Charter Hall

Charter Hall Group

2020 Half Year Results

19 February 2020

Agenda

David Harrison
Managing Director
& Group CEO

Sean McMahon
Chief Investment Officer

Russell Proutt
Chief Financial Officer

Highlights and Strategy

1

Arnott's, Distribution Facility, Huntingwood, Sydney

Group highlights[1]

Group investment capacity remains at $4.1bn

Group Returns

Operating earnings
$226m
Statutory profit[2]
$313m

OEPS
48.5cps

Total platform return[3]
23.5%

Property Investments

Total Property Investment (PI) return[4]
12.5%

Property Investment portfolio
$2.1bn (13.5% growth)

Property Investment (PI) yield
6.1%

Funds Management

FUM growth (6 months)
$8.5bn
to
$38.9bn (27.9% growth)

Gross transactions
$6.3bn

Property Funds Management (PFM) yield[5]
11.6%

Investment Capacity

Group investment capacity
Maintained $4.1bn

Balance sheet

NTA growth (6 months)
12.1%

Debt Maturity and rating
6.6yrs / Baa1

1. Figures and statistics on this slide and throughout this presentation are for the 6 months to 31 December 2019 unless otherwise stated
2. Attributable to stapled securityholders
3. Total Platform Return is calculated as growth in net tangible assets (NTA) per security plus distributions per security divided by the opening NTA per security for the 12 months to 31 December 2019
4. Total Property Investment Return is calculated as distributions received from funds plus growth in investment value divided by the opening investment value of the PI portfolio for the 12 months to 31 December 2019. This excludes investments in new vehicles held for less than a year and investments in Direct funds
5. Property Funds Management (PFM) yield is calculated as PFM operating earnings post tax per security (includes 50% allocation of net interest) divided by the opening NTA per security for the 12 months to 31 December 2019

Our strategy

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

Access
Accessing equity from listed, wholesale and retail investors

Deploy
Creating value through attractive investment opportunities

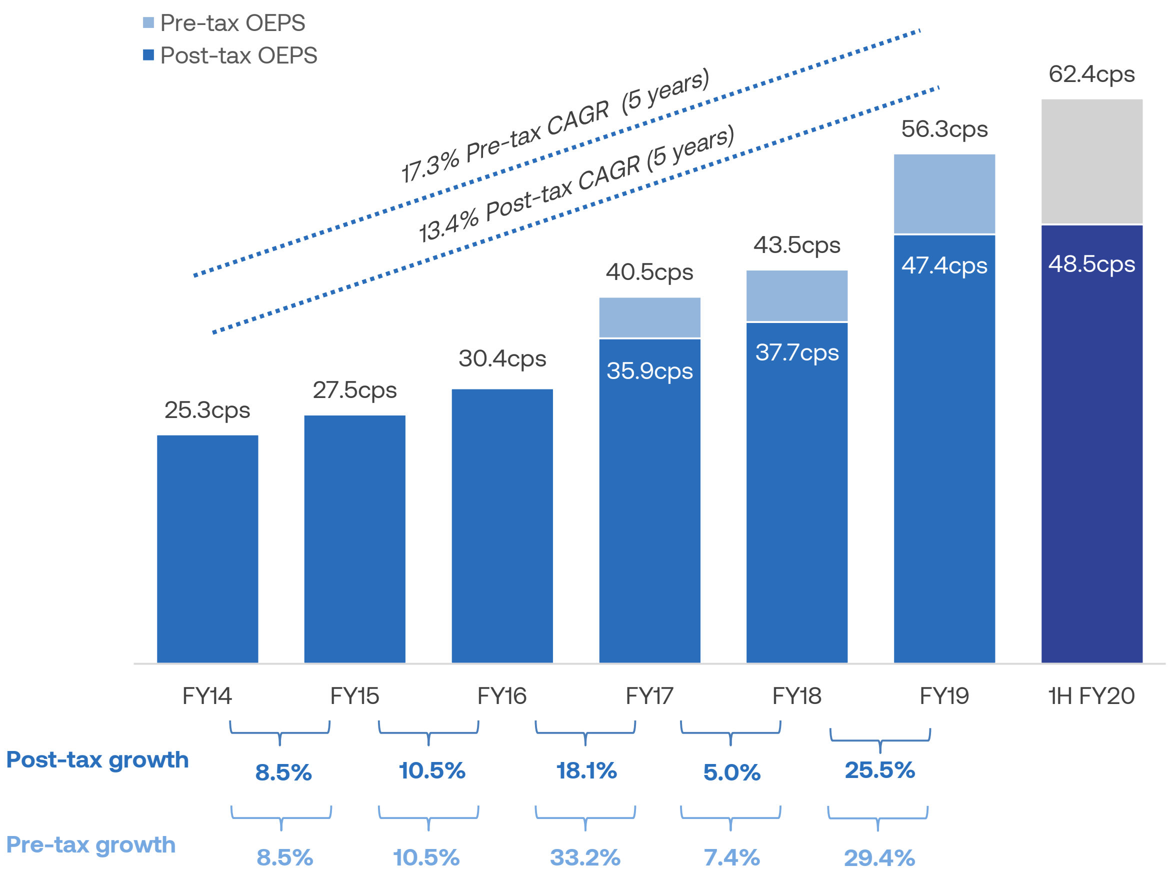
Manage
Funds management, asset management, leasing and development services

Invest
Investing alongside our capital partners

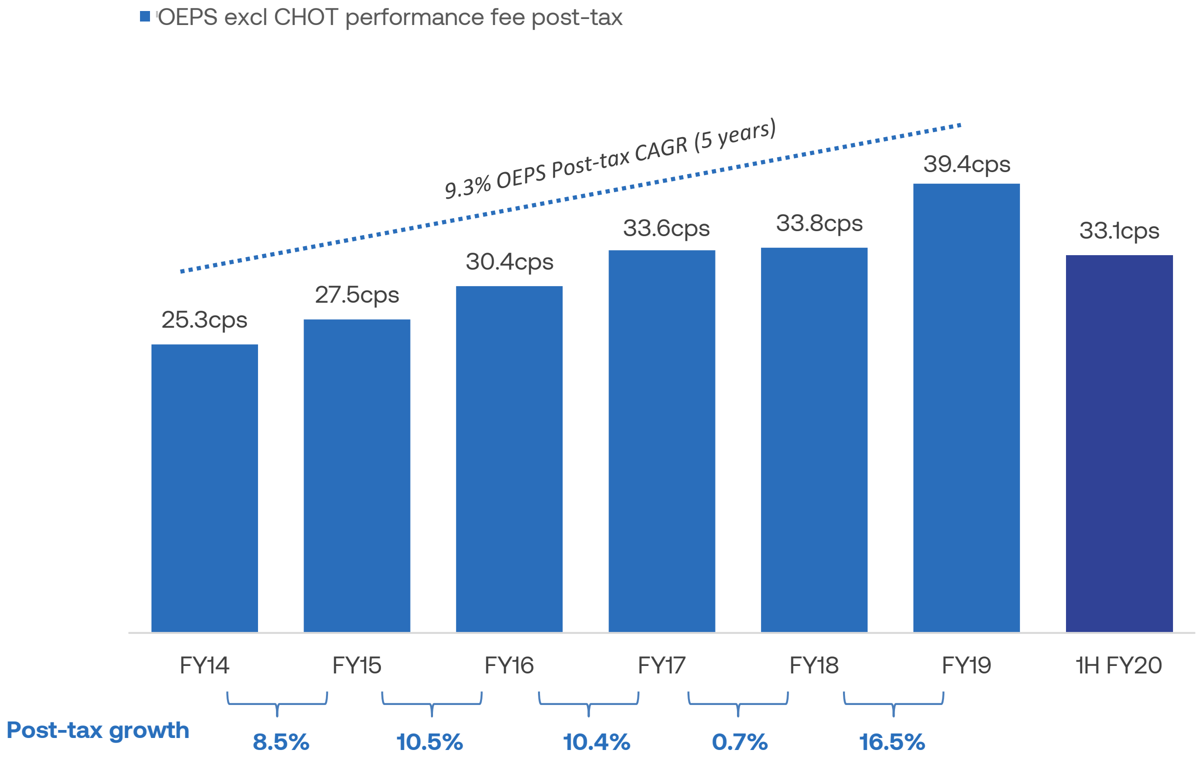
	Access	Deploy	Manage	Invest
6 months	Gross equity deployed $3.0bn	Gross transactions $6.3bn Divestments $0.6bn Acquisitions $5.8bn	FUM $38.9bn FUM growth $8.5bn	Increase in PI to $2.1bn $248m ↑ 13.4% Total Property Investment return 12.5%
3 years	Gross equity deployed $9.1bn	Gross transactions $16.2bn Divestments $2.9bn Acquisitions $13.2bn	FUM growth $19.9bn	Increase in PI $789m ↑ 60.5% Total Property Investment return 11.9%
5 years	Gross equity deployed $12.6bn	Gross transactions $24.3bn Divestments $5.5bn Acquisitions $18.8bn	FUM growth $26.2bn	Increase in PI $1.3bn ↑ 163.1% Total Property Investment return 14.5%

Earnings growth

Operating earnings per security growth

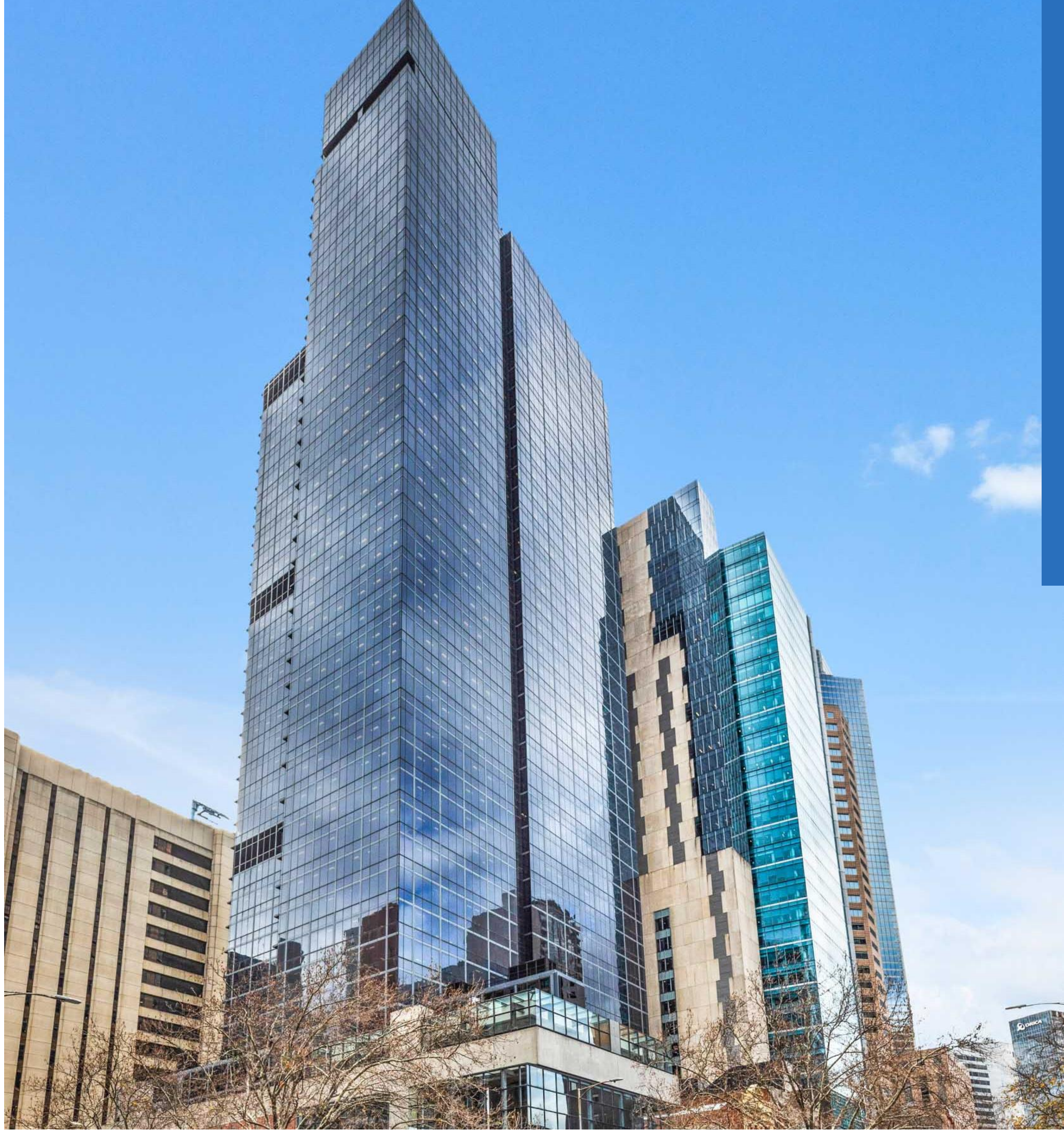


Operating earnings per security growth (excluding CHOT Performance fee)



