





# Agenda

- 1. Overview and FY23 half year highlights
- 2. Financial performance
- 3. Operational update and portfolio overview
- 4. FY23 guidance
- 5. Additional information

Cover: Metcash Distribution Centre, Perth WA Left: bp Caringbah, Sydney NSW



# Best in class diversified real estate portfolio

\$7.2 billion

portfolio value

High quality diversified portfolio

**550** 

properties

**53%** 

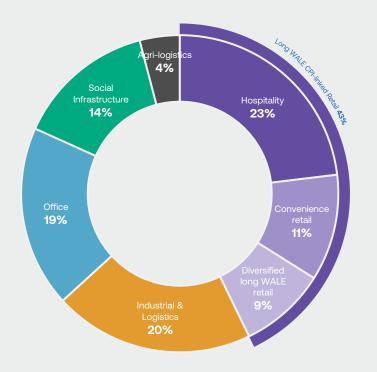
NNN leases 79%

Eastern Seaboard



# 6.1% distribution yield<sup>1</sup> generated from blue-chip tenants in resilient industries

### **Diversified sector exposure<sup>2</sup>**





### **Blue-chip tenants**

99%

proportion of Government, ASX-listed, multinational or national tenants









# Income growth driven by annual rent increases in all leases



**50%** of leases are linked to CPI with a **7.2%** weighted average increase in FY23<sup>3</sup>

**50%** of leases fixed with an average fixed increase of 3.1%

- Based on CLW forecast FY23 DPS of 28.0 cents divided by the CLW security price of \$4.62 as at 8 February 2023
- 2. Weighted by valuation as at 31 December 2022
- This reflects the June CPI of 6.1%, September CPI of 7.3% and December CPI of 7.8%. The majority of the REIT's CPI-linked leases are linked to the September annual CPI print

Charter Hall Long WALE REIT 2023 Half Year Results

### FY23 half year highlights<sup>1</sup>

| Financial performance   | Portfolio performance   | Capital management   |
|---|---|--|
| Operating EPS of 14.0 cents per security on track to deliver FY23 OEPS guidance of 28.0c                              | 11.8 year WALE long term income security  | 74% of drawn debt hedged with a weighted average hedge maturity of 2.6 years |
| \$6.23 NTA per security up 1.0% from 30 June 2022   | 50% of lease rent reviews are CPI linked with a 7.2% weighted average increase in FY23                    | 30.2% balance sheet gearing within target range of 25% – 35%                 |
| \$65 million valuation uplift <sup>2</sup> predominantly driven by properties with uncapped CPI-linked annual reviews | 53% triple net leases (NNN) <sup>3</sup> tenants are responsible for all outgoings, maintenance and capex | 5.0 years weighted average debt maturity                                     |

<sup>1.</sup> Unless otherwise stated, metrics on this page and throughout this presentation are as at 31 December 2022

<sup>2.</sup> Gross property valuation uplift less capital expenditure and amortised incentives during the period

<sup>3. 53%</sup> of leases in the portfolio weighted by net income are triple net leases

### **ESG** Leadership

#### **Achievements in 1H FY23**

#### Focus areas in FY23+

#### **Environment**







Accelerating our commitment by 5 years for Scope 1 and Scope 2<sup>1</sup>





1.8MW of installed solar, an increase of 200kW since FY22



**4.9 Star NABERS Energy** for Office Portfolio rating

**5.0 Star NABERS Water** for Office Portfolio rating



Scope 3 emissions

Establishing Scope 3 Target aligned to Science Based Target initiative

#### Social





#### **Strong communities**

Charter Hall Group has made over \$700,000 in community investment. Ongoing disaster recovery and funding for communities impacted by floods. Targeting \$1.3 million of community investment in FY23



### Employment outcomes for vulnerable youth

Charter Hall Group facilitated 117 employment outcomes through our partnerships with employment social enterprises



#### Social procurement

Charter Hall Group was winner of the National Social Procurement Trailblazer Award (in partnership with Two Good) in the 2022 Social Traders National Game Changer Awards



#### Reconciliation Action Plan

Targeting Innovate RAP status

#### Governance





#### **ESG** performance

CLW achieved 79 in the 2022 GRESB assessment, an improvement of 7 points compared to 2021



#### **Diversity and inclusion**

CLW governed by an independent Board which prioritises diversity and inclusion of all types and currently reports 40% female directors



### Governance and responsible business

Developed modern slavery framework and launched third modern slavery statement



#### Benchmarking our performance

by continually aligning with best practice independent frameworks to verify our ESG progress and nonfinancial disclosure (GRI, TCFD, PRI and UNGC)

- 1. Scope 1 and Scope 2 emissions for existing assets that fall under the operational control of responsible entities for which Charter Hall Limited is the controlling corporation
- 2. Renewable electricity procurement for Office assets where the electricity consumption is in operational control





