



1H FY25 Results Presentation 13 February 2025

Acknowledgement of Country

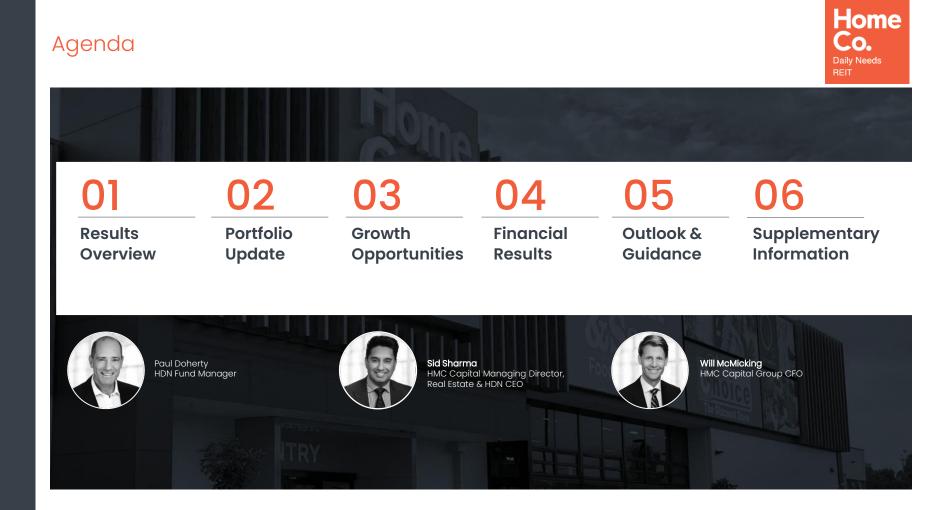
HomeCo. Daily Needs REIT acknowledges the Traditional Custodians of Country throughout Australia and celebrates their diverse culture and connections to land, sea and community. We pay our respect to their Elders part and present and extended that respect to all Aboriginal and Torres Strait Islander peoples.



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Journey of Creation Billy Reynolds (2024) © the artist courtesy Billy Reynolds





0] Results Overview



1H FY25 Performance

Strong top line revenue performance driving FFO/unit & DPU growth



Financials

4.3 cents 4.3 cents

FFO per unit +1.3% vs 1H FY24

DPU +2.5% vs 1H FY24

Operations

>99% Occupancy³ In-line with FY24

NOI growth

quidance

>99% **Rent collection** 1H FY25 contracted

Growth

\$250m

Traditional LFR asset disposals⁴

Sold broadly in line with book values & strong IRR's achieved

\$100m-\$120m

FY25 development commencements ~7% target ROIC⁶

\$200m

Acquisition of high quality Daily Needs Assets⁵ Located in high growth metro areas with significant upside potential

\$650m+

Future Pipeline >20 projects identified

\$1.45

NTA/Unit Underpinned by robust asset

34.6% Pro forma (Dec-24)

Gearing² Mid-point of 30-40% +4.0%+6.1%

rent

Comp property Leasing spreads Consistent with In-line with FY25 FY24 (+6.0%)

> 129 new leases and renewals with low incentives of ~5%

Notes:

All IH FY25 metrics (except fair value) as at 31-Dec-24, includes Menai Marketplace on a 100% basis (\$178.6m which is 50.1% owned by HDN) and excludina ROU asset at Carinabah (\$4.3m) and excludes Loaan, 1, NTA includes the fair value of derivatives, 2, disposals of Ballarat, Warners Bay, Coffs Harbour & Logan. 5. Represents the acquisition of Leppington, Lutwyche and vacant land at Williams Landing. 6. Return on invested capital (ROIC) represents cash yield on cost once development is fully stabilised.

Investment strategy

Owner and developer of strategic last mile infrastructure focused on daily needs & services



Notes

All HF Y25 metrics as at 3-Dec-24, includes Menai Marketplace on a 100% basis and excluding ROU asset at Caringbah (\$4.3m) and excludes Logan. L Based on portfolio composition as at Dec-24. 2. For new leases and renewals. 3. By gross income for signed leases and signed MoUs. 4. Return on Invested Capital (ROIC) represents estimated fully stabilised cash yield on cost. 5. Australian Bureau of Statistics. 6. Includes customer visitation at assets held for sale, includes assets owned within LML Fund I which HDN has an ownership interest in 7. Weighted by gross income. Excludes fuel and services tenants.





