

Sydney Asset Tour

SYDNEY (Tuesday, 11 May 2021) – Centuria Industrial REIT (**ASX: CIP**) provides a presentation that will be used as part of a Sydney asset tour with sell-side analysts today.

– Ends –

For more information or to arrange an interview, please contact:

Jesse Curtis

Fund Manager - CIP

Centuria Property Funds No.2 Limited

Phone: 02 8923 8923

Email: jesse.curtis@centuria.com.au

Tim Mitchell

Group Head of Investor Relations

Centuria Capital Limited

Phone: 02 8923 8923

Email: tim.mitchell@centuria.com.au

Alexandra Koolman

Group Communications

Centuria Capital Limited

Phone: 02 8923 8923

Email: alexandra.koolman@centuria.com.au

Authorised for release by Anna Kovarik, Company Secretary.

About Centuria Industrial REIT

CIP is Australia's largest domestic pure play industrial REIT and is included in the S&P/ASX 200 Index. CIP's portfolio of high-quality industrial assets is situated in key metropolitan locations throughout Australia and is underpinned by a quality and diverse tenant base. CIP is overseen by a hands on, active manager and provides investors with income and an opportunity for capital growth from a pure play portfolio of high quality Australian industrial assets.

Centuria Property Funds No. 2 Limited (CPF2L), is the Responsible Entity for the ASX-listed Centuria Industrial REIT (ARSN 099 680 252) (CIP). CPF2L, is a wholly owned subsidiary of Centuria Capital Group (CNI). CNI is an ASX-listed specialist investment manager with more than \$10billion in total assets under management and strong offerings across listed real estate investment trusts, unlisted real estate funds and investment bonds.

www.centuria.com.au



Sydney Asset Tour

● ASX: CIP 11 May 2021

Centuria Industrial REIT

Centuria



Australia's largest domestic pure play industrial REIT

Agenda

1. Welcome and Introduction –
Centuria Office, Sydney
2. Guest speaker | CBRE Leasing
3. Sydney North West
4. Sydney West
5. Sydney Inner West
6. Conclusion – Centuria Office



SECTION ONE

Introduction

ASX: CIP

Centuria

CNI: ASX300-listed funds manager positioned for growth

Centuria

\$15.5bn¹

Pro forma Group AUM

\$14.6bn

Real Estate AUM

\$0.9bn

Investment Bonds

\$5.2bn

Listed Real Estate AUM

\$9.4bn

Unlisted Real Estate AUM

Centuria life

Centuria Office REIT ASX:COF	Centuria Industrial REIT ASX:CIP	Asset Plus Limited NZX:APL	Vitalharvest Trust ASX:VTH	Primewest Unlisted Real Estate	Centuria Unlisted Real Estate
\$2.0bn	\$2.6bn	\$0.3bn	\$0.3bn ³	\$4.7bn	\$4.7bn

Centuria Investment Bonds

Guardian Friendly Society

\$1bn²

on balance sheet

~\$191m
Pro forma cash on balance sheet

Listed co-investments
\$614m

Centuria Office (ASX:COF)	\$217m (19.9%) ⁴
Centuria Industrial (ASX:CIP)	\$328m (17.0%) ⁴
Asset Plus (NZX:APL)	\$23m (19.9%) ⁴
Vitalharvest Trust (ASX:VTH)	\$46m (19.9%) ³

Unlisted co-investments
\$213m

Primewest unlisted real estate	\$35m
Centuria unlisted real estate and debt	\$126m
Centuria properties held for development	\$52m

Note: Pro forma AUM figures as at 31 December 2020 adjusted for post balance date revaluations and acquisitions, and subject to the completion of the merger transaction between Centuria and Primewest as announced on 19 April 2021








1. Pro forma AUM includes \$0.3bn associated with Vitalharvest but excludes over \$1bn of opportunities under due diligence
2. Pro forma balance sheet cash, listed co-investments and unlisted co-investments
3. VitalHarvest is currently in receipt of competing proposals from MAFM and Roc to acquire all of the units in VitalHarvest, which may result in Primewest selling the management rights and co-investment stake in VitalHarvest
4. Based on the respective close prices of COF, CIP and APL on 16 April 2021. Includes ownership by associates of Centuria Capital Group

Enhanced sector diversification creating new growth opportunities

Centuria

72% focused on existing capabilities in office and industrial with the introduction of three new sectors

