

18 AUGUST 2023 | ASX: CNI

Centuria Capital Group

FY23 Results

LISTED: 95-105 SOUTH GIPPSLAND HWY, DANDENONG SOUTH VIC

Intelligent investing for 25 years

Centuria



UNLISTED: FLAVORITE GLASSHOUSE, WARRAGUL VIC

AGENDA

1. Group overview
2. Financial results
3. Divisional overview
4. Appendices

Acknowledgement of Country

Our group manages property throughout Australia and New Zealand. Accordingly, Centuria pays its respects to the traditional owners of the land in each country, to their unique cultures and to their Elders past and present.



UNLISTED: WESTSIDE PRIVATE HOSPITAL, TARINGA QLD

Group overview

SECTION ONE

Centuria

Centuria Capital Group: A leading Australasian ASX 200 funds manager

\$21.0bn GROUP AUM¹

\$20.2bn REAL ESTATE AUM

\$6.4bn
LISTED REAL ESTATE

\$13.8bn
UNLISTED REAL ESTATE

\$0.8bn
INVESTMENT BONDS

\$3.9bn
CENTURIA
INDUSTRIAL REIT
ASX:CIP

\$2.3bn
CENTURIA
OFFICE REIT
ASX:COF

\$0.2bn
ASSET PLUS
LIMITED
NZX:APL

\$8.4bn
SINGLE
ASSET
FUNDS

\$2.6bn
MULTI-ASSET
CLOSED END
FUNDS

\$2.8bn
MULTI-ASSET
OPEN END
FUNDS

\$0.8bn
CENTURIA LIFE
GUARDIAN FRIENDLY
SOCIETY

Note: Assets under management (AUM) as at 30 June 2023. All figures above are in Australian dollars (currency exchange ratio of AU\$1.000:NZ\$1.0883 as at 30 June 2023). Numbers presented may not add up precisely to the totals provided due to rounding
1. AUM includes assets exchanged to be settled, cash and other assets and the impact of revaluations during the period

Active management and diversity delivers solid FY23 result

Operating and funds management



- FY23 Group AUM \$21.0bn (FY22 \$20.6bn)
- Unlisted AUM \$13.8bn (68% total real estate AUM)
- Expanded alternative sectors
 - Agriculture AUM: \$0.5bn (+33% y.o.y)
 - Credit AUM: \$1.3bn (+59% y.o.y)
- Institutional investor capital grew 11% to \$2.1bn
- \$1.4bn¹ gross real estate acquisition activity

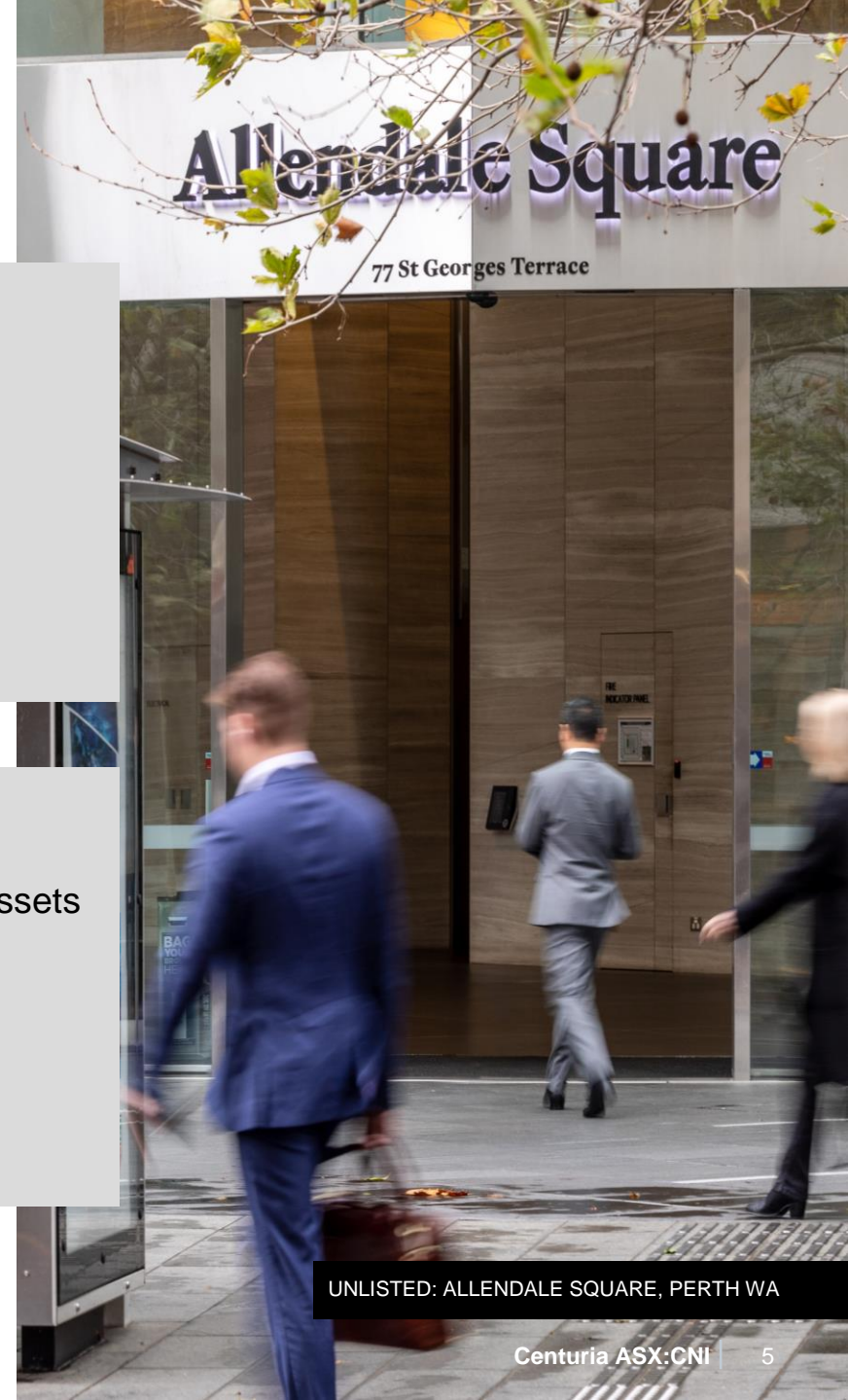
Capital management and Group earnings



- Group operating gearing² 10.6% (17.3% at HY23)
- \$200m cash recouped from sale & recycling of co-investment assets
- \$329m of cash and undrawn debt at FY23 period end
- Strong group recurring revenues 91%
- FY23 OEPS 14.5cps (FY22 14.5cps)
- FY23 DPS 11.6cps (+5.5% over FY22)

1. Includes \$811m of acquisitions exchanged and settled in FY23, \$34m exchanged in FY23 yet to settle and \$542m of real estate finance transactions

2. Gearing ratio is calculated based on (operating borrowings less cash) divided by (operating total assets less cash)



UNLISTED: ALLENDALE SQUARE, PERTH WA

Delivering growth and creating value

Execution of diversity strategy

\$21.0bn

Group AUM

\$1.4bn

FY23 gross real estate activity¹

\$1.6bn

Development pipeline²

91%

Recurring revenues of FY23 total group revenues

14.5cps

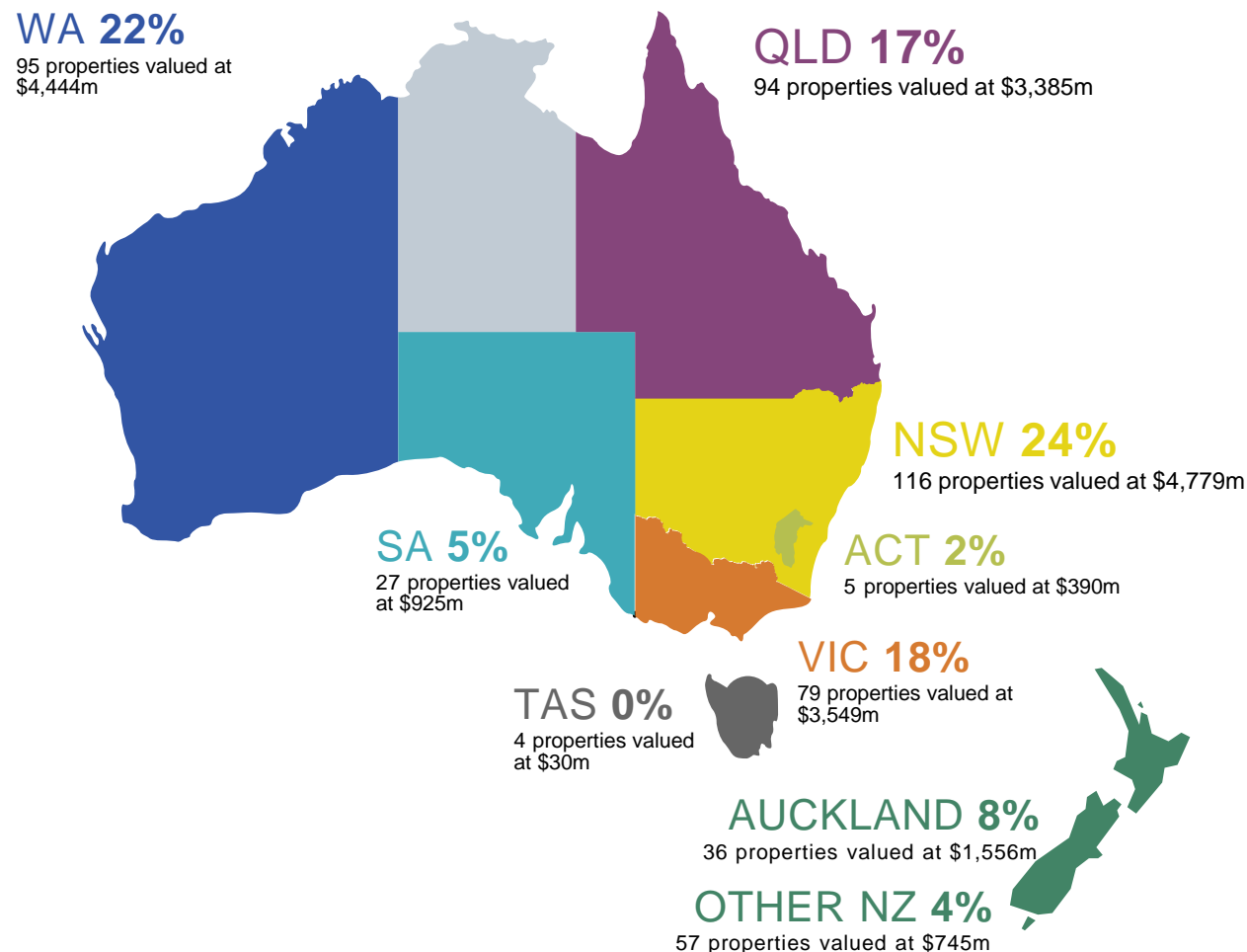
FY23 OEPS³ delivered

11.6cps

FY23 DPS delivered
+5.5% increase above FY22 DPS

1. Includes \$811m of acquisitions exchanged and settled in FY23, \$34m exchanged in FY23 yet to settle and \$542m of real estate finance transactions
2. Development projects and development capex pipeline, including fund throughs. Estimated gross value on completion committed development pipeline \$0.8bn, future pipeline \$0.8bn
3. Operating EPS (OEPS) is calculated based on the Operating NPAT of the Group divided by the weighted average number of securities

