



16 November 2022

**Annual
General
Meeting**

Charter Hall
Group



Acknowledgement of Country

Charter Hall is proud to work with our customers and communities to invest in and create places on lands across Australia. We pay our respects to the Traditional Owners, their Elders past and present, and value their care and custodianship of these lands.

Coming Together, 2021.

'Coming Together' is an artwork which is reflective of strength, resilience and nurturing partnerships.

Frances Belle Parker (Yaegl)



David Harrison
Managing Director & Group CEO

David Clarke
Chair

Agenda

1. Chair's Address: David Clarke
2. Managing Director's Address: David Harrison
3. Questions
4. Formal Business
5. Questions

Cover: Southern Cross, Melbourne (CPOF)



1

Chair's Address

Board of Directors



David Clarke
Chair



David Ross
Non-Executive Director



Jacqueline Chow
Non-Executive Director



Karen Moses
Non-Executive Director



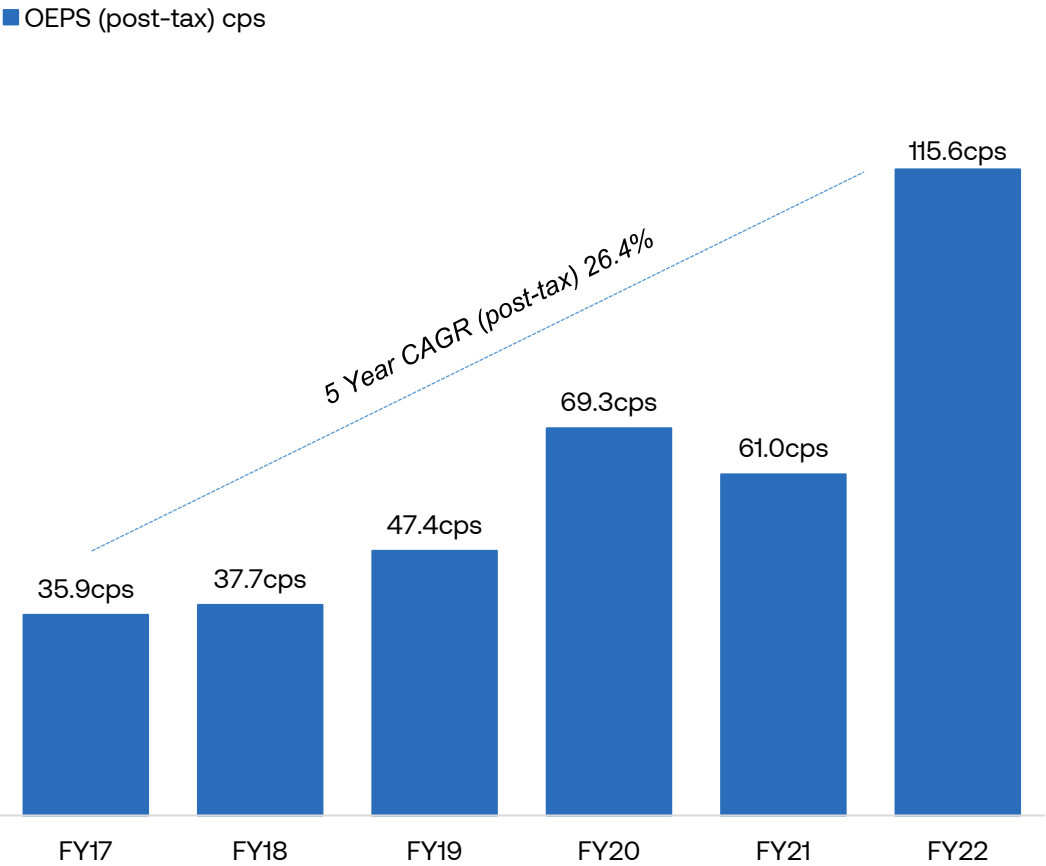
Greg Paramor AO
Non-Executive Director



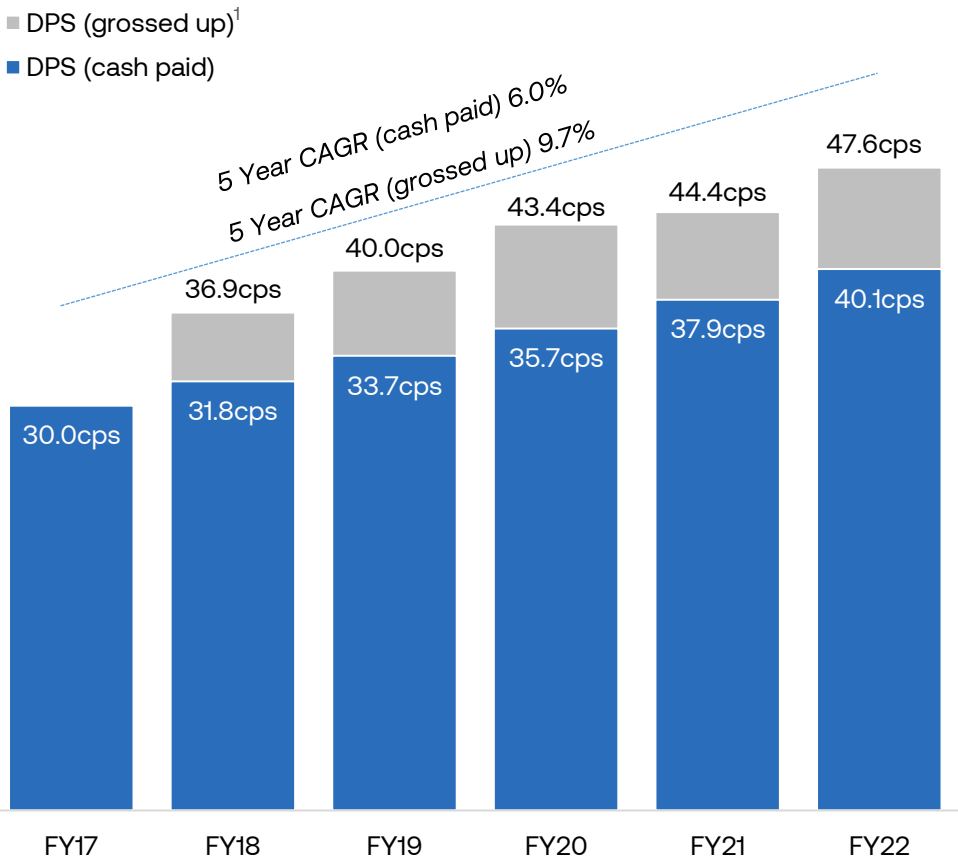
David Harrison
Managing Director &
Group CEO

Operating earnings per security growth

Operating earnings per security growth



Distributions per security growth



1. DPS (grossed up) reflects cash paid plus franking credits distributed

ESG Leadership

Partnering with tenant and investor customers to deliver meaningful change

Climate action

Focusing on onsite and offsite renewable

- Group-wide **7-year power purchase agreement** (PPA) signed with global renewable energy giant ENGIE
- Supplies the Group's property portfolio with electricity from **100 per cent renewable sources** until 2030
- Charter Hall is **Foundational Clean Energy Partner** for three solar farms currently in development, in addition to the already established wind farm
- Will provide **151GWh of wind and solar power** annually to 152 Charter Hall sites
- Direct investment in Australia's transition to **a clean energy future**
- **70% reduction in emissions** by 2024

Achievements in FY22



\$2.5bn in sustainable finance transactions

Up from \$100m in FY21, linked to ESG performance and Green Building ratings



54%¹ reduction in absolute emissions² against FY17 baseline

driven by ongoing energy efficiency and 100% supply of renewable electricity to our Office and Industrial sectors. Ranked 8th in the FT/Nikkei Asia Pacific Climate 200 Leaders list 2022



Customer partnerships

The Group now has 47MW of solar installed an increase of 6MW in the year.

