27 FEBRUARY 2025 | ASX: CNI

# Centuria Capital Group

**HY25 Results** 



# Centuria

# **Speakers**



John McBain

Joint CEO – Centuria Capital Group



Jason Huljich

Joint CEO – Centuria Capital Group



Simon Holt
CFO – Centuria Capital Group

#### **Acknowledgement of Country**

Our Group manages property throughout Australia and New Zealand. Accordingly, Centuria pays its respects to the traditional owners of the land in each country, to their unique cultures and to their Elders past and present.

# **AGENDA**

- 1. Group overview
- 2. Divisional overview
- 3. Financial results
- 4. Appendices





# Group overview

**SECTION ONE** 

Centuria

# Centuria Capital Group: A leading Australasian ASX 200 funds manager



Note: Assets under management (AUM) as at 31 December 2024. All figures above are in Australian dollars (currency exchange ratio of AU\$1.000:NZ\$1.1045 as at 31 December 2024). Numbers presented may not add up precisely to the totals provided due to rounding.

Tech infrastructure

- 1. AUM includes assets exchanged to be settled, cash and other assets and the impact of revaluations during the period.
- 2. Percentage of total real estate AUM.

ResetData

3. Australia's first sovereign, public Artificial Intelligence Factory 'AI-F1' has a 1.5MW (building load) and 1.1MW IT load (capacity) with completion expected in Q4 FY25.

1.1 MW<sup>3</sup>

## **HY25** highlights

\$20.5bn

Group AUM (HY24: \$21.1bn)

\$2.2bn

Group development pipeline<sup>2</sup>

\$2.3bn

Centuria Bass Real estate finance AUM (FY24: \$1.9bn) \$1.9bn

Total transaction activity<sup>1</sup>

\$0.4bn

Unlisted capital raised

- \$0.3bn gross inflows
- \$0.1bn institutional capital

14.5%

Group operating gearing<sup>3</sup> (FY24: 12.1%)

# HY25 earnings and distributions

- OEPS 6.2cps (+1.6% over HY24)
- DPS 5.2cps (+4% over HY24)

#### ResetData

- · Purchased 50% interest
- Australia's first sovereign public Al Factory and Al Marketplace
- Nvidia Cloud Partner status
- Dell Titanium Partner status

Note: Assets under management (AUM) as at 31 December 2024. All figures above are in Australian dollars (currency exchange ratio of AU\$1.000:NZ\$1.1045 as at 31 December 2024). Numbers presented may not add up precisely to the totals provided due to rounding.

- 1. Includes \$66 million of acquisitions exchanged and settled in HY25, \$490 million of real estate finance transactions, \$1,081 million of real estate divestments, \$225 million of real estate finance repayments.
- 2. Development projects and development capex pipeline, including fund throughs. Est. gross value on completion committed development pipeline \$0.5 billion, future pipeline \$1.7 billion.
- 3. Gearing ratio is calculated based on (operating borrowings less operating cash) divided by (operating total assets less operating cash).

# Centuria's innovative entry into data centres

Complementary and highly scalable real estate-based opportunity







# Early mover entry to Edge Data Centre opportunity

- Completed acquisition of 50% interest in ResetData (August 2024).
- Integrated staff, completed onboarding of systems and processes.
- Edge Data Centres/Al factories to boost rent roll/valuation where installed in Centuria assets
- ResetData business to be accretive to CNI earnings from FY26

# Secured prestigious partnerships

- NVIDIA Cloud Partner status.
- Dell Technologies Titanium Partner status.

# Australia's first sovereign Al factory and Al marketplace

#### **Artificial Intelligence Factory (AI-F1)**

- Located in Melbourne's CBD, the supercomputer's target completion is Q4 FY25.
- ResetData AI factories will feature high-density NVIDIA H200 GPU clusters and Liquid Cooling.
- New Artificial Intelligence (AI), Machine Learning (ML) and Large Language Model (LLM) capabilities on-shore and on-demand.

#### Al Marketplace

 Offering live NVIDIA-certified AI models for immediate deployment.

## **CNI ESG highlights**

#### Climate change

- FY24 voluntary climate-related disclosures published.
- Targeting zero scope 2 emissions by 2035 for Centuria, and 2028 for CIP and COF<sup>1</sup>.
   c. 9,600 kW solar across CNI, CIP and COF<sup>2</sup>.
- Targeting the elimination of gas and diesel in operations (scope 1) for Centuria and COF where practicable by 2035<sup>3</sup>.

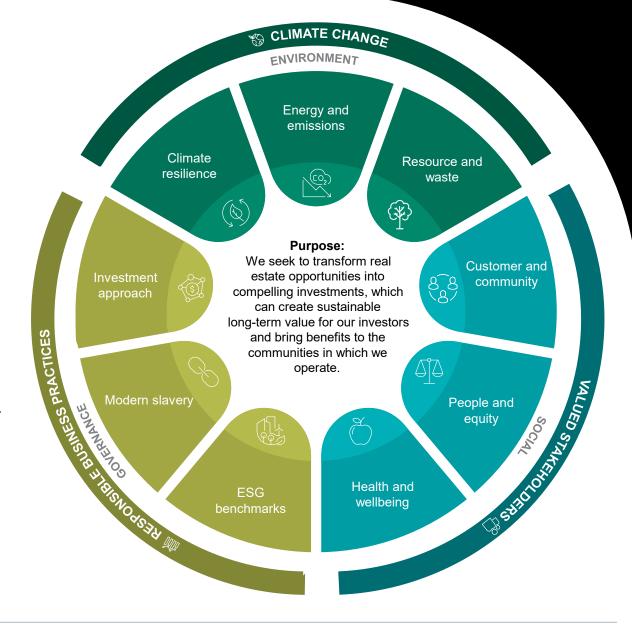
Continued electrification across c. 50,000 sqm of COF net lettable area (two assets).

#### Valued stakeholders

- Raised c.\$185,000 at the annual Centuria trivia fund raising evening for St Lucy's school.
- 89% of surveyed employees recommend Centuria as a great place to work.
- 50% female representation on CNI Board including Chair (43% FY24) and 45% female staff.
- · Two Good Co. products installed across 23 assets.

#### Responsible business practices

- · Centuria's revised Sustainability Framework launched.
- FY24 Centuria Sustainability Report released.
- 717 courses completed by Centuria staff across compliance competencies, risk and safety.



- Centuria, CIP and COF will account for zero Scope 2 emissions by being powered by the equivalent of 100% renewable electricity through a combination of on-site solar and large-scale generation certificate deals which match our consumption.
- Approximately 9,600 kW of solar installed to date across assets from CIP, COF and Unlisted funds. This number excludes solar installed by our tenants and divestments in FY25 which had onsite solar.
- Centuria and COF will focus on eliminating gas and diesel where practicable, from equipment owned and operated by the Group. Gas and diesel equipment owned and operated by our tenants is excluded from Centuria's sustainability target.
- 4. CIP are a supporting partner of Healthy Heads

#### Memberships





Supporting partner<sup>4</sup>







#### **Industry participation**



Participated in the pilot of the NABERS energy rating tool for retail stores and shopping centres co-assess.

# **Strategic Position**

Real Estate markets have reached inflection point – highly positive for scaling Centuria verticals



#### Inflection point

- Australian commercial real estate markets at inflection point.
- Coinciding with recent RBA 25bps cash rate reduction, with market anticipating further easing of monetary policy.



#### Office fundamentals

Improvement resulting from:

- · Momentum towards return to office.
- Limited forward supply with replacement costs near double valuations.
- Population growth trajectory supports further office take-up.



#### **Returns**

- Improved real estate returns relative to fixed interest returns mark the return of unlisted trust activity.
- This is a high profit/core competency area for Centuria, and activity will now build rapidly over FY25/26.



