

# 2023 INTERIM RESULTS

REDEFINE PROPERTIES LIMITED



## Purpose led. People powered.

**Group interim results**

for the six months ended 28 February 2023



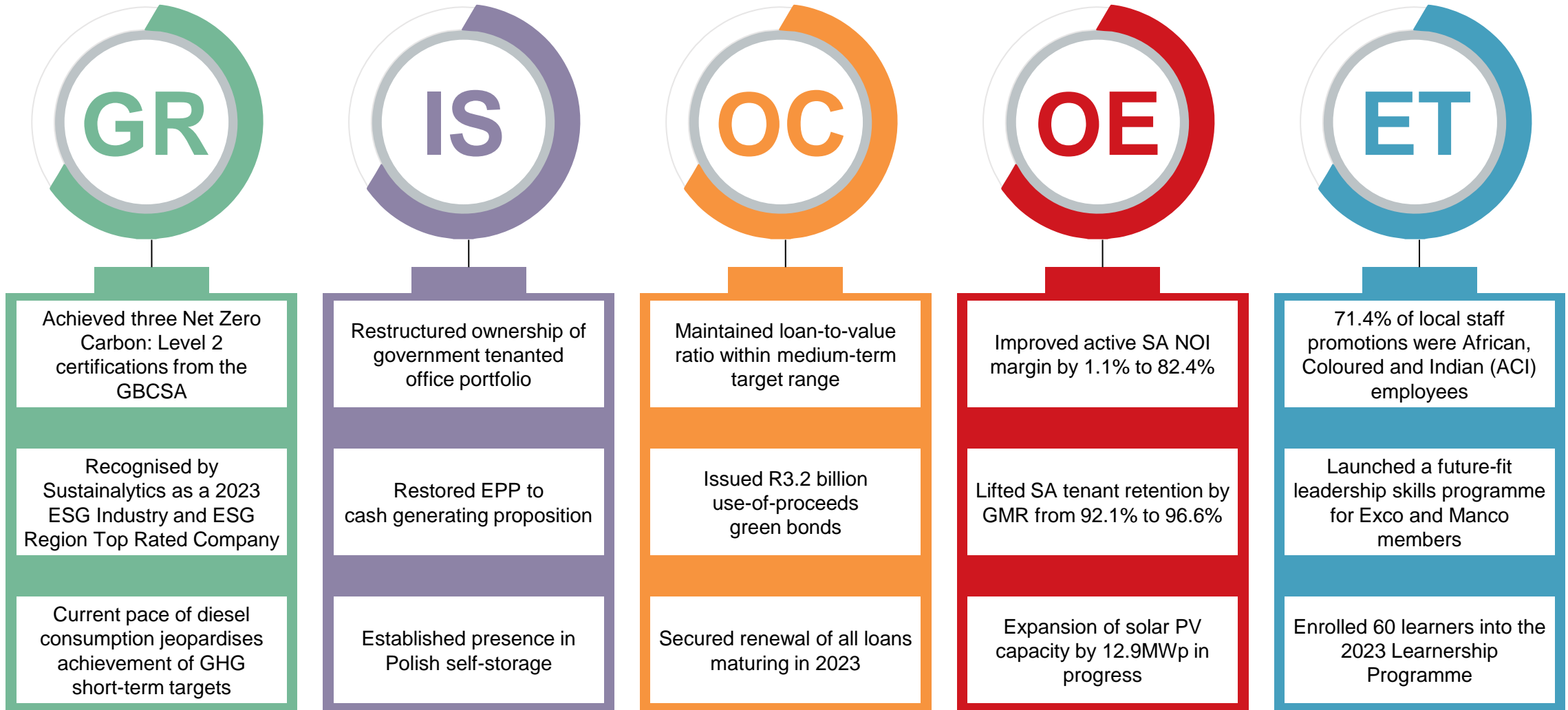
We're not landlords. We're people.



Please follow our [LinkedIn](#) page for more details

# First half 2023 strategic outcomes

Focusing on the variables under our control as we execute our strategic priorities





# Growing reputation

**Providing the foundation for Redefine to deliver on its purpose**



We're not landlords. We're people.

# Group key outcomes for the first half of 2023

ESG is critical to mitigating top risks and driving sustainable value creation



Environmental	Social	Governance	Primary UN SDGs
<p><b>Increased Scope 1 GHG emissions</b></p> <p>Due to higher diesel consumption for backup power generation during loadshedding</p>	<p><b>Bolstered business continuity plan</b></p> <p>Our response to extended periods of power outages</p>	<p><b>Strengthened compliance post greylisting</b></p> <p>Adopted stand-alone anti-money laundering policy</p>	
<p><b>Introduced waste stream audits</b></p> <p>78 properties in SA portfolio covered, which will improve the percentage of waste diverted from landfill</p>	<p><b>Supplier sustainability ESG self-assessments</b></p> <p>Completed by nine SA suppliers</p>	<p><b>Incorporated ESG due diligence process</b></p> <p>ESG building scoring matrix adopted for acquisitions and disposals in the SA portfolio</p>	
<p><b>Rolled out water saving initiatives</b></p> <p>1 193 Propelair water-efficient toilets have been installed across the SA portfolio</p>	<p><b>Tenant ESG awareness campaign introduced to</b></p> <p>Tenants occupying 279 850m<sup>2</sup> of GLA in SA retail portfolio being formally engaged on ESG strategy</p>	<p><b>Improved Sustainalytics management score</b></p> <p>Score lifted from 62.1 in FY22 to 66.8 in HY23</p>	
<p><b>Green Star SA Certifications</b></p> <p>29 certifications including retail and industrial properties and 26 recertifications are in progress</p>	<p><b>Launched Maponya Mall's Community Hub</b></p> <p>57 young people appointed in various youth development programmes</p>	<p><b>EPP integration</b></p> <p>Climate risk framework is close to completion</p>	

# Our approach is driven from a place of purpose

Putting people at the heart of what we do



Our **PURPOSE** is to create and manage spaces in a way that **transforms** lives



Our **VISION** is to be the **leading** South African REIT



Our **MISSION** In this decade to deliver the **smartest** and most **sustainable spaces** the world has ever known

# Our refreshed pathways to bring our mission (moonshot) to reality

It's not what we do, but how we do it that sets us apart



## Embedding diversity, equity and inclusion

Creating and promoting an inclusive and transformative value chain that strengthens sustainable decision-making, creates a sense of belonging, and fosters innovation, creativity and positive and productive work environments, leading to prosperity and stakeholder satisfaction

To have our people and value chain fully representative of the society in which we operate



## Mobilise digital transformation

Enabling our people, through technological advancements and data, to ultimately enhance the quality and performance of our service offering, with primary focus on pivoting the tenant servicing model and transforming the experience

To achieve more than 50% digital ratio



## Nurturing and optimising our ecosystems

Transforming from a product-driven strategy to a service-based business model that thrives on partnerships and platforms. Nurturing and maintaining mutually beneficial service-based collaboration with our stakeholders will be the catalyst to sustaining and extending value creation throughout our ecosystems

To achieve a product-service hybrid revenue model that will attract and retain tenants and entrench the continued relevance of our asset platform



## Being a catalyst for good

Our business activities are aimed at achieving a sustainable long-term impact on people, prosperity and the planet through our ESG strategy, which is centered around the 2030 UN SDGs that help us remain adaptable to an ever changing market and ultimately equips us for the transition to a low-carbon economy

To achieve the 2030 UN SDGs that we have committed to



## Being curious innovators

Continuing development of our people by fostering a culture of curiosity and a design-thinking mindset to evolve and grow our business by fundamentally transforming how it creates value across the stakeholder spectrum

To deliver an operating profit margin of 80% to 85% on a sustainable basis

# Socioeconomic development in action

Living our purpose to create and manage spaces in way that transforms lives

## Strategy

- Evolution of CSI socioeconomic development strategy forms part of our overall impact framework
- Strategic alignment to primary and secondary UN SDG's
- Conclusion of socioeconomic impact studies for South Africa and Polish portfolios
- Development of bimonthly SED impact report to track progress

## Making an impact in South Africa

- Successful launch of Maponya Mall Community Hub flagship project in March 2023
- HY23 impacts:
  - Over 600 000 people directly and 1 200 000 indirectly impacted
  - R5.3 million contributed to social investment
  - 321 jobs created
  - Over 31 000m<sup>2</sup> of space donated
  - 385 hours of employee time dedicated to CSI initiatives



## Making an impact in Poland

- Continued support for Ukrainian refugees, including financial support and collections of essentials, helping children and adults to acquire new skills by funding special courses and providing treatment and feeding of war-affected animals
- Portfolio wide-secondhand clothes initiative
- HY23 impacts:
  - Over 10 000 beneficiaries
  - Over 1 200m<sup>2</sup> of space donated
  - 714 hours of employee time dedicated to CSI initiatives



# Shifting our emphasis to what matters most

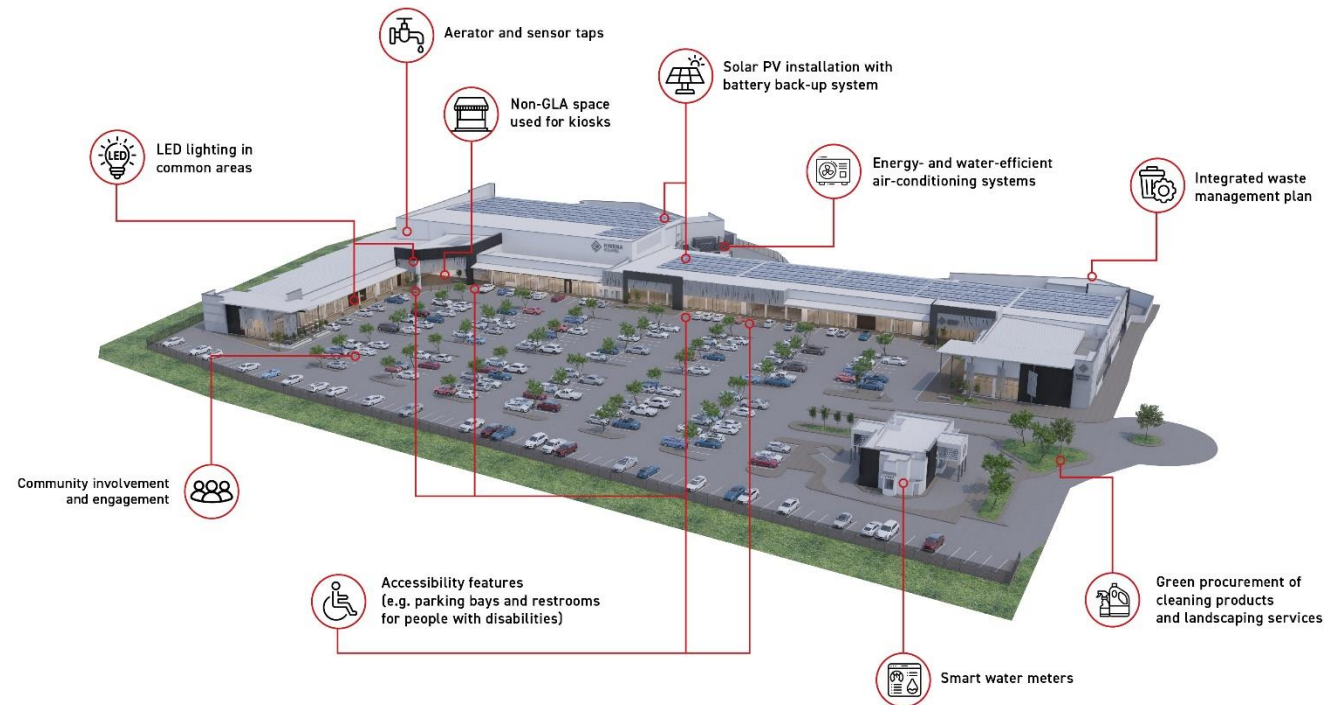
Being who we say we are to all our stakeholders



## Focus areas: 2023 second half

- Reduce consumption of grid-supplied energy through efficiency interventions, collaboration with key stakeholders, and solar PV expansion
- Create sustainable socioeconomic impacts through SMME development and restructure of the Redefine Empowerment Trust
- Strengthen oversight and reporting including the levels of assurance applied to non-financial information

### ESG retail design features



*Kwena Square*





# Investing strategically

**A well-diversified asset base, poised to continue delivering sustainable returns**



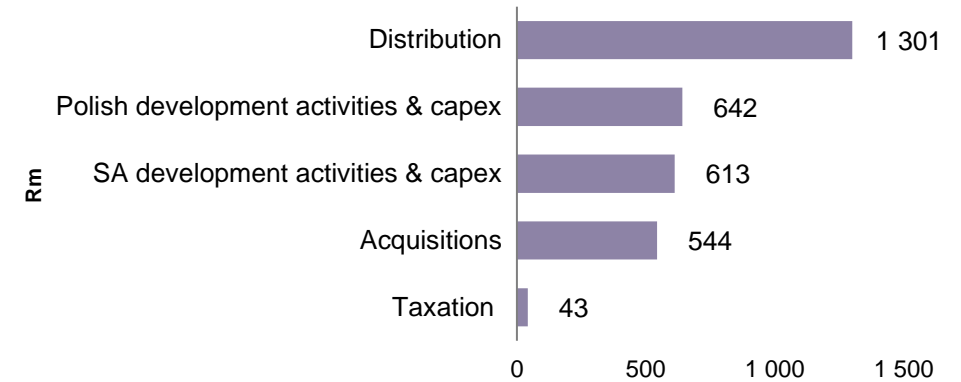
We're not landlords. We're people.

# Group property asset platform

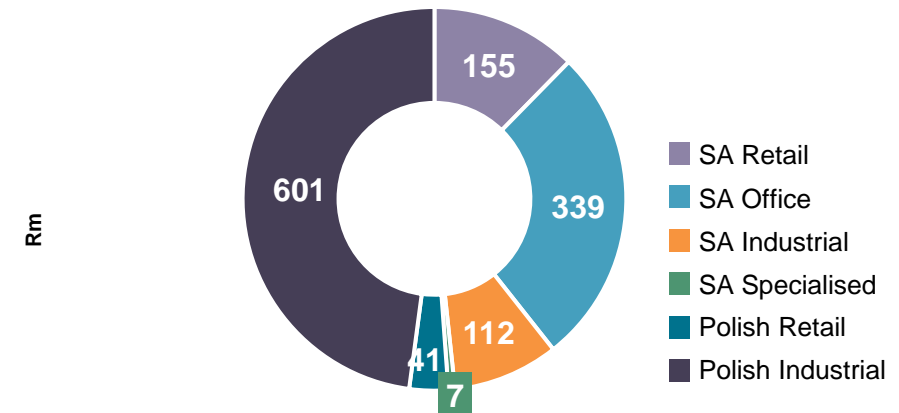
A quality and diversified portfolio that delivers sustainable risk-adjusted returns

<b>Property assets under management</b> <b>R94.1 billion</b> <i>(FY22   R88.9 billion)</i>	<b>Geographically diversified portfolio</b> <b>SA R59.4 billion</b> <i>(FY22   R58.9 billion)</i> <b>Poland R34.7 billion</b> <i>(FY22   R30.0 billion)</i>
<b>Property asset disposals realised</b> <b>R1.4 billion</b> <i>(FY22   R9.4 billion)</i>	<b>Property asset disposals at an advanced stage</b> <b>R0.2 billion</b> <i>(FY22   R1.4 billion)</i>
<b>Focus of development activity</b> <b>On expansion and improvement</b>	<b>Asset platform poised for growth</b> <b>Repositioning of asset platform largely complete and asset values stabilising</b>