### FY23 half year results snapshot

| Key metrics                     | 1H FY22     | 1H FY23     | Movement |
|---------------------------------|-------------|-------------|----------|
| Operating earnings              | \$97.8m     | \$101.2m    | 3.5%     |
| Operating earnings per security | 15.31 cents | 14.00 cents | (8.6%)   |
| Distributions per security      | 15.24 cents | 14.00 cents | (8.1%)   |

|                       | 30 Jun 2022 | 31 Dec 2022 | Movement    |
|-----------------------|-------------|-------------|-------------|
| NTA per security      | \$6.17      | \$6.23      | 1.0%        |
| Number of properties  | 549         | 550         | 1           |
| WALE                  | 12.0 years  | 11.8 years  | (0.2 years) |
| Property portfolio    | \$7.13bn    | \$7.22bn    | \$0.09bn    |
| Balance sheet gearing | 29.9%       | 30.2%       | 0.3%        |
| Look through gearing  | 37.1%       | 37.3%       | 0.2%        |

### **Earnings summary**

- 1H FY23 net property income increased by 16.9% driven by like-for-like rental growth of 4.1% with the balance driven by acquisition activity
- Operating expenses increase attributable to portfolio growth and new acquisitions
- Increase in finance costs predominantly driven by higher interest rates
- Delivered Operating EPS of 14.0 cents per security, in line with guidance

| A\$m                       | 1H FY22 | 1H FY23 | % change |
|----------------------------|---------|---------|----------|
| Net property income        | 137.6   | 160.9   | 16.9%    |
| Operating expenses         | (15.4)  | (18.5)  | (20.1%)  |
| Finance costs <sup>1</sup> | (24.4)  | (41.2)  | (68.9%)  |
| Operating earnings         | 97.8    | 101.2   | 3.5%     |

### EPS / DPS (cents)

| Operating earnings per security | 15.31 | 14.00 | (8.6%) |
|---------------------------------|-------|-------|--------|
| Distribution per security       | 15.24 | 14.00 | (8.1%) |

<sup>1.</sup> Net of interest income

### Balance sheet

- \$105 million of property acquisitions transacted during the year
- Net property valuation uplift of \$65 million
- \$112 million of property divestments at book value
- NTA per security of \$6.23 per security reflecting a 1.0% increase from 30 June 2022

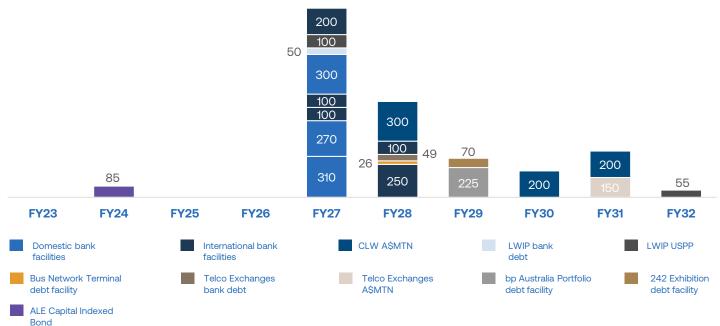
| A\$m                         | 30 Jun 2022 | 31 Dec 2022 |
|------------------------------|-------------|-------------|
| Cash                         | 19.0        | 43.3        |
| Investment properties        | 3,722.1     | 3,623.9     |
| Equity accounted investments | 2,634.3     | 2,815.8     |
| Other assets                 | 106.7       | 121.2       |
| Total assets                 | 6,482.1     | 6,604.2     |
| Provision for distribution   | 55.2        | 50.6        |
| Debt <sup>1</sup>            | 1,951.8     | 2,024.2     |
| Unamortised borrowing costs  | (9.4)       | (8.4)       |
| Other liabilities            | 26.2        | 34.2        |
| Total liabilities            | 2,023.8     | 2,100.6     |
| Net tangible assets          | 4,458.3     | 4,503.6     |
|                              |             |             |
| Securities on issue (m)      | 723.0       | 723.0       |
| NTA per security             | \$6.17      | \$6.23      |
| Growth in NTA per security   |             | 1.0%        |

<sup>1.</sup> Drawn debt as at reporting date excluding fair value hedge adjustment

### Capital management

- Balance sheet gearing of 30.2% is within the target 25 – 35% range
- Refinanced and extended syndicated debt facility for the bp Australia portfolio by four years (CLW share being \$225 million of debt)
- Weighted average debt maturity of 5.0 years, with staggered maturities over a nine year period from FY24 to FY32
- 74% of drawn debt hedged with a weighted average hedge maturity of 2.6 years
- Moody's Baa1 investment grade issuer rating
- \$349 million of cash and undrawn debt as at 31 December 2022

### Diversified and well balanced, long term debt maturity profile – A\$m



#### **Key metrics**

| Debt summary                   |           | Hedging summary <sup>2</sup>          |               |
|--------------------------------|-----------|---------------------------------------|---------------|
| Weighted average cost of debt1 | 3.2%      | Total look through debt hedged        | \$2.1 billion |
| Weighted average debt maturity | 5.0 years | Look through debt hedged <sup>3</sup> | 74%           |
| Balance sheet gearing          | 30.2%     | Weighted average hedge maturity       | 2.6 years     |
| Look through gearing           | 37.3%     |                                       |               |

- l. Calculated as the weighted average of the REIT's look-through debt facilities (including hedging) on a drawn debt basis as at 31 December 2022.
- 2. Reported hedging is look-through as at 31 December 2022
- 3. Calculated based on drawn debt



### Transaction activity highlights

Strategic portfolio curation and asset recycling into new high quality investments

