# **FY22 INTERIM RESULTS**

FOR THE SIX MONTHS ENDED 31 DECEMBER 2021



**16 FEBRUARY 2022** 



# **WELCOME**



#### **AGENDA**

- Half year overview
- Half year portfolio performance
- Financial results
- Sustainability, FY22 guidance and summary
- Appendices



**Grant Kelley CEO** and Managing Director



**Peter Huddle Chief Operating Officer** 



**Adrian Chye Chief Financial Officer** 

# HALF YEAR **OVERVIEW**

**Grant Kelley CEO** and Managing Director





#### HALF YEAR OVERVIEW



#### Vicinity executing strategy to drive sustained growth and deliver quality underlying results

#### **Execution of strategy**

Continued portfolio optimisation, reallocating capital to attractive Outlet sector

Progressing mixed-use and retail development pipeline

Portfolio metrics demonstrate active management of core portfolio with sustained growth

#### Improved financial position

Statutory net profit after tax of \$650.2m, up \$1.04b 1H FY21: \$394.1m net loss

Funds from operations (FFO)<sup>1</sup> up 7.7% on pcp<sup>2</sup>

1H FY22 distribution per security of 4.7 cents 1H FY21: 3.4 cents

Balance sheet remains strong with gearing of 26.3%<sup>3</sup> Jun-21: 23.8%

NTA<sup>4</sup> up 15 cents to \$2.28, or \$2.23 after 1H FY22 distribution

#### Resilient retail sector driving strong underlying portfolio performance

Total portfolio MAT growth<sup>5</sup> of 7.3% Jun-21: -4.2%

COVID-unimpacted<sup>6</sup> portfolio achieved 8.1% sales growth for six months to Dec-21 compared to six months to Dec-19

Portfolio occupancy remains robust at 98.2% Jun-21: 98.2%

Disciplined leasing activity delivered improved spreads of -6.4% FY21: -12.7%

COVID-19 headwinds remain

FY22 guidance reinstated – targeting FY22 FFO per security of 11.8-12.6 cents and AFFO per security of 9.5-10.3 cents<sup>7</sup>



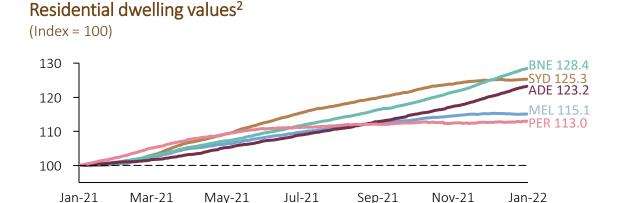
- 1. Refer to slide 31 for definition of FFO and reconciliation of FFO to statutory net loss/profit. FFO is a non-IFRS measure.
- 2. Previous corresponding period.
- 3. Adjusting for the divestment of Runaway Bay Centre, QLD, which is expected to settle by 30 June 2022, gearing would be 25.6%.
- Net tangible assets per security.
- 5. Sales are reported for comparable centres, which excludes acquisitions, divestments and development-impacted centres in accordance with Shopping Centre Council of Australia (SCCA) guidelines (refer to slide 29 for details). Also excludes travel sales.
- 6. States with relatively minor COVID-19 disruption of Queensland, Western Australia, South Australia and Tasmania
- 7. Vicinity's guidance is subject to changes in COVID-related conditions.

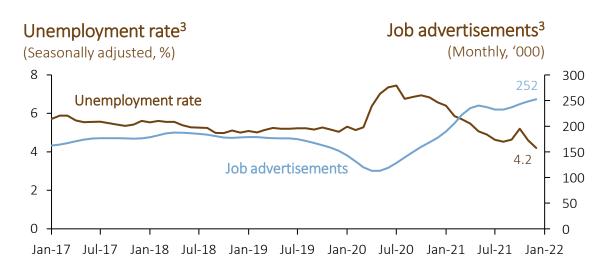
#### MACROECONOMIC ENVIRONMENT



Capacity to spend remains strong, aided by low unemployment and high household savings

# Consumer sentiment index<sup>1</sup> (Index = 100) 120 110 100 90 80 70 Jan-17 Jan-18 Jan-19 Jan-20 Jan-21 Jan-22





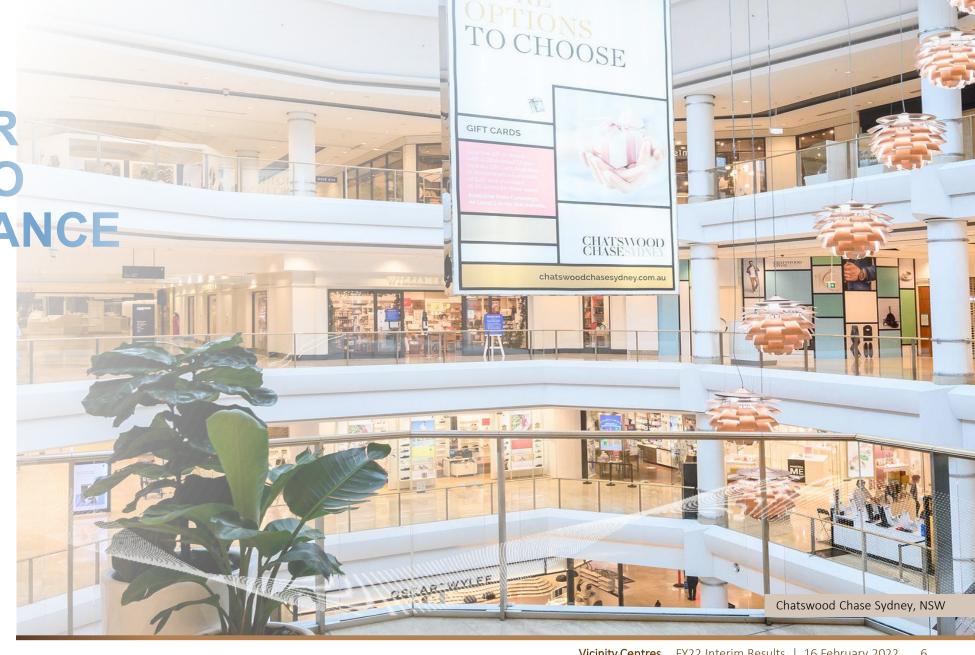


Household savings ratio4

- 1. Westpac-MI Consumer Sentiment.
- 3. Australian Government Labour Market Information Portal, Vacancy Report; Australian Bureau of Statistics.
- 2. CoreLogic. 4. Australian Bureau of Statistics.

