

**Citi 11th Annual Australian & New Zealand Investment Conference
Presentation**

Wednesday, 16 October 2019

Centuria Capital Group (ASX: CNI or Centuria) provides a presentation that will be used at the Citi 11th Annual Australian & New Zealand Investment Conference.

– Ends –

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About Centuria Capital Group

Centuria Capital Group (CNI) is an ASX-listed specialist investment manager with \$6.7 billion¹ of assets 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

¹ Subject to the completion of CMA's transactions and 348 Edward St, Brisbane



CIP: 324-332 Frankston-Dandenong Road, Dandenong South VIC



Centuria Heathley: 32 Morrow St, Taringa QLD



Centuria Unlisted: 80 Flinders St, Adelaide SA



CMA: William Square, 235 William Street, Northbridge WA

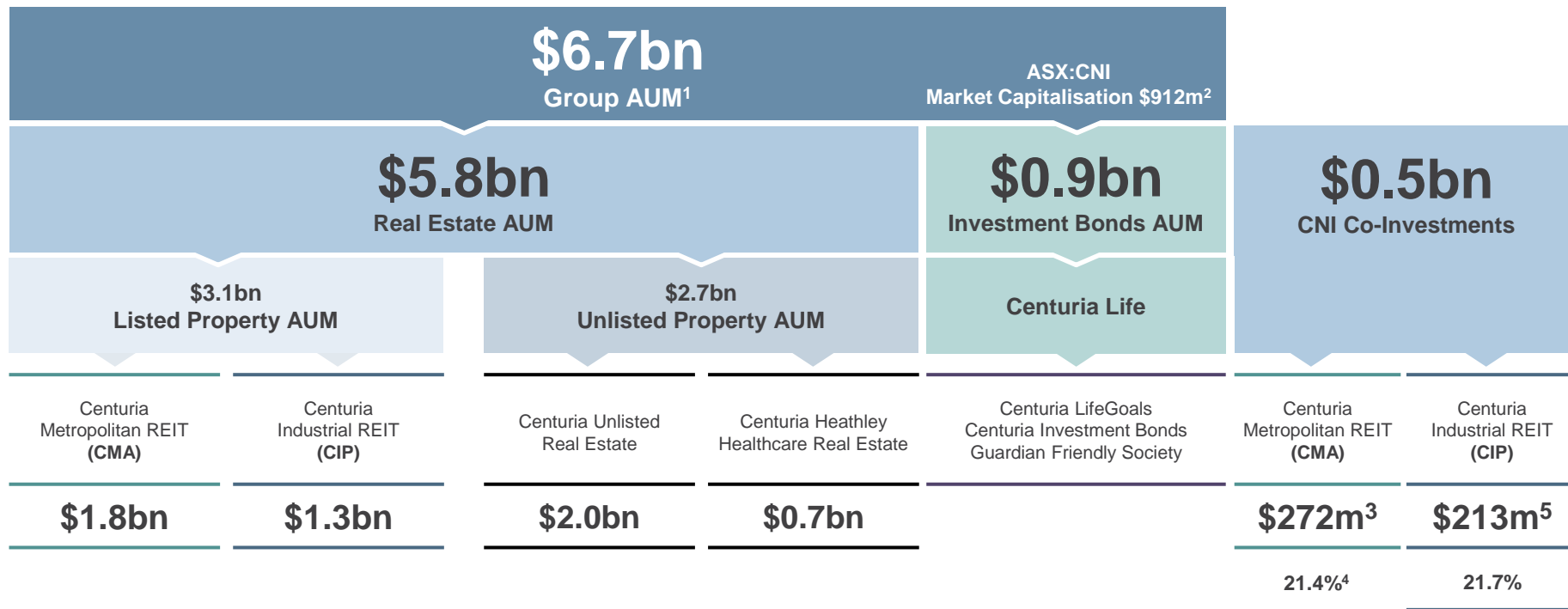
Centuria Capital Group

Citi 11th Annual Australian & NZ
Investment Conference

ASX:CNI 16 October 2019

Centuria

Centuria Capital funds management platform



1. Subject to the completion of CMA's transactions and 348 Edward St Brisbane

2. Based on CNI closing price of \$2.12 on 11 October 2019

3. Based on CMA closing price of \$2.97 on 11 October 2019. Includes ownership by associates of Centuria Capital Group

4. CNI's holding will increase if the Conditional Placement is approved by CMA unitholders

