



Home Co.
Daily Needs
REIT

1H FY24 Results Presentation

16 February 2024

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 past and present and extend that respect to all Aboriginal and Torres Strait Islander peoples today.

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Journey Tracks to Sacred Sites
Tony Sorby (2021)
© the artist courtesy Kate Owen Gallery





Rosenthal (VIC)

Agenda.

1 Results Overview

2 Portfolio Update

3 Growth Opportunities

4 Financial Results

5 Outlook & Guidance



Sid Sharma
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& HDN CEO*



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*HMC Capital
Group CFO*



Paul Doherty
*HDN Fund
Portfolio Manager*



Hawthorne East (VIC)

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Results Overview

1H FY24 Performance

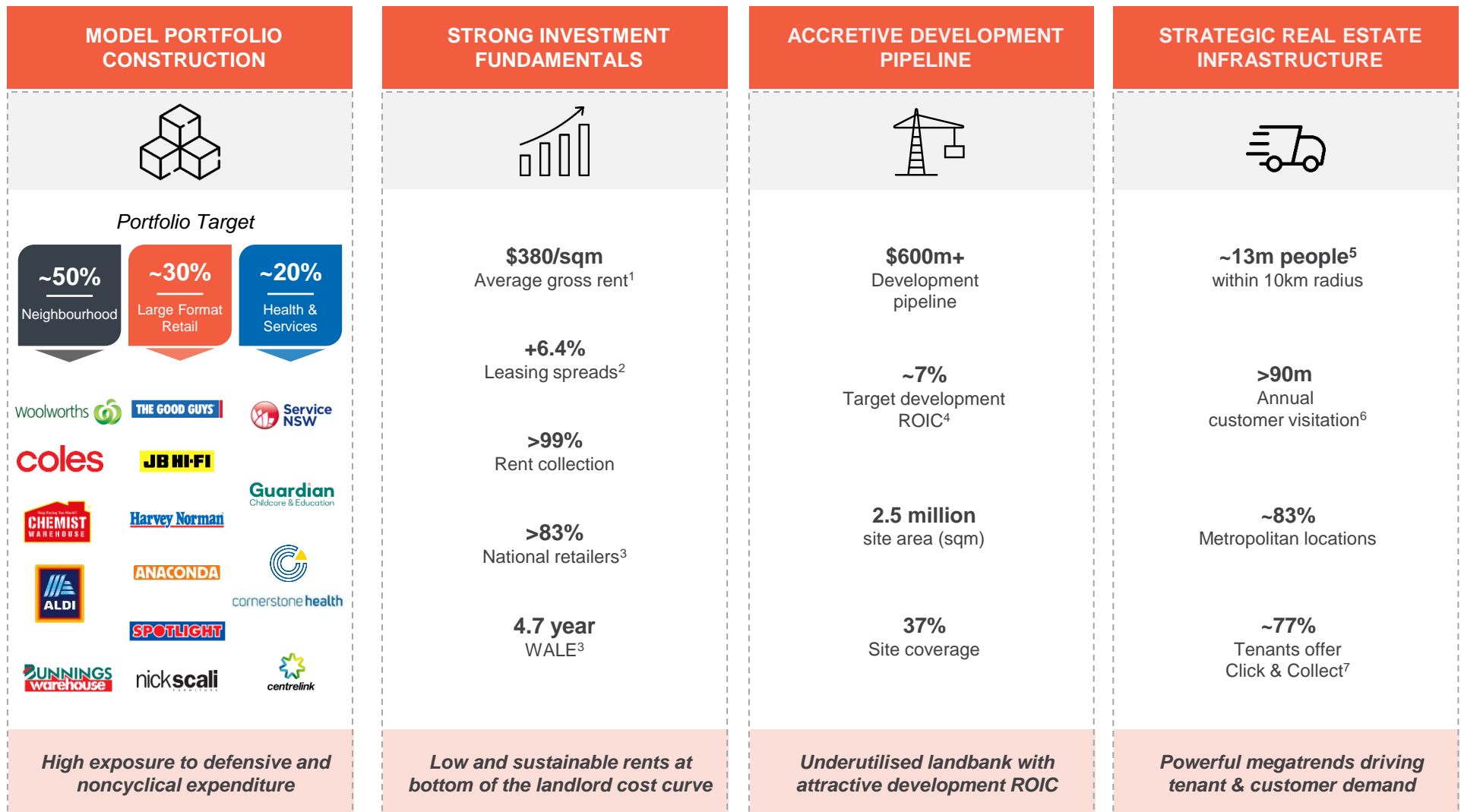
Period of active capital recycling and strong underlying NOI growth driven by improved leasing fundamentals, CPI-linked income and development completions

FINANCIAL	ASSET MANAGEMENT	INVESTMENT
<p>4.3 cpu 1H FY24 FFO FY24 FFOpu guidance of 8.6 cents reaffirmed</p>	<p>>99% OCCUPANCY In line with Jun-23⁴</p>	<p>\$302m TRADITIONAL LFR ASSET DISPOSALS⁵ Sold broadly in line with book value & strong IRR's achieved</p>
<p>\$1.44 NTA/Unit Strong NOI growth partially offsetting modest easing in cap rate¹</p>	<p>>99% RENT COLLECTION 1H FY24 contracted rent</p>	<p>\$161m ACQUISITION OF 2 BRAND NEW DAILY NEEDS ASSETS IN WESTERN SYDNEY⁶ Located in high growth metro areas Re-weighting to model portfolio</p>
<p>34.3% GEARING² Lower end of 30-40% target range \$212m total available liquidity</p>	<p>+4.0% COMP PROPERTY NOI GROWTH Consistent with FY24 guidance</p>	<p>~\$70m ACTIVE DEVELOPMENTS ON TRACK TO COMPLETE IN 2H FY24 ~7% target ROIC⁷</p>
<p>92.4% INTEREST RATE HEDGING Dec-23³</p>	<p>+6.4% LEASING SPREADS Versus 6.0% at Jun-23 89 new leases and renewals with low incentives</p>	<p>\$600m+ FUTURE PIPELINE >20 projects identified</p>

Notes: All 1H FY24 metrics (except for portfolio value) as at 31-Dec-23, include McGraths Hill and Menai Marketplace on an 100% basis (\$57.0m and \$175.0m with 25.3% and 50.1% owned by HDN respectively) and excluding ROU assets at Parafield and Caringbah (\$10.8m). Pro-forma adjustments exclude assets held for sale and include the acquisition Kellyville & Leppington. 1. NTA includes the fair value of derivatives. 2. Gearing is defined as Borrowings (excluding unamortised debt establishment costs) less cash divided by Total Assets less Right of use assets and Cash and cash equivalents. 3. Based on drawn debt as at Dec-23. 4. By GLA and includes rental guarantees, signed leases and MoUs. 5. Represents disposals of Midland, Epping, Box Hill, Parafield, Lismore and a further confidential asset. 6. Represents acquisition of Kellyville, Leppington and an additional parcel of land at Coomera Grand. 7. 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.

Investment strategy

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



Notes: All 1H FY24 metrics (except for portfolio value) as at 31-Dec-23, include McGraths Hill and Menai Marketplace on an 100% basis (\$57.0m and \$175.0m with 25.3% and 50.1% owned by HDN respectively) and exclude ROU assets at Parafield and Caringbah (\$10.8m). Pro-forma adjustments exclude assets held for sale and exclude the acquisition Kellyville & Leppington. 1. Based on portfolio composition as at Dec-23. 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 stabilized cash yield on cost. 5. Australian Bureau of Statistics. 6. Includes customer visitation at assets held for sale. 7. Weighted by gross income. Excludes fuel and services tenants.



