

23 November 2022

The Manager
ASX Market Announcements Office
ASX Limited
Level 4, Exchange Centre
20 Bridge Street
SYDNEY NSW 2000

Dear Sir/Madam

2022 ANNUAL GENERAL MEETING | SCA PROPERTY GROUP (ASX: SCP)

Attached are the following presentations which will be presented on Wednesday, 23 November 2022 at the 2022 Annual General Meeting:

- Chair's address and presentation to the meeting; and
- CEO's address and presentation to the meeting.

SCA Property Group

Encl.

This document has been authorised to be released to the ASX by the Company Secretary of SCP.

ENDS

Media, Institutional investor and analysts, contact:

Greg Inkson CFO SCA Property Group (02) 8243 4900

Unitholders should contact SCP Information Line on 1300 318 976 (or +61 1300 318 976 from outside Australia) with any queries.



Chair's Address (slide 3)

This year marks 10 years since the Group's IPO in December 2012. Our key achievements during this period include:

- The acquisition of over 60 shopping centres for more than \$2.5 billion, with the Group now managing over 100 convenience-based centres across Australia;
- Growing distributions from 11.0 cents per unit in the Group's first full financial year, being FY14, to 15.2 cents per unit in FY22;
- Decreasing our management expense ratio from 0.65% in FY14 to 0.38% in FY22;
 and
- Most importantly, delivering a total unitholder return since the IPO to 30 June 2022 of over 225%, which compares to the S&P/ASX 200 A-REIT index return of 116% over the same period.

I am proud of the significant progress the Group has made since the IPO, and the profitable growth we have seen in our business over this time.

At the Group's AGM in 2021, I foreshadowed that I intended to retire from the Board following the 2022 AGM. We have now announced that, subject to re-election of Steve Crane at this meeting, he will succeed me as Chair of the Board from 1 December. Steve has exceptional leadership credentials at executive and Board level.

I am very confident that the Group is ready to embark on a new chapter led by Steve, and that I am leaving the Group in good hands.

I would like to take this opportunity to thank our management team, and my Board colleagues, past and present, for their contributions and the support that they have shown me over this time. It has been wonderful to work alongside them.

Lastly, I would like to say that I feel privileged to have served the Group and its unitholders since 2012, and I am very grateful to our unitholders for the support that



they have shown me during this time. I look forward to watching the Group's continued success as it pursues its growth ambitions into the future.

I will now hand the Chair over to Steve Crane for the remainder of today's meeting.

Thank you Phil. It has been a pleasure to work alongside you, and you will be greatly missed by your fellow Board members and the SCP management team. We wish you all the very best for a well-earned retirement.

My presentation today will cover the following:

- SCA's financial performance and returns to unitholders;
- SCA's strategy; and
- a report on governance matters.

Returns to unitholders (slide 4)

Our commitment to our unitholders, is to deliver secure and sustainable earnings and distributions, which grow over time.

Notwithstanding the lingering impacts of the COVID-19 pandemic on our business, our FY22 results were very pleasing. These results include:

- Funds from Operations or FFO was \$192.7 million, up 21.2% compared to FY21:
- FY22 FFO per unit was 17.4 cents per unit, an increase of 17.9% compared to FY21 and the highest since the Group's IPO; and
- FY22 distributions to unitholders totalled 15.2 cents per unit, an increase of 22.6% compared to FY21.

Our key priority for FY23 is to continue to build a platform that can deliver sustainable and growing earnings over time. Our centres are well positioned to benefit from inflation over the medium to long-term through turnover rent from anchor tenants and increased affordability of rent for specialty tenants as their sales increase. However, rising interest rates may dampen growth in distributions in the near term, and this was reflected in the guidance we issued in August this year of FFO per unit of 17.0 cents and distributions of 15.0 cents per unit.



Unit Price Performance (slide 5)

Our unit price at 30 June 2022 was \$2.75. At the time of the Group's IPO in December 2012, the unit price was \$1.40, so our unit price has increased over the period, while paying distributions every year.

