

The Glasshouse, 45-61 Waterloo Road, Macquarie Park, NSW
Artist's impression



Charter Hall Long WALE REIT

2019 Annual Securityholders' Meeting

26 November 2019



Agenda

1. Independent Chair's Address: Peeyush Gupta AM
2. Fund Manager's Address: Avi Anger
3. Questions
4. Items of Business

Independent Chair's Address



Board of Directors



Peeyush Gupta AM
Chair



Glenn Fraser
Non-Executive Director



Ceinwen Kirk-Lennox
Non-Executive Director



David Harrison
Managing Director & Group CEO



Adrian Taylor
Office CEO

Fund Managers



Avi Anger
Fund Manager



Darryl Chua
Deputy Fund Manager



Kerri Leech
Head of Long WALE REIT Finance

Delivering on strategy

Growing portfolio underpinned by stable and secure long-term income

Provide investors with **stable and secure income** and target **income and capital growth** through exposure to **long WALE** properties
Grow the portfolio across multiple real estate sectors for diversification benefits
Focus on assets leased to tenants with **strong covenants on long-term leases**

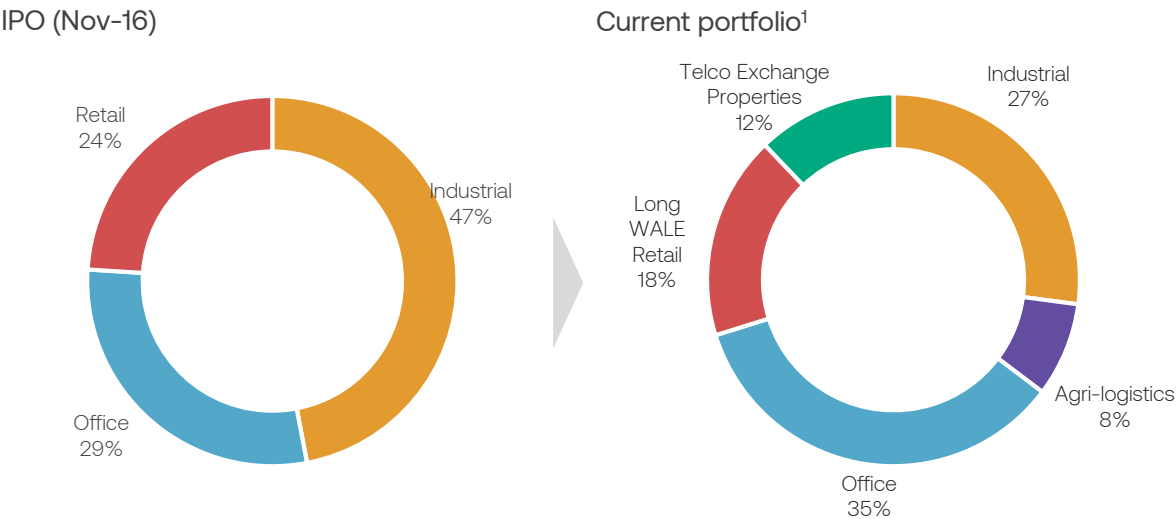
Secure income & capital growth	<ul style="list-style-type: none">Delivered FY19 Operating EPS and DPS of 26.9 cents, at the top of the REITs guidance range. Recently upgraded FY20 Operating EPS guidance to 28.1 cents, representing growth of 4.5% over FY19Executed major lease extensions with ASX-listed and multinational tenantsSecured new international debt facilities to extend the REITs debt maturity profile and diversify funding sources
Diversified portfolio	<ul style="list-style-type: none">Rebalanced the portfolio towards the strongly performing eastern seaboard office sector, with the acquisition of eight high quality office properties predominantly leased to ASX-listed and government tenantsEntered the agri-logistics and telco exchange property sectors via the strategic acquisitions of long-term, triple net portfolios leased to a subsidiary of ASX-listed Ingham's Group Ltd and ASX-listed Telstra Corporation Ltd respectivelyDivested 50% of the ATO Adelaide building, reducing single property exposure
Strong covenants on long leases	<ul style="list-style-type: none">Increased weighting to Government tenants with the acquisition of seven long-leased government propertiesIntroduced Telstra Corporation Ltd, one of Australia's largest companies, as a core portfolio tenantLong portfolio WALE of 13.3 years, up 23% relative to 30 June 2018

