VICINITY
CENTRES

2022 ANNUAL RESULTS

17 AUGUST 2022

ACKNOWLEDGEMENT OF COUNTRY

Vicinity acknowledges the Traditional Custodians of Country throughout Australia and their connections to the land, sea and community. We pay our respects to their Elders past and present, and extend that respect to all Aboriginal and Torres Strait Islander people with us today.

WELCOME

AGENDA

GRANT KELLEY
CEO and Managing Director

PETER HUDDLE
Chief Operating Officer

ADRIAN CHYE
Chief Financial Officer

OVERVIEW

GRANT KELLEY
CEO AND MANAGING DIRECTOR

RESULTS OVERVIEW

Strong FFO and NTA growth reflects strong execution, financial stewardship and a resilient retail sector

EXECUTION OF STRATEGY TO DRIVE SUSTAINED GROWTH

- Property management and quality leasing outcomes driving enhanced core portfolio
- Strategic transactions bolster category leadership in growing Outlet sector
- Retail and mixed-use development pipeline transitioning from planning to execution

IMPROVED FINANCIAL POSITION

- Statutory net profit after tax of $1,215m, up $1,473m FY21: $258m net loss
- Funds from operations (FFO)[1] up 7.1%
- FY22 distribution per security of 10.4 cents FY21: 10.0 cents
- Balance sheet remains strong with gearing of 25.1% Jun 21: 23.8%
- NTA[2] up 23 cents to $2.36 Jun 21: $2.13

RESILIENT RETAIL SECTOR DRIVING PORTFOLIO PERFORMANCE

- Total portfolio MAT growth[3] of 6.7% Jun 21: -4.2%
- Retail sales[3] growth of 15.5% in 2H FY22 versus 2H FY19, buoyed by leisure, apparel, jewellery and retail services
- Portfolio occupancy improved to 98.3% Jun 21: 98.2%
- Leasing spreads of -4.8% continued to improve throughout FY22 FY21: -12.7%

FY23 FFO PER SECURITY GUIDANCE[4] OF 13.0-13.6 CENTS

- Reflects 10% to 15% growth adjusting for waivers and provisions written back in FY22
- Target distribution payout ratio[4] of 95-100% of AFFO

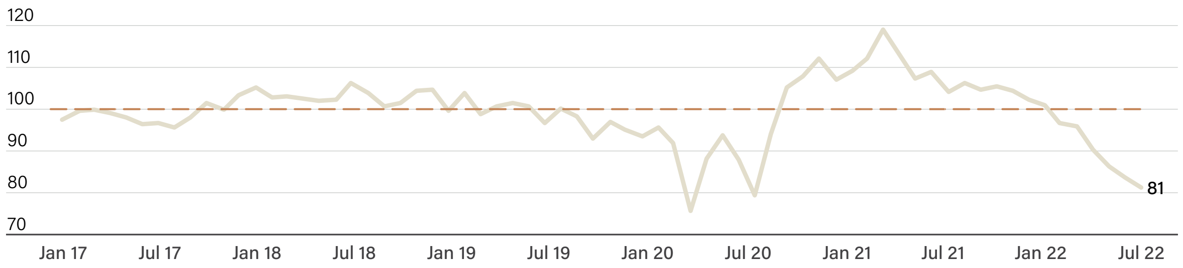
1. Refer to slide 35 for definition of FFO and reconciliation of FFO to statutory net loss/profit. FFO is a non-IFRS measure.
2. Net Tangible Assets per security. Adjusting NTA for the distribution of $259.5 million declared today, which relates to the six months ended 30 June 2022, NTA would be $2.30.
3. Sales are reported for comparable centres, which excludes divestments and development-impacted centres in accordance with Shopping Centre Council of Australia (SCCA) guidelines (refer to slide 33 for details). Also excludes travel sales.
4. Vicinity's guidance assumes no material deterioration in existing economic and COVID-related conditions. The midpoints of Vicinity's FY23 FFO and AFFO guidance ranges assume an average three-month bank bill swap (BBSW) rate of 3.25% p.a., noting that ~80% of forecast drawn debt is hedged over FY23.

MACROECONOMIC ENVIRONMENT

Robust macroeconomic environment to support retail industry stabilisation and recovery

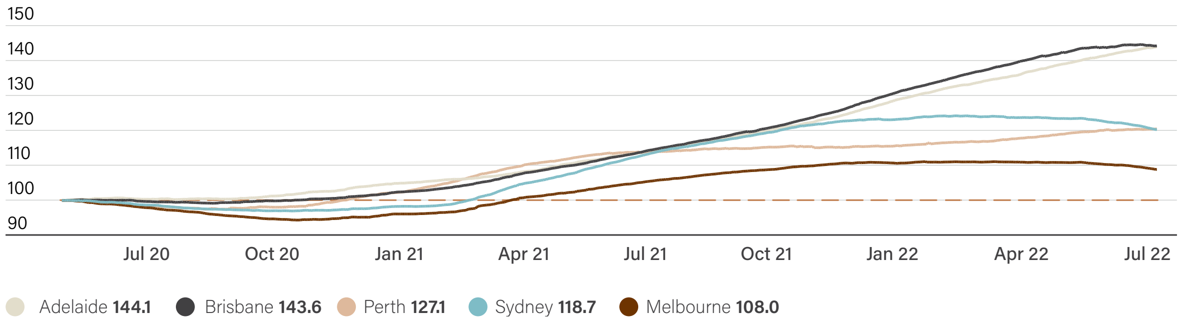
CONSUMER SENTIMENT INDEX[1]

(Index = 100)



RESIDENTIAL DWELLING VALUES[2]

(Index = 100%)

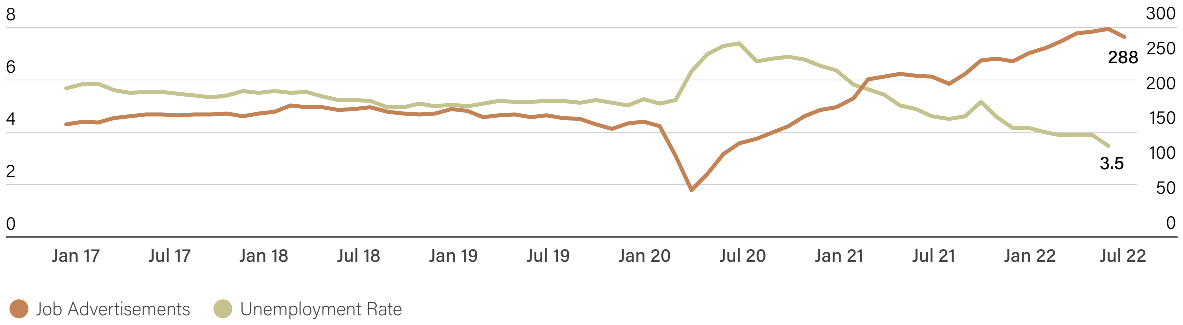


UNEMPLOYMENT RATE[1]

(Seasonally adjusted, %)

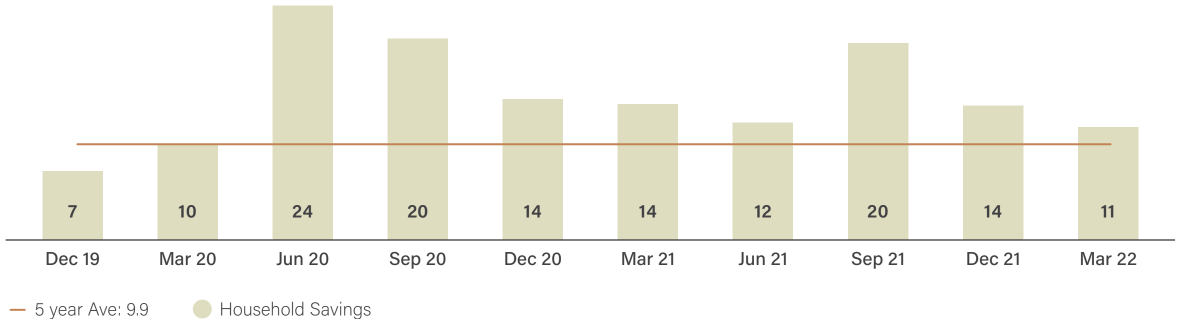
JOB ADVERTISEMENTS[3]

(Monthly, '000)



HOUSEHOLD SAVINGS RATIO[1]

Dec 2019 to Mar 2022



1. Australian Bureau of Statistics.
2. CoreLogic.
3. Australian Government Labour Market Information Portal, Vacancy Report.

