

19 February 2015

Charter Hall Retail REIT

2015 Half Year Results



Agenda



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Fund Manager



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- 1 Half Year Results**
- 2 Australian Operational Performance**
- 3 Portfolio Investments**
- 4 Financial Performance**
- 5 Strategy and Outlook**

Half year results

1

Key achievements

Half year ended 31 December 2014

**Operating
earnings of
14.87 cpu**

**NTA up 3.5% to
\$3.52 pu**

**7.5% increase in
Australian
portfolio to
\$2.14 billion**

**\$166 million of
capital
committed to
Australian
portfolio**

**Look through
gearing down
2.3% to 34.9%**

**Occupancy
stable at 98.5%**

Consistent delivery on strategy

Highlights

Strategy	Achievements
Active management	<ul style="list-style-type: none"> • Occupancy maintained at 98.5% • Same property NOI growth of 3.4% • Specialty rent growth of 2.0% achieved from 51 renewals and 87¹ new leases
Enhancing the portfolio quality	<ul style="list-style-type: none"> • Portfolio now valued at \$2.14 billion, a 7.5% increase over the period • Focus on recycling from non-core properties to larger higher growth properties <ul style="list-style-type: none"> - Acquired two properties for \$96.7 million² at average initial yield of 7.2% - Disposed of three small neighbourhood properties for \$16.0 million • Commenced or completed \$69.2 million of redevelopment projects during the period
Prudent capital management	<ul style="list-style-type: none"> • Offshore exit now complete • Look through gearing down 2.3% to 34.9%, within the target range of 30% - 40% • Syndicated bank debt facility extended out to August 2019 • DRP continues to accretively fund redevelopment pipeline

1. Includes 66 non-comparable new lease deals that do not impact specialty rent growth

2. Includes estimated on completion value of Brickworks Marketplace

All values represent CQR's ownership share

Half year results

31 December 2014

Key metrics	1H 15	1H 14		Movement
Statutory profit	\$84.3m	\$20.6m	▲	+309.2%
Operating earnings ¹	\$55.3m	\$51.1m	▲	+8.2%
Operating earnings ¹ per unit	14.87 cents	14.84 cents	▲	+0.2%
Distributions per unit	13.70 cents	13.65 cents	▲	+0.4%
Payout ratio ²	92.1%	92.0%	▲	+0.1%

	Dec 14	Jun 14		Movement
Net tangible assets per unit	\$3.52	\$3.40	▲	+3.5%
Australian supermarket anchored portfolio	\$2,138.4m	\$1,989.2m	▲	+7.5%
Balance sheet gearing	32.3%	34.9%	▼	-2.6%
Look through gearing	34.9%	37.2%	▼	-2.3%
Cash and undrawn debt capacity ³	\$123m	\$129m	▼	-4.7%

1. Operating earnings is a financial measure which represents the net profit / (loss) under Australian Accounting Standards adjusted for certain unrealised and non-cash items, reserve transfers, capital transactions and other non-core items

2. Calculated on a cents per unit basis

3. Excludes restricted cash and includes \$11.3 million to be raised from the DRP on 27 February 2015, post balance date

Australian operational performance

Active Management

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Portfolio summary

Summary by Asset Type	# ¹	GLA ('000sqm)	Occupancy ²	Same Property NOI Growth
Sub-regional shopping centres	16	242.5	98.5%	2.5%
Neighbourhood shopping centres	43	240.8	98.1%	4.3%
Freestanding supermarkets	18	56.8	100.0%	1.6%
Total	77	540.1	98.5%	3.4%

- Specialty rent growth of +2.0%:
 - +1.8% on 51 renewals
 - +2.6% on 21 new leases
- Specialty retention rate of 80%
- FY15 same property NOI growth is expected to be in the range of 2.25% - 2.75%

Portfolio and anchor WALE of 7.2 and 11.0 years

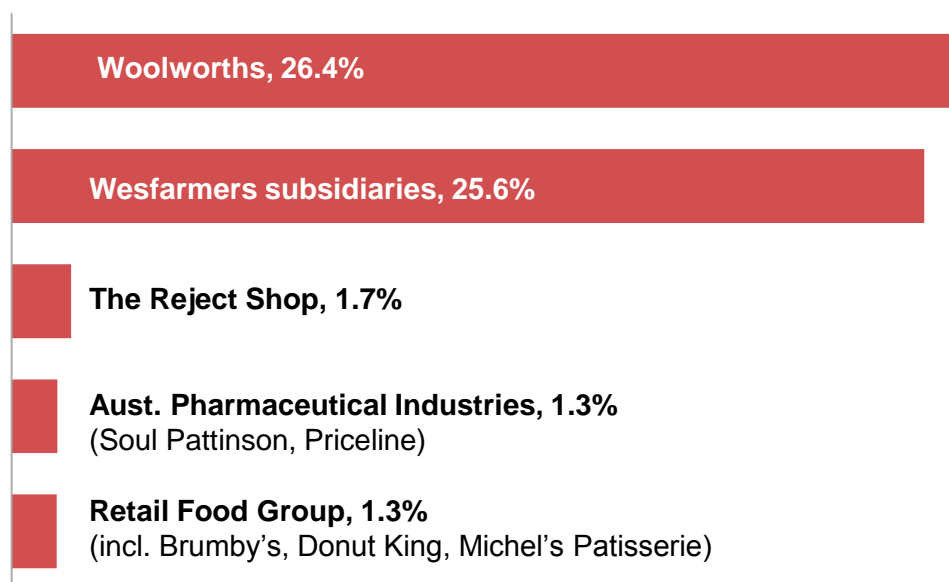
1. Number of properties excludes Brickworks land

2. Excludes properties under redevelopment

WALE calculated by weighting the REIT's share of base rent

Anchor tenants

Top 5 tenants by annual base rent



- Wesfarmers and Woolworths businesses represent **52% of ABR**
 - 42% from Supermarkets and Liquor
 - 10% from Discount Department Stores
- **47%** of anchor tenants are paying turnover rent¹
- **21%** are within 10% of their turnover threshold
- MAT growth of 2.2%²
- Total turnover rent represents 3.6% of total net rent

