

# 2023 HALF YEAR RESULTS







## Acknowledgement of Country

Charter Hall is proud to work with our customers and communities to invest in, develop and manage properties on land across Australia. We pay our respects to the Traditional Owners, their Elders past, present and emerging and recognise their continuing culture and contribution to this country.





# Agenda

1. Highlights and Strategy
2. Group Funds Management
3. Property Investment
4. Financial Result
5. Update and Guidance
6. Additional Information

Cover: Coles, MidWest Logistics Hub, Truganina (CPIF)  
Left: 333 George Street, Sydney (CPOF & DOF)



A large, bold blue number '1' is positioned on the left side of the slide, serving as a section marker.

# Highlights and Strategy

Southern Cross, Melbourne (CPOF)





# Group highlights<sup>1</sup>

Group Returns	Property Investments	Funds Management	Investment Capacity
<div>Operating earnings (6 months) <b>\$240 million</b> Statutory profit<sup>2</sup> (6 months) <b>\$227 million</b></div>	<div>Property Investment portfolio <b>\$3.0bn</b> ↑ \$126m in 6 months</div>	<div>Group FUM<sup>5</sup> <b>\$88.0bn</b> ↑ 10.1% in 6 months Property FUM <b>\$73.0bn</b> ↑ 11.2% in 6 months</div>	<div>Group investment capacity<sup>7</sup> <b>\$6.5bn</b></div>
<div>OEPS (6 months) <b>50.7cps</b></div>	<div>Total Property Investment return<sup>4</sup> <b>10.4%</b></div>	<div>Gross property transactions (6 months) <b>\$7.9bn</b></div>	<div>Balance sheet NTA per security <b>\$6.53</b> ↑ 4.4% in 6 months</div>
<div>Return on Contributed Equity<sup>3</sup> <b>28.0%</b> Contributed equity per security of \$3.91</div>	<div>Property Investment yield <b>4.8%</b></div>	<div>Funds Management yield<sup>6</sup> <b>12.5%</b></div>	<div>Balance sheet gearing <b>3.0%</b></div>

1. Figures and statistics throughout this presentation are for the 6 months to 31 December 2022 unless otherwise stated

2. Attributable to stapled securityholders

3. Return on contributed equity is calculated as total operating earnings post-tax per security divided by the opening contributed equity per security for the 12 months to 31 December 2022

4. Total Property Investment (PI) return is calculated as distributions received from Funds plus growth in investment value divided by the opening investment value of the PI portfolio for the 12 months to 31 December 2022. This excludes investments in new vehicles held for less than a year

5. Includes Paradise Investment Management (PIM) Partnership, with \$15.0bn of FUM





6. Funds Management (FM) yield is calculated as FM operating earnings post tax per security (includes 50% allocation of net interest) divided by the opening NTA per security for the 12 months to 31 December 2022

7. Investment capacity calculated as cash plus undrawn debt facilities for CHC and the funds management platform. At 31 December 2022, platform cash was \$0.9bn. Excludes committed and unallotted equity



# Our Strategic Pillars<sup>1</sup>

We use our expertise to access, deploy, manage and invest equity to create value and generate superior returns for our investor customers

	<div>Access</div> <div>Accessing equity from listed, wholesale and retail investors</div> <div></div>	<div>Deploy</div> <div>Creating value through attractive investment opportunities</div> <div></div>	<div>Manage</div> <div>Funds management, asset management, leasing and development services</div> <div></div>	<div>Invest</div> <div>Investing along side our capital partners</div> <div></div>	
6 months	Gross equity allotted <b>\$2.1bn</b>	Acquisitions <b>\$6.1bn</b> Divestments <b>\$1.8bn</b> Net Acquisitions <b>\$4.3bn</b> Gross Transactions <b>\$7.9bn</b>	Development Capex <b>\$2.7bn</b>	Group FUM <b>\$88.0bn</b> ↑ \$8.1bn Property FUM <b>\$73.0bn</b> ↑ \$7.3bn	Increase in PI <b>\$126m</b> ↑ 4.3% Total PI return <sup>2</sup> <b>10.4%</b>
3 years	Gross equity allotted <b>\$14.3bn</b>	Acquisitions <b>\$22.5bn</b> Divestments <b>\$5.9bn</b> Net Acquisitions <b>\$16.6bn</b> Gross Transactions <b>\$28.4bn</b>	Development Capex <b>\$7.5bn</b>	Property FUM growth <b>\$34.1bn</b> (\$1.4bn p.a.)	Increase in PI <b>\$1.0bn</b> ↑ 45.5% Total PI return <b>13.3%</b>
5 years	Gross equity allotted <b>\$21.4bn</b>	Acquisitions <b>\$33.5bn</b> Divestments <b>\$7.8bn</b> Net Acquisitions <b>\$25.7bn</b> Gross Transactions <b>\$41.2bn</b>	Development Capex <b>\$9.7bn</b>	Property FUM growth <b>\$51.1bn</b> (\$10.2bn p.a.)	Increase in PI <b>\$1.4bn</b> ↑ 86.7% Total PI return <b>12.8%</b>

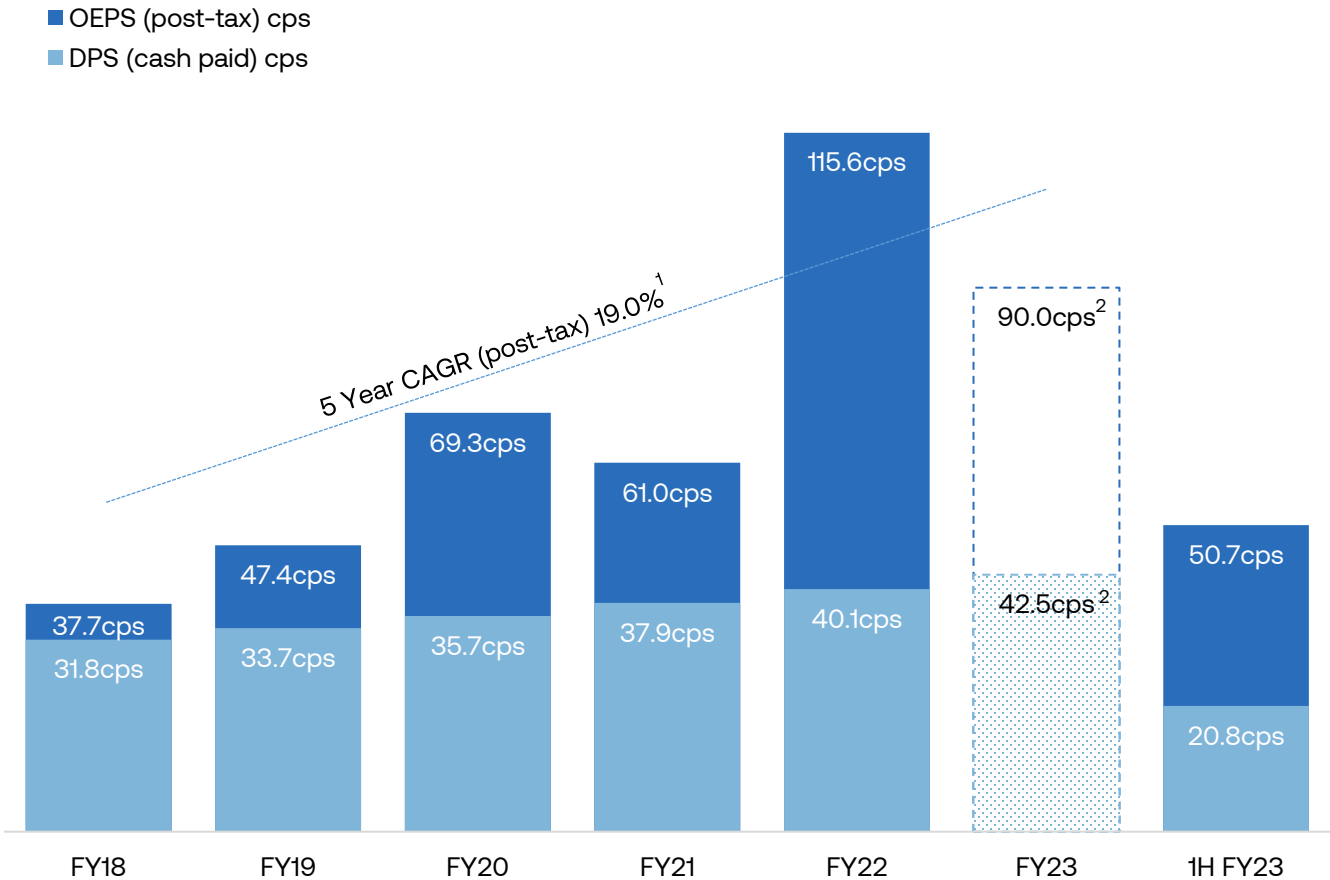
1. Slide refers to Property FUM unless otherwise stated  
2. Total Property Investment (PI) return is calculated as distributions received from Funds plus growth in investment value divided by the opening investment value of the PI portfolio for the 12 months to 31 December 2022. This excludes investments in new vehicles held for less than a year



# Operating earnings per security growth

- Strength of underlying retained earnings **driving fund creation and growth**
- Consistent **DPS growth of 6%** from FY18 to FY22
- Cumulative **retained earnings of more than \$850m** since FY18 to Dec-22

Operating earnings and distributions per security growth



1. 5 Year OEPS CAGR from period 1 July 2017 to 30 June 2023 based on FY23 earnings guidance of no less than 90.0cps  
2. Based on FY23 earnings guidance of no less than 90.0cps and DPS growth of 6% on FY22



