Charter Hall

Charter Hall Social Infrastructure REIT

Half Year Results FY21

11 February 2021

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Agenda

Front - CQE Centre, Hawthorn, VIC

Left - CQE Centre, Murrumbeena, VIC

Key Metrics and Strategy

CQE Centre,
Bexley, NSW

Key Metrics

Upgraded FY21 distribution guidance from 15.0 to 15.7 cpu

EPU / DPU

8.0 / 7.5 c

Gearing[1]

24.8%

Investment Capacity[1]

$130m

WALE

14.0yrs

- Increased from 12.7 years at 30 June 2020 (10.2% increase)

Gross Assets

$1.4b

- $25.3 million (2.2% increase) net valuation gain

NTA per Unit

$3.03

- Increased by 3.8% from 30 June 2020

1. Adjusted to include the settlement of the two social infrastructure acquisitions together with the divestment of the New Zealand childcare portfolio. As at 31 December 2020, CQE's gearing was 16.7% and look-through gearing was 18.1%

Our Strategy

To provide investors with secure income and capital growth through exposure to social infrastructure property

Enhancing income sustainability and resilience	– Improving the quality of tenants and leases within a diversified social infrastructure portfolio – Targeting properties providing essential services underpinned by Government support

Targeting ongoing capital growth	– Focus on assets with the following attributes:
	  – Modern assets with limited competition and low substitution risk, driving high tenant retention rates
	  – Strategic locations with high underlying land values
	  – Predominantly triple net lease structures with minimal capex leakage

Portfolio curation	– Active portfolio curation through acquisitions, developments and divestments – Increased weighting to larger scale assets with high quality tenant covenants and divesting smaller non-core assets

Delivering on Strategy

An active six month period improving income quality and resilience

Strategic initiatives delivered	Enhancing income sustainably and resilience	Targeting ongoing capital growth	Portfolio curation
Two recent social infrastructure acquisitions with high quality tenant covenants and an on-completion value of $202.5 million	✓	✓	✓
Extension of 58 Goodstart lease expiries by average of 12 years to 20 years	✓	✓	
Properties with fixed increases increased from 53.6% to 63.3% of portfolio	✓	✓	✓
Completion of 5 development sites ($31.6[1] million) since June 2020 with a further 5 developments ($34.0[1] million) to be completed by June 2021	✓		✓
Divestment of 30 childcare assets[2] for $55.6 million including remaining 20 New Zealand assets	✓	✓	✓
Divestment of interest in the unlisted Charter Hall CIB Fund for $18.4 million			✓
Portfolio is 99.7%[3] occupied with a WALE of 14.0 years	✓	✓	
Lease expiries within next 5 years comprises 4.7% of portfolio income	✓	✓	
Valuation uplift of $25.3 million or 2.2% during the half		✓	

1. Valuation upon completion
2. 28 of these assets are contracted to settle by June 2021
3. Vacant property contracted for divestment

Acquisition Overview - Mater Headquarters & Training Facilities, Brisbane

Sale and leaseback transaction with Mater for an initial 10 year term

Property Details	
Address	14 Stratton Street, Newstead, Brisbane (QLD)
Property Type	A-grade, 11-storey building with 5-star NABERs rating
Ownership Interest	100%
Title	Freehold
Purchase Price	$122.5 million
Initial Yield	4.84%
Annual Rent Review	3.0%
Tenant	Mater Misericordiae Limited (Mater)
WALE	10.0 years
Options	2 x 5 years
Total GLA	9,088 sqm
Car Spaces	171
Forecast Completion	June 2021 quarter

Property Overview

- New 9,088 sqm A-grade, 11-storey building with 5-star NABERs rating in Brisbane currently being developed with completion forecast in the June 2021 quarter
- Site centrally located in Newstead, approximately 2.6 km north-east of the Brisbane CBD
- Sale and leaseback transaction with Mater (Queensland's largest Catholic, not-for-profit health provider)
- Mater to occupy the property on an initial 10 year lease, with two 5-year options and fixed 3.0% annual rent reviews
- The building will be the new corporate headquarters and training facilities for Mater, located in close proximity to their existing hospital campus in South Brisbane
- The acquisition introduces a new and well capitalised healthcare tenant (in excess of $1 billion of net assets) to CQE's portfolio
- CQE to gain exposure to the highly resilient health sector and also opening up future partnership opportunities with Mater

Artist Impression – 14 Stratton Street, Newstead, QLD

Acquisition Overview - South Australian Emergency Services Command Centre, Adelaide

Purpose-built property to be leased on an initial 15 year term

Property Details	
Address	33 Richmond Road, Keswick, Adelaide (SA)
Property Type	Office building, Warehouse, Hardstand and 6 level Car Park
Ownership Interest	100%
Title	Freehold
Purchase Price	$80 million
Initial Yield	4.8%
Annual Rent Review[1]	2.5%
Tenant[1]	SA Government
WALE[1]	15.0 years
Options[1]	2 x 5 years
Total GLA[1]	6,532 sqm
Forecast Completion	October 2021

Property Overview

- New development comprising a specialised building with a net lettable area of 5,532 sqm, a warehouse of 1,000 sqm and adjacent hardstand of 1,468 sqm complemented by a 6 level car park
- Site centrally located in Keswick, approximately 2 km from the Adelaide CBD
- Purpose-built for the SA Government Emergency Services agencies, adding an additional Government tenant to CQE's tenant profile
- Office and warehouse leased (85% of income) to the SA Government and occupied by 4 Government emergency services agencies on a 15-year lease, with fixed 2.5% annual rent escalations and two 5-year options
- Adjacent hardstand has future development potential
- Enhances CQE income sustainability and resilience with a continued focus on essential services underpinned by Government support