5. Based on CIP closing price of \$3.25 on 11 October 2019. Includes ownership by associates of Centuria Capital Group

A Transforming Platform Across Compelling Sectors

1. Increased quality and scale

- Platform AUM expanded from \$1.6bn to 6.7bn¹
- Core asset classes up from two to four
- Significant expansion of real estate platform

2. Increased diversification of divisions and capital sources

- Introduction of listed REITs - Australia's largest pure play office and industrial REITs
- Formation of Centuria Heathley and establishment of a \$500m healthcare real estate institutional mandate

3. Increased investor and equity market relevance

- Inclusion in the S&P/ASX300 index
- CNI's market capitalisation expanded from less than \$0.1bn to more than \$0.9bn

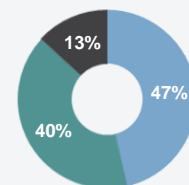
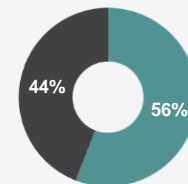
		FY14	FY20 YTD
CNI market capitalisation	\$bn	0.1	0.9
S&P/ASX300 index inclusion	-	No	Yes
AUM	\$bn	1.6	6.7 ¹
Core asset classes	no.	2	4
Listed REITs (CMA, CIP)	-	No	Yes
Institutional mandates	-	No	Yes

PORTFOLIO AUM BY DIVISION

Unlisted Real Estate AUM

Listed REIT AUM

Investment Bonds



PORTFOLIO AUM BY CAPITAL SOURCE

Unlisted Healthcare Wholesale

Unlisted Healthcare Retail

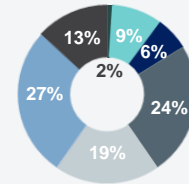
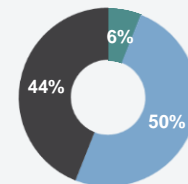
Unlisted Office Wholesale