A \$20.2bn leading Australasian real estate platform⁴

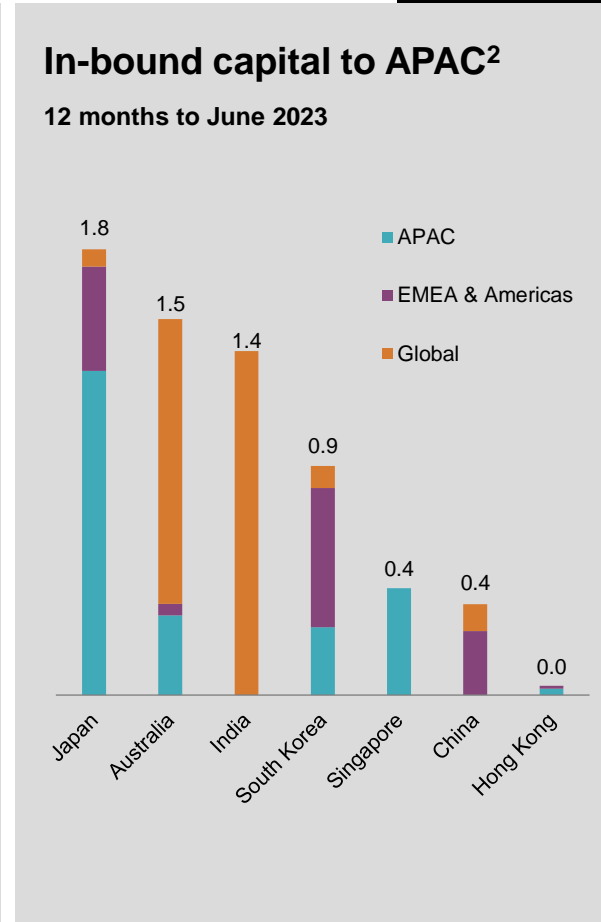
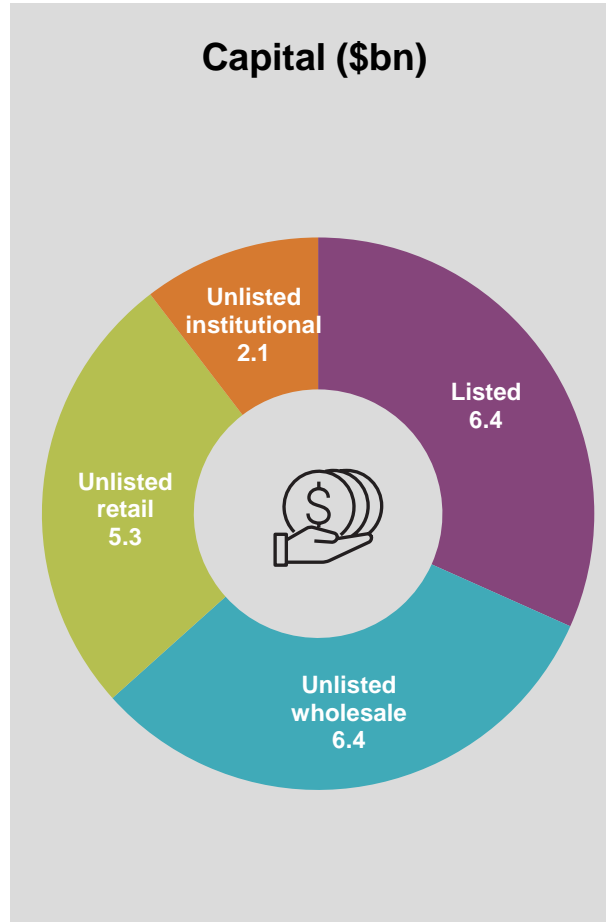
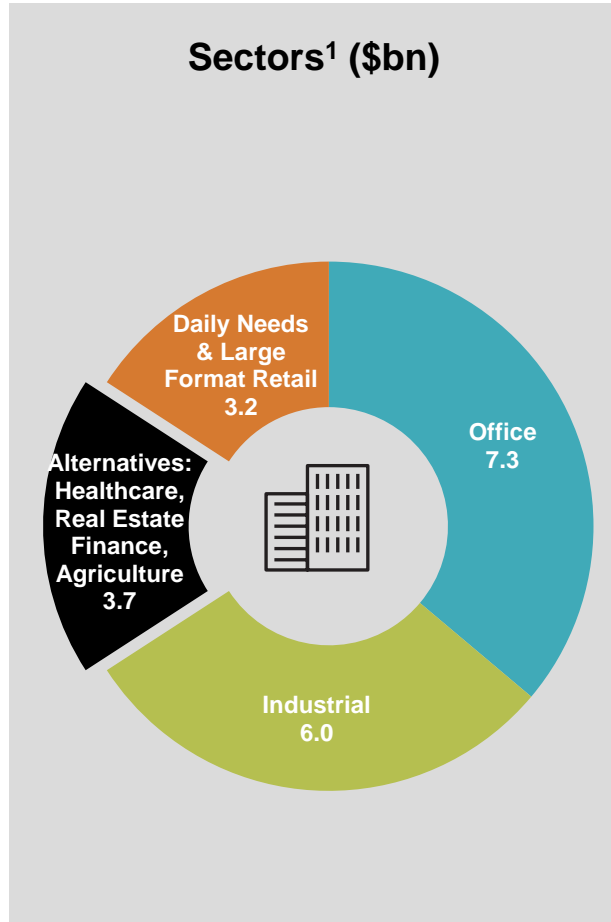


Note: Assets under management (AUM) as at 30 June 2023. All figures above are in Australian dollars (currency exchange ratio of AU\$1.000:NZ\$1.0883 as at 30 June 2023). Numbers presented may not add up precisely to the totals provided due to rounding

4. Includes asset exchanged to be settled and real estate finance loans by property. Sub totals exclude cash and other assets

\$20.2bn real estate platform

Diverse sectors and capital sources to unlock emerging opportunities



- Expansion into alternatives - healthcare, real estate credit and agriculture
- Alignment to de-centralised office, industrial, convenience and large format retail
- In-bound capital continues to view Australia favourably
- Cash on hand, mandates and partnerships available for deployment e.g. MSREI industrial and healthcare partnerships

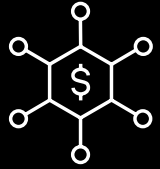
Assets under management (AUM) as at 30 June 2023. All figures above are in Australian dollars (currency exchange ratio of AU\$1.000:NZ\$1.0883 as at 30 June 2023). Numbers presented may not add up precisely to the totals provided due to rounding. AUM includes assets exchanged to be settled, cash and other assets and the impact of revaluations during the period

1. Other AUM across tourism, shopping centres and land syndicates in the US, NZ and WA

2. Source: JLL Research

Solid real estate platform metrics^{1,2}

~420 properties and 2,500 tenants



\$20.2bn

Real estate AUM³

~1/3 listed, 2/3 unlisted



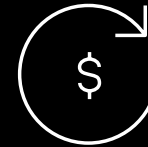
5.81%

**Like for like weighted
avg. capitalisation rate**



97.0%

Avg. Occupancy



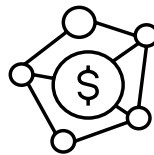
6.1 yrs

Avg. WALE



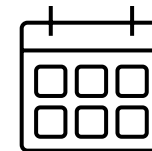
\$42.5m

Avg. asset value



99%

**FY23 Avg. rent
collections**



548,000sqm+

FY23 leasing terms agreed
(542 deals, 13% of total platform)

1. Aggregated across funds managed by Centuria and not representative of any single fund or property
2. Excludes land, Development assets, US syndicates, Centuria Bass Credit, assets exchanged yet to be settled
3. AUM includes assets exchanged to be settled, cash and other assets, Centuria Bass Credit and the impact of revaluations during the period

Developing a relevant and adaptable sustainability framework

Conscious of climate change (environment), valued stakeholders (social) and responsible business principles (governance)

Select initiatives



Launched new sustainability targets:

- Targeting **Zero Scope 2 emissions**¹ by 100% electricity sourced from renewables by 2035
- Focused on **eliminating gas and diesel**² in operations where practical by 2035



45%³ female representation at Centuria



Released Centuria's **ESG Policy**



Expanding total sqm of **5 Star Green Star** rated buildings with new assets delivered for COF and CIP by Centuria's in-house development team



10 years of continued support for St Lucy's School



1. Centuria will account for zero Scope 2 emissions by being powered by the equivalent of 100% renewable electricity through a combination of onsite solar and largescale generation certificate deals which match our consumption
2. Centuria Capital Group will focus on eliminating gas and diesel where practicable, from equipment owned and operated by the Group. Gas and diesel equipment owned and operated by our tenants are excluded from Centuria's sustainability target
3. Diversity numbers as at 30 June 2023 are representative of Centuria Capital Group

Strategy

Vision

A leading Australasian funds manager

Adapt to market changes by unlocking innovative, new products

Strong focus on alternative sectors e.g. agriculture, healthcare, real estate credit where we can generate platform expansion

- Maintain sector / revenue diversity as a Centuria “point of difference”
- Industrial continues to outperform with good potential for institutional partnering



Execution



- Australia continues to screen well as an international investment target
- Majority of interest rate increases behind us (FY23)
- Real estate Credit book \$1.3bn at FY23 period end – conditions remain attractive moving into FY24
- Centuria grew Agriculture (51%) to \$0.5bn in FY23 and will continue to be a growth engine in FY24
- Leverage Australia having lowest industrial vacancy rate globally (0.6%)
- Centuria Life experiencing increased inflows
- Experienced management team maintains continued disciplined capital strategy
- Ensure the platform is well positioned to grow quickly as markets normalise – Centuria’s ‘through cycle’ approach

FY24 guidance

Operating earnings per security

11.5-12.0c

Distribution per security

10.0c

FY24 guidance anticipates lower performance fees and development profits, restrained transaction volumes and increased finance costs



UNLISTED: GUYRA GLASSHOUSE, GUYRA NSW



Financial results

Section two

LISTED: 56-88 LISBON STREET, FAIRFIELD NSW

Centuria

Operating earnings and distributions

		FY23	FY22
Statutory NPAT ¹	\$m	105.9	(37.9)
Statutory EPS ¹	cps	13.3	(4.8)
Operating NPAT ²	\$m	115.6	114.5
Operating EPS ³ (OEPS)	cps	14.5	14.5
DPS	cps	11.6	11.0

		FY24 guidance
OEPS	cps	11.5-12.0
DPS	cps	10.0

1. Attributable to CNI securityholders

2. Operating NPAT of the Group comprises of the results of all operating segments and excludes non-operating items such as transaction costs, mark to market movements on property and derivative financial instruments, the results of Benefit Funds, Controlled Property Funds and share of equity accounted net profit in excess of distributions received