02 Portfolio Update



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Property portfolio summary

\$4.8bn portfolio diversified by subsector, tenant and geography

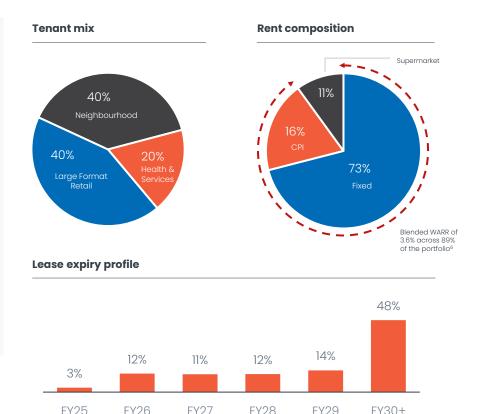


Portfolio Target Key portfolio metrics \$4,819m Portfolio value Landbank (sqm) 2.4m sqm Site coverage WACR¹ 5.62% WALE² 4.8 years Occupancy³ WARR⁴ 3.6% Tenants \$417/sqm Average gross rent⁵ Outgoings recovery rate

HDN's target Model Portfolio is designed to deliver stable and growing property income with low levels of correlation to traditional retail and property sectors

Notes

All 1H FY25 metrics (except fair value) as at 31-Dec-24, includes Menai Marketplace on a 100% basis (\$178.6m which is 50.1% owned by HDN) and excluding ROU asset at Caringbah (\$4.3m) and excludes Logan. 1. Weighted Average Capitalisation Rate by gross income. 2. Weighted Average Lease Expiry by gross income for signed leases and MoUs. 3. By Gross Lettable Area (GLA) and includes rental guarantees, signed leases and MoUs. Excludes land parcels: 4. Weighted Average Rent Reviews includes fixed reviews and CPI linked escalations set over CY24. 5. Based on portfolio composition as at Dec-24. 6. Includes both fixed and CPI escalations. Excludes Supermarket Turnover rent.



Highly defensive and diversified income streams

High quality and diversified portfolio delivering secure and growing cash flow



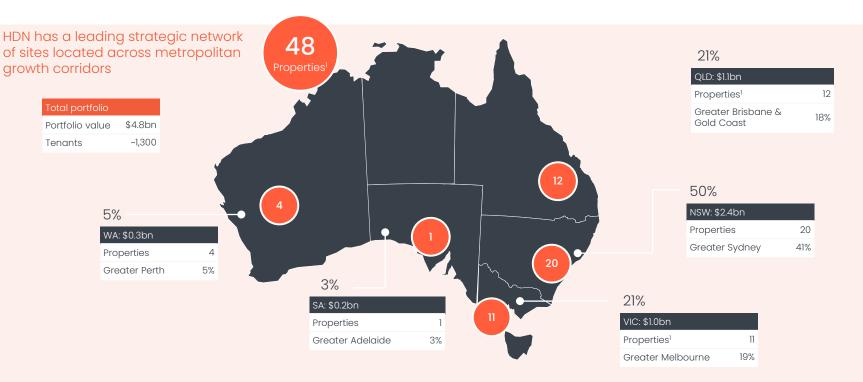


Notes

All IH FY25 metrics as at 31-Dec-24, includes Menai Marketplace on a 100% basis and excluding ROU asset at Caringbah (\$4.3m) and excludes Logan. 1. Based on portfolio composition as at Dec-24.2. By gross income for signed leases and MOUs.

Property portfolio summary

\$4.8bn portfolio diversified by subsector, tenant and geography



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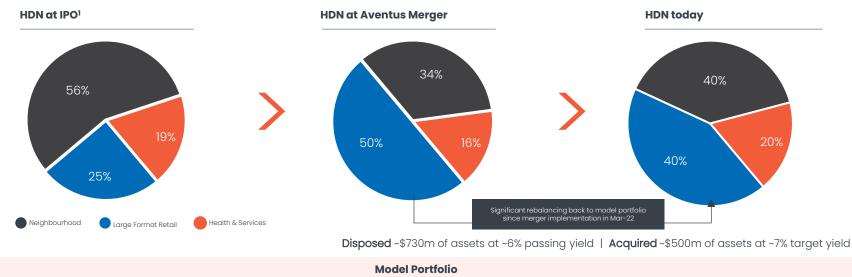
Daily Needs

All IH FY25 metrics (except fair value) as at 31-Dec-24, include Menai Marketplace on an 100% basis (\$178.6m with 50.1% owned by HDN) and excluding ROU asset at Caringbah (\$4.3m) and excludes Logan. 1. Richlands land parcels (108 Pine Road & 159-177 Progress Road) and Armstrong Creek Pad site and land parcel (Lot C) are consolidated into the adjacent head property.