Property Funds Management

2

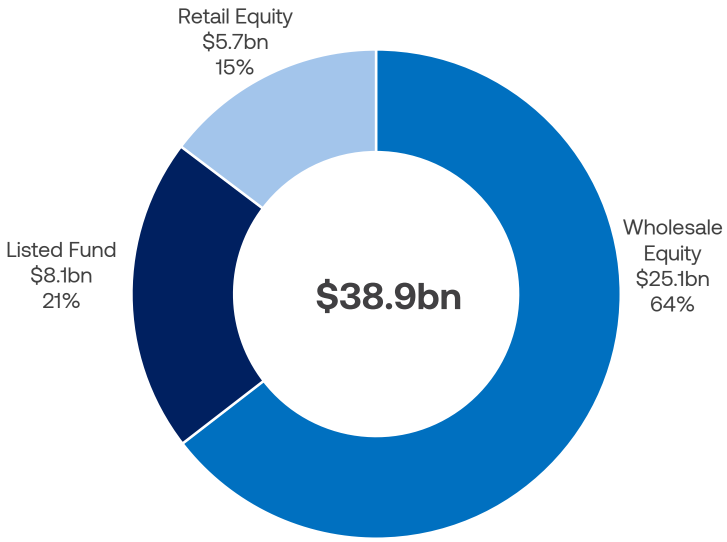


242 Exhibition Street, Melbourne

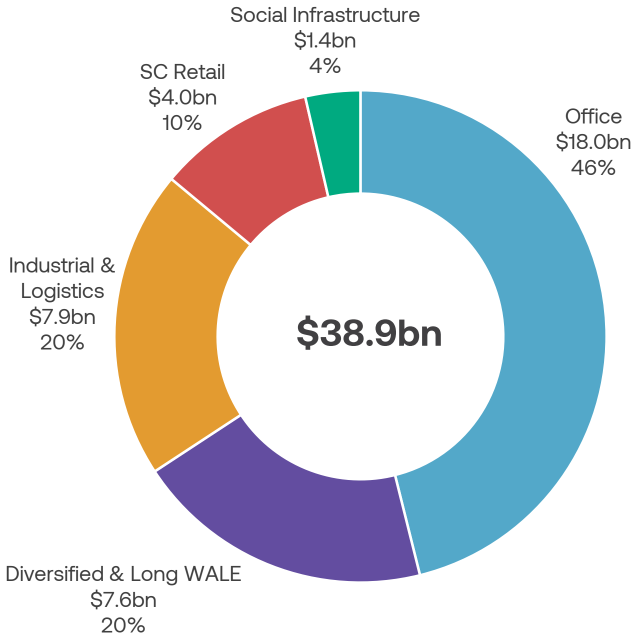
Group funds management portfolio
Consistent growth in all equity segments

	Portfolio value ($bn)	Lettable area (m sqm)	No. of Properties	No. of Tenancies	Net income ($m)	WALE (years)	Occupancy (%)	WACR (%)
31 December 2019	38.9	7.7	1,116	4,145	2,073	8.9	97.7	5.32
30 June 2019	30.4	6.6	844	3,419	1,713	8.2	97.9	5.58

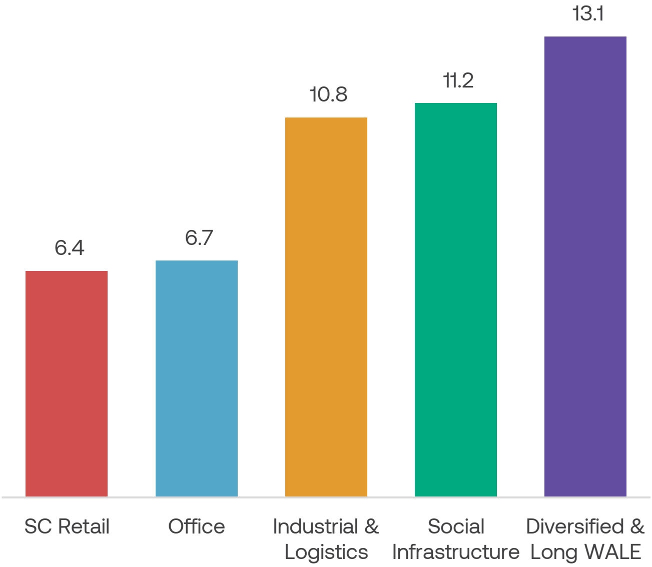
Diversification by equity source



Asset type diversification

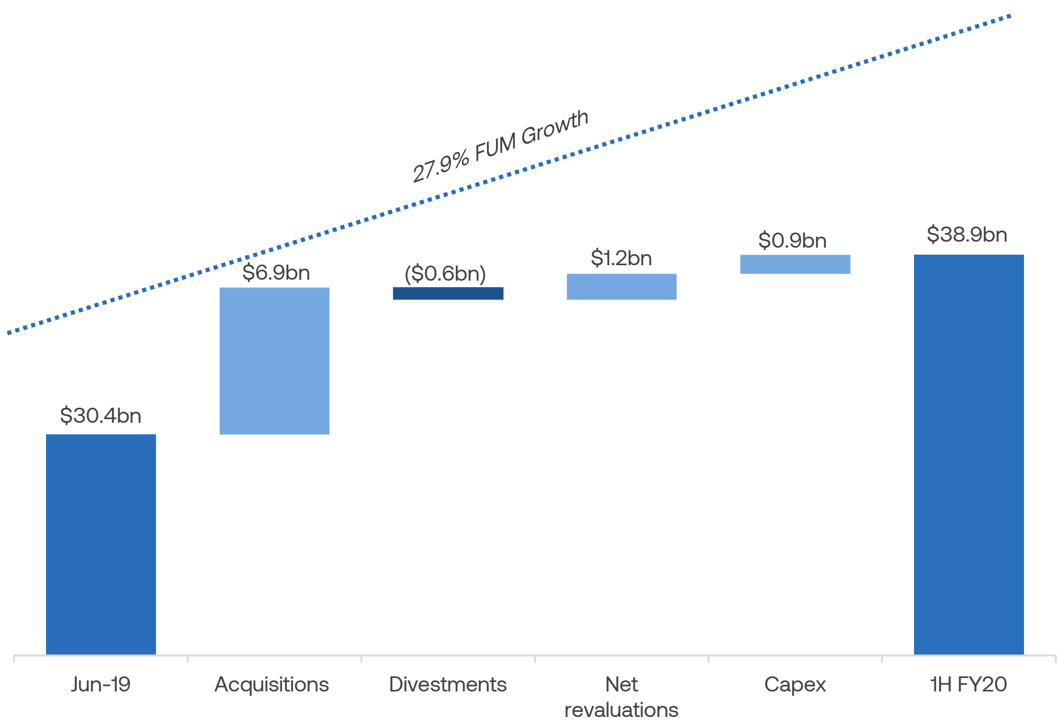


WALE by sector

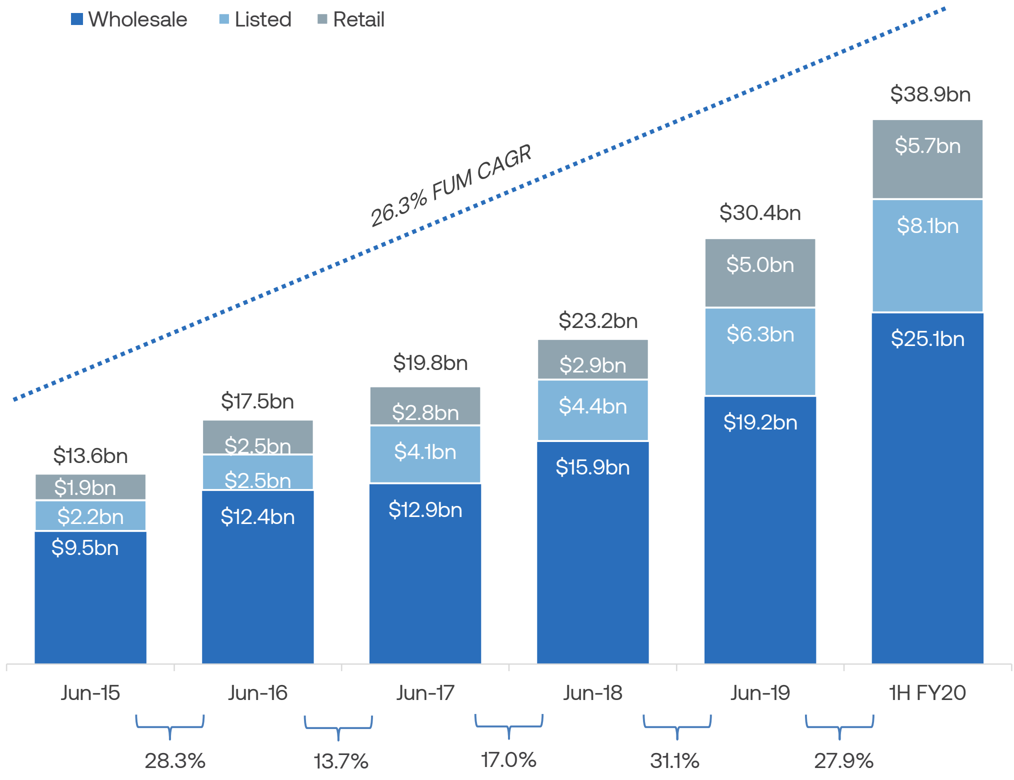


Funds under management growth
FUM growth of 27.9% in 1H FY20, to $38.9bn

Funds under management movement ($bn)



Funds under management by equity source ($bn)



1H FY20 transactional activity

- Strong transactional activity in Office, Industrial & Logistics, Diversified & Long WALE

($m)	Office	Industrial & Logistics	Diversified & Long WALE	Shopping Centre Retail	Social Infrastructure	Total
Acquisitions	2,455	727	2,498	62	43	5,785
Divestments	(229)	(96)	(58)	(169)	(12)	(563)
Net transactions	2,226	632	2,440	(107)	31	5,222
Gross transactions	**2,684**	**823**	**2,555**	**230**	**56**	**6,348**

BP Minchinbury, Sydney

Arnotts, Distribution Facility, Huntingwood, Sydney

2 Chifley Square, Sydney

Telstra, Exhibition Exchange, Melbourne

Note: Statistics on this page may not add due to rounding

Development activity

Continues to drive asset creation and attract capital

- Development completions of $0.6bn over the last 12 months
- Industrial development pipeline increasing despite completions
- Majority of committed projects are de-risked through pre-leases and fixed price building contracts
- Capital continues to be attracted by Charter Hall's ability to deliver new investment stock

Development activity (completion value $m)	Completions (12 months)	Committed projects	Uncommitted projects[2]	Total pipeline[3]
Office	251	1,533	2,720	4,253
Industrial & Logistics	249	1,016	1,212	2,228
Retail[1]	61	135	32	167
Social Infrastructure	8	114	41	155
Total / weighted average	**568**	**2,798**	**4,005**	**6,803**

1. Reflects development spend only and excludes existing centre value
2. Includes potential end value of uncommitted development projects
3. $2.9bn included in FUM at 31 December 2019

Equity flows

37,000 investor customers across Wholesale, Listed & Direct

Diversified equity sources with $3.0bn gross equity deployed across 12 funds in the 6 months to 31 December 2019:

- Wholesale equity raisings of $1.4bn including raisings in CPOF, DVP, CHAIT and newly established Telstra Exchanges Trust
- Strong Listed equity flows with three raisings in CLW generating $863m of equity flows
- Continued strength in Direct funds with $674m raised in the half year

($m)	FY17	FY18	FY19	1H FY20
Wholesale pooled funds	776	649	1,802	453
Wholesale partnerships	217	322	219	977
Listed funds	988	77	692	875
Direct funds	355	653	691	674
Gross equity deployed	**2,336**	**1,701**	**3,404**	**2,978**
Net equity deployed	1,689	1,487	3,287	2,852

