

# Centuria Industrial REIT HY22 RESULTS



ASX: CIP



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### AGENDA

- 1. Group Overview
- 2. Financial Results
- 3. Portfolio Metrics
- 4. Outlook & Guidance
- 5. Appendices

#### ACKNOWLEDGEMENT OF COUNTRY

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





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DISTRIBUTION CENTRES

# Group Overview

SECTION ONE

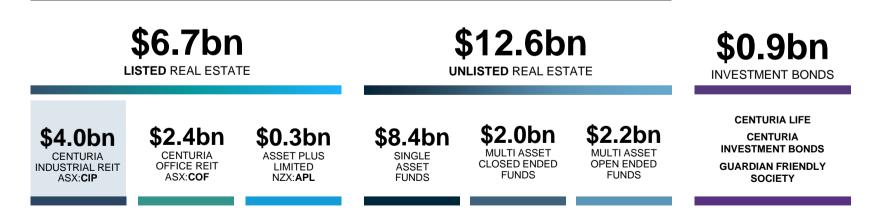


### Centuria Capital Group: A leading Australasian real estate funds manager

CNI is the manager of CIP and is included in the S&P/ASX200 Index



# \$19.3bn REAL ESTATE AUM

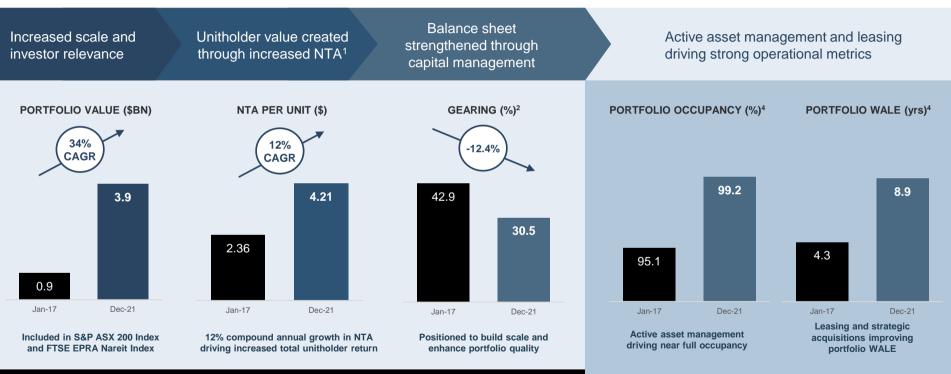


AUM as at 31 December 2021. All figures above are in Australian dollars (currency exchange ratio of AU\$1.000:NZ\$1.0617). Numbers presented may not add up precisely to the totals provided due to rounding 1. Includes asset exchanged but not settled, cash and other assets

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## Generating unitholder value through 5 years of active management

Significant transformation since Centuria Capital assumed management of CIP in January 2017



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#### Delivered average return on equity of 23% per annum<sup>1,3</sup> under Centurial management

- 1. Past performance is not a reliable indicator of future performance
- 2. Gearing is defined as total liabilities divided by total assets less goodwill
- 3. Return on equity calculated as (closing NTA minus opening NTA plus distributions) divided by opening NTA
- By income

## **Transformational portfolio transactions**

Originating and executing targeted acquisitions to deliver unitholder value

\$490m valuation uplift from strategic \$236m \$340m 44% Ş.) acquisitions under Centuria management منظ Current value Value uplift Purchase price RNOTT'S PORTEOLIO TELSTRA 88% of deals sourced off market demonstrating management \$560m \$417m 34% capability to identify and capture منا relative value in a competitive Current value Value uplift Purchase price market ELSTRA DATA CENTRE, CLAYTON, VIC Cold Storage Assets \$283m Strong alignment to long term \$234m \$ 21% industrial trends aid Current value Value uplift Purchase price AHRS ROAD, ORMEAU, OLD Urban Infill Assets Acquisitions in land constrained urban \$1,102m (S) infill markets benefitting from increased \$1,297m Current value 8% من tenant demand and providing opportunity Purchase price Value uplift for outsized rental growth ISBON STREET, FAIRFIELD, NSW

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### **CIP:** Vision, strategy and objectives

#### VISION

### To be Australia's leading domestic pure play industrial REIT

CIP

Australia's largest **domestic ASX-listed pure play industrial REIT.** Overseen by an active management team with deep real estate expertise. **Strongly supported by Centuria Group.** 

A CLEAR AND SIMPLE STRATEGY

**Deliver income and capital growth** to investors from a portfolio of high quality Australian industrial assets

#### **KEY OBJECTIVES**

**Portfolio Construction** A portfolio of high quality Australian industrial assets diversified by geography, sub-sector, tenants and lease expiry

#### Active Management Focus on 'fit for purpose'

assets that align to the needs of our high-quality customers to ensure high retention and occupancy **Capital Management** A robust and diversified capital structure with appropriate gearing

# Unlock opportunities to create further value

Reposition assets and execute value-add initiatives to maximise returns for unitholders

## Exposure to the major Industrial sub-sectors<sup>1</sup>

A well-balanced portfolio across the major industrial sub-sectors

















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## **Executing strategy in HY22**

Active management	<ul> <li>109,188 sqm of terms agreed over the half year (8.5% of portfolio)<sup>3</sup>, high portfolio occupancy of 99.2%<sup>4</sup>, WALE of 8.9 years<sup>4</sup></li> <li>HY22 like for like valuation uplift of \$281m<sup>5</sup>, NTA growth of 10% to \$4.21 per unit<sup>6</sup></li> <li>100% of HY22 acquisitions sourced off market or via select campaign</li> </ul>
Portfolio profile	<ul> <li>Growing portfolio scale to increase portfolio quality with the acquisition of 21 industrial assets for \$680m<sup>1</sup> and recycling capital through a \$10m divestment</li> <li>Balanced geographic diversification, 90%<sup>2</sup> of portfolio weighted to eastern seaboard</li> <li>Strong exposure to urban infill markets; 82% of CIP portfolio</li> </ul>
Capital <b>3</b>	<ul> <li>Strong balance sheet maintained with gearing at 30.5%<sup>7</sup></li> <li>Inaugural bond issuance, Moody's rating achieved (Baa2 stable)</li> <li>Increased diversity with new debt sources. Staggered, diverse debt profile with a weighted average debt duration of 4.8years</li> <li>Ample headroom to covenants</li> </ul>
FY22 financial performance and guidance	<ul> <li>Return on equity of 46.5% over the 12 months to December 2021</li> <li>Upgraded FFO<sup>8</sup> guidance from 18.1 to no less than 18.2 cents per unit<sup>9</sup></li> <li>Reiterated distributions guidance of 17.3 cents per unit<sup>9</sup></li> </ul>

- 1. Before transaction costs, Includes exchanged but not settled as at 31 December 2021.
- 2. By value
- 3. By area, includes heads of agreement (HOA)
- 4. By income
- 5. Reflects gross increase, excluding capital expenditure incurred
- NTA per unit is calculated as net assets less goodwill divided by number of units on issue. Past performance is not a reliable indicator of future performance.