HDN's model portfolio strategy

Continuing to execute on re-weighting back to the model portfolio





~30% Large Format Retail	~50% Neighbourhood	~20% Health & services	
ANACONDA JEHIFI <u>Harvey Norman</u> Spotnight nick <u>scali</u> The Good Guys	Woolworths 6 CHEMIST WITTEHOUSE Officeworks COLOS	Goodlife. Guardian RSPCA* Strvice	

Unique defensive exposure with enhanced diversification and tenant credit quality & low correlation to traditional property sectors

Notes:

Statistics reported from Group level and as at 31 December 2024 unless otherwise stated. L Refer to https://www.hmccapital.com.au/our-commitment/ for further information about HMC Capital's ESG strategy and commitments; 2. Sites that are classified as feasible include assets where we have operational control, and the building infrastructure and architecture is suitable for the proposed sustainability initiative (solar and/or EMS); 3. Includes systems installed for >3 months as at December 2024; 4. As at January 2025; 5. As at 31 December 2024.

Sustainability achievements

Implementing HMC Capital's Sustainability Commitments across our real estate portfolios¹

Environme<u>nt</u>

- On track to exceed FY25 target of 65% of feasible sites to have solar installed², with solar PV now active at 31 HDN sites with a further 7 in design and construction phase
- EMS continues to be rolled out at newly acquired assets where feasible², with current installed sites resulting in >20%³ reduction in energy consumption
- South Nowra and Glenmore Park 4-Star Green Star ratings now submitted, with Mackay rating due to submit later this month
- $\bigcirc~$ HDN portfolio average of 4.2 Star NABERS Energy rating and 5.1 Star NABERS Water rating^4 ~

Social

- 50% gender diversity maintained for independent Board director positions at both HMC Group and HDN level⁵
- Group Reflect Reconciliation Action Plan (RAP) initiatives continuing to progress
- HDN has targeted our social needs program to support youth under 18 years of age, which continues to be supported by the National Partnership between HMC Capital and Eat Up
- HomeCo Healthy Communities initiatives continued across the portfolio

Governance

- HDN awarded 2025 ESG Regional Top-Rated company with Morningstar Sustainalytics
- Responsible investment standards adopted for all acquisitions
- ♂ FY24 ESG KPIs established for leadership team
- ⊘ Third Modern Slavery Statement lodged for HDN
- HDN continues its annual GRESB submission
- HDN representative invited to each Sustainability Committee
- Integrating ASRS sustainability standards in preparation for future mandatory reporting

Our impact themes are aligned with several UN SDGs and their relevant targets or indicators:











03 Growth Opportunities



1H FY25 Leasing

Strong rental reversion & affordable portfolio rents underpin long-term outlook for sustainable and non-cyclical income growth



Average portfolio rents¹ HDN's average portfolio rents are ~30% below Australian (Supermarket & Sub HDN continues to generate leading releasing spreads underpinned by Regional) total leased space national average rents and underpin the strategic network of sites located across metropolitan growth corridors long-term outlook for rental growth HDN Average portfolio rent (\$/sqm) Australian total leased space national average rent (\$/sqm) 540 6.0% 6.0% 526 521 5.7% 4.4% 380 349 335 FY22 FY24 FY21 FY23 1H FY25 FY21 FY22 FY23 FY24 nick**scali** woolworths 6 coles SUNNINGS **JBHIFI** CHEMIST Officeworks Continued focus on remixing tenant base to increase exposure to more defensive daily needs focused retailers and maintaining high exposure to national operators