Focus areas in FY23+

ADVANCING NET
ZERO

100% net zero carbon emissions by 2025¹



Scope 3 emissions

Establishing Scope 3 Target aligned to Science Based Target initiative

Willogoleche Wind Farm (ENGIE)

1. Emissions reduction has been calculated using a market-based approach. Final assured non-financial data will be published in our FY22 Sustainability Report.
2. Scope 1 and Scope 2 emissions in operational control.

ESG Leadership

Partnering with tenant and investor customers to deliver meaningful change

Social

Strong communities

- Aligned to our 1% Pledge commitment, invested **\$1.27m in social enterprise** and community initiatives, up 72% from FY21
- Delivered **191 employment outcomes** for vulnerable young Australians with state based social enterprise partners
- Provided **\$578k in crisis support** to GIVIT, Foodbank and UNICEF to combat impacts of COVID-19 and flooding
- Winner 2022 **Social Traders Game Changer Award** (NSW/ACT) for Two Good Co partnership on social procurement in our Office assets

Achievements in FY22



Health and Wellbeing

Winner of HR Awards 2021
Best Health & Wellbeing Program



Employer of Choice

Awarded the WGEA Employer of Choice for Gender Equality citation and recognised as an industry leader for initiatives to achieve gender equality



Engagement

Global high performing level of engagement (88% overall) with 93% of our people saying that we are a great place to work

Focus areas in FY23+



Creating employment for vulnerable youth

Targeting 1,200 employment outcomes by 2030



Growing future capability

Retaining and developing key talent to support future growth



Reconciliation Action Plan (RAP)

Building capacity with First Nation businesses and community, following approval of our RAP



