Charter Hall Group

AGM 2017

333 George Street, Sydney NSW

Contents

1 Martin Place, Sydney NSW

Board of Directors

David Clarke
Chair

Anne Brennan
Non-Executive Director

Karen Moses
Non-Executive Director

Philip Garling
Non-Executive Director

David Ross
Non-Executive Director

David Harrison
Managing Director & Group CEO

Chair's Address

1

1 Shelley Street, Sydney NSW

Group Highlights

30 June 2017

OUR VISION

"Our goal is to be Australia's best and most highly regarded property investment and funds management business."

27.6%[1]

TOTAL PLATFORM RETURN

$20.4b[2]

FUM

$2.3b

GROSS EQUITY RAISED

$257.6m

↑19.7%

STATUTORY PROFIT AFTER TAX

$3.60

↑18.1%

NET TANGIBLE ASSETS PER SECURITY

$1.5b

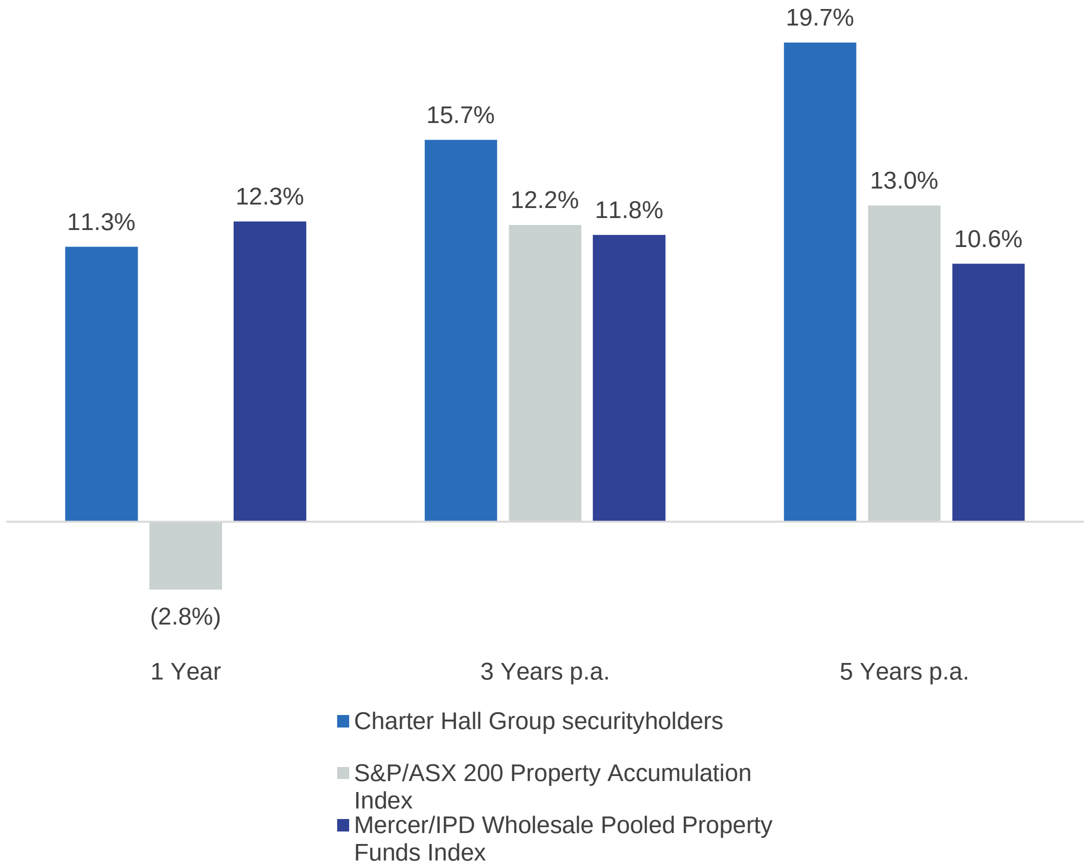
PROPERTY INVESTMENTS

1. Total Platform Return calculated as the distributions per security plus the growth in NTA per security divided by the opening NTA per security adjusted for contributed equity
2. FUM as at 30 September 2017