Group use of cash flow of R3.1 billion



Capital allocated to developments and capex

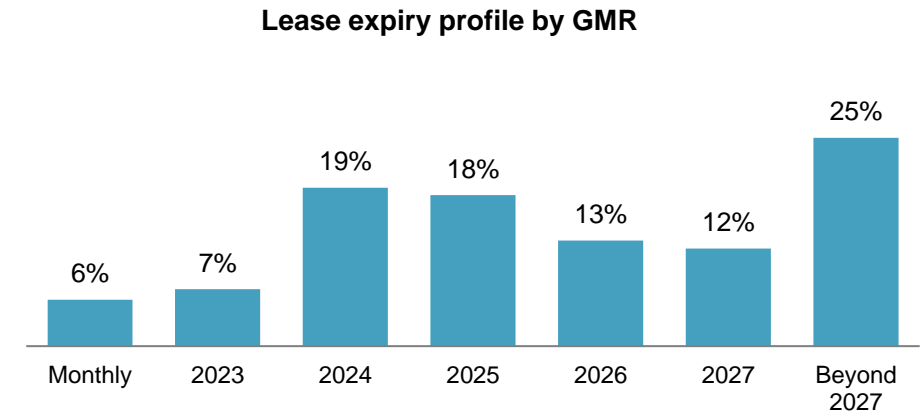
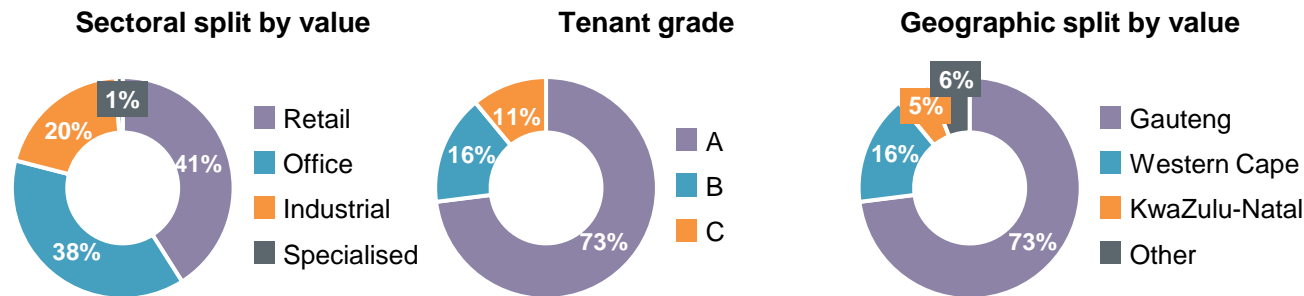
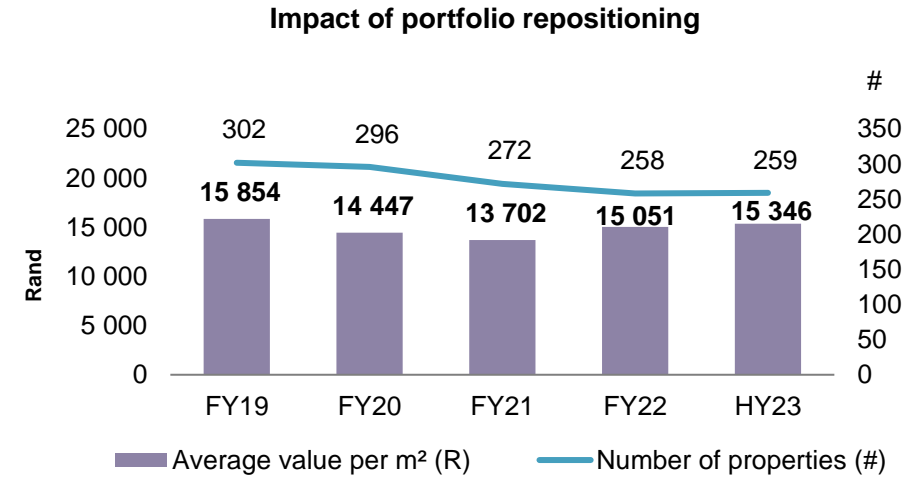


# South Africa portfolio profile

Diversification and quality create a defensive asset platform



<b>Carrying value of properties</b> <b>R58.9 billion</b> <i>(FY22   R58.2 billion)</i>	<b>Total GLA</b> <b>3 839 thousand m<sup>2</sup></b> <i>(FY22   3 865 thousand m<sup>2</sup>)</i>
<b>Number of tenants</b> <b>4 077</b> <i>(FY22   4 060)</i>	<b>Average value per property</b> <b>R227.4 million</b> <i>(FY22   R225.5 million)</i>
<b>Weighted average lease escalation</b> <b>6.4%</b> <i>(HY22   6.6%)</i>	<b>Weighted average unexpired lease term</b> <b>3.6 years</b> <i>(HY22   3.7 years)</i>

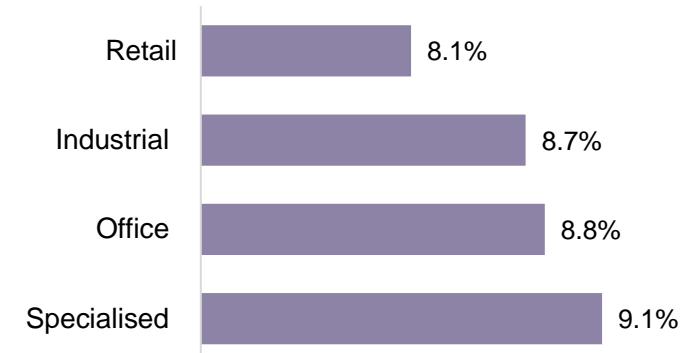


# South Africa portfolio key outcomes

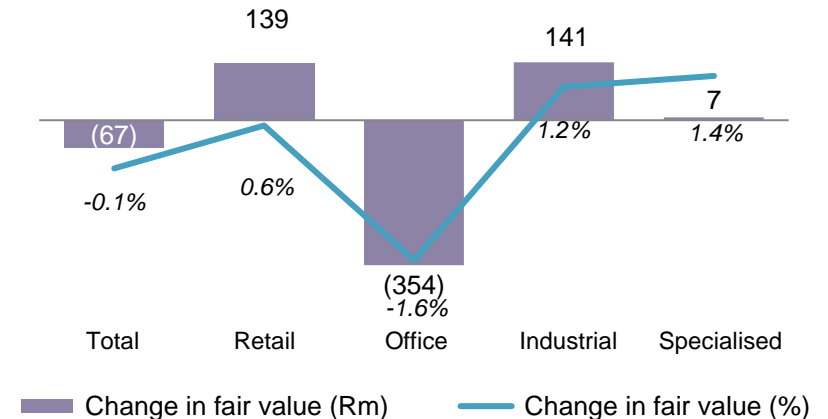
Focusing on organic growth in an environment of constrained revenue and rising costs



Weighted average exit cap rate per sector (core portfolio)




Change in fair value by sector




# South Africa retail portfolio profile

Well positioned to withstand headwinds and capture emerging trends

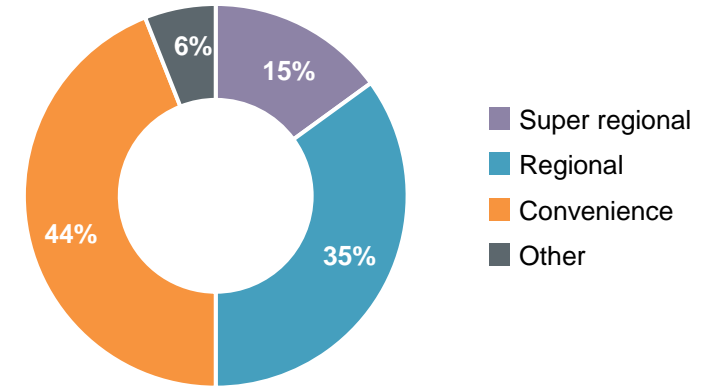
 Carrying value  
**R24.2 billion**  
*(FY22 | R24.0 billion)*

 Number of properties  
**59**  
*(FY22 | 60)*

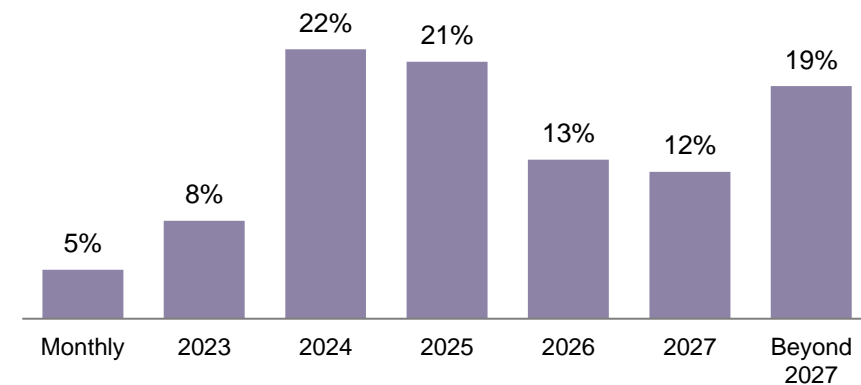
 Number of tenants  
**2 639**  
*(FY22 | 2 660)*

 GLA  
**1 149 thousand m<sup>2</sup>**  
*(FY22 | 1 151 thousand m<sup>2</sup>)*

Type by value

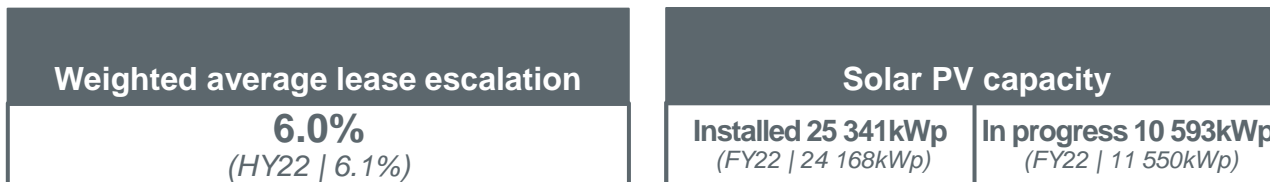


Lease expiry profile by GMR



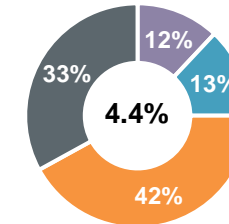
# South Africa retail portfolio key outcomes

## Continued improvement in operating metrics

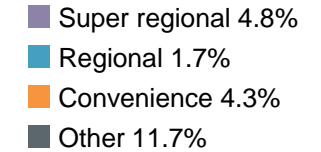


# Relates to 10% of retail portfolio (HY22 | 10% of retail portfolio)

Contribution to vacancy by type



Vacancy by type

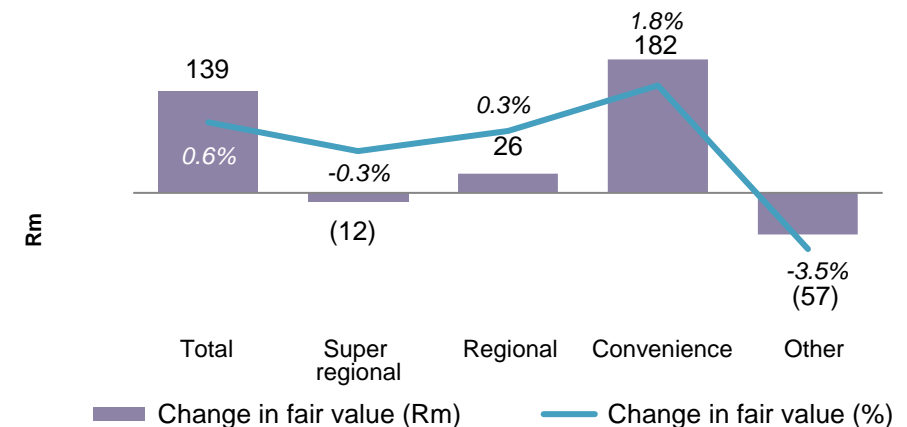


Renewal reversion analysis by GLA##



##Relates to 8% of retail portfolio


Change in fair value by type




# South Africa office portfolio profile

Diversified portfolio with a positive weighting to quality space in popular nodes

 Carrying value  
**R22.2 billion**  
(FY22 | R22.0 billion)

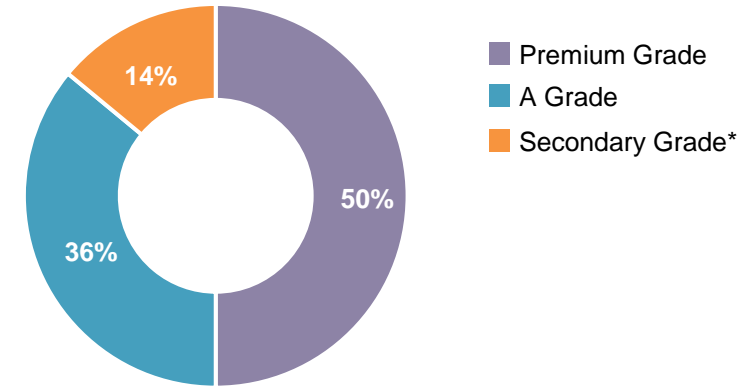
 Number of properties  
**102**  
(FY22 | 101)

 Number of tenants  
**1 157**  
(FY22 | 1 076)

 GLA  
**1 131 thousand m<sup>2</sup>**  
(FY22 | 1 115 thousand m<sup>2</sup>)

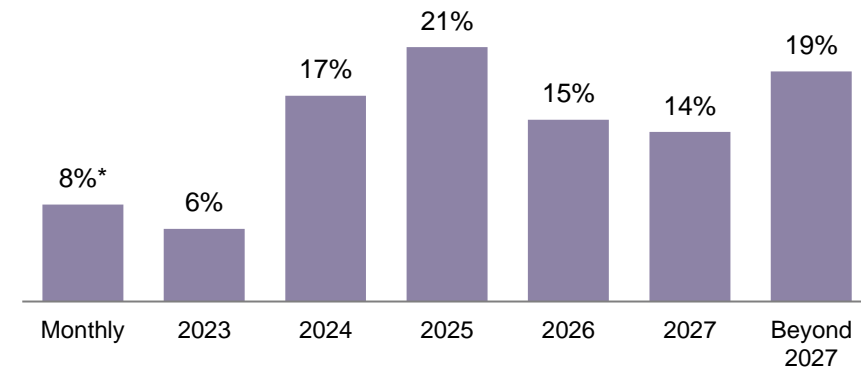


Value by grade



\* Includes government tenanted offices comprising 5% of value

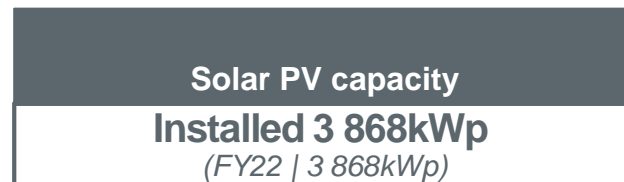
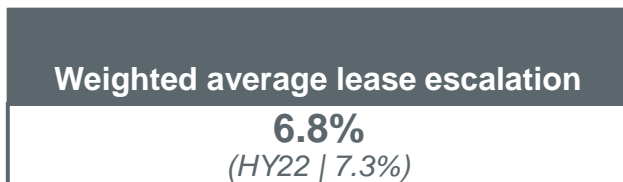
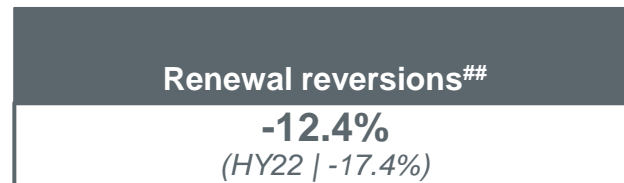
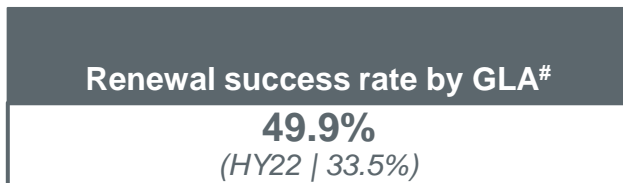
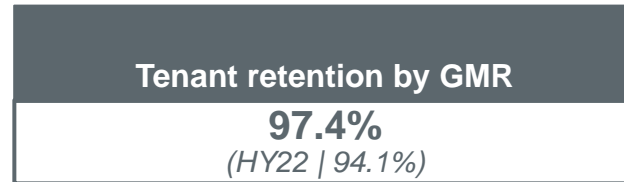
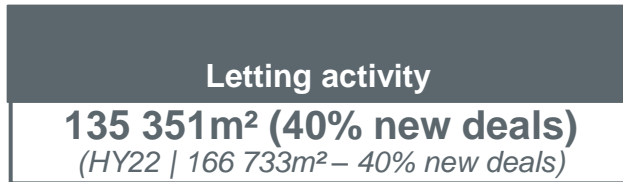
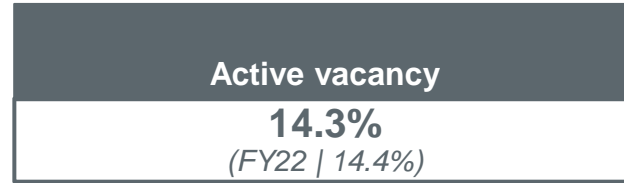
Lease expiry profile by GMR



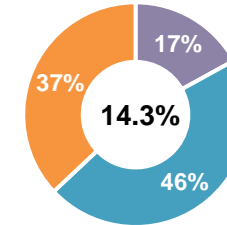
\* Includes government tenanted offices comprising 6.3% of GMR