Unfortunately, recent general economic uncertainty and recessionary fears have negatively impacted our unit price, along with our other REIT peers. Our unit price has recovered somewhat however, with units recently trading above \$2.60.

Total Unitholder Return (slide 6)

As you know, Total Unitholder Return measures both unit price growth and distributions.

In the last five years, SCA has delivered total unitholder returns of 63.5%, outperforming many of our listed retail property peers and outperforming the ASX200 A-REIT Accumulation Index.

We have grown the total value of our portfolio to over \$4.4 billion, with Net Tangible Assets per unit increasing to \$2.81 at 30 June 2022.

Strategy (slide 7)

While our core strategy remains unchanged and has served us well, we will keep our strategy under review and will continue to adapt it to take advantage of suitable growth opportunities.

Our focus is serving our local communities for their everyday shopping needs.

We do this by:

- partnering with our supermarket anchor tenants to provide convenient, local supermarket offerings, including last mile logistics for online fulfilment, click & collect and pick up facilities;
- actively managing our centres to ensure that we have sustainable specialty tenants, providing predominantly non-discretionary goods and services, and paying fair, sustainable rents; and
- o implementing our ESG initiatives.



We will continue to pursue suitable, accretive acquisition opportunities, utilising our management expertise and extensive industry knowledge, and our strong balance sheet.

We are continuing to explore opportunities to expand our funds management business which fit with and enhance our strategy, to broaden and diversify our revenue streams and provide growth opportunities.

Above all, the Board remains committed to our key objective, which is to deliver secure and sustainable earnings and distributions, which grow over time.

And importantly we believe we have the right management team to deliver that outcome to unitholders.

Governance Matters (slide 8)

i. Our Management Team

At the beginning of the meeting, Phil introduced our Key Management Personnel, Anthony Mellowes our CEO and Mark Fleming our COO. Mark moved into the position of COO, and Head of Funds Management & Strategy on 1 September 2022, having previously held the position of CFO since 2013. We are currently undertaking an executive search process to appoint a new CFO, with Greg Inkson currently acting in this role.

Anthony and Mark have worked together for a long time now, and are a particularly capable and experienced team. Their skills complement each other, and they work well as a leadership team.

Their collective knowledge and experience has helped get SCA where we are and successfully steered us through the challenges posed by the COVID-19 pandemic over the last three years.

Anthony and Mark are supported by a relatively small but capable and effective team.

I take this opportunity to acknowledge our team, and to thank each of them for their commitment and hard work, and for the results they have delivered in sometimes very challenging circumstances through the lingering effects of the COVID-19 pandemic.



ii. Sustainability Strategy

Anthony will report on our relaunched sustainability strategy, but I particularly wanted to acknowledge the progress made in the last twelve months.

We are now one year into our new sustainability strategy, and we have made significant progress towards meeting our commitments and targets, including our commitment to net zero carbon emissions by 2030 for scope 1 and scope 2 emissions.

The market response to our sustainability strategy, from both institutional and retail investors, analysts, proxy advisors, and from the communities we serve, has been gratifying.

The Board strongly supports our sustainability strategy which discharges our responsibilities to society, but also strengthens our business and delivers good outcomes for unitholders.

iii. The Board

During the year we continued our Board renewal process, with Angus James and Michael Herring being appointed to the Board.

Angus was formerly the CEO of ABN AMRO Australia, and Michael was formerly the General Counsel at Macquarie Bank. The Board is certainly benefiting from the skills and experience that Angus and Michael bring, and subject to their election today, we look forward to their continued contribution to the Board.

I am also pleased to report that we are well advanced in the search to identify and appoint an additional female independent, Non-Executive Director to replace Phil following his retirement on 30 November. This person will have an extensive property background.

Finally, I would like to thank you all for your continuing support, and thank you again for taking the time to join us here today, whether in person or virtually.

I will now hand over to Anthony.



