

Aventus Group AGM – Chair’s Address

Wednesday, 24 November 2021 (Sydney) at 10:30am (AEDT): Address by Bruce Carter, Non-Executive Independent Chair of the Aventus Group, at the Group’s Annual General Meetings (AGM).

The webcast can be viewed at <https://agmlive.link/AVN21>

Welcome

Good morning ladies and gentlemen and welcome the Annual General Meetings of the Securityholders of the Aventus Group.

My name is Bruce Carter and I am the Non-Executive Independent Chair of the Aventus Group.

I have been appointed as the Chairman of today’s meeting and I am joined today by my fellow Non-Executive Independent Directors, Ms Robyn Stubbs, Mr Kieran Pryke and Mr Ray Itaoui.

Mr Darren Holland, executive director and CEO of the Aventus Group, is present along with members of the Aventus Leadership Team.

St Elmo Wilken, our auditor from EY, is also present.

The time in Sydney is now 10:30am and as we have a quorum present, I declare the meeting open.

This year our AGM is being run as a virtual event.

We are using the Link Market Services online platform for the meeting which enables Securityholders to view the meeting, vote while the meeting is underway and submit questions.

If you are yet to ‘Get a voting card’ to vote on the Resolutions for the Meeting, you should click the ‘Get a voting card’ button at the top of your screen to register first which will then enable you to submit your vote at any time during the meeting. If you are a Securityholder, you will need your Security holder number and postcode to register your vote. If you are a Proxy holder, please enter the Proxy Number issued to you by Link Market Services in the Proxy Details section and the click the ‘Submit Details and Vote’ button.

Voting will close 5 minutes after the close of the Meeting and results will be released to the ASX later today.

If you have any questions to put to the meeting today, we suggest that you submit your questions with reference to what the question relates to – whether it be general business or a specific resolution - and these will be addressed at the appropriate time during the meeting.

We will endeavour to answer all questions during the AGM, and for any that we do not address, we will ensure we get back to those investors separately.

Home Consortium/HDN/AVN Merger Update

Securityholders will be aware of the recent announcement on 18 October 2021, when it was announced that the Aventus Group had entered into a Scheme Implementation Deed with HomeCo Daily Needs REIT and Home Consortium.

Under this agreement, and if approved by Aventus securityholders, Aventus securities (comprising a unit in the Aventus Retail Property Fund and a share in Aventus Holdings Limited) will be unstapled and the Aventus Retail Property Fund will merge with the HomeCo Daily Needs REIT and Aventus Holdings Limited will merge with Home Consortium Limited.

Separately, HomeCo Daily Needs REIT unitholder approval is also required for the proposed merger to proceed, in accordance with ASX Listing Rules.

Under the merger terms, participating Aventus securityholders will receive:

- 2.20 HomeCo Daily Needs REIT units per Aventus security; and
- either \$0.285 in cash or 0.038 Home Consortium securities per Aventus security.

The Board of the Aventus Group, including Darren Holland, believes that the merger is attractive for Aventus securityholders. After careful consideration prior to the announcement, the Aventus Board concluded that the merger is in the best interests of Aventus securityholders and we unanimously recommend that Aventus securityholders vote in favour of the merger, subject to no superior proposal emerging and the Independent Expert concluding in the Independent Expert's Report (and continuing to conclude) that the merger is in the best interests of Aventus securityholders.

Brett Blundy, founder of BBRC which currently holds a voting interest in approximately 22.6% of all Aventus securities, has also indicated his support for the merger.

Since the proposed merger was announced on 18 October 2021, Aventus, Home Consortium and the HomeCo Daily Needs REIT have progressed the transaction in accordance with the steps outlined in the Scheme Implementation Deed. A Scheme Booklet containing information relating to the merger, reasons for the Aventus Group Board's unanimous recommendation, the Independent Expert's Report and details of the meetings will be sent to Aventus Securityholders in due course.

Securityholders will have an opportunity to consider and vote on the merger proposal at the scheme meetings.

The Impact of Covid-19

FY21 was another unprecedented year with the global pandemic continuing to impact all areas of our lives.