1. Seven tenants had rent reviews during the period, resulting in anchor tenant turnover rent being converted into base rent

2. Calculated on a 12 month rolling basis for stores in turnover, excluding redevelopments

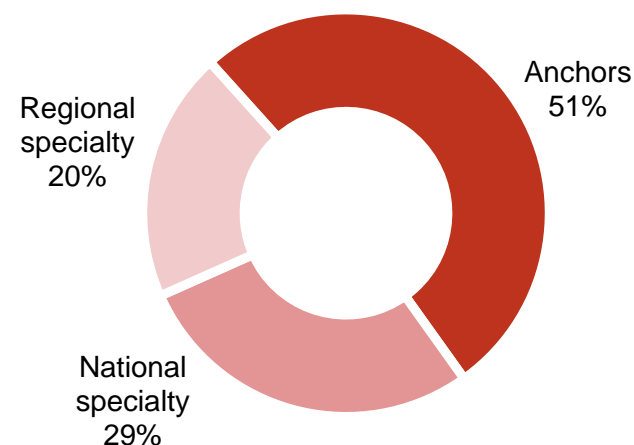
Specialty tenants

Summary by Category	% of ABR	Occupancy Cost ¹	MAT Growth ¹
Food catering	8%	12.7%	0.1%
Services	8%	11.7%	3.9%
Pharmacy	6%	9.5%	2.0%
General retail	5%	7.0%	6.5%
Apparel	5%	14.0%	2.4%
Food retail	4%	9.3%	2.4%
Bank and financial services	4%	n/a	n/a
Leisure	3%	9.0%	1.0%
Liquor	2%	3.7%	0.1%
Homewares	1%	11.0%	(3.7%)
Mobile phones	1%	4.5%	10.4%
Jewellery	1%	10.8%	(3.5%)
Total	48%	9.4%	2.1%

Specialty occupancy cost of 9.4%

- Average specialty gross rent \$813/sqm
- Sales productivity of \$8,658/sqm
- Weighted average rent reviews of 4.1%

Tenant classification



1. 45% of the REIT's specialty tenants by ABR have reported sales for 24 months

Portfolio investments

Enhancing the Portfolio Quality



Revaluations

Six months to Dec 2014	Freestanding	Neighbourhood	Sub-regional	Total
Number of properties	18	43	17	78
Dec 2014 valuation (A\$m)	192.8	1,058.3	887.3	2,138.4
Prior book value ¹ (A\$m)	188.7	1,028.4	863.8	2,080.9
Movement in book value ² (A\$m)	4.1	29.9	23.5	57.5
Variance (%)	2.2%	2.9%	2.7%	2.8%
Weighted avg cap rates – Dec 2014	7.13%	7.47%	7.27%	7.36%
Prior weighted avg cap rates	7.29%	7.87%	7.49%	7.65%

- Australian property valuations have increased by \$57.5 million or 2.8% over the period, before taking into account acquisition costs
- Weighted average cap rates continued to firm over the period, demonstrating the strong investor interest in this asset class
- Value uplift driven by cap rates with adopted valuation rents flat over the period

1. Represents June 2014 book value adjusted for acquisitions and capital expenditure in the 6 months to 31 December 2014

2. Excludes acquisition costs of \$5.5 million incurred during the period, from the purchase of Coomera and the land at Brickworks, and \$0.5 million in revaluation adjustments relating to straightlining of rental income, amortisation of lease incentives and capitalisation of leasing fees

Capital transactions

Capital Recycling

Acquisitions	GLA (sqm)	Value \$m	Yield	Settlement
Coomera City Centre, Qld	9,431	59.2	7.4%	July 2014
Brickworks Marketplace, SA ^{1,2} (50% interest)	17,300	37.5	6.9%	June 2015 est.
Total	26,731	96.7	7.2%	

Disposals	GLA (sqm)	Value \$m	Yield	Settlement
Mackenzie Mall, Glen Innes NSW	3,638	3.6	8.5%	July 2014
Olive Tree Shopping Centre, Lilydale Vic	3,792	2.6	8.6%	February 2015
Windsor Marketplace, NSW ² (50% interest)	5,348	9.8	7.5%	June 2015 est.
Total	12,778	16.0	7.9%	

- Continues strategy of enhancing the REIT's portfolio quality by recycling out of non-core properties into larger higher growth properties
- Average Australian asset value has increased from \$16.8 million at December 2009 to \$30.3 million at December 2014

1. Statistics are based on estimated values post completion

2. Values reflect CQR's ownership share, GLA reflects 100% interest

Case study

Brickworks Marketplace, SA

Key metrics (100% interest)

Estimated valuation on completion	\$75.0m
Year one Yield	6.89%
Gross lettable area (GLA)	17,300sqm
Anchor rent (% of total centre ABR)	49%

- Property acquired in existing Retail Partnership No. 1 Joint Venture
- Anchored by Woolworths, Big W and Dan Murphy's which, when combined, account for 70% of GLA and 49% of ABR
- Positioned on a high profile site on South Road, Adelaide, which carries an estimated 50,000 vehicles per day
- Leasing on track with stabilisation period of first 12 months supported by Woolworths rent guarantee



Artistic impression of centre upon completion

Redevelopments

Current and completed projects enhancing portfolio quality

Project	Project cost (\$m)	Stabilised Yield ¹	Completion	Description	Status
Lansell Square, Vic	39.0	9.1%	Apr 15	New Coles box and expansion of Woolworths. Addition of Reject shop and 1,250sqm of specialty space	Stage 1 practical completion occurred in Oct 2014. Coles is now trading from the new box
Caboolture Square, Qld	17.0	9.7%	Aug 14	Full centre and majors refurbishment and remixing of specialty tenants	Construction complete and centre 95% leased, in line with year one stabilisation forecasts
Mackay, Qld	5.2	9.1%	Oct 15	Expansion of Coles supermarket and addition of on-grade parking	Construction commenced in Feb 15
Various	8.0	8.2%		Minor redevelopment works at Gladstone, Dubbo and Moe Coles	Underway
Total	69.2	9.1%			