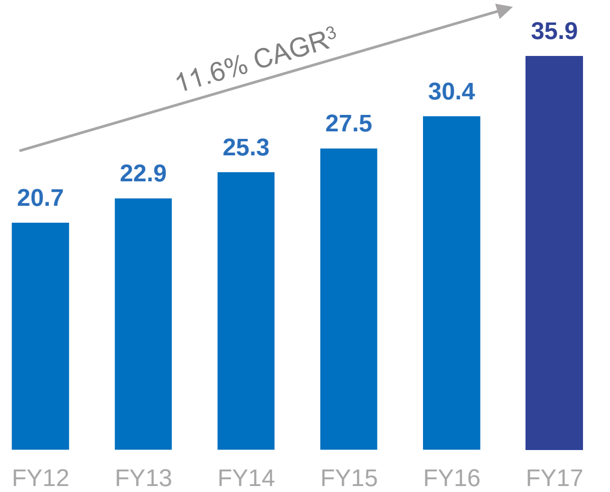
485 Dohertys Rd, Truganina VIC

Sustained Growth

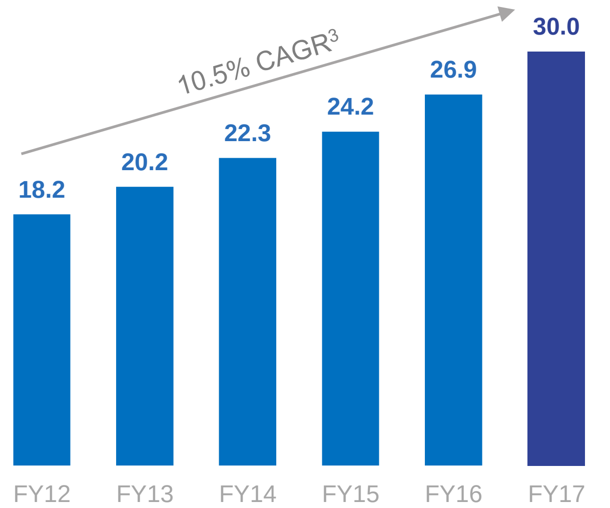
TOTAL PERFORMANCE OVER 1, 3, 5 YEARS (%P.A)[1]



OPERATING EARNINGS PER SECURITY GROWTH[2]



DISTRIBUTIONS PER SECURITY GROWTH



1. Source: MSCI/IPD, UBS and S&P/ASX. Returns are shown to 30 September 2017
2. Operating earnings per security prior to FY14 restated to include security-based benefits expense
3. Compound annual growth rate (CAGR) from FY12 to FY17

Managing Director's Address

2

9 Castlereagh Street, Sydney NSW

Our Strategy

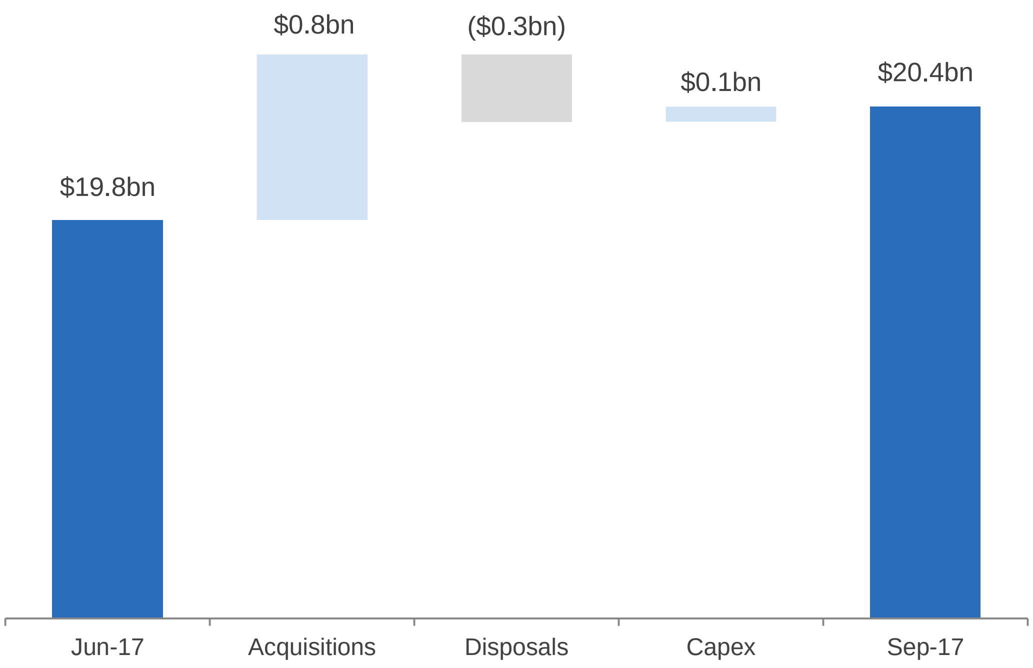
We use our property expertise to access, deploy, manage and invest equity in our core real estate sectors – office, retail and industrial – to create value and generate superior returns for our customers.