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

Leasing activity

Deals completed over the last 12 months

	Office	Industrial & Logistics	Shopping Centre Retail	Social Infrastructure
Existing assets leased (lettable area sqm)	140,872	629,151	109,137	27,770
Major leases	LinkedIn	coles	THE REJECT SHOP	goodstart early learning; G8 Education; BestStart Together we teach, learn and nurture
Developments leased (lettable area sqm)	47,784	254,776	8,432	2,517
Major leases	BHP; AustralianSuper	Metcash		
Lettable area (sqm)	188,656	883,927	117,569	30,287
Value[1]	**$2.0bn**	**$1.8bn**	**$0.9bn**	**$0.2bn**
WALE (years)	**9.2**	**8.9**	**5.9**	**10.7**

1. Lease NLA/property NLA x property value. Shopping Centre Retail value is Lease income/property income x property value

Property Investment

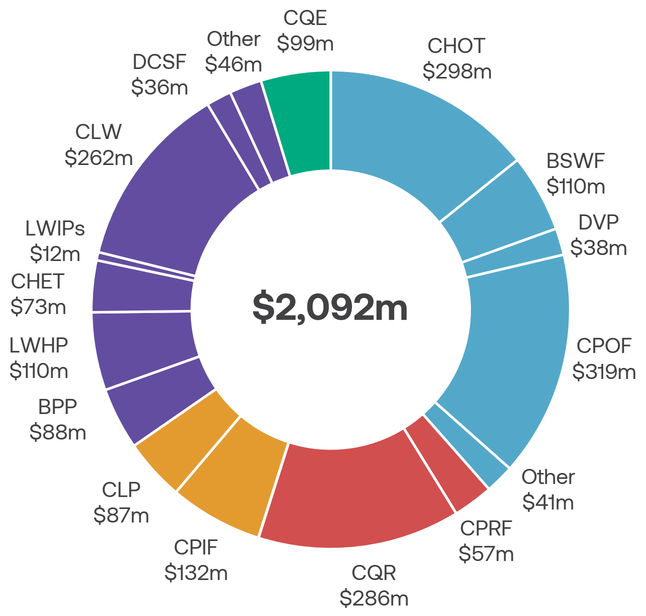
3

Bunnings Claremont, Perth

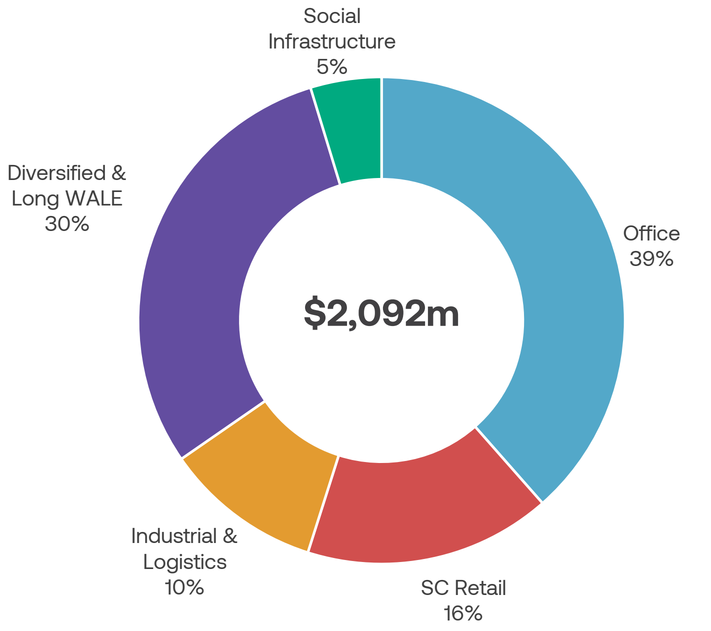
Property Investment portfolio
82% east coast weighting

	Portfolio value ($m)	No. of Properties	WALE (years)	Occupancy (%)	WARR (%)	WACR (%)	WADR (%)
31 December 2019	2,092	1,044	8.9	97.6	3.5	5.34	6.7
30 June 2019	1,844	793	7.6	97.7	3.5	5.64	6.9

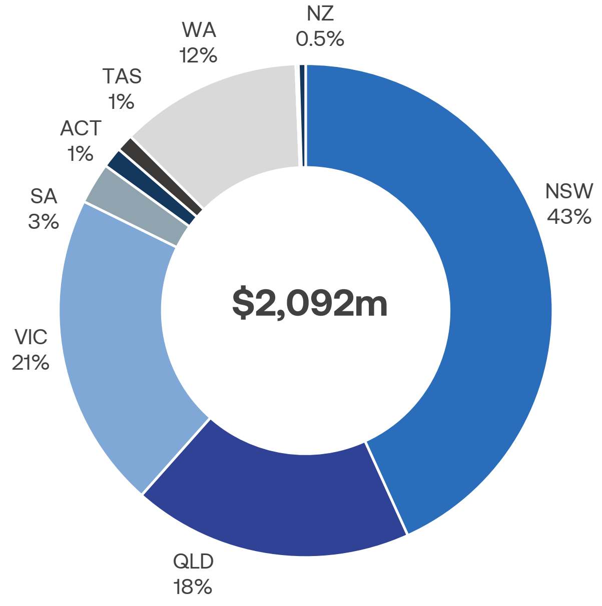
Diversification by property investment



Diversification by sector



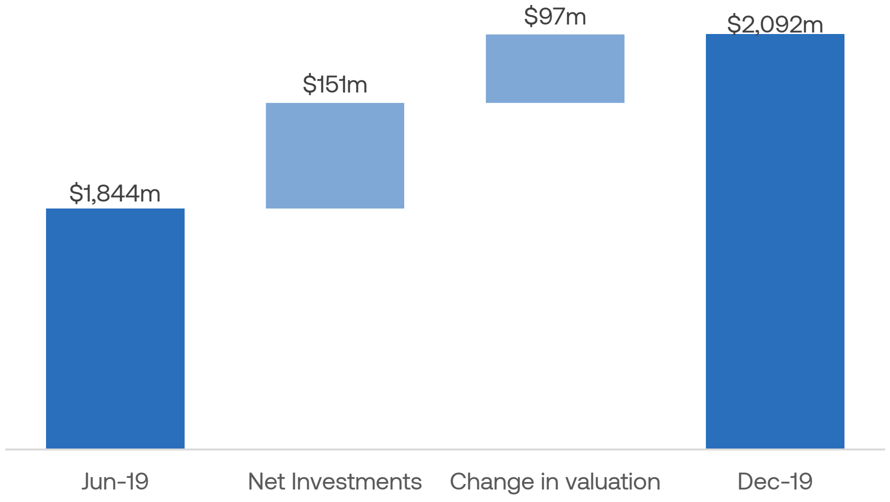
Geographic allocation



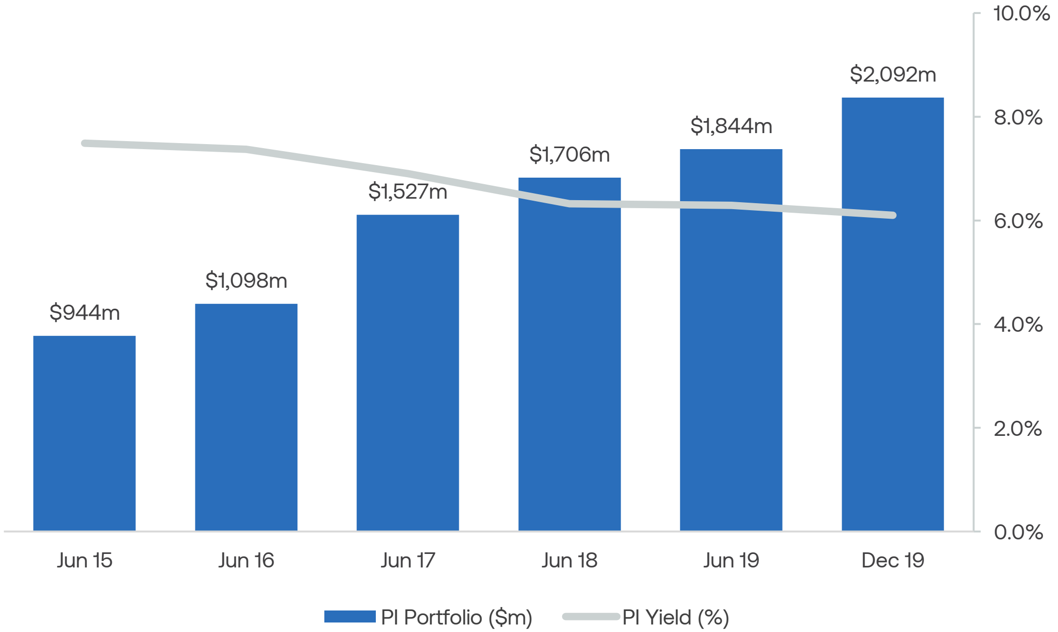
Property Investment portfolio movement

- During the 6 months to 31 December 2019 the Property Investment portfolio increased by 13.4% (+$248m) to $2,092m predominantly driven by $151m of net investments and $97m of revaluations
- PI yield of 6.1% remains attractive

Property Investment movement



Property Investment portfolio yield

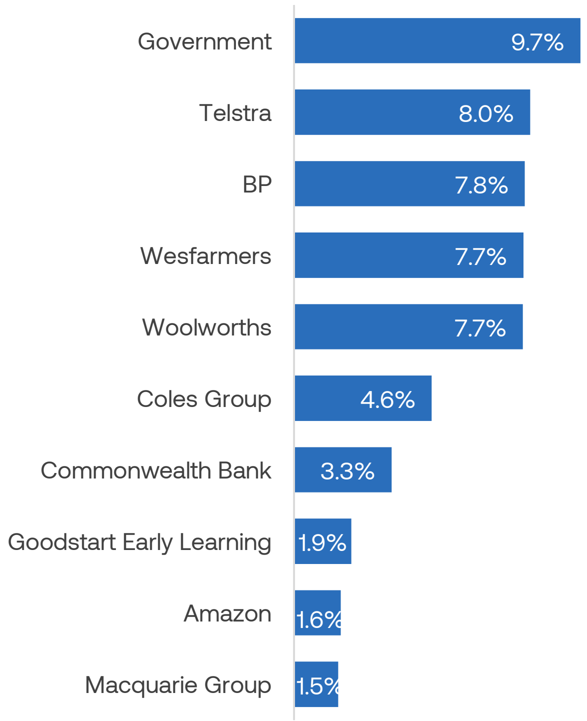


Diversified PI earnings

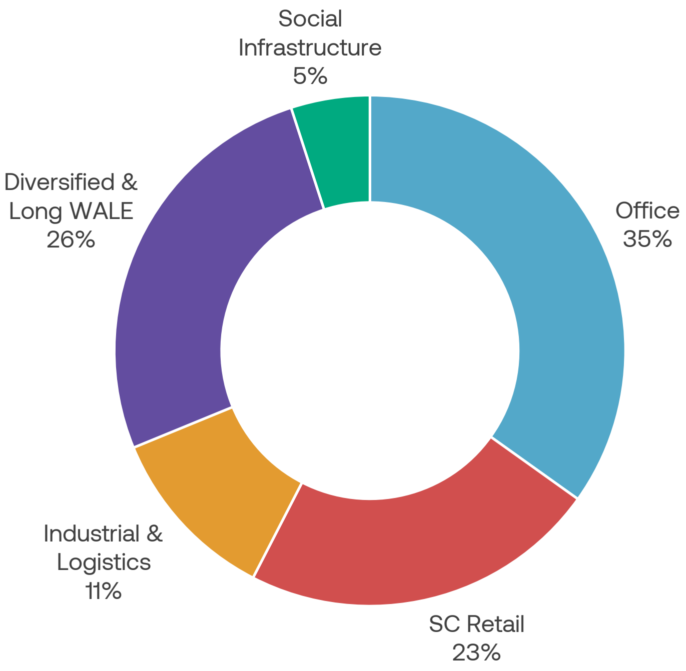
Top 10 asset exposures represent only 6.0% of earnings

- 78% repeat customers across 2,236 leases
- Tenant retention rate of 81% for the 6 months to 31 December 2019