# 2

## Group Funds Management

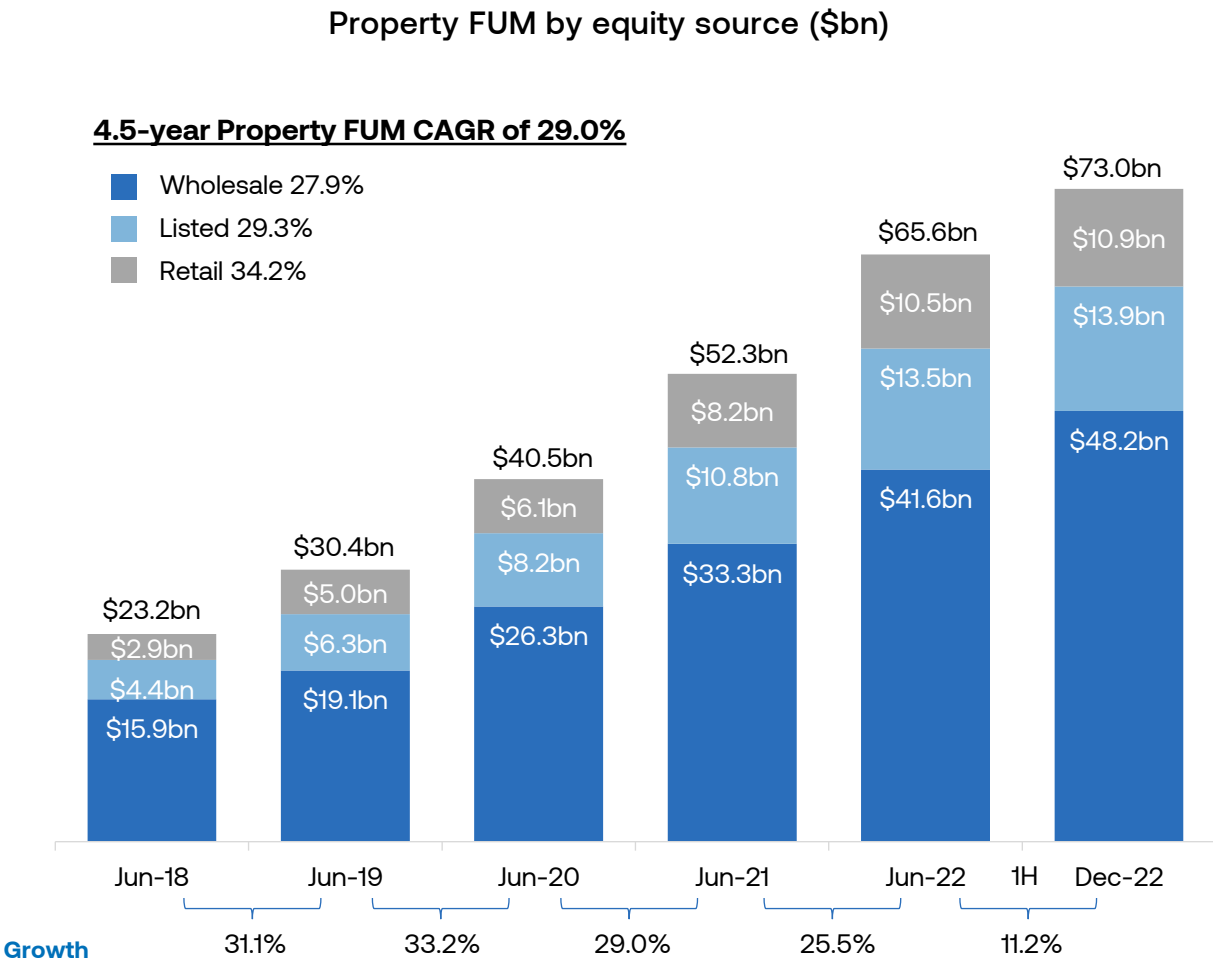
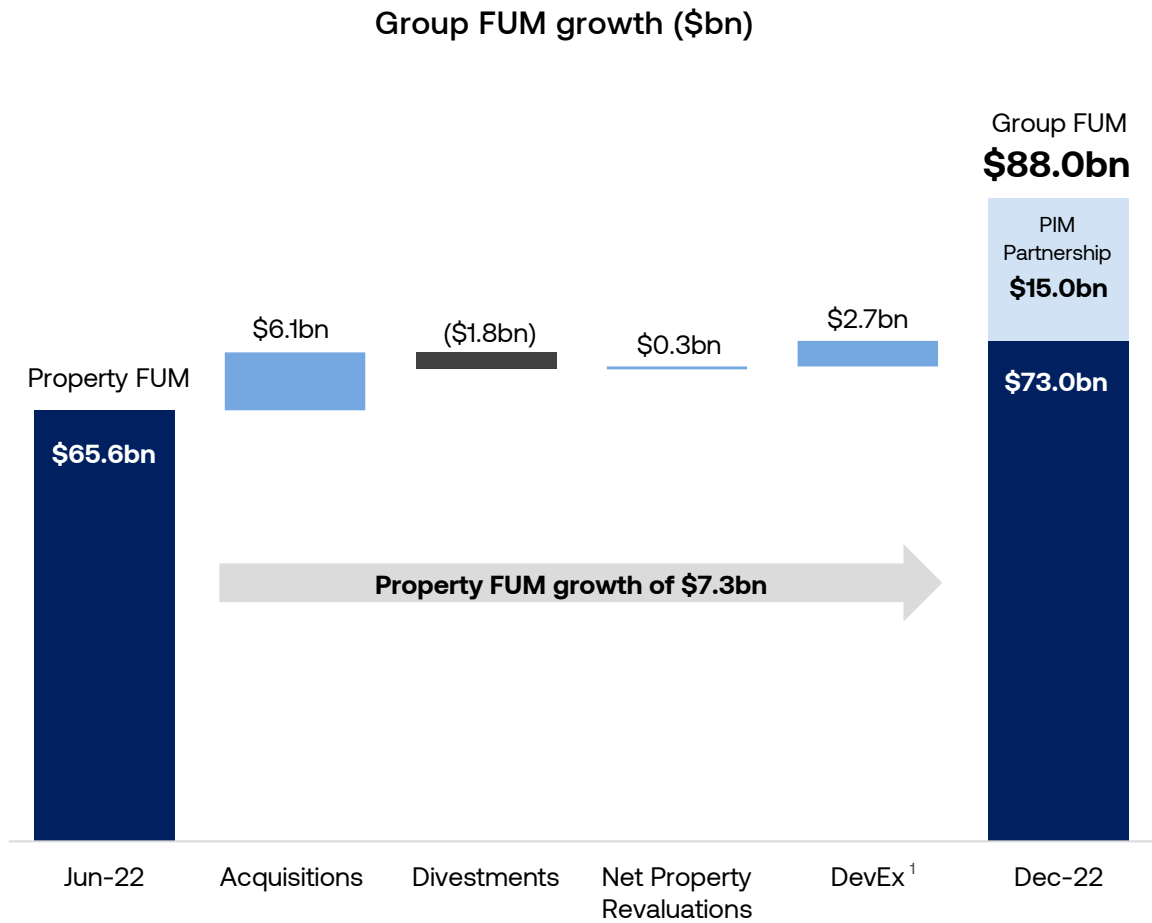
Glendenning Logistics Estate, 56-62 Glendenning Road  
Glendenning (CLP)





# Funds Under Management (FUM) growth

Property FUM growth of 11.2% from \$65.6bn to \$73.0bn



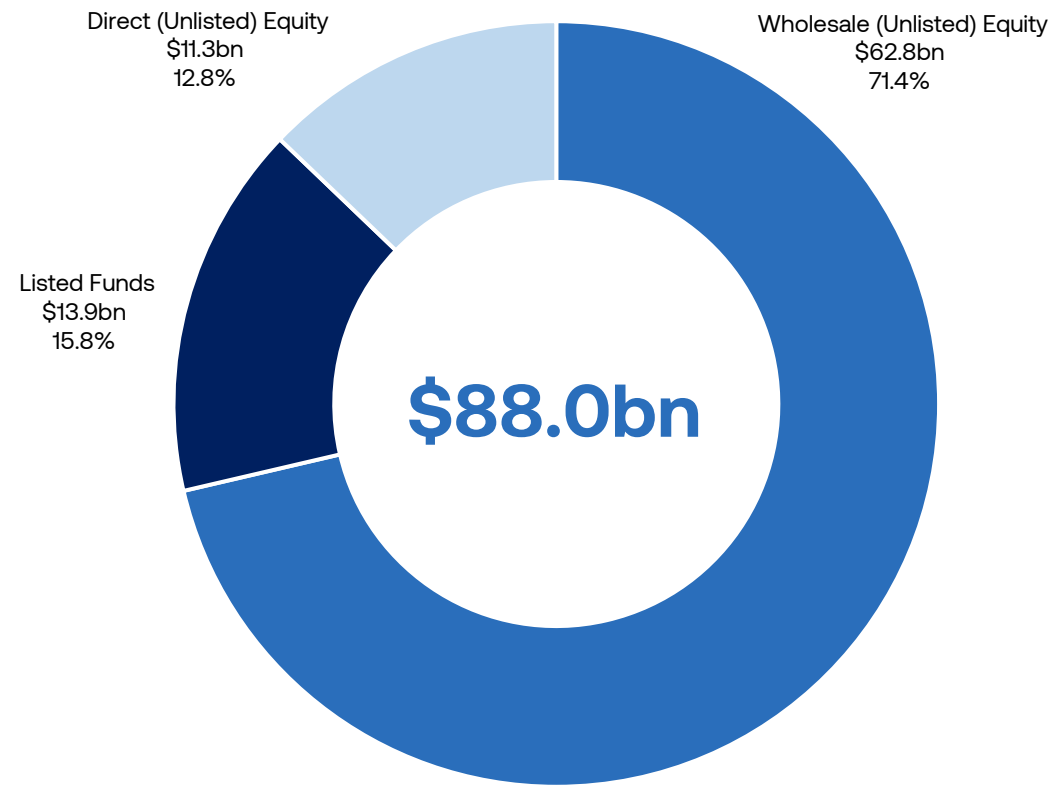
1. Includes development and maintenance capital expenditures