CEO's Address (slide 9)

Good afternoon, Ladies and Gentlemen. My name is Anthony Mellowes, and I am the Chief Executive Officer of SCA Property Group (**SCP**).

Phil Clark and Steve Crane have outlined the Group's achievements since listing and this afternoon I will run through some of our key achievements for FY22 and update our outlook for FY23.

Before I start, I would like to thank Phil Clark for his time and leadership as Chair on the SCA Property Group board over the last 10 years. Subject to Steven Crane's re-election today, I am really looking forward to working with Steve in his new capacity as Chair.

FY22 Highlights (slide 10)

I will now take you through some of the key highlights for the financial year ended 30 June 2022 and towards the end of my presentation, the outlook for SCP for FY23.

- We delivered Funds from Operations of 17.40 cpu, an increase of 17.9% on the prior financial year.
- This enabled us to pay distributions to unitholders of 15.20 cpu, which
 was an increase of 22.6% on the prior year. This represented a payout
 ratio of around 100% of AFFO.
- Our total Funds from Operations was \$192.7 million for the year which
 was an increase of 21.2% on the prior year. Our net profit after tax was
 \$487.1 million, which was an increase of 5.2% on the prior year.
- Our gearing as at 30 June 2022 was 28.3%, which is below our stated policy range of 30-40% but appropriate at this time in the cycle.



- Our NTA at 30 June 2022 was \$2.81, up by 11.5% on the prior year,
 with a portfolio weighted cap rate of 5.43%.
- Our portfolio occupancy was 98.1%. Specialty vacancy remained stable at 5.0% which is consistent with the prior period.
- FY22 was again an active year for acquisitions. We completed 7
 centres and one vacant lot and one childcare for \$347.5 million. We
 also contracted to buy a further 5 centres in FY22 which settled in July.

Key Achievements (slide 11)

Optimising the Core Business

- Whilst we are starting to see inflation and interest costs impacting consumer confidence, we are also seeing this mitigated by the high employment and household savings levels.
- Our convenience-based centres demonstrated their resilience with comparable moving annual turnover growth being up on pre-COVID levels, with our customer positioning of LOVE LOCAL, SHOP LOCAL, ACT LOCAL continuing to remain relevant.
- The location of our centres away from mainland central business districts means that our tenants continue to benefit from our customers staying and shopping local.
- Our supermarkets are performing well. We recorded 2.4% sales growth compared to FY21 and 9.7% sales growth compared to pre-COVID levels, and we now have 41 out of 92 (or 45%) supermarkets in turnover rent with collections increasing on the prior year.
- Additionally, our specialty tenants demonstrated remarkable resilience this year, with sales productivity and occupancy costs remaining stable across the portfolio.



- As a result of their strong trading performance, most of our tenants were able to resume paying their full rent, and across the entire financial year we were able to collect 98% of invoiced rent to tenants.
- Another consequence of our tenants' strong sales growth was the positive rental reversions we were able to achieve in the second half of the period, with renewal spreads of 2.0% for the year, including 3.3% in the second half of the year. We are confident of continuing to achieve rental growth into the future on account of our rents being low compared to our peers, with a specialty occupancy cost of only 8.7%.
- Our Sustainability strategy, which we launched in FY21, is also progressing well. All centres now have LED lighting, and we have installed solar panels across all our Western Australian assets during FY22.

Growth Opportunities

- Funds Management:
 - SCA Metro Fund joint venture with GIC successfully launched in April 2022 with \$284.5 million seed portfolio and the Fund acquired Beecroft in July 2022; and
 - SURF 3 wound up in December 2021 achieving an IRR of 11% per annum for unitholders.
- Acquisitions: seven convenience-based centres acquired for \$347.5 million in FY22.
- Divestments: eight properties were sold for \$307.6 million in FY22 (including seven to the SCA Metro Fund).



