

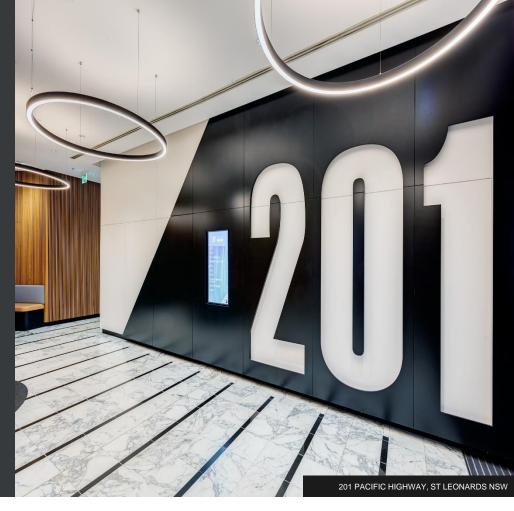
## **Centuria Metropolitan REIT**

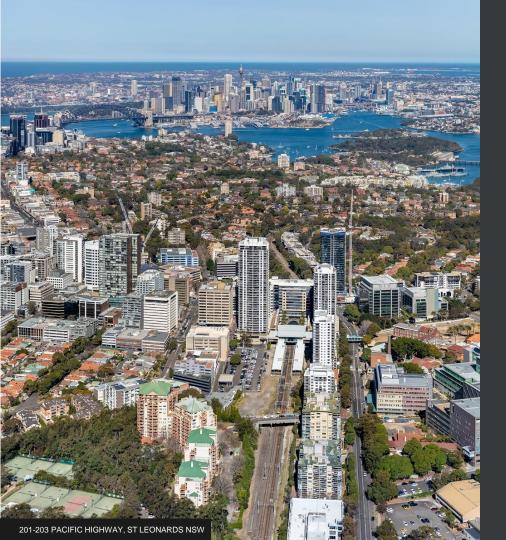
**FY19 RESULTS** 

ASX:CMA 6 August 2019

## Agenda

- 1. Introduction
- 2. Financial Results
- 3. Portfolio Overview
- 4. Guidance & Strategy
- 5. Appendices





SECTION ONE

## Introduction

ASX:CMA

### Centuria

### Centuria is an established ASX-listed specialist investment manager

|  |  | \$6.2br  |   | ASX:CNI<br>Market Capitalisation \$746m²   |  |                                      |
|--|--|--|---|--|--|--------------------------------------|
|  | •  | 3bn<br>rate AUM  |   | \$0.9bn Investment Bonds AUM   | <b>\$0.4</b> CNI Co-Inv                |                                      |
| · ·  | 7bn<br>operty AUM                                      | · ·  | 6bn<br>roperty AUM                          | Centuria Life  |  |                                      |
| Centuria<br>Metropolitan REIT<br>(CMA)             | Centuria<br>Industrial REIT<br>(CIP)                   | Centuria<br>Unlisted   | Centuria Heathley<br>Healthcare real estate | Centuria LifeGoals Guardian Friendly Society Capital Guaranteed Funds Existing Funds | Centuria<br>Metropolitan REIT<br>(CMA) | Centuria<br>Industrial REIT<br>(CIP) |
| \$1.4bn  | \$1.3bn  | \$2.0bn  | \$0.6bn                                     |  | \$251m <sup>3</sup>                    | \$208m <sup>4</sup>                  |
| Australia's largest domestic pure play office REIT | Australia's largest domestic pure play industrial REIT | <ul><li>14 fixed term funds</li><li>Wholesale relationships</li><li>CDPF</li></ul> | CNI economic interest 63.06%                |  | 24.9%³                                 | 22.3%4                               |

AUM as at 31 July 2019 with pro forma adjustments to reflect Centuria Heathley Transaction and assets held for settlement

- 3. Based on CMA closing price of \$2.83 on 31 July 2019. Includes ownership by associates of Centuria Capital Group
- 4. Based on CIP closing price of \$3.18 on 31 July 2019. Includes ownership by associates of Centuria Capital Group

<sup>2.</sup> Based on CNI closing price of \$1.95 on 31 July 2019



### Key metrics - a quality pure play office platform

#### PORTFOLIO



High quality assets



\$1.4bn



98.4%
Portfolio occupancy<sup>1</sup>



3.9yrs
Portfolio WALE<sup>2</sup>

#### **FINANCIAL**



\$1.0bn
Market capitalisation<sup>3</sup>

3-month liquidity \$1.7m per day



34.2% Gearing<sup>4</sup>



22.4%

12 month total unitholder return<sup>6</sup>



**7.3%**12 month return on equity<sup>5</sup>

S&P/ASX300 A-REIT accumulation index 19.4%

- 1. By area
- 2. By gross income
- 3. Based on CMA closing price of \$2.83 on 31 July 2019. Liquidity based on daily CMA closing price and unit volume from 1 May 2019 to 31 July 2019
- 4. Gearing is defined as total borrowings less cash divided by total assets less cash and goodwill

