



Charter Hall 

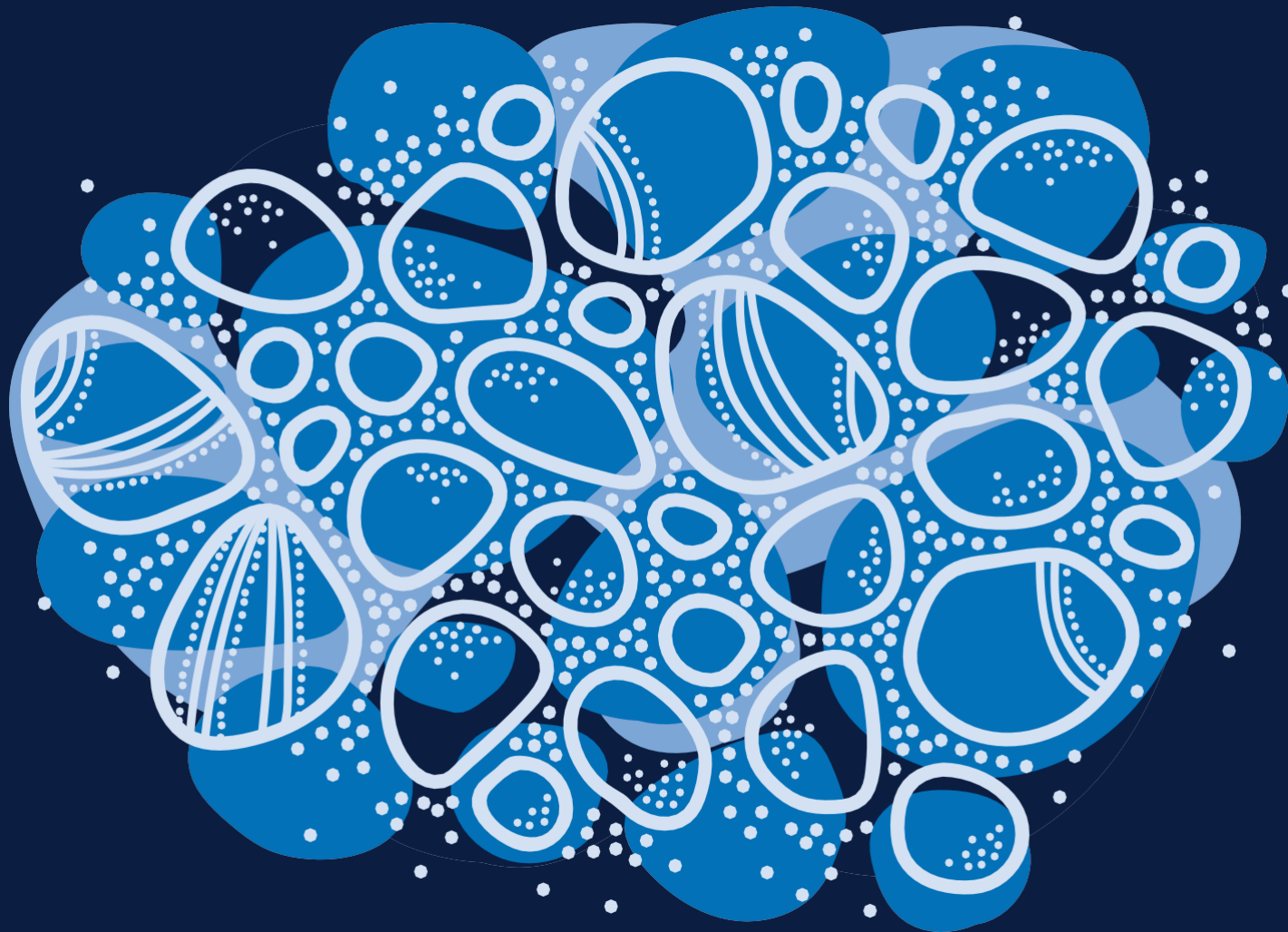
Celebrating 30 years



2021 Full Year Results

Charter Hall Retail REIT

17th August, 2021



Acknowledgment of Country

Charter Hall is proud to work with our customers and communities to invest in, develop, and create property assets on land across Australia and New Zealand.

We pay our respects to the traditional owners, their elders past and present and value their care and custodianship of these lands.

Unearthed Purposes
This piece depicts our Earth
and what it provides to us.

Casey Coolwell
@chaboodesigns



Greg Chubb
Retail CEO and
Executive Director

Christine Kelly
Head of Retail Finance and
Deputy Fund Manager

Agenda

1. Highlights and Strategy
2. Financial Performance
3. Operational Performance
4. Outlook and Guidance
5. Annexures



1 Highlights and Strategy

Bass Hill Plaza, NSW

Portfolio Highlights

The leading owner of property for convenience retailers

Total MAT growth¹

5.4%

↑ from 3.9% at June 2020

Supermarket MAT growth¹

4.3%

↓ from 5.2% at June 2020

Portfolio occupancy²

98.3%

↑ from 97.3% at June 2020

Leasing spreads

1.6%

↑ from 0.9% at June 2020

Net Tangible Assets per unit

\$4.01

↑ 6.9% from \$3.75 at June 2020

Property portfolio value increase

12.1%

↑ \$395m increase in FY21

Key metrics	FY20	FY21	Movement
Operating earnings ³	\$142.7m	\$156.2m	+9.5%
Operating earnings per unit	30.56 cents	27.30 cents	(10.7%)
Distributions per unit	24.52 cents	23.40 cents	(4.6%)
Property portfolio value	\$3,252m	\$3,647m	+12.1%



Butler Central, WA

1. Like for like sales
 2. Shopping centre portfolio
 3. FY21 operating earnings includes \$6.7m (FY20: \$10.7m) of COVID-19 tenant support and FY21 net cashflows from operating activities were \$154.5m (FY20: \$132.9m)

CQR Convenience Strategy

Providing a resilient and growing income stream for our investors

The **leading** owner of property for convenience retailers

KEY DRIVERS



Enhance portfolio quality

- Active portfolio curation
- Partnering with major tenants to meet their property needs
- Extending WALE with quality major tenants



Active asset management

- Maintain strong tenant relationships
- Enhance the customer experience
- Optimise the tenancy mix through proactive leasing



Prudent capital management

- Strong and flexible balance sheet
- Sustainable gearing
- Extending capital partnerships

The leading owner of property for convenience retailers

Curating the portfolio to deliver a resilient and growing income stream



Convenience Retail

Acquisition of Butler Central, WA

- Dominant, modern Convenience Centre in a growing catchment, complementing CQR's existing portfolio
- Butler Central Shopping Centre is located 40kms north of the Perth CBD, benefiting from being located adjacent to a transport interchange with direct links to Perth
- The Centre is anchored by a strongly growing Woolworths supermarket with a 10yr initial lease term
- Other tenants include BWS, The Reject Shop and Best & Less mini-majors and 30 specialty shops
- Butler is situated in the fast growing north-west corridor and has been identified as an emerging district centre by the relevant state planning framework
- The primary trade area has grown by 3.5% p.a over the last five years. This growth is expected to accelerate to 4.2% p.a over the next decade¹

1. Source: Urbis

Contracts exchanged	June 2021
Expected settlement	September 2021
Acquisition price	\$51.2m
Cap rate	6.0%
GLA	9,000 sqm
Car parks	452
Site coverage	25%
% of income from Majors/mini-majors	57%
Built	2018