Leppington (NSW)

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2. Portfolio Update

Property portfolio summary

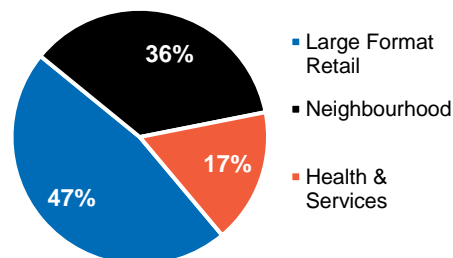
\$4.7bn portfolio diversified by subsector, tenant and geography

Platform Overview

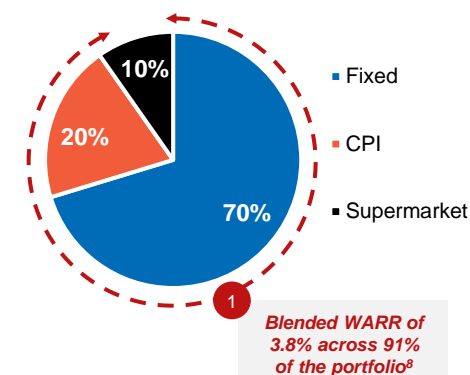
Key portfolio metrics

Portfolio value	\$4,678m	
Landbank (sqm)	2.5m sqm	
Site coverage	37%	
WACR ¹	5.57%	
WALE ²	4.7 years	
Occupancy ⁴	>99%	
WARR Fixed ^{2,5}	3.5%	3.8%
WARR CPI ^{2,6}	4.7%	
Tenants	~1,200	
Average gross rent ⁷	\$380/sqm	
Outgoings recovery rate	~60%	

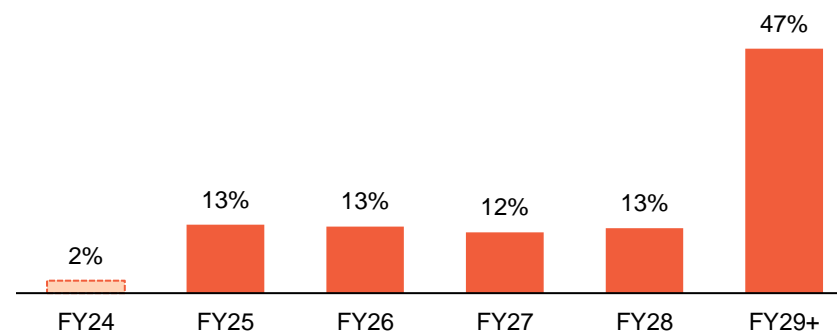
Tenant mix



Rent composition



Lease expiry profile^{2,3}







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 FY24 metrics (except for portfolio value) as at 31-Dec-23, include McGraths Hill and Menai Marketplace on an 100% basis (\$57.0m and \$175.0m with 25.3% and 50.1% owned by HDN respectively) and exclude ROU assets at Parafield and Caringbah (\$10.8m). Pro-forma adjustments exclude assets held for sale and include the acquisition of Kellyville & Leppington. 1. Weighted Average Capitalisation Rate by gross income. 2. Weighted Average Lease Expiry by gross income for signed leases and MoUs. 3. Lease expiry profile includes MOU's and leases signed as at 9-Feb-24. 4. By Gross Lettable Area (GLA) and includes rental guarantees, signed leases and MoUs. Excludes land parcels. 5. Weighted Average Rent Reviews on 70% Group tenants that are contracted under fixed escalation rental agreements. 6. Weighted Average Rent Reviews based on CPI-linked escalations set over 30-Jun-23 to 31-Dec-23. 7. Based on portfolio composition as at Dec-23. 8. Includes both fixed and CPI escalations. Excludes Supermarket Turnover rent.

Robust operational performance

Strengthening operational performance underpinned by tenant demand for omni-channel last-mile infrastructure in Australia's leading growth corridors

<p>1</p> <p>STRONG RENT COLLECTION AND GROWTH</p>		<p>Occupancy</p> <p>>99%</p> <p>for 1H FY24¹</p>	<p>Cash collection</p> <p>>99%</p> <p>for 1H FY24</p>	<p>Comp Property NOI</p> <p>+4.0%</p> <p>vs 3.8% at 30-Jun-23²</p>
<p>2</p> <p>ROBUST TENANT DEMAND</p>		<p>Leasing spreads³</p> <p>+6.4%</p> <p>89 new leases & renewals</p>	<p>Incentives⁴</p> <p>5.2%</p> <p>Low incentives down vs. Jun-23</p>	<p>Leasing</p> <p>58,748m²</p> <p>28,306m² development leasing</p>
<p>3</p> <p>RESILIENT TENANT PERFORMANCE</p>		<p>Foot Traffic Growth YoY</p> <p>~5%</p> <p>Comp growth vs 1H FY23</p>	<p>Tenant MAT growth vs. Pre-Covid</p> <p>~20%</p> <p>Comp growth vs. CY19</p>	<p>Tenant MAT growth</p> <p>+0.4%</p> <p>Comp growth vs. 31-Dec-22⁵</p>
<p>4</p> <p>FORTIFYING RENTAL BASE</p>		<ul style="list-style-type: none"> Continued focus on remixing tenant base to increase exposure to more defensive daily needs focused retailers and maintaining high exposure to national operators Capital recycling throughout the period accelerated the re-weighting to non-discretionary income streams less correlated to the broader economic cycle 		

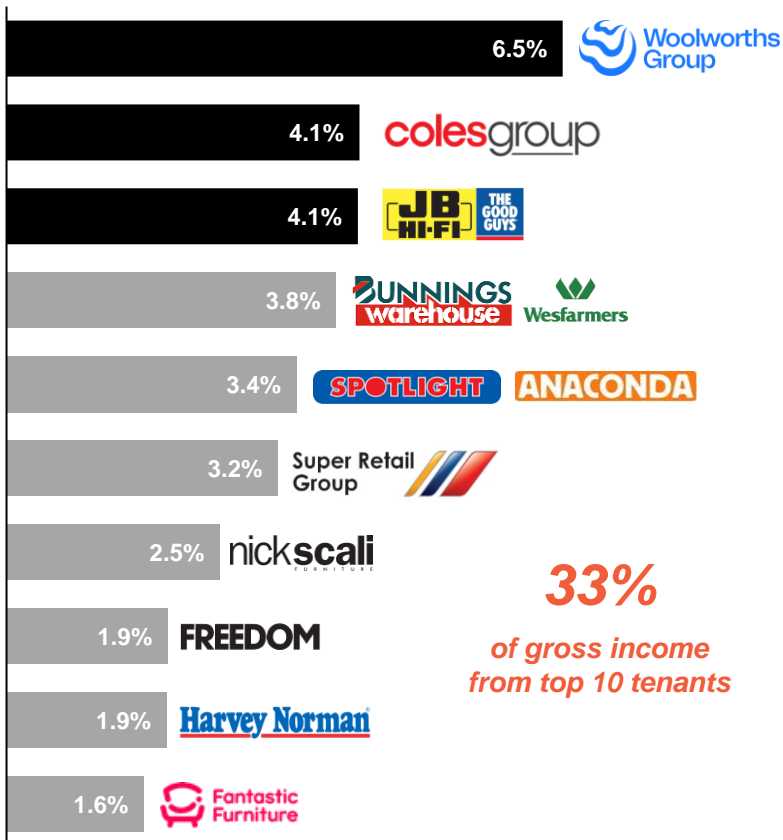
Notes: All 1H FY24 metrics (except for portfolio value) as at 31-Dec-23, include McGraths Hill and Menai Marketplace on an 100% basis (\$57.0m and \$175.0m with 25.3% and 50.1% owned by HDN respectively) and exclude ROU assets at Parafield and Caringbah (\$10.8m). Pro-forma adjustments exclude assets held for sale and include the acquisition of Kellyville & Leppington. 1. By GLA and includes rental guarantees, signed leases and MoUs. Excludes land parcels. 2. Relates to like for like centres. 3. For new leases and renewals, includes assets disposed throughout period. 4. As a percentage of gross rent over lease term. 5. Relates to tenants trading for more than +24 months. Moving Annual Turnover for the year ended 31-Dec-23 versus Moving Annual Turnover for the year ended 31-Dec-22 and excludes Leppington and Kellyville which are due to settle in 2H FY24.