- 5. Source: Moelis Australia. Based on movement in security price from ASX closing on 1 July 2018 to ASX closing on 30 June 2019 plus distributions per security paid during the respective period(s) assuming re-investment of distributions. Past performance is not a reliable indicator of future performance
- 6. Return on equity calculated as (closing NTA minus opening NTA plus distributions) divided by opening NTA

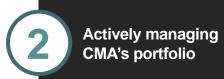
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### **Executing on strategy**

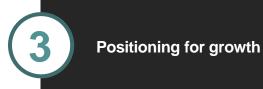


Repositioned CMA as a pure play office REIT

- Australia's largest pure play office REIT listed on the ASX
- A **geographically diversified Australian portfolio** of 20 high quality office assets with an average age of 15.9 years
- Acquired four quality east coast office assets for \$520.9m
- Divestment of two industrial assets for \$54.8m



- Leases agreed<sup>1</sup> for over 21,750 sqm, representing 10.0% of the portfolio's NLA
- 98.4% occupancy<sup>2</sup>, WALE<sup>3</sup> of 3.9 years, with over 70% of income derived from multinational, ASX and government tenants
- NTA<sup>4</sup> of \$2.49 per unit
- Delivered FY19 FFO per unit of 18.7 cents and distributions per unit of 17.6 cents, in line with guidance



- Refinanced all debt totalling \$555m, weighted average debt expiry extended to 4.0 years
- Debt headroom of \$56.5m
- Gearing reduced to 34.2%<sup>5</sup>
- Four major lenders improves diversification with high quality financiers
- Budgeted divestment of 483 Kingsford Smith Drive, subject to favourable market conditions
- Commencing FY20 in a strong position, with FFO guidance of 19.0 cpu and distribution guidance of 17.8 cpu

- 1. Includes Heads of Agreement
- 2. By area
- 3. By gross income
- 4. NTA per unit is calculated as net assets less goodwill divided by closing units on issue
- 5. Gearing is defined as total borrowings less cash divided by total assets less cash and goodwill



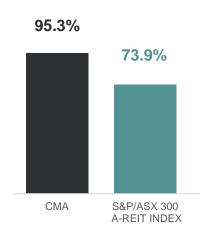
### Centuria management – creating unitholder value since inception

Annual total unitholder return of 15.8% p.a. since IPO<sup>2,3,4</sup>

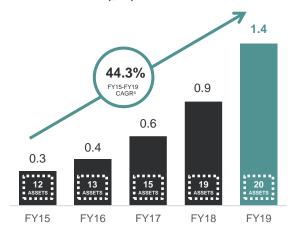
Market
Capitalisation
\$1.0 billion<sup>1</sup>

Included in the S&P/ASX 300 Index Australia's largest domestic pure-play Office REIT

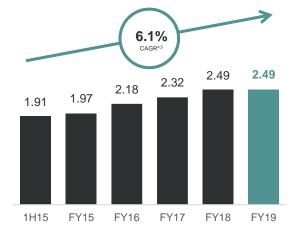




### PORTFOLIO VALUE (\$BN)



### NTA (\$) PER UNIT4



<sup>1.</sup> Based on CMA closing price of \$2.80 on 30 June 2019

<sup>2.</sup> IPO December 2014

<sup>3.</sup> Source: Moelis Australia, June 2019

## Delivering on strategy creating an established pure play office REIT

### 1. Increased quality and scale

- Greater diversification, number of assets increasing from 8 to 20
- Reweighted from a diversified portfolio to 100% office
- Reweighted from smaller suburban properties to institutional grade office assets
- Reduced average building age (by value) by 13 years

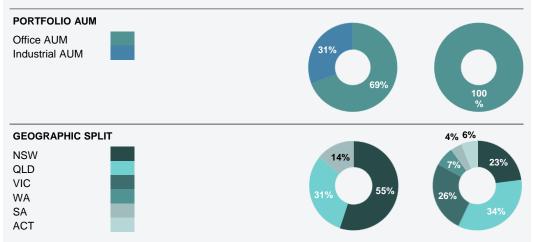
### 2. Increased geographic diversification

- Portfolio now exposed to major Australian office markets
- Maintained large exposure to east coast markets

### 3. Increased tenant diversification

- Active management approach has maintained high occupancy across larger portfolio
- Exposure to top five tenants reduced from 52% to 23%

|                                  |          | CMA at IPO | CMA at FY19 |
|----------------------------------|----------|------------|-------------|
| Assets                           | no.      | 8          | 20          |
| Market capitalisation            | \$bn     | 0.1        | 1.0         |
| AUM                              | \$bn     | 0.2        | 1.4         |
| Average building value           | \$m      | 23.2       | 70.0        |
| NLA                              | Sqm      | 69,836     | 218,080     |
| Average building age             | by value | 29.3       | 15.9        |
| Occupancy                        | %        | 99.5       | 98.4        |
| Top 5 tenant income contribution | %        | 52         | 23          |