7. Gearing is defined as total liabilities divided by total assets less goodwill

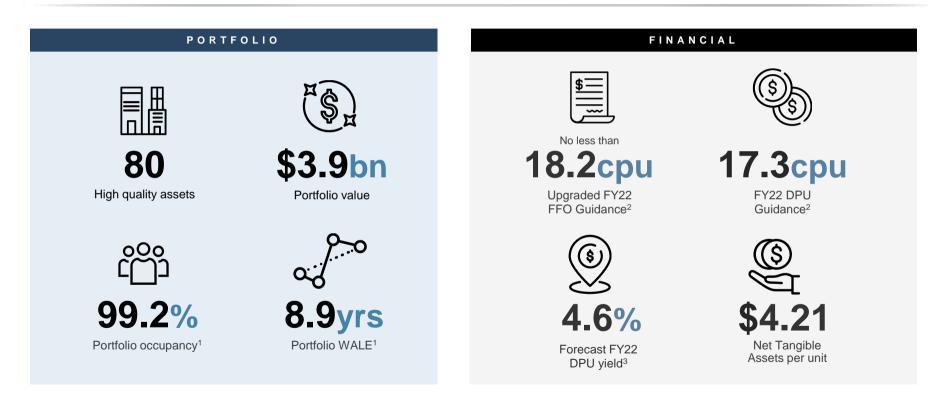
8. FFO is the Trust's underlying and recurring earnings from its operations. This is calculated as the statutory

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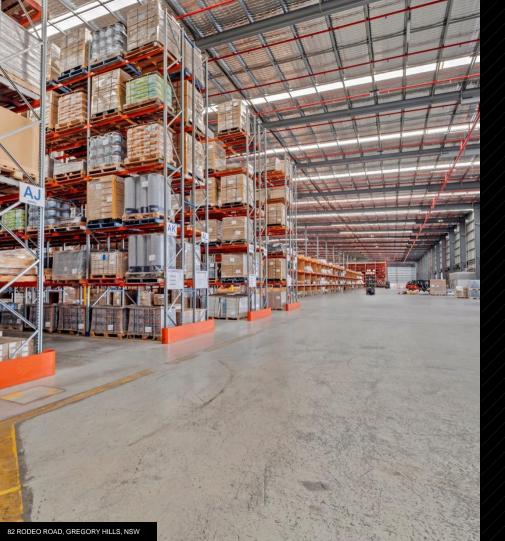
- net profit adjusted for certain non-cash and other items
- 9. Remains subject to unforeseen circumstances and material changes in operating conditions

## **Key metrics**

Australia's largest domestic pure play industrial REIT









TRANSPORT LOGISTICS

# **Financial Results**

SECTION TWO



## Funds from operations (FFO)<sup>1</sup>

REVENUE		HY22	HY21	VARIANCE
Gross property income	(\$m)	95.7	73.2	22.5
Other income	(\$m)	-	0.0	(0.0)
Interest income	(\$m)	0.0	-	0.0
Total revenue	(\$m)	95.7	73.2	22.5
EXPENSES				
Direct property expenses	(\$m)	(20.6)	(13.6)	(7.0)
Responsible entity fees	(\$m)	(10.1)	(6.1)	(4.0)
Finance costs	(\$m)	(9.4)	(9.5)	0.1
Management and other	(\$m)	(1.7)	(1.2)	(0.5)
Total expenses	(\$m)	(41.8)	(30.4)	(11.4)
Funds from operations <sup>1</sup>	(\$m)	53.9	42.8	11.1
Weighted average units on issue	m	592.7	487.7	105.0
Funds from operations per unit	сри	9.1	8.8	0.3
Distribution	\$m	54.7	45.0	9.7
Distribution per unit	cpu	8.7	8.5	0.2
Distribution yield <sup>2</sup>	%	4.6	5.5	(0.9)
12 month Return on equity <sup>3</sup>	%	46.5	11.9	34.6
Payout ratio	%	95	97	(2)

Reflects acquisitions through CY2021

2.9% like-for-like income growth

Capital management initiatives undertaken in HY22

Upgraded FY22 FFO per unit guidance<sup>4</sup> of no less than 18.2 cents per unit

46.5% Return on equity over the 12 months to December 2021



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

2. Annualised yield based on CIP unit closing price of \$3.80 on 31 January 2022 and \$3.09 on 31 December 2020

3. Return on equity calculated as (closing NTA minus opening NTA plus distributions) divided by opening NTA. Past performance is not a reliable indicator of future performance

4. From FY22 initial earnings guidance of no less than 18.1 cents per unit. Remains subject to unforeseen circumstances and material changes in operating conditions

### Strengthened balance sheet provides opportunities for growth

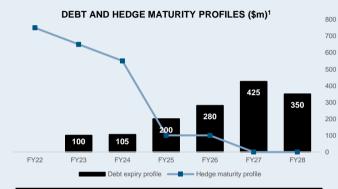
Broadening capital sources to create diversified and staggered debt profile

#### **HY22 CAPITAL MANAGEMENT INITIATIVES**

- Obtained Baa2 Stable Moody's Credit Rating
- Successfully launched CIP's inaugural medium term note issuance, raising \$350m
  - Provides improved access to a broader range of capital sources
  - Provides access to longer term debt, increasing CIP's weighted average debt duration to 4.8years

#### MAINTAINING A STRONG BALANCE SHEET

- Significant covenant headroom
- Diversified lender pool
- No debt maturities until FY23
- Gearing at the lower end of the target range



KEY DEBT METRICS		HY22	FY21
Facility Limit	\$m	1,460	1,210
Drawn amount	\$m	1,197	937
Weighted average debt expiry	Year	4.8	3.1
Proportion hedged	%	62.7	53.4 <sup>1</sup>
Weighted average hedge maturity	Year	2.6	2.4
Cost of debt p.a.2	%	1.8	2.7
Interest cover ratio <sup>3</sup>	Times	5.7	6.3
Gearing <sup>₄</sup>	%	30.5	27.8





WEIGHTED AVERAGE DEBT MATURITY



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INTEREST COVER RATIO<sup>3</sup> (Covenant of 2.0x)

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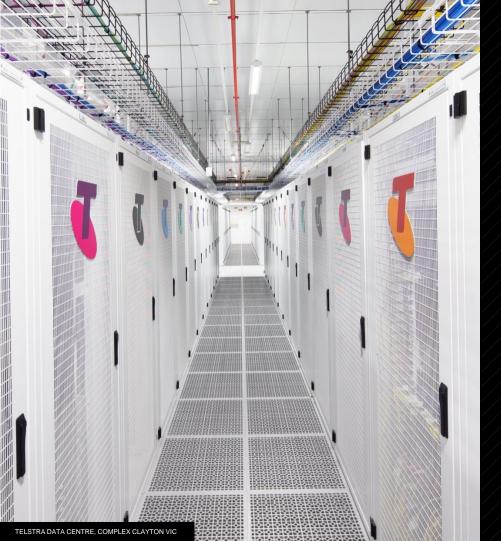
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1. Included \$400m of interest rate swaps established on 1 July 2021