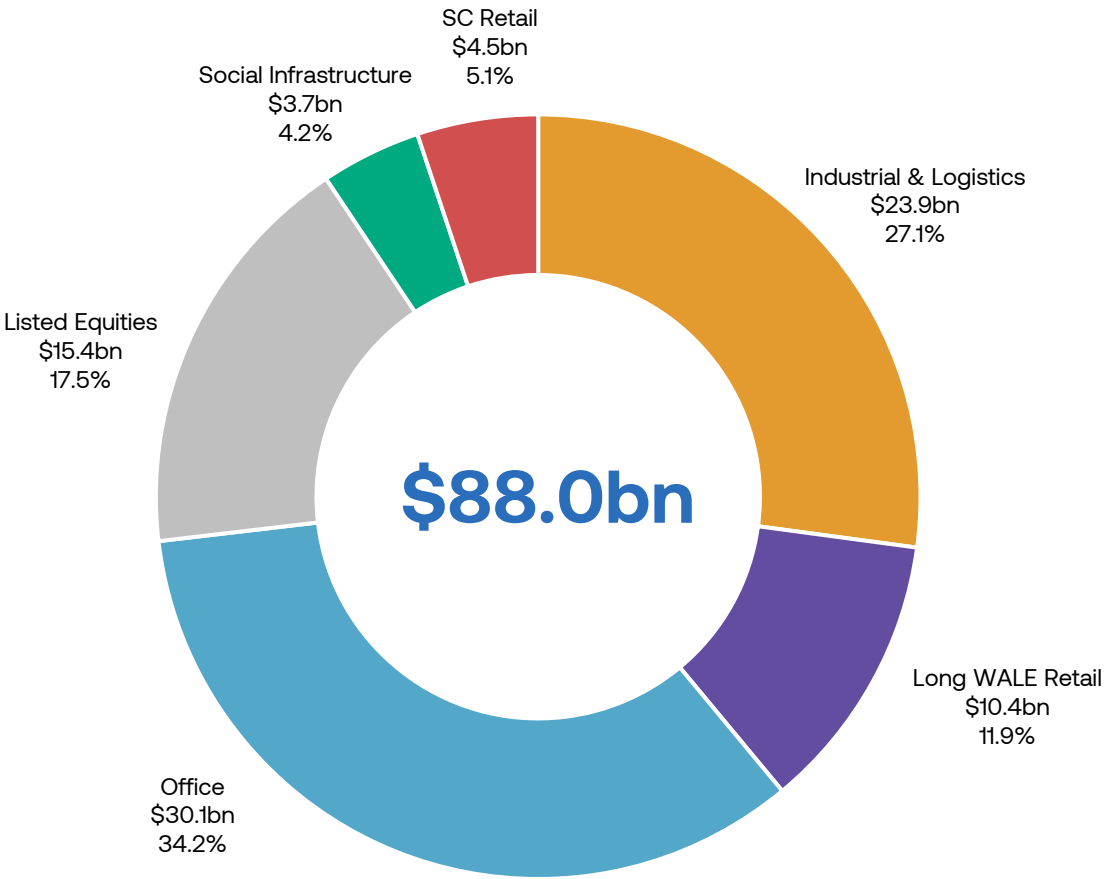
# Group funds management portfolio

## Diversification of equity sources and by sector

Group FUM by equity source



Group FUM by sector



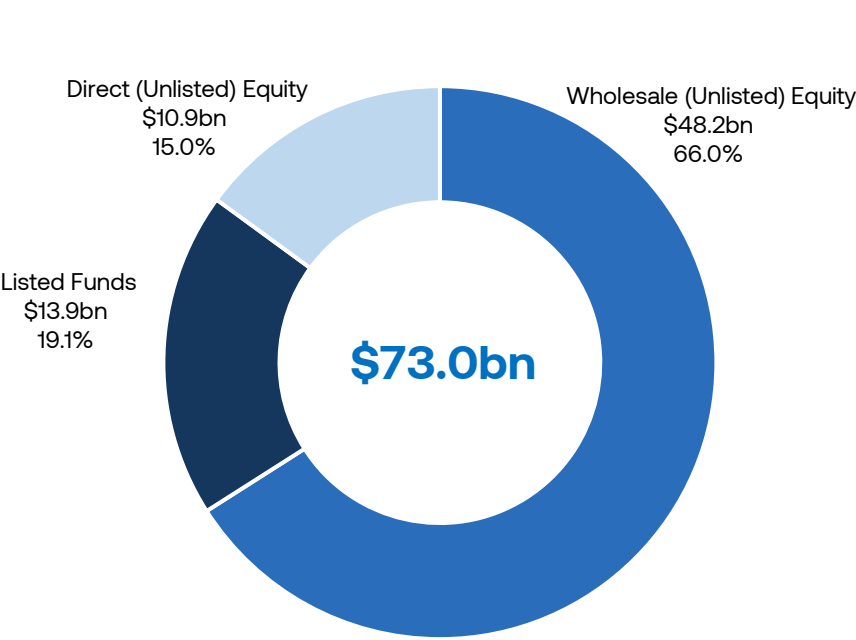


# Property funds management portfolio

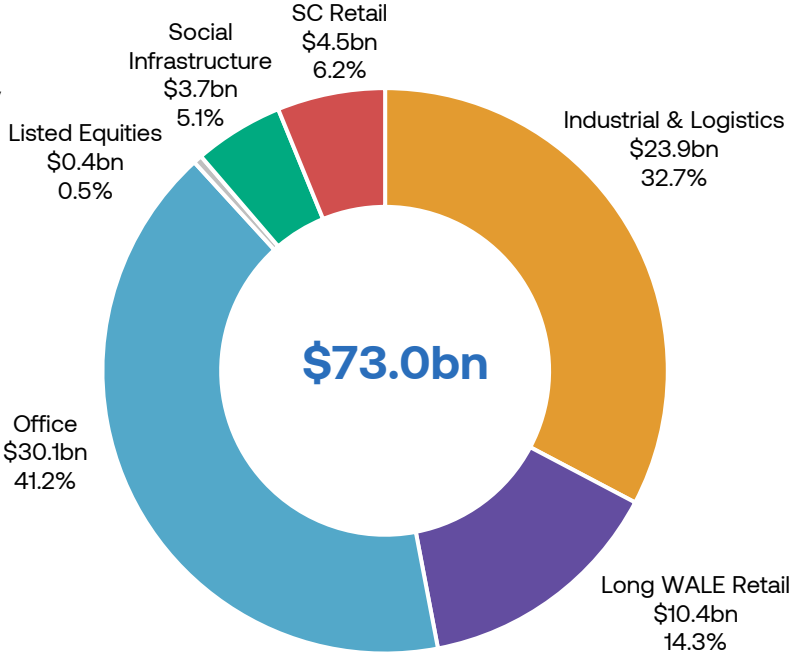
Largest diversified property portfolio in Australia

Property FUM	Portfolio value (\$bn)	Lettable area (m sqm)	No. of Properties	Net rent (\$m)	WARR <sup>1</sup> (%)	WALE (years)	Occupancy (%)	WACR (%)
31 December 2022	73.0	11.7	1,681	3,136	3.7	8.2	98.0	4.47
30 June 2022	65.6	10.8	1,548	2,840	3.6	8.6	98.0	4.37

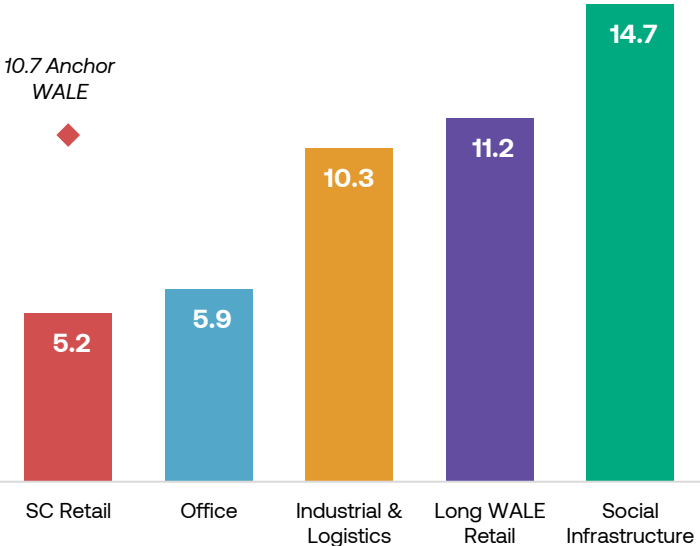
Property FUM by equity source



Property FUM by sector



WALE by sector



1. CPI is estimated at 7.5% in the 12 months to 31 December 2023

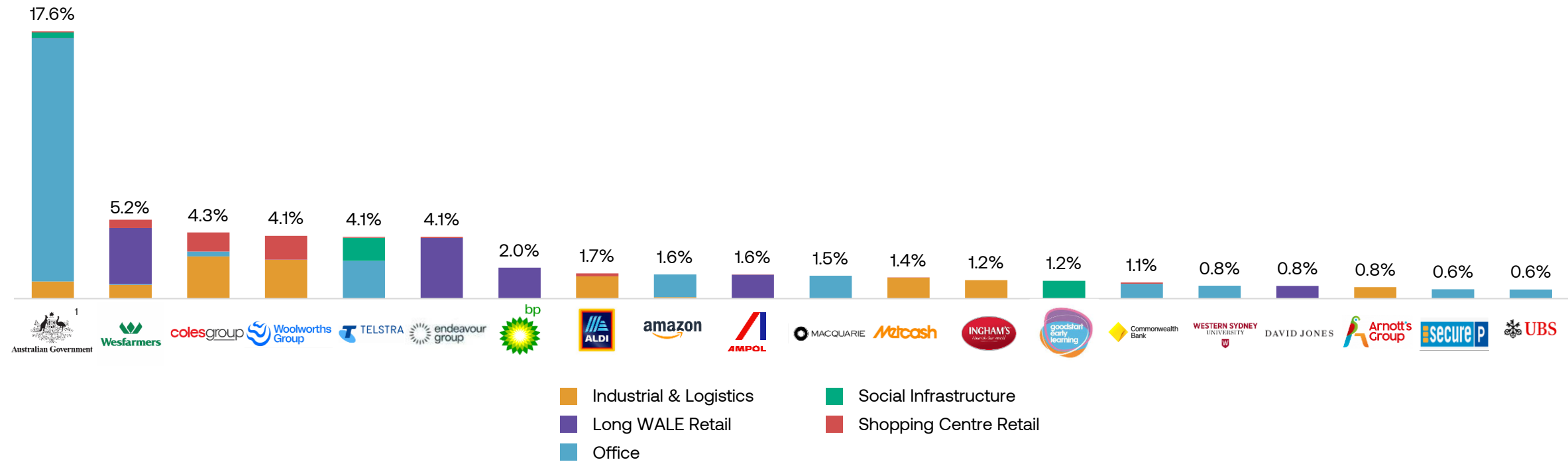


# Diversified tenant customers

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

- The top 20 tenants represent 56% of property platform income
- 21% of platform leases are NNN and 20% of platform net income is CPI-linked
- 71% repeat tenants and 28% multi-sector tenants across more than 4,500 leases

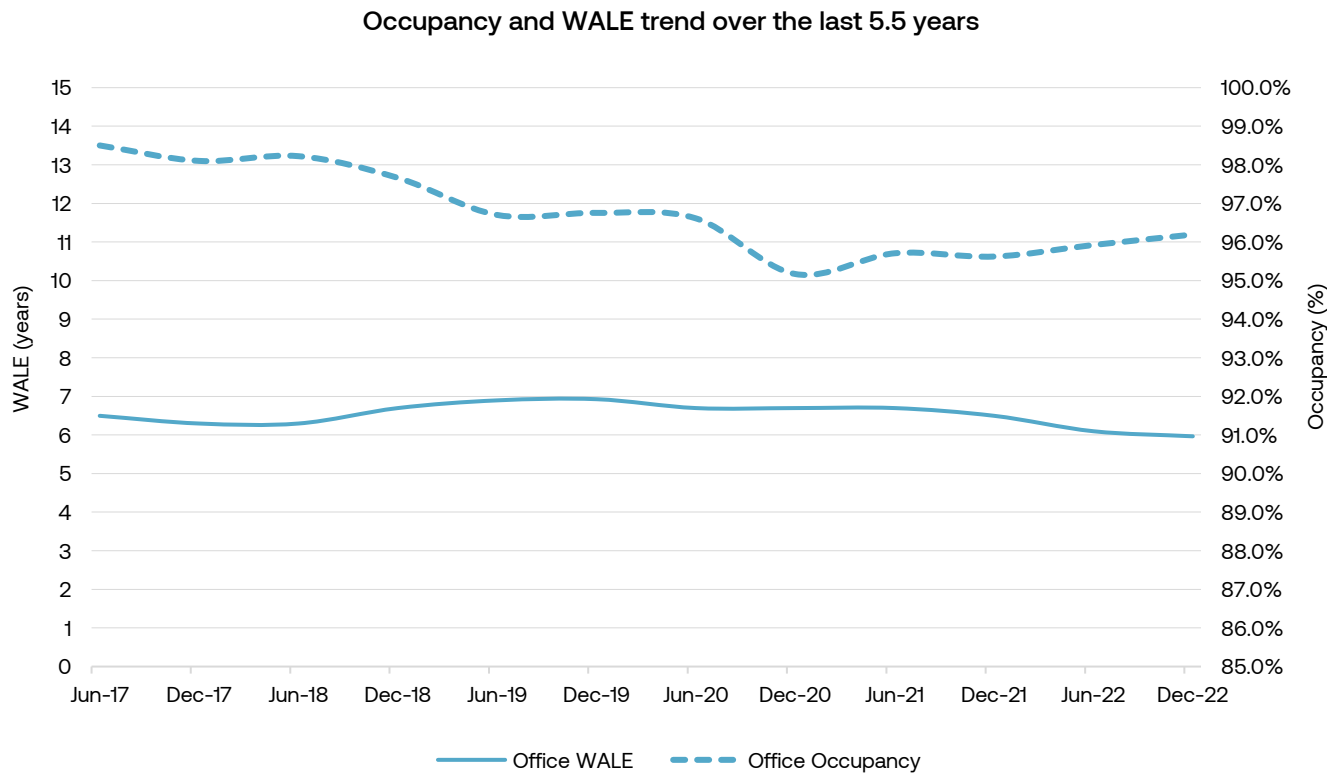
Top 20 platform tenants by net income



# Leasing success – Office

Strong leasing momentum with **258,368 sqm** leased across **167 deals**

- 7.9 year WALE achieved on all deals nationally
- 96.2% office portfolio occupancy versus national average of 85.4%<sup>1</sup>
- 5.9 year WALE across our Office portfolio



1. Source: JLL, Charter Hall Research. At Dec-22  
Charter Hall Group  
2023 Half Year Results

	1H FY23	FY22
Retention Rate	81%	78%
Leasing Deals	167 deals 258,368 sqm	283 deals 310,158 sqm