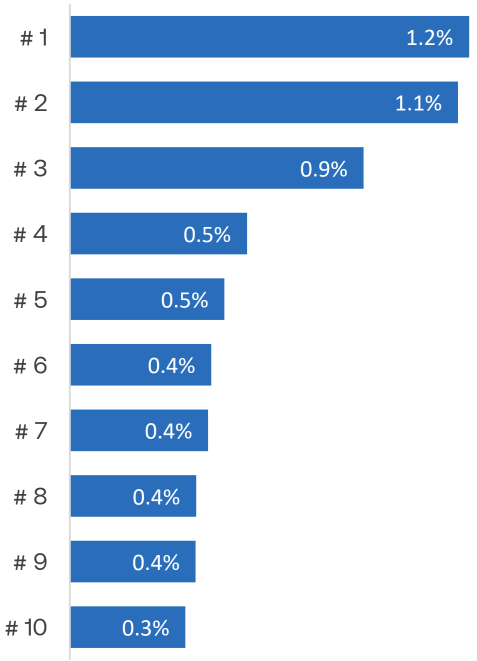
Top 10 tenants by net income



Property Investment earnings (by sector)



Top 10 asset exposures[1]



1. Asset exposure measured as net income of property, weighted for CHPT ownership stake, divided by post-tax OEPS

Property Investment

ESG

Environment

Climate resilience

100% net zero target

In Scope 1 and Scope 2 emissions by 2030 from base buildings in Charter Hall operational control and work with our tenant customers and contractors to reduce our Scope 3 emissions

Climate risk exposure

100% of childcare centres assessed for climate risk exposure

Climate change adaptation

Planning completed for Office assets and underway for all Retail centres and Industrial & Logistics assets

Solar PV installed

6.9MW solar PV installed across the Office, Industrial & Logistics and Retail portfolios, generating 4,716MWh of renewable energy. This represents an increase of 1.7MW in the first six months of FY20, with the renewable energy generation for the period equivalent to powering 314 homes

Social

Engagement and inclusion

Donations of $500,000 for bushfire emergency

Supporting Australian Red Cross and Foundation for Rural and Regional Renewal (FRRR) to deliver emergency relief and recovery support in bushfire affected communities

Supporting drought affected communities

Donations from our retail centres and customers resulted in the distribution of 800 large bales of hay, equating to 27 semi-trailer loads and 50 truckloads of water, approximately 180,000 litres across 20 farming and rural communities in which we operate

Pledge 1%

Charter Hall is part of the international Philanthropy movement Pledge 1%

Governance

Responsible business

TCFD alignment underway

Commencing with a review of climate governance and strategy, climate risk and opportunities and climate metrics

Working to protect human rights

Suppliers in the Charter Hall supply chain invited to participate in pilot of Property Council pre-qualification supplier platform to assess and address human rights issues and modern slavery risks across shared operations and supply chains

UN Global Compact

Statement published on our progress as a signatory to the United Nations Global Compact in the September 2019 Sustainability Report

Financial Result

4

130 Lonsdale Street, Melbourne

Earnings summary

- EBITDA of $299.8m, a 123.4% increase over 1H FY19
  - Continued expansion of property funds management platform and strong fund performance underpins segment profitability
- Interest expense change over 1H FY19 mainly attributable to a full half of USPP issuance (funded in August 18)
- Operating earnings and OEPS growth of 110.0% to $225.8m and 48.5cps
- DPS growth of 6.0% on 1H FY19 to 17.5cps
  - Distribution payout ratio of 36% in the half
  - 3.0cps of franking credits distributed

($m)	1H FY19	1H FY20	Change %
PI EBITDA	52.6	56.8	8.0%
DI EBITDA	1.4	14.8	928.3%
PFM EBITDA[1]	80.2	228.2	184.7%
EBITDA	**134.2**	**299.8**	**123.4%**
Depreciation	(2.4)	(3.8)	(60.5%)
Interest income/expense	(2.9)	(5.5)	(89.7%)
Operating earnings pre-tax	**128.9**	**290.5**	**125.4%**
Tax	(21.4)	(64.7)	(202.2%)
Operating earnings post-tax	**107.5**	**225.8**	**110.0%**
Non operating items			
Change in Property Investment valuation[2]	48.7	97.4	100.0%
Other non-operating items[2]	(22.7)	(10.0)	(55.9%)
Statutory profit after tax	**133.5**	**313.2**	**134.6%**
OEPS pre-tax (cps)	27.7	62.4	125.5%
OEPS post tax (cps)	23.1	48.5	110.0%
OEPS post tax excluding CHOT performance fee (cps)	20.0	33.1	65.8%
DPS (cps)	16.5	17.5	6.0%
Distribution payout ratio	72%	36%	(50%)

1. In assessing the financial performance of the business, net operating expenses are considered to be primarily related to the Property Fund Management business
2. Includes the Group's proportionate share of non-operating items of equity accounted investments on a look through basis and investments held at fair value through profit and loss

Property funds management

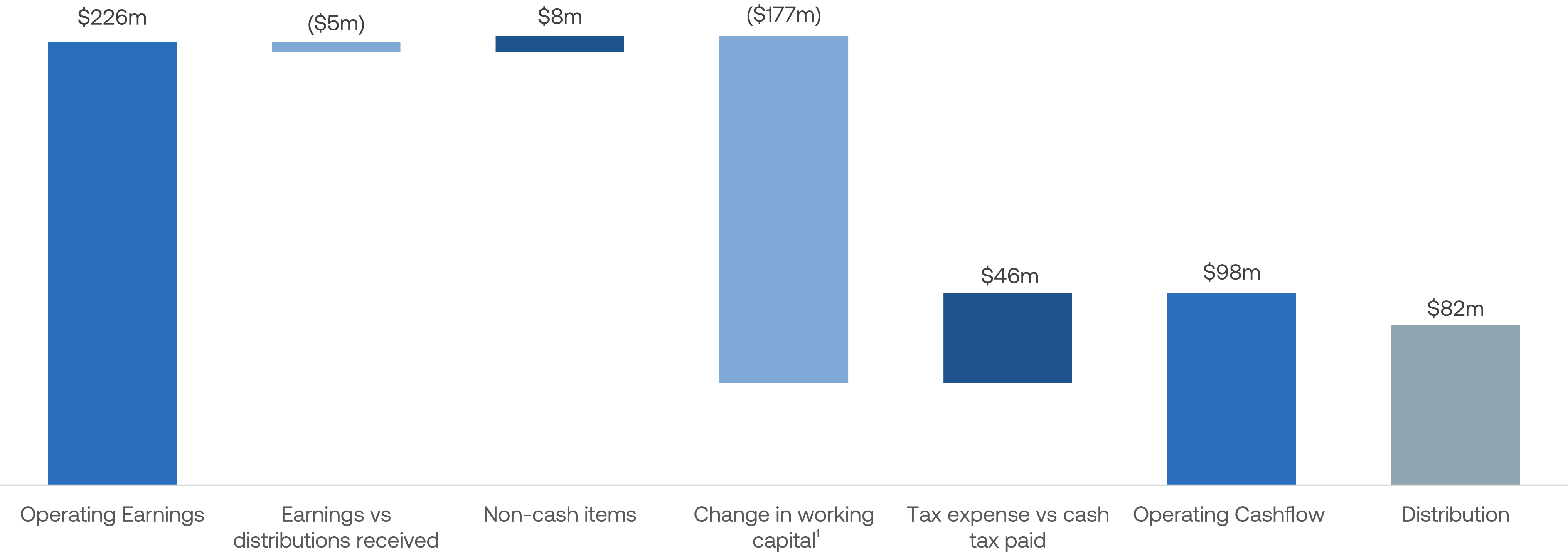
- PFM revenue up 127.6% to $287.3m
- Investment management revenue up 146.7% to $258.6m:
  - Continued momentum in FUM driving funds management fee growth of 37.5%
  - Transaction fees earned from active acquisition and divestment program
  - $98m of the CHOT performance fee has been accrued in 1H FY20[1]
- Property services revenue up 34.1% to $28.7m:
  - All property services revenue lines increased over 1H FY19
  - Successful leasing activity supporting high occupancy
  - Development fees driven by continued development activity
- Total PFM expenses includes a full half of costs relating to the Folkestone business, whereas in 1H FY19 these expenses were only from 7 November 2018

($m)	1H FY19	1H FY20	Change %
Fund management fees	51.8	71.2	37.5%
Transaction and performance fees	53.0	187.4	253.2%
Investment management revenue	104.8	258.6	146.7%
Property management fees	6.6	8.3	26.0%
Development fees	6.9	9.0	30.5%
Leasing fees	6.0	7.5	25.3%
Facilities and project management fees	1.9	3.9	102.7%
Property services revenue	21.4	28.7	34.1%
PFM revenue	**126.2**	**287.3**	**127.6%**
PFM expenses	(32.9)	(43.3)	(29.5%)
Corporate expenses	(12.6)	(15.8)	(25.3%)
Total PFM expenses	(45.6)	(59.1)	(28.3%)
PFM EBITDA	**80.7**	**228.2**	**184.6%**
PFM EBITDA Margin	63.9%	79.4%	

1. As at 31 December 2019, CHOT accrued a total performance fee liability of $148m (unaudited)

Operating cashflow

- 1H FY20 distribution covered 120% by operating cashflow
- The cashflow difference between 1H FY20 operating earnings and operating cashflow is primarily driven by timing of earnings recognition and receipt of cash



1. Includes increase in the CHOT performance fee accrual of $98m (with the full fee to be cash paid in April 2020)

Balance sheet and return metrics

- Utilised investment capacity from June 2019 to deploy into Property Investments, which along with revaluations, has grown the Property Investment Portfolio to $2.1bn
- NTA per security growth of 12.1% since June 2019 to $4.37, driven by revaluations and retained earnings
- Strong return metrics on capital employed in the business

($m)	30-Jun-19	31-Dec-19
Cash	114	57
Property investment	1,844	2,092
Development investment	59	69
Other assets[1,2]	272	446
Intangibles	126	123
Total assets	**2,415**	**2,789**
Borrowings[2]	268	357
Other liabilities	187	240
Total liabilities	**455**	**597**
Total equity	**1,960**	**2,191**
NTA per stapled security[3]	$3.90	$4.37
Balance sheet gearing	5.4%	9.1%
Look through gearing	30.8%	35.5%
Return metrics	**30-Jun-19**	**31-Dec-19**
Return on equity (pre-tax)[4]	14.8%	23.8%
Return on equity (post-tax)[4]	12.4%	19.0%
Total property investment return[5]	9.1%	12.5%
Total platform return[6]	11.1%	23.5%

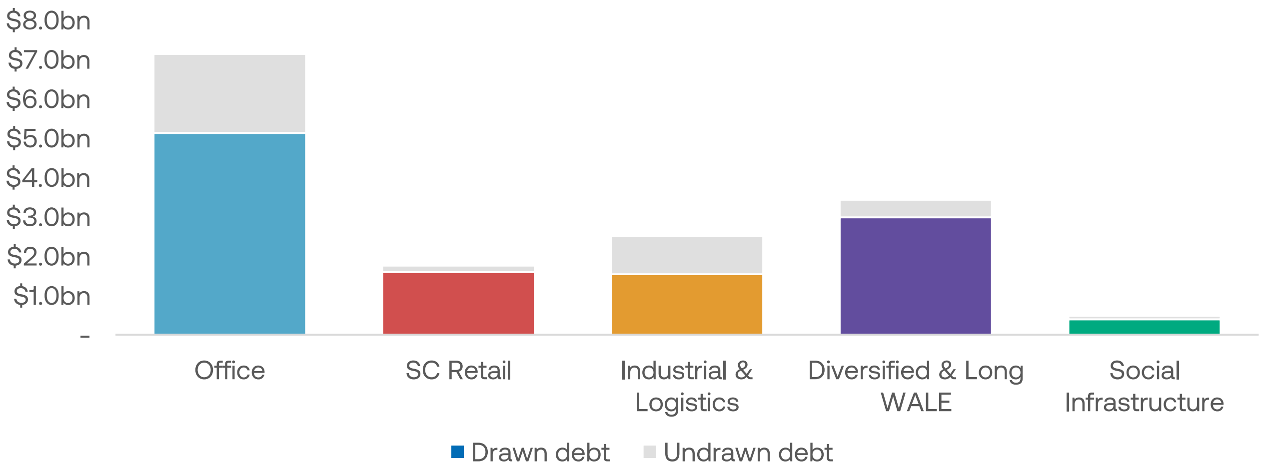
Note: Balance sheet presented is the consolidated balance sheet of CHC which includes Charter Hall Direct Diversified Consumer Staples Fund (DCSF) at 100%
1. Includes DCSF assets, distributions and fees receivable , including the CHOT performance fee accrual of $148m
2. Net of swap mark-to-market of $41m relating to the USPP notes (representing USPP repayment value of $231.5m)
3. Net tangible assets (NTA) per stapled security ($) is calculated using assets less liabilities, net of intangible assets, related deferred tax and non-controlling interests in DCSF
4. Return on equity is calculated as total operating earnings pre-tax/post tax per security divided by the opening NTA per security
5. Total Property Investment Return is calculated as distributions received from funds plus growth in investment value divided by the opening investment value of the PI portfolio. This excludes investments held for less than a year and investments in Direct funds
6. Total Platform Return is calculated as growth in net tangible assets (NTA) per security plus distributions per security divided by the opening NTA per security

