

23 August 2016

Charter Hall Group Full Year Results

12 months to 30 June 2016

1 Shelley Street, Sydney, NSW

Agenda

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- 2 Property Investments
- 3 Property Funds Management
- 4 Financial Result
- 5 Outlook and Guidance
- 6 Additional Information



David Harrison
Managing Director &
Group CEO



Paul Altschwager
Chief Financial Officer

FY16 Results Summary



Key Highlights

Group Returns	Property Investments ³	Funds Management	Capital Management
10.5% OEPS & 11.2% DPS growth	Total property return 19.1%	FUM up 28.7% to \$17.5b	Balance sheet gearing 0%
25.5% ² total securityholder return	10.1% NTA per security growth	\$3.7b in gross transactions \$1.5b gross equity raised	Look through gearing 25.3% ⁴
Operating earnings 26.2% growth	7.4% PI yield	\$3.5b committed and pipeline development activity	\$165m investment capacity ⁵

1. Figures and statistics on this slide are for the 12 months to 30 June 2016 unless otherwise stated

2. Source: UBS and S&P/ASX. 12 months to 12 August 2016

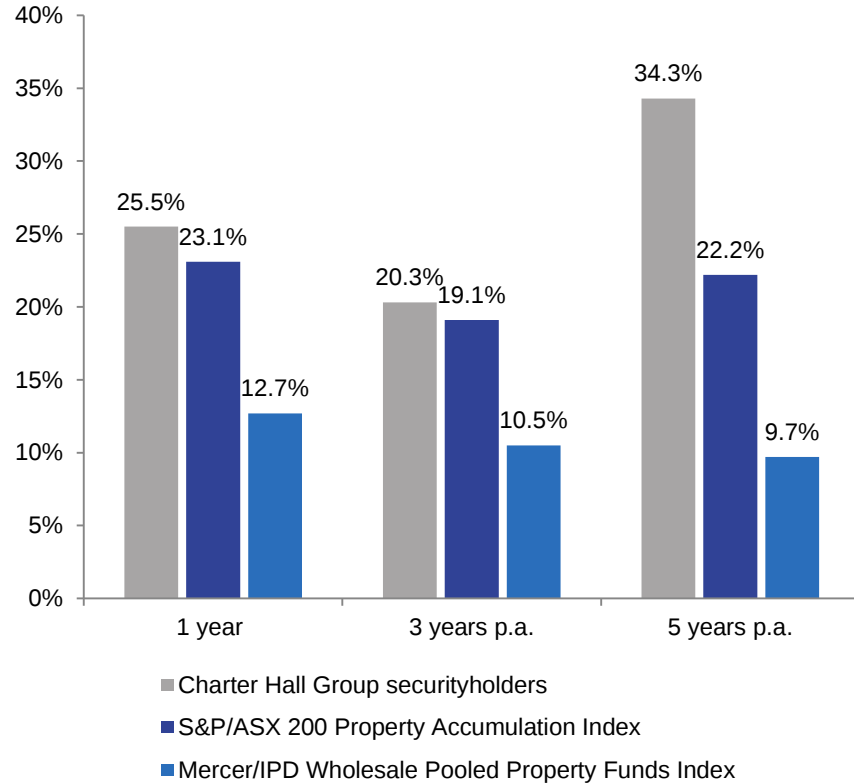
3. Total property return - includes all Property Investments defined in this presentation. NTA refers to Group NTA

4. Calculated as Charter Hall's debt (net of cash) / total assets (net of cash) of the Property Investments and Charter Hall's balance sheet

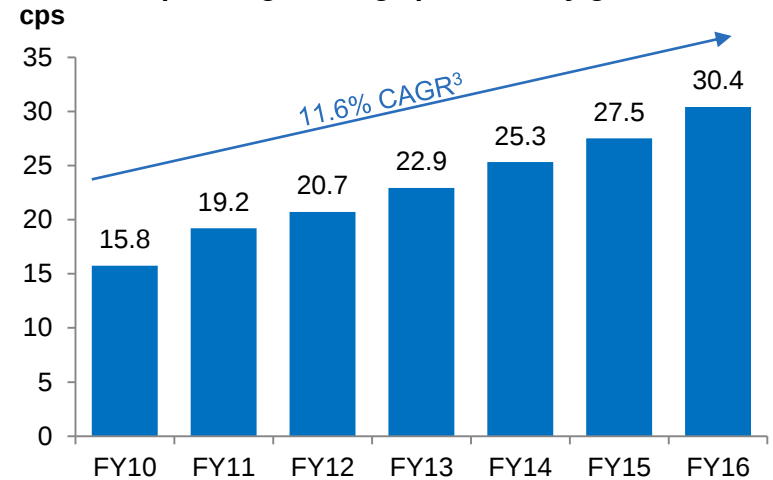
5. Investment capacity equals total liquidity (cash plus undrawn debt facility less bank guarantees) less minimum working capital and cash required for distributions

Sustained Growth

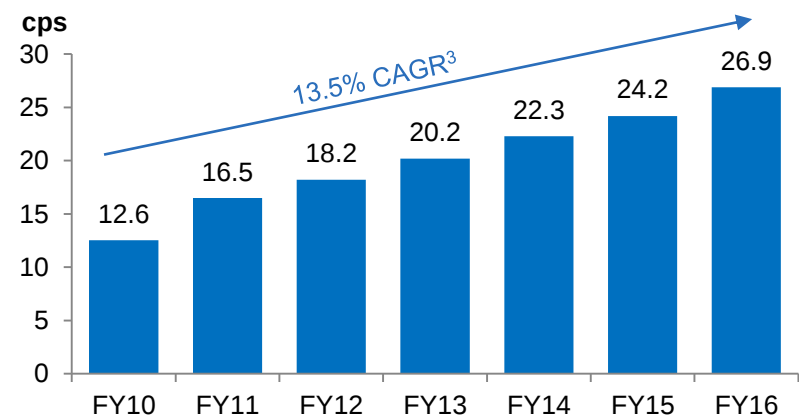
Total performance over 1, 3 and 5 years (% pa)¹



Operating earnings per security growth²



Distribution per security growth



1. Source: MSCI/IPD, UBS and S&P/ASX. CHC and S&P returns are shown to 12 August 2016. IPD returns are shown to 30 June 2016

2. Operating earnings per security prior to FY14 restated to include security-based benefits expense

3. Compound annual growth rate (CAGR) from FY10 to FY16

Consistent Delivery on Strategy

	Access	Deploy	Manage	Invest
	Access to multiple equity sources	Creating value through attractive investment opportunities	Property funds management, asset management, leasing and development services	Investing alongside our capital partners
1 year	\$1.5b gross equity raised	\$3.7b transactions \$3.0b acquisitions \$0.7b divestments	\$17.5b FUM 296 properties 2,550 tenants 545 leasing deals	\$1.1b of property investments with 6.46% cap rate and 7.9% discount rate
3 years ²	\$4.6b gross equity raised	\$9.1b transactions \$6.6b acquisitions \$2.5b divestments	\$7.6b FUM growth 96 additional properties	WALE ¹ increased by 3.2yrs to 8.8yrs
5 years ²	\$6.8b gross equity raised	\$12.6b transactions \$9.3b acquisitions \$3.3b divestments	\$9.0b FUM growth 98 additional properties	WALE ¹ increased by 2.3yrs to 8.8yrs

1. WALE is weighted average lease expiry and is calculated as the sum of each fund's WALE by gross income multiplied by its % of the Property Portfolio

2. Historical statistics include Australian FUM only

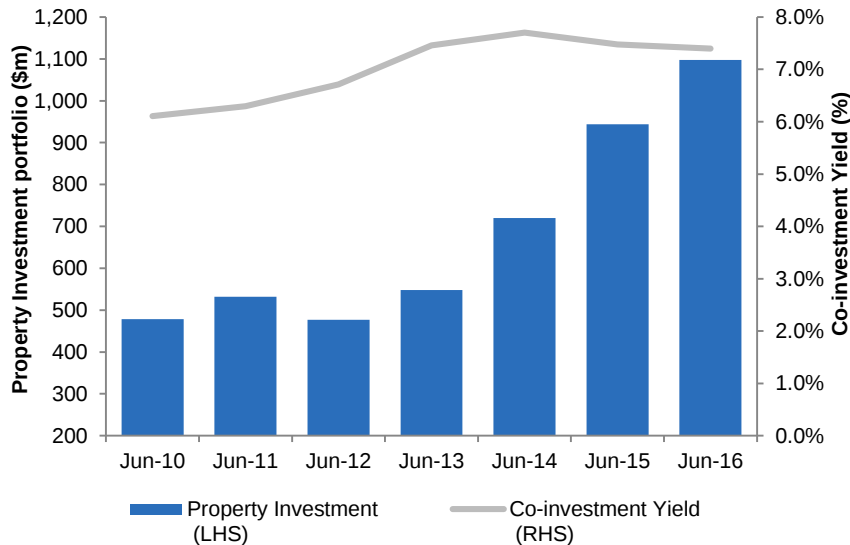
Property Investments

2

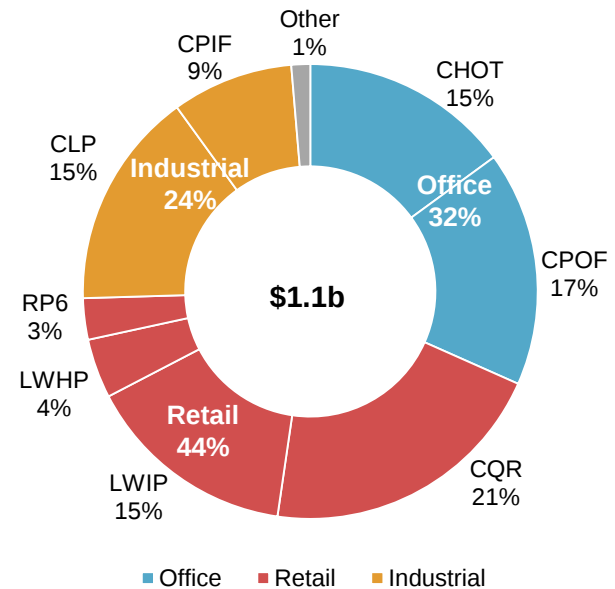
Growth in Property Investment Earnings

- Property investment earnings increased by 26.4%
 - Like for like growth of 5.6%
 - Change in invested capital contributed 20.8%
- Property Investment total property return of 19.1% comprising 7.4% earnings yield and 11.7% capital growth
- Portfolio WALE remained stable at 8.8 years and WACR¹ of 6.46%, 54bps decrease

Property Investment Earnings Drivers



Property Investment by Fund^{2,3}



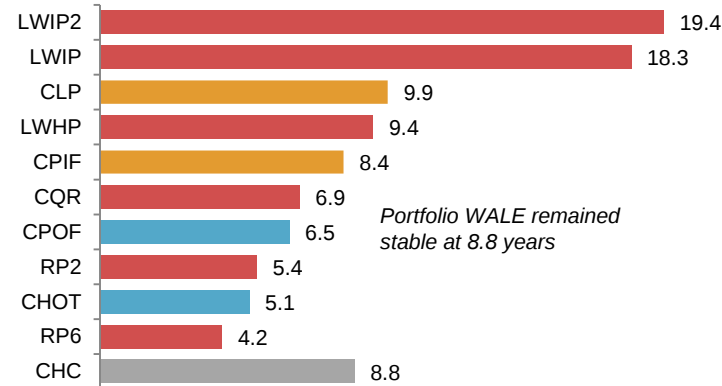
1. WACR is the weighted average capitalisation rate for the Property Investment portfolio