#### **Equity capital markets**

- FY25 real estate valuation cycle and equity capital market conditions highly conducive to recovery in REIT sector.
- Positive benefits to Centuria vehicles CIP/COF and to support new Centuria REIT vehicles.



#### **Alternatives**

- Centuria Capital has utilised post-covid period to further diversify earnings base in highly scalable alternative sectors.
- Alternatives now \$4.9bn or 24% of Group AUM.



#### **Centuria Bass Credit**

Centuria Bass Credit earnings contribution shows significant scale-up:

- FY21<sup>1</sup> EBIT \$0.4 million.
- FY252 forecast c.\$24 million.

<sup>1.</sup> Reflects Centuria's 50% interest announced in April 2021.

# **Strategic outlook**

Strong growth projected across traditional sectors and alternatives together with new vehicle launches

1

#### **Scaling up Real Estate**

- Traditional unlisted securitisation markets re-opening in Australia + NZ. Increasing spreads to term deposits will see improved volumes.
- Sector specific REIT IPOs in advanced planning stages.

2

#### Centuria Bass Credit "CBC"

- Existing wholesale strategy has proven extremely effective with Centuria investors (\$2.3 billion book), continued ramp up expected.
- Centuria Bass UBS warehouse facility grew to \$285 million in HY25.
- Additional institutional support for warehouse facilities by FY25 end.



#### ResetData

- Centuria nearing completion of first
   1.1MW sovereign AI Factory / supercomputer (AI-F1)<sup>1</sup> in COF asset.
- High ongoing demand for AI inferencing compute power underscores Centuria's planned roll out of its highly scalable AI Factory pipeline.
- Status as Nvidia's only Australian sovereign Cloud Partner and a Dell Technologies Titanium Partner.
- Accordingly, ResetData in unique position regarding access to latest and best of breed GPU processing technology and OEM status regarding liquid cooling hardware solutions.

# HY25 activity – scale up for 2H25 and beyond

Strong investment in high growth alternatives over FY23/FY24 to diversify and accelerate earnings FY25 and beyond

## **HY25 Group** activity

- \$1.9 billion total transaction activity<sup>1</sup>.
- Agriculture vertical to \$0.7 billion AUM (Centuria Agriculture Fund to \$460 million).
- \$0.4 billion of gross equity raised from unlisted and institutional investors.

#### Real estate equity

- Lower term deposit trajectory has re-activated high margin unlisted fund business in Australia and New Zealand.
- Experiencing greater deal flow and higher deal size Logan Super Centre Fund (\$115 million) and Shands Rd (NZ \$90 million – oversubscribed).
- Advanced planning for establishment of two sector specific REITs over FY26<sup>2</sup>.

#### Real estate credit

- Centuria Bass real estate finance vertical to \$2.3 billion AUM (+21% over FY24).
- Establishment of Centuria Bass listed credit fund in advanced planning stages 1H26<sup>2</sup>.
- Licensed to offer retail credit products canvassing distribution network regarding execution of timing.
- On track for >20% EBIT growth in FY25, targeting continued strong growth in FY26.

#### ResetData

- Launch of sovereign, public Al Factory (designated Al-F1) an Australian first.
- Transforms underutilised office space in Centuria portfolio into Australia's first publicly accessible Al supercomputer.
- Ramping demand for AI inferencing compute capacity in Australia underpins planned roll-out for further AI factories.
- Considered Centuria's most highly scalable business unit with 10 sites under consideration for pipeline.
- · Centuria is the only real estate manager in Australia that has leveraged this unique AI technology in combination with a real estate solution.

<sup>1.</sup> Includes \$66 million of real estate divestments, \$225 million of real estate finance repayments.

<sup>2.</sup> Subject to equity capital markets being open/suitable for IPO vehicles.

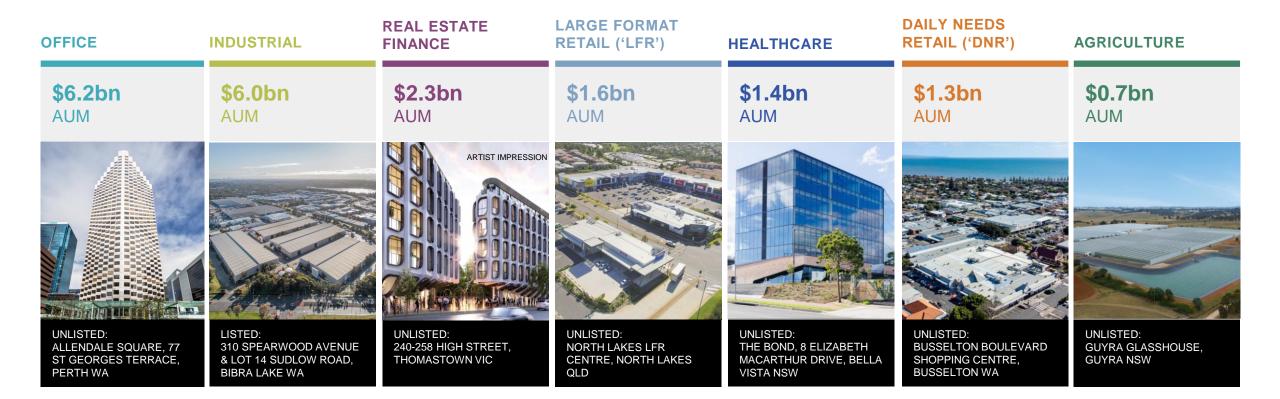


# Divisional overview

**SECTION TWO** 

Centuria

# \$19.6 billion diversified real estate platform<sup>1,2</sup>



Note: Assets under management (AUM) as at 31 December 2024. All figures above are in Australian dollars (currency exchange ratio of AU\$1.000:NZ\$1.1045 as at 31 December 2024). Numbers presented may not add up precisely to the totals provided due to rounding

<sup>1.</sup> AUM includes assets exchanged to be settled, cash and other assets and the impact of revaluations during the period

<sup>2.</sup> Platform AUM total of \$19.6bn includes Other AUM of \$0.1bn

# Office platform

\$6.2bn

AUM (33% listed, 67% unlisted)

# <\$100m

Avg. asset size aids exposure to a wider transaction pool

6.75%

**WACR** 

90.5%

Occupancy

**4.1yrs** 

WALE

Note: Aggregated across funds managed by Centuria and not representative of any single fund or property.

1. Hypothetical feasibility for an A-Grade office development in metro Sydney, assuming no change to underlying land cost



# **62,000sqm+** HY25 lease terms agreed



Estimated A-Grade replacement costs<sup>1</sup> of \$15,127/sqm are double COF's 31 Dec 2024 valuations of \$6,858/sqm



\$332m HY25 total transaction activity



Elevated development costs, no new supply currently forecast for Australian metro office markets from 2027 onwards



Delivery of one of Australia's first enterprise AI inferencing and ultra-high density liquid cooled data centres in Melbourne's CBD



Edge data centres fit within existing office floorplates while generating significantly higher rental income compared to typical office occupants



# **Industrial platform**

\$6.0bn

AUM (65% listed, 35% unlisted)

# <\$40m

Avg. asset size aids exposure to a wider transaction pool

5.96%

**WACR** 

97.3%

Occupancy

6.6yrs

WALE

Note: Aggregated across funds managed by Centuria and not representative of any single fund or property.

 Estimated value on completion. Includes land, development cost and estimated development upside.