	ACCESS	DEPLOY	MANAGE	INVEST
	Accessing equity from wholesale, retail and listed investors.	Creating value through attractive investment opportunities.	Funds management, asset management, leasing and development services.	Investing alongside our capital partners.
1Q FY18	**$176m** gross equity raised **Direct equity raising** Launched Charter Hall Direct PFA fund DOF open for new raising Launched DCSF **Wholesale equity raising** Re-opening pooled funds	**$1.1bn** gross transactions $0.8bn acquisitions $0.3bn divestments Strong development activity - $2.0bn of development projects underway	**$20.4bn ↑ 3%** FUM **FUM Movement** $455m net acquisitions $70m development capex $40m revaluations	**$1.6bn ↑ 3%** **Co-invested in a new direct fund –** Direct Consumer Staples Fund
1 YEAR[1]	**$2.3bn** gross equity raised	**$5.2bn** gross transactions $3.0bn acquisitions $2.3bn divestments	**$2.4bn** FUM growth 329 assets	**$430m increase in PI**[2] 39% growth **19.8%**[3] Total Property Investment Return

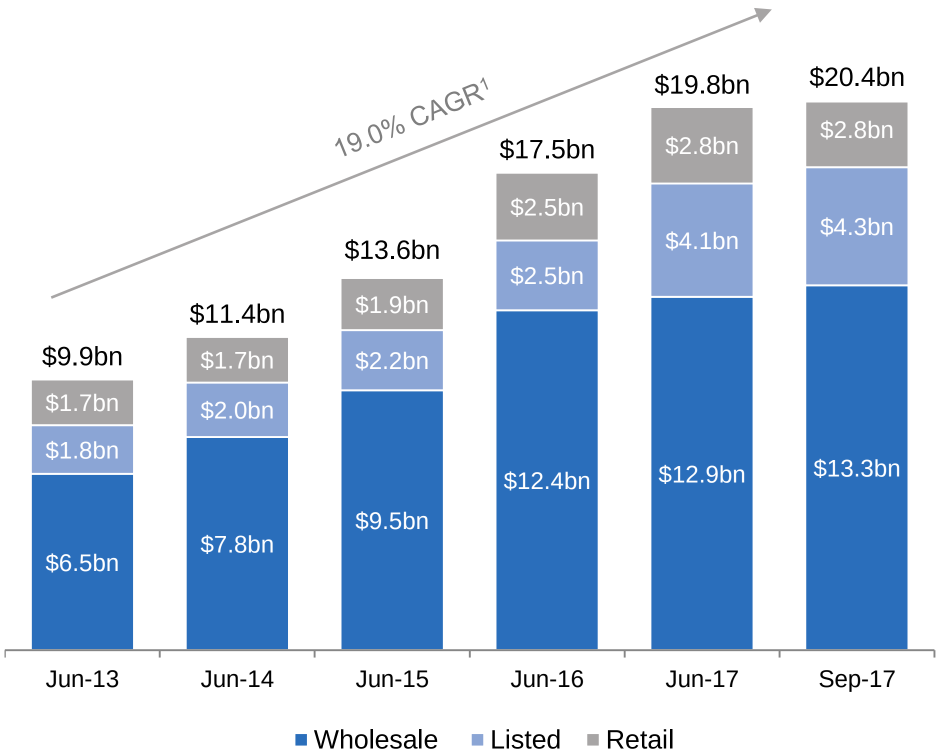
1. Data based on 12 months to 30 June 2017
2. PI refers to the Property Investment Portfolio
3. Total Property Investment Return calculated as distributions received from funds plus the growth in investment value divided by the opening investment value of the Property Investment Portfolio. This excludes any investments held for less than a year

