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as responsible entity of the  
HomeCo Daily Needs REIT (ARSN 645 086 620)

## ASX RELEASE

17 November 2021

### PRESENTATION – SYDNEY PROPERTY TOUR

HomeCo Daily Needs REIT (ASX: HDN) provides the attached presentation which will be given to attendees of a joint Aventus Group (ASX: AVN) and HDN Sydney asset tour taking place today.

-ENDS-

For further information, please contact:

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Authorised for release by the Board of the Responsible Entity

#### ***About HomeCo Daily Needs REIT***

*HomeCo Daily Needs REIT is an Australian Real Estate Investment Trust listed on the ASX with a mandate to invest in convenience-based assets across the target sub-sectors of Neighbourhood Retail, Large Format Retail and Health & Services. HomeCo Daily Needs REIT aims to provide unitholders with consistent and growing distributions.*

**Home  
Co.**

Daily Needs  
REIT

**aventus**



Gregory Hills Town Centre (NSW)



Hills Super Centre (NSW)

## SYDNEY PROPERTY TOUR




17 November 2021

AUSTRALIA'S LEADING DAILY NEEDS REIT





# Asset Tour Schedule

		Arrive	Duration	Depart
Start: Bus pickup at Macquarie Place Park (Loftus St near Bridge St)		8:50am		9:00am
1	<p>Gregory Hills Town &amp; Home Centre &amp; Camden Stage 1 (HCW)</p> <p>HDN</p> 	~9:50am	60 mins	~10:50am
2	<p>Hills Super Centre</p> <p>AVN</p> 	~11:40am	90 mins (incl. lunch)	~1:10pm
3	<p>Belrose Super Centre</p> <p>HDN</p> 	~1:45pm	60 mins	~2:45pm
Finish: Bus drop off at Macquarie Place Park (Loftus St near Bridge St)		~3:30pm		

# Company Attendees



## Leadership & Corporate



**David Di Pilla**  
HMC MD & CEO



**Sid Sharma**  
HMC COO



**Misha Mohl**  
HMC Head of  
Strategy & IR



**Darren Holland**  
AVN MD & CEO



**Lawrence Wong**  
AVN CFO



**David Pritchard**  
AVN Deputy Fund  
Manager

## Leasing & Development



**Andrew Boustred**  
HDN Development  
Director



**John Stewart**  
HDN Senior  
Project Manager



**Nick McKeith**  
HDN Leasing  
Manager



**Jason James**  
AVN Head of Leasing &  
Development



**Tom Jamison**  
AVN Senior  
Development Manager



**Sally Michael**  
AVN Senior Leasing  
Executive

## Asset management



**Paul Doherty**  
HDN Portfolio Fund  
Manager



**Marie Nguyen**  
HDN Head of Asset  
Management



**Ruth Jothy**  
AVN Head of Asset  
Management



**Oliver Mlso**  
AVN Asset  
Manager



# Sydney Last Mile Logistics Network

The combined group controls a strategic last mile logistics network across greater Sydney

**\$1.4bn**

Book value<sup>1</sup>

**34%**

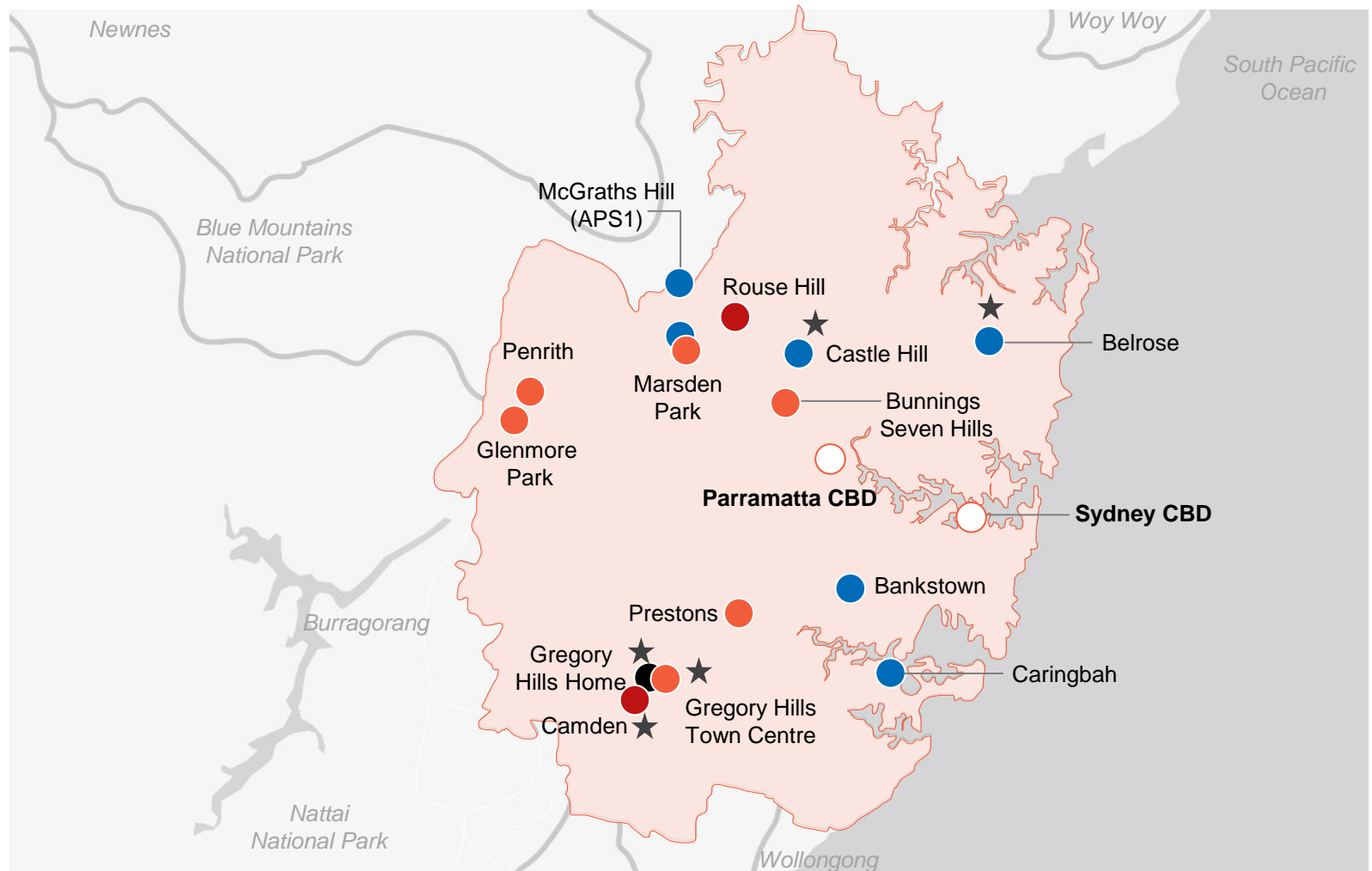
total portfolio<sup>1,2</sup>

**~440,000**

Sqm land<sup>1</sup>

**5.64%**

WACR<sup>1</sup>



● HDN

● AVN

● HCW

● HMC

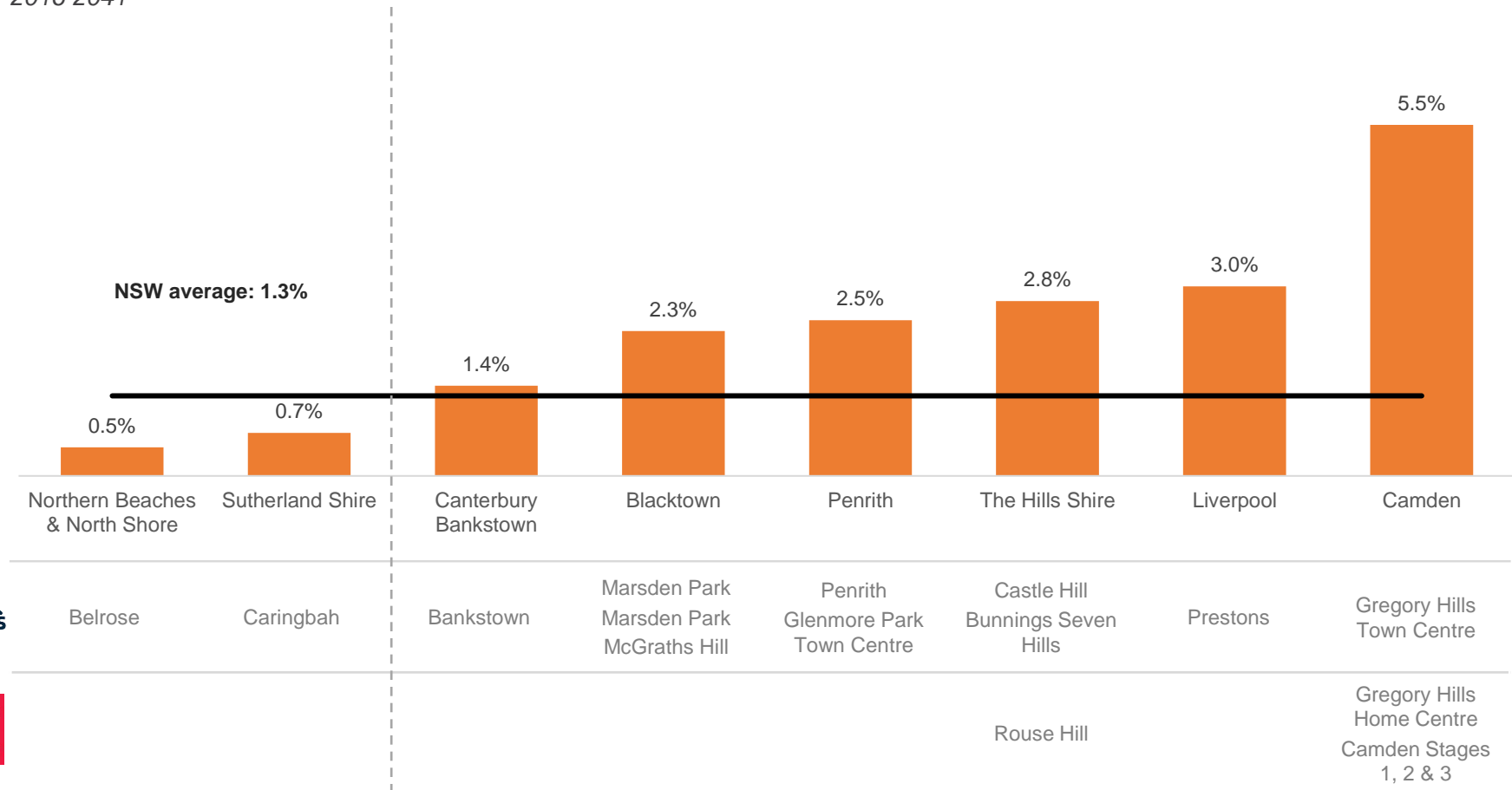
★ Asset tour properties

Notes: 1. Includes combined HDN and AVN portfolios only. 2. By value.