Releasing spreads

Development projects under construction

Tenant demand-led development strategies expected to achieve +7% ROIC¹





Castle Hill, NSW



Development projects under construction

Southlands remixing strategy delivers a 30% valuation gain since acquisition

٠





Southlands, WA

- The value accretive remix strategy that was identified on acquisition has been implemented
- A Speciality Supermarket Operator has opened and underpins a revitalised fresh food precinct
- The daily needs food offering has been secured to replace the existing entertainment & leisure precinct
- 27 leasing deals completed since acquisition delivering a 15% leasing spread
- Development approval received for a further stage that will deliver an incremental 1,580m² offer received from national retailer with a forecast yield on cost of ~7%



Key asset metrics	
Acquisition Price	\$92.5m
Target valuation ¹	~\$110.0m
Dec-24 independent valuation	\$120.0m
Gross valuation gain	\$27.5
CAPEX	\$14.2m
Net valuation gain	\$13.3m
Estimated end value upon completion / revised target valuation by June-26	~\$130.0m ²

FY25 Development commencements

Targeting \$100-\$120m of pre-committed¹ development commencements in FY25 at ~7%+ ROIC²

Armstrong Creek, VIC

- Tenant led demand from Woolworths for both a Supermarket and new generation E-Store. Woolworths leases to account for 69% of the GLA
- Greater Geelong is the fastest growing regional LGA in Victoria³. Armstrong Creek sits within this growth
 corridor
- The development to supplement an over performing existing neighbourhood centre and newly completed Council Library to entrench the precincts position as the dominant Town Centre in the area
- Aligns with HDN's continued execution on re-weighting back to the model portfolio designed to deliver stable and growing property returns.
- Targeting a 4 Star Green Star building rating

Acquisition price / current valuation	\$92m/\$110m
Estimated capex	~\$52m
Estimated incremental GLA	~8,500sqm
Targeted completion date	1H FY27
Estimated end value upon completion	~\$170m ⁴







FY25 Development commencements (cont.)

Targeting \$100-\$120m of pre-committed¹ development commencements in FY25 at ~7%+ ROIC²



		Caringbah				
		Childcare Centre & Medical facility development on existing excess land ✓ On track to complete in 2H FY26		100% pre-committed ¹	~2,700sqm Incremental GLA	
A an		Upper Coomera				
торау	FUTURE	Childcare Centre development on existing excess land ✓ On track to complete in 1H FY26	~\$9m Capex	100% pre-committed ¹	~2,100sqm Incremental GLA	
5-1-1-1-		A.				
officeworks	Williams Landing	HomeCo Coles D	Belrose Leisure & Lifestyle expansion	Williams Landing Leisure and lifestyle expansion	Lutwyche Value accretive remix strategy	

1. Return on invested capital (ROIC) represents cash yield on cost once development is fully stabilised. Estimated ROIC is based on assumptions relating to future income, valuation, capex and calculated on a fully stabilised basis. 2. Including signed leases an MOUs.



04 Financial Results



Earnings summary 1H FY25 FFO of 4.3 cents per unit



\$ million	1H FY24	1H FY25
Property NOI	136.1	142.2
Distribution from equity-accounted investees	1.0	1.3
Investment management fees ¹	(13.8)	(14.0)
Other corporate expenses	(1.9)	(2.1)
FFO before interest expense	121.4	127.4
Net interest expense	(32.9)	(37.5)
FFO ²	88.5	89.9
Units on issue (wtd avg) (m)	2,076.3	2,081.2
FFO per unit (cents)	4.3	4.3
Distributions per unit (cents)	4.2	4.3

- Strong comp NOI Growth of 4.0% driven by positive leasing spreads of 6.1%, weighted average rent reviews of 3.6% and active expense management
- Development completions also contributed to property NOI growth in 1H FY25
- Robust revenue growth offset by higher interest expense

Balance sheet

Resilient portfolio provides platform for continued asset recycling & organic growth



\$ million	30 Jun 24	31 Dec 24
Cash and cash equivalents	12.4	15.4
Assets held for sale	54.0	115.0
Investment properties ¹	4,607.1	4,733.6
Investment in associates	56.2	50.8
Derivative financial instruments	32.3	15.9
Other	24.3	23.0
Total assets	4,786.3	4,953.7
Borrowings	(1,684.1)	(1,783.4)
Lease liability	(0.2)	(4.3)
Other	(109.5)	(142.7)
Total liabilities	(1,793.8)	(1,930.4)
Net assets	2,992.5	3,023.3
Gearing ²	35.1%	36.0%
Units on issue (m)	2,080.2	2,082.2
NTA per unit (\$) ³	1.44	1.45