HALF YEAR **PORTFOLIO** PERFORMANCE

**Peter Huddle Chief Operating Officer** 





#### RETAIL MARKET TRENDS



Positive momentum and underlying resilience in retail market trends (ex-CBDs)

#### Attractiveness and importance of physical retail continues

Consistently strong retail sales growth in COVID-unimpacted<sup>1</sup> states

VIC and NSW rebounded strongly post lockdown with sales growth<sup>2</sup> of +5.6% for Nov/Dec-21 vs Nov/Dec-19<sup>3</sup>

Confidence in long-term outlook for CBD centres remains; challenging mid-week visitation, with higher visitation on weekends

Logistics challenges for online deliveries over festive period

#### Underlying resilience in retail sales

Rapid spread of Omicron underpinned significant contraction in visitation from late Dec-21

However, shopping is more purposeful with continued growth in spend per visit, up 29% in Nov/Dec-21 vs Nov/Dec-19 across Vicinity portfolio

Labour shortages and supply chain issues leading to some reduced retailer operating hours and/or intermittent store closures

#### Retailer demand remains strong

Occupancy maintained, supported by resilient leasing activity

Retailer administrations remain low

#### Quarterly portfolio indicators showing positive momentum

Quarterly data	Mar-21	Jun-21	Sep-21	Dec-21	Nov/Dec 21
Spend per visit (multiple of 2019)					 
Total portfolio	1.22x	1.20x	1.31x	1.28x	1.29x
Visitation (% of 2019)					I I
Total portfolio	77.6	78.4	55.4	74.8	80.3
COVID-impacted <sup>4</sup>	71.0	71.8	36.7	65.9	74.1
COVID-impacted <sup>4</sup> (ex-CBDs)	77.1	76.7	50.1	75.3	84.0
COVID-unimpacted <sup>1</sup>	91.6	92.2	90.7	89.5	90.5
Retail sales (% growth vs 2019) <sup>2</sup>					 
Total portfolio	(3.5)	(3.3)	(25.7)	(3.4)	4.1
COVID-impacted <sup>4</sup>	(10.2)	(9.7)	(47.8)	(11.0)	1.3
COVID-impacted <sup>4</sup> (ex-CBDs)	(8.2)	(8.3)	(44.4)	(7.6)	5.6
COVID-unimpacted <sup>1</sup>	7.2	7.4	7.1	8.9	8.8

<sup>1.</sup> Refer to footnote 6 on slide 4.

<sup>2.</sup> Comparable centres, which excludes acquisitions, divestments and development-impacted centres in accordance with SCCA guidelines (refer to slide 29 for details). Also excludes travel sales.

<sup>3.</sup> Excluding CBDs.

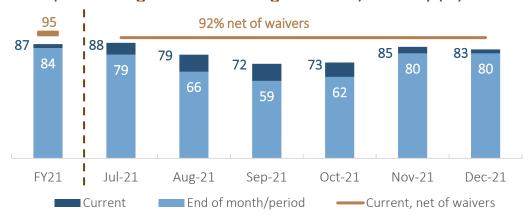
<sup>4.</sup> Victoria and New South Wales.

#### **CASH COLLECTIONS AND COVID-19 LEASE VARIATIONS**

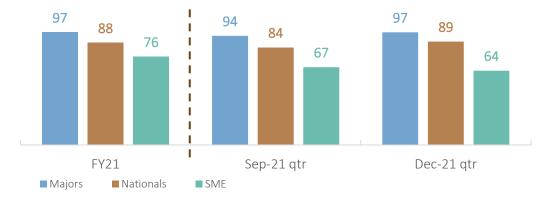


Strong rebound in retailer confidence and cash collection as COVID-19 restrictions ease; highlights resilient retail sector

#### Proportion of gross rental billings received, monthly (%)<sup>1</sup>



#### Proportion of gross rental billings received by retailer type (%)1



- 1. As at 31 January 2022.
- 2. SME Codes in effect from 1 July 2021 and 28 July 2021 respectively for NSW and VIC. SME turnover threshold reduced from \$50m to \$5m from 1 December 2021 in NSW and \$50m to \$10m from 16 January 2022 in VIC.
- 3. Vicinity share.

# Strong recovery in cash collection in months immediately following lockdown in VIC and NSW

Significantly more pronounced recovery of retailer and shopper confidence following reopening in VIC and NSW in Oct-21

Material increase in cash collected as COVID-19 restrictions eased in VIC and NSW

Proactive debt recovery continues in respect to FY21 and FY22, particularly from unimpacted retailers where COVID-19 lease variations have not been agreed

# Outbreak of Omicron in late Dec-21 slowed initial recovery in cash collection as retailer confidence adversely impacted

Despite all discretionary and non-discretionary retail remaining open, SME Codes in VIC and NSW extended to mid Mar-22

However, impact limited with SME turnover threshold reduced to \$10m/\$5m<sup>2</sup>

Negotiations continue with the majority of COVID-impacted retailers across VIC, NSW, CBDs and SMEs

Highly targeted approach to non-SME retailer support; seeking opportunities for mutual value

Proactively securing longer tenure and future growth during negotiations

#### 82% of gross rental billings collected for Jan-22

Vicinity has provided over \$300m of retailer support to date<sup>3</sup> FY21: \$230m

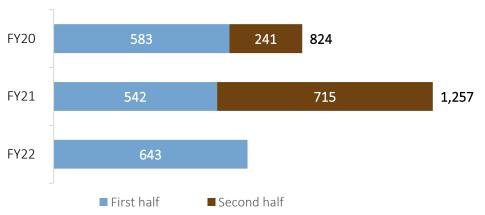
Approximately 90% of which is outright rental forgiveness

#### **LEASING**



#### Strong and high quality leasing momentum keeps occupancy stable despite significant lockdowns and assists in future growth

#### Leasing deals completed



#### COVID-unimpacted vs COVID-impacted performance

	COVID-unimpacted <sup>1</sup>	COVID-impacted
Retail sales <sup>2</sup> MAT growth	4.5%	10.2% <sup>3</sup>
Six monthly traffic vs 2019	88.1%	63.5% <sup>3</sup>
# leasing deals completed4	248	395
Leasing spreads <sup>4</sup>	(5.4%)	(6.9%)

- 1. Refer to footnote 6 on slide 4.
- 2. Comparable centres, which excludes acquisitions, divestments and development-impacted centres in accordance with SCCA guidelines (refer to slide 29 for details). Also excludes travel sales.
- Excludes CBDs.
- For the six months to 31 December 2021.
- Refer to footnote 2 on slide 8.

#### Strong leasing momentum continued into 1H FY22

Buoyant leasing activity, notably in VIC where number of deals doubled in 1H FY22

NSW leasing slowed during lockdown, but is regaining momentum

Improved leasing spread driven by resilient retailer confidence, robust leasing negotiations and strong sales growth, primarily in COVID-unimpacted states

#### 72% of leases with fixed 5% growth rates

91% of leases with fixed growth rates of at least 4%

Leasing spreads at -6.4% FY21: -12.7%

Occupancy at 98.2% Jun-21: 98.2%

Weighted average lease expiry of 3.2 years by income Jun-21: 3.3 years

Average new lease tenure extended to 4.8 years FY21: 4.3 years

#### Retailer administrations remained low

1H FY22: 13 stores or 0.2% of income FY21: 24 stores, 0.3% of income

#### Optimistic outlook for leasing activity remains, but tempered by Omicron

SME Codes in VIC and NSW extended to mid Mar-22 with reduced eligibility<sup>5</sup>

Proactive focus on cash collection to continue; potential for vacancies to increase

#### **DEVELOPMENT OVERVIEW**



Major mixed-use development front-ended by important commercial projects and retail upgrades in FY22

#### FY22 target development expenditure remains ~\$150m

Chadstone car park extension and solar project completed, while mezzanine dining and entertainment project has now commenced

Bankstown Central Coles supermarket and fresh food precinct, and bus interchange relocation and Uniglo-anchored mini majors precinct underway

Box Hill South new Coles and retail consolidation commenced

#### Office-based development gaining momentum

Officeworks committed to 8,000 sqm head office at Chadstone opening in 2023

Hub Australia committed to over 4,000 sqm in 4-level tower at Box Hill Central

Actively seeking tenant pre-commitments across over 130,000 sqm of NLA at Bankstown Central, Bayside, Box Hill Central, Buranda Village, Chadstone and Chatswood Chase Sydney