Debt and capital management

- Group continued to be managed in line with strategy
  - Substantial funding capacity available across the Group with $4.1bn of available liquidity
  - $6.4bn of new and refinanced debt facilities agreed in 1H20 with no material maturities in FY20 or FY21
  - Weighted average gearing across the funds is 30%

Funds platform debt metrics[1]	30-Jun-19	31-Dec-19
Total platform facility limits ($m)	12,872	15,817
Total platform undrawn debt ($m)	3,547	3,808
Total platform cash ($m)	596	312
Look through weighted average debt maturity (yrs.)[2]	4.3	4.5
Look through weighted average cost of debt[3]	3.6%	3.0%
Look through interest rate hedging (%)	62%	50%

Fund debt facilities – by sector



1. Total platform includes Corporate debt facility limits of $452m, drawn to $252m net of cash
2. Duration is based on facility limits
3. 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

Outlook & Guidance

5

Dandenong Distribution Centre, Dandenong South, Melbourne

FY20 earnings guidance

Our guidance is as follows:

- The Group's previous FY20 guidance was for post-tax operating earnings per security (OEPS) growth of approximately 30% over FY19
- Based on no material change in current market conditions and reflecting recent valuations, updated performance fee expectations and transactional activity, guidance is upgraded to approximately 40% OEPS growth in post-tax operating earnings per security over FY19
- FY20 guidance includes $98m for the CHOT performance fee, which in addition to the $50m recognised in FY19, will generate a $148m cash payment in April 2020
- When the impact of the CHOT performance fee is removed from both FY19 and FY20 earnings, guidance implies post-tax operating earnings per security growth of approximately 30% over FY19
- FY20 distribution per security guidance is for 6% growth over FY19

201 Elizabeth Street, Sydney

Additional Information

- Management Team
- Property Funds Management
- Property Investment

6

9 Castlereagh Street, Sydney

Appendix
6.1 Management Team

Deep Management Bench

Charter Hall Executive Leadership Group

David Harrison

Managing Director & Group CEO

32 years industry experience

Sean McMahon

Chief Investment Officer

31 years industry experience

Russell Proutt

Chief Financial Officer

30 years industry experience

Natalie Devlin

Chief Experience Officer

23 years industry experience

Adrian Taylor

Office CEO

27 years industry experience

Richard Stacker

Industrial & Logistics CEO

26 years industry experience

Greg Chubb

Retail CEO

31 years industry experience

Steven Bennett

Direct CEO

19 years industry experience

Sheridan Ware

Chief Information & Technology Officer

21 years industry experience

Appendix
6.2 Property Funds Management

Charter Hall group property overview[1]

NT

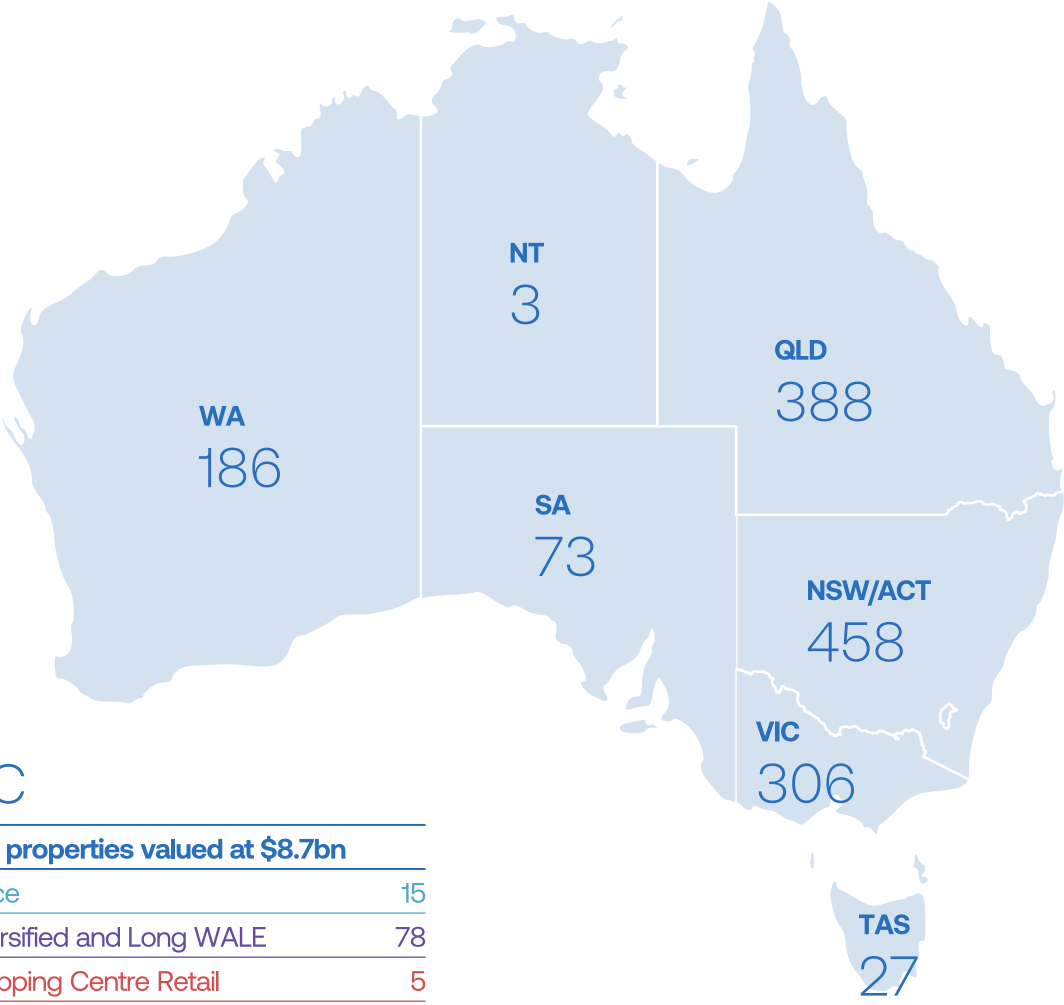
3 properties valued at $0.1bn	
Office	–
Diversified and Long WALE	1
Shopping Centre Retail	–
Industrial & Logistics	–
Social Infrastructure	2

WA

186 properties valued at $3.6bn	
Office	7
Diversified and Long WALE	75
Shopping Centre Retail	10
Industrial & Logistics	12
Social Infrastructure	19

SA

73 properties valued at $1.4bn	
Office	4
Diversified and Long WALE	16
Shopping Centre Retail	2
Industrial & Logistics	6
Social Infrastructure	32



VIC

306 properties valued at $8.7bn	
Office	15
Diversified and Long WALE	78
Shopping Centre Retail	5
Industrial & Logistics	45
Social Infrastructure	105

QLD

388 properties valued at $6.7bn	
Office	16
Diversified and Long WALE	118
Shopping Centre Retail	10
Industrial & Logistics	21
Social Infrastructure	132

NSW/ACT

458 properties valued at $17.8bn	
Office	25
Diversified and Long WALE	144
Shopping Centre Retail	30
Industrial & Logistics	40
Social Infrastructure	93

TAS

27 properties valued at $0.4bn	
Office	2
Diversified and Long WALE	13
Shopping Centre Retail	–
Industrial & Logistics	1
Social Infrastructure	2

1. Excludes 47 New Zealand assets; predominantly childcare valued at $0.1bn

Charter Hall managed funds

	Office $17.9bn	Industrial & Logistics $7.8bn	Shopping Centre Retail $4.3bn	Diversified & Long WALE, Social Infrastructure $8.9bn
Wholesale Equity	CPOF $6.9bn; CHOT $3.4bn; BSWF[1] $0.6bn; CCT $0.5bn; Mandates $0.6bn; DVP $0.5bn; Chifley $1.2bn; 201 Elzb.St $0.4bn; CHAIT $0.4bn	CPIF $4.6bn; CLP $1.9bn	CPRF $0.4bn; RPs[2] $0.6bn	LWHP $1.5bn; LWIPs[3] $0.6bn; CHET $0.4bn; Mandates $0.5bn; CIB $0.1bn
Retail Equity	DOF $2.2bn; PFA $1.2bn	DIFs/CDC $1.3bn		MAXIM $0.2bn; DCSF $0.2bn; DATs $0.2bn; Other $0.2bn; BW Trust $0.1bn
Listed Equity			CQR $3.2bn	CLW $3.6bn; CQE $1.3bn

Note Statistics on this page may not add due to rounding
1. CPOF holds 49.9% of the units in the Brisbane Square Wholesale Funds (BSWF)
2. RPs include RP1, RP2 and RP6
3. LWIPs include LWIP and LWIP2. CLW hold 49.9% of the units in LWIP

Wholesale Pooled and Partnerships

FUM

$25.1bn

Gearing

31.9%

Occupancy

97%

WALE

8.1yrs

Cap rate

5.1%

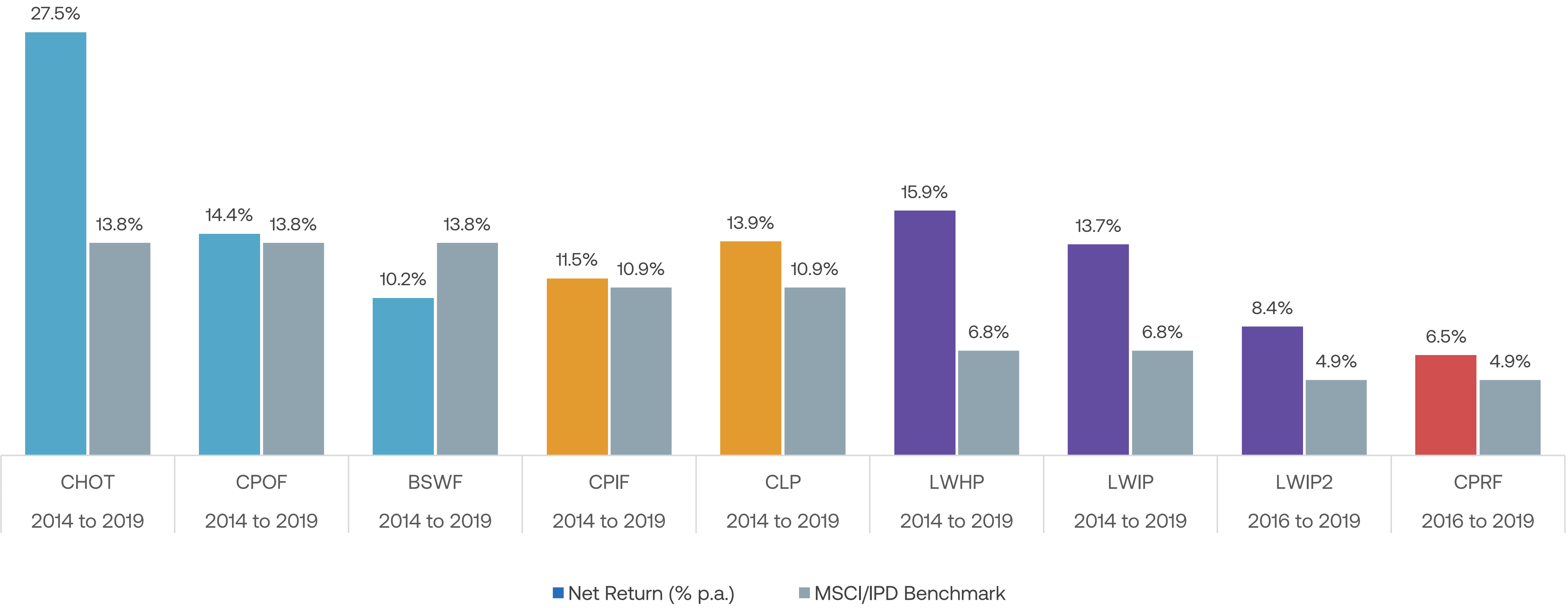
CHC investment

$1,383m

Drystone Industrial Estate, Truganina, Melbourne

Major wholesale property investment portfolio returns

- The below chart shows the total property return of each major wholesale property fund relative to its sector specific benchmark index