Bay Plaza, Hervey Bay Qld

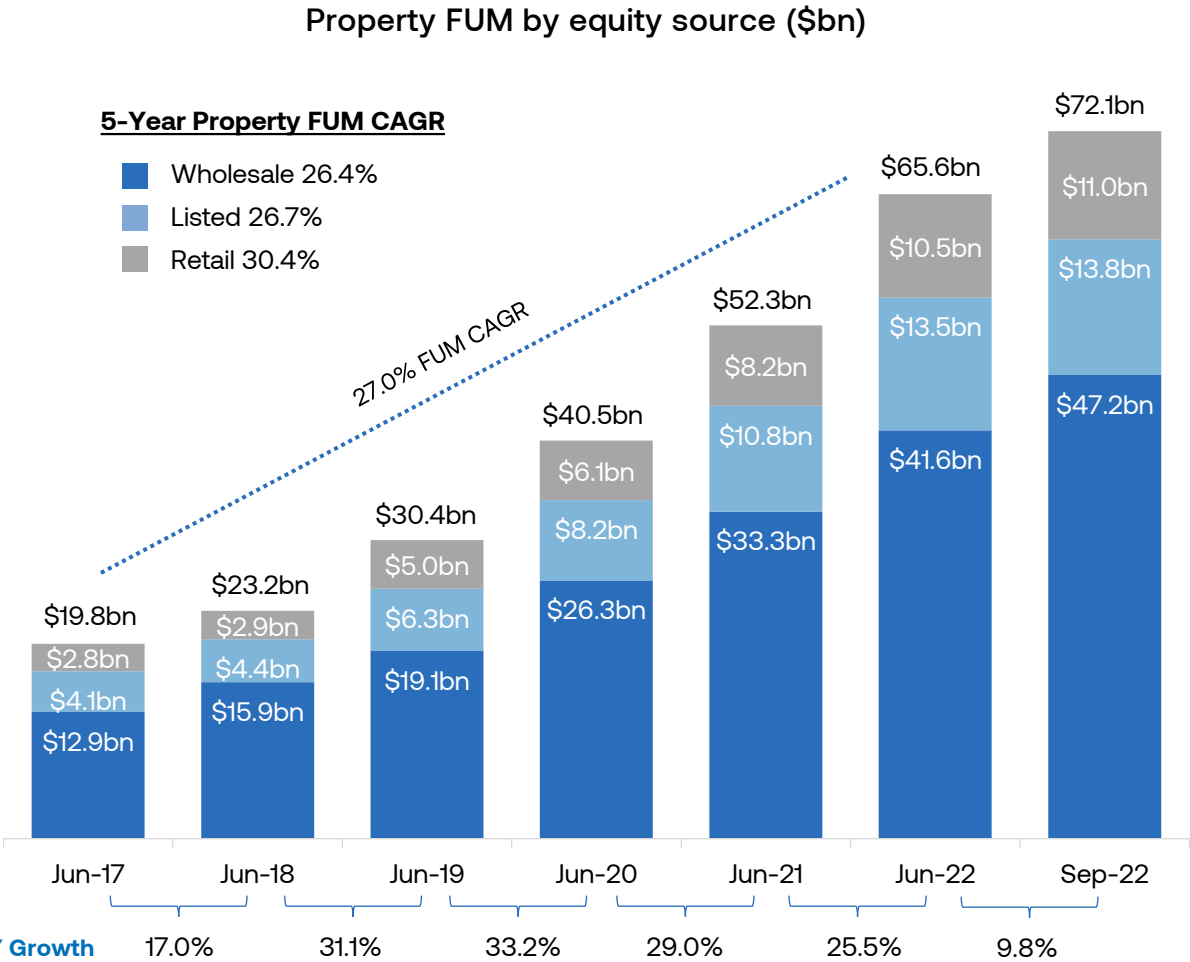
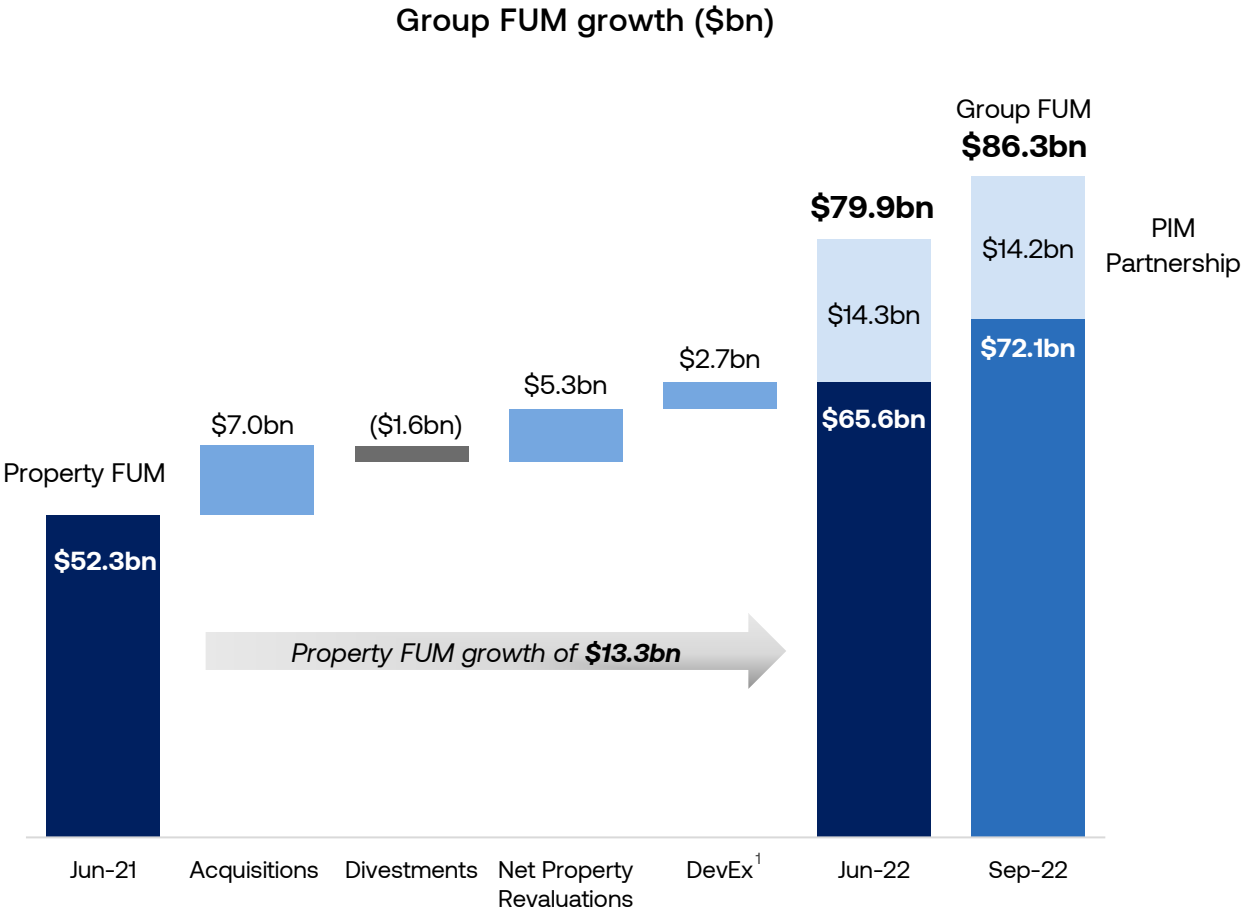
2 Managing Director's Address