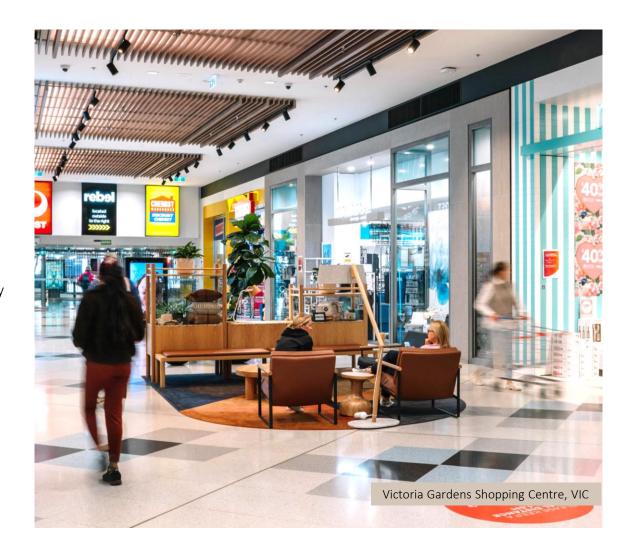
#### Planning progresses on major mixed-use additions

Development application (DA) approval received for Bankstown Central

Mixed-use masterplan DA lodged for Buranda Village

#### A number of transformational projects underway

Modernisation projects involving tenant remixing, ambience upgrades and major tenant changes at Armidale Central, Broadmeadows Central, Mornington Central and Northgate



## MIXED-USE DEVELOPMENTS AND RETAIL ENHANCEMENTS

Project planning continuing with commencements to be demand-led









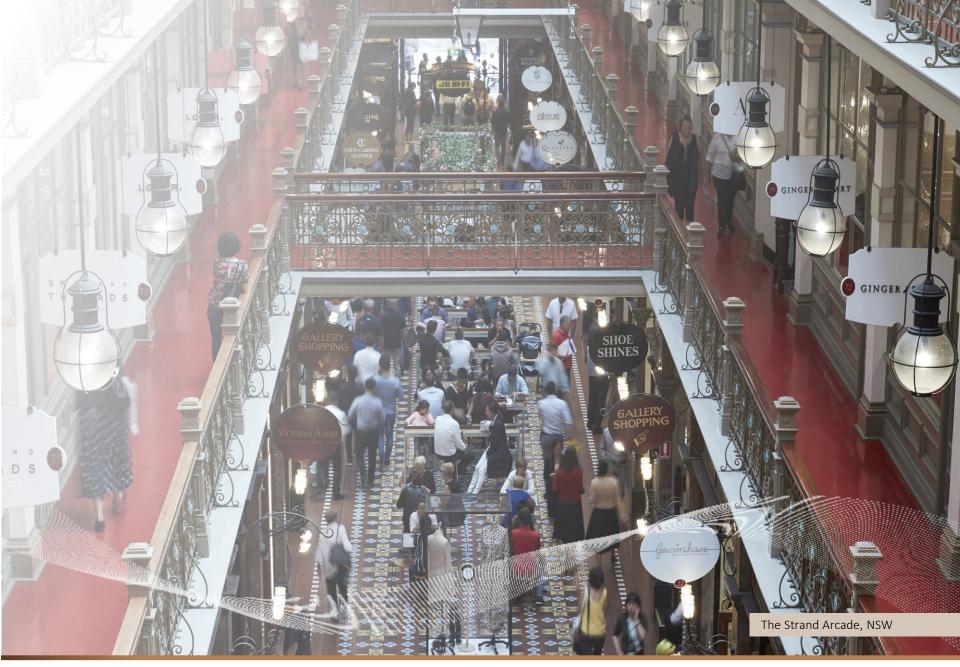






NOTE: Development projects are subject to achieving appropriate returns, Board and joint owner approval, and potentially other conditions precedent.

**Adrian Chye Chief Financial Officer** 







#### Income statement

Six months to December	1H FY22	1H FY21	Variance	Variance
	(\$m)	(\$m)	(\$m)	(%)
Net property income (NPI)	381.3	344.4	36.9	10.7
External management fees	27.8	21.3	6.5	30.5
Total income	409.1	365.7	43.4	11.9
Gross corporate overheads	(73.4)	(69.7)	(3.7)	5.3
Internal charges	32.8	31.5	1.3	4.1
Net corporate overheads	(40.6)	(38.2)	(2.4)	6.3
Net interest expense	(80.8)	(60.4)	(20.4)	33.8
Funds from operations (FFO) <sup>1</sup>	287.7	267.1	20.6	7.7
Maintenance capex and lease incentives	(33.6)	(18.9)	(14.7)	77.8
Adjusted FFO (AFFO) <sup>2</sup>	254.1	248.2	5.9	2.4
Statutory net profit/loss after tax	650.2	(394.1)	1,044.3	
FFO per security (cents) <sup>3</sup>	6.32	5.87	0.45	7.7
AFFO per security (cents) <sup>3</sup>	5.58	5.45	0.13	2.4
DPS (cents)	4.7	3.4	1.30	38.2
Distribution payout ratio <sup>4</sup> (%)	84	62		

#### Statutory net profit of \$650.2m 1H FY21: \$394m net loss

Funds from operations \$287.7m 1H FY21: \$267.1m

Non-cash property valuation gains of \$353.7m 1H FY21: \$512.1m net loss

#### Robust FFO growth, up 7.7%, driven by:

- Higher NPI due to lower waivers and provisions
- Increased external management fees driven by resumption of development projects
- Higher gross corporate overheads due to non-recurring JobKeeper benefit in 1H FY21, and higher insurance costs in 1H FY22
- Increased net interest expense impacted by one-off interest rate swap benefit recognised in 1H FY21

Strong rebound in retailer confidence and persistent focus on collecting prior period billings have underpinned a \$51.8m reversal of prior waivers and provisions in 1H FY22

In line with prior corresponding period of \$55.9m

Higher maintenance capital and lease incentives following capital conservation in FY21 and strong leasing deal activity

Distribution per security of 4.7 cents declared; 84% of 1H FY22 AFFO

NOTE: Totals may not sum due to rounding.

- Refer to slide 31 for definition of FFO and reconciliation of FFO to statutory net loss after tax. FFO is a non-IFRS measure.
- 2. Refer to footnote 1 on slide 31 for definition of AFFO which is a non-IFRS measure.
- The calculation of FFO and AFFO per security for each period uses the weighted average number of securities on issue.
- Calculated as: Total distributions (\$m)/Total AFFO (\$m).

# **NET PROPERTY INCOME, WAIVERS AND PROVISIONS**



Lower waivers and provisions despite higher proportion of portfolio impacted by lockdowns vs prior corresponding period

#### 1H FY21 and 1H FY22 gross rental billings

Proportion of total (%)<sup>1</sup>



#### Waivers and provisions

Re-estimated <sup>1</sup>, Six-monthly \$m



#### 1H FY22 collected and unpaid rent represents ~84% of 1H FY22 gross rental billings<sup>1</sup>

91% of gross billings collected, net of waivers

#### Waivers and provisions lower in 1H FY22 (\$96m) vs 1H FY21 (\$100m) despite higher lockdown impact

Larger portfolio impact from lockdown; 37% of portfolio value<sup>2</sup> (1H FY22) vs 26% (1H FY21)

Strong trading performance maintained across COVID-unimpacted<sup>3</sup> states

Continued targeted approach to COVID-19 assistance in 1H FY22

#### Vicinity continues to support COVID-impacted retailers

VIC and NSW SME Codes extended to mid Mar-22, with reduced eligibility<sup>4</sup>

Majority of COVID-19 lease variations yet to be finalised

Support focused on SMEs and categories and locations most COVID-impacted

NOTE: Refer to slide 32 for additional information on waivers and provisions.