**SECTION TWO** 

## Financial Results

ASX:CMA

Distribution yield<sup>2</sup>

Return on equity<sup>3</sup>

Payout ratio (% of FFO)



### FY19 guidance delivered, commencing FY20 in a strong position

| REVENUE                                      |     | 30-Jun-19 | 30-Jun-18 | VARIANCE |          |                                     |
|--|-----|-----------|-----------|----------|----------|-------------------------------------|
| Gross property income                        | \$m | 107.9     | 75.5      | 32.4     |          |                                     |
| Interest income                              | \$m | 0.3       | 0.2       | 0.1      |          | Increase predominantly              |
| Total revenue                                | \$m | 108.2     | 75.7      | 32.5     | •        | driven by growth in portfolio value |
|  |     |           |           |          | /        | portiono value                      |
| EXPENSES                                     |     |           |           |          |          |                                     |
| Direct property expenses                     | \$m | (23.5)    | (17.0)    | (6.5)    |          |                                     |
| Responsible entity fees                      | \$m | (6.9)     | (4.2)     | (2.7)    |          |                                     |
| Finance costs                                | \$m | (15.4)    | (9.0)     | (6.4)    |          | Funds from Operations               |
| Management and other administrative expenses | \$m | (1.1)     | (1.3)     | 0.2      | <b>,</b> | (FFO) per unit in line with         |
| Total expenses                               | \$m | (47.0)    | (31.5)    | (15.5)   |          | FY19 guidance                       |
| Funds from operations (FFO)                  | \$m | 61.2      | 44.1      | 17.1     |          |                                     |
| Weighted average securities on issue         | m   | 327.7     | 227.6     | 100.0    |          | Distributions per unit              |
| Funds from operation per unit <sup>1</sup>   | сри | 18.7      | 19.4      | (0.7)    | • (D     | (DPS) in line with FY19             |
| Distributions                                | \$m | 57.6      | 42.7      | 14.8     |          | guidance                            |
| Distribution per unit                        | сри | 17.6      | 18.1      | (0.5)    |          |                                     |

6.3

7.3

94.2

7.4

15.1

93.3

(1.1)

(7.8)

0.9

%

%

interest rates swap valuations

Return on equity was

adversely impacted by

<sup>1.</sup> FFO is the Trust's underlying and recurring earnings from its operations. This is calculated as the statutory net profit adjusted for certain non-cash and other items

<sup>2.</sup> Based on CMA closing price of \$2.80 per security as at 30 June 2019 and \$2.48 per security as at 30 June 2018

<sup>3.</sup> Return on equity calculated as (closing NTA minus opening NTA plus distributions) divided by opening NTA

### New facilities and hedging maintain solid debt profile

- All debt has been refinanced during the half to 30 June 2019
- The number of lenders has increased from two to four (all major Australian banks)
- Weighted average debt maturity has been further staggered and extended from 2.9 years to 4.0 years, whilst maintaining competitive debt costs
- Significant covenant headroom ICR 4.1x and LVR 35.6% (covenant 50%)
- Interest rate swaps reflect 58.2% of drawn debt, providing opportunity to benefit from falling interest rates



| KEY DEBT METRICS                 |       | FY19  | FY18  |
|----------------------------------|-------|-------|-------|
| Facility limit                   | \$m   | 555.0 | 320.0 |
| Drawn amount                     | \$m   | 498.5 | 267.6 |
| Undrawn capacity                 | \$m   | 56.5  | 52.4  |
| Weighted average debt expiry     | yrs   | 4.0   | 2.5   |
| Proportion hedged                | %     | 58.2  | 59.8  |
| Weighted average hedge maturity  | Years | 2.9   | 2.5   |
| All in cost of debt <sup>1</sup> | %     | 3.2   | 3.6   |
| Gearing <sup>2</sup>             | %     | 34.2  | 28.3  |
| Interest cover ratio             | Times | 4.1   | 6.1   |
| Loan to value ratio              | %     | 35.6  | 30.7  |



\$56.5m
Current facility headroom

34.2% Gearing<sup>2</sup>

**58.2%**Hedging

<sup>1.</sup> Floating rate, plus all-in margins (base and line fees)

<sup>2.</sup> Gearing is defined as total borrowings less cash divided by total assets less cash and goodwill