2. Refer to slide 55 for Fund key

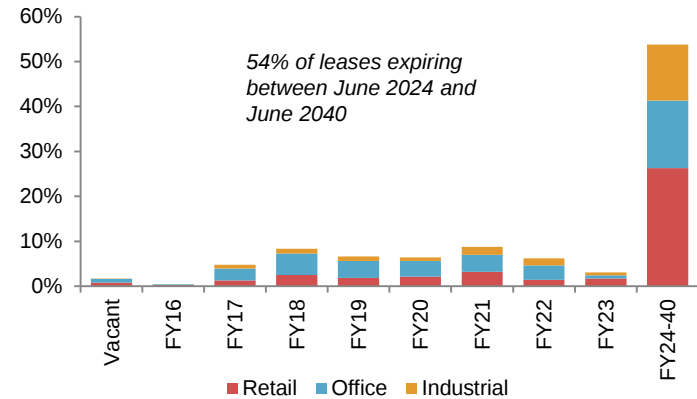
3. Previously disclosed hospitality asset class now included in Retail

High Quality Diversified Property Portfolio

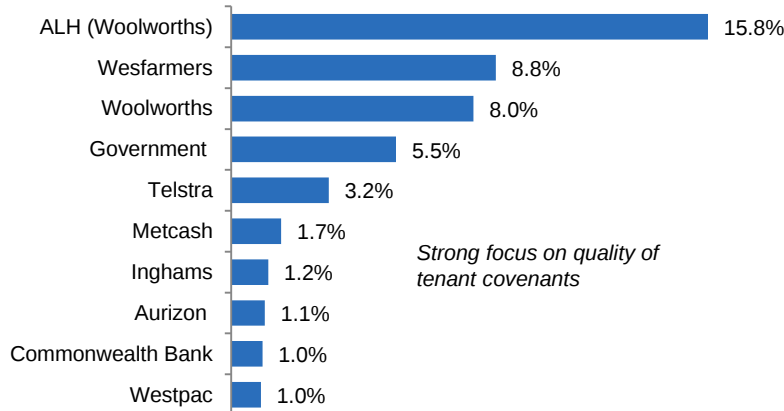
Weighted Average Lease Expire (WALE)



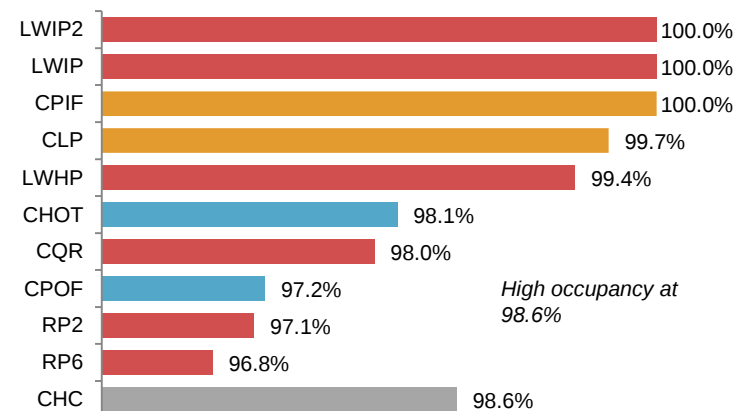
Lease Expiry Profile¹



Top 10 Tenants by Gross Income²



Occupancy by Gross Income³



1. Previously disclosed hospitality asset class now included in Retail

2. Tenants includes subsidiaries and/or associates of corporate owner. Government tenant classification refers to all Government and Government related tenants

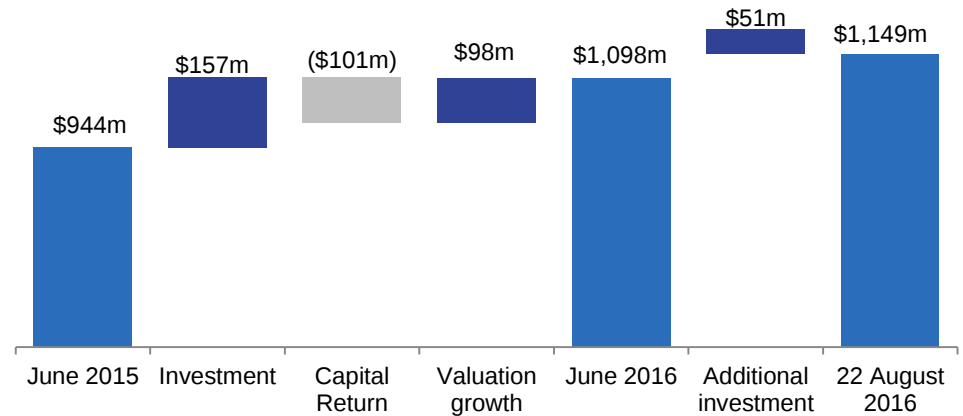
3. Portfolio occupancy calculated as the sum of each fund's occupancy by gross income multiplied by its % of the Property investments

Property Investment Portfolio Assets

The net movement in the Property Investment Portfolio to 30 June 2016 was \$154m to \$1.1b:

- \$157m investment including CQR, CLP and CPIF
- \$101m capital return including DOF, DIF3 and CHOT
- \$98m valuation growth across all investments
- A further \$51m has been deployed post 30 June 16

Property Investment Movement



CHPT warehousing of long WALE assets for new managed funds

- \$51m (50%) investment in a new distribution center with a 16 year lease to Coles
- Additional \$52m (26%) to fund completion of development Woolworths Dandenong

Property	WALE (yrs)	On Balance Sheet as at 22 August 2016 (\$m)	Completion Value (\$m)
Woolworths Dandenong	20	4	56
Coles Truganina	16	51	51
Total	16	55	107

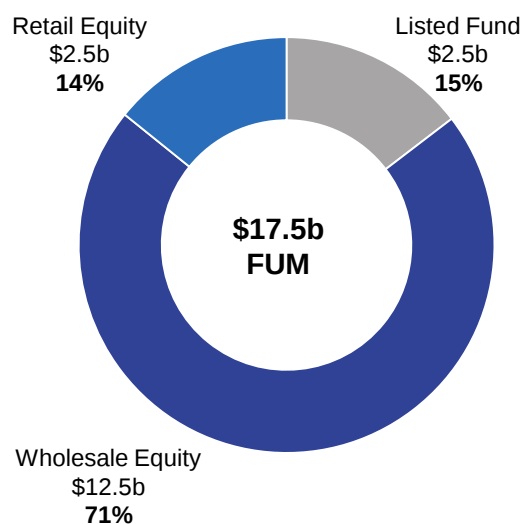
Property Funds Management

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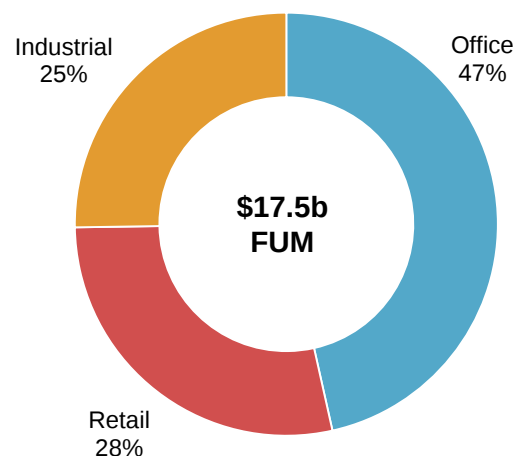
Group Funds Management Portfolio

	Portfolio Value (\$b)	Portfolio Size (m ²)	No. of Properties	No. of Tenants	Gross Income (\$m)	WALE ¹ (years)	Occupancy (%)	WACR ² (%)
FY16	17.5	4.8	296	2,550	1,306	7.9	98.6	6.54
FY15	13.6	4.0	276	2,289	1,120	7.9	97.8	7.10

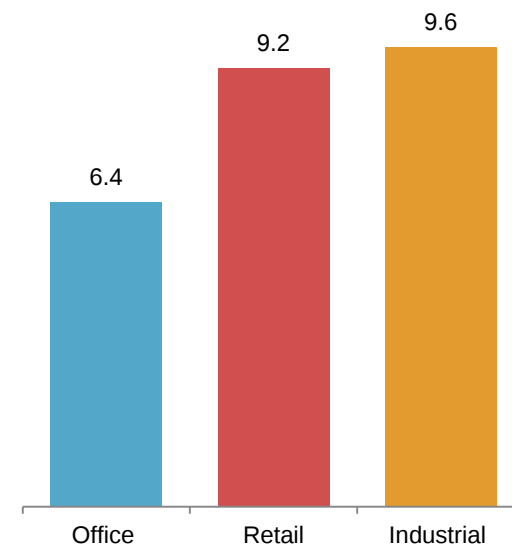
Diversification by equity source



Asset type diversification³



WALE by sector³



1. WALE for the Property Funds Management portfolio which is measured by all tenants' remaining leases in years, weighted by each tenant's gross income as a proportion of the total gross income

2. WACR for the Property Funds Management portfolio and is weighted by proportion of total property assets

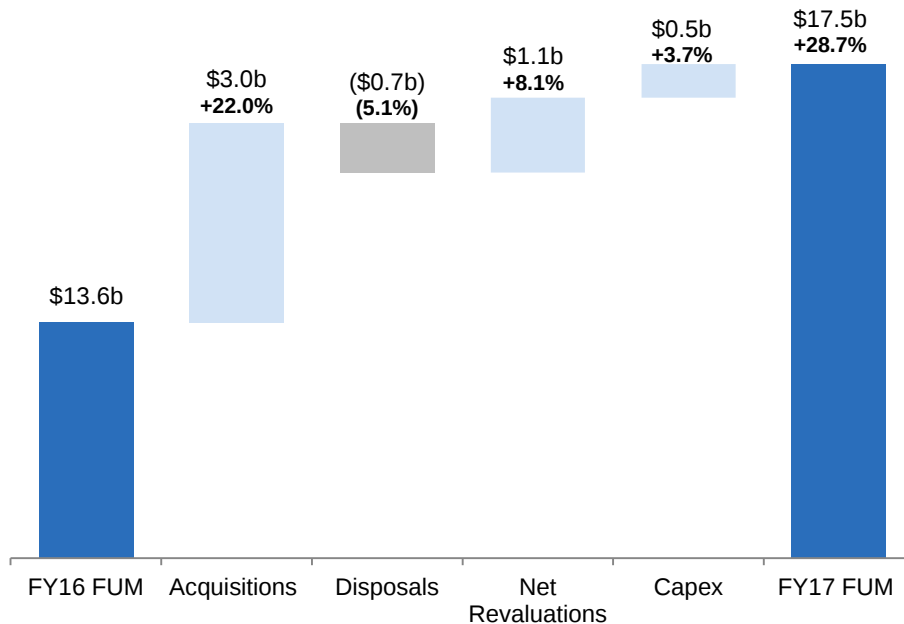
3. Previously disclosed hospitality asset class now included in Retail

FUM Growth

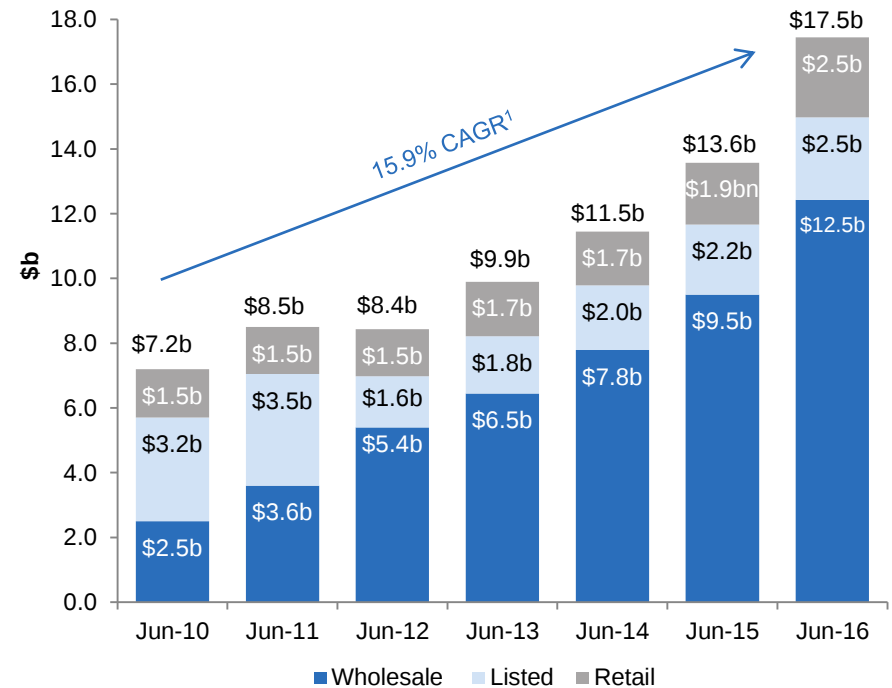
FUM growth driven by transaction activity and valuation uplift across all sectors

