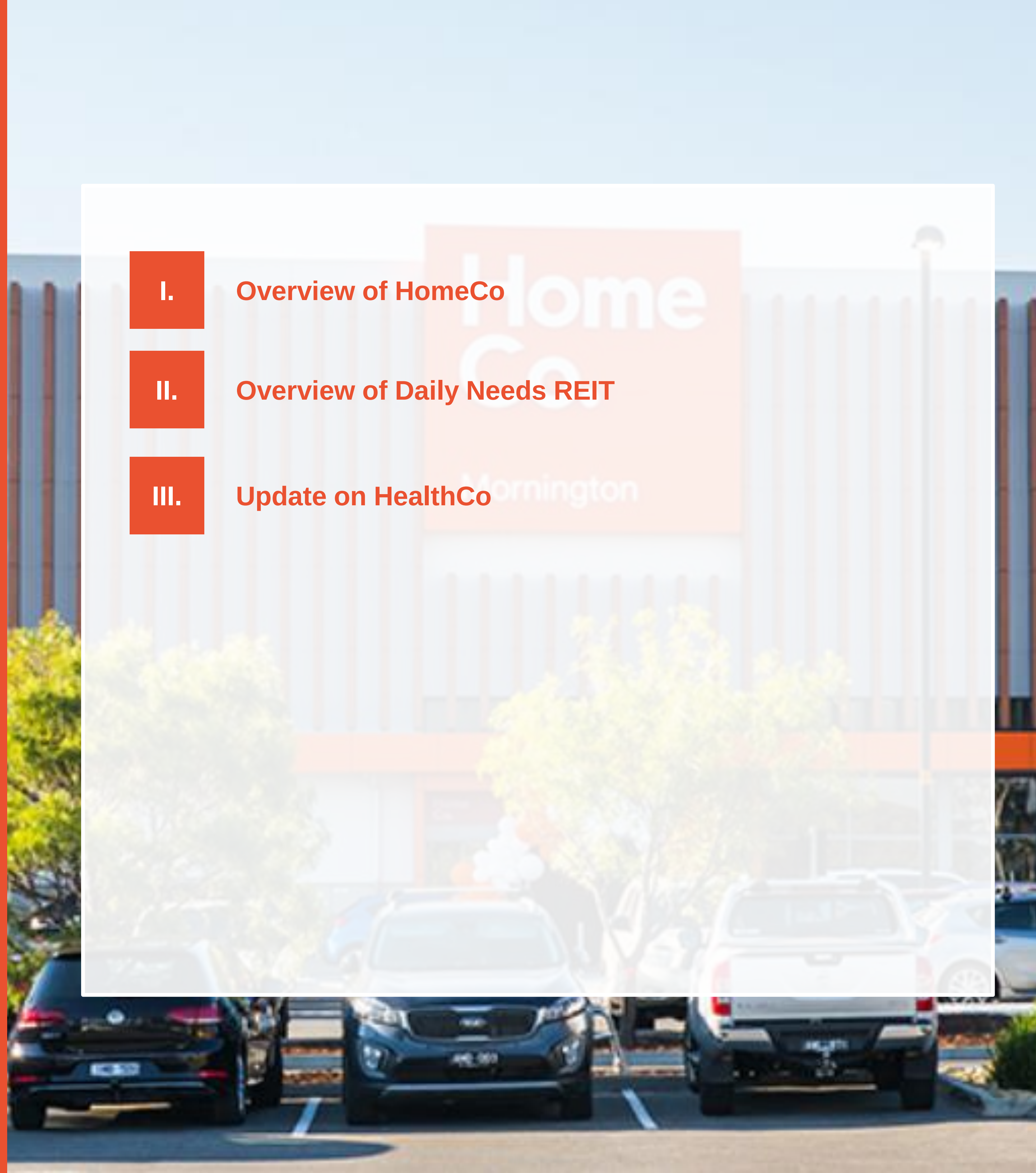

Photo: HomeCo Braybrook

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Overview of HomeCo

HomeCo IPO October 2019 - executing on our strategy

Strategic rationale

The in-specie distribution of HomeCo Daily Needs REIT provides the foundation for the next phase of HomeCo's 'Own, Develop and **Manage'** strategy

HomeCo (HMC.ASX)

- Owner, manager and developer of diversified property investments including DN REIT and HealthCo
- Progresses HomeCo towards a capital light model with diversified income streams across rental income, co-investments and management & development fees
- Establishes the platform for HomeCo to unlock additional value and growth through capital recycling including the introduction of external capital into HealthCo
- Demonstrated track record of performance since IPO
  - HMC (+3.6%)
  - ASX 200 (-8.6%)
  - ASX 200 A-REIT (-15.2%)

Daily Needs REIT ("DN REIT or DNR")

- DN REIT provides a portfolio of stabilised, convenience based assets targeting consistent growing distributions
- Model Portfolio - diversification across sub-sectors (neighbourhood, large format retail and health & services), tenants and geographies
  - ~$800m of assets at the time of the IPO in November
- Managed by HomeCo, which has a demonstrated track record of value-add portfolio management and developments
- Capital structure and balance sheet capacity to take advantage of consolidation opportunities

Source: IRESS total shareholder returns (14-Oct-19 to 2-Oct-20)