# Strategic Footprint Across Greater Sydney

Significant exposure to markets with outsized population and demand growth

Forecast population growth (CAGR) by LGA<sup>1</sup>  
2016-2041



**Dominant assets in affluent and established markets**

**High quality daily needs and LFR centres underpinned by outsized growth prospects**

# Melbourne & Brisbane Last Mile Logistics Network

The Merged Group controls an additional \$1.6bn of strategic last mile infrastructure in greater Melbourne and Brisbane

**\$0.9bn**

Total value<sup>1</sup>

**23%**

of total portfolio<sup>1,2</sup>

**~740,000**

Sqm of land<sup>1</sup>

**33%**

Site coverage<sup>1</sup>

**\$0.7bn**

Total value<sup>1</sup>

**17%**

of total portfolio<sup>1,2</sup>

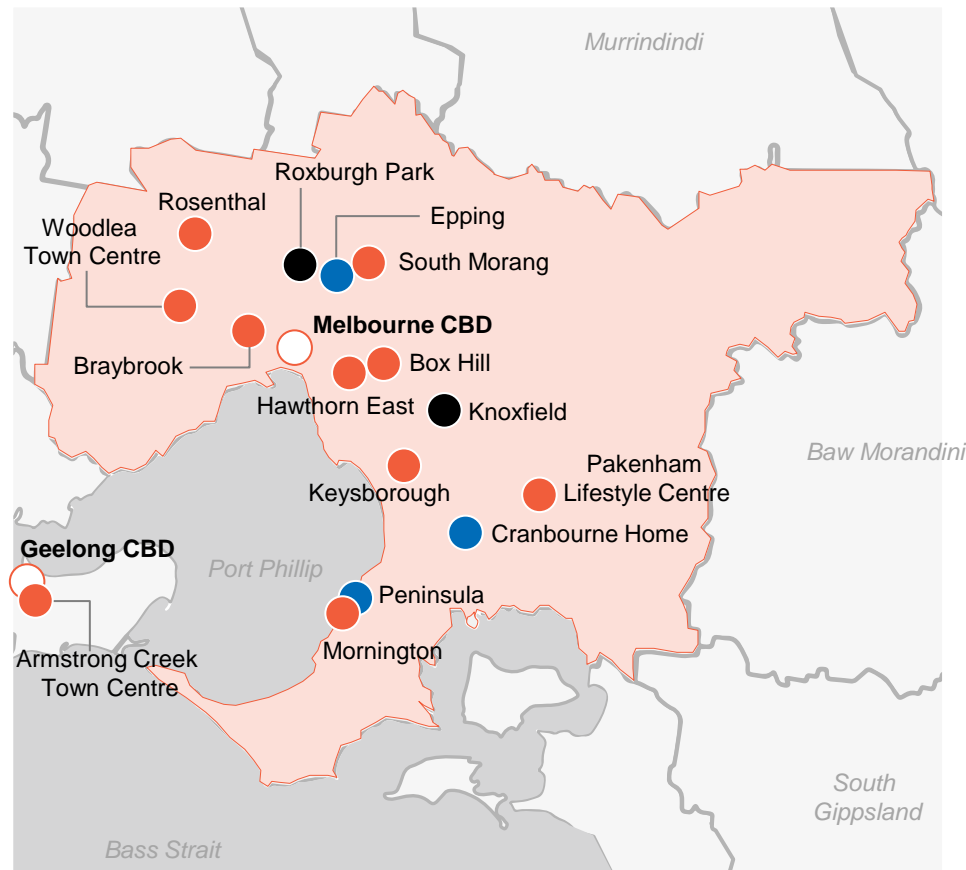
**~395,000**

Sqm of land<sup>1</sup>

**34%**

Site coverage<sup>1</sup>

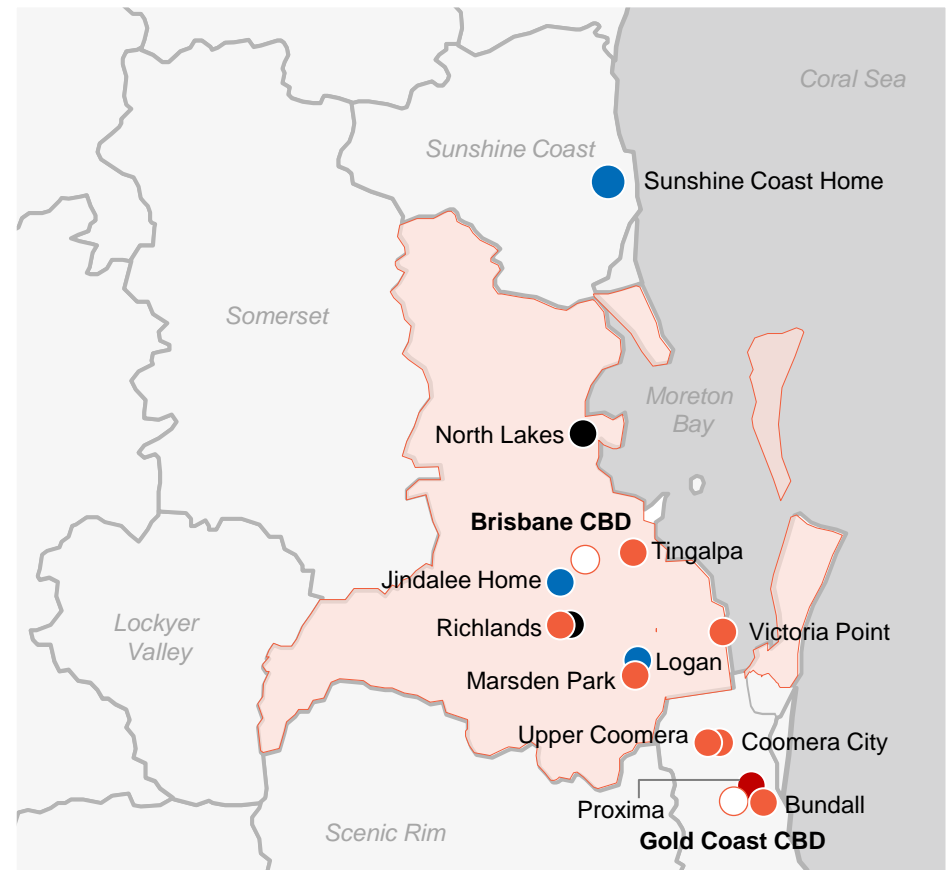
## Greater Melbourne



● HDN

● AVN

## Greater Brisbane



● HCW

● HMC

Notes: 1. Includes combined HDN and AVN portfolios only. 2. By value.



# Exposed To Powerful Megatrend

The secular shift to omni-channel is a megatrend which has been accelerated by Covid-19

## Asia Pacific

**Woolworths launches 'direct-to-boot' pick ups in Sydney**  THE AUSTRALIAN  
Tuesday, November 3, 2020 | Today's Paper | Most Cared

**Supermarket giant Coles plans many more click and collect drive-throughs**  FINANCIAL REVIEW

**Ola begins pilot of quick grocery delivery service**  ET Auto.com  
From The Economic Times

**ALDI Australia is finally launching an online store**  news.com.au

**WOOLWORTHS IS TESTING CONTACTLESS GROCERY LOCKERS IN NSW**

## United States

**A New Market Emerges for Online Delivery: 10-Minute Groceries**  
THE WALL STREET JOURNAL

**Grocers Get Ready for Futuristic In-Store Order Picking**  PROGRESSIVE GROCER

**Drive-thru grocer puts in-store spin on ultrafast fulfillment**  CSA  
THE BUSINESS OF RETAIL

**Blackstone Strengthens Foothold in Grocery-Anchored Retail**  GlobeSt.com

**Walmart bets bigger on online grocery as it ramps up automated fulfillment at stores**  CNBC

## Europe

**Uber jumps into Europe's rapid grocery delivery market with 15-minute service in Paris**  CNBC

**Tesco links up with start-up Gorillas for rapid delivery service**  Evening Standard

**Amazon opens first UK bricks-and-mortar non-food store**  The Guardian

**Covid growth turns online grocery profitable**

Research highlights how pandemic transformed economics of home delivery

# Enhanced Growth Opportunity

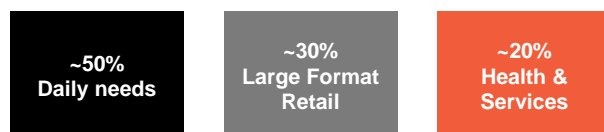
Clear strategy to enhance income security and growth to drive strong total returns

## MODEL PORTFOLIO

*Enhance income security & diversification*

- ✓ Accelerate tenant remixing towards HDN's model portfolio with focus on daily needs and health uses
  - >80 remixing opportunities identified
- ✓ Extend portfolio WALE and leverage enhanced and unique tenant relationships across the combined portfolio
- ✓ Potential to obtain investment grade credit rating and improve debt tenor

### Model Portfolio



## STRONG GROWTH OUTLOOK

*Unlock development pipeline*

- ✓ Accelerate unlocking of value enhancing brownfield and larger scale development opportunities across the combined asset base
- ✓ Leverage development track record and the combined group's increased scale to deliver enhanced earnings and NTA growth
- ✓ Opportunity rich 2.5m sqm landbank in high population growth markets with flexible zoning
  - 38% site coverage across the portfolio
  - \$150m+ of brownfield developments<sup>3</sup> and \$300m+ of major developments identified<sup>3</sup>
  - Targeting \$60m+ of capex p.a<sup>4</sup> at 7%+ ROIC<sup>5</sup>