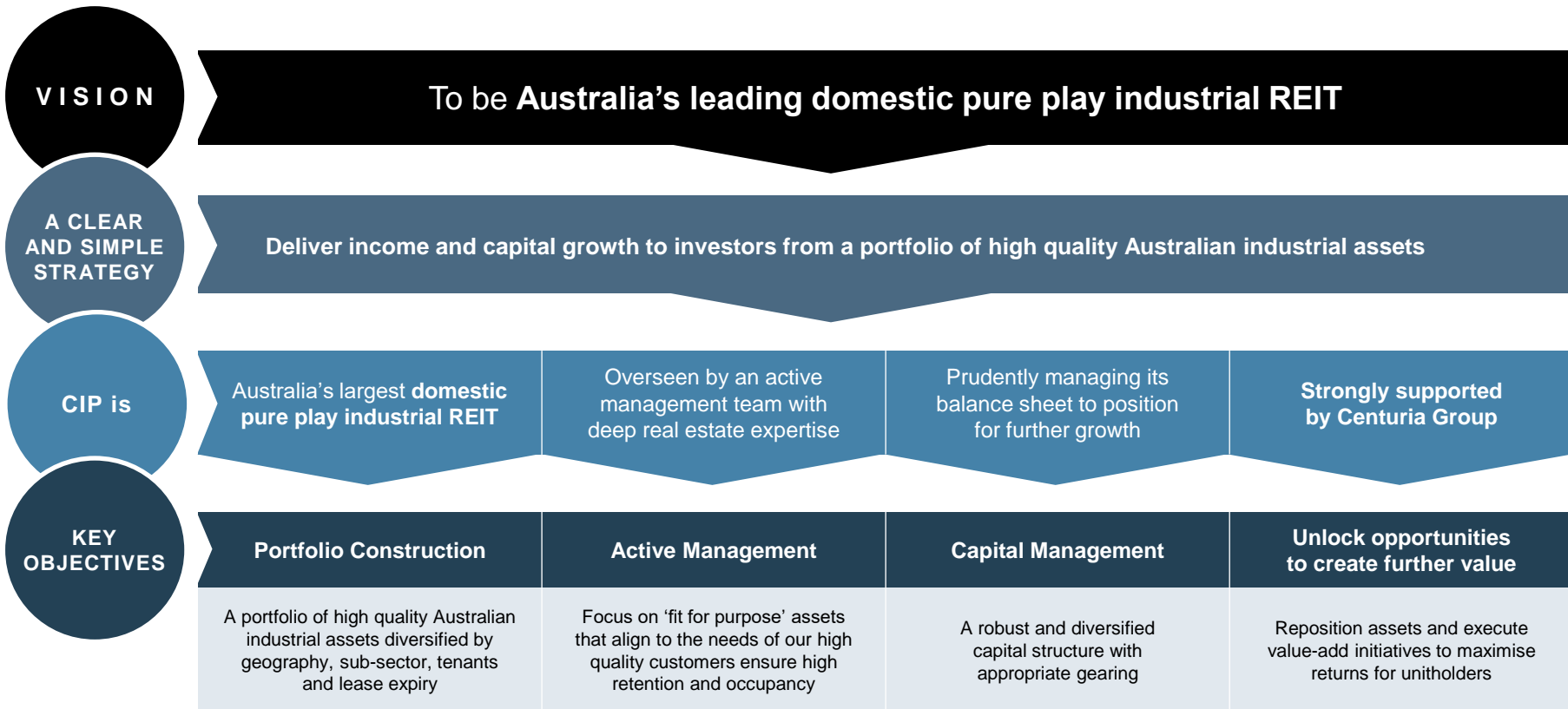
\$14.6bn¹ Real Estate Platform

	Office	Industrial	Daily Needs Retail (“DNR”)	Large Format Retail (“LFR”)	Healthcare	Agriculture	Other
AUM	A\$6.3bn	A\$4.1bn	A\$1.2bn	A\$1.1bn	A\$1.0bn	A\$0.3bn²	A\$0.5bn
	Office assets located across, Sydney, Melbourne, Auckland, Perth, Brisbane, Adelaide	Industrial sites in well established locations in Sydney, Melbourne, New Zealand Perth, Brisbane, Adelaide	Coles, Woolworths, Countdown anchored centres across Perth, Adelaide, regional Australia and New Zealand	Large footprint and high traffic properties anchored by ASX listed covenants across Australia and New Zealand	High quality healthcare fund with ongoing transaction momentum	Agriculture assets under long term leases to established operators across Australia	Comprises tourism, shopping centres and land syndicates in the US, New Zealand and WA
% of Total	43% (from 48%)	28% (from 36%)	9% (new sector)	8% (new sector)	7% (from 11%)	2% (new sector)	3% (from 5%)
							
	201-203 Pacific Highway, St Leonards NSW	60-80 Southlink St, Parkinson, QLD	Fairview Green Shopping Centre, Adelaide	Auburn Mega Mall, Sydney	1521 Forest Road, Orange, NSW	Lamattina Celery Farm, Regional VIC	

Note: Pro AUM sheet figures as at 31 December 2020 adjusted for post balance date revaluations and acquisitions, and subject to the completion of the merger transaction between Centuria and Primewest as announced on 19 April 2021

1. Pro forma AUM includes \$0.3bn associated with Vitalharvest but excludes over \$1bn of opportunities under due diligence

2. Includes \$0.3bn of Vitalharvest assets



Key metrics – Australia's largest domestic pure play industrial REIT

Centuria

PORTFOLIO¹



61

High quality
assets



\$2.6bn

Portfolio value



98.8%

Portfolio occupancy²



9.7yrs

Portfolio WALE²

FINANCIAL¹



\$3.33

Pro forma Net
Tangible Assets per
unit



98%

Average rent
collections
January to March 2021



28.2%

Pro forma
Gearing³



>\$110mn

Available liquidity

1. As at 31 March 2021, excludes acquisitions exchange, but not settled

2. Occupancy and Weighted Average Lease Expiry (WALE) By income

3. Excludes unsettled acquisitions. Gearing is defined as total borrowings less cash divided by total assets less cash and goodwill



