



Australian Securities Exchange – Company Announcements Platform

Centuria Capital Group

Shaw & Partners Emerging Leader Conference Presentation

Sydney, 29 May 2018

Centuria Capital Group (ASX: **CNI**) provides a presentation that will be used at the Shaw & Partners Emerging Leader Conference today.

– Ends –

Centuria Capital Group

Consisting of:
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Centuria Capital Fund ARSN 613 856 358

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About Centuria Capital Group

Centuria Capital Group (CNI) is an ASX-listed specialist investment manager with \$4.7 billion in funds under management. We offer a range of investment opportunities including listed and unlisted property funds as well as tax-effective investment bonds. Our drive, allied with our in-depth knowledge of these sectors and intimate understanding of our clients, allows us to transform opportunities into rewarding investments.

www.centuria.com.au



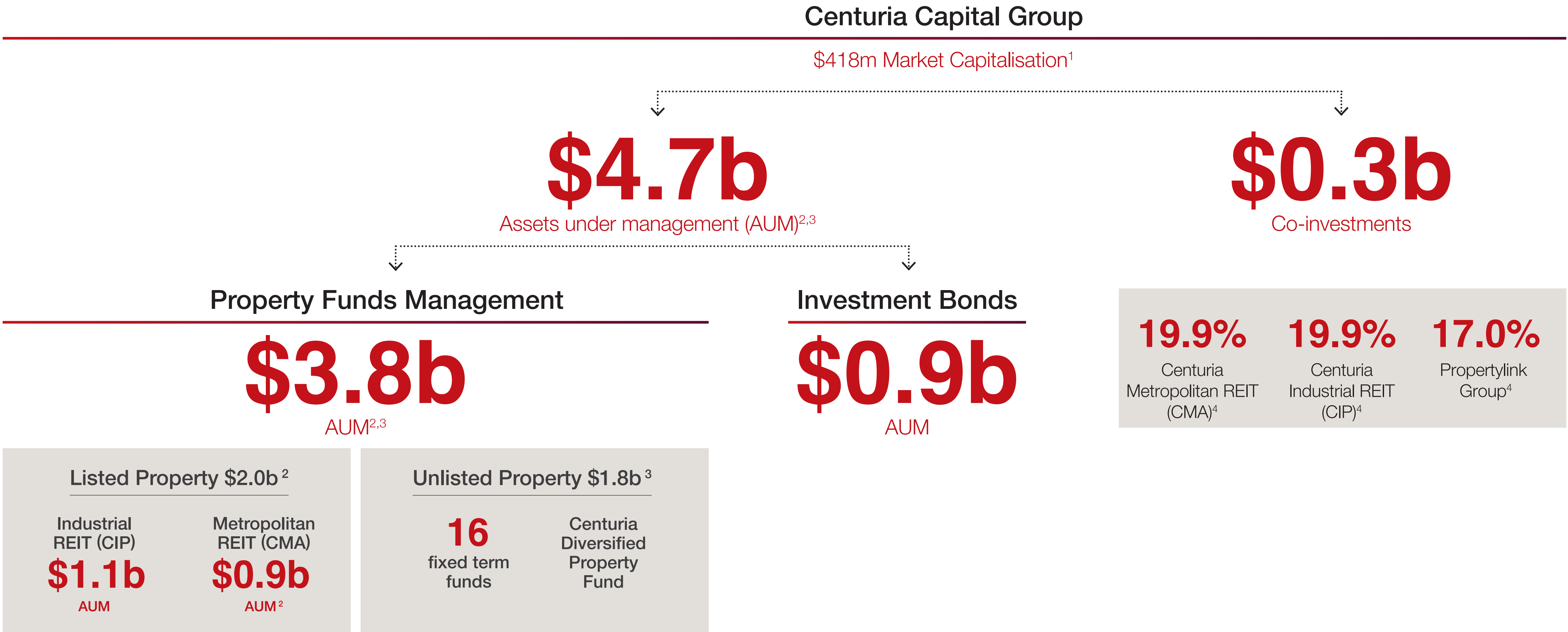
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Shaw & Partners
Emerging Leader Conference