1. Office building of 5,532 sqm and warehouse of 1,000 sqm

Artist Impression – 33 Richmond Road, Keswick, SA

2 Financial Results and Capital Management

CQE Centre,
Somerton Park, SA

Financial Performance

- Operating earnings of $29.1 million, an increase of 14.1% on the previous corresponding period (pcp)
- Net property income increased by $2.6 million or 8.2% on the pcp driven by:
  - $1.3 million organic rental growth and $1.3 million from property acquisition, development and disposal activity
- Finance costs decreased by $0.8 million due to lower level of borrowings during period and lower cost of debt
- 99.6% of rent collected during HY21

$m	HY20	HY21	% change
Net Property Income	31.8	34.4	8.2%
Operating Earnings from Brisbane Bus Depot JV (50% interest)	0.9	1.0	11.1%
Distribution Income	1.3	1.3	-
Other Income	-	0.1	-
Net Operating Income	34.0	36.8	8.2%
Finance Cost	(4.3)	(3.5)	18.6%
Fund Management Fees	(3.1)	(3.4)	(9.7%)
Administration & Other Expenses	(1.1)	(0.8)	27.3%
Total Operating Expenses	(8.5)	(7.7)	9.4%
Operating Earnings	25.5	29.1	14.1%
Earnings – EPU[1] (cpu)	8.5	8.0	(5.9%)
Distributions – DPU (cpu)	8.35	7.5	(10.2%)

1. Operating Earnings divided by the weighted average number of units on issue

Balance Sheet

- NTA of $3.03 representing a 3.8% increase from 30 June 2020
- Strong balance sheet with $130[1] million of available liquidity to participate in future opportunities
- $75.0 million (up 6.3%) growth in investment properties driven by:
  - Net property revaluation uplift of $25.3 million (up 2.2%); and
  - $8.6 million of operating properties settled, $9.0 million of childcare development pipeline expenditure and $27.3 million on acquisition and progress payments on the SA Emergency Services Command Centre
- Reduction in securities driven by divestment of 15% interest in Charter Hall CIB Fund for $18.4 million
- Receivables balance principally comprises $2.1 million of deferred rent agreed as part of FY20 rent relief provided and $1.3 million of distributions receivable from ARF unitholding and Brisbane Bus Terminal JV investment

$m	30 June 2020	31 December 2020
Cash	75.6	25.3
Investment Properties	1,195.2	1,269.7
Investment in JV (Bus Terminal)	26.4	29.1
Securities	44.9	34.7
Other Assets	11.9	11.0
Receivables	3.7	4.4
Total Assets	1,357.7	1,374.2
Trade And Other Payables	5.2	12.6
Distribution Payable	12.8	13.9
Debt	286.0	250.0
Unamortised borrowing costs	(3.4)	(2.8)
Other Liabilities	7.1	6.8
Total Liabilities	307.7	280.5
Net Assets	1,050.0	1,093.7
No. of Units	359.4	361.2
NTA Per Unit ($)	2.92	3.03

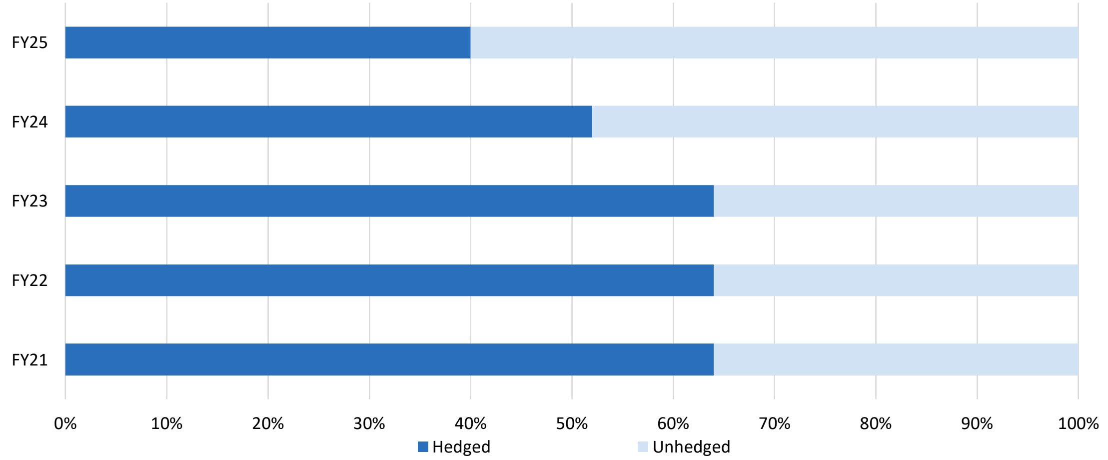
1. Available liquidity calculated after allowing for the settlement of the two social infrastructure acquisitions together with the divestment of the New Zealand childcare portfolio

Capital Management – Debt & Hedging

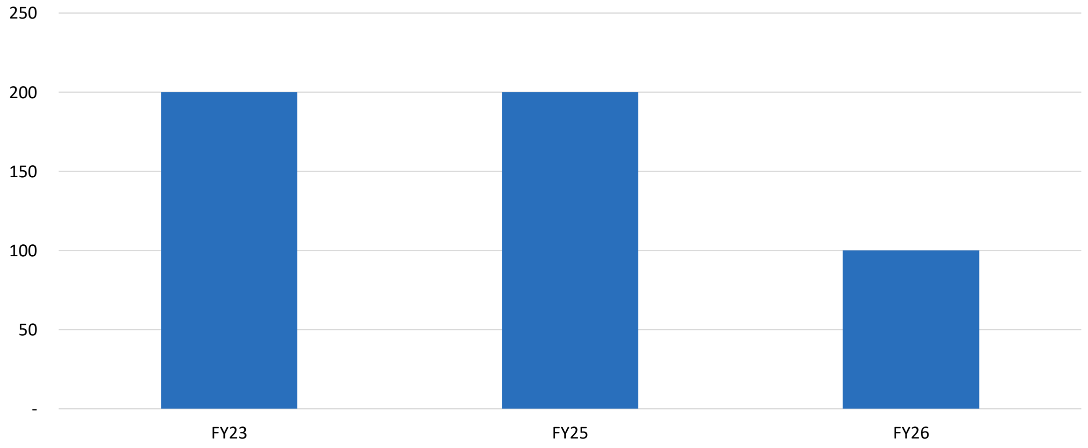
- Diversified funding sources with no debt maturity until March 2023
- Weighted average debt maturity of 3.5 years
- Average hedging 57% through to December 2025