Unlisted Office Retail

ASX: CMA

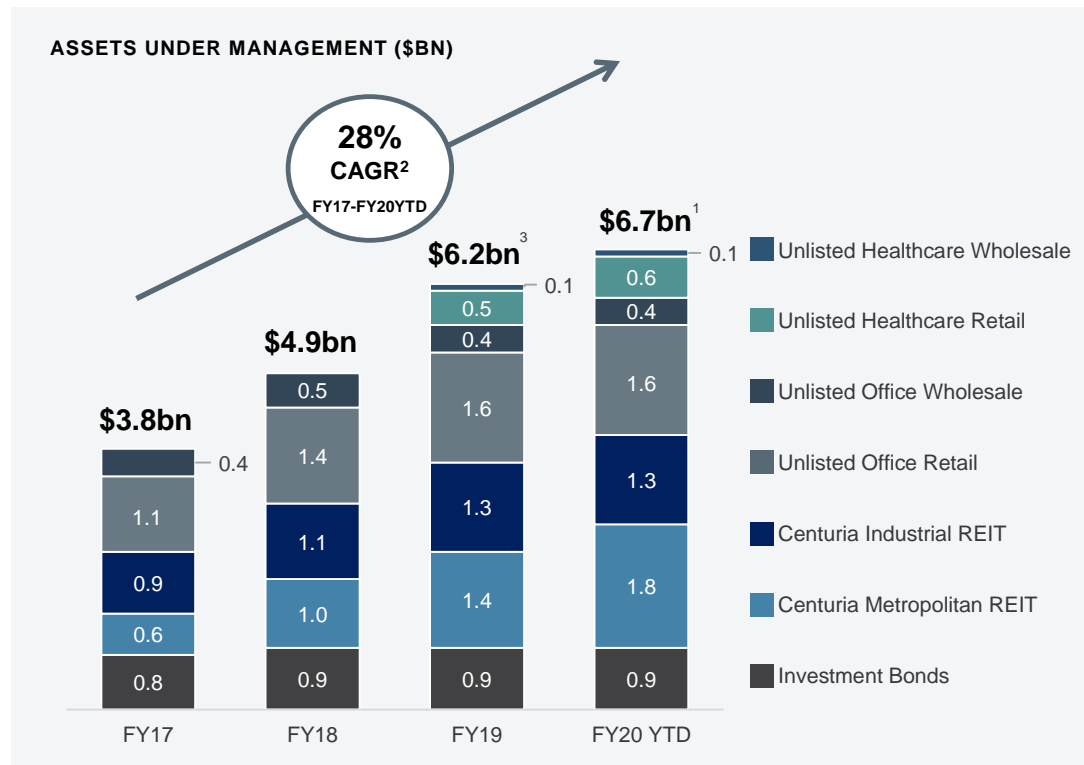
ASX: CIP

Investment Bonds



1. Subject to the completion of CMA's transactions and 348 Edward St Brisbane

Centuria platform grows to \$6.7bn¹ in FY20 year to date



1. Subject to the completion of CMA's transactions, 348 Edward St, Brisbane
2. Past performance is not indicative of future performance
3. AUM as at 31 July 2019 with pro forma adjustments to reflect Centuria Heathley Transaction and assets held for settlement

Over \$1.2 billion of initiatives across the platform



Centuria Unlisted

\$281m¹

- ✓ Two new single asset retail unlisted fund initiatives for combined \$216m
- ✓ \$65m acquisition of 25 Montpelier Road, Bowen Hills expands CDPF's AUM² to \$196m



CMA

\$381m

- ✓ Acquisition of William Square and 8 Central Avenue for \$381m
- ✓ Capital raising of ~\$273m with identified use of proceeds
- ✓ Market capitalisation now >\$1bn³



Healthcare

\$513m⁴

- ✓ \$500 million institutional healthcare mandate secured by Centuria Heathley with AXA IM and Grosvenor Group
- ✓ Establishing new Centuria Heathley Healthcare Real Estate Fund (CHHREF) with \$13m seed asset



CIP

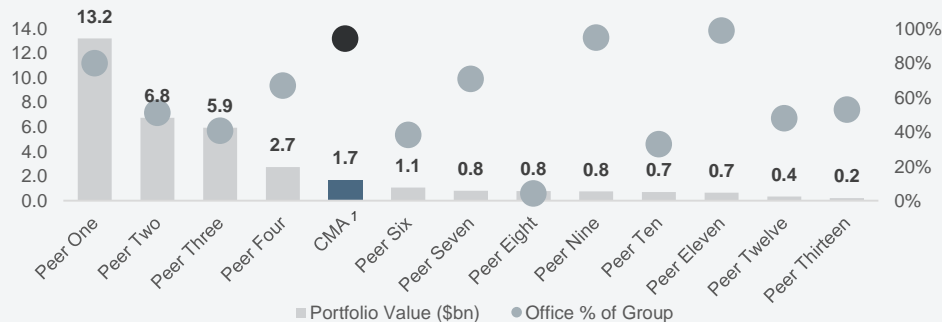
\$80m

- ✓ Four recent acquisitions for total consideration of ~\$80 million settled post 30 June
- ✓ Market capitalisation now around \$1bn⁵