PORTFOLIO PERFORMANCE

PETER HUDDLE
CHIEF OPERATING OFFICER

PORTFOLIO HIGHLIGHTS

Consumers continue to shop purposefully, showing confidence and capacity to spend in centres

SPEND PER VISIT HIGHLIGHTS RESILIENCE AND PURPOSEFUL SHOPPING

- Steady improvement in visitation as COVID-19 lockdowns abate, notably in 2H FY22
- Retail sales up on pre-COVID levels, led by consumer demand and strategic remixing[1]
- Shopping remains purposeful; spend per visit remains elevated
- CBDs showing positive momentum, albeit lagging the portfolio
- Sales recovery demonstrates consumers' desire for in-store shopping experiences
- Online sales growth rate contracting from 24.8% at October 21 to 14.5% at June 22[2]

RETAILER CONFIDENCE REMAINS ROBUST

- Deal activity in 2H FY22 demonstrates robust retailer confidence
- Soft landing following expiry of SME Codes; retailer administrations remain low
- Occupancy strengthened, supported by resilient leasing activity
- Labour shortages continue to interrupt trading
- Supply chain delays starting to abate as China lockdowns lift
- Inflation is supporting retailers' sales, but also impacting cost of doing business

QUARTERLY PORTFOLIO INDICATORS SHOWING POSITIVE MOMENTUM

Quarterly data[3]	Sep 21	Dec 21	Mar 22	Jun 22
Spend per visit (multiple of 2019)				
Total portfolio	1.31x	1.28x	1.34x	1.30x
Visitation (% of 2019)				
Total portfolio	55.4	74.8	76.5	83.8
VIC and NSW[4]	36.7	65.9	70.6	79.8
VIC and NSW (ex-CBDs)[4]	50.1	75.3	81.9	87.7
QLD, WA, SA and TAS[5]	90.7	89.5	88.1	90.4
CBDs	7.3	48.8	46.5	66.4
Retail sales (% growth vs 2019)[1]				
Total portfolio	(25.7)	(3.4)	11.2	19.9
VIC and NSW[4]	(47.8)	(11.0)	9.2	22.1
VIC and NSW (ex-CBDs)[4]	(44.4)	(7.6)	14.7	24.5
QLD, WA, SA and TAS[5]	7.1	8.9	14.2	16.8
CBDs	(76.0)	(26.1)	(20.8)	7.4

1. Retail sales growth compared to 2019 includes the benefit of strategic remixing to improve sales productivity.
2. NAB Online Retail Sales Index – annual growth rate.
3. Comparable centres, which excludes divestments and development-impacted centres in accordance with SCCA guidelines (refer to slide 33 for details). Also excludes travel sales.
4. COVID-impacted states.
5. COVID-unimpacted states.

RETAIL SALES

Recovery gained momentum in 2H FY22

BROAD SALES RECOVERY EVIDENT DESPITE VIC AND NSW LOCKDOWNS IN 1H FY22

- FY22 annual growth[1] of 6.7% supported by 11.5% sales growth in 2H FY22[2]
- VIC and NSW mini majors and specialties driving the recovery, up 20.6% in 2H FY22
- 'COVID-unimpacted' states (QLD, WA, SA, TAS) continue to achieve year on year growth since national lockdown in 2020

PLEASINGLY, STRONGEST RECOVERY COMING THROUGH DISCRETIONARY CATEGORIES

- Jewellery, Apparel & Footwear and Food Catering all reporting double digit FY22 growth
- Other retail sales supported by recovery in cinemas and entertainment

SME SPECIALTY STORE ANNUAL SALES UP 8.9%

- Driven by Apparel & Footwear (up 18.7% supported by new store openings), Food Catering (up 16.1%) and Retail Services (up 7.2%)
- Tracking above national chain specialty stores (up 5.4%)

ANNUAL SALES GROWTH[1]

	2H FY22[2]	FY22	FY21	FY20	FY19
Majors	4.9	1.5	(0.8)	0.1	2.6
Mini majors and specialty stores					
– VIC and NSW[3]	20.6	14.8	(15.2)	(12.4)	4.2
– QLD, WA, SA and TAS[4]	5.5	1.8	13.4	(4.2)	0.1
– Total	15.6	9.6	(6.4)	(10.3)	3.1
Other retail	16.5	16.3	(8.6)	(8.3)	3.6
Total portfolio	11.5	6.7	(4.2)	(6.2)	2.9

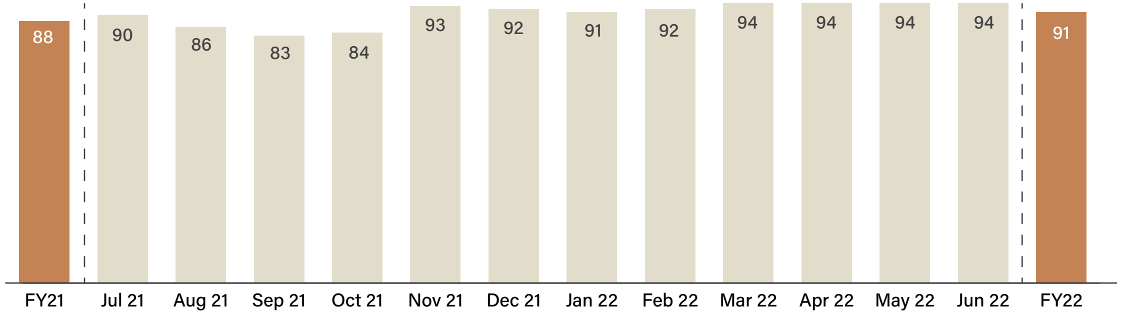
1. Comparable centres, which excludes divestments and development-impacted centres in accordance with SCCA guidelines (refer to slide 33 for details). Also excludes travel sales.
2. Sales compared to 2H FY21.
3. COVID-impacted states.
4. COVID-unimpacted states.

CASH COLLECTIONS

Strengthened cash collections reflect improved trading conditions

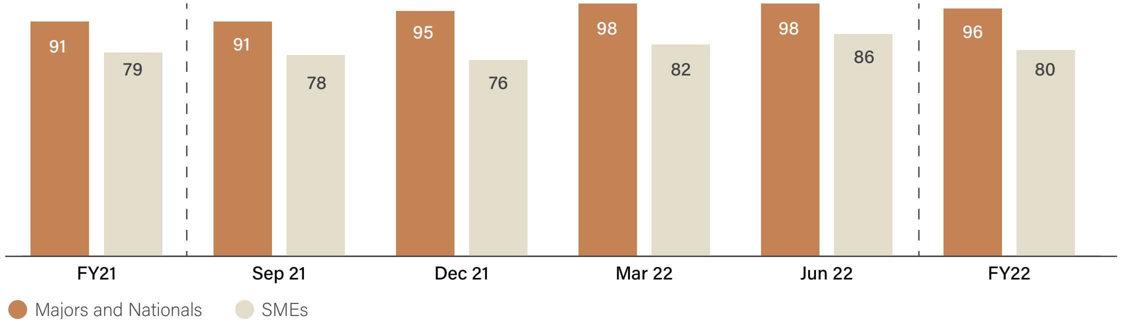
PROPORTION OF GROSS RENTAL BILLINGS RECEIVED

Monthly (%)[1]



PROPORTION OF GROSS RENTAL BILLINGS RECEIVED

Quarterly (%)[1]



1. As at 4 August 2022.

STRENGTHENED CASH COLLECTIONS AMID IMPROVED RETAIL TRADING CONDITIONS

Average of 91% of gross billings collected[1] for FY22

Marked acceleration in cash collected[1] in 2H FY22, to 93%, driven by:

- Strong retail sales growth
- Strengthening retailer confidence as threat of further lockdowns abated
- Expiry of the SME Codes in March 2022, enabling COVID-19 lease deals to be expedited
- Heightened activity collecting due and overdue rent

Cash collection from Majors and Nationals retailers returning to pre-COVID levels

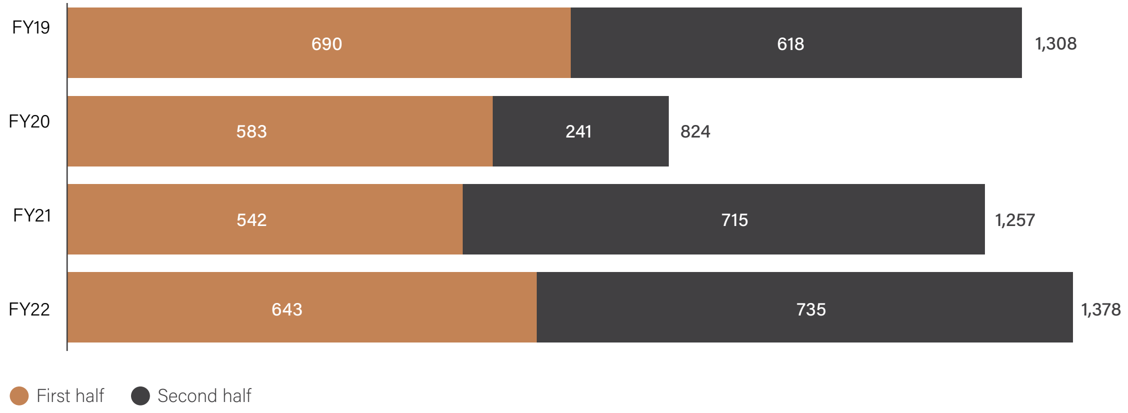
Cash collections from SME retailers showing continued improvement

Continue to provide support to selected CBD and SME retailers in FY23

LEASING

Strong and high quality leasing momentum sees occupancy improve despite significant lockdowns, and assists in future growth

COMPARABLE LEASING DEALS COMPLETED[1]



LEASING MOMENTUM ACCELERATED IN 4Q FY22 AS THREAT OF LOCKDOWNS ABATED

- Buoyant leasing activity, notably in 2H FY22; deal count in FY22 exceeded pre-COVID
- 53% more deals completed in VIC centres compared to FY21
- Vicinity leased 374 vacant stores in FY22
- Improved leasing spread driven by resilient retailer confidence, robust leasing negotiations and strong sales growth
- 2,030 total leasing deals completed[2]

CUMULATIVELY 94% OF LEASES WITH FIXED GROWTH RATES OF AT LEAST 4% FY21: 91%

- 71% of leases with fixed 5% growth rates
- Supporting future NPI growth

LEASING SPREADS

(%)

	1H	2H	FY22	FY21
Leasing spreads	(6.4)	(3.2)	(4.8)	(12.7)
Renewals	(5.4)	(3.1)	(4.2)	(12.6)
Replacements	(8.8)	(3.6)	(6.3)	(12.9)

Leasing spreads
-4.8%
FY21: -12.7%

Occupancy
98.3%
Jun 21: 98.2%

Robust tenant retention
75%
FY21: 68%

New lease tenure
5.1 YEARS
FY21: 4.3 years

1. Excludes development-impacted, reconfigurations and third party assets.
2. Includes non-static leasing deals relating to development deals, reconfigurations and managed assets.

Breitling I Chadstone


Manon Brasserie I Queen Victoria Building


P.E Nation I The Galeries

NBA Store I Emporium Melbourne

Freskin Beauty I Chatswood Chase Sydney

Balenciaga I QueensPlaza

All Asia I Cranbourne Park

Sacca's Fine Foods | Broadmeadows Central

Tommy Hilfiger I DFO South Wharf

Decjuba I Bayside

PROACTIVE MANAGEMENT DRIVING TENANT SATISFACTION

Strong retailer advocation and engagement enhancing tenant satisfaction

FOCUS ON BEING PARTNER OF CHOICE DROVE STRONG UPLIFT IN FY22 TENANT SATISFACTION SURVEY RESULTS

- Retailer Net Promoter Score[1,2] increased from #7 to #1
- Strongest lift in TenSAT[2,3] in one year, by +16 points, to rank #2 landlord
- All drivers of satisfaction for 2022 improved
- Vicinity continues to rank highly on Marketing (#2), Assets and Operations (#2), and People (#3)

RETAILER FIRST STRATEGY WELL RECEIVED BY GROWTH-ORIENTATED RETAILERS

- Focus on building stronger, longer-term relationships with our retailers and enhancing tenant experiences, driving higher retention

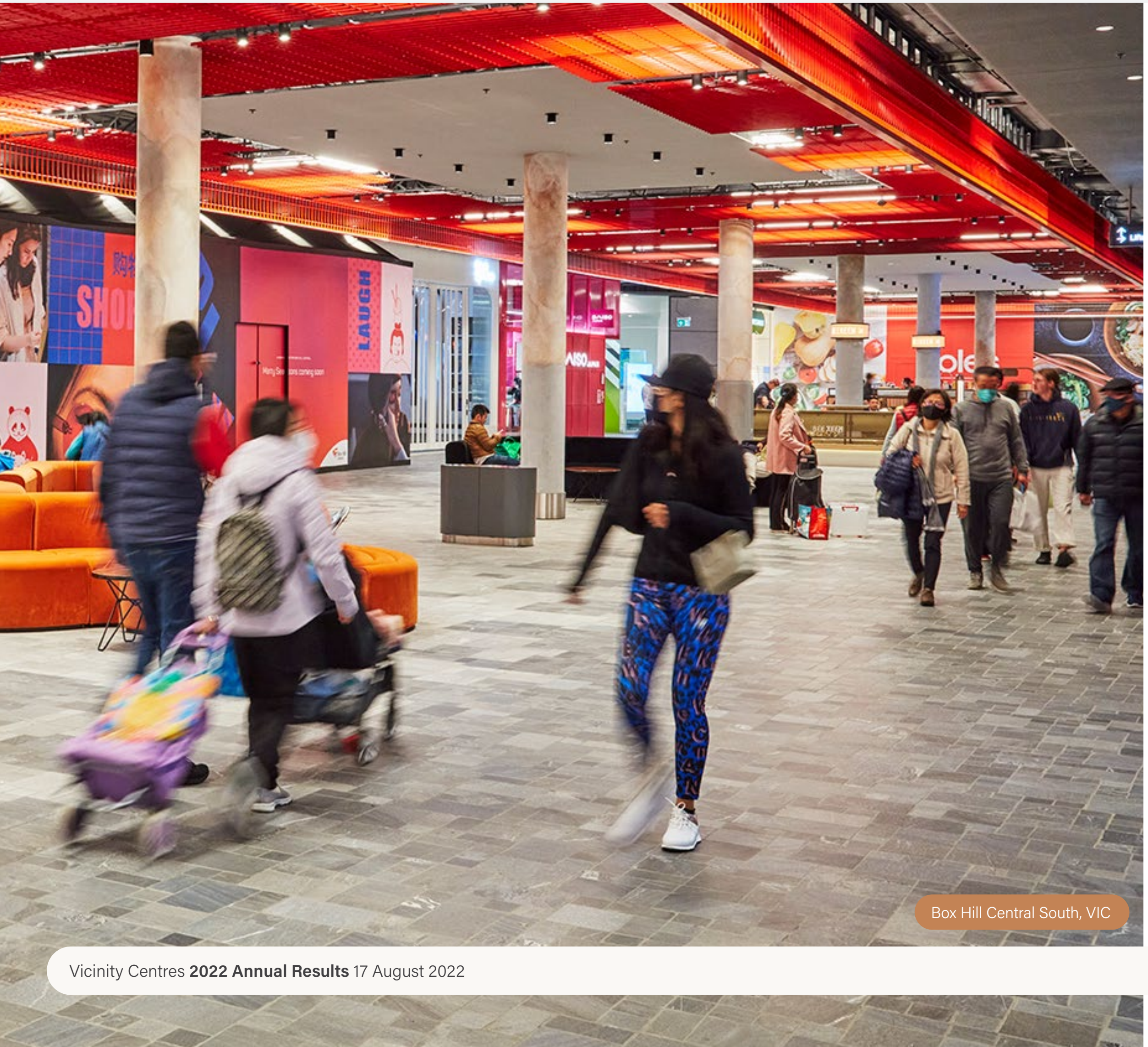
SUPPORTING RETAILERS WITH LEADING MARKETING CAMPAIGNS

- Monopoly 'Shop, Scan, Win' campaign drove increased customer engagement with retailers and supported 12% increase in database members over FY22
- Two campaigns creating Sydney CBD attractions and driving centre visitation
  - Unique NFT[4] Christmas tree at The Galeries
  - Birrunga Gallery partnership bringing indigenous art to QueensPlaza
- Won two ICSC[5] Global Gold Maxi Awards for marketing campaigns
  - Innovation: NFT Christmas tree (The Galeries), and
  - Experimental: High-tea with Santa (Queen Victoria Building)
- Shop Local and Retailer series campaigns – highlighting in-centre brands