Butler Central, WA

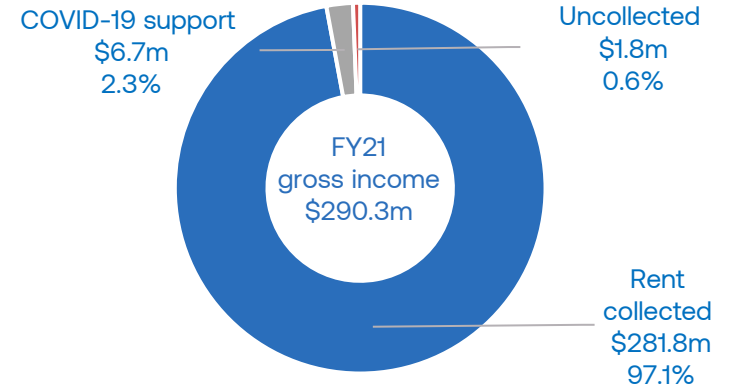


2 Financial Performance

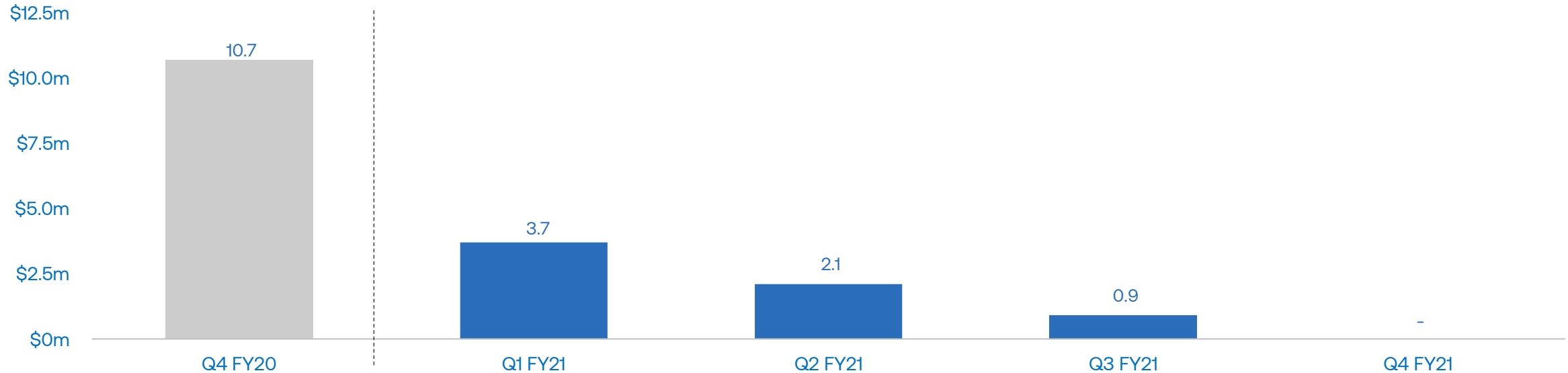
Lake Macquarie Square, NSW

FY21 Financial Impact from COVID-19

- Tenant support reduced over the period as government restrictions eased and sales progressively improved
- \$6.7m or 2.3% of FY21 rent was provided as COVID-19 tenant support comprising \$5.4m (81%) rent free incentives and \$1.3m (19%) as rent deferrals
- \$1.8m or 0.6% of FY21 rent remained outstanding as at 30 June 2021
- \$2.7m or 60% of total COVID-19 deferred rent provided over FY20 and FY21 had been repaid by 30 June 2021
- ECL provision as at 30 June 2021 of \$1.4m down from \$1.7m following strong rent collection



Quarterly COVID-19 tenant support analysis



Earnings and Distributions

- **Total net income growth increased** due to Long WALE convenience retail investments offset by divestment of convenience retail assets
- Finance costs impacted by timing of transactions, FY20 equity raise and the low interest rate environment
- Other expenses driven by new Long WALE convenience retail acquisitions and valuation increases
- Operating earnings include **\$6.7m of COVID-19** tenant support
 - \$5.4m of rent free incentive
 - \$1.3m of rent deferrals
- **Distribution of 23.40cpu** for FY21 reflects a higher payout ratio, taking into account COVID-19 tenant support provided in both financial years
- **Statutory profit of \$291.2m** increased primarily due to the **impact of positive valuation movements**

\$m	FY20	FY21
Net property income	146.4	141.4
Net income from convenience retail property joint ventures	27.4	27.1
Net income from long WALE convenience retail	7.5	25.6
Total net income	181.3	194.1
Finance costs	(24.9)	(21.6)
Other expenses	(13.7)	(16.3)
Operating earnings	142.7	156.2
Net cashflow from operating activities ¹	132.9	154.5
Operating earnings per unit (cents)	30.56	27.30
Net cashflow from operating activities per unit (cents) ¹	28.45	27.01
Distribution per unit (cents)	24.52	23.40
Payout ratio ²	80.2%	85.7%
Statutory profit³	44.2	291.2

1. Difference between operating earnings and net cashflow from operating activities relates to COVID-19 tenant support and timing of cash receipts and payments

2. Distribution (cpu) divided by operating earnings (cpu)

3. See Annexure 2 for reconciliation of statutory profit to operating earnings

Balance Sheet

- **Total property portfolio value increased by \$395m** over the 12 month period due to:
 - **valuation movement of \$188m**
 - acquisitions exceeding divestments by \$207m
- Cash balance decreased following acquisitions
- **Investment in property joint ventures has increased** following bp New Zealand portfolio acquisition and Coles Adelaide Distribution Centre
- Net borrowings have increased with property joint venture acquisitions
- **NTA per unit increased by \$0.26 or 7% to \$4.01** as a result of property portfolio valuation increases in the year

\$m	Jun 20	Jun 21
Cash	80	19
Investment properties	2,240	2,314
Investments in property joint ventures ¹	666	940
Other assets ²	124	68
Total assets	3,110	3,341
Borrowings	(750)	(865)
Distribution payable	(57)	(73)
Other liabilities ³	(161)	(98)
Total liabilities	(968)	(1,036)
Net Tangible Assets (NTA)	2,142	2,305
Units on issue (million)	570.9	574.3
NTA per unit (\$)	3.75	4.01

1. 30 June 2021 is comprised of \$1,333m of investment properties less \$393m of net liabilities. For further details refer to Annexure 4

2. Other assets includes derivative movements and receivables

3. Other liabilities includes derivative movements

Property Valuations

Valuation uplift highlights portfolio resilience

- 100% of the portfolio was externally revalued over FY21 with 64%¹ of the portfolio externally revalued at 30 June 2021
- Shopping centre portfolio valuation movement of 3.3%² or \$92m including capital investment of \$57m for FY21
- Long WALE convenience retail valuation movement of 14.2%² or \$96m for FY21
- Portfolio valuation net uplift of 3.7% or \$130m for FY21
- Shopping centre portfolio cap rate compressed 7bps to 6.12% in FY21
- Long WALE convenience retail portfolio cap rate compressed 31bps to 4.69% in FY21

\$m	Shopping centre / Convenience retail	Long WALE convenience retail	Total portfolio
June 2020 portfolio value	2,813	439	3,252
Net acquisitions / (disposals)	(28)	235	207
<i>Capital investment</i>	57	1	58
<i>Valuation uplift</i> ³	35	95	130
Valuation movement	92	96	188
June 2021 portfolio value	2,877	770	3,647
June 2020 weighted average cap rate	6.19%	5.00%	6.03%
June 2021 weighted average cap rate	6.12%	4.69%	5.81%

1. By value

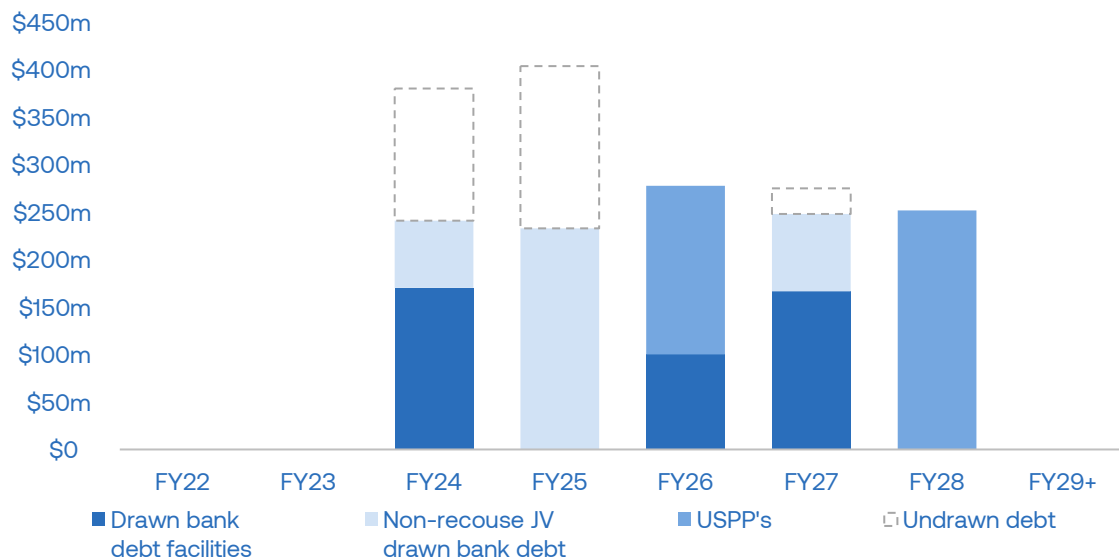
2. Like for like

3. Long WALE convenience retail includes a foreign exchange loss of \$0.6m relating to bp NZ

Capital Management

- Available investment capacity of \$308m bank debt
- FY21 weighted average cost of debt was 2.7%
- No debt maturing until FY24 with recent refinancing reducing FY22 and FY23 maturities to \$nil
- Moody's affirmed the Baa1 issuer rating and senior unsecured rating with a stable outlook