Funds Under Management Growth

Funds under management movement ($bn)



Funds under management by equity source ($bn)

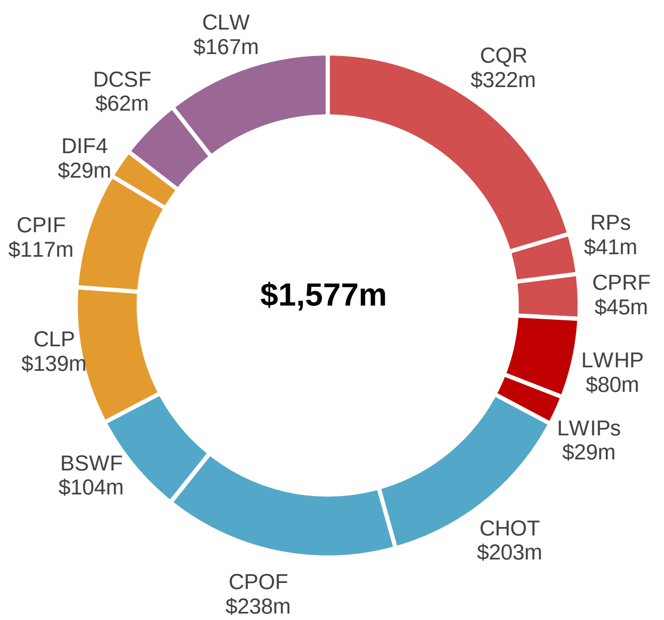


1. Compound annual growth rate (CAGR) from 30 June 2013 to 30 June 2017

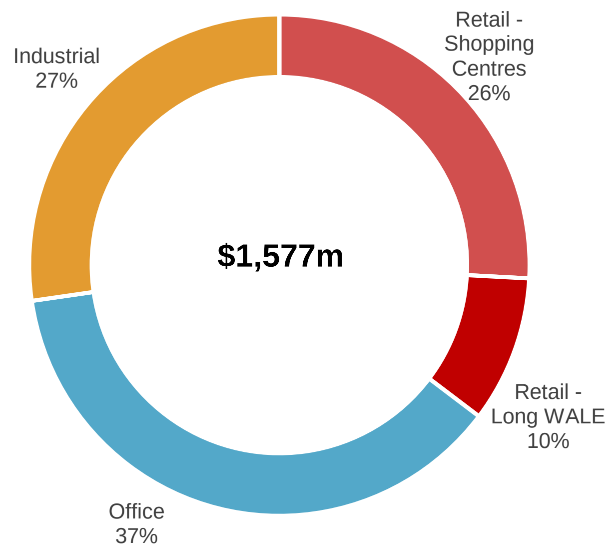
Property Investment Portfolio

	Portfolio Value ($m)	No. of Properties	WALE (years)	Occupancy (%)	WARR (%)	WACR (%)	WADR (%)
30 Sep 17	**1,577**	**297**	**7.4**	**97.8**	**3.6**	**6.04**	**7.4**
30 Jun 17	1,527	292	7.4	97.7	3.6	6.09	7.3
30 Jun 16	1,098	258	8.8	98.6	3.4	6.46	7.9