2-8 LEXINGTON DRIVE, BELLA VISTA, NSW



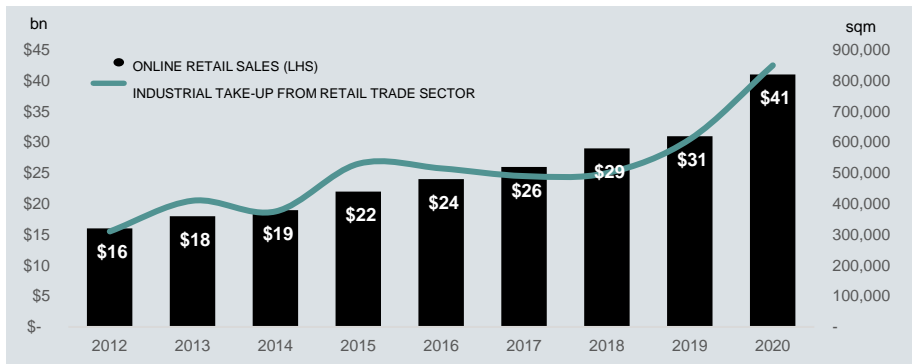
SECTION TWO

Industrial Market Drivers

ASX: CIP

Centuria

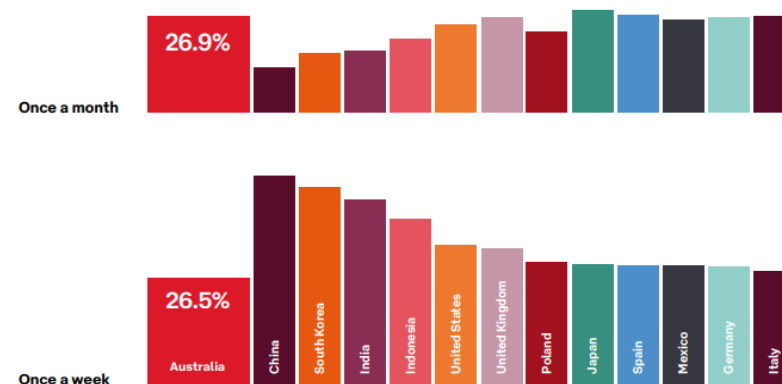
INDUSTRIAL & LOGISTICS GROSS TAKE-UP FROM THE RETAIL TRADE SECTOR AND ONLINE RETAIL SALES (12 MTH ROLLING)¹



Consumer shift to online retail is creating structural tailwinds for industrial real estate

- **Total online retail sales growth of 32%** over the prior 12 months
- Increased consumer demand for expedited delivery driving **tenant need for infill warehousing in key metropolitan areas**
- Occupiers within the **retail trade sector contributed to 41% of industrial take-up** during Q1 2021³

Frequency of online shopping by country²



- 27% Australians shop online once a month, which is broadly in line with the other countries surveyed
- However, Australia lags the other countries on increased frequency of online shopping. 26.5% Australians shop online at least once a week compared to >45% in more established ecommerce markets

- Accelerated eCommerce adoption during pandemic expected to continue

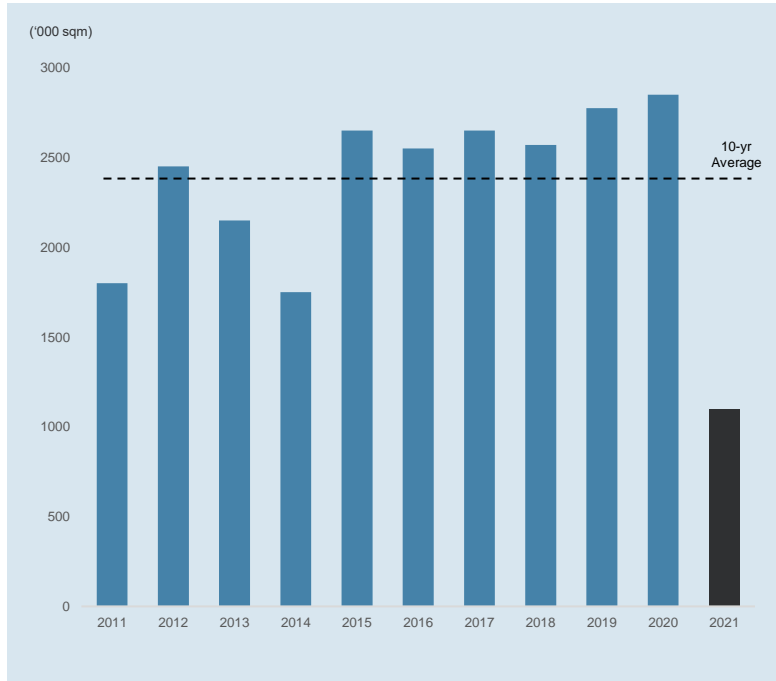
1. Source: JLL Research, December 2020

2. Source: Australian Post eCommerce Industry Report, March 2021

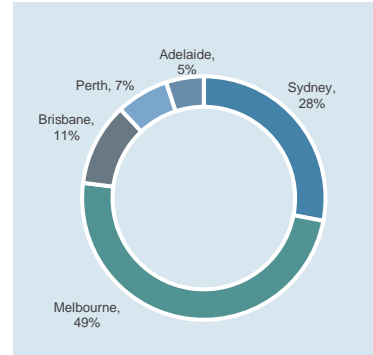
3. Source: JLL Research, April 2021

Accelerating Industrial occupier demand¹

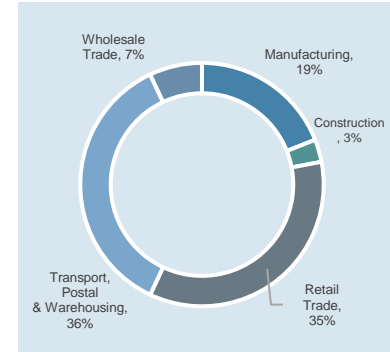
NATIONAL INDUSTRIAL GROSS TAKE UP 2011 to 2021 YTD