Debt maturity profile



Key metrics	Jun 20	Jun 21
Weighted average cost of debt ¹	2.8%	2.7%
Weighted average debt maturity	3.9 years	4.1 years
Weighted average hedge maturity	4.6 years	3.7 years
Interest rate hedging	77.5%	68.9%
Interest cover ratio	5.3x	5.3x
Balance sheet gearing ²	23.9%	25.7%
Total portfolio gearing ³	32.3% ⁴	33.1%
Investment capacity	\$434m ⁴	\$308m

1. Includes line fee (including cost of undrawn debt) and usage fee and excludes amortisation of upfront debt costs
2. FY21 proforma balance sheet gearing for the acquisition of Butler is 26.8%
3. FY21 proforma total portfolio gearing for the acquisition of Butler is 34.0%
4. Proforma for the disposal of West Ryde Marketplace and acquisition of Coles Adelaide Distribution Centre



3

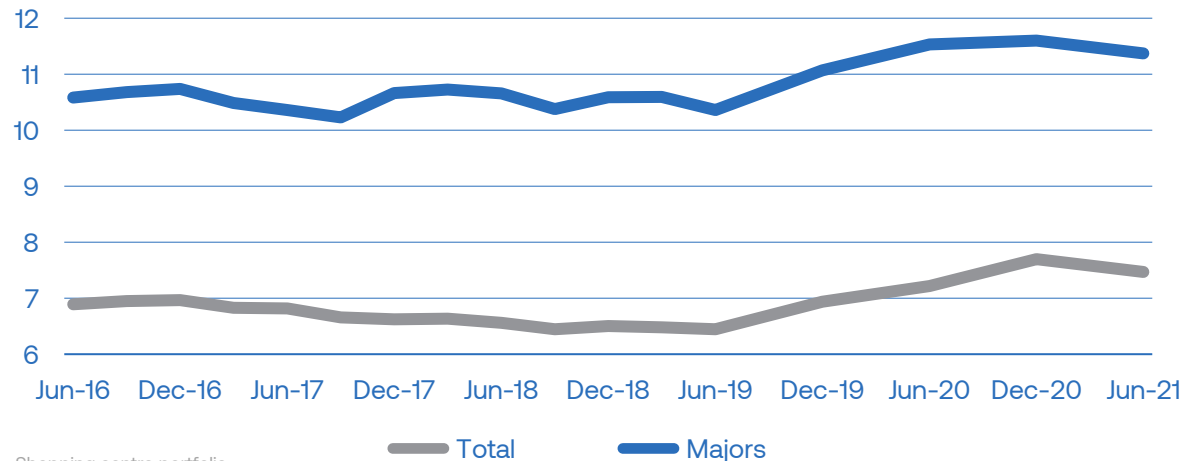
Operational Performance

Rockdale Plaza, NSW

Portfolio Summary

- Shopping centre occupancy improved from 97.3% to 98.3%
- Total MAT growth^{1,2} improved from 3.9% to 5.4%
- Portfolio WALE increased from 7.2 years to 7.5 years following acquisitions and majors lease extensions
- Portfolio value increased 12% to \$3,647m driven by:
 - Expanded **bp** partnership to 295 locations with the addition of 70 assets in New Zealand with a 20 year WALE;
 - Expanded partnership with Coles Group with the acquisition of Coles Adelaide Distribution Centre with a 14.5 year WALE; and
 - Divestment of West Ryde Marketplace, NSW delivering a property IRR of 11.3% since acquisition

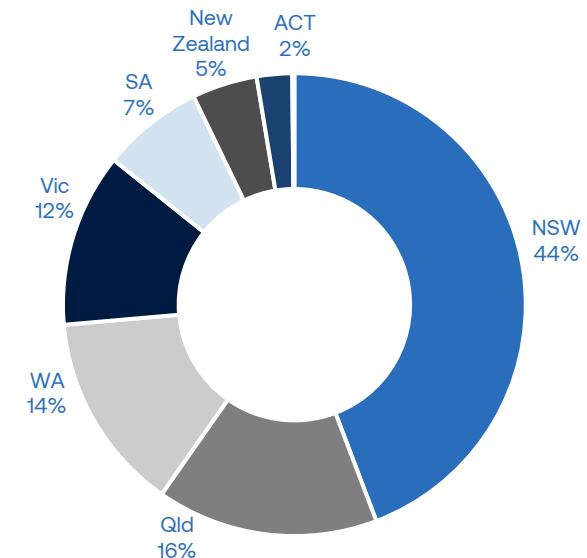
Portfolio and majors WALE



1. Shopping centre portfolio
2. Like for like sales

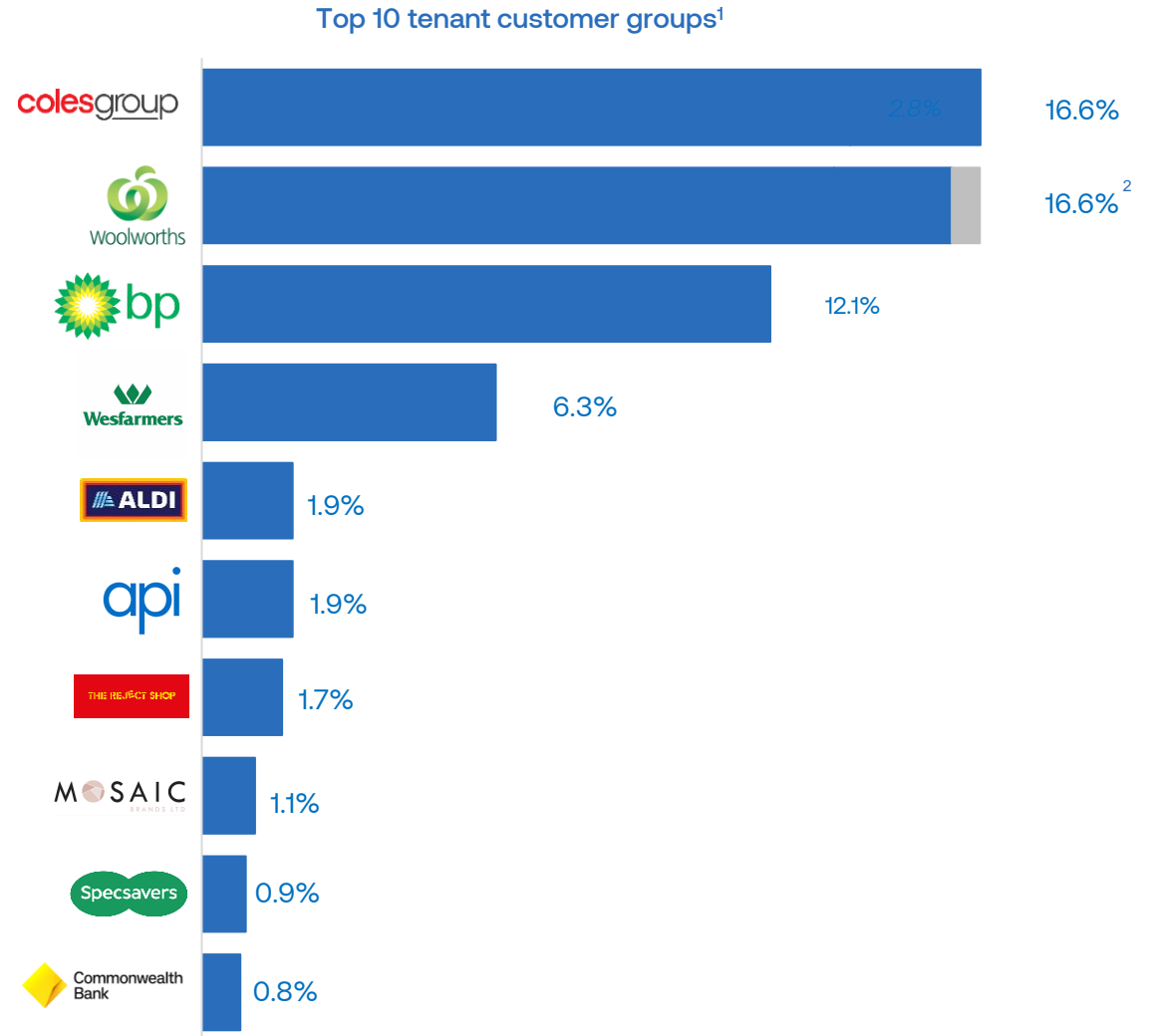
Portfolio snapshot	Jun 20	Jun 21
Number of shopping centres	51	50
Number of Long WALE assets	225	296
Value (\$m)	3,252	3,647
Weighted average cap rate	6.03%	5.81%
GLA ('000sqm) ¹	629	625
Occupancy ¹	97.3%	98.3%
Total MAT growth ^{1,2}	3.9%	5.4%
WALE – total	7.2 years	7.5 years
WALE – majors	11.5 years	11.4 years