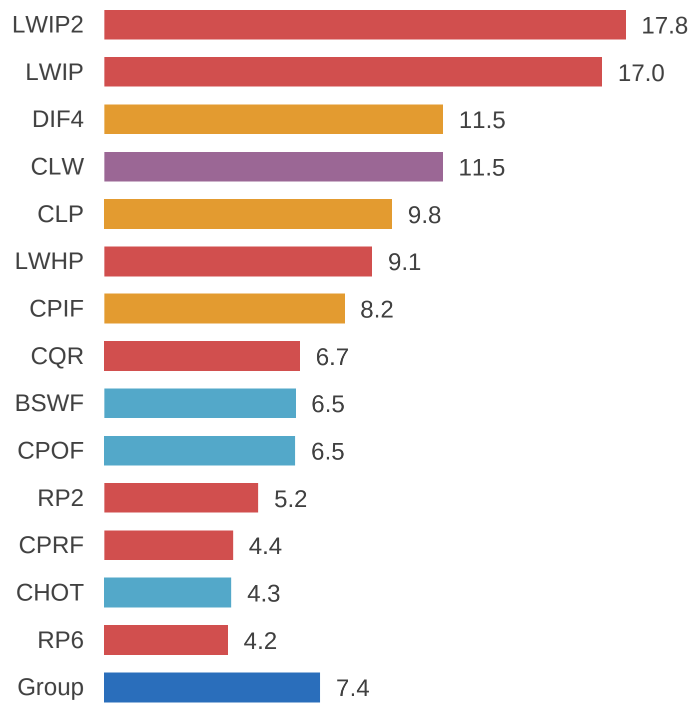
Diversification by Fund



Diversification by Sector



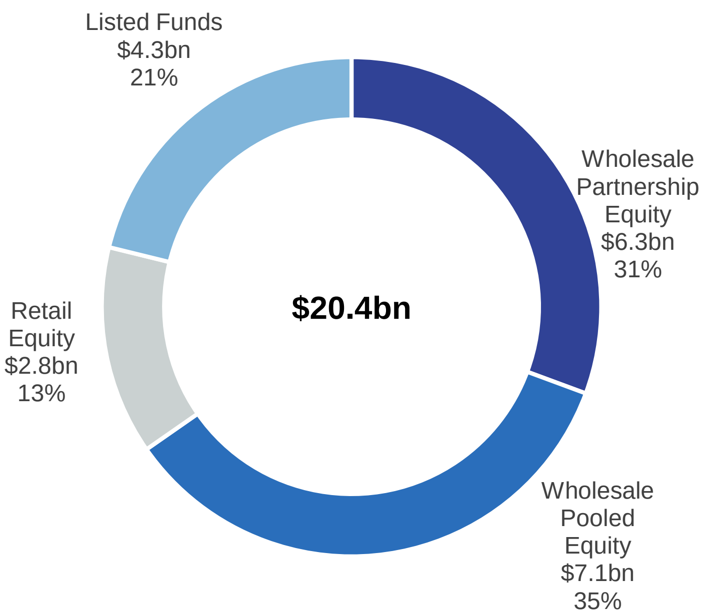
WALE by Fund



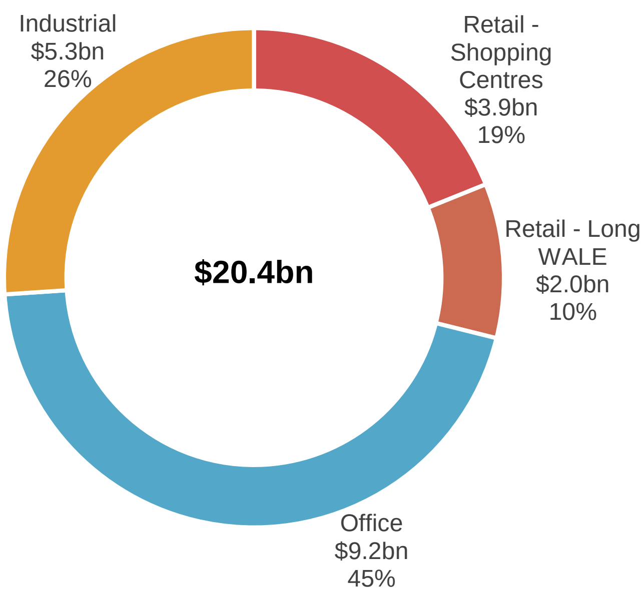
Group Funds Management Portfolio

	Portfolio Value ($bn)	No. of Properties	No. of Tenants	Gross Income ($m)	WALE (years)	Occupancy (%)	WACR (%)
30 Sep 17	**20.4**	**333**	**2,623**	**1,489**	**7.7**	**98.0**	**6.04**
30 Jun 17	19.8	329	2,658	1,454	7.7	98.0	6.07
30 Jun 16	17.5	296	2,550	1,306	7.9	98.6	6.54