# South Africa office portfolio key outcomes

Demand for quality space continues but rental levels remain under pressure



Contribution to vacancy by grade



Vacancy by grade

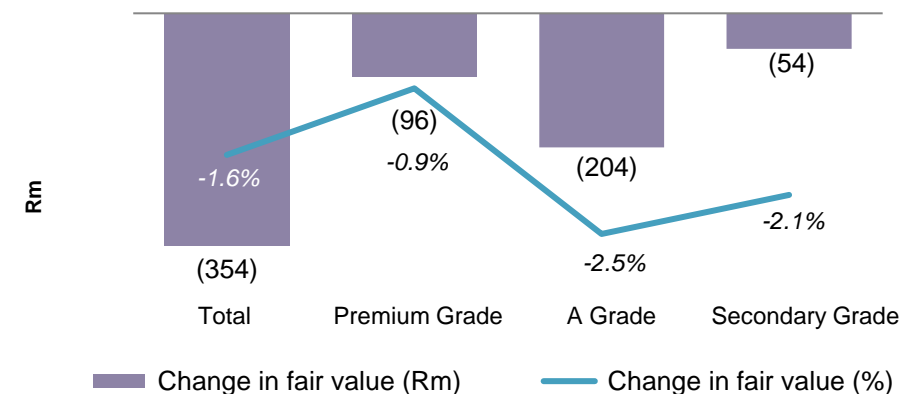
- Premium Grade 6.7%
- A Grade 15.6%
- Secondary Grade 22.7%

Renewal reversion analysis by GLA##



##Relates to 8% of office portfolio

Change in fair value by grade



#Relates to 12% of office portfolio (HY22 | 10% of office portfolio)



# South Africa industrial portfolio profile

A quality portfolio that has proven to be defensive

**Carrying value**  
**R11.9 billion**  
*(FY22 | R11.6 billion)*

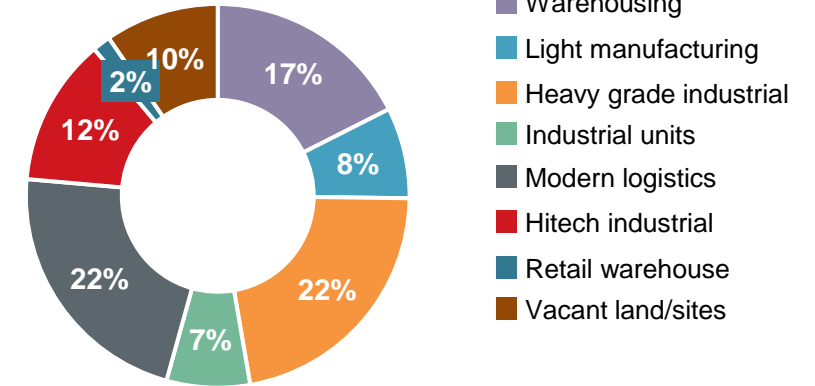
**Number of properties**  
**95**  
*(FY22 | 94)*

**Number of tenants**  
**280**  
*(FY22 | 323)*

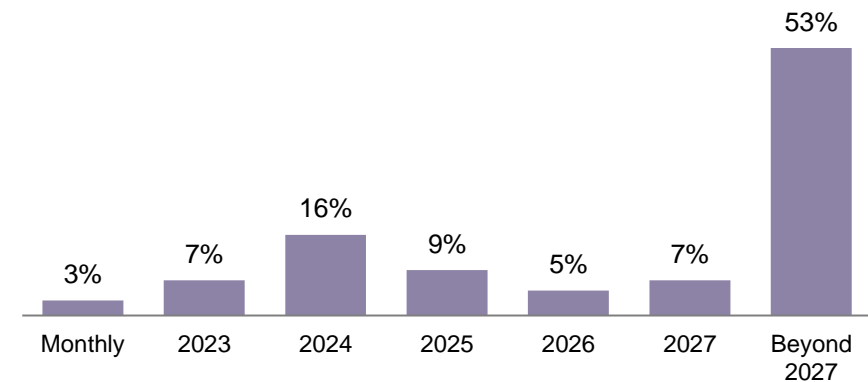
**GLA**  
**1 546 thousand m<sup>2</sup>**  
*(FY22 | 1 586 thousand m<sup>2</sup>)*



Type by value

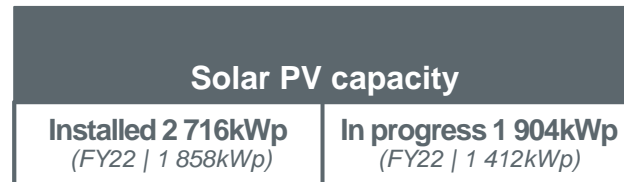
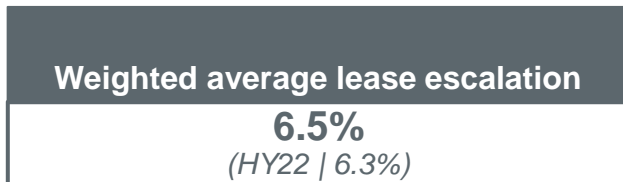
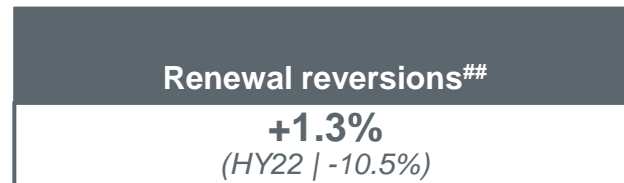
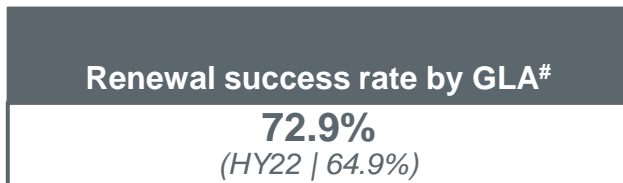
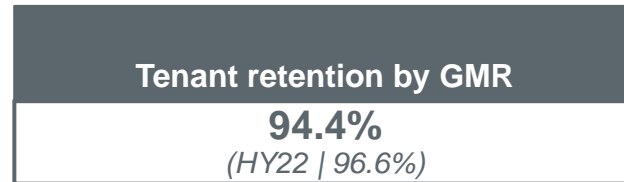
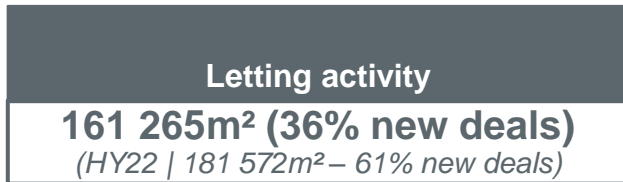
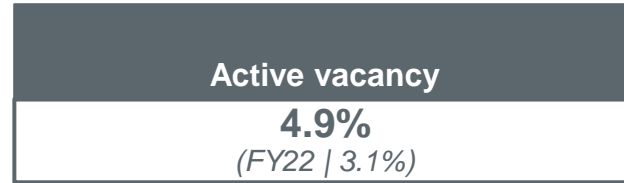


Lease expiry profile by GMR

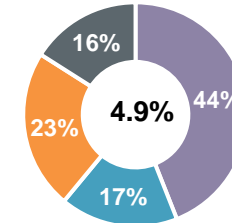


# South Africa industrial portfolio overview key outcomes

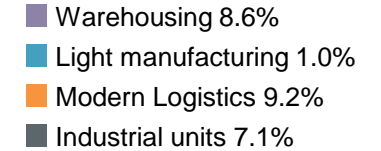
Portfolio performance underpinned by solid performance of key assets



Contribution to vacancy by type



Vacancy by type

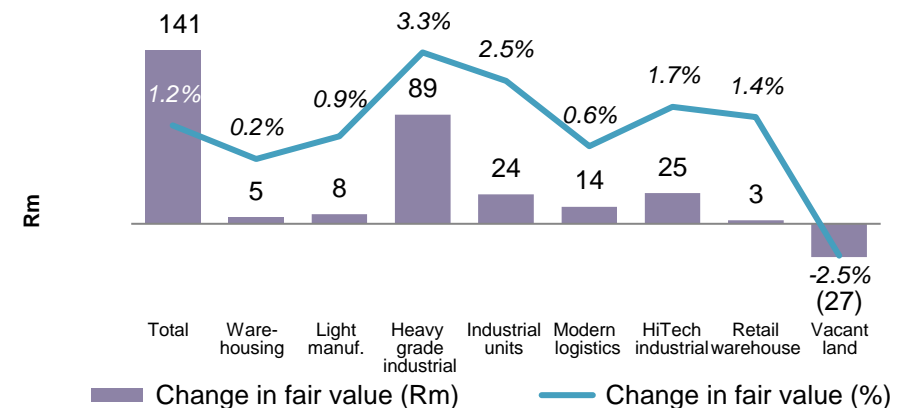


Renewal reversion analysis by GLA##



## Relates to 7% of industrial portfolio

Change in fair value by grade



#Relates to 13% of industrial portfolio (HY22| 9% of industrial portfolio)

# Alternative income streams



## Maximising existing and creating new revenue streams



### Data centers

- In negotiation: Flex Qube 5G edge data centres partnership
- Will use unconventional spaces for small format data centers
- Features mobile units that are flexible and customisable and will generate additional income



### Destination offerings

- Strategy in place to create unique offerings in the retail sector to increase revenue
- Provides a competitive edge through new offerings such as paddle tennis, go karting, pop-up community markets and event venues



### 5G network expansion and tower networks

- The evolution of 5G networks requires additional sites in our properties. We have established a partnership with Helios Towers, with 12 sites identified
- Additional annual income: R1.4 million (on 12 identified sites)
- In progress: Eagle Towers partnership, with over 32 key sites identified across all sectors
- Additional annual income: R1.8 million (on 32 identified sites)
- Better network reception for tenants



### LED network expansion

- The current network includes 25 large format roadside/ in-mall LED screens across South Africa
- 10 new sites/in progress, with a potential annual revenue of R2.9 million
- Launch innovative 3D screens and programmatic buying, showcasing the latest technology available in the market



### Mall entrance LED boards

- High impact LED solution at busy mall entrances
- Pilot site has been live for 12 months with an ROI of 11% in the first year
- Target: 20 additional sites by end of June 2023
- Projected annual income of R780 000



### SMME and CSI strategy

- Offering free space across the inventory channels
- Assisting SMMEs by providing space and advice on best business practices, such as on merchandising and marketing
- Conversion of the SMME to a paying tenant who contributes to the economy through job creation



# Sale of government-tenanted office portfolio

## Restructured ownership enables the preservation of value



### Redefine owns a portfolio of 11 government-tenanted office buildings

- 92% of the portfolio running on month-to-month leases is not sustainable
- To secure long-term leases with government, 51% black ownership is a requisite
- Financial institutions are reluctant to take on increased exposure to this asset class
- To preserve the value of these assets, a deal with Talis Property Fund has been concluded
- The transaction is subject to Competition Commission approval

### Key terms of the ownership restructure

- Talis will own 51% and Redefine 49% of the joint venture acquiring the portfolio
- The portfolio will be sold at carrying value of R1.1 billion on loan
- Redefine will fund capex up to R175 million
- Redefine will provide property management services on the usual commercial terms
- Talis will provide asset management services for a fee of 1% of gross asset value
- Redefine's five-year loan will attract a variable interest rate equal to the NOI less fees
- Talis will benefit from any further upside arising on disposal of the portfolio
- Talis has already secured long-term leases for 10 of the properties



300 Middel Street

# International portfolio profile

Exposure to Polish retail and logistics sectors provides stability that is decoupled from local fortunes

**Platform carrying value**  
**R34.7 billion**  
*(FY22 | R30.0 billion)*

**See-through value**  
**45.0%** *(FY22 | 41.9%)* **of group assets**

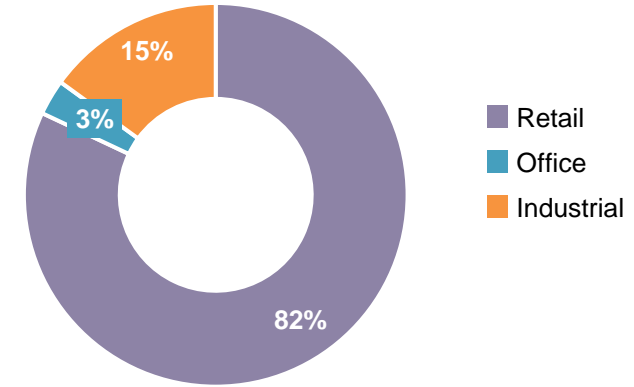
**EPP property asset base\***  
**R29.4 billion**  
*(FY22 | R26.0 billion)*

**European Logistics carrying value**  
**R5.1 billion**  
*(FY22 | R3.8 billion)*

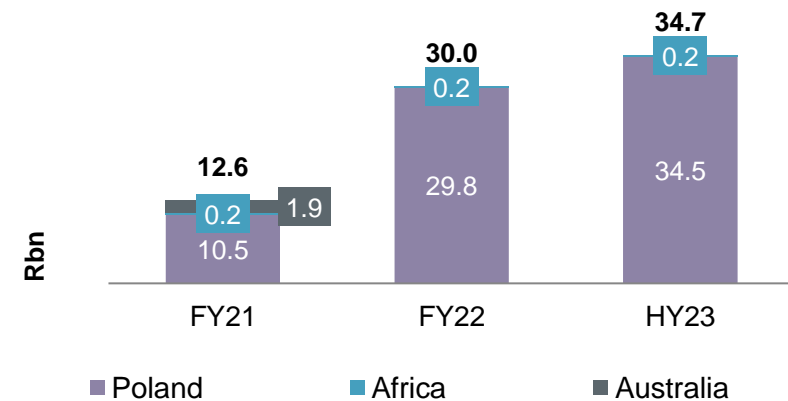
**Lango carrying value**  
**R0.2 billion**  
*(FY22 | R0.2 billion)*

**Proportional share of JVs**  
**Assets R29.2billion** *(FY22 | R23.9 billion)*    **Debt R13.1 billion** *(FY22 | R11.8 billion)*

Value by sector (%)



Summary of platform transformation



\* Includes interest in M1 JV of R1 024 million held by Redefine Europe

# Overview of Polish retail market

## Healthy market fundamentals bode well for the retail real estate market

### The market has absorbed several challenges

High inflation, rising energy prices and the impact of the Ukrainian war

### Consumer preferences have shifted

Market share growth recorded by value retailers and food discount chains

### Poland's retail sales are expected to outperform the Eurozone

Retail sales (real prices) are expected to increase by 3.6% from 2023 to 2026, compared to 1.4% for the Eurozone

### Important retail categories are holding up

Fashion saw February 2023 sales grow by 9.9%

### Online retailers are opening physical stores

The market is characterised by a combination of brick-and-mortar and online shopping

### ESG is becoming increasingly important

Retailers are implementing recycling and renewable concepts as well as supporting eco-friendly initiatives

### The Polish retail market



**12.79** million m<sup>2</sup>  
Stock



**617\***  
Number of shopping centres  
*\* retail scheme of over 5 000m<sup>2</sup> of 10 units centrally managed*



**330** m<sup>2</sup> per 1 000 inhabitants  
Density



**81 400**m<sup>2</sup>  
New supply (Q1 2023)



**322 000**m<sup>2</sup>  
Space under construction



**4.7%\***  
Vacancy rate  
*\* as of Q3 2022, 8 main agglomerations*



**6.25%\***  
Prime yield  
*\* estimated value*

Source: Colliers

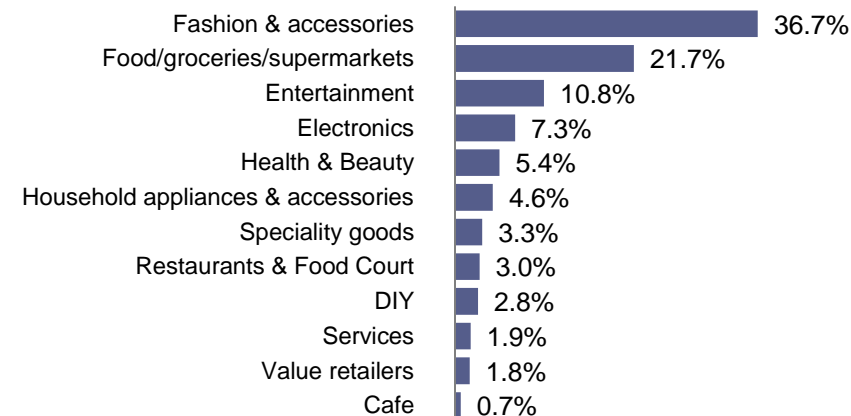
# EPP Core portfolio key outcomes

Improving performance from a stabilised asset base



<b>Valuation of EPP Core*</b> <b>R18.2 billion</b> <i>(FY22   R16.8 billion)</i>	<b>Vacancy of EPP Core*</b> <b>2.9%</b> <i>(FY22   3.5%)</i>
<b>Carrying value of investments in JVs#</b> <b>R10.1 billion</b> <i>(FY22   8.2 billion)</i>	<b>Weighted average unexpired lease term by GLA of EPP Core*</b> <b>5.5 years</b> <i>(FY22   6.2 years)</i>
<b>Total GLA of EPP Core*</b> <b>282 223m<sup>2</sup></b> <i>(FY22   341 073m<sup>2</sup>)</i>	<b>Renewal reversions of EPP Core*</b> <b>-6.7%</b> <i>(FY22   -7.1%)</i>
<b>Number of tenants of EPP Core*</b> <b>694</b>	<b>Like-for-like footfall</b> <b>18.3 million</b> <i>(HY22   16.5 million)</i>
<b>Weighted average rent indexation rate of EPP Core*</b> <b>7.0%</b> <i>(FY22   2.1%)</i>	<b>BREEAM in-use ratings of EPP Core</b> <b>83.3%</b> <i>(FY22   62.5%)</i>