2. Weighted average cost of debt including swap rate and all-in margins (base and line fees)

3. Interest cover is defined as earnings before interest, tax depreciation and amortisation (EBITDA) divided by interest expense

4. Gearing is defined as total liabilities divided by total assets less goodwill





# **Portfolio Metrics**

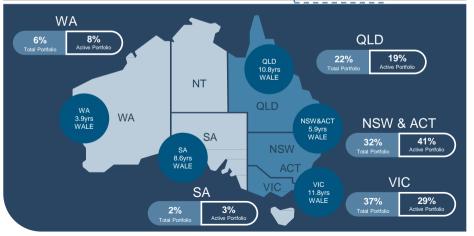
SECTION THREE



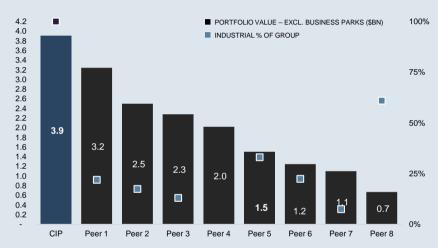
## Australia's largest domestic pure play industrial REIT

A high-quality portfolio of industrial assets located in urban infill markets

PORTFOLIO SNAPSHOT		FY21	Total portfolio	<ul> <li>Active</li> <li>sub-portfolio<sup>1</sup></li> <li>HY22</li> </ul>
Number of assets	#	62	80	78
Book value	\$m	2,945	3,879	I 3,019
WACR	%	4.54	l 4.19	4.44
GLA	sqm	1,083,814	1,286,828	1,215,109
Average asset size	sqm	17,480	16,085	1 15,578
Occupancy by income	%	96.9	99.2	99.0
WALE by income	yrs	9.6	8.9	5.1
Freehold ownership	%	98.1	98.4	98.0
Located in infill markets	%	80	82	76
Number of tenant customers	#	119	155	154



AUSTRALIAN LISTED PEERS<sup>2</sup>

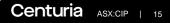


Included in the S&P/ASX 200 index and FTSE/EPRA NAREIT Global Developed Index

82% of portfolio located in urban infill markets

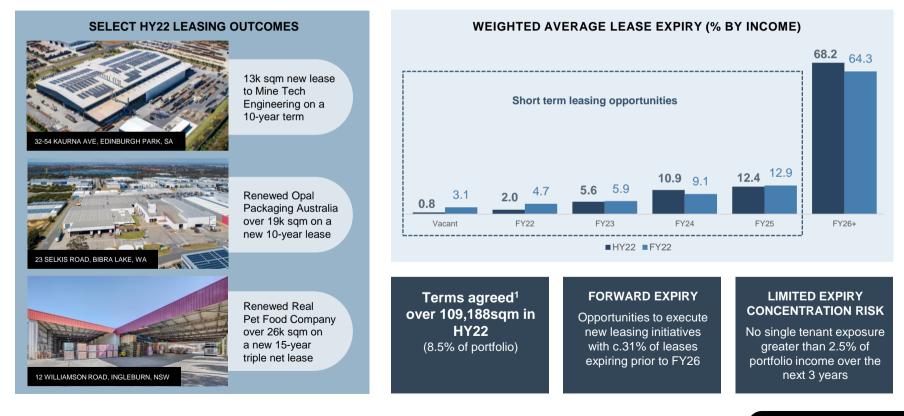
98% freehold property ownership across CIP portfolio

1. Excludes assets with a WALE of greater than 15 years, being Telstra Data Centre, Clayton VIC and 46 Robinson Road, East, Virginia QLD 2. Peer metrics as at 30 June 2021, based on company filings



### Delivered strong leasing outcomes across 8.5% of CIP's portfolio

Average rental growth of 10% over prior passing rents



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## Asset repositioning initiatives

Leveraging Centuria's acquisition capability and active management approach to deliver outsized asset returns

Asset refurbishment to extend useful life and attract quality tenants

#### Opportunities to increase income streams within CIP's portfolio

Leveraging strong

customer appetite

for urban infill

logistics







- ✓ July 2021 acquisition; Identified short 0.9year WALE provided strategic leasing opportunity
- ✓ Completed repositioning works to meet tenant operational needs, increasing WALE to 6.8 years
- ✓ Valuation uplift of \$6.9m (+21%) from acquisition

#### 48-54 KEWDALE ROAD, WELSHPOOL, WA

- ✓ September 2021 acquisition
- ✓ Renewed lease with tenant across 32% of the asset, commenced refurbishment works
- ✓ Valuation uplift of \$2.2m (+6%)



#### 8 LEXINGTON DRIVE, BELLA VISTA, NSW

- ✓ Acquired in May 2021.
- Identified opportunity to reposition the asset to benefit from its superior infill location to attract last-mile users
- Reposition works commenced in HY22
- ✓ 10 year lease agreed with global e-commerce operator



#### 43-49 & 51-65 WHARF ROAD, PORT MELBOURNE, VIC

- ✓ Acquired two assets in September and December 2021, consolidating a 1.0 hectare parcel
- Flexible repositioning opportunities to capitalise on a strategic infill location
- Short WALE and strong tenant demand provides opportunity to capitalise on rental growth in land constrained precinct

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### Selective developments to unlock embedded value

Creating modern sustainable industrial assets to attract high quality tenants supporting long term income streams

Deployment of Centuria's extensive development capability

Ability to introduce brand new, high quality, modern assets into the portfolio

Developing sustainable, future proofed assets

Prudent management of development risk. CIP remains an income focused REIT



#### 42 HOEPNER ROAD, BUNDAMBA QLD

- · Practical completion in June 2021
- One of Australia's first Five-Star Green Star industrial developments under new rating system
- · Terms agreed for leasing across 50% of lettable area



#### 95-105 SOUTH GIPPSLAND HWY, DANDENONG VIC

- Fund through, ~40,300sqm multi-unit industrial estate on an 8ha site at a total project cost of \$88.8m
- 2022 target completion. Two-year rental guarantee on completion
- Targeting a Five-Star Green Star rating
- c.20% of pre-commitments secured



#### 90-118 BOLINDA ROAD, CAMPBELLFIELD VIC

- Fund through, ~44,000sqm multi-unit industrial estate on an 8.2ha site, est. total project cost of \$104.1m
- 2022 target completion. 12 month rental guarantee on completion
- Targeting a Five-Star Green Star rating
- Tenancies ranging from 3,200sqm to 20,000sqm cater to most active leasing size range in the market

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## \$680 million of urban infill industrial acquisitions<sup>1</sup>