- As at 31 December 2021.
- Weighted by Vicinity portfolio value and proportion of days in lockdown.
- Refer to footnote 6 on slide 4.
- Refer to footnote 2 on slide 8.

#### VALUATIONS



#### Buoyant transaction market supporting retail asset valuations

#### Valuations at 31 December 2021 compared to 30 June 2021

	No of	Value		
Centre type	Centres <sup>1</sup>	\$m	Variance <sup>2</sup>	Cap rate
Super Regional	1	3,063	1.0%	3.88%
CBDs	7	1,987	0.6%	4.95%
Outlet Centre	8	2,197	4.2%	5.57%
Regional <sup>3</sup>	16	3,996	1.6%	5.97%
Sub Regional	25	2,828	4.2%	6.18%
Neighbourhood	3	181	6.9%	5.76%
Total	60	14,252	2.3%	5.35%
By State				
VIC	20	7,157	1.3%	4.96%
NSW	12	2,809	3.0%	5.34%
QLD	10	1,823	3.1%	5.42%
WA	12	1,572	2.8%	6.21%
SA	4	632	6.6%	6.94%
TAS	2	259	4.1%	6.67%

#### Portfolio net valuation<sup>2</sup> increase of \$320.1m or 2.3% in 1H FY22

Outlet Centres benefiting from strong income growth and tightening capitalisation rates

Sub Regional and Neighbourhood centres reflect active transaction market Valuation increases also driven by income growth across most asset classes but market rent pressure remains on Major Regional centres

Many valuations continue to include COVID-19 allowances, particularly CBD centres

Weighted average capitalisation rate 5.35%, down 14bps

36 properties externally valued (74% by value), remainder internally valued

NOTE: Refer to slides 35 to 38 for more details.

Like for like analysis for assets held as at 31 December 2021.

Valuation movements are for the six-months ended 31 December 2021, reflect Vicinity ownership interest and exclude statutory accounting adjustments.

Includes Major Regional and Regional centres.

#### CAPITAL STRUCTURE



Strong liquidity position of \$1.8b

Weighted average cost of debt<sup>1</sup> of 4.1%

Sufficient tenor with weighted average debt duration of 3.9 years based on limits

4.8 years based on drawn debt

Gearing remains at low end of target range at 26.3%<sup>2</sup>

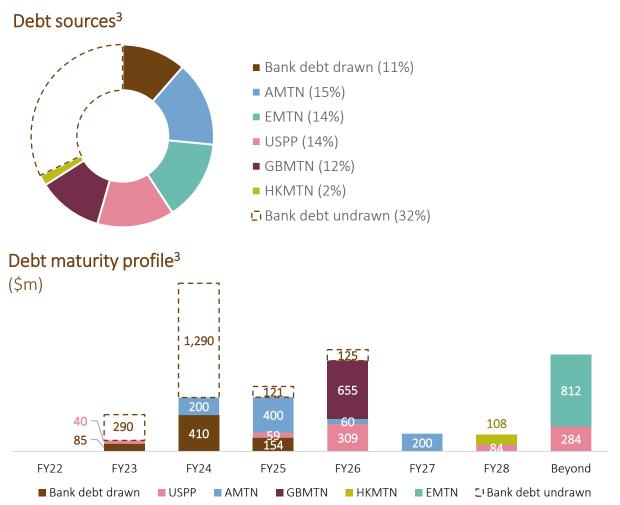
Strong investment-grade credit ratings maintained

S&P A/stable and Moody's A2/stable

Continue to assess capital allocation in COVID-recovery

Active transaction market

Advancing development pipeline



NOTE: Refer to slide 34 for more debt metrics and the hedging profile.

- 1. The average over the six months ended 31 December 2021 and inclusive of margin, drawn line fees and drawn establishment fees.
- 2. Adjusting for the divestment of Runaway Bay Centre, QLD, which is expected to settle by 30 June 2022, gearing would be 25.6%.
- Based on facility limits.

# SUSTAINABILITY, **FY22 GUIDANCE** AND SUMMARY

**Grant Kelley CEO** and Managing Director





#### LEADERSHIP IN SUSTAINABILITY



Creating sustainable destinations within our communities and providing long-term value for securityholders

#### Strong sustainability survey results

2021 Oceania Sector Leader and #3 globally in the Listed Retail Shopping Centre category by GRESB<sup>1</sup>

Ranked #5 real estate company globally in DJSI<sup>2</sup> survey

Rated A- for climate disclosure by CDP<sup>3</sup>

Second Modern Slavery statement published

Listed on the GivingLarge Top 50 list

Formal supporter of Task Force on Climate-related Financial Disclosures

Progressing towards Net Zero Carbon Emissions 2030 target<sup>4</sup>

Concluded our Innovate Reconciliation Action Plan (RAP)

# Formal TCFD supporter







NET ZERO carbon target by 2030<sup>4</sup>

#### Community partner



AUSTRALIA'S LARGEST

shopping centre solar program

4.4 STARS

NABERS Energy rating (Dec-19: 3.9 Stars)<sup>5</sup>



- 1. Global Real Estate Sustainability Benchmark which includes listed and unlisted funds.
- Dow Jones Sustainability Index.
- 3. Formerly Carbon Disclosure Project.
- 4. For our wholly-owned retail assets. Consistent with GHG Protocol, this applies to common mall areas.
- 5. NABERS Sustainable Portfolio Index 2021, based on Vicinity's ownership interest and 2021 rating as at December 2020 with 91% portfolio coverage, December 2019 rating has 86% portfolio coverage.

#### **FY22 GUIDANCE**



#### Earnings and distribution guidance provided demonstrates growing optimism



#### FY22 FFO per security guidance of 11.8 to 12.6 cents<sup>1</sup>

Growing optimism in general trading conditions and Vicinity's capacity to manage near-term demands of the pandemic in 2H FY22

Vicinity expects governments to cease SME Codes in mid Mar-22

FY22 AFFO per security guidance of 9.5 to 10.3 cents<sup>1</sup>

FY22 distribution expected to be within Vicinity's target payout range of 95-100% of AFFO

<sup>1.</sup> Vicinity's guidance is subject to changes in COVID-related conditions.