1. Redevelopments typically achieve stabilised yield 12 months following completion (depending on prevailing market conditions)

Completion dates are forecast only

All values represent CQR's ownership share

Financial performance

Prudent Capital Management

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Operating earnings and distributions

- **Enhanced disclosure** relating to new segment note, providing NOI by asset type
- **Sub-regional** NOI increased following the completion of redevelopments at Singleton, South Hedland, Caboolture and the acquisitions of Southgate and Rosebud, combined with 2.5% same property NOI growth
- **Neighbourhood** NOI increased following the completion of the redevelopment at Orange and the acquisitions of Secret Harbour and Coomera, combined with 4.3% same property NOI growth
- **Finance costs** reflect higher Australian average debt drawn of \$678 million¹ in 1H 15
- **Other income and expenses** have increased primarily due to higher Australian assets under management in 1H 15

A\$m		1H 15	1H 14
Net property income			
• Sub-regional		27.7	19.8
• Neighbourhood		34.6	30.7
• Freestanding		7.4	6.9
Net income from joint ventures		5.4	4.9
Finance costs		(14.0)	(12.1)
Other income and expenses		(5.8)	(4.8)
Earnings from discontinued operations		-	5.7
Operating earnings	▲	55.3	51.1
Operating earnings per unit (cents)	▲	14.87	14.84
Distribution per unit (cents)	▲	13.70	13.65
Payout ratio		92%	92%

1. Excludes debt drawn in the Joint Venture, finance costs relating to this debt facility are included in Net Income from Joint Ventures

Funds from operations (FFO)

- Following the finalisation of the REIT's offshore disposal program, operating earnings now aligns with the Property Council definition of Funds from Operations (FFO)
- A reconciliation of current period statutory profit to FFO and Adjusted Funds from Operations (AFFO) is presented here
- The REIT will report against this methodology in future periods

	1H 15 \$m	1H 15 cpu
Statutory Profit	84.3	22.69
Revaluation adjustments on investment properties	(52.5)	(14.13)
Unrealised losses on derivatives	13.3	3.58
Loss on sale of investment properties	0.1	0.02
Transfer from reserves of cumulative FX losses on disposal of assets held for sale	9.2	2.48
Amortisation of straightlining and lease incentives	0.9	0.23
Funds from Operations (FFO)	55.3	14.87
Less: Maintenance capex	(3.4)	(0.90)
Less: Lease incentives paid/accrued	(1.1)	(0.30)
Adjusted Funds from Operations (AFFO)	50.8	13.67
Distribution	51.1	13.70

Balance sheet

	Dec 14	Jun 14
Australian properties	2,138	1,989
Offshore properties	-	126
Other assets	20	20
Total debt	(752)	(795)
Other liabilities	(94)	(85)
Net assets	1,312	1,255
Units on issue (millions)	373	369
NTA per unit (\$)	3.52	3.40
Balance sheet gearing	32.3%	34.9%
Look through gearing	34.9%	37.2%

- Australian properties under management increased due to:
 - Development, maintenance capex and lease incentives totalling \$32 million
 - Acquisitions of \$63 million
 - Revaluation uplift totalling \$58 million
 - Less: Disposal of \$4 million
- NTA growth from positive revaluations across the Australian portfolio (+14cpu) and retained operating earnings (+1cpu) was offset by negative derivative valuation movements (-3cpu)
- Look through gearing has further improved over the period and is now in the middle of the target range of 30% to 40%
- DRP raised \$15.0 million during the period to fund the REIT's redevelopment pipeline

All values presented on a look through basis and net of cash

Debt maturity profile

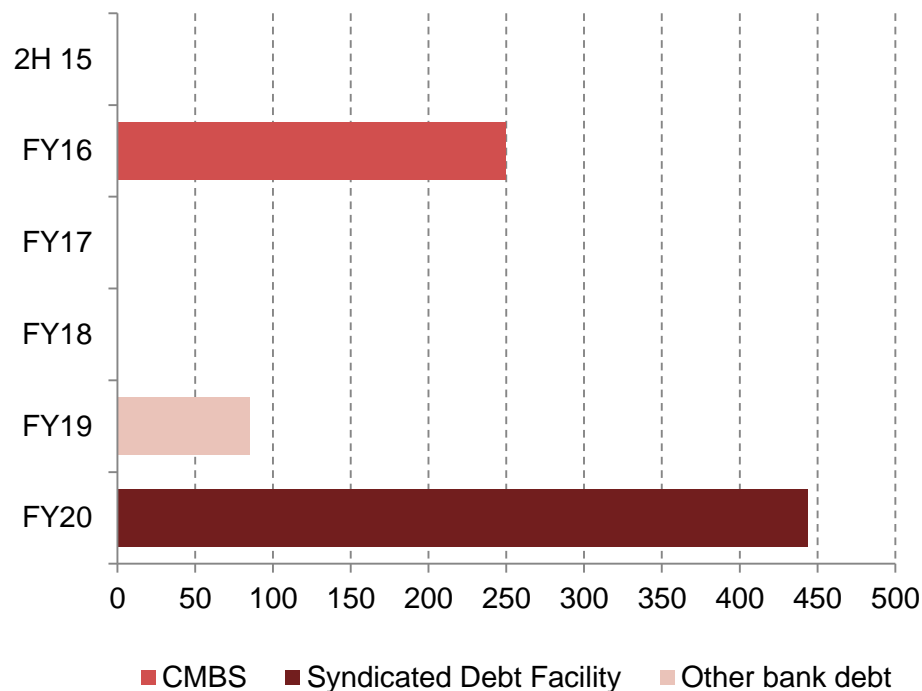
- Syndicated bank debt facility refinanced during the period and extended for one year
- JV bank debt extended for one year to July 2018¹
- An incremental \$250 million tranche of the existing bank debt facility has been credit approved to refinance the CMBS upon expiry in September 2015¹
- The REIT has other well advanced refinancing initiatives underway relating to the CMBS maturity