- FUM has increased \$3.9b, or 28.7% during FY16 to \$17.5b
- 15.9% CAGR¹ in FUM since June 2010

FUM movement



FUM² by equity source



1. CAGR from 30 June 2010 to 30 June 2016

2. Historical FUM statistics include Australian FUM only

Property Transactions

- During the 12 months to 30 June 2016, \$3.7b of transactions were completed including \$3.0b of acquisitions and \$0.7b of divestments

Transactions closed during the full year to 30 June 2016

\$m	Office	Industrial	Retail	TOTAL
Acquisitions	\$946	\$1,337	\$719	\$3,002
Divestments	\$367	\$190	\$183	\$740
Net transactions	\$579	\$1,147	\$536	\$2,262
Gross transactions	\$1,313	\$1,527	\$902	\$3,742
WACR (acquisitions)	5.77%	6.45%	6.58%	6.27%



Development Activity Enhances Fund Performance

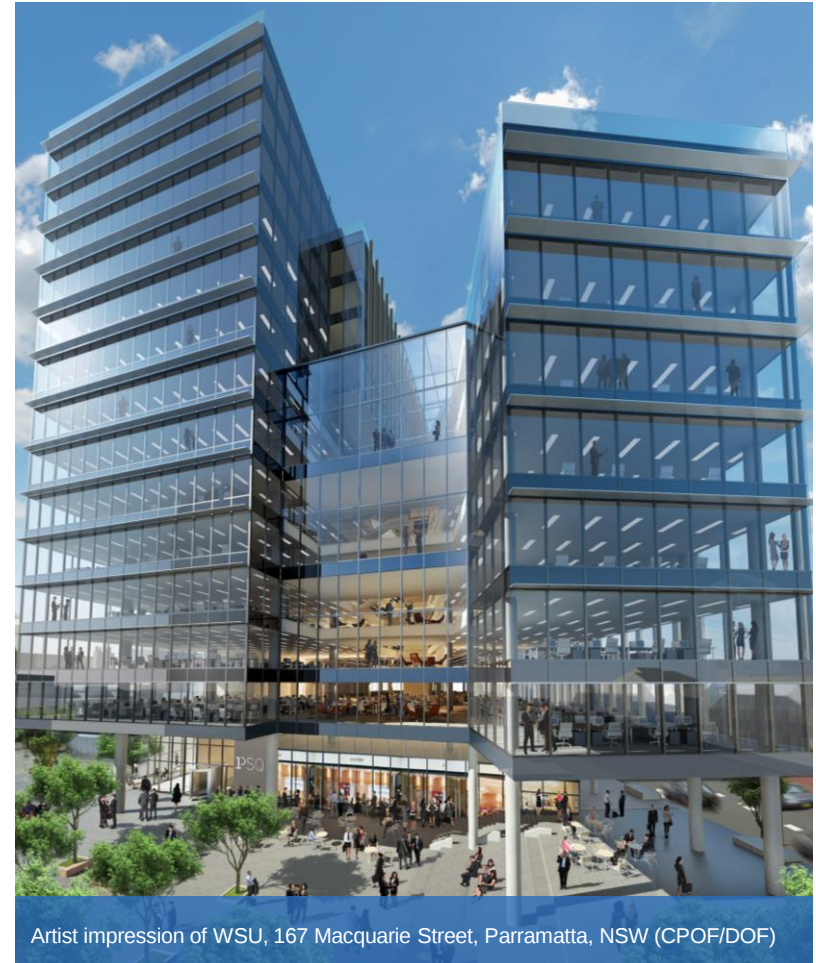
- Development opportunities undertaken to enhance both income yield and total returns for managed funds
- In-house development skills are a core competency
- Committed projects / development pipeline includes 46 office, industrial and retail projects
- Incremental potential FUM from development activity of \$2.1b

Development activity (completion value \$m)	Committed projects	Development pipeline ²	Total ¹
Office	681	945	1,626
Industrial	585	961	1,546
Retail ³	153	179	332
Total	1,419	2,085	3,504

1. \$1.4b included in FUM at 30 June 2016

2. Includes potential end value of DA approved schemes, future retail redevelopments and potential end value of industrial land banks

3. Reflects development spend only



Artist impression of WSU, 167 Macquarie Street, Parramatta, NSW (CPOF/DOF)

Equity Inflows Across the Funds Platform

- Diversified equity sources
- \$1,467m in gross equity deployed¹ (\$1,099m net) during FY16 across all equity sources

	FY14 (\$m)	FY15 (\$m)	FY16 (\$m)
Wholesale Pooled Funds	651	653	606
Wholesale Partnerships	261	598	467
Listed Funds ²	260	274	76
Direct Funds ³	277	180	318
Gross equity deployed	1,449	1,705	1,467
Net equity deployed	987	1,297	1,099

1. Equity flows includes equity received or returned only and excludes undrawn equity commitments

2. Listed Funds include equity raised in CHC and CQR placements and DRP

3. Funds and syndicates for retail, SMSF and high net worth investors

Financial Result

4

Profit and Loss

- 26.2% growth in Operating Earnings to \$124.7m
- OEPS growth of 10.5% to 30.4cps and DPS growth of 11.2% to 26.9cps
- PI operating earnings up 26.4% to \$78.5m
 - Invested an additional \$56m (net of divestments)
 - Property Investment income yield 7.4%
- PFM earnings increased by 25.7% to \$71.4m with strong revenue growth in all areas
- \$108m net revaluation growth adds 26cps (9.6%) to NTA

\$m	FY16	FY15	Change %
Property investment	78.5	62.1	26.4%
Property funds management	71.4	56.8	25.7%
Corporate	(25.2)	(20.1)	(25.4%)
Operating earnings	124.7	98.8	▲ 26.2%
Property valuations (net) ¹	107.8	37.4	
Amortisation and impairment of intangibles	(8.5)	(9.3)	
Gain on disposal of investments and inventory ¹	6.1	(0.9)	
Realised and unrealised losses on derivatives ¹	(10.3)	(5.6)	
Income taxes ²	(1.7)	(0.4)	
Other non-operating items ¹	(2.9)	(2.1)	
Total non-operating items	90.5	19.1	
Statutory profit after tax	215.2	117.9	▲ 82.5%
OEPS (cps)	30.4	27.5	▲ 10.5%
DPS (cps)	26.9	24.2	▲ 11.2%
ROE³ (earnings)	10.8%	11.4%	▼ (0.6%)

1. Includes the Group's proportionate share of non-operating items of equity accounted investments on a look through basis

2. Income taxes are non cash

3. Return on equity (earnings) is calculated as operating earnings divided by opening NTA adjusted for contributed equity during the year

Segment Result

- Modified segment reporting to reflect organisational restructure and better align with peers, including also showing a proportionately consolidated profit and loss
- Refer Appendices for reconciliation to previous segment disclosure and margin/MER disclosure
- Property investments earnings increased by 26.4%
 - Like for like growth of 5.6%
 - Change in invested capital contributed 20.8%
- Property funds management earnings increased by 25.7%. Revenue increase of 22.0% driven by strong investment management fee growth. Expense increase of 18.0% to support FUM growth including development resourcing
- Corporate and Group costs in FY16 include \$5.1m restructuring

\$m	FY16	FY15	Change %
Property investments income	78.5	63.0	24.6%
Interest and expenses	(0.0)	(0.9)	100%
Property investment earnings	78.5	62.1	26.4%
<i>Yield</i>	7.4%	7.5%	(0.1%)
PFM revenue	133.0	109.0	22.0%
PFM expenses	(61.6)	(52.2)	18.0%
PFM earnings	71.4	56.8	25.7%
<i>PFM margin¹</i>	55.1%	53.4%	1.7%
Corporate	(25.2)	(20.1)	(25.4%)
<i>Corporate MER²</i>	14.3bps	14.9bps	(0.6bps)
Operating Earnings	124.7	98.8	26.2%

1. Calculated as PFM EBITDA (excludes depreciation expense allocated to PFM) divided by PFM revenue

2. Calculated as Corporate expenses divided by closing FUM, as a basis points

Balance Sheet and Cashflow

Balance Sheet

- Strong balance sheet maintained
 - Cash position of \$145m and nil debt
 - \$154m increase in Property Investments made up of \$56m net investments (\$157m investments and \$101m capital return) and \$98m of net revaluations
 - Property Investments represent 81% of net tangible assets
- Significant future investment capacity available of \$165m
- NTA per security uplift of 28cps primarily due to cap rate compression in existing property investment portfolio

\$m	30 June 2016	30 June 2015
Cash	145	152
Property investments	1,098	944
Other assets	108	104
Intangibles	70	78
Total assets	1,421	1,278
Total liabilities	95	78
Total equity	1,326	1,200
NTA per security	\$3.04	\$2.76
NAV per security	\$3.21	\$2.95
Look through gearing (Inc. CHC) ¹	25.3%	23.9%
Total investment capacity ²	\$165m	\$191m

Cashflow

- FY16 Distribution covered 118% by operating cashflow
- DRP has been suspended based on current liquidity position

Operating Earnings to Operating Cashflow



1. Calculated as Charter Hall's debt (net of cash) / total assets (net of cash) of the Property Investments and Charter Hall's balance sheet

2. Investment capacity equals total liquidity (cash plus undrawn debt facility less bank guarantees) less minimum working capital and cash required for distributions

Outlook and Guidance



Long WALE REIT Update

- Charter Hall has progressed preparations to list on the ASX a new real estate investment trust, Charter Hall Long WALE REIT
 - all internal vendor approvals have now been secured
- Long WALE REIT will be a unique ASX listed REIT that owns a diversified portfolio of long WALE properties
 - expected to be the counterparty of choice for sale and leaseback and long lease asset vendors
 - mandate will position the REIT for future growth across varying asset classes
 - delivers on a strategic goal of Charter Hall to balance the growth of its unlisted platform with listed A-REIT funds under management
- The initial portfolio will be diversified by geography and asset class containing office, industrial and hospitality properties leased to leading corporations and government tenants on long term leases in six Australian states
- CHC is proposing to sell a number of its current co-investments into Long WALE REIT¹ in exchange for Long WALE REIT securities and it is expected that the Group will have a co-investment in the REIT in excess of 20%
- CHC will earn management fees from managing Long WALE REIT on terms that are consistent with its managed funds platform
- The listing of Long WALE REIT is expected to occur in October 2016



1. 45% interest in LWIP, 26% interest in Woolworths Distribution Centre Dandenong and 50% of Coles Distribution Centre Truganina

FY17 Outlook and Earnings Guidance

We believe the property market landscape will continue to accommodate growth

- **Lower for longer** low inflation low interest rate environment with record spread between discount rates and bond rates
- **Relative attractiveness** of commercial property
- **Continued equity flows** expected for institutional fund managers with strong track records

Our guidance¹ is as follows:

Absent unexpected events, Charter Hall's guidance for FY17 operating earnings per security growth over FY16 is:

- On a pre-tax basis 8-9% growth
- On a post-tax basis approximately 2% growth

The distribution payout ratio is expected to be between 85% and 95% of operating earnings per security on a post-tax basis.