1. Net Promoter Score (NPS) measures customer (tenant) advocacy.
2. Source: TenSAT 2022 report. ACRS, Monash University.
3. TenSAT measures both tenant experience across five key business areas and renewal intentions.
4. Non-fungible token.
5. International Council of Shopping Centres.

DEVELOPMENT UPDATE

FY22 focused on retail works ahead of major mixed-use projects



Box Hill Central South, VIC

DEVELOPMENT SHOWCASE HELD IN JUNE 2022

- $2.9b pipeline
- 85% of pipeline spend concentrated across six assets
- 75% weighted to mixed-use (non-retail) development
- Near-term focus on retail enhancements ahead of major mixed-use projects
- Pipeline strategically aligned with government planning and investment

FY22 DEVELOPMENT SPEND PREDOMINANTLY SMALLER RETAIL PROJECTS

- **Chadstone**: Commenced Chadstone Place (Officeworks) refurbishment and Dining and Entertainment Terrace development
- **Bankstown Central**: Commenced Coles Fresh Food precinct and Mini Majors remix and bus interchange relocation
- **Box Hill Central**: Commenced Coles mall and restaurants redevelopment, and construction of Hub Australia offices
- **Broadmeadows Central, Mornington Central** and **Northgate**: Substantially completed major tenant reconfigurations

Note: Refer to slides 25-27 for more details on the development pipeline.

DEVELOPMENT UPDATE

FY23 sees a number of retail projects complete, while mixed-use development pipeline gains momentum

$200-$250M OF EXPENDITURE FORECAST OVER FY23

A NUMBER OF IN-DELIVERY PROJECTS TO BE COMPLETED IN FY23

- Chadstone Place (Officeworks) refurbishment
- Retail projects across Chadstone, Bankstown Central and Box Hill Central

A NUMBER OF MIXED-USE AND RETAIL PROJECTS TO COMMENCE IN FY23

- **Chadstone**: One Middle Road office and Fresh Food and Dining projects have received Board and joint owner approval to commence construction
- **Bankstown Central**: Leasing has commenced on Bankstown Exchange office across three towers
- **Chatswood Chase Sydney**: Lower ground Fresh Food and Dining
- **Galleria**: Dining and Leisure precinct and mall revitalisation
- **Armidale Central** and **Northland**: Targeted modernisation and reconfiguration projects

$300-$400M P.A. AVERAGE EXPENDITURE EXPECTED OVER THE MEDIUM TERM

Chadstone, VIC – Artist's impression

Note: Refer to slides 25-27 for more details on the development pipeline.

FINANCIAL RESULTS

ADRIAN CHYE
CHIEF FINANCIAL OFFICER

FINANCIAL RESULTS

Income statement

	FY22 ($m)	FY21 ($m)	Variance ($m)	Variance (%)
Net property income (NPI)	802.8	743.4	59.4	8.0
External management fees	52.5	45.7	6.8	14.9
Total income	855.3	789.1	66.2	8.4
Net corporate overheads	(94.7)	(86.4)	(8.3)	9.6
Net interest expense	(162.3)	(143.9)	(18.4)	12.8
Funds from operations (FFO)[1]	598.3	558.8	39.5	7.1
Maintenance capex and lease incentives	(101.5)	(73.1)	(28.4)	38.9
Adjusted FFO (AFFO)[2]	496.8	485.7	11.1	2.3
Statutory net profit/(loss) after tax	1,215.2	(258.0)	1,473.2	
FFO per security (cents)[3]	13.14	12.28	0.86	7.0
AFFO per security (cents)[3]	10.91	10.67	0.24	2.2
Distribution per security (cents)	10.4	10.0	0.4	4.0
Distribution payout ratio[4] (%)	95.3	93.7		

NOTE: Totals may not sum due to rounding.
1. Refer to slide 35 for definition of FFO and reconciliation of FFO to statutory net loss after tax. FFO is a non-IFRS measure.
2. Refer to footnote 1 on slide 35 for definition of AFFO which is a non-IFRS measure.
3. The calculation of FFO and AFFO per security for each period uses the weighted average number of securities on issue.
4. Calculated as: Total distributions declared ($m)/Total AFFO ($m).
5. Excludes statutory accounting adjustments.

STATUTORY NET PROFIT OF $1,215.2M FY21: $258.0M NET LOSS

FUNDS FROM OPERATIONS	NON-CASH PROPERTY VALUATION GAINS[5]
$598.3M	$553.5M
FY21: $558.8m	FY21: $753.7m net loss

ROBUST FFO GROWTH, UP 7.1%, DRIVEN BY:

- Higher NPI due to lower waivers and provisions, and growth in base rent and ancillary income
- Increased external management fees driven by resumption of development projects
- Higher net corporate overheads due to non-recurring JobKeeper benefit in FY21
- Increased net interest expense impacted by one-off interest rate swap benefit recognised in FY21

FY22 NPI reduced by $94m of waivers and provisions FY21: $178m

Strong rebound in retailer confidence and persistent focus on collecting prior period billings have underpinned a $62.8m reversal of prior year waivers and provisions in FY22 FY21: $75.4m, 1H FY21: $51.8m

Higher maintenance capital and lease incentives following capital conservation in FY21 and strong leasing deal activity

Distribution per security of 10.4 cents declared; 95.3%[4] of FY22 AFFO

2H FY22 VALUATIONS

Buoyant transaction market supporting retail asset valuations

VALUATIONS

at 30 June 2022 compared to 31 December 2021[1]

Centre type	No of Centres	Value $m	Variance[2,3]	Cap rate
Super Regional	1	3,137.5	1.6%	3.88%
CBDs	7	2,000.5	0.1%	4.94%
Outlet Centre	8	2,264.5	2.6%	5.54%
Regional[4]	16	4,214.7	0.9%	5.89%
Sub-regional	24	2,713.9	3.0%	6.10%
Neighbourhood	3	193.0	5.4%	5.68%
Total	59	14,524.1	1.6%	5.30%
By State				
VIC	20	7,350.0	1.2%	4.94%
NSW	12	2,850.3	0.4%	5.31%
QLD	9	1,749.0	2.9%	5.29%
WA	12	1,615.1	1.8%	6.10%
SA	4	684.7	7.5%	6.69%
TAS	2	275.0	2.6%	6.43%

1. Like for like analysis for assets held as at 30 June 2022.
2. Valuation movements are for the six-months ended 30 June 2022.
3. Reflects Vicinity ownership interest and exclude statutory accounting adjustments.
4. Includes Major Regional and Regional centres.