Debt & Hedging Summary as at	30 June 2020	31 December 2020
Debt Facilities Limit ($m)	500.0	500.0
Debt Drawn Amount ($m)	286.0	250.0
Weighted Average Debt Maturity (years)	4.1	3.5
Balance Sheet Gearing (%)	16.4	24.8[1]
Look-through Gearing (%)	18.0	26.0[2]
Cost of Debt (% p.a.)	2.6	2.7[3]
All-in Cost of Debt[4] (% p.a.)	3.1	3.3
Average Amount Hedged (%)	50	57
Average Hedged Rate (% p.a.)	0.55	0.55
Average Hedge Maturity (years)	5.4	4.9

Hedging profile: Based on debt of $250.0m



Debt maturity profile (by facility limit)



1. Balance Sheet gearing is calculated as total borrowings net of unrestricted cash/total assets less unrestricted cash and has been adjusted to include the settlement of the two social infrastructure acquisitions together with the divestment of the New Zealand Portfolio Unadjusted balance sheet gearing as at 31 December 2020 was 16.7%
2. Look through gearing includes the debt facility established at the joint venture level for the acquisition of the Brisbane Bus Terminal and has also been adjusted for the settlement of the two social infrastructure acquisitions together with the divestment of the New Zealand portfolio. Unadjusted look through gearing as at 31 December 2020 was 18.1%
3. Calculated based upon drawn debt of $250.0 million at 31 December 2020
4. Includes amortisation of deferred borrowing costs

3

Operational Performance

CQE Centre,
Northcote, VIC

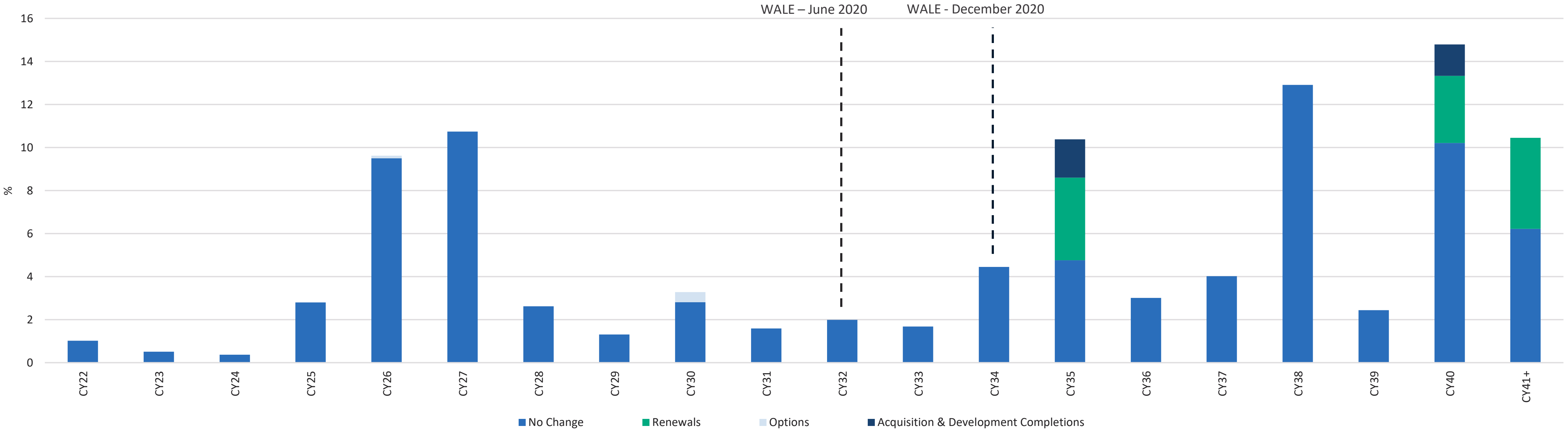
Portfolio Summary

WALE increased from 12.7 years to 14.0 years

- 59 new leases with average expiry of 20 years (average increase of 12 years)
- 2 acquisitions and 5 completed developments with average lease terms of 18 years
- 4 of 5 five year options renewed
- Lease expiries within next 5 years remains low at 4.7%

	June 2020	December 2020
Number of operating properties	371	376
Number of tenants	35	37
Property valuation ($m)	1,156.2	1,226.4
Passing yield (%)	6.2	6.1
Occupancy (%)	99.5	99.7[1]
Weighted Average Lease Expiry (yrs)	12.7	14.0

Lease expiry profile by % of annual rent: CY22 – CY57[2]