Capital Management

- During the period our valuations increased by \$354.0 million, or 8.9% (on a like-for-like basis). Our balance sheet remains in a strong position, with our gearing at 28.3% which is below our target range of 30% - 40%.
- At 30 June 2022 our average debt maturity was 5.3 years and following a swap restructure in August 2022 81% of our debt is fixed.
- Finally, our Funds from Operations per unit of 17.4 cents increased by 17.9%, and our Distribution of 15.2 cpu increased by 22.6% all over the same period last year.

Sustainability (slide 12)

Whilst LOVE LOCAL, SHOP LOCAL, ACT LOCAL has remained a core focus for SCP, we also understand that loving local communities means acting on climate risk that could impact those communities.

Within our Sustainability strategy, we are continuing to target six key areas where we can have maximum impact, being:

- Energy and Carbon;
- Water and waste;
- · Climate risk;
- Leading local;
- Health and wellbeing; and
- Diversity and inclusion.



The key highlights for FY22 are:

- Energy and Carbon we have spent approximately \$18 million on installing solar panels in all our WA centres, depleting R22 gases, and we are now 100% LED lighting.
- Climate Risk completed a portfolio-wide climate exposure analysis.
- 3. **Diversity & Inclusion** 40:40:20 gender balance maintained.
- Energy Rating 6 Star NABERs rating maintained for our Corporate Head Office.
- 5. **Sponsorship** 128 children supported through our partnership with The Smith Family.

Our focus areas for FY23 are Energy & Carbon, Climate Risk and alignment to the principles of the TCFD.

Core Strategy Unchanged (slide 13)

SCP's strategy has remained unchanged since we listed 10 years ago, and a lot has changed in 10 years particularly the challenges facing the retail industry as a result of the pandemic.

Looking forward, our core strategy remains unchanged. We will:

- continue to focus on the convenience-based retail centres with a strong weighting to the non-discretionary retail segment;
- be seeking long-term leases to quality anchor tenants, such as Woolworths, Coles and Wesfarmers (again demonstrated by our latest acquisitions);
- continue to explore both the core business growth opportunities (as demonstrated in our development pipeline), and acquisition opportunities within our sector and Fund Management opportunities; and



 continue to have an appropriate and conservative capital structure and will continue to seek growth opportunities which suit our risk profile in a very disciplined way.

Key Priorities and Outlook (slide 14)

SCP will continue to deliver on its stated strategy in FY23, focusing on optimising our core business by:

- serving our local communities for their everyday needs;
- partnering with our supermarket anchors to improve their online offer;
- actively managing our centres to ensure that we have successful specialty tenants paying appropriate rents; and
- executing on our sustainability initiatives.

This will support our strategy of generating defensive, resilient cash flows to support secure and growing long term distributions to our unitholders.

We will focus on our growth initiatives by:

- continuing to explore value and earnings accretive acquisition and divestment opportunities consistent with SCP's strategy and investment criteria;
- progressing the identified development pipeline, including our sustainability initiatives; and
- continuing to grow the SCA Metro Fund.

We will continue to actively manage our balance sheet to maintain diversified funding sources with long weighted average debt expiries and a low cost of capital consistent with our risk profile.



We will also actively manage interest rate risk in the current volatile market and our gearing to remain below 35% at this point in the cycle.

Of course, if there is any material change to the current macro-economic conditions our strategy will need to adapt to these changes but at this stage of the property cycle, I believe that maintaining our gearing below the lower level of our preferred range is the appropriate setting.

Our FY23 FFO unit guidance is 17.0 cpu and AFFO of 15.0 cpu. This guidance assumes no further acquisitions (either on balance sheet or in the SCA Metro Fund) and the weighted average 3-month BBSW for FY23 will be 3%.

- During these volatile times we will continue to deliver on our clearly stated strategy and objectives.
- We continue to focus on and optimise our core business. With particular focus on rent collection and continued deal flow on renewals and reducing vacancy.
- We have built solid foundations to enable us to continue to seek out and execute on growth opportunities that are consistent with our strategy and risk profile.
- FY22 was another challenging year for our team, however the strong rebound experienced in 2nd half of FY22 re-enforces our strategy and we see no reason to deviate from it.