PORTFOLIO NET VALUATION[2,3] INCREASE OF $233.4M, OR 1.6%, IN 2H FY22

- Income growth driving valuation increases across a number of Premium, Outlet and Sub Regional centres
- Regional and Sub Regional centres benefiting from strong transactional evidence
- CBD centre valuations were flat

5.30% (DOWN 5BPS)

WEIGHTED AVERAGE CAPITALISATION RATE

VALUATION IMPROVEMENTS

WEIGHTED TOWARDS INCOME GROWTH OVER CHANGES TO VALUATION METRICS

32 PROPERTIES (56% BY VALUE)

EXTERNALLY VALUED, REMAINDER INTERNALLY VALUED

$553.5M (UP 3.9%)

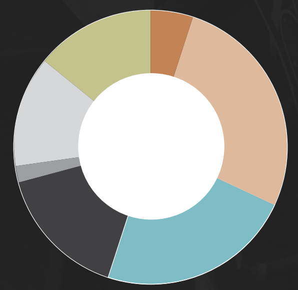
FULL-YEAR FY22 VALUATIONS INCREASE[3]

CAPITAL STRUCTURE

Strong balance sheet with limited near-term expiries

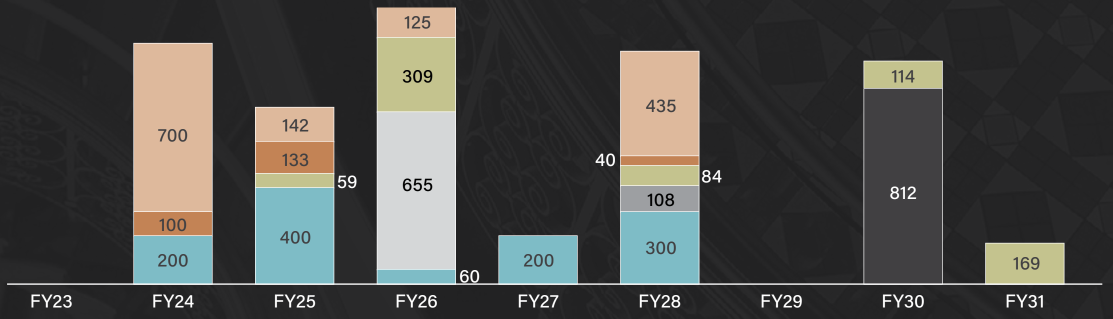
- Issued inaugural Green Bond of $300m
- Extended $475m of bank debt to FY28
- Cancelled $800m of bank debt to optimise liquidity
- $1.4b of liquidity
- Robust weighted average maturity profile
  - 4.8 years based on drawn debt, or 4.3 years based on limits
- Gearing[1] remains at low end of target range at 25.1%
- Weighted average cost of debt[2] of 4.0%
- Debt was 85% hedged at 30 June 2022
  - Weighted average of approximately 80% over FY23
- Strong investment-grade credit ratings maintained
  - S&P A/stable and Moody's A2/stable

DEBT SOURCES



DEBT MATURITY PROFILE

($m)



NOTES: Refer to slide 37 for more debt metrics and the hedging profile. Pro forma 30 June 2022 data, adjusted for post year-end capital management activities undertaken.

1. Calculated as drawn debt, net of cash and cash equivalents, divided by total tangible assets excluding cash and cash equivalents, right of use assets, net investment leases, investment property leaseholds and derivative financial assets.
2. The average over the 12 months ended 30 June 2022 and inclusive of margin, drawn line fees and drawn establishment fees.

VICINITY CENTRES

SUSTAINABILITY, SUMMARY AND FY23 GUIDANCE

GRANT KELLEY
CEO AND MANAGING DIRECTOR

LEADERSHIP IN SUSTAINABILITY

Creating sustainable destinations within our communities and providing long-term value for securityholders

Leveraged sustainability credentials and investment to date with successful issuance of Vicinity's inaugural Green Bond

Established Sustainable Finance Framework

Strong sustainability survey results

- 2021 Oceania Sector Leader and #3 globally in the Listed Retail Shopping Centre category by GRESB[1]
- Ranked #5 real estate company globally in DJSI[2] survey

Second Modern Slavery statement published

Listed on the GivingLarge Top 50 list

Formal supporter of Task Force on Climate-related Financial Disclosures

Launched second Innovate Reconciliation Action Plan in July 2022

Progressing towards Net Zero Carbon Target by 2030[3]

Three additional solar installations completed; Vicinity's market leading program capacity increased to 47 GWh of renewable energy p.a.

1. Global Real Estate Sustainability Benchmark which includes listed and unlisted funds.
2. Dow Jones Sustainability Index.
3. For Vicinity's wholly-owned retail assets. Consistent with GHG Protocol, this applies to common mall areas.
4. NABERS Sustainable Portfolio Index 2022, based on Vicinity's ownership interest and 2021 rating as at December 2021 with 100% of rateable portfolio coverage, December 2020 rating has 91% of rateable portfolio coverage.

TCFD TASK FORCE ON CLIMATE-RELATED FINANCIAL DISCLOSURES

#5 GLOBALLY
OF REAL ESTATE COMPANIES IN DJSI[2]

$1.3M SPEND
THROUGH SOCIAL AND INDIGENOUS ENTERPRISES IN FY22

SECTOR LEADER
OCEANIA LISTED RETAIL SHOPPING CENTRE BY GRESB[1]

NET ZERO
CARBON TARGET BY 2030[3]

COMMUNITY PARTNER
Australian Red Cross

$300M GREEN BOND
LAUNCHED INAUGURAL GREEN BOND WITH $300M ISSUANCE

NABERS
4.6 STARS
NABERS ENERGY RATING (DEC 20: 4.4 STARS)[4]

NABERS
4.0 STARS
NABERS WATER RATING (DEC 20: 3.4 STARS)[4]

SUMMARY AND FY23 GUIDANCE

FY22 driven by strong operational execution and financial stewardship in a supportive retail environment

FY22; A YEAR OF RECOVERY, EXECUTION AND PROGRESS AT VICINITY

- Execution of long-term strategy whilst continuing to meet the demands of the pandemic
- Focus on delivering quality leasing outcomes that lock in current and future rental growth
- Enhanced core portfolio via strategic transactions
- Bolstered Vicinity's position as a partner of choice for growth-oriented retailers
- Transitioning from planning to execution of retail and mixed-use development pipeline
- Flexible balance sheet and prudent management of debt profile maintained

RETAIL CONTINUES TO DEMONSTRATE RESILIENCE AMID SHIFTING MACRO-ENVIRONMENT

- Consumers continue to show confidence and capacity to spend
- Retailer confidence to lock in new deals on Vicinity's standard lease terms remains robust
- Potential for inflation and rising interest rates to adversely affect consumer spend
- Continued support of CBD and SME retailers expected in FY23

FY23 FFO PER SECURITY GUIDANCE[1]

13.0 TO 13.6 CENTS

REFLECTS 10% TO 15% GROWTH ADJUSTING FOR WAIVERS AND PROVISIONS WRITTEN BACK IN FY22

FY23 AFFO PER SECURITY GUIDANCE[1]

10.9 TO 11.5 CENTS

FY23 DISTRIBUTION EXPECTED TO BE WITHIN VICINITY'S TARGET PAYOUT RANGE

95-100% OF AFFO

1. Vicinity's guidance assumes no material deterioration in existing economic and COVID-related conditions. The midpoints of Vicinity's FY23 FFO and AFFO guidance ranges assume an average three-month bank bill swap (BBSW) rate of 3.25% p.a., noting that ~80% of forecast drawn debt is hedged over FY23.

APPENDICES

INNOVATION

Leveraging our existing assets and capabilities to drive value and enhancing customer and retailer experience

TARONGAVENTURES

REALTECHX

Invested in Proptech Innovation Fund with a selection of global real estate companies

Sponsor of ESG Innovation Program

- Targets global innovation companies that support real estate ESG initiatives
- Trialling PowerStack (Solar/Battery lighting technology) in FY23

CLICK FRENZY

Power Retail

Investment in Global Marketplace (owner of Click Frenzy, Power Retail and GrabOne)

- Garnering insight from e-commence market via online events and retailer analytics
- Potential to drive in-store sales from new omnichannel events in FY23

Leveraging physical and digital assets

- Utilising well positioned centres to expand Logistic Hubs trials. 100,000+ parcels delivered at DFO Homebush and Australia Post committed to trials across five Victorian centres
- 12 centres now facilitating online collections and returns
- Micro-fulfillment centre (MFC)[1] trial at The Glen. Planning to go operational in 1H FY23

Last Mile delivery via Wing drones at Grand Plaza expanded due to strong demand

- Capacity increased to up to 48 drones
- Wing executed two year lease (+three year option)

Discussions underway to expand across regions

- Focus on Victoria to support MFC at The Glen

1. Vicinity provides in-centre fulfillment services for retailers' online orders including: receiving, storing, picking and packing, and despatching.