Listed

FUM

$8.1bn

Gearing

26.9%

Occupancy

99%

WALE

10.5yrs

Cap rate

5.8%

CHC investment

$647m

BP, Forestville, Sydney

Charter Hall Direct

FUM

$5.7bn

Gearing

25.0%

Occupancy

99%

WALE

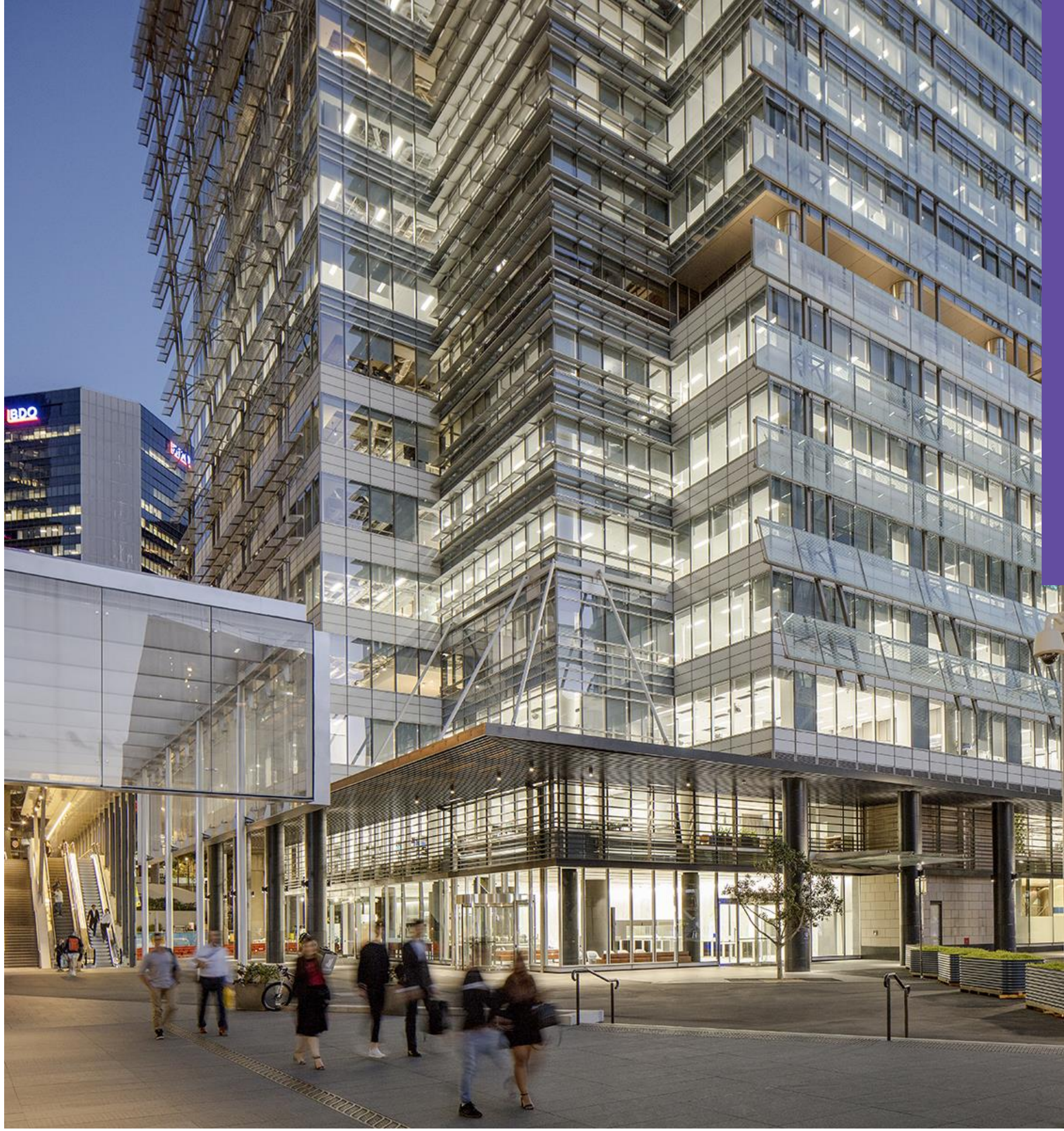
9.3yrs

Cap rate

5.5%

CHC investment

$62m



10 Shelley Street, Sydney

Direct funds net return since inception

The active Direct Funds have returned 12.7.% p.a out performing the benchmark[1] by 2.9%

ZENITH FUND AWARDS 2019 FINALIST[2]

SELF MANAGED SUPER FUND AWARDS 2019 | COMMERCIAL PROPERTY SMSF ADVISER WINNER CORE DATA

1. Benchmark refers to the MSCI/IPD Unlisted Core Wholesale Property Fund Index
2. The Professional Planner | The Zenith Fund Awards were issued 11 October 2019 by Zenith Investment Partners (ABN 27 130 132 672, AFSL 226872) and are determined using proprietary methodologies. The Fund Awards are solely statements of opinion and do not represent recommendations to purchase, hold or sell any securities or make any other investment decisions. Fund Awards are current for 12 months from the date awarded and are subject to change at any time.

Appendix
6.3 Property Investment

CHPT Property Investment portfolio

	Ownership stake (%)	Charter Hall Investment ($m)	Charter Hall PI Income ($m)	WALE (years)	WACR (%)	WADR (%)	WARR (%)	PI Yield[2] (%)
Office		**805.6**	**19.8**	**6.7**	**5.0**	**6.5**	**3.8**	**5.5**
Charter Hall Prime Office Fund (CPOF)	6.9	318.9	7.1	7.0	5.0	6.5	3.8	4.7
Charter Hall Office Trust (CHOT)	15.7	298.0	7.9	6.7	4.9	6.4	3.8	6.0
Brisbane Square Wholesale Fund (BSWF)	16.8	110.2	3.5	7.3	5.5	6.7	3.8	6.8
Charter Hall DVP Fund (DVP)	13.5	37.7	0.5	3.1	4.9	6.6	3.9	4.1
Charter Hall Australian Investment Trust (CHAIT)	10.0	18.4	0.4	4.0	6.5	7.1	3.7	5.9
Counter Cyclical Trust (CCT)	5.0	12.0	0.3	6.7	5.8	6.6	3.6	5.3
201 Elizabeth Street	5.9	10.4	0.1	1.9	5.0	6.8	4.0	3.5
Industrial & Logistics		**219.1**	**6.4**	**10.5**	**5.3**	**6.6**	**3.1**	**5.5**
Charter Hall Prime Industrial Fund (CPIF)	4.0	131.8	3.3	10.7	5.2	6.7	3.1	5.2
Core Logistics Partnership (CLP)	7.2	87.3	3.1	10.4	5.3	6.6	3.0	5.9
Shopping Centre Retail		**342.7**	**12.9**	**6.3**	**6.1**	**7.1**	**4.2**	**7.4**
Charter Hall Retail REIT (ASX:CQR) [3]	15.3	285.9	10.9	6.9	6.1	7.1	4.2[1]	7.6
Charter Hall Prime Retail Fund (CPRF)	29.4	56.8	2.0	4.6	6.0	7.2	4.2[1]	7.1
Diversified & Long WALE		**625.8**	**14.9**	**13.2**	**5.2**	**5.6**	**2.8**	**6.3**
Charter Hall Long WALE REIT (ASX:CLW) [3]	12.4	262.3	7.3	14.5	5.5	6.8	2.7	6.6
Long WALE Hardware Partnership (LWHP)	13.5	110.1	2.6	8.1	5.2	6.7	2.8	5.3
Charter Hall BP Partnership (BPP)	20.0	87.6	0.2	19.9	5.5	n/a	2.2	8.8
Charter Hall Exchanges Trust (CHET)	21.8	73.1	1.4	20.6	4.4	6.1	2.7	6.3
Discretionary Consumer Staples Fund (DCSF)	36.6	35.5	1.4	7.2	5.9	7.1	3.4	9.2
Long WALE Investment Partnerships (LWIPs)	10.1	11.5	0.4	15.5	5.8	n/a	2.2	6.7
Other investments		45.7	1.6	n/a	n/a	n/a	n/a	n/a
Social Infrastructure		**98.7**	**2.8**	**11.7**	**6.1**	**n/a**	**2.4**	**5.8**
Charter Hall Social Infrastructure REIT (ASX:CQE)[3]	10.6	98.7	2.8	11.7	6.1	n/a	2.4	5.8
Property Investment Total[4]	**13.4**	**2,091.8**	**56.8**	**8.9**	**5.3**	**6.7**	**3.5**	**6.1**

1. Refers to contracted weighted average rent reviews of the specialty tenants only
2. PI Yield is calculated as operating earnings divided by weighted average investment during the period. Excludes MTM movements in NTA during the year
3. Held at accounting value not market value
4. Weighted average ownership stake, excluding other investments

Charter Hall Prime Office Fund (CPOF)

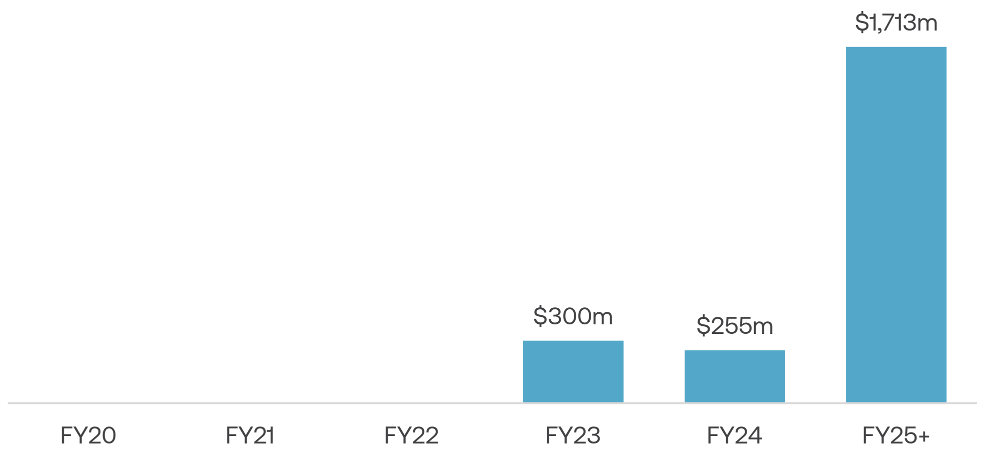
Key events during H1 FY20

- The Fund's Gross Asset Value (GAV) grew to $6.9bn in the 6 month period to 31 December 2019 driven by revaluation gains and the strategic acquisition of 2 Chifley Square, Sydney (25%) and 242 Exhibition Street, Melbourne (49.9%)
- The Fund's Weighted Average Debt Maturity increased to 5.2 years (+1 year) in the 6 month period to 31 December 2019 driven by the execution of new debt facilities and refinancing of existing debt including:
    - New 7-year $500m Asian Term Loan Facility
    - New 6-year $300m Asian Term Loan Facility
    - Refinancing $500m of Australian Bank Facilities
- The Fund raised $414m of new equity in the 6 month period to 31 December 2019, to pay down debt, increase funding for CPOF's existing project pipeline and to provide future acquisition capacity

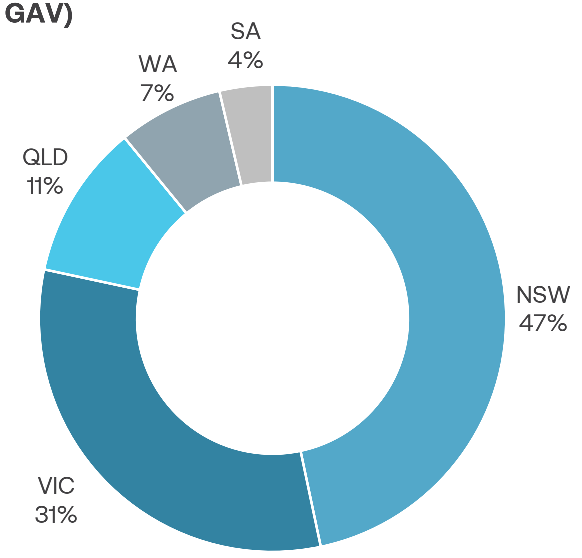
Key metrics

Gross property assets	$6.9bn
Gearing (balance sheet)	23.6%
Number of assets	27
Occupancy	97.7%
WALE	7.0 years
WACR	5.0%
WARR	3.8%
Charter Hall Interest	6.9%
Charter Hall co-investment	$318.9m