1. Guidance excludes impact of Long WALE REIT

Additional Information

6

Additional Information

1 Group Overview

2 Property Investments Portfolio

3 Financials

4 Capital Management and Funding

Appendix – Group Overview



Charter Hall Group Property Overview

2

Properties valued at \$0.1b

Office	0
Retail	1
Industrial	1
Total m ² of assets	22

39

Properties valued at \$2.7b

Office	8
Retail	20
Industrial	11
Total m ² of assets	794
Total employees	32

19

Properties valued at \$0.9b

Office	4
Retail	10
Industrial	5
Total m ² of assets	275
Total employees	9

70

Properties valued at \$3.9b

Office	11
Retail	29
Industrial	30
Total m ² of assets	1,523
Total employees	35

74

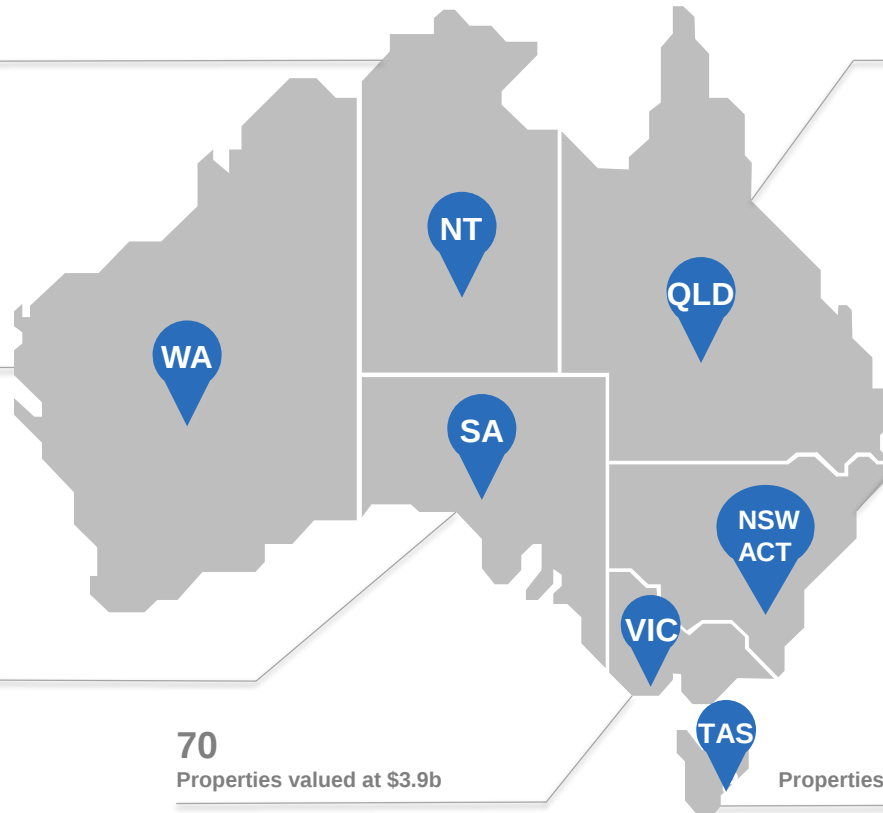
Properties valued at \$3.4b

Office	9
Retail	45
Industrial	20
Total m ² of assets	846
Total employees	37

84

Properties valued at \$6.3b

Office	15
Retail	50
Industrial	19
Total m ² of assets	1,216
Total employees	297



8

Properties valued at \$0.2b

Office	1
Retail	6
Industrial	1
Total m ² of assets	74

1. Note m² shown in 000's

Charter Hall Group Overview

Property Funds Management Platform \$17.5b FUM

- Investment management
- Transaction services
- Capital management

FUM	\$17.5b
No. of properties	296
Gross income	\$1.3b

- Asset management
- Property management
- Development management
- Technical services

Property Funds Management Platform \$1,098m co-investments



OFFICE
\$348m
(32% of portfolio)



INDUSTRIAL
\$265m
(24% of portfolio)



RETAIL
\$485m
(44% of portfolio)

Charter Hall Managed Funds

FUM as at 30 June 2016

Office \$8.1b			Industrial \$4.5b			Retail \$4.9b		
Wholesale Equity	CHOT \$2.3b	CPOF \$3.0b	BSWF ¹ \$0.6b	CLP \$1.6b	CPIF \$2.0b	LWHP \$0.7b	RP2 \$0.1b	LWIP \$0.7b
	CHOF 5 \$83m	Mandates \$0.8b				RP6 \$0.3b	Mandates \$0.2b	LWIP2 \$0.1b
Retail Equity	DOF \$0.8b	PFA \$0.3b	Workzone \$0.1b	DIFs/CDC \$0.9b		DAT \$0.1b	DAT2 \$83m	
	VA \$79m	CHIF 8 \$59m				BW Trust \$90m		
Listed Equity						CQR \$2.5b		

1. Brisbane Square Wholesale Fund (BSWF) includes 67% of Bankwest Place and Brisbane Square

Office Sector Activity

12 months to 30 June 2016

- Office FUM increased 19% to \$8.1b
- \$1.3b of transactional activity (with \$946m acquisitions and \$367m divestments)
- \$525m acquisition of 1 Shelley Street, Sydney a prominently positioned prime-grade office building located directly adjacent to the south side of Barangaroo (50% CPOF / 50% new Wholesale investor)
- CPOF raised \$303m new equity
- Continued strong performance across Office sector funds with CHOT achieving 27.2% total return for the year, and CPOF achieving 15.9%
- Continued strong development activity with three active projects with projected combined end value of \$681m and a forward development pipeline of \$945m
- Completed 140 leasing agreements across 218,000m² or 21% of the portfolio Major leasing deals included:
 - 23,240m² renewal to Suncorp at 266 George Street, Brisbane for 5 years (CPOF); and
 - 13,734m² renewal to Commonwealth of Australia (Department of Human Services) at 570 Bourke Street, Melbourne (CPOF)



Sector overview	30 Jun 2016	30 Jun 2015	Change
FUM	\$8.1b	\$6.8b	\$1.3b
No. of properties	48	48	-
Gross income	\$637m	\$569m	\$68m
Occupancy	98.0%	96.9%	1.1%
WALE	6.4yrs	6.5yrs	(0.1yrs)
WACR	6.53%	7.13%	(0.60%)
Incentives (% gross)	24.9%	26.0%	(1.1%)
CHC co-investment	\$348m	\$372m	(\$24m)

Industrial Sector Activity

12 months to 30 June 2016

- Industrial FUM increased 61% to \$4.5b
- Completed \$1.3b of acquisitions across 19 assets
- \$190m of divestments across 12 assets as part of strategy to enhance the quality of the portfolio
- Completed 32 leasing deals totaling 402,000m². Major leasing deals included:
 - Target for a 10 year term over for 62,873m² at Drystone Estate (CLP)
 - The Reject Shop for a 10 year term over 37,765m² at Drystone Estate (CLP)
- Current developments underway totaling 294,000m² with a completion value of \$585m
- Forward development pipeline totaling 690,000m² with a completion value of \$961m



Sector overview	30 Jun 2016	30 Jun 2015	Change
FUM	\$4.5b	\$2.8b	\$1.7b
No. of properties	87	76	11
Gross income	\$317m	\$219m	\$98m
Occupancy	99.9%	98.6%	1.3%
WALE	9.6yrs	9.9yrs	(0.3yrs)
WACR	6.69%	7.43%	(0.74%)
CHC co-investment	\$265m	\$197m	\$68m

Retail Sector Activity¹

12 months to 30 June 2016

- Retail FUM increased 23% to \$4.9b
- Completed \$719m of acquisitions and \$183m of divestments
- Continued focus on majors WALE with completion of 10 majors leasing deals
- Completed 363 specialty leasing deals over 21,000m² at 2.3% spreads
- Occupancy remaining strong at 98.5%
- Continued strong development activity with seven active projects adding an additional \$153m to existing assets and a forward development pipeline of \$179m
- Retail sales environment – specialties and liquor strong whilst supermarket sales remain subdued due to heightened competition and price deflation



Sector overview	30 Jun 2016	30 Jun 2015	Change
FUM	\$4.9b	\$4.0b	\$0.9b
No. of properties	161	157	4
Gross income	\$351m	\$333m	\$18m
Occupancy	98.5%	98.7%	(0.2%)
WALE	9.2yrs	9.0yrs	0.2yrs
WACR	6.42%	6.90%	(0.48%)
CHC co-investment	\$485m	\$375m	\$110m

1. Previously disclosed hospitality asset class now included in Retail

Charter Hall Direct Activity

12 months to 30 June 2016

- Direct Retail Investor FUM increased 32% to \$2.5b
- Raised over \$318m of external equity
- Completed over \$500m of acquisitions
- Launched two Direct Automotive Funds for a total value of \$185m – Direct Automotive Trust (DAT) and Direct Automotive Trust No.2 (DAT2)
- Realised \$121m (\$91m above book value) at 504 Pacific Highway, St Leonards asset (Direct Office Fund)
- Maintained number 1 ranking in PIR survey of Top 10 Unlisted Retail Fund Managers
- Held 3 positions in the top 10 performing core unlisted funds at 30 June 16¹



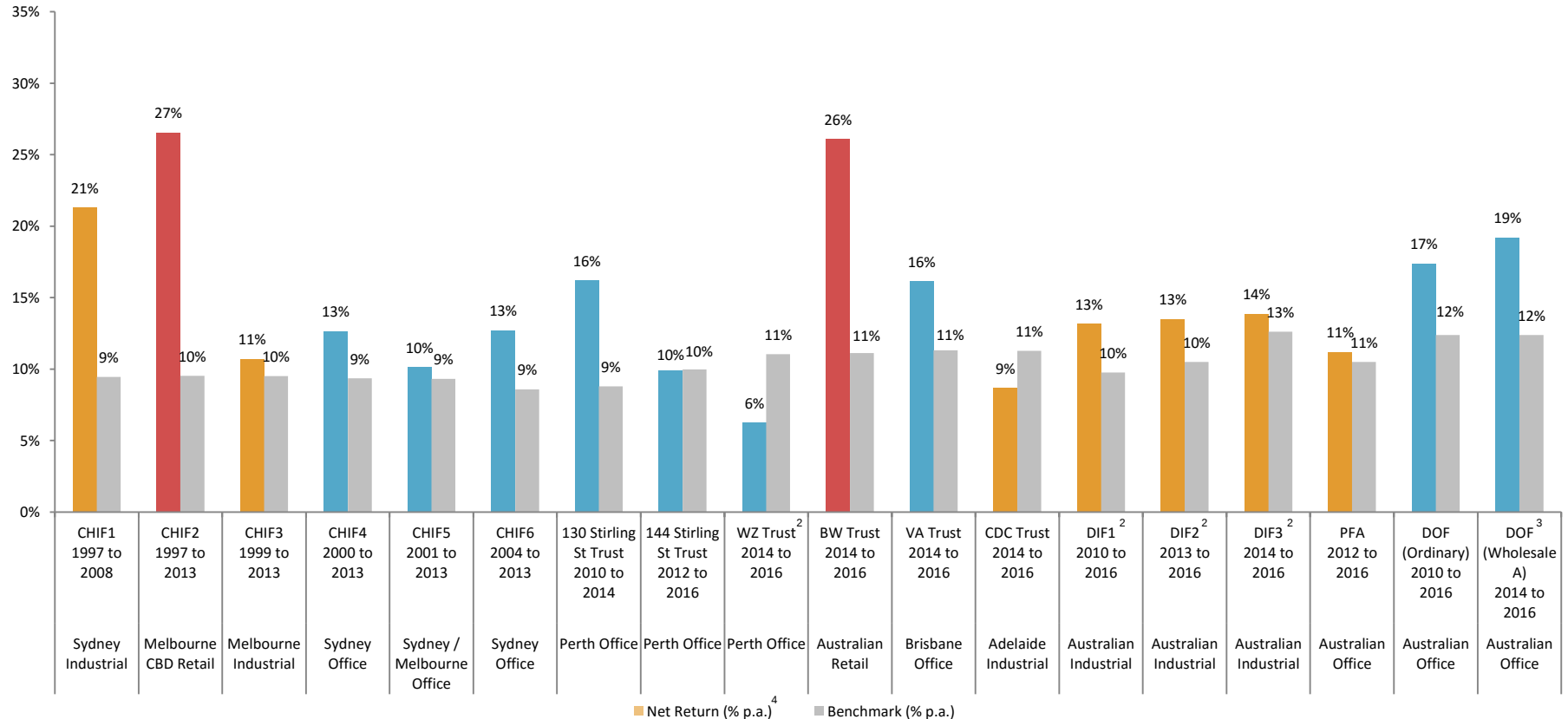
Sector overview	30 Jun 2016	30 Jun 2015	Change
FUM	\$2.5b	\$1.9b	\$0.6b
No. of properties	49	45	4
Gross income	\$199m	\$168m	\$31m
Occupancy	99.6%	98.8%	0.8%
WALE	9.5yrs	9.1yrs	0.4yrs
WACR	6.85%	7.56%	(0.71%)