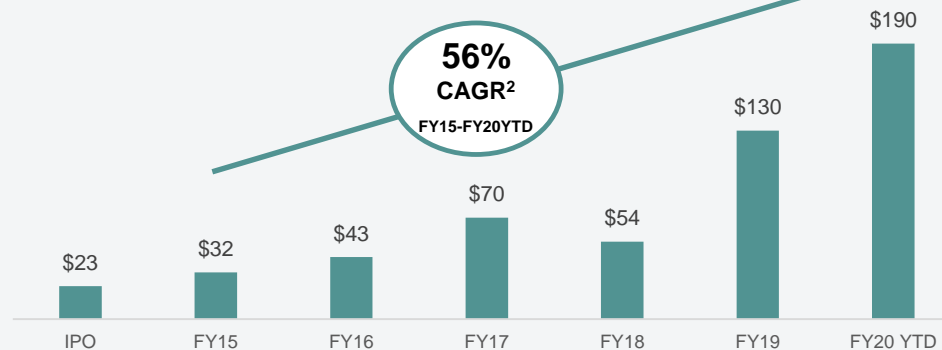
1. Subject to the completion of CMA's transactions and 348 Edward St Brisbane
 2. Includes debt and amortised acquisition costs. Assumes target liquidity levels are held
 3. Based on CMA closing price of \$2.97 on 11 October 2019
 4. \$500m institutional mandate announced on 4th September 2019. The mandate has secured \$88m in seed assets already
 5. Based on CIP closing price of \$3.25 on 11 October 2019

Creating an established pure play office REIT

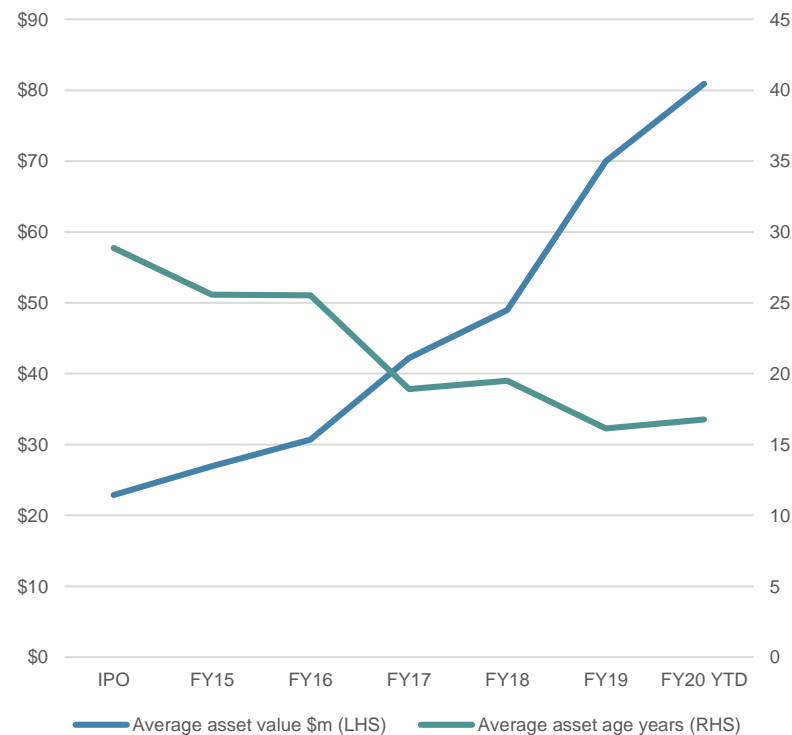
CMA is a pure play exposure to Australian office real estate



CMA Average Asset Size (\$m)