Debt expiry profile (by facility limit) [1]



Geographic allocation (by GAV)



1. Reflects CPOF balance sheet debt facilities

Charter Hall Office Trust (CHOT)

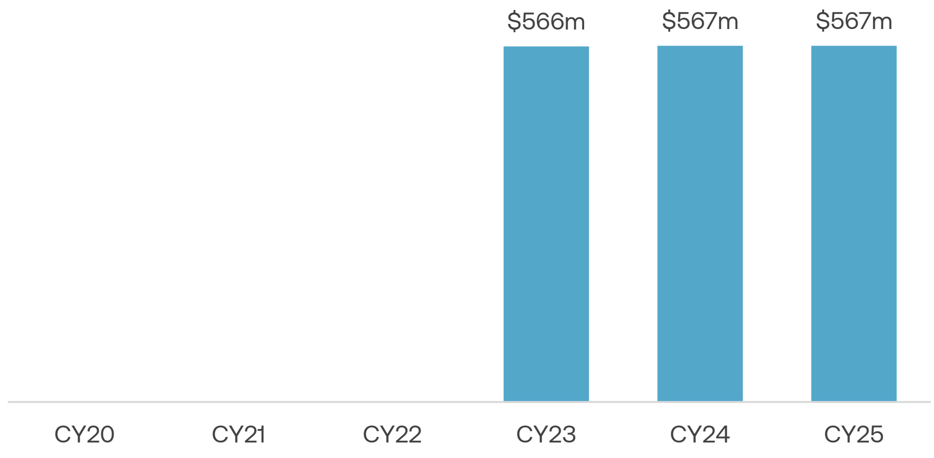
Key events during H1 FY20

- Leasing – ~58,000sqm of leasing signed during the HY20
- Development - AFL with the Australian Federal Police (AFP) for the development of a new 22,750sqm office tower at 140 Lonsdale Street
- Treasury – New $1.7bn bilateral facility over four domestic and two international banks achieving favourable margins against the previous facility. Gearing target increased to 55%
- Terms agreed to extend Trust life by seven years

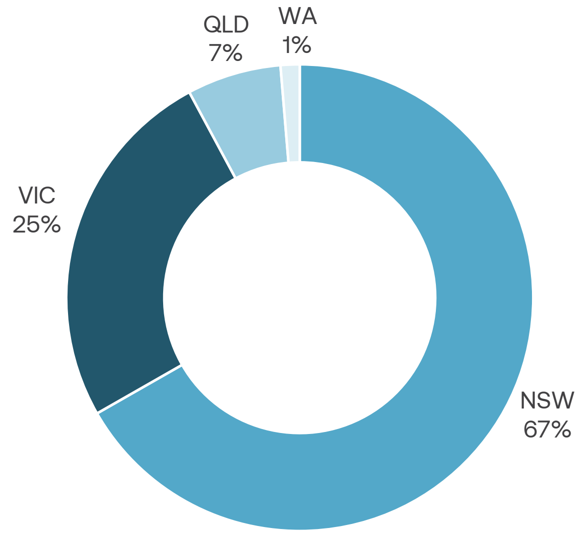
Key metrics

Gross property assets	$3.45bn
Gearing (balance sheet)	40.0%
Number of assets	10
Occupancy	95.5%
WALE	6.7 years
WACR	4.86%
WARR	3.8%
Charter Hall Interest	15.7%
Charter Hall co-investment	$298.0m

Debt expiry profile (by facility limit)



Geographic allocation (by GAV)

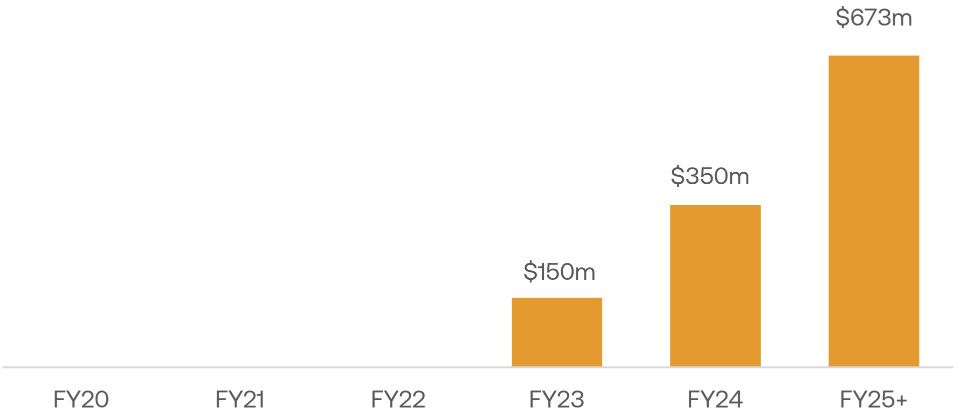


Charter Hall Prime Industrial Fund (CPIF)

Key events during H1 FY20

- Acquisition of 3 core stabilised assets for $466m with a combined WALE of 19.0 years improving the Fund's closing WALE to 10.7 years and strengthening CPIF's relationship with key existing and new tenant customers such as Arnotts, Metcash & Viridian Glass
- 4 developments reached completion with a GAV of $107m at Chullora in NSW, Altona in VIC, Trade Coast in QLD & Launceston in TAS. A committed development pipeline of ~$600m on completion GAV is currently in delivery
- Maintained occupancy with leases executed over 37,471sqm of GLA in the Fund's stabilised portfolio and 109,080sqm of new pre-leases on existing land holdings
- Divested a portfolio of 3 non-core assets in Darwin, Adelaide & Perth for a combined gross value of $81m achieving a sale price of 3% above book value. CPIF now has an 89% allocation to the strong performing eastern seaboard markets
- Executed a blend & extend across its $270m AUD swap book improving hedge maturity by 1.9 years to 7.3 years

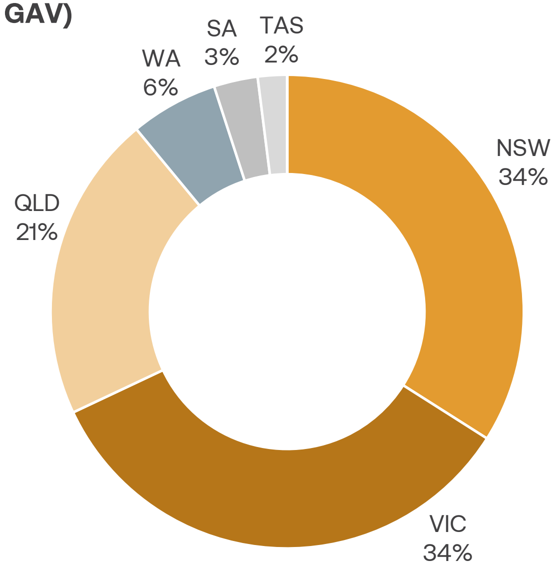
Debt expiry profile (by facility limit)



Key metrics

Gross property assets	$4.6bn
Gearing	15.8%
Number of assets	65
Occupancy	98.2%
WALE	10.7 years
WACR	5.25%
WARR	3.1%
Charter Hall Interest	4.0%
Charter Hall co-investment	$131.8m

Geographic allocation (by GAV)



Core Logistics Partnerships (CLP)

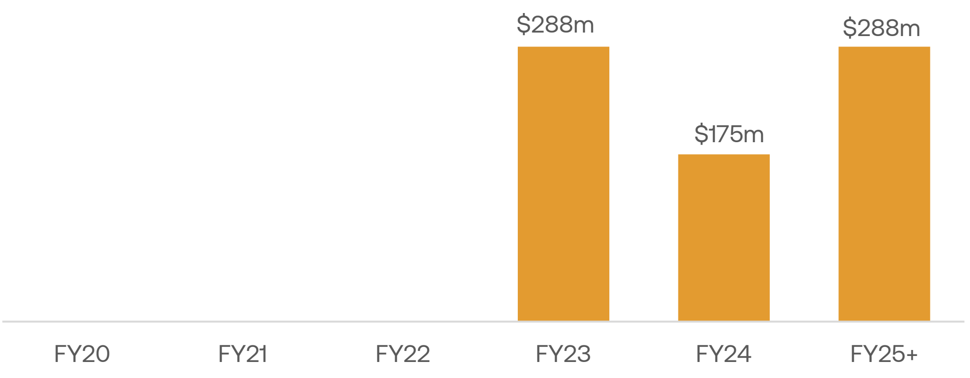
Key events during H1 FY20

- Exchanged to acquire a 4.0 hectare development site at Glendenning in NSW with a potential to deliver 21,000sqm of GLA and an on completion value of ~$55m in line with CLP's strategy to upweight in Sydney
- Executed leases over 142,481sqm of GLA. These included 112,199sqm of leases in the Fund's stabilised portfolio and 30,282sqm of new preleases supporting the portfolio WALE of 10.4 years
- Development completions achieved for Prixcar at Drystone VIC and Woolworths at Launceston TAS for a combined on completion value of $66m
- Executed a new 5-year, $100m debt facility with Mitsubishi UFJ Financial Group (MUFG) improving debt maturity to 4.5 years and lender diversification
- Secured additional $150m equity commitment from VFMC & $25m from DIF4

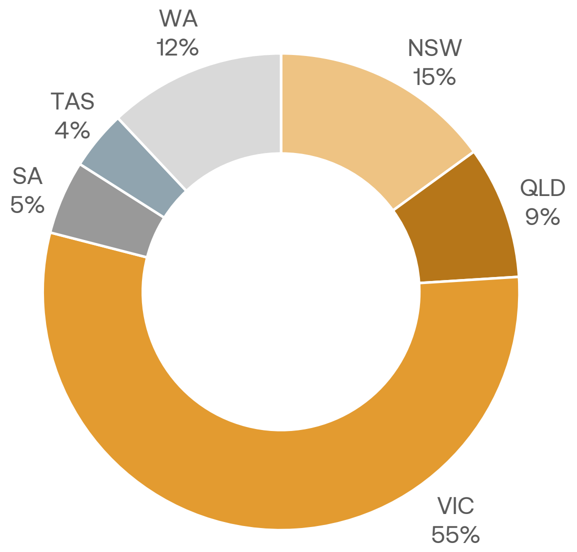
Key metrics

Gross property assets	$1.9bn
Gearing	27.5%
Number of assets	37
Occupancy	98.7%
WALE	10.4 years
WACR	5.33%
WARR	3.0%
Charter Hall Interest	7.2%
Charter Hall co-investment	$87.3m

Debt expiry profile (by facility limit)



Geographic allocation (by GAV)



Charter Hall Retail REIT (ASX:CQR)

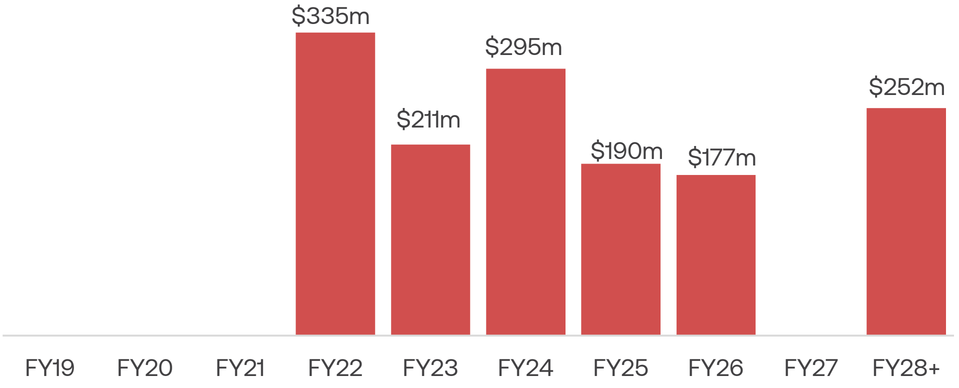
Key events during H1 FY20

- Acquired 20% interest in Pacific Square, Maroubra and Bass Hill Plaza in September 2019 and 14.7% interest in a BP portfolio of Long WALE convenience retail assets in December 2019[1]
- Divested five assets totalling $106.8m (Katherine, NT, Cooma, NSW, Bairnsdale, VIC, Moe, VIC and Kyneton, VIC)
- Contracted divestments totalling $70.6m to be settled in 2H 20 (Carnarvon, WA, Erindale, ACT and Balo Square, NSW)
- Increased WBC facility by $50m, maturing in FY22
- Weighted average debt maturity is 4.4 years with no debt maturing until FY22
- 14 centres undergoing solar installation with an additional 14 commencing in FY21