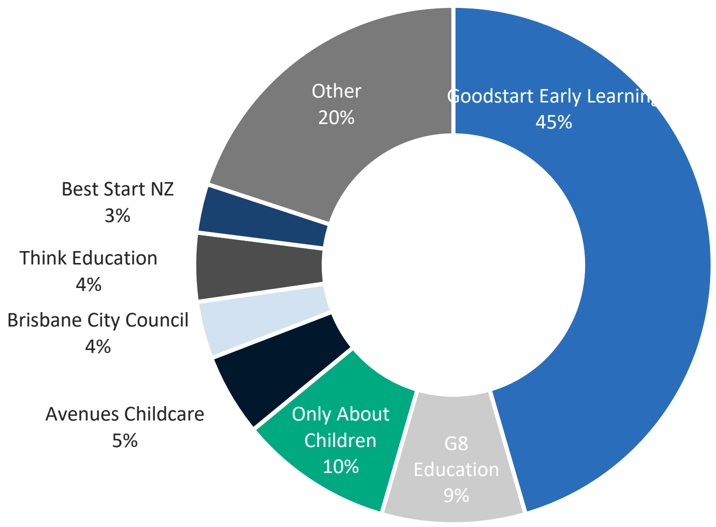
1. Vacant property contracted for disposal
2. Includes CQE 50% share of rent from Brisbane City Council Bus Network Terminal

Portfolio Summary

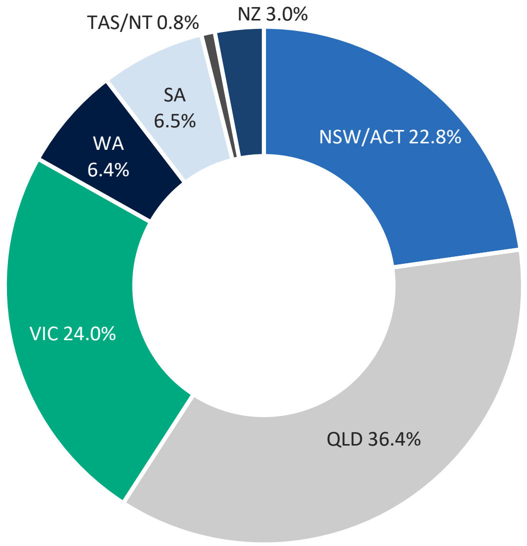
83% weighting to eastern seaboard

- Extension of 58 Goodstart lease expiries by average of 12 years to 20 years
- Fixed reviews increased from 53.6% to 63.3% in the period to 31 December 2020
- 4 market reviews completed at an average increase of 4.0%
- Forecast Weighted Average Rent Review of 2.3%[1] to 31 December 2021

Tenant profile by % of annual rent: December 2020[2]



Geographical profile by % of annual rent: December 2020[2]



1. Weighted Average Rent Review assumes a forecast CPI of 1.2%
2. Includes CQE 50% share of rent from Brisbane City Council Bus Network Terminal

Childcare Portfolio Summary — Acquisitions & Disposals

Increased weighting to larger assets with high quality tenant covenants

- 3 childcare acquisitions totalling $12.6 million leased to ASX listed tenants with strong lease covenants on average lease terms of 20 years
- Divestment of 30[1] childcare assets for $55.6 million which included the remaining 20 New Zealand assets which will settle in June 2021
- The New Zealand assets have a WALE of 6.6 years and the contracted sale price of NZD40.1 million represents an initial yield of 6.1%. Settlement is due in June 2021

Acquisitions	Settled	Contracted	Total
Existing Childcare Acquisitions	2	1[2]	**3**
Value[3] ($m)	8.4	4.2	**12.6**
Average SEIFA[4] Rating	8	9	**8**
Initial Yield (%)	6.5	6.3	**6.4**

Divestments	Settled	Contracted	Total
Number	2	28	**30**
Value ($m) [3]	2.1	53.5	**55.6**
Average SEIFA[4] Rating	7[4]	3	**4**
Average selling yield (%)	6.0	6.0	**6.0**
Premium to book value (%)	0.0	2.7	**2.6**

1. 28 of these assets are contracted to settle by June 2021
2. Contracted childcare acquisition due to settle in the second half of FY21
3. Acquisition and Disposal values exclude transaction costs
4. Socio-Economic Indexes for Areas (SEIFA) is a product developed by the ABS that ranks areas in Australia according to relative socio-economic advantage and disadvantage (Scale – 1 being least advantaged and 10 being most advantaged)

Portfolio Summary - Valuations

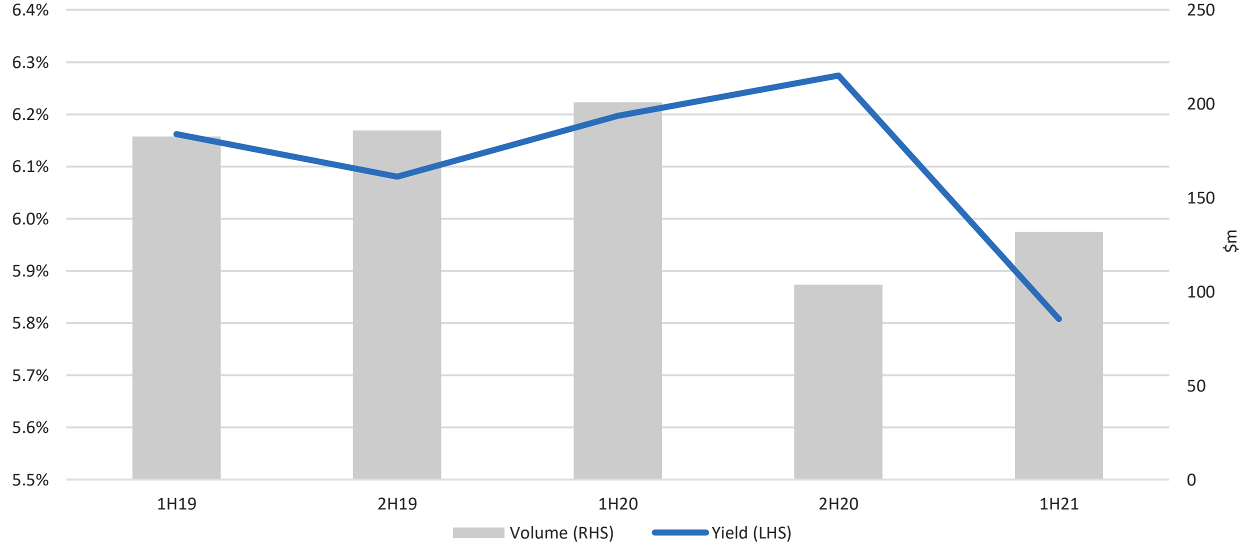
Valuation uplift highlights portfolio resilience and strong ongoing demand