## By Deal Type

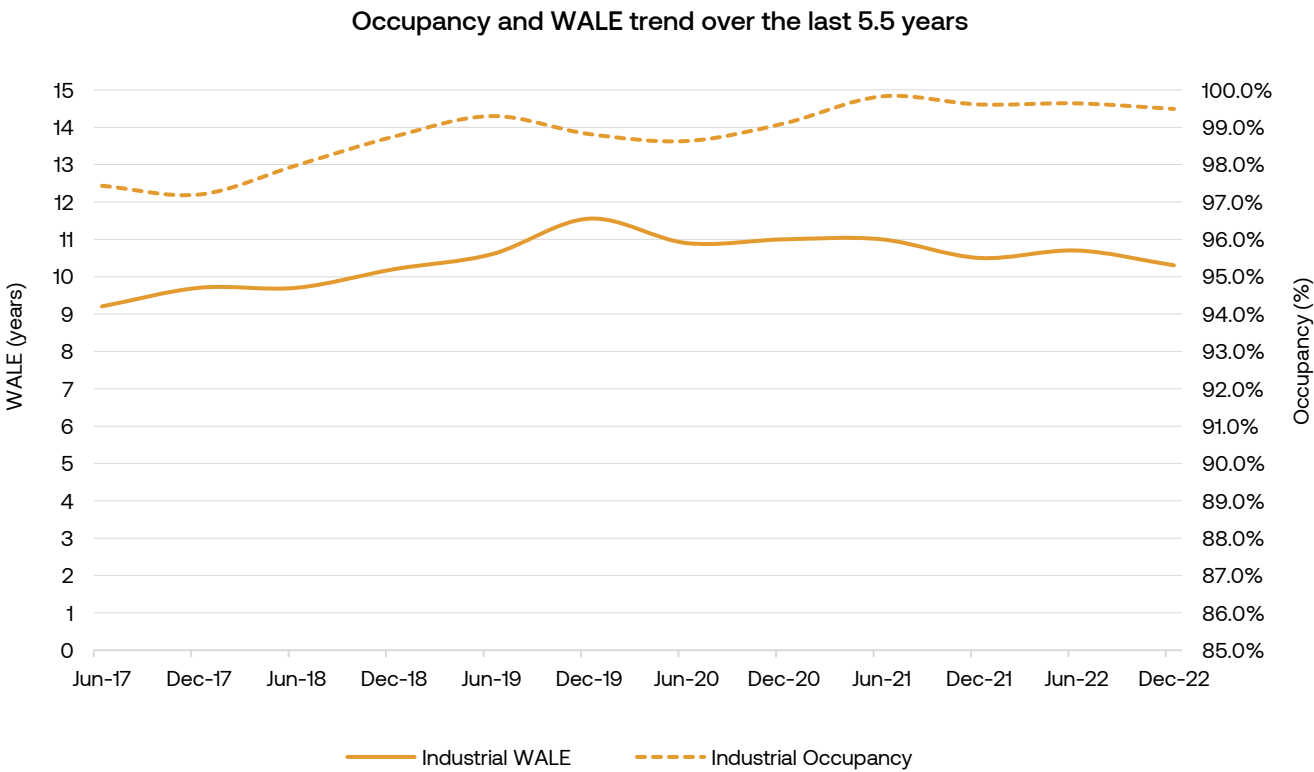
	Deals	Avg Deal Size
Renewals	56% 145,181 sqm	3,025 sqm
New Leasing	33% 84,502 sqm	761 sqm
Development	11% 28,685 sqm	3,586 sqm



# Leasing success – Industrial & Logistics

Strong leasing momentum with **477,470 sqm** leased across **46 deals**

- 6.1 year WALE achieved on all deals nationally
- 99.5% Industrial & Logistics portfolio occupancy
- 10.3 year WALE across our Industrial & Logistics portfolio



	1H FY23	FY22
Retention Rate	83%	84%
Leasing Deals	46 deals 477,470 sqm	88 deals 1,163,776 sqm

## By Deal Type

	Deals	Avg Deal Size
Renewals	51% 242,364 sqm	9,695 sqm
New Leasing	23% 108,858 sqm	7,776 sqm
Development	26% 126,248 sqm	18,035 sqm

## Equity inflows<sup>1</sup>

- **Diverse sources of equity** across Wholesale, Listed and Direct
- **Wholesale flows** weighted towards partnerships
- **~100 wholesale investors**
- **Over 45,000 investors** across FUM platform

(\$m)	FY20	FY21	FY22	1H FY23
Wholesale pooled funds	1,272	2,111	1,575	547
Wholesale partnerships	1,298	1,448	1,137	1,224
Listed funds	1,369	659	646	5
Direct funds	1,136	1,107	1,340	296
<b>Gross equity inflows</b>	<b>5,076</b>	<b>5,326</b>	<b>4,698</b>	<b>2,073</b>
Net equity inflows	4,585	4,761	4,039	1,080

1. Equity inflows reflects allotted equity only



## 1H FY23 property transaction activity

\$7.9bn of transaction activity, comprising over 50 transactions with 18 active funds/partnerships

	Industrial & Logistics	Long WALE Retail	Office	Social Infrastructure / Other	Shopping Centre Retail	Total
Acquisitions (\$bn)	2.6	0.3	3.1	0.1	0.0	6.1
Divestments (\$bn)	(1.0)	–	(0.7)	(0.1)	(0.0)	(1.8)
Net Transactions (\$bn)	1.7	0.3	2.4	0.0	(0.0)	4.3
Gross Transactions (\$bn)	<b>3.6</b>	<b>0.3</b>	<b>3.9</b>	<b>0.1</b>	<b>0.0</b>	<b>7.9</b>



Geoscience Australia, 101 Jerrabomberra Ave, Narrabundah (CLW & CQE)



50 Marcus Clarke Street, Canberra (CHCOT)



74 Castlereagh Street, Sydney



555 Collins Street, Melbourne (CPOF)

## Development to drive deployment and FUM growth

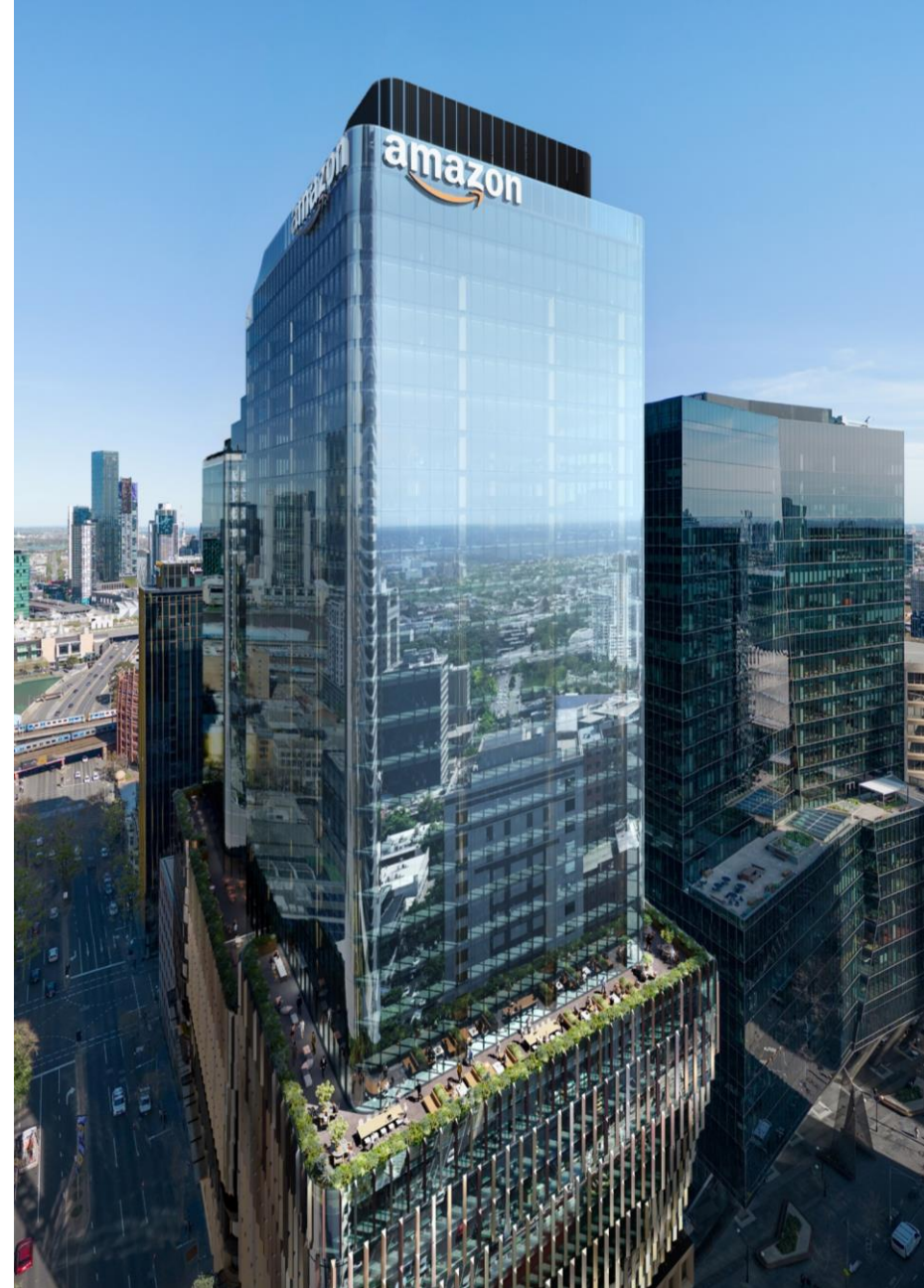
Development completions of \$2.0bn over the last 12 months

- 94% of Industrial committed projects are pre-leased
- 67% of Office committed projects are pre-leased<sup>1</sup>

Completion value (\$m)

	Completions (last 12 months)	Committed projects	Uncommitted projects <sup>4</sup>	Total pipeline <sup>5</sup>
Industrial & Logistics	1,046	3,166	2,646	5,812
Long WALE Retail	33	188	-	188
Office <sup>2</sup>	865	4,506	4,722	9,228
Social Infrastructure	40	46	-	46
Shopping Centre Retail <sup>3</sup>	26	45	57	102
<b>Total</b>	<b>2,010</b>	<b>7,950</b>	<b>7,425</b>	<b>15,376</b>

1. Based on NLA
2. \$2.9bn of uncommitted Office developments have approved DA's
3. Reflects development spend only and excludes existing centre value
4. Includes potential end value of uncommitted development projects
5. \$8.7bn of committed and uncommitted development projects are included in FUM as at 31 December 2022



Artist impression: 555 Collins Street, Melbourne (CPOF)





# 3 Property Investment

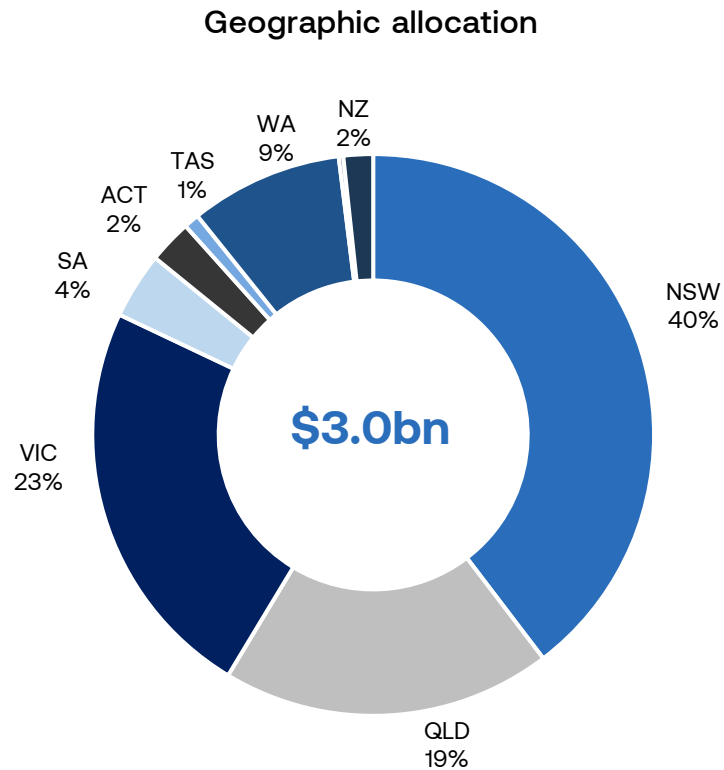
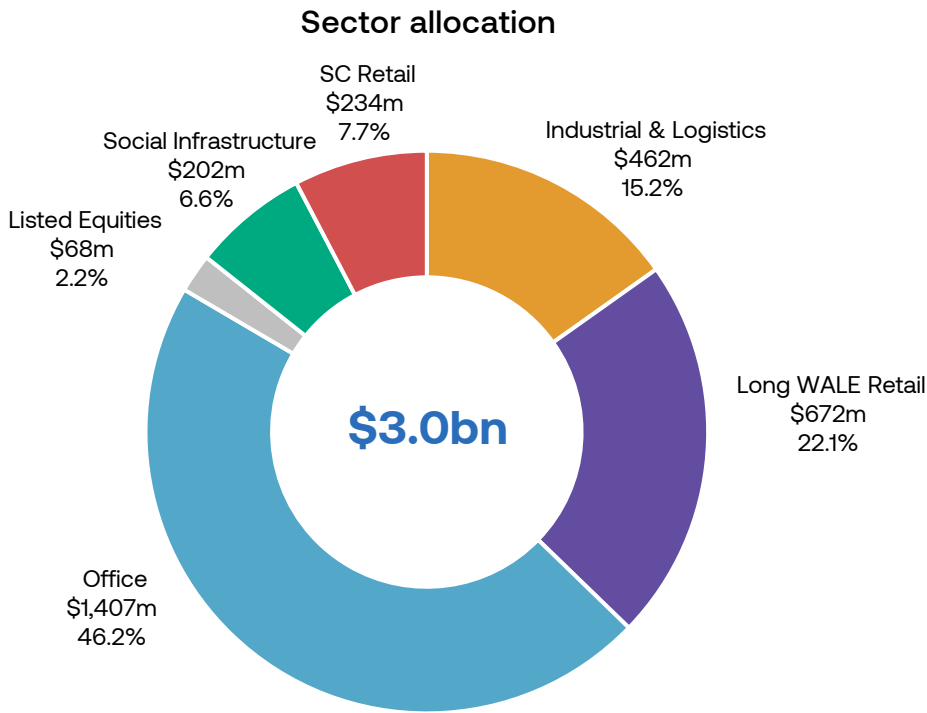
1 Shelley Street, Sydney (CPOF & 1SST)