### ~4% FFO accretive for HDN & AVN<sup>1</sup>

- ✓ HDN FY22 FFO: 8.9 cps
- ✓ AVN FY22 FFO: 21.1 cps<sup>2</sup>

### Embedded valuation upside

- ✓ On-market transactions highlight potential for further cap rate tightening

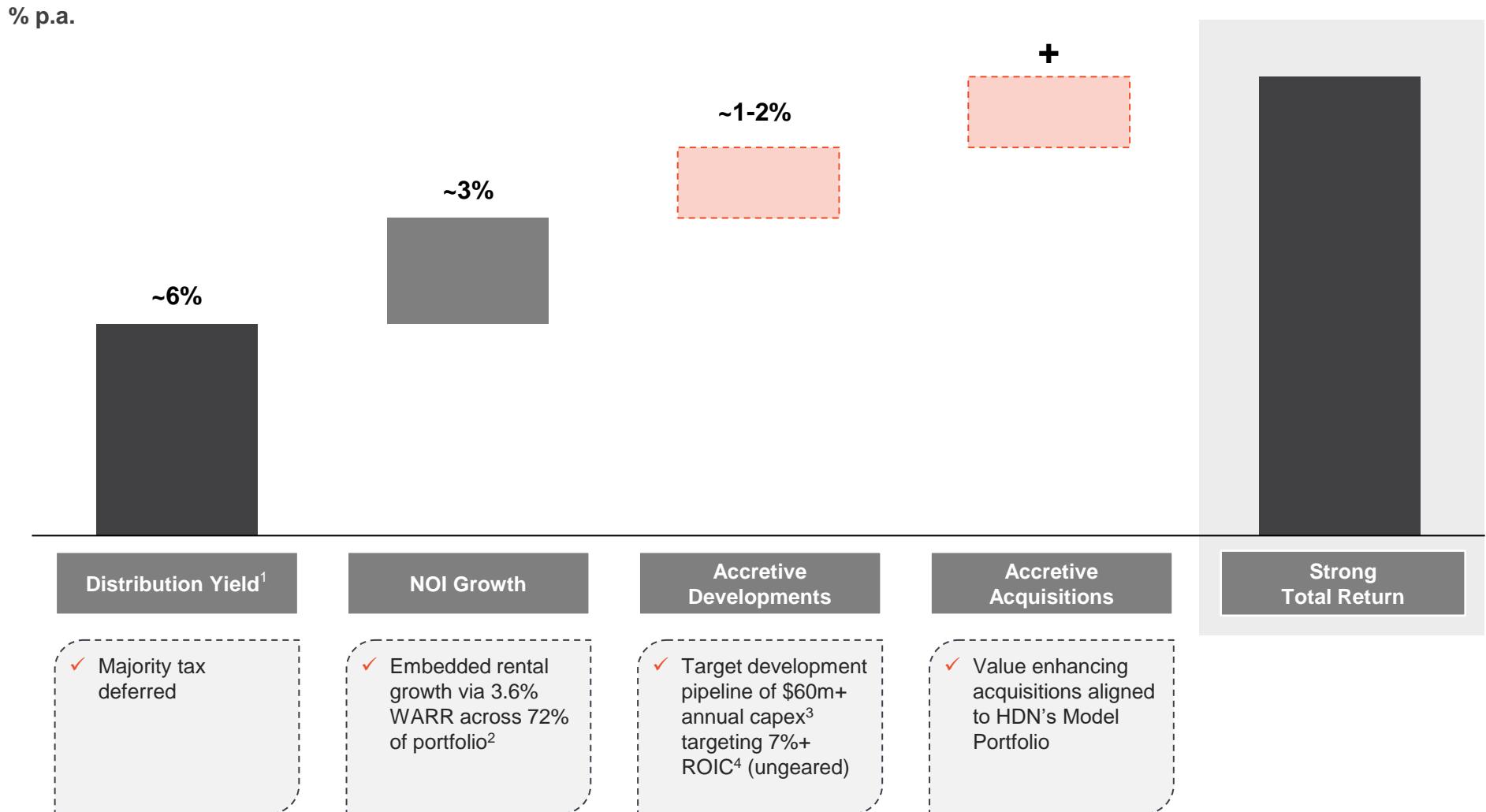
*Eligible for ASX200 index inclusion with pathway towards ASX100 index inclusion*

Notes: 1. Refer to slide 11 of the investor presentation released on 18 October 2021. 2. AVN FFO/security based on standalone FY22 management forecasts for recurring FFO/unit of 20.3 cps 3. Estimate only and subject to investment committee and other approvals. 4. From FY23 onwards. 5. Cash yield on cost.

# Targeting Strong Total Returns

Well positioned to deliver attractive total returns underpinned by embedded rental growth and accretive investment opportunities

## Indicative target annual total returns



Notes: 1. Based on HDN share price as at 10-Nov-21 of \$1.44/unit and FY22 DPU guidance of 8.25 cents/unit. 2. By gross income for signed leases for Merged Group and signed MOU's for HDN. 3. From FY23 onwards. 4. Cash yield on cost.



# Significant Growth Pipeline and Investment Opportunity

Post merger HDN will target **\$60m+ of annual development capex<sup>2</sup>** and a **7%+ ROIC<sup>3</sup>**

<div>1</div> <b>BROWNFIELD DEVELOPMENT OPPORTUNITIES</b>	<div>2</div> <b>MAJOR DEVELOPMENT OPPORTUNITIES</b>
<i>Value enhancing developments to be activated over the <b>next 24 months<sup>5</sup></b></i>	<i>Large scale longer term development opportunities including town centre conversions</i>
<ul style="list-style-type: none"> <li>• <b>Tuggerah, NSW:</b> LFR &amp; F&amp;B expansion on excess land (~11,500 sqm)</li> <li>• <b>Cranbourne, VIC:</b> Daily Needs expansion opportunity (~3,000 sqm)</li> <li>• <b>Caringbah, NSW:</b> Target medical and childcare centre (~3,000 sqm)</li> <li>• <b>Castle Hill, NSW:</b> Potential to add additional GLA on rooftop</li> <li>• <b>Belrose, NSW:</b> Target medical and childcare centre (~2,500 sqm)</li> <li>• <b>Vincentia, NSW:</b> Childcare, Health &amp; Services Precinct (~6,500 sqm)</li> <li>• <b>Glenmore Park, NSW:</b> Health &amp; Services Precinct (~1,500 sqm)</li> <li>• <b>Upper Coomera, QLD:</b> Childcare centre (~1,800 sqm)</li> <li>• <b>Toowoomba South, QLD:</b> Centre expansion (~2,000 sqm)</li> <li>• <b>Marsden Park, NSW:</b> Centre expansion &amp; F&amp;B precinct (~2,200 sqm)</li> <li>• <b>Victoria Point, QLD:</b> LFR expansion opportunity (~6,000 sqm)</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Jindalee, QLD:</b> Town centre redevelopment (~20,000 sqm+)</li> <li>• <b>Kotara, NSW:</b> Town centre redevelopment (10,000 sqm+)<sup>4</sup></li> <li>• <b>Epping, VIC:</b> Town centre redevelopment (~30,000 sqm+)</li> <li>• <b>Richlands, QLD:</b> Town centre redevelopment (~10,000 sqm+)</li> <li>• <b>Marsden, QLD:</b> Supermarket &amp; childcare centre (~7,000 sqm)</li> <li>• <b>Vincentia, NSW:</b> LFR expansion opportunity (~6,500 sqm)</li> </ul>
<div>~\$150m+ capex<sup>1</sup></div> <div>7%+ target ROIC<sup>2</sup></div>	<div>~\$300m+ capex<sup>1</sup></div> <div>7%+ target ROIC<sup>2</sup></div>

● HDN

● AVN

Notes: 1. Estimate only and subject to investment committee and other approvals. 2. From FY23 onwards. 3. Cash yield on cost. 4. subject to acquisition of adjacent site. 5. Post completion of the merger in early 2022.

# Portfolio Remixing Opportunities

Over **80 opportunities** identified to accelerate remixing towards more defensive daily needs and health uses

## Daily Needs

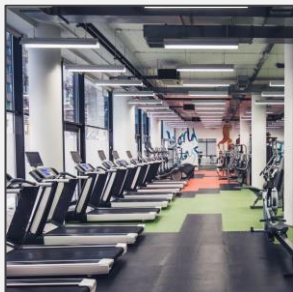
**#43 incremental opportunities identified**



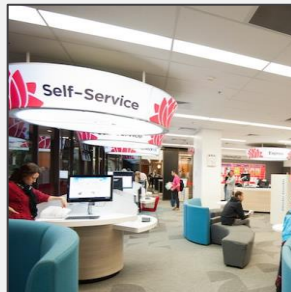
Supermarket<sup>1</sup> (#7)



Liquor (#7)



Fitness (#7)



Gov. services (#9)



Services (#13)

## Health & Services

**#40 incremental opportunities identified**



Childcare (#11)



Medical (#10)



Pharmacy (#5)



Aged care, Radiology,  
Pathology<sup>2</sup> (#4)



Play centre (#10)

**HDN is committed to its Model Portfolio and will seek to rebalance the combined portfolio through active tenant remixing, development and complementary acquisitions**

Over **80 opportunities** identified to accelerate remixing towards more defensive daily needs and health uses

### #43 incremental opportunities identified

Zoning allows	10	10	15	15	14
Existing in centre	3	3	8	2	5
<b>Opportunities</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>13</b>	<b>9</b>

#### #40 incremental opportunities identified

14	15	12	4	14
3	5	7	-	4
11	10	5	4	10

12







# HomeCo Gregory Hills Town Centre

Daily needs centre located in South West Sydney

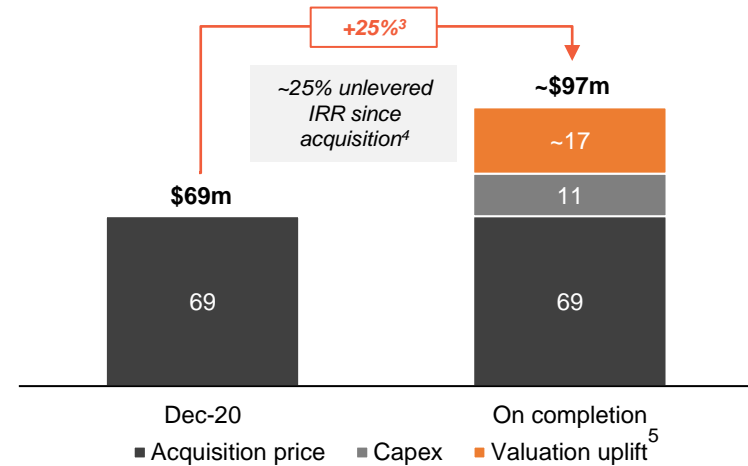


# HomeCo Gregory Hills Town Centre

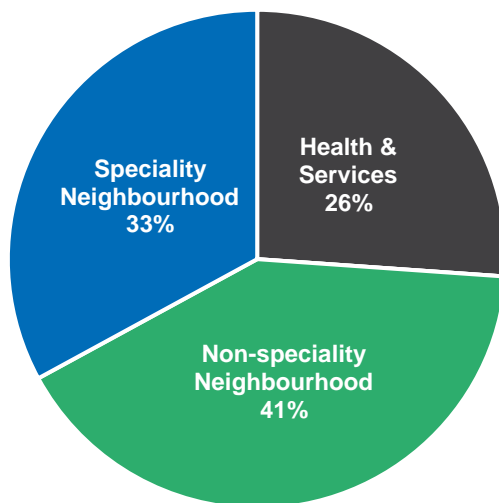
Significant value unlocked since asset was acquired in Dec-20

Description	Woolworths anchored daily needs centre developed in 2019 and acquired in December 2020 for \$69m (5.50% cap rate). Construction is currently underway on a 3,120 sqm expansion and is on track to complete in late 2021
Valuation <sup>1</sup>	\$76m (5.25% cap rate)
Location	60 km south-west of Sydney CBD
Land size	46,000 sqm
GLA <sup>1</sup>	14,731 sqm (32% coverage ratio)
WALE <sup>1</sup>	9.6 years <sup>2</sup>
Car spaces	455
Occupancy (% GLA) <sup>1</sup>	99%
National Retailers (% GLA)	60%
WARR (Fixed Review) <sup>1</sup>	4.0% across 60% of tenants <sup>6</sup>