From June 2021, Australia faced further challenges from the pandemic including the extended lockdowns in NSW, and Victoria especially. Aventus again complied with the National Leasing Code and relevant state laws to extend support to our impacted and eligible tenants. While challenging for our business, our retailers and the community, we are confident we are seeing our sector rebounding again as restrictions are now eased, with LFR consumption deferred rather than foregone.

Financial Management

Aventus recorded a very strong financial performance in FY21, indicating that the Group managed the initial impact of COVID well. On the basis of all major financial indicators, Aventus finished FY21 in a stronger financial position than pre-2020 COVID impact and exceeded our initial earnings guidance of 2% by delivering 7.1% earnings growth.

Portfolio income growth together with substantial cap rate compression resulted in the recognition of large valuation gains in the second half of FY21. In turn, this resulted in a substantial reduction in gearing and a significant increase in tangible assets.

Capitalising on the strong financial momentum of the Group, 80% of the Aventus debt book was refinanced which resulted in increasing our weighted average debt expiry to 4.4 years. This significantly consolidated the strength of our capital structure, affording the Group the opportunity to focus on protecting operational performance and supporting smaller tenants that were impacted by the rolling lockdowns.

Aventus delivered FFO of \$110 million for FY21, which is equivalent to \$0.194 per security. This is 7.1% higher than the prior year.

This performance has resulted in a total shareholder return for FY21 of 53%, outperforming the S&P/ASX 200 A-REIT Index by over 20%.

At 30 June 2021, gearing was reduced to 30.3%. This is at the low end of our target gearing range of 30% to 40% and after the sale of MacGregor Home in August, it lowered further to approximately 29%.

Delivering on Sustainability

We are also very proud of our progress in the area of sustainability and in FY21 we concentrated on developing two key areas;

- (1) Better for people, benefiting our people, our community and our partners, and
- (2) Better for planets, reducing our environmental impact.

We were very pleased to announce our new targets in our FY21 Sustainability Report, which publicly affirmed our commitment to a sustainable future. As a major landowner, we focused on five key areas and I would like to highlight two very specific targets for our business. Firstly, our commitment to reducing carbon emissions to zero by 2028, and secondly, our drive to reduce 80% of waste to landfill.

We have also continued our expansion of solar panels on our rooftops, converting all lighting to LED as well as rolling out electric vehicle charging stations across our portfolio.

I would like to take this opportunity to thank our loyal Securityholders for their investment in the Group, and our retailers, and shoppers who visit our centres for their continued support.

I would also like to thank the Aventus team for all they have accomplished throughout the year.

I now invite Darren Holland to address the meeting. **[CEO ADDRESS]**

CEO Presentation

Thank you Bruce, and good morning.

Today, I would like to take you through the key outcomes from FY21 and provide an operational update that covers FY22 year to date.

FY21

FY21 was another year of 2 halves, with the global pandemic impacting the first half and strong recovery in the second, with some key differences and learnings from FY20:

Firstly, the majority of our retailers are now in a stronger financial position than pre-COVID. National retailers make up 88% of our portfolio and they enjoyed a year of strong, double-digit like-for-like sales growth. Our national retailers are well positioned and capitalised financially, and they have already shown that they can manage these lockdowns whether that be through click and collect, accelerating online orders, pivoting to take away or using our showrooms as dark stores.

Secondly, previous restrictions have resulted in a redirection of travel expenditure into our homes. It has encouraged many of us to upgrade our homes, create better home offices and make our home our sanctuary. This cocooning effect, as we call it, has particularly benefited our retailers in furniture, homewares, electrical, technology, hardware and pets.

Finally, with over 85% of Australians now double vaccinated, which will see the eventual return of immigration into Australia, the favourable tailwinds and macro conditions for the LFR sector: a focus on the home, record household savings and a buoyant property market are likely to continue for the near term.

In FY21, Aventus remained focused on creating amazing places for our customers and ensuring all our centres “feel like home”. Australians are now spending more time in their homes than ever before working, learning and entertaining, and our retailers and centres are well placed to receive these benefits with over 44 million shopping visits annually to our centres.