Portfolio value by region



Portfolio Tenant Customer Composition

- Major tenants Coles, Woolworths², **bp**, Wesfarmers³ and Aldi now represent 53.5% of portfolio income up from 51%
- Coles are now the largest portfolio tenant customer at 16.6% of rental income following the acquisition of the Coles Adelaide Distribution Centre
- **bp** is now the third largest tenant customer at 12.1% of rental income following the expansion of the **bp** partnership to include New Zealand
- Aldi has grown across the portfolio via store expansions and is now the fifth largest tenant customer with representation of twelve stores
- Target store conversions now all re-leased to tenants including Woolworths, Aldi, Kmart, Dan Murphy’s, Harvey Norman and The Reject Shop with openings to progressively occur



1. Calculated by rental income as at 30 June 2021

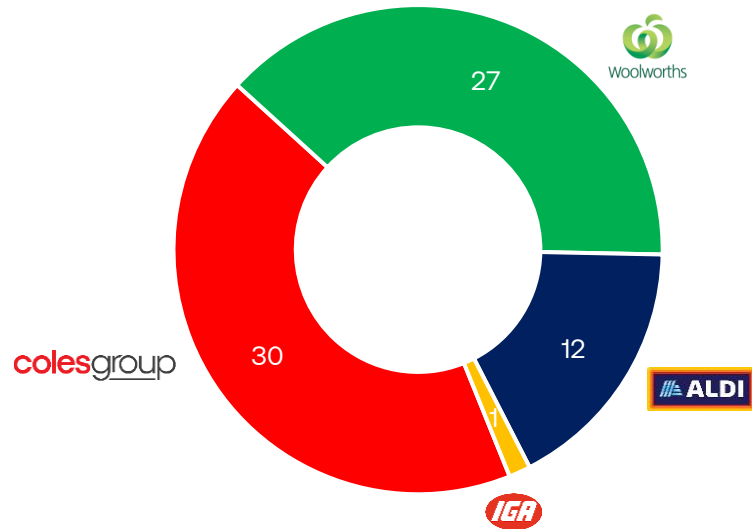
2. Includes Endeavour Group at 0.6%

3. Kmart, Target, Bunnings and Officeworks

Supermarkets

- Supermarkets continued to demonstrate resilience with 4.3% MAT growth
- Completed 10 supermarket new leases and term extensions
- 14 supermarkets or 20% of supermarkets in the portfolio refurbished over the period
- Click & Collect facilities operating at 49 Coles and Woolworths supermarkets across the portfolio with another five planned to provide 95% coverage

70 supermarket stores in portfolio

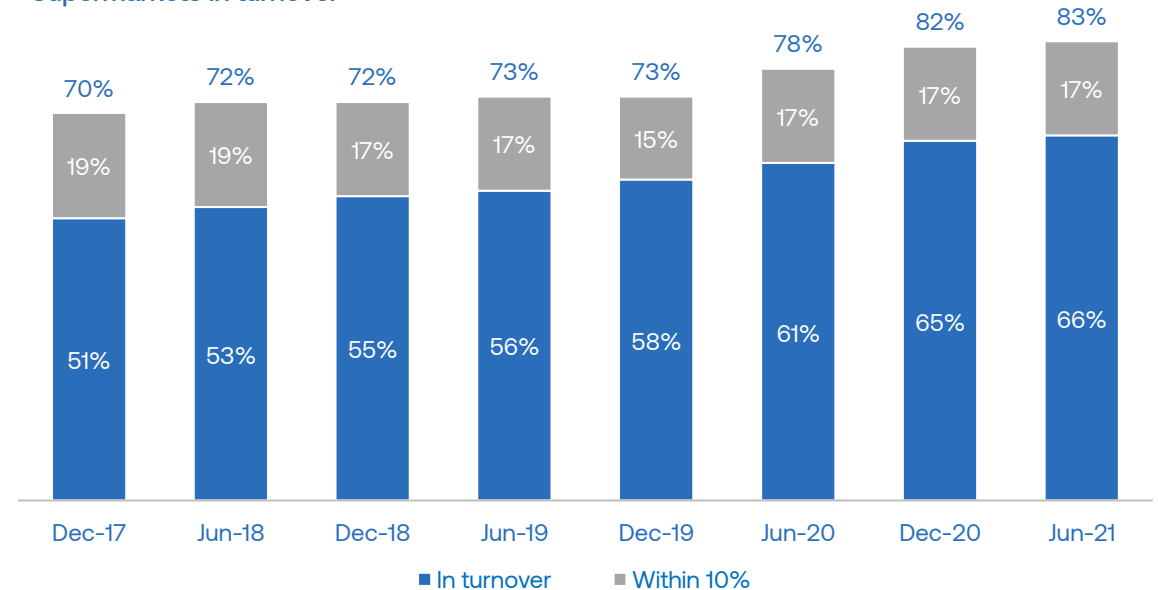


2 year supermarket MAT growth

10.3%

Supermarket performance	Jun 20	Jun 21
MAT growth ¹	5.2%	4.3%
Supermarkets in turnover ²	61%	66%
Supermarkets within 10% of turnover	17%	17%

Supermarkets in turnover



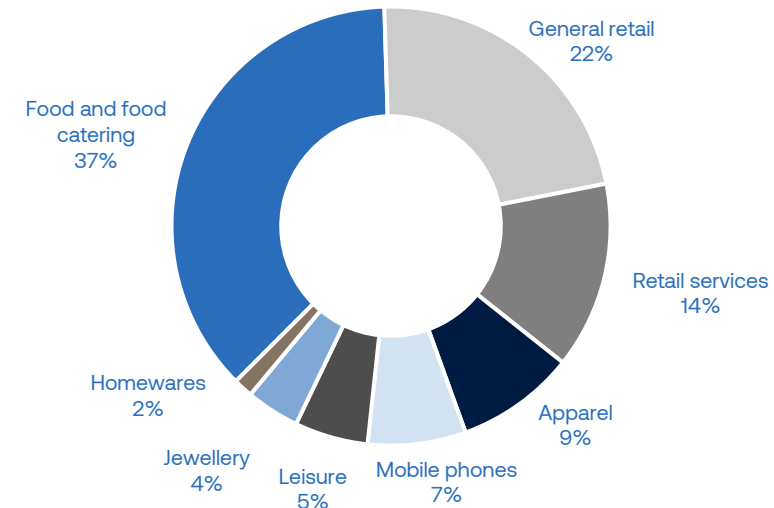
1. Like for like sales
 2. Includes supermarkets with fixed rent reviews

Specialty Tenants

- Specialty MAT increase of 7.1% as at 30 June 2021 reflects a strong recovery post lockdowns
- Sales productivity increased to \$10,213 per sqm
- Occupancy cost decreased to 11.2%
- Record leasing activity with 457 specialty leases completed in the period
- Leasing spreads over the period were +1.6%
 - 215 new leases (+3.8% leasing spread)
 - 242 renewals (+0.2% leasing spread)
- Retention rate normalised to 80%

Specialty performance	Jun 20	Jun 21
MAT growth ¹	(2.6%)	7.1%
Sales productivity (per sqm)	\$9,557	\$10,213
Average gross rent (per sqm)	\$1,131	\$1,145
Specialty occupancy cost	11.8%	11.2%
Average rental increase p.a.	4.2%	4.1%
Retention rate	72%	80%

Specialty sales MAT by category



1. Like for like sales

Asset Enhancement Projects

Active portfolio curation

\$58m in capital investment across the portfolio and captured in valuation uplift

Investing alongside our major tenants investment to deliver improved shopper amenity and WALE extension

- 14 supermarkets or 20% of supermarkets in the portfolio completed full refurbishments of which three included expansions (Woolworths, Bribie Island, Qld, Aldi, Bass Hill, NSW and Arana Hills, Qld)
- Completed the Bass Hill, NSW redevelopment including refurbishment of Woolworths and expansion and refurbishment of Aldi
- New Dan Murphy's at Bateau Bay, NSW scheduled to open September 2021
- Pacific Square, NSW food forecourt upgrade
- Target store conversions completed or underway to tenants including Woolworths, Aldi, Kmart, Dan Murphy's, Harvey Norman and The Reject Shop delivering increased sales and footfall
- Ongoing specialty tenant remixing to increase health, medical service and food offerings