Update on Daily Needs ASX-listed REIT

Transaction overview and timing

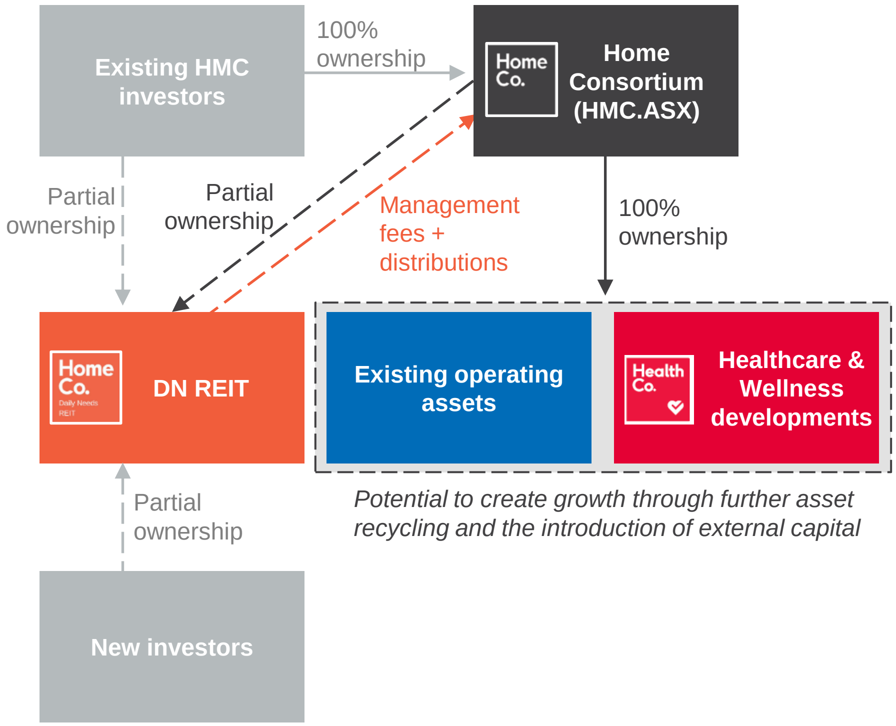
Summary

- Intention to establish a new Daily Needs ASX-listed REIT through an in-specie distribution to HomeCo (HMC.ASX) securityholders. A newly formed HMC subsidiary will act as responsible entity of DN REIT
- HMC to hold a direct co-investment stake in DN REIT
- HMC securityholders to receive new securities in DN REIT proportional to their existing securityholding
- DN REIT to simultaneously look to raise new capital
- Subject to final Board approval, third party consents, regulatory and HomeCo securityholder approval on 18 November 2020

Indicative timing

HMC Annual General Meeting	18 November
Completion of in-specie distribution	Late November
DN REIT trading commences	Late November

Post DN REIT creation structure



Potential to create growth through further asset recycling and the introduction of external capital

Growing assets under management

Establishing platforms for future growth

HMC.ASX

	DN REIT	Existing Operating Assets	HealthCo
AUM (A$m)	~800+	~500	~150
No. assets (#)	16	15	7
HMC ownership	Co-investment (~20 – 30%)	100% owned	100% owned
Stabilised assets	Braybrook Hawthorn East Keysborough Mornington Butler Joondalup Tingalpa Penrith Rosenthal Prestons Vincentia Parafield Glenmore Park (new acquisition) Gregory Hills (new acquisition)	Knoxfield Bundall Mackay North Lakes Morayfield Toowoomba South Box Hill Upper Coomera Lismore Marsden Park Rutherford Coffs Harbour Bathurst Wagga Wagga South Morang	Rouse Hill Cairns Ballarat Aurrum Erina
Development assets	Ellenbrook Richlands		Roxburgh Park St Marys Springfield

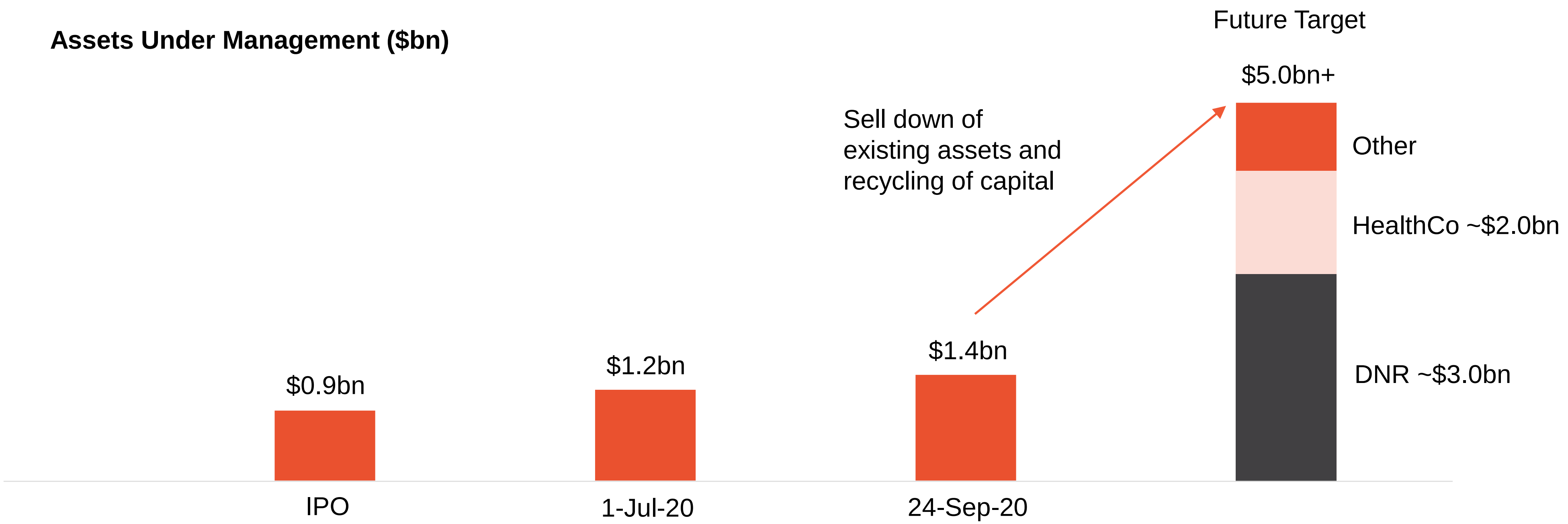
AUM of $1.4bn today with potential to leverage this to $5.0bn through selling down 100% owned assets to ~20% stakes and redeploying capital

Source: Company filings as at 23-Sep-20

Ability to leverage existing asset base and grow AUM

54% growth in AUM since IPO with opportunity for further growth in AUM

Assets Under Management ($bn)



Assets	30	36[1]	38
Ownership	100%	100%	100%

Potential to manage $5.0bn+ of AUM with existing capital base through 20% co-investments

Notes: 1. Includes Ballarat

Photo: HomeCo Hawthorn East

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Overview of Daily Needs REIT

Home Co.