Highly defensive and diversified income streams

High quality and diversified portfolio delivering secure and growing cash flow



Top 10 tenants – by gross income²



Portfolio subsectors – gross income split and key tenants¹



Notes: All 1H FY24 metrics (except for portfolio value) as at 31-Dec-23, include McGraths Hill and Menai Marketplace on a 100% basis (\$57.0m and \$175.0m with 25.3% and 50.1% owned by HDN respectively) and exclude ROU assets at Parafield and Caringbah (\$10.8m). Pro-forma adjustments exclude assets held for sale and include the acquisition of Kellyville & Leppington. 1. Based on portfolio composition as at Dec-23. 2. By gross income for signed leases and MOUs. 3. Weighted Average Rent Reviews for tenants contracted under fixed escalation rental agreements is 3.5%. Weighted Average Rent Reviews based on CPI-linked escalations set over FY23 is 4.7%. 4. Excludes Supermarkets that have fixed or CPI reviews.

Sustainability Achievements

Implementing HMC Capital's Sustainability Commitments across the HDN portfolio

Environmental

- ✓ On track with Net Zero Energy Roadmap targets with 30% reduction in Scope 1 & 2 carbon emissions in FY24¹
- ✓ Solar PV now active in 12 sites, with 15 sites in design and construction
- ✓ On track for EMS to be installed for all remaining feasible HDN sites in FY24, with current installed sites resulting in ~22%² reduction in energy consumption
- ✓ South Nowra, Mackay & Glenmore Park developments targeting 4 Star Green Star rating
- ✓ Portfolio average of 4.2 Star NABERS Energy rating and 5.4 Star NABERS Water rating
- ✓ LED lighting conversion progressing across portfolio, with ongoing roll-out plans committed

Social

- ✓ 50% gender diversity achieved organisation-wide and for independent board director positions
- ✓ *Reflect* Reconciliation Action Plan now endorsed by Reconciliation Australia with Group RAP initiatives underway
- ✓ HDN representative invited to each Sustainability Committee
- ✓ National Partnership with Eat Up commenced, with initiative planning underway across various assets
- ✓ Continuing our HomeCo Healthy Communities initiatives across our centres



Governance

- ✓ Awarded 2024 ESG Regional Top-Rated company with Morningstar Sustainability
- ✓ Member of ANREV and GBCA
- ✓ Responsible investment standards adopted for all acquisitions
- ✓ FY24 ESG KPIs established for leadership team
- ✓ Lodged second Modern Slavery Statement
- ✓ Second GRESB rating submission filed
- ✓ GRI Reporting Framework standards adopted



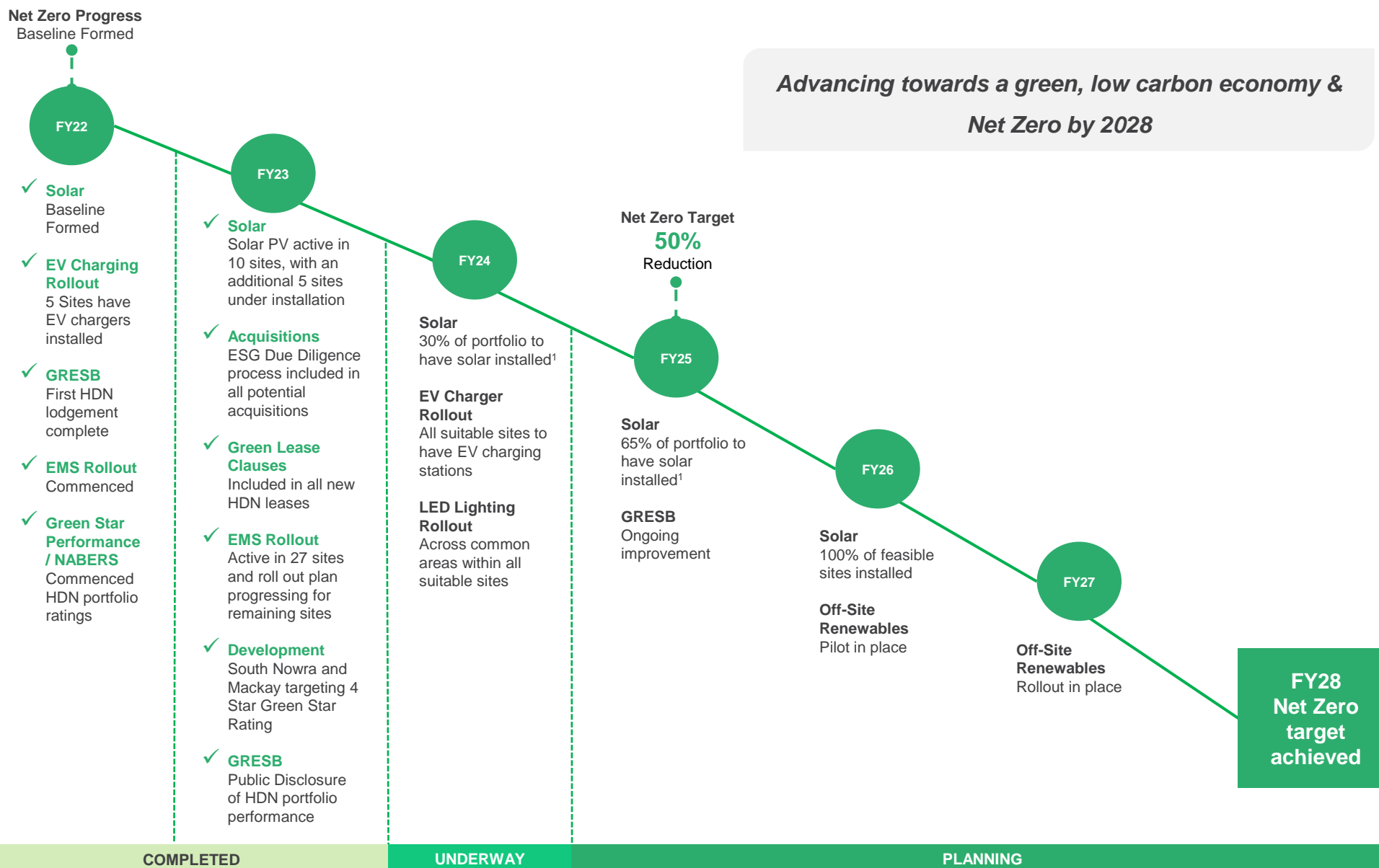
Our impact themes are aligned with several UN SDGs and their relevant targets or indicators:



Notes: 1. HMC Capital managed assets where the tenant is responsible for electricity consumption are excluded from the dataset and based on FY22 baseline. 2. Based on sites installed for more than 3 months as at November 2023.

Sustainability Progress

Net Zero Energy Roadmap



Notes: 1. % of feasible solar sites



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Glenmore Park (NSW)

3. Growth Opportunities

\$463m of accretive capital recycling in 1H FY24

Acquisition of 2 brand new daily needs assets in high growth Western Sydney locations funded by the disposal of traditional LFR assets in-line with book value

Disposals			
Property	State	Settlement	Sale proceeds
Settled 1H FY24			
Midland	WA	1Q FY24	\$145m
Epping ¹	VIC	1Q FY24	
Assets settling in 2H FY24			
Box Hill	VIC	3Q FY24	\$157m
Parafield	SA	3Q FY24	
Lismore	NSW	4Q FY24	
(Confidential)	-	-	
Total asset sale proceeds			\$302m
Combined premium / (discount) to book value			(1)%
Blended passing yield on exit			5.4%

Acquisitions	
Kellyville, NSW	
	<ul style="list-style-type: none"> ▪ Kellyville neighbourhood centre (Sydney, NSW) ▪ New development by Woolworths, opened Dec-23 ▪ Acquisition price of \$78.4m ▪ 5.4% initial yield ▪ 7,795m² GLA ▪ Settlement expected in 3Q FY24
Leppington, NSW	
	<ul style="list-style-type: none"> ▪ Leppington neighbourhood centre (Sydney, NSW) ▪ New development by Woolworths, opened Aug-23 ▪ Acquisition price of \$74.7m ▪ 5.4% initial yield ▪ 7,962m² GLA ▪ Settlement expected in 4Q FY24
Total proceeds re-invested²	\$161m
Total site area	47,757m²
Target IRR	>10%