1. The Property Council/IPD Unlisted Core Retail Property Fund Index

2. Direct assets reflected in retail, office, industrial sector statistics

Charter Hall Direct Funds Network

- For the 12 months to 30 June 2016, Charter Hall Direct managed three of the top ten funds ranked by performance in The Property Council/IPD Australian Unlisted Core Retail Property Fund Index¹



1. Benchmark is MSCI/IPD Unlisted Core Wholesale Property Fund Index

2. Returns for investments with bonus units

3. Returns for investments under the entitlement offer

4. Net return represents IRR. Past performance is not an indicator of future results

Appendix - Property Investment Portfolio

2

CHC Property Investment Portfolio

As at 30 June 2016¹

	Ownership Stake	Charter Hall Investment	Charter Hall Investment Income	WALE	Market Cap Rate	Discount Rate	FY16 Average rental reviews	Charter Hall Investment Yield FY16 ³	Charter Hall Investment Yield FY15 ³	EPU Growth
	(%)	(\$m)	(\$m)	(years)	(%)	(%)	(%)	(%)	(%)	(%)
Office		348	21.5	5.8	6.44%	7.6%	3.8%	6.8%	6.7%	
Charter Hall Prime Office Fund (CPOF)	10.7%	183	10.3	6.5	6.44%	7.6%	3.8%	6.1%	6.6%	(2.2%)
Charter Hall Office Trust (CHOT)	14.3%	164	11.2	5.1	6.33%	7.6%	3.9%	7.4%	6.7%	3.4%
PFA Diversified Property Trust (PFA)	0.1%	1	0.0	7.4	7.93%	8.5%	3.0%	8.9%	9.9%	13.3%
Industrial		265	15.9	9.4	6.63%	8.0%	3.0%	7.2%	7.5%	
Core Logistics Partnership (CLP)	16.1%	170	9.3	9.9	6.58%	8.0%	3.0%	7.1%	7.1%	7.4%
Charter Hall Prime Industrial Fund (CPIF)	6.8%	95	6.6	8.4	6.70%	8.1%	3.1%	7.8%	7.9%	4.7%
Retail		485	34.3	11.2	6.38%	8.0%	3.2%	7.9%	8.2%	
Charter Hall Retail REIT (CQR) ²	14.3%	227	15.8	6.9	6.71%	8.1%	4.1%	8.1%	8.7%	2.4%
Long WALE Investment Partnership (LWIP)	50.0%	165	12.1	18.3	6.12%	7.9%	2.0%	8.2%	8.0%	3.3%
Long WALE Hardware Partnership (LWHP)	11.0%	47	2.6	9.4	6.00%	7.9%	3.0%	6.8%	7.3%	(4.8%)
Retail Partnership No. 6 Trust (RP6) ²	20.0%	32	1.7	4.2	6.00%	7.8%	3.2%	6.2%	6.5%	2.2%
Retail Partnership No. 2 (RP2) ²	5.0%	6	1.7	5.4	6.00%	8.0%	4.5%	8.0%	8.4%	3.1%
Long WALE Investment Partnership 2 (LWIP2)	10.0%	8	0.4	19.4	6.33%	8.0%	2.5%	7.2%	3.6%	4.9%
Other⁴			6.8							
Total²		1,098	78.5	8.8	6.46%	7.9%	3.4%	7.4%	7.5%	

1. Weighted average property statistics based on the funds where CHC has an investment as at 30 June 2016

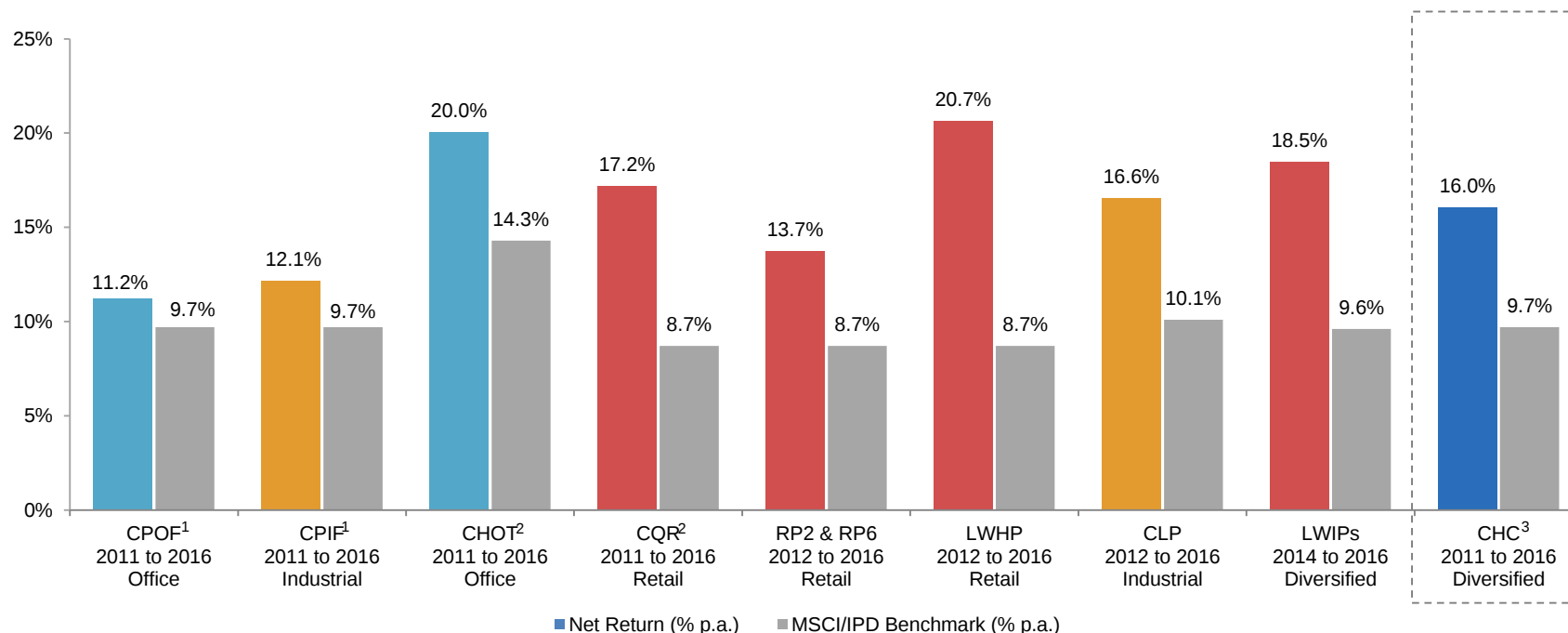
2. Average rent reviews is contracted weighted average rent increases of specialty tenants

3. Yield = Operating earnings divided by starting investment value (MTM) at start of the year adjusted for investments / divestments. Excludes MTM movements in NTA during the year

4. Other includes co-investment income from funds realised during the year and CIP

Property Investment Portfolio Net Returns

- The Property Investment portfolio's total property return over the five years to 30 June 2016 is 16.0% per annum, outperforming the MSCI/IPD Unlisted Wholesale Pooled Property Fund Index (NAV post fees) which returned 9.7% over the same period
- The total property return of each core Property Investment has outperformed the sector specific MSCI/IPD index over the same period



1. CPOF and CPIF net return benchmarked against MSCI/IPD Unlisted Wholesale Pooled Property Fund Index

2. CHOT (formerly CQO) and CQR starting value based on security price on ASX

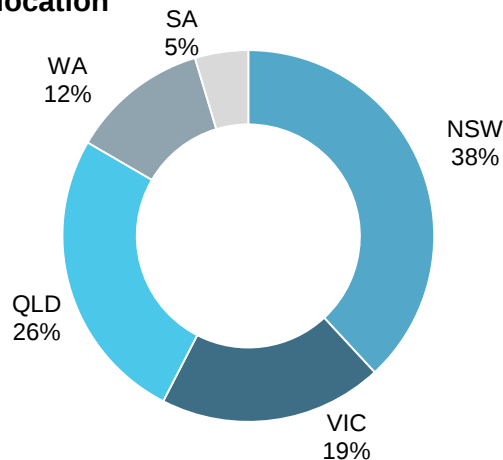
3. Total property return - includes all Property Investments defined in this presentation

Charter Hall Prime Office Fund (CPOF)

Key events during FY16

- CPOF acquired 900 Ann Street, Fortitude Valley a fully pre-committed development asset to Aurizon (12 year lease), scheduled for completion in May 2018
- CPOF acquired 55 King Street, Melbourne a fully leased asset with long-term re-development potential
- CPOF acquired a 50% interest of 1 Shelley St, Sydney
- Assets currently under construction include 333 George Street, Sydney, WSU, Parramatta and 900 Ann St, Brisbane
- 570 Bourke Street development complete with 98% committed space

Geographic allocation (by GAV)



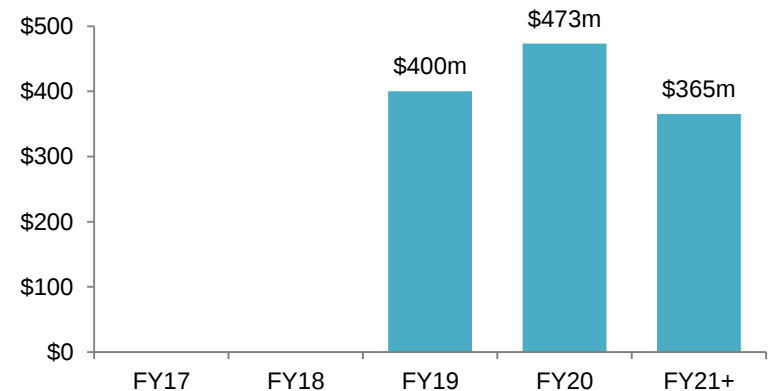
1. Represents 30 June 2016 book values including the completion value of WSU, Parramatta and 900 Ann Street, Fortitude Valley

2. Occupancy and WALE based on the core portfolio and excludes the impact of the current development 333 George Street, Sydney (under construction)

Portfolio characteristics

Portfolio characteristics	Key metrics
Gross property assets ¹	\$3.0b
Total debt (look through)	\$0.8b
Gearing (look through)	29.4%
Number of assets	20
Occupancy ²	97.2%
Weighted average lease expiry ²	6.5 years
CBD and CBD fringe assets	86%
A grade assets	99%
Weighted average cap rate	6.44%
Weighted average rent review (next 12 months)	3.8%
EPU growth	(2.2%)
Charter Hall co-investment	\$183m / 10.7%

Debt expiry profile (by facility limit)

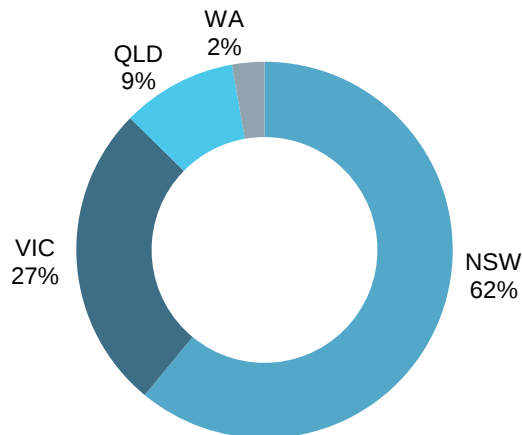


Charter Hall Office Trust (CHOT)