Daily Needs REIT Investment highlights

Portfolio of stabilised, convenience based assets targeting consistent growing distributions

1 Model portfolio

- **Diversification across sub-sectors, geography & tenants to provide defensive & sustainable income streams**

8.5yr WALE[1]	78%[2]	<15%[2]	>85%	$340/sqm[2]	94%[3]
Provides long term income visibility	Exposure to national tenants	Low exposure to specialty retail tenants	Concentration in metropolitan markets	Affordable average gross rents	Sector leading cash collection

2 Sustainable distributions

- ~5.5% distribution yield, majority tax-deferred
- Modern portfolio with low maintenance capex
- Conservative capital structure with target gearing range of 30 – 40%

3 Growth opportunities

- Contracted rental growth with fixed escalations across majority of portfolio (3.5% p.a.[2] weighted average across fixed leases)
- Highly accretive development pipeline with potential to deliver up to ~2% p.a. incremental FFO per share growth
- Consolidation opportunities across target sectors

4 Independent Board

- Highly experienced majority independent board and management team
- Secure management and development arrangements with HomeCo

Source: Company filings as at 23-Sep-20

Notes: 1. By gross income for signed leases and signed MOUs across all DNR assets including the recent acquisitions: Glenmore Park and Gregory Hills as at 30-Sep-20. 2. By gross income for signed leases and signed MOUs across all DNR assets including the recent acquisitions: Glenmore Park and Gregory Hills as at 23-Sep-20. 3. Average rent collection of contracted rent in Jul-19 and Aug-19. Excludes Glenmore Park and Gregory Hills.

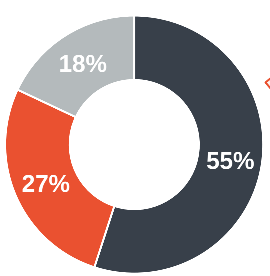
Daily Needs REIT at a glance

High quality and defensive exposure diversified by tenant, sector and geography

Portfolio statistics[1]

Number of properties	16
Book value	~$800m
Weighted average capitalisation rate (“WACR”)	~6.0%
Occupancy (by GLA)[2]	98%
Weighted average lease expiry (“WALE”)[3]	8.5 years
Site coverage ratio	33%
Rent collection (Jul-20 and Aug-20)[4]	94%
Target gearing	30-40%

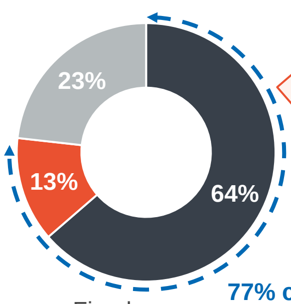
Tenant mix (by income)[5]



- Neighbourhood
- Large Format Retail
- Health & Services

Less than 15%[1] specialty exposure and ~78%[1] national tenants

Rent Composition (by income)[5]



- Fixed
- CPI
- Supermarket[6]

Weighted average rent review across fixed leases of 3.5%[5] p.a.

77% contracted growth

Model portfolio target sector weightings[7]

50% Neighbourhood	30% Large Format Retail	20% Health & Services
Woolworths, Coles, Liquorland, Dan Murphy's, IGA, Fresh & Save Food Warehouse, Spudshed, ALDI, Chemist Warehouse	Anaconda, Spotlight, BCF, rebel, Bing Lee, JB Hi-Fi, Supercheap Auto, Amart Furniture, Pet Stock	ourmedicalhome, Plenty Valley Medical Centre, Guardian Childcare & Education, Oxanda Education, aurrum kids., Goodlife Health Clubs

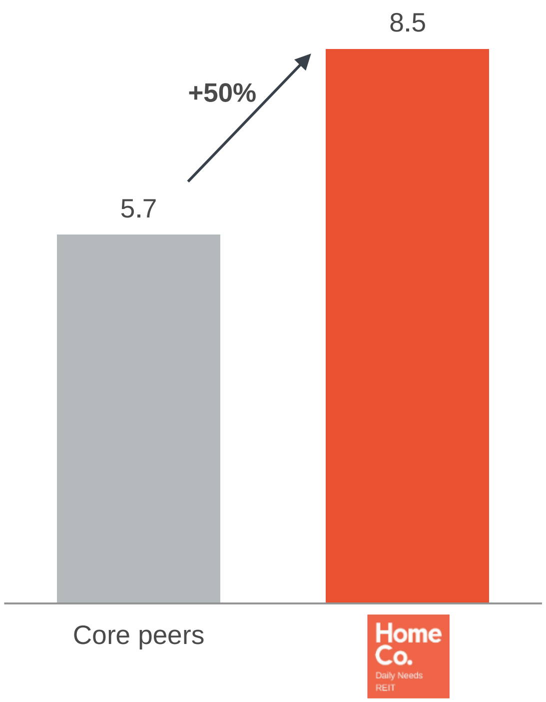
Source: Company filings as at 23-Sep-20

Note: 1. Portfolio statistics include all DNR assets, including the recent acquisitions: Glenmore Park and Gregory Hills as at 23-Sep-20. 2. Occupancy does not include Ellenbrook and Richlands. 3. By gross income for signed leases and signed MOUs across all DNR assets including the recent acquisitions: Glenmore Park and Gregory Hills as at 30-Sep-20. 4. Average rent collection of contracted rent in Jul-19 and Aug-19. Excludes Glenmore Park and Gregory Hills. 5. By gross income for signed leases and signed MOUs across all DNR assets including the recent acquisitions: Glenmore Park and Gregory Hills as at 23-Sep-20. 6. Includes turnover rent. 7. Neighbourhood comprised of supermarket and specialties tenants; LFR comprised of homewares, electrical, leisure and lifestyle tenants.