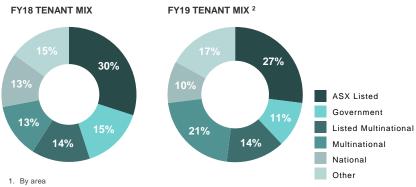
SECTION THREE

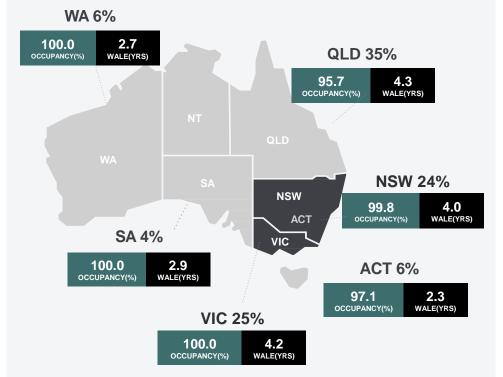
## Portfolio Overview

ASX:CMA

### High quality office assets located in major office markets across Australia

| PORTFOLIO SNAPSHOT                         |       | FY19    | FY18 <sup>3</sup> |
|--|-------|---------|-------------------|
| Number of assets                           | #     | 20      | 19                |
| Book value                                 | \$m   | 1,400.0 | 930.5             |
| WACR                                       | %     | 6.22    | 6.68              |
| NLA  | sqm   | 218,080 | 184,339           |
| Occupancy <sup>1</sup>                     | %     | 98.4    | 98.9              |
| WALE <sup>2</sup>                          | yrs   | 3.9     | 4.0               |
| Average NABERS<br>Energy rating (by value) | Stars | 4.5     | 5.5               |
| Average building age (by value)            | yrs   | 15.9    | 18.4              |







### **Established portfolio with quality tenants**

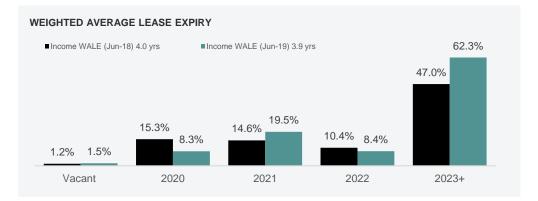
- Over 70% of portfolio income derived from multinational, ASX and government tenants
- High occupancy at 98.4%<sup>1</sup> and WALE of 3.9 years<sup>2</sup>
- Only 8.3% expiries in FY20, with 62.3% of lease expiries occurring at or beyond FY23
- High level of tenant diversification, no single tenant represents over 6% of the portfolio

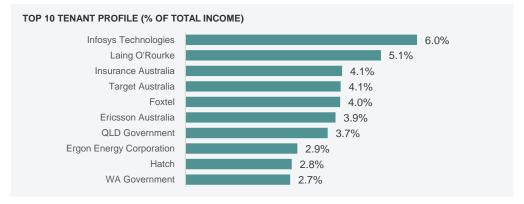
10.0% Portfolio NLA leased in FY193

21,758sqm Portfolio NLA leased in FY193

5,463sqm 18 new leases in FY193 16,295sgm

13 renewals in FY193





<sup>1.</sup> By area

<sup>2.</sup> By gross income

<sup>3.</sup> Includes leases agreed

## Strong investment demand and rental growth driving valuation increases across the portfolio

- Overall like-for-like revaluation gain of \$45.2m in FY19¹
- WACR reduced by 46bps YoY to 6.22%
- Market rental income growth driving the largest valuation gain at 9 Help Street, Chatswood
- Renewal of QLD
   Government across
   4,282sqm contributed to
   valuation increase at
   154 Melbourne Street,
   South Brisbane

|               | BOOK VALUE |                   |          |       |       |                   |      |
|---------------|------------|-------------------|----------|-------|-------|-------------------|------|
|               | FY19       | FY18 <sup>1</sup> | Increase | %     | FY19  | FY18 <sup>1</sup> | BPS  |
| NSW           | 287.5      | 252.6             | 34.9     | 13.8% | 5.97% | 6.42%             | (45) |
| QLD           | 245.0      | 244.3             | 0.8      | 0.3%  | 6.70% | 6.77%             | (7)  |
| ACT           | 83.3       | 84.4              | (1.2)    | -1.4% | 7.13% | 7.12%             | -    |
| SA            | 53.1       | 52.3              | 0.9      | 1.6%  | 7.58% | 7.68%             | (10) |
| VIC           | 132.3      | 121.7             | 10.6     | 8.7%  | 5.68% | 6.11%             | (42) |
| WA            | 89.8       | 90.5              | (0.8)    | -0.8% | 7.40% | 7.50%             | (10) |
| Total         | 890.9      | 845.7             | 45.2     | 5.3%  | 6.48% | 6.74%             | (26) |
| Like for like | 890.9      | 845.7             | 45.2     | 5.3%  | 6.48% | 6.74%             | (26) |
| Acquisition   | 509.1      | -                 | 509.1    | n.a   | 5.77% | n.a               | n.a  |
| Disposal      | -          | 84.8              | (84.8)   | n.a   | n.a   | 5.95%             | n.a  |
| Excluded      | -          | -                 | -        | n.a   | n.a   | n.a               | n.a  |
| Total         | 1,400.0    | 930.5             | 469.5    | 50.5% | 6.22% | 6.68%             | (46) |

