



Charter Hall 

**Charter Hall
Long WALE REIT**
2024 Annual
General Meeting

ASX:CLW



Agenda

1. Independent Chair's Address:
Glenn Fraser
2. Fund Manager's Address:
Avi Anger
3. Questions
4. Items of Business

Acknowledgement of Country

Charter Hall acknowledges the Traditional Custodians of the lands on which we work and gather. We pay our respects to Elders past and present and recognise their continued care and contribution to Country.

Cover: Woolworths
Distribution Centre
Melbourne, VIC



1 Independent Chair's Address: Glenn Fraser

Board of Directors



Glenn Fraser
Chair



Ray Fazzolari
Non-Executive Director



Ceinwen Kirk-Lennox
Non-Executive Director



David Harrison
Managing Director & Group CEO



Carmel Hourigan
Office CEO

Fund Managers



Avi Anger
Diversified CEO & Fund Manager



Darryl Chua
Deputy Fund Manager

Best in class diversified real estate portfolio secured by long term leases to blue-chip tenants



\$5.8 bn
portfolio valuation



10.5 years
WALE¹



99.9%
occupancy¹



4.7%
annual LFL² property
income growth




55%
NNN leases^{1,3}



99%
leased to blue-chip
tenants

1. Weighted by net passing income as at 30 June 2024
2. Reflects like-for-like ("LFL") annual net property income growth, excluding the impact of assets acquired or disposed
3. Triple Net Leases ("NNN"), where all property outgoings and capital expenditure obligations are the tenant's responsibility

ESG leadership

	Achievements in FY24			Focus areas in FY25+
<div>Environment</div> 	<div>Net Zero Carbon by 2025</div> <p>We have achieved Net Zero Scope 1 and Scope 2 emissions supported by our approach to renewables and execution of our nature based offset strategy¹</p>	<div>Investing in clean energy</div> <p>CLW has 6.5 MW of installed solar, an increase of 4.5 MW since FY23, of which 100% supplies tenants directly</p>	<div>5.3 Star NABERS Energy</div> <p>portfolio rating for CLW Office assets²</p> <div>5.0 Star NABERS Water</div> <p>portfolio rating for CLW Office assets²</p>	<div>Active partnership with tenants to reduce our Scope 3 emissions</div> <p>3.8 MW of onsite solar planned or committed across CLW industrial assets</p>
<div>Social</div> 	<div>Investing in relief and recovery</div> <p>Charter Hall Group partnered with Red Cross to recruit and train an additional 130 volunteers each year, contributing to a 5% growth in Red Cross's emergency service volunteers</p>	<div>Achieved Innovate RAP status</div> <p>Our RAP focuses on economic empowerment and employment opportunities in partnership with First Nations communities</p>	<div>Activating our assets for community benefit</div> <p>>110,000 sqm of CLW office assets activating space to support community organisations in FY24. Charter Hall Group achieved >3,700 hours in community volunteering</p>	<div>Leverage our operating model to create social inclusion and impact</div> <p>By partnering with enterprises to target 1,200 employment outcomes for vulnerable young Australians by 2030 and increase social procurement spend within our operations</p>
<div>Governance</div> 	<div>ESG performance</div> <p>CLW scored 77 points in the 2023 GRESB assessment and has maintained A Public Disclosure level, ranking first against our peers in Australia, demonstrating our commitment to transparency and continual improvement in ESG performance of the Fund</p>	<div>Independent Green Rating</div> <p>CLW assets contributed to Charter Hall Group maintaining Australia's largest Green Star Performance certified portfolio with over 750,000 sqm of rated space</p>	<div>Actively mitigating Modern Slavery risk in our operations and supply-chains</div> <p>Charter Hall Group conducted independent supplier deep dives, updated training for all Charter Hall employees, and continued industry collaboration to support knowledge sharing. For more information see our fourth Modern Slavery Statement</p>	<div>Alignment with emerging disclosures</div> <p>Maturing our approach to the management of climate related risks and opportunities and integrating into risk management and financial reporting</p>

1. Our Net Zero target applies to Scope 1 and Scope 2 emissions for existing assets that fall under the operational control of the responsible entity for CLW, and is subject to final assurance and surrender of carbon offsets and large scale renewable energy certificates

2. Rating is consistent with FY23 period with NABERS water portfolio rating decreased by 0.2 star due to increased occupancy. The NABERS Portfolio rating only includes assets in operational control.