Key events during FY16

- Divested CHOT's Newcastle, Australia Place and Parramatta assets at \$23m or 19% above Dec 15 valuation
- Investment returns – achieved NOI of \$44.4m (or \$3.3m) above budget
- Capital management – refinancing CHOT's \$1.2b loan effective January 2016 (\$1m annual savings)
- Capital return – \$175m returned to Investors
- Valuations – Avaya House and 5 Queens externally valued with a combined net uplift of \$29.0m (or 17.6%)
- Sustainability – 171 Collins Street achieved 6 Green Star NABERS Energy rating and submitted CHOT's maiden Global Real Estate Sustainability Benchmark (GRESB) application

Geographic allocation (by GAV)

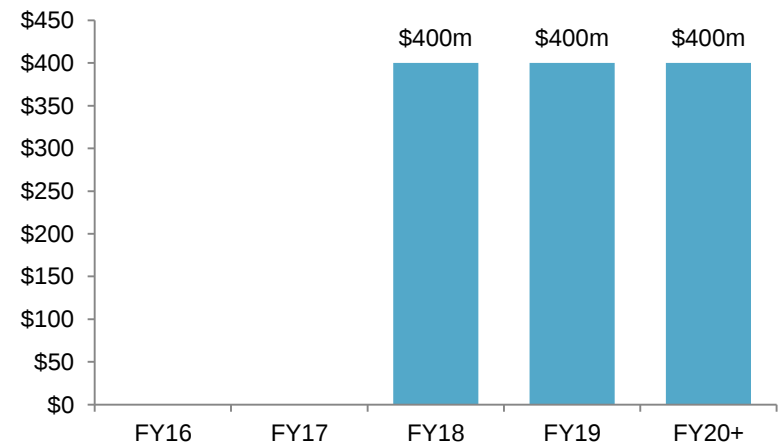


Portfolio characteristics

Key metrics

Gross property assets	\$2.3b
Total debt	\$1.1b
Gearing (balance sheet)	47.8%
Number of assets	12
Occupancy	98.1%
Weighted average lease expiry	5.1 years
CBD assets	85%
Prime grade assets	94%
Weighted average cap rate	6.33%
Weighted average rent review (next 12 months)	3.9%
EPU growth	3.4%
Charter Hall co-investment	\$164m / 14.3%

Debt expiry profile (by facility limit)



Core Logistics Partnership (CLP)

Key events during FY16

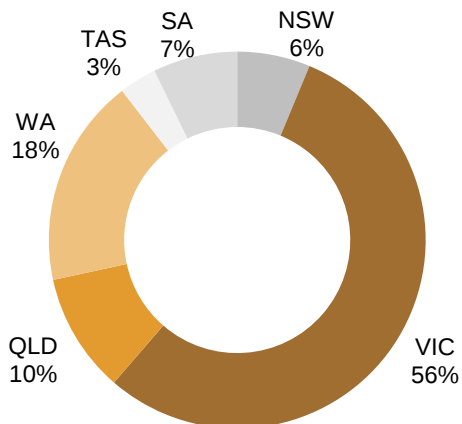
- Acquired four investments (Parkwest Estate \$189m, Gepps Cross \$46m, Stockyards Estate \$120m (50%) & Centurion Hazelmere \$46.7m) and one development site (Drystone Estate land \$26.2m)
- Completed three pre-leased facilities (Woolworths Drystone \$91.8m, Laverton Cold Storage Drystone \$17.8m & Cascade Connectwest \$11.6m)
- Portfolio gross assets of \$1.6b including current pre-leased forward funded developments underway including Target \$79.1m, Reject Shop \$42.9m, Rand \$20.4m & Couriers Please \$15.7m (all at Drystone Estate and all shown as values on an as if completed basis)

Portfolio characteristics

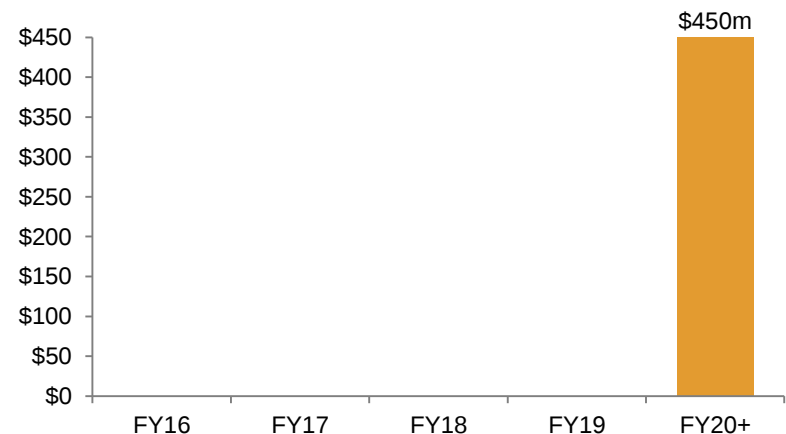
Key metrics

Gross property assets	\$1.6b
Total debt	\$0.4b
Gearing (balance sheet)	28.5%
Number of assets	27
Occupancy	99.7%
Weighted average lease expiry	9.9 years
Weighted average cap rate	6.58%
Weighted average rent review (next 12 months)	3.0%
EPU growth	7.4%
Charter Hall co-investment	\$170m / 16.1%

Geographic allocation (by GAV)



Debt expiry profile (by facility limit)

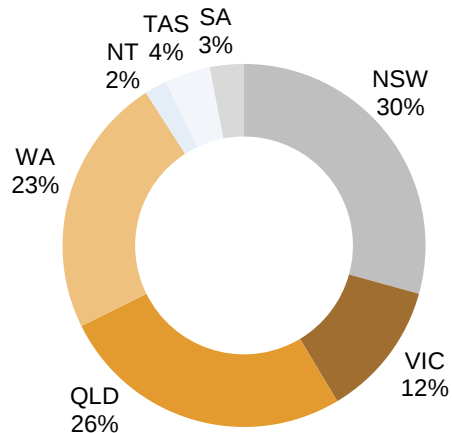


Charter Hall Prime Industrial Fund (CPIF)

Key events during FY16

- CPIF is one of the highest ranked unlisted wholesale property fund¹ (all sectors) over the 3 years to 30 June 2016 according to Mercer / IPD Wholesale Pooled Property Funds Index benchmark data
- CPIF Unitholders unanimously approved the appointment of a new Responsible Entity with a dedicated Board that comprises 3 independent Directors and 2 executive Directors
- Over FY16 the Fund reached \$2.0b in gross asset value and is now diversified across 44 assets with 100% occupancy and a 8.4 year WALE
- CPIF controls a 60ha land bank spread across multiple sites with capacity to deliver up to 300,000m² or \$500m of investment product

Geographic allocation (by GAV)

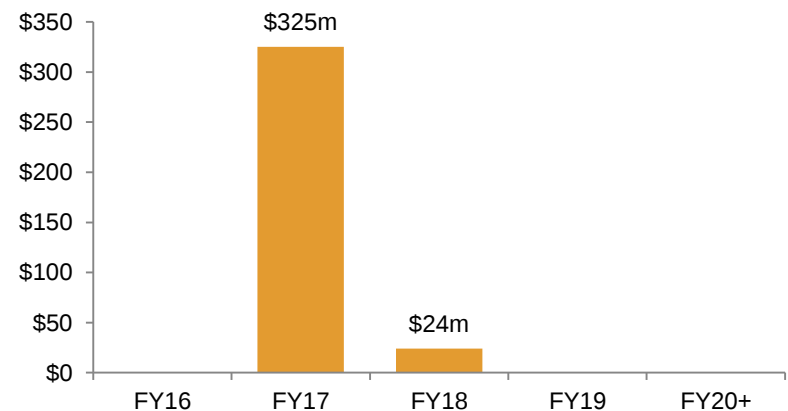


1. Source: MSCI/IPD Wholesale Pooled Property Funds Index – multi asset funds

Portfolio characteristics

Portfolio characteristics	Key metrics
Gross property assets	\$2.0b
Total debt	\$0.2b
Gearing (balance sheet)	14.3%
Number of assets	44
Occupancy	100%
Weighted average lease expiry	8.4 years
Weighted average cap rate	6.70%
Weighted average rent review (next 12 months)	3.1%
EPU growth	4.7%
Charter Hall co-investment	\$95m / 6.8%

Debt expiry profile (by facility limit)

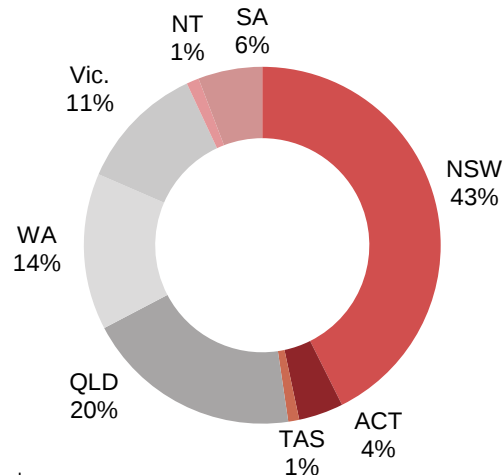


Charter Hall Retail REIT (CQR)

Key events during FY16

- Acquired a 47.5% interest in Charter Hall Retail Partnership No. 2 Trust, which owns Bateau Bay Square. This was partially funded via a placement of 11.0 million units of the REIT with Charter Hall Group at a price of \$4.1167
- Acquired Goulburn and Katherine, two sub-regional shopping centres for a total acquisition price of \$94.9m at an initial yield of 7.2%
- Debt restructure completed increasing weighted average debt maturity to 6.7 years on completion with 50% of the fund's debt termed out past 10 years
- Completion of major redevelopment at Lansell (VIC) and commenced major redevelopments at Secret Harbour (WA) and Lake Macquarie/Mount Hutton

Geographic allocation (by GAV)

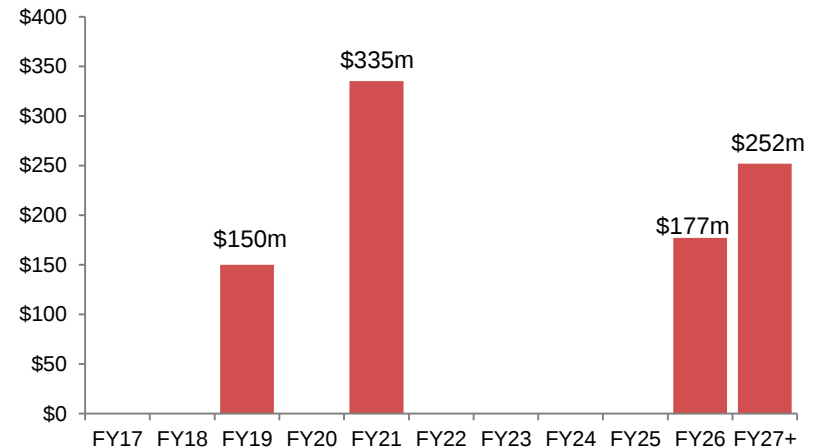


1. For specialty stores only

Portfolio characteristics

Portfolio characteristics	Key metrics
Gross property assets	\$2.5b
Total look through debt (net of cash)	\$0.9b
Gearing (look through)	35.9%
Total number of assets	74
Occupancy (weighted on GLA)	98.0%
Anchor WALE	10.6 years
Weighted average cap rate	6.71%
Weighted averaged rent review ¹ (next 12 months)	4.1%
EPU growth	2.4%
Charter Hall co-investment	\$227m / 14.3%

Debt expiry profile (by facility limit)



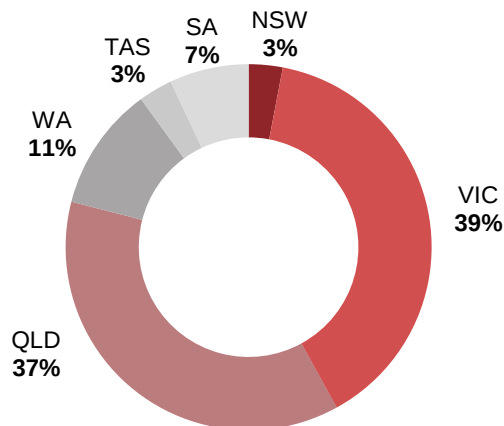
Long WALE Investment Portfolio (LWIP)