95% of acquisitions in tightly held eastern seaboard industrial markets



\$200.2m 56-88 LISBON STREET, FAIRFIELD, NSW DISTRIBUTION CENTRE

QLD

4 Assets / 13% HY22

acquisitions

NSW

6 Assets / 56% HY22

acquisitions

VIC

10 Assets / 26% HY22

acquisitions



\$33.5m 160 NEWTON ROAD, WETHERILL PARK, NSW



\$22.0m 51-65 WHARF ROAD, PORT MELBOURNE, VIC DISTRIBUTION CENTRE



**\$70.0m** 82 RODEO ROAD, GREGORY HILLS NSW TRANSPORT LOGISTICS

\$36.8m

164-166 NEWTON ROAD,

WETHERILL PARK, NSW

\$19.0m

31 GRAVEL PIT ROAD, DARRA, QLD



\$37.1m 110 NORTHCORP BOULEVARD, BROADMEADOWS, VIC DISTRIBUTION CENTRE



**\$20.3m** 51 DEPOT STREET, BANYO, QLD COLD STORAGE



\$20.6m 30 FULTON DRIVE, DERRIMUT, VIC DISTRIBUTION CENTRE

#### ASSETS NOT SHOWN

\$27.5 - 590 Heatherton Road, Clayton South VIC

\$27.0m - 29 Penelope Crescent, Arndell Park NSW

\$26.5 – 5/243 Bradman Street, Acacia Ridge QLD

\$20.8m - 55 Musgrave Road, Cooper Plains QLD

\$18.0 - 870 Lorimer Street, Port Melbourne VIC

\$17.1 - 159-169 Studley Court, Derrimut VIC

\$12.2 - 8 Hexham Place, Wetherill Park NSW

\$11.9m - 346 Boundary Road, Derrimut VIC

\$11.5m - 43-49 Wharf Road, Port Melbourne VIC

\$7.0m - 85 Fulton Drive, Derrimut VIC

\$6.2m - 31-35 Hallam Road, Hallam VIC

\$35.1m - 48-54 Kewdale Road, Welshpool WA

#### 56% OF HY22 ACQUISITIONS SECURED IN TIGHTLY HELD NSW MARKETS

### 100% OF HY22 ACQUISITIONS

SECURED OFF MARKET OR VIA SELECT CAMPAIGNS



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Before transaction costs. Includes assets exchanged but not settled as at 31 December 2021.
 By income at time of acquisition

# Consolidating land holdings of scale in urban infill markets

Concentrated scale in key markets - Case study: Wetherill Park, NSW and Derrimut, VIC

Creating development optionality while maintaining income

Establishing scale and diversity in tenancy size and type

Scaled footprint in land constrained markets, servicing last mile and e-commerce users



- ✓ Acquired three adjoining assets in HY22 consolidating a 5.3ha holding in the last mile infill market of Wetherill Park
- ✓ Infill location and superior access to the arterial road network drive increased tenant demand
- ✓ Future development potential in land constrained market, including potential multi storey project, while maintaining income



- ✓ Consolidated five holdings on Fulton Drive and Boundary Road, creating an estate like presence with a range of asset types and sizes
- ✓ CIP owns a total of nine assets within the infill market of Derrimut, worth \$229m

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## High quality tenant customers

Reliable growing cashflow with 43% of gross income from top 10 tenant customers



#### **TOP 10 TENANT CUSTOMERS**

RANK		TENANT CUSTOMER	% OF TOTAL	# ASSETS	WALE (yrs)
1	TELSTRA	Telstra	10%	1	28.7
2	ARNOTT'S	Arnott's	8%	2	25.6
3	oo Badaada	Woolworths	4%	2	9.8
4	awh 🗧	AWH	4%	2	3.6
5	VISY	Visy	4%	3	5.4
6		Scott's Refrigerated Logistics	3%	2	4.8
7	Greatis	Green's General Foods	2%	2	7.2
8	Fantastic Furniture	Fantastic Furniture	2%	1	4.8
9	Bidfood	Bidfood Australia	2%	1	5.9
10	api	API	2%	1	2.9
TOTAL			43%		14.7

# 62%

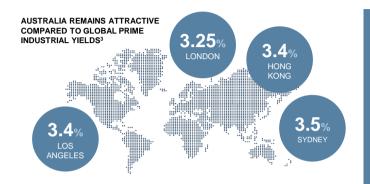
of portfolio income derived from tenant customers directly linked to the production, packaging and distribution of consumer staples, pharmaceuticals and telecommunications 155

diverse tenant customers across CIP Portfolio





# \$281m valuation uplift driven by active leasing and strong sector tailwinds<sup>1,2</sup>



**Leasing success** and market fundamentals drive like for like **valuation gain of \$281m**<sup>1,2</sup> (+10%)in HY22

c.86% of the portfolio by value externally revalued in HY22



PORTFOLIO VALUATION SUMMARY<sup>1,2</sup>

STATE	HY22 VALUATION	FY21 VALUATION	VALUATION MOVEMENT <sup>2</sup>	HY22 WACR⁴	FY21 WACR⁴	MOVEMENT WACR <sup>4</sup>
LIKE FOR LIKE PORTFOLIO / WEIGHTED AVERAGE	3,201.7	2,920.5	281.3	4.20%	4.53%	(0.33%)
ACQUISITIONS	643.5		643.5	4.15%		
DIVESTMENTS	-	9.0	(9.0)	-	7.75%	
DEVELOPMENT	33.8	15.6	18.2	-	-	-
TOTAL PORTFOLIO / WEIGHTED AVERAGE	3,878.9	2,945.1	933.9	4.19%	4.54%	(0.34%)

#### **KEY VALUATION MOVEMENTS**



**55%** valuation increase since renewed Real Pet Food Co. on a new 15 year triple net lease



**39%** valuation increase following the new 10year new lease to Opal Packaging Australia



11% valuation increase reflecting the demand for quality assets, underpinned by strong tenant covenants

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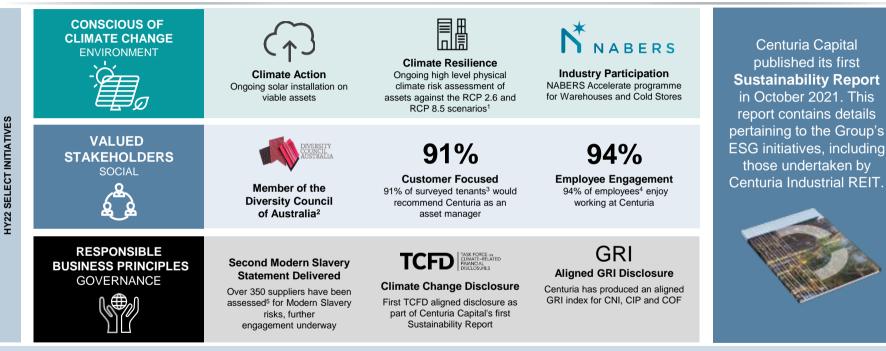
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Source: Colliers Research – Q4 2021
 Weighted average capitalisation rate

## Sustainability at Centuria Capital

Developing a flexible and relevant sustainability framework



Centuria Industrial REIT benefits from Centuria Capital Group's (ASX: CNI) sustainability approach. CPF2L is the responsible entity for CIP and a wholly owned subsidiary of Centuria Capital Group. By the REIT's nature, CIP has no staff and is solely a portfolio of assets. Centuria's approach to sustainability prioritises three areas of focus Conscious of Climate Change (Environment), Valued Stakeholders (Social) and Responsible Business Principals (Governance)

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- 1. Includes assets within the Centuria Office and Centuria Industrial REIT portfolios
- 2. Centuria Capital Group is a member of the Diversity Council of Australia
- 3. Centuria undertake regular tenant surveys. The figure reported is from the Group's FY21 survey
- 4. Centuria undertake regular employee engagement surveys. The figure reported is from the Group's FY21 survey
- 5. Assessed through the PCA Informed 365 system

## **Centuria Industrial REIT – Environmental initiatives**



#### CONCIOUS OF CLIMATE

**CHANGE –** Centuria is continuing to take steps to reduce greenhouse emissions where practical and in collaboration with our tenants.