### **Divestments – 3.0 average WALE**

# Industrial & logistics \$112 million



**Woolworths Distribution Centre Hoppers Crossing, VIC** 



Toll
Altona North, VIC

Strategic divestment of two short WALE industrial facilities at prevailing book values

#### Woolworths Distribution Centre, Hoppers Crossing VIC

- Sale price of \$74 million, reflecting a 4.50% cap rate
- 3.0 years lease term remaining at time of settlement in December 2022

#### Toll, Altona North VIC

- Sale price of \$38.3 million, reflecting a 4.75% cap rate
- 2.9 years lease term remaining at time of settlement in December 2022
- Sale proceeds recycled into new portfolio enhancing and WALE accretive investments

### Investments – 10.1 average WALE

## Social infrastructure \$91 million



Geoscience Australia Canberra, ACT

- Life sciences complex constructed in 1997 and comprising office, specialised laboratory, storage and warehousing
- Home to the Commonwealth Government's technical adviser on all geoscience, geographic and geological matters
- The property incorporates leading ESG principles and is Climate Active Carbon Neutral certified
- 9.6 year WALE at settlement with 3% fixed annual rent reviews
- Acquisition price of \$90.9 million (CLW's 25% interest) reflecting 7.4% initial yield

# Hospitality \$14 million



Emu Hotel Adelaide, SA

- Acquired two Endeavour Group leased pubs; the Emu Hotel, SA and the Horse & Jockey, QLD
- Both pubs are leased to Endeavour Group, with new 15 year, NNN, CPI linked leases commencing upon settlement
- Total combined acquisition price of \$14.1 million (CLW's 49.9% interest) reflecting a blended 4.8% cap rate

### \$7.2 billion diversified portfolio of high quality real estate

Diversified across geography, real estate sector and tenant industries

| Key metrics                                 | Jun 22     | Dec 22            |
|---|------------|-------------------|
| Number of properties                        | 549        | 550               |
| Property valuation (A\$m)                   | 7,127      | 7,215             |
| Weighted Average Capitalisation Rate (WACR) | 4.35%      | 4.41%             |
| Occupancy                                   | 99.9%      | 99.9%             |
| Weighted Average Lease Expiry (WALE)        | 12.0 years | 11.8 years        |
| Portfolio exposure to CPI-linked reviews    | 49%        | 50%               |
| Weighted Average Rental Review (WARR)       | 4.6%       | 5.0% <sup>1</sup> |

| Sector                   | Assets | Valuation | Cap rate | WARR <sup>1</sup> | WALE | Occupancy |
|--------------------------|--------|-----------|----------|-------------------|------|-----------|
| Long WALE retail         | 445    | 3,088     | 4.33%    | 6.2%              | 11.9 | 100.0%    |
| Industrial & logistics   | 24     | 1,473     | 3.94%    | 5.1%              | 14.4 | 100.0%    |
| Office                   | 13     | 1,336     | 5.05%    | 3.6%              | 7.0  | 99.7%     |
| Social infrastructure    | 41     | 1,024     | 4.14%    | 4.6%              | 12.5 | 100.0%    |
| Agri-logistics           | 27     | 294       | 5.64%    | 2.5%              | 20.8 | 100.0%    |
| Total / weighted average | 550    | 7,215     | 4.41%    | 5.0%              | 11.8 | 99.9%     |

<sup>1.</sup> Weighted average across fixed and CPI-linked reviews. Reflects average FY23 CPI of 7.1%, comprising the June CPI of 6.1%, September CPI of 7.3% and December CPI of 7.8%. The majority of the REIT's CPI-linked leases are linked to the September annual CPI print Charter Hall Long WALE REIT

### Best in class tenant register

Strong and stable tenant base of government, ASX-listed and multinational companies

#### Major tenants<sup>1</sup>

| Australian Government  Australian Government | Metcash 4%               |
|---|--------------------------|
| endeavour 19%   | Arnott's<br>Group        |
| 13%   | MYER 3%                  |
| bp 10%  | SUNNINGS<br>warehouse 3% |
| INGHAM'S Hear of the Table  | 2%                       |
| colesgroup 4%   | SUE2                     |
| DAVID JONES 4%  | Australian Red Cross     |

Weighted by net passing income as at 31 December 2022
 Charter Hall Long WALE REIT
 2023 Half Year Results

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### Focus on key defensive tenant industries<sup>1</sup>

### Defensive and resilient to economic shocks

#### Government (19%)



Australian Tax Office, Adelaide

#### **Grocery & distribution (10%)**



Coles Distribution Centre Truganina, Melbourne

- 1. Weighted by net passing income as at 31 December 2022
- 2. Includes life sciences, retail, banking, financial and defence services