Focus on strategy

Strategy is the blueprint for business. While our strategy has remained consistent over the years, our refined strategy in FY21 better articulated our key focus areas across the business.

Our continued aim is to be Australia’s leading owner, developer and manager of large format retail.

Over the last 17 years, we have built an irreplaceable portfolio of 19 centres valued at over \$2.3 billion. Our average centre is now worth \$116 million, with a gross lettable area of 26,000 square metres.

The first key pillar of our strategy is ‘strengthen the core’. That is, to drive sustainable organic growth from our existing portfolio. Over the last five years, we have achieved over \$500 million in valuation gains, over half of those from income growth, accretive developments, active asset management and careful curation of the tenancy mix to suit the evolving needs of our customers.

We have a long-term track record of acquiring dominant LFR assets and growing our market share. We have focused on growing profitably and we carefully selecting accretive acquisitions that

complement our portfolio, consistent with our strategy and our investment criteria.

Secondly, we build our development pipeline to enhance our returns. We have a track record of delivering over \$125 million of accretive developments since listing with an attractive cash yield averaging 9% across 25 projects. Secondly, Aventus has a valuable land bank of 1.2 million square metres with a growing holding income and the ability to unlock higher and better uses over time.

Finally, our new sustainability initiatives and goals are now at the centre of everything that we do. Our five key focus areas will ensure our business is better for people and importantly, better for the planet.

FY22

I would now like to provide an update on the first 4 months of this year.

Centres Open and Rebounding Traffic

I am pleased to share 100% of tenants within the portfolio are now open and trading with Aventus centres experiencing a strong rebound in traffic across the portfolio since the easing of restrictions with an additional 400,000 customers visiting an Aventus centre compared to the prior month.

Traffic in the portfolio is 110% on a normalised year of 2019, and 103% on the prior period and we have also seen a resurgence of sales in the last month.

High Occupancy and Leasing

Demand for the portfolio remains robust with high occupancy at 98.7%. 24 leasing deals have been completed across approximately 16,000sqm of GLA with leasing positive spreads well above both CPI and FY21 levels, and low incentives under 5%.

Strong Cash Collection

Cash collection across the portfolio continues to improve and remains strong at 92% for the COVID impacted period. Collections for November 2021 are trending back to pre-COVID levels and Aventus remains focused on only supporting our impacted and eligible SMEs.

Reaffirmed FY22 Guidance

On the basis of our performance to date in FY22, Aventus reaffirms FY22 FFO per security guidance of 20.5 cents which is 5% growth on the prior year.

In conclusion, what I continue to be most proud of is our Aventus team, especially how they have faced the challenges and come together through the course of this year and I want to thank each and every one of them for their dedication, loyalty and sense of ownership.

I also want to thank our retail partners and to thank you as well, our loyal Securityholders for your investment in the Group as well as our Board for their guidance and unwavering support during this period.

As Bruce mentioned, the proposed merger with HomeCo is proceeding in accordance with the Scheme Implementation Deed and we will be providing further information in relation to the release of the Scheme Booklet, the Independent Expert's report and the timing for the Scheme meeting as soon as we are able to.

I will now hand back to Bruce for the formal business of today's meeting.

Thank you.

Aventus Group Annual General Meetings

24 November 2021



FEELS LIKE HOME

aventus

Our Purpose

Feels Like Home

Our Values

People first | Own it | Find a better way

Our Team



Agenda Items

- 1 Chair Address
- 2 CEO Address
- 3 Formal Business



Kotara, NSW

Chair Address

Bruce Carter

Financial Metrics

Financial Performance

\$110m

FFO ▲ 9.6%¹

19.4c

FFO per security²
▲ 7.1% from 18.2 cents¹

17.5c

Distributions per security²

Capital Structure

30.3%

Gearing³ ▼ 5.7%⁴

\$2.69

NTA per security
▲ 25.7%⁴

\$132m

Available cash and
undrawn debt liquidity

Debt Management

6.6x

Interest Cover Ratio⁶ ▲ 1.4x⁴

4.4 years

Weighted Average Debt Expiry
▲ 1.3 years⁴

2.8%

Weighted Average Cost of Debt⁶
▼ 30 bps from 3.1%¹

1. For the 12 months ended 30 Jun 21 vs the 12 months ended 30 Jun 20

2. Based on a weighted average number of securities of 565m over the 12 months ended 30 Jun 21

3. The gearing ratio is calculated as total debt less cash and cash equivalents divided by total assets less cash and cash equivalents and intangible assets including proportional interests in investments in associates