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ASX: CNI

Centuria Profile



1. As at 23 May 2018

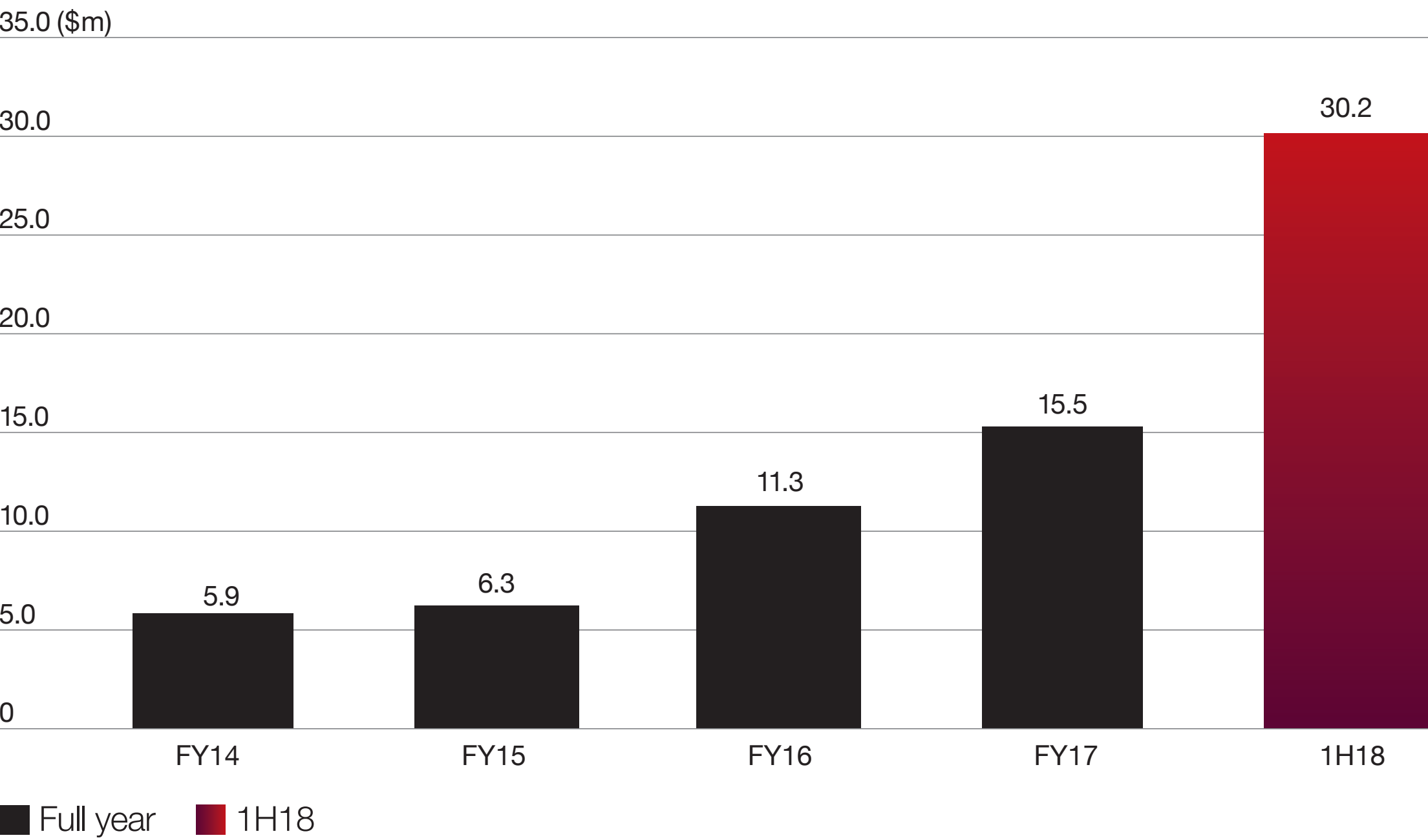
2. Includes 2 Kendall Street, Williams Landing, VIC, as if complete