- 340[1] childcare valuations completed in HY21, resulting in a 2.9% overall increase on June 2020 carrying values for those properties
- Passing yield across the childcare property portfolio is now 6.1%
- Transaction yields continue to compress with transactions of $132 million since June 2020 at a weighted average yield of 5.8%[2], reflecting limited supply and ongoing strong demand for long WALE assets in 'essential nature' industries with stable income
- Growing residential land values provide support for alternate use valuations

HY21 Valuations	No. Valued	Value ($m)	Yield (%)	Mvmt (%)
Childcare Portfolio[1]	340	1,050.9	6.0	2.9
Brisbane Bus Terminal	1	55.0[1]	4.9	5.3
TOTAL	341	1,105.9		

Brisbane Bus Terminal, Eagle Farm, QLD

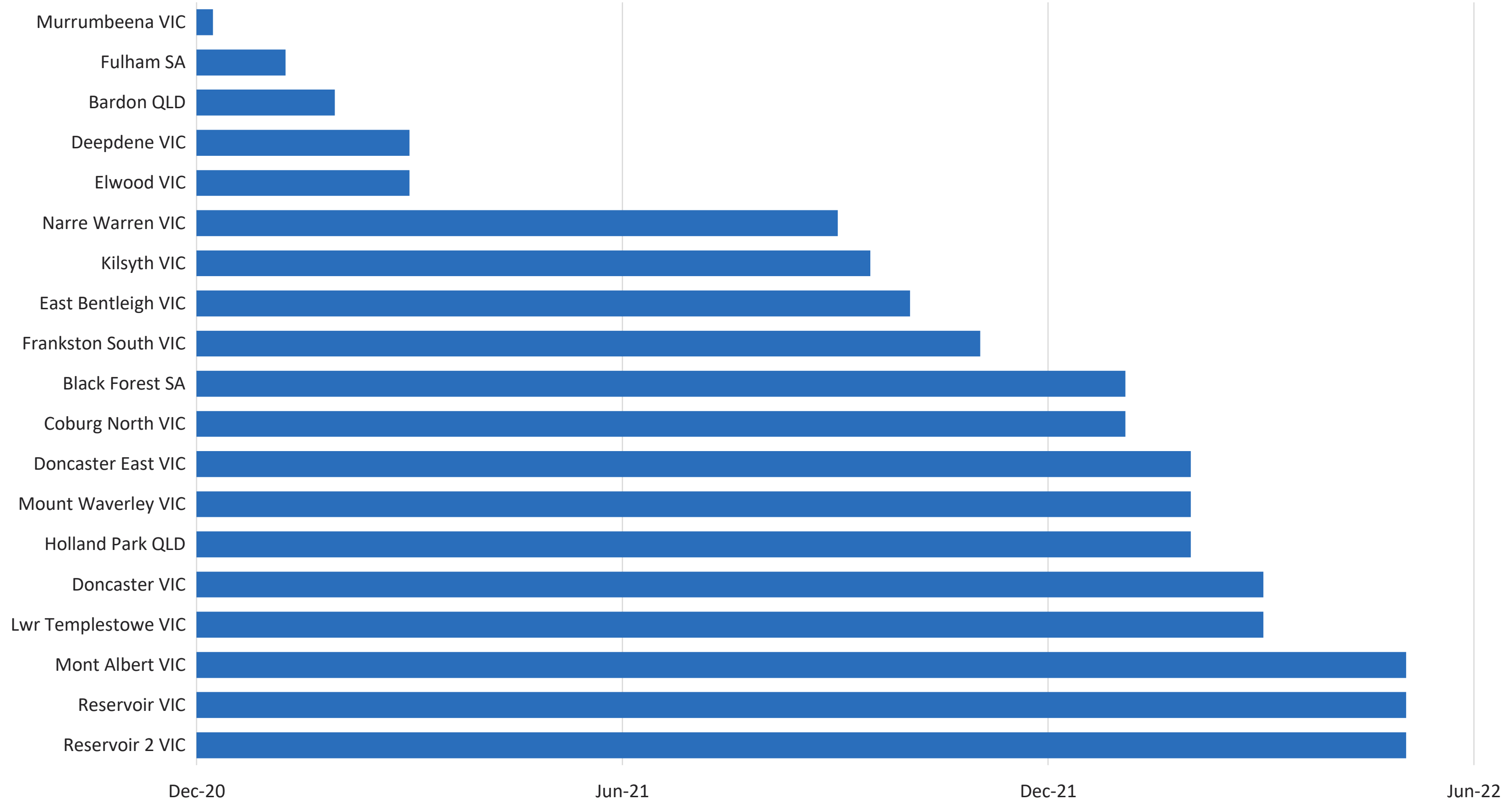
Australian LDC market volume and yields[2]



1. Comprises 129 independent valuations and 211 Directors valuations of freehold and leasehold childcare properties
2. Based on CQE data of 162 transactions

Childcare Development Pipeline

9 developments forecast to complete in CY21



Key development & pipeline metrics

	HY21
Completed Developments	5
Valuation upon Completion ($m)	31.6
Average SEIFA Rating	7
Average yield on cost (%)	6.2

As at	31 December 2020
Total Developments	19
Average SEIFA Rating	7
Average yield on cost (%)	6.1
Expenditure to date ($m)	71.0
Forecast cost to completion ($m)	49.4[1]
Forecast valuation on completion ($m)	123.0

1. Estimated costs to completion comprises $21.3 million in FY21 and $28.1 million in FY22

Sustainability

On-going focus on environmental, social and corporate governance performance

Progressing with our roadmap to align with TCFD recommendations

Awarded a B rating for Public Disclosure

Modern Slavery Statement completed

Charter Hall Group and its funds, including Charter Hall Social Infrastructure REIT, recognised on 2020 PRI Leaders Group for Climate Reporting

Climate resilience

Climate risk exposure assessments for childcare centres will inform climate adaptation approach for the sector.