NATIONAL INDUSTRIAL % GROSS TAKE UP BY CITY 1Q2021



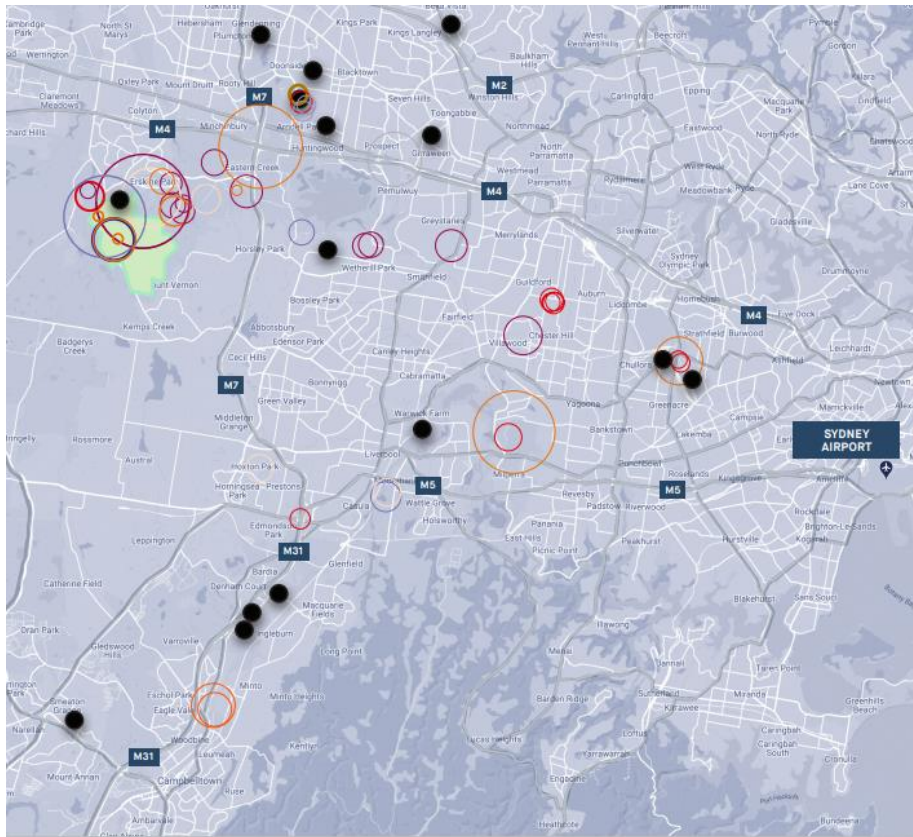
NATIONAL INDUSTRIAL % GROSS TAKE UP BY INDUSTRY 12 MONTH ROLLING



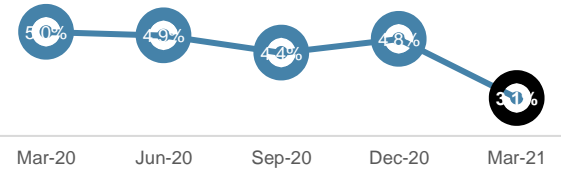
- Strong occupier market with 1Q2021 gross take up recording the highest single quarter for the national market, 91% higher than the 10-year quarterly average
- Strong take-up from Retail Trade, Transport Warehousing accounting for 71% of total take-up, driven by the acceleration of eCommerce adoption

1. Source: JLL Research – April 2021

Future development supply¹



SYDNEY INDUSTRIAL VACANCY²



AVERAGE NET FACE RENTS (\$/sqm)²

Prime		Secondary	
Low	High	Low	High
\$123	\$136	\$113	\$123

AVERAGE GROSS INCENTIVES²

Prime		Secondary	
10.5%		11.7%	

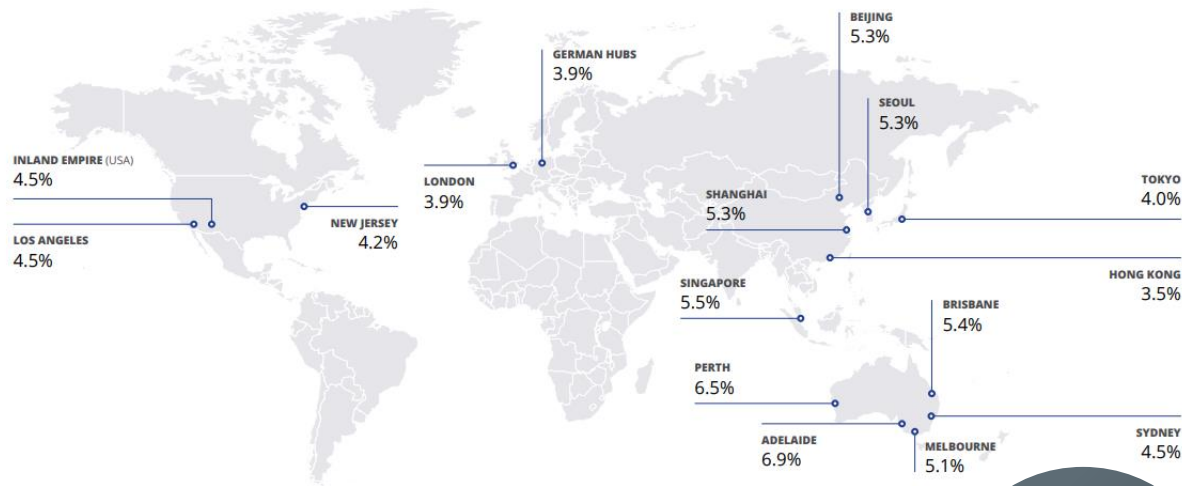
- Vacancy rate of 3.1% in Sydney and trending lower
- Limited supply coming online in key infill markets
- Most of the future development supply concentrated in outer western Sydney