| PROPERTY                | SUBURB         | STATE | CAP<br>RATE<br>CHG | VALUATION<br>(FY19) | VALUATION<br>(FY18) | VALUE (%) | COMMENT   |
|-------------------------|----------------|-------|--------------------|---------------------|---------------------|-----------|---|
| 9 Help Street           | Chatswood      | NSW   | (25.0)             | 84.0                | 76.5                | 9.8       | Increase the result of a 25bps compression in cap rate and an increase in market rentals of ~\$50/sqm average across the building.        |
| 154 Melbourne Street    | South Brisbane | QLD   | (25.0)             | 83.5                | 78.0                | 7.1       | Increase the result of a 25bps compression in cap rate and an increase in market rent of ~\$35/sqm average across the entire building.    |
| 201 Pacific Highway     | St Leonards    | NSW   | (25.0)             | 101.5               | 95.0                | 6.8       | Increase the result of a 25bps compression in cap rate and an increase in market rentals of ~\$15/sqm average across the entire building. |
| 131-139 Grenfell Street | Adelaide       | SA    | (25.0)             | 17.0                | 18.8                | (9.3)     | Decrease the result of a pending lease expiry of the full building tenant in November 2019.   |



**SECTION FOUR** 

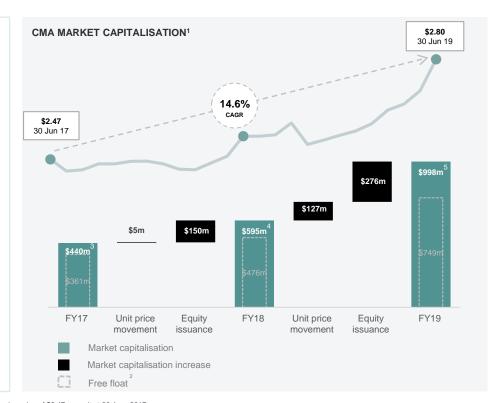
## Guidance & Strategy

ASX:CMA



### Increasing investor relevance and scale

- \$276m equity raised in FY19 to support select acquisitions and improve the quality of the portfolio
  - ✓ Pro-forma gearing reduced to <35.0% upon the sale of CMA's remaining industrial assets
  - ✓ FY19 earnings delivered inline with guidance
  - ✓ Earnings growth into FY20
- Criteria for ASX200 inclusion
  - Free float adjusted market capitalisation
  - Investable weight factor (IWF)
  - Relative liquidity
- Unit price appreciation further signalling strong demand for quality Australian office REIT exposure
  - ✓ CMA is Australia's largest domestic pure-play Office REIT



<sup>1.</sup> Source: Moelis Australia

<sup>2.</sup> Co-investment ownership percentage includes the ownership by associates of Centuria Capital Group

Based on CMA closing price of \$2.47 per unit at 30 June 2017

Based on CMA closing price of \$2.45 per unit at 30 June 2018

<sup>5.</sup> Based on CMA closing price of \$2.80 per unit at 30 June 2019

### **Delivered on FY19 priorities**

CMA is now positioned as Australia's largest pure play office REIT

- A \$1.4bn portfolio of high quality office assets situated in major office markets across Australia
- Well located office assets, average building size ~11,000sqm and building age by value under 16 years
- Diversified tenant profile with over 70% of portfolio income derived from multinational, ASX and government tenants
- Active management with leases agreed across 10% of portfolio NLA. High occupancy of 98.4%<sup>1</sup>, WALE of 3.9<sup>2</sup> years and continued focus on executing forward lease expiries
- All debt has been refinanced, with an increased weighted average tenor, expanded number of lenders and reduced cost of debt

Market capitalisation<sup>3</sup> \$1.0bn

3 month average daily liquidity<sup>4</sup> \$1.7m

<sup>1.</sup> By area

<sup>2</sup> By gross income

<sup>3.</sup> Based on CMA closing price of \$2.83 on 31 July 2019



### Strategic vision and objectives

**Vision** 

Continuing to build Australia's leading pure play office REIT

A clear and simple strategy

Focused on generating sustainable and quality income streams and executing initiatives to create value across a portfolio of quality Australian office assets

CMA is

Australia's largest domestic pure play office REIT

Overseen by an active management team with deep real estate expertise

Prudently managing its balance sheet to position for further growth

Strongly supported by Centuria Group

Key objectives

|   | Portiono Construction           |
|---|---------------------------------|
| Α | portfolio of quality Australian |
|   | office assets diversified       |
|   | by geography, tenants           |
|   | and lease expiry                |

Partfalia Construction

Primarily focused on maintaining occupancy and extending portfolio WALE

**Active Management** 

A robust and diversified capital structure, with appropriate gearing

**Capital Management** 

Continue to enhance the portfolio and upgrade asset quality

**Unlock opportunities** 

to create further value

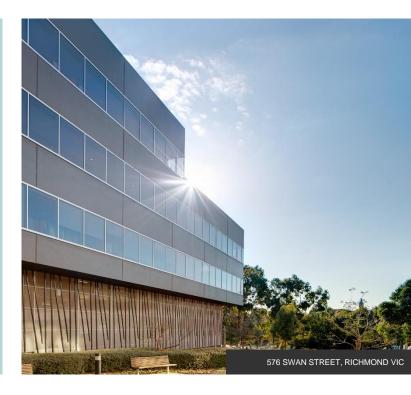
STRATEGY & GUIDANCE Centuria

### **FY20 Guidance**

### Commencing FY20 in a strong position

**GUIDANCE** 

- FY20 funds from operations<sup>1</sup> guidance of 19.0 cents per unit (cpu)
- FY20 distribution guidance of 17.8cpu
- Budgeted divestment of 483-517 Kingsford Smith Drive, Hamilton, QLD subject to favourable market conditions
- FY20 distributions to be paid in equal quarterly installments
- FY20 forecast distribution yield of 6.4%<sup>2</sup> p.a.