## \$1.2bn pipeline<sup>1</sup>

Industrial development pipeline provides access to new generation industrial assets for Centuria funds



### 158,000sqm+

HY25 lease terms agreed



#### 24%

Industrial leases expiring in next two years, strong opportunity to capture rental growth



#### \$210m

HY25 total transaction activity



#### 45%

HY25 avg. re-leasing spreads across Centuria's Australian industrial properties



#### 87%

CIPs' portfolio located in strategic infill markets benefitting from strong rental growth, 90% east coast exposure



# Retail platform

# \$2.9bn

AUM (44% Daily Needs 'DNR' and 56% Large format 'LFR' retail)

# <\$40m

Avg. asset size aids exposure to a wider transaction pool

		DNR	LFR
WACR	%	6.57	6.19
Occupancy	%	96.8	98.8
WALE	yrs	4.2	3.4



#### \$250m+

DNR and LFR single asset unlisted funds launched since FY23 to service growing investor demand



#### 48%

DNR income derived from non-discretionary supermarkets



#### 48%

Avg. site coverage of LFR across Australian platform



#### \$461m

HY25 total transaction activity



#### 67,000sqm+

HY25 DNR and LFR lease terms agreed



#### 15%

HY25 avg. re-leasing spreads across Centuria's Australian LFR properties



# **Growing Centuria Bass**

# Centuria Bass targets >20% EBIT growth in FY25



CNI's 80% interest in Centuria Bass was acquired for \$81 million. (FY25 earnings multiple of ~3.5x)



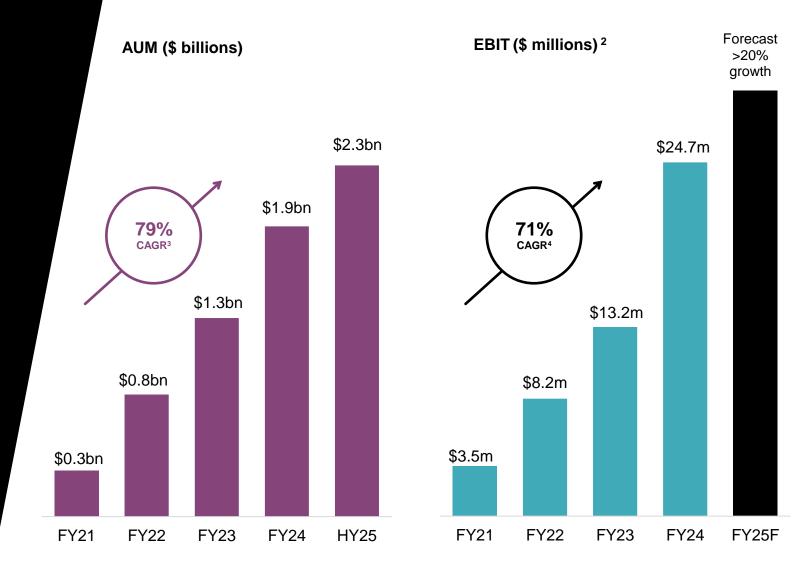
Centuria was an early mover into real estate private credit, acquiring initial 50% in Bass Credit in April 2021. (16% contribution to CNI's HY25 operating EBITDA).



Centuria Bass is scalable and benefits significantly from Centuria's integrated real estate and distribution capabilities.



Centuria Bass aims to create new investment products and secure new capital sources e.g. LIT<sup>1</sup> and retail products.



- 1. Listed Investment Trust. Subject to equity capital markets being open/suitable for IPO vehicles.
- 2. Reflects operating profit before tax on a 100% basis.
- 3. CAGR calculated from 30 June 2021 to 31 December 2024.
- 4. CAGR calculated from 30 June 2021 to 30 June 2024.

# Real estate finance platform

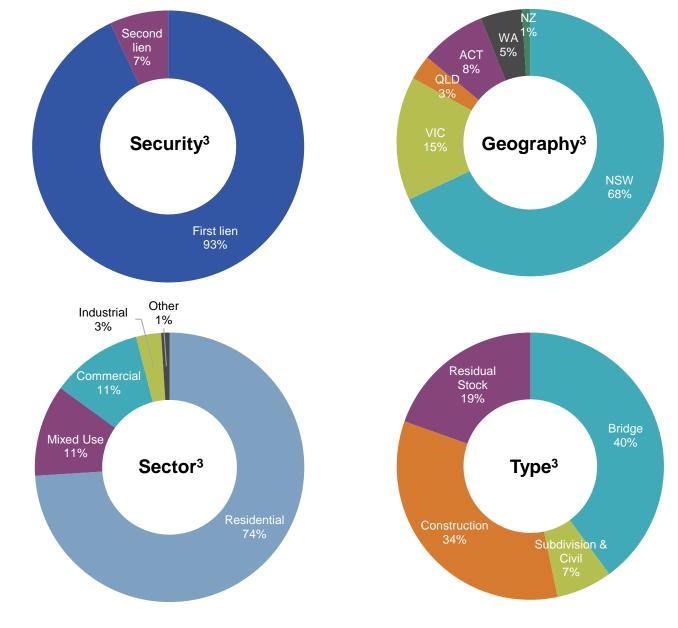
Centuria Bass Credit grows AUM to \$2.3bn.

\$285 million warehouse facility with \$200 million senior secured commitment from UBS.

\$490 million of real estate finance activity and \$225 million of real estate finance repayments in HY25.

66% gross average LVR<sup>1</sup>, 93% of loan book secured by first ranking mortgages<sup>2</sup>.

2 diversified wholesale funds and 160+ originated loans since inception.



- 1. The weighted LVR is a weighted average across all active loans as at 31 December 2024 using the origination LVRs.
- 2. Loans secured by first ranking mortgages is calculated in respect of deployed funds and does not consider cash holdings.
- Not representative of any single fund or active loans and exclude undrawn committed facilities and fund cash not yet deployed as at 31 December 2024.

# **Healthcare platform**

\$1.4bn

**AUM** 

<\$20m

Avg. asset size aids exposure to a wider transaction pool

5.98%

**WACR** 

97.3%

Occupancy

11.9yrs

**WALE** 



#### \$245m<sup>1</sup>

Committed development pipeline provides access to new generation healthcare assets for Centuria funds



#### \$26m

HY25 total transaction activity



#### 42%

Healthcare portfolio aligned to short stay or day hospitals – one of the largest landlords across AU and NZ



#### \$75m

Completion of Kew private hospital as part of the MSREI partnership



#### 67

Healthcare properties and 116 tenants



90%

Net or triple net leases



Note: Aggregated across funds managed by Centuria and not representative of any single fund or property.

# **Agriculture platform**

**\$0.7bn** 

**AUM** 

<\$50m

Avg. asset size aids exposure to a wider transaction pool

6.42%

**WACR** 

93%

Occupancy

13.2yrs

**WALE** 

Note: Aggregated across funds managed by Centuria and not representative of any single fund or property.



**\$460m**Centuria Agriculture Fund (CAF)



**\$22m**Centuria NZ Agriculture Fund



100%
Net or triple net leases



Australia's largest owner of real estate glasshouse infrastructure



14 properties and 13 different irrigated crop types using best practice-controlled environment farming methods



Supporting regional employment, reducing food waste & dependency on finite resources



## **Growth in alternatives** to \$4.9 billion

24%

CNI's Group AUM represented by alternatives

\$0.2bn

Alternative property related AUM added in HY25

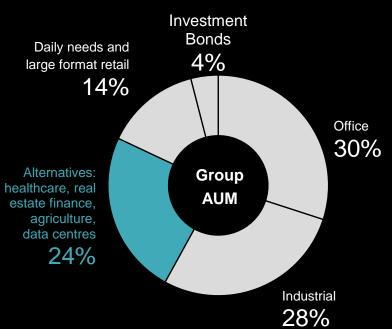


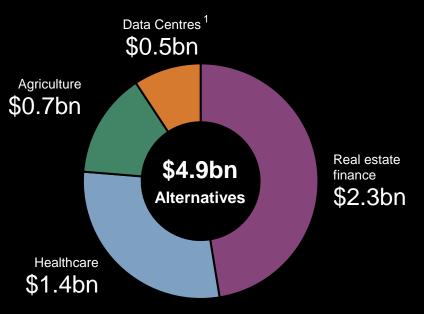
Completed acquisition of 50% interest in ResetData – early mover into liquid immersion cooled (LIC) AI factories