3. Includes acquisitions to 23 May 2018

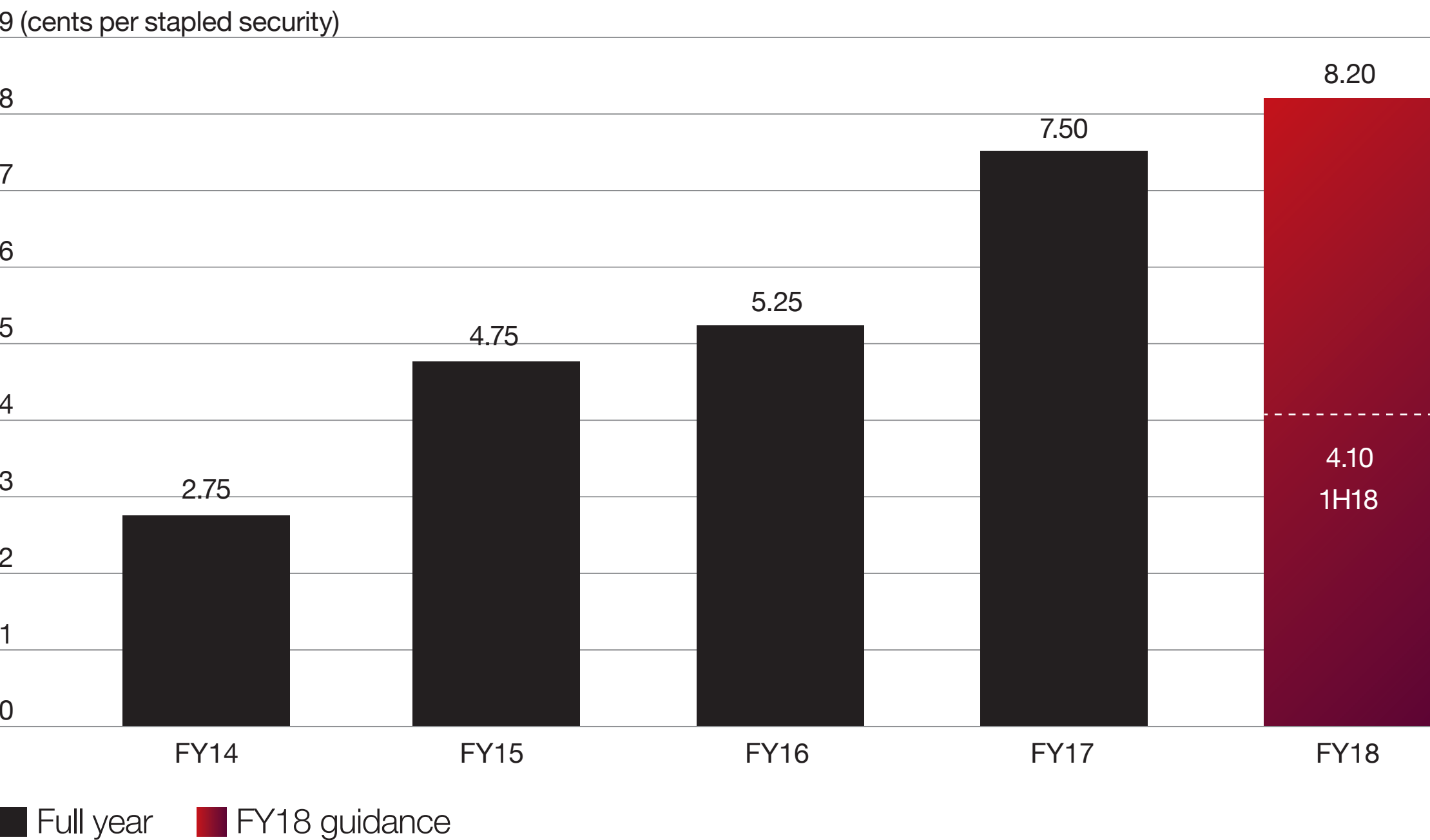
4. Co-investment ownership percentage includes the ownership by associates of Centuria Capital Group