**Climate Resilience –** Assets within CIP are being risk-assessed against potential physical climate risks. Assets were stress tested in two scenarios, RCP 2.6 where temperatures remain below 2 degrees °C, and RCP 8.5 where temperatures exceed 4 degrees °C. CIP will use this information to focus efforts on mitigating potential future climate risks.



**RESPONSIBLE BUSINESS PRINCIPLES –** Valuing ESG as part of investment and procurement practices.

Industry participation – Centuria is participating in NABERS warehouse and cold storage accelerate programme. As part of this programme, Centuria is working with our tenants and NABERS to design what the next generation of green industrial assets look like.



#### CASE STUDIES



#### Valued Stakeholders – Centuria seeks to engage with our tenants to create mutual shared value.

**21 Jay St, Townsville QLD –** In partnership with our key tenant Woolworths, a 1 MW solar system was successfully installed. This system supports Woolworths goal to be powered by 100% green electricity by 2025.



#### 42 HOEPNER ROAD, BUNDAMBA, QLD

✓ One of Australia's first Five-Star Green Star industrial developments under new rating system under the GBCA new V1.3 rating guidelines







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#### 95-105 SOUTH GIPPSLAND HWY, DANDENONG VIC & 90-118 BOLINDA ROAD, CAMPBELLFIELD, VIC

✓ New development opportunities to target a 5 Star Green Star rating





# **Outlook & Guidance**

SECTION FOUR



# Commencing 2H22 in a strong position

Portfolio growth to 84 high guality industrial assets worth \$4.0bn



#### 90-118 BOLINDA RD, CAMPBELLFIELD, VIC

• Fund through development opportunity for a c.44,000sgm multi-unit industrial estate



#### **159-169 STUDLEY COURT, DERRIMUT, VIC**

· Adjoin CIP's 179 Studley Court, creating a 4.0 hectare continuous landholding

#### **PRO-FORMA PORTFOLIO METRICS**







# \$4.0bn

High quality assets

Portfolio value



#### **8 HEXHAM PLACE, WETHERILL PARK, NSW**

· Adjoins CIP's recently acquired 160 Newton Road and 164-166 Newton Road assets, creating a 5.3ha landholding



#### 5/243 BRADMAN STREET, ACACIA RIDGE, QLD

· Urban infill industrial asset with opportunity to capture rental reversion in the short term

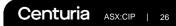


99.2%

Portfolio occupancy<sup>1</sup>



**8.8yrs** Portfolio WALE<sup>1</sup>



### Providing upgraded FY22 guidance<sup>1</sup>



1. Guidance remains subject to unforeseen circumstances and material changes in operating conditions

2. Annualised yield based on CIP unit closing price of \$3.80 on 31 January 2022





# Appendices

#### SECTION FIVE

Appendix A – Market research: E-Commerce tailwinds Appendix B – Market research: Increased occupier demand Appendix C – eCommerce on Sydney industrial market Appendix D – Case Study: Lisbon Street, Fairfield NSW Appendix E – Lease expiry by state Appendix F – Key vacancies and upcoming expiries Appendix G – Income statement Appendix H – Balance sheet Appendix I – Portfolio valuation summary Appendix J – Investment property portfolio

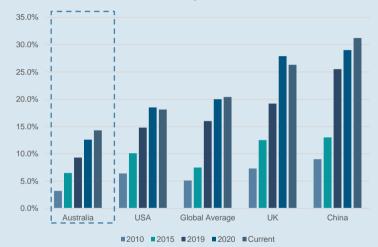
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### Appendix A - Increasing E-commerce adoption<sup>1</sup>

Australian online retail forecast



- Online penetration expected to grow from 15% in 2021 to c.20% in 2025
- Online sales are forecast to grow by ~\$30bn over the next 5 years
- Forecast to generate additional warehouse space demand of ~520,000sqm per annum



**Relative online penetration rates** 

• Despite an increase in online penetration, Australia still lags other comparable markets and global averages

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## Appendix B - Low vacancy and accelerating occupier demand

89% of CIP active portfolio with exposure to east coast markets with average vacancy of less than 2%<sup>2</sup>

		<b>19%</b> of CIP active portfolio <sup>1</sup>		
	Vacancy rate	(%)2	2.3%	
		rental growth (%) – Prime <sup>2</sup>	4.7%	
	0	rental growth (%) - Secondary <sup>2</sup>	9.5%	
	Avg. annual s	upply to 2025 ('000 sqm) <sup>2</sup>	254	
BRISBANE		<b>41%</b> of CIF	P active portfolio <sup>1</sup>	
	i	Vacancy rate (%) <sup>2</sup>		0.4%
		Avg. 12 month rental growth (%	) – Prime <sup>2</sup>	6.4%
		Avg. 12 month rental growth (%	) - Secondary <sup>2</sup>	7.7%
		Avg. annual supply to 2025 ('00	0 sqm) <sup>2</sup>	707
	r	Inner west infill markets growth with 10.8% YoY g secondary assets <sup>2</sup>		
SYD	NEY	<b>29%</b> of CIP ac	tive portfolio <sup>1</sup>	
		Vacancy rate (%) <sup>2</sup>		1.3%
		Avg. 12 month rental growth (%) - Pri		8.8%
MELBOURNE		Avg. 12 month rental growth (%) - See	•	12.7%
		Avg. annual supply to 2025 ('000 sqm	1) <sup>2</sup>	372
		West Melbourne markets out growth with 13.4% YoY grow secondary assets <sup>2</sup>		

1, CIP Active portfolio excludes assets with a WALE of greater than 15 years, being Telstra Data Centre, Clayton VIC and 46 Robinson Road, East, Virginia QLD

2. Source: CBRE Research - November 2021

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3. Source: JLL Research - January 2022

4. Source: Colliers Research - Q4 2021

#### NATIONAL INDUSTRIAL GROSS TAKE UP 2010 to 20254 ('000 sam) 5.000 4.500 4.000 3.500 3.000 2.500 2.000 1,500 1,000 500 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 2024 2025

- Occupier demand at historically high levels and expected to continue •
- Average ~1.3million sgm of future annual supply compared to ~4million sqm of forecast gross take up
- Demand primarily driven by transport and logistics users and retail trade sectors due to increasing e-commerce adoption