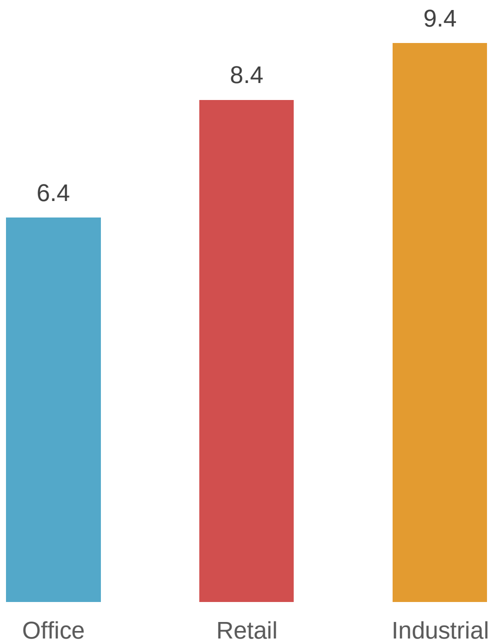
Diversification by equity source



Asset type diversification



WALE by sector



Charter Hall Transactional Activity

- Transaction revenue is a regular feature of earnings which we expect to continue
- Gross transactions in Q1 FY18 reached $1,076m

Q1 FY18	**Office**	**Industrial**	**Retail**	**TOTAL**
Acquisitions	$190m	$121m	$454m	$765m
Divestments	($206m)	-	($105m)	($310m)
Net transactions	($16m)	$121m	$350m	$455m
Gross transactions	**$396m**	**$121m**	**$559m**	**$1,076m**

FY17	**Office**	**Industrial**	**Retail**	**TOTAL**
Acquisitions	$922m	$1,354m	$687m	$2,963m
Divestments	($894m)	($941m)	($417m)	($2,252m)
Net transactions	$29m	$413m	$270m	$711m
Gross transactions	**$1,816m**	**$2,295m**	**$1,104m**	**$5,215m**

Development Activity

- Development activity is undertaken by funds/partnerships to enhance both income yield and total returns
- In-house development skills are a core competency of Charter Hall
- Majority of projects are de-risked through pre-leases and fixed price building contracts

Completion value $m	Committed Projects	Uncommitted Projects[1]	Total Pipeline[2]
Office	$589m	$1,514m	**$2,103m**
Industrial	$629m	$998m	**$1,627m**
Retail[3]	$626m	$283m	**$909m**
Total	**$1,844m**	**$2,795m**	**$4,639m**

Artist impression of 105 Phillip Street, Sydney NSW (CPOF/DOF)

1. Includes potential end value of uncommitted development projects
2. $2.0bn included in FUM at 30 September 2017
3. Reflects development spend only

Equity Flows

Consistent equity flows within the funds platform

- Ability to access all 3 equity sources evident in record FY17 equity raised
- Momentum in equity continuing in FY18 and expected to continue across all 3 equity sources
- Local and offshore investors attracted by Funds' outperformance, core strategy with emphasis on long lease product, ability to secure assets on/off market and originate build to hold opportunities
- Wholesale equity – CPOF and CPIF closed FY17 capital raising oversubscribed. Good pipeline of opportunity to re-open in FY18. Larger groups looking for co-invest and Partnership opportunities
- Direct (unlisted retail) business continues to cement position with market leading and award winning product – DOF, DIF4, PFA and DCSF, model moving to more "open ended funds"

	FY14	FY15	FY16	FY17
Wholesale Pooled Funds	$651m	$653m	$606m	$776m
Wholesale Partnerships	$261m	$598m	$467m	$217m
Listed Funds[1]	$260m	$274m	$76m	$988m
Direct Funds[2]	$277m	$180m	$318m	$355m
Gross equity raised	**$1,449m**	**$1,705m**	**$1,467m**	**$2,336m**
Net equity raised	$987m	$1,297m	$1,099m	**$1,689m**

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

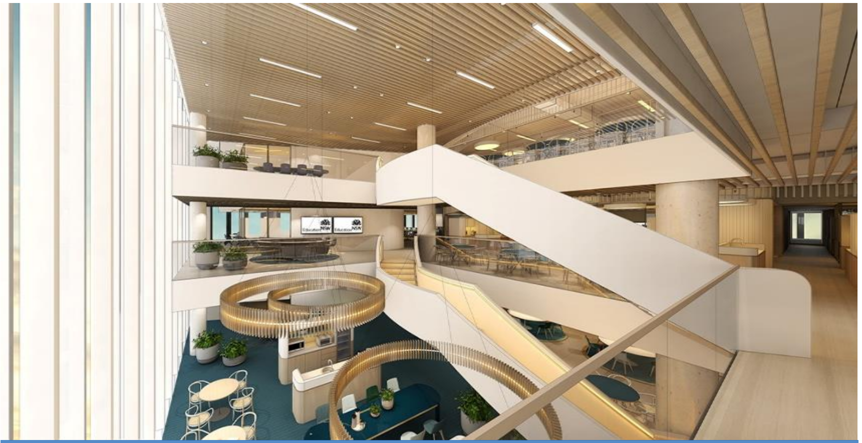
1. Listed Funds include equity raised in CHC, CQR and CLW
2. Funds and syndicates for retail, SMSF and high net worth investors