1. Source: JLL Research – September 2020

2. Source: Colliers Research – April 2021

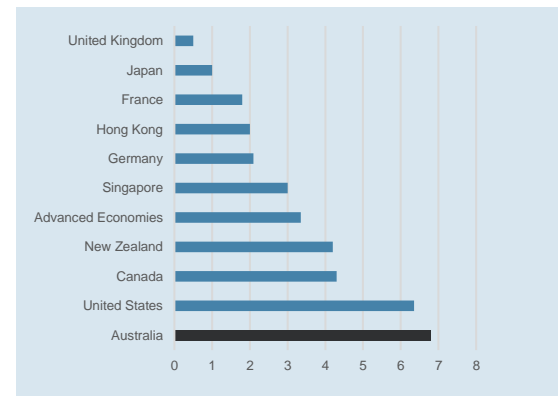
Australia remains attractive compared to Global Prime Industrial Yields¹

Centuria



4.95%
CIP WACR²

2020-2022 GDP Growth by Country / Region (%)¹



Strong forecast economic growth coupled with relatively higher yields compared to other cities makes Australia an attractive investment market

1. Source: Colliers International, March 2021
2. As at 31 March 2021



74-79 NEWTON ROAD, WETHERILL PARK, NSW



SECTION THREE

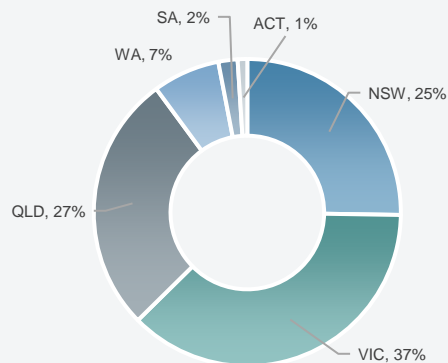
CIP Portfolio

ASX: CIP

Centuria

CIP PORTFOLIO SNAPSHOT ¹

Number of assets	#	61
Book value	\$m	2,621
WACR	%	4.95
GLA	sqm	1,062,871
Average asset size	sqm	17,424
Occupancy by income	%	98.8
WALE by income	yrs	9.7



RECENT SALES TRANSACTIONS



Milestone Portfolio²
 45 Assets
 Date: April 2021
 Price²: \$3.8bn
 Initial Yield³: ~4.0%
 WALE: 6.9yrs



Patties Pies Industrial Portfolio⁴
 Date: April 2021
 Price: \$141.0m
 Initial Yield: 4.43%
 WALE: 30.0yrs



Asset: Drystone Industrial Estate, VIC⁵
 Date: November 2020
 Price: \$127.6m
 Initial Yield: 4.19%
 WALE: 8.2yrs



Asset: Port Connect DC, Lytton QLD⁶
 Date: April 2021
 Price: \$194.4m
 Initial Yield: 4.25%
 WALE: 6.3yrs

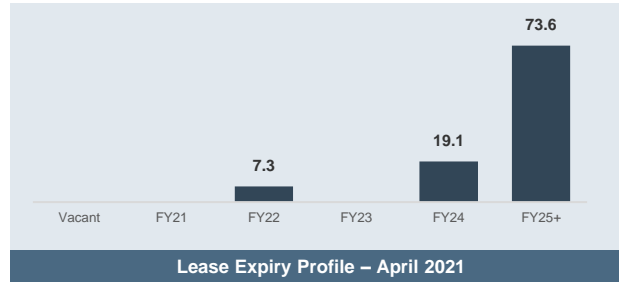
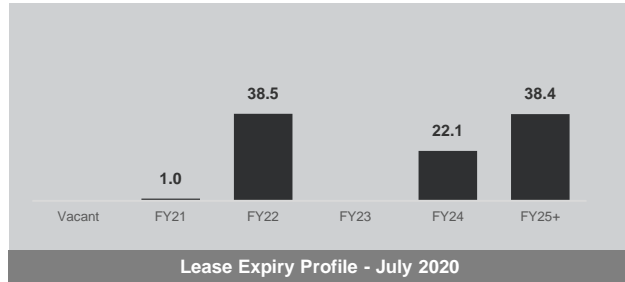


Asset: HB Commerce DC Tarneit, VIC⁴
 Date: March 2021
 Price: \$137.1m
 Initial Yield: 4.08%
 WALE: 10.0yrs

1. As at 31 March 2021, excludes acquisitions exchange, but not settled
 2. Source: ESR Cayman Limited Company filings
 3. Source: Australian Financial Review
 4. Source: JLL
 5. Source: Colliers International
 6. Source: CBRE

