



# Overview 2018

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# Rewarding investment through superior asset selection and active asset management.

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## About Centuria Capital Group

Centuria Capital Group is an ASX listed specialist investment manager offering a range of investment products. We have more than \$5.5 billion in assets under management across two divisions:

- **Centuria Property Funds** focuses on providing investors with regular income returns and capital growth potential. Centuria Property Funds manages a portfolio of more than 70 high quality office and industrial buildings around Australia.
- **Centuria Life**, offers a range of investment bonds for investors seeking a tax-effective investment over the medium to long term. The bonds are intended for individuals who want the simplicity of their investment, tax planning and estate planning needs covered in one tax-effective investment. A range of portfolio options cater to risk/return profiles from cash to high growth.

Centuria Capital Group has a track record of developing high quality investment products and delivering growth to investors. Our drive, allied with our inside knowledge of the sectors in which we operate, as well as our intimate understanding of our clients, allows us to transform opportunities into rewarding investments.

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## About Centuria Property Funds

*“Centuria is an experienced Investment Manager with a proven track record.”*

Centuria Property Funds Limited (Centuria) was formed in 1999 to arrange the syndicated purchase of investment grade property on behalf of a limited number of private investor clients. These investors wished to participate in the ownership of high-value commercial property, not normally accessible to individuals.

Through a successful track record and the ongoing support of our investor base, Centuria has grown to become one of Australia’s leading property fund managers. We currently manage a diversified office and industrial property portfolio. We offer a range of investment structures, including our two ASX-listed funds, Unlisted Property the Centuria Diversified Property fund.

Centuria is committed to delivering investment performance and personal service to its clients. Each offering by Centuria follows a careful study of the risks and returns of the property investment. A primary focus is placed on the quality of the property as the underlying asset of each investment opportunity. Our experienced, hands-on approach means that we’re able, with every purchase, to identify investments with a strong mix of income, capital growth potential and tax benefits.

The Senior Executives of Centuria have extensive experience in the property and funds management industries. Together they have diversified and complimentary skills sets with strong industry backgrounds.

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## Centuria has completed numerous property funds.

*“Centuria has established itself as a leading property fund manager in the Australian market.”*

### Asset Management

A critical part of the success of property investment is the quality of the ongoing management of tenants and the physical aspects of the property, both of which we consider to be strengths within our business.

In addition, capital gain potential is maximised by ensuring the most efficient use of space, conducting services upgrades, building refurbishment and assessing potential re-development opportunities.

The majority of our portfolio is managed by our in-house property division. Our team is comprised of experienced property professionals with backgrounds in leasing, agency and valuation.

Any property managed externally is managed by hand picked experts in their locations and asset types. They report directly to Centuria’s Head of Portfolio and Asset Management and the National Leasing Manager.

### Fund Management

We believe that our fundamental property experience, coupled with our funds management pedigree, place us in a unique position to maximise benefits for investors.

**Find out more at [www.centuria.com.au](http://www.centuria.com.au)**

# Case Studies Recent Sales

## 10 Spring Street Sydney, NSW



|                   |               |
|-------------------|---------------|
| Acquisition Price | \$91,640,000  |
| Sale Price        | \$270,050,000 |

- B-grade office acquired in 2013.
- Located in Railway Parade Burwood next to the transport hub.
- Redevelopment opportunities identified prior to the sale.
- Active management included a program of upgrades.
- Sold October 2017.

## 80 Waterloo Road/16 Byfield Street Macquarie Park, NSW



|                   |               |
|-------------------|---------------|
| Acquisition Price | \$24,000,000  |
| Sale Price        | \$101,000,000 |

- Two office assets acquired in 2001/2002.
- Two syndicates stapled to create one fund in 2007.
- Worked with planning authorities to rezone the site to allow residential development.
- Prepared a mixed-use development scheme and sold the assets to a residential developer.
- Sold July 2016.

## 175 Castlereagh Street Sydney CBD, NSW



|                   |              |
|-------------------|--------------|
| Acquisition Price | \$56,000,000 |
| Sale Price        | \$98,000,000 |

- Acquired in 2013.
- Refurbished lobby and common areas.
- 17% vacant at acquisition, sold with 100% occupancy.
- Centuria executed 10 new leasing deals.
- A mixed use development scheme was prepared for the sales campaign.
- Sold December 2015.

