



Managed by Stride Investment
Management Limited

NZX Retail Investor Webinar

21 June 2022

Our Strategy

Countdown Newtown, Wellington



Large Format Retail

Investore's strategy is to invest in quality, large format retail properties throughout New Zealand, and actively manage investors' capital, to maximise distributions and total returns over the medium to long term

Long lease term
9.1 years WALT

High occupancy
99.7%

Nationally
recognised tenants

- Generally large, free-standing retail centres anchored by national brands
- Sites are usually located in urban or fast-growing regional locations
- Generally rectangular single floor structures on a concrete slab
- Typically building improvements require straightforward maintenance and/or upkeep, with low lifecycle maintenance
- Sites are conveniently located and highly accessible, with plenty of carparking on site
- Long lease terms with a stable income stream, net of operating costs



Our Four Strategic Pillars

Targeted Growth

Considered acquisitions and developments which deliver growth, while continuing to enhance geographical and/or tenant portfolio diversification

Active Portfolio Management

Focus on owning well-located properties with long lease terms and high occupancy, with nationally recognised quality tenant brands, and maintaining strong and enduring tenant relationships that support the portfolio

Optimisation of the Portfolio

Development of existing properties to meet the needs of tenants and the surrounding catchment, which may include acquiring sites adjacent to existing properties, to provide development options for the future

Proactive Capital Management

Proactive capital management to maintain a healthy and flexible balance sheet for growth, while preserving sustainable returns to investors

Recent Results

Bunnings Te Rapa, Hamilton





Key metrics as at 31 March 2022

\$1.2bn

portfolio value¹

7.90 cents

per share FY22 cash
dividend

\$118.2m

Profit after income tax

4.81%

average portfolio market
capitalisation rate

\$29.9m

distributable profit²
after current income tax

29.5%

Loan to Value Ratio³

1. Portfolio value as at 31 March 2022 excludes (1) seismic works (\$3.0m) to be completed by SPL in relation to 2 Carr Road, Auckland, acquired from Stride Property Limited (SPL) and settled on 30 April 2020; and (2) lease liabilities.

2. Distributable profit is a non-GAAP measure and consists of profit/ (loss) before income tax, adjusted for determined non-recurring and/ or non-cash items (including non-recurring adjustments for incentives payable to anchor tenants for lease extensions) and current tax. Further information, including the calculation of distributable profit and the adjustments to profit before income tax, is set out in note 3.2 to the Consolidated Financial Statements in the Investore Property Limited Annual Report 2022.

3. Loan to Value Ratio (LVR) is calculated based on independent valuations, which include seismic works to be funded by SPL in relation to 2 Carr Road, Auckland, acquired from SPL and settled in April 2020. The independent valuations also exclude lease liabilities.