<sup>1.</sup> FFO is the Trust's underlying and recurring earnings from its operations. This is calculated as the statutory net profit adjusted for certain non-cash and other items



### SECTION FIVE

## Appendices

Appendix A – Market Research

Appendix B – Income Statement

Appendix C – FFO Reconciliation

Appendix D – Balance Sheet and NTA Movement

Appendix E – Key Vacancies and Upcoming Expiries

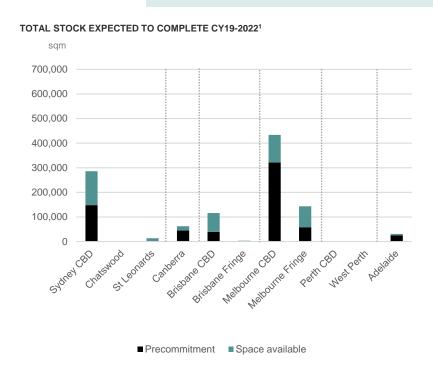
Appendix F – 1H19 Acquisitions Profiles

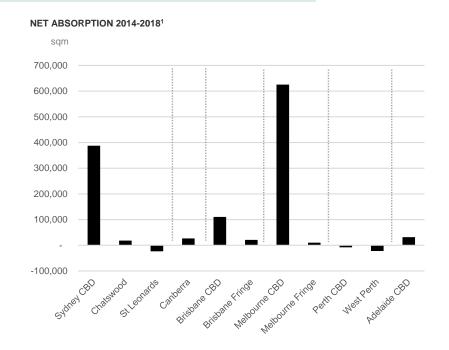
Appendix G – Investment Portfolio



### **Market indicators**

### Limited space availability from new supply in metropolitan markets







### **Market indicators**

### Prime space continues to attract tenants & metropolitan rents remain compelling

| VACANCY RATES 30 JUNE 191 | TOTAL | 30 JUNE 18 |
|---------------------------|-------|------------|
| Sydney CBD                | 4.1%  | 4.5%       |
| Chatswood                 | 5.6%  | 9.6%       |
| St Leonards               | 8.0%  | 11.7%      |
| Canberra                  | 11.0% | 13.4%      |
| Brisbane CBD              | 11.0% | 14.4%      |
| Brisbane Fringe           | 14.7% | 16.0%      |
| Melbourne CBD             | 3.8%  | 4.6%       |
| Melbourne Fringe          | 6.5%  | 6.8%       |
| Perth CBD                 | 20.4% | 20.9%      |
| West Perth                | 20.4% | 18.5%      |
| Adelaide CBD              | 14.0% | 15.1%      |

| PRIME RENTS 30 JUNE 191 | NET EFFECTIVE | Change from<br>30 JUNE 18 |
|-------------------------|---------------|---------------------------|
| Sydney CBD              | \$835         | 3.4%                      |
| Chatswood               | \$422         | 17.6%                     |
| St Leonards             | \$452         | 20.7%                     |
| Canberra                | \$252         | 0.2%                      |
| Brisbane CBD            | \$275         | 4.6%                      |
| Brisbane Fringe         | \$201         | 9.3%                      |
| Melbourne CBD           | \$386         | 2.7%                      |
| Melbourne Fringe        | \$335         | 4.0%                      |
| Perth CBD               | \$272         | 1.3%                      |
| West Perth              | \$199         | 1.9%                      |
| Adelaide CBD            | \$176         | 6.5%                      |

**APENDIX B** 

### Centuria

### **Income statement**

| \$'000   | 30-Jun-19 | 30-Jun-18 |
|--|-----------|-----------|
| Gross property income  | 107,850   | 75,465    |
| Interest income  | 334       | 195       |
| Total revenue  | 108,184   | 75,660    |
| Direct property expenses   | (23,543)  | (17,007)  |
| Responsible entity fees  | (6,867)   | (4,192)   |
| Finance costs  | (15,428)  | (9,010)   |
| Management and other administrative expenses   | (1,142)   | (1,313)   |
| Total expenses   | (46,980)  | (31,522)  |
| Funds from operations <sup>1</sup>   | 61,204    | 44,138    |
| Net (gain) on fair value of investment properties  | 7,143     | 41,957    |
| Loss/(gain) on fair value of derivative financial instruments                                  | (6,752)   | (646)     |
| Straight-lining of rental income and amortisation of leasing commissions and tenant incentives | (938)     | 81        |
| Business combination transaction costs   | (403)     | (448)     |
| One off refinancing break costs  | (6,682)   | -         |
| Statutory net profit   | 53,572    | 85,082    |