Attracting institutional mandates and partnerships







# **Unlisted property of \$13.7bn**

Servicing 14,000+ unlisted investors

capital

6-7 Funds in the top 10 index1 \$0.1bn New institutional

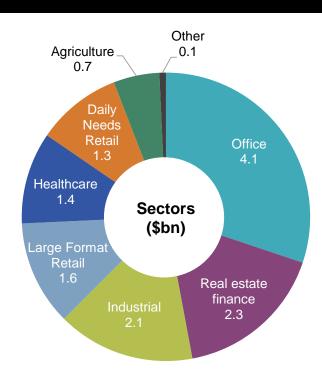
\$0.3bn HY25 unlisted capital raising inflows

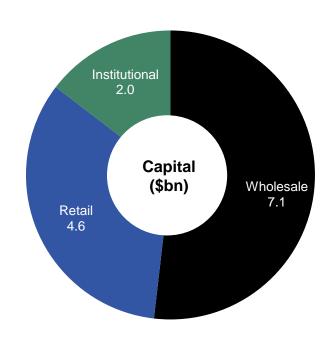
\$3.9m HY25 recognised performance fees

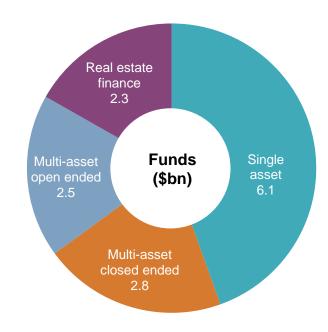
\$97m HY25 Latent underlying performance fees<sup>2</sup>

49% Unlisted AUM with no expiry or expiry review dates at or beyond five years

36% Unlisted AUM with no fund expiry review date







Note: Aggregated across funds managed by Centuria and not representative of any single fund or property.

- Six to seven of Centuria's unlisted funds were included in the Top 10 in The Property Council of Australia/MSCI Australia Unlisted Retail Quarterly Property Fund Index for the last six reporting periods.
- The total amount of latent (unrecognised) future performance fees available to the Group are estimated at \$97m. Unrecognised performance fees are estimated based on current property valuations adopted within each fund and due to inherent uncertainties in relation to the future performance of each property do not qualify for recognition in the current period under Centuria's revenue recognition policy and may not entirely eventuate. Centuria ASX:CNI 22

# **Listed property AUM of \$5.9bn**

CIP and COF – Australia's largest ASX-listed pure play industrial and office REITs



#### **CENTURIA INDUSTRIAL REIT (ASX:CIP)**

Index inclusions: S&P/ASX 200 Index and FTSE EPRA Nareit Global Developed Index

\$3.9bn

**AUM across 87** high quality assets

50% HY25 avg. re-leasing spreads1 **\$1.1bn** 

Development pipeline<sup>2</sup>

97% Occupancy<sup>3</sup>

**7.3yrs** 

33.6%

Gearing<sup>4</sup>

5.83% Weighted average

capitalisation rate

85%

Hedging at 31 Dec 2024 **CENTURIA OFFICE REIT (ASX:COF)** 

Index inclusions: S&P/ASX 300 Index and FTSE EPRA Nareit Global Developed Index

\$1.9bn

AUM across 19 high quality assets 92.2%

Occupancy<sup>3</sup>

6.77% Weighted average

capitalisation rate

223,757<sub>sqm</sub>

c.81% portfolio NLA leased since 2020

\$862m

Refinanced. No debt expiry until FY28

42.9%

Gearing<sup>4</sup>

98% Hedging at 31 Dec 2024

<sup>1.</sup> On a net rent basis compared to prior passing rents.

<sup>2.</sup> Estimated value on completion. Includes land, development cost and estimated development upside.

<sup>3.</sup> By income.

<sup>4.</sup> Gearing is defined as total borrowings less cash divided by total assets less cash.

<sup>5.</sup> Includes ownership by associates of Centuria Capital Group.



# Financial results

**SECTION THREE** 

Centuria

# **Operating earnings and distributions**

		HY25	HY24
Statutory NPAT <sup>1,2</sup>	\$m	14.8	45.2
Statutory EPS <sup>1,2</sup>	cps	1.8	5.6
Operating NPAT <sup>1,3</sup>	\$m	51.1	49.4
Operating EPS <sup>1,4</sup> (OEPS)	cps	6.2	6.1
DPS	cps	5.2	5.0

		FY25 guidance
OEPS	cps	12.0
DPS	cps	10.4

- 1. Attributable to CNI securityholders.
- 2. Includes fair value movements in derivatives and investments.
- Operating NPAT of the Group comprises of the results of all operating segments and excludes non-operating items such as transaction
  costs, fair value movements in derivatives and investments, the results of Benefit Funds, Controlled Property Funds, Centuria Bass
  Credit SPVs, share of equity accounted net profit in excess of distributions received and all other non-operating activities.
- 4. Operating EPS is calculated based on the Operating NPAT of the Group divided by the weighted average number of securities.



## **Segment results**

	Operating profit by segment	HY25 (\$m)	HY24 (\$m)
1	Property funds management <sup>1</sup>	38.2	39.5
1	Performance fees	3.9	4.8
	Co-investment earnings	28.0	26.3
2	Property and development finance	12.0	7.4
	Investment bonds management	1.4	1.8
3	Corporate segment	(9.2)	(8.4)
4	Operating EBITDA	74.3	71.4
	Finance costs <sup>2</sup>	(18.4)	(16.6)
	Depreciation and Amortisation	(1.3)	(0.6)
	Operating profit before tax	54.6	54.2
	Operating tax expense	(4.0)	(4.8)
	Operating loss attributable to non controlling interests	0.5	-
	Operating profit after tax <sup>3</sup>	51.1	49.4
	Operating EPS (cents per stapled security) <sup>4,5</sup>	6.2	6.1

<sup>1.</sup> Includes developments, excludes performance fees.

- 4. Operating EPS is calculated based on the Operating NPAT of the Group divided by the weighted average number of securities.
- 5. Weighted average number of securities at 31 December 2024: 828,358,872 (31 December 2023: 797,325,988).

- Resilient property funds management income and performance fees, despite reduced transactional activity, and valuations.
  - Continued AUM growth, amplified by increase in ownership stake to 80%.
    - Increase reflects the short-term incubation of ResetData. expected to be profitable from FY26.
      - Growth showcases resilience in AUM and the continuing benefits of the Group's diversified funds management platform.

<sup>2.</sup> Excluding reverse mortgages borrowing costs and finance charges on puttable instruments.

<sup>3.</sup> Operating NPAT of the Group comprises of the results of all operating segments and excludes non-operating items such as transaction costs, fair value movements in derivatives and investments, the results of Benefit Funds, Controlled Property Funds, Centuria Bass Credit SPVs, share of equity accounted net profit in excess of distributions received and all other non-operating activities.