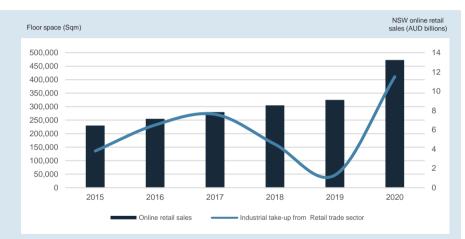
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ASX CIP

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## Appendix C- Case Study: eCommerce on Sydney industrial market<sup>1</sup>

# Sydney industrial and logistics gross take-up from the retail trade sector and online retail sales (12 months rolling)



- E-commerce growth led to ~450,000sqm of industrial and logistics take-up in 2020
- 45% of total floorspace take-up in 2020 was contributed by Retail Trade

NSW e-commerce penetration rate is currently 14% and expected to reach 20% by 2025. This increase is expected to result in:

- ~\$10bn additional e-commerce sales
- ~720,000 sqm required to support e-commerce growth over the four year period to 2025

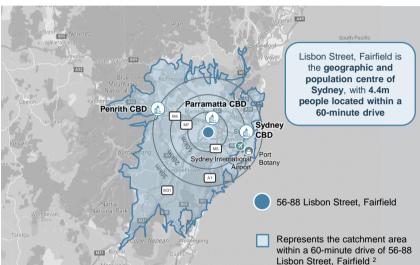
~180,000 sqm per annum additional space required. This is approximately 37% higher than the on average annual supply across the Sydney market since 2010



### Appendix D - Case study: Lisbon Street, Fairfield, NSW



SNAPSHOT	Lisbon Street, Fairfield
Title	Freehold
Sub-sector	Distribution centre
Ownership	100%
Purchase price	\$200.2m
Capitalisation rate	3.88%
Tenant	Fantastic Furniture and DB Schenker Australia
WARR	3.1%
Occupancy by income	100%
WALE by income	4.1 years
Site area	8.4 ha
GLA	60,223 sqm



Key Business Hubs kn		km	Key Infrastructure Hubs	km
	Parramatta CBD	6	Sydney International Airport	20
	Sydney CBD	22		20
	Penrith CBD	30	Port Botany	25

**KEY LANDMARKS** 

## Appendix E – Leasing expiry by state

Sub portfolio expiry profile (% by income)



1. ACT: WALE 5.5 years, occupancy 100%, GLA 8,689 sqm. Single asset 2. SA: WALE 8.6 years, occupancy 100%; GLA 43,592 sqm; 20.2% Expiry in FY25; 70.8% Expiry FY26+

## **Appendix F - Key vacancies and upcoming expiries**



CURRENT KEY VACANCIES PROPERTY	GLA (SQM)	% OF PORTFOLIO AREA	VACANT SINCE	STATUS
42 Hopener Road, Bundamba	10,244	0.8	Jun-21	Practical completion in June-21. Heads of agreement on 5,000sqm in January 22
1 International Drive, Westmeadows	2,595	0.2		Vacancy over a combination of office and warehouse tenancies
Total / Average	12,838	1.0		
UPCOMING: EXIPIRES (CY2022) PROPERTY	GLA (SQM)	% OF PORTFOLIO AREA	EXPIRY PERIOD	STATUS
616 Boundary Road, Richlands	13,763	1.1	Feb-22	Currently on short term lease. Strong interest from enquiries for long term lease
92-98 Cosgrove Road, Enfield	8,818	0.7	Jun-22	Engaged with tenant on renewal options
201-209 Browns Road, Noble Park	4,605	0.4	Jul-22	Tenant likely to vacate. Opportunity for potential expansion of adjoining tenant
74-94 Newton Road, Wetherill Park	1,584	0.1	Jun-22	Engaging with tenant on renewal options
680 Boundary Road, Richlands	12,732	1.0	Oct-22	In discussions with tenant on renewal / expansion opportunities
9 Fellowes Court, Tullamarine	4,072	0.3	Dec-22	
48-54 Kewdale Road, Welshpool	523	0.0	Jun-22	
1 International Drive, Westmeadows	8,493	0.7	Various	26 x tenancies. Continue to engage with existing tenants and actively market new customers
102-128 Bridge Road, Keysborough	818	0.0	Various	2x smaller tenancies. Working with tenants on renewal opportunities
Total	55,408	4.3		

## Appendix G – Income statement

		HY22	HY21
REVENUE			
Gross property income	(\$'000)	95,737	73,176
Other income	(\$'000)	0	6
Interest income	(\$'000)	2	0
Total revenue	(\$'000)	95,740	73,182

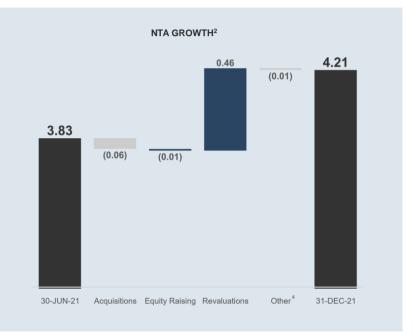
EXPENSES			
Direct property expenses	(\$'000)	(20,625)	(13,600)
Responsible entity fees	(\$'000)	(10,121)	(6,133)
Finance costs	(\$'000)	(9,332)	(9,410)
Management and other administrative expenses	(\$'000)	(1,713)	(1,209)
Total expenses	(\$'000)	(41,791)	(30,352)
Funds from operations	(\$'000)	53,949	42,830

Straight lining of rental income, amortisation of tenant incentives and abatements	(\$'000)	1,043	2,861
Net gain on fair value of investment properties	(\$'000)	256,726	53,676
Gain / (loss) on swap revaluation	(\$'000)	261	224
Debt restructuring costs	(\$'000)	(3,275)	-
Other transaction related costs	(\$'000)	(623)	(33)
Statutory net profit	(\$'000)	308,081	99,558



### Appendix H – Balance sheet and NTA growth

		HY22	FY21
Cash	(\$'000)	26,719	105,543
Investment properties	(\$'000)	3,878,930	2,945,057
Other assets	(\$'000)	5,286	37,923
Trade & other receivables	(\$'000)	11,784	6,835
Derivative financial instruments	(\$'000)	3,399	-
Goodwill	(\$'000)	10,501	10,501
Total assets	(\$'000)	3,936,619	3,105,859
Interest bearing liabilities <sup>1</sup>	(\$'000)	1,192,426	933,276
Derivative financial instruments	(\$'000)	6	-
Other liabilities	(\$'000)	66,662	50,283
Total liabilities	(\$'000)	1,259,541	983,559
Net assets	(\$'000)	2,677,078	2,122,300
No. units on issues	(\$'000)	632,914	551,808
Net tangible assets per unit <sup>2</sup>	(\$)	4.21	3.83
Gearing <sup>3</sup>	%	30.5	27.8