CMA Average Asset Value vs. Average Asset Age

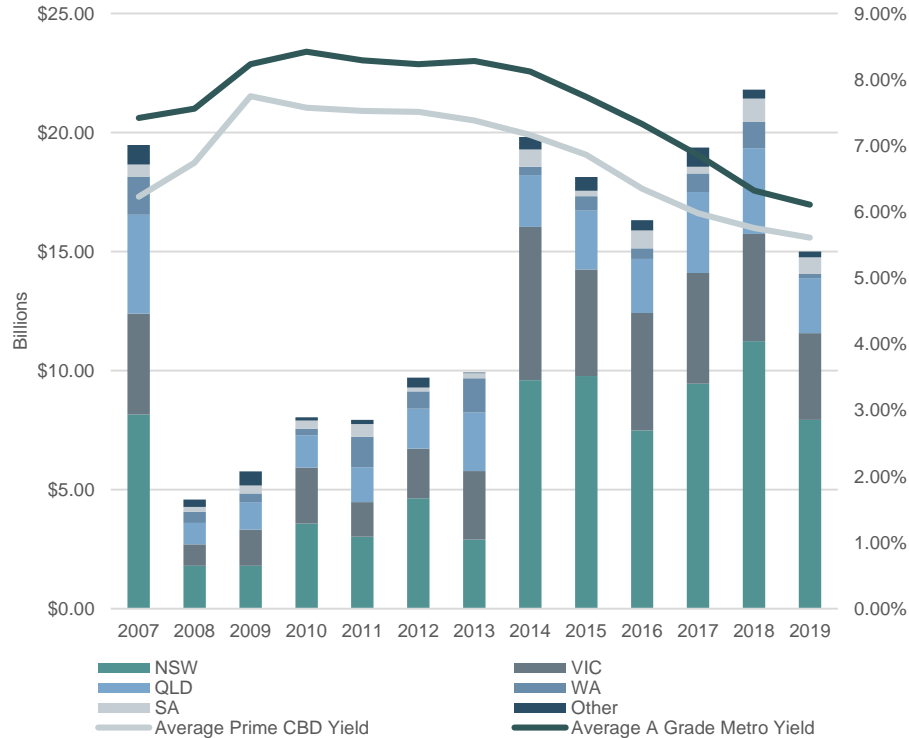


1. Subject to the completion CMA's transactions

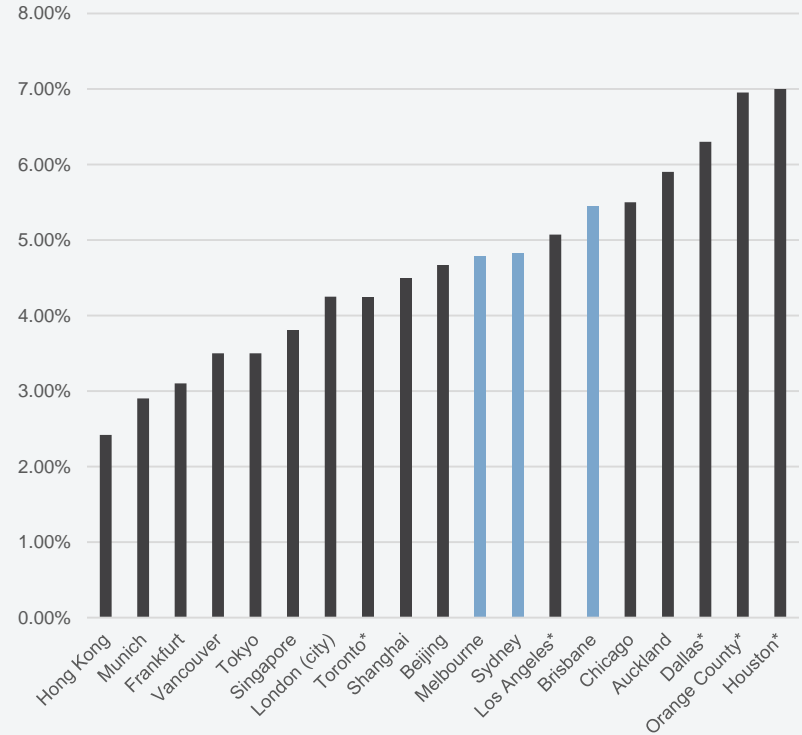
2. Past performance is not indicative of future performance