Sustainability in our developments

New developments across our portfolio continue to apply a range of sustainability approaches, including sustainable design assessments and built environment scorecards.

Initiatives in our developments undertaken this year include energy and water efficient fixtures and fittings, use of sustainable building materials, indoor environment quality, indigenous species landscaping and sustainable transport, solar panels and water detention tanks.

Box Hill North, Victoria Centre

Key Sustainability Elements:

- Skylights to deliver increased natural lighting
- Sensors for energy efficient lighting
- Drip irrigation
- Installation of water efficient appliances
- End of trip facilities and bike rails
- Rainwater harvesting
- Solar panels to reduce carbon emissions
- Implementation of waste management systems
- Specification of responsible building materials

Bexley, NSW Centre

Key Sustainability Elements:

- Central courtyard space increasing natural light
- Detention tank to hold stormwater
- Efficient glazing
- Natural ventilation
- Energy efficient appliances
- Indigenous planting for drought tolerance
- Installation of energy efficient lighting & mechanical systems
- Sensors for energy efficient lighting

4

Childcare Industry Overview

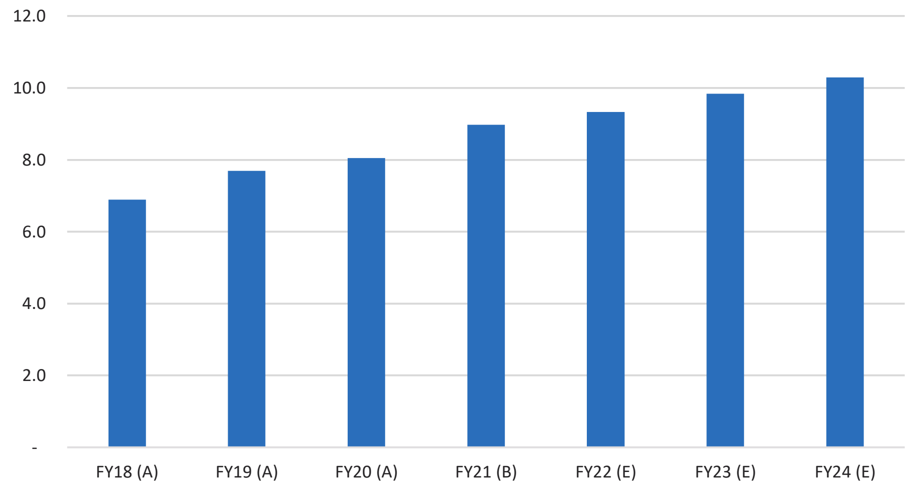
CQE Centre,
Yeronga, QLD

Childcare Industry

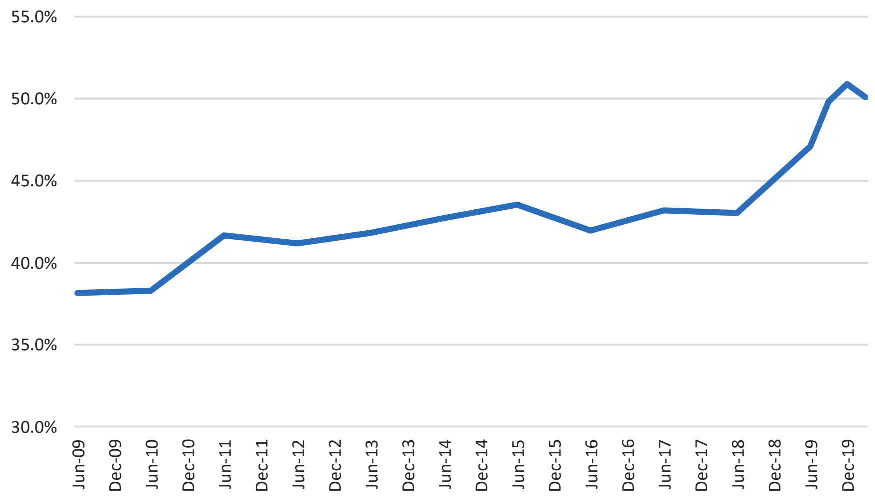
Key drivers of increasing childcare demand continue

- Strong recovery in childcare attendances post the COVID-19 pandemic and associated restrictions with operator's occupancy levels returning to pre COVID-19 levels
- No structural changes in demand as a result of COVID-19
- Bi-partisan government support for continued funding of the childcare sector with forecast annual government spending in FY21 of $9.0 billion[1]
- Industry reports[2] have modelled the increased GDP benefits of increased government funding to childcare
- Utilisation rate for children aged 0 – 4 of LDC services estimated at circa 50%[3] with attendance of 785,040[4] children
- Female labour force participation rate of 61.4%[5] in December 2020, slightly below record level of 61.5% in January 2020
- As at 31 December 2020, there are 8,188[6] LDC centres in Australia with a net increase in supply by 294 (3.7%) for CY20:
  - Annual growth rate has moderated from 4.2% in CY19
- Property level vacancy in the market estimated at ~1%

Estimated Government funding to childcare sector[7]