DEVELOPMENT PIPELINE

$2.9b retail and mixed-use development pipeline

Asset	Project	Status	Est. cost ($m)[1]	FY22	FY23	FY24	FY25	FY26	FY27
Chadstone	Retail – Dining and Entertainment	In delivery	34						
	Office – Chadstone Place	In delivery	21						
	Retail – Fresh Food and Dining	In delivery	142						
	Office – One Middle Road	In delivery	80						
Victoria Gardens Shopping Centre	Retail and Residential – Stage 1	Concept	140-150						
Box Hill Central	Retail – Coles Mall	In delivery	46						
	Office – Hub Co-Working	In delivery	31						
	Residential – Tower 1	Concept	300-315[2]						
	Office – Tower 1	Concept	450-470[2]						
Chatswood Chase Sydney	Retail – Fresh Food and Dining	Detailed design	25						
	Retail – Major Redevelopment (incl Office)	Detailed design	260-270						
Bankstown Central	Retail – Fresh Food and Mini Majors	In delivery	31						
	Office – Bankstown Exchange	Concept	120-130						
Buranda Village	Retail and Residential precinct	Concept	435-450[2]						
	Office – Commercial precinct	Concept	310[2]						
Other (six assets)	Various[3]	Various	450	Various					

1. Based on VCX ownership. Costs are latest internal estimates as at August 2022.
2. 100% owned asset, capital partnering opportunities under review.
3. Includes projects at Bayside, Emporium Melbourne, Northland, Sunshine Marketplace, Galleria and The Myer Centre Brisbane.

DEVELOPMENT PROJECTS – CURRENT

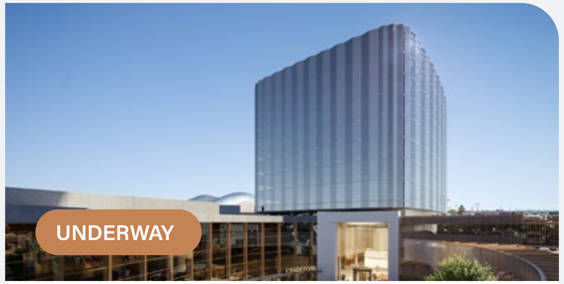
CHADSTONE

DINING AND ENTERTAINMENT

- Commenced 3Q FY22
- Eight dining and entertainment operators
- ~5,900 sqm of additional GLA
- Fully leased
- Expected completion 3Q FY23
- Yield >6%, IRR >12%

CHADSTONE PLACE

- Commenced 4Q FY22
- 100% leased to Officeworks
- ~1,000 sqm of additional GLA
- Expected completion 4Q FY23
- Yield >5%, IRR >8%



ONE MIDDLE ROAD

- Commenced 1Q FY23
- 20,000 sqm nine-level A-grade office
- Leasing negotiations have advanced with more than 50% of space
- Expected completion 1Q FY25
- Yield >7%, IRR >12%

FRESH FOOD AND DINING

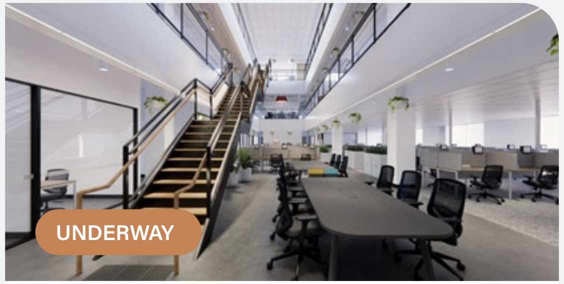
- Commenced 1Q FY23
- Elevated fresh food offer in high-end market style environment
- Outdoor dining precinct
- Childcare facility
- Negotiations with majors and other pre-leasing tracking positively
- Expected completion 1Q FY25
- Yield >5%, IRR >12%

DEVELOPMENT PROJECTS – CURRENT

BOX HILL CENTRAL SOUTH

COLES MALL AND RESTAURANTS

- Commenced 4Q FY21
- Relocation of Coles from North site
- New restaurants with street frontage
- Tenant remix and ambience upgrades
- 100% leased
- Expected completion 1Q FY23
- Yield >7%, IRR >13%



OFFICE PODIUM

- Commenced 3Q FY22
- 4,000 sqm, four-level office podium
- 100% leased to Hub Australia for 10 years
- Expected completion 3Q FY23
- Yield >7%, IRR >10%

BANKSTOWN CENTRAL

FRESH FOOD AND MINI MAJORS

- Commenced 2Q FY22
- New Coles supermarket with fresh food precinct and ambience upgrade
- New stores for Uniqlo, Services Australia and Glue Store
- Expected completion 2Q FY23
- Yield >5.5%, IRR >10%

CHATSWOOD CHASE SYDNEY

FRESH FOOD AND DINING HALL

- Targeted commencement 1Q FY23
- Significantly elevated Fresh Food and Dining offer and experience
- New quick serve restaurants
- Yield >6%, IRR >10%

DIRECT PORTFOLIO

Key statistics by centre type

	Total portfolio	Chadstone	Premium CBDs	Outlet Centres[1]	Core
Number of retail assets	59	1	7	8	43
Gross lettable area (000's) (sqm)	2,422	234	222	286	1,681
Total value[2] ($m)	14,524	3,138	2,001	2,265	7,122
Portfolio weighting by value (%)	100	22	14	16	49
Capitalisation rate (weighted average) (%)	5.30	3.88	4.94	5.54	5.96
Occupancy rate (%)	98.3	99.5	96.1	98.4	98.4

NOTE: Totals may not sum due to rounding.

1. Includes DFO Brisbane business and Harbour Town Premium Outlets Gold Coast.
2. Reflects ownership share in investment properties and equity-accounted investments.

DIRECT PORTFOLIO

Retail sales performance

PORTFOLIO SALES[1] GROWTH BY STORE TYPE AND STATE

Portfolio sales compared to 2019	Quarter growth		
	Jun 22 vs Jun 19 %	Mar 22 vs Mar 19 %	Dec 21 vs Dec 19 %
Specialty stores	23.6	10.2	(10.1)
Mini majors	39.1	24.3	3.5
Specialties and mini majors	**27.8**	**14.0**	**(6.4)**
Supermarkets	8.4	13.5	3.9
Discount department stores	10.1	11.1	5.0
Other retail[2]	13.0	10.9	1.8
Department stores	9.7	(21.1)	(16.2)
Total portfolio	**19.9**	**11.2**	**(3.4)**
Total portfolio (ex-CBDs)	**20.8**	**14.5**	**(1.2)**
VIC	22.2	7.5	(11.7)
NSW	22.0	13.9	(9.3)
– NSW (ex-CBDs)	33.8	31.4	1.9
QLD	23.0	12.0	5.5
WA	10.6	11.5	9.8
SA	20.7	24.6	12.0
TAS	16.7	16.3	8.6

Portfolio sales compared to prior year	Quarter growth			MAT growth		
	Jun 22 vs Jun 21 %	Mar 22 vs Mar 21 %	Dec 21 vs Dec 20 %	Jun 22 vs Jun 21 %	Mar 22 vs Mar 21 %	Dec 21 vs Dec 20 %
Specialty stores	21.7	9.5	6.2	9.1	15.7	13.0
Mini majors	21.7	8.4	4.7	10.6	12.6	12.1
Specialties and mini majors	**21.7**	**9.2**	**5.8**	**9.6**	**14.7**	**12.7**
Supermarkets	5.5	3.8	(0.5)	1.7	0.4	(2.2)
Discount department stores	9.6	(5.2)	(5.4)	(2.8)	(5.4)	(2.3)
Other retail[2]	20.3	13.6	18.1	16.3	21.3	16.0
Department stores	21.3	0.3	19.3	13.2	14.6	22.0
Total portfolio	**16.6**	**6.2**	**4.1**	**6.7**	**8.7**	**7.3**
Total portfolio (ex-CBDs)	**16.5**	**6.5**	**3.8**	**7.1**	**8.6**	**7.1**
VIC	26.8	12.3	9.5	18.7	21.4	17.0
NSW	12.3	4.5	(1.3)	(5.8)	(2.8)	(5.1)
– NSW (ex-CBDs)	10.9	4.5	(1.5)	(5.5)	(4.3)	(5.0)
QLD	15.7	3.3	1.2	3.4	5.9	6.5
WA	5.0	0.0	0.8	0.7	2.4	3.4
SA	5.3	0.7	3.0	1.1	2.5	4.5
TAS	6.7	1.0	(0.1)	3.4	5.7	4.3

1. Comparable centres, which excludes divestments and development-impacted centres in accordance with SCCA guidelines (refer to slide 33 for details). Also excludes travel sales.
2. Other retail includes cinemas, auto accessories, lotteries and other entertainment.