# Property Investment portfolio

Property Investment portfolio now \$3.0bn

	Portfolio Value (\$bn)	No. of Properties	WALE (years)	Occupancy (%)	WARR <sup>1</sup> (%)	WACR (%)	WADR (%)
31 December 2022	3.0	1,597	7.7	97.4	3.7	4.61	5.8
30 June 2022	2.9	1,462	8.2	97.3	3.6	4.55	5.8



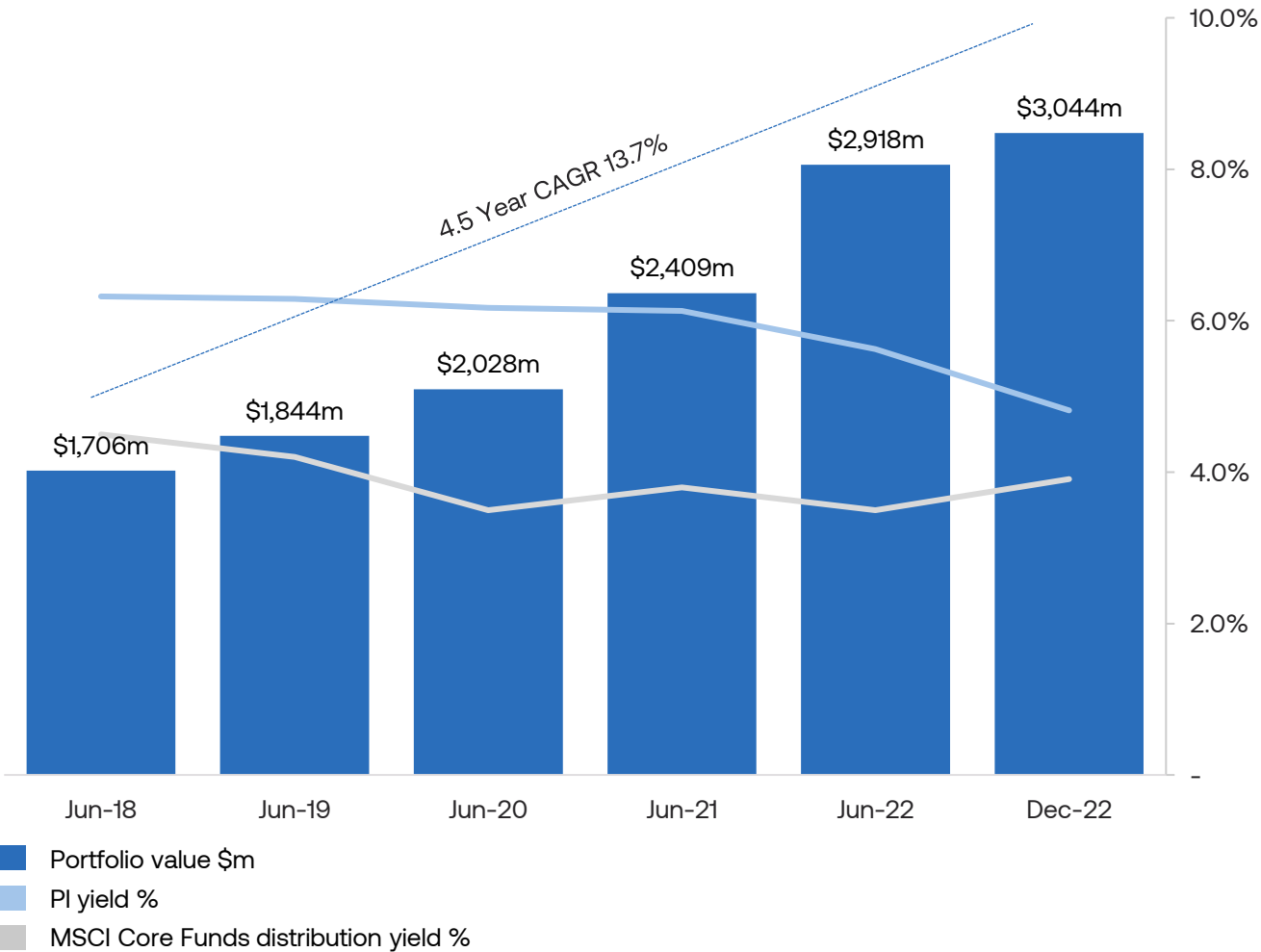
1. CPI is estimated at 7.5% in the 12 months to 31 December 2023



# Property Investment Portfolio growth

- **Net investments of \$132m** since June 2022
- Investment portfolio **4.5 year CAGR of 13.7% p.a.**
- **Retained earnings** driving co-investments and supporting new fund creation

Property Investment portfolio yield: 4.8%  
MSCI Core Funds distribution yield: 3.9%

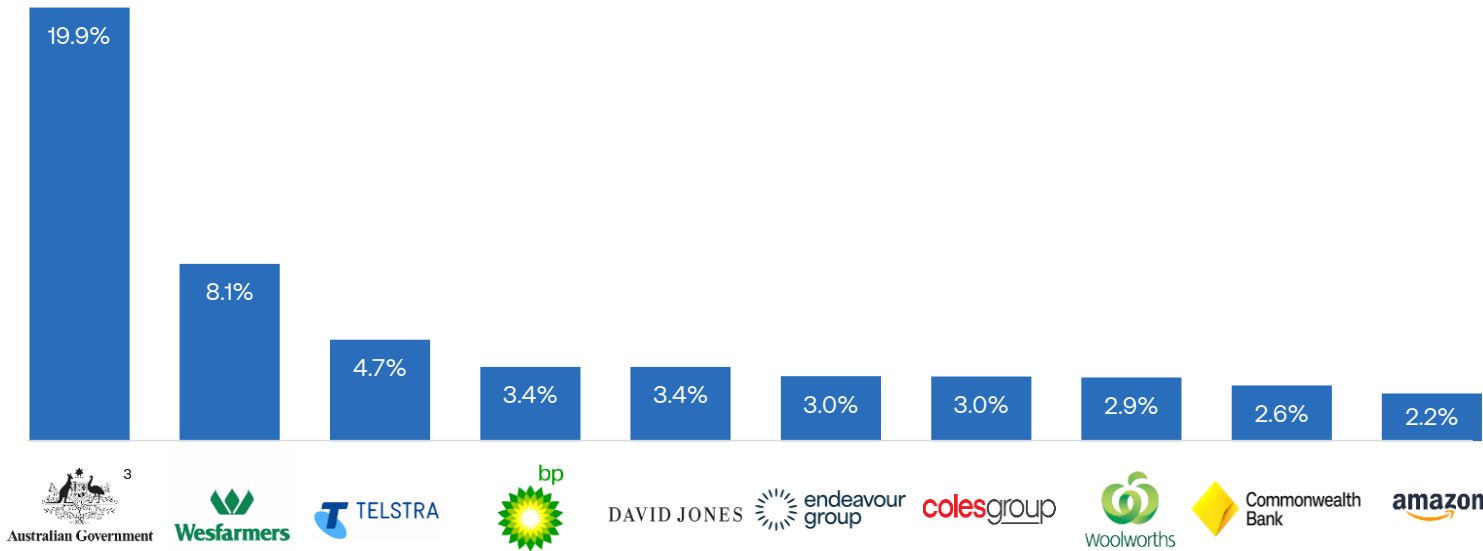


# Diversified Property Investment earnings

Property Investment portfolio provides growth and resilience given quality and strong tenant customer composition

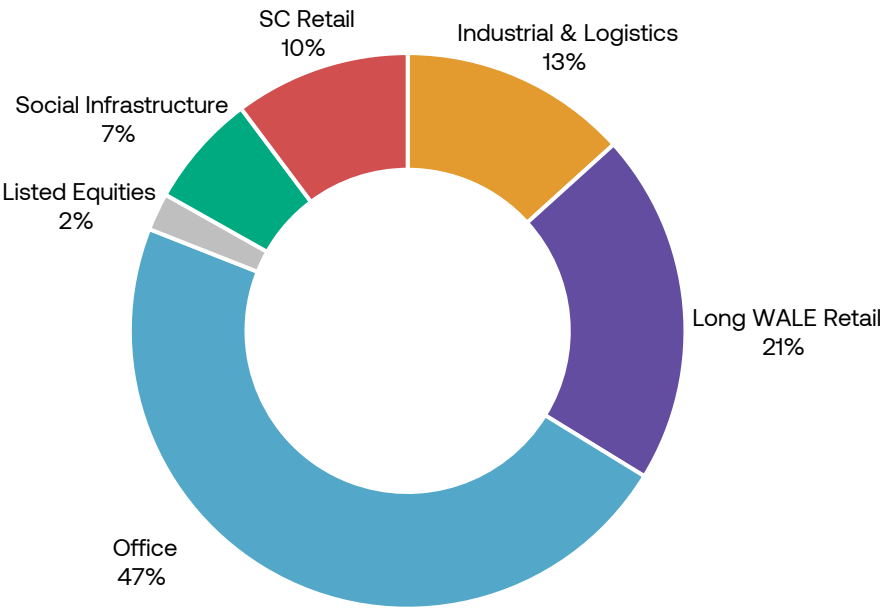
- No single asset is more than 5% of portfolio investments
- 16% of CHPT net income CPI-linked with 3.7% WARR<sup>1</sup>
- Government now makes up ~20% of portfolio income

Top 10 tenants by net income<sup>2</sup>


















1. CPI is estimated at 7.5% in the 12 months to 31 December 2023  
2. Proportion of CHPT net income by tenant  
3. Includes federal, state and local governments

Property Investment earnings  
(by sector)





# ESG Leadership

Achievements in 1H FY23				Focus areas in FY23+
<div>Environment</div> 	 <div><b>Net Zero Carbon by 2025</b> Accelerated our commitment by 5 years for Scope 1 and Scope 2<sup>1</sup></div>	 <div><b>Long-term PPA signed to supply 100% renewable electricity from 2024<sup>2</sup></b> 47.8MW of installed solar an increase of 600KW since FY22</div>	 <div><b>\$3.4bn in sustainable finance transactions</b> Increased by \$900m at HY23, linked to ESG performance and Green Building ratings</div>	 <div><b>Scope 3 emissions</b> Partnering with customers to tackle a changing climate. Establishing Scope 3 Target aligned to Science Based Target initiative.</div>
<div>Social</div> 	 <div><b>Strong communities</b> Invested over \$700k in the community supporting ongoing disaster recovery. Targeting \$1.3m of community investment in FY23</div>	 <div><b>Employment outcomes for vulnerable youth</b> Facilitated 117 employment outcomes in partnership with social enterprises. Targeting 1,200 employment outcomes in 2030</div>	 <div><b>Social procurement recognition</b> Won the National Social Procurement Trailblazer Award (in partnership with Two Good) in the 2022 Social Traders National Game Changer Awards</div>	 <div><b>Reconciliation Action Plan</b> Targeting Innovate RAP status  <b>Pledge 1% community investment</b> Creating shared social value in the community and our supply chain.</div>
<div>Governance</div> 	 <div><b>ESG performance</b> 17 Charter Hall Funds scored in the top 20% of GRESB, with 3 Funds recognised as Global and Regional Sector leaders</div>	 <div><b>Australia's largest footprint of independently rated green space</b> &gt;5.2m sqm of Green Star rated space across the country</div>	 <div><b>Responsible business</b> Developed modern slavery framework and launched third modern slavery statement</div>	 <div><b>Benchmarking our performance</b> by continually aligning with best practice independent frameworks to verify our ESG progress and non-financial disclosure (GRI, TCFD, PRI and UNGC)</div>