Percentage of EPP's Core\* GLA by retail category



EPP's retail sales trends by category (%) Like-for-like

	2023 vs 2019	2023 vs 2020	2023 vs 2021	2023 vs 2022
Cafe	36.0%	25.4%	107.1%	25.9%
Electronics	5.7%	-6.6%	2.9%	-6.9%
Entertainment	27.6%	-11.6%	380.7%	50.6%
Fashion & accessories	-0.4%	5.5%	64.0%	12.5%
Food / groceries / supermarkets	25.4%	17.3%	32.0%	19.5%
Food court	29.6%	17.7%	100.8%	22.6%
Health & beauty	21.2%	12.0%	48.3%	18.0%
Household appliances & accessories	21.0%	13.7%	25.0%	1.8%
Services	35.8%	26.4%	143.4%	50.9%
Speciality goods	1.1%	-5.9%	30.5%	8.5%
Value retailers	16.9%	17.0%	-1.6%	13.0%
<b>Total</b>	<b>19.5%</b>	<b>10.3%</b>	<b>42.7%</b>	<b>15.1%</b>

\* Two Power Parks, Kielce and Tychy, were included in the EPP Core portfolio in 2022, whereas now they form part of M1 JV

# Includes M1 JV shares of R1 024 million held by Redefine Europe

# EPP joint venture key outcomes

## High leasing activity despite challenging market conditions

### M1 joint venture

50.0%

- 75% of GLA and 65% of GOI extended beyond the maturity of M1 master lease in April 2024
- Metro portfolio take-over programme well advanced
- Metro claim rejected by EPP and currently in an arbitration process

### EPP Community joint venture

53.1%

- Retail Park in Zamość successfully opened, with subsequent increases in footfall
- New tenants such as Half Price, e-obuwie, Beelife, KiK, Jysk, Action, Sinsay, Carrefour and Pepco
- Successful leasing of Park Rozwoju. Oxygen and Astra in Kielce are now 100% occupied

### Galeria Młociny

70.0%

- Footfall increase of 30% in January 2023 and 22% in February 2023 on a like-for-like basis
- Significant vacancy reduction (now at 2.5%)
- Introduction of numerous new brands: Sinsay, Sports Direct, Tedi, Gudi and Żabka

### Henderson

30.0%

- High leasing activity continued with 2 091m<sup>2</sup> new leases and renewals
- O3 and Malta Office Park achieved BREEAM In-Use Excellent and WELL HSR certification
- A major greenery project has been launched in O3, aimed at creating a new image of the office campus

For detailed operational metrics on each joint venture please refer to the supplementary information



# Overview of Polish Logistics market



The market has responded well to a new reality resulting from the geopolitical and economic situation

<p><b>Indexation and higher construction costs</b></p> <p>Market rents increased significantly</p>	<p><b>Increased finance costs and pre-letting requirements</b></p> <p>Slowdown in new and speculative developments</p>
<p><b>Key drivers of demand</b></p> <p>BTS projects and infrastructure spend</p>	<p><b>Narrowing gap between effective and headline rental</b></p> <p>Reduction in tenant incentives</p>
<p><b>Values remain stable</b></p> <p>Softening yields offset by higher rentals – lower WAULT assets enjoying premium valuations</p>	<p><b>Geopolitical and economic instability</b></p> <p>Lower volume of portfolio transactions leading to single asset sales</p>

## Polish logistics to outperform the Eurozone\*

	Poland	France	Germany	Spain	Czechia	Sweden	Holland	
The highest arbitrage over funding costs	5.50%	3.90%	4.00%	4.50%	4.50%	4.40%	4.35%	Prime yields
The most undervalued market in Europe	1 000 EUR	1 600 EUR	1 500 EUR	1 200 EUR	1 500 EUR	1 600 EUR	1 400 EUR	Prime price/m <sup>2</sup>
Still the lowest rents in Europe	5.50 EUR	5.80 EUR	9.10 EUR	7.35 EUR	7.50 EUR	7.10 EUR	8.30 EUR	Prime warehouse rent/month
The strongest rental growth with the greatest potential for further growth	28%	17%	15%	1%	25%	6%	9%	Year-on-year rental growth
Best location in Europe for cost optimisation	100%	244%	260%	174%	134%	258%	261%	Cost of operating 10k m <sup>2</sup> warehouse with 50 employees in PI vs other countries
Consistently strong leasing activity	5 282 432	2 528 535	6 672 000	1 306 493	1 848 944	-	906 473	Gross take-up, last 12m
The Best result – Global Manufacturing Risk Index 2022	TOP Qtile	4 <sup>th</sup> Qtile	4 <sup>th</sup> Qtile	2 <sup>nd</sup> Qtile	TOP Qtile	3 <sup>rd</sup> Qtile	4 <sup>th</sup> Qtile	Baseline scenario
	TOP Qtile	4 <sup>th</sup> Qtile	4 <sup>th</sup> Qtile	3 <sup>rd</sup> Qtile	TOP Qtile	3 <sup>rd</sup> Qtile	4 <sup>th</sup> Qtile	Cost scenario
	TOP Qtile	2 <sup>nd</sup> Qtile	TOP Qtile	3 <sup>rd</sup> Qtile	TOP Qtile	TOP Qtile	3 <sup>rd</sup> Qtile	Risk scenario

## The Polish logistics market\*\*

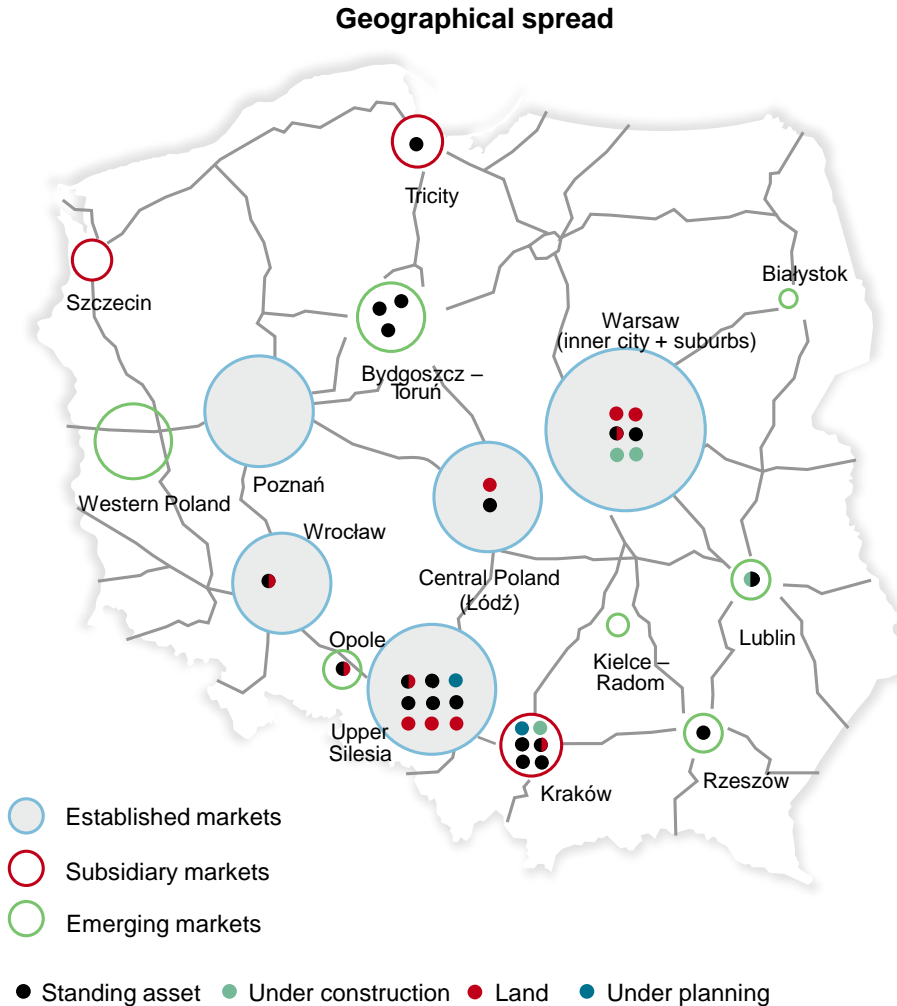
<p><b>GLA</b> 28 million m<sup>2</sup></p>	<p><b>6.8</b> million m<sup>2</sup> Gross demand</p>	<p><b>Vacancy</b> 4% rate</p>
<p><b>3.4</b> million m<sup>2</sup> Space under construction</p>	<p><b>Headline rents</b> 3.20 – 6.75 EUR/m<sup>2</sup>/month</p>	<p><b>4.4</b> million m<sup>2</sup> New supply</p>

Source: \* Cushman and Wakefield | \*\* Colliers

# ELI key outcomes

## Continued expansion in a growing market

<b>Carrying value of properties</b> <b>R15.9 billion</b> <i>(FY22   R12.2 billion)</i>		<b>Active vacancy</b> <b>5.9%</b> <i>(FY22   6.5%)</i>	
<b>Active income producing GLA</b> <b>838 385m<sup>2</sup></b> <i>(FY22   724 196m<sup>2</sup>)</i>		<b>Active weighted average unexpired lease term by GLA</b> <b>5.9 years</b> <i>(FY22   6.2 years)</i>	
<b>Active lease renewals</b> <b>Growth of 8.9% on expiring rentals</b>		<b>11 139m<sup>2</sup> GLA</b> <i>(HY22   GLA 45 861m<sup>2</sup>   3.1%)</i>	
<b>Further letting to new tenants</b> <b>Growth of 9.7% on expiring rentals</b>		<b>11 038m<sup>2</sup> GLA</b> <i>(HY22   GLA 4 920m<sup>2</sup>   4.6%)</i>	
<b>Weighted average lease escalation</b> <b>GLA 239 355m<sup>2</sup>   10.2%*</b> <i>(FY22   GLA 430 381m<sup>2</sup>   5.3%)</i>		<b>Developments in progress</b> <b>153 935m<sup>2</sup> with a cost of R2.6 billion - 81% pre-let</b>	
<b>BREEAM certifications</b> <b>74% (FY22   68%) of existing certified portfolio very good or excellent</b>		<b>GLA added from developments completed during the period</b> <b>114 158m<sup>2</sup></b> <i>(FY22   306 144m<sup>2</sup>)</i>	



Note: All statistics are stated at 100% of the portfolio. Redefine owns 46.9% of ELI  
 \* Leases covering 239 355m<sup>2</sup> have had anniversaries during the period to which indexation was applicable

# Establishing a presence in the Polish self-storage sector

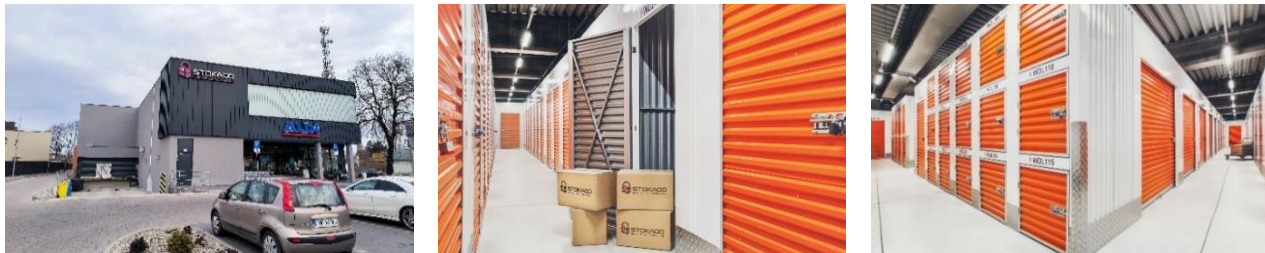
## Synergistic opportunities to optimise our existing Polish assets

### The initial acquisition of 51% of Stokado has been concluded

- A strong development pipeline is under consideration, which will effectively increase the equity holding to 75% in three to five years
- Implementation of the acquisition is expected at the end of May

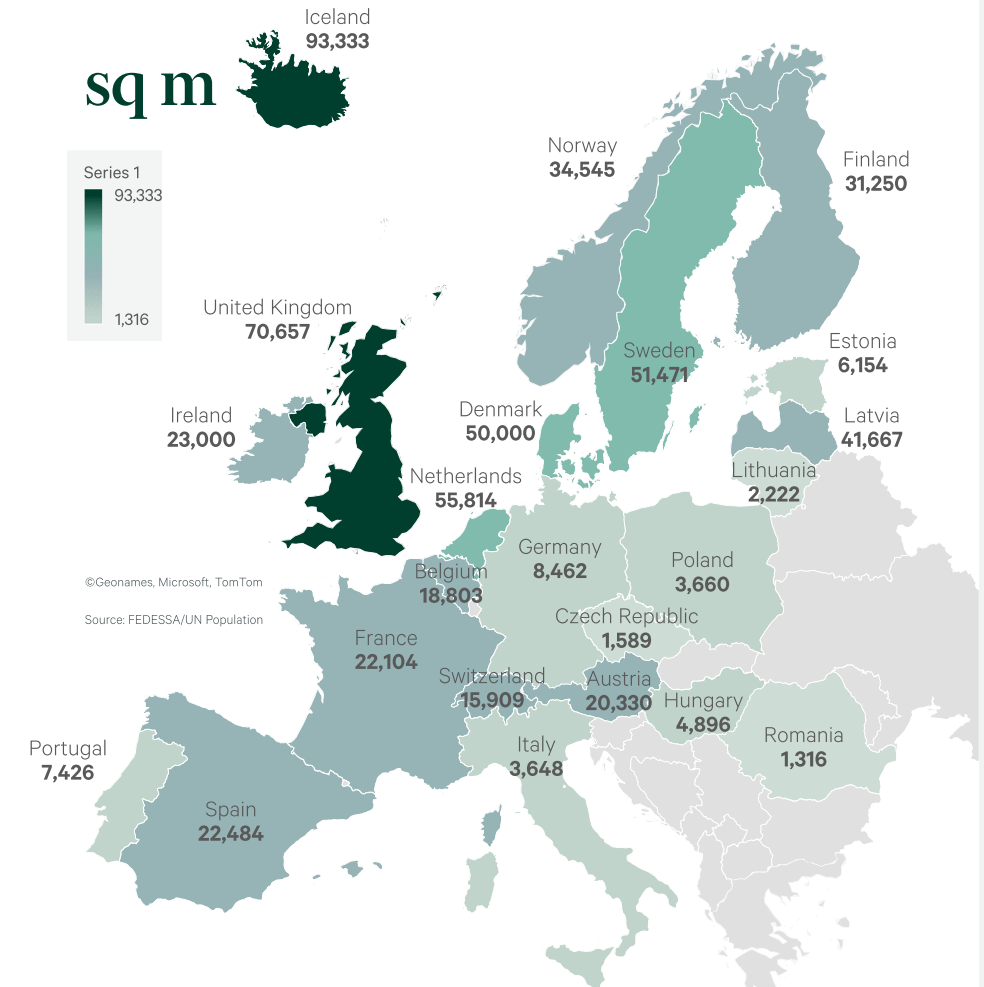
### Four developments under consideration

- Three new developments in Krakow with a combined net lettable area (NLA) of 12 646m<sup>2</sup> (2 299 units) at an estimated development cost of EUR21.9 million yielding 14.0%
- A facility in Warsaw on a long-term lease with ELI, with a NLA of 4 488m<sup>2</sup> (748 units) at an estimated development cost of EUR2.7 million yielding 37.8%