#### SUMMARY



Quality underlying result and strong execution positions Vicinity for sustained growth in a resilient retail sector

#### Robust result highlights operational focus and strong financial stewardship

Disciplined approach to meeting the financial demands of the pandemic Quality underlying leasing outcomes that lock in future growth Capital recycled into higher growth assets where Vicinity can add strategic value Well progressed retail and mixed-use development planning and execution Flexible balance sheet maintained with ample liquidity to pursue growth opportunities

#### Australian retail continues to demonstrate resilience amid ongoing disruptions

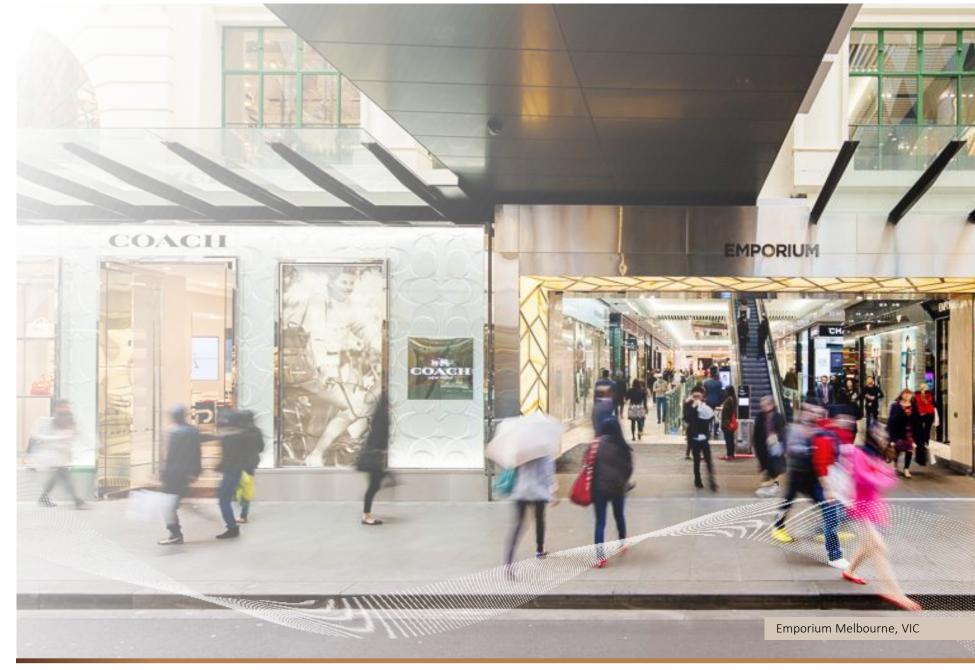
Strong retail sales growth and spend per visit in COVID-unimpacted states More pronounced rebound in retailer and shopper confidence as restrictions ease Vicinity expects the VIC and NSW SME Codes to expire in mid Mar-22 Focus on managing through impacts of the pandemic

Guidance highlights Vicinity's growing optimism in FY22 and beyond



# **APPENDICES**

- Transactions
- Innovation
- Direct portfolio
- Assets under management
- Financial results
- Asset summaries
- Key dates
- Contact details and disclaimer





#### TRANSACTIONS



#### Reallocating capital into attractive Outlet sector in strong Gold Coast catchment

#### Acquired 50% of Harbour Town Premium Outlets Gold Coast

Strongly performing hybrid Outlet Centre

Also features Woolworths and convenience, cinema and lifestyle offers

Near-term focus on strengthening precincts and leveraging Vicinity's retail partnerships across its DFO portfolio to enhance the retail mix

Large land parcel provides potential long-term development opportunities

Expected also to benefit from future large scale infrastructure and mixed-use development on adjacent sites

Acquisition reinforces Vicinity's leadership in Outlet space

Acquired for \$358m<sup>1</sup>, settled 30 November 2021

#### Runaway Bay Centre divested for 18% premium to book value

Sale price of \$132m<sup>1</sup>, reflects a capitalisation rate of 5.75%, compared to 30 June 2021 capitalisation rate of 6.25%

Expected to settle by 30 June 2022

#### Collectively expected to deliver FFO accretion of 0.14 cents per security<sup>2</sup>

Vicinity to continue to pursue value accretive opportunities to recycle capital into more strategically aligned and stronger growth assets



Excluding transaction costs.

On a full-year basis.

#### INNOVATION



Leveraging our existing assets and capabilities to drive value and enhancing customer and retailer experience



Fund size doubled since Vicinity's investment in August 2021

Centre trial with new energy provider planned; in discussions with four additional companies

Vicinity is ESG innovation program member



Logistics hub delivered 20,000 parcels at DFO Homebush in Nov/Dec-21

15 potential logistic hub sites across portfolio under investigation



Advertising campaign across Vicinity asset media for Nov-21 Click Frenzy event

Developing a 'click and collect' model across Vicinity assets for Click Central (online marketplace)



Successful implementation of industry-first fleet of 16 drones at Grand Plaza; to be expanded given retailer demand

Investigating new drone delivery sites in **NSW** and WA



Key statistics by centre type

	Total portfolio	Chadstone	Premium CBDs	DFOs <sup>1</sup>	Core
Number of retail assets	60	1	7	8	44
Gross lettable area (000's) (sqm)	2,459	234	222	275	1,728
Total value <sup>2</sup> (\$m)	14,252	3,063	1,987	2,197	7,005
Portfolio weighting by value (%)	100	21	14	15	49
Capitalisation rate (weighted average) (%)	5.35	3.88	4.95	5.57	6.05
Occupancy rate (%)	98.2	99.3	96.7	98.3	98.3

NOTE: Totals may not sum due to rounding.

<sup>1.</sup> Includes DFO Brisbane business and Harbour Town Premium Outlets Gold Coast.

<sup>2.</sup> Reflects ownership share in investment properties and equity-accounted investments.



#### Retail sales performance

#### Portfolio sales<sup>1</sup> growth by store type and state

TOTAL CONTROL BY	To thomo suits growth by store type and state								
	Month	growth	Qu	Quarter growth			MAT growth		
	Dec-21 vs Dec-19 %	Nov-21 vs Nov-19 %	Dec-21 vs Dec-19 %	Sep-21 vs Sep-19 %	Jun-21 vs Jun-19 %	Dec-21 vs Dec-20 %	Jun-21 vs Jun-20 %	Dec-20 vs Dec-19 %	
COVID-unimpacted <sup>2</sup> sales									
Specialty stores	5.8	9.6	7.3	2.6	5.3	10.4	12.8	(4.7)	
Mini majors	13.1	20.0	18.0	16.3	13.6	5.1	16.1	9.9	
Specialties and mini majors	7.3	11.6	9.3	5.1	6.9	9.2	13.4	(2.0)	
Supermarkets	7.6	4.0	5.9	6.8	4.8	(0.3)	2.3	4.9	
Discount department stores	9.3	12.1	12.3	14.6	15.2	(0.9)	12.5	14.8	
Other retail <sup>3</sup>	26.1	15.5	17.7	3.6	9.0	7.0	4.3	(8.1)	
Department stores	0.0	11.5	2.5	20.7	4.5	10.0	11.2	4.6	
COVID-unimpacted <sup>2</sup> portfolio	8.3	9.6	8.9	7.1	7.4	4.5	8.7	2.5	
Total portfolio	(0.1)	10.2	(3.4)	(25.7)	(3.3)	7.3	(4.2)	(15.8)	
VIC	(3.2)	14.8	(11.7)	(45.7)	(10.8)	17.0	(15.8)	(30.7)	
NSW	(10.1)	(1.3)	(9.3)	(54.0)	(6.4)	(5.1)	(4.2)	(16.0)	
– NSW (ex-CBDs)	(0.9)	10.9	1.9	(38.7)	3.4	(5.0)	2.7	(4.1)	
QLD	6.4	6.1	5.5	(1.2)	4.8	6.5	6.8	0.1	
WA	9.2	9.8	9.8	9.2	5.7	3.4	8.2	2.2	
SA	9.2	13.8	12.0	11.4	16.2	4.5	11.8	6.2	
TAS	7.2	11.7	8.6	12.7	6.4	4.3	10.2	4.3	

- Sales rebounded strongly in Nov/Dec-21 as retailer and shopper confidence strengthened coming out of lockdowns
- Black Friday sales were particularly strong across Chadstone and the DFOs
- Sales remains strong across the COVIDunimpacted<sup>2</sup> states
- Shopping remains purposeful with spend per visit for the total portfolio being up 29% for Nov/Dec-21 vs Nov/Dec-19

<sup>1.</sup> Comparable centres, which excludes acquisitions, divestments and developmentimpacted centres in accordance with SCCA guidelines (refer to slide 29 for details).