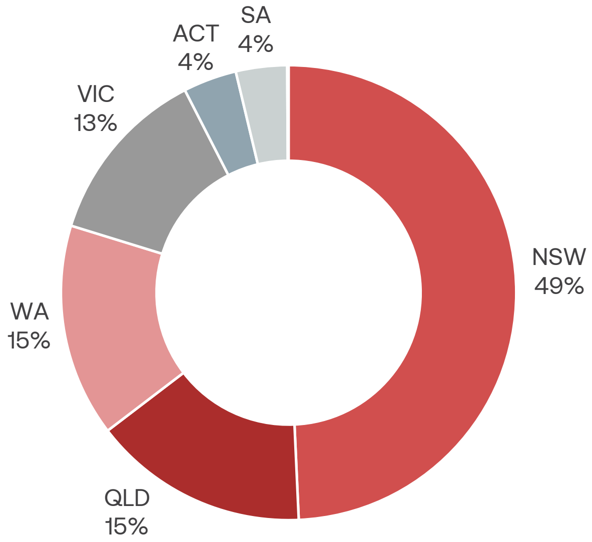
Key metrics[2]

Gross property assets	$3.2bn
Gearing (balance sheet)[3]	33.0%
Number of shopping centres	55
Number of BP sites	225
Occupancy (weighted by GLA)	98.1%
WALE	6.9 years
WARR[4]	4.2%
WACR[5]	6.11%
Charter Hall Interest	15.3%
Charter Hall co-investment	$285.9m

Debt expiry profile (by facility limit)



Geographic allocation (by GAV)[6]



1. BP portfolio consists of 225 assets tenanted by BP
2. All metrics are on a look-through basis unless otherwise stated
3. Pro-forma gearing post all contracted divestments: Carnarvon, Erindale (settled in January 2020) and Balo Square (settling in May 2020)
4. Refers to contracted weighted average rent reviews of the specialty tenants only
5. Includes BP portfolio
6. Includes assets held for sale

Charter Hall Long WALE REIT (ASX:CLW)

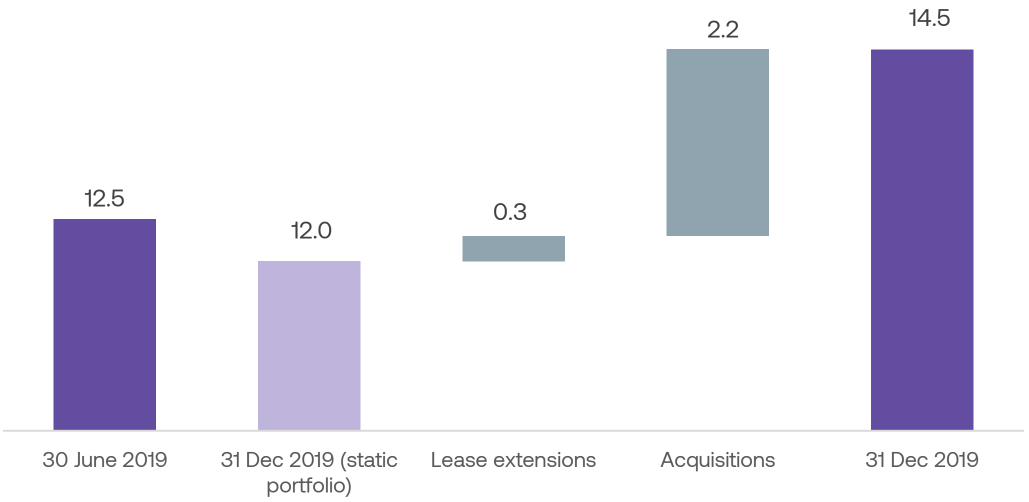
Key events during H1 FY20

- Delivered first half FY20 operating EPS and DPS of 14.0 cents
- Upgraded full year FY20 operating EPS guidance twice
  - Barring any unforeseen events and no material change in current market conditions, CLW's full year FY20 operating EPS guidance of 28.3 cents represents growth of 5.2% over FY19 operating EPS
- Total property acquisitions of $1.4bn, enhancing portfolio WALE, covenant strength and triple net lease exposure
- WALE of 14.5 years, up from 12.5 years as at 30 June 2019
- 47% of CLW's portfolio (by net passing income) underpinned by triple net leases

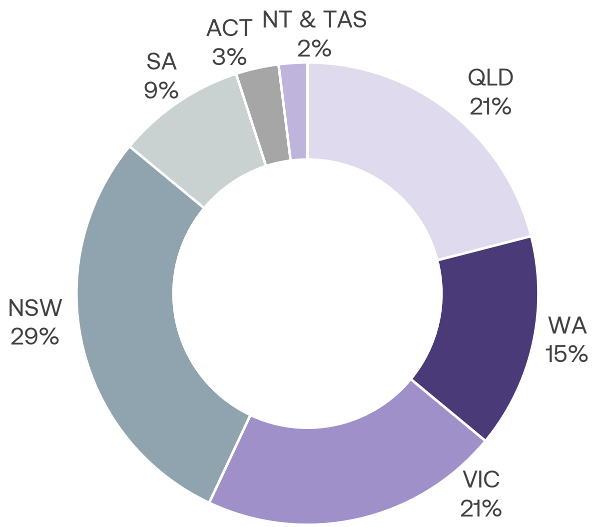
Key metrics

Gross property assets	$3.6bn
Gearing (balance sheet)[1]	23.8%
Number of assets	384
Occupancy	99.8%
WALE	14.5 years
WACR	5.5%
WARR	2.7%
Charter Hall Interest	12.4%
Charter Hall co-investment	$262.3m

WALE (years)



Geographic allocation (by GAV)



1. Reflects balance sheet gearing, pro forma adjusted for the committed acquisition of The Glasshouse, Macquarie Park and Bunnings, Palmerston developments. Unadjusted balance sheet gearing as at 31 December 2019 reporting date was 20.0%.

Charter Hall Social Infrastructure REIT (ASX:CQE)

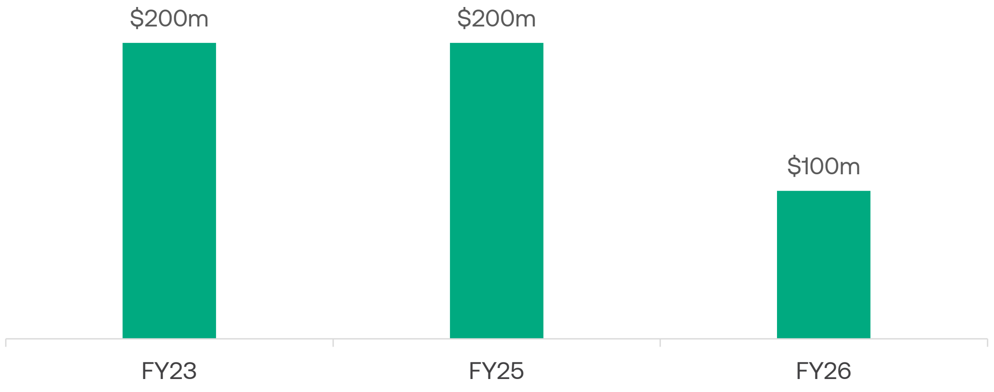
Key events during H1 FY20

- Distribution of 8.35 cpu, an increase of 4.4% on pcp
- NTA per unit of $3.05, an increase of 3.0% from $2.96 per unit at 30 June 2019
- Settled the acquisition of 7 existing childcare centres ($41.6m) with a further 8 contracted ($44.7m) and forecast to settle in second half of FY20
- Development pipeline of 30 sites with a forecast completion value of $184.8m
- Agreed new 20 year leases[1] with Goodstart on 40 properties on improved terms

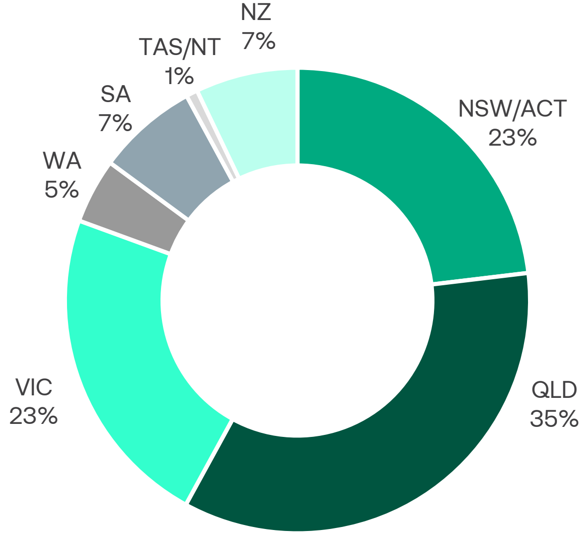
Key metrics

Gross assets	$1.3bn
Gearing (balance sheet)[2]	24.9%
Number of assets[3]	421
Occupancy[4]	99.8%
WALE[5]	11.7 years
WACR	6.1%
WARR	2.4%
Charter Hall Interest	10.6%
Charter Hall co-investment	$98.7m

Debt expiry profile (by facility limit)



Geographic allocation (by annual rent)



1. Subject to documentation
2. Look-through gearing of 26.3%
3. Includes 50% interest in Brisbane City Council Bus Network Terminal
4. Vacant property contracted for disposal in February 2020
5. Includes agreed leasing transactions agreed subject to documentation

Portfolio performance review dates

Fund	Portfolio Performance Review Dates
Charter Hall Office Trust (CHOT)	FY20
Core Logistics Partnership (CLP)	7 yearly – FY20 plus individual asset divestment performance fees
Charter Hall Direct CDC Trust (CDC)	FY20
Charter Hall Direct Industrial Fund No. 2 (DIF2)	FY20
Direct Office Fund (DOF)	5 yearly – FY20
Charter Hall Prime Office Fund (CPOF)	3 yearly – FY21
Brisbane Square Wholesale Fund (BSWF)	3 yearly – FY22
Charter Hall Direct Industrial Fund No. 4 (DIF4)	5 yearly – FY22
Charter Hall Prime Industrial Fund (CPIF)	3 yearly – FY22
Long WALE Hardware Partnership (LWHP)	7 yearly – FY22 plus individual asset divestment performance fees
Retail Partnership No. 2 (RP2)	7 yearly – FY22
Retail Partnership No. 6 (RP6)	7 yearly – FY22
Charter Hall Direct Industrial Fund No. 3 (DIF3)	FY22
Charter Hall Direct Automotive Trust (DAT)	FY22
Charter Hall Direct Automotive Trust No. 2 (DAT2)	FY22
Charter Hall Direct Consumer Staples Fund (DCSF)	5 yearly – FY23
Charter Hall PFA Fund (PFA)	5 yearly – FY23 or individual asset divestment performance fees
Charter Hall Direct BW Trust (BW Trust)	FY24
Counter Cynical Trust (CCT)	FY25
Charter Hall DVP Fund (DVP)	FY26 plus individual asset divestment performance fees

Fund key and glossary

Listed entities

ASX:CHC	Charter Hall Group
ASX:CQR	Charter Hall Retail REIT
ASX:CLW	Charter Hall Long WALE REIT
ASX:CQE	Charter Hall Social Infrastructure REIT

Wholesale funds

BSWF	Brisbane Square Wholesale Fund
CHOT	Charter Hall Office Trust
CCT	Charter Hall Counter Cyclical Trust
CLP	Core Logistics Partnership
CPIF	Charter Hall Prime Industrial Fund
CPOF	Charter Hall Prime Office Fund
CPRF	Charter Hall Prime Retail Fund
LWHP	Long WALE Hardware Partnership
LWIP, LWIP 2	Long WALE Investment Partnership series
RP1, RP2, RP6	Retail Partnership series
DVP	Charter Hall DVP Fund
CHAIT	Charter Hall Australian Investment Trust
CHPIP	Charter Hall PGGM Industrial Partnership
CHET	Charter Hall Exchanges Trust
BPP	Charter Hall BP Partnership

Direct funds

BW Trust	BW Trust (Direct syndicate)
CDC	Charter Hall Direct CDC Trust
DIF2, DIF3, DIF4	Direct Industrial Fund series
DOF	Direct Office Fund
PFA	Direct PFA Fund
DAT, DAT2	Charter Hall Direct Automotive Trust Series
DCSF	Charter Hall Direct Consumer Staples Fund

Other

CAGR	Compound Annual Growth 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
WADR	Weighted Average Discount Rate
WALE	Weighted Average Lease Expiry
WARR	Weighted Average Rent Review

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