Key metrics	Dec 14	Jun 14
Weighted average interest cost ²	4.5%	4.5%
Weighted average debt maturity	3.4 years	3.7 years
Hedged debt	78%	76%
ICR	4.3x	4.0x

1. Credit approved, subject to documentation

2. Includes line fee (including cost of undrawn debt) and usage fee and excludes amortisation of upfront debt costs

Debt Maturity Profile at 31 December 2014



Strategy and outlook

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Disciplined investment strategy

	Typical GLA	Typical Anchor Tenants	Investment Strategy
Neighbourhood	< 10,000sqm	Woolworths Coles	<ul style="list-style-type: none"> • Neighbourhood and sub-regional supermarket anchored • \$20 - \$100m asset value • 5 year unlevered IRR 8.5%+ • Average NOI growth 3%+
Sub-regional	10,000 to 40,000sqm	Woolworths Coles Kmart Big W Target	
Regional	40,000sqm+	Myer David Jones Woolworths Coles DDS	



REIT strategy

Goal

The pre-eminent owner and manager of Australian neighbourhood and sub-regional supermarket anchored shopping centres that optimises returns for our investors

Key drivers

Active management

- Maintaining strong tenant relationships
- Optimising tenancy mix through proactive leasing
- Enhancing the overall shopper experience

Enhance portfolio quality

- Value enhancing redevelopment
- Selective acquisitions
- Non-core disposals

Prudent capital management

- Strong and flexible balance sheet
- Prudent gearing
- Sustainable payout ratio

FY15 outlook

- We confirm that, barring unforeseen events, the REIT's FY15 guidance for operating earnings is between 29.6 and 30.0 cents per unit
- Distribution payout ratio range is expected to be between 90% and 95% of operating earnings



Coomera Square, Qld

Questions



Annexures

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Annexures

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2	NTA & Cashflow Reconciliation	Slide 28
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5	Lease Expiry Profiles	Slide 32 – 33
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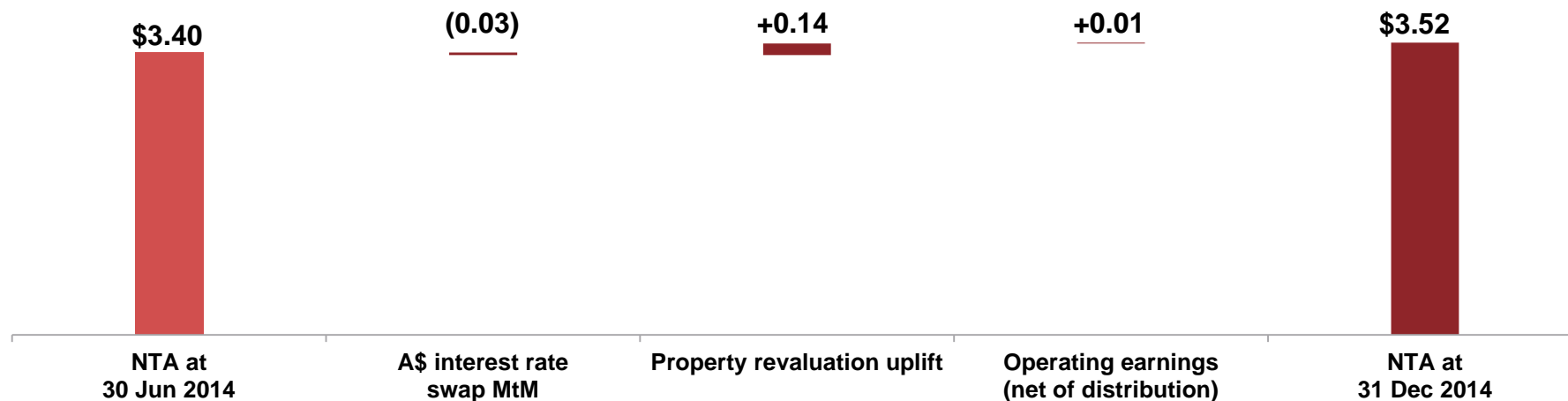
Annexure 1