1. Drawn debt net of borrowing costs

2. NTA per unit is calculated as net assets less goodwill divided by number of units on issue

3. Gearing is defined as total liabilities divided by total assets less goodwill

4. Other includes movement in cash, receivables, derivative financial instruments and other liabilities

## Appendix I – Portfolio valuation summary<sup>1</sup>

STATE	HY22 VALUATION (\$m)	FY21 VALUATION (\$m)	VALUATION MOVEMENT <sup>2</sup> (\$m)	HY22 WACR <sup>3</sup>	FY21 WACR <sup>3</sup>	MOVEMENT WACR <sup>3</sup>
NSW	837.4	760.6	76.9	4.14%	4.47%	(0.33%)
VIC	1,239.5	1,118.1	121.4	3.84%	4.18%	(0.33%)
QLD	809.0	769.2	39.8	4.38%	4.60%	(0.22%)
WA	214.3	184.3	30.1	5.59%	6.17%	(0.58%)
SA	77.5	66.4	11.1	4.83%	5.49%	(0.65%)
ACT	24.2	22.0	2.2	4.75%	5.00%	(0.25%)
LIKE FOR LIKE PORTFOLIO / WEIGHTED AVERAGE	3,201.7	2,920.5	281.3	4.20%	4.53%	(0.33%)
ACQUISITIONS	643.5	-	643.5	4.15%		
DIVESTMENTS	-	9.0	(9.0)		7.75%	
DEVELOPMENTS	33.8	15.6	18.2			
TOTAL PORTFOLIO / WEIGHTED AVERAGE	3,878.9	2,945.1	933.9	4.19%	4.54%	(0.35%)

29 PENELOPE CRESECENT, ARNDELL PARK, NSW

1. Past performance is not a reliable indicator of future performance

2. Reflects gross increase, excluding capital expenditure incurred

3. Weighted average capitalisation rate



## Appendix J – Investment portfolio

PROPERTY	STATE	BOOK VALUE (\$ MILLION)	\$/SQM	CAP RATE	GLA (SQM)	WALE (YRS) <sup>1</sup>	OCCUPANCY % <sup>1</sup>	SUB SECTOR
56-88 Lisbon Street, Fairfield		200.2	3,324	3.88%	60,224	3.9	100.0%	Distribution Centre
2 Woolworths Way, Warnervale		120.0	2,214	4.75%	54,196	9.6	100.0%	Distribution Centre
67-69 Mandoon Road, Girraween		86.0	3,427	4.50%	25,097	5.9	100.0%	Cold Storage
12 Williamson Road, Ingleburn		74.5	2,903	3.50%	25,666	14.8	100.0%	Manufacturing
92-98 Cosgrove Road, Enfield		73.3	3,656	3.88%	20,051	2.4	100.0%	Transport Logistics
29 Glendenning Road, Glendenning		71.7	3,173	3.75%	22,581	6.9	100.0%	Manufacturing
82 Rodeo Road, Gregory Hills		70.0	3,114	3.88%	22,481	4.0	100.0%	Transport Logistics
10 Williamson Road, Ingleburn		67.0	2,458	4.25%	27,260	1.6	100.0%	Manufacturing
37–51 Scrivener Street, Warwick Farm		66.0	2,309	4.00%	28,584	10.5	100.0%	Manufacturing
457 Waterloo Road, Chullora		47.5	2,959	4.00%	16,051	5.3	100.0%	Transport Logistics
160 Newton Road, Wetherill Park	NSW	40.4	3,053	3.88%	13,233	6.8	100.0%	Distribution Centre
74-94 Newton Road, Wetherill Park		39.0	2,299	4.75%	16,962	3.6	100.0%	Distribution Centre
164 Newton Road, Wetherill Park		37.8	3,181	3.88%	11,883	3.0	100.0%	Distribution Centre
6 Macdonald Road, Ingleburn		33.5	2,708	4.00%	12,370	2.8	100.0%	Transport Logistics
8 Lexington Drive, Bella Vista		31.5	3,604	4.50%	8,740	10.3	100.0%	Distribution Centre
52-74 Quarry Road, Erskine Park		31.0	3,827	3.75%	8,100	3.9	100.0%	Distribution Centre
8 Penelope Crescent, Arndell Park		30.5	2,671	4.00%	11,420	5.7	100.0%	Distribution Centre
29 Penelope Crescent, Arndell Park		30.3	3,212	4.00%	9,419	1.9	100.0%	Distribution Centre
30 Clay Place, Eastern Creek		25.2	4,186	4.00%	6,020	3.9	100.0%	Distribution Centre
144 Hartley Road, Smeaton Grange		23.8	2,727	4.00%	8,710	8.3	100.0%	Distribution Centre
75 Owen Street, Glendenning		17.0	3,640	3.75%	4,670	4.3	100.0%	Distribution Centre
Telstra Data centre, Clayton		560.0	20,792	3.13%	26,934	28.7	100.0%	Data Centre
207-219 Browns Road, Noble Park		65.0	1,508	4.38%	43,111	6.1	100.0%	Distribution Centre
45 Fulton Drive, Derrimut		62.0	5,715	4.13%	10,848	4.7	100.0%	Cold Storage
324-332 Frankston-Dandenong Road, Dandenong South		57.0	1,989	4.13%	28,651	5.5	100.0%	Distribution Centre
1 International Drive, Westmeadows		54.5	2,119	5.25%	25,717	2.4	90.1%	Transport Logistics
102–128 Bridge Road, Keysborough	VIC	52.8	2,137	4.50%	24,689	2.3	100.0%	Transport Logistics
24-32 Stanley Drive, Somerton	VIC	43.0	1,766	4.50%	24,350	1.8	100.0%	Manufacturing
110 Northcorp Boulevard, Broadmeadows		42.0	2,732	3.88%	15,375	10.9	100.0%	Manufacturing
69 Studley Court, Derrimut		39.5	2,750	4.25%	14,365	3.0	100.0%	Transport Logistics
2 Keon Parade, Keon Park		37.0	1,922	4.25%	19,251	9.6	100.0%	Manufacturing
500 Princes Highway, Noble Park		36.5	2,635	4.75%	13,853	4.4	100.0%	Transport Logistics
75-95 & 105 Corio Quay Road, North Geelong		36.0	1,690	5.00%	21,302	9.6	100.0%	Distribution Centre