Portfolio evolution since IPO

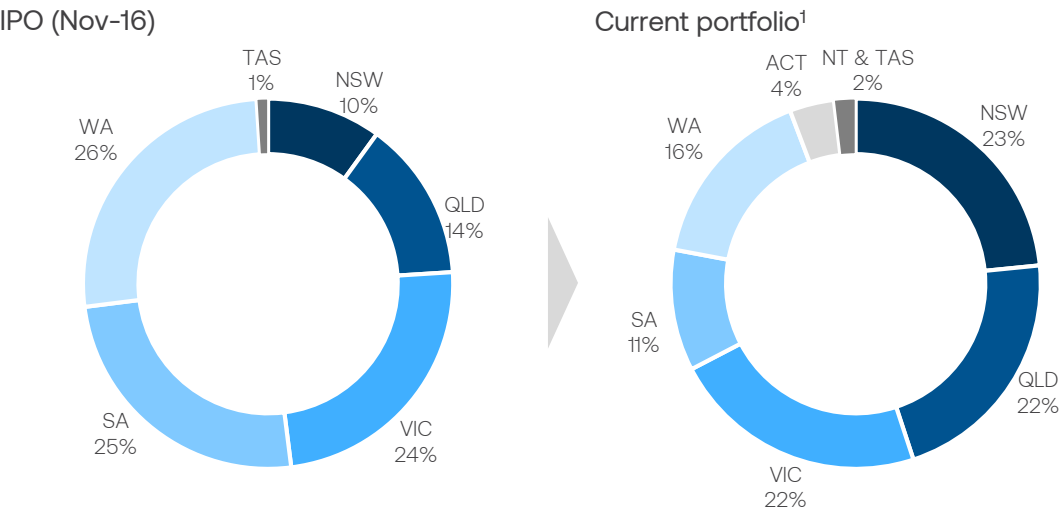
Enhanced scale, sector diversification and eastern seaboard exposure

	IPO (Nov-16)	Current portfolio ¹	Change
Number of properties	66	158	92
Property valuation	\$1,253m	\$2,877m	\$1,624m
Weighted Average Capitalisation Rate (“WACR”)	6.4%	5.7%	(0.7%)
Occupancy	100.0%	99.7%	(0.3%)
WALE	12.5 years	13.3 years	0.8 years
WARR	2.8%	2.8%	-
Proportion of leases subject to fixed rent review	58%	66%	8%

Portfolio by sector^{2,3}



Portfolio by geography^{2,3}



1. Current portfolio as at 30 June 2019, pro-forma adjusted for acquisitions and equity raisings announced in August 2019 and November 2019 and Coles Perth Airport lease extension announced on 26 November 2019
2. Weighted by Independent Valuation (REIT ownership interest)
3. Totals may not add due to rounding

Fund Manager's Address

2



The Glasshouse, 45-61 Waterloo Road, Macquarie Park, NSW *Artist's impression*

Highlights

Financial performance

FY19 Operating EPS of 26.9 cents
up 1.9% from FY18

FY19 DPS of 26.9 cents
up 1.9% from FY18

**FY20 Operating EPS guidance
28.1 cents**
4.5% growth on FY19

Portfolio performance

13.3 year WALE¹
up 23% from 10.8 years at
30 June 2018

\$2.88bn portfolio¹
up 89% from 30 June 2018

\$1.39bn²
property acquisitions

\$173.7m²
property divestments

Capital management

24.7% gearing^{1,3}
lower end of target range of 25% –
35%³

\$920.6m^{2,4}
new equity raised

\$4.22 NTA per security¹
up 4.2% from \$4.05 as at 30 June
2018

1. Metrics on this page and throughout this presentation are as at 30 June 2019, pro-forma adjusted for acquisitions and equity raisings announced in August 2019 and November 2019 and Coles Perth Airport lease extension announced on 26 November 2019

2. Refers to the FY19 financial year plus acquisitions and equity raisings announced in August 2019 and November 2019

3. Balance sheet gearing

4. Includes DRP proceeds in respect of the FY19 financial year and the September quarter of the FY20 financial year

Acquisitions announced in 1H FY20

Continued strategic transaction activity enhancing covenant strength, diversification and WALE

August 2019



Exhibition Exchange, Melbourne, VIC



Kent Street Exchange, Sydney, NSW



ATO Upper Mount Gravatt, QLD

Telco Exchange Property Portfolio (\$350 million):