Detailed earnings

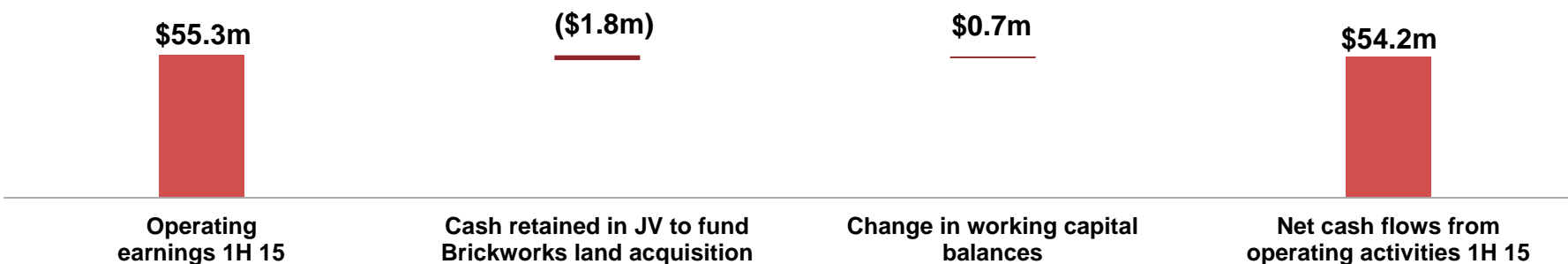
(All Values In A\$m)	Dec 2014 Statutory Profit	Dec 2014 Unrealised And Other Items	Dec 2014 Operating Earnings	Dec 2013 Operating Earnings
Share of profits from investment in JV's				
Net property income				
Sub-regional	4.2	-	4.2	4.0
Neighbourhood	3.5	-	3.5	3.4
Property valuation gains	6.9	(6.9)	-	-
Finance costs	(2.2)	-	(2.2)	(2.5)
Net unrealised loss on derivative financial instruments	(0.6)	0.6	-	-
Other expenses	(0.1)	-	(0.1)	-
Total	11.7	(6.3)	5.4	4.9
Net property income				
Sub-regional	27.7	-	27.7	19.8
Neighbourhood	33.8	0.8	34.6	30.7
Freestanding	7.3	0.1	7.4	6.9
Property valuation gains	45.6	(45.6)	-	-
Loss on sale of investment properties	(0.1)	0.1	-	-
Other income	0.2	-	0.2	0.1
Realised gains on derivative financial instruments	-	-	-	0.8
Unrealised losses – all financial instruments	(12.7)	12.7	-	-
Management fees	(4.5)	-	(4.5)	(3.9)
Finance costs	(14.0)	-	(14.0)	(12.1)
Trust expenses	(1.5)	-	(1.5)	(1.8)
Operating earnings from discontinued operations	-	-	-	5.7
Transfer of cumulative FX losses from reserves	(9.2)	9.2	-	-
Earnings	84.3	(29.0)	55.3	51.1
Operating earnings per unit (cents)			14.87	14.84
Distribution per unit (cents)			13.70	13.65

Annexure 2

NTA per unit reconciliation



Operating earnings to operating cash flows reconciliation



Annexure 3

Debt and interest rate management

Debt maturities & covenants

31 December 2014 (All Values CQR Share)	Limit (A\$m)	Drawn (A\$m)	Rate	Maturity	Financial Covenants	Covenant	Actual
CMBS	250.0	250.0	Floating	Sep-15	n/a	n/a	n/a
JV debt – CHRP1	92.6	84.9	Floating	Jul-18 ¹	LVR ICR	55.0% 2.00x	38.9% 3.59x
Syndicated Debt Facility	535.0	444.1	Floating	Aug-19	Security pool gearing Security pool ICR Head trust gearing ² Head trust ICR	60.0% 1.85x 65.0% 1.85x	42.7% 4.06x 33.7% 4.28x
Less: Unamortised transaction costs		(5.0)					
Grand total		774.0					

Interest rate risk management

	2H 15	FY16	FY17	FY18
Weighted average hedge book (A\$m)	590	630	630	475
Weighted average debt margin ³	1.6%	1.6%	1.6%	1.6%
Weighted average hedge rate	2.9%	3.1%	3.4%	3.4%