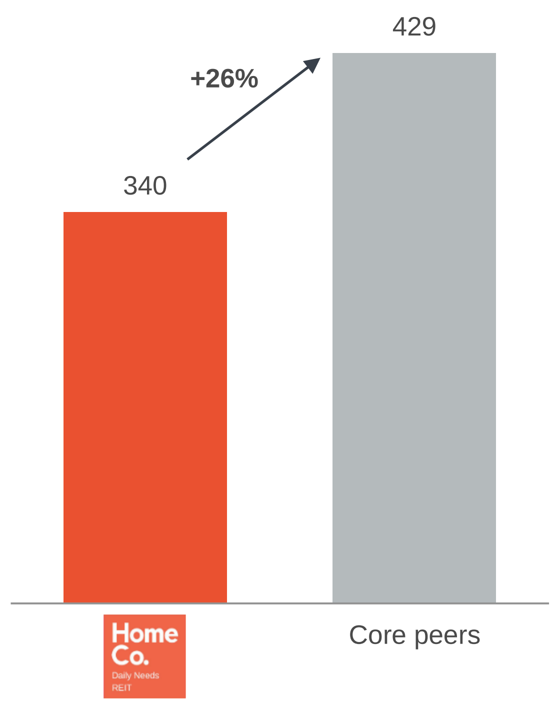
Daily Needs REIT peer benchmarking

Strong portfolio metrics relative to A-REIT peers

WALE (years)[1]



Gross rent per sqm ($/sqm)[2]



Source: Company filings as at 30-Jun-20 for core peers
Note: 1. DNR – by gross income for signed leases and signed MOUs across all DNR assets including the recent acquisitions: Glenmore Park and Gregory Hills as at 30-Sep-20; Core peers – based on average of core peers which includes SCP.ASX, CQR.ASX, AVN.ASX and BWP.ASX. 2. DNR – by gross income for signed leases and signed MOUs across all DNR assets including the recent acquisitions: Glenmore Park and Gregory Hills as at 23-Sep-20; Core peers – based on retail portfolio average of core peers which includes SCP.ASX, CQR.ASX and AVN.ASX, BWP.ASX not included.

Targeting strong total returns

Well positioned to deliver stable growing income streams

Indicative annual total returns

Drivers		% p.a.
Distribution yield		~5.5%
NOI growth	+	~3%
Development	+	1 – 2%
Acquisitions	+	~
Indicative annual total return	=	**~10%+**

Commentary

- ✓ **Majority tax deferred**

Fixed rental growth
- ✓ 3.5% WARR across 64% of portfolio
- ✓ CPI growth across 13% of portfolio

Highly accretive development pipeline
- ✓ 7 – 10% ROI (ungeared)

Significant consolidation opportunities
- ✓ Targeting accretive acquisitions

Sustainable rents at the bottom of the cost curve combined with structured rental growth expected to support positive property revaluations

Source: Company filings as at 23-Sep-20

Development opportunities

Only 33% of DNR's ~550,000 sqm land bank is currently converted to GLA

Pad sites

- Pad developments are the construction of new standalone tenancies outside the existing building in the car park. Examples include:
  - Services (e.g. childcare centres and government services)
  - Quick service restaurants (e.g. KFC, Guzman y Gomez, McDonalds)

McDonalds pad site

Expansions

- Expansion projects comprise the development of multiple tenancies either via new building developments or building extensions on vacant land or excess car parks

Gregory Hills Town Centre

Town centres

- Town centre developments encompass large scale projects on an existing site for new tenancies outside the existing building
- One of DNR's sites, Richlands, already has town centre zoning

HomeCo Richlands

Source: Company filings as at 23-Sep-20

Proposed Board of Directors

The proposed Daily Needs REIT Board will consist of an Independent Chairman and majority Independent Directors, plus representatives from HMC (RE and manager)

Simon Shakesheff

Independent Non-Executive Chairman

- Non-Executive Director of Cbus Property, Assembly Funds Management, Kiwi Property and St George Community Housing
- Formerly Head of Strategy and Stakeholder Relations at Stockland Group from 2013 to 2018 where Simon was responsible for Strategy, Research and Stakeholder Relations, and a member of the Executive Committee
- Over 30 years of experience in the finance and real estate industry including 19 years as an equities analyst covering listed real estate and retail companies at Macquarie Bank and JP Morgan, and a further six years as a corporate advisor to major real estate groups, at UBS and Bank of America Merrill Lynch

Simon Tuxen

Independent Non-Executive Director

- Former General Counsel and Company Secretary at Westfield from 2002 to 2018
- Non-Executive Director of Racing New South Wales
- Prior to joining Westfield in 2002, Simon was General Counsel of BIL International Limited in Singapore, Group Legal Manager of the Jardine Matheson Group in Hong Kong and a partner with Mallesons Stephen Jaques (now King & Wood Mallesons) from 1987 to 1996

Stephanie Lai

Independent Non-Executive Director

- Non-Executive Director of Superloop and Future Generation
- Over 20 years' experience as a Chartered Accountant and a former M&A partner of Deloitte (to 2019) and KPMG (to 2009)
- Significant experience providing due diligence and advisory services, including forecast reviews to listed entities, sovereign wealth funds, wealth managers and private equity
- Holds a Bachelor of Business (University off Technology Sydney) and is a Graduate Member of the Australian Institute of Company Directors and the Institute of Chartered Accountants (Australia and New Zealand)