3. Operating EPS is calculated based on the Operating NPAT of the Group divided by the weighted average number of securities



LISTED: 10 & 12 WILLIAMSON ROAD, INGLEBURN NSW

Resilient platform supporting profitability

Operating EBIT up 7.5%

	FY23 (\$m)	FY22 (\$m)
Operating profit by segment		
1 Property funds management ¹	84.1	79.4
Performance fees	28.5	33.0
2 Co-investment earnings	52.4	48.4
3 Development	9.4	6.5
4 Property and development finance	6.6	4.1
5 Investment bonds management	3.5	4.6
6 Corporate segment	(17.7)	(20.8)
Operating earnings before interest and tax	166.8	155.2
7 Finance costs ²	(33.1)	(17.8)
Operating profit before tax	133.7	137.4
Operating tax expense	(18.1)	(22.9)
8 Operating profit after tax³	115.6	114.5
Operating EPS (cents per stapled security) ^{4,5}	14.5	14.5

- 1 Property funds management up 6% due to platform scale
- 2 8% increase due to higher return on invested capital
- 3 Leveraging active projects with a higher contribution from development fees
- 4 Strong AUM growth in Centuria Bass Credit delivers 61% uplift
- 5 Investment Bond revenue higher in FY22 due to one-off fee recoupments from the unitisation of capital guaranteed products
- 6 Implementation of cost reduction initiatives across travel, consulting and other controllable overheads
- 7 Interest rate increase and weighted average increase in debt over prior year
- 8 Operating profit after tax in line with prior full year record profit

1. Excluding performance fees

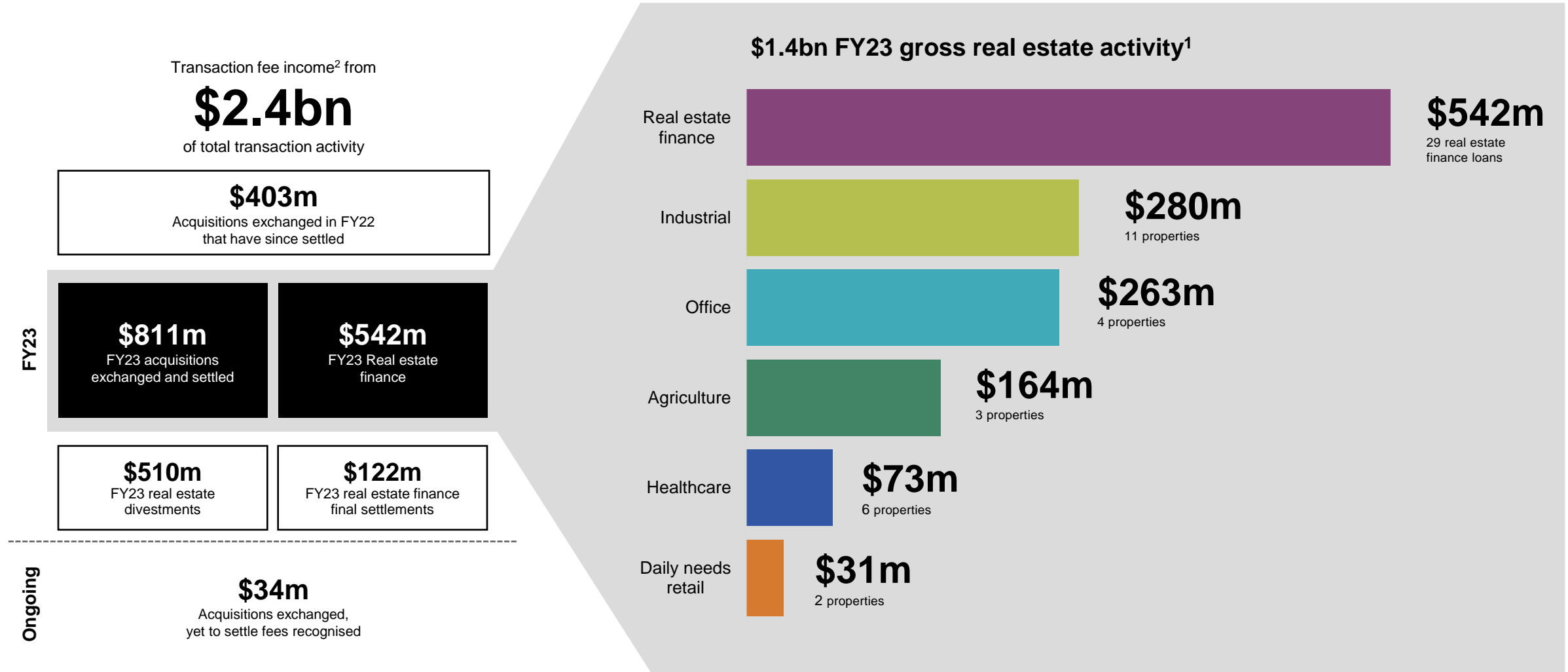
2. Excluding reverse mortgages borrowing costs and finance charges on puttable instruments

3. Operating NPAT of the Group comprises of the results of all operating segments and excludes non-operating items such as transaction costs, mark to market movements on property and financial instruments the results of Benefit Funds, Controlled Property Funds and share of equity accounted net profit in excess of distributions received

4. Operating EPS is calculated based on the Operating NPAT of the Group divided by the weighted average number of securities

5. Weighted average number of securities at 30 June 2023: 797,325,988 (at 30 June 2022: 791,188,235)

Transaction fee income from \$2.4bn of total transaction activity



1. Includes \$811m of acquisitions exchanged and settled in FY23 and \$542m of real estate finance transactions
 2. Transaction fee income for FY23 of \$26.0m includes acquisition, financing, underwriting and sales fees

Balance sheet positioned to fund organic growth

\$1.77

Net asset value per security^{1,2}
(FY22: \$1.73)

10.6%

Operating gearing ratio³
(HY23: 17.3%)

\$237m

Cash realised from the sale and recycling of balance sheet assets

\$329.4m

Cash and undrawn debt at 30 June 2023
available to originate new opportunities

5.0x

Operating ICR⁴
(FY22: 6.8x)

\$83.4

Net cash inflow from operating activities

Debt maturity profile (\$m)



Operating balance sheet	FY23 (\$m)	FY22 (\$m)
Assets		
Cash and cash equivalents	179.4	185.0
Receivables	134.1	109.5
Financial assets	714.3	764.6
Other assets	12.7	10.0
Deferred tax assets	25.8	30.3
Inventory	82.7	129.4
Equity accounted investments	90.7	74.9
Right of use asset	32.6	17.0
Intangible assets	793.1	791.5
TOTAL ASSETS	2,065.4	2,112.2
Liabilities		
Payables	90.4	126.1
Borrowings	379.4	440.3
Interest rate swap at fair value	19.3	18.8
Call/Put option liability	38.3	48.7
Lease liability	35.7	19.4
Provisions, deferred tax and other liabilities	87.9	85.7
TOTAL LIABILITIES	651.0	739.0
Net assets	1,414.4	1,373.2
NAV (\$/per security¹)	1.77	1.73

1. Number of securities on issue 30 June 2023: 799,796,794 (at 30 June 2022: 792,787,120)

2. Increase in net asset value per security is primarily attributable to continued profitability and the unrealised fair valuation gains on the Group's co-investment stakes, less borrowing, payable, option

3. Gearing ratio is calculated based on (operating borrowings less cash) divided by (operating total assets less cash)

4. Operating interest cover ratio is calculated based on operating finance costs divided by operating profit before tax excluding finance costs (excluding reverse mortgages borrowing costs and finance charges on puttable instruments)

Actively managing platform debt

24

Lenders

\$8.2bn

Total lending facilities across
Australasian platform

2.2yrs

Weighted average debt duration

1.8yrs

Weighted average hedge duration

52%

Weighted average hedging profile

- Continued diversification of debt capital sources through the introduction of new lenders
- Recycling of existing exposures amongst financiers and accessing new debt capital markets
- Refinancing across 60% of all funds leading to strong relationships and understanding of lender appetite

Enhancing systems and processes generates business efficiencies

DELIVERED

Transition of Primewest funds into Centuria's property and financial management systems

Internalisation of Commercial Property Services and transactional processing teams for Primewest

Automation and further offshoring to deliver cost savings

Business Intelligence and integrated CRM solution across the platform

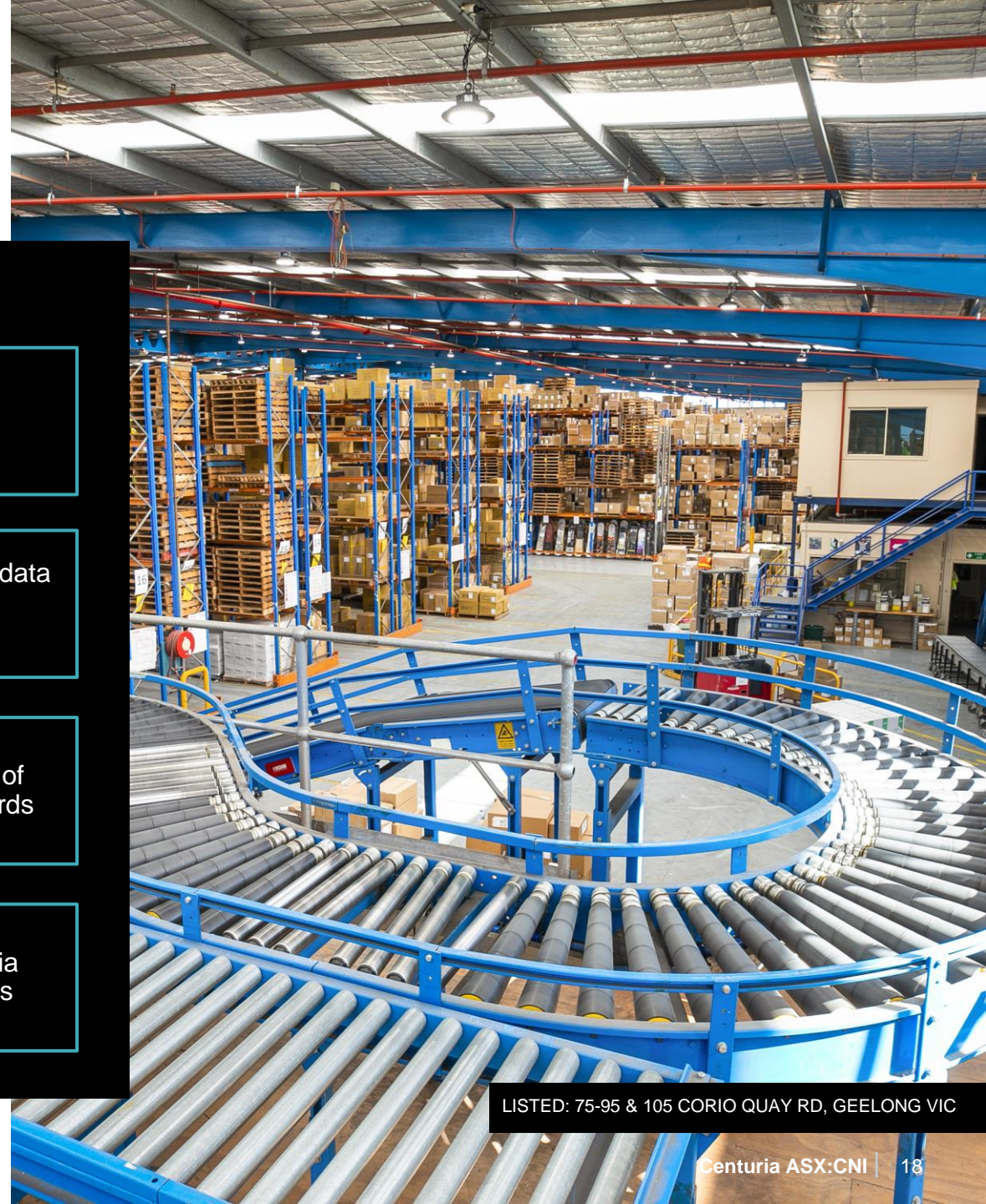
CURRENT FOCUS

Integration of platform-wide Treasury Management Systems

Implementing enhanced sustainability data collection, storage, aggregation and reporting systems