Key events during FY16

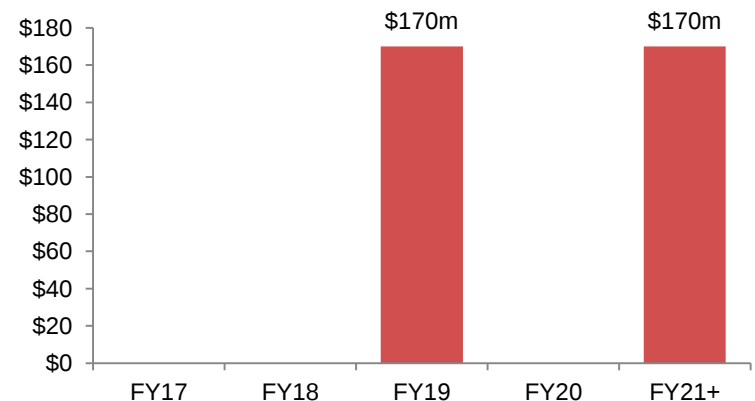
- \$679m portfolio of 54 ALH leased hotels including 18 Dan Murphy's
- Portfolio WALE of 18.3 years at June 2016 with CPI annual rental increases
- 30 June 2016 weighted average cap rate of 6.12%
- Interest rate hedges in place with an average 2.6 year remaining term at an average base rate of 3.12%

Portfolio characteristics	Key metrics
Gross property assets	\$0.7b
Total debt	\$0.3b
Gearing (balance sheet)	51.5%
Number of assets	54
Occupancy	100%
Weighted average lease expiry	18.3 years
Weighted average cap rate	6.12%
Weighted average rent review (next 12 months)	CPI
EPU growth	3.3%
Charter Hall co-investment	\$165m / 50%

Geographic allocation (by GAV)



Debt expiry profile (by facility limit)



Appendix - Financials

3

Key Financial Metrics

Group	FY16	FY15	Change
Statutory profit after tax	\$215.2m	\$117.9m	82.5%
Operating earnings	\$124.7m	\$98.8m	26.2%
Operating earnings per security (OEPS)	30.4cps	27.5cps	10.5%
Distribution per security (DPS)	26.9cps	24.2cps	11.2%
Return on Equity ¹ (earnings)	10.8%	11.4%	(0.6%)
Balance Sheet	At 30 June 2016	At 30 Jun 2015	Change
Funds under management	\$17.5b	\$13.6b	28.7%
Total Group assets	\$1,421m	\$1,278m	11.2%
NAV per security	\$3.21	\$2.95	8.8%
NTA per security	\$3.04	\$2.76	10.1%
Balance sheet gearing ²	0.0%	0.0%	-
Look through gearing (Inc. CHC) ³	25.3%	23.9%	1.4%
PI look through gearing (Ex. CHC) ⁴	34.8%	36.5%	(1.7%)

1. Return on equity (earnings) is calculated as operating earnings divided by opening NTA plus contributed equity during the year

2. Debt (net of cash) / Gross assets (less cash)

3. Calculated as Charter Hall's debt (net of cash) / total assets (net of cash) of the Property Investments and Charter Hall's balance sheet

4. As above excluding Charter Hall balance sheet

Reconciliation of Segment Result to Previous Disclosure – FY16

Following table reconciles from the previous segment disclosure and the changes made to arrive at the new segment disclosure

\$m	Previous Disclosure	CIP ¹	Restructuring expense ²	Depreciation expense ³	Unallocated Corporate expense ⁴	Security-based benefit ⁵	FY16 Segments
Property Investment Income	75.3	3.2	-	-	-	-	78.5
Interest	1.1	-	-	-	-	-	1.1
Expenses	(1.1)	-	-	-	-	-	(1.1)
Property Investment Earnings	75.3	3.2	-	-	-	-	78.5
PFM revenue	136.2	(3.2)	-	-	-	-	133.0
PFM expenses	(83.4)	-	5.1	-	19.0	(0.4)	(59.7)
Depreciation expense	(2.6)	-	-	0.7	-	-	(1.9)
PFM Earnings	50.2	(3.2)	5.1	0.7	19.0	(0.4)	71.4
PFM Margin ⁶	38.7%						55.1%
Corporate expenses	-	-	-	-	(19.0)	-	(19.0)
Restructuring costs	-	-	(5.1)	-	-	-	(5.1)
Security-based benefit expense	(0.8)	-	-	-	-	0.4	(0.4)
Depreciation expense	-	-	-	(0.7)	-	-	(0.7)
Corporate	(0.8)	-	(5.1)	(0.7)	(19.0)	0.4	(25.2)
Total Operating Earnings	124.7	-	-	-	-	-	124.7

24.5

- 1) CIP profit after tax re-classified to Property Investments as earnings are generated by development activities in 50% investment in CIP and not Funds Management
- 2) Restructure costs reclassified from PFM expenses to Unallocated Corporate as the costs are not directly attributable to revenue generating divisions and are a result of corporate initiated decisions
- 3) Component of depreciation expense related to Corporate
- 4) Unallocated Corporate expenses includes the costs to manage the listed stapled entity of CHC and non sector costs of managing the group wide platform. These include the Board, CEO, CFO, heads of group wide functions (People and IT), group finance, CHC investor relations and group marketing
- 5) Component of security-based benefits expense related to Unallocated Corporate
- 6) PFM margin calculated as PFM earnings (excluding depreciation expense) divided by PFM revenue

Reconciliation of Segment Result to Previous Disclosure – FY15

Following table reconciles from the previous segment disclosure and the changes made to arrive at the new segment disclosure

\$m	Previous Disclosure	CIP ¹	Restructuring expense ²	Depreciation expense ³	Unallocated Corporate expense ⁴	Security-based benefits ⁵	FY15 Segments
Property Investment Income	59.2	3.8	-	-	-	-	63.0
Interest	0.1	-	-	-	-	-	0.1
Expenses	(1.0)	-	-	-	-	-	(1.0)
Property Investment Earnings	58.3	3.8	-	-	-	-	62.1
PFM revenue	112.8	(3.8)	-	-	-	-	109.0
PFM expenses	(67.6)	-	1.3	-	17.0	(1.4)	(50.7)
Depreciation expense	(2.0)	-	-	0.5	-	-	(1.5)
PFM Earnings	43.2	(3.8)	1.3	0.5	17.0	(1.4)	56.8
PFM Margin ⁶	40.1%						53.4%
Corporate expenses	-	-	-	-	(17.0)	-	(17.0)
Restructuring costs	-	-	(1.3)	-	-	-	(1.3)
Security-based benefit expense	(2.7)	-	-	-	-	1.4	(1.3)
Depreciation expense	-	-	-	(0.5)	-	-	(0.5)
Corporate	(2.7)	-	(1.3)	(0.5)	(17.0)	1.4	(20.1)
Total Operating Earnings	98.8	-	-	-	-	-	98.8

- 1) CIP profit after tax re-classified to Property Investments as earnings are generated by development activities in 50% investment in CIP and not Funds Management
- 2) Restructure costs reclassified from PFM expenses to Unallocated Corporate as the costs are not directly attributable to revenue generating divisions and are a result of corporate initiated decisions
- 3) Component of depreciation expense related to Corporate
- 4) Unallocated Corporate expenses includes the costs to manage the listed stapled entity of CHC and non sector costs of managing the group wide platform. These include the Board, CEO, CFO, heads of group wide functions (People and IT), group finance, CHC investor relations and group marketing
- 5) Component of security-based benefits expense related to Unallocated Corporate
- 6) PFM margin calculated as PFM earnings (excluding depreciation expense) divided by PFM revenue

19.7

Operating Expenses and MER

Following table shows total expenses split by segment, using the revised segment disclosure adopted for FY16 and the previous disclosure split

	FY16 Previous Disclosure	FY16 Segments	FY15 Previous Disclosure	FY15 Segments
FUM \$b	17.5	17.5	13.6	13.6
\$m				
PI expenses	1.1	1.1	1.0	1.0
PFM expenses	83.5	61.6	67.6	52.2
Corporate expenses	-	24.5	-	19.6
Security-based benefit expense	0.7	-	2.7	-
Depreciation	2.6	0.7	2.0	0.5
Total expenses	87.9	87.9	73.3	73.3
Corporate MER¹	n/a	14.3	n/a	14.9

1. Corporate MER is total Corporate including depreciation divided by closing FUM. Corporate MER (excluding restructuring expenses) is 11.4bps in FY16 and 13.9bps in FY15

Segment Earnings – Proportional Basis

- On a look through basis to fund investments, CHC generates 81.4% of EBITDA from real estate ownership and development activities
- Net development EBITDA represents contribution from 50% owned CIP

	Property Investments	Property Funds Management	Corporate	Total
FY16 \$m				
Property rental income	146.7	-	-	146.7
Property expenses	(28.8)	-	-	(28.8)
Management revenue	-	119.6	-	119.6
Net property development EBITDA ¹	6.2	-	-	6.2
Net operating expenses	(1.1)	(61.9)	(24.5)	(87.5)
EBITDA	123.0	57.7	(24.5)	156.2
Property investment EBITDA as a % of total EBITDA	78.7%			
Inter-segment fees and expenses ²	(11.3)	15.6	-	4.3
Depreciation and amortisation expense	(0.6)	(1.9)	(0.7)	(3.2)
Net interest expense	(31.2)	-	-	(31.2)
Income tax expense	(1.4)	-	-	(1.4)
Operating earnings	78.5	71.4	(25.2)	124.7
Other Segment Items:				
Realised gains/(losses) on disposal of investments ³	22.4			
Property investment EBITDA as % of total EBITDA, including realised gains/(losses) ⁴	81.4%			

- CIP EBITDA less depreciation, interest and tax = \$3.2m profit after tax
- Inter-segment fees and expenses are made up of fees and expenses paid by the funds to the Group whether treated as expenses or capitalised by the fund
- Realised gains/(losses) are calculated on property disposals based on sales price less historical acquisition costs plus capital expenditure on a look through basis
- This ratio is calculated by dividing the Property Investments EBITDA plus the realised gains/(losses) on disposal of investments by the total EBITDA plus realised gains/(losses) on disposal of investments

Reconciliation of Property and management revenue as per Segment Note to Funds Management Income	FY16	FY15
PFM Revenue per segment note	119.6	98.3
Add: Inter-segment fees and expenses	15.6	12.5
Less: Inter-segment expense recoveries	(2.2)	(1.7)
PFM Revenue	133.0	109.1
PFM EBITDA Expenses per segment note	(61.9)	(52.4)
Less: Inter-segment expense recoveries	2.2	1.7
Add: Depreciation	(1.9)	(1.5)
PFM Expenses	(61.6)	(52.2)

Property Funds Management Operating Earnings

\$m	FY16	FY15	Change	Change %
Revenue				
Fund management fees	62.6	49.9	12.7	25.5%
Transaction and performance fees	30.7	20.5	10.2	49.8%
Investment management	93.3	70.4	22.9	32.5%
Property management fees	16.0	15.0	1.0	6.7%
Development management fees	8.2	6.8	1.4	20.6%
Leasing fees	11.2	12.9	(1.7)	(13.2%)
Facilities and project management fees	4.3	4.0	0.3	7.5%
Property services	39.7	38.7	1.0	2.6%
Total funds management revenue	133.0	109.0	24.0	22.0%
Net operating expenses	(59.7)	(50.7)	(9.0)	17.8%
Depreciation	(1.9)	(1.5)	(0.4)	26.7%
Operating earnings: Property Funds Management	71.4	56.8	14.6	25.7%