Capital recycling improves asset & income quality, and increases exposure to Western Sydney growth corridors

Notes: 1. Final tranche of Epping sale settled in 1Q FY24. 2. Includes the acquisition of an additional land parcel at Coomera Grand for \$11.5m

HDN development pipeline overview

\$600m value accretive development pipeline remains key long-term embedded growth driver for HDN



Pipeline continues to offer compelling risk adjusted returns

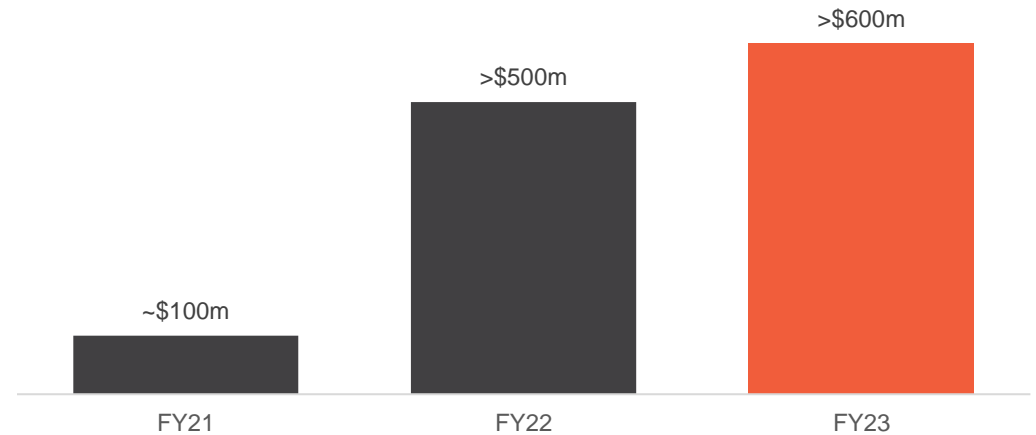


Accelerating remixing towards more defensive daily needs tenants



Tenant demand led development projects

HDN Development pipeline evolution



\$600m+
INVESTMENT OPPORTUNITIES

~\$70m

WORK IN PROGRESS ACROSS 4 PROJECTS

- ✓ Glenmore Park (NSW)
- ✓ Mackay (QLD)
- ✓ Gregory Hills Home (NSW)
- ✓ Other projects

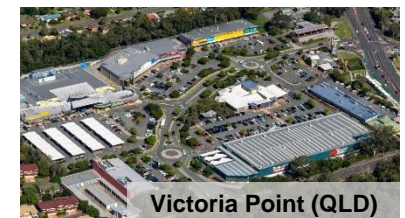
~\$535m+

ACTIVE PLANNING ACROSS 22 PROJECTS

\$125m+
MINOR PROJECTS



\$395m+
MAJOR PROJECTS

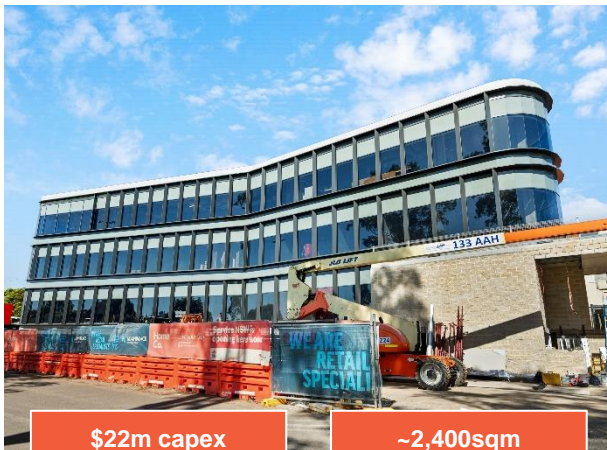


Development projects remain on track

100% pre-committed¹ tenant demand-led development strategies expected to achieve ~7% ROIC² & valuation uplift of ~\$15m

Glenmore Park, NSW

4 level Health & Services precinct anchored by Service NSW



\$22m capex
(~\$3m remaining)

~2,400sqm
additional GLA



On track for completion in 2H FY24

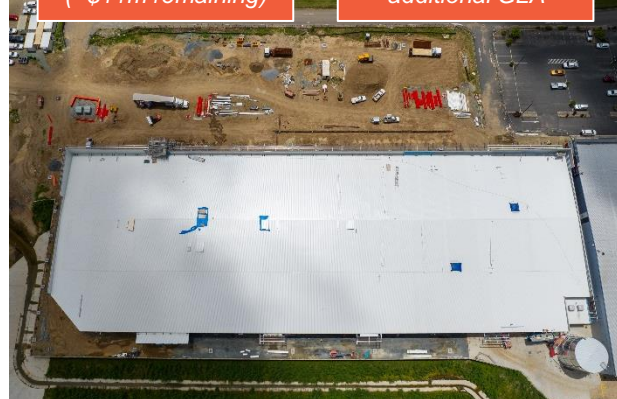
Mackay, QLD

Construction of additional leisure & lifestyle precinct



\$34m capex
(~\$11m remaining)

~8,000sqm
additional GLA



On track for completion in 2H FY24

Gregory Hills Home, NSW

Pad site development



\$9m capex
(~\$2m remaining)

~2,000sqm
additional GLA



On track for completion in 2H FY24

Notes: 1. Including signed leases and MOUs. 2. 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.

Near term value enhancement strategies

Example of repeatable & high ROIC strategy which is expected to drive incremental portfolio gains

Southlands Boulevard (WA)

1 ACQUIRED IN FY23

Acquisition price of \$92.5m

- Rare triple supermarket anchored centre with development upside
- Acquisition price of \$92.5m, representing a fully-let yield of ~8%
- Immediately FFO accretive

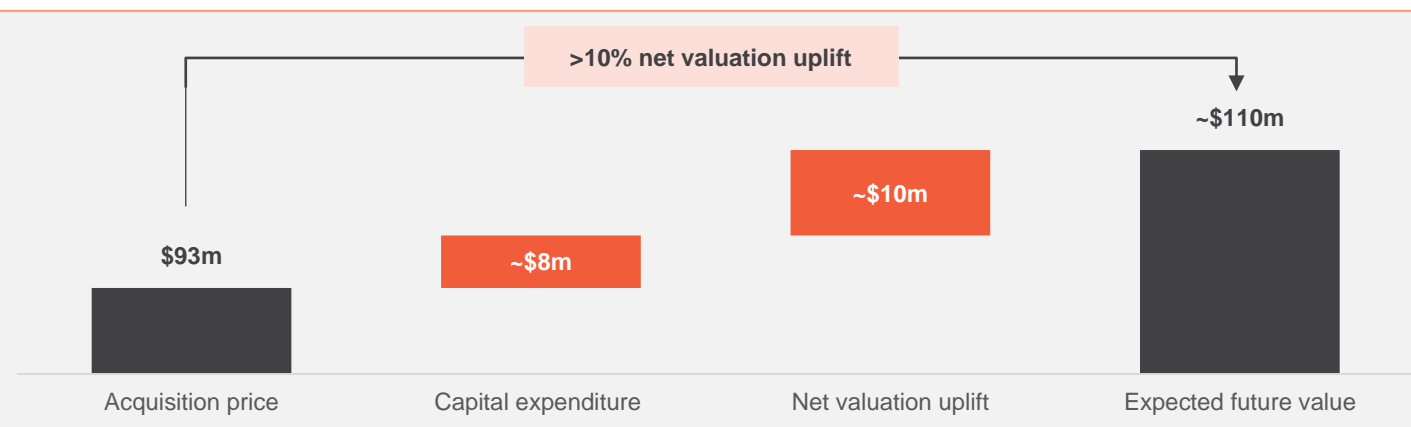
2 VALUE ACCRETIVE REMIX STRATEGY IDENTIFIED

Forecast capex of \$7.6m

- Identified 2 underperforming precincts in the centre that were suboptimal
- HDN secured agreements with high traffic generating mini major tenants to introduce into underperforming precincts
 - Specialty Supermarket to anchor a revitalised fresh food precinct; and
 - Daily needs food offering to replace existing entertainment & leisure precinct

3 STRATEGY EXPECTED TO DELIVER STRONG FUTURE RETURNS

Future expected net valuation uplift of ~\$10m¹ driven by rental growth



Notes: 1. Based on internal estimates, assumes exit cap rate is consistent with entry.