- Acquisition of a 50% interest in a Charter Hall managed partnership that owns a 49% interest in a portfolio of 36 Telco Exchange Properties
- Triple net leases, underpinned by Telstra as tenant with an average lease term of 21 years
- Investment value supported by high underlying land valuation given properties predominantly located in CBD locations
- 83% of the portfolio located on the eastern seaboard

ATO Upper Mount Gravatt (\$63.6 million)

- Acquisition of a 100% interest in an A-grade office building predominantly leased to the Commonwealth Government (ATO) with a remaining lease term of 7.1 years at acquisition

November 2019



The Glasshouse, Macquarie Park, NSW



242 Exhibition Street, Melbourne, VIC

The Glasshouse, Macquarie Park (\$165.7 million)

- Acquisition of a 50% interest in The Glasshouse, a new office development substantially pre-committed to the NSW Government on an initial 12 year lease

242 Exhibition Street, Melbourne (\$63.6 million)

- Acquisition of a 15% interest in 242 Exhibition Street, a 47 story A-grade office building in the Melbourne CBD 96% leased to Telstra with a remaining lease term of 12 years

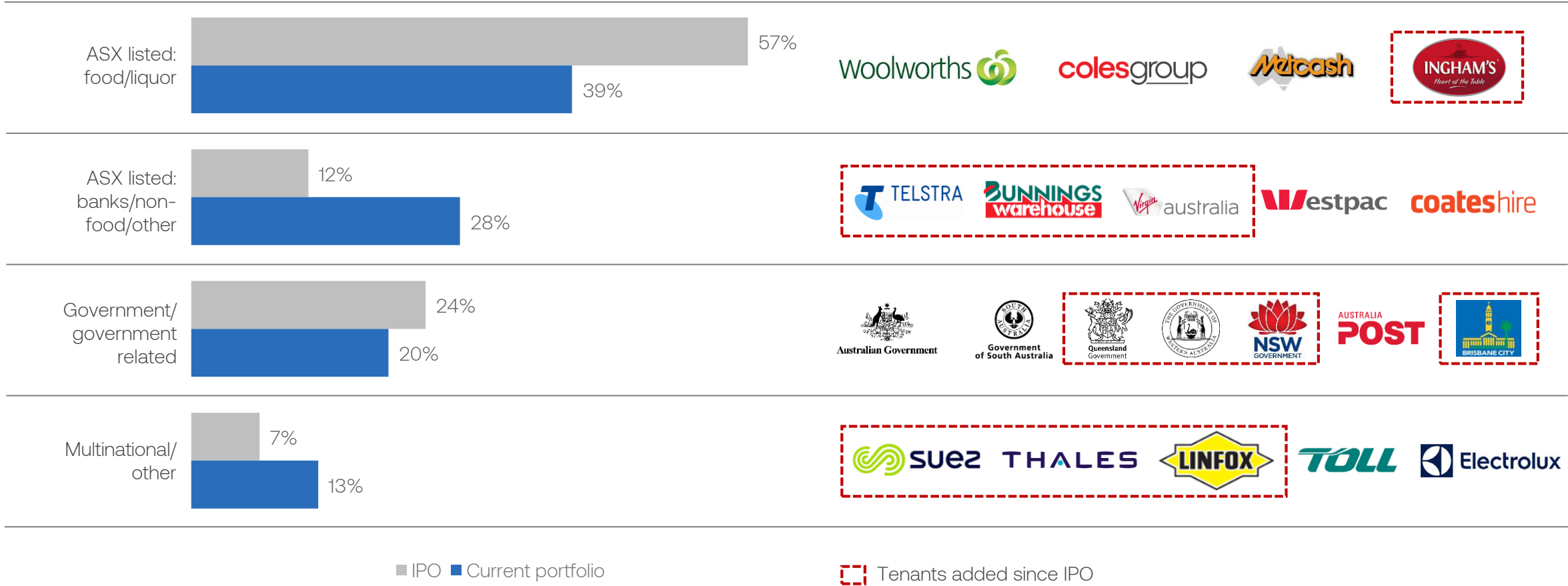
Bunnings Palmerston (\$41.3 million)

- Acquisition of a 100% interest in Bunnings Palmerston, a new flagship Bunnings Warehouse development to be leased to Bunnings on an initial 12 year lease