Investing to unlock land value through adjacent use pad site development

- Two free standing childcare facilities completed at Secret Harbour, WA and Wanneroo, WA
- Drive through food offerings underway at Lansell Square, Vic and Campbellfield Plaza, Vic

Investing to secure sustainable operations by reducing our environment impact

- Continued investment in energy, water and waste management
- Replacement of air conditioning systems reducing Scope 1 emissions
- Roof and electrical infrastructure upgrades associated with our rooftop solar installation



Nido Childcare Secret Harbour Square, WA



Bateau Bay Square, NSW

ESG Highlights

Delivering on our ESG Framework

100% net zero carbon emissions by 2025¹

100% renewable energy by 2025

100% of major tenants have set net zero or renewable energy targets



Environment

- 16.7 MW solar installations commissioned across 23 centres
- 2.9 MW solar installations completed by Coles and Woolworths
- Partnering to address Scope 3 emissions with both major and specialty tenants
- 87 GRESB & 61 DJSI rating³ to improve as current execution on TCFD reporting, solar roll-out and adoption of climate strategy is measured
- 4.6 Star average NABERS² energy rating and 4.1 Star average NABERS² water rating
- Expanding NABERS footprint to over 80% of assets in FY22
- Completion of two carbon neutral childcare developments
- All future greenfield standalone construction to be carbon neutral



Social

- 670 students across 60 schools participated in our NAIDOC Community Story 'Dancing for country'
- Ongoing support of our customers and community impacted by COVID-19 through rental support, safety initiatives and adapting to digital engagement
- Over \$500k in community sites donated across the portfolio for local community fundraising
- 16 local community initiatives delivered including quiet hour, Home Tweet Home (raising funds for injured wildlife animals) and donating care packs through our ongoing Two Good Co partnership



Governance

- Adoption of Modern Slavery Statement (Australian Modern Slavery Act 2018), and working group established
- Piloted PCA's supplier prequalification tool (inform365) with Charter Hall's top 100 suppliers, with a further 100 to be added in CY21
- Cross Sector ESG Committee created to drive business wide alignment and implementation of TCFD.
- Assurance for FY21 CQR environmental performance data undertaken with Deloitte
- Committed to World Green Building Net Zero Buildings, aligning our targets of net zero carbon

1. Scope 1 and Scope 2 emissions in operational control
2. Centres over 15,000sqm
3. FY19 data

Tenant Customer Relationships

- Continued to engage Monash University on the annual tenant customer satisfaction survey receiving feedback from 1,085 Retail tenant customers achieving a 95% participation rate
- Our people continued to be our greatest strength with our response to COVID-19 being rated as high satisfaction
- Overall satisfaction increased significantly
- Ease of doing business, industry leadership and likely to renew all increased resulting five years of consecutive positive movement
- Communicating effectively was rated highly and significantly improved across all measured attributes
- Likely to recommend as preferred partner increased to five year high

Source: Monash University CentreSAT 2021, Retailer Satisfaction Report





4 Outlook and Guidance

Gateway Plaza Leopold, Vic

Current Operational Impact from COVID-19

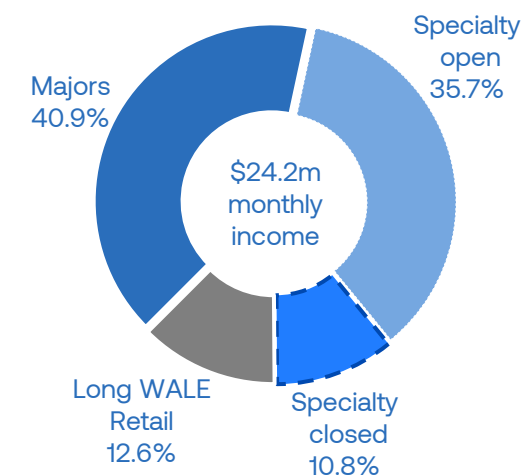
Convenience based retail remains resilient

- We continue to prioritise the safety and wellbeing of our tenant customers, team and communities in which we operate
- Total of 428 specialty stores are temporarily non-trading due to lockdown restrictions (10.8% of portfolio’s total monthly income or \$2.6m)
- Of the 428 specialty stores, 274 are SMEs (5.5% of portfolio’s total monthly income or \$1.3m)
- Support for genuinely impacted SME tenants will be provided in accordance with recently announced Commercial Codes in Victoria and New South Wales
- Portfolio rent collections for the month of July 2021 were 93% with New South Wales and Victoria at 89% and 90% respectively
- Specialty sales and traffic have rebounded strongly and quickly after recent lockdowns in South Australia, regional Victoria and South-East Queensland

Specialty store closures by region (17 August 2021)

Region	Start of closures	Centres subject to lockdowns	SME specialty stores closed	\$'m SME monthly income	SME % of portfolio's total monthly income	Total specialty stores closed	\$'m monthly income	% of portfolio's total monthly income
Greater Sydney	26 June	7	129	0.6	2.3%	168	0.9	3.7%
Hunter Region	6 August	5	59	0.3	1.2%	103	0.6	2.5%
Melbourne	6 August	2	28	0.2	0.7%	43	0.3	1.3%
ACT	12 August	1	4	0.0	0.1%	5	0.0	0.2%
Regional NSW	14 August	9	54	0.3	1.2%	109	0.8	3.1%
Total		24	274	1.3	5.5%	428	2.6	10.8%

Monthly income by category



Summary and Outlook

Resilience of portfolio focused on convenience retailers

- Strategy remains focused on non-discretionary convenience retailers
- Focus on providing income resilience and growth through continuation of the acquisition and divestment strategy
- Supermarket and convenience retail sales will continue to be strong, driven by customers preference to shop closer to home and focus on everyday needs, subject to COVID-19 lockdowns
- Specialty sales and customer traffic have rebounded strongly and quickly after lockdowns, our expectations are that this pattern will continue
- In light of current COVID-19 lockdowns across multiple jurisdictions and uncertainty as to when these restrictions will be lifted and the ongoing risk of additional measures, CQR will not be providing FY22 earnings guidance at the current time



Distributions will continue to be paid with reference to operating cash flow

We expect specialty sales and traffic to rebound strongly and quickly after COVID-19 mandated lockdowns



5

Annexures

Bass Hill Plaza, NSW

Annexures

01

FY21 earnings bridge (cpu)

02

Reconciliation of statutory profit to operating earnings and AFFO

03

NTA per unit reconciliation

04

Investment in property joint ventures

05

Debt maturities and covenants

06

Convenience focused portfolio

07

Lease expiry profile

08

Property valuations

09

Portfolio MAT by State and category

10

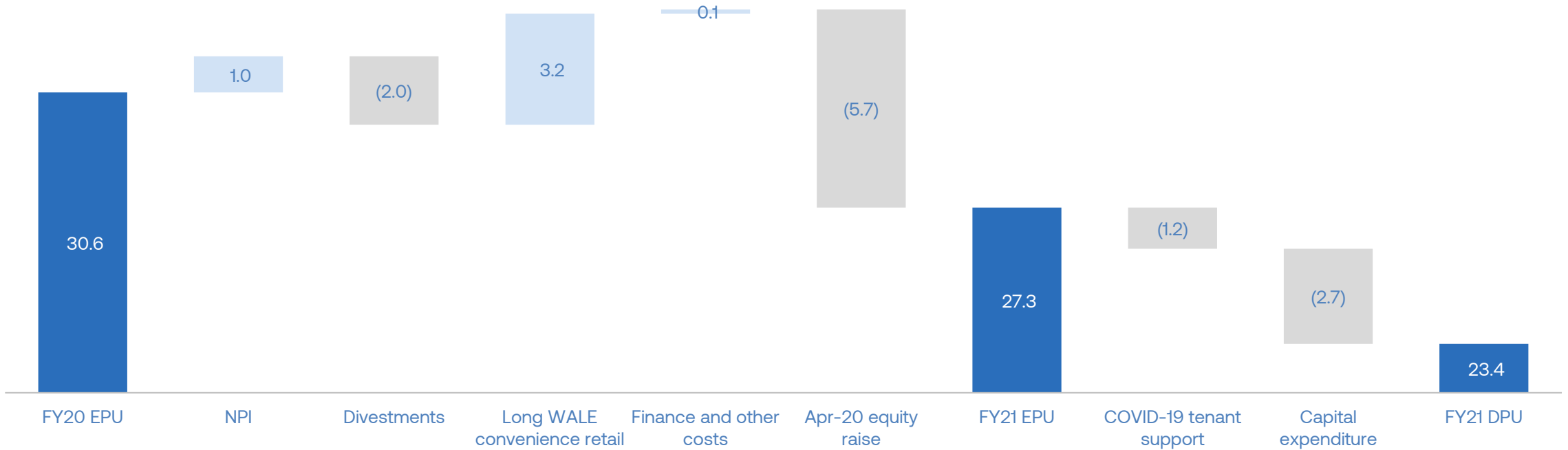
Shopping centre portfolio historical performance