Our Future – Rebrand and name change (slide 15)

While our core strategy remains unchanged, we are on a great journey - marking and celebrating a strong 10-year growth trajectory. As we embark on a high growth plan across the next 5 years, we decided to explore a rebrand and name change as part of this evolution.



Region Group logo (slide 16)

Tomorrow, Thursday 24th November 2022, we will be changing our name and rebranding – to Region Group.

Why rebrand? (slide 17)

The decision to change our name and rebrand provides a platform to unlock future potential, including:

- evolving our literal current name, Shopping Centres Australasia
 Property Group, to a name which unleashes wider opportunities;
- we want to signal a brand evolution it marks our 10th anniversary, we
 have just broken into the ASX100, and we want our brand to be aligned
 to the maturing of our business;
- we want to improve our brand identity with a cohesive look and feel across all of our communication and channels;
- it is not just about the name change, it's about evolving all the parts of our brand so that we better support the company's evolved vision "Supporting better communities through life's essentials".

Region Group video (slide 18)

I am now going to play a video that will highlight our brand vision as Region Group.

For those unitholders joining via the virtual platform, you can view the video on the homepage of our website.

We are now Region Group (slide 19)

From Monday, 28th November 2022, we are Region Group. All SCP units will automatically update to RGN units, and we expect the ASX to implement this change on Monday, 28th November 2022 also.



I look forward to updating our results to you under our new name, Region Group, in the future.

Thank you for your time this afternoon.

I will now hand back to Steve.

ANNUAL GENERAL MEETING

Wednesday, 23 November 2022





AGENDA

CHAIR'S ADDRESS

CEO'S ADDRESS

FORMAL BUSINESS

GENERAL QUESTIONS

SCA Property Group



CHAIR'S ADDRESS

Philip Marcus Clark AO



Steven Crane

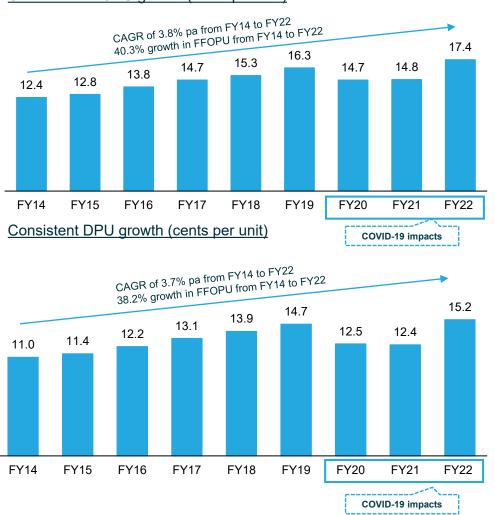


- 1. FINANCIAL PERFORMANCE AND RETURNS TO UNITHOLDERS
- 2. STRATEGY
- 3. GOVERNANCE MATTERS



FUNDS FROM OPERATIONS CENTS PER UNIT AND DISTRIBUTION PER UNIT

Consistent FFOPU growth (cents per unit)