Transformation of CIP NSW Portfolio

LEASING SUCCESS



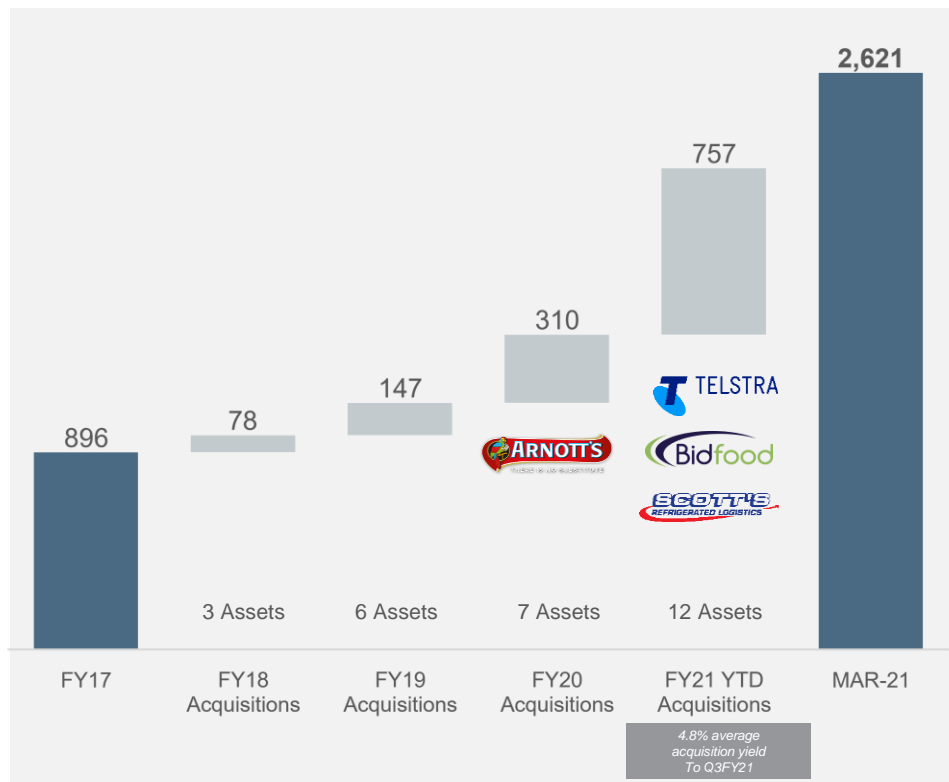
- 117,894sqm or 40% CIP NSW portfolio re-leased over FY21 YTD
- Portfolio WALE increased from 3.7yrs at July 2020 to 5.9yrs at April 2021
- \$143m of selective acquisitions in line with CIP's strategy with value-add opportunities

SELECTIVE ACQUISITIONS

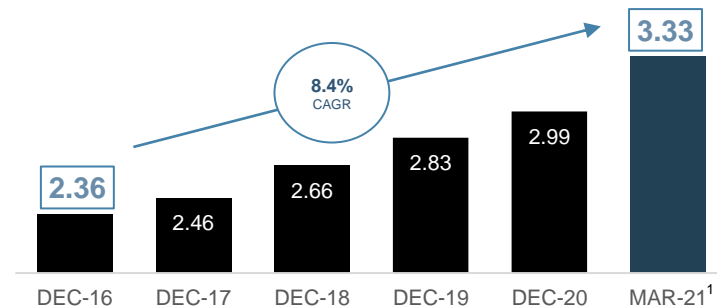


Portfolio growth driving scale and relevance

CIP ACQUISITION TRACK RECORD (\$m)



NET TANGIBLE ASSETS PER UNIT (\$)



Portfolio growth while delivering unitholder value through increased NTA

Increased investor relevance, included in **the S&P ASX 200 Index**

Well positioned for future inclusion in the **FTSE/EPRA NAREIT Index**

1. Pro forma as at 31 March 2021

Opportunities to Extract Embedded Portfolio Value

Centuria

Completed



21 Jay Street, Townsville QLD

- Expanded asset by ~5,700sqm
- Reset lease with Woolworths on a new 12-year term



46 Gosport Street, Hemmat QLD

- Refurbishment complete
- Leasing success delivered valuation uplift

Active



2-8 Lexington Drive, Bella Vista NSW

- Project planning to reposition the asset to leverage its last-mile characteristics



42 Hopner Road, Bundamba QLD

- Development of ~10,400sqm well progressed with expected Practical Completion in Q4 FY21



95-105 South Gippsland Hwy, Dandenong VIC

- Development of 40,380sqm to commence in H1FY22

NSW Value-add Opportunities



74-94 Newton Rd, Wetherill Park NSW

- Medium term opportunity
- Potential development of a new industrial facility of up to ~30,000sqm



92-98 Cosgrove Rd, Enfield NSW

- Medium term opportunity
- Low site cover
- Potential development of a new industrial facility directly opposite Enfield Intermodal



67-69 Mandoon Rd, Girraween NSW

- Medium - Long term opportunity
- Dual street frontage and substantial land holding in prime infill location



457 Waterloo Rd, Chullora NSW

- Long term opportunity
- Mixed use development potential
- Surrounded by residential



37 Scrivener St, Warwick Farm NSW

- Long term opportunity
- Higher and better use to capitalise on proximity to Liverpool Hospital