Provisioning for future implementation of IFRS Sustainability Disclosure Standards

While complying with CPS234, Centuria continues to strengthen cyber defences



LISTED: 75-95 & 105 CORIO QUAY RD, GEELONG VIC










Divisional overview

Section three

LISTED: 101 MORAY STREET, SOUTH MELBOURNE VIC

Centuria

\$20.2bn diversified real estate platform^{1,2}

Office	Industrial	Daily needs retail ("DNR")	Healthcare	Large format retail ("LFR")	Real estate finance	Agriculture
\$7.26bn AUM	\$5.96bn AUM	\$1.68bn AUM	\$1.67bn AUM	\$1.54bn AUM	\$1.27bn AUM	\$0.53bn AUM
(FY22: \$7.37bn)	(FY22: \$5.97bn)	(FY22: \$1.88bn)	(FY22: \$1.67bn)	(FY22: \$1.57bn)	(FY22: \$0.81bn)	(FY22: \$0.35bn)
						
LISTED: 8 CENTRAL AVENUE, EVELEIGH NSW	LISTED: 12-13 & 14-17 DANSU COURT, HALLAM VIC	UNLISTED: WEST VILLAGE, WEST END QLD	UNLISTED: BLOOMFIELD MEDICAL CENTRE, ORANGE NSW	UNLISTED: MELVILLE LFR CENTRE, MELVILLE WA	UNLISTED: 16 ETNA ST, GLEN HUNTLEY VIC	UNLISTED: SUNDROP FARMS, PORT AUGUSTA SA

Note: Assets under management (AUM) as at 30 June 2023. All figures above are in Australian dollars (currency exchange ratio of AU\$1.000:NZ\$1.0883 as at 30 June 2023).

Numbers presented may not add up precisely to the totals provided due to rounding

1. AUM includes assets exchanged to be settled, cash and other assets and the impact of revaluations during the period

2. Platform total of \$20.2bn includes Other AUM of \$0.2bn across tourism and land syndicates in the US, NZ and WA

Differentiated office platform¹

\$7.3bn

AUM (32% listed, 68% unlisted)

\$93.5m

Avg. asset size aids liquidity through exposure to a wider transaction pool

6.08%

WACR

94%

Occupancy

4.6yrs

WALE



95%
of portfolio (by NLA) situated outside Sydney and Melbourne CBDs



292,325sqm
leasing since COVID-19 commenced (35% of total office NLA)



Diversified exposure

- Ex. COF, largest office fund comprises 3.0% of Group AUM
- Largest office asset comprises 1.7% of Group AUM



2023 Centuria office tenant survey (150+ respondents)

c.75%

anticipate retaining or increasing space requirements over the medium term

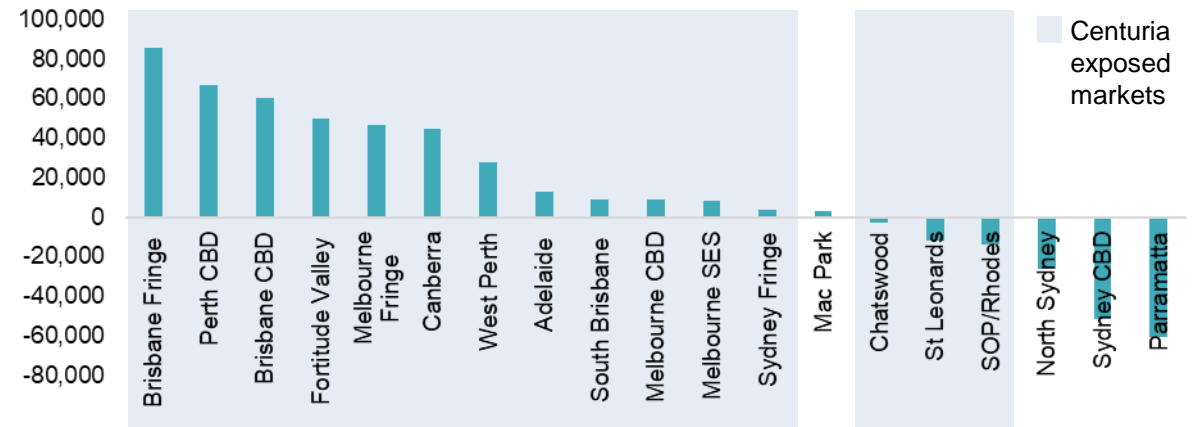


FY23 divestments

- 5 office properties (\$128m)
- 4.5% avg. premium to prior book value

Australian office market 12-month net absorption (sqm)²

Strong net absorption evident in Centuria exposed markets



1. Aggregated across funds managed by Centuria and not representative of any single fund or property

2. Source: JLL

\$6bn industrial portfolio enjoying significant tailwinds¹

\$6.0bn

AUM (65% listed, 35% unlisted)

\$35.9m

Avg. asset size aids liquidity through exposure to a wider transaction pool

5.38%

WACR

98.0%

Occupancy

7.2yrs

WALE



37.3%

avg. re-leasing spreads across Centuria's Australian industrial properties in 2HFY23



20%

of industrial leases expiring in next two years, strong opportunity to capture rental growth



49.7%

avg. site coverage creates site optimisation opportunities in land constrained markets



86%

net or triple net leases

11.5%

CPI linked leases



\$181m

Centuria Prime Logistics Partnership (CPLP) between CIP and MSREI sponsored vehicle



FY23 divestments

- 11 properties (\$223m)
- 2% avg. premium to prior book value



- Australian National Industrial market vacancy rate of 0.6%², the lowest globally
- Australian industrial rents remain more affordable in comparison to global cities
- National average supply and demand estimates
 - Uncommitted supply requirements of ~1.5m sqm per annum (2023 to 2025)²
 - Take-up requirements of ~3.4m sqm per annum (2023 to 2025)³

1. Aggregated across funds managed by Centuria and not representative of any single fund or property

2. Source: CBRE

3. Source: Colliers

DNR / LFR portfolio's performing strongly through cycle¹

\$3.2bn

AUM (53% Daily Needs 'DNR', 47% Large format 'LFR' retail)

\$39m

Avg. asset size aids liquidity through exposure to a wider transaction pool

5.95%

WACR

97.5%

Occupancy

3.7 / 4.8yrs

LFR / DNR WALES



Portfolios concentrated on convenience based daily needs and land rich large format centres



47%

Avg. site coverage of large format centres across Australian platform



43.9%

Daily needs retail income derived from non-discretionary supermarkets



55,397sqm

lease terms agreed across large format portfolio



78%

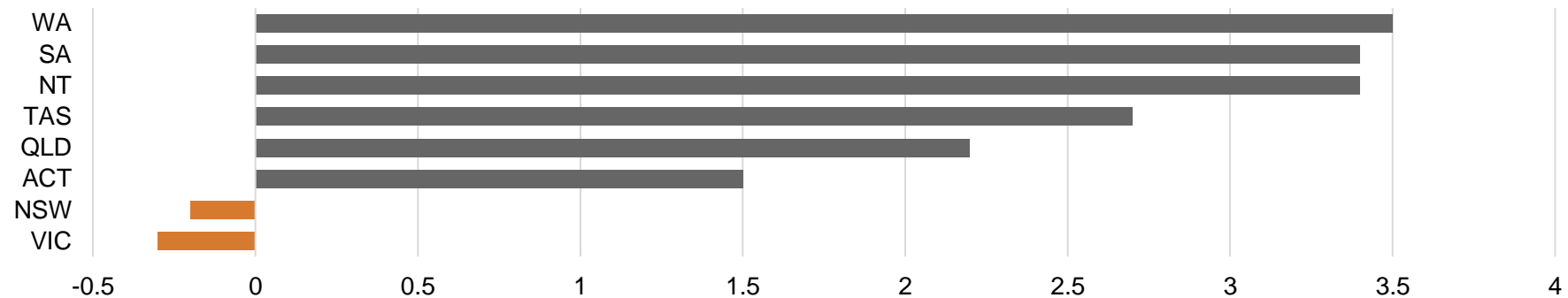
Centuria's Australian Daily Needs platform (by lettable area) situated in WA, SA and QLD catchments



11.8%

avg. re-leasing spreads across Centuria's Australian LFR properties in FY23

National spending growth (% y.o.y)²



1. Aggregated across funds managed by Centuria and not representative of any single fund or property

2. Source: CBA

Alternative real estate sectors are engine room for growth¹

Providing attractive investment themes and natural inflationary hedges

Healthcare

\$1.7bn AUM



UNLISTED: THE BOND MEDICAL CENTRE, BELLA VISTA NSW

- 5.68% WACR
- 96.3% occupancy, 10.8yr WALE
- 80% net or triple net leases, 48% CPI linked leases
- \$360m committed gross development pipeline provides access to new assets for Centuria's unlisted funds
- 49% of healthcare portfolio aligned to short stay or day hospitals - one of the largest landlords in Australasia

Real estate finance

\$1.3bn AUM



UNLISTED: CRISP STREET, HAMPTON VIC

- 92% of loan volumes secured by first ranking mortgages
- 2 open-ended funds, 62 single loan funds
- Gross average LVR below 61%
- Average fund duration 12-18 months
- Mid-market focus for finance (c.\$5m-\$50m)
- Strong high net worth investor demand for real estate credit

Agriculture

\$0.5bn AUM



UNLISTED: GUYRA GLASSHOUSE, GUYRA NSW

- 100% occupancy, 14.5yr WALE
- 92% net or triple net leases
- 5.87% WACR
- Australia's largest owner of real estate glasshouse infrastructure
- ESG opportunities include controlled farming, carbon absorption, wastewater, solar efficiencies and regional employment

\$1.6bn development pipeline to seed funds



Select FY23 completions



57 WYATT ST, ADELAIDE SA

- CNI balance sheet development
- Completed GAV: \$38.1m
- Boutique office development consisting of six floors of A-grade office space, amenity and a retail tenancy
- 84% leased prior to PC