- HDN has a robust balance sheet at Dec-24 with net assets of \$3.0bn
- Dec-24 gearing of 36.0% will reduce to 34.6% adjusted for the post Dec-24 contracted sale of Logan LFR, QLD
- Dec-24 NTA was \$1.45 per unit, marginally ahead of Jun-24 due to an increase in portfolio valuation partially offset by a reduction in derivative valuations. Portfolio weighted average cap. rate stayed constant at 5.6%
- Resilient property portfolio has enabled active asset recycling with the divestment of 3 assets, which settled in 1HFY25. These asset disposals were completed broadly in line with book value
- Proceeds from asset disposals were recycled into the development pipeline, acquisition of 2 high quality neighbourhood assets and acquisition of a parcel of land adjoining our existing asset
- HDN will continue to leverage its balance sheet to undertake asset recycling and fund organic growth through its development pipeline, evidenced by the contracted sale of Logan LFR, QLD post Dec-24

Numbers may not total due to rounding. 1. Includes right of use asset of \$4.3m (FY24 \$0.2m). 2. Gearing is defined as Borrowings (excluding unamortised debt establishment costs) less Cash and cash equivalents divided by Total Assets less Right of use assets and Cash and cash equivalents. 3. NTA includes the fair value of derivatives.

Capital management

Strong liquidity of \$75.3m and 36.0% gearing (reducing to 34.6% pro-forma)

\$ million	30 Jun 24	31 Dec 24
Debt summary		
Facility limit (bank debt)1	1,850.0	1,850.0
Drawn debt ²	1,689.2	1,790.1
Weighted avg. tenor (years) ^{1,3}	3.3	2.8
Liquidity		
Senior facility undrawn ¹	160.8	59.9
Cash at bank	12.4	15.4
Total liquidity	173.2	75.3
Key debt metrics		
Gearing ⁴	35.1%	36.0%
Interest coverage ratio (covenant: ICR not less than 2.0x)	3.4x	3.2x
% of debt hedged	87.3%	79.6%
Hedged debt tenor (years)	1.4	0.9
Weighted avg. debt cost (% p.a.) ⁵	4.4%	4.7%

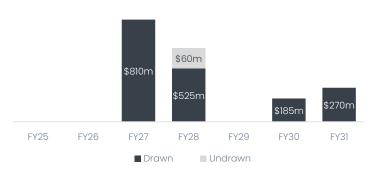
 Dec-24 gearing of 36.0% will reduce to 34.6% adjusted for the post Dec-24 contracted sale of Logan and will be below the midpoint of the target gearing range of 30-40%

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 Hedged debt of 79.6%, which provides strong interest rate protection in FY25. Short duration profile positioned for a lower rates environment

Senior debt maturity profile



Notes

Numbers may not total due to rounding. 1. \$655m re-finance and \$30m facility upsize completed In Jul-24. 2. Based on Dec-24 drawn debt. 3. Based on drawn debt only. 4. Gearing is defined as Borrowings (excluding unamortised debt establishment costs) less Cash and cash equivalents divided by Total Assets less Right of use assets and Cash and cash equivalents. 5. Includes undrawn line fees..



05 Outlook & Guidance



FY25 Outlook and guidance

HDN reaffirms FY25 FFO and DPU guidance of 8.8cpu and 8.5cpu, representing 2.3% growth and 2.4% growth over FY24, respectively

8.8 cents FY25 FFO/unit	8.5 cents FY25 DPU	4.0% Comp NOI growth	~\$100-120m FY25 development commencements		
FY25 Outlook					
Robust Rental Growth Outlook	– Strong top-line revenue growth underpir – Portfolio continuing to achieve retail sect – Targeting comparable NOI growth of 4.0°	tor leading leasing metrics	ows		
Robust Balance Sheet	 Will continue to actively recycle capital to fund organic growth and increase exposure to more defensive and higher growth daily needs assets Interest rate risk mitigated in FY25 with 80% of Dec-24 drawn debt hedged 				
Value Add Development Pipeline	– Underutilised 2.4 million sqm land bank o – Developments targeting ~7%+ ROIC ² – Targeting ~\$100-120m of potential FY25 d		ige and unlock additional embedded value		

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Outlook statements have been made barring any unforeseen circumstances. I. Comparable NOI growth across stabilised assets only. 2. Target Return on Invested Capital (ROIC) represents cash yield on cost. Estimated ROIC is based on assumptions relating to future income, valuation, capex and is calculated on a fully stabilised basis.