David Di Pilla

Non-Executive Director

- Executive Chairman and Chief Executive Officer of Home Consortium
- Founder, a director and the major shareholder of Aurrum
- Former strategic advisor and Director to operating subsidiaries of the Tenix Group of Companies from 2014 to 2016
- Over 20 years of experience in investment banking. From 2004 to 2015, David was Managing Director and Senior Adviser at UBS, Australia and during this time he advised some of Australia's largest corporations on mergers and acquisitions, debt and equity capital market transactions

Greg Hayes

Non-Executive Director

- Director of Aurrum and Non-Executive Director of Home Consortium and Ingenia Communities
- Former Chief Financial Officer and Executive Director of Brambles Limited, Chief Executive Officer & Group Managing Director of Tenix Pty Ltd, Chief Financial Officer and interim CEO of the Australian Gaslight Company (AGL), Chief Financial Officer Australia and New Zealand of Westfield Holdings, and Executive General Manager, Finance of Southcorp Limited
- Holds a Master of Applied Finance, a Graduate Diploma in Accounting, a Bachelor of Arts, completed an Advanced Management Program (Harvard Business School)

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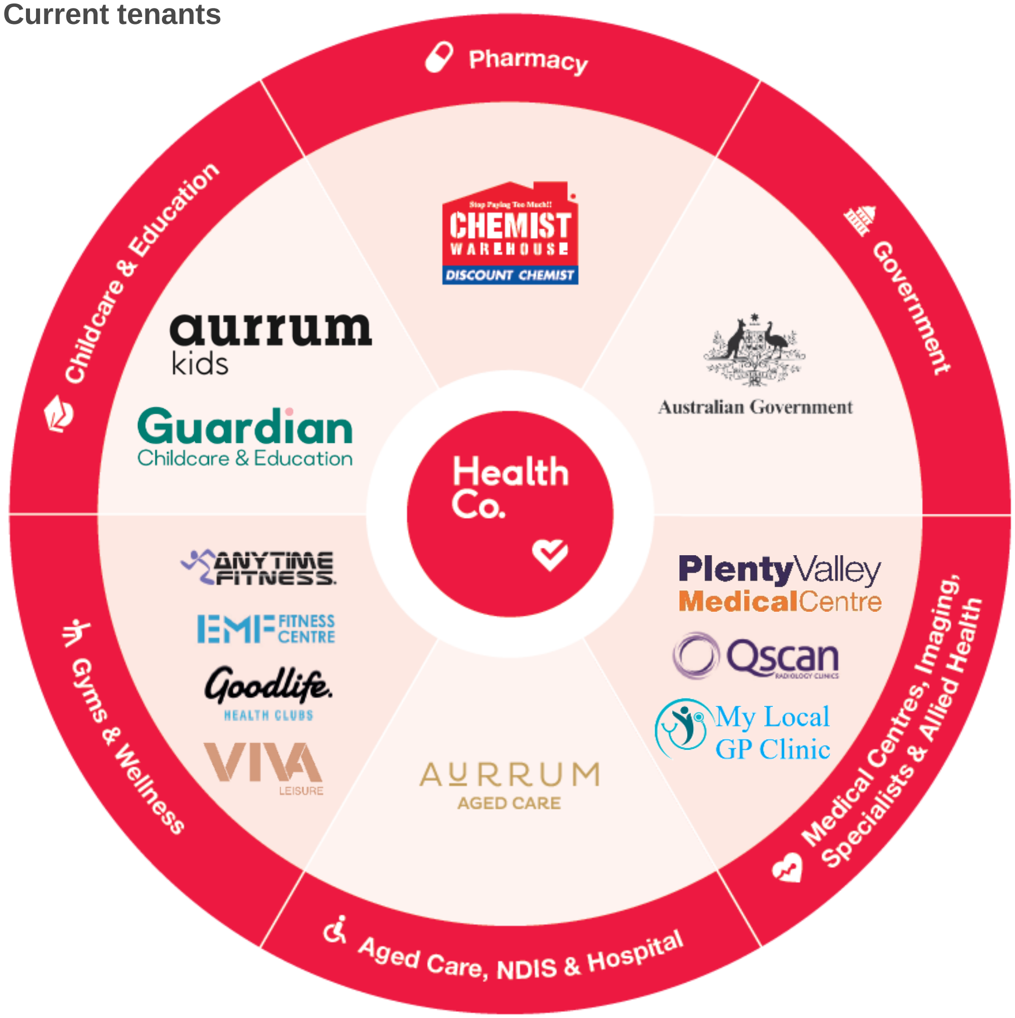
Update on HealthCo

HealthCo exposure

HomeCo has established a material services exposure comprising health, childcare & education, government services and wellness tenants

Current tenants



$150m existing seed assets for HealthCo with significant development pipeline

Update

- HomeCo announced its intention to introduce external capital to a selection of existing Healthcare & Wellness assets through the establishment of a Healthcare & Wellness fund in its FY20 half year results
- As at Jun-20, HMC has exposure to over $150m of existing seed assets with a significant development pipeline of healthcare & wellness opportunities:
  - Rouse Hill
  - Cairns
  - Ballarat
  - Roxburgh Park
  - St Marys
  - Springfield
  - Aurrum Erina
- Planning now well advanced with fund raising to commence in late 2020 / 2021

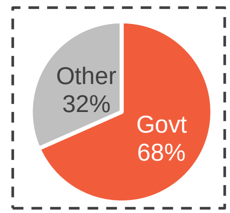
Notes: 1. No current tenant exposure to NDIS and hospitals and presents a growth opportunity