#### Pubs and bottle shops (19%)



Villa Noosa Hotel, Noosaville

#### Food manufacturing (8%)



Arnott's Huntingwood, Sydney

#### **Telecommunications (13%)**



242 Exhibition Street, Melbourne

#### Waste & recycling management (2%)



SUEZ North Ryde, Sydney

#### Fuel & convenience (11%)



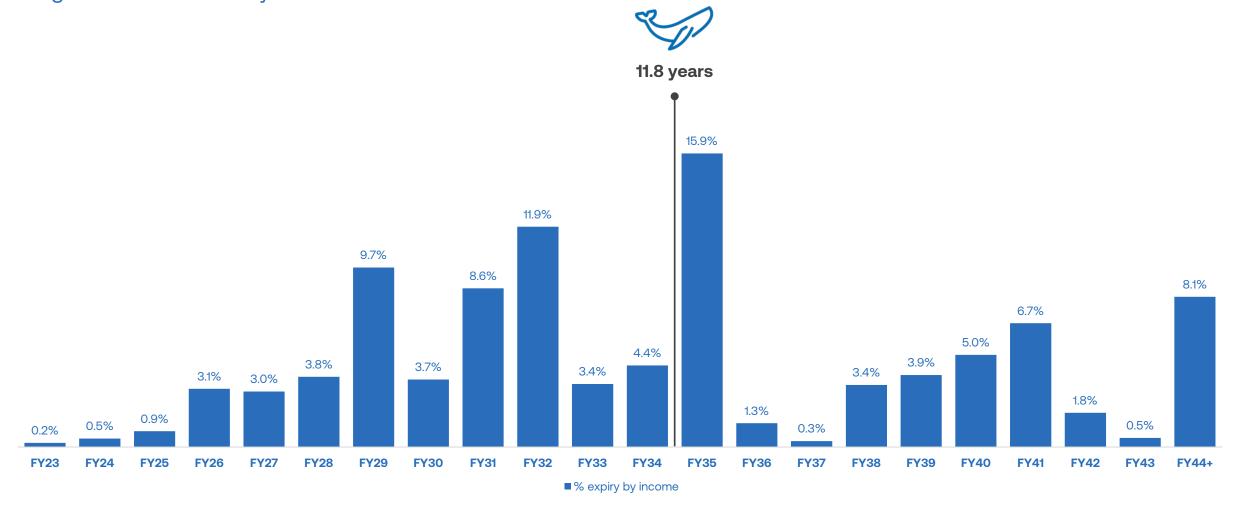
bp Mona Vale, Sydney

### Other<sup>2</sup> (18%)



Electrolux, Adelaide

# Long portfolio WALE<sup>1</sup> Long term income security



<sup>1.</sup> Weighted by net passing income as at 31 December 2022 Note: totals may not add due to rounding

Charter Hall Long WALE REIT **2023 Half Year Results** 



### FY23 guidance<sup>1</sup>

Based on information currently available and barring any unforeseen events, CLW reaffirms its FY23 Operating EPS guidance of 28.0 cents and DPS guidance of 28.0 cents



Guidance of FY23 Operating EPS and DPS of 28.0 cents reflecting a distribution yield<sup>2</sup> of

6.1%

Guidance includes a floating interest rate based on an average FY23 BBSY rate of 2.9%, comprised of Q1 of 1.9%, Q2 of 2.9%, Q3 of 3.3% and a forecast Q4 BBSY of 3.7%

<sup>2.</sup> Based on CLW forecast FY23 DPS of 28.0 cents divided by the CLW security price of \$4.62 as at 8 February 2023



### NTA reconciliation

- As at 31 December 2022, the REIT had an NTA per security of \$6.23 reflecting an increase of 1.0% from \$6.17 as at 30 June 2022
- Movement primarily driven by a net<sup>1</sup> property valuation uplift of \$65 million during the period

### NTA per security bridge (\$ / security)



<sup>1.</sup> Gross valuation uplift less capital expenditure and amortised incentives during the period

### 1H FY23 portfolio revaluations

- 1H FY23 property valuations resulted in a net valuation uplift of \$65 million over prior book values
- Valuation uplift was driven by properties with uncapped CPI-linked annual rent reviews (bp Australia portfolio, LWIP portfolio and ALE portfolio) and the Metcash lease extension
- The portfolio WACR as at 31 December 2022 was 4.41%<sup>1</sup>

| Portfolio valuation (A\$m)       | Long WALE<br>retail | Industrial &<br>logistics | Office | Social-<br>infra | Agri-<br>logistics | Total |
|----------------------------------|---------------------|---------------------------|--------|------------------|--------------------|-------|
| Prior book value <sup>1</sup>    | 3,002               | 1,441                     | 1,365  | 1,029            | 314                | 7,151 |
| Net valuation uplift             | 86                  | 32                        | (29)   | (5)              | (20)               | 65    |
| Valuation as at 31 December 2022 | 3,088               | 1,473                     | 1,336  | 1,024            | 294                | 7,215 |
| Net valuation uplift             | 2.9%                | 2.2%                      | (2.1%) | (0.5%)           | (6.4%)             | 0.9%  |

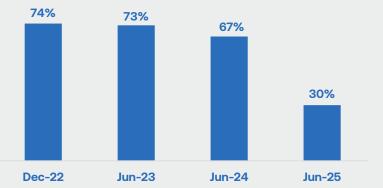
| Portfolio WACR         | Long WALE<br>retail | Industrial &<br>logistics | Office | Social-<br>infra | Agri-<br>logistics | Total |
|------------------------|---------------------|---------------------------|--------|------------------|--------------------|-------|
| As at 30 June 2022     | 4.27%               | 4.09%                     | 4.90%  | 3.90%            | 5.21%              | 4.35% |
| As at 31 December 2022 | 4.33%               | 3.94%                     | 5.05%  | 4.14%            | 5.64%              | 4.41% |