Stokado Wroclaw

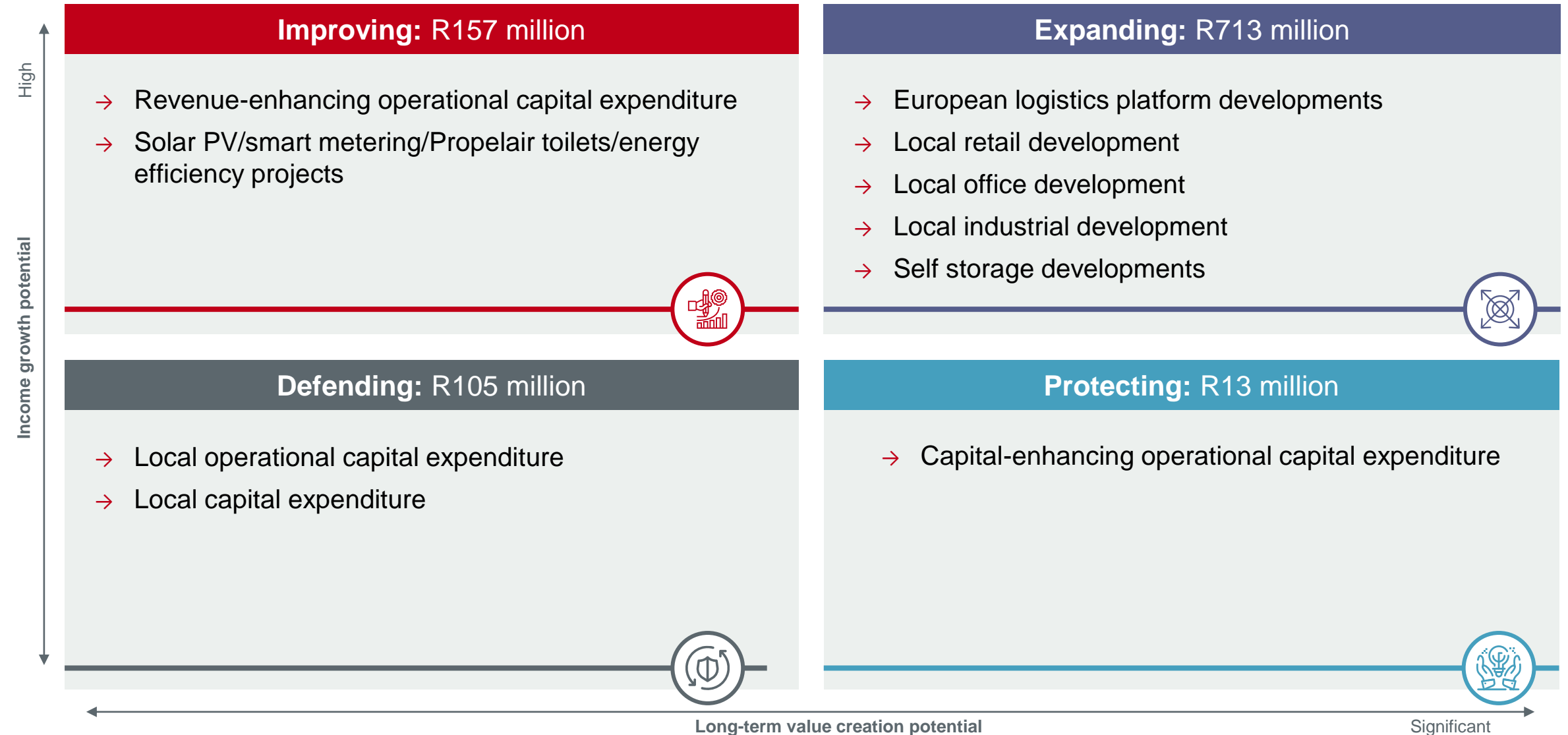
### Self storage floor space per million people



Source : FEDESSA

# Group committed capital allocation priorities

Allocating capital to position asset platform for sustained value creation



# Shifting our emphasis to what matters most

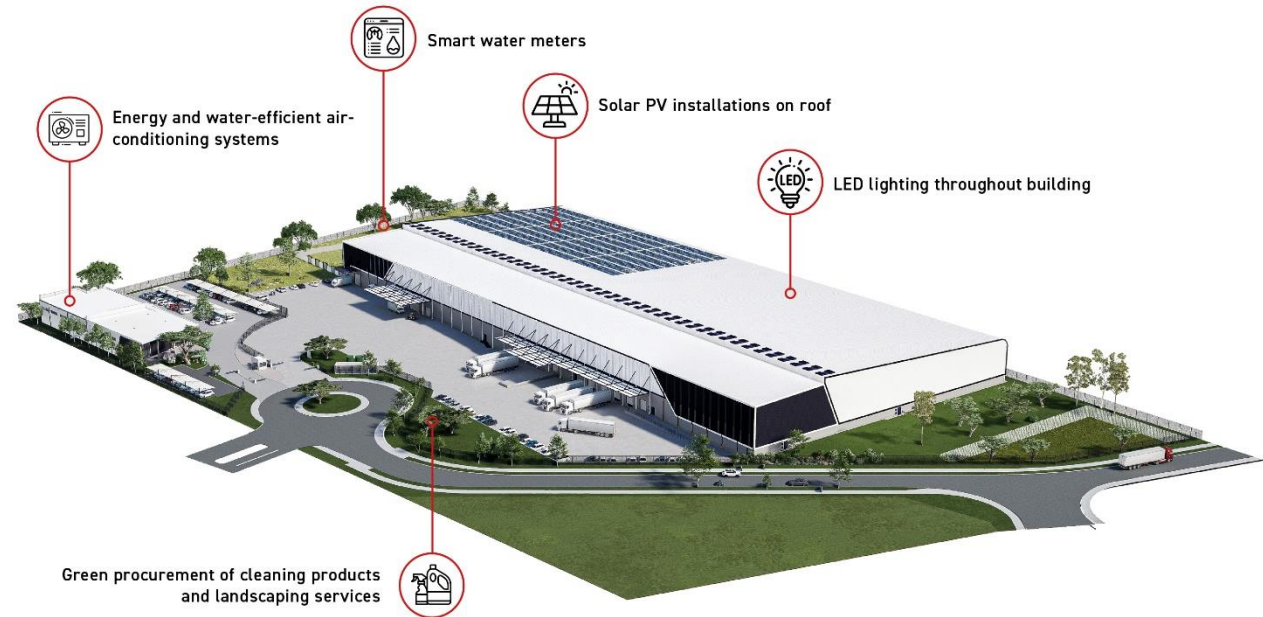
Creating smart, sustainable and relevant spaces



## Focus areas: 2023 second half

- Preserve value through organic growth and asset optimisation
- Reduce reliance on municipally supplied utilities through innovative solutions and resource-efficient green initiatives
- Create value through selective deployment of capital from recycled non-core assets into growth sectors

## ESG industrial design features



Isuzu, S&J Industrial Estate



# Optimising capital

**Diversified funding enables consistent delivery of value**



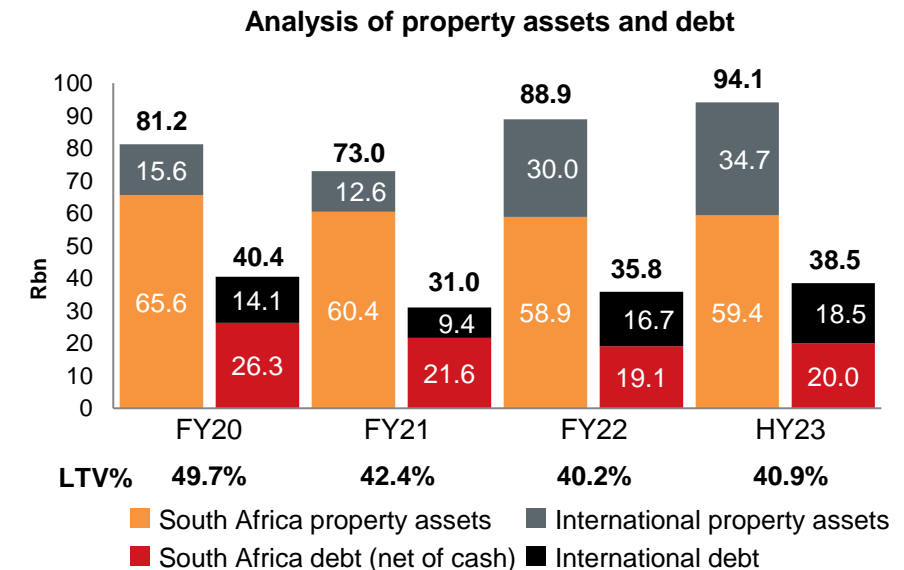
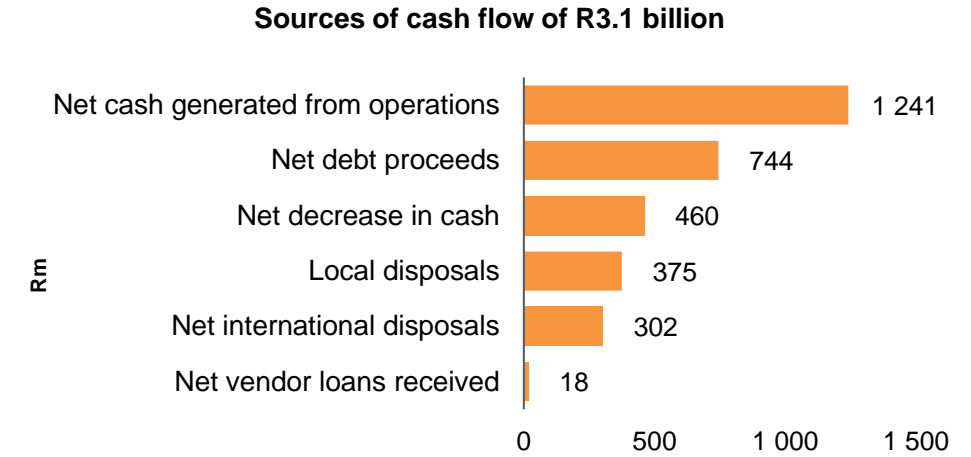
**We're not landlords. We're people.**

# Group key outcomes for the first half of 2023



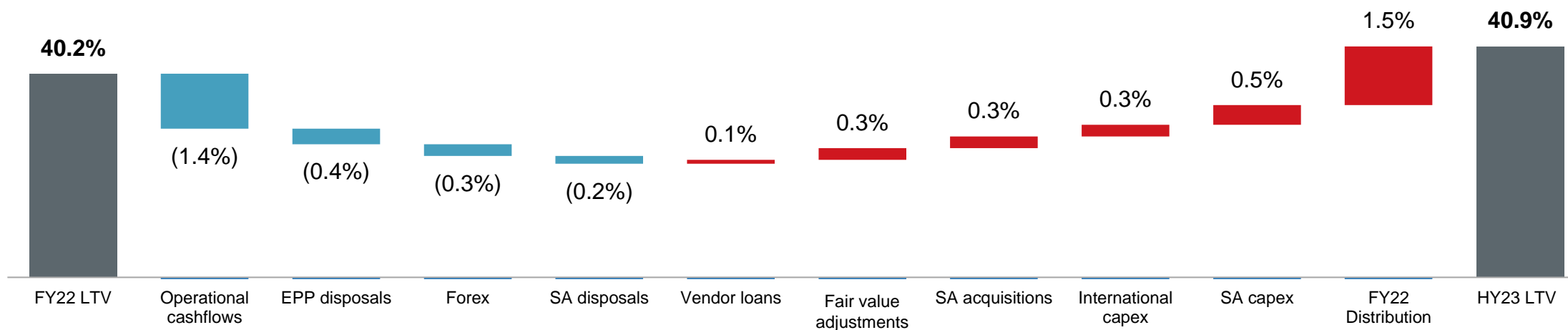
## Stable credit metrics anchors balance sheet strength in a volatile macroeconomic environment

<b>SA REIT LTV</b> <b>40.9%</b> (FY22   40.2%)	<b>Interest cover ratio</b> <b>2.5x</b> (FY22   2.8x)
<b>Access to committed undrawn facilities and cash on hand</b> <b>R6.0 billion</b> (FY22   R6.2 billion)	<b>Interest rate hedged of total debt</b> <b>81.2%</b> (FY22   82.9%)
<b>Group weighted average cost of debt</b> <b>6.5%</b> (FY22   6.0%)	<b>SA weighted average cost of debt</b> <b>9.2%</b> (FY22   8.7%)
<b>FX weighted average cost of debt</b> <b>3.3%</b> (FY22   2.6%)	<b>Moody's credit rating maintained at Ba2</b> <b>Outlook maintained at stable</b>
<b>Group weighted average term of debt</b> <b>3.6 years</b> (FY22   3.9 years)	<b>Average SA collection of gross billings</b> <b>99.0%</b> (FY22   102.0%)

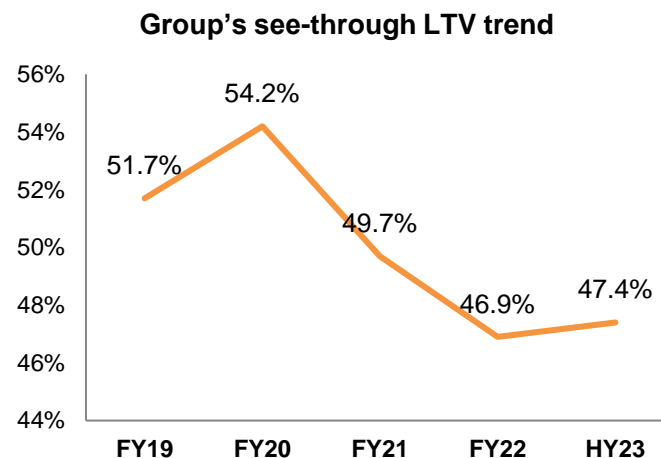


# SA REIT loan-to-value ratio within range

Maintained LTV within our medium-term range of 38% to 41%



LTV sensitivity analysis	LTV impact
<b>Investment property valuations</b>	
SA property values increase/decrease by 1% (R0.6 bn)	0.3%
EPP property values change by 1% (R0.2 bn)	0.1%
<b>Investment in joint ventures</b>	
Valuation increase/decrease by 3% (R0.6bn)	0.2%
<b>Foreign exchange movements</b>	
ZAR depreciates/appreciates by 5%	0.2%
<b>Acquisition of Mall of the South</b>	1.1%



## Strictest covenants LTV = 50% and ICR = 2x

<b>Interest cover ratio</b>	<b>HY23</b>
ICR	2.5x
<b>Corporate LTV</b>	<b>HY23</b>
SA REIT BPR definition	40.9%
Bi-lateral funding definition	42.0%
DMTN programme	42.2%

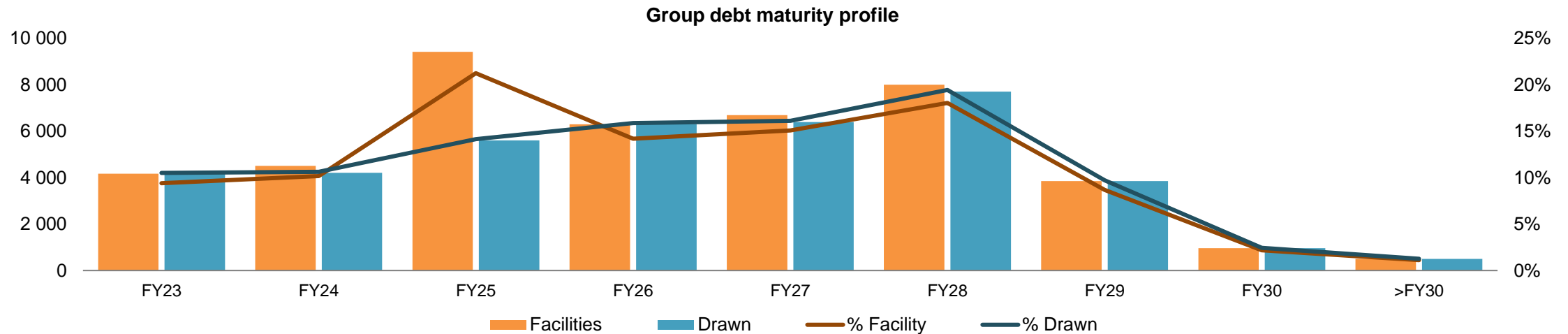
The various bi-lateral banking agreements and DMTN programme govern individual covenant definitions. All bi-lateral funders have agreed to a standardised definition of the corporate LTV covenant



# Stable funding profile

FY23 maturities secured and proactively progressing early renewals of FY24 and FY25 maturities

- Recently secured the renewal of Echo Kielce and Marcelin facilities of R3.2 billion
- Funders are constructive and have an appetite to refinance the facilities
- FY24 maturing bonds of R3.0 billion will be refinanced in the bond market (subject to favourable conditions and pricing)
- Focusing on broadening and diversifying funding sources to manage concentration and tenor risks