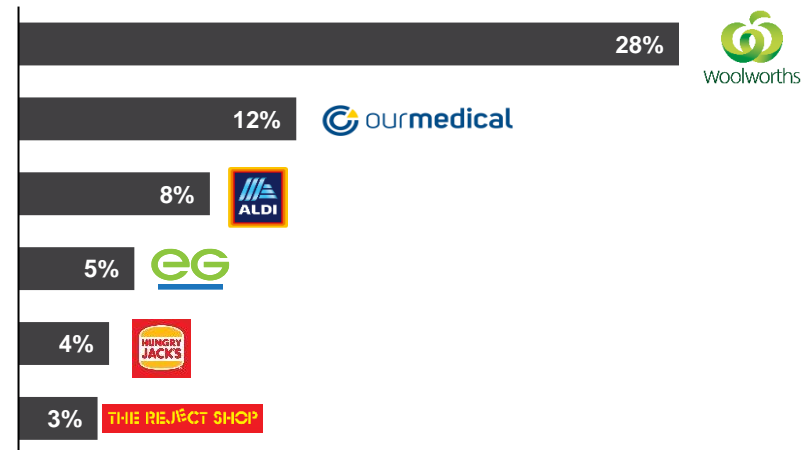
## Development value-add (\$m)



## Tenant mix<sup>6</sup>



## Key tenants<sup>6</sup>



Source: HDN filings as at 30-Jun-21. Notes: 1. As at 30-June-21. 2. By gross income for signed leases and signed MOUs as at 30-Jun-21. 3. Net of capital expenditure. 4. Includes transaction costs and assumes no change to existing cap rate of 5.25% on completion. IRR = Internal Rate of Return. 5. Estimated value on completion. 6. By gross income.



# HomeCo Gregory Hills Town Centre

Town centre enhanced by current development with strong focus on daily needs uses



## CENTRE EXPANSION



## This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and extend across the width of the page. There is no handwriting or other markings on the paper.

# HomeCo Gregory Hills Home Centre

Potential future acquisition property for HDN which is currently owned by Home Consortium

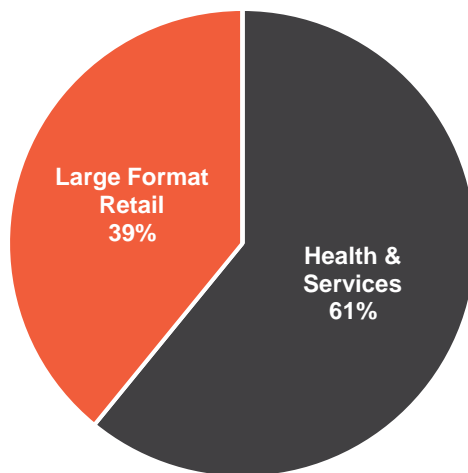
Home Consortium

Description	LFR centre anchored by Services NSW and Total Tools (Metcash) and developed in 2015. Acquired in Feb-21
Valuation <sup>1</sup>	\$32.0m (6.25% cap rate)
Location	58km south-west of Sydney CBD
Land size	26,694 sqm
GLA <sup>1</sup>	9,634 sqm (36% coverage ratio)
WALE <sup>1</sup>	6.3 years <sup>2</sup>
Car spaces	220
Occupancy (% GLA) <sup>1</sup>	100%
National Retailers (% GLA) <sup>1</sup>	58%
WARR (Fixed Review) <sup>1</sup>	3.2% across 82% of tenants <sup>4</sup>

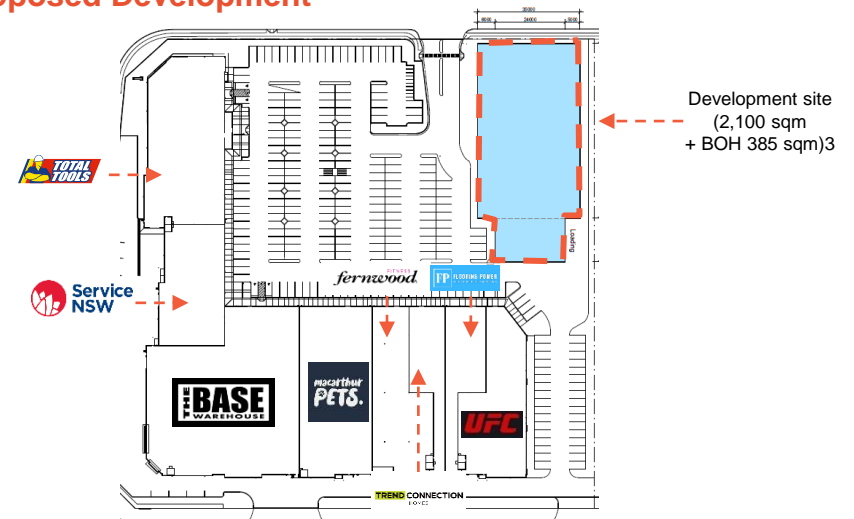
## Centre image



## Tenant Mix<sup>4</sup>



## Proposed Development



Source: HMC filings as at 30-Jun-21. Notes: 1. As at June 2021. 2. By gross income for signed leases and signed MOUs as at 30-Jun-21. 3. Subject to council approval. 4. By gross income.



# Camden Integrated Health and Innovation Precinct Development

## Stage 1 'The George' Private Hospital

### Stage 1 – 'The George' Private Hospital

<b>Description</b>	78 bed private hospital, specialising in paediatrics and maternity
<b>Operator</b>	Acurio Health Care (100% leased)
<b>Lease terms</b>	<ul style="list-style-type: none"> <li>15 year lease, 3 x 15 year options</li> <li>Triple net lease, CPI escalation, security guarantees from operator group Acurio Health Care</li> </ul>
<b>Construction</b>	<ul style="list-style-type: none"> <li>Fixed price D&amp;C<sup>2</sup> contract from BuildCorp</li> <li>Total investment – \$80m, completion in early 2023</li> </ul>
<b>Target return</b>	~6% unlevered IRR <sup>3</sup>
<b>Ownership (today)</b>	25% REIT, 25% HMC <sup>1</sup> , 50% Acurio
<b>Ownership (completion)<sup>2</sup></b>	Minimum 82% REIT, up to 18% Acurio



### Stages 2 & 3 – Bio Medical & Hospital Precinct

<b>Description</b>	<ul style="list-style-type: none"> <li>Longer term opportunity to develop a major medical precinct with a potential end value of \$500m+ including Stage 1</li> <li>Project has NSW Government State Significant status</li> </ul>
<b>Target return</b>	~7% unlevered IRR <sup>3</sup>

### Development update

- Stage 1 of the Camden Integrated Health and Innovation Precinct development – "The George" Private Hospital – has commenced construction and remains on target for completion by 1H 2023
- Plans for Stages 2 and 3 are being progressed which would take the precinct to a combined end value of >\$500m





# Camden Integrated Health and Innovation Precinct Development

## 'The George' Private Hospital



'The George' Private Hospital (artist impression)







# Hills Super Centre

Sydney's largest integrated LFR centre situated in Sydney's north-west growth corridor



# Hills Super Centre

Sydney's largest integrated LFR centre situated in Sydney's north-west growth corridor

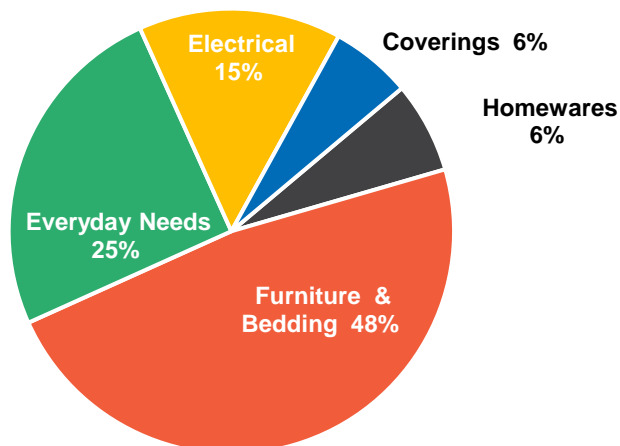


Description	Dominant LFR centre configured across two separate buildings with 77 retailers. The centre sits on a prime corner location adjoining Bunnings with close proximity to the new Sydney North West metro station
Valuation <sup>1</sup>	\$354m (5.75% cap rate)
Location	35 km north-west of Sydney CBD
Land size	59,920 sqm (2 separate titles)
GLA <sup>1</sup>	51,339 sqm (86% coverage ratio)
WALE <sup>1</sup>	3.9 years
Car spaces	1,490
Occupancy (% GLA) <sup>1</sup>	100%
National Retailers (% GLA) <sup>1</sup>	83%
WARR (Fixed Review) <sup>1</sup>	4.0% across 80% of tenants <sup>4</sup>

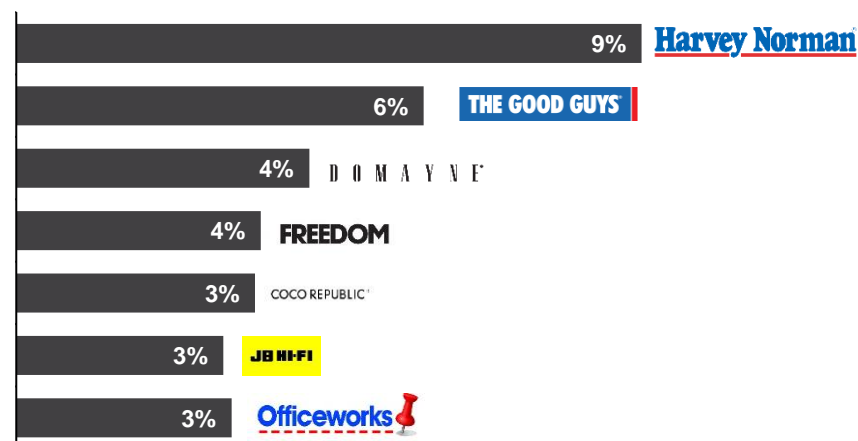
## Remixed and enhanced since acquisition in 2017

- ✓ 30 new retailers introduced with >50% of the centre by income remixed
- ✓ Strong leasing outcomes with spreads of +5%<sup>2</sup> and incentives circa 3%<sup>2</sup>
- ✓ New food and beverage offering introduced to boost weekday traffic
- ✓ 70% of tenants offer click and collect services<sup>3</sup>
- ✓ Future development potential on rooftop carpark<sup>5</sup>

## Tenant Mix<sup>1,4</sup>



## Key Tenants<sup>1,4</sup>



Notes: 1. As at 30-Jun-21 2. Excludes development leasing deals. 3. Excludes Showroom and food & service tenants. 4. By gross income. 5. Subject to council approval.