1. Credit approved, subject to documentation

2. Total debt + net derivative liabilities: total assets less derivative assets

3. Excludes line fee on undrawn debt and assumes CMBS is refinanced at constant margin at maturity

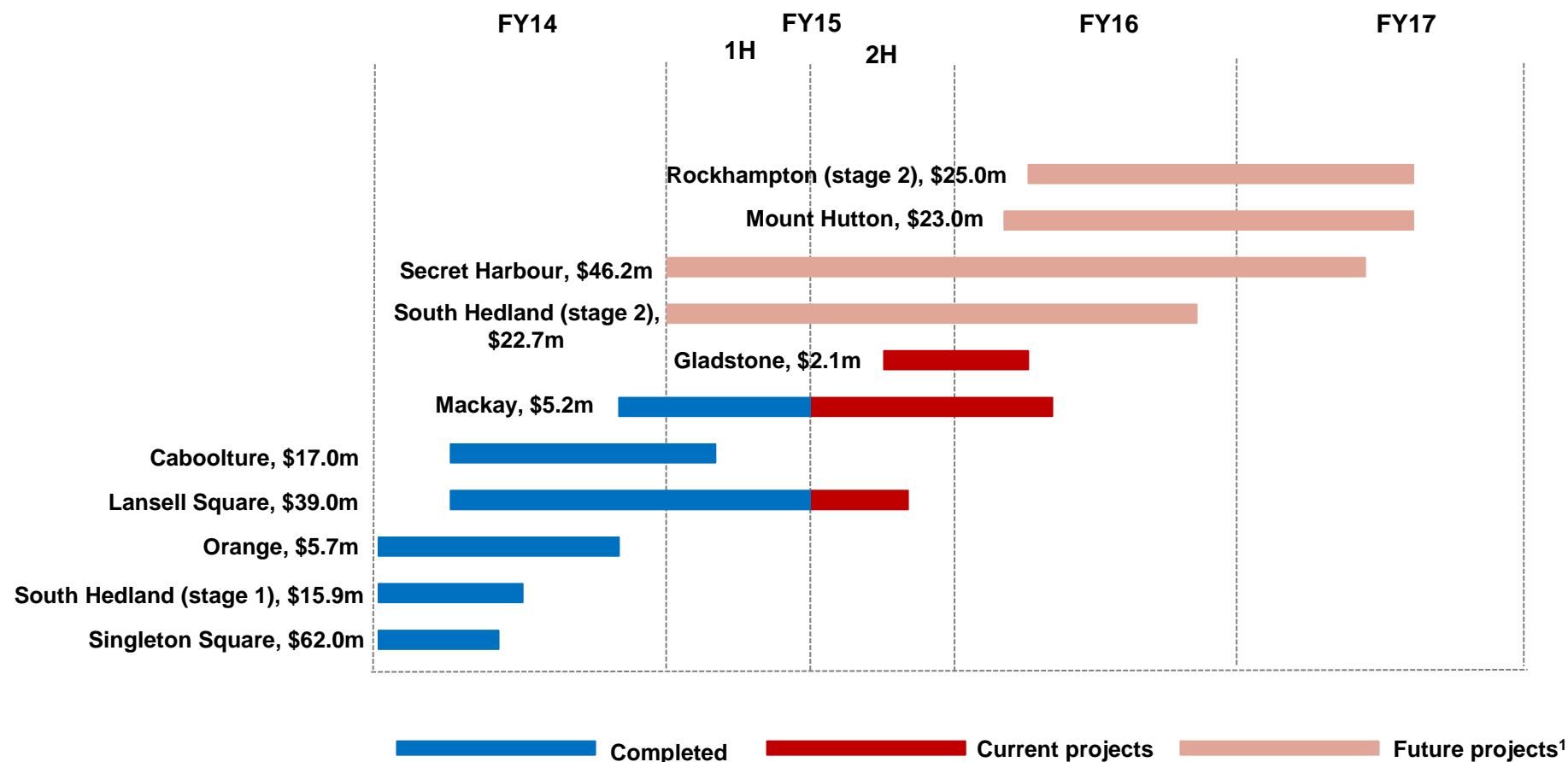
Annexure 4

Capital expenditure

Region (A\$m, CQR Share)		Maintenance	Lease Incentives	Total Maintenance and Incentives	Redevelopment
Australia	1H 15	3.4	1.1	4.5	27.9
	FY14	7.8	2.3	10.1	59.4
	FY13	6.1	1.8	7.9	60.9