457 WATERLOO ROAD, CHULLORA, NSW



SECTION FOUR

Asset Tour

ASX: CIP

Centuria

CIP NSW portfolio and Tour Agenda

ASSET TOUR PROPERTIES OTHER NSW ASSETS

1	2-8 LEXINGTON DRIVE, BELLA VISTA
2	8 PENELOPE CRESCENT, ARNDELL PARK
3	29-31 PENELOPE CRESCENT, ARNDELL PARK
4	74-94 NEWTON ROAD, WETHERILL PARK
5	67-69 MANDOOK ROAD, GIRRAWAEN
6	457 WATERLOO ROAD, CHULLORA
7	92-98 COSGROVE ROAD, ENFIELD
8	6 MACDONALD ROAD, INGLEBURN
9	10 WILLIAMSON ROAD, INGLEBURN
10	12 WILLIAMSON ROAD, INGLEBURN
11	144 HARTLEY ROAD, SMEATON GRANGE
12	37-51 SCRIVENER STREET, WARWICK FARM
13	30 CLAY PLACE, EASTERN CREEK
14	52-74 QUARRY ROAD, ERSKINE PARK
15	29 GLENDENNING ROAD, GLENDENNING
16	75 OWEN STREET, GLENDENNING
17	2 WOOLWORTHS WAY, WARNERVALE



8 LEXINGTON DRIVE, BELLA VISTA



Centuria

DESCRIPTION

- The asset is located 40kms North of the Sydney CBD in market with limited warehousing stock and benefits from its 'last mile' characteristics, surrounded by business parks and residential
- The 1.7ha site offers 7,678sqm of warehouse and 591sqm of modern office accommodation. The generic warehouse provides semi-trailer access via two access points and the internal clearance of approximately 12metres

OPPORTUNITIES

- A WALE of 0.4years and the true infill location of the site provides CIP the opportunity to add value in the short term through repositioning and leasing the asset

ASSET SNAPSHOT

Current book value	\$26.3m
Capitalisation rate	4.75%
GLA	8,741 sqm
Site area	1.7 ha
Occupancy by income	100%
WALE by income	0.4 years
Major tenant	Edilsider

LOCATION INSIGHTS¹

Asset sub-sector	Distribution Centre
Access to households within 30 min drive	0.4million
Access to households within 60 min drive	1.4million
Access to nearest freeway onramp	2 minutes

1. Source: SA1 data



29 PENELOPE CRESCENT, ARNDELL PARK



Centuria

DESCRIPTION

- Located approximately 40kms west of the Sydney CBD. Arndell Park is an established industrial precinct located on the northern side of the Great Western Highway
- The modern asset constructed in 2003 provides a 9,400sqm generic industrial facility with corporate office, high clearance warehousing, 6 on-grade roller doors, 2 recess docks, drive around access and underground secure car parking

OPPORTUNITIES

- The 2.2 year WALE provides the opportunity to 're-risk' CIP's lease expiry profile and add value to the asset in the short term given the generic nature of the facility and strong leasing fundamentals

ASSET SNAPSHOT

Current book value	\$27.0m
Capitalisation rate	4.50%
GLA	9,419 sqm
Site area	1.9 ha
Occupancy by income	100%
WALE by income	2.2 years
Asset sub-sector	Distribution Centre
Major tenant	Jaybro

LOCATION INSIGHTS

Access to households within 30 min drive	0.4million
Access to households within 60 min drive	1.4million
Access to nearest freeway onramp	6 minutes



1. Source: SA1 data

8 PENELOPE CRESCENT, ARNDELL PARK



Centuria

DESCRIPTION

- Located approximately 40kms west of the Sydney CBD. Arndell Park is an established industrial precinct located on the northern side of the Great Western Highway
- The property is a modern warehouse with providing up to 9.5 metre clearance and associated offices refurbished in 2011. A large undercover storage area complements the surrounding hardstand areas

ASSET SNAPSHOT

Current book value	\$25.0m
Capitalisation rate	4.75%
GLA	11,420 sqm
Site area	2.0 ha
Occupancy by income	100%
WALE by income	6.4 years
Asset sub-sector	Distribution Centre
Major tenant	YHI Australia

LOCATION INSIGHTS¹

Access to households within 30 min drive	0.4million
Access to households within 60 min drive	1.4million
Access to nearest freeway onramp	6 minutes

1. Source: SA1 data



74-94 NEWTON ROAD, WETHERILL PARK



Centuria

DESCRIPTION

- The asset is located in Sydney's outer central west industrial region with access to the M4, M5 and M7 motorways. The site benefits from the infill location within a supply constrained market
- The property is a high capacity logistics facility that includes a 28 meter high clearance warehouse

OPPORTUNITIES

- A low site cover of 33% provides opportunities for expansion or brownfield development of an industrial facility of up to 30,000sqm in the medium term

ASSET SNAPSHOT

Current book value	\$37.3m
Capitalisation rate	5.00%
GLA	16,962 sqm
Site area	5.2 ha
Occupancy by income	100%
WALE by income	4.4 years
Asset sub-sector	Distribution Centre
Major tenant	Weir Minerals

LOCATION INSIGHTS¹

Access to households within 30 min drive	0.4million
Access to households within 60 min drive	1.4million
Access to nearest freeway onramp	6 minutes

1. Source: SA1 data



67-69 MANDOON ROAD, GIRRAWEEEN



Centuria

DESCRIPTION

- The 4.9ha site is situated in an established and strategic industrial market which is considered a core Western Sydney last mile growth precinct
- The site includes two cold storage warehouse providing ambient, refrigerated and freezer facilities that can operate to -20 degrees