FY24 development opportunities

Target >\$120m of FY24 commencements at ~7% ROIC¹ will be assessed against preference to maintain balance sheet strength and other opportunistic capital deployment initiatives

Development Opportunities

	Project	Description	GLA (sqm)
DA APPROVED	Cranbourne (VIC)	Leisure & lifestyle repurpose opportunity	~31,000sqm
	Marsden Park (NSW)	Centre expansion opportunity	
	Marsden Park (QLD)	Centre expansion opportunity	
	Toowoomba (QLD)	Childcare Centre development opportunity	
	Tuggerah (NSW)	Leisure & lifestyle precinct expansion on excess land	
	Upper Coomera (QLD)	Childcare Centre development opportunity	
	Vincentia (NSW)	Multi-stage expansion opportunity	

	Project	Description	GLA (sqm)
IN PLANNING	Armstrong Creek (VIC)	Town Centre development	~30,000sqm
	Belrose (NSW)	Centre expansion opportunity	
	Caringbah (NSW)	Remix to include medical & childcare	
	Castle Hill (NSW)	Centre expansion opportunity	
	Southlands Boulevard (WA)	Leisure and lifestyle precinct expansion	
	Victoria Point (QLD)	Daily Needs expansion opportunity	

HDN has multiple projects which could commence in FY24 to achieve ~\$120m of targeted commencements



Gregory Hills (NSW)

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4. Financial Results

Earnings summary

1H FY24 FFO of 4.3 cents per unit

<i>\$ million</i>	1H FY23	1H FY24
Property NOI	129.1	136.1
Distribution from equity-accounted investees	0.2	1.0
Investment management fees ¹	(13.9)	(13.8)
Other corporate expenses	(1.6)	(1.9)
EBITDA	113.8	121.4
Net interest expense	(24.4)	(32.9)
FFO²	89.4	88.5
Units on issue (wtd avg) (m)	2,069.2	2,076.3
FFO per unit (cents)	4.3	4.3
Distributions per unit (cents)	4.2	4.2

- Strong comp NOI Growth of 4.0% driven by re-leasing spreads of 6.4%, weighted average rent reviews of 3.8% driven by higher CPI-linked escalations, and active expense management.
- Development completions also contributed to property NOI growth in 1H FY24
- Robust revenue growth offset by higher interest expense

Balance sheet

Resilient portfolio valuation provides platform for continued asset recycling and organic growth

\$ million	Jun-23	Dec-23
Cash and cash equivalents	16.2	14.6
Assets held for sale	15.8	157.3
Investment properties ¹	4,659.0	4,433.0
Investment in associates	57.8	56.7
Derivative financial instruments	59.0	32.3
Other	17.6	20.3
Total assets	4,825.4	4,714.2
Borrowings	(1,632.2)	(1,616.3)
Lease liability	(11.3)	(11.1)
Other	(105.8)	(103.7)
Total liabilities	(1,749.3)	(1,731.1)
Net assets	3,076.1	2,983.1
Gearing ²	33.8%	34.3%
Units on issue (m)	2,074.4	2,077.8
NTA per unit (\$) ³	1.48	1.44

- HDN has a robust balance sheet at Dec-23 with net assets of \$3.0bn and gearing of 34.3%
- Assets held for sale include Box Hill, Parafield, Lismore and a confidential asset which has been exchanged
- Dec-23 NTA was \$1.44 per unit, recording a modest 3% reduction vs Jun-23 due to a reduction in derivative valuations and an increase in portfolio cap. rate from 5.5% to 5.6%
- Resilient property portfolio has enabled active asset recycling with the divestment of 2 non-core assets, which settled in 1H FY24, and a further 4 exchanged and due to settle in 2H FY24. These asset disposals were completed broadly in line with book value
- HDN will continue to leverage its balance sheet to undertake asset recycling and fund organic growth through its development pipeline

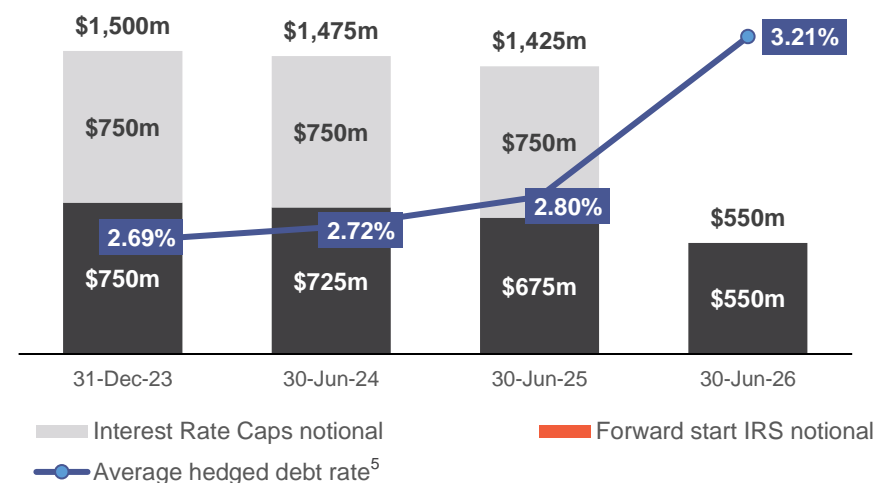
Capital management

Strong liquidity of \$212m and 92% hedged debt

\$ million	Jun-23	Dec-23
Debt summary		
Facility limit (bank debt)	1,820.0	1,820.0
Drawn debt ¹	1,639.1	1,622.7
Weighted avg. tenor (years) ²	2.2	2.4
Liquidity		
Senior facility undrawn	180.9	197.3
Cash at bank	16.2	14.6
Total liquidity	197.1	211.9
Key debt metrics		
Gearing ³	33.8%	34.3%
Interest coverage ratio (covenant: ICR not less than 2.0x)	4.2x	3.5x
% of debt hedged	91.5%	92.4%
Hedged debt tenor (years)	2.4	1.9
Weighted avg. debt cost (% p.a.) ⁴	3.9%	4.3%

- Dec-23 gearing of 34.3% is at the lower end of the target gearing range of 30-40%
- Hedged debt of 92.4%, which provides strong interest rate protection in FY24 and FY25
- \$710m of senior debt refinanced during period resulting in an improvement in credit margin

Interest hedge book



Notes: Numbers may not total due to rounding. 1. Based on Dec-23 drawn debt. 2. Based on drawn debt only. 3. 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. 4. Includes undrawn line fees. 5. Represents the weighted-average rate of the interest hedge book.



Gregory Hills Town Centre (NSW)



5. Outlook & Guidance

FY24 Outlook and guidance

FFO/unit & DPU guidance reaffirmed

FY24 OUTLOOK	
ROBUST RENTAL GROWTH OUTLOOK	<ul style="list-style-type: none"> Strong top-line revenue growth underpinned by high quality and defensive cash flows Portfolio continuing to achieve retail sector leading leasing metrics Targeting comparable NOI growth of 4.0% in FY24¹
ROBUST BALANCE SHEET	<ul style="list-style-type: none"> Will continue to actively recycle capital to fund organic growth and increase exposure to more defensive and higher growth daily needs assets (e.g. Kellyville and Leppington) Interest rate risk mitigated in FY24 with >92% of Dec-23 drawn debt hedged
VALUE ADD DEVELOPMENT PIPELINE	<ul style="list-style-type: none"> Underutilised 2.5 million sqm land bank creates opportunity to increase site coverage and unlock additional embedded value Developments targeting 7%+ ROIC² Target >\$80m developments on track to complete in FY24 >\$120m of potential FY24 development commencements

FY24 GUIDANCE
<p>8.6 cents FY24 FFO/unit</p>
<p>8.3 cents FY24 DPU</p>

Notes: Outlook statements have been made barring any unforeseen circumstances. 1. 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.