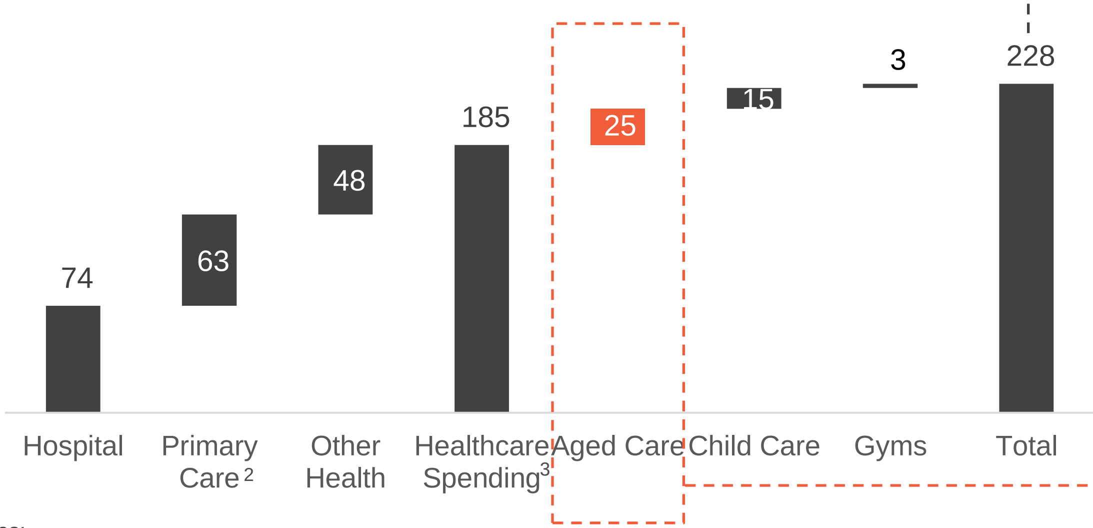
Healthcare and wellness sector is opportunity rich

- Total current market size of Healthcare & Wellness sectors is approximately $228 billion
- Population growth, longer life expectancy and an aging population is expected to drive health and aged care expenditure in Australia
  – Aged care demand is expected to be strong with an additional 1 million people each decade in the over 70 year old cohort
- $185 billion spent on health goods and services in Australia with expenditure per person increasing by 2.2% per annum to $7,485 in 2018

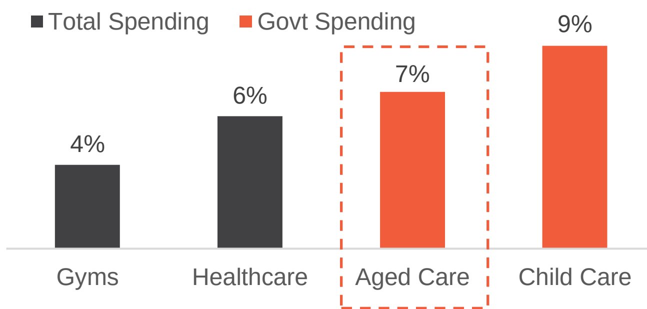
Total Market size for healthcare & wellness[1]—$228 billion

Funding split

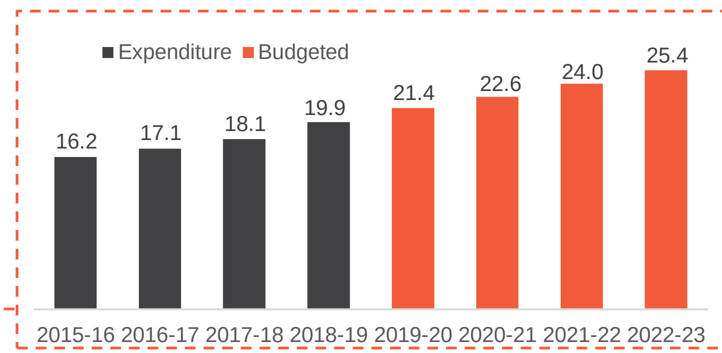




Growth rates for each subsector[4]



Aged Care Government Spending



Notes:
1. Aged Care excludes RADs; Child Care funding by individuals is based on average estimate by Mitchell Institute of between $3.8bn – $6.8bn. 2. Primary Care includes GP, Dental, pharmaceuticals, other health practitioners, public and community health 3. Other Health includes: Referred medical services, ambulance, research, admin and capital 4.Growth rates shown are as follows: Gym revenue CAGR 15-20; Healthcare total spending CAGR 08-18; Childcare government spending CAGR 08-18, Aged Care government spending CAGR 16-19.
Source: AIHW Health Expenditure, 1 Nov 2019; Aged Care Financing Authority, May 2020; Mitchell Institute, Melbourne University, Feb 2020; IBIS 2019.

Supplementary information

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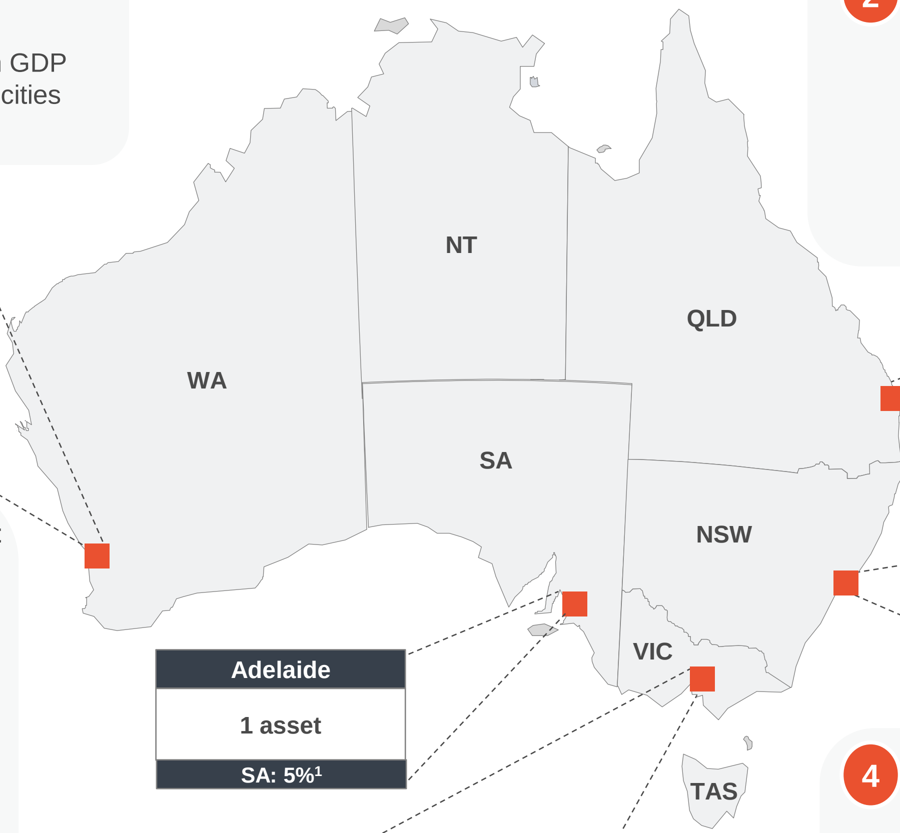
Model Portfolio – Portfolio of convenience based assets targeting **consistent, growing distributions**