1. Scope 1 and Scope 2 emissions for existing assets that fall under the operational control of responsible entities for which Charter Hall Limited is the controlling corporation  
2. Renewable electricity procurement for assets where the electricity consumption is in operational control





# 4 Financial Result

Inghams, MidWest Logistics Hub, Truganina (CPIF)



## Earnings summary

- **OEPS (post tax)** of 50.7cps compared to 56.6cps in the prior comparable period
- **PI EBITDA decreased by 7.1%** as a result of higher finance costs
- **FM EBITDA of \$229.4m reflects strong management revenue** growth, however, offset by lower transaction and performance revenue
- **Distribution** payout ratio of 41% for the half year period, **4.0cps of franking credits** distributed

(\$m)	1H FY22	1H FY23	Change %
PI EBITDA	71.6	66.5	(7.1%)
DI EBITDA	27.0	30.4	12.6%
FM EBITDA <sup>1,2</sup>	256.5	229.4	(10.6%)
<b>EBITDA</b>	<b>355.1</b>	<b>326.3</b>	<b>(8.1%)</b>
Depreciation	(3.6)	(4.3)	19.4%
Interest income/expense	(5.6)	(7.9)	41.1%
<b>Operating earnings pre-tax</b>	<b>345.9</b>	<b>314.1</b>	<b>(9.2%)</b>
Tax	(82.0)	(74.2)	(9.5%)
<b>Operating earnings post-tax</b>	<b>263.9</b>	<b>239.9</b>	<b>(9.1%)</b>
<b>Non operating items</b>			
Change in Property Investment valuation <sup>3</sup>	266.9	(3.9)	(101.5%)
Other non-operating items <sup>3</sup>	(13.0)	(9.5)	(26.9%)
<b>Statutory profit after tax</b>	<b>517.8</b>	<b>226.5</b>	<b>(56.3%)</b>
OEPS pre-tax (cps)	74.3	66.4	(10.6%)
OEPS post tax (cps)	56.6	50.7	(10.4%)
Distribution per security (cps)	19.7	20.8	6.0%
<b>Payout Ratio</b>	<b>35%</b>	<b>41%</b>	

1. In assessing the financial performance of the business, net operating expenses are considered to be primarily related to the Funds Management business

2. PIM NPAT of \$7.2m included in FM EBITDA

3. Includes the Group's proportionate share of non-operating items of equity accounted investments on a look through basis and investments held at fair value through profit and loss

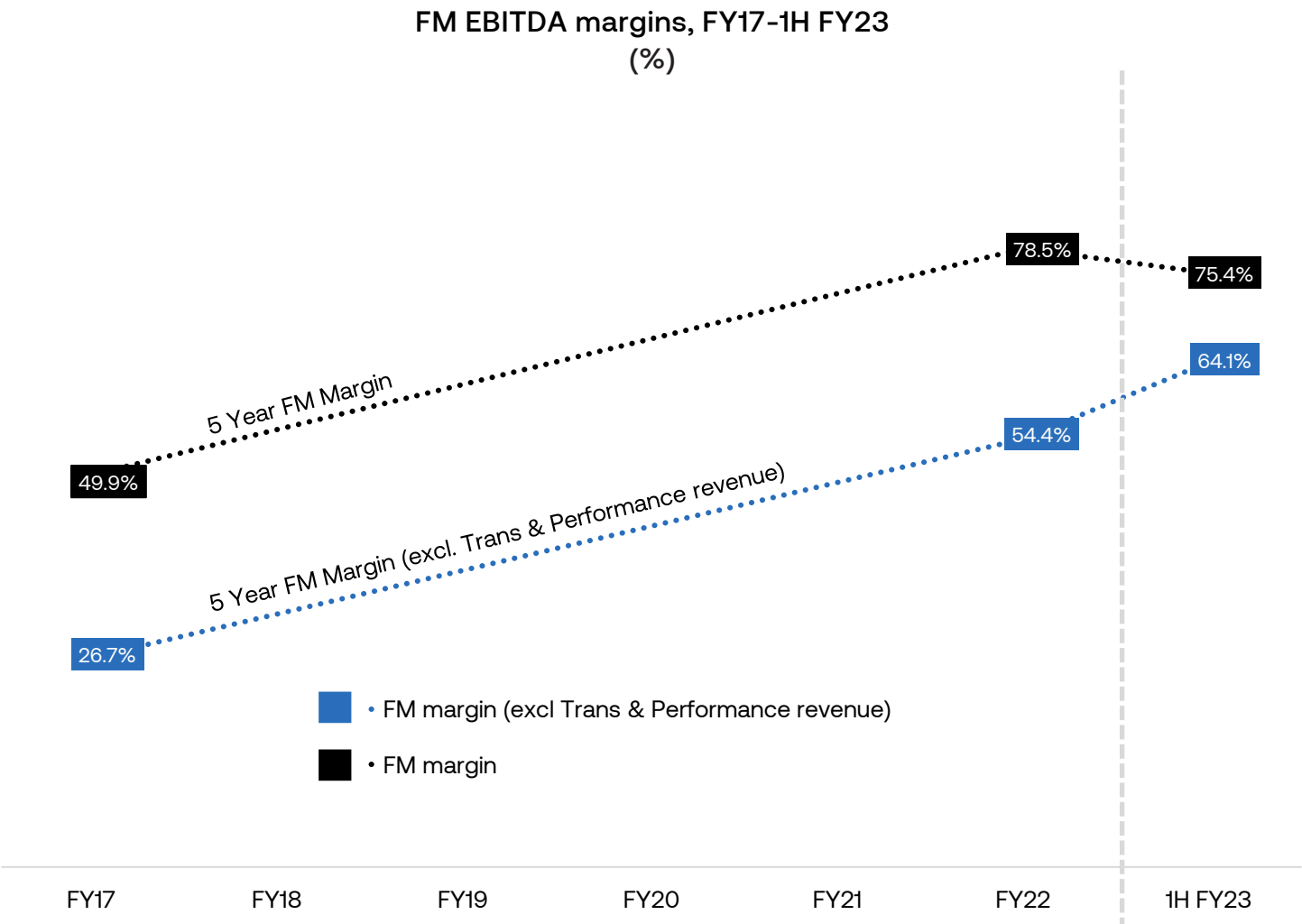
## Funds management

- **Funds management revenue growth of 31.6%** continues to outpace operating expense growth
- 1H FY22 FM EBITDA included \$177.2m of **transaction and performance revenue**
- Property services revenue **increase of 62.7% to \$57.1m**
  - **Property, facilities and project management revenue** increase reflects portfolio growth
  - **Development revenue** increase reflects heightened activity levels
  - **Leasing revenue** increase reflects active period of development leasing
- Total FM expenses up by 6.0% driven by **increased scale of the funds management platform** and normalisation of operating costs

(\$m)	1H FY22	1H FY23	Change %
Fund management revenue	114.7	150.9	31.6%
Transaction and performance revenue	177.2	96.0	(45.8%)
<b>Investment management revenue</b>	<b>291.9</b>	<b>247.0</b>	<b>(15.4%)</b>
Property, facilities and project management revenue	15.4	22.3	44.8%
Development revenue	9.6	15.7	63.5%
Leasing revenue	10.1	19.2	90.1%
<b>Property services revenue</b>	<b>35.1</b>	<b>57.1</b>	<b>62.7%</b>
<b>FM revenue</b>	<b>327.0</b>	<b>304.1</b>	<b>(7.0%)</b>
Operating expenses	(70.5)	(74.7)	6.0%
<b>FM EBITDA</b>	<b>256.5</b>	<b>229.4</b>	<b>(10.6%)</b>

# Funds management

- Margin expansion achieved through platform scale
- Funds management margin excluding transaction and performance fee continues to expand
- Full year margins expected to moderate, owing to 1H earnings skew





## Balance sheet and return metrics

- **NTA per security growth of 4.4%** since June 2022 to \$6.53
- Balance sheet **gearing of 3.0%** post deployment of cash into PI investments
- **Investment capacity of \$567 million** available for fund creation and growth opportunities
- Continued strong return on capital metrics

(\$m)	30 Jun 2022	31 Dec 2022
Cash	595	367
Property investment	2,918	3,044
Development investment	78	140
Receivables	110	171
Other assets <sup>1</sup>	308	356
Intangibles	114	114
<b>Total assets</b>	<b>4,123</b>	<b>4,192</b>
Borrowings <sup>1</sup>	482	482
Other liabilities	395	332
<b>Total liabilities</b>	<b>877</b>	<b>814</b>
<b>Total equity</b>	<b>3,247</b>	<b>3,378</b>
Contributed equity per stapled security	\$3.92	\$3.91
NTA per stapled security <sup>2</sup>	\$6.26	\$6.53
Balance sheet gearing	0.0%	3.0%
Look through gearing	24.9%	31.5%
Headstock investment capacity <sup>3</sup>	795	567
<b>Return metrics</b>		
Return on NTA (pre-tax) <sup>4</sup>	30.8%	24.3%
Return on NTA (post-tax) <sup>4</sup>	23.6%	18.6%
Return on contributed equity (post-tax) <sup>5</sup>	31.4%	28.0%

1. Net of swap mark-to-market of \$17m relating to the USPP note and A\$MTN (representing USPP and A\$MTN repayment values of \$231.5m and \$250m, respectively)

2. Net tangible assets (NTA) per stapled security (\$) is calculated using assets less liabilities, net of intangible assets and related deferred tax

3. Investment capacity calculated as cash plus undrawn debt

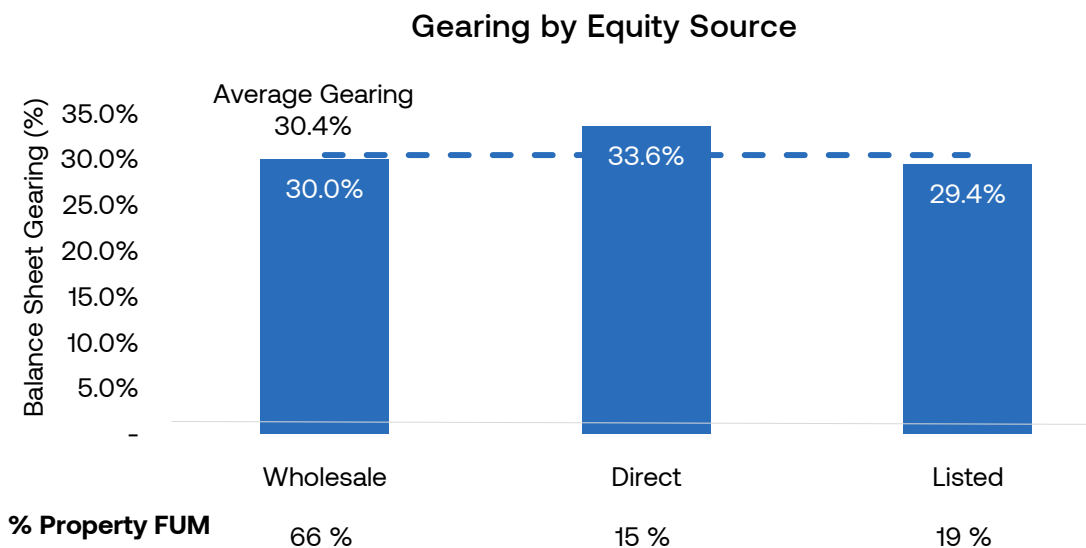
4. Return on NTA is calculated as total operating earnings pre-tax/post-tax per security divided by the opening NTA per security for the 12 months to 31 December 2022

5. Return on contributed equity is calculated as total operating earnings post-tax per security divided by the opening contributed equity per security for the 12 months to 31 December 2022