Light Horse Business Hub, Eastern Creek (CPIF)



Funds Under Management (FUM) growth

Property FUM growth of 25.5% from \$52.3bn to \$65.6bn



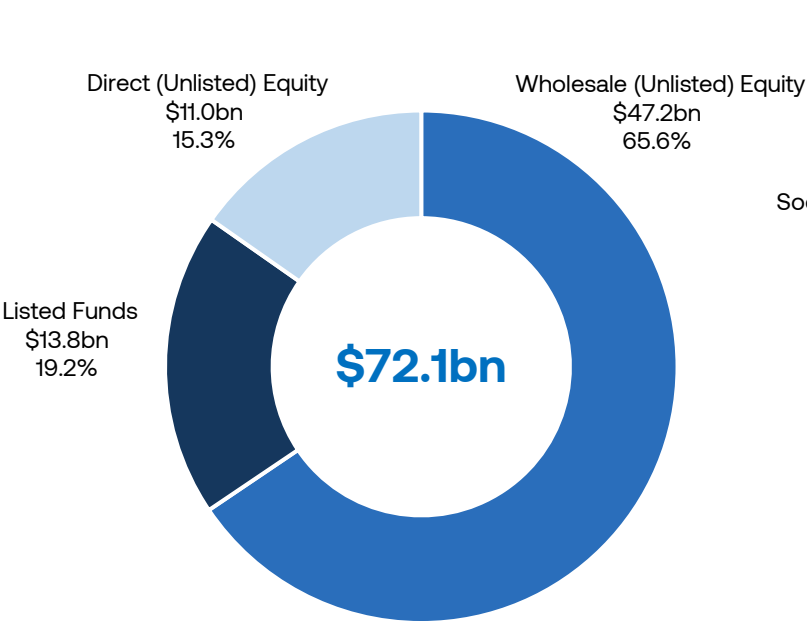
1. Includes development and maintenance capital expenditures

Property funds management portfolio

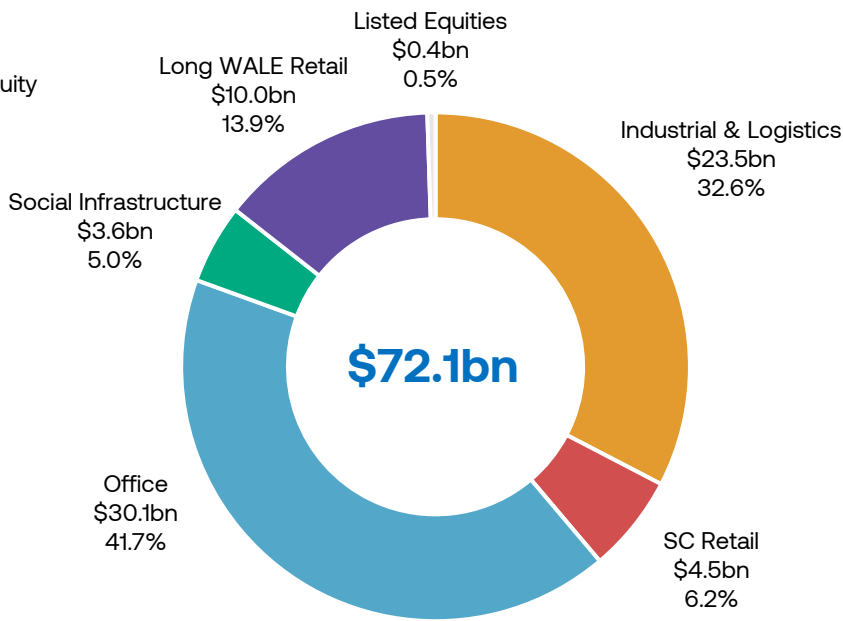
Largest diversified property portfolio in Australia