# Strong balance sheet supports platform activities

\$1.75

Net asset value per security<sup>1</sup> (FY24: \$1.79)

Cash and undrawn debt at 31 December 2024

available to originate new opportunities

14.5%

Operating gearing<sup>2</sup> (FY24: 12.1%)

Look through gearing 38.5%

3.9x

Operating ICR<sup>3</sup> (FY24: 4.0x)

\$164m

Cash realised from the sale and recycling of balance sheet assets

Net cash inflow from operating activities

(ONPAT: \$51m)

#### CNI weighted avg. debt maturity (\$millions) – increased to 2.8yrs (2.6yrs at Jun-24)



1. Number of securities on issue 37	December 2024: 830,091,925	(at 30 June 2024: 823,959,585)
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<sup>2.</sup> Gearing ratio is calculated based on (operating borrowings less operating cash) divided by (operating total assets less operating cash)

Operating balance sheet	HY25 (\$m)	FY24 (\$m)
Assets		
Cash and cash equivalents	142.9	184.3
Receivables	169.2	148.0
Financial assets	670.8	696.9
Other assets	11.9	11.2
Deferred tax assets	11.9	17.5
Inventory	49.4	78.6
Equity accounted investments	55.8	56.6
Right of use asset	26.3	27.7
Intangible assets	1,093.0	1,062.8
TOTAL ASSETS	2,231.2	2,283.6
Liabilities		
Payables	103.7	116.3
Borrowings	446.5	439.1
Call/Put option liability	50.3	91.1
Lease liability	30.8	31.9
Provisions, deferred tax and other liabilities	126.2	129.1
TOTAL LIABILITIES	757.5	807.5
Net assets	1,473.7	1,476.1
NAV (\$/per security¹)	1.75	1.79

<sup>3.</sup> Operating interest cover ratio is calculated as operating EBIT divided by operating finance costs

# Refinanced 30% of unlisted funds, by facility limit, with continued positive outcomes across pricing and covenants. Active interest rate risk management topped up hedging profiles where long-term asset strategy permitted. Continued focus on risk mitigation and taking tenure when priced appropriately. UNLISTED: P'PETUAL GLASSHOUSE, BUCKLAND SA (ACQUIRED FY24)

# **Active debt capital management across Centuria Capital and the** platform

HY25 average margins 174bps<sup>1</sup>

		HY25 <sup>1</sup>	FY24 <sup>1</sup>
Lenders	#	26	24
Total lending facilities across platform	\$bn	7.7	8.1
Weighted average debt duration	yrs	2.2	2.1
Weighted average hedge profile	%	51	50
Weighted average hedge duration	yrs	1.3	1.5



# **Appendices**

**SECTION FOUR** 

Centuria



# **Group AUM**

AUM CAGR<sup>1</sup>

21%

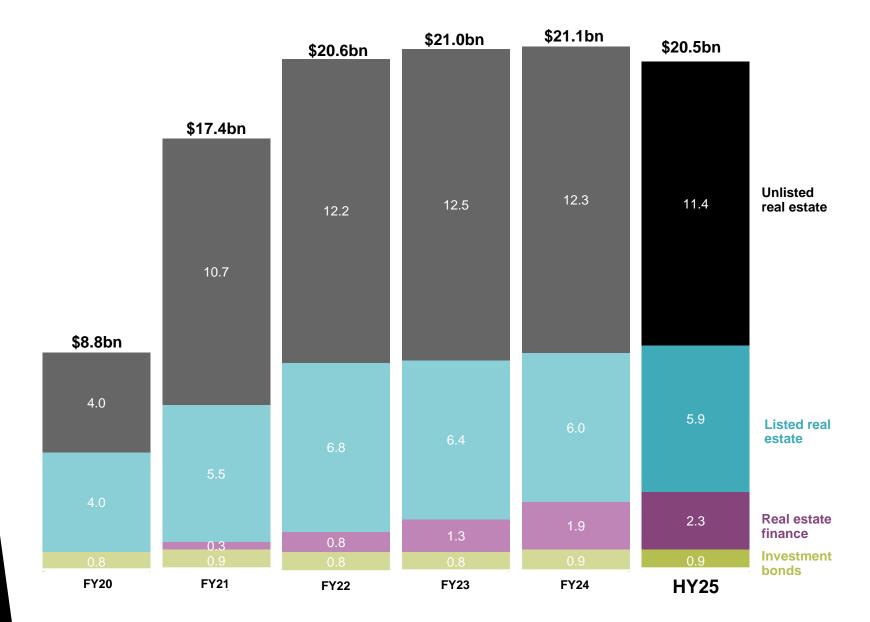
**Total CAGR** 

31%

Unlisted real estate and real estate finance

9%

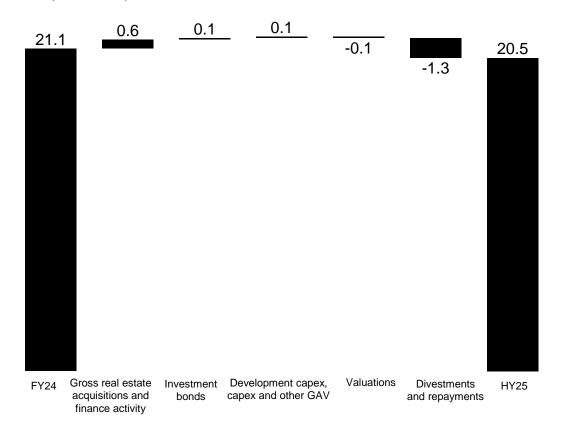
Listed real estate



1. CAGRs calculated from 30 June 2020 to 31 December 2024.

# **Group AUM and transactions**

#### AUM (\$ billions)1



Note: Assets under management (AUM) as at 31 December 2024. All figures above are in Australian dollars (currency exchange ratio of AU\$1.000:NZ\$ \$1.1045 as at 31 December 2024). Numbers presented may not add up precisely to the totals provided due to rounding.

#### **Gross transaction activity (\$ millions)**

	Real estate finance	Retail	Office	Industrial	Other	Healthcare	Gross Total
Acquisition and finance activity	490	35	-	30	-	1	556
Divestment and repayments	225	426	332	180	117	25	1,305
Gross Total	715	461	332	210	117	26	1,861

<sup>1.</sup> AUM includes assets exchanged to be settled, cash and other assets and the impact of revaluations during the period.

# **Valuation summary**<sup>1,2</sup>

				Value movement 12 months to 31 Dec 2024	Value movement 6 months to 31 Dec 2024	Cap movement 12 months to 31 Dec 2024	Cap movement 6 months to 31 Dec 2024	WACR 31 Dec 2024
			Office	(2.02)%	(1.17)%	30 bps	15 bps	6.75%
i i i			Industrial	0.26%	0.91%	30 bps	4 bps	5.96%
	loate .		Healthcare	(5.17)%	(1.34)%	40 bps	10 bps	5.98%
			Daily needs retail	(0.09)%	(0.05)%	21 bps	1 bps	6.57%
			Large format retail	2.02%	(0.04)%	24 bps	2 bps	6.19%
			Agriculture	(0.53)%	(1.09)%	8 bps	5 bps	6.42%
		7 2 10	Other	(3.03)%	0.00%	25 bps	0 bps	5.87%
			Total	(0.91)%	(0.19)%	29 bps	8 bps	6.34%
1								

UNLISTED: CENTURIA MELVILLE LFR CENTRE, MYAREE WA

Aggregated across funds managed by Centuria and not representative of any single fund or property.
 Measured from properties held at the start and end of HY25 period.
 Excludes land, development assets, US syndicates, Centuria Bass Credit, assets exchanged yet to be settled.

# Fund and capital allocation across Centuria's platform

Diversified funds, capital sources and investor profiles across all sectors

	Sector	Office	Industrial	Real estate finance	Large format retail	Healthcare	Daily needs retail	Agriculture
Fund type/ capital source	AUM (\$bn) <sup>1,2</sup>	\$6.2	\$6.0	\$2.3	\$1.6	\$1.4	\$1.3	\$0.7
Unlisted closed ended single and multi-asset	\$8.6	2.9	1.1	1.4	1.4	0.5	1.1	0.1
Listed REITS	\$5.9	2.0	3.9	-	-	-	-	-
Unlisted open ended	\$3.1	0.2	0.7	0.6	0.2	0.7	0.1	0.6
Unlisted institutional	\$2.0	1.1	0.4	0.3	-	0.2	-	-

Note: Assets under management (AUM) as at 31 December 2024. All figures above are in Australian dollars (currency exchange ratio of AU\$1.000:NZ\$1.1045 as at 31 December 2024). Numbers presented may not add up precisely to the totals provided due to rounding.