## Appendix J – Investment portfolio

PROPERTY	STATE	BOOK VALUE (\$ MILLION)	\$/SQM	CAP RATE	GLA (SQM)	WALE (YRS) <sup>1</sup>	OCCUPANCY %1	SUB SECTOR
14-17 Dansu Court, Hallam	-	35.0	2,050	4.00%	17,070	7.8	100.0%	Transport Logistics
590 Heatherton Road, Clayton South		27.5	2,873	4.00%	9,575	9.7	100.0%	Distribution Centre
12–13 Dansu Court, Hallam		26.1	2,264	4.13%	11,526	6.7	100.0%	Distribution Centre
513 Mt Derrimut Rd, Derrimut		25.5	2,009	4.13%	12,695	4.3	100.0%	Transport Logistics
140 Fulton Drive, Derrimut		25.5	2,236	4.13%	11,405	6.7	100.0%	Distribution Centre
49 Temple Drive, Thomastown		23.0	1,816	4.50%	12,668	4.9	100.0%	Manufacturing
51-65 Wharf Road, Port Melbourne		22.0	4,989	4.00%	4,410	1.5	100.0%	Distribution Centre
30 Fulton Drive, Derrimut		20.6	1,915	4.50%	10,733	1.9	100.0%	Distribution Centre
179 Studley Court, Derrimut	VIC	19.9	1,969	4.25%	10,106	3.4	100.0%	Distribution Centre
870 Lorimer Street, Port Melbourne		18.0	7,525	4.00%	2,392	2.3	100.0%	Distribution Centre
51-73 Lambeck Drive, Tullamarine		17.5	1,882	4.75%	9,299	1.3	100.0%	Transport Logistics
40 Scanlon Drive, Epping		17.0	1,814	4.75%	9,371	2.3	100.0%	Distribution Centre
346 Boundary Road, Derrimut		11.9	3,048	5.25%	3,888	2.7	100.0%	Transport Logistics
43-49 Wharf Road, Port Melbourne		11.5	4,815	4.25%	2,378	1.6	100.0%	Distribution Centre
85 Fulton Drive, Derrimut		7.0	2,047	4.88%	3,419	1.6	100.0%	Distribution Centre
9 Fellowes Court, Tullamarine		6.7	1,645	4.75%	4,072	1.0	100.0%	Transport Logistics
31-35 Hallam Road, Hallam		6.2	1,289	5.75%	4,810	2.7	100.0%	Transport Logistics
46 Robinson Road East, Virginia		300.0	6,699	3.75%	44,785	28.0	100.0%	Manufacturing
60-80 Southlink Road, Parkinson		59.7	7,082	4.38%	8,430	4.9	100.0%	Cold Storage
1 Ashburn Road, Bundamba		59.2	2,221	4.50%	26,628	3.1	100.0%	Distribution Centre
22 Hawkins Crescent, Bundamba		56.2	2,965	4.63%	18,956	2.9	100.0%	Distribution Centre
1 Lahrs Road, Ormeau		54.7	5,725	4.38%	9,554	5.2	100.0%	Cold Storage
33-37 & 43-45 Mica Street, Carole Park		41.6	2,284	5.00%	18,214	7.7	100.0%	Manufacturing
149 Kerry Road, Archerfield		38.0	2,759	4.75%	13,774	3.0	100.0%	Manufacturing
21 Jay Street, Townsville		36.4	3,537	5.00%	10,291	10.4	100.0%	Distribution Centre
69 Rivergate Place, Murarrie	QLD	36.0	3,124	4.75%	11,522	1.4	100.0%	Distribution Centre
46 Gosport Street, Hemmant	QLD	31.4	2,496	5.00%	12,579	3.9	100.0%	Manufacturing
680 Boundary Road, Richlands		27.2	2,136	5.00%	12,732	0.8	100.0%	Distribution Centre
616 Boundary Road, Richlands		23.0	1,671	5.50%	13,763	0.1	100.0%	Transport Logistics
55 Musgrave Road, Cooper Plains		21.7	1,980	5.00%	10,962	3.7	100.0%	Transport Logistics
51 Depot Street, Banyo		20.3	4,940	4.38%	4,099	7.0	100.0%	Cold Storage
42 Hoepner Road, Bundamba		19.4	1,894	5.00%	10,244	-	0.0%	Distribution Centre
31 Gravel Pit Road, Darra		19.0	2,090	4.75%	9,089	5.4	100.0%	Distribution Centre
35 Cambridge Street, Coorparoo		15.5	2,626	5.00%	5,902	6.5	100.0%	Manufacturing
24 West Link Place, Richlands		10.7	2,114	5.00%	5,061	1.5	100.0%	Transport Logistics

## Appendix J – Investment portfolio

PROPERTY	STATE	BOOK VALUE (\$ MILLION)	\$/SQM	CAP RATE	GLA (SQM)	WALE (YRS) <sup>1</sup>	OCCUPANCY %1	SUB SECTOR
310 Spearwood Avenue, Bibra Lake		75.0	1,259	5.75%	59,555	4.2	100.0%	Distribution Centre
Lot 14 Sudlow Road, Bibra Lake		45.0	1,140	5.75%	39,485	3.6	100.0%	Distribution Centre
48-54 Kewdale Road, Welshpool		37.3	1,890	5.50%	19,732	2.9	100.0%	Distribution Centre
23 Selkis Road, Bibra Lake	WA	30.3	1,580	5.00%	19,173	10.5	100.0%	Manufacturing
103 Stirling Cres & 155 Lakes Rd, Hazelmere		28.8	2,884	5.75%	9,970	2.2	100.0%	Manufacturing
16-18 Baile Road, Canning Vale		22.0	1,991	5.25%	11,048	1.7	100.0%	Transport Logistics
92 Robinson Avenue, Belmont		13.3	1,888	5.75%	7,019	2.5	100.0%	Transport Logistics
23-41 Galway Avenue, Marleston		39.8	1,678	4.75%	23,695	10.0	100.0%	Manufacturing
32-54 Kaurna Avenue, Edinburgh Park	SA	25.0	1,943	4.75%	12,870	10.0	100.0%	Manufacturing
9-13 Caribou Drive, Direk		12.7	1,807	5.25%	7,027	3.0	100.0%	Distribution Centre
54 Sawmill Circuit, Hume	ACT	24.2	2,779	4.75%	8,689	5.5	100.0%	Transport Logistics
TOTAL STABILISED - DECEMBER 2021		3,845.2	2,988	4.19%	1,286,828	8.9	3,845.2	
95-105 South Gippsland Highway, Dandenong South <sup>2</sup>	VIC	33.8	-	-	-	-	-	Development
TOTAL PORTFOLIO – DECEMBER 2021		3,878.9		4.19%	1,286,828	8.9	99.2%	
Transactions yet to settle								
8 Hexham Place, Wetherill Park	NSW	12.2	3,792	3.63%	3,217	1.7	100.0%	Distribution Centre
159-169 Studley Court, Derrimut	VIC	17.1	2,214	4.25%	7,725	5.1	100.0%	Distribution Centre
5/243 Bradman Street, Acacia Ridge	QLD	26.5	2,678	4.25%	9,897	7.8	100.0%	Distribution Centre
90-118 Bolinda Road, Campbellfield	VIC	37.7	4,592	4.50%	8,210	0.7	100.0%	Manufacturing
TOTAL PORTFOLIO ON COMPLETION OF TRANSACTIONS		3,972.4		4.20%	1,315,877	8.8	99.2%	



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Distributable earnings is a financial measure which is not prescribed by Australian Accounting Standards (AAS) and represents the profit under AAS adjusted for specific non-cash and significant items. The Directors consider that distributable earnings reflect the core earnings of the Trust.

All dollar values are in Australian dollars (\$ or A\$) unless stated otherwise.

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