<sup>1.</sup> Reflects book value as at 30 June 2022, adjusted for all property acquisitions and divestments settled, capital expenditure and additions in the six month period to 31 December 2022

### Debt facility summary

- \$3.1 billion of look through debt facilities across CLW's head trust and joint venture partnerships
- Weighted average debt maturity term of 5.0 years as at 31 December 2022
- Diversity of lenders with 35% of total look through debt sourced from capital markets
- Considerable headroom to balance sheet and joint venture debt facility covenants
- All joint venture debt facilities are non-recourse to CLW
- High proportion of interest rate hedging in place





| Debt summary (A\$m) - 31 Dec 2022          | Limit   | Drawn <sup>1</sup> | Maturity         | <b>Gearing</b> (covenant) | ICR<br>(covenant) |
|--|---------|--------------------|------------------|---------------------------|-------------------|
| Balance sheet debt                         |         |                    |                  |                           |                   |
| A\$MTN (7, 8.5 and 10 year tranches)       | 700.0   | 700.0              | Mar-28 to Mar-31 |                           |                   |
| Domestic bank bilateral debt facility      | 310.0   | 304.2              | Nov-26           |                           |                   |
| Domestic bank bilateral debt facility      | 300.0   | 300.0              | Nov-26           |                           |                   |
| Domestic bank bilateral debt facility      | 270.0   | 270.0              | Nov-26           | 2                         |                   |
| International bank bilateral debt facility | 100.0   | 100.0              | Nov-26           | 39.3% <sup>2</sup> (50%)  | 4.1x<br>(2.0x)    |
| International bank bilateral debt facility | 100.0   | 50.0               | Jul-26           | (5078)                    | (2.0%)            |
| International bank bilateral debt facility | 250.0   | -                  | Dec-27           |                           |                   |
| International bank bilateral debt facility | 100.0   | 100.0              | Nov-27           |                           |                   |
| International bank bilateral debt facility | 200.0   | 200.0              | Aug-26           |                           |                   |
| Total balance sheet debt                   | 2,330.0 | 2,024.2            |                  |                           |                   |
| Joint venture debt (CLW interest)          |         |                    |                  | LVR                       |                   |
| LWIP debt facility                         | 49.9    | 33.2               | Nov-26           |                           |                   |
| LWIP USPP                                  | 99.8    | 99.8               | May-27           | 27.2%<br>(60%)            | 3.4x<br>(1.5x)    |
| LWIP USPP                                  | 54.9    | 54.9               | Nov-31           | (0070)                    | (1.0%)            |
| Bus Network Terminal debt facility         | 26.1    | 26.1               | Aug-27           | 37.7%<br>(60%)            | 3.9x<br>(1.6x)    |
| Telco Exchanges debt facility              | 48.8    | 47.3               | Mar-28           | 42.4%                     | 3.5x              |
| Telco Exchanges A\$MTN                     | 150.0   | 150.0              | Sep-30           | (67.5%)                   | (1.5x)            |
| 242 Exhibition debt facility               | 70.0    | 67.3               | Nov-28           | 47.7%<br>(65%)            | 3.4x<br>(1.75x)   |
| bp Australia Portfolio debt facility       | 225.0   | 215.3              | Aug-28           | 37.4%<br>(60%)            | 4.1x<br>(1.75x)   |
| ALE Capital Indexed Bond                   | 84.7    | 84.7               | Nov-23           | n/a                       | n/a               |
| Total joint venture debt                   | 809.2   | 778.6              |                  |                           |                   |
| Total look through debt                    | 3,139.2 | 2,802.8            |                  |                           |                   |

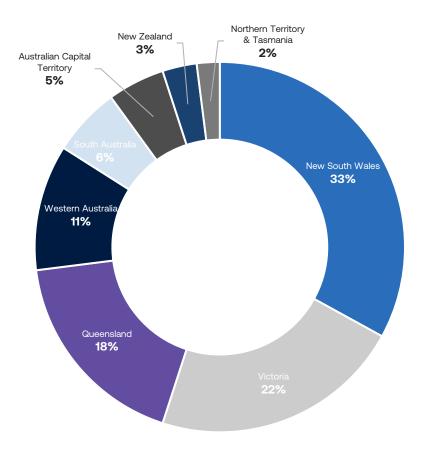
<sup>1.</sup> Individual facility amounts do not add to totals due to rounding

<sup>2.</sup> Calculated as total look through liabilities (net of cash and MTM of derivatives) divided by total look through tangible assets (net of cash and MTM of derivatives) as at 31 December 2022

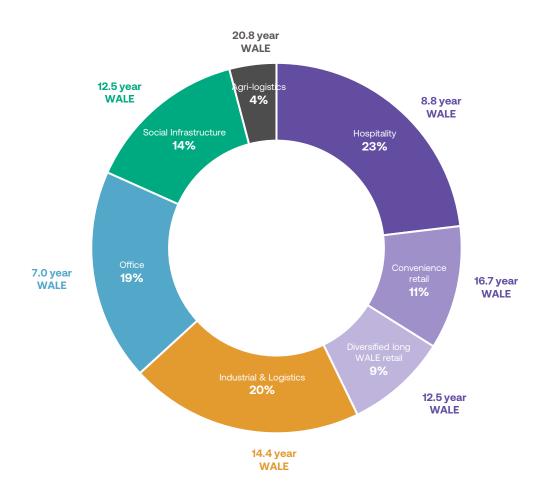
<sup>3.</sup> Hedge profile based on drawn debt as at 31 December 2022