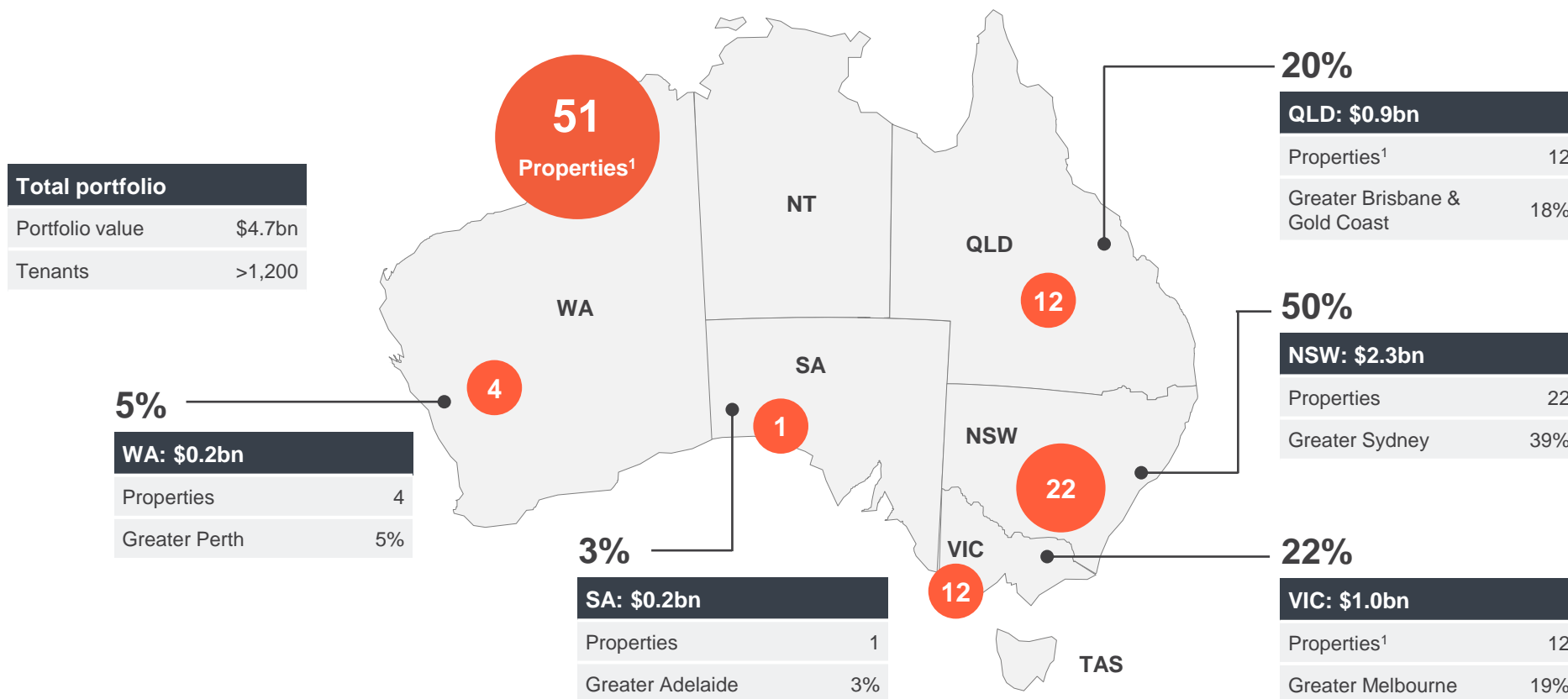
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Belrose (NSW)

6. Supplementary Information

National portfolio

Critical last mile infrastructure supporting omni-channel retailing and fulfilment across Australia



HDN has a leading strategic network of sites located across metropolitan growth corridors

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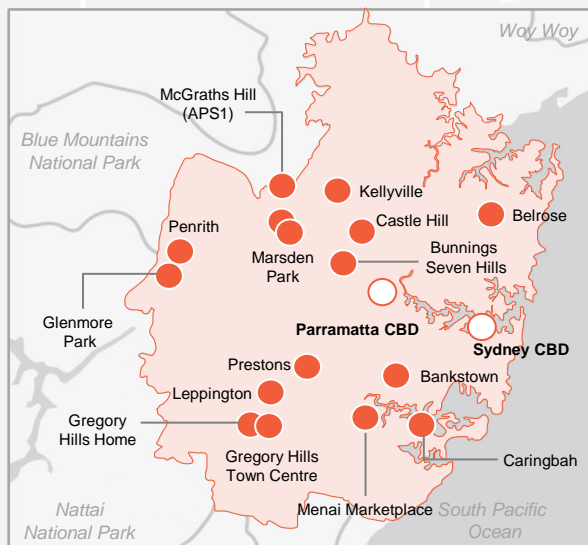
HDN owns strategic last mile infrastructure

Strategic footprint spanning 2.5m sqm in Australia's leading metropolitan markets & growth corridors with 80% of assets located in capital cities

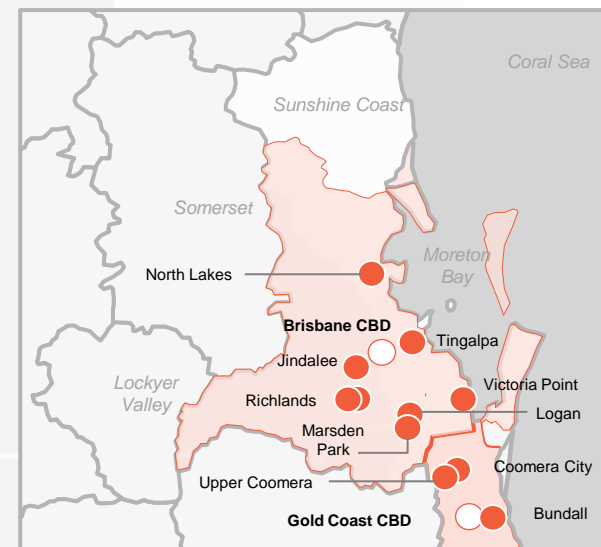
Greater Melbourne



Greater Sydney



Greater Brisbane & Gold Coast



\$0.9bn

Total value

19%

of total portfolio

\$1.8bn

Total value

39%

of total portfolio

\$0.9bn

Total value

18%

of total portfolio

Significant portfolio weighting 84% to national metropolitan markets and critical last mile infrastructure real estate

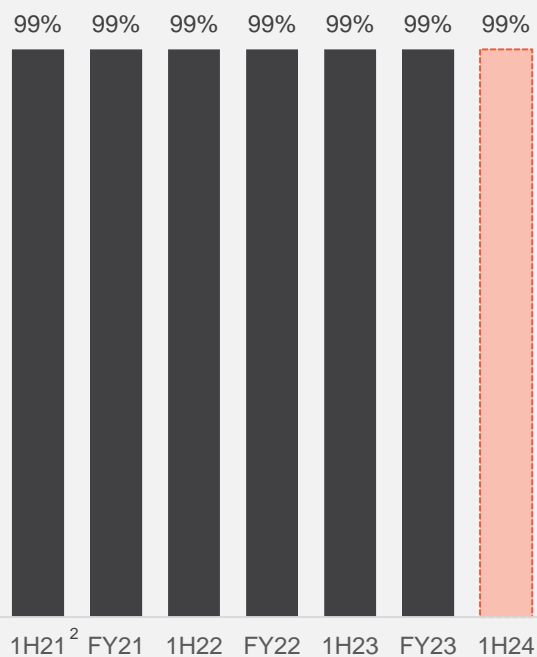
Notes: All 1H FY24 metrics (except for portfolio value) as at 31-Dec-23, include McGraths Hill and Menai Marketplace on an 100% basis (\$57.0m and \$175.0m with 25.3% and 50.1% owned by HDN respectively) and exclude ROU assets at Parafield and Caringbah (\$10.8m). Pro-forma adjustments exclude assets held for sale and include the acquisition Kellyville & Leppington.