<sup>1.</sup> FFO is the Trust's underlying and recurring earnings from its operations. This is calculated as the statutory net profit adjusted for certain non-cash and other items

### Centuria

### **FFO Reconciliation**

| \$'000   | 30-Jun-19 | 30-Jun-18 |
|--|-----------|-----------|
| Statutory net profit   | 53,572    | 85,082    |
| Net (gain) on fair value of investment properties  | (7,143)   | (41,957)  |
| Loss/(gain) on fair value of derivative financial instruments                                  | 6,752     | 646       |
| Straight-lining of rental income and amortisation of leasing commissions and tenant incentives | 938       | (81)      |
| Transaction costs  | 403       | 448       |
| One off refinancing costs  | 6,682     | -         |
| Funds from operations <sup>1</sup>   | 61,204    | 44,138    |
| Distribution   | 57,568    | 42,740    |
| FFO per unit (cents)   | 18.7      | 19.4      |
| Distribution per unit (cents)  | 17.6      | 18.1      |
| Annualised FFO yield <sup>2</sup>  | 6.7%      | 7.9%      |
| Annualised Distribution Yield <sup>2</sup>   | 6.3%      | 7.4%      |

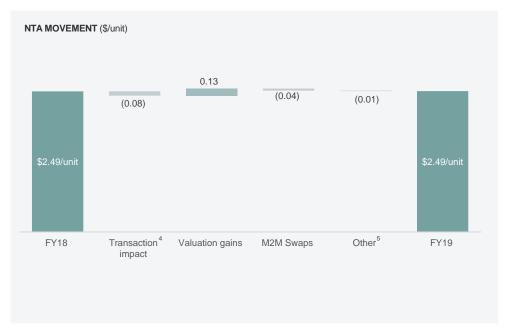
<sup>1.</sup> FFO is the Trust's underlying and recurring earnings from its operations. This is calculated as the statutory net profit adjusted for certain non-cash and other items

<sup>2.</sup> Based on the CMA closing price of \$2.80 per security on 30 June 2019 (\$2.45 per security on 30 June 2018)



### **Balance sheet and NTA movement**

| \$'000                                    | 30-Jun-19 | 30-Jun-18 |
|---|-----------|-----------|
| Cash                                      | 17,546    | 18,978    |
| Investment properties                     | 1,399,975 | 872,300   |
| Goodwill                                  | 6,356     | 6,356     |
| Trade and other receivables               | 4,080     | 1,325     |
| Other assets                              | 1,464     | 3,852     |
| Total assets                              | 1,429,421 | 902,811   |
| Interest bearing liabilities <sup>1</sup> | 497,222   | 265,961   |
| Trade and other liabilities <sup>2</sup>  | 30,451    | 25,950    |
| Derivative financial instruments          | 7,180     | 428       |
| Total liabilities                         | 534,853   | 292,339   |
| Net assets                                | 894,568   | 610,472   |
| Securities on issue (thousands)           | 356,291   | 242,792   |
| Net tangible assets per unit (\$)         | 2.49      | 2.49      |
| Gearing (%) <sup>3</sup>                  | 34.2%     | 28.3%     |



- 1. Drawn debt net of borrowing costs
- 2. Includes \$15.5m distributions payable
- 3. Gearing is defined as interest bearing liabilities less cash divided by total assets less cash and goodwill

- 4. Transaction impacts include the both transaction costs and the impact of additional shares
- 5. Other includes movement in cash, payables and receivables



### **Key vacancies and upcoming expiries**

| PROPERTY                                    | NLA<br>(SQM) | PORTFOLIO<br>AREA % | COMMENTS   |
|---|--------------|---------------------|--|
| 555 Coronation Drive,<br>Brisbane QLD       | 2,190        | 1.00%               | First floor (1,963 sqm), plus an additional ground floor suite (227 sqm)             |
| 483 Kingsford Smith Drive,<br>Hamilton QLD  | 557          | 0.26%               | Two retail tenancies,<br>plus a first floor tenancy in the<br>CRB building (310 sqm) |
| 60 Marcus Clarke,<br>Canberra ACT           | 509          | 0.23%               | Three part-floor suites  |
| 201/203 Pacific Highway,<br>St Leonards NSW | 89           | 0.06%               | Three retail tenancies   |
| Total                                       | 3,393        | 1.6%                |  |

| UPCOMING EXPIRIES ACROSS VARIOUS PROPERTIES | FY2020 |
|---|--------|
| 131-139 Grenfell Street, Adelaide SA        | 4,052  |
| 203 Pacific Highway, St Leonards NSW        | 3,528  |
| 60 Marcus Clarke, Canberra ACT              | 2,090  |
| 100 Brookes St, Fortitude Valley QLD        | 1,793  |
| 555 Coronation Drive, Brisbane QLD          | 1,091  |
| 54 Marcus Clarke, Canberra ACT              | 904    |
| 825 Ann St, Fortitude Valley QLD            | 576    |
| 201 Pacific Highway, St Leonards NSW        | 399    |
| 465 Victoria Ave, Chatswood NSW             | 351    |
| 818 Bourke St, Docklands VIC                | 323    |
| 9 Help Street, Chatswood NSW                | 219    |
| 483 Kingsford Smith Drive, Hamilton QLD     | 154    |
| 154 Melbourne Street, South Brisbane QLD    | 129    |
| Total                                       | 15,609 |
| % of total NLA                              | 7.2%   |