Operating earnings growth supports distributions

Operating net profit after tax



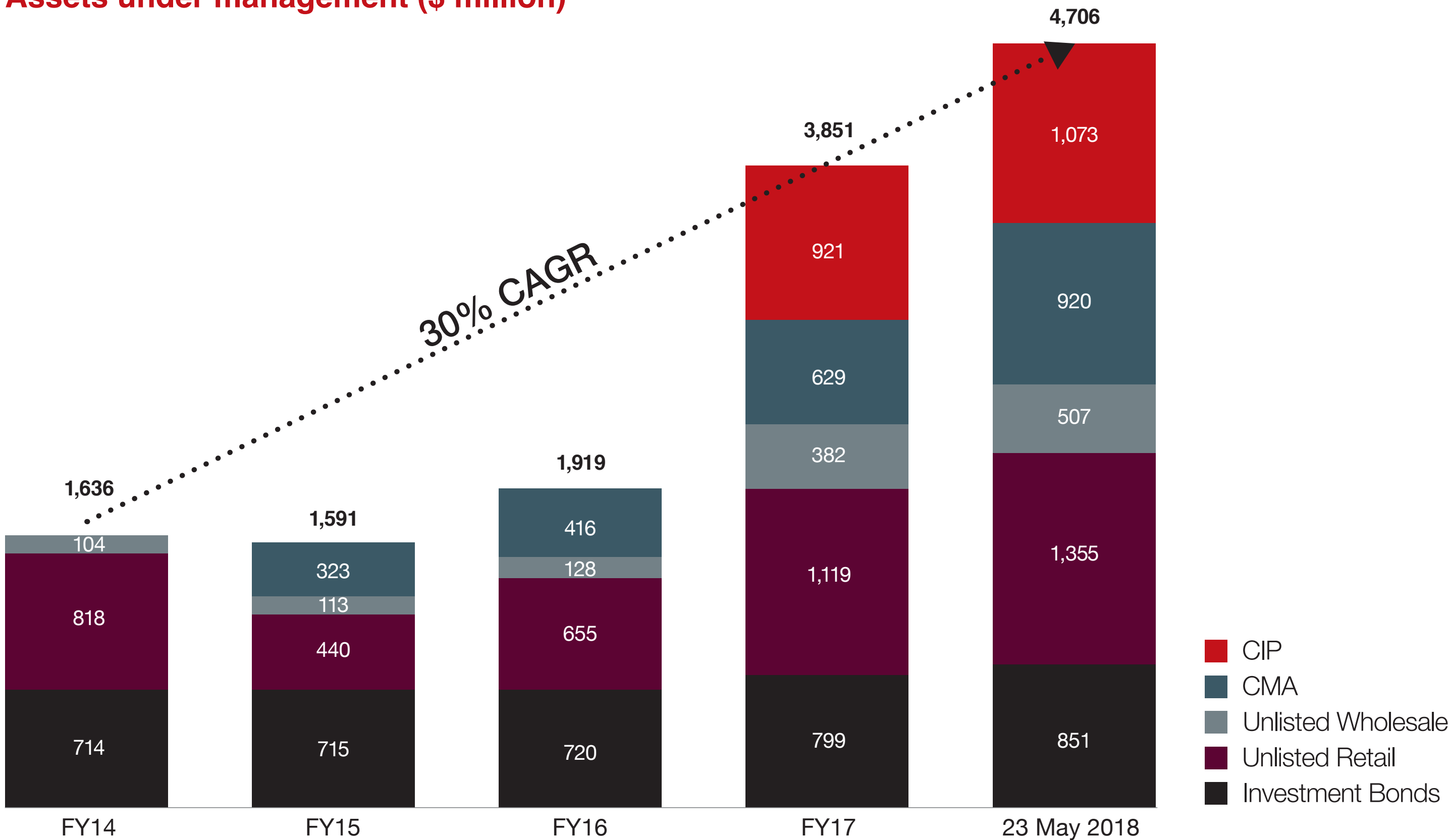
Distribution per stapled security



Operating Highlights

Year to date organic AUM growth of over \$0.9 billion

Assets under management (\$ million)