Annexure 4

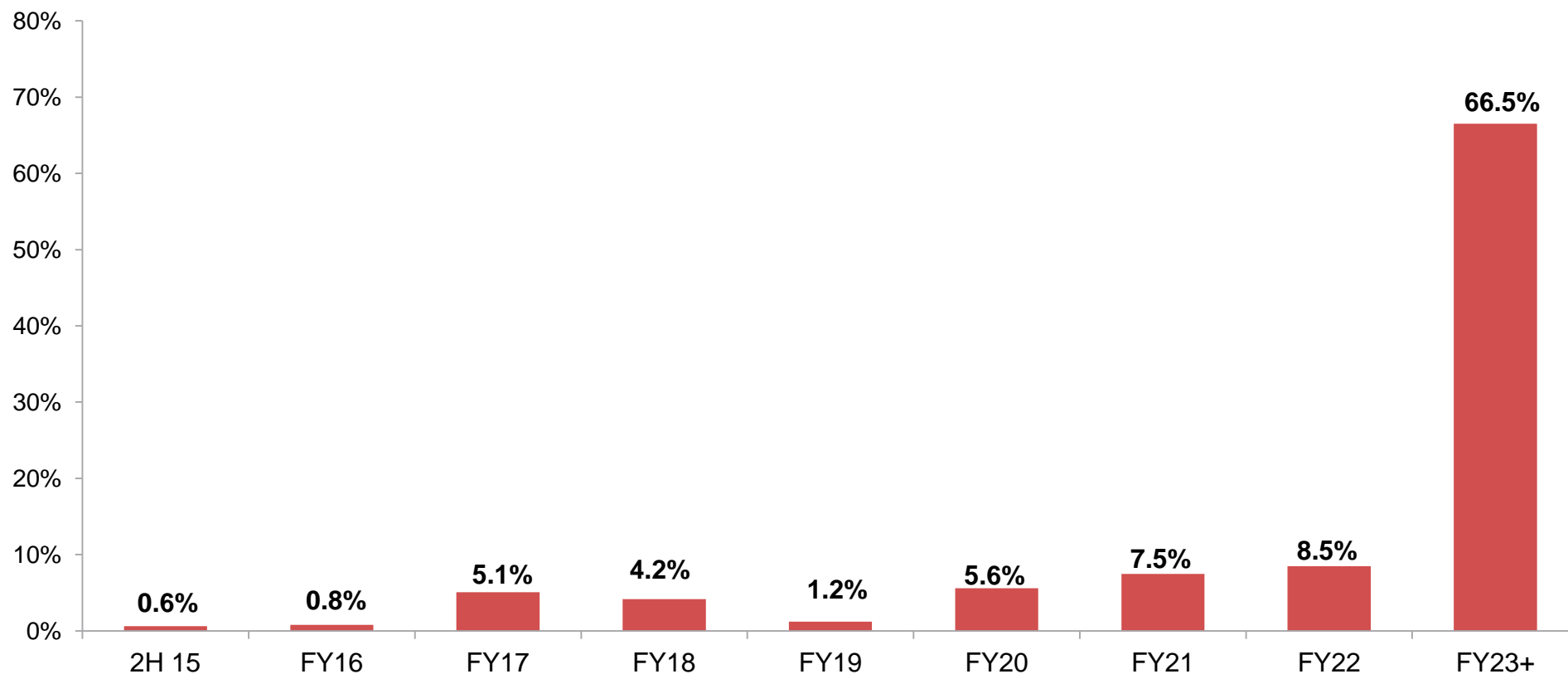
Major redevelopment projects pipeline



1. Subject to Board approval
All values represent CQR share

Annexure 5

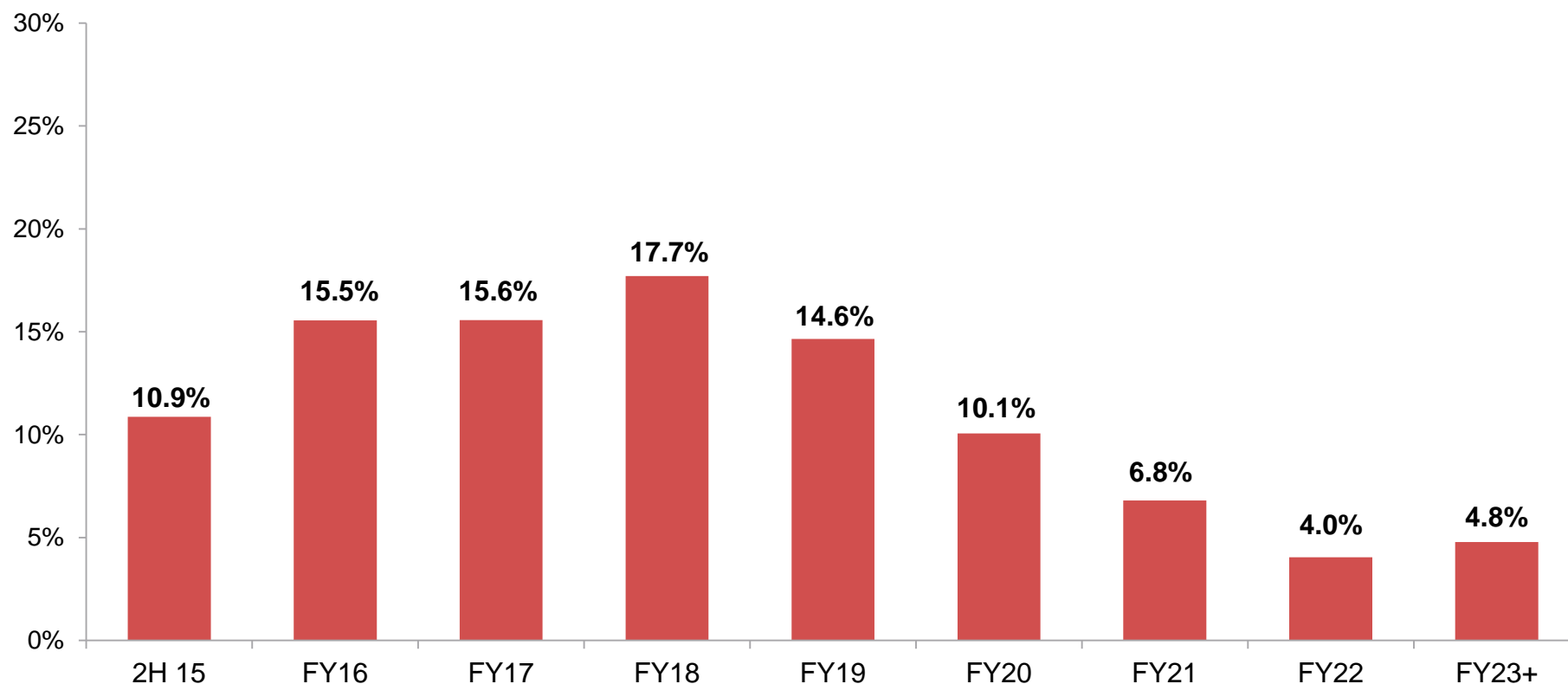
Anchor tenant lease expiry



Excludes properties under redevelopment

Annexure 5

Specialty tenant lease expiry



Excludes properties under redevelopment

Annexure 6

Property valuations as at 31 December 2014

State	Property	Location	Asset Type	Interest %	Book Value (\$m)	Cap rate
ACT	Dickson Woolworths	Dickson	Freestander	100%	15.7	6.75%
	Erindale Shopping Centre	Wanniassa	Neighbourhood	100%	35.8	7.52%
	Manuka Terrace	Manuka	Neighbourhood	100%	39.5	7.50%
ACT Total					91.0	
NSW	Balo Square	Moree	Neighbourhood	100%	14.3	8.00%
	Bathurst Chase	Bathurst	Neighbourhood	100%	15.3	9.04%
	Carnes Hill Marketplace	Horningsea Park	Sub-regional	50%	50.5	6.50%
	Cooma Woolworths	Cooma	Freestander	100%	12.3	7.25%
	Cootamundra Woolworths	Cootamundra	Freestander	100%	11.5	8.00%
	Dubbo Square	Dubbo	Sub-regional	100%	36.4	8.00%
	Earlwood Coles	Earlwood	Freestander	100%	18.1	6.25%
	Goonellabah Village	Goonellabah	Neighbourhood	100%	14.5	8.00%
	Gordon Village Centre	Gordon	Neighbourhood	100%	85.4	7.10%
	Highlands Marketplace	Mittagong	Sub-regional	50%	28.9	7.00%
	Jerrabomberra Village	Jerrabomberra	Neighbourhood	100%	19.7	7.25%
	Kings Langley Shopping Centre	Kings Langley	Neighbourhood	100%	29.5	7.50%
	Lake Macquarie Fair	Mount Hutton	Sub-regional	100%	67.0	7.00%
	Morisset Shopping Centre	Morisset	Neighbourhood	100%	35.0	7.56%
	Mount Hutton Plaza	Mount Hutton	Neighbourhood	100%	10.5	8.25%
	Mudgee Metroplaza	Mudgee	Neighbourhood	100%	22.0	7.50%
	Narrabri Coles	Narrabri	Freestander	100%	9.7	7.75%
	Kierath's Shopping Centre	Narromine	Neighbourhood	100%	3.3	8.68%
	Orange Central Square	Orange	Neighbourhood	100%	43.0	7.50%
	Parkes Metroplaza	Parkes	Neighbourhood	100%	19.2	7.50%
	Pemulwuy Marketplace	Greystanes	Neighbourhood	50%	12.2	7.25%