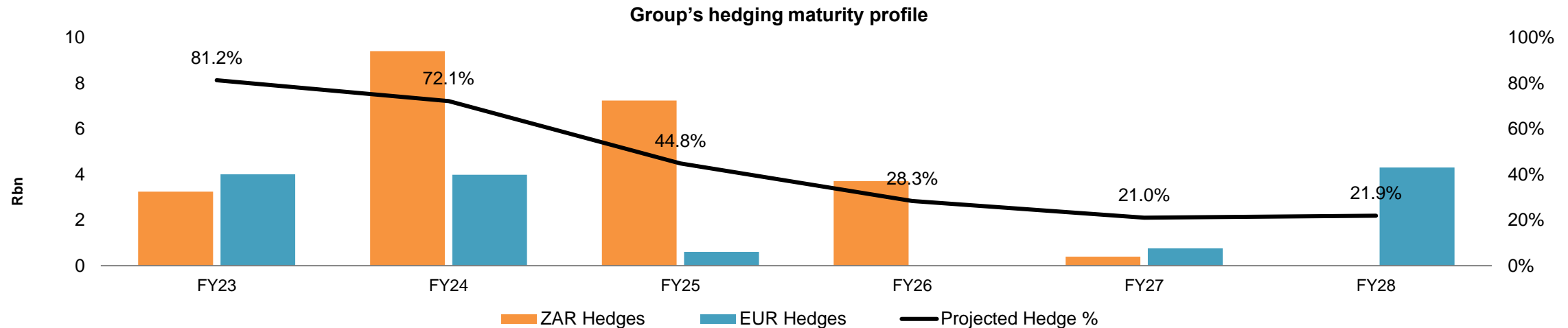
# Interest rate hedging

## Maintained a stable group-wide hedging profile

- 81.2% of total group debt hedged for an average term of 1.7 years
- High inflation coupled with rapidly rising interest rates is impacting funding costs
- Swap rates continue to look expensive on inflation and currency upside risks
- R1.4 billion interest rate three-year swaps at 7.7% completed during HY23 in order to gradually improve the maturity profile

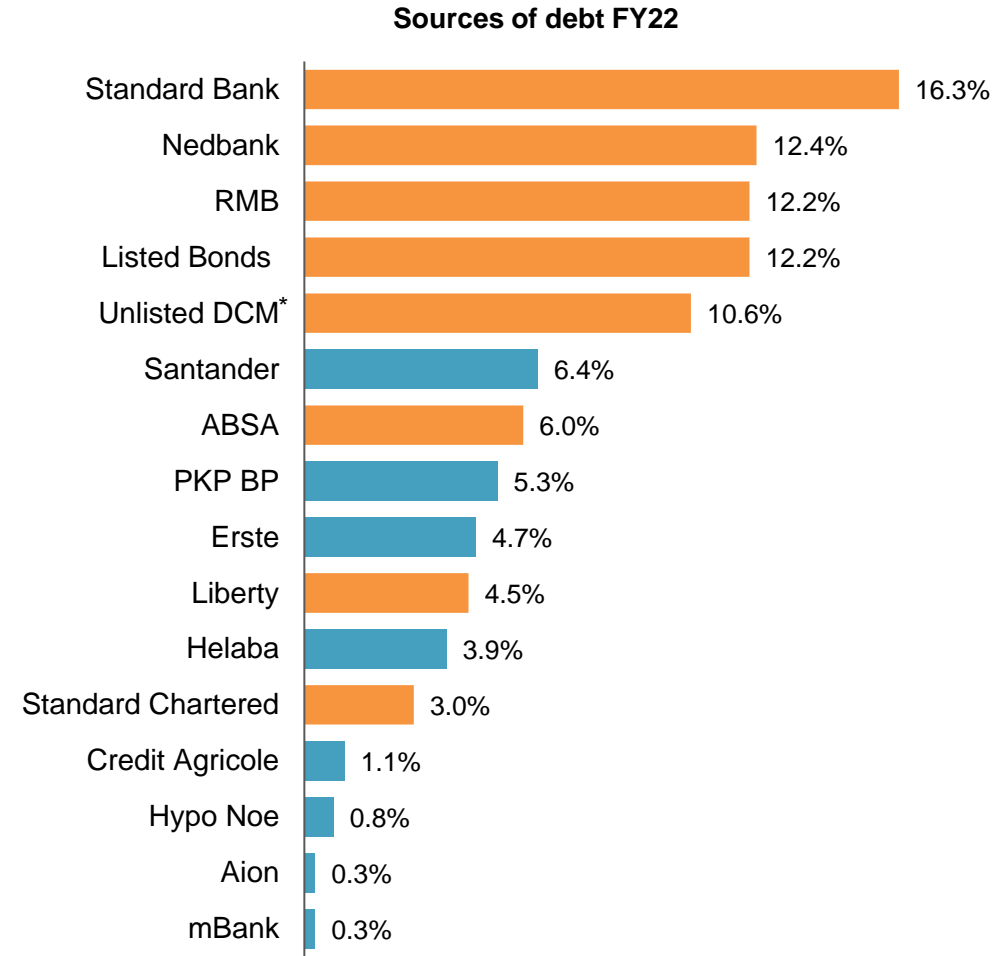
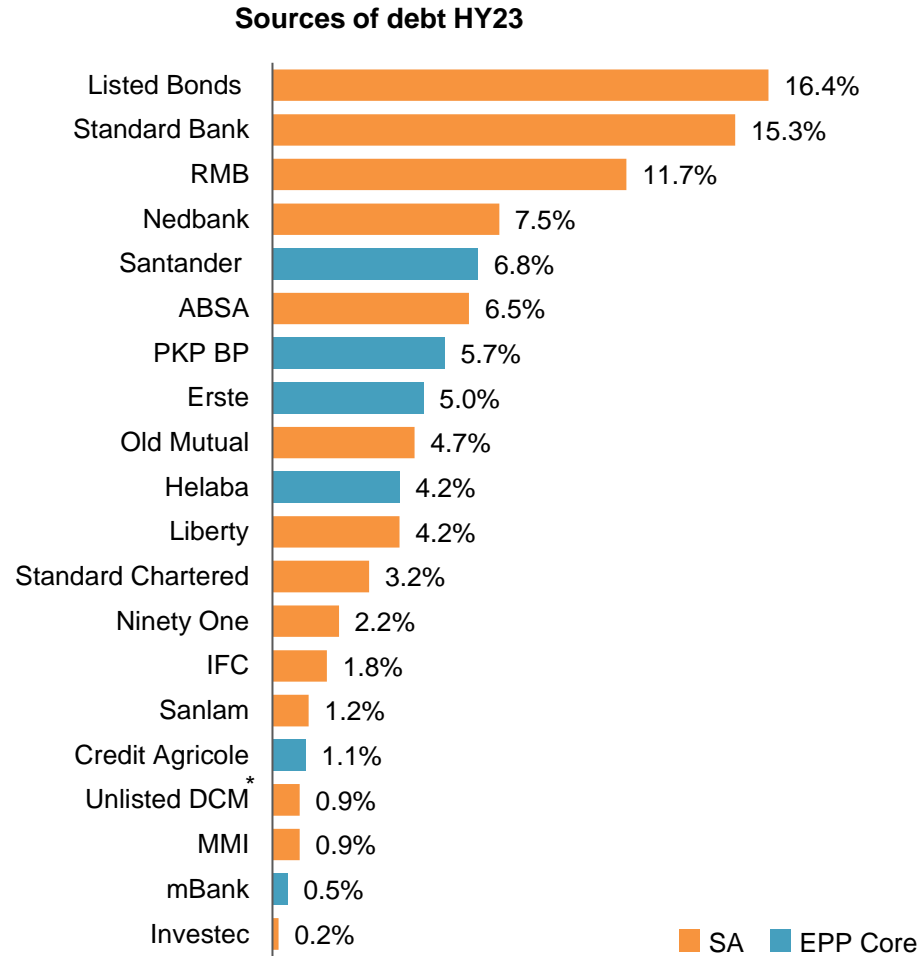
Implied and forecasted repo rate	End 2023	End 2024	End 2025
Market consensus	7.75%	6.63%	6.50%
SARB model	7.13%	6.94%	6.91%
Market implied	7.85%	7.30%	7.60%

Source: RMB



# Diversification of funding sources

## Repositioning balance sheet to support consistent value creation



\* The unlisted notes still held by the banks have been allocated to the relevant bank and the balance of the unlisted notes are reflected as unlisted DCM

# Shifting our emphasis to what matters most

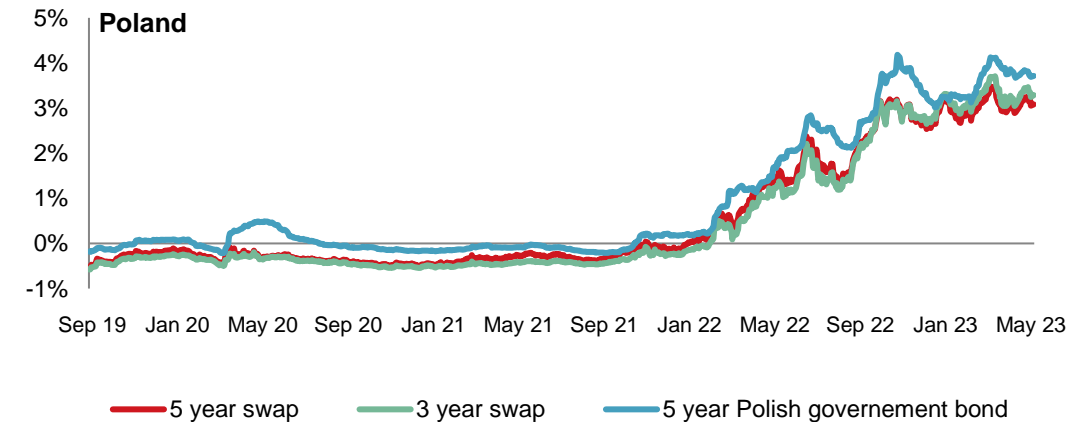
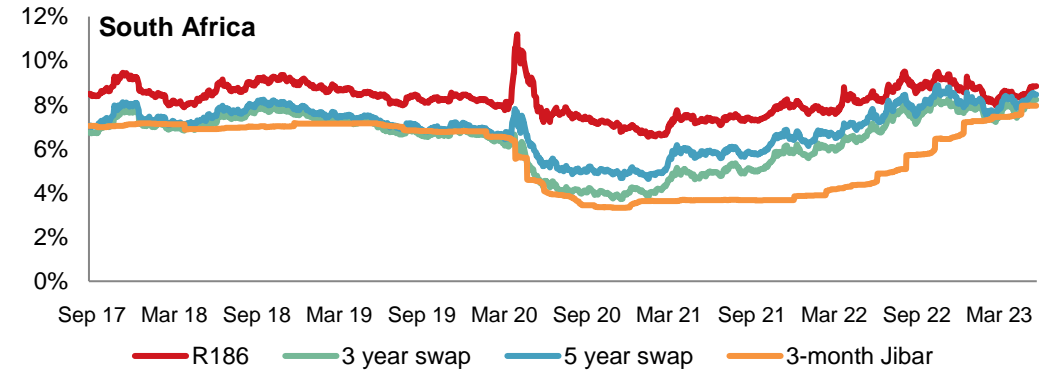
## Efficiently sourcing capital in a constrained environment



### Focus areas: 2023 second half

- Proactive renewal of maturing debt facilities and extending debt maturity profile
- Vigilant management of interest rate risk through the cycles
- Diversify funding sources to limit concentration risk

#### Drivers of the cost of capital





# Operating efficiently

**Robustly maintaining operating margins**



We're not landlords. We're people.

# Group key outcomes for the first half of 2023

## Meaningful progress in stabilising the group's operating margin



<b>Active SA portfolio operating margin</b>
<b>82.4%</b> <i>(HY22   81.3%)</i>

<b>Active EPP Core portfolio operating margin</b>
<b>85.7%</b> <i>(FY22   84.0%)</i>

<b>SA arrears decreased to</b>
<b>R263.1 million</b> <i>(FY22   R278.2 million)</i>

<b>EPP arrears increased to</b>
<b>R95.5 million</b> <i>(FY22   R70.0 million)</i>

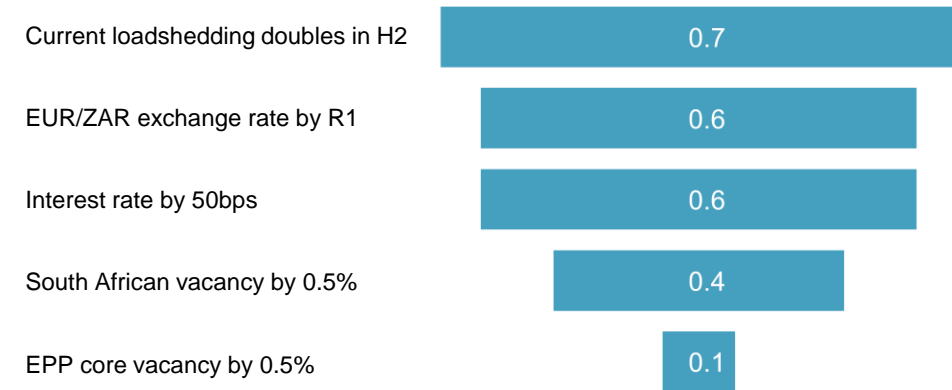
<b>Total SA solar capacity increased to</b>
<b>31.9MWp</b> <i>(FY22   29.9MWp)</i>

<b>EPP electricity consumption reduction</b>
<b>18.8%</b> <i>(FY22   15.0%)</i>

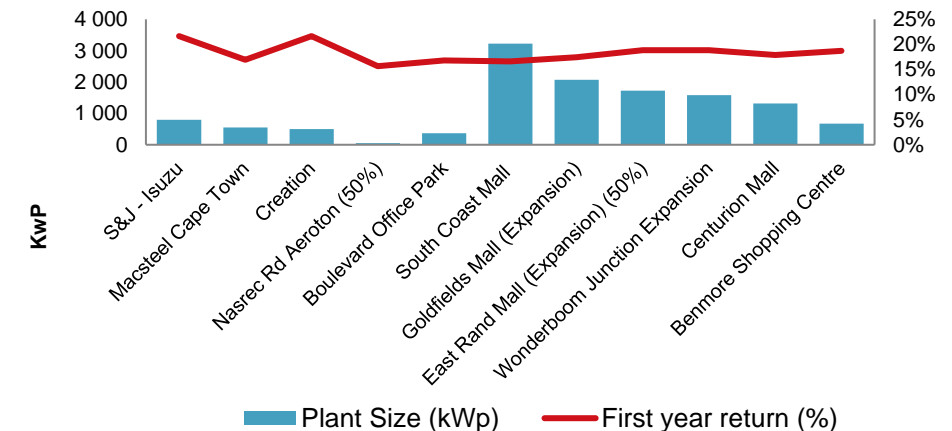
<b>SA average collection rate of</b>
<b>99.0%</b> <i>(FY22   102.0%)</i>

<b>EPP Core average collection rate of</b>
<b>99.2%</b> <i>(FY22   99.3%)</i>

### Distributable income sensitivity analysis – cents per share



### Solar capex in progress

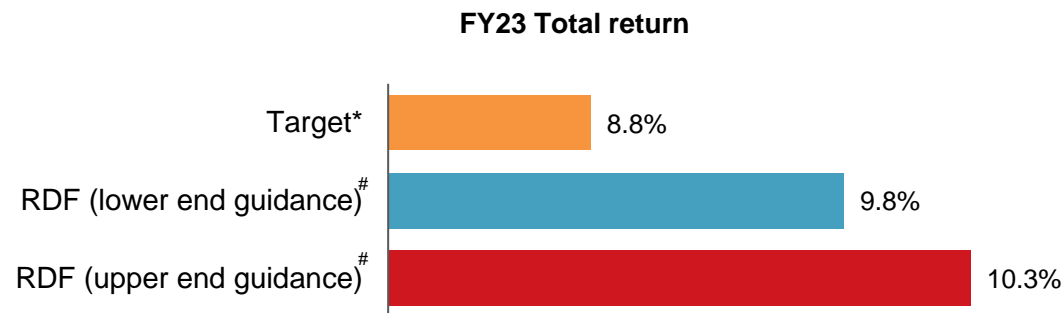
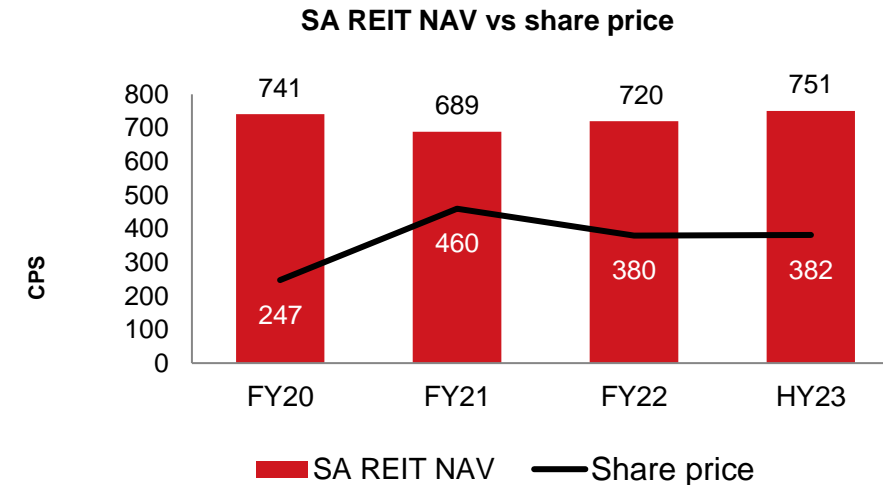
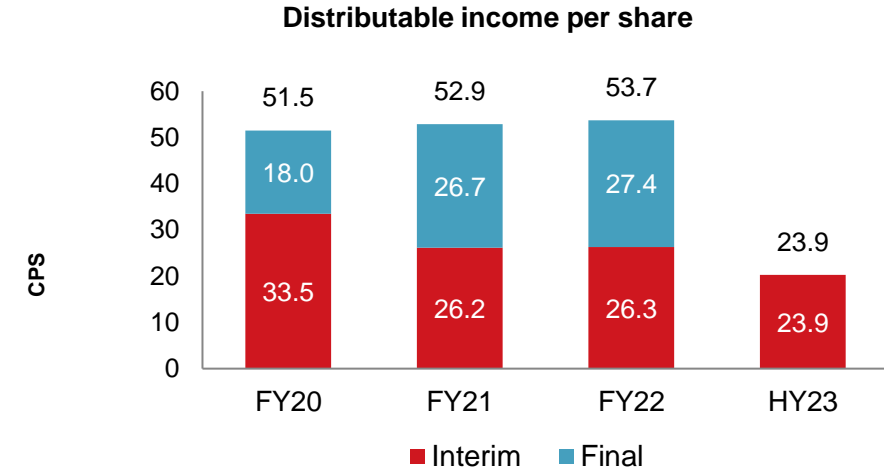