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06 Supplementary Information



Additional financial information

Statutory profit to FFO reconciliation

\$ million	1H FY24	1H FY25
Property income	178.7	178.8
Share of (loss)/profit of equity-accounted investees	(0.1)	0.8
Property expenses ¹	(42.5)	(42.3)
Investment management fees ¹	(13.8)	(14.0)
Corporate expenses	(1.9)	(2.0)
Operating EBITDA	120.4	121.3
Fair value movement (net)	(94.6)	35.9
Transaction costs	(0.3)	(0.2)
EBITDA	25.5	157.0
Finance costs (net of interest income)	(36.2)	(40.2)
Statutory Profit/(Loss)	(10.7)	116.8
Add:		
Straight lining and amortisation	3.4	8.0
Fair value movement	94.6	(35.9)
Transaction costs	0.3	0.2
Rent guarantee income	-	0.4
Share of profits of equity accounted investees	0.1	(0.8)
Distributions from equity accounted investees	1.0	1.4
Other items	(0.2)	(0.2)
FFO	88.5	89.9
Units on issue (wtd avg) (m)	2,076.3	2,081.2
FFO per unit (cents)	4.3	4.3

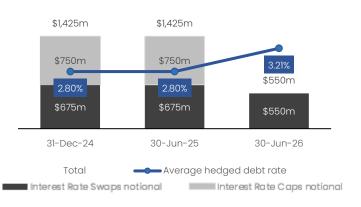
Portfolio value to balance sheet reconciliation

\$ million	31 Dec 24
Portfolio valuation	4,818.8
Right of use asset	4.3
Equity-accounted investments ²	(89.5)
Balance sheet Investment Property valuation	4,733.6

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Interest hedge book



Notes Numbers may not total due to rounding. I. Investment management and property management fees are disclosed on a gross basis. 2. Includes Menai Marketplace.