Our Portfolio

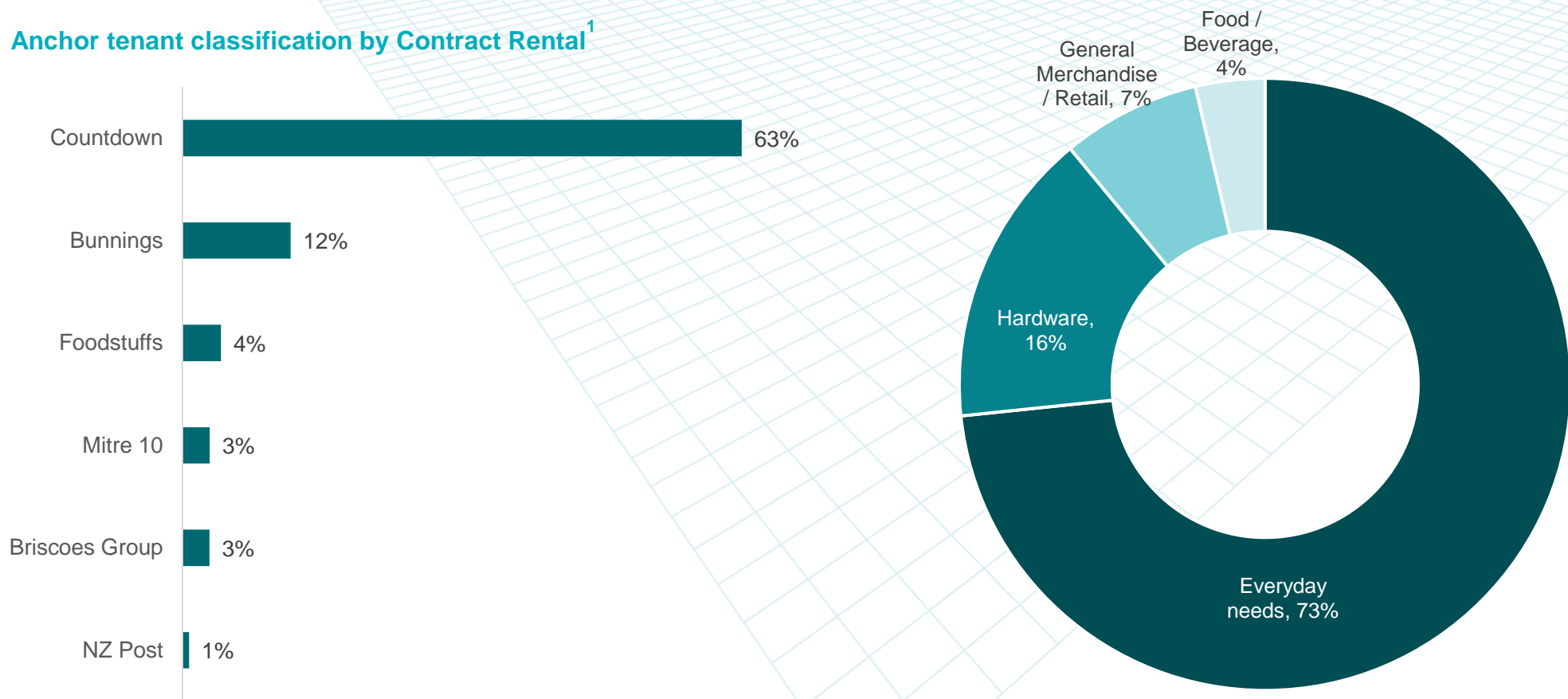
Bay Central Shopping Centre, Tauranga



Resilient Tenants Underpin Income

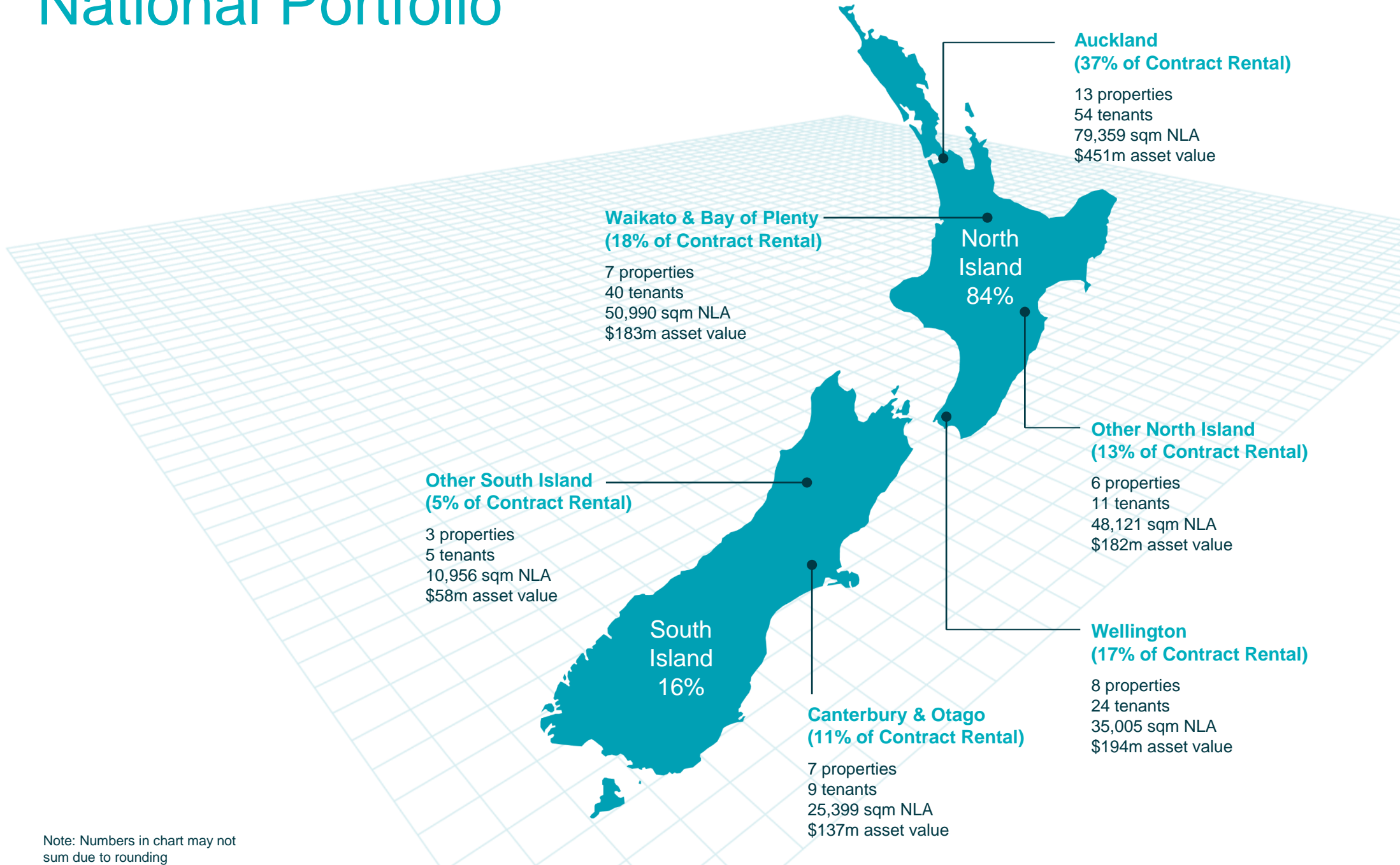
Investore focusses on tenants which meet New Zealand consumers' everyday needs, providing a resilient portfolio in varying market conditions, and a secure income stream for investors