<sup>1.</sup> AUM includes assets exchanged to be settled, cash and other assets and the impact of revaluations during the period.

<sup>2.</sup> Platform AUM total of \$19.6 billion includes Other AUM of \$0.1 billion.

# \$2.2bn development pipeline to seed funds

\$0.1bn

HY25 gross development completions

.....

#### \$2.2bn pipeline<sup>1</sup>

Est. value on completion Committed: \$0.5bn<sup>2</sup> Future: \$1.7bn<sup>3</sup> **\$1.2bn industrial pipeline**Adds to Centuria's future development pipeline

.....

CNI strategically uses its balance sheet to seed and expand its property funds (\$42.4m carrying value)

\*\*\*\*\*\*\*\*\*\*\*\*

#### **HY25** completions



Completed GAV: \$126m including a private hospital in Kew VIC and a high-end self-storage facility in Auckland NZ:

- 43 College Hill, Auckland NZD\$55m (VAF2)
- 209 Cotham Rd, Kew \$75m (CPP)

#### Select pipeline initiatives



## Single tenancy office warehouse located in Adelaide's new industrial estate

- Single level warehouse measuring 6,380sqm with corporate office of 300sqm
- Est. completion value: \$15m
- Est. completion: Q4 FY25



50-64 MIRAGE RD. DIREK SA4

### Industrial facility located within the Vicinity Industrial Base

- 3 office warehouses ranging from 4,190sqm to 9,650sqm
- Est. completion value: \$47m
- Est. completion: Q2 FY26



SHANDS RD. CHRISTCHURCH NZ4

## Extension of Woolworths NZ's primary South Island distribution centre

- 17,000sqm warehouse extension to be constructed to meet Woolworths NZ's growing requirements
- Est. completion value: NZD\$90m
- Est. completion: Q1 FY27

- Development projects and development capex pipeline, including fund throughs.
- 2. Committed pipeline includes planning commencements and projects under construction.
- Includes opportunities undergoing development assessments or pre-planning approvals.
- 4. Artist impression.

Note: All figures above are in Australian dollars. Numbers presented may not add up precisely to the totals provided due to rounding.



Development fees and profits contribute to income



CNI strategically uses its balance sheet to seed and expand its property funds



Adding strategic value and scale to our FUM

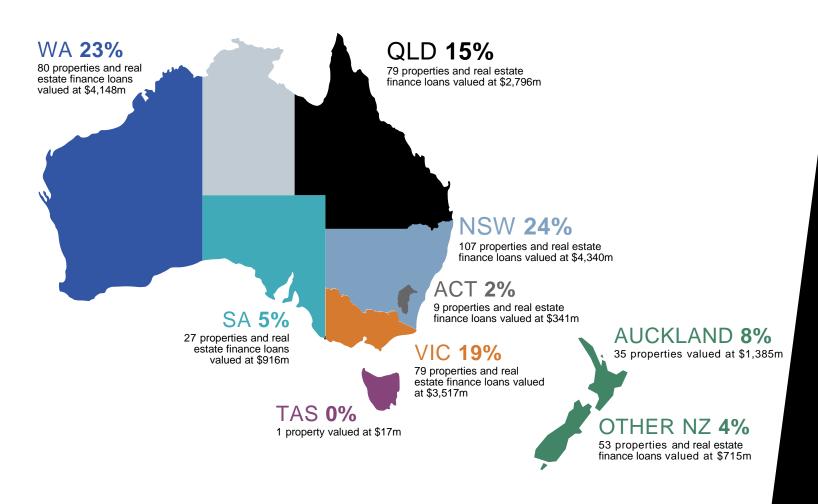
# \$2.2bn development pipeline to seed funds

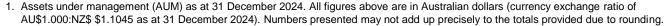
	HY25 G Complet		Comm Pipeli		Fut Pipeli		Tot Pipel	
Sector	\$m	GLA	\$m	GLA	\$m	GLA	\$m	GLA
Industrial	-	-	53	45,160	1,163	215,520	1,216	260,680
Healthcare	75	4,545	245	19,378	161	8,310	406	27,688
Large format retail	-	-	21	3,690	-	-	21	3,690
Daily needs retail	-	-	-	-	43	5,945	43	5,945
Other/social infrastructure <sup>3</sup>	51	4,300	132	5,100	372	93,804	504	98,904
Total	126	8,845	451	73,328	1,739	323,579	2,190	396,907
Funds/REITs	126	8,845	385	68,228	1,267	229,775	1,652	298,003
CNI balance sheet <sup>5</sup>	-	-	66	5,100	472	93,804	538	98,904
Total <sup>1</sup>	126	8,845	451	73,328	1,739	323,579	2,190	396,907

Note: All figures above are in Australian dollars. Numbers presented may not add up precisely to the totals provided due to rounding.

- 1. Estimated value on completion. Development projects and development capex pipeline, including fund throughs.
- 2. Committed pipeline includes planning commencements and projects under construction.
- 3. Includes opportunities undergoing development assessments or pre-planning approvals.
- 4. Lakeview Queenstown JV reflected at a 25% interest.
- 5. Includes development projects with deposits paid by CNI balance sheet.

## \$19.6bn diversified Australasian real estate platform<sup>1,2</sup>

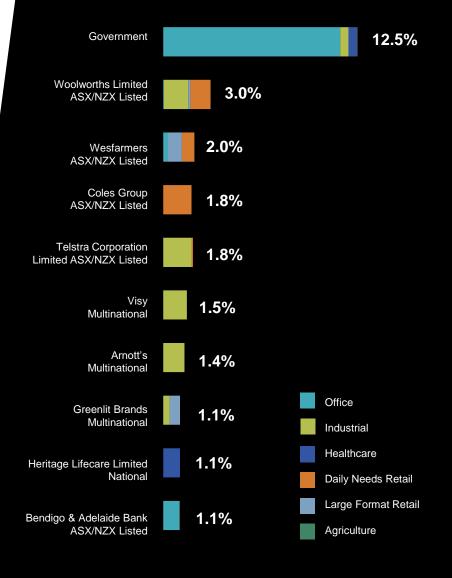




<sup>2.</sup> Includes asset exchanged to be settled and real estate finance loans by property. Sub totals exclude cash and other assets.

4. Excludes land, Development assets, US syndicates, Centuria Bass Credit, assets exchanged yet to be settled.

#### Top tenants by income (%)3,4



<sup>3.</sup> Aggregated across funds managed by Centuria and not representative of any single fund or property.