4. 30 Jun 21 vs 30 Jun 20

5. Interest Cover Ratio (ICR) is calculated as EBITDA divided by interest expense

6. Weighted average cost of debt is calculated based on historical finance costs, excluding amortisation of debt establishment costs and net fair value gains/losses on interest rate swaps for the 12 months ended 30 Jun 21

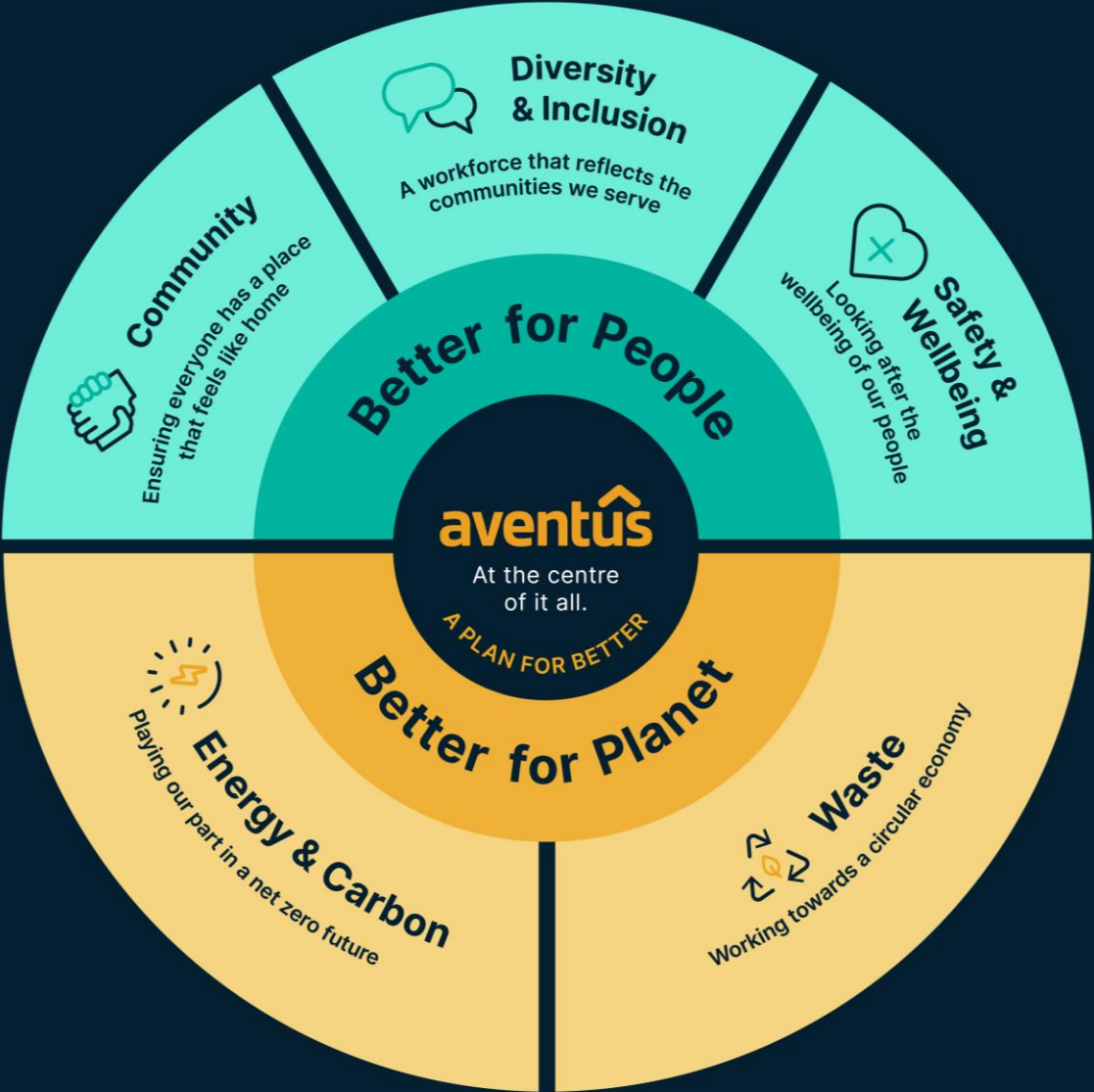
Our Sustainability Commitment

Our Better for Planet Goals

Energy & Carbon	Net Zero emissions by 2028 (Scope 1 & 2 emissions)
Waste	80% operational waste diversion by 2028

Our Better for People Goals

Community	Help 10,000 families in need by 2028
Diversity & Inclusion	Achieve minimum 40%+ female gender representation across all management teams including leadership team and Board by 2025
Safety & Wellbeing	Implement “Better For Me” safety and wellbeing programme by 2022





Midland, WA

CEO Adress

Darren Holland

Our Strategy

Australia's leading owner, developer and manager of Large Format Retail

Strengthen the Core

Combine our expertise, retailer relationships and curate the tenancy mix to drive income and capital growth and acquire dominant assets that complement the portfolio.

Build Development Pipeline

Enhance the short-term and long-term earnings potential of the portfolio, through brownfield and greenfield opportunities, master-planning and retail led mixed-use developments.

Grow Funds Management

Grow our funds management platform through complementary acquisitions to diversify our income and expand our capital sources.

Proactive Capital Management

Manage capital diligently for efficient execution of our strategy.

At the *Centre* of it All



Energy & Carbon



Waste



Diversity and Inclusion



Community



Safety and Wellbeing

FY22 Trading Update

Portfolio Update

- 100% of tenants within the portfolio open and trading
- Additional 400,000+ customers visiting Aventus centres compared to the prior month.
- Traffic in NSW since easing of restrictions (11 October 2021) is 110% on a normalised 2019, and 103% on the prior period.

High Occupancy and Leasing Update