<sup>2.</sup> States with relatively minor COVID-19 disruption of Queensland, Western Australia, South Australia and Tasmania.

<sup>3.</sup> Other retail includes cinemas, auto accessories, lotteries and other entertainment.



# Sales by mini major and specialty category

Comparable MAT growth (%) <sup>1</sup>	MM and SS <sup>3</sup> proportion of	Dec-	21	Jun-21	
COVID-unimpacted <sup>2</sup>	total MAT	MM and SS <sup>2</sup>	SS <sup>2</sup>	MM and SS <sup>2</sup>	SS <sup>2</sup>
Apparel	13	14.3	15.4	17.9	18.6
General retail	6	5.2	8.1	11.2	15.8
Food catering	5	15.3	15.3	8.1	7.7
Retail services	5	16.1	16.1	24.1	24.1
Leisure	4	2.8	0.6	17.6	9.5
Homewares	3	4.1	0.4	20.2	14.8
Food retail	3	(0.7)	0.6	0.9	1.6
Jewellery	3	13.1	13.1	27.2	27.2
Mobile phones	2	(5.5)	(5.5)	(16.0)	(16.0)
COVID-unimpacted <sup>2</sup> portfolio	44	9.2	10.4	13.4	12.8
Total portfolio	54	12.7	13.0	(6.4)	(8.1)

NOTE: Totals may not sum due to rounding.

<sup>1.</sup> Comparable centres, which excludes acquisitions, divestments and development-impacted centres in accordance with SCCA guidelines (refer to slide 29 for details). Also excludes travel sales.

<sup>2.</sup> States with relatively minor COVID-19 disruption of Queensland, Western Australia, South Australia and Tasmania.

<sup>3.</sup> MM: Mini majors; SS: Specialty stores.



Key portfolio tenants

Top 10 tenants by income						
Rank	Retailer	Retailer type	Number of stores	% of income		
1	coles	Supermarket	36	3.3		
2		Supermarket	35	3.0		
3	Woolworths	Discount department store	25	2.6		
4	DAVID JONES	Department store	5	2.2		
5	MYER	Department store	8	2.0		
6	Target.	Discount department store	17	1.4		
7	BIGW	Discount department store	13	1.1		
8	JB HI·FI	Mini major	31	0.7		
9	COTTON:ON	Mini major/specialty store	27	0.7		
10	HOYTS	Cinema	5	0.6		
Тор	Top 10 total 202 17.6					

	T	op 10 tenar	it groups b	y income
Rank	Retailer	Number of leases	% of income	Brands
1	Woolworths Group	61	4.2	Big W, Woolworths, Woolworths Liquor, Woolworths Petrol
2	Wesfarmers	42	4.1	Kmart, Target
3	<b>coles</b> group	54	3.7	Coles, Coles Express, First Choice Liquor, Liquorland, Vintage Cellars
4	WHL	41	3.0	Country Road, David Jones, Mimco, Politix, Trenery, Witchery
5	MYER	15	2.1	Marcs, Myer, sass & bide
6	Accent	96	1.5	The Athlete's Foot, Dr Martens, Hype DC, Platypus Shoes, Skechers, Merrell, Timberland, Vans, Glue Store, 4Workers, Pivot
7	COTTON:ON	89	1.4	Cotton:On, Cotton:On Body, Cotton:On Kids, Cotton:On Mega, Factorie, Rubi Shoes, Supre, Typo
8	THE JUST GROUP	120	1.3	Dotti, Jacqui E, Jay Jays, Just Jeans, Peter Alexander, Portmans, Smiggle
9	RAG	87	1.2	Connor, Johnny Bigg, Rockwear, Tarocash, YD
10	HANES Brands Inc	71	1.1	Bonds, Bonds Kids, Bonds Outlet, Champion, Bras N Things, Champion Outlet, Sheridan
Top 1	LO total	664	23.5	

<sup>1.</sup> Refers to advertising products.



## Lease expiry profile

#### Lease expiry profile by income (%)



## Weighted average lease expiry (years)

	Dec-21	Jun-21
by Area	4.2	4.3
by Income	3.2	3.3





# Non-comparable centres for sales reporting

	Non-comparable status	
Centre	Dec-21	Jun-21
Armidale Central, NSW	Major vacated	Major vacated
Bankstown Central, NSW	Pre-development	Pre-development
Box Hill Central, VIC	Major vacated and pre-development	-
Chatswood Chase Sydney, NSW	Pre-development	Pre-development
Ellenbrook Central, WA	Post development	Post development
Emporium Melbourne, VIC	Major vacated	Major vacated
Mornington Central, VIC	Major vacated	-
QueensPlaza, QLD	-	Post development
Roselands, NSW	-	Post development
Runaway Bay, QLD	Disposal	-
The Glen, VIC	Post development	Post development
The Myer Centre Brisbane, QLD	Pre-development	Pre-development

# **ASSETS UNDER MANAGEMENT**



7,000 tenants across 61 assets under management<sup>1</sup>

		Direct portfolio <sup>1</sup>			
	Wholly-owned	Co-owned	Total	Third party/ co-owned	Total AUM <sup>1</sup>
Number of retail assets	31	29	60	1/29	61
Gross lettable area (000's) (sqm)	945	1,514	2,459	69	2,528
Number of tenants	2,744	4,129	6,873	198	7,071
Total value (\$m) <sup>2</sup>	5,930	8,322	14,252	514/8,653	23,419

NOTE: Totals may not sum due to rounding.

<sup>1.</sup> Includes DFO Brisbane business and Harbour Town Premium Outlets Gold Coast.

<sup>2.</sup> Reflects ownership share in investment properties and equity-accounted investments.



## FFO reconciliation to statutory net profit after tax

For the six months to	Dec-21 (\$m)	Dec-20 (\$m)
Statutory net profit/(loss) after tax	650.2	(394.1)
Property revaluation (increment)/decrement for directly owned properties	(353.7)	512.1
Non-distributable (gain)/loss relating to equity accounted investments	(2.8)	41.8
Amortisation of incentives and leasing costs	30.4	29.4
Straight-lining of rent adjustment	3.1	(8.8)
Net mark-to-market movement on derivatives	(81.2)	187.7
Net unrealised foreign exchange movement on interest bearing liabilities	25.6	(118.2)
Income tax (benefit)/expense	(7.6)	13.6
Stamp duty written off on acquisition of investment property	22.6	-
Preliminary development planning and marketing costs	0.6	0.2
Other non-distributable items	0.5	3.4
Funds from operations (FFO) <sup>1</sup>	287.7	267.1

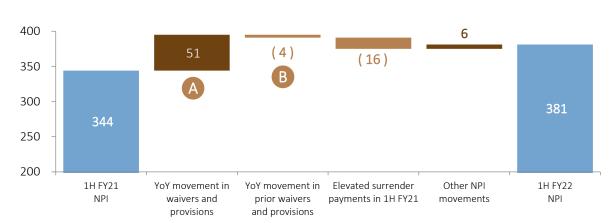
<sup>1.</sup> Funds from operations (FFO) and adjusted funds from operations (AFFO) are two key measures Vicinity uses to measures its operating performance. FFO and AFFO are widely accepted measures of real estate operating performance. Statutory net profit is adjusted for fair value movements and certain unrealised and non-cash items to calculate FFO. FFO are determined with reference to the guidelines published by the Property Council of Australia (PCA) and are non-IFRS measures.