6-8 MUNROE LANE, AUCKLAND NZ

- APL development
- Completed GAV: \$115.8m on a committed occupancy basis
- 15,900sqm NLA office development
- 65% pre-leased on a 15-year lease to Auckland Council



90 BOLINDA RD, CAMPBELLFIELD VIC

- CIP fund-through development
- 5 Star Green Star Certification
- 5 warehouse industrial estate with 45,000sqm GLA
- Due to complete in Q2 FY24

Select project commencements



204 BANNISTER RD, CANNING VALE WA

- CIP development
- Two industrial and logistics facilities of 3,500sqm and 8,800sqm with corporate grade office space and premium end of trip facilities
- Targeting a 5 Star Green Star rating
- Due to complete in Q1 FY24


Note: All figures above are in Australian dollars (currency exchange ratio of AU\$1.000:NZ\$1.0883 as at 30 June 2023). Numbers presented may not add up precisely to the totals provided due to rounding


1. Development projects and development capex pipeline, including fund throughs
2. Committed pipeline includes planning commencements and projects under construction
3. Includes opportunities undergoing development assessments or pre-planning approvals


Unlisted property AUM to \$13.8bn (+6% above FY22)

 **~12,000** Australasian investors

 **\$0.6bn** FY23 unlisted capital raising inflows

 **2-7** Between 2-7 Funds in the top 10 index⁴ each quarter for the last 30 quarters

 **52%** Unlisted AUM with no expiry or expiry review dates at or beyond five years

 **34%** Unlisted AUM with no fund expiry review date

Market leading unlisted real estate funds manager



\$324m
CENTURIA AGRICULTURE FUND (CAF)

- 2 high quality glasshouses (\$146m) added to existing fund



\$223m
ALLENDALE SQUARE JV (MA FINANCIAL GROUP)

- Occupancy increased to 89%, ahead of schedule and accretive with 24mth rental guarantee
- Achieved rents 5% above acquisition underwrite



\$76m
CENTURIA BASS SINGLE ASSET FUNDS

- Across 47 lends



\$16m
CENTURIA BUSSELTON BOULEVARD SC TRUST

- Oversubscribed



\$35m
CENTURIA INDUSTRIAL INCOME FUND NO.2

- 100% leased to Wesfarmers' subsidiary Blackwoods
- CPI linked rent reviews, low site coverage



\$17.5m
CENTURIA AGRICULTURE FUND NZ

- Non-g geared fund
- Oversubscribed



\$98m
CENTURIA BASS CREDIT FUND

- Increased 113% above FY22
- 32 diversified positions within the fund backed by first ranking mortgages
- Weighted avg. LVR 59%



\$15m
MARGARET RIVER SC TRUST

- Approximately 81% of gross income is derived from the Coles Group

1. At least two funds in the Top 10 in The Property Council of Australia/MSCI Australia Unlisted Retail Quarterly Property Fund Index to 30 June 2023 each previous quarter for the last thirty quarters (overall investment for the twelve months to the end of each quarter)

Listed property AUM of \$6.4bn



ASX:
CIP

CENTURIA
INDUSTRIAL REIT

Index inclusions:
S&P/ASX 200 Index and
FTSE EPRA Nareit
Global Developed Index

CNI co-investment

16.1%

highly aligned to an
experienced real estate
funds manager



STUDLEY COURT, DERRIMUT VIC

AUM
\$3.9bn
89 high quality assets

37%
2H23 avg.
re-leasing spreads¹

98%
Occupancy²

7.7yrs
WALE²

\$215m
Divestments strengthen
balance sheet and
demonstrate liquidity

33.1%
Gearing³, staggered
debt, no expiry until
FY25

\$300m
Exchangeable issuance
increases debt diversity

88%
Hedging at FY24
commencement

1. On a net rent basis compared to prior passing rents. FY23 avg. re-leasing spreads of 30%
2. By income
3. Gearing is defined as total interest bearing liabilities divided by total assets

4. Asset sales exchanged post 30 June 2023, FY24 target settlement
5. Pro forma gearing following asset sales post 30 June 2023
6. Includes ownership by associates of Centuria Capital Group

CIP and COF – Australia’s largest ASX-listed pure play industrial and office REITs



ASX:
COF

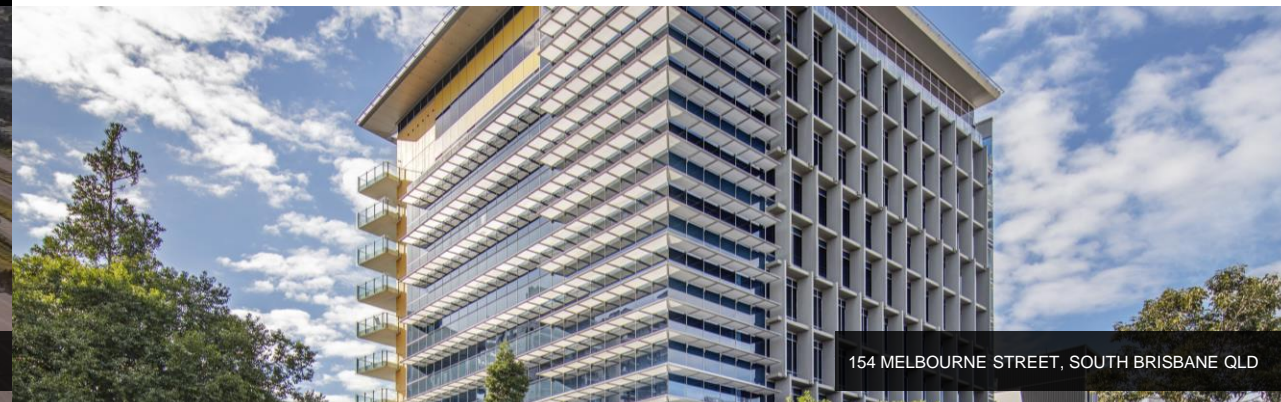
CENTURIA
OFFICE REIT

Index inclusions:
S&P/ASX 300 Index and
FTSE EPRA Nareit
Global Developed Index

CNI co-investment⁶

18.9%

highly aligned to an
experienced real estate
funds manager



154 MELBOURNE STREET, SOUTH BRISBANE QLD

AUM
\$2.3bn
23 high quality assets

168,000sqm
56% portfolio NLA
leased since COVID-19

97%
Occupancy²

4.2yrs
WALE²

\$63m
Divestments strengthen
balance sheet and
demonstrate liquidity⁴

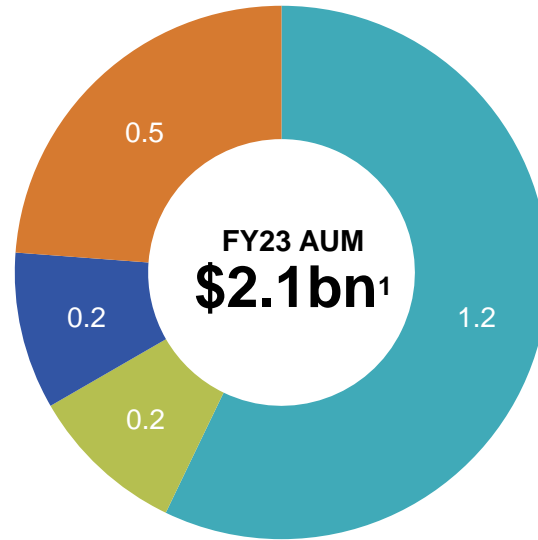
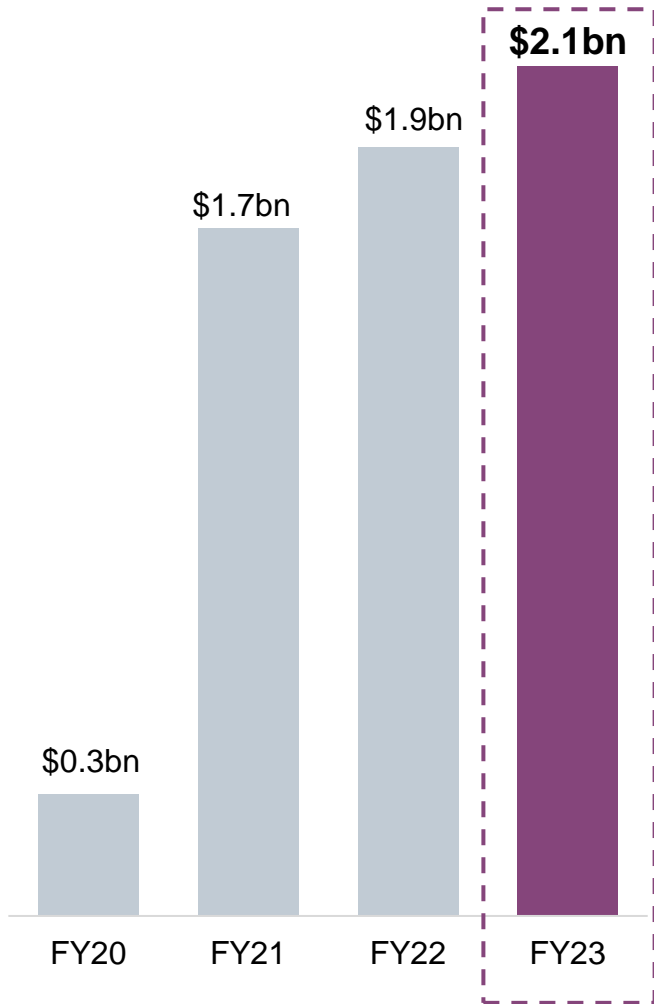
36.7%
Pro-forma gearing^{3,5}
reduces following asset
sales. Staggered debt,
no expiry until FY26

\$225m
Debt refinanced

69%
Hedging at FY24
commencement

Institutional AUM grows 11% to \$2.1bn

Unlisted mandates and partnerships support new investment opportunities



Office Healthcare Industrial Daily needs retail

- Recently formed \$181m Centuria Prime Logistics Partnership (CPLP) between CIP and MSREI sponsored vehicle
- \$930m retail mandate in place
- \$634m office mandate in place
- \$215m¹ Centuria Prime Partnership (Healthcare) with Morgan Stanley (MSREI) sponsored vehicle
- Family office and select single asset JV's widen capital pools

1. Includes developments on an accounting carrying value basis



WESTSIDE PRIVATE HOSPITAL, TARINGA QLD



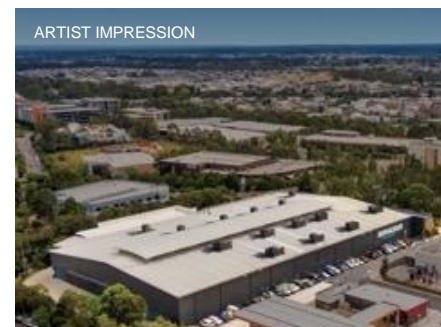
PROGRESS PHOTO - ADENEY PRIVATE HOSPITAL, KEW VIC