### Geographic and sector diversification<sup>1</sup>

#### **Geographic diversification**



#### **Real estate sector diversification**



Note: totals may not add to 100% due to rounding

1. As at 31 December 2022 (weighted by valuation)

Charter Hall Long WALE REIT **2023 Half Year Results** 

### Long WALE retail – \$3.1 billion<sup>1</sup>

| Asset                                    | State          | REIT interest | <b>Valuation</b> <sup>1</sup> (A\$m) | Cap rate <sup>2</sup> | WALE <sup>3</sup> (years) | Occupancy <sup>3</sup> | GLA <sup>4</sup><br>(sqm) | WARR <sup>3</sup>       |
|--|----------------|---------------|--------------------------------------|-----------------------|---------------------------|------------------------|---------------------------|-------------------------|
| Hospitality                              |                |               |                                      |                       |                           |                        |                           |                         |
| ALE portfolio (78 properties)            | Australia wide | 50.0%         | 941.7                                | 4.08%                 | 6.0                       | 100%                   | 228,707                   | CPI <sup>5</sup>        |
| LWIP portfolio (64 properties)           | Australia wide | 49.9%         | 691.3                                | 4.24%                 | 11.8                      | 100%                   | 180,377                   | CPI                     |
| Club Hotel, Waterford                    | QLD            | 100.0%        | 32.6                                 | 4.50%                 | 10.0                      | 100%                   | 1,163                     | 3.0%                    |
| Convenience retail                       |                |               |                                      |                       |                           |                        |                           |                         |
| bp Australia portfolio (225 properties)  | Australia wide | 24.5%         | 575.4                                | 4.47%                 | 16.9                      | 100%                   | 126,482                   | CPI                     |
| bp New Zealand portfolio (70 properties) | NZ wide        | 24.5%         | 179.7                                | 4.47%                 | 18.0                      | 100%                   | n/a                       | CPI + 0.5% <sup>6</sup> |
| Ampol, Redbank Plains                    | QLD            | 100.0%        | 27.4                                 | 5.50%                 | 7.3                       | 100%                   | 423                       | 4.2%                    |
| Diversified long WALE retail             |                |               |                                      |                       |                           |                        |                           |                         |
| David Jones, Sydney                      | NSW            | 50.0%         | 297.5                                | 4.25%                 | 18.2                      | 100%                   | 17,214                    | 2.5%                    |
| Bunnings (4 properties)                  | QLD, NT, WA    | 100.0%        | 189.0                                | 4.36%                 | 7.8                       | 100%                   | 58,022                    | 2.6%                    |
| Myer, Melbourne                          | VIC            | 33.3%         | 153.3                                | 5.50%                 | 9.0                       | 100%                   | 15,443                    | CPI + 1.0%              |
| Total / weighted average                 |                |               | 3,088.0                              | 4.33%                 | 11.9                      | 100%                   | 627,831                   | 6.2%                    |

2023 Half Year Results

<sup>1.</sup> As at 31 December 2022

<sup>2.</sup> Weighted by valuation as at 31 December 2022 (REIT ownership interest)

<sup>3.</sup> Weighted by net passing income as at 31 December 2022 (REIT ownership interest)

<sup>4</sup> Shown on a 100% hasis

<sup>5.</sup> Two properties have fixed annual rent reviews (3.0%). One property has a fixed review equal to the lower of 3.0% and 2x CPI

<sup>6.</sup> Plus up to 0.5% over the first five years of the lease only (if CPI is less than 2.5%). Rent reviews after the first five years of the lease revert to CPI. All years subject to nil floor and cap of 4.0%