#### NPI waterfall 1H FY21 to 1H FY22

(\$m)



## Waivers and provisions 1H FY21 to 1H FY22 movement<sup>1</sup> (\$m)

		1H FY22 reported	YoY movement
Waivers and provisions	(147)	(96)	51



Movement in prior waivers and provisions 1H FY21 to 1H FY22<sup>2</sup> (\$m)

		1H FY22 reported	YoY movement
Waivers and provisions re-estimate	56	52	(4)



<sup>1.</sup> Estimated waivers and provisions for the six month period recognised in reported results.

<sup>2.</sup> Reassessment of waivers and provisions from prior periods recognised in reported results.



#### Balance sheet

As at	Dec-21 (\$m)	Jun-21 (\$m)	Change (\$m)
Cash and cash equivalents	58.2	47.2	11.0
Investment properties <sup>1</sup>	14,081.7	13,294.3	787.4
Equity accounted investments	505.3	479.4	25.9
Intangible assets	164.2	164.2	-
Other assets	361.3	312.7	48.6
Total assets	15,170.7	14,297.8	872.9
Borrowings	3,882.6	3,281.9	600.7
Distribution payable	-	300.4	(300.4)
Other liabilities	755.6	834.2	(78.6)
Total liabilities	4,638.2	4,416.5	221.7
Net assets	10,532.5	9,881.3	651.2
Securities on issue (m)	4,552.2	4,552.2	-
Net tangible assets per security <sup>2</sup> (\$)	2.28	2.13	15 cents
Net asset value per security (\$)	2.31	2.17	14 cents

NOTE: Totals may not sum due to rounding.

<sup>1.</sup> Vicinity's ownership interest, includes \$130.9m for asset held for sale (Runaway Bay Centre, QLD).

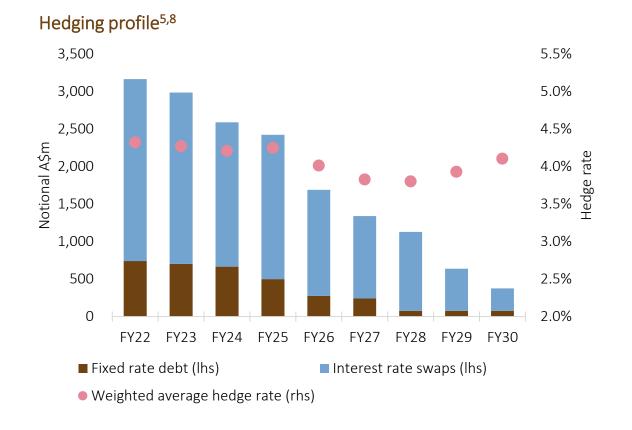
<sup>2.</sup> Calculated as balance sheet net assets less intangible assets, divided by the number of stapled securities on issue at period end. Includes right of use assets and net investments in leases.



#### Capital management

#### Key debt statistics

Dec-21	Jun-21
\$5.7b	\$5.7b
\$3.9b	\$3.3b
26.3%	23.8%
4.1%	3.6%
3.9 years	4.4 years
4.8 years	5.8 years
4.3%	4.4%
82%	96%
4.6x	5.1x
A2/stable A/stable	A2/stable A/stable
	\$5.7b \$3.9b 26.3% 4.1% 3.9 years 4.8 years 4.3% 82% 4.6x



- 1. Based on facility limits.
- 2. Calculated using the hedged rate on foreign denominated borrowings and excludes fair value adjustments and deferred borrowing costs.
- Calculated as drawn debt, net of cash and cash equivalents, divided by total tangible assets excluding cash and cash equivalents, right of use assets, net investment leases, investment property leaseholds and derivative financial assets.
- 4. The average over the reporting periods (six months ending 31 December 2021 and 12 months ending 30 June 2021). Inclusive of margin, drawn line fees and drawn establishment fees. FY21 weighted average cost of debt includes benefit from short-term reset of interest
- 5. Hedge rate includes margin and establishment fees on fixed rate debt and margin, line and establishment fees on floating debt that has been hedged with interest rate swaps.
- Hedge rate is as at end of period.
- Includes one-off or non-recurring items relating to the COVID-19 pandemic.
- 8. Hedge rate is the average for the financial years.



#### Centre statistics and valuations

	Centre type	Ownership interest (%)	Occupancy rate (%)	Value As at 31-Dec-21 <sup>1</sup> (\$m)	Net revaluation movement <sup>1,2</sup> (\$m)	Ca As at 31-Dec-21 (%)	pitalisation rate As at 30-Jun-21 (%)	Movement	Discount rate As at 31-Dec-21 (%)
New South Wales									
Chatswood Chase Sydney	Major Regional	51	n.a.³	423.2	(6.1)	5.00	5.00	-	6.50
Bankstown Central	Major Regional	50	n.a.³	255.0	(8.5)	5.75	6.00	(0.25)	6.50
Roselands	Major Regional	50	99.3	167.5	27.7	5.75	6.25	(0.50)	6.50
Queen Victoria Building	City Centre	50	92.1	277.0	3.5	5.00	5.13	(0.13)	6.00
The Galeries	City Centre	50	98.7	149.9	3.2	5.00	5.00	-	6.25
The Strand Arcade	City Centre	50	95.2	111.2	1.8	4.75	4.75	-	6.00
Lake Haven Centre	Sub Regional	100	98.8	293.0	21.9	6.00	6.50	(0.50)	6.75
Nepean Village	Sub Regional	100	98.7	205.0	2.6	5.50	5.75	(0.25)	6.50
Warriewood Square	Sub Regional	50	98.7	132.5	4.5	5.75	6.00	(0.25)	6.50
Carlingford Court	Sub Regional	50	98.5	102.3	3.2	6.00	6.25	(0.25)	6.75
Armidale Central	Sub Regional	100	n.a.³	36.0	1.4	6.75	7.00	(0.25)	7.00
DFO Homebush	Outlet Centre	100	100.0	656.0	27.6	5.00	5.25	(0.25)	6.00
Tasmania									
Eastlands	Regional	100	99.8	170.0	5.3	6.50	6.75	(0.25)	7.00
Northgate	Sub Regional	100	98.2	88.7	4.9	7.00	7.50	(0.50)	7.50

Note: Some asset metrics have not been reported this period due to  ${\sf COVID\text{-}19}$  impacts.

- 1. Based on ownership interest.
- 2. Net revaluation movement excludes non-cash adjustments for the amortisation of lease incentives and straight lining of rent.
- 3. Occupancy rate non-comparable for reporting purposes.