## Platform capital profile

- **\$6.5bn of available liquidity** plus committed and uncalled equity
- **\$5.2bn of new and refinanced debt facilities** in 1H FY23
- **\$3.4bn of sustainable finance facilities**, representing ~12% of all platform facilities
- **Weighted average gearing** across the funds is **30.4%**

Funds platform debt metrics <sup>1</sup>	30 Jun 2022	31 Dec 2022
Total facility limits (\$m)	25,089	28,019
Total undrawn debt (\$m)	6,605	5,560
Total cash (\$m)	1,338	944
Weighted average debt maturity (yrs.) <sup>2</sup>	4.6	4.3
Weighted average cost of debt (%) <sup>3</sup>	3.1%	3.8%
Weighted average interest rate hedging (%)	57%	55%



1. Total platform includes Corporate debt facility limits of \$731.5m, drawn to \$504.3m, with \$367.4m as cash balance

2. Duration is based on facility limits

3. Passing cost of debt includes floating rate, hedge rate, margins, line fee but excludes undrawn line fees and amortised borrowing costs





5

Guidance

130 Lonsdale Street, Melbourne (CPOF)



## 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.



2 Chifley Square, Sydney (CPOF, CTT, DVP2CHT)





Charter Hall 

# 6 Additional Information

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



# Management bench experience

## Charter Hall Executive Committee (EXCO)



Charter Hall Group  
Property Platform<sup>1</sup>



1. Excludes Maxim and other smaller investments



# Charter Hall managed funds

	Industrial & Logistics		Long WALE Retail			Office			Social Infrastructure		SC Retail	Listed Equities
	\$23.9bn		\$10.4bn			\$30.1bn			\$3.7bn		\$4.5bn	\$15.4bn
Wholesale (Unlisted) Equity	CPIF \$13.5bn	CLP <sup>1</sup> \$2.6bn	LWHP \$2.4bn	LWIPs <sup>4</sup> \$0.9bn	LEP \$0.9bn	CPOF <sup>6</sup> \$10.6bn	CHOT \$3.8bn	BSWF <sup>7</sup> \$0.7bn	CHET <sup>10</sup> \$0.5bn		CPRF \$0.4bn	Australian Equities \$11.2bn
	CHPIPs <sup>2</sup> \$1.7bn		BPH \$0.2bn	DVP \$0.2bn	DJs \$0.1bn	Chifley \$2.3bn	DVP/DVP2 \$1.0bn	242X/201E <sup>8</sup> \$0.8bn			RP <sup>11</sup> \$0.7bn	Global Equities \$3.9bn
Direct (Unlisted) Equity	DIFs \$3.7bn	Diversified <sup>3</sup> \$0.2bn	Ampol/BP <sup>5</sup> \$0.9bn			CHPIP2 \$0.5bn	Others <sup>9</sup> \$3.2bn					
			BW Trust \$0.2bn	Diversified <sup>3</sup> \$0.4bn		DOF \$3.1bn	PFA \$2.5bn	Diversified <sup>3</sup> \$0.3bn	Diversified <sup>3</sup> \$0.1bn	Other \$0.2bn		
Listed Equity	CLW \$1.9bn	CQE \$0.1bn	CLW \$3.1bn	CQR \$1.1bn		CLW \$1.3bn			CQE \$2.1bn	CLW \$0.8bn	CQR \$3.4bn	MAXIM \$0.3bn

Note: Numbers on this page may not add due to rounding

1. DIF4 holds 10.2% of the units in CLP

2. CHPIPs includes CHPIP1 and CHPIP2

3. Diversified includes LWF, WPS1 and WPS2

4. LWIPs include LWIP and LWIP2. CLW hold 49.9% of the units in LWIP

5. CLW and CQR hold 50% and 47.5% respectively, of the units in BP

6. DOF holds 0.8% of the units in CPOF

7. CPOF holds 49.9% of the units in BSWF

8. DVP holds 47.1% of the units in 201E, CPOF and CLW hold 49.9% and 15% respectively, of the units in 242X

9. Includes CCT, CHKIP, CHAIT, CHCOT and other single investor office funds

10. CLW and LWF hold 50% and 3.7% respectively, of the units in CHET

11. RPs include RP1, RP2 and RP6. CQR holds 50%, 49.9%, and 20% of the units in RP1, RP2 and RP6 respectively

## Wholesale pooled and partnerships property funds



FUM

**\$48.2bn**



Gearing

**30.0%**



Occupancy

**97.4%**



WALE

**7.8yrs**



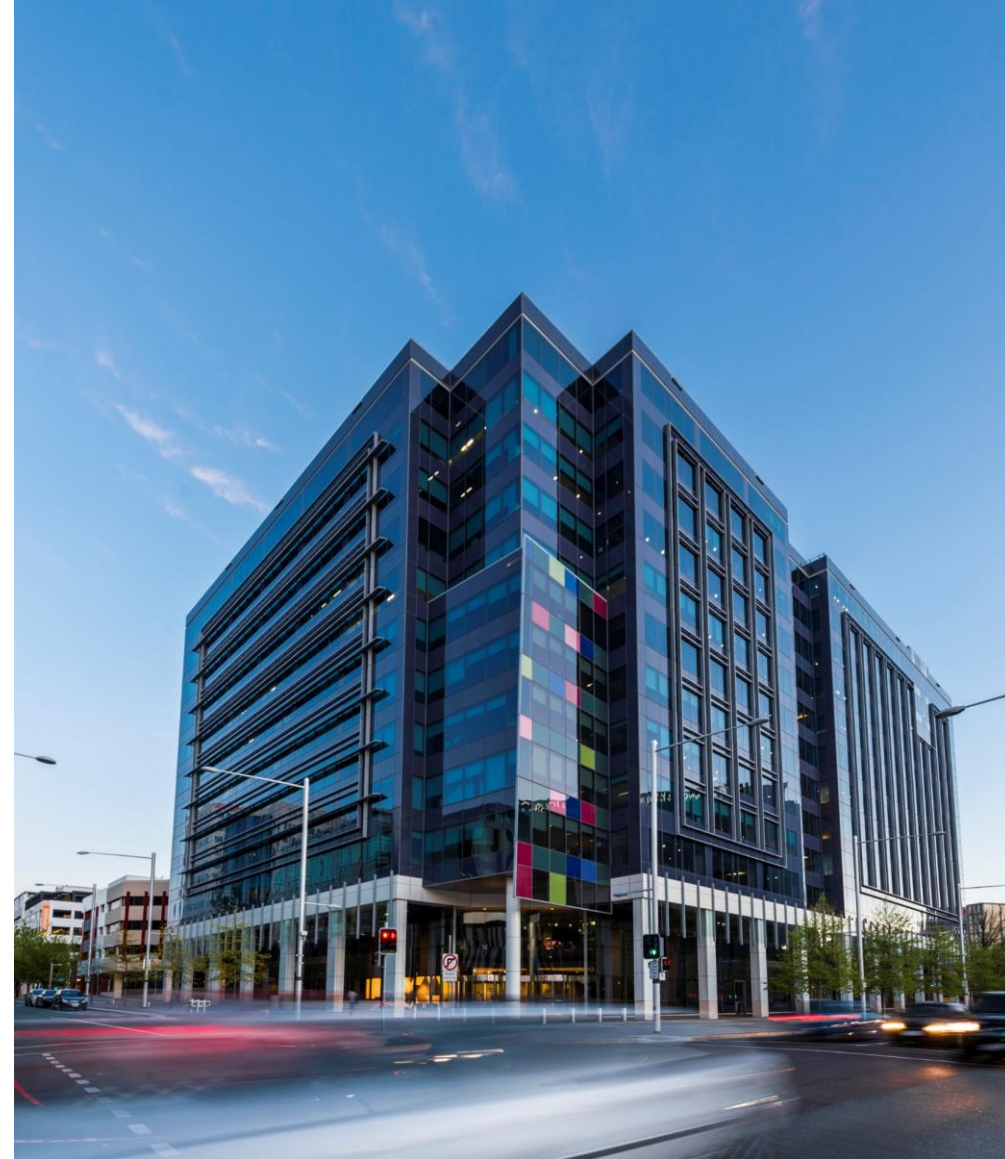
Cap rate

**4.3%**



CHC investment

**\$1.7bn**



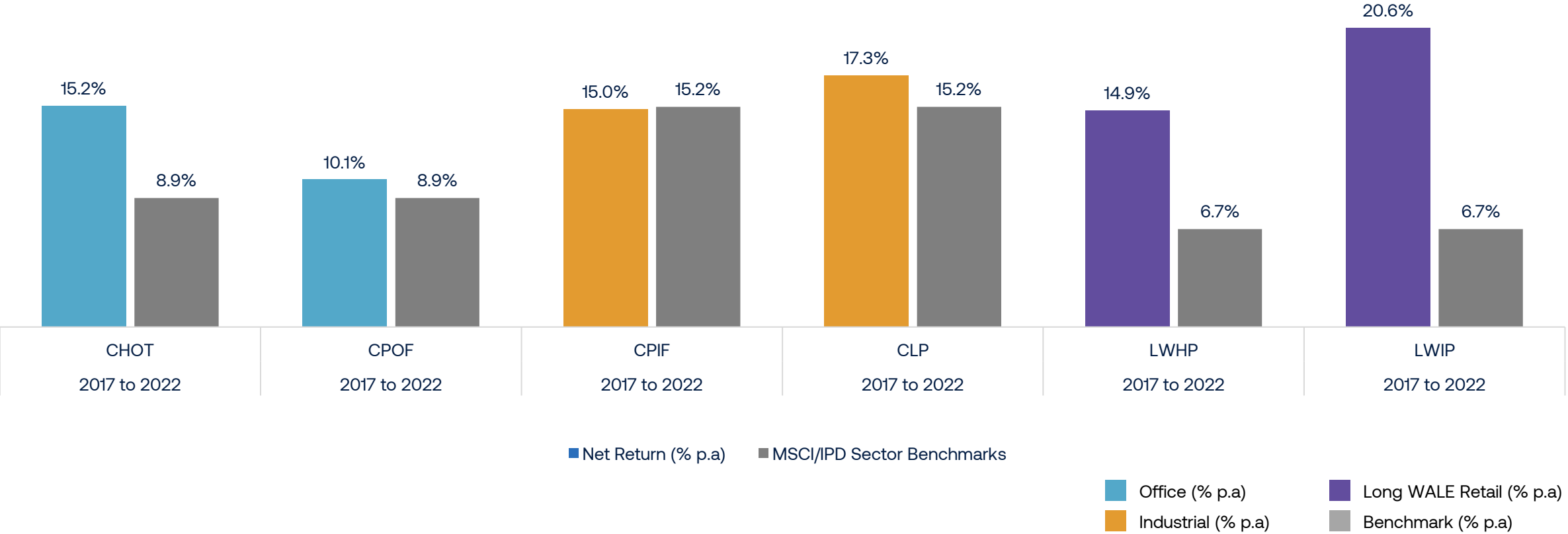
50 Marcus Clarke Street, Canberra (CHCOT)



# Major wholesale property investment portfolio returns

Relative to sector specific IPD/MSCI Core Wholesale indices

– Average outperformance of major wholesale property investment against their respective MSCI/IPD sector indices by 1.5x



## Listed



FUM  
**\$13.9bn**



Gearing  
**29.4%**



Occupancy  
**99.2%**



WALE  
**9.7yrs**



Cap rate  
**4.8%**



CHC investment<sup>1</sup>  
**\$0.9bn**



Geoscience Australia, 101 Jerrabomberra Ave, Narrabundah (CLW & CQE)