\$747m **\$115m** **\$52m**

11 A-grade property acquisitions

in revaluations at 1H18

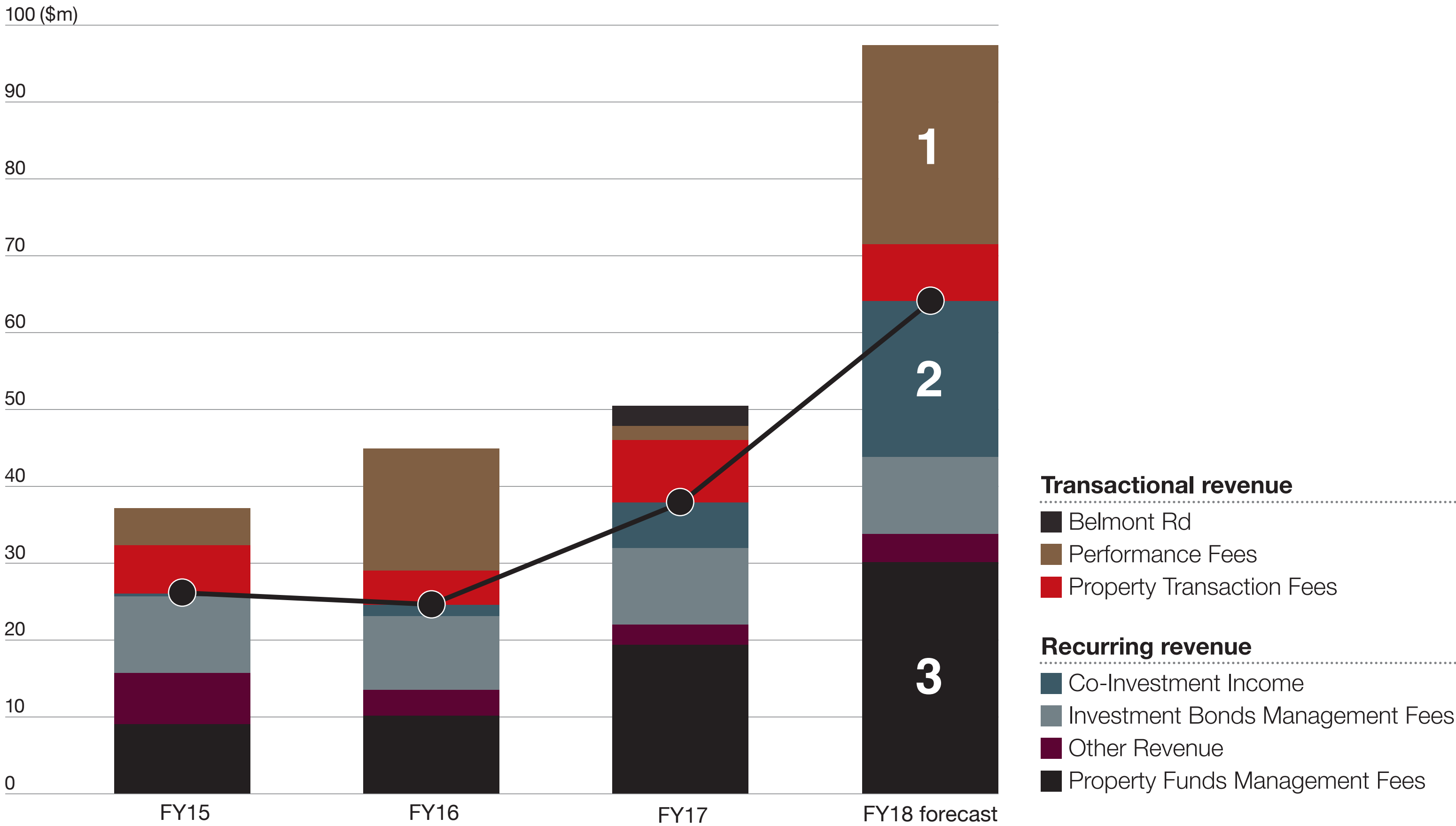
7% growth in Investment Bonds AUM

Investor demand strong across distribution channels:

- Leveraging Centuria’s platform across growing listed and unlisted funds
- Strengthening contributions from REIT vehicles with larger \$2.0 billion asset base
- Significant increase in wholesale AUM over time
 - well aligned with select, high quality capital partners
 - Lederer Group, Blackrock, Savills IM
- Diversified property fund on seven investment and superannuation wrap platforms; supported by increasing fund flows
- Renewed focus and growth opportunities within Investment Bond business
- Delivering attractive returns to investors