1 Geographic diversification
- 85%+ metro-located assets
- Portfolio allocation based on GDP contribution of major capital cities across Australia

2 Sub-sector diversification
- Portfolio allocated between the following essential subsector categories:
  - Neighbourhood
  - Large Format Retail
  - Health & Services
- Low correlation to traditional retail and property sectors



3 Diversified & high quality tenant exposure to convenience based daily Needs
- 94%[2] average cash collection in Jul-20 and Aug-20
- ~78%[1] national retailers
- Top 20 tenants represent ~60%[1] of exposure
- No exposure to department stores, discount department stores and minimal exposure to discretionary retail and fashion

4 Targeting consistent & growing distributions
- ~5.5% distribution yield (majority tax deferred)
- 8.5 year lease WALE[3]
- Contracted escalations with fixed escalation on the majority of the portfolio (fixed rent review weighted average: 3.5%[1])

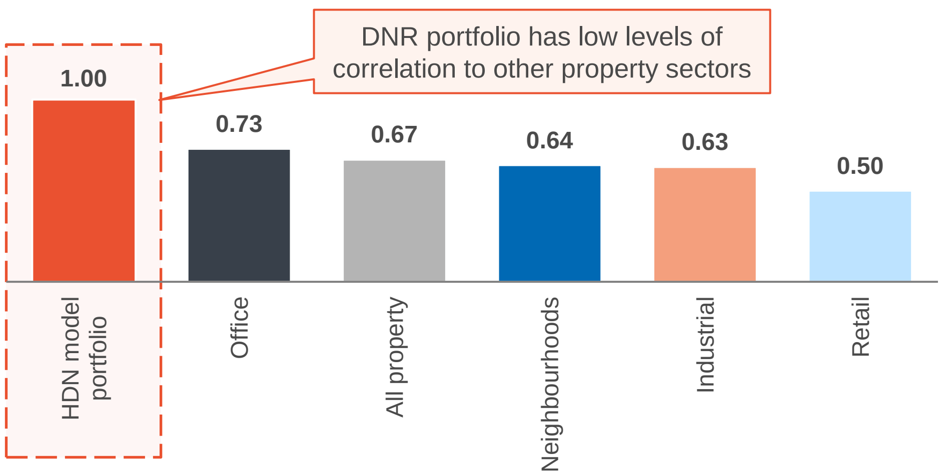
Source: Company filings as at 23-Sep-2020

Note: 1. By gross income for signed leases and signed MOUs across all DNR assets including the recent acquisitions: Glenmore Park and Gregory Hills as at 23-Sep-20. 2 Average rent collection of contracted rent in Jul-19 and Aug-19. Excludes Glenmore Park and Gregory Hills. 3. By gross income for signed leases and signed MOUs across all DNR assets including the recent acquisitions: Glenmore Park and Gregory Hills as at 30-Sep-20.