Property FUM	Portfolio value (\$bn)	Lettable area (m sqm)	No. of Properties	Net rent (\$m)	WARR (%)	WALE (years)	Occupancy (%)	WACR (%)
30 September 2022	72.1	11.4	1,619	3,059	3.7	8.3	98.1	4.37
30 June 2022	65.6	10.8	1,548	2,840	3.6	8.6	98.0	4.37
30 June 2021	52.3	9.0	1,388	2,492	3.1	9.1	97.7	4.79

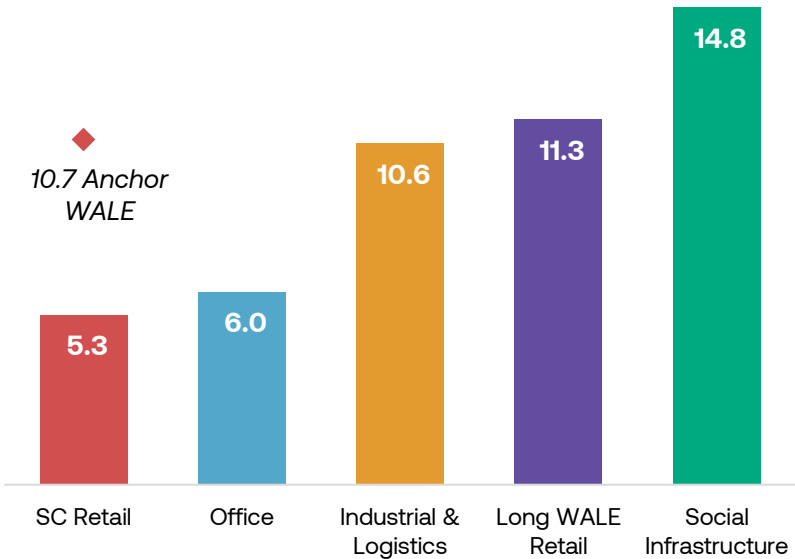
Property FUM by equity source



Property FUM by sector



WALE by sector



Diversified tenant customers

The top 20 tenants are represented by Government, multinationals and listed companies

- The top 20 tenants represent 56% of property platform income
- 70% of tenants by net income are investment grade¹
- 22% of platform leases are NNN
- 21% of platform net income is CPI-linked

Top 20 platform tenants by net income



Property transaction activity

\$8.5bn of transaction activity in FY22, comprising over 90 transactions with 22 active funds/partnerships

	Industrial & Logistics	Long WALE Retail	Office	Social Infrastructure / Other	Shopping Centre Retail	FY22 Total	FY23 YTD
Acquisitions (\$bn)	2.5	2.1	1.9	0.4	0.1	7.0	4.8
Divestments (\$bn)	(0.5)	(0.1)	(0.8)	(0.2)	–	(1.6)	(0.9)
Net Transactions (\$bn)	2.0	2.0	1.1	0.2	0.1	5.4	3.9
Gross Transactions (\$bn)	3.0	2.1	2.7	0.7	0.1	8.5	5.7



TAFE Queensland, Robina (CQE)



Light Horse Business Hub, Sydney (CPIF)



50 Marcus Clarke Street, Canberra (CHCOT)



Emergency Command Centre, Adelaide (CQE)