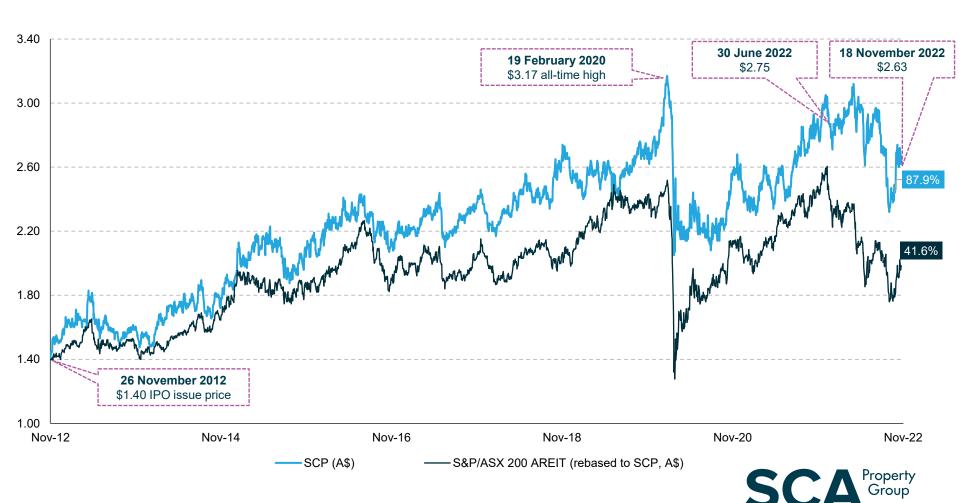


SCP had delivered consistent and growing earnings and distributions, until the COVID-19 pandemic struck.



UNIT PRICE PERFORMANCE

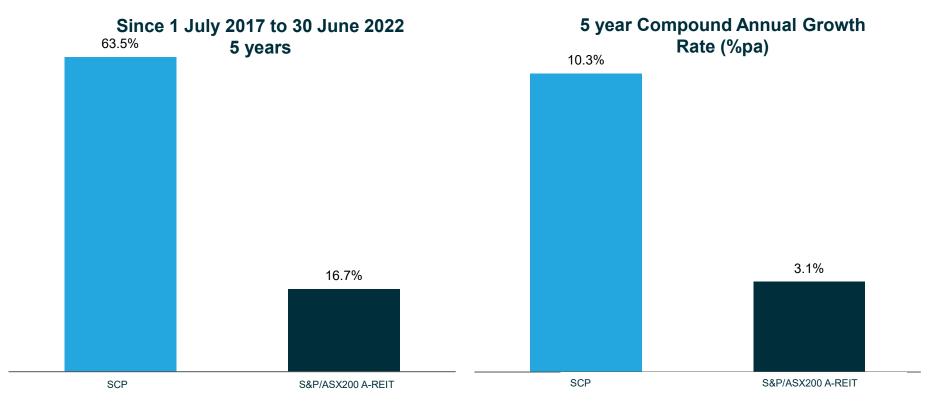
SCP's unit price has traded strongly since IPO and has outperformed the S&P/ASX200 A-REIT index



Source: FactSet. Market data as at 18 November 2022.

TOTAL UNITHOLDER RETURN 1

Over the last five years SCP has delivered total unitholder return which has outperformed the S&P/ASX200 A-REIT Accumulation Index



^{1.} Total unitholder return includes both distributions to unitholders and unit price appreciation.



2. STRATEGY

Chair's Address



3. GOVERNANCE MATTERS

Chair's Address

- 1. OUR MANAGEMENT TEAM
- 2. SUSTAINABILITY STRATEGY
- 3. THE BOARD



CEO'S ADDRESS Anthony Mellowes



SCA Property Group



FY22 HIGHLIGHTS

FINANCIAL PERFORMANCE

Net Profit After Tax \$487.1m, up by 5.2%¹

FFO per unit 17.40 cpu, up by 17.9%¹

Distribution per unit 15.20 cpu, up by 22.6%¹

CAPITAL MANAGEMENT

Gearing **28.3%, down by 3.0%**¹

NTA per unit **\$2.81, up by 11.5%**¹

Average Cost of debt **2.5% pa**

Weighted average debt maturity
5.3 yrs

ACTIVE PORTFOLIO MANAGEMENT

Portfolio occupancy 98.1%

Specialty vacancy 5.0%

Portfolio weighted average cap rate 5.43%

Acquisitions \$347.5m

Divestments \$307.6m

1. Compared to FY21



KEY ACHIEVEMENTS

Convenience based centres performance is strengthening

OPTIMISING THE CORE BUSINESS

- Convenience-based centres performance is strengthening
 - Comparable NOI growth of 3.3%
 - Tenant sales 10.0% above pre-COVID levels
 - Leasing spreads of 2.0% for the year, including 3.3% in the second half
- Sustainability strategy progressing well
 - All centres now have LED lighting
 - Solar panels installed at all Western Australian centres during FY22