Evolution of tenant composition since IPO

Addition of new high quality ASX-listed, government and multinational tenants

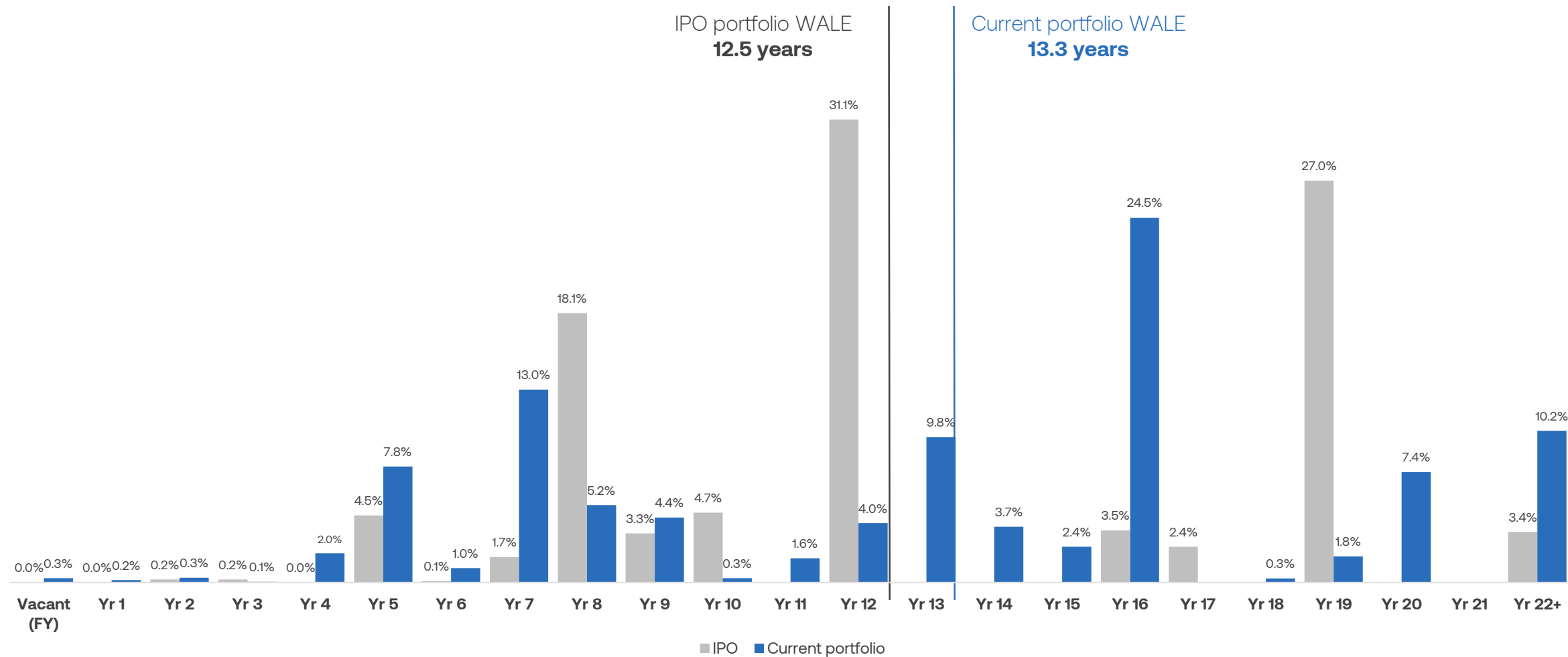
Major tenants¹



¹ Weighted by net passing income (REIT ownership interest)
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Evolution of portfolio WALE since IPO

Increased portfolio WALE (+0.8 years) and diversification of expiry profile



1 IPO portfolio WALE based to FY17 and current portfolio WALE based to FY20. Periods post base year refer to financial years.

Questions

3



Items of Business

4



Formal Business

- If there are any Securityholders who are eligible to vote who have not received their yellow card, please see a representative from Link Market Services desk
- Those Securityholders holding a yellow card, please note you are eligible to vote and speak at the meeting
- Those Securityholders holding a blue card are not eligible to vote but can speak at the meeting
- Visitors holding a red card are not eligible to vote or speak at the meeting
- Copies of the Notice of Meeting and Explanatory Memorandum are available from the front desk

Item 1 - Resolution 1

Re-election of Independent Director

To consider, and if thought fit, pass the following resolution, as an advisory, non-binding resolution of the Securityholders:

“That Mr Peeyush Gupta AM, a Director of Charter Hall WALE Limited be re-elected as a Director of Charter Hall WALE Limited”

Resolution 1 – Proxies

FOR:	90.00%
OPEN:	0.14%
AGAINST:	9.86%

Contact Information



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