Australian office remains compelling relative to global markets














National Office Transaction Volumes



Average Prime Office Yield by City June 2019

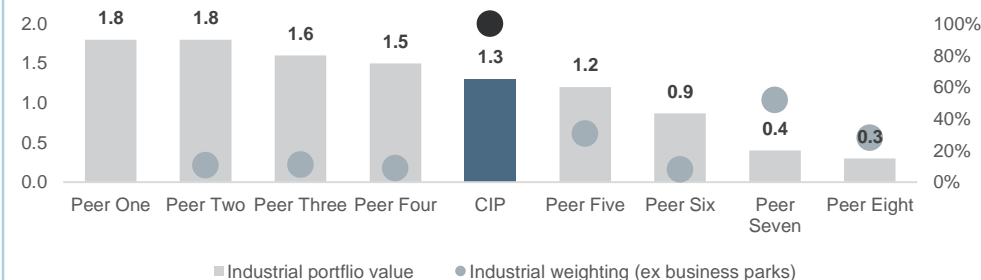


Selective acquisitions complement existing portfolio

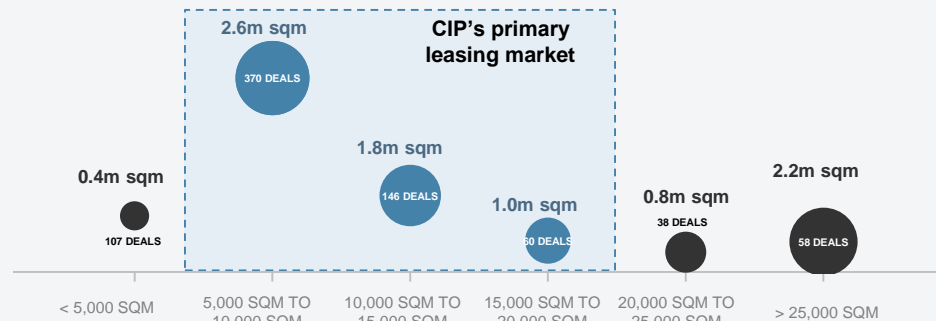
FY18	 207-219 Browns Rd, Noble Park, VIC - \$37.0m
	 Lot 14 Sudlow Rd, Bibra Lake, WA - \$28.0m
	 92 Robinson Ave, Belmont, WA - \$11.2m
	 43-45 Mica Street, Carole Park, QLD - \$2.2m
FY19	 616 Boundary Rd, Richlands, QLD - \$15.9m
	 1 International Dr, Westmeadows, VIC - \$42.0m
	 149 Kerry Rd, Archerfield, QLD - \$30.6m
	 155 Lakes Rd & 103 Stirling Cres, Hazelmere, WA - \$23.8m
	 16-18 Baile Rd, Canning Vale, WA - \$18.1m
FY20	 46 Gosport St, Hemmant, QLD - \$17.0m
	 75-95 & 105 Corio Quay Rd, Geelong, VIC - \$22.8m
	 680 Boundary Rd., Richlands, QLD - \$19.5m
	 32-54 Kaurna Ave. Edinburgh Park, SA - \$19.5m¹

Total acquisitions of \$287.6m at an average yield of 7.5%^{2,3}

CIP is a pure play exposure to Australian industrial real estate



88% of national leasing occurred between 5,000-20,000sqm over the last 2.5 years^{4,5}



1. Conditional Exchange

2. Before transaction costs

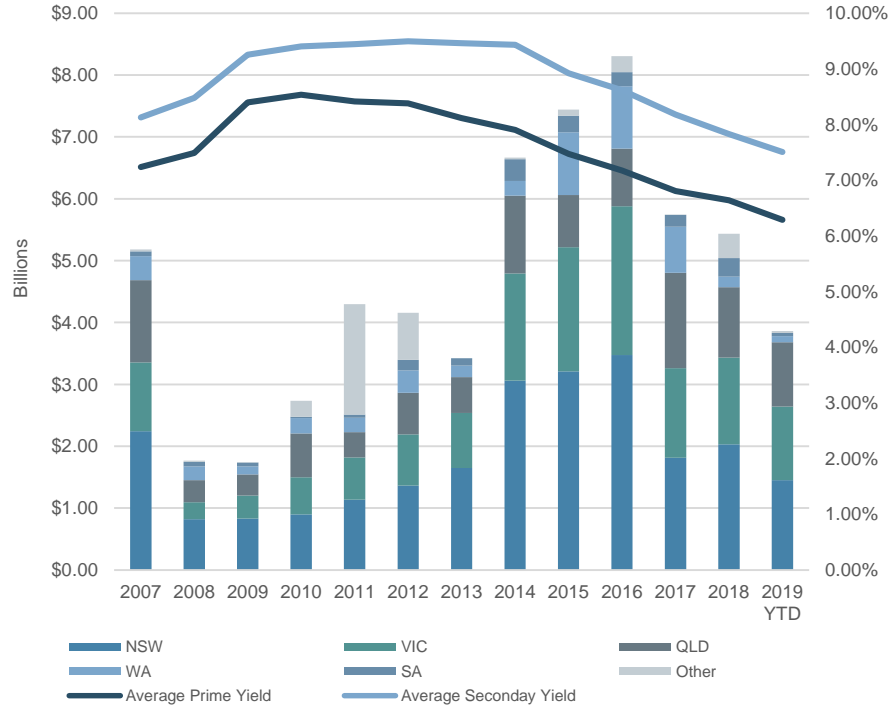
3. Excludes 46 Gosport Street, Hemmant QLD, which was acquired as vacant possession on 28 June 2019