All values represent CQR ownership share

Annexure 6

Property valuations as at 31 December 2014

State	Property	Location	Asset Type	Interest %	Book Value (\$'m)	Cap rate
	Rosehill Woolworths	Rosehill	Freestander	100%	10.4	6.50%
	Rutherford Marketplace	Rutherford	Neighbourhood	50%	15.3	7.00%
	Singleton Square and Plaza	Singleton	Sub-regional	100%	119.6	7.00%
	Sunnyside Mall	Murwillumbah	Neighbourhood	100%	36.0	7.75%
	Tamworth City Plaza	Tamworth	Sub-regional	100%	36.4	8.00%
	Thornleigh Marketplace	Thornleigh	Neighbourhood	50%	16.6	7.00%
	Tumut Coles	Tumut	Freestander	100%	6.7	6.75%
	Wellington Coles	Wellington	Freestander	100%	2.7	8.68%
	West Ryde Marketplace	West Ryde	Neighbourhood	50%	20.6	6.75%
	Windsor Marketplace	Windsor	Neighbourhood	50%	9.7	7.56%
	Young Woolworths	Young	Freestander	100%	14.7	7.00%
NSW Total					847.0	
QLD	Albany Creek Square	Brisbane	Neighbourhood	100%	51.5	7.50%
	Allentown Square	Rockhampton	Neighbourhood	100%	47.0	7.50%
	Bribie Island Shopping Centre	Bribie Island	Sub-regional	100%	47.6	7.00%
	Caboolture Square ¹	Caboolture	Sub-regional	100%	39.2	n/a
	Currimundi Markets	Currimundi	Neighbourhood	100%	30.3	7.00%
	Coomera Square	Coomera	Neighbourhood	100%	59.7	7.00%
	Gatton Plaza	Gatton	Neighbourhood	100%	17.1	7.50%
	Gladstone Square	Gladstone	Neighbourhood	50%	13.7	7.75%
	Bay Plaza	Hervey Bay	Neighbourhood	100%	19.8	7.75%
	Kallangur Fair	Kallangur	Neighbourhood	100%	15.7	7.50%
	Mareeba Square	Mareeba	Neighbourhood	100%	13.9	7.50%
	Moranbah Fair	Moranbah	Neighbourhood	100%	26.1	8.25%
	Springfield Fair	Springfield	Neighbourhood	100%	19.7	7.25%

1. Asset currently classified as redevelopment
All values represent CQR ownership share

Annexure 6

Property valuations as at 31 December 2014

State	Property	Location	Asset Type	Interest %	Book Value (\$'m)	Cap rate
	Sydney Street Markets ¹	Mackay	Neighbourhood	100%	40.9	n/a
	Tablelands Square	Atherton	Neighbourhood	100%	29.5	7.50%
QLD Total					471.7	
SA	Brickworks Marketplace	Torrensville	Sub-regional	50%	3.8	n/a
	Renmark Plaza	Renmark	Sub-regional	100%	28.6	8.00%
	Southgate Plaza	Morphett Vale	Sub-regional	100%	63.8	7.00%
	Wharflands Plaza	Port Augusta	Sub-regional	100%	21.5	8.00%
SA Total					117.7	
TAS	Newstead Coles	Newstead	Freestander	100%	7.6	7.75%
	Smithton Woolworths	Smithton	Freestander	100%	6.5	7.50%
	Wynyard Woolworths	Wynyard	Freestander	100%	8.9	7.50%
TAS Total					23.0	
VIC	Bairnsdale Coles	Bairnsdale	Freestander	100%	11.4	7.00%
	Kerang Safeway	Kerang	Freestander	100%	12.7	7.50%
	Kyneton Shopping Centre	Kyneton	Neighbourhood	100%	14.3	7.25%
	Lansell Square ¹	Kangaroo Flat	Sub-regional	100%	66.2	n/a
	Olive Tree Shopping Centre	Lilydale	Neighbourhood	100%	2.5	8.60%
	Moe Coles	Moe	Freestander	100%	11.9	7.00%
	Moe Kmart	Moe	Freestander	100%	9.1	7.75%
	Pakington Strand	Geelong West	Neighbourhood	50%	10.5	7.50%
	Rosebud Plaza	Rosebud	Sub-regional	100%	105.0	7.25%
VIC Total					243.6	
WA	Albany Plaza	Albany	Sub-regional	100%	55.3	7.50%
	Ballajura Central	Ballajura	Neighbourhood	100%	10.9	7.25%
	Carnarvon Central	Carnarvon	Neighbourhood	100%	14.9	8.75%
	Collie Central	Collie	Neighbourhood	100%	8.3	7.75%

1. Asset currently classified as redevelopment

All values represent CQR ownership share

Annexure 6

Property valuations as at 31 December 2014

State	Property	Location	Asset Type	Interest %	Book Value (\$'m)	Cap rate
	Esperance Boulevard	Esperance	Neighbourhood	100%	28.7	7.75%
	Kalgoorlie Central	Kalgoorlie	Neighbourhood	100%	32.3	7.75%
	Maylands Coles	Maylands	Freestander	100%	13.3	6.75%
	Narrogin Coles	Narrogin	Freestander	100%	9.6	7.00%
	South Hedland Square	South Hedland	Sub-regional	100%	74.0	7.75%
	Secret Harbour Shopping Centre	Secret Harbour	Neighbourhood	100%	37.7	7.00%
	Swan View Shopping Centre	Swan View	Neighbourhood	100%	15.8	7.00%
	Wanneroo Central	Wanneroo	Sub-regional	50%	43.6	7.00%
WA Total					344.4	
Total CQR Portfolio					2,138.4	

All values represent CQR ownership share

Annexure 7

Glossary

- **ABR:** Annual base rent – base rent only, excludes outgoings and turnover rent
- **GLA:** Gross lettable area
- **Gross rent:** Base rent and outgoings
- **MAT:** Moving annual turnover – calculated as a sum of rolling 12 month sales
- **Occupancy cost:** Calculated as the sum of actual gross rent and percentage rent divided by actual sales for the 12 months ended 31 December 2014
- **Other A\$ bank debt:** Bank debt facility secured by the eight property Woolworths portfolio, Gladstone Shopping Centre and Wanneroo Central (CHRP1), drawn to \$84.9 million (CQR share)
- **Rental rate growth:** Percentage movement in base rent on new lease and renewal transactions
- **Specialty retail categories:**
 - Leisure: includes music & games, newsagents, books and sport tenancies
 - Services: includes hairdressers, drycleaners, optometrists, gyms and other retail services
 - General retail: includes discount variety stores, gift shops and florists
- **Stabilisation period:** Redevelopments typically achieve stabilised yield 12 months following completion (depending on prevailing market conditions)
- **Total Australian rent:** Represents base rent and turnover rent from anchors and specialties

Further information

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