52-74 QUARRY RD, ERSKINE PARK NSW



1 WILLIAM SQUARE, PERTH WA



8 LEXINGTON DRIVE, BELLA VISTA NSW



CAMERON PARK PLAZA, CAMERON PARK NSW



Appendices

Section four

UNLISTED: VARSITY LAKES DAY HOSPITAL, VARSITY LAKES QLD

Centuria

Centuria Life

\$0.8bn
AUM

8.3%

total Australian investment bond market share¹

Approved by a wide range of dealer groups nationally

34 fund options
including 2 ESG fund options

Assets under management	Flows FY23			Applications (\$M)	Redemptions (\$M)
	FY23 (\$m)	FY22 (\$m)	FY23 change (%)		
Prepaid funeral plans (Guardian) ²	539.7	536.6	0.58%	31.0	-45.6
Unitised bonds (Centuria Life)	222.4	230.7	-4.59%	3.7	-20.8
Centuria LifeGoals	58.1	39.6	48.74%	17.8	-2.8
TOTAL	818.0	806.9	1.38%	52.6	-69.2

Centuria life fund managers



Schroders



T.RowePrice™



BAEP



PENDAL

PIMCO



1. QDS report 31 March 2023

2. Centuria Life Limited (CLL) is the key service provider to Over Fifty Guardian Friendly Society

Centuria Capital Group

A leading Australasian real estate funds manager

Integrated platform

Geography	Sectors	Fund types	Capital sources
Australia New Zealand	Office Industrial Healthcare Daily needs retail Large format retail Real estate finance Agriculture Investment bonds	Listed REITS Unlisted single asset funds Multi-asset closed-ended funds Unlisted multi-asset open-ended funds	Listed Unlisted institutional Unlisted retail Unlisted wholesale

Active management

Integrated in-house capability	
Funds management	Asset management
Real estate transactions	Property and facilities management
Development	Leasing
Distribution	

Generating investment opportunities

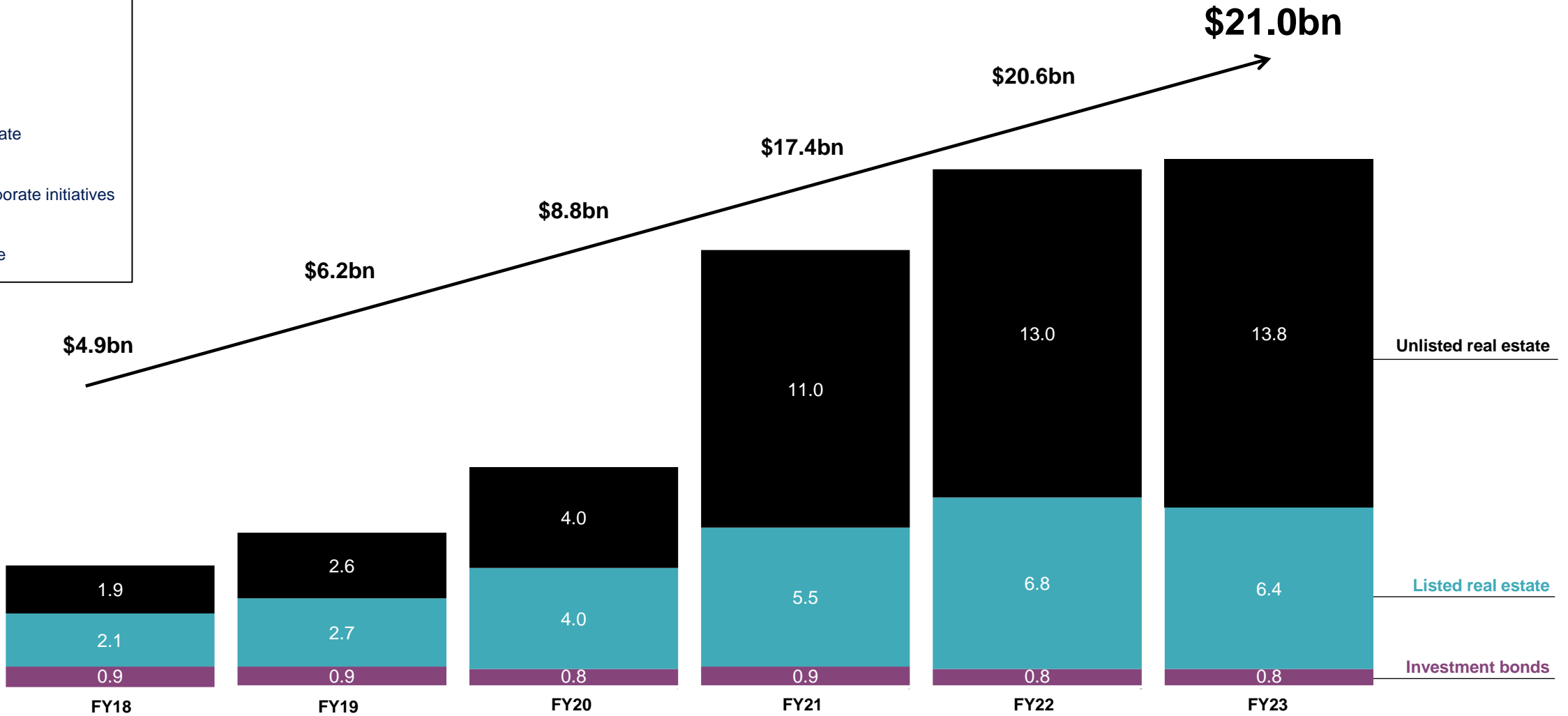
Balance sheet	Platform support
Cash on hand	Underwriting
Undrawn debt capacity	Fund establishment
Capital recycling	Co-investments
Diverse capital sources	Cornerstones



UNLISTED: CAMERON PARK PLAZA NSW

AUM momentum from organic growth and select mergers

AUM CAGR¹
34%
 Total CAGR
49%
 Unlisted real estate
28%
 Unlisted ex. corporate initiatives
25%
 Listed real estate



1. CAGRs calculated from 30 June 2018 to 30 June 2023



Group AUM movement (\$bn)¹



UNLISTED: 208 FORDYCE ROAD, HELENSVILLE AUCKLAND

Note: Assets under management (AUM) as at 30 June 2023. All figures above are in Australian dollars (currency exchange ratio of AU\$1,000:NZ\$1.0883 as at 30 June 2023). Numbers presented may not add up precisely to the totals provided due to rounding

1. AUM includes assets exchanged to be settled, cash and other assets and the impact of revaluations during the period

2. Includes \$403m of acquisitions exchanged at FY22 results that have since settled

Fund and capital allocation across Centuria's platform

Diversified funds, capital sources and investor profiles across all sectors

	Sector	Office	Industrial	Healthcare	Daily needs retail	Large format retail	Real estate finance	Agriculture
Fund type / capital source	AUM (\$BN) ^{1,2}	\$7.3	\$6.0	\$1.7	\$1.7	\$1.5	\$1.3	\$0.5
Unlisted closed end single and multi-asset	\$8.9	3.5	1.2	0.7	1.0	1.4	1.0	0.1
Listed REITS	\$6.4	2.5	3.9	-	-	-	-	-
Unlisted open end	\$2.8	0.2	0.7	0.8	0.2	0.2	0.3	0.4
Unlisted institutional	\$2.1	1.2	0.2	0.2	0.5	-	-	-

Note: Assets under management (AUM) as at 30 June 2023. All figures above are in Australian dollars (currency exchange ratio of AU\$1.000:NZ\$1.0883 as at 30 June 2023).

Numbers presented may not add up precisely to the totals provided due to rounding

1. AUM includes assets exchanged to be settled, cash and other assets and the impact of revaluations during the period

2. Platform total of \$20.2bn includes Other AUM of \$0.2bn across tourism and land syndicates in the US, NZ and WA

Platform¹ diversification reduces concentration risk

		Office	Industrial	Healthcare	Daily needs retail	Large format retail	Agriculture	Total avg.	
Avg. asset	\$m	93.5	35.9	15.2	40.8	38.8	47.0	42.5	Aids platform liquidity through exposure to a wider transaction pool
Like for like weighted avg. cap rate ²	%	6.08	5.38	5.68	5.96	5.95	5.87	5.81	Relatively wider cap rates compared to some peers at this point in the cycle
Occupancy	%	93.8	98.0	96.3	96.8	98.3	100.0	97.0	High occupancies, strong leasing track record
Avg. tenancy	sqm	723	5,748	830	425	1,012	N/A	1,346	Smaller tenancies can appeal to a deeper pool of occupiers
WALE	yrs	4.6	7.2	10.8	4.8	3.7	14.5	6.1	Staggered profiles with secure income streams and opportunities to capture some compelling rent reversions

1. Aggregated across funds managed by Centuria and not representative of any single fund or property
 2. Weighted average capitalisation rates measured from properties held at the start and end of FY23 period

Like for like portfolio valuation summary¹

	Value movement 12 months to 30 June 2023	Cap movement 12 months to 30 June 2023	Value movement 6 months to 30 June 2023	Cap movement 6 months to 30 June 2023	Jun-23 cap rate
Office	(4.48)%	38 bps	(3.91)%	27 bps	6.08%
Industrial	(3.12)%	97 bps	(2.30)%	64 bps	5.38%
Healthcare	(5.08)%	46 bps	(5.32)%	36 bps	5.68%
Daily needs retail	(3.14)%	45 bps	(3.51)%	36 bps	5.96%
Large format retail	(1.59)%	31 bps	(1.78)%	33 bps	5.95%
Agriculture	0.73%	12 bps	0.73%	12 bps	5.87%
Other	10.21%	60 bps	10.21%	60 bps	7.86%
Total	(3.50)%	58 bps	(3.06)%	41 bps	5.81%