Strengthening operational metrics

Tenants increasingly recognise the value of HDN's strategic last mile real estate

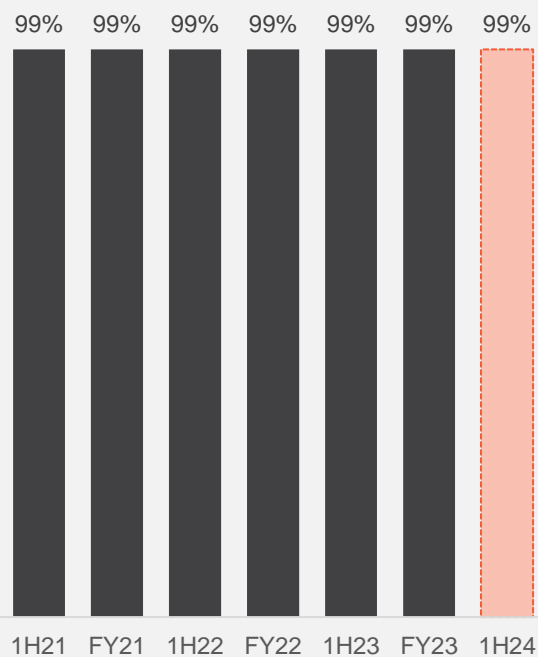
OCCUPANCY¹

Underpinned by exposure to predominantly national tenant base, metropolitan locations and focus on essential retail and services



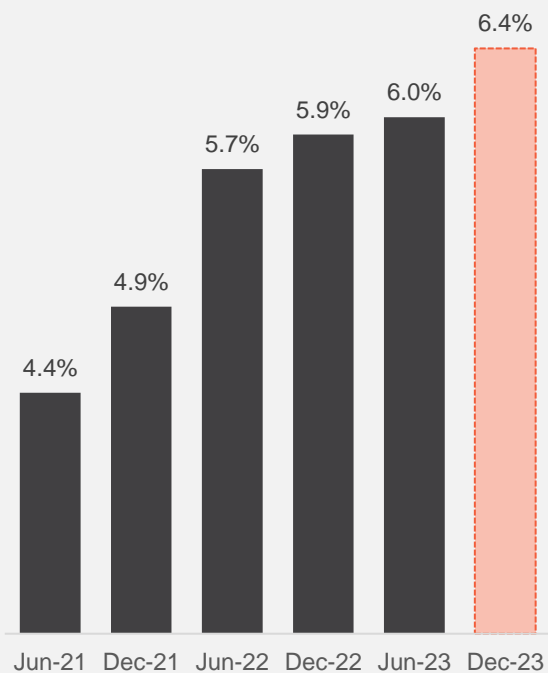
CASH RENT COLLECTION

Consistently collecting 99% of rental income



RELEASING SPREADS

Strong rental reversion with low incentives



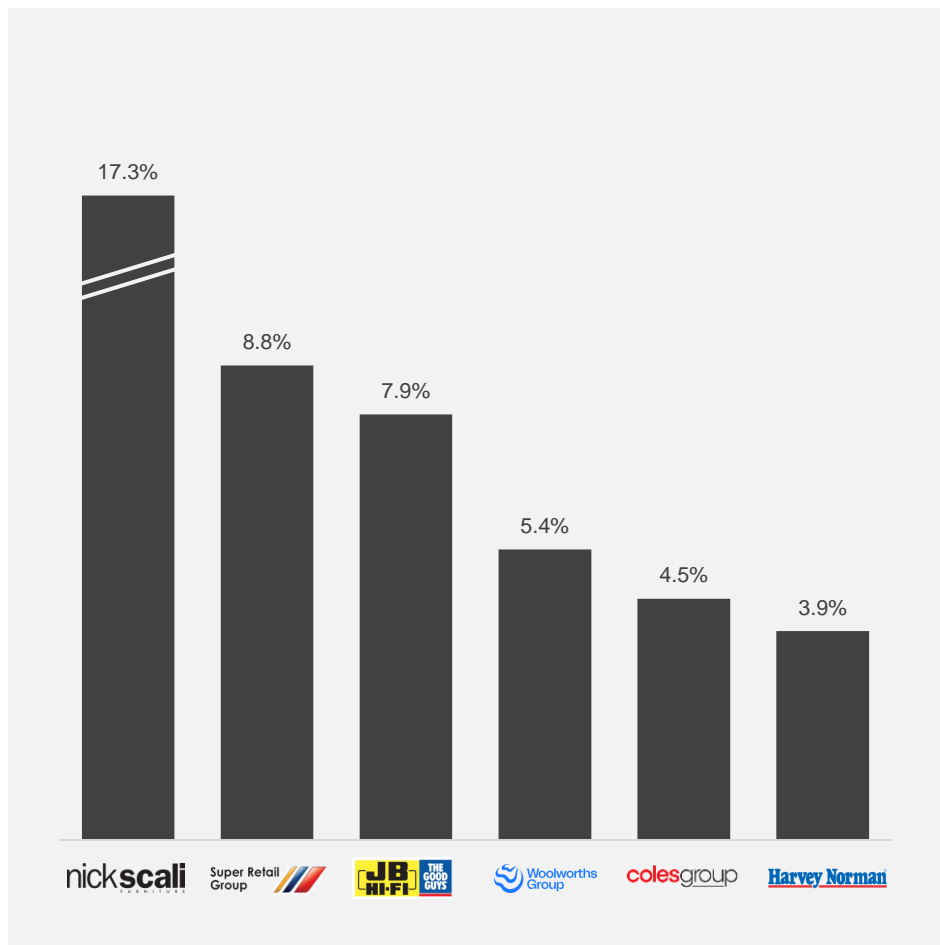
Portfolio delivering resilient and growing income streams which are noncyclical

Notes: 1. By GLA and includes rental guarantees, signed leases and MoUs. 2. For the period from IPO to Dec-20.