DIRECT PORTFOLIO

Sales by mini major and specialty category

Portfolio quarterly sales compared to 2019 (%)[1]	MM and SS[2] proportion of sales	Jun 22		Mar 22	
		MM and SS[2]	SS[2]	MM and SS[2]	SS[2]
Apparel	23	31.4	26.9	15.8	11.9
Homewares	7	31.1	25.4	23.1	16.3
Food catering	7	23.6	21.5	(2.5)	(1.8)
Leisure	6	31.2	27.9	12.4	11.2
General retail	5	10.6	4.6	6.0	2.6
Food retail	4	26.9	16.7	15.8	7.2
Jewellery	4	46.9	39.4	36.5	28.9
Retail services	4	32.8	32.8	19.5	19.5
Mobile phones	1	(21.8)	(21.8)	(11.4)	(11.4)
Total portfolio	60	27.8	23.6	14.0	10.2

NOTE: Totals may not sum due to rounding.

1. Comparable centres, which excludes divestments and development-impacted centres in accordance with SCCA guidelines (refer to slide 33 for details). Also excludes travel sales.
2. MM: Mini majors; SS: Specialty stores.

DIRECT PORTFOLIO

Key portfolio tenants

TOP 10 TENANTS BY INCOME

Rank	Retailer	Retailer type	Number of stores	% of income
1	Coles	Supermarket	35	3.3
2	Woolworths	Supermarket	34	2.9
3	Kmart	Discount department store	25	2.6
4	DAVID JONES	Department store	5	2.2
5	MYER	Department store	8	2.0
6	Target	Discount department store	14	1.3
7	BIGW	Discount department store	12	1.0
8	JB HI-FI	Mini major	24	0.7
9	COTTON:ON	Specialty/Mini major	25	0.7
10	HOYTS	Cinema	5	0.7
Top 10 total			187	17.5

TOP 10 TENANT GROUPS BY INCOME

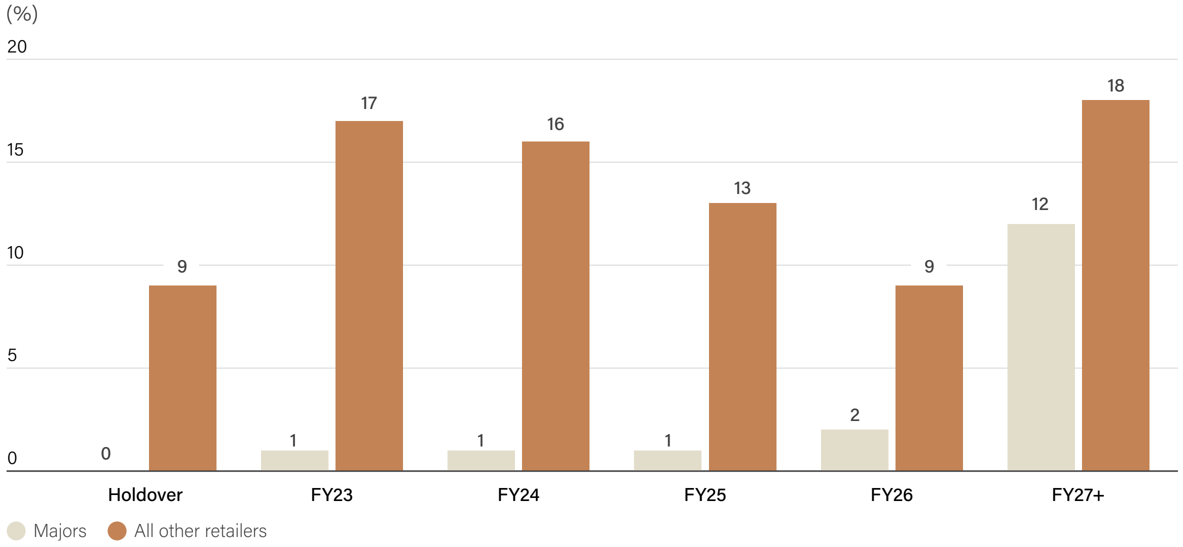
Rank	Retailer	Number of leases	% of income	Brands
1	Wesfarmers	65	4.6	Kmart, Priceline, Priceline Pharmacy, Target, Clearskincare Clinics
2	Woolworths Group	47	4.0	Big W, Woolworths, Woolworths Liquor, Woolworths Petrol
3	colesgroup	51	3.6	Coles, Coles Express, First Choice Liquor, Liquorland, Vintage Cellars
4	WHL Woolworths Holdings Limited	40	3.0	Country Road, David Jones, Mimco, Politix, Trenery, Witchery
5	MYER	15	2.1	Marcs, Myer, sass & bide
6	Accent Group	99	1.5	The Athlete's Foot, Dr Martens, Glue Store, Hype DC, Platypus Shoes, Skechers, Merrell, Timberland, Vans, 4Workers, Pivot, CAT, Saucony
7	COTTON:ON GROUP	83	1.4	Cotton:On, Cotton:On Body, Cotton:On Kids, Cotton:On Mega, Factorie, Rubi Shoes, Supre, Typo
8	THE JUST GROUP	123	1.3	Dotti, Jacqui E, Jay Jays, Just Jeans, Peter Alexander, Portmans, Smiggle
9	LVMH Moët Hennessy . Louis Vuitton	21	1.3	Bvlgari, Celine, Chaumet, Dior, Fendi, Kenzo, Loewe, Louis Vuitton, Sephora, Tag Heuer, Tiffany & Co.
10	RAG Retail Apparel Group Pty Ltd	90	1.3	Connor, Johnny Bigg, Rockwear, Tarocash, YD
Top 10 total		634	24.0	

NOTE: Totals may not sum due to rounding.

DIRECT PORTFOLIO

Lease expiry profile

LEASE EXPIRY PROFILE BY INCOME



WEIGHTED AVERAGE LEASE EXPIRY

(Years)

	Jun 22	Jun 21
by Area	4.2	4.3
by Income	3.2	3.3

Emporium Melbourne, VIC

DIRECT PORTFOLIO

Non-comparable centres for sales reporting

NON-COMPARABLE STATUS

Centre	Jun 22	Dec 21
Armidale Central, NSW	Major vacated	Major vacated
Bankstown Central, NSW	Pre-development	Pre-development
Box Hill Central, VIC	Major vacated and pre-development	Major vacated and pre-development
Chatswood Chase Sydney, NSW	Pre-development	Pre-development
Ellenbrook Central, WA	Post development	Post development
Emporium Melbourne, VIC	Major vacated	Major vacated
Mornington Central, VIC	Major vacated	Major vacated
Northgate, TAS	Major vacated	n.a.
Roxburgh Park, VIC	Major vacated	n.a.
The Glen, VIC	n.a.	Post development
The Myer Centre Brisbane, QLD	Pre-development	Pre-development

ASSETS UNDER MANAGEMENT

Approximately 7,000 tenants across 60 assets under management[1]

	Direct portfolio[1]			Managed	
	Wholly-owned	Co-owned	Total	Third party/co-owned	Total AUM[1]
Number of retail assets	31	28	59	1/28	60
Gross lettable area (000's) (sqm)	947	1,475	2,422	69	2,491
Number of tenants	2,729	3,947	6,676	198	6,874
Total value ($m)[2]	6,168	8,356	14,524	516/8,678	23,719

NOTE: Totals may not sum due to rounding.
1. Includes DFO Brisbane business and Harbour Town Premium Outlets Gold Coast.
2. Reflects ownership share in investment properties and equity-accounted investments.