Anchor tenant classification by Contract Rental¹



1. Contract Rental is the amount of rent payable by each tenant, plus other amounts payable to Investore by that tenant under the terms of the relevant lease as at the relevant date, annualised for the 12-month period on the basis of the occupancy level for the relevant property as at the relevant date, and assuming no default by the tenant.

National Portfolio



Targeted Growth



Targeted Growth

- Investore has recently undertaken a number of strategic acquisitions:
 - Countdown, Petone, Wellington, purchased for \$37.3m in May 2021
 - 4 Carr Road, Mt Roskill, Auckland, occupied by Rebel and Briscoes, purchased for \$36.0m in August 2021
- Investore also invests in its existing portfolio in conjunction with tenant works to develop and enhance the existing portfolio, including pick up bays, re-roofing projects and other refurbishment programmes
- Investore has agreed to expand the customer amenity and parking at Countdown, Highland Park, Auckland. The expansion works are forecast to provide a 5.5% rentalised return per annum

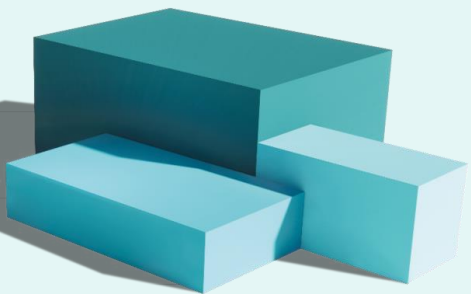


Recent acquisitions:

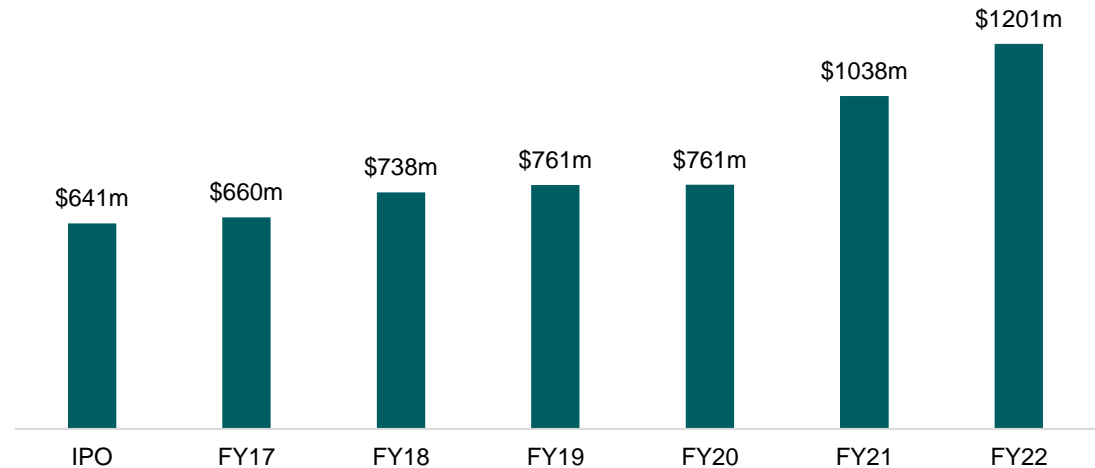
- ✓ Are earnings accretive
- ✓ Provide secure income for shareholders
- ✓ Increase exposure to high quality, resilient tenants
- ✓ Are located in major urban centers