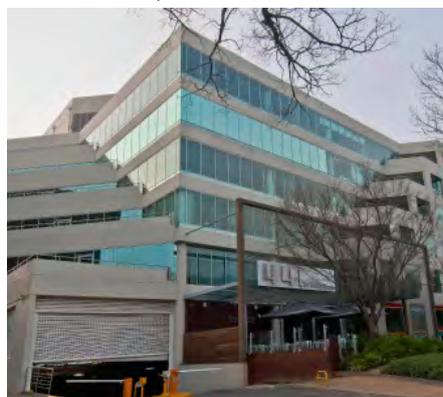
## 50 Queen Street Melbourne CBD, VIC



|                   |              |
|-------------------|--------------|
| Acquisition Price | \$26,500,000 |
| Sale Price        | \$40,700,000 |

- Centuria took management control of the fund from September 2010 and the asset was independently valued at \$26.5million in November 2010.
- Following the recapitalisation of the fund, the property was actively managed to improve rents from \$264/sqm gross to \$491/sqm gross at sale.
- The foyer and common areas were refurbished and the tenant mix was improved.
- Sold October 2014.

## 441 St Kilda Road Melbourne, VIC



|                   |              |
|-------------------|--------------|
| Acquisition Price | \$58,000,000 |
| Sale Price        | \$82,100,000 |

- Acquired in April 2012.
- Three major tenants vacated in 2014 and Centuria sought to reposition the building to maximise value.
- Over 4,000 sqm of space was leased within six months of the previous tenants vacating.
- Result was a significant increase in occupancy and a long term lease.
- Sold October 2014.

## 100 Bennelong Road Sydney Olympic Park, NSW



|                   |              |
|-------------------|--------------|
| Acquisition Price | \$10,500,000 |
| Sale Price        | \$24,500,000 |

- Acquired in December 2002.
- The property was actively managed and retained 100% occupancy throughout.
- Worked with planners, architects and the local planning authority to change zoning to permit residential development.
- Sold April 2013.

# Case Studies Recent Acquisitions

## TAC Building Geelong, VIC



Acquisition Price \$115,250,000

- Acquired in 2018.
- A modern A-Grade office building constructed in 2009.
- Long lease to AAA-rated Victorian Government tenant.
- Government decentralisation policies supporting Geelong's continued development.

## 1231-1241 Sandgate Road Nundah, QLD



Acquisition Price \$106,250,000

- Acquired in 2017.
- Modern A-Grade office building constructed in 2012.
- Thriving metropolitan centre located on road & rail infrastructure.
- NABERs rating of 4.5 stars.

## Scarborough House Woden, ACT



Acquisition Price \$72,330,000

- Acquired in 2016.
- A-Grade office asset.
- Long term lease to Commonwealth Government tenant.
- Located in 'Health precinct' of Canberra.

## The Zenith Towers Chatswood, Sydney, NSW



Acquisition Price \$279,060,000

- Acquired in July 2016.
- Iconic institutional-grade office building located 12km north of the Sydney CBD.
- Co-investment with BlackRock, the world's largest asset manager.
- Chatswood office market is expected to benefit from falling vacancies and strong rental growth.

## 8 Central Avenue Eveleigh, Sydney, NSW



Acquisition Price \$109,384,667 (50%)

- Acquired in July 2015.
- Institutional-grade office building only 2.5km from the Sydney CBD.
- High quality tenant profile including Seven West Media Group and the NSW State Government.
- Modern asset with low forecast capital expenditure requirements.

## 2 Wentworth Street Parramatta, Sydney, NSW



Acquisition Price \$45,050,000

- Acquired in December 2014.
- Parramatta office market forecast to deliver strong rental growth underpinned by a low vacancy rate.
- Long lease with NSW State Government tenants.
- Recently refurbished asset with minimal future capital expenditure requirements.



To discuss investment opportunities please contact Centuria Investor Services on 1300 22 44 24 or [contactus@centuria.com.au](mailto:contactus@centuria.com.au)

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