Children (0-4) utilisation % of Long Day Care: June 2009 – March 2020[3]



1. Portfolio Budget Statements 2020-21 – Budget Related Paper No. 1.4
2. KPMG (September 2020) and Grattan Institute (July 2020)
3. Calculated by dividing the number of children utilising LDC – (source: Child Care in Australia – Quarterly Reports) by the 0-4 population (source: ABS 3101 Australian Demographic Statistics)
4. Child Care in Australia – Quarterly Reports
5. ABS – Labour Force, Australia – December 2020
6. ACECQA data
7. Child Care in Australia report – Financial year 2018-19 & Portfolio Budget Statements 2020-21 – Budget Related Paper No. 1.4

5

Outlook

CQE Centre, Balwyn
North, VIC

Outlook

Upgraded FY21 distribution guidance from 15.0 to 15.7 cpu

- CQE is well positioned in the current economic environment with predictable and growing income, low gearing and $130 million of investment capacity
- Recent acquisitions and completion of developments to drive earnings and distribution growth in future years
- CQE confirms that based on information currently available, continued tenant performance and barring any unforeseen events, the FY21 forecast distribution guidance has been increased from 15.0 cpu to 15.7 cpu

CQE Centre, Kensington, WA

6 Appendices

CQE Centre,
Camp Hill, QLD

Portfolio Overview

- Majority of leases in the portfolio are triple net with fixed rental increases
- Total land holdings of 98.4 hectares:
  - 73% metropolitan location[1]
  - 75% residential zoning[1]
- Bank guarantees typically 6 months, totalling $37.6 million in aggregate

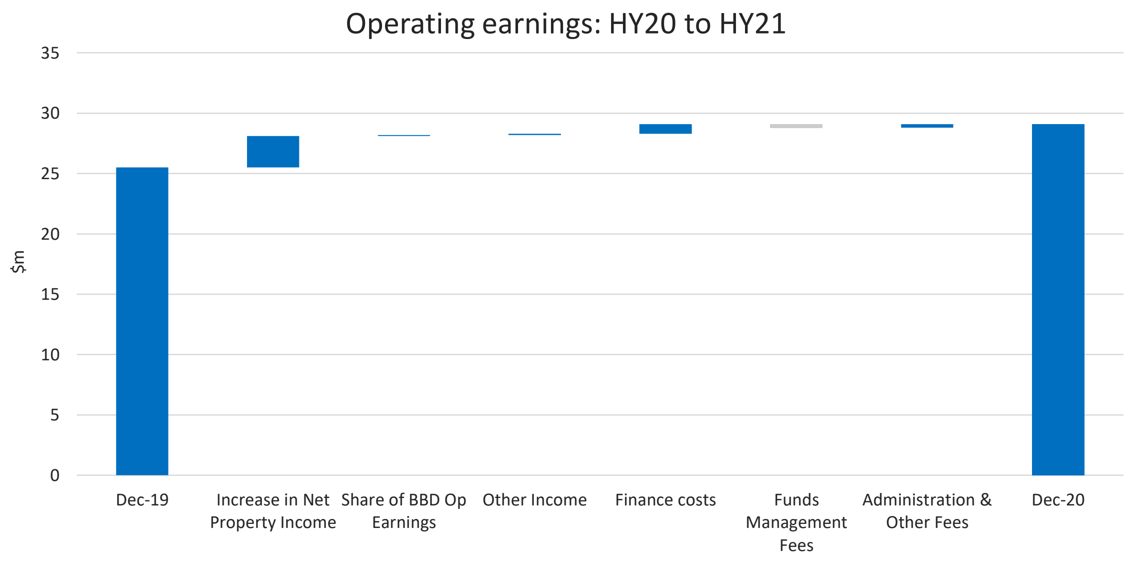
CQE Centre, Box Hill, VIC

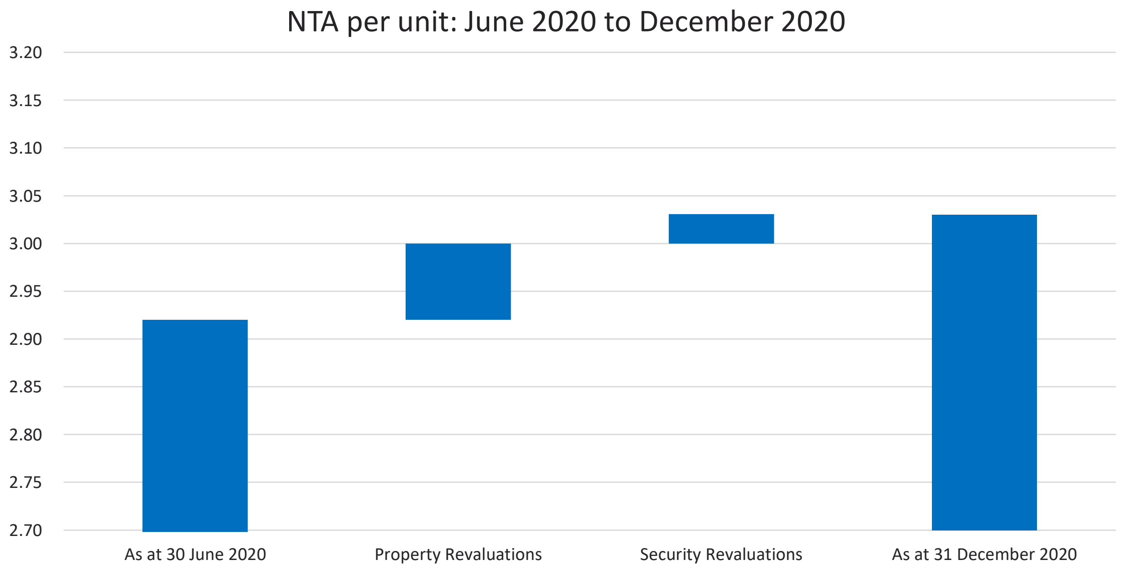
As at 31 December 2020	No.	Value ($m)	% of Total Assets	Passing Yield (%)
NSW/ACT	93	286.9	21.1	6.0
QLD	128	378.9	27.9	6.2
VIC	78	316.2	23.3	5.5
SA	29	66.0	4.9	7.1
WA	23	75.7	5.6	6.4
TAS/NT	4	10.3	0.8	6.1
New Zealand	20	37.4	2.8	6.1
Total – Childcare[2]	375	1,171.4	86.2	6.1
Brisbane Bus Terminal[3]	1	55.0	4.0	4.9
Arena REIT (ASX: ARF) Units[4]	-	34.7	2.6	5.0
Development – SA Emergency Centre	1	27.3	2.0	-
Developments – Childcare	19	71.0	5.2	-
Total Portfolio[5]	396	1,359.4	100.0	