11

Glossary

Annexure 1

FY21 earnings bridge (cpu)



- NPI on \$224 million divestments over FY20 (including divestments in CHRPI)
- Acquisition of \$242 million of Long WALE convenience retail assets (Coles Adelaide Distribution Centre, SA and **bp** New Zealand portfolio)
- Impact of the April 2020 equity raise includes \$275 million of institutional placement and \$29 million in Unit Purchase Plan (UPP)
- COVID-19 tenant support of \$6.7 million or 1.2 cpu with no change in expected credit loss provision

Annexure 2

Reconciliation of statutory profit to operating earnings and AFFO

\$m	FY21
Statutory profit	291.2
Revaluation increment on investment properties ¹	(141.4)
Acquisition related and other costs	2.6
Net gain on derivative financial instruments	(13.9)
Loss on sale of investment properties	1.0
Movement in provision for COVID-19 tenant support ²	(3.0)
Other (including straight-lining of rental income and amortisation of incentives)	19.7
Operating earnings	156.2
Less: COVID-19 tenant support provided in FY21	(6.7)
Less: capital expenditure	(15.5)
Adjusted Funds From Operations (AFFO)	134.0
Distribution	134.0
Distribution / AFFO	100.0%

cpu	1H FY21	2H FY21	FY21
Operating earnings	13.17	14.13	27.30
Less: COVID-19 tenant support	(1.02)	(0.16)	(1.18)
Less: capital expenditure	(1.45)	(1.27)	(2.72)
Adjusted Funds From Operations (AFFO)	10.70	12.70	23.40
Distribution	10.70	12.70	23.40
Distribution / Operating Earnings	81.2%	89.9%	85.7%
Distribution / AFFO	100.0%	100.0%	100.0%

\$m	1H FY21	2H FY21	FY21
Operating earnings	75.2	81.0	156.2
Less: COVID-19 tenant support	(5.8)	(0.9)	(6.7)
Less: capital expenditure	(8.3)	(7.2)	(15.5)
Adjusted Funds From Operations (AFFO)	61.1	72.9	134.0
Distribution	61.1	72.9	134.0
Distribution / Operating Earnings	81.3%	90.0%	85.8%
Distribution / AFFO	100.0%	100.0%	100.0%

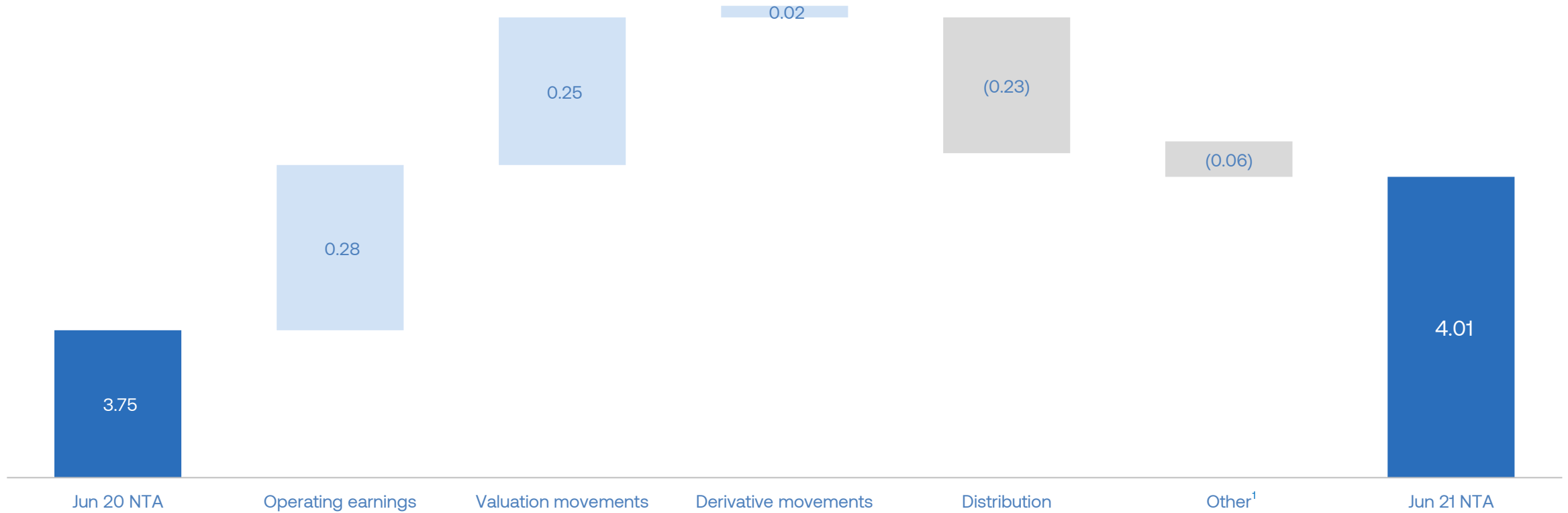
1. Includes revaluation of straight-lining, incentives amortisation and final COVID-19 tenant support agreed as at 30 June 2021

2. Movement in rent free incentives relating to prior year COVID-19 tenant support expected to be agreed post 30 June 2020

Note: Numbers may not add due to rounding

Annexure 3

NTA per unit reconciliation (\$)



1. Includes accounting adjustments

Annexure 4

Investment in property joint ventures – income and balance sheet breakdown FY21 and 30 June 2021

\$m	CQR	RP1	RP2	RP6	Gateway	Salamander	Convenience retail	bp Portfolio	CDC	Long WALE convenience retail	Total
FY21 income											
Ownership interest	100%	50%	49.9%	20%	50%	50.5%		23.6%	52%		
Properties	40 wholly owned properties	Brickworks Carnes Hill Highlands Rutherford Wanneroo	Bateau Bay	Bass Hill Pacific Square	Gateway Plaza	Salamander Bay		295 convenience-based retail assets	Coles Adelaide Distribution Centre, SA		
Share of portfolio income	141.4	9.6	5.1	2.6	4.3	5.6	168.5	19.9	5.7	25.6	194.1
% of portfolio income	73%	5%	3%	1%	2%	3%	87%	10%	3%	13%	100%
30 June 2021 balance sheet											
Investment properties	2,314	234	110	66	69	85	2,878	634	135	769	3,647
Borrowings	(865)	(81)	(30)	(19)	n/a	n/a	(995)	(203)	(52)	(255)	(1,250)
Net other	(84)	(6)	(2)	(1)	(0)	(0)	(93)	(0)	0	(0)	(93)
CQR net investment	1,365	147	78	46	69	85	1,790	432	83	515	2,305

Annexure 4 continued

Investment in property joint ventures – income and balance sheet breakdown FY20 and 30 June 2020

\$m	CQR	RP1	RP2	RP6	Gateway	Salamander	Convenience retail	bp Portfolio	Long WALE convenience retail	Total
FY20 income										
Ownership interest	100%	50%	49.9%	20%	50%	50.5%		23.3%		
Properties	41 wholly owned properties	Brickworks Carnes Hill Highlands Pemulwuy Rutherford Wanneroo West Ryde	Bateau Bay	Bass Hill Pacific Square	Gateway Plaza	Salamander Bay		225 convenience-based retail assets		
Share of portfolio income	146.4	11.2	4.7	1.7	4.3	5.5	173.8	7.5	7.5	181.3
% share of income	81%	6%	3%	1%	2%	3%	96%	4%	4%	100%
30 June 2020 balance sheet										
Investment properties	2,240	227	108	60	68	83	2,786	439	439	3,225
Borrowings	(750)	(103)	(44)	(20)	n/a	n/a	(917)	(202)	(202)	(1,119)
Net other	(14)	43	10	1	0	0	40	(4)	(4)	36
CQR net investment	1,476	167	74	41	68	83	1,909	233	233	2,142

Annexure 5

Debt maturities and covenants as at 30 June 2021

Debt facility (ownership interest)	Limit (\$m)	Drawn (\$m)	Rate	Maturity	ICR Covenant	ICR Actual	LVR Covenant	LVR Actual
JV debt – CHRPI	95	81	Floating	Jul-26	1.75x	5.3x	60.0%	34.9%
JV debt – CHRPI2	40	30	Floating	Jul-24	1.75x	6.1x	60.0%	27.2%
JV debt – CHRPI6	25	19	Floating	Mar-24	2.0x	6.8x	60.0%	28.3%
JV debt – bp Australia portfolio	214	203	Floating	Dec-24	1.75x	4.1x	60.0%	43.3%
JV debt – Coles Adelaide Distribution Centre	60	52	Floating	Dec-23	1.5x	7.2x	60.0%	38.6%
Bank debt facilities	725	436	Floating	\$75m Jul-23	2.0x	5.3x	50.0%	36.7%
				\$50m Aug-23				
				\$75m Nov-23				
				\$95m Nov-23				
				\$150m Feb-25				
				\$100m Mar-26				
				\$50m Jul-26				
				\$130m Jul-26				
USPP – May 2016	177	177	Floating	May-26				
USPP – July 2015	252	252	Floating	Jul-27				
Grand total	1,588	1,250						

Note: Numbers may not add due to rounding.