- Demand for the portfolio remains robust with high occupancy of 98.7%.
- 24 leasing deals have been completed across approximately 16,000sqm of GLA (30 October 2021)
- Leasing spreads positive (well above both CPI and FY21 levels, and low incentives under 5%)

Strong Cash Collection

- Cash collection remains strong at 92% for the COVID impacted period (19 November 2021).
- Collections (including land tax grants) for November 2021 are trending back to pre-COVID levels.

Reaffirmed FY22 Guidance

- Aventus reaffirms FY22 FFO per security guidance of 20.5 cents which is 5% growth on the prior year, or 20.3 cents on a recurring basis.





Mittagong, NSW

Formal Business

Meeting closed



Castle Hill, Sydney

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aventus

Disclaimer

This presentation has been prepared on behalf of the Aventus Group (comprising Aventus Holdings Limited ACN 627 640 180 (AHL) and Aventus Capital Limited ABN 34 606 555 480 AFSL 478061 (ACL) as responsible entity of the Aventus Retail Property Fund ARSN 608 000 764) (together, the AVN Group, Group or AVN). The information contained in this document is current only as at 24 November 2021 or as otherwise stated herein. This document is for information purposes only and only intended for the audience to whom it is presented. This document contains selected information and should be read in conjunction with the financial statements for the period and other ASX announcements released from time to time. This document may not be reproduced or distributed without AVN's prior written consent. The information contained in this document is not investment or financial product advice and is not intended to be used as the basis for making an investment decision. AVN has not considered the investment objectives, financial circumstances or particular needs of any particular recipient. You should consider your own financial situation, objectives and needs, conduct an independent investigation of, and if necessary obtain professional advice in relation to, this document.

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