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Charter Hall Group

Growth equity raising presentation
20 May 2015



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Equity raising

Equity raising to fund growth across the platform with FY15 guidance reaffirmed

Equity Raising

- Charter Hall is conducting a \$225 million fully underwritten Institutional Placement and a non-underwritten Security Purchase Plan (capped at \$10 million)
 - \$4.78 per security fixed issue price, representing a 2.8% discount to close price on 20 May 2015
 - New securities will rank equally with existing securities and will be entitled to the full distribution for the six months to 30 June 2015
- Proceeds will be used to fund identified investments alongside capital partners and provide capacity for future growth opportunities

Impact of the Equity Raising

- Charter Hall reaffirms that absent unexpected events, FY15 guidance is 7 - 9% growth on FY14 operating earnings per security
- The distribution payout ratio range is unchanged and is expected to be between 85% - 95% of operating earnings per security



Core Plus Office Fund – 333 George Street, Sydney NSW
Artist impression

Purpose of the equity raising

Fund identified investments and provide capacity for future growth opportunities

- The equity raising is being undertaken to:
 - Enable Charter Hall to fund identified equity investments alongside its capital partners
 - Provide capacity for future co-investment as growth opportunities are identified alongside new and existing partners
- The current identified equity investments relate to the following funds and partnerships:

Sector	Funds	Investing alongside our capital partners	Pro-forma ownership stake ¹	Indicative timing
Industrial	Core Logistics Partnership (CLP)	Top-up of original investment commitment	15%	Jun - Sep 15
Office	Core Plus Office Fund (CPOF)	Participate in capital raising	10%	Jun 15
Retail	Retail Partnership 6 (RP6)	Previously announced commitment	20%	Jul - Sep 15
Industrial / Office	Direct funds (DIF3 / DOF) ²	Investment support to drive acquisitions	17% / 10%	Jul 15
Hospitality	Long WALE Investment Partnership 2 (LWIP2)	Co-investment in new wholesale partnership	10%	Through FY16

1. Shown pro-forma for the full investment from Charter Hall and the identified capital partners.

2. Direct funds include: Charter Hall Direct Industrial Fund No. 3 and Charter Hall Direct Office Fund.

Sources and uses

The majority of the raising proceeds have been committed

- Of the Institutional Placement proceeds, \$175 million (approximately 78%) has been committed to fund co-investment opportunities alongside capital partners
- The balance of the raising proceeds (22%) will increase Charter Hall's available capacity for additional growth opportunities
- Following the equity raising Charter Hall will have no drawn balance sheet debt

Sources of funds ¹	\$m	Uses of funds ¹	Status	\$m	%
Institutional Placement	225	Identified investments	Invested / Committed	175	78%
		Uncommitted growth capital and costs	Uncommitted	50	22%
Total sources	225	Total uses		225	100%

1. Relates to the fully underwritten component of the equity raising only.

- Any proceeds raised under the non-underwritten Security Purchase Plan (which is capped at \$10 million) will increase the Group's allocation of equity to uncommitted growth capital

Offer details

Fully underwritten Institutional Placement and non-underwritten Security Purchase Plan

\$225m fully underwritten Institutional Placement and non-underwritten Security Purchase Plan

- Securities will rank equally with existing Charter Hall securities and will be entitled to the full distribution for the six months ending 30 June 2015

Offer pricing summary	Metric
Offer price per security	\$4.78
Discount to close on 20 May 2015	(2.8)%
Discount to 5-day VWAP	(3.6)%

Indicative Timetable

Event	Date
Record Date for the Security Purchase Plan	7:00pm (Sydney time) Tuesday, 19 May 2015
Institutional Placement	After market on Wednesday, 20 May 2015
Settlement of securities under the Institutional Placement	Tuesday, 26 May 2015
Security Purchase Plan opens	Tuesday, 26 May 2015
Allotment and trading of Institutional Placement securities	Wednesday, 27 May 2015
Security Purchase Plan closes	5:00pm (Sydney time) Wednesday, 10 June 2015
Announcement of result of the Security Purchase Plan	Wednesday, 17 June 2015
Allotment of Security Purchase Plan securities	Thursday, 18 June 2015
Trading commences in Security Purchase Plan securities	Friday, 19 June 2015

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