Increased recurring revenues over time

Sources of operating revenue

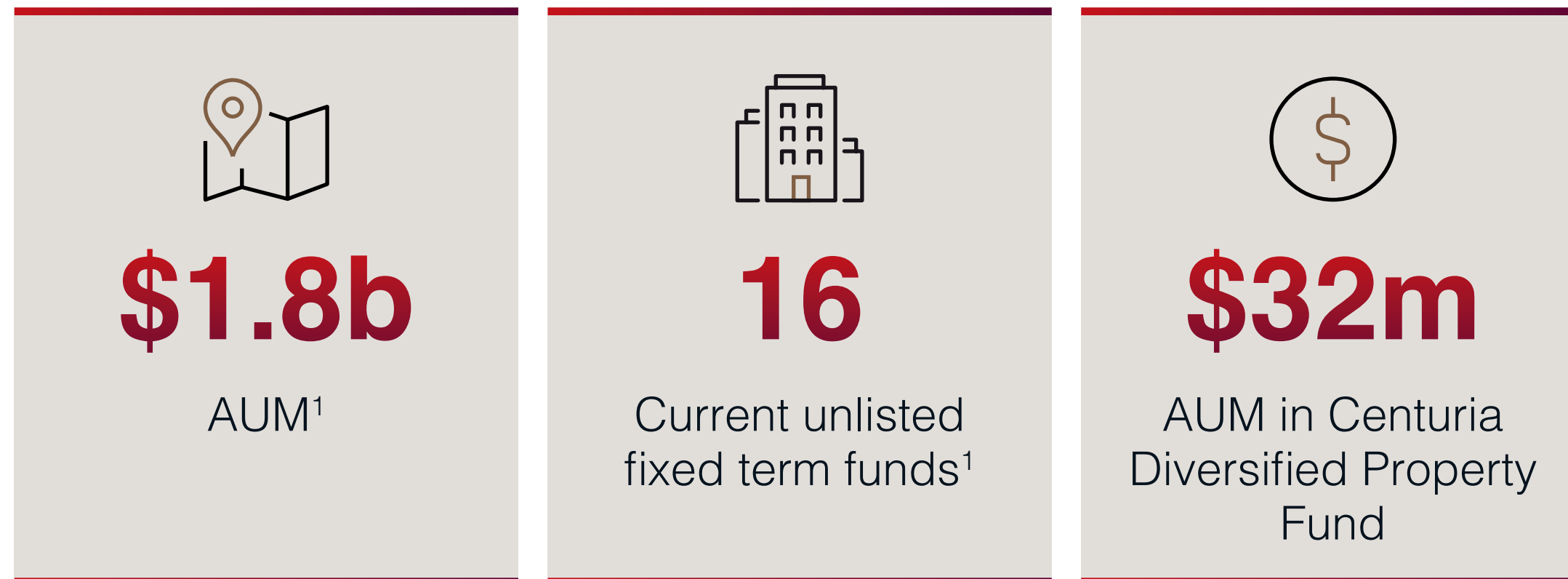


1 10 Spring Street Fund performance fee in 1H18

2 Co-investments provide an increased source of recurring income

3 Continued underlying growth in property funds management fees

Unlisted Property Funds



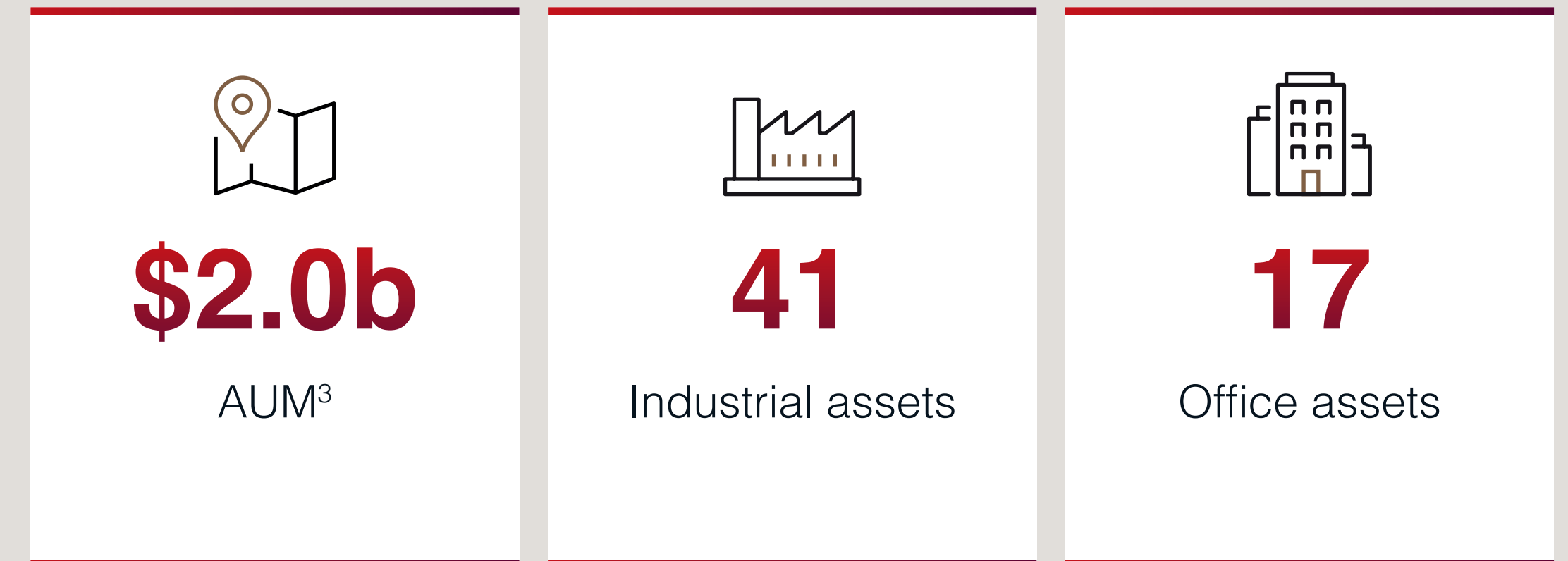
- Market leader with a 20 year track record in fixed-term unlisted property funds
- 38 completed funds to date
- Achieved six funds in Property Council/IPD Unlisted Core Retail Property Funds top ten index²
 - Including top three funds in Q4 2017 index²
- Highest contributor to CNI's recurring revenue streams with strong base fee contributions

1. Includes acquisitions to 23 May 2018

2. Property Council/IPD Unlisted Core Retail Property Funds Q3 2017 and Q4 2017 indexes

3. Includes 2 Kendall Street, Williams Landing, VIC, as if complete

Listed Property Funds



- Centuria Metropolitan REIT (CMA), Australia's largest ASX-listed metropolitan office REIT
- Centuria Industrial REIT (CIP), Australia's largest ASX-listed income-focused industrial REIT
- Both CMA and CIP are now included in the S&P/ASX 300 Index
- 19.9% co-investment in both CMA and CIP highly aligns Centuria with REIT investors

Executing wholesale partnerships

80 Grenfell St, Adelaide SA

- \$184.6 million acquisition; 50% unlisted Centuria Fund and 50% partnership with The Lederer Group
- A-Grade asset, headquarters of Bendigo & Adelaide Bank in Adelaide
- 23,440sqm NLA, 7.3 year WALE by income¹, 5.0 star NABERS energy rating



201 Pacific Highway, St Leonards, NSW

- Nomination of The Lederer Group for a 50% partnership with CMA in \$171.6 million² asset
- A-Grade asset, strategically located above St Leonards' train station and next to CMA's 203 Pacific Highway
- 16,488sqm² NLA, 3.4 WALE by income², 3.5 star NABERS² energy rating