#### Centre statistics and valuations

	Centre type	Ownership interest (%)	Occupancy rate (%)	Value As at 31-Dec-21 <sup>1</sup> (\$m)	Net revaluation movement <sup>1,2</sup> (\$m)	Cap As at 31-Dec-21 (%)	oitalisation rate As at 30-Jun-21 (%)	Movement	Discount rate As at 31-Dec-21 (%)
Queensland									
QueensPlaza	City Centre	100	94.8	680.0	11.1	4.75	4.75	-	6.25
The Myer Centre Brisbane	City Centre	25	n.a.³	113.8	(5.2)	5.75	5.75	-	6.75
Grand Plaza	Regional	50	98.3	187.5	4.8	5.75	6.00	(0.25)	6.75
Runaway Bay Centre <sup>4</sup>	Regional	50	n.a.³	130.9	21.1	5.75	6.25	(0.50)	6.50
Taigum Square	Sub Regional	100	97.0	93.5	4.3	6.50	6.75	(0.25)	7.25
Gympie Central	Sub Regional	100	99.5	76.0	3.3	6.75	7.25	(0.50)	7.50
Whitsunday Plaza	Sub Regional	100	99.7	64.0	3.4	7.00	7.25	(0.25)	7.50
Buranda Village	Sub Regional	100	100.0	39.0	1.0	5.75	6.00	(0.25)	6.00
Harbour Town Premium Outlets <sup>5</sup>	Outlet Centre	50	n.a.³	370.0	11.6	5.00	n.a.	n.a.	6.50
DFO Brisbane	Outlet Centre	100	99.3	68.0	0.1	7.75	7.75	-	7.25
South Australia									
Elizabeth City Centre	Regional	100	98.8	307.0	15.1	7.25	7.50	(0.25)	7.75
Colonnades	Regional	50	98.7	126.3	12.4	7.00	7.50	(0.50)	7.50
Castle Plaza	Sub Regional	100	97.5	149.2	7.0	6.75	7.00	(0.25)	7.50
Kurralta Central	Sub Regional	100	100.0	50.0	4.5	5.50	6.00	(0.50)	6.00

Note: Some asset metrics have not been reported this period due to COVID-19 impacts.

- 1. Based on ownership interest.
- 2. Net revaluation movement excludes non-cash adjustments for the amortisation of lease incentives and straight lining of rent.
- 3. Occupancy rate non-comparable for reporting purposes.

- 4. Centre divested during 1H FY22, settlement expected by 30 June 2022
- 5. Centre acquired during 1HFY22, settled on 30 November 2021.



#### Centre statistics and valuations

				Value	Net	Capitalisation rate		Discount rate		
	Centre type	Ownership interest (%)	Occupancy rate (%)	As at 31-Dec-21 <sup>1</sup> (\$m)	revaluation movement <sup>1,2</sup> (\$m)	As at 31-Dec-21 (%)	As at 30-Jun-21 (%)	Movement	As at 31-Dec-21 (%)	
Victoria										
Chadstone	Super Regional	50	99.3	3,062.5	29.7	3.88	3.88	-	6.00	
Bayside	Major Regional	100	98.6	435.0	1.3	6.25	6.25	-	7.00	
Northland	Major Regional	50	98.2	400.0	(9.0)	5.50	5.50	-	6.75	
The Glen	Major Regional	50	n.a.³	320.0	(8.6)	5.50	5.50	-	7.00	
Emporium Melbourne	City Centre	50	n.a.³	520.0	(2.9)	4.75	4.75	-	6.00	
Myer Bourke Street	City Centre	33	100.0	135.0	(0.0)	6.00	6.00	-	6.00	
Broadmeadows Central	Regional	100	99.1	272.7	3.5	6.50	6.75	(0.25)	7.25	
Cranbourne Park	Regional	50	99.0	137.5	8.8	6.00	6.25	(0.25)	6.75	
Box Hill Central (South Precinct)	Sub Regional	100	n.a.³	220.3	3.1	5.75	6.00	(0.25)	6.25	
Victoria Gardens Shopping Centre	Sub Regional	50	97.8	152.6	6.9	5.75	6.00	(0.25)	6.75	
Box Hill Central (North Precinct)	Sub Regional	100	n.a.³	114.0	(4.1)	5.75	6.00	(0.25)	6.50	
Altona Gate	Sub Regional	100	98.8	110.0	0.5	6.00	6.25	(0.25)	6.50	
Roxburgh Village	Sub Regional	100	100.0	102.3	8.9	6.75	7.25	(0.50)	7.25	
Sunshine Marketplace	Sub Regional	50	96.4	64.4	2.8	6.00	6.25	(0.25)	6.50	
Mornington Central	Sub Regional	50	n.a.³	39.4	1.6	5.50	6.00	(0.50)	6.00	
Oakleigh Central	Neighbourhood	100	98.3	85.0	4.2	5.25	5.50	(0.25)	6.25	
DFO South Wharf	Outlet Centre	100	93.14	640.0	29.1	5.50	5.75	(0.25)	6.75	
DFO Essendon	Outlet Centre	100	99.9 <sup>4</sup>	173.0	7.7	6.50	6.75	(0.25)	6.75	
DFO Moorabbin	Outlet Centre	100	97.2	103.0	(1.6)	8.00	8.00	-	9.00	
DFO Uni Hill	Outlet Centre	50	97.0	70.3	7.9	6.25	6.75	(0.50)	7.25	

Note: Some asset metrics have not been reported this period due to COVID-19 impacts.

- 1. Based on ownership interest.
- 2. Net revaluation movement excludes non-cash adjustments for the amortisation of lease incentives and straight lining of rent.
- 3. Occupancy rate non-comparable for reporting purposes.
- 4. Excludes Homemaker retailers.



#### Centre statistics and valuations

	Centre type	Ownership interest (%)	Occupancy rate (%)	Value As at 31-Dec-21 <sup>1</sup> (\$m)	Net revaluation movement <sup>1,2</sup> (\$m)	Cap As at 31-Dec-21 (%)	oitalisation rate As at 30-Jun-21 (%)	Movement	Discount rate As at 31-Dec-21 (%)
Western Australia									
Galleria	Major Regional	50	94.8	227.5	(9.2)	6.00	6.00	-	6.50
Mandurah Forum	Major Regional	50	96.1	217.5	(0.6)	6.25	6.25	-	7.00
Rockingham	Regional	50	97.0	219.0	6.4	5.75	6.00	(0.25)	7.00
Ellenbrook Central	Sub Regional	100	n.a.³	258.0	6.6	6.00	6.00	-	7.00
Warwick Grove	Sub Regional	100	99.8	165.0	12.1	6.75	7.25	(0.50)	7.50
Maddington Central	Sub Regional	100	97.9	97.0	5.9	7.25	7.75	(0.50)	7.75
Livingston Marketplace	Sub Regional	100	100.0	83.2	3.5	6.00	6.25	(0.25)	7.00
Karratha City	Sub Regional	50	98.3	51.1	1.2	7.50	7.75	(0.25)	7.50
Halls Head Central	Sub Regional	50	93.5	41.4	3.1	6.50	7.00	(0.50)	7.00
Dianella Plaza	Neighbourhood	100	94.4	69.0	5.7	6.50	7.25	(0.75)	7.00
Victoria Park Central	Neighbourhood	100	96.7	27.0	1.8	5.50	6.00	(0.50)	6.25
DFO Perth	Outlet Centre	50	98.9	116.8	6.6	5.75	6.00	(0.25)	7.00

Note: Some asset metrics have not been reported this period due to  ${\sf COVID\text{-}19}$  impacts.

- 1. Based on ownership interest.
- 2. Net revaluation movement excludes non-cash adjustments for the amortisation of lease incentives and straight lining of rent.
- 3. Occupancy rate non-comparable for reporting purposes.

# **KEY DATES**



#### Investor calendar

Key dates	
1H FY22 results and December 2021 distribution announcement	16 February 2022
Ex-distribution date for December 2021 distribution	21 February 2022
Record date for December 2021 distribution	22 February 2022
December 2021 distribution payment	8 March 2022
FY22 Annual Results	25 August 2022

Note: These dates are indicative only and may be subject to change.

#### CONTACT DETAILS AND DISCLAIMER



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#### **Authorisation**

The Board has authorised that this document be given to ASX.

#### Disclaimer

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