4. Source: JLL Research. Includes transactions greater than 5,000sqm for NSW and VIC and transactions greater than 3,000sqm for other markets

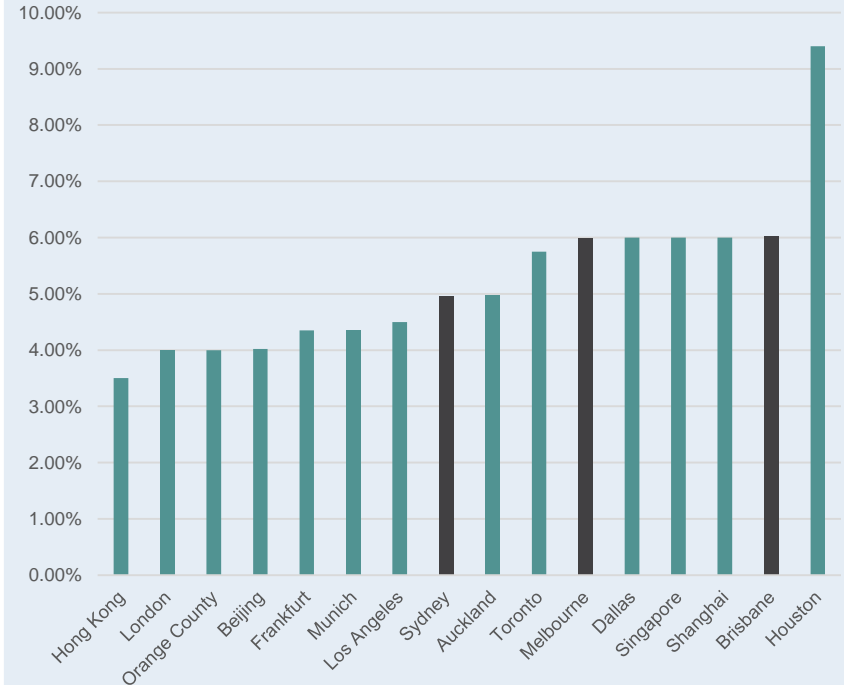
5. Includes leasing transactions from 1Q 2016 to 2Q 2019

Australian industrial remains compelling relative to global markets

National Australian Industrial
Transaction Volumes



Average Industrial Yield by City
June 2019



Australian real estate and investment bond sectors

Australia

- Strong population growth. Strategic geographic location to service APAC region
- Transparent government, independent central bank
- Clear land title system, freehold title

Real Estate

- Attractive yield spread in decreasing term deposit and rate climate
- Significant capital searching for office, industrial and healthcare opportunities
- Supply and demand fundamentals are generating rent growth in many markets

Investment Bonds

- Transforming into a contemporary investment choice
- Strong inflows into the sector following superannuation and regulatory change
- Non aligned financial planners are seeking best of breed investment choices

**Capital continues
to align to quality
fund managers
capable of
creating value**

Centuria is well positioned for FY20

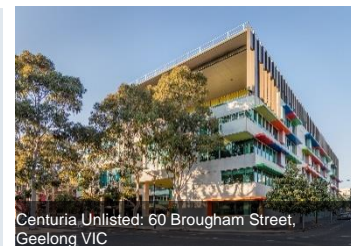
Aligned to compelling sectors

- Office, industrial and healthcare real estate sectors and investment bonds
- Aligned to strong sectors with positive demographic themes
- Continuing to identify attractive investment opportunities in a low interest rate environment