FY18 Earnings Guidance

Our guidance remains unchanged and is as follows:

Based on no material change in current market conditions and having regard to the 18% earnings growth achieved in FY17 over FY16, our FY18 guidance is for operating earnings per security post-tax to be no less than FY17 of 35.9cps

1 Shelley Street, Sydney NSW



105 Phillip Street, Sydney NSW

Formal Business

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Artist impression of 11 Breakfast Creek Road, Newstead QLD

Formal Business

- If there are any Securityholders who are eligible to vote who have not received their yellow card, please see a representative from Link Market Services desk
- Those Securityholders holding a red card are not eligible to vote but can speak at the meeting
- Visitors holding a blue card are not eligible to vote or speak at the meeting
- Copies of the Notice of Meeting, Explanatory Memorandum and Annual Report are available from the registration desk

Annual Report

- To receive and consider the Annual Report, consisting of the Financial Report and Directors' Report, and Auditor's Report for the year ended 30 June 2017.

- Note: There is no requirement for Securityholders to approve these reports

Resolution 1

Resolution 1 is an ordinary resolution of CHL, and will be approved if passed by at least 50% of the votes cast by securityholders entitled to vote on the resolution.

Resolution 1:

"That Mr David Ross, appointed as an additional Director of CHL by the Board, is elected as a Director of CHL."

Resolution 1 - Proxies

FOR:	**388,816,118 (99.88%)**
OPEN:	**297,575 (0.08%)**
AGAINST:	**174,062 (0.04%)**
ABSTAIN:	**27,170**

Resolution 2

Resolution 2 is an ordinary resolution of CHL, and will be approved if passed by at least 50% of the votes cast by securityholders entitled to vote on the resolution.

Resolution 2:

"That the Remuneration Report included in the Annual Report for the year ended 30 June 2017 be adopted."

Note: The vote on this resolution is advisory only and does not bind Charter Hall Group or the Directors of CHL.

Resolution 2 - Proxies

FOR:	**377,318,818 (97.44%)**
OPEN:	**288,322 (0.07%)**
AGAINST:	**9,619,839 (2.48%)**
ABSTAIN:	**2,087,946**

Resolution 3

Resolution 3 is proposed as an ordinary resolution of Charter Hall Limited and Charter Hall Property Trust.

Resolution 3

"That approval is given for all purposes under the Corporations Act and the Listing Rules (in particular, Listing Rule 10.14) for the issue of 115,161 service rights to Mr David Harrison as described in the Explanatory Memorandum."

Resolution 3 - Proxies

FOR:	**388,452,231 (99.90%)**
OPEN:	**299,832 (0.08%)**
AGAINST:	**95,362 (0.02%)**
ABSTAIN:	**467,500**

Resolution 4

Resolution 4 is proposed as an ordinary resolution of Charter Hall Limited and Charter Hall Property Trust.

Resolution 4

"That approval is given for all purposes under the Corporations Act and the Listing Rules (in particular, Listing Rule 10.14) for the issue of 294,664 performance rights to Mr David Harrison as described in the Explanatory Memorandum."

Resolution 4 - Proxies

FOR:	**388,380,613 (99.88%)**
OPEN:	**299,832 (0.08%)**
AGAINST:	**160,156 (0.04%)**
ABSTAIN:	**474,324**

Resolution 5

Resolution 5 is proposed as an ordinary resolution of Charter Hall Limited and Charter Hall Property Trust.