OPPORTUNITIES

- Site topography, dual street frontages and projected growth in demand for last-mile locations of scale provides opportunity for redevelopment in the medium term

ASSET SNAPSHOT

Current book value	\$85.0m
Capitalisation rate	4.75%
GLA	25,418 sqm
Site area	4.9 ha
Occupancy by income	100%
WALE by income	6.7 years
Asset sub-sector	Cold Storage
Major tenant	Bidfood

LOCATION INSIGHTS¹

Access to households within 30 min drive	0.4million
Access to households within 60 min drive	1.4million
Access to Woolworths DC	<25 minutes
Access to Amazon DC	<30 minutes

1. Source: SA1 data



457 WATERLOO ROAD, CHULLORA



Centuria

DESCRIPTION

- Located approximately 15kms south west of the Sydney CBD and within 3kms of the Enfield Intermodal Logistics Centre.
- The property comprises a freestanding warehouse and office facilities which was extensively refurbished in 2013. The warehouse benefits from a mix of on-grade and raised docks, further enhanced via 18 roller doors.

OPPORTUNITIES

- The site is surrounded by residential dwellings and is on the opposite side of the road to the major industrial precinct. This may provide an opportunity for longer term rezoning for higher and better use.

ASSET SNAPSHOT

Current book value (March 2021)	\$39.3m
Capitalisation rate (March 2021)	4.50%
GLA	16,051 sqm
Site area	2.6 ha
Occupancy by income	100%
WALE by income	6.0 years
Asset sub-sector	Transport Logistics
Major tenant	EWE Global Express

LOCATION INSIGHTS¹

Access to households within 30 min drive	0.5million
Access to households within 60 min drive	1.4million
Access to nearest Australia Post collection centre	<25 minutes
Access to Enfield intermodal	3 minutes

1. Source: SA1 data



Disclaimer

This presentation has been prepared by Centuria Property Funds No.2 Limited (ABN 38 133 363 185, AFSL 340304) (CPF2L) as responsible entity of Centuria Industrial REIT ('CIP' or the 'Trust').

This presentation contains selected summary information and does not purport to be all-inclusive or to contain all of the information that may be relevant, or which a prospective investor may require in evaluations for a possible investment CIP. It should be read in conjunction with CIP's periodic and continuous disclosure announcements which are available at www.centuria.com.au. The recipient acknowledges that circumstances may change and that this presentation may become outdated as a result. This presentation and the information in it are subject to change without notice and CPF2L is not obliged to update this presentation. Past performance is not a reliable indicator of future performance.

This presentation is provided for general information purposes only. It is not a product disclosure statement, pathfinder document or any other disclosure document for the purposes of the Corporations Act and has not been, and is not required to be, lodged with the Australian Securities & Investments Commission. It should not be relied upon by the recipient in considering the merits of CIP or the acquisition of securities in CIP. Nothing in this presentation constitutes investment, legal, tax, accounting or other advice and it is not to be relied upon in substitution for the recipient's own exercise of independent judgment with regard to the operations, financial condition and prospects of CIP.

The information contained in this presentation does not constitute financial product advice. Before making an investment decision, the recipient should consider its own financial situation, objectives and needs, and conduct its own independent investigation and assessment of the contents of this presentation, including obtaining investment, legal, tax, accounting and such other advice as it considers necessary or appropriate. This presentation has been prepared without taking account of any person's individual investment objectives, financial situation or particular needs. It is not an invitation or offer to buy or sell, or a solicitation to invest in or refrain from investing in, securities in CIP or any other investment product.

The information in this presentation has been obtained from and based on sources believed by CPF2L to be reliable.

To the maximum extent permitted by law, CPF2L and its related bodies corporate make no representation or warranty, express or implied, as to the accuracy, completeness, timeliness or reliability of the contents of this presentation. To the maximum extent permitted by law, CPF2L does not accept any liability (including, without limitation, any liability arising from fault or negligence) for any loss whatsoever arising from the use of this presentation or its contents or otherwise arising in connection with it.

This presentation may contain forward-looking statements, guidance, forecasts, estimates, prospects, projections or statements in relation to future matters ('Forward Statements'). Forward Statements can generally be identified by the use of forward looking words such as "anticipate", "estimates", "will", "should", "could", "may", "expects", "plans", "forecast", "target" or similar expressions. Forward Statements including indications, guidance or outlook on future revenues, distributions or financial position and performance or return or growth in underlying investments are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. No independent third party has reviewed the reasonableness of any such statements or assumptions. No member of CPF2L represents or warrants that such Forward Statements will be achieved or will prove to be correct or gives any warranty, express or implied, as to the accuracy, completeness, likelihood of achievement or reasonableness of any Forward Statement contained in this presentation. Except as required by law or regulation, CPF2L assumes no obligation to release updates or revisions to Forward Statements to reflect any changes. The reader should note that this presentation may also contain pro forma financial information.

Distributable earnings is a financial measure which is not prescribed by Australian Accounting Standards (AAS) and represents the profit under AAS adjusted for specific non-cash and significant items. The Directors consider that distributable earnings reflect the core earnings of the Trust.

All dollar values are in Australian dollars (\$) or A\$) unless stated otherwise.

Lined area for notes with horizontal blue lines.



Centuria