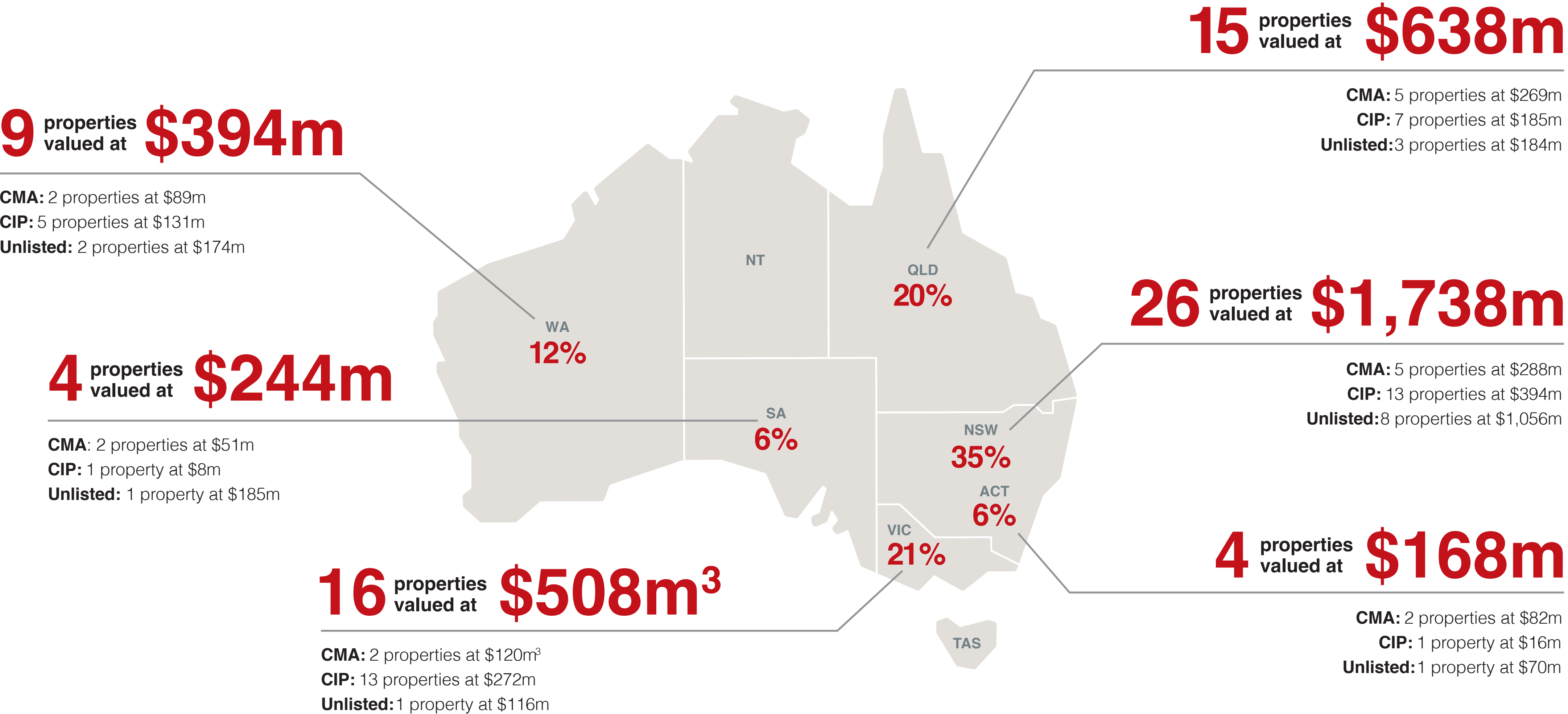


1. Weighted average lease expiry (by income) as at 1 August 2018. Includes 18 month vendor rent guarantee over 889sqm of vacant space

2. As at 1H18

Geographically diversified portfolio highly concentrated towards eastern seaboard markets, including strong performing NSW & VIC markets

A \$3.8 billion portfolio of high-quality property^{1,2}



1. Includes acquisitions to 23 May 2018
2. Includes cash and other financial assets
3. Includes 2 Kendall Street, Williams Landing, VIC, as if complete

Creating scalable efficiencies through an integrated property platform



Property Funds Management | Property Services

Listed and Unlisted divisions have both benefited from an integrated platform

Centuria Property Services continues to benefit from additional revenue streams emerging from listed and unlisted vehicles

Summary

Leading funds management platform with various growth options

- 20 year track record in unlisted funds
- Deep market expertise, particularly in metropolitan office and industrial sectors
- Increased recurring revenues over time
- Demonstrated execution of organic and inorganic growth in a consolidating A-REIT sector
- Continuing to unlock value enhancing opportunities despite transforming economic climate

Points of difference

- Integrated property platform creates scalable efficiencies
- CMA and CIP co-investments align Centuria's interests with investors
- Market leading distribution capabilities, expertise servicing various investor bases

Opportunities

- Capacity to target further AUM growth
- Embedded performance fees across several unlisted funds
- Financial adviser market – interest in investment bonds to supplement super and wealth transfer; continuing development of co-dependent relationships with non-aligned advisers

Guidance

- FY18 earnings per stapled security guidance of 15.8-16.2cps
- FY18 distribution per stapled security guidance of 8.2cps

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