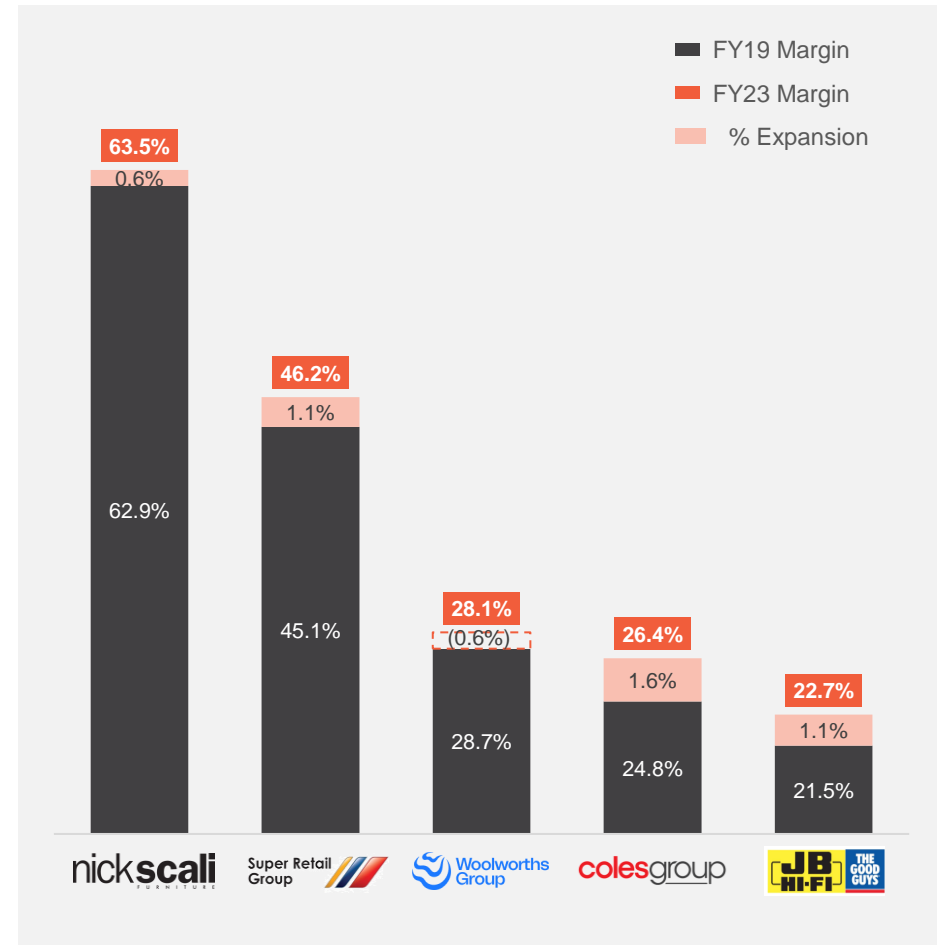
Strengthening retailer performance

Profitability across major tenants remains robust post-COVID

SALES CAGR (FY19-FY23)¹



GROSS PROFIT MARGIN (FY19-FY23)¹



Notes: 1. Based on FY23 company disclosures.

Additional financial information

Statutory profit to FFO reconciliation

\$ million	1HFY23	1HFY24
Property income	166.5	178.7
Share of (loss)/profit of equity-accounted investees	0.2	(0.1)
Interest income	-	0.3
Property expenses ¹	(36.5)	(42.5)
Investment management fees ¹	(13.9)	(13.8)
Corporate expenses	(1.6)	(1.9)
Operating EBITDA	114.7	120.7
Fair value movement (net)	7.6	(94.6)
Transaction costs	(0.4)	(0.3)
EBITDA	121.9	25.8
Finance costs	(26.5)	(36.5)
Statutory Profit/(Loss)	95.4	(10.7)
Add:		
Straight lining and amortisation	1.1	3.4
Fair value movement	(7.6)	94.6
Transaction costs	0.4	0.3
Rent guarantee income	0.1	-
Share of profits of equity accounted investees	(0.2)	0.1
Distributions from equity accounted investees	0.2	1.0
Other items	-	(0.2)
FFO	89.4	88.5
Units on issue (wtd avg) (m)	2,069.2	2,076.3
FFO per unit (cents)	4.3	4.3

Portfolio value to balance sheet reconciliation

\$ million	Jun-23	Dec-23
Portfolio valuation	4,677.0	4,677.7
Asset acquisitions (exchanged) ²	-	(153.4)
Midland book value	73.0	-
Right of use asset	11.0	10.8
Equity-accounted investments ³	(102.0)	(102.1)
Balance sheet valuation	4,659.0	4,433.0

Notes: 1. Investment management and property management fees are disclosed on a gross basis. 2. Includes Kellyville West and Leppington daily needs assets. 3. Includes McGraths Hill and 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	12,539	59,709	21%	97%	7.4	108	5.13%
Ballarat	VIC	20,099	52,084	39%	100%	4.1	57	6.00%
Bankstown	NSW	17,534	40,240	44%	100%	3.7	92	5.75%
Belrose	NSW	36,576	44,265	83%	98%	3.3	224	5.50%
Braybrook	VIC	15,354	41,412	37%	100%	8.3	87	5.25%
Bundall	QLD	10,458	16,450	64%	99%	3.9	42	6.00%
Bunnings Seven Hills	NSW	13,440	22,300	60%	100%	7.5	61	4.75%
Butler	WA	17,452	42,173	41%	99%	6.8	47	6.25%
Caringbah	NSW	20,857	22,818	91%	98%	3.4	172	5.50%
Castle Hill	NSW	50,721	59,920	85%	100%	3.0	403	5.50%
Coffs Harbour	NSW	9,812	24,270	40%	100%	6.0	30	5.75%
Coomera City Centre	QLD	7,380	29,060	25%	100%	5.8	62	5.50%
Cranbourne	VIC	59,638	192,818	31%	100%	3.8	220	5.75%
Ellenbrook	WA	12,138	30,002	40%	100%	7.0	27	6.00%
Glenmore Park Town Centre	NSW	17,050	45,859	37%	100%	5.5	177	5.25%
Gregory Hills Home Centre	NSW	9,633	26,690	36%	100%	6.4	45	5.25%
Gregory Hills Town Centre	NSW	11,715	46,260	25%	100%	7.2	96	5.25%
Hawthorn East	VIC	11,492	28,300	41%	100%	5.9	70	5.25%
Jindalee	QLD	26,444	72,030	37%	99%	3.1	206	5.25%
Joondalup	WA	17,275	44,260	39%	100%	6.2	59	6.00%
Keysborough	VIC	11,831	35,610	33%	100%	7.3	46	5.75%
Koilara South	NSW	29,112	53,390	55%	100%	3.8	172	5.50%
Logan	QLD	27,117	26,800	101%	100%	3.5	121	6.00%
Mackay	QLD	11,992	108,700	11%	100%	6.3	50	6.00%
Marsden Park (South)	NSW	11,499	34,920	33%	100%	4.6	62	5.25%
Marsden Park (North)	NSW	19,781	39,900	50%	100%	3.9	131	5.25%
Marsden Park QLD	QLD	8,221	58,010	14%	97%	8.0	67	5.50%
McGraths Hill	NSW	16,478	37,840	44%	100%	3.2	14	5.75%
Menai Marketplace	NSW	16,917	52,450	32%	98%	5.0	88	5.50%
Mile End	SA	33,906	71,320	48%	100%	3.2	152	5.75%
Mornington	VIC	11,425	35,030	33%	100%	7.4	61	5.25%
North Lakes	QLD	11,468	39,910	29%	99%	4.9	45	5.50%
Pakenham	VIC	28,949	76,220	38%	100%	4.1	111	5.50%
Peninsula	VIC	33,418	84,670	39%	100%	3.2	145	5.50%
Penrith	NSW	12,491	30,150	41%	96%	3.3	63	5.50%
Prestons	NSW	5,192	15,790	33%	100%	6.1	42	5.25%
Richlands	QLD	12,779	83,840	15%	89%	8.9	65	6.25%
Rosenthal	VIC	4,809	17,733	27%	100%	7.0	33	5.25%
Southlands Boulevard	WA	22,864	60,899	38%	97%	5.4	96	6.75%
South Morang	VIC	11,172	35,700	31%	100%	3.5	41	6.25%
South Nowra	NSW	11,179	28,000	40%	100%	7.3	36	5.75%
Tingalpa	QLD	10,365	27,720	37%	100%	2.7	42	5.50%
Toowoomba South	QLD	11,360	32,248	35%	100%	3.7	38	6.25%
Tuggerah	NSW	38,421	127,410	30%	99%	3.7	135	6.00%
Upper Coomera	QLD	11,641	39,040	30%	100%	5.6	60	5.90%
Victoria Point	QLD	20,888	76,080	27%	98%	7.6	144	5.25%
Vincentia	NSW	9,578	21,600	44%	97%	5.8	66	5.75%
Warners Bay	NSW	12,336	35,140	35%	100%	4.8	58	6.00%
Woodlea	VIC	8,540	26,705	32%	100%	8.1	58	5.25%
Sub-total		873,335	2,353,745	37%	99%	4.7	4,524	5.57%
Acquisitions								
Kellyville West	NSW	7,795	16,400	48%	100%	8.3	78	5.25%
Leppington	NSW	7,962	31,357	25%	100%	8.3	75	5.25%
Sub-total		15,757	47,757	33%	100%	8.3	153	5.25%
Pro Forma Portfolio		889,092	2,401,502	37%		4.7	4,678	5.56%
Assets Held for Sale		49,740	144,237	34%	100%	4.8	158	5.88%

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