Properties<sup>1,2</sup>

Tenants1,2

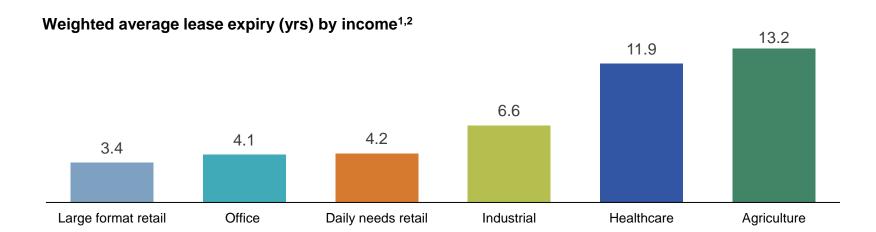
96.1% Average occupancy<sup>1,2</sup>

Average WALE<sup>1,2</sup>

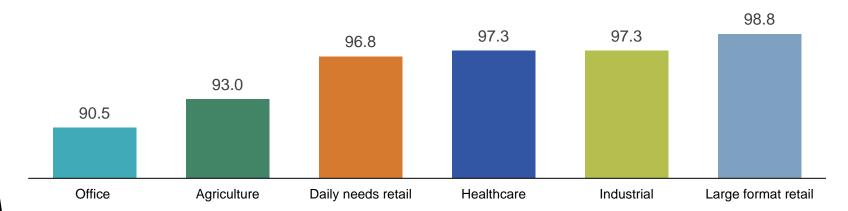
HY25 average rent collections<sup>1</sup>

>236,000 sqm HY25 lease terms agreed across 217 deals<sup>1</sup> (6% of platform NLA)

# Integrated management capabilities lead to strong asset management success



#### Total occupancy (%) by area<sup>1,2</sup>

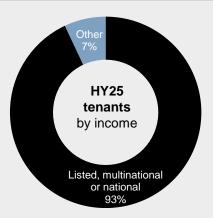


<sup>1.</sup> As at 31 December 2024. Aggregated across funds managed by Centuria and not representative of any single fund or property. 2. Excludes land, Development assets, US syndicates, Centuria Bass Credit, assets exchanged yet to be settled.

#### **ASX CIP:** Australia's largest domestic pure play industrial REIT

- Delivered HY25 FFO of 8.9 cents per unit
- Delivered HY25 Distributions of 8.1 cents per unit

Portfolio snapshot		HY25	HY24
Number of assets	#	87	88
Book value	\$m	3,803	3,795
WACR	%	5.83	5.64
GLA	sqm	1,284,938	1,325,025
Average asset size	sqm	14,769	15,057
Occupancy by income	%	96.6	97.2
WALE by income	yrs	7.3	7.5
Landholding <sup>1</sup>	ha	295	303
Freehold ownership	%	99	99
Located in infill markets	%	87	83
Number of tenant customers	#	125	127

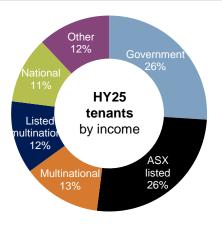


1. Includes landholding on development projects.

#### **ASX COF:** Australia's largest pure play office REIT

- Delivered HY25 FFO of 5.8 cents per unit
- Delivered HY25 Distributions of 5.05 cents per unit

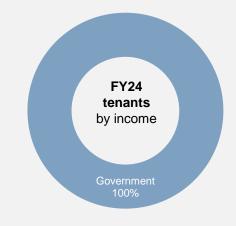
Portfolio snapshot		HY25	HY24
Number of assets	#	19	22
Book value	\$m	1,886	2,087
WACR	%	6.77	6.26
NLA	sqm	274,935	293,956
Occupancy by gross income	%	92.2	96.2
WALE by gross income	yrs	4.2	4.4
Average NABERS energy rating (by value) <sup>1</sup>	Stars	5.0	4.9
Average NABERS water rating (by value) <sup>1</sup>	Stars	4.1	3.9
Buildings generating solar power	#	11	9
Average building age (by value)	yrs	17.8	17.7



1. Excluding non-rated assets.

#### **NZX APL:** Asset Plus

Portfolio snapshot		Sept 24	Sept 23
Number of assets	#	2	2
Book value	\$m	183.6	180.6
Occupancy by income	%	42	42
WALE by income	yrs	5.6	6.2



# \$0.9bn **AUM** 7.7% total Australian investment bond market share1 Approved by a wide range of dealer groups nationally 47 fund options including 3 ESG fund options

### **Centuria Life**

HY25 (\$m)	FY24 (\$m)	FY24 change (%)	Applications (\$M)	Redemptions (\$M)
555.0	543.5	2.12	20.1	24.1
218.9	216.7	0.99	2.3	8.9
114.5	94.9	20.71	13.3	1.0
888.4	855.1	3.89	35.7	34.0
	(\$m) 555.0 218.9 114.5	(\$m) (\$m) 555.0 543.5 218.9 216.7 114.5 94.9	(\$m)     (\$m)     (%)       555.0     543.5     2.12       218.9     216.7     0.99       114.5     94.9     20.71	(\$m)     (\$m)     (%)     (\$M)       555.0     543.5     2.12     20.1       218.9     216.7     0.99     2.3       114.5     94.9     20.71     13.3

#### Centuria Life investment menu fund managers









Flows HY25

T.RowePrice"























**BlackRock** 





- 1. Plan for Life report 31 September 2024.
- 2. Centuria Life Limited (CLL) is the key service provider to Over Fifty Guardian Friendly Society.

# Reconciliation of statutory profit to operating profit

	HY25 (\$m)	HY24 (\$m)
Statutory net (loss)/profit after tax1,2	14.8	45.2
Statutory EPS (cents) <sup>1,2</sup>	1.8	5.6
ADJUSTED FOR NON-OPERATING ITEMS		
Loss/(gain) on fair value movements in derivatives and investments	36.1	(4.0)
Transaction and other costs	0.8	1.8
Equity accounting adjustments	0.7	6.5
Tax impact of above non-operating adjustments	(1.2)	(0.1)
Operating net profit after tax <sup>1,3</sup>	51.1	49.4
Operating EPS (cents) <sup>4</sup>	6.2	6.1

<sup>1.</sup> Attributable to CNI securityholders.



<sup>2.</sup> Includes fair value movements in derivatives and investments.

<sup>3.</sup> Operating NPAT of the Group comprises of the results of all operating segments and excludes non-operating items such as transaction costs, fair value movements in derivatives and investments, the results of Benefit Funds, Controlled Property Funds, Centuria Bass Credit SPVs, share of equity accounted net profit in excess of distributions received and all other non-operating activities.

<sup>4.</sup> Operating EPS is calculated based on the Operating NPAT of the Group divided by the weighted average number of securities.

## **CNI** co-investments

~52% (\$399 million) aligns CNI as the largest unitholder in listed funds CIP, COF and APL.

Listed assets are held as simple investments recorded at balance date share price of each fund.

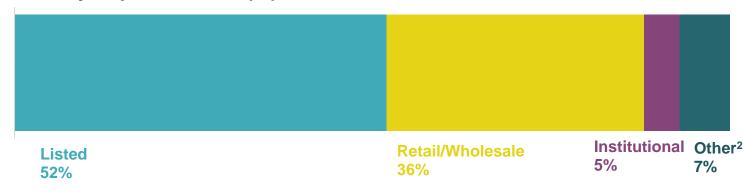
Excluding listed funds COF and APL, ~9% (\$77 million) relates to other office.

Co-investment distribution income exceeds finance costs.

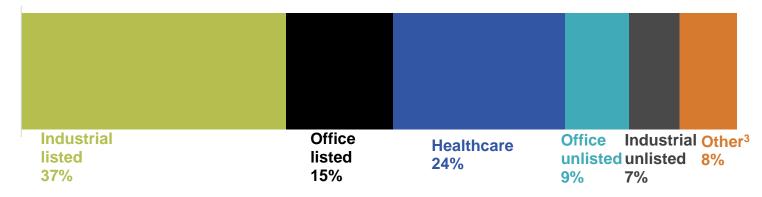
Over \$164 million of cash realised from the sale and recycling of balance sheet assets over HY25.

#### \$675 million of financial assets and interests in associates/JVs<sup>1</sup>

#### **Primary capital source (%)**



#### **Primary sector (%)**



- As at 31 December 2024.
- 2. Includes properties held for sale and development.
- 3. Includes Retail (1%), Agriculture (1%), Development (6%).