# Group financial headlines

## Restoration of EPP enhances quality of earnings



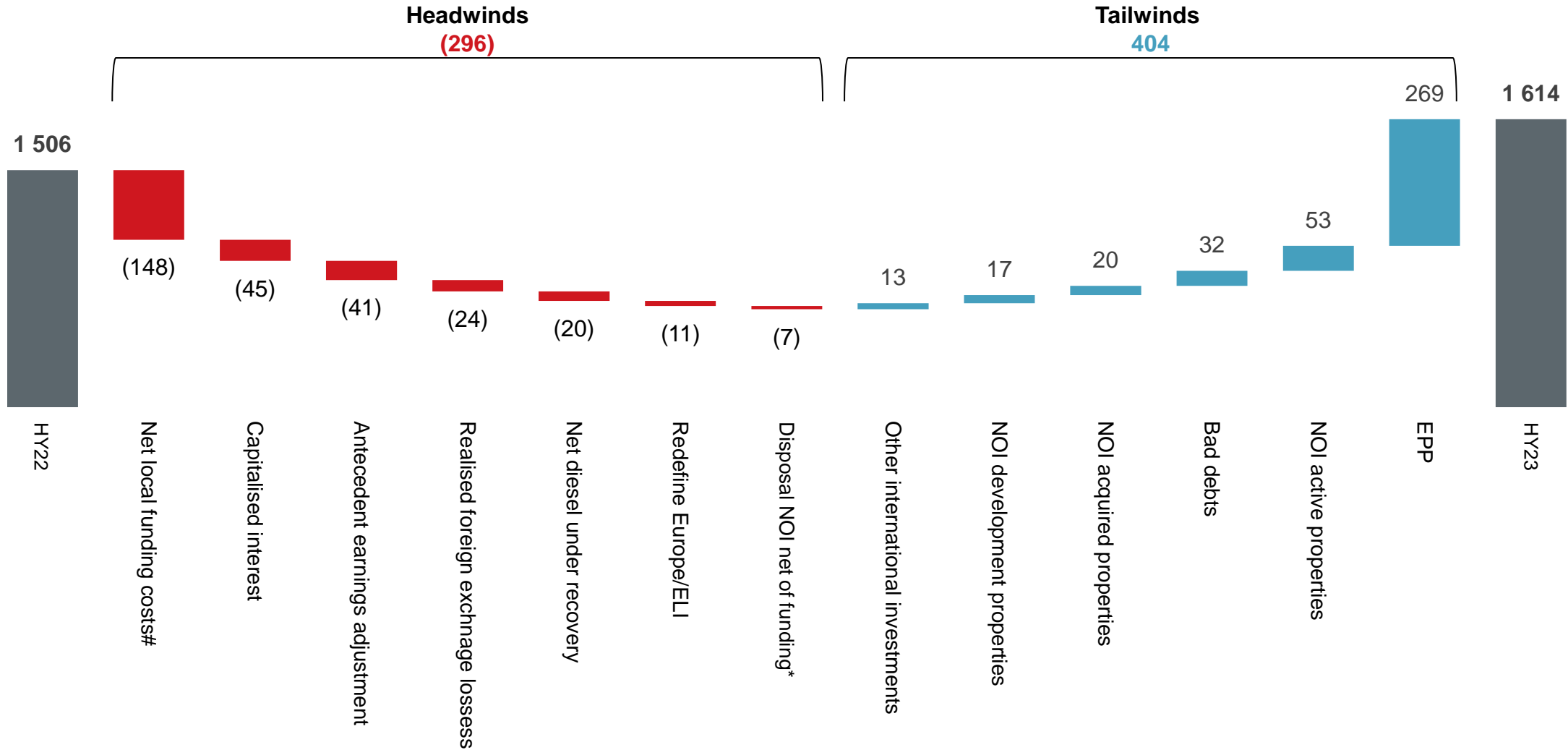
<b>Distributable income per share</b> <b>23.9 cents</b> <i>(HY22   26.3 cents)</i>	<b>Dividend per share for the period</b> <b>20.3 cents</b> <i>(HY22   23.7cents)</i>
<b>Distributable income increased to</b> <b>R1.6 billion</b> <i>(HY22   R1.5 billion)</i>	<b>NAV improved by</b> <b>30.68 cents per share</b> <b>to 750.76 cents</b> <i>(FY22   720.08 cents)</i>
<b>Net operating cost to income ratio</b> <b>14.5%</b> <i>(HY22   17.7%)</i>	<b>Market capitalisation</b> <b>R26.9 billion</b> <i>(FY22   R29.0 billion)</i>



\* Target return = Risk free rate + 200bps  
<sup>#</sup> Total return = (Dividend + NAV movement) / Opening NAV

# Group contributors to changes in distributable income

EPP is making a meaningful contribution backed by cash

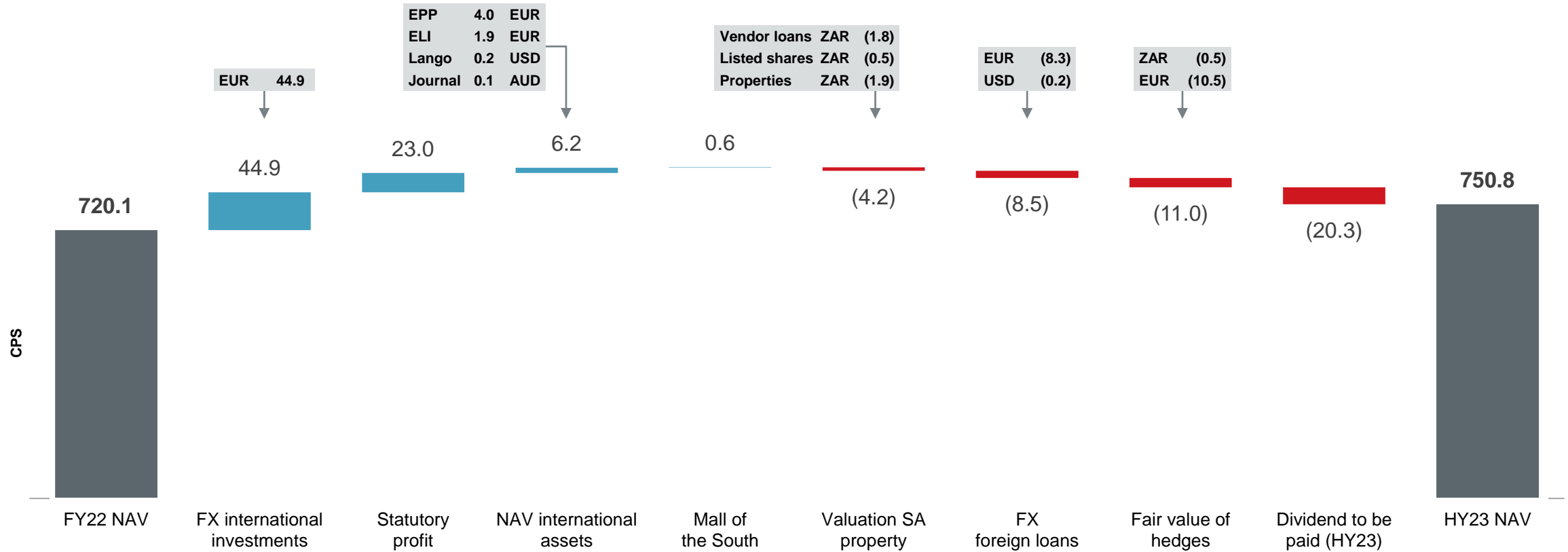


# Pre interest saving (R103m) as a result of sale of local assets | \* Diluted by interest saving (R103m) as a result of sale of local assets



# Group change in NAV per share

Geographic diversification underpins NAV uplift



# Dividend payout policy

Payout ratio balances liquidity requirements with stakeholder expectations

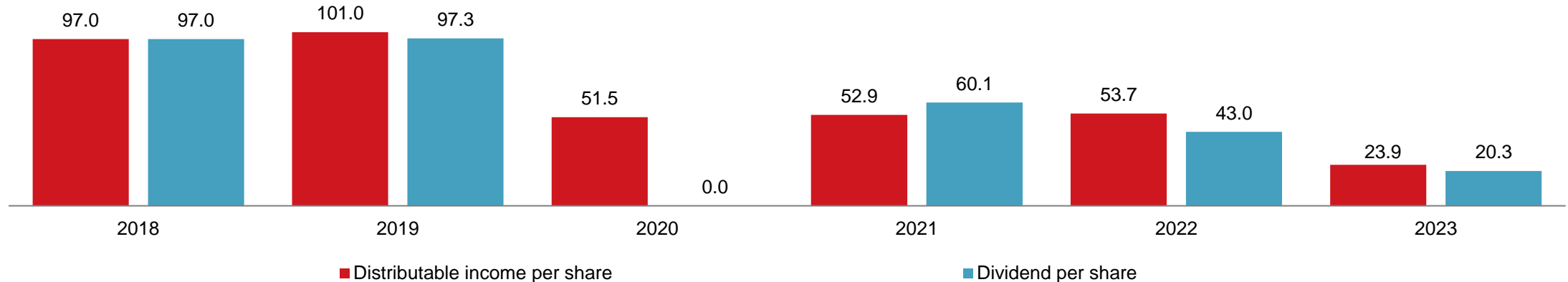
Payout ratio considerations applied to distributable income:

- Earnings recognised for International Financial Reporting Standards (IFRS) purposes but not received in cash
- Funding to maintain and defensively reposition our properties
- Managing healthy liquidity to reduce debt
- Optimising the LTV ratio
- Avoiding tax leakage

Application of the above considerations translates into a payout ratio of between 80% and 90% of distributable income

The merits of a dividend reinvestment plan are considered on a case-by-case basis, with 85% applied to HY23

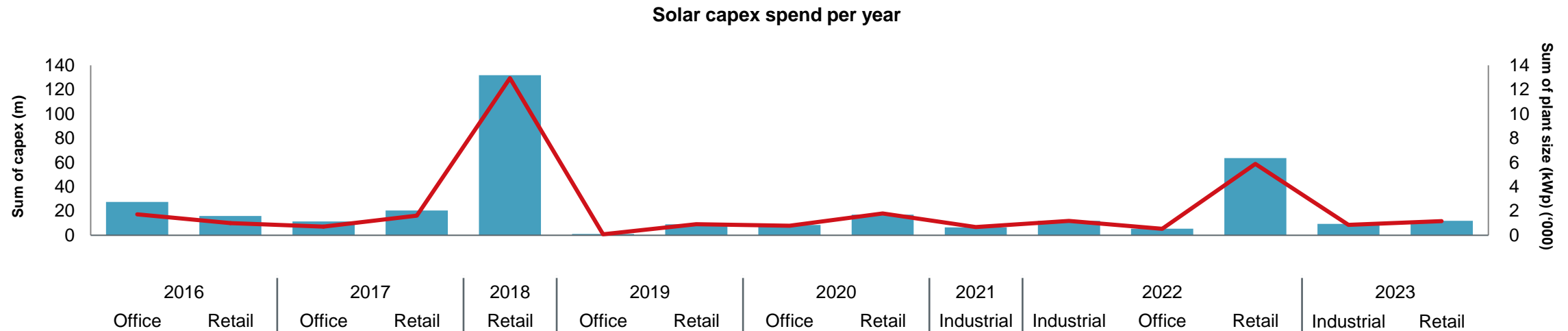
**Distributable income and dividend**



# Managing the impacts of the energy crisis

## ESG enhances operational resilience and supports long-term value creation

- Total SA solar PV installed capacity increased to 31.9MWp since 2016
  - Investing R142.5 million into solar PV expansion and increasing capacity by 12.9MWp
  - 18.1% projected initial yield on projects in progress
- Net diesel cost 1.5% impact on HY23 earnings
  - R35 400 average net diesel costs per hour across SA portfolio
  - 73.2% diesel cost recovery ratio for the active portfolio
  - Maintaining stable emergency backup with 191 diesel generators with 126 586 kVA generation capacity
- EPP Core portfolio reduced energy demand by 18.8% during HY23



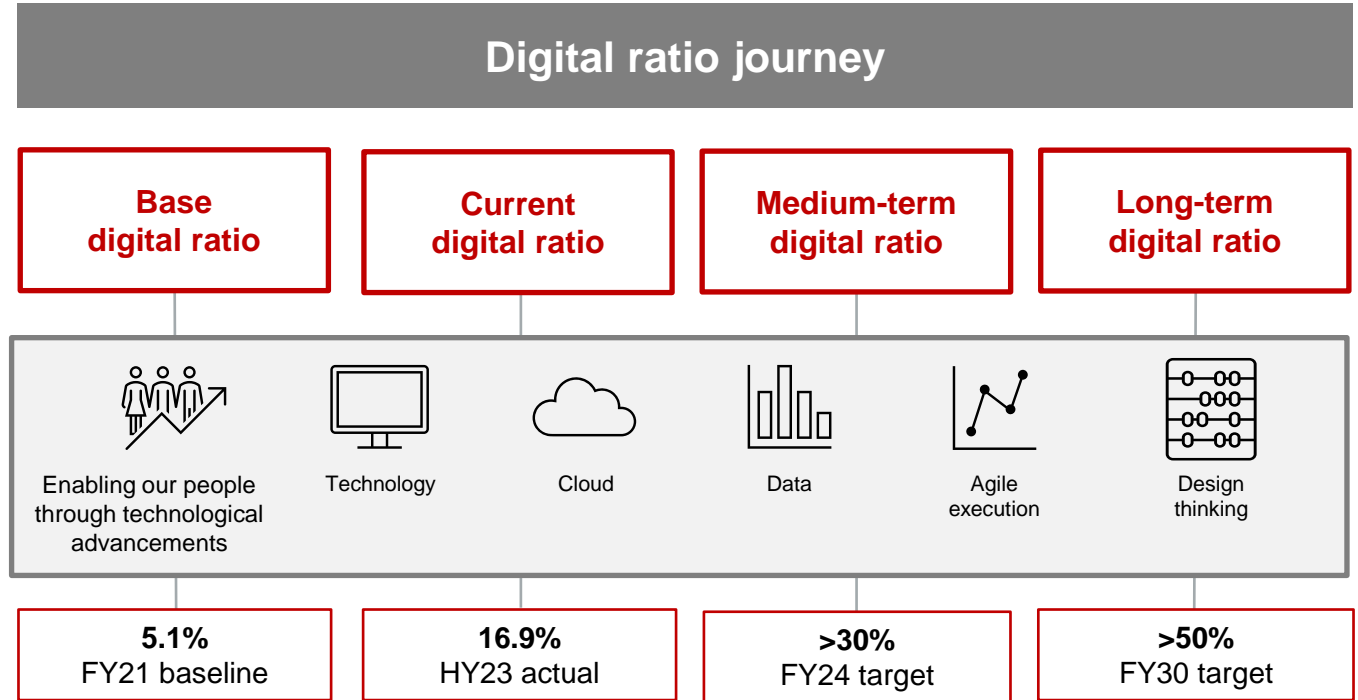
# Shifting our emphasis to what matters most