### Industrial & logistics - \$1.5 billion<sup>1</sup>

| Asset                                     | State          | REIT interest | <b>Valuation</b> <sup>1</sup> (A\$m) | Cap rate <sup>2</sup> | WALE <sup>3</sup> (years) | Occupancy <sup>3</sup> | <b>GLA</b> <sup>4</sup> (sqm) | WARR <sup>3</sup> |
|---|----------------|---------------|--------------------------------------|-----------------------|---------------------------|------------------------|-------------------------------|-------------------|
| Arnott's, Huntingwood                     | NSW            | 50.0%         | 315.0                                | 3.25%                 | 29.0                      | 100%                   | 52,908                        | CPI + 0.5%        |
| National Archives, Chester Hill           | NSW            | 100.0%        | 91.6                                 | 3.75%                 | 15.8                      | 100%                   | 22,824                        | 3.0%              |
| ResourceCo / Cleanaway, Wetherill Park    | NSW            | 100.0%        | 42.6                                 | 3.50%                 | 15.4                      | 100%                   | 8,755                         | 3.0%              |
| Australia Post, Kingsgrove                | NSW            | 100.0%        | 33.6                                 | 4.00%                 | 3.5                       | 100%                   | 6,729                         | 3.5%              |
| Woolworths Distribution Centre, Dandenong | VIC            | 26.0%         | 94.4                                 | 3.50%                 | 15.2                      | 100%                   | 69,217                        | 2.8%              |
| Coles Distribution Centre, Truganina      | VIC            | 50.0%         | 86.6                                 | 3.75%                 | 9.5                       | 100%                   | 69,074                        | 3.5%              |
| Simon National Carriers, Carole Park      | QLD            | 100.0%        | 90.7                                 | 4.00%                 | 13.5                      | 100%                   | 30,605                        | CPI <sup>5</sup>  |
| Coates Hire, Kingston                     | QLD            | 100.0%        | 45.0                                 | 4.00%                 | 10.2                      | 100%                   | 1,785                         | CPI <sup>6</sup>  |
| Modern Star, Brendale                     | QLD            | 100.0%        | 35.3                                 | 5.25%                 | 6.5                       | 100%                   | 18,255                        | CPI <sup>7</sup>  |
| Toyota Material Handling, Larapinta       | QLD            | 100.0%        | 23.9                                 | 4.25%                 | 5.0                       | 100%                   | 7,040                         | 3.5%              |
| Electrolux, Beverley                      | SA             | 100.0%        | 61.0                                 | 4.88%                 | 6.9                       | 100%                   | 25,562                        | 3.5%              |
| Metcash Distribution Centre, Canning Vale | WA             | 100.0%        | 221.0                                | 4.50%                 | 10.8                      | 100%                   | 98,295                        | CPI               |
| Coles Distribution Centre, Perth Airport  | WA             | 49.9%         | 179.6                                | 4.46%                 | 12.0                      | 100%                   | 81,647                        | 2.8%              |
| SUEZ portfolio (11 properties)            | Australia wide | 100.0%        | 153.0                                | 3.80%                 | 14.9                      | 100%                   | 32,469                        | 3.0%              |
| Total / weighted average                  |                |               | 1,473.1                              | 3.94%                 | 14.4                      | 100%                   | 525,164                       | 5.1%              |

2023 Half Year Results

<sup>1.</sup> As at 31 December 2022

<sup>2.</sup> Weighted by valuation as at 31 December 2022 (REIT ownership interest)

<sup>3.</sup> Weighted by net passing income as at 31 December 2022 (REIT ownership interest)

<sup>4.</sup> GLA shown on a 100% basis

<sup>5.</sup> Rent review is the greater of 3.0% and CPI

<sup>6.</sup> Rent review is the greater of 4.0% and CPI

<sup>7.</sup> Rent review if the greater of 2.5% and CPI

Office – \$1.3 billion<sup>1</sup>

| Asset   | State | REIT interest | <b>Valuation</b> <sup>1</sup> (A\$m) | Cap rate <sup>2</sup> | WALE <sup>3</sup> (years) | Occupancy <sup>3</sup> | NLA <sup>4</sup><br>(sqm) | WARR <sup>3</sup> |
|---|-------|---------------|--------------------------------------|-----------------------|---------------------------|------------------------|---------------------------|-------------------|
| The Glasshouse, Macquarie Park                    | NSW   | 50.0%         | 199.5                                | 4.50%                 | 9.1                       | 100%                   | 35,114                    | 3.4%              |
| Westpac Building, Kogarah                         | NSW   | 50.1%         | 133.8                                | 4.75%                 | 11.6                      | 100%                   | 31,715                    | CPI <sup>5</sup>  |
| Thales Australia Head Office, Sydney Olympic Park | NSW   | 100.0%        | 57.5                                 | 5.00%                 | 9.1                       | 100%                   | 5,931                     | CPI               |
| Australian Taxation Office, Albury                | NSW   | 50.0%         | 41.5                                 | 6.00%                 | 5.4                       | 100%                   | 10,807                    | 3.5%              |
| Services Australia, Tuggeranong                   | ACT   | 50.0%         | 150.0                                | 4.88%                 | 8.5                       | 100%                   | 26,052                    | 3.5%              |
| Telstra Canberra Head Office, Canberra            | ACT   | 100.0%        | 104.0                                | 5.25%                 | 3.2                       | 99%                    | 14,155                    | 3.8%              |
| 242 Exhibition Street, Melbourne                  | VIC   | 15.0%         | 141.3                                | 4.25%                 | 8.8                       | 98%                    | 65,929                    | 3.5%              |
| Australian Taxation Office, Box Hill              | VIC   | 50.0%         | 117.0                                | 4.63%                 | 7.0                       | 100%                   | 19,942                    | 4.0%              |
| Australian Taxation Office, Upper Mount Gravatt   | QLD   | 100.0%        | 60.0                                 | 7.00%                 | 3.9                       | 100%                   | 14,286                    | 2.5%              |
| 85 George Street, Brisbane                        | QLD   | 50.0%         | 60.0                                 | 5.47%                 | 5.8                       | 100%                   | 10,566                    | 3.5%              |
| 40 Tank Street, Brisbane                          | QLD   | 50.0%         | 43.8                                 | 5.65%                 | 2.0                       | 99%                    | 6,218                     | 2.9%              |
| Australian Taxation Office, Adelaide              | SA    | 50.0%         | 155.8                                | 5.50%                 | 4.8                       | 100%                   | 36,807                    | 3.7%              |
| Djookanup, Perth (formerly Optima Centre)         | WA    | 50.0%         | 72.3                                 | 5.63%                 | 9.3                       | 100%                   | 16,086                    | 3.5%              |
| Total / weighted average                          |       |               | 1,336.3                              | 5.05%                 | 7.0                       | 99.7%                  | 293,608                   | 3.6%              |