Portfolio summary metrics



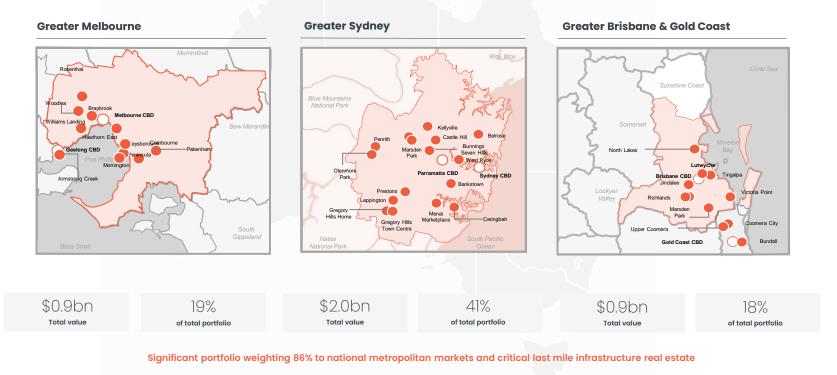
Asset	State	GLA (sqm)	Site area (sqm)	Site Coverage (%) ¹	Occupancy (by area) ²	WALE (by income) ³	Fair Value (\$m)	Cap rate (%)
Operating Armstrong Creek	VIC	12,537	59,065	21%	98%	6.3	110	5.20%
ankstown	NSW	17,422	40,240	43%	100%	5.5	96	5.75%
elrose	NSW	36.816	40,240	43% 83%	100%	3.3	238	5.75%
arose	VIC	15,345	44,205	37%	100%	3.3 6.5	230	5.25%
	QLD							
undall		10,458	16,450	64%	99%	3.9	41	6.25%
unnings Seven Hills	NSW	13,440	22,340	60%	100%	6.5	62	4.75%
itler	WA	17,420	42,173	41%	100%	6.5	50	6.25%
aringbah	NSW	20,857	24,308	86%	100%	3.3	177	5.50%
astle Hill	NSW	50,721	59,920	85%	100%	3.1	420	5.50%
oomera City Centre	QLD	7,338	29,060	25%	99%	5.3	63	5.50%
anbourne	VIC	61,574	194,044	32%	100%	4.2	222	5.75%
lenbrook	WA	12,133	30,002	40%	100%	6.0	27	6.25%
enmore Park Town Centre	NSW	19,672	45,862	43%	100%	6.2	192	5.25%
regory Hills Home Centre	NSW	11,607	26,690	43%	100%	5.4	51	5.50%
regory Hills Town Centre	NSW	11,715	46,280	25%	100%	6.6	101	5.25%
awthorn East	VIC	11,492	28,300	41%	100%	5.3	70	5.25%
ndalee	QLD	26,434	72,030	37%	100%	3.1	211	5.50%
ondalup	WA	17,275	44,260	39%	100%	5.9	62	6.25%
ellyville West	NSW	7,843	16,350	48%	100%	7.7	80	5.25%
sborough	VIC	11,831	35,610	33%	100%	7.2	46	5.75%
tara South	NSW	29,112	53,390	55%	100%	3.5	175	5.50%
ppington	NSW	7,978	31,360	25%	100%	7.5	76	5.25%
twyche	QLD	22,072	22,310	99%	93%	4.9	119	7.00%
ackay	QLD	19,866	108,730	18%	100%	6.8	69	6.00%
arsden Park (South)	NSW	11,499	34,920	33%	100%	4.4	62	5.25%
arsden Park - (North)	NSW	19,781	39,900	50%	100%	4.4	137	5.25%
arsden Park QLD	QLD	8,221	58,010	14%	99%	7.4	67	5.75%
enai Marketplace	NSW	17.044	52,450	32%	96%	5.3	90	5.50%
ile End	SA	33,906	71,320	48%	100%	3.8	159	5.75%
ornington	VIC	11,225	35,030	32%	100%	7.1	61	5.25%
orth Lakes	QLD	11,399	39,910	29%	100%	6.3	48	5.75%
akenham	VIC	28.949	76.220	38%	100%	4.1	111	5.75%
eninsula	VIC	33,418	84,670	39%	100%	3.4	150	5.75%
enrith	NSW	12,491	30,150	41%	92%	3.6	67	5.50%
estons	NSW	5,192	15,790	33%	100%	5.4	44	5.25%
chlands	QLD	12,769	91.840	14%	94%	8.2	66	6.25%
psenthal	VIC	4,780	17,733	27%	100%	4.6	34	5.25%
outhlands Boulevarde	WA	22.734	60.899	37%	99%	6.0	120	6.50%
outh Nowra	NSW			40%	100%		37	5.75%
	QLD	11,202	28,000	40%	99%	6.3		
igalpa		10,365	27,720			3.1	46	5.50%
owoomba South	QLD	12,947	32,248	40%	100%	3.4	46	6.00%
ggerah	NSW	38,421	127,410	30%	100%	3.3	147	5.75%
per Coomera	QLD	14,113	48,040	29%	100%	4.4	63	5.90%
ctoria Point	QLD	20,888	76,080	27%	98%	7.3	147	5.25%
ncentia	NSW	9,578	121,600	8%	100%	5.5	80	5.75%
est Ryde	NSW	6,392	8,766	73%	100%	9.3	63	5.50%
illiams Landing	VIC	10,944	41,947	26%	99%	5.9	70	6.50%
oodlea	VIC	8,540	26,705	32%	100%	7.1	60	5.25%
otal Portfolio		849.754	2.381.809	36%	99%	4.8	4.819	5.62%

Notes: All IH FY25 metrics (except fair value) as at 31-Dec-24, includes Menai Marketplace on a 100% basis (\$178.6m which is 50.1% owned by HDN) and excluding ROU asset at Caringbah (\$4.3m) and excludes Logan. 1. Ratio of GLA to site area, where GLA does not include carparks. 2. By GLA and includes rental guarantees, signed leases and MOUs. 3. By gross income for signed leases and signed MOUs.

HDN owns strategic last mile infrastructure

Strategic footprint spanning 2.4m sqm in Australia's leading metropolitan markets & growth corridors with 86% of assets located in capital cities





Further Information



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Disclaimer

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