APPENDIX G Centuria

### Investment portfolio

|                                      | STATE | OWNERSHIP | BOOK VALUE | CAPITALISATION RATE | AREA    |        | WALE                     | OCCUPANCY               |
|--------------------------------------|-------|-----------|------------|---------------------|---------|--------|--------------------------|-------------------------|
| PROPERTY                             |       | (%)       | \$M        | (%)                 | SQM     | \$/SQM | (BY INCOME) <sup>1</sup> | (% OF NLA) <sup>2</sup> |
| 201 Pacific Highway, St Leonards     | NSW   | 50        | \$101.5m   | 5.75%               | 16,489  | 6,156  | 4.0                      | 99.5%                   |
| 9 Help Street, Chatswood             | NSW   | 100       | \$84.0m    | 5.75%               | 9,395   | 8,941  | 2.6                      | 100.0%                  |
| 203 Pacific Highway, St Leonards     | NSW   | 50        | \$65.8m    | 5.88%               | 11,734  | 5,603  | 4.3                      | 99.6%                   |
| 465 Victoria Ave, Chatswood          | NSW   | 25        | \$41.6m    | 5.75%               | 15,664  | 2,657  | 4.4                      | 100.0%                  |
| 77 Market St, Wollongong             | NSW   | 100       | \$36.2m    | 7.25%               | 6,755   | 5,359  | 6.0                      | 100.0%                  |
| 60 Marcus Clarke, Canberra           | ACT   | 100       | \$62.0m    | 7.00%               | 12,098  | 5,125  | 2.0                      | 95.8%                   |
| 54 Marcus Clarke, Canberra           | ACT   | 100       | \$21.3m    | 7.50%               | 5,157   | 4,120  | 3.2                      | 100.0%                  |
| 825 Ann St, Fortitude Valley         | QLD   | 100       | \$164.0m   | 6.25%               | 19,155  | 8,562  | 4.2                      | 100.0%                  |
| 154 Melbourne Street, South Brisbane | QLD   | 100       | \$83.5m    | 6.50%               | 11,283  | 7,401  | 3.9                      | 100.0%                  |
| 100 Brookes St, Fortitude Valley     | QLD   | 100       | \$79.5m    | 6.25%               | 9,519   | 8,352  | 3.7                      | 100.0%                  |
| 483 Kingsford Smith Drive, Hamilton  | QLD   | 100       | \$78.5m    | 6.25%               | 9,239   | 8,497  | 5.9                      | 94.0%                   |
| 35 Robina Town Centre Drive, Robina  | QLD   | 100       | \$54.0m    | 7.25%               | 9,814   | 5,502  | 4.3                      | 100.0%                  |
| 555 Coronation Drive, Brisbane       | QLD   | 100       | \$29.0m    | 7.75%               | 5,567   | 5,209  | 3.2                      | 60.7%                   |
| 818 Bourke St, Docklands             | VIC   | 100       | \$224.0m   | 5.25%               | 23,271  | 9,626  | 3.2                      | 100.0%                  |
| 576 Swan Street, Richmond            | VIC   | 100       | \$68.0m    | 5.50%               | 8,331   | 8,162  | 2.7                      | 100.0%                  |
| 2 Kendall Street, Melbourne          | VIC   | 100       | \$64.3m    | 5.88%               | 12,961  | 4,961  | 9.4                      | 100.0%                  |
| 1 Richmond Road, Keswick             | SA    | 100       | \$36.1m    | 7.50%               | 8,087   | 4,464  | 4.0                      | 100.0%                  |
| 131-139 Grenfell Street, Adelaide    | SA    | 100       | \$17.0m    | 7.75%               | 4,052   | 4,196  | 0.4                      | 100.0%                  |
| 144 Stirling Street, Perth           | WA    | 100       | \$54.5m    | 7.50%               | 11,042  | 4,936  | 2.0                      | 100.0%                  |
| 42-46 Colin Street, West Perth       | WA    | 100       | \$35.3m    | 7.25%               | 8,467   | 4,163  | 3.8                      | 100.0%                  |
| Total / Average                      |       |           | \$1,400.0m | 6.22%               | 218,080 | 6,420  | 3.9                      | 98.4%                   |

<sup>1.</sup> By gross income (equity share)

<sup>2.</sup> By area (100%)

### Centuria

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The Directors consider that distributable earnings reflect the core earnings of the Trust.

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