1. Held at accounting value not market value



## Charter Hall Direct



FUM  
**\$10.9bn**



Gearing  
**33.6%**



Occupancy  
**99.1%**



WALE  
**8.1yrs**



Cap rate  
**4.7%**

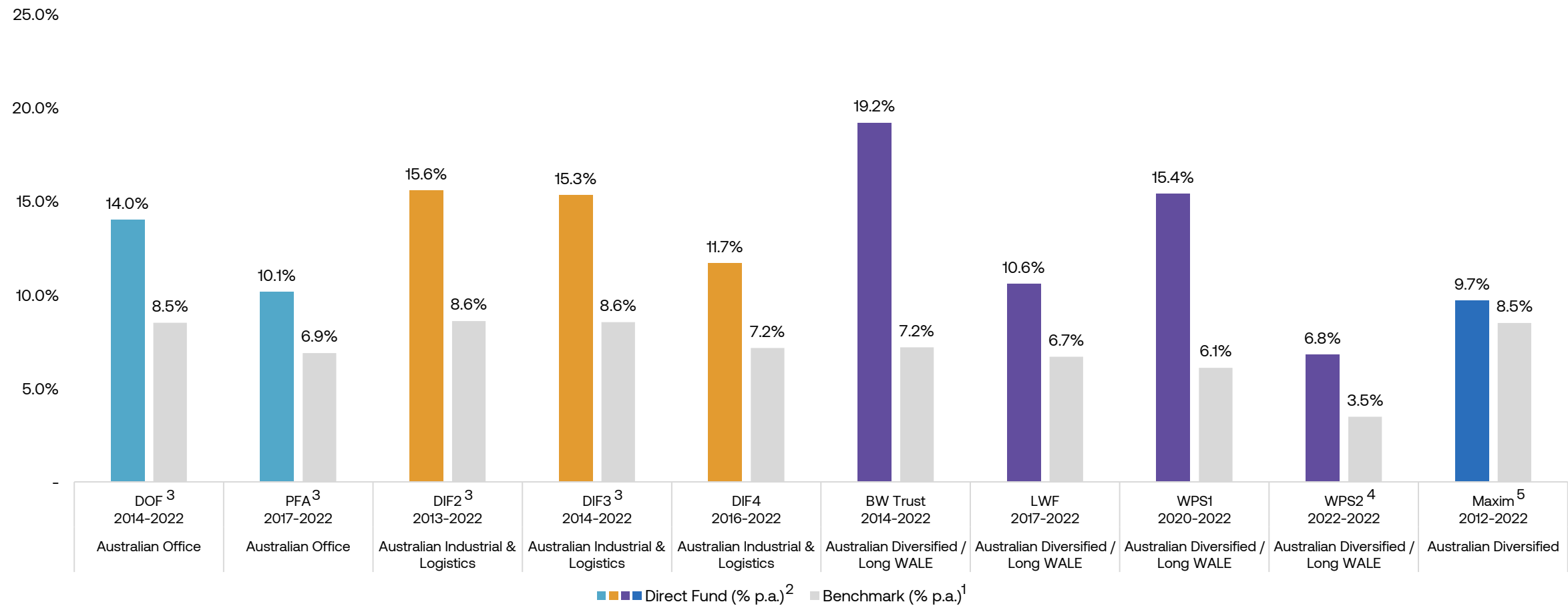


CHC investment  
**\$0.4bn**



Innovation Quarter, 158-164 Hawkesbury Road, Westmead (PFA)

# Direct funds have returned an average of 12.8% p.a. since inception



1. Benchmark refers to the headline MSCI/IPD Unlisted Core Wholesale Property Fund Index returns series as at December 2022, since the respective fund inception dates. Years shown are indicative of inception year to 31 December 2022, though returns are as at exact inception date. Past performance is not a reliable indicator of future performance

2. DIF2, DIF3, DIF4, LWF, DOF – returns assume Bonus Units or Entitlement Offer as per respective PDS

3. Returns refer to the following unit classes; DIF2, DIF3 – Wholesale, PFA – Ordinary and DOF – Wholesale A

4. WPS2 was launched 11 April 2022, return provided from fund inception date

5. Benchmark refers to S&P/ASX 300 A-REIT Accumulation Index. Charter Hall Maxim Property Securities Fund and Benchmark Index returns series as at December 2022, over the past 10-year return period. Past performance is not a reliable indicator of future performance



# CHPT Property Investment portfolio

	Ownership stake (%)	Charter Hall Investment (\$m)	Charter Hall PI Income (\$m)	WALE (years)	WACR (%)	WADR (%)	WARR <sup>1</sup> (%)	PI Yield <sup>2</sup> (%)
<b>Industrial &amp; Logistics</b>								
Charter Hall Prime Industrial Fund (CPIF)	1.4	121.0	2.4	10.4	3.9	5.6	3.2	3.7
Charter Hall PGGM Industrial Partnership (CHPIP)	12.0	46.2	0.5	8.4	4.4	5.8	3.3	3.0
Core Logistics Partnership (CLP)	5.6	90.4	1.5	8.5	4.0	5.8	3.2	4.1
<b>Long WALE Retail</b>								
Long WALE Hardware Partnership (LWHP)	17.4	268.1	4.3	6.8	4.1	5.4	3.0	3.8
CH DJ Trust (CHDJT) <sup>3</sup>	21.6	77.7	1.5	18.2	4.3	6.5	2.5	4.9
Other Long WALE Retail investments		39.8	0.9	n/a	n/a	n/a	n/a	n/a
<b>Office</b>								
Charter Hall Prime Office Fund (CPOF)	4.8	307.0	5.9	6.3	4.6	5.8	3.6	3.9
Charter Hall Office Trust (CHOT)	15.7	308.9	6.4	6.1	4.4	5.7	3.6	5.5
Charter Hall Direct PFA Fund (PFA)	12.0	200.5	4.8	6.5	5.1	6.1	3.4	5.3
Charter Hall Direct Office Fund (DOF)	8.6	179.1	4.4	6.7	4.9	5.9	3.7	5.1
Brisbane Square Wholesale Fund (BSWF)	16.8	131.6	3.8	10.2	4.6	6.0	3.8	6.4
Other Office investments <sup>4</sup>		105.0	2.5	n/a	n/a	n/a	n/a	n/a
<b>Social Infrastructure</b>								
Charter Hall Social Infrastructure REIT (ASX:CQE) <sup>5</sup>	8.7	126.7	2.6	13.6	4.9	n/a	4.0	4.5
Charter Hall Exchanges Trust (CHET)	4.5	24.9	0.5	17.6	3.7	5.1	6.6	4.7
<b>Shopping Centre Retail</b>								
Charter Hall Retail REIT (ASX:CQR) <sup>5, 6, 9</sup>	10.7	306.4	8.9	7.3	5.3	6.4	4.1	6.4
<b>Diversified</b>								
Charter Hall Long WALE REIT (ASX:CLW) <sup>5</sup>	10.7	475.5	10.8	11.8	4.4	5.6	5.0	5.0
Charter Hall DVP Fund (DVP)	12.8	63.2	1.0	6.1	3.7	4.5	3.3	4.0
Charter Hall PGGM Industrial Partnership 2 (CHPIP2)	12.0	102.7	2.1	3.9	5.9	5.5	3.4	4.3
Other investments <sup>7</sup>		69.6	1.7	n/a	n/a	n/a	n/a	n/a
<b>Property Investment Total</b>	<b>6.7<sup>8</sup></b>	<b>3044.3</b>	<b>66.5</b>	<b>7.7</b>	<b>4.6</b>	<b>5.8</b>	<b>3.7</b>	<b>4.8</b>

1. CPI is estimated at 7.5% in the 12 months to 31 December 2023

2. PI Yield is calculated as operating earnings divided by weighted average investment during the period. Excludes MTM movements in NTA during the year

3. Ownership stake reflects look-through ownership of the property via 43.2% ownership in CH DJ Trust

4. Includes 242X, 201E, CHAB247, CHAIT, CCT, No.1 Brisbane, CHKIP and CHCOT

5. Held at accounting value not market value

6. Refers to contracted weighted average rent reviews of the specialty tenants only

7. Includes DVAP, WPS2, Maxim, Maxim Property Income Fund, DVP2, CHALWF and RP2

8. Reflects CHPT percentage of total equity under management

9. Discount rate for Shopping Centres only

## Portfolio performance review testing FY23 – FY28

Fund	Testing frequency	
Charter Hall Direct Industrial Fund No. 2 (DIF2)	FY23	FY23
Core Logistics Partnership (CLP)	FY23, FY27 plus individual asset divestments	
Charter Hall Direct Long WALE Fund (LWF)	5 yearly – FY23, FY28, etc	
Charter Hall PFA Fund (PFA)	5 yearly – FY23, FY28, etc plus individual asset divestments	
Retail Partnership No. 2 (RP2)	7 yearly – FY23, etc	
Charter Hall Direct BW Trust (BW Trust)	FY24	FY24
Charter Hall Prime Office Fund (CPOF)	3 yearly – FY24, FY27, etc	
Counter Cyclical Trust (CCT)	FY25	FY25
Charter Hall Direct Office Fund (DOF)	5 yearly – FY25, etc	
Brisbane Square Wholesale Fund (BSWF)	3 yearly – FY25, FY28 etc	
Charter Hall 242 Exhibition St Trust (242X)	3 yearly – FY25, FY28 etc	
Charter Hall Exchanges Trust (CHET)	FY25	
Charter Hall Direct Industrial Fund No. 3 (DIF3)	FY25	
Charter Hall Prime Industrial Fund (CPIF)	3 yearly – FY25, FY28 etc	
Charter Hall DVP Fund (DVP)	7 yearly – FY26, etc plus individual asset divestments	FY26
Long WALE Hardware Partnership (LWHP)	4 yearly – FY26, etc	
Charter Hall Direct Industrial Fund No. 4 (DIF4)	5 yearly – FY27, etc	FY27
Charter Hall PGGM Industrial Partnerships (CHPIP 1 & 2 )	8 yearly – FY27, etc	
Charter Hall Office Trust (CHOT)	FY27	



## Fund key and glossary

### Listed entities

ASX:CHC	Charter Hall Group
ASX:CLW	Charter Hall Long WALE REIT
ASX:CQR	Charter Hall Retail REIT
ASX:CQE	Charter Hall Social Infrastructure REIT

### Direct funds

DOF	Charter Hall Direct Office Fund
PFA	Charter Hall Direct PFA Fund
DIF2, DIF3, DIF4	Charter Hall Direct Industrial Fund series
BW Trust	BW Trust
LWF	Charter Hall Direct Long WALE Fund
WPS1, WPS2	Charter Hall Wholesale Property series
MAXIM	Charter Hall Maxim Property Securities Fund

### Glossary

CAGR	Compound Annual Growth Rate
DI	Development Investments
FUM	Funds Under Management
NTA	Net Tangible Assets
OEPS	Operating Earnings per Security
FM	Funds Management
PI	Property Investments
PIM	Paradise Investment Management
WACR	Weighted Average Cap Rate
WADR	Weighted Average Discount Rate
WALE	Weighted Average Lease Expiry
WARR	Weighted Average Rent Review

### Wholesale funds

BSWF	Brisbane Square Wholesale Fund
CCT	Charter Hall Counter Cyclical Trust
CHAB247	Charter Hall Abacus 247 Adelaide Street Trust
CHAIT	Charter Hall Australian Investment Trust
CHCOT	Charter Hall Canberra Office Trust
CHKIP	Charter Hall Koala Investment Partnership
CHOT	Charter Hall Office Trust
CPOF	Charter Hall Prime Office Fund
CTT	Charter Hall Chifley Tower Trust
CHALWF	Charter Hall ALDI Logistics Wholesale Fund
CLP	Core Logistics Partnership
CHPIP1, CHPIP2	Charter Hall PGGM Industrial Partnerships
CPIF	Charter Hall Prime Industrial Fund
CPRF	Charter Hall Prime Retail Fund
RP1, RP2, RP6	Retail Partnership series
DVAP	Charter Hall DVAP Fund
DVP, DVP2	Charter Hall DVP Fund Series
CHET	Charter Hall Exchanges Trust
CHAPF	Charter Hall Ampol Property Fund
BPH	Charter Hall Bunnings Holding Trust
BPP	Charter Hall bp Partnership
LWHP	Long WALE Hardware Partnership
LWIP, LWIP2	Long WALE Investment Partnership series

## Further information



### Investor Relations

Tel 1300 365 585 (within Australia)  
+61 2 8651 9000 (outside Australia)

Email [reits@charterhall.com.au](mailto:reits@charterhall.com.au)

Presentation authorised by the Board

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