GROWTH OPPORTUNITIES

- Funds Management:
 - SCA Metro Fund joint venture with GIC successfully launched in April 2022 with \$284.5m seed portfolio
 - SURF 3 wound up in December 2021 achieving an IRR of 11% pa for unitholders
- Acquisitions: seven convenience-based centres acquired for \$347.5m in FY22
- Divestments: eight properties were sold for \$307.6m in FY22 (including seven to the SCA Metro Fund)

CAPITAL MANAGEMENT

- Valuation like-for-like uplift of \$354.0m (or 8.9%) during FY22
- Balance sheet remains in a strong position
 - Cash and undrawn facilities of \$452.7m at 30 June 2022
 - Gearing of 28.3% is below our target range of 30-40% at 30 June 2022
 - Weighted average term to debt maturity is 5.3 years at 30 June 2022
 - Following a swap restructure in August 2022, 81% of debt is now hedged and hedge maturity is 3.0 years

EARNINGS & DISTRIBUTIONS

- FY22 FFO per unit of 17.40 cpu represents an increase of 17.9% vs FY21
- FY22 Distributions of 15.20 cpu represents an increase of 22.6% vs FY21



SUSTAINABILITY STRATEGY

We are targeting our efforts in six key areas where we can have maximum impact¹



Energy & Carbon

\$11.0m investment installing solar panels at all WA centres (6.22MW generation) \$5.4m investment towards eliminating ozone depleting R22 gases \$1.1m investment in LED lighting, now 100% LED lighting for all centres in the portfolio, part of ongoing energy efficiency program

Climate Risk

Completed a portfolio-wide climate exposure analysis 6 in-depth asset climate risk change impact assessments completed

Other Highlights

40:40:20 gender balance maintained

TCFD alignment program commenced

6 STAR NABERS rating maintained for our corporate office premises

128 Children supported and 879 lives directly impacted through our partnership with The Smith Family

337 Stronger community initiatives held

Energy & Carbon

Continue investment toward Net Zero by FY30 target (scope 1 & 2) by installing another 6MW solar, and completing feasibilities for the expansion of our energy efficiency programs already underway

Climate Risk

Further work to identify climate related risks and opportunities

Complete 6 additional asset climate change impact assessments with scenario analysis of impacts from temperature increases

Other Focus Areas

Further alignment to the principles of the TCFD and continuing to monitor the progress of the ISSB. Introducing new leave policies including primary carers, bonus programs and paid domestic violence leave

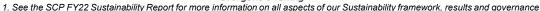












Focus Area Highlights



CORE STRATEGY UNCHANGED

Defensive, resilient cashflows to support secure and growing long term distributions to our unitholders

FOCUS ON CONVENIENCE-BASED RETAIL CENTRES WEIGHTED TO NON-DISCRETIONARY RETAIL SEGMENTS

LONG LEASES TO QUALITY ANCHOR TENANTS

APPROPRIATE CAPITAL STRUCTURE

GROWTH OPPORTUNITIES



KEY PRIORITIES AND OUTLOOK

Generate strong and sustainable comparable NOI growth, and continue to pursue growth initiatives in a disciplined way

OPTIMISING THE CORE BUSINESS

- Our focus is to generate strong and sustainable comparable NOI growth by:
 - Serving our local communities for their everyday needs
 - Partnering with our supermarket anchors to drive turnover rent (assisted by inflation)
 - Actively managing our centres to ensure that we have successful specialty tenants paying appropriate rents
 - Continually improving the efficiency of our operations
 - Executing on our sustainability initiatives
- This will support our strategy of generating defensive, resilient cash flows to support secure and growing long term distributions to our unitholders

GROWTH OPPORTUNITIES

- Continue to explore value and earnings accretive acquisition opportunities consistent with our strategy and investment criteria
- · Progress our identified development pipeline, including sustainability investments
- · Grow the SCA Metro Fund