FINANCIAL RESULTS

FFO reconciliation to statutory net profit after tax

	FY22 ($m)	FY21 ($m)
Statutory net profit/(loss) after tax	1,215.2	(258.0)
Property revaluation (increment)/decrement for directly owned properties	(633.3)	642.7
Non-distributable loss relating to equity accounted investments	10.8	56.6
Amortisation of incentives and leasing costs	62.5	58.3
Straight-lining of rent adjustment	3.9	(1.9)
Stamp duty	22.6	-
Net mark-to-market movement on derivatives	(88.6)	119.9
Net unrealised foreign exchange movement on interest bearing liabilities	10.3	(77.5)
Income tax (benefit)/expense	(7.6)	10.9
Other non-distributable items	2.5	7.8
Funds from operations (FFO)[1]	598.3	558.8

1. Funds from operations (FFO) and adjusted funds from operations (AFFO) are two key metrics Vicinity uses to measure its operating performance. FFO and AFFO are widely accepted measures of real estate operating performance. Statutory net profit is adjusted for fair value movements and certain unrealised and non-cash items to calculate FFO. FFO is further adjusted for maintenance capital expenditure and static tenant leasing costs incurred during the period to calculate AFFO. FFO and AFFO are determined with reference to the guidelines published by the Property Council of Australia (PCA) and are non-IFRS measures.

FINANCIAL RESULTS

Balance sheet

As at	Jun 22 ($m)	Jun 21 ($m)	Change ($m)
Cash and cash equivalents	55.6	47.2	8.4
Investment properties[1]	14,366.4	13,294.3	1,072.1
Equity accounted investments	513.8	479.4	34.4
Intangible assets	164.2	164.2	-
Other assets	452.6	312.7	139.9
Total assets	15,552.6	14,297.8	1,254.8
Borrowings	3,752.5	3,281.9	470.6
Distribution payable	-	300.4	(300.4)
Other liabilities	915.0	834.2	80.8
Total liabilities	4,667.5	4,416.5	251.0
Net assets	10,885.1	9,881.3	1,003.8
Securities on issue (m)	4,552.2	4,552.2	-
Net tangible assets per security[2] ($)	2.36	2.13	23 cents
Net asset value per security ($)	2.39	2.17	22 cents

NOTE: Totals may not sum due to rounding.
1. Vicinity's ownership interest.
2. Calculated as balance sheet net assets less intangible assets, divided by the number of stapled securities on issue at period end. Includes right of use assets and net investments in leases.

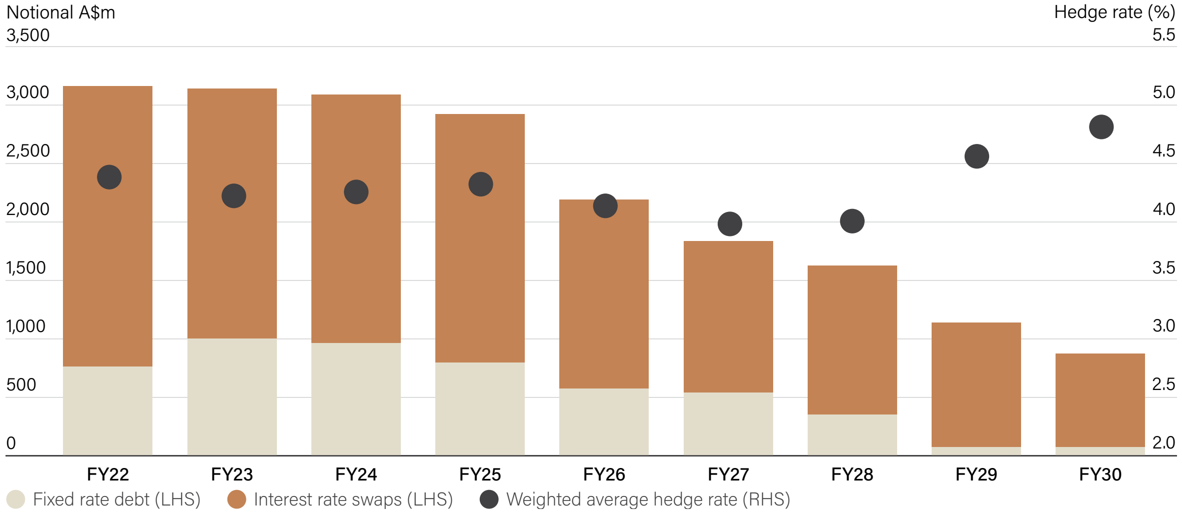
FINANCIAL RESULTS

Capital management

KEY DEBT STATISTICS

As at	Jun 22	Jun 21
Total debt facilities[1]	$5.1b	$5.7b
Drawn debt[1,2]	$3.7b	$3.3b
Gearing[3]	25.1%	23.8%
Weighted average cost of debt[4]	4.0%	3.6%
Weighted average debt duration based on limit[1]	4.3 years	4.4 years
Weighted average debt duration based on drawn debt[1]	4.8 years	5.8 years
Weighted average hedge rate[5,6]	4.4%	4.4%
Proportion of debt hedged	85%	96%
Interest cover ratio (ICR)[7]	4.7x	5.1x
Credit ratings/outlook		
– Moody's Investors Service	A2/stable	A2/stable
– S&P Global Ratings	A/stable	A/stable

HEDGING PROFILE[1,5,8]



1. Pro forma 30 June 2022 data, adjusted for post year-end capital management activities undertaken.
2. Calculated using the hedged rate on foreign denominated borrowings and excludes fair value adjustments and deferred borrowing costs.
3. Calculated as drawn debt, net of cash and cash equivalents, divided by total tangible assets excluding cash and cash equivalents, right of use assets, net investment leases, investment property leaseholds and derivative financial assets.
4. Average over the reporting periods. Inclusive of margin, drawn line fees and drawn establishment fees. FY21 weighted average cost of debt includes benefit from short-term reset of interest rate swaps.
5. Hedge rate includes margin and establishment fees on fixed rate debt and margin, line and establishment fees on floating debt that has been hedged with interest rate swaps.
6. Hedge rate is as at end of period.
7. Includes one-off or non-recurring items.
8. Hedge rate is the average for the financial years.

KEY DATES

Investor calendar

17 AUGUST 2022

FY22 annual results and June 2022 distribution[1] announcement

22 AUGUST 2022

Ex-distribution date for June 2022 distribution[1]

23 AUGUST 2022

Record date for June 2022 distribution[1]

12 SEPTEMBER 2022

June 2022 distribution[1] payment

13 SEPTEMBER 2022

2022 AMMA statements released

16 NOVEMBER 2022

2022 Annual General Meeting

15 FEBRUARY 2023

FY23 interim results and December 2022 distribution announcement

Note: These dates are indicative only and may be subject to change.
1. Distribution payable for the period of six months to 30 June 2022.

CONTACT DETAILS AND DISCLAIMER

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AUTHORISATION

The Board has authorised that this document be given to ASX.

DISCLAIMER

This document is a presentation of general background information about the activities of Vicinity Centres (ASX:VCX) current at the date of lodgement of the presentation. It is information in a summary form and does not purport to be complete. It is to be read in conjunction with the 2022 Annual Report lodged with the Australian Securities Exchange on 17 August 2022.

This presentation contains forward-looking statements, including statements, indications and guidance regarding future performance. The forward-looking statements are based on information available to Vicinity Centres as at the date of this presentation (17 August 2022). These forward-looking statements are not guarantees or predictions of future results or performance expressed or implied by the forward-looking statements and involve known and unknown risks, uncertainties, assumptions and other factors, many of which are beyond the control of Vicinity Centres. The actual results of Vicinity Centres may differ materially from those expressed or implied by these forward-looking statements, and you should not place undue reliance on such forward-looking statements. Except as required by law or regulation (including the ASX Listing Rules), we do not undertake to update these forward-looking statements.

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