# Hills Super Centre

30 new retailers introduced with over 50% of the centre<sup>1</sup> remixed



## 30 New Retailers Introduced

COCO REPUBLIC®

dyson



PROVINCIAL  
HOME LIVING®



kitchen  
connection  
*from inspiration to installation*



PAYLESS  
FLOORING & MORE



harvest  
BOWL



## 5 Expanded or Relocated retailers

adairs

BARBEQUES  
GALORE



# Hills Super Centre – North

## Tenancy Plan

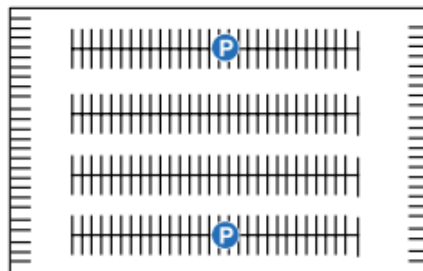
### Level 1



Rooftop Parking  
Level 1  
Ground Floor  
Basement Parking

1	<b>Harvey Norman</b>
2	<b>Recline FURNITURE</b>
3	VICTORIA AVENUE CAFE
4	<b>THE FLOOR GALLERY</b>
5	<b>M.com.au</b> Technology Made Easy

### Rooftop Parking



### Ground Floor

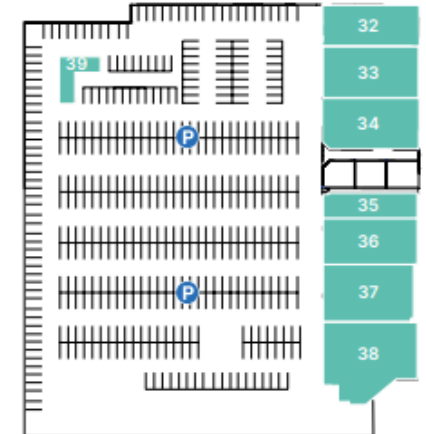


6	<b>Kathmandu</b>
7	<b>carpetCALL</b> CARPETS • FLOORING • INTERIORS
8	<b>What's COOKING</b>
9	ED'S CAFE
10	<b>THE GOOD GUYS</b>
11	<b>GODFREYS</b> and more

12	<b>weber</b>
13	<b>frame today</b> same day framing
14	<b>BARBECUES GALORE</b>
15	Woodbury
16	<b>dyson</b>
17	<b>PROVINCIAL</b> HOME DECOR

18	<b>Wendy's</b>
19	<b>SHERIDAN</b> EST. 1967
20	<b>contents</b> Furniture & More
21	<b>CLUB ACTIVE</b>
22	PROVISIONAL STORAGE
23	<b>KING LIVING</b>
24	<b>JB Hi-Fi</b>
25	<b>BED BATH N' TABLE</b>
26	<b>adairs</b>
27	<b>CHEMIST WAREHOUSE</b> DISCOUNT CHEMIST
28	IMS INTERIOR MANAGEMENT
29	<b>kitchen connection</b> Kitchen & Bathroom Specialist
30	COCO REPUBLIC*
31	<b>L'AMERICANO</b> ESPRESSO BAR

### Basement/Parking

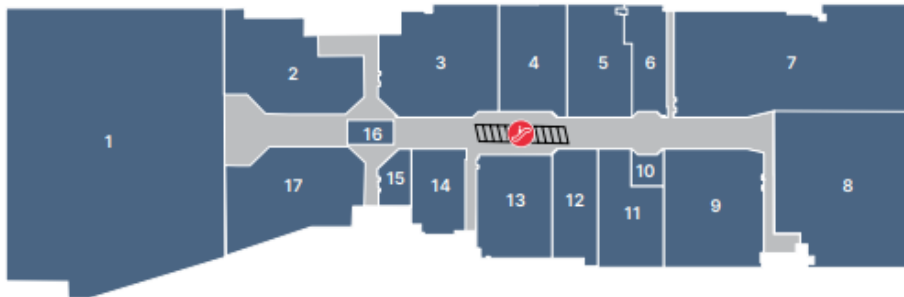


32	<b>Beacon</b> LIGHTING
33	<b>Woolworths</b>
34	<b>PET CARE 2000</b> WAREHOUSE
35	<b>Moyness</b> RUGS & FLOORING
36	<b>Sleeping Giant</b>
37	<b>FortyWinks</b>
38	<b>Beds n Dreams</b> SLEEPING SOLUTIONS
39	HILLS HAND CAR WASH

# Hills Super Centre – South

## Tenancy Plan

### Level 1



1	<b>DOMAYNE</b>
2	<b>THE CUSTOM SOFA CENTRE</b>
3	<b>Service NSW</b>
4	<b>SapphireWood FURNITURE</b>
5	<b>Curtain Wonderland</b> Home & Living
6	<b>lounge lovers</b> <small>com.au</small>
7	<b>RONI'S</b>

8	<b>toymate</b>
9	<b>early settler</b> <small>family</small>
10	<b>Luxaflex</b> & Wallpaper Shop
11	<b>OMU</b> ORIGINAL MATRADO FACTORY
12	<b>PAYLESS</b> FLOORING & MORE

13	<b>I CUSTOM DESIGNS</b>
14	<b>OSMEN</b> AFFORDABLE LIVING
15	<b>Crafted™</b>
16	<b>RESSPRESSO</b>
17	<b>KOALA LIVING</b>

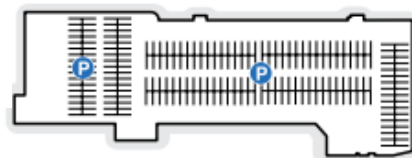
Rooftop Parking

Level 1

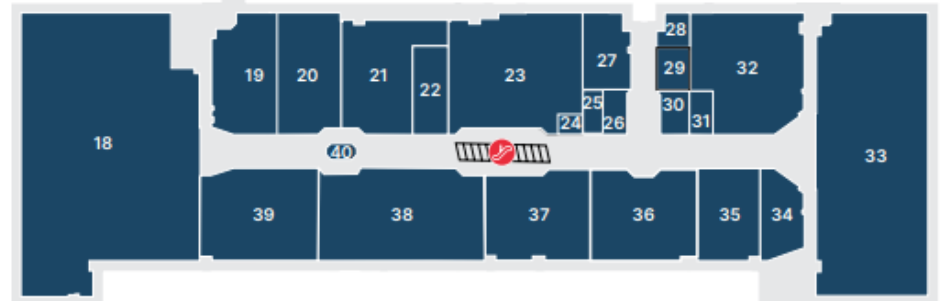
Ground Floor

Basement Parking

Rooftop  
parking



### Ground Floor

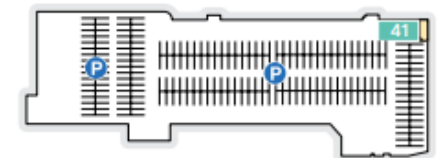


18	<b>FREEDOM</b>
19	<b>HUNTERFOX</b> by oak
20	<b>oak</b>
21	<b>deRUCCI</b>
22	<b>Nobby</b> AUTOMATS
23	<b>oz design</b> furniture
24	<b>justcuts</b>
25	<b>BON JUICE</b>
26	<b>shiro sushi</b>
27	<b>HS</b> Hills Super Centre

28	<b>Gloria Jean's COFFEE</b>
29	<b>harvest</b> BOWL
30	<b>Wishbone</b> BOTANICALS
31	<b>Power Golf</b>
32	<b>Power Golf</b>
33	<b>Officeworks</b>
34	<b>Hf</b> HillsFlooring

35	<b>Supreme</b> FURNITURE
36	<b>howards</b> storage world
37	<b>Sydney Side</b> RESTAURANT
38	<b>JAMES LANE</b>
39	<b>Snooze™</b> sleep well
40	<b>Yellow Brick Cafe</b>
41	<b>UNIQUE</b> Car Wash

Basement  
Parking



## This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and extend across the width of the page. There is no handwriting or other markings on the paper.





## 4. Belrose Super Centre



# Belrose Super Centre

Dominant integrated LFR centre located in the affluent Northern Beaches and North Shore





# Belrose Super Centre

Dominant integrated LFR centre located in the affluent Northern Beaches and North Shore

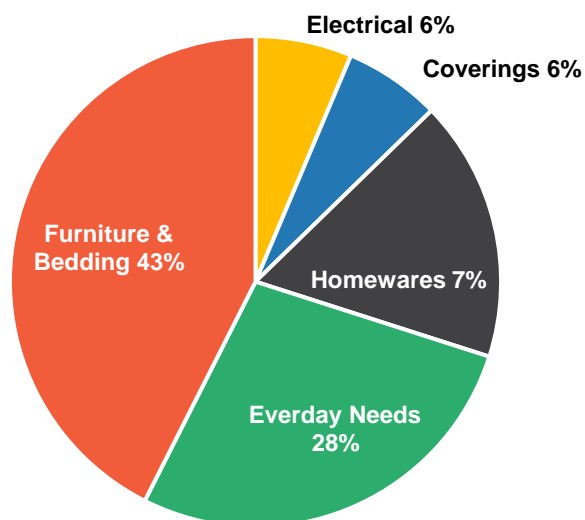


Description	Multi-level dominant LFR centre across two buildings with 46 retailers. The centre is adjoining a Bunnings with significant exposure to Mona Vale road and Forest Way
Valuation <sup>1</sup>	\$202m (5.75% cap rate)
Location	23 km north of Sydney CBD
Land size	44,265 sqm (2 separate titles)
GLA <sup>1</sup>	36,594 sqm (83% coverage ratio)
WALE <sup>1</sup>	3.0 years
Car spaces	1,072
Occupancy (% GLA) <sup>1</sup>	100%
National Retailers (% GLA) <sup>1</sup>	89%
WARR (Fixed Review) <sup>1</sup>	4.2% across 70% of tenants <sup>4</sup>

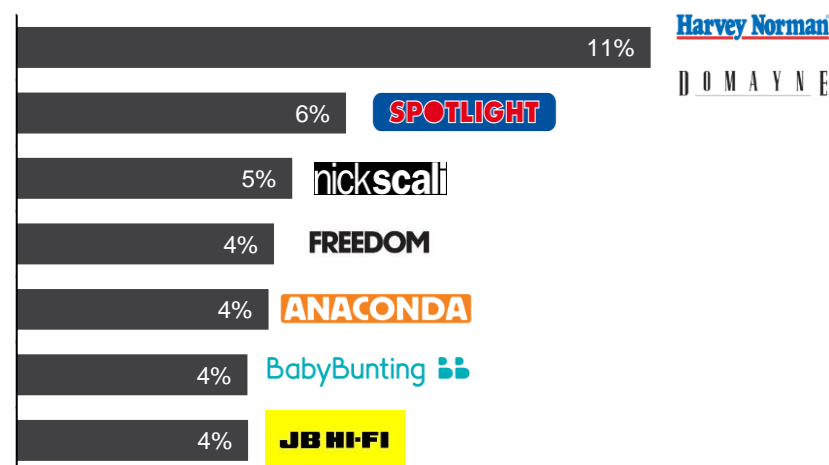
## Remixed and enhanced since acquisition in 2012

- ✓ Belrose Gateway acquired for \$6.35m (8.14% cap rate) in 2015
- ✓ Level 2 expansion in 2017 added over 2,500sqm of GLA
- ✓ 15 new retailers introduced with >40% of the centre remixed<sup>4</sup>
- ✓ Strong leasing outcomes with spreads of +8%<sup>2</sup> and incentives circa 1%<sup>2</sup>
- ✓ 76% of tenants offer click and collect services<sup>3</sup>
- ✓ Future development potential for additional GLA in excess of 2,000sqm<sup>5</sup>
- ✓ Future remix potential for Belrose Gateway targeting medical and childcare centre

## Tenant mix<sup>1,4</sup>



## Key Tenants<sup>1,4</sup>



Notes: 1. As at 30-Jun-21. 2. Excludes development leasing deals. 3. Excludes Showroom and food & service tenants. 4. By gross income. 5. Subject to council approval.