1. Proportion of portfolio by income
2. Includes 33 leasehold properties with a value of $33.6 million with passing yield of 13.2%
3. Equity value of CQE 50% interest in Brisbane Bus Terminal is $29.1 million, net of asset level debt of $25.6 million and other liabilities of $0.3 million
4. CQE holds 3.7% interest in Arena REIT. Passing Yield based on distribution guidance of 14.8 cpu
5. Excludes Mater acquisition of $122.5 million due to settle in June 2021

Operating earnings & NTA Contributions

- Operating earnings of $29.1 million, an increase of 14.1% on the previous corresponding period attributable to
  - $2.6 million increase in net operating income driven by:
    - $1.3 million of organic rental growth; and
    - $1.3 million increase in rent from net acquisitions, developments and disposals
  - Finance cost decreased by $0.8 million due to lower level of borrowings during period & lower cost of debt
- Increase in NTA per unit of $0.11 driven by:
  - net property revaluation uplift of $27.7 million[1] or $0.09 per unit; and
  - valuation uplift on ARF securities of $8.7 million or $0.02 per unit





1. Includes $25.3 million valuation uplift on wholly owned properties and $2.4 million share of valuation uplift on Brisbane City Council Bus Network Terminal

Statutory Profit Reconciliation

– Key reconciling items between operating earnings and statutory profit are:
  – Yield compression and rental growth combine to contribute $25.3 million in property revaluations; and
  – Share of equity accounted non-operating profit relates to valuation uplift and movement in derivatives in respect of the 50% interest in the Brisbane Bus Terminal

Statutory Profit Reconciliation	31 December 2019 ($m)	31 December 2020 ($m)
Operating Earnings	25.5	29.1
Net fair value gain on investment properties	21.3	25.3
Net loss on derivative financial instruments	(0.2)	(0.2)
Gain on sale of investment properties	0.5	0.1
Share of equity accounted profit (non-operating)	0.8	2.7
Straight line lease / amort. of lease fees and incentives	1.1	1.0
Foreign exchange losses	-	(0.2)
Statutory Profit	49.0	57.8

CQE Centre, Cheltenham, VIC

Key Statistics

Financial & Capital Management Metrics	FY15	FY16	FY17	FY18	FY19	FY20	HY21
NTA ($)	1.82	2.14	2.51	2.78	2.96	2.92	3.03
NTA Growth (%)	21.3	17.6	17.3	10.8	6.5	(1.4)	3.8
DPU (c)	12.8	13.4	14.2	15.1	16.0	16.0	7.5
DPU Growth (%)	6.7	4.7	6.0	6.3	6.0	-	(10.2) [1]
Gearing (%)	29.5	26.6	27.7	29.1	22.5	16.4	24.8[2]
Weighted Average Cost Of Debt (%)	4.6	4.5	4.2	4.1	3.7	2.6	2.7[3]
Weighted Average Debt Maturity (Years)	1.9	4.0	3.5	2.4	3.9	4.1	3.5
Interest Cover Ratio (x)	4.6	5.1	4.9	4.3	4.9	5.6	8.6
Portfolio Metrics							
Weighted Average Lease Expiry (Years)	7.9	8.2	9.1	9.9	9.9	12.7	14.0
% Of Lease Income Expiring In Next 5 Years	5.6	11.3	12.0	15.8	18.9	4.4	4.7
Major Customer % Of Income (Goodstart) (%)	63	59	56	50	45	47	45
Like-for-like Rental Growth (%)	2.4	2.8	3.1	2.8	2.3	2.8	2.5
Market Rent Reviews							
Completed Number	54	65	127	34	10	4	4
Weighted Average Rental Growth (%)	4.3	5.5	4.7	4.7	5.2	3.4	4.0
Geographic Spread (% Rental Income)							
NSW/ACT	26.2	25.8	26.4	24.7	23.4	22.8	22.8
QLD	37.5	35.5	33.8	35.3	36.0	36.9	36.4
VIC	16.9	19.8	21.2	22.9	22.2	23.5	24.0
WA	3.7	3.9	3.7	3.5	4.1	5.9	6.4
SA	6.0	5.3	5.7	5.3	6.5	6.9	6.5
TAS/NT	1.1	1.0	1.0	0.9	0.8	0.9	0.8
NZ	8.6	8.7	8.2	7.4	6.9	3.1	3.0

1. Based upon distribution in HY20 of 8.0 cpu
2. Adjusted to include the settlement of the two social infrastructure acquisitions together with the divestment of the New Zealand childcare portfolio. As at 31 December 2020, CQE’s gearing was 16.7% and look-through gearing was 18.1%
3. Calculated based upon drawn debt balance of $250.0 million as at 31 December 2020

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Presentation authorised by the Board

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