LISTED: 2 KEON PARADE AND 49 TEMPLE DRIVE, KEON PARK VIC

1. Weighted average capitalisation rates measured from properties held at the start and end of FY23 period

High quality long-term income streams

Integrated management capabilities lead to strong asset management success

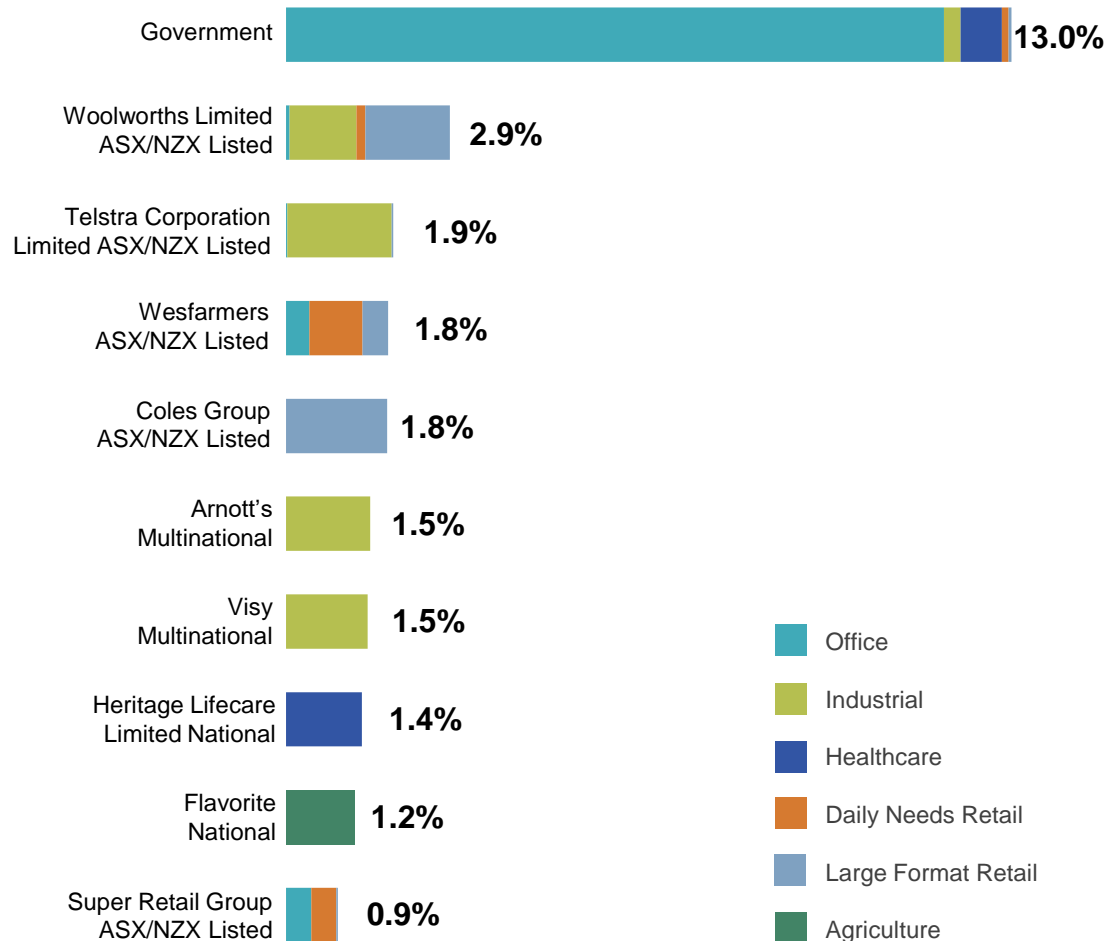
~420 assets^{1,2}

~2,500 tenants^{1,2}

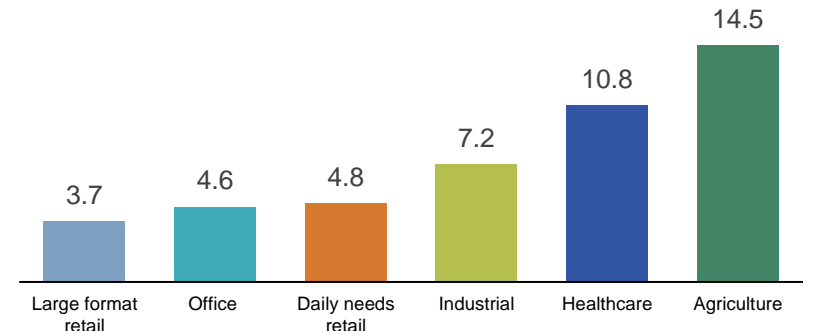
99% FY23 avg. rent collections¹

FY23 leasing terms agreed
Over 548,000sqm
542 deals
13% of total platform¹

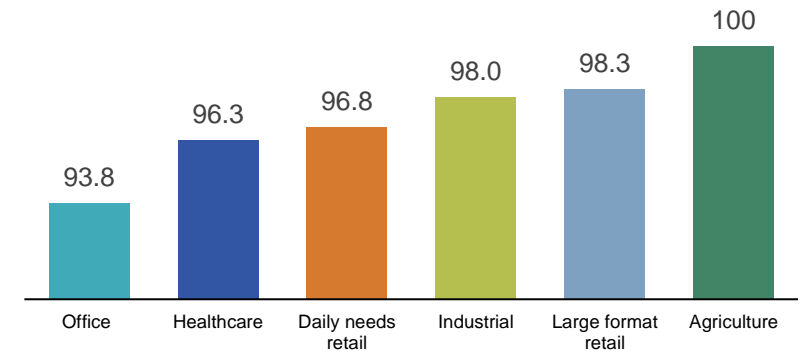
Top tenants by income (%)^{1,2}



6.1 year weighted avg. lease expiry (WALE) by income^{1,2}



97.0% total occupancy by area^{1,2}



1. Tenancy profile is shown aggregated across all funds managed by Centuria and is not representative of any single fund or property
2. Excludes land, Development assets, US syndicates, Centuria Bass Credit, assets exchanged yet to be settled

\$1.6bn development pipeline to seed funds

- Development fees and profits provide growing income
- CNI strategically uses its balance sheet to seed and expand its property funds
- \$43.6m carrying value of CNI balance sheet development assets

Sector	FY23 gross completions		Committed pipeline (est. value on completion) ^{1,2}		Future pipeline (est. value on completion) ^{1,3,4}		Total pipeline	
	\$M	GLA	\$M	GLA	\$M	GLA	\$M	GLA
Office	65	9,700	116	15,900	-	-	116	15,900
Industrial	148	72,268	196	66,332	81	24,735	277	91,067
Healthcare	146	9,971	360	31,923	350	22,510	710	54,433
Large format retail	12	4,380	21	3,690	-	-	21	3,690
Other/social infrastructure ⁴	36	6,990	128	5,100	378	93,804	506	98,904
Total	407	103,309	821	122,945	809	141,409	1,630	263,994
Funds/REITs	378	97,309	754	117,845	331	47,245	1,085	165,090
CNI balance sheet ⁵	29	6,000	67	5,100	478	93,804	545	98,904

Note: All figures above are in Australian dollars (currency exchange ratio of AU\$1.000:NZ\$1.0883 as at 30 June 2023). Numbers presented may not add up precisely to the totals provided due to rounding

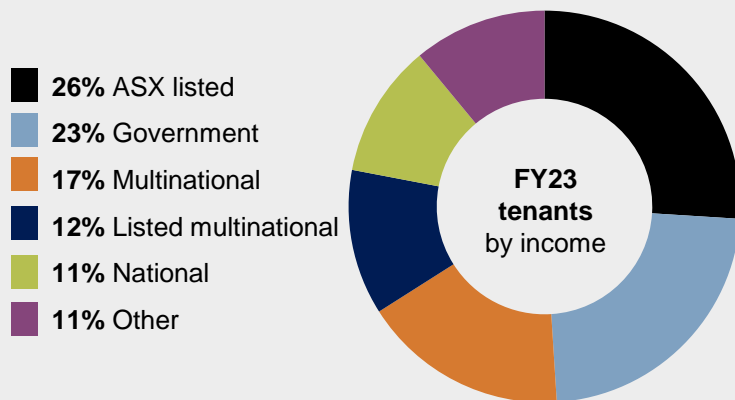
1. Development projects and development capex pipeline, including fund throughs
2. Committed pipeline includes planning commencements and projects under construction
3. Includes opportunities undergoing development assessments or pre-planning approvals
4. Lakeview Queenstown JV reflected at a 25% interest
5. Includes development projects with deposits paid by CNI balance sheet



COF: Australia's largest pure play office REIT

- Delivered FY23 FFO of 15.6 cents per unit
- Delivered FY23 Distributions of 14.1 cents per unit

Portfolio snapshot		FY23	FY22
Number of assets	#	23	23
Book value	\$m	2,237	2,335
WACR	%	6.00	5.58
NLA	sqm	303,305	303,138
Occupancy by gross income	%	97.1	94.7
WALE by gross income	yrs	4.2	4.2
Average NABERS energy rating (by value) ¹	Stars	4.9	4.8
Average NABERS water rating (by value) ¹	Stars	3.9	3.9
Buildings generating solar power	#	7	6
Average building age (by value)	yrs	17	16



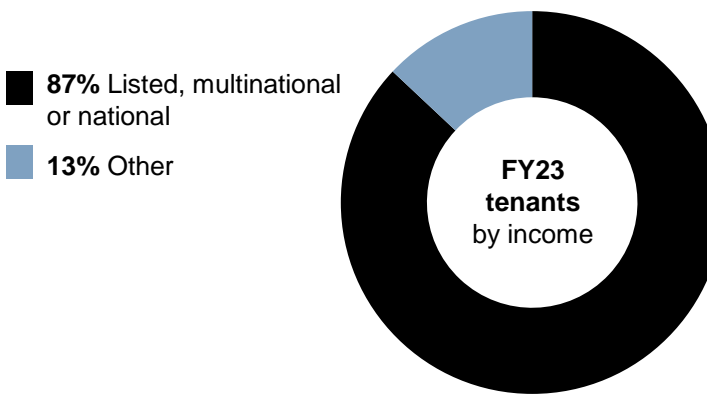
1. Excluding non-rated assets



CIP: Australia's largest domestic pure play industrial REIT

- Delivered FY23 FFO of 17.0 cents per unit
- Delivered FY23 Distributions of 16.0 cents per unit

Portfolio snapshot		FY23 ¹	FY22
Number of assets	#	89	88
Book value	\$m	3,839	4,101
WACR	%	5.26	4.19
GLA	sqm	1,289,129	1,330,182
Average asset size	sqm	14,484	15,156
Occupancy by income	%	98.0	98.8
WALE by income	yrs	7.7	8.3
Landholding ²	ha	309	320
Freehold ownership	%	99	98.5
Located in infill markets	%	83	85
Number of tenant customers	#	171	167



1. At CIP ownership of joint venture assets
2. Includes landholding on development projects



APL: Asset Plus

Portfolio snapshot		Jun 23	Sep 22
Number of assets	#	2	5
Book value	\$m	\$182	213
Occupancy by income ¹	%	42	50
WALE by income ¹	yrs	6.5	5.3



1. Pro forma, includes Munroe Lane assumed at practical completion

Reconciliation of statutory profit to operating profit

	FY23 (\$m)	FY22 (\$m)
Statutory net (loss)/profit after tax	105.9	(37.4)
<i>Statutory EPS (cents)¹</i>	13.3	(4.8)
ADJUSTED FOR NON-OPERATING ITEMS		
(Loss) on fair value movements in derivatives and investments	0.3	167.1
Transaction and other costs	3.9	4.4
Seed capital write back	-	(0.8)
(Profit) attributable to controlled property funds	-	(13.9)
Eliminations between the operating and non-operating segment	-	4.7
Equity accounting adjustments	6.2	3.1
Tax impact of above non-operating adjustments	(0.7)	(12.8)
Capitalised borrowing costs write-off	-	-
Operating net profit after tax²	115.6	114.5
<i>Operating EPS (cents)³</i>	14.5	14.5

1. Attributable to CNI securityholders

2. Operating NPAT of the Group comprises of the results of all operating segments and excludes non-operating items such as transaction costs, mark to market movements on property and financial instruments, the results of Benefit Funds, Controlled Property Funds and share of equity accounted net profit in excess of distributions received

3. Operating EPS is calculated based on the Operating NPAT of the Group divided by the weighted average number of securities