Portfolio Growth since IPO

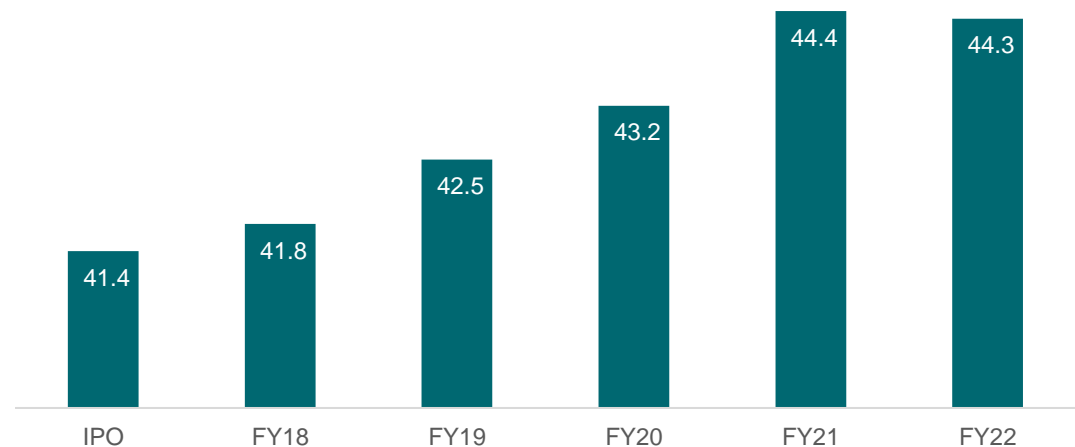
- Since listing, Investore has grown its portfolio value through strategic acquisitions and developments, generating a compound annual growth rate (CAGR) of 12% p.a. to March 2022
- Investore has delivered a like-for-like portfolio rental CAGR of 1.7% p.a. from listing to March 2022
- Post-Initial Public Offering (IPO), Investore's transaction activity has been growth-oriented, with a 2.7% rental growth CAGR across assets acquired



Portfolio value (12% Compound Annual Growth Rate)



Rolling 12-month portfolio rent (like-for-like) (\$m)