<sup>1.</sup> As at 31 December 2022

<sup>2.</sup> Weighted by valuation as at 31 December 2022 (REIT ownership interest)

<sup>3.</sup> Weighted by net passing income as at 31 December 2022 (REIT ownership interest)

<sup>4.</sup> NLA shown on a 100% basis

<sup>5.</sup> Subject to a cap of 5%

### Social infrastructure - \$1.0 billion<sup>1</sup>

| Asset                                      | State          | REIT<br>interest | <b>Valuation</b> <sup>1</sup> (A\$m) | Cap rate <sup>2</sup> | WALE <sup>3</sup> (years) | Occupancy <sup>3</sup> | <b>Area</b> <sup>4</sup> (sqm) | WARR <sup>3</sup> |
|--|----------------|------------------|--------------------------------------|-----------------------|---------------------------|------------------------|--------------------------------|-------------------|
| Telco Exchanges portfolio (36 properties)  | Australia-wide | 24.5%            | 465.7                                | 3.65%                 | 17.6                      | 100%                   | 347,270                        | CPI + 0.5%        |
| Pitt Street Telco Exchange, Sydney CBD     | NSW            | 100.0%           | 307.0 <sup>5</sup>                   | 4.48%                 | 8.0                       | 100%                   | 24,332                         | 2.4%              |
| Australian Red Cross, Alexandria           | NSW            | 50.0%            | 91.0                                 | 4.00%                 | 8.1                       | 100%                   | 12,702                         | CPI <sup>6</sup>  |
| Brisbane City Council Bus Network Terminal | QLD            | 50.0%            | 69.3                                 | 3.75%                 | 15.7                      | 100%                   | 6,328                          | 2.5%              |
| Geoscience, Australia                      | ACT            | 25.0%            | 91.3                                 | 5.88%                 | 9.4                       | 100%                   | 32,659                         | 3.0%              |
| Total / weighted average                   |                |                  | 1,024.2                              | 4.14%                 | 12.5                      | 100%                   | 423,291                        | 4.6%              |







- 1. As at 31 December 2022
- 2. Weighted by valuation as at 31 December 2022 (REIT ownership interest)
- 3. Weighted by net passing income as at 31 December 2022 (REIT ownership interest)
- 4. Area shown on a 100% basis. Refers to building area for Telco Exchanges portfolio and NLA for all other properties
- 5. Includes Unit 1, 74 Pitt Street (owned 100% by CLW)
- 6. Rent review is the greater of 3.5% and CPI

Charter Hall Long WALE REIT 2023 Half Year Results

### Agri-logistics – \$294 million<sup>1</sup>

| Asset                              | State          | REIT interest | Valuation <sup>1</sup> (A\$m) | Cap rate <sup>2</sup> | <b>WALE</b> <sup>3</sup> (years) | Occupancy <sup>3</sup> | <b>Building area</b> (sqm) | WARR <sup>3</sup> |
|------------------------------------|----------------|---------------|-------------------------------|-----------------------|----------------------------------|------------------------|----------------------------|-------------------|
| Ingham's portfolio (27 properties) | Australia-wide | 100.0%        | 293.7                         | 5.64%                 | 20.8                             | 100%                   | 303,687                    | 2.5% <sup>4</sup> |
| Total / weighted average           |                |               | 293.7                         | 5.64%                 | 20.8                             | 100%                   | 303,687                    | 2.5%              |







<sup>1.</sup> As at 31 December 2022

<sup>2.</sup> Weighted by valuation as at 31 December 2022 (REIT ownership interest)

<sup>3.</sup> Weighted by net passing income as at 31 December 2022 (REIT ownership interest)

<sup>4.</sup> Review is the lower of 2 x CPI and 2.5%

### Glossary

| ASX                   | Australian Securities Exchange   |
|-----------------------|--|
| Balance sheet gearing | Calculated as the ratio of net drawn debt (excluding unamortised debt establishment costs) to total tangible assets, less cash   |
| CAGR                  | Compound annual growth rate  |
| CLW or the REIT       | Charter Hall Long WALE REIT  |
| DPS                   | Distributions per security   |
| DRP                   | Dividend reinvestment plan   |
| OEPS                  | Operating earnings per security  |
| Look-through gearing  | Calculated as the ratio of net drawn debt (excluding unamortised debt establishment costs) to total tangible assets, less cash, based on the non-IFRS pro forma proportionately consolidated statement of financial position, which adjusts for the REIT's share of the debt, assets and cash held in equity accounted investments |
| LWIP                  | Long WALE Investment Partnership   |
| MTM                   | Mark-to-market   |
| NNN                   | Triple net lease   |
| NTA                   | Net tangible assets  |
| REIT                  | Real estate investment trust   |
| WACR                  | The average capitalisation rate across the portfolio or group of properties, weighted by independent valuation   |
| WALE                  | The average lease term remaining to expiry across the portfolio or a property or group of properties, weighted by net passing income   |
| WARR                  | The average rent review across the portfolio or a property or group of properties, weighted by net passing income  |
|                       |  |

### **Further information**



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