CAPITAL MANAGEMENT

- We will actively manage our balance sheet to maintain diversified funding sources with long weighted average debt expiry and a low cost of capital consistent with our risk profile
- · Actively manage interest rate risk in the current volatile market environment
- Gearing to remain below 35% at this point in the cycle

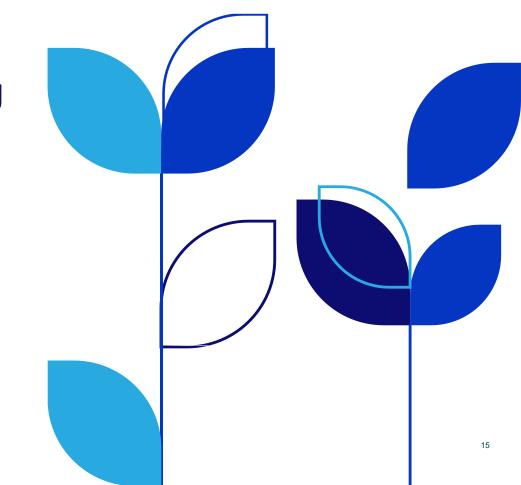
EARNINGS GUIDANCE

- SCP has a proven track record of delivering growing long-term returns to unitholders
- In FY23, our earnings are expected to be negatively impacted by increases in floating interest rates. FY23 FFO per unit guidance is 17.0 cpu and FY23 AFFO per unit guidance is 15.0 cpu
 - This guidance assumes that there are no further acquisitions (either on balance sheet or in the SCA Metro Fund), and that the weighted average 3-month BBSW for FY23 will be 3.0%



We are on a great journey

Marking and celebrating a strong 10-year growth trajectory.





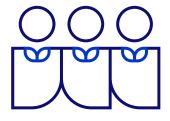
Essentially Local

Why rebrand?









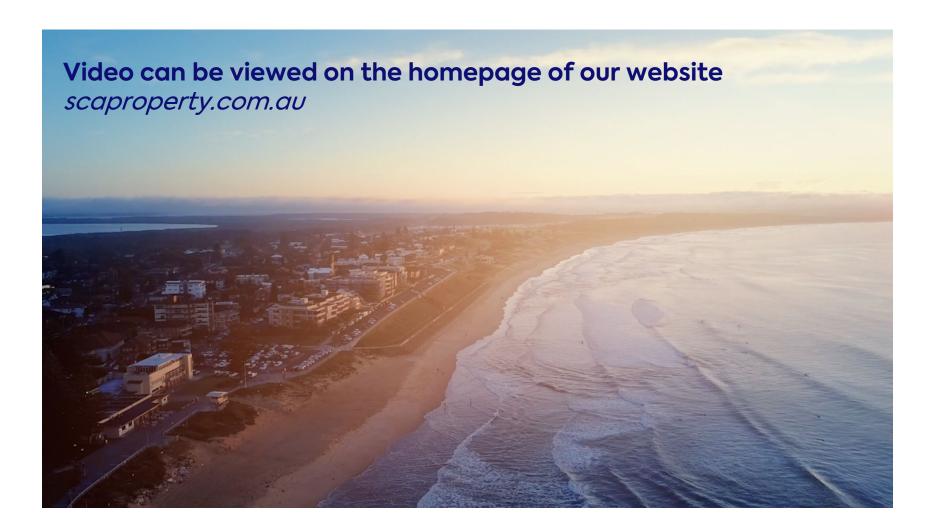
A name which unleashes wider opportunities

Signal a brand evolution

Strong and cohesive brand identity

Evolving all parts of our brand

Region Brand Vision Video





We will be

Region Group

ASX: RGN

We anticipate that the change of ticker (ASX:RGN) and re-brand to Region Group will become effective Monday, 28 November 2022*.

*Subject to change and receipt of any necessary approvals