# Belrose Super Centre

15 new retailers introduced with over 40% of the centre remixed<sup>1</sup>



## 15 New Retailers Introduced

BabyBunting

BED BATH N' TABLE

PROVINCIAL  
HOME LIVING®

BARBEQUES  
GALORE

Fantastic  
Furniture

lounge lovers

kitchen  
connection  
from inspiration to installation

Kresta

Pillow Talk

ONE WORLD  
SYDNEY | CHRISTCHURCH | CHICAGO

# Belrose Super Centre

## Tenancy plan

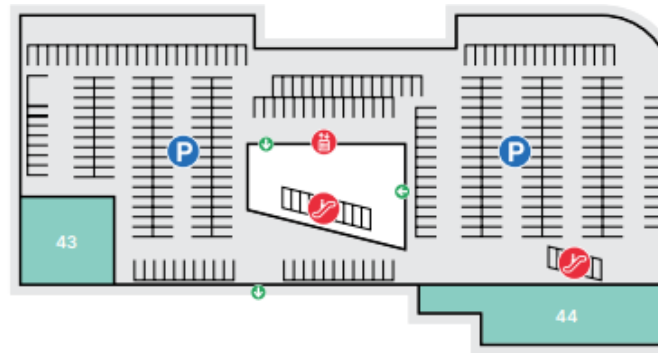
### Ground Floor



29	Fantastic Furniture
30	Carpet Call
31	Kitchen Works
32	GODFREYS
33	CUSTOM DESIGNS
34	FLAVOUR MILL CAFÉ
35	storehouse HOMEWARES

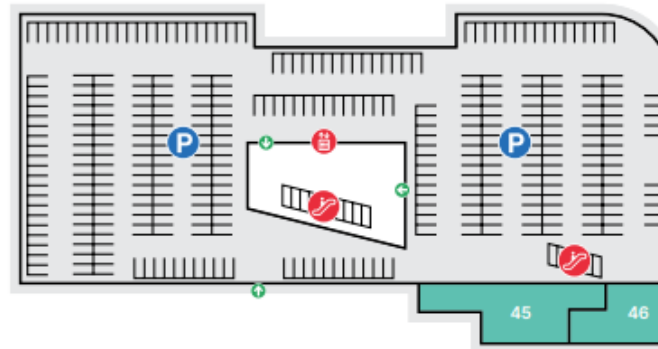
36	HARVEY NORMAN
37	adairs
38	adairs kids
39	Cincotta Chemist
40	PROVINCIAL
41	OSMEN
42	FREEDOM

### P1 Parking



43	STAR CAR WASH
44	BabyBunting

### P2 Parking



45	Beacon LIGHTING
46	petstock



# Belrose Super Centre (cont.)

## Tenancy plan

### Rooftop Parking



### Level 2



### Level 1



1	<b>ANACONDA</b>
2	<b>rivers</b>
3	CENTRE MANAGEMENT
4	RICK'S WOK & NOODLES
5	FRESH DELIGHTS
6	<b>SUBWAY</b>

7	CHOICE SUSHI
8	CHILDREN'S PLAYGROUND AND TERRACE
9	<b>Supreme</b>
10	<b>BARBEQUES GALORE</b>
11	<b>OVERSTOCK PLUS</b>

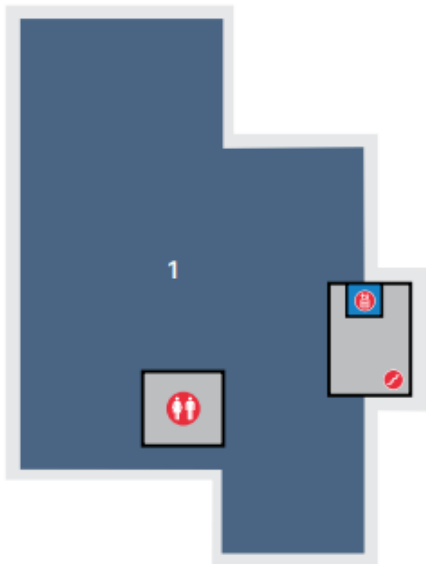
12	nickscale
13	<b>Snooze</b>
14	<b>REZA</b>
15	<b>Kresta</b>
16	<b>DecoRug</b>
17	BED BATH N' TABLE
18	<b>Savannah Cafe</b>
19	<b>kitchen connection</b>
20	<b>JB HIFI</b>

21	<b>SPOTLIGHT</b>
22	Pillow Talk
23	<b>Plush</b>
24	<b>lounge lovers</b>
25	<b>PAYLESS</b>
26	ONE WORLD COLLECTION
27	<b>Z design</b>
28	<b>SHERIDAN</b>

# Belrose Super Centre - Gateway

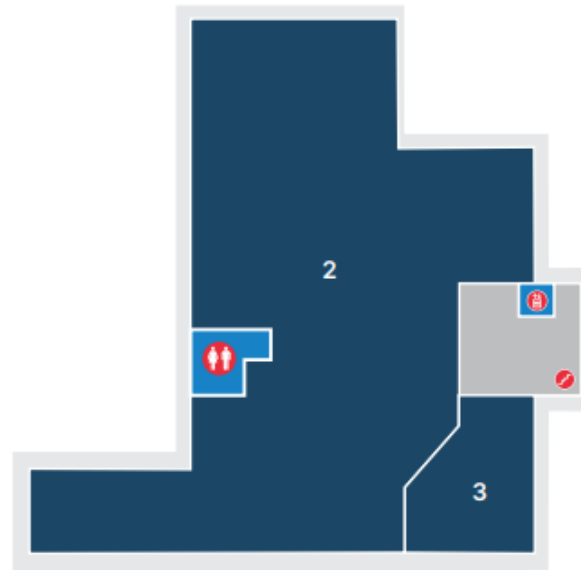
## Tenancy plan

### Level 2



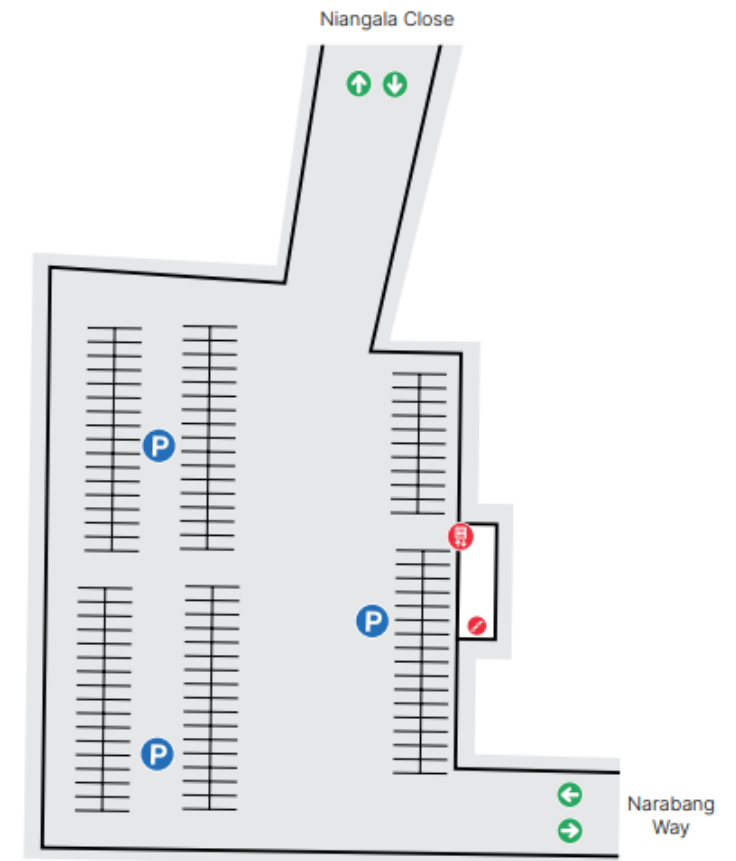
1	<b>Beds n Dreams</b> SLEEPERS • COVERS • BEDS
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### Level 1



2	<b>BCF</b> BEDS • COVERS • BEDS
3	<b>GOLF STITCH</b>

### Parking





## This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and extend across the width of the page. There is no handwriting or other markings on the paper.



# Australia's Leading Daily Needs REIT

Merger provides significant scale and enhanced capability to unlock value from a highly strategic landbank

## Platform Overview

### Key portfolio metrics

Portfolio value <sup>1</sup>	\$4,064m
Landbank	2.5m sqm
WACR <sup>1</sup>	5.85%
WALE <sup>2</sup>	5.3 years
Occupancy <sup>3</sup>	99%
Fixed WARR <sup>2,4</sup>	3.6%
Cash collection (FY21) <sup>5</sup>	98%
Average gross rent <sup>6</sup>	\$331/sqm

## Transaction Overview

### Overview

- ✓ Agreed merger between **HomeCo Daily Needs REIT (HDN) & Aventus Group (AVN)**
- ✓ **Unanimously recommended** by both the HDN and AVN Boards
- ✓ AVN Board and **AVN's largest securityholder Brett Blundy Retail Capital Pty Ltd (BBRC) intend to vote their 29.3% collective interest in favour of the Merger<sup>7</sup>**

### Consideration

- ✓ Consideration represents implied value of **\$3.82<sup>8</sup> per AVN security**, comprising:
  - 2.200 HDN units per 1 unit in Aventus Retail Property Fund (ARPF)
  - \$0.285 cash or 0.038 HMC securities per 1 share in Aventus Holdings Ltd (AHL)
- ✓ 15.3% premium to undisturbed AVN security price<sup>8</sup>

### Impact<sup>9</sup>

- ✓ Estimated **HDN FY22 FFO/unit<sup>10</sup> accretion of 4.0%** and **AVN FY22 FFO/security<sup>10</sup> accretion of 3.9%**
- ✓ Combined entity (Merger Group) **gearing to be approximately 34.5%<sup>11</sup>**, within target gearing band of 30-40%

### Indicative timetable

- First court hearing: Mid December 2021
- Dispatch of scheme booklet to AVN securityholders: Mid December 2021
- Scheme meeting: Late January 2022
- **Implementation date: Mid-February 2022**