#### Co-investments reconciliation

Co-investments	Fund type	Carrying value 31 DEC 24 (\$m)	Distribution income HY25 (\$m)	Carrying value 31 DEC 23 (\$m)	Distribution income HY24 (\$m)
Centuria Industrial REIT (ASX: CIP) <sup>1</sup>	Listed	285.1	8.2	328.6	8.1
Centuria Office REIT (ASX: COF)1	Listed	100.2	4.6	122.1	5.5
Asset Plus Ltd. (NZX: APL)1	Listed	14.1	3.3	16.8	
Properties held for sale	N/A	13.5	1.2	39.5	1.6
Properties held for development	N/A	42.4	-	46.1	-
Centuria NZ Industrial Fund (CNZIF)	Open-ended multi-asset	32.1	0.6	36.0	0.7
Centuria 111 St Georges Terrace Fund	Single asset	11.9	0.1	12.4	0.2
Centuria Diversified Property Fund (CDPF)	Open-ended multi asset	29.1	0.7	31.9	0.9
Centuria Healthcare Direct Medical Fund No.2	Multi-asset	21.1	0.6	23.1	0.6
Centuria Healthcare Property Fund	Open-ended multi-asset	38.3	0.8	41.4	0.8
Prime Healthcare Holding Trust	Multi-asset	26.6	0.3	24.8	0.2
Matrix Trust	Multi-asset	-	0.1	11.4	0.2
Allendale Square Fund	Single asset	18.4	0.6	17.9	0.7
Other unlisted real estate and debt funds	Various	68.8	1.6	75.4	2.8
Loans to funds	Various	73.8	1.7	80.5	2.0
SUB-TOTAL		775.4	24.4	907.9	24.3
Capital adjustment <sup>2</sup>		-	(33.7)	-	0.4
TOTAL		775.4	(9.3)	907.9	24.7

# **Strong alignment to Centuria's listed REITs**

CNI is the largest unitholder of

CIP COF APL 15.92%<sup>1</sup> 15.25%<sup>1</sup> 19.99%<sup>1</sup>

Properties held for development generate no distribution income

#### **Projects include**

- Man Street, Queenstown (NZ)
- Macmurray Road, Auckland (NZ)
- Lakeview, Queenstown (NZ)
- Cudgen Road, Cudgen (QLD)
- Young Street, Gosford (NSW)

Note: All figures above are in Australian dollars (currency exchange ratio of AU\$1.000:NZ\$1.1045 as at 31 December 2024). Numbers presented may not add up precisely to the totals provided due to rounding.

<sup>1.</sup> All information in relation to the financial contribution of the Group's co-investment stakes in COF, CIP and APL exclude interests held through Benefit Funds.

<sup>2.</sup> Comprises of non-operating fair value gains or losses or mark to market movement in property and financial instruments less movement in puttable instruments.

#### **Definitions**

**Operating Segments:** Group has six reportable operating segments. These reportable operating segments are the divisions which report to the Group's Chief Executive Officers and Board of Directors for the purpose of resource allocation and assessment of performance. The reportable operating segments are:

- Property Funds Management: Management of listed and unlisted property funds as well as co-working spaces. Management of development projects and completion of structured property developments.
- Property and Development Finance: Provision of real estate secured non-bank finance for development projects, bridge finance and residual stock
- Investment Bonds Management: Management of the Benefit
  Funds of Centuria Life Limited and management of the Over Fifty
  Guardian Friendly Society Limited. The Benefit Funds include a
  range of financial products, including single and multi-premium
  investments
- Co-investments: Direct interest in property funds and other liquid investments
- Corporate: Overheads supporting the Group's operating segments as well as short term incubation of ResetData, expected to be profitable and a standalone operating business segment from FY26

Non-operating segments: Non-operating items comprises transaction costs, mark-to-market movements on property and derivative financial instruments, and all other non-operating activities. Includes Benefit Funds and Controlled Property Funds. Represents the operating results and financial position of the Benefit Funds which are required to be consolidated in the Group's financial statements in accordance with accounting standards

**AUM:** Assets under management

CAGR: Compound annual growth rate

**Centuria Bass Credit**: Centuria Bass Credit comprises Centuria Bass Credit Pty Ltd ACN 606 680 353 and its subsidiaries.

**CAF**: Centuria Agriculture Fund is a stapled fund comprising the Centuria Agriculture Fund I ARSN 653 947 892 (CAF1) and the Centuria Agriculture Fund II ARSN 653 946 402 (CAF2). The Responsible Entity of CAF is Centuria Property Funds Limited ACN 086 553 639.

**CDPF:** Centuria Diversified Property Fund comprises the Centuria Diversified Property Fund ARSN 611 510 699 and its subsidiaries. The Responsible Entity of CDPF is Centuria Property Funds Limited ACN 086 553 639

**Centuria Industrial REIT** comprises the Centuria Industrial REIT ARSN 099 680 252 and its subsidiaries. The Responsible Entity of CIP is Centuria Property Funds No. 2 Limited ACN 133 363 185

**Centuria Office REIT** comprises the Centuria Office REIT ARSN 124 364 718 and its subsidiaries. The Responsible Entity of COF is Centuria Property Funds Limited ACN 086 553 639

**CHPF**: Centuria Healthcare Property Fund comprises the Centuria Healthcare Property Fund ARSN 638 821 360 and its subsidiaries. The Responsible Entity of CHPF is Centuria Property Funds No.2 Limited ACN 133 363 185

CNI, CCG or the Group: Centuria Capital Group comprises of Centuria Capital Limited ABN 22 095 454 336 (the 'Company') and its subsidiaries and Centuria Capital Fund ARSN 613 856 358 ('CCF') and its subsidiaries. The Responsible Entity of CCF is Centuria Funds Management Limited ACN 607 153 588, a wholly owned subsidiary of the Company

CPFL: Centuria Property Funds Limited ACN 086 553 639

CPF2L: Centuria Property Funds No. 2 Limited ACN 133 363 185

**DPS:** Distribution per stapled security **EPS:** Earnings per stapled security

IRR: Internal Rate of Return

NPAT: Net Profit After Tax

NTA: Net Tangible Assets

**REIT:** Real Estate Investment Trust

ResetData: ResetData comprises Centuria DC Pty Ltd ACN 679 081

808 and its subsidiaries.

WACR: Weighted Average Capitalisation Rate

**WALE:** Weighted Average Lease Expiry

## **Disclaimer**

This presentation has been prepared by Centuria Capital Limited and Centuria Funds Management Limited ('CFML') as responsible entity of Centuria Capital Fund (together the stapled listed entity CNI).

Centuria Property Funds Limited (ABN 11 086 553 639, AFSL 231 149) ('CPFL') and Centuria Property Funds No. 2 Limited (ABN 38 133 363 185, AFSL 340 304) ('CPF2L') are fully owned subsidiaries of CNI. CPF2L is the responsible entity for the Centuria Industrial REIT (ARSN 099 680 252) (ASX: CIP) and the Centuria Healthcare Property Fund (ARSN 638 821 360). CPFL is the responsible entity for the Centuria Office REIT (ARSN 124 364 718) (ASX: COF), the Centuria Diversified Property Fund (ARSN 611 510 699) and the Centuria Agriculture Fund (ARSN 653 947 892, ARSN 653 946 402).

CPFL, CP2L, as well as Centuria Property Funds No.3 Limited (ABN 63 091 415 833, AFSL 25 09 63), Centuria Property Funds No.4 Limited and Centuria Healthcare Asset Management Limited (ABN 40 003 976 672 AFSL 246368) are the responsible entities for Centuria's close-end unlisted property funds in Australia. Centuria Funds Management (NZ) Limited (NZBN 9429030734937) is the manager of property funds established in New Zealand. Investment in Centuria's property funds is subject to risks that are set out in the Product Disclosure Statement ('PDS') for the fund. The PDS for any open fund is made available on Centuria's website (centuria.com.au or, for New Zealand, centuria.co.nz). Investors should read the PDS in full before making a decision to invest.

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