Capital Management

Rebel Sport / Briscoes Mt Roskill, Auckland



Proactive Capital Management

100%

Debt hedged or fixed, with no debt facilities maturing until FY24

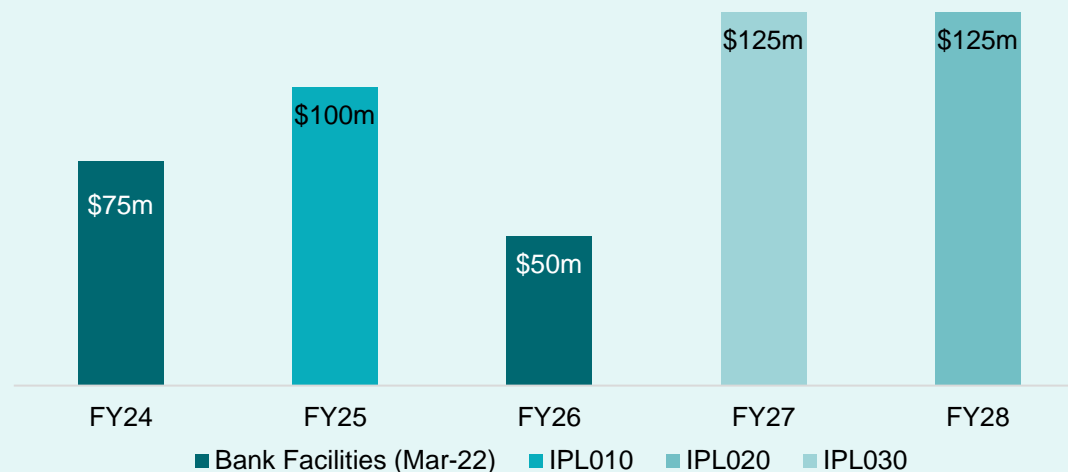
3.7 years

Weighted average maturity of debt facilities as at 31 March 2022

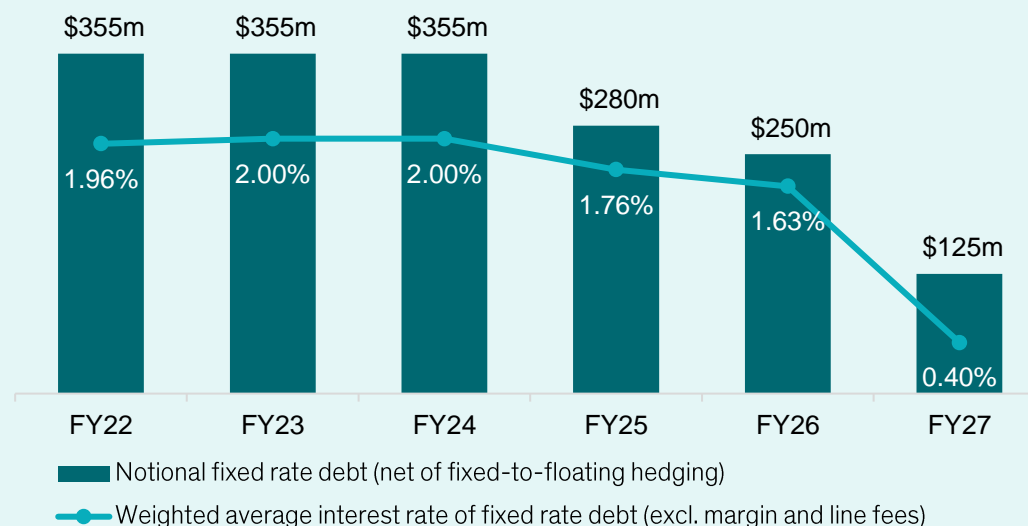
3.77%

Weighted average interest rate as at 31 March 2022, down 27 basis points from 31 March 2021

Debt maturity profile as at 31 March 2022



Fixed rate interest profile as at 31 March 2022



Climate-Related Disclosures

Mitre 10 Mega Botany, Auckland



Climate-Related Disclosures

Investore is focused on adapting its portfolio for a sustainable future and meeting the challenges of climate change



Key activities to understand climate risk:

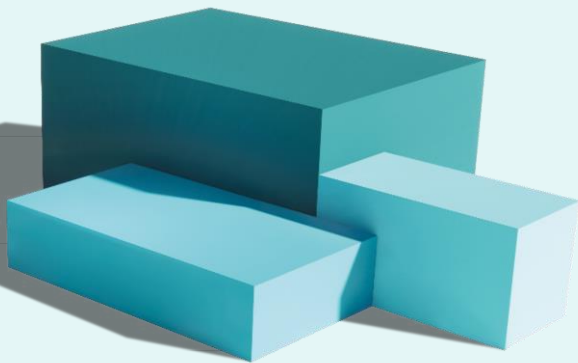
- First climate risk assessment completed
- Scope 1 and 2 greenhouse gas emissions calculated and subject to a limited assurance review by Deloitte. Collection of scope 3 emissions is a focus

Investore is proactively working to address the risks of climate change:

- Undertaking a Green Star Performance rating for two portfolio of properties in collaboration with the tenants
- Minimum 4 star Green Star Design & As Built rating targeted for the new Countdown supermarket planned for Waimak Junction, with options for a 5 star rating being explored

Looking Ahead

- Continued focus on targeted growth to enhance the portfolio and maximise returns
- Grow Investore's portfolio and income through improving and developing the existing portfolio
- Prudent management of developments
- Cash dividend guidance for FY23 of 7.90 cents per share



FY23 cash
dividend guidance

7.90 cps

Ngā mihi | Thank you

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