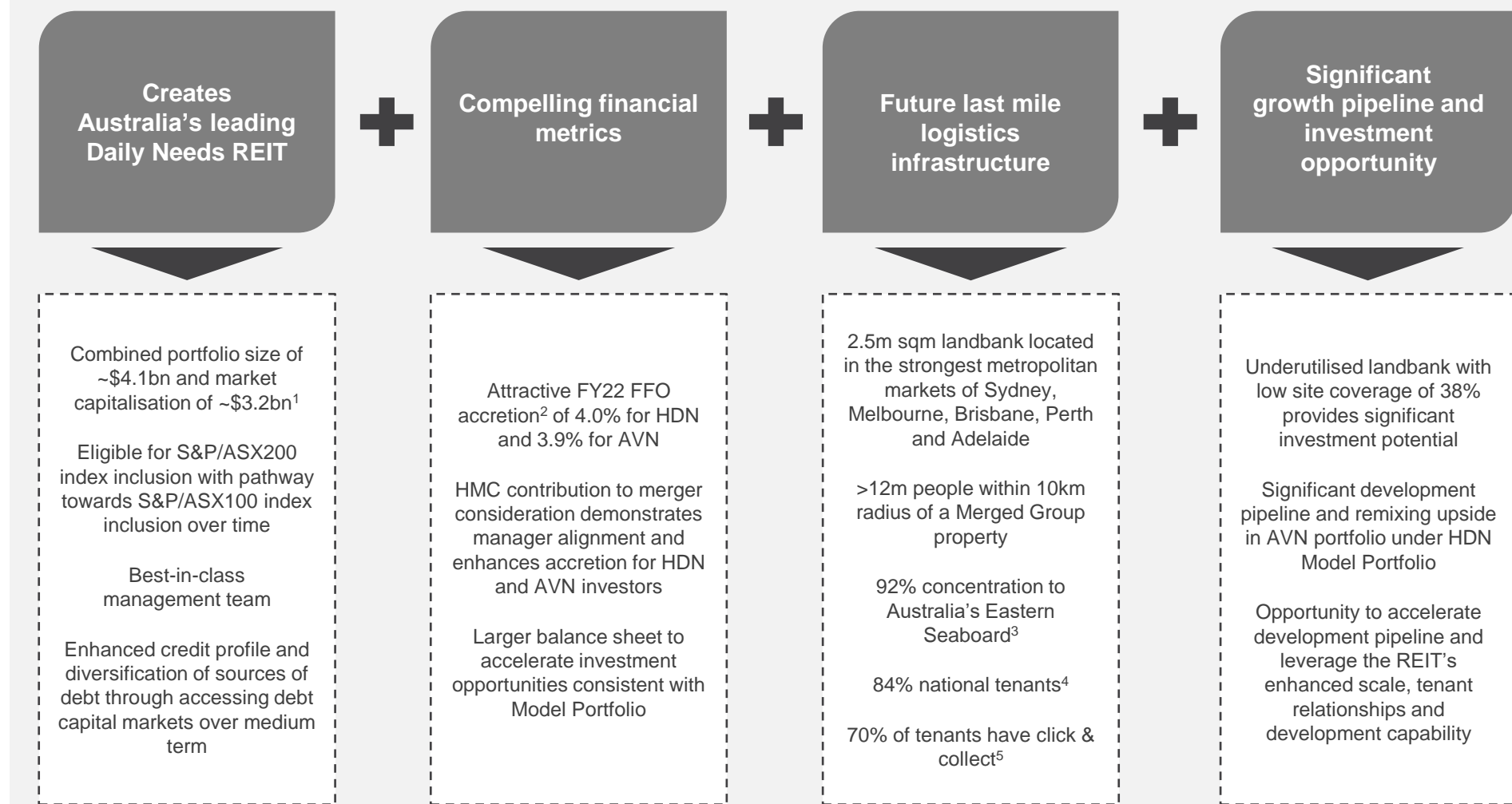
Source: IRESS as at 15-Oct-21. Notes: 1. Adjusted to reflect a 100% ownership of McGraths Hill and the post balance date disposal of MacGregor. 2. By gross income for signed leases for Merged Group and signed MOU's for HDN. 3. By GLA. Includes rental guarantees for HDN. Excluding rental guarantees, Occupancy remains at 99%. 4. Weighted average rent reviews on 72% of Merged Group tenants that are contracted under fixed escalation rental agreements. 5. Weighted average cash collection for AVN and HDN. 6. Merged Group weighted by GLA. 7. In respect of the AVN Board, in the absence of a superior proposal and subject to an Independent Expert opining that the Merger is in the best interests of AVN securityholders. In respect of BBRC, in the absence of a superior proposal, and subject to the conditions in clauses 3.1(a) (FIRB), (i) (No HDN Prescribed Occurrence) and (k) (No HDN Material Adverse Change) in the SID being satisfied and not waived by AVN prior to the AVN securityholder meetings. 8. Based on 15-Oct-21 closing price of \$1.605 HDN, \$7.50 HMC and \$3.31 AVN, being the business day prior to announcement of the Merger. 9. HDN FFO/unit based on guidance from its Sep-21 equity raising; AVN FFO/security based on standalone FY22 management forecasts for recurring FFO/unit of 20.3 cps; pro forma impact assuming the merger has occurred on 1-Jul-21. 10. On a full year basis. Estimates have been solely prepared by HMC Funds Management Limited (HFML) for the purposes of this presentation. AVN takes no responsibility for such estimates, and to the maximum extent permitted by law, disclaims all liability for, such estimates. 11. Assumes \$65m of transaction costs between HDN and AVN including a \$22.3m acquisition fee to be paid in scrip.



# Strategic Rationale

Merger would create Australia's leading Daily Needs REIT with significant scale and enhanced capability to unlock value from the Merged Group's strategic landbank

## Strong industrial logic in combining two highly complementary portfolios



Source: Australian Bureau of Statistics. Notes: 1. Based on combined HDN and AVN market capitalisation as at 15-Oct-21. 2. Estimates have been solely prepared by HFML for the purposes of this presentation. AVN takes no responsibility for such estimates, and to the maximum extent permitted by law, disclaims all liability for, such estimates. 3. By asset fair value as at 30-Jun-21. 4. By gross income for signed leases for Merged Group and signed MOU's for HDN. 5. As at 30 June 2021. Average of HDN and AVN. Excludes fuel and services tenants for HDN.

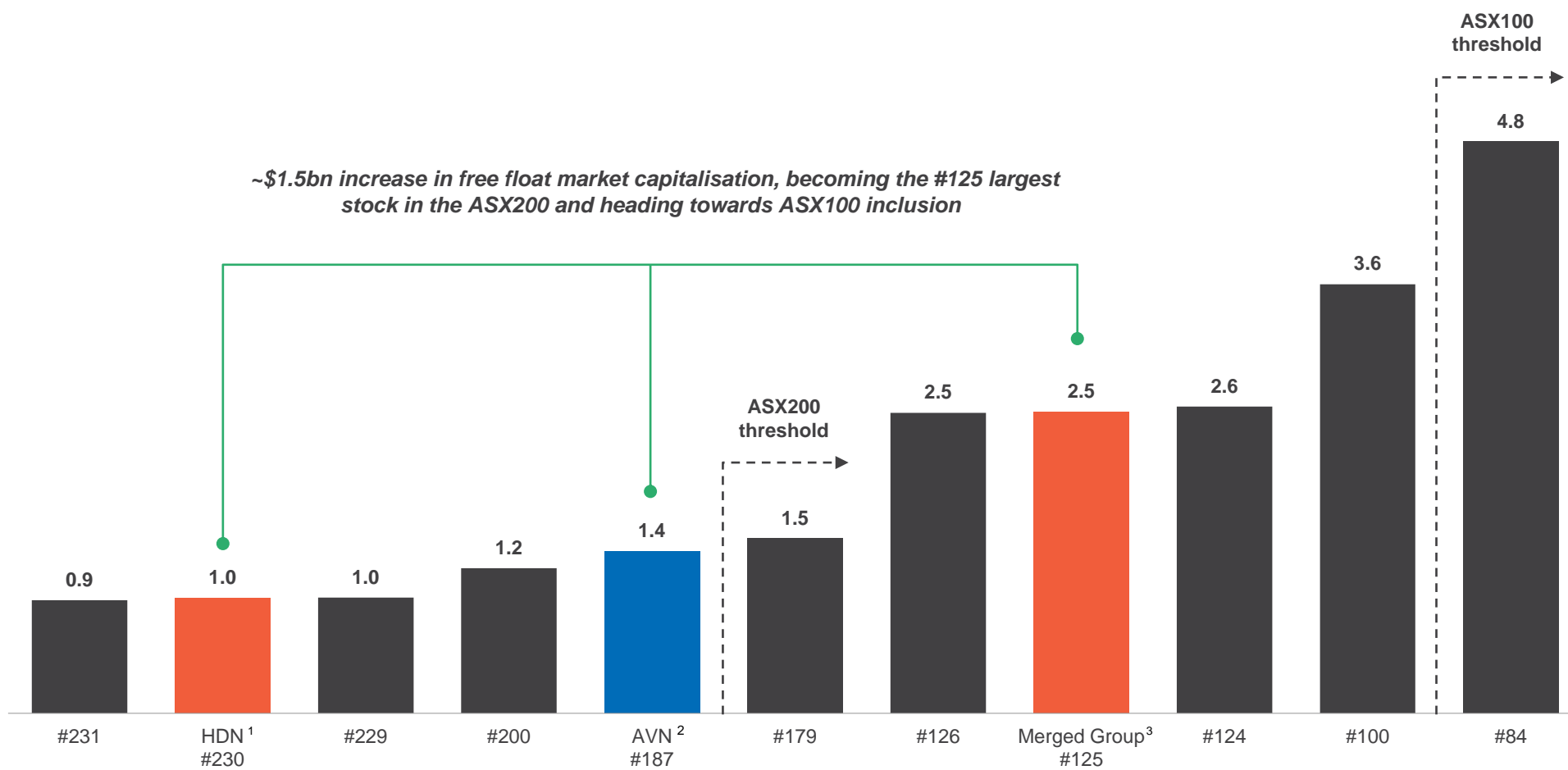
# Australia's Leading Daily Needs REIT

Eligible for S&P/ASX200 with pathway towards S&P/ASX100 index inclusion



aventus

## S&P/ASX Index Free Float Market Capitalisation Thresholds (\$bn)



Source: IRESS as at 15-Oct-21. Notes: 1. Based on free float of 75.9%, excluding 24.1% stake from HMC. 2. Based on free float of 72.0%, excluding BBRC and Ray Itaoui stakes. 3. Based on free float of 76.8%, excluding HMC and BBRC pro forma substantial holdings.