Equity inflows¹

- **Diverse sources of equity** across Wholesale, Listed and Direct, with all areas contributing during FY22
- **Over 45,000 investors** across FUM platform
- Over **100 institutional wholesale investors**

(\$m)	FY19	FY20	FY21	FY22	FY23 YTD
Wholesale pooled funds	1,802	1,272	2,111	1,575	404
Wholesale partnerships	219	1,298	1,448	1,137	903
Listed funds	692	1,369	659	646	3
Direct funds	691	1,136	1,107	1,340	180
Gross equity inflows	3,404	5,076	5,326	4,698	1,490
Net equity inflows	3,287	4,585	4,761	4,039	871

1. Equity inflows reflects allotted equity only

FY23 operating earnings guidance

Based on no material adverse change in current market conditions, FY23 guidance is for post-tax operating earnings per security of no less than 90 cents.

FY23 distribution per security guidance is for 6% growth over FY22.



Wesley Place, 130 Lonsdale Street, Melbourne (CPOF)



3 Questions

Charter Hall Offices, 1 Martin Place, Sydney (CHOT)



4 Formal Business

Australian Red Cross, Sydney (CLW)

Item 1 – Annual Report

To receive and consider the Annual Report, consisting of the Financial Report and Directors' Report, and Auditor's Report for the year ended 30 June 2022.

Note: There is no requirement for Securityholders to approve these reports.

Item 2 – Re-election of Directors of CHL

To consider and, if thought fit, pass the following resolutions as separate ordinary resolutions of CHL:

- 2a. “That Mr David Clarke is re-elected as a Director of CHL”
- 2b. “That Ms Karen Moses is re-elected as a Director of CHL”
- 2c. “That Mr Greg Paramor is re-elected as a Director of CHL”

Item 2 – Proxies – Re-election of Directors of CHL

	For	Open	Against
David Clarke	98.49%	0.07%	1.45%
Karen Moses	98.01%	0.07%	1.92%
Greg Paramor	96.53%	0.07%	3.40%

Note: Figures may not sum to 100% due to rounding

Item 3 – Adoption of Remuneration Report

To consider and, if thought fit, pass the following ordinary resolution of CHL:

“That the Remuneration Report included in the Annual Report for the year ended 30 June 2022 be adopted.”

Note: The vote on this resolution is advisory only and does not bind Charter Hall Group or the Directors of CHL.

Item 3 – Proxies – Adoption of Remuneration Report

FOR:	96.89%
OPEN:	0.07%
AGAINST:	3.04%

Item 4 – Issue of service rights to Mr David Harrison – (Mandatorily deferred portion of Short-Term Incentive (STI) for FY22)

To consider and, if thought fit, pass the following ordinary resolution of CHL and CHPT:

“That approval is given for the purposes of ASX Listing Rule 10.14 and for all other purposes for the issue of 96,824 service rights to Mr David Harrison as described in the Explanatory Memorandum.”

Item 4 – Proxies – Issue of service rights to Mr David Harrison – (Mandatorily deferred portion of Short-Term Incentive (STI) for FY22)

FOR:	97.21%
OPEN:	0.07%
AGAINST:	2.73%

Item 5 – Issue of performance rights to Mr David Harrison – (Long Term Incentive (LTI) for FY23)

To consider and, if thought fit, pass the following ordinary resolution of CHL and CHPT:

“That approval is given for the purposes of ASX Listing Rule 10.14 and for all other purposes for the issue of 258,198 performance rights to Mr David Harrison as described in the Explanatory Memorandum.”

Item 5 – Issue of performance rights to Mr David Harrison – (Long Term Incentive (LTI) for FY23)

FOR:	97.85%
OPEN:	0.07%
AGAINST:	2.09%

Note: Figures may not sum to 100% due to rounding



5 Questions

GPO Exchange, 2-10 Franklin Street, Adelaide (CPOF)



6 Meeting closed

Brisbane City Council Bus Network Terminal, Brisbane (CQE & CLW)

Further information

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Presentation authorised by the Board

charterhall.com.au/chc

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