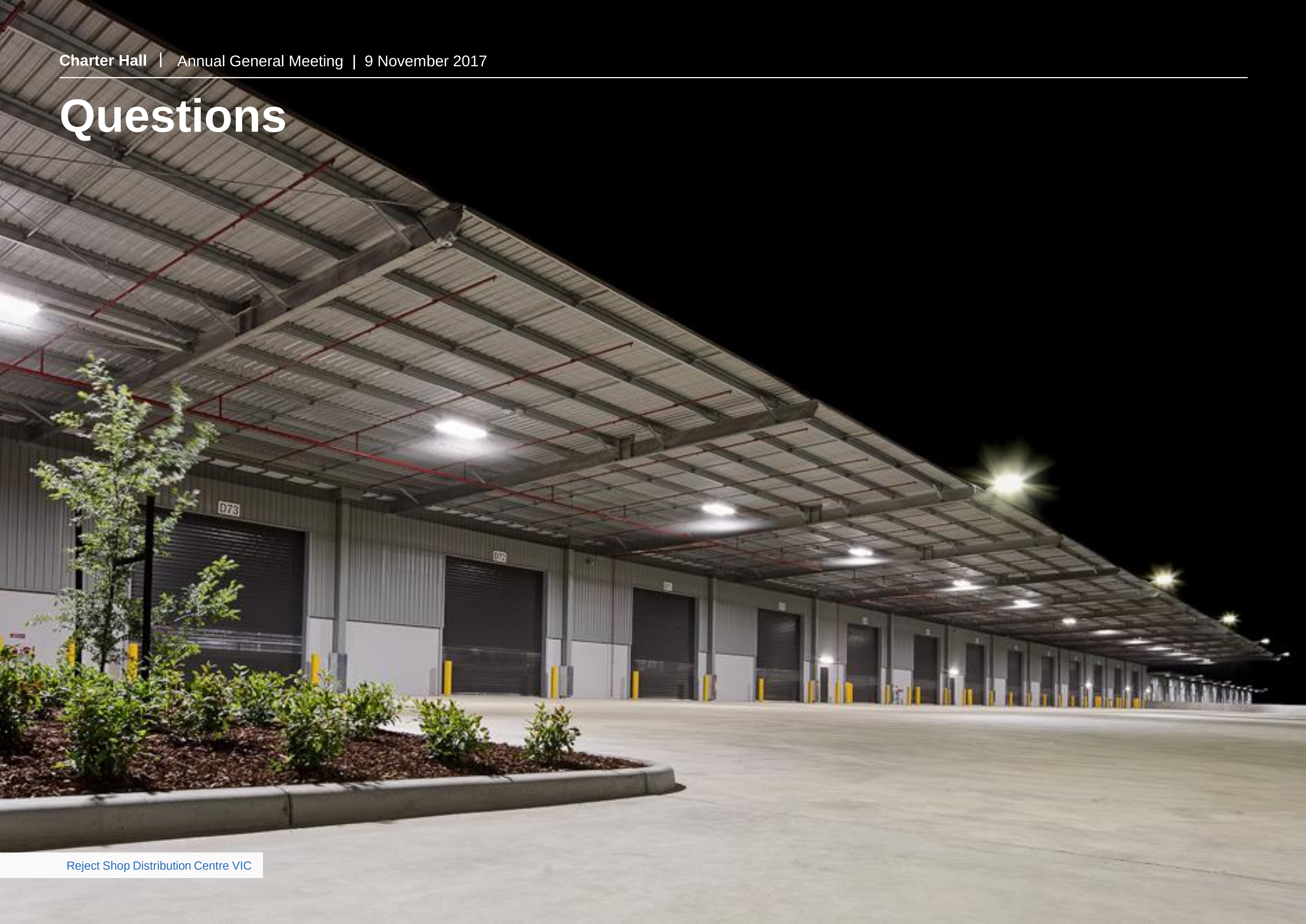
Resolution 5

"*That, for the purposes of rule 43(b) of the Constitution and Listing Rule 10.17, the maximum aggregate remuneration that may be paid to all of the non-executive directors of CHL for their services as non-executive directors of CHL be increased from $1,300,000 per annum to $1,700,000 per annum.*"

Resolution 5 - Proxies

FOR:	**388,218,514 (99.85%)**
OPEN:	**310,006 (0.08%)**
AGAINST:	**291,786 (0.08%)**
ABSTAIN:	**494,619**

Questions



Reject Shop Distribution Centre VIC

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All information contained herein is current as at 30 September 2017 unless otherwise stated. All references to dollars ($) are to Australian dollars, unless otherwise stated.

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