# Australia's Leading Daily Needs REIT

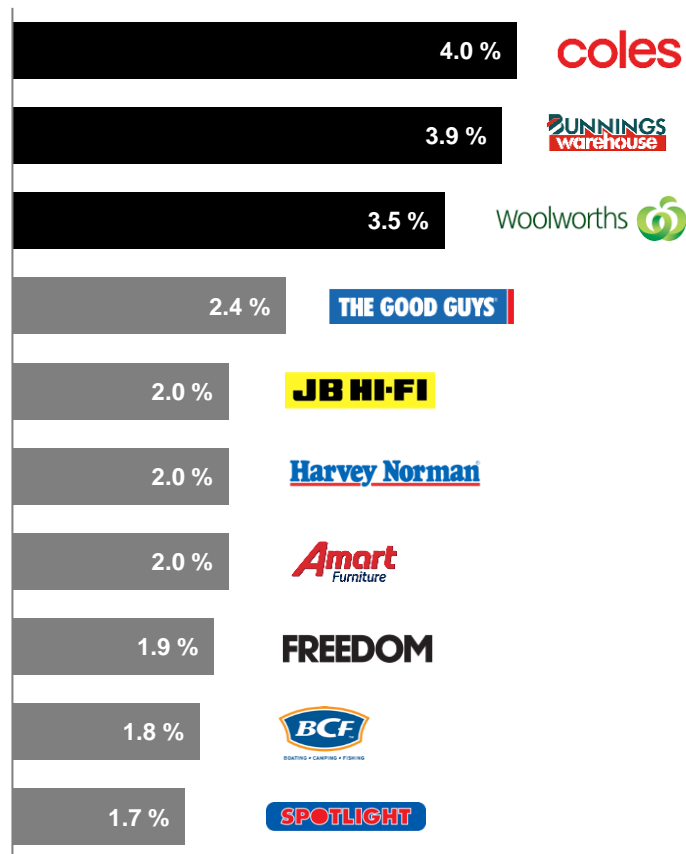
High quality diversified income (>1,200 tenants) supports objective to deliver stable and growing distributions



aventus

<b>\$331</b> Avg. rent / m <sup>2</sup> <sup>1</sup>	<b>98%</b> Cash collection <sup>2</sup>	<b>84%</b> National tenants <sup>3</sup>	<b>3.6%</b> Fixed WARR <sup>3,4</sup>	<b>72%</b> Fixed	<b>20%</b> CPI	<b>8%</b> Supermarket
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## Top 10 tenants – by gross income<sup>3</sup>



## Portfolio subsectors – gross income split and key tenants<sup>3</sup>

HDN remains committed to its Model Portfolio strategy and with a larger balance sheet will seek to rebalance the merged portfolio through tenant remixing, developments and acquisitions



Notes: 1. Merged Group weighted by GLA. 2. Weighted average cash collection for AVN and HDN for the 12 months ended 30-Jun-21. 3. By gross income for signed leases for Merged Group and signed MOU's for HDN. 4. Weighted average rent reviews on 72% of Merged Group tenants that are contracted under fixed escalation rental agreements.



# Strategic Investment Footprint and Last Mile Logistics Network

Strategic last mile infrastructure network spanning 2.5 million square metres in Australia's leading metropolitan markets and growth corridors

## Total portfolio

Portfolio value	\$4.1bn
Tenants	>1,200

5%

WA: \$0.2bn

Properties	4
Greater Perth	5%

51

Properties

NT

QLD

22%

QLD: \$0.9bn

Properties	12
Greater Brisbane	17% <sup>5</sup>

SA

NSW

45%

NSW: \$1.8bn

Properties	19
Greater Sydney	34%

VIC

24%

VIC: \$1.0bn

Properties	14
Greater Melbourne	23%

TAS

4%

SA: \$0.2bn

Properties	2
Greater Adelaide	4%

## Attractive portfolio attributes for omni-channel

>12m people within 10km radius  
of a Merged Group property

~80% metro located<sup>1</sup>

70% of tenants have click & collect<sup>2</sup>

92% located on Eastern Seaboard<sup>1</sup>

1.9% population growth<sup>3,4</sup>  
(vs. 1.6% national avg.)<sup>4</sup>



Caringbah Super Centre (NSW)



HomeCo Rosenthal (VIC)

# Strong Embedded Valuation Support

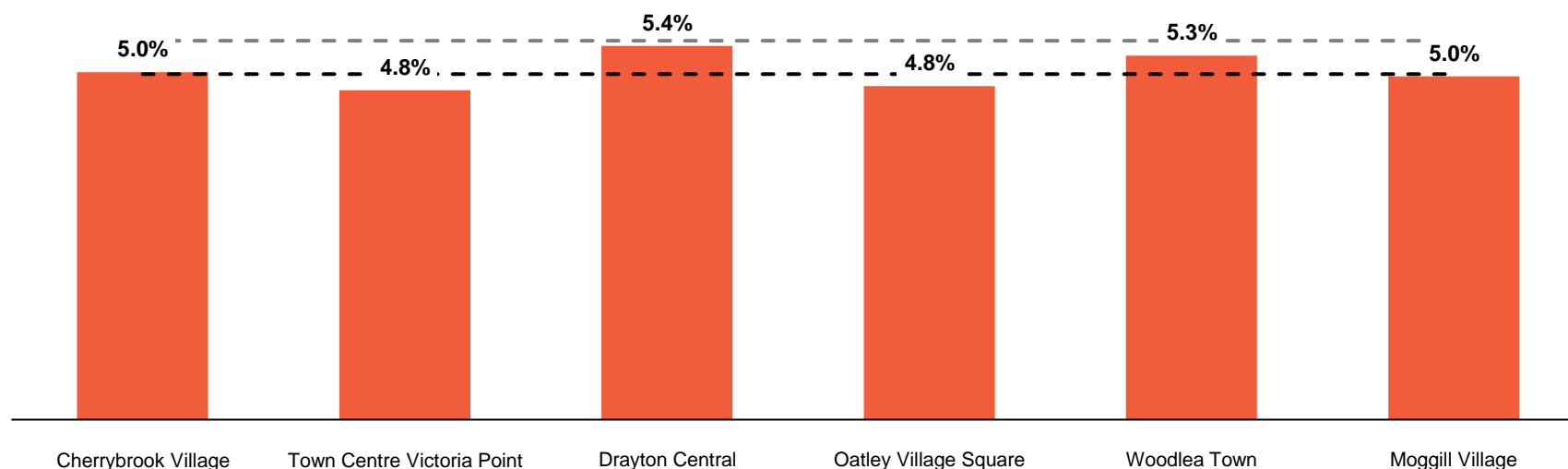
Recent on-market transactions highlight potential for further near-term cap rate tightening

June 2021

November 2021

## Neighbourhood – Capitalisation rates

HDN average: 5.5% Market evidence (median): 5.0%



Price	\$133m	\$160m	\$34m	\$22m	\$55m	\$55m
State	NSW	QLD	QLD	NSW	VIC	QLD
Location	Metro	Metro	Regional	Metro	Metro	Metro

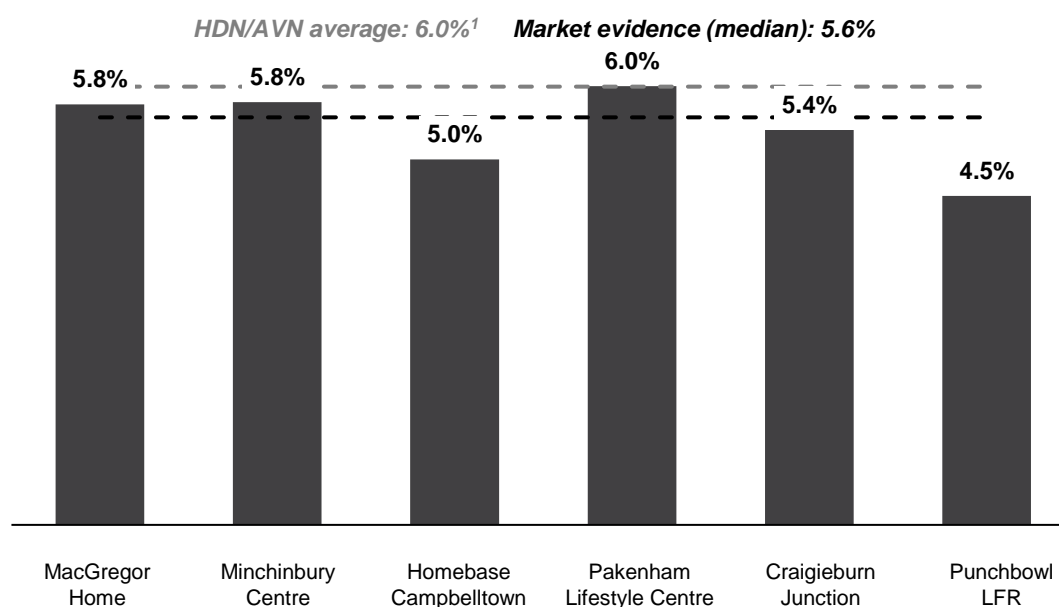


# Strong Embedded Valuation Support

Recent on-market transactions highlight potential for further near-term cap rate tightening

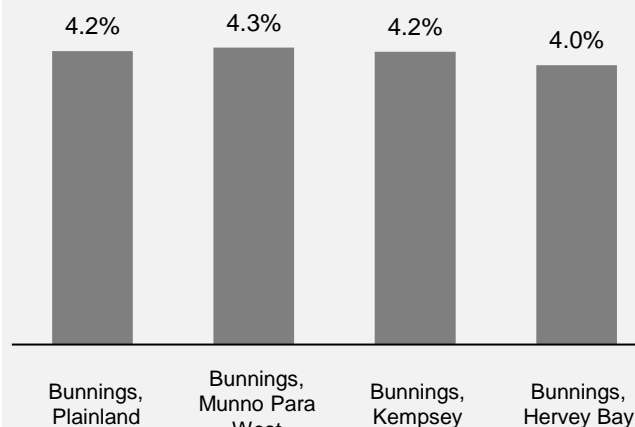


## Large Format Retail – Capitalisation rates



	MacGregor Home	Minchinbury Centre	Homebase Campbelltown	Pakenham Lifestyle Centre	Craigieburn Junction	Punchbowl LFR
Price	\$42m	\$68m	\$48m	\$99m	\$135m	\$28m
State	QLD	NSW	NSW	VIC	VIC	NSW
Location	Metro	Metro	Metro	Metro	Metro	Metro

## Standalone Bunnings transactions



	Bunnings, Plainland	Bunnings, Munno Para West	Bunnings, Kempsey	Bunnings, Hervey Bay
Price	\$22m	\$49m	\$29m	\$59m
State	QLD	SA	NSW	QLD
Location	Regional	Metro	Regional	Regional

# Indicative Implementation Timetable

Key milestones	Date <sup>1</sup>
Announcement date	18 October 2021
Submit draft scheme booklet to ASIC	End November 2021
First court hearing	Mid-December 2021
Dispatch of Scheme Booklet to Aventus securityholders	Mid-December 2021
Scheme Meetings	Late January 2022
Second court hearing	Early February 2022
Record date	Early February 2022
Implementation date	Mid-February 2022

Notes: 1. Timetable remains subject to consultation with ASX.

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