2 Fund Manager's Address: Avi Anger

Coles Distribution Centre
Melbourne, VIC

FY24 full year highlights

Financial performance	Portfolio performance	Capital management ¹
Operating EPS of 26.0 cents per security in line with FY24 OEPS guidance of 26.0c	\$762 million of transaction activity² portfolio curation through strategic divestments	30.1% balance sheet gearing reduced from 34.5% and in the middle of the target range of 25% – 35%
\$4.66 NTA per security	99.9% occupancy underpinned by government, ASX-listed, multinational or national tenants	72% of drawn debt hedged providing protection against interest rate volatility
4.7% like-for-like net property income growth underpinned by 51% of lease rent reviews being CPI linked at 5.4% ³	10.5 year WALE long term income security	Moody’s Baa1 credit rating reaffirmed demonstrating support of CLW’s credit profile

1. Debt metrics are as at 30 June 2024 pro forma adjusted for the settlement of the Inghams Portfolio (settled September 2024) and Red Cross, Sydney (unconditionally exchanged)
2. Includes the sale of the Inghams Portfolio (settled September 2024) and Red Cross, Sydney (unconditionally exchanged)
3. Reflects the weighted average CPI increase in FY24, comprising June 2023 CPI of 6.0%, September 2023 CPI of 5.4%, December 2023 CPI of 4.1% and March 2024 CPI of 3.6%. The majority of the REIT’s CPI-linked leases are linked to the September annual CPI

Completion of strategic asset divestment program to continue portfolio curation



1. Includes the sale of the Inghams Portfolio (settled September 2024) and Red Cross, Sydney (unconditionally exchanged)

2. Includes post balance date cancellation of \$280 million in facility limits and an additional \$220 million to be cancelled upon settlement of the Inghams Portfolio