Annexure 6

Convenience focused portfolio

26 Convenience assets

- Single supermarket and complementary convenience specialty
- Specialty productivity across the convenience portfolio outperforms the Urbis neighbourhood benchmark¹
- Supermarkets across the convenience portfolio outperform the Urbis neighbourhood benchmark in terms of both sales volumes and productivity¹

24 Convenience Plus assets

- Multiple supermarkets and/or supermarket and a discount department store with complementary convenience specialty and retail services
- Significantly smaller than the 29,562sqm Urbis sub-regional benchmark¹
- Greater supermarket space allocation than the Urbis sub-regional benchmark¹
- Half the discretionary specialty retail compared to the Urbis sub-regional benchmark¹

	Convenience compared to neighbourhood ¹	Convenience Plus compared to sub-regional ¹
Supermarket productivity	Greater than 9%	Greater than 3%
Specialty productivity	Greater than 21%	Greater than 4%
Size variance	Less than 23%	Less than 37%
Supermarket floorspace representation	Greater than 14%	Greater than 35%
Discretionary specialty floorspace	Less than 43%	Less than 54%

1. Source: Urbis Shopping Centre Benchmarks 2020; Urbis

Annexure 7

Lease expiry profile as at 30 June 2021

11.4 years

Major tenant WALE

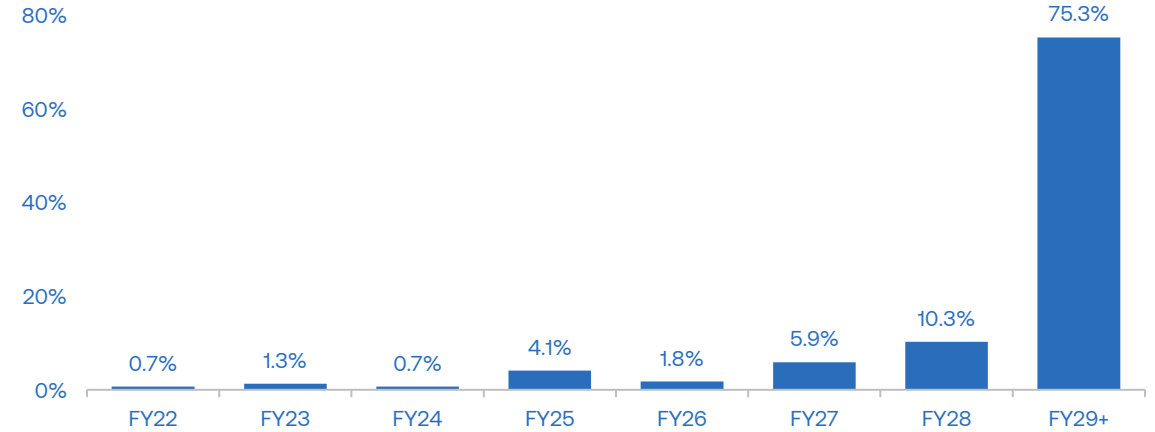
7.5 years

Portfolio WALE

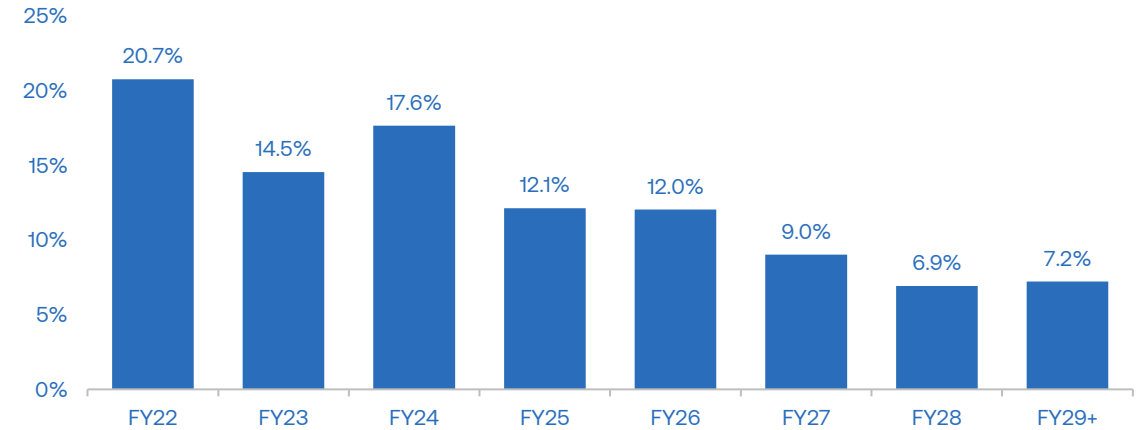
3.3 years

Specialty and mini-major tenant WALE

Major tenant expiry profile (by income)



Specialty and mini-major tenant expiry profile (by income)



Annexure 8

Property valuations as at 30 June 2021

State	Property	Location	Ownership interest (%)	Book Value (\$m)	Cap Rate
ACT	Dickson Woolworths	Dickson	100.0%	22.5	5.25%
	Manuka Terrace	Manuka	100.0%	58.8	6.00%
ACT Total				81.3	
NSW	Bass Hill Plaza	Bass Hill	20.0%	24.0	5.75%
	Bateau Bay Square	Bateau Bay	49.9%	110.0	6.25%
	Carnes Hill Marketplace	Horningsea Park	50.0%	71.8	5.50%
	Cootamundra Woolworths	Cootamundra	100.0%	20.0	5.00%
	Dubbo Square	Dubbo	100.0%	54.2	6.50%
	Gordon Village Centre	Gordon	100.0%	141.8	4.95%
	Goulburn Square	Goulburn	100.0%	87.0	6.25%
	Highlands Marketplace	Mittagong	50.0%	43.5	5.75%
	Jerrabomberra Village	Jerrabomberra	100.0%	29.8	6.00%
	Kings Langley Shopping Centre	Kings Langley	100.0%	48.3	5.75%
	Lake Macquarie Square	Mount Hutton	100.0%	125.0	6.25%
	Morisset Shopping Centre	Morisset	100.0%	43.0	6.50%
	Mudgee Metroplaza	Mudgee	100.0%	30.8	6.00%
	Orange Central Square	Orange	100.0%	53.9	6.50%
	Pacific Square	Maroubra	20.0%	42.0	5.25%
	Parkes Metroplaza	Parkes	100.0%	24.6	6.25%
	Rockdale Plaza	Rockdale	100.0%	151.0	5.75%

Annexure 8 continued

Property valuations as at 30 June 2021

State	Property	Location	Ownership interest (%)	Book Value (\$m)	Cap Rate
NSW continued	Rutherford Marketplace	Rutherford	50.0%	21.3	5.75%
	Salamander Bay Square	Salamander Bay	50.5%	84.9	6.25%
	Singleton Square	Singleton	100.0%	120.0	6.50%
	Sunnyside Mall	Murwillumbah	100.0%	48.1	6.50%
	Tamworth Square	Tamworth	100.0%	56.0	6.50%
	Tumut Coles	Tumut	100.0%	13.8	5.00%
	NSW Total				1,444.8
Qld	Allenstown Square	Rockhampton	100.0%	51.8	7.00%
	Arana Hills Shopping Centre	Arana Hills	100.0%	70.0	6.00%
	Atherton Square	Atherton	100.0%	40.8	6.00%
	Bay Plaza	Hervey Bay	100.0%	29.1	6.00%
	Bribie Island Shopping Centre	Bribie Island	100.0%	67.1	6.25%
	Currimundi Markets	Currimundi	100.0%	47.5	5.50%
	Gatton Square	Gatton	100.0%	26.9	5.75%
	Highfields Village	Highfields	100.0%	43.9	5.75%
	Mareeba Square	Mareeba	100.0%	22.0	6.25%
	Sydney Street Markets	Mackay	100.0%	38.1	6.15%
Qld Total				437.2	
SA	Brickworks Marketplace	Torrensville	50.0%	36.5	6.25%
	Southgate Square	Morphett Vale	100.0%	80.6	6.25%
SA Total				117.1	