Creating a quality platform

- Manager of Australia's largest domestic pure play office (ASX: CMA) and industrial (ASX: CIP) REITs
- Centuria Heathley access to strong healthcare property sector
- Continuing to generate new funds for our deep distribution network
- Centuria LifeGoals launched with leading fund manager options



Positioned for growth

- Four strong business pillars to accelerate platform growth
- Embedded performance fees in unlisted funds
- Expanding institutional mandates to provide new capital sources
- Extremely high demand from Centuria's mature retail distribution network
- CNI FY20 distribution forecast of 9.7cps, 4.9% increase over FY19



Definitions

Operating Segments: Group has five reportable operating segments. These reportable operating segments are the divisions which report to the Group's Chief Executive Officer and Board of Directors for the purpose of resource allocation and assessment of performance.

The reportable operating segments are:

- **Property Funds Management:** Management of listed and unlisted property funds
- **Investment Bonds Management:** Management of the Benefit Funds of Centuria Life Limited and management of the Over Fifty Guardian Friendly Society Limited. The Benefit Funds include a range of financial products, including single and multi-premium investments
- **Co-investments:** Direct interest in property funds and other liquid investments
- **Corporate:** Overheads supporting the Group's operating segments

Non-operating segments: Non-operating items comprises transaction costs, mark-to-market movements on property and derivative financial instruments, and all other non- operating activities. Includes Benefits Funds and Controlled Property Funds. Represents the operating results and financial position of the Benefit Funds which are required to be consolidated in the Group's financial statements in accordance with accounting standards

AUM: Assets under management

CAGR: Compound annual growth rate

CDPF: Centuria Diversified Property Fund

CIP: Centuria Industrial REIT comprises the Centuria Industrial REIT ARSN 099 680 252 and its subsidiaries. The Responsible Entity of CIP is Centuria Property Funds No. 2 Limited ACN 133 363 185

CMA: Centuria Metropolitan REIT comprises the Centuria Metropolitan REIT ARSN 124 364 718 and its subsidiaries. The Responsible Entity of CMA is Centuria Property Funds Limited ACN 086 553 639

CNI, CCG or the Group: Centuria Capital Group comprises of Centuria Capital Limited ABN 22 095 454 336 (the 'Company') and its subsidiaries and Centuria Capital Fund ARSN 613 856 358 ('CCF') and its subsidiaries. The Responsible entity of CCF is Centuria Funds Management Limited ACN 607 153 588, a wholly owned subsidiary of the Company

CPFL: Centuria Property Funds Limited

DPS: Distribution per stapled security

EPS: Earnings per stapled security

IRR: Internal Rate of Return

NPAT: Net Profit After Tax

NTA: Net Tangible Assets

REIT: Real Estate Investment Trust

WACR: Weighted Average Capitalisation Rate

WALE: Weighted Average Lease Expiry

Disclaimer

This presentation has been prepared by Centuria Capital Limited and Centuria Funds Management Limited as responsible entity of Centuria Capital Fund (together the stapled listed entity CNI).

Centuria Property Funds Limited (ABN 11 086 553 639, AFSL 231 149) ('CPFL') and Centuria Property Funds Management No. 2 Limited (ABN 38 133 363 185, AFSL 340 304) ('CPF2L') are fully owned subsidiaries of CNI. CPF2L is the responsible entity for the Centuria Industrial REIT (ARSN 099 680 252) (ASX: CIP) and the Centuria Retail Fund (ARSN 601 486 668). CPFL is the responsible entity for the Centuria Metropolitan REIT (ARSN 124 364 718) (ASX: CMA), the Centuria Diversified Property Fund (ARSN 611 510 699) and the rest of Centuria's unlisted property funds. Investment in Centuria's property funds is subject to risks that are set out in the Product Disclosure Statement ('PDS') for the fund. The PDS for any open fund is made available on Centuria's website (centuria.com.au). Investors should read the PDS in full before making a decision to invest.

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Centuria