Four year real estate valuation cycle

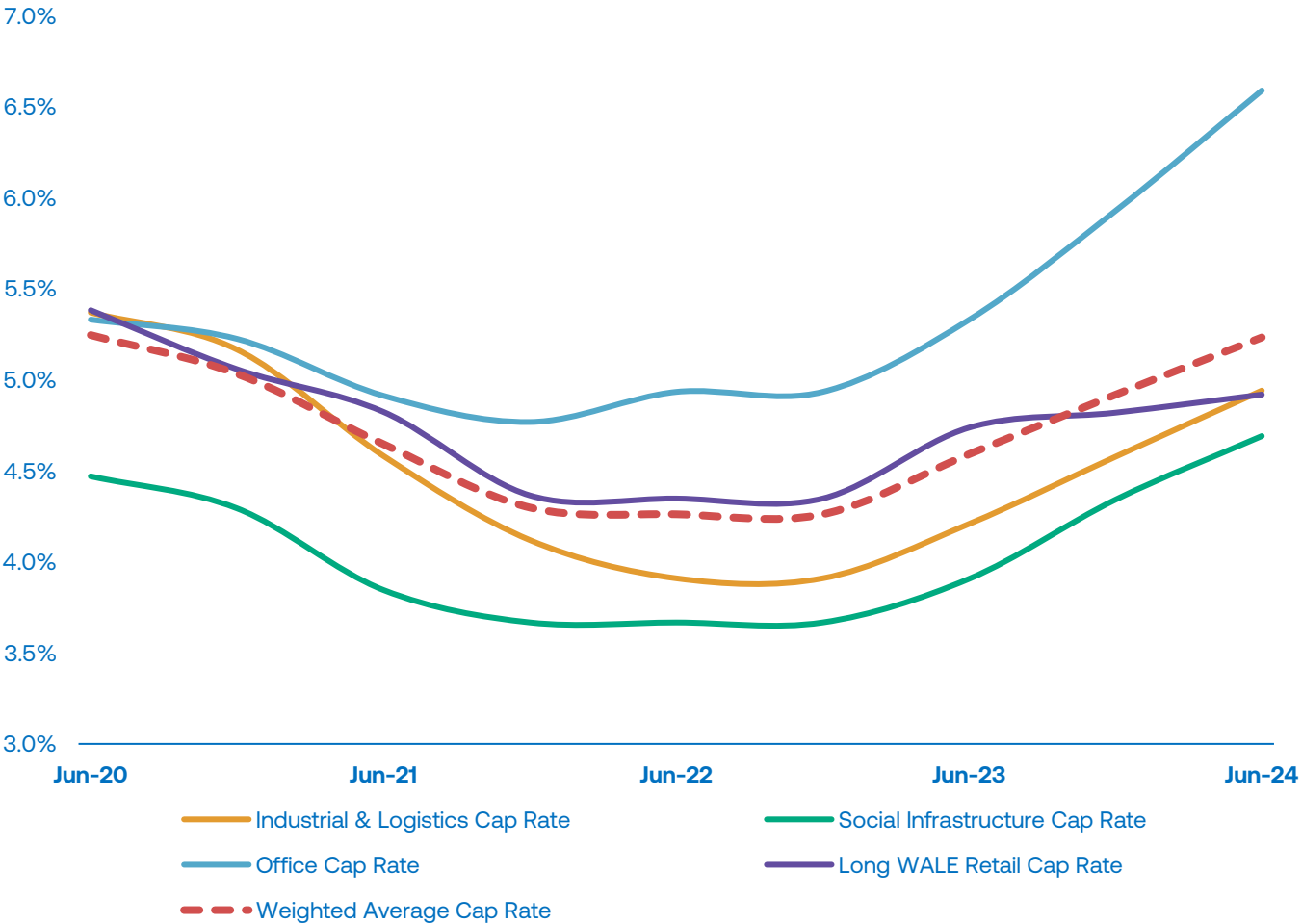
- 1

On a like-for-like basis¹ across CLW’s diversified real estate portfolio, sector cap rates have on average expanded over the past two years by the same amount they compressed during 30 June 2020 to 30 June 2022
- 2

Despite cap rate expansion, like-for-like capital values across CLW’s portfolio are on average **+14%** higher in 2024 compared to 2020, driven by contracted and market rental growth

Portfolio sector	LFL valuation growth
Long WALE retail	+27%
Industrial	+25%
Social infrastructure	+17%
Office ²	-13%
Portfolio	+14%

CLW like-for-like¹ portfolio sector cap rates over the last four years



1. Like-for-like (LFL) assumes same assets held throughout the period from 30 June 2020 to 30 June 2024 (excluding transacted assets)
2. Office like-for-like percentage valuation decline is due to rental growth being outpaced by higher cap rate movements

\$5.8 billion diversified portfolio of high quality real estate

Diversified across geography, real estate sector and tenant industries

Key metrics	June 2023	June 2024
Number of properties	549	540
Property valuation (A\$m)	6,831	5,768
Weighted Average Capitalisation Rate (WACR)	4.8%	5.4%
Occupancy	99.9%	99.9%
Weighted Average Lease Expiry (WALE)	11.2 years	10.5 years
Portfolio exposure to CPI-linked reviews	51%	51%
Weighted Average Rental Review (WARR)	5.1%	4.3% ¹

Sector	Assets	Valuation (A\$m)	Cap rate	WARR ¹	WALE (years)	Occupancy
Long WALE retail	441	2,684	5.0%	4.8%	10.6	100.0%
Industrial & logistics	20	1,206	5.0%	4.3%	13.6	100.0%
Office	11	941	6.6%	3.8%	6.0	99.4%
Social infrastructure	41	712	5.4%	3.9%	10.1	100.0%
Agri-logistics	27	225	7.5%	2.5%	19.3	100.0%
Total / weighted average	540	5,768	5.4%	4.3%	10.5	99.9%

1. Weighted average across fixed and CPI-linked reviews. Reflects average FY24 CPI of 5.4%

Focus on key defensive tenant industries¹

Defensive and resilient to economic shocks

Pubs and bottle shops (23%)



New Brighton Hotel, Sydney

Government (19%)



The Glasshouse (NSW Government), Sydney

Telecommunications (13%)



242 Exhibition Street, Melbourne

Fuel & convenience (12%)



bp Forestville, Sydney

Grocery & distribution (12%)



Coles Distribution Centre Truganina, Melbourne

Food manufacturing (4%)



Arnott's Huntingwood, Sydney

Waste & recycling management (2%)



Cleanaway Artarmon, Sydney

Other² (15%)



Electrolux, Adelaide

1. Weighted by net passing income as at 30 June 2024 pro forma adjusted for settlement of the Inghams Portfolio (settled September 2024) and Red Cross, Sydney (unconditionally exchanged)
2. Includes retail, banking, financial and defence services
Note: totals may not add due to rounding

FY25 guidance

Based on information currently available and barring any unforeseen events, CLW is forecast to deliver FY25 Operating EPS of 25.0 cents and DPS guidance of 25.0 cents.



Guidance of
**FY25 Operating EPS and DPS of
25.0 cents**

Represents a distribution yield¹ of

6.1%



Charter Hall Long WALE REIT

3 Questions

ATO Adelaide,
Adelaide, SA



Charter Hall Long WALE REIT

4 Items of Business

Young & Jackson
Melbourne, VIC

Resolution 1

Election and re-election of Independent Directors

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

- a. “That Mr Raymond Fazzolari be elected as a director of Charter Hall WALE Limited; and***
- b. “That Ms Ceinwen Kirk-Lennox be re-elected as a director of Charter Hall WALE Limited.”***

Resolution 1 a – Proxies – Raymond Fazzolari

Election of Independent Director

FOR:	87.84%
OPEN:	.34%
AGAINST:	11.83%

Resolution 1 b – Proxies – Ceinwen Kirk-Lennox

Re-election of Independent Director

FOR:	97.42%
OPEN:	.35%
AGAINST:	2.23%



Meeting Closed

Bunnings Caboolture,
Caboolture, QLD

Further information



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Presentation authorised by the Board

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