Annexure 8 continued

Property valuations as at 30 June 2021

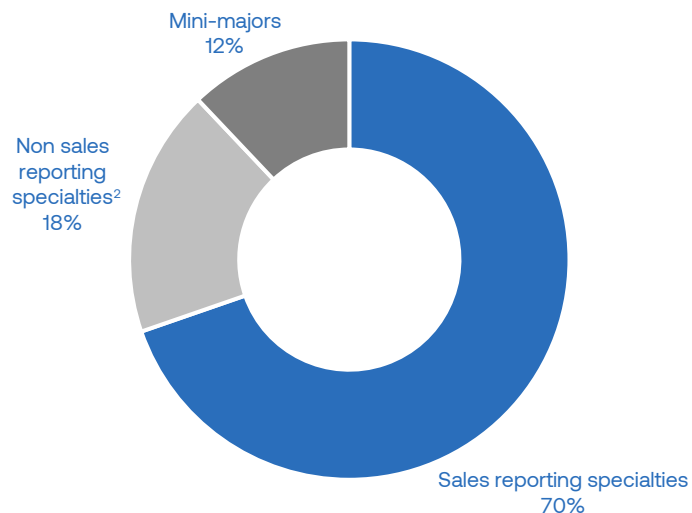
State	Property	Location	Ownership interest (%)	Book Value (\$m)	Cap Rate
Vic	Campbellfield Plaza	Campbellfield	100.0%	80.2	6.00%
	Gateway Plaza	Leopold	50.0%	68.5	6.00%
	Lansell Square	Kangaroo Flat	100.0%	94.3	7.00%
	Rosebud Plaza	Rosebud	100.0%	119.5	6.19%
Vic Total				362.5	
WA	Albany Plaza	Albany	100.0%	60.4	6.50%
	Esperance Boulevard	Esperance	100.0%	35.2	6.50%
	Kalgoorlie Central	Kalgoorlie	100.0%	45.3	6.75%
	Maylands Coles	Maylands	100.0%	18.8	5.00%
	Narrogin Coles	Narrogin	100.0%	14.8	5.50%
	Secret Harbour Square	Secret Harbour	100.0%	100.7	6.25%
	South Hedland Square	South Hedland	100.0%	75.5	7.25%
	Swan View Shopping Centre	Swan View	100.0%	23.3	5.75%
	Wanneroo Central	Wanneroo	50.0%	60.5	6.00%
WA Total				434.5	
CQR convenience portfolio				2,877.4	6.12%
	bp Australia portfolio		23.3%	468.4	4.71%
	bp New Zealand portfolio		24.5%	166.1	4.57%
	Coles Adelaide Distribution Centre	Edinburgh, SA	52.0%	135.3	4.75%
CQR long WALE convenience retail portfolio				769.8	4.69%
Total CQR portfolio				3,647.2	5.81%

Annexure 9

Portfolio MAT by state and category as at 30 June 2021

Specialty sales by state	Proportion of specialty sales	MAT growth ¹
NSW & ACT	57%	7.2%
WA	12%	14.7%
Vic	10%	(2.5%)
SA	4%	11.7%
Qld	17%	6.9%
Total	100%	7.1%

Rental income by specialty and mini-major tenant type²



1. Like for like sales

2. Specialty tenants under SCCA guidelines (tenants who do not report sales include banks and medical etc.)

Sales by category	MAT growth ¹
Supermarket	4.3%
DDS	8.4%
Majors MAT Total	5.0%
Food and food catering	7.1%
General retail	2.2%
Retail services	16.4%
Clothing and apparel	15.3%
Mobile phones	(11.2%)
Leisure	4.5%
Jewellery	21.6%
Homewares	19.1%
Specialty MAT Total	7.1%
Mini-majors MAT	5.1%
Total portfolio MAT	5.4%

Annexure 10

Shopping centre portfolio historical performance

	Jun 16	Dec 16	Jun 17	Dec 17	Jun 18	Dec 18	Jun 19	Dec 19	Jun 20	Dec 20	Jun 21
Number of properties	74	72	71	66	58	58	58	55	51	50	50
Occupancy	98.0%	98.0%	98.0%	97.8%	98.1%	98.1%	98.1%	98.1%	97.3%	97.8%	98.3%
Same property NPI growth ^{1, 2}	2.2%	2.4%	1.0%	1.3%	1.8%	2.1%	2.1%	2.2%	2.0% ⁵	1.8% ⁵	1.9% ⁵
Major tenant MAT growth ¹	1.7%	2.8%	4.0%	2.8%	2.7%	1.8%	3.4% ³	4.0% ⁴	5.4%	8.5%	4.3%
Specialty leasing spread ²	1.4%	1.2%	0.2%	0.8%	1.3%	1.9%	0.8%	4.1%	0.9%	2.5%	1.6%
Renewals ²	1.0%	0.5%	0.0%	0.2%	1.5%	2.4%	0.0%	3.8%	1.1%	0.6%	0.2%
New leases ²	3.0%	2.9%	0.7%	2.1%	0.9%	0.9%	2.4%	4.6%	0.5%	5.9%	3.8%
Number of leasing transactions	162	181	212	192	208	172	194	222	123	224	233
Average specialty gross rent psm	\$973	\$982	\$989	\$994	\$1,006	\$1,030	\$1,054	\$1,104	\$1,131	\$1,138	\$1,145
Average specialty sales psm	\$9,302	\$9,360	\$9,186	\$9,439	\$9,536	\$9,583	\$9,672	\$9,817	\$9,557	\$9,936	\$10,213
Average specialty occupancy cost	10.5%	10.5%	10.8%	10.5%	10.5%	10.7%	10.9%	11.2%	11.8%	11.5%	11.2%

1. Like for like

2. Financial year to date

3. Comparable sales, noting some major tenants reported a 53 week year for FY19 (estimated to be approximately 1.8% when adjusted to 52 weeks)

4. Comparable sales, noting some major tenants reported a 53 week year for FY19 (estimated to be approximately 2.3% when adjusted to 52 weeks)

5. NPI growth prior to provision of \$6.7 million in COVID-19 tenant support (\$5.8 million for period to 31 December 2020, \$10.7 million for the year to 30 June 2020)

Annexure 11

Glossary

1H FY21

6 months from 1 July 2020 to 31 December 2020

2H FY21

6 months from 1 January 2021 to 30 June 2021

GAV

Gross Asset Value

GLA

Gross lettable area (in square metres)

Gross rent

Base rent and outgoings

In turnover

Tenant is paying a percentage of sales in rent (turnover rent)

JV

Joint venture

MAT

Moving annual turnover calculated as a sum of rolling 12 month sales

NPI

Net property income

Occupancy cost

Calculated as the annualised gross rent divided by annual sales

Triple net lease (NNN)

Tenant responsible for all property outgoings, maintenance and capital expenditure

WALE

Weighted Average Lease Expiry calculated based on income

Further information



Greg Chubb
Retail CEO and
Executive Director

Charter Hall Group

+61 2 8651 9355
greg.chubb@charterhall.com.au



Christine Kelly
Head of Retail Finance
and Deputy Fund Manager

Charter Hall Group

+61 2 8651 9401
christine.kelly@charterhall.com.au



Philip Cheetham
Head of Listed
Investor Relations

Charter Hall Group

+61 2 8651 9214
philip.cheetham@charterhall.com.au

Presentation authorised by the Board

charterhall.com.au/cqr

IMPORTANT NOTICE & DISCLAIMER

This presentation ("Presentation") has been prepared by and is the sole responsibility of Charter Hall Retail Management Limited (ABN 46 069 709 468, Australian Financial Services Licence Number 246 996) ("CHRML") as the responsible entity for Charter Hall Retail REIT (ARSN 093 143 965) ("CQR" or "the REIT"). It is a presentation of general background information and CQR's activities as at 30 June 2021 unless otherwise stated. It is a summary and does not purport to be complete. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. A reader should, before making any decisions in relation to their investment or potential investment in CQR, seek their own professional advice. This presentation is not an offer or invitation for subscription or purchase of securities or other financial products. Indications of, and guidance on, future earnings and financial position and performance are "forward-looking statements". Due care and attention has been used in the preparation of forward looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, and other factors, many of which are beyond the control of CQR, that may cause actual results to differ materially from those expressed or implied in such statements. There can be no assurance that actual outcomes will not differ materially from those expressed or implied in such statements. All information herein is current as at 30 June 2021 unless otherwise stated, and all references to dollars (\$) or A\$ are Australian Dollars unless otherwise stated.