Appendix – Capital Management and Funding



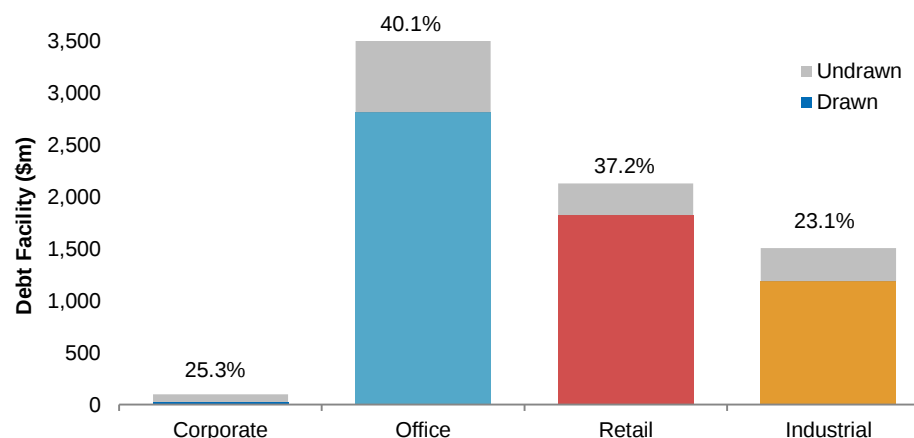
Debt and Capital Management

- Substantial funding capacity available across the funds platform
 - \$7.5b of debt facilities across 29 funds and the Group
 - \$1.7b available undrawn debt plus \$0.4bn of cash
- \$1.5b of new debt facilities and \$3.8b of refinanced debt in FY16
- Look through weighted average debt maturity¹ of 3.8 years up from 3.2 years
- WACD² is 4.55% down from 4.88%
- Interest rate hedging to 70%, down from 79% across the funds platform

Key Debt Metrics

Managed Funds Platform	Jun 16	Jun 15
Group facility limit (\$m)	7,527	6,336
Group undrawn debt (\$m)	1,667	1,667
Total group cash (\$m)	431	262
Look through gearing (%)	25.3%	23.9%
CHC look through weighted average debt maturity (yrs.) ¹	3.8	3.2
Look through weighted average cost of debt ²	4.55%	4.88%
Look through interest rate hedging (%)	70%	79%

Debt Facility by Sector¹

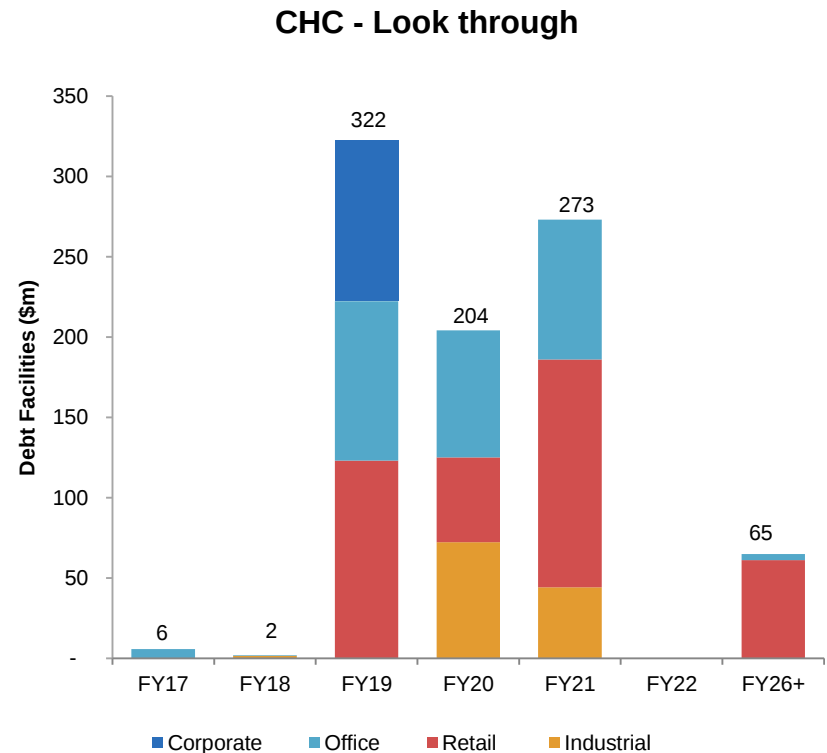
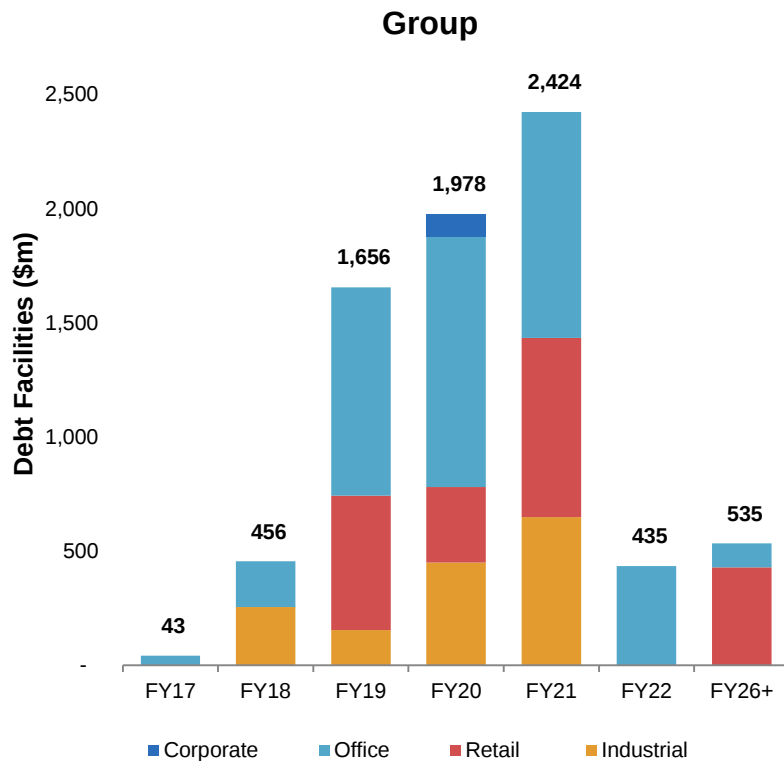


1. Debt duration is based on facility limits

2. Passing cost of debt is on a look through basis and includes floating rate, hedge rate, margins, line fee but excludes undrawn line fees and amortised borrowing costs

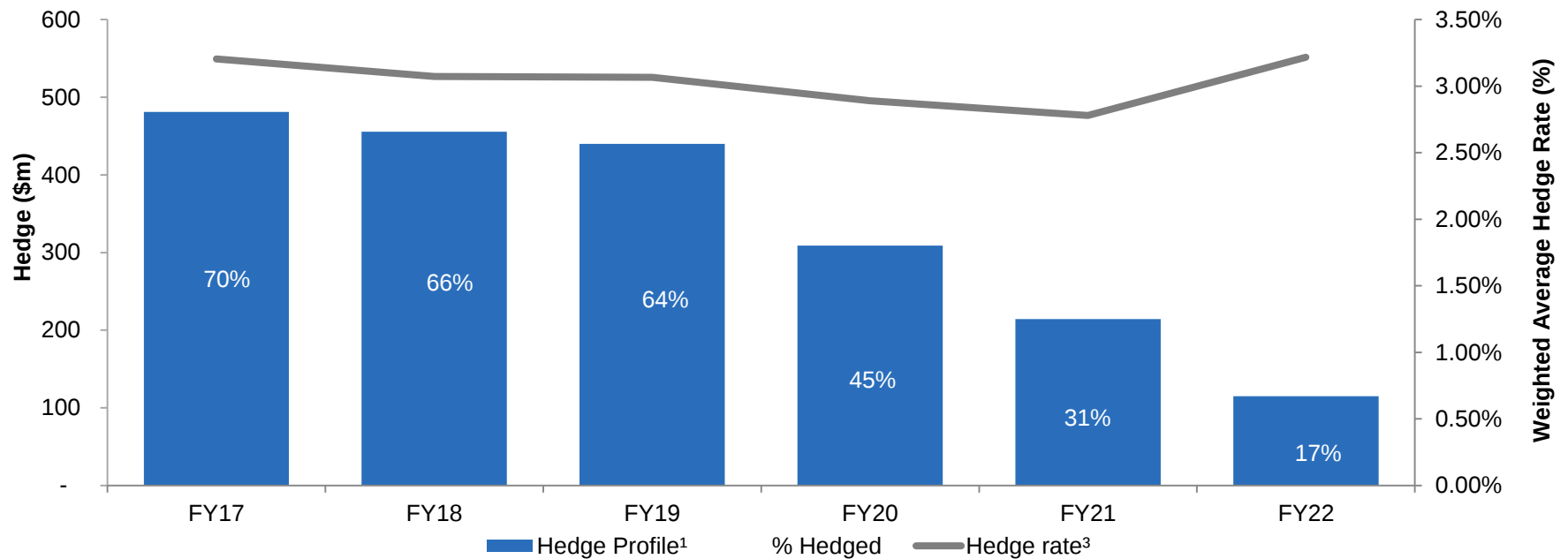
Debt Maturity Profile

- Weighted average maturity at 30 June 2016 is 4.0 years up from 3.5 at 30 June 2015
- CHC Look through weighted average maturity at 30 June 2016 is 3.8 years



CHC Property Investments Hedge Maturity Profile

- The hedge portfolio has a duration of 3.9 years
- The passing weighted average hedge rate is 3.20%
- The passing weighted average cost of debt is 4.55%



1. Interest rate hedging as at 30 June 2016 on a look through basis

2. Current Drawn Debt as at 30 June 2016 and is projected on a straight line basis for illustrative purposes only

3. Hedge Rate is the look through weighted average rate as at 30 June 2016

Fund Key

Listed Entities	
CHC	Charter Hall Group
CQR	Charter Hall Retail REIT

Wholesale (Pooled and Partnerships)	
BSWF	Brisbane Square Wholesale Fund
CHOT (Partnership)	Charter Hall Office Trust
CLP (Partnership)	Core Logistics Partnership
CPIF (Pooled)	Charter Hall Prime Industrial Fund
CPOF (Pooled)	Charter Hall Prime Office Fund
LWHP	Long WALE Hardware Partnership
LWIP	Long WALE Investment Partnership
LWIP2	Long WALE Investment Partnership No. 2
RP1	Retail Partnership No.1
RP2	Retail Partnership No.2
RP6	Retail Partnership No.6
Funds being realised	
CHOF5	Charter Hall Opportunity Fund 5

Direct Funds	
BW Trust	BW Trust (Direct syndicate)
CDC	Charter Hall Direct CDC Trust
CHIF8	144 Stirling Street Trust
DIF, DIF2, DIF3	Direct Industrial Fund series
DOF	Direct Office Fund (Formerly Charter Hall Direct Property Fund)
PFA	PFA Diversified Fund
VA	Charter Hall Direct VA Trust
DAT	Charter Hall Direct Automotive Trust
Other	
CAGR	Compound Annual Growth Rate
Cap Rate	Capitalisation Rate
FUM	Funds Under Management
NTA	Net Tangible Assets
OEPS	Operating Earnings per Security
PFM	Property Funds Management
PI	Property Investments
WACR	Weighted Average Cap Rate
WALE	Weighted Average Lease Expiry

About Charter Hall Group

Charter Hall Group (ASX:CHC) is one of Australia's leading fully integrated property groups, with over 25 years' experience managing high quality property on behalf of institutional, wholesale and retail clients. As at 30 June 2016 Charter Hall had \$17.5 billion of funds under management across the office, retail and industrial sectors. The Group has offices in Sydney, Melbourne, Brisbane, Adelaide and Perth.

The Group's success is underpinned by a highly skilled and motivated team with diverse expertise across property sectors and risk-return profiles. Sustainability is a key element of its business approach and by ensuring its actions are commercially sound and make a difference to its people, customers and the environment, Charter Hall can make a positive impact for its investors, the community and the Group.

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