Diverse recurring revenues contribute to Group profits

FY23 recurring revenues of 91%

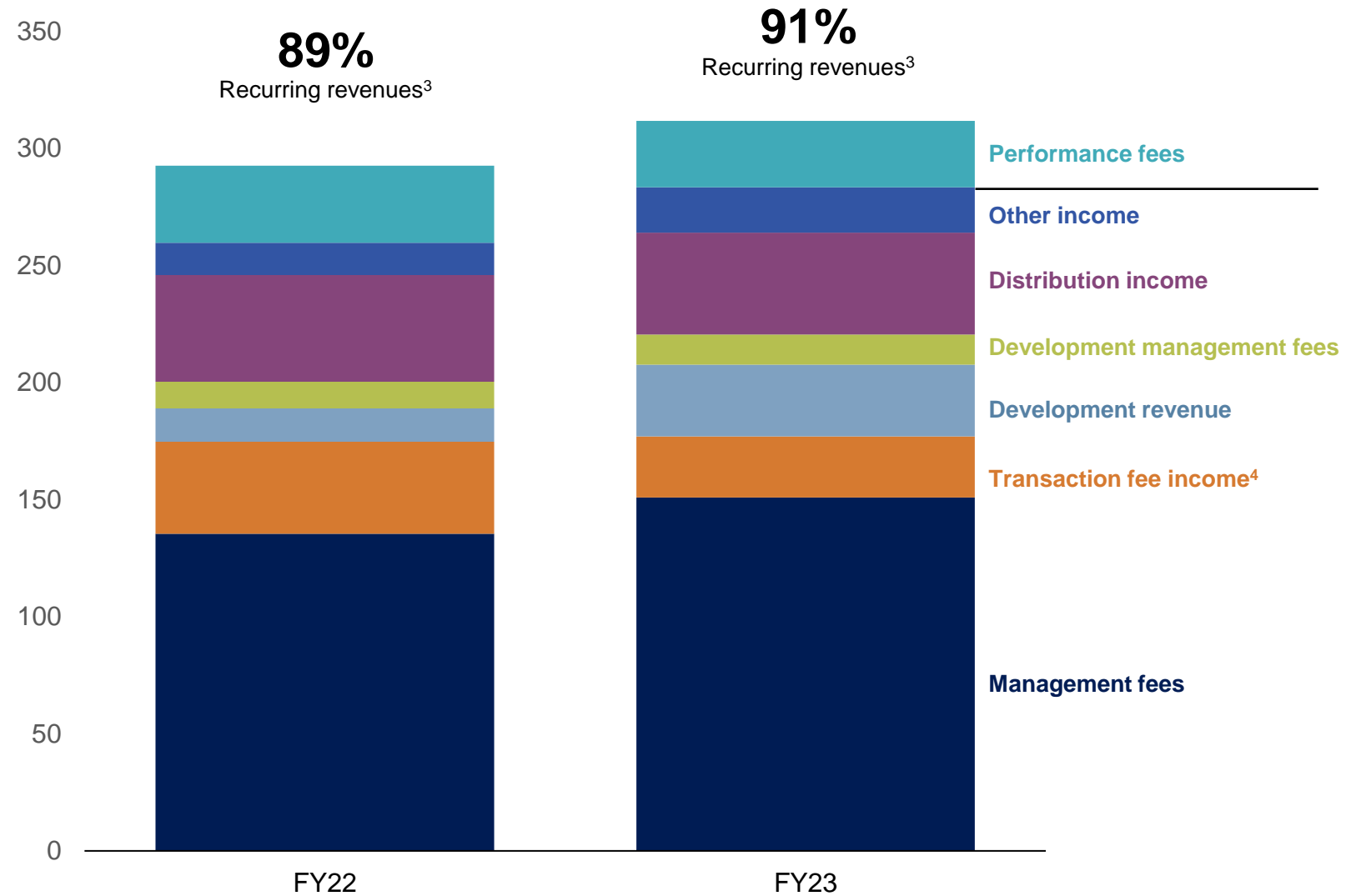
\$28.4m

FY23 recognised performance fees¹

\$126m

FY23 latent unrecognised performance fees²

Group revenues (\$m)



1. FY23 performance fee cash collected \$0.1m

2. The total amount of latent (unrecognised) future performance fees available to the Group are estimated at \$127m. Unrecognised performance fees are estimated based on current property valuations adopted within each fund and due to inherent uncertainties in relation to the future performance of each property do not qualify for recognition in the current period under Centuria's revenue recognition policy and may not entirely eventuate

3. Exclude performance fees

4. Transaction fee income for FY23 of \$26.0m includes acquisition, financing, underwriting and sales fees

Co-investments reconciliation

Co-investments	Fund type	Carrying value 30 JUN 23 (\$m)	Distribution income FY23 (\$m)	Carrying value 30 JUN 22 (\$m)	Distribution income FY22 (\$m)
Centuria Industrial REIT (ASX: CIP) ¹	Listed	313.4	16.2	284.1	17.4
Centuria Office REIT (ASX: COF) ¹	Listed	124.8	12.8	154.9	15.1
Asset Plus Ltd. (NZX: APL) ¹	Listed	17.6	-	17.3	0.9
Properties held for sale	N/A	44.8	5.0	89.1	1.3
Properties held for development	N/A	43.9	-	45.1	-
Centuria NZ Industrial Fund (CNZIF)	Open-ended multi-asset	35.8	1.3	39.3	1.7
Centuria 111 St Georges Terrace Fund	Single asset	13.2	1.1	31.8	2.5
Centuria Diversified Property Fund (CDPF)	Open-ended multi asset	36.9	2.0	39.5	2.3
Centuria Healthcare Direct Medical Fund No.2	Multi-asset	23.4	1.4	25.5	1.2
Centuria Agricultural Fund	Open-ended multi-asset	-	1.4	35.4	1.8
Prime Healthcare Holding Trust	Multi-asset	22.3	0.7	21.5	-
Matrix Trust	Multi-asset	13.4	0.4	11.1	0.3
Allendale Square Fund	Single asset	18.1	0.9	-	-
Other unlisted real estate and debt funds	Various	66.7	5.2	48.6	2.3
SUB-TOTAL		774.3	48.4	843.8	46.8
Capital adjustment²			(10.7)	-	(139.6)
TOTAL		774.3	37.7	843.8	(92.8)

Note: All figures above are in Australian dollars (currency exchange ratio of AU\$1.000:NZ\$1.0883 as at 30 June 2023). Numbers presented may not add up precisely to the totals provided due to rounding

1. All information in relation to the financial contribution of the Group's co-investment stakes in COF, CIP and APL exclude interests held through Benefit Funds

2. Comprises of non-operating fair value gains or losses or mark to market movement in property and financial instruments less movement in puttable instruments

Strong alignment to Centuria's listed REITs

CNI is the largest unitholder of

CIP
15.92%¹

COF
15.25%¹

APL
19.99%¹

Properties held for development generate no distribution income

Projects include

- Man Street, Queenstown (NZ)
- Macmurray Road, Auckland (NZ)
- Lakeview, Queenstown (NZ)
- Cudgen Road, Cudgen (QLD)
- Young Street, Gosford (NSW)

Definitions

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

- **Property Funds Management:** Management of listed and unlisted property funds
- **Developments:** Completion of structured property developments which span sectors ranging from Commercial Office, Industrial and Healthcare through to Affordable Housing and Residential Mixed Use
- **Property and Development Finance:** Provision of real estate secured non-bank finance for development projects, bridge finance and residual stock
- **Investment Bonds Management:** Management of the Benefit Funds of Centuria Life Limited and management of the Over Fifty Guardian Friendly Society Limited. The Benefit Funds include a range of financial products, including single and multi-premium investments
- **Co-investments:** Direct interest in property funds and other liquid investments
- **Corporate:** Overheads supporting the Group's operating segments

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

AUM: Assets under management

CAGR: Compound annual growth rate

CDPF: Centuria Diversified Property Fund comprises the Centuria Diversified Property Fund ARSN 611 510 699 and its subsidiaries. The Responsible Entity of CDPF is Centuria Property Funds Limited ACN 086 553 639

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

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

CHPF: Centuria Healthcare Property Fund comprises the Centuria Healthcare Property Fund ARSN 638 821 360 and its subsidiaries. The Responsible Entity of CHPF is Centuria Property Funds No.2 Limited ACN 133 363 185COF:

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

CPFL: Centuria Property Funds Limited

CPF2L: Centuria Property Funds No. 2 Limited

DPS: Distribution per stapled security

EPS: Earnings per stapled security

IRR: Internal Rate of Return

NPAT: Net Profit After Tax

NTA: Net Tangible Assets

REIT: Real Estate Investment Trust

WACR: Weighted Average Capitalisation Rate

WALE: Weighted Average Lease Expiry

Disclaimer

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

Centuria Property Funds Limited (ABN 11 086 553 639, AFSL 231 149) ('CPFL') and Centuria Property Funds No. 2 Limited (ABN 38 133 363 185, AFSL 340 304) ('CPF2L') are fully owned subsidiaries of CNI. CPF2L is the responsible entity for the Centuria Industrial REIT (ARSN 099 680 252) (ASX: CIP) and the Centuria Healthcare Property Fund (ARSN 638 821 360). CPFL is the responsible entity for the Centuria Office REIT (ARSN 124 364 718) (ASX: COF), the Centuria Diversified Property Fund (ARSN 611 510 699) and the Centuria Agriculture Fund (ARSN 653 947 892, ARSN 653 946 402).

CPFL, CP2L, as well as Centuria Property Funds No.3 Limited (ABN 63 091 415 833, AFSL 25 09 63), Centuria Property Funds No.4 Limited and Centuria Healthcare Asset Management Limited (ABN 40 003 976 672 AFSL 246368) are the responsible entities for Centuria's close-end unlisted property funds in Australia. Centuria Funds Management (NZ) Limited (NZBN 9429030734937) is the manager of property funds established in New Zealand. Investment in Centuria's property funds is subject to risks that are set out in the Product Disclosure Statement ('PDS') for the fund. The PDS for any open fund is made available on Centuria's website (centuria.com.au or, for New Zealand, centuria.co.nz). Investors should read the PDS in full before making a decision to invest.

Past performance is not a guarantee of future performance.

This presentation is provided for general information purposes only. It is not a prospectus, 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 and Investments Commission. It should not be relied upon by the recipient in considering the merits of CNI or the acquisition of securities in CNI or its subsidiaries. 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 CNI.

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 CNI or any other investment product. The information in this presentation has been obtained from and based on sources believed by CNI to be reliable. To the maximum extent permitted by law, CNI and the members of the Centuria Capital Group 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, CNI 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.

Neither CNI nor any member of Centuria Capital Group 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, CNI 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 of CFML consider that distributable earnings reflect the core earnings of the Centuria Capital Fund. All dollar values are in Australian dollars (\$) or A\$) unless stated otherwise.

Centuria

AUSTRALIA

Sydney (head office)

(02) 8923 8923
Level 41, Chifley Tower
2 Chifley Square
Sydney NSW 2000

Melbourne

(03) 9616 6500
Level 47
101 Collins Street
Melbourne VIC 3000

Brisbane

(07) 3905 7000
Level 2
348 Edward Street
Brisbane QLD 4000

Perth

(08) 9321 7133
Level 27
140 St Georges Terrace
Perth WA 6000

NEW ZEALAND

Auckland

+64 (9) 300 6161
Level 2, Bayleys House,
30 Gaunt Street, Wynyard
Quarter Auckland 1010