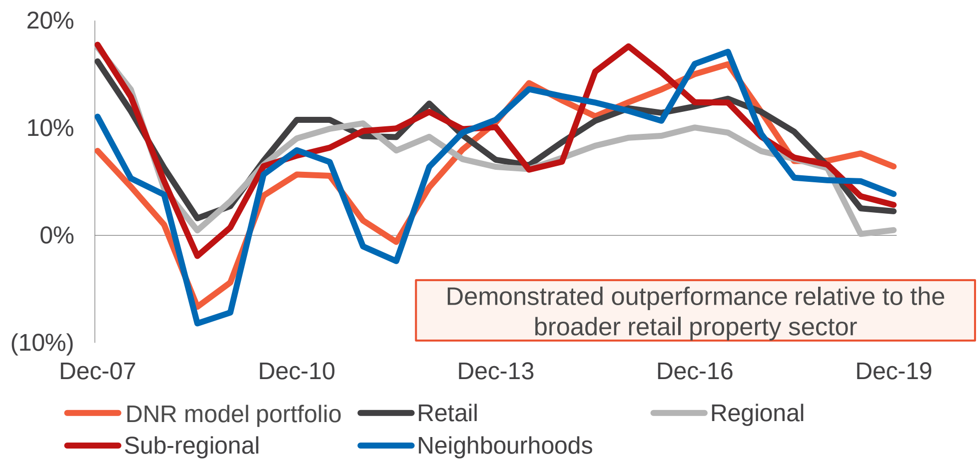
Daily Needs REIT strategy

Model portfolio constructed to deliver enhanced securityholder returns

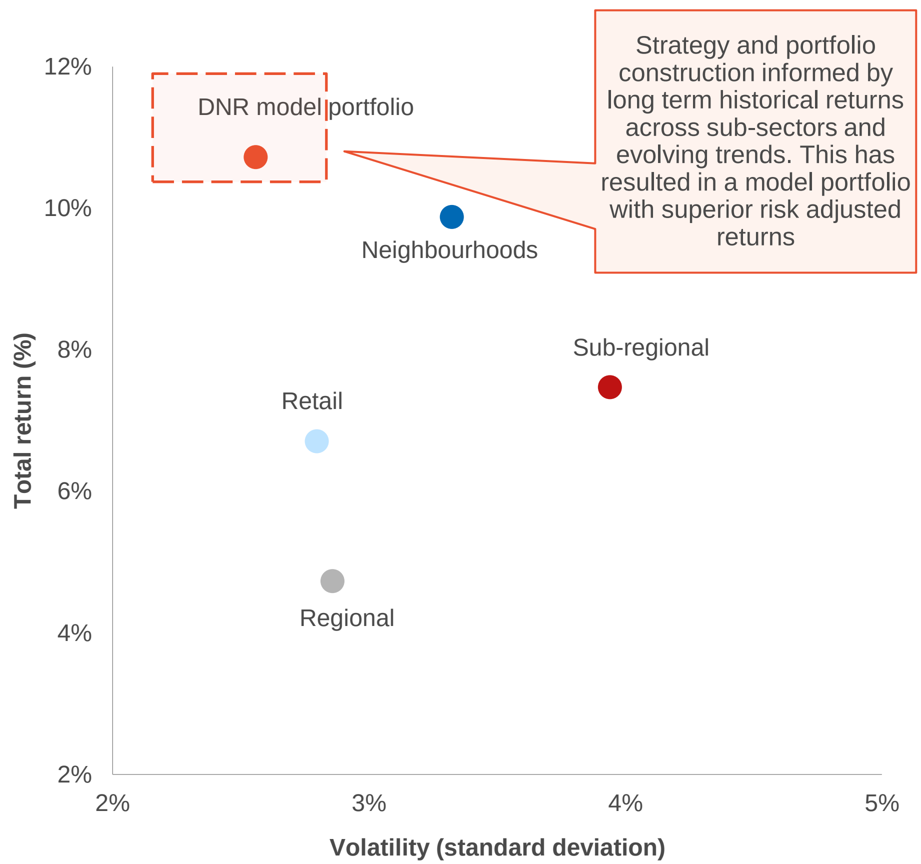
Correlation benchmarking | (2007–2019)



DNR Model Portfolio Returns Versus Retail | (2007–2019)



Total returns and volatility by sector | (2013–2019)



Source: RIA

Notes: 1. Based on model portfolio representing 50% neighbourhood assets, 30% large format retail assets and 20% health & services assets. Property returns are calculated based on individual assets and property portfolios on an unlevered basis and reflect a combination of income return and capital return (movements in property valuation net of capex).

Daily Needs REIT | Asset summary

Glenmore Park Town Centre

State	NSW
Fair value ($m)	150
WACR (%)	5.5%
Occupancy (%)	96.0%
WALE (years)	6.5
GLA (sqm)	17,225

HomeCo Hawthorn East

State	VIC
Fair value ($m)	82
WACR (%)	5.5%
Occupancy (%)	100.0%
WALE (years)	10.6
GLA (sqm)	11,482

Gregory Hills Town Centre

State	NSW
Fair value ($m)	69
WACR (%)	5.5%
Occupancy (%)	100.0%
WALE (years)	9.9
GLA (sqm)	8,364

HomeCo Vincentia

State	NSW
Fair value ($m)	60
WACR (%)	6.5%
Occupancy (%)	97.2%
WALE (years)	5.8
GLA (sqm)	9,419

HomeCo Braybrook

State	VIC
Fair value ($m)	56
WACR (%)	6.0%
Occupancy (%)	100.0%
WALE (years)	9.1
GLA (sqm)	13,441

HomeCo Penrith

State	NSW
Fair value ($m)	51
WACR (%)	6.3%
Occupancy (%)	100.0%
WALE (years)	5.2
GLA (sqm)	11,643

HomeCo Joondalup

State	WA
Fair value ($m)	50
WACR (%)	6.8%
Occupancy (%)	97.6%
WALE (years)	8.9
GLA (sqm)	17,414

HomeCo Mornington

State	VIC
Fair value ($m)	43
WACR (%)	6.3%
Occupancy (%)	99.5%
WALE (years)	11.1
GLA (sqm)	11,136

Source: Company filings as at 23-Sep-20
Note: Fair value as at 30-Jun-20 and WALE as at 30-Sep-20.

Daily Needs REIT | Asset summary (continued)

HomeCo Keysborough

State	VIC
Fair value ($m)	41
WACR (%)	6.3%
Occupancy (%)	100.0%
WALE (years)	10.5
GLA (sqm)	12,142

HomeCo Butler

State	WA
Fair value ($m)	41
WACR (%)	6.8%
Occupancy (%)	94.2%
WALE (years)	9.1
GLA (sqm)	17,430

HomeCo Prestons

State	NSW
Fair value ($m)	37
WACR (%)	5.5%
Occupancy (%)	100.0%
WALE (years)	7.7
GLA (sqm)	5,169

HomeCo Tingalpa

State	QLD
Fair value ($m)	33
WACR (%)	6.5%
Occupancy (%)	99.0%
WALE (years)	6.2
GLA (sqm)	10,434

HomeCo Rosenthal

State	VIC
Fair value ($m)	31
WACR (%)	5.5%
Occupancy (%)	98.0%
WALE (years)	8.3
GLA (sqm)	4,810

HomeCo Parafield

State	SA
Fair value ($m)	25
WACR (%)	7.5%
Occupancy (%)	100.0%
WALE (years)	6.0
GLA (sqm)	15,539

HomeCo Richlands

State	QLD
Fair value ($m)	24
WACR (%)	6.8%
Occupancy (%)	NM
WALE (years)	NM
GLA (sqm)	12,503

HomeCo Ellenbrook

State	WA
Fair value ($m)	15
WACR (%)	7.0%
Occupancy (%)	NM
WALE (years)	NM
GLA (sqm)	12,269

Source: Company filings as at 23-Sep-20
Note: Fair value as at 30-Jun-20 and WALE as at 30-Sep-20.

Development assets