Mobilising digital transformation across the value chain



## Focus areas: 2023 second half

- Preserve operating margin through a focus on efficiency, tight cost control and alternative energy sources
- Intensify efforts to retain and attract tenants by offering added value
- Improve digital ratio to simplify processes and transform the tenant's experience





# Engaging talent

**Capturing the value of diversity of thought**



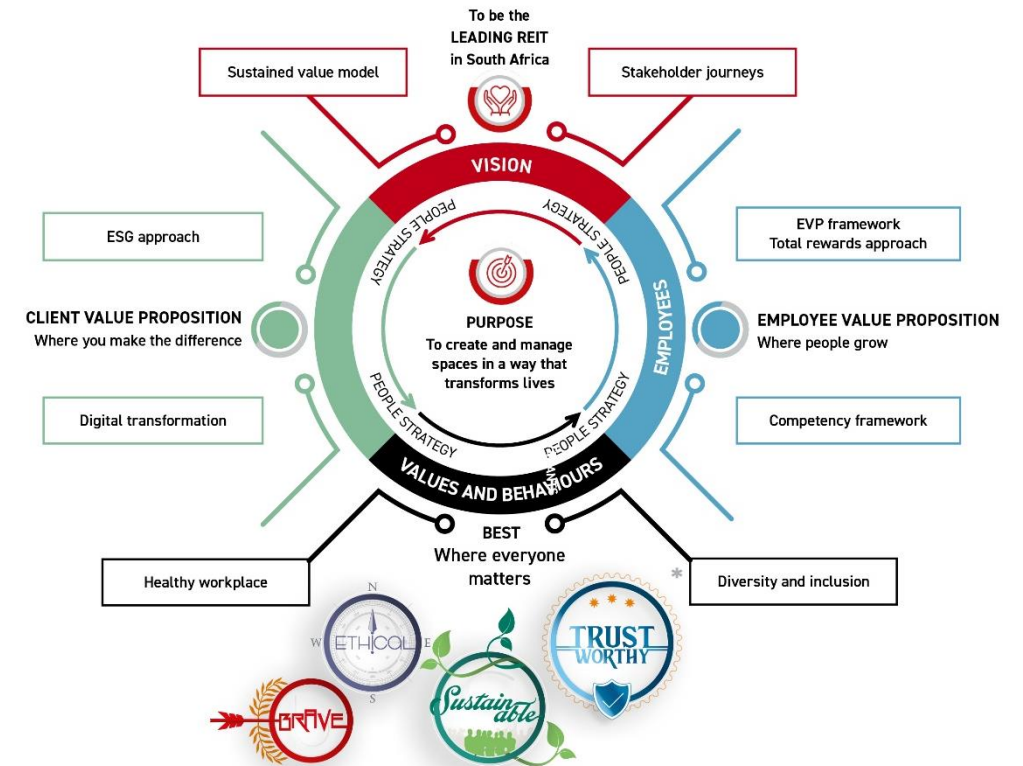
**We're not landlords. We're people.**

# Group key outcomes for the first half of 2023

## Embracing diversity to turn strategy into action



<p><b>Regrettable staff turnover</b></p>	<p><b>Supporting our communities</b></p>
<p>SA: 6.2% (FY22   7.2%) Poland: 4.3% (FY22   8.0%)</p>	<p>75 EPP employees and 196 SA employees supported CSI initiatives during the period</p>
<p><b>SDG Innovation Accelerator for Young Professionals</b></p>	<p><b>Alignment to moonshot</b></p>
<p>Third year of participation, with 12 employees under 35 years of age participating</p>	<p>Developed a transformational impact framework that includes our vision for developing a future-fit workforce</p>
<p><b>Future-fit workforce</b></p>	<p><b>Top Employer accredited</b></p>
<p>Focus on reskilling based on gap analysis of skills audit findings and future-fit competency requirements</p>	<p>Eighth consecutive year</p>



# Creating a pipeline of real estate professionals

Building a future-fit workforce powered by technology



## Ensuring that our employees are enabled by technology

- Providing a single platform to:
  - Identify revenue enhancing opportunities across the value chain
  - Improve the efficiency and productivity of our workforce

## Refining our talent and succession plan

- Recruiting and developing talent to deepen the bench strength
- Focusing on talent management to improve engagement
- Promoting candidates from designated groups to senior positions to support diversity and inclusion
- Including a readiness assessment to fast-track high potential black employees with a specific focus on women



Learners from class of 2023

# Shifting our emphasis to what matters most

Building a collective of people who create and manage spaces for positive impact



## Focus areas: 2023 second half

- Review talent strategies to attract, retain and develop pool of key personnel to provide internal pipeline of scarce skills
- Create awareness of employee wellness programme and encourage work-life balance
- Foster an inclusive environment to attract diverse talent and deliver innovative thinking

## The future-fit Redefine is



Stakeholder-centric



Purpose-driven



Agile and resilient



Data enabled



Innovative and inclusive





# Wrap-up

**It is how we strategically respond to the evolving market-shifting dynamics that will set us apart**



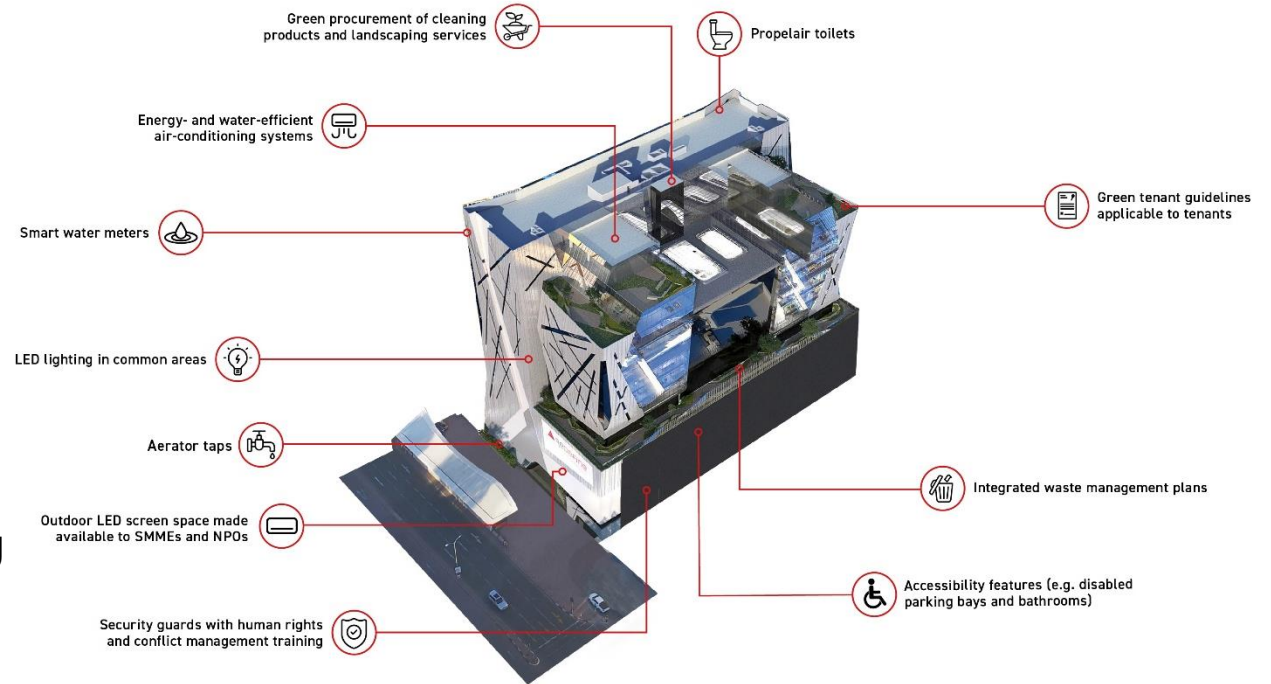
**We're not landlords. We're people**

# Key takeouts

## Redefine is positioned for the eventual upward cycle

- Our moonshot pathways have been refreshed
- ESG reach is being extended to our stakeholders
- The diversified property portfolio has been positioned for organic growth – EPP stabilised
- Deleveraging is complete
- Quality tenant base is driving strong cash generation
- Healthy liquidity profile
- Proven ability to absorb cost headwinds
- Solar PV fleet mitigates the impact of loadshedding
- A diverse team of engaged real estate professionals

### ESG office design features



Rosebank Link

The progress we have made with our ESG strategy has been acknowledged by several international ESG rating agencies



## In closing

We will shoot for the moon by placing purpose, people and ESG at the heart of what we do

- The prosperity of commercial property is underpinned by solid confidence, predictable interest rate expectations, economic growth and constructive physical and human capital investment
- Rising costs, lack and cost of energy, low economic growth, illiquid financial markets and higher interest rates will continue to shape our operating context
- This environment brutally exposes capital and income mismatches, which will necessitate us to rethink how we:
  - Cost effectively source and responsibly allocate capital
  - Efficiently operate in an environment of higher operating costs and a competitive rental market
- In an environment of uncertainty, we cannot rely on external factors to change our fortunes
- We need to rather remain focused on the variables under our control

### Why invest in Redefine

#### **Focused**

on people and purpose, placing ESG at the heart of what we do

#### **Simplified,**

high-quality asset platform which is diversified

#### **Sustainable**

funding model with solid credit metrics

#### **Engaged,**

passionate and innovative human talent

#### **Consistent**

delivery of strategy

**We anticipate our full-year distributable income per share to be between 48 to 52 cents per share and will apply a payout policy of between 80% to 90%**



# Supplementary information



We're not landlords. We're people.

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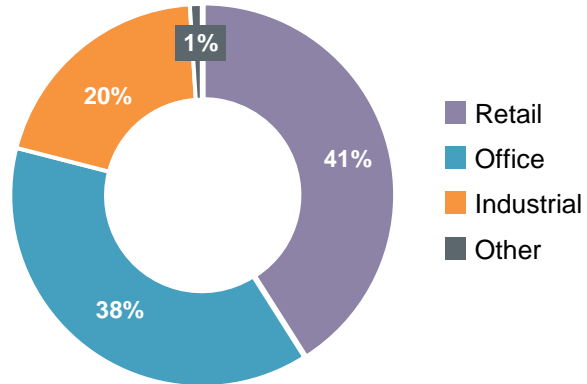
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# Redefine's diversified property asset platform

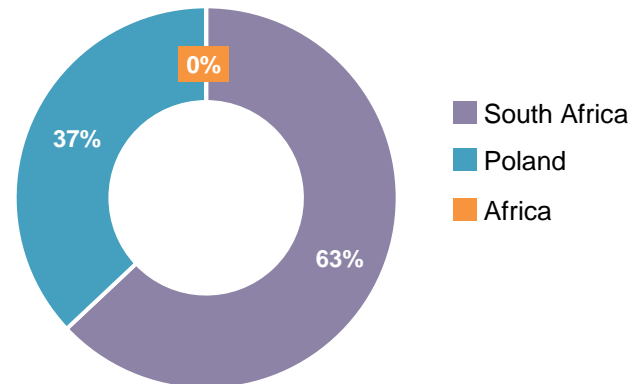
## Portfolio valued at R94.1 billion

Local property portfolio			International property portfolio		
Property portfolio	100.0%	R58.9bn	European Logistics platform	46.9%	R5.1bn
Retail	41.1%	R24.2bn	Lango Real Estate Limited	3.5%	R0.2bn
Office	37.7%	R22.2bn	EPP N.V	95.5%	R19.3bn
Industrial	20.0%	R11.9bn	EPP JVs		R10.1bn*
Specialised	1.0%	R0.6bn			
ROU & PPE		R0.1bn			
Loans receivable and Delta		R0.4bn			
		<b>R59.4bn</b>			<b>R34.7bn</b>

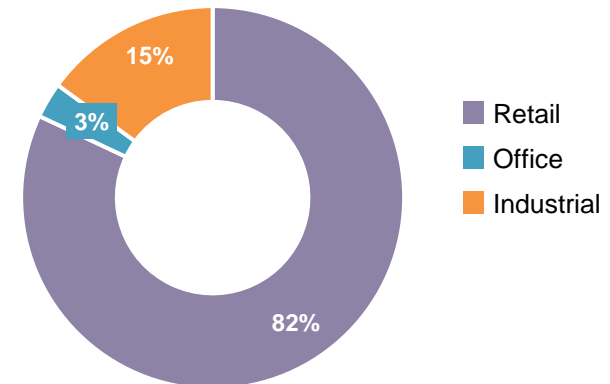
SA per sector by value



Geographic spread by value



International sector by value



\* Includes M1 JV of R1 024 million held by Redefine Europe

## Reconciliation of property related assets



Property assets (Rm)	Retail	Office	Industrial	Specialised	Head office	RDF Europe and ELI	EPP	Lango	Journal	Total
<b>FY22 property asset platform</b>	<b>24 114</b>	<b>21 993</b>	<b>11 625</b>	<b>547</b>	<b>691</b>	<b>4 667</b>	<b>25 086</b>	<b>182</b>	<b>25</b>	<b>88 930</b>
<b>Movement for the year</b>	<b>214</b>	<b>252</b>	<b>254</b>	<b>15</b>	<b>(268)</b>	<b>1 485</b>	<b>3 246</b>	<b>17</b>	<b>(19)</b>	<b>5 195</b>
Deployment of capital	154	736	404	7	4	336	55	-	-	<b>1 695</b>
Disposals <sup>#</sup>	(76)	(30)	(267)	-	(2)	(46)	(756)	-	(32)	<b>(1 210)</b>
Impairment	-	-	-	-	(120)	(5)	-	-	-	<b>(125)</b>
Investment properties fair value adjustments	139	(354)	141	7	-	-	(64)	-	-	<b>(131)</b>
Other <sup>*</sup>	(3)	(101)	(24)	1	(45)	(2)	(27)	17	13	<b>(171)</b>
Foreign exchange adjustments	-	-	-	-	-	752	3 667	-	1	<b>4 420</b>
Equity accounted profit (net of dividends)	-	-	-	-	-	151	336	-	-	<b>487</b>
Net vendor loans	-	-	-	-	(105)	299	36	-	-	<b>230</b>
<b>HY23 property asset platform</b>	<b>24 328</b>	<b>22 245</b>	<b>11 879</b>	<b>562</b>	<b>423</b>	<b>6 152</b>	<b>28 332</b>	<b>199</b>	<b>6</b>	<b>94 125</b>

<sup>#</sup> Net impact of Power Park transaction

<sup>\*</sup> Includes straightlining adjustments, tenant installations, letting commission, amortisation and depreciation

# Reconciliation of cash generated to total distributable income

	HY23 Rm	HY22 Rm
<b>Net cash inflow from operating activities (as per statement of cashflows)</b>	<b>1 213</b>	<b>962</b>
<b>Items in cash flows from operating activities, but related to distributable income</b>	<b>296</b>	<b>103</b>
Working capital changes	293	110
Changes in trade receivables	42	(51)
Changes in trade payables	251	161
Capital transaction costs	21	17
Insurance income refund	(20)	(13)
Leasehold interest and expenses	2	(11)
<b>Non-cash flow items included in distributable income</b>	<b>120</b>	<b>47</b>
Foreign exchange gains	(5)	39
Amortisation of tenant installations and letting commissions	(65)	(52)
Settlement of derivative	215	39
Discontinued operation distributable income	-	12
Depreciation on property, plant and equipment	(10)	(8)
Trading profit	-	2
Share incentive schemes	(15)	15
<b>Adjustments to distributable income, not included in IFRS statement of profit and loss</b>	<b>(35)</b>	<b>3</b>
Unwinding of Towarowa discount (reflected in interest income)	(16)	-
Interest received - Chariot loan	-	(17)
Distributable income of associate	(19)	(21)
Antecedent earnings on new share issuance	-	41
<b>Timing differences</b>	<b>31</b>	<b>390</b>
Taxation - difference between income and withholding taxation accrued not yet paid / received	(3)	234
Distributable income of associate receipts	50	43
Interest income accrual	69	45
Interest expense accrual	(85)	68
<b>Non-controlling interest share of distributable income</b>	<b>(11)</b>	<b>1</b>
<b>Distributable income for the year</b>	<b>1 614</b>	<b>1 506</b>



# Funds from operations



## SA REIT funds from operations (SA REIT FFO) per share

	Rm HY23	Rm HY22
<b>Profit or loss per IFRS Statement of Comprehensive Income (SOCl) attributable to the parent</b>	<b>799</b>	<b>2 132</b>
<b>Adjusted for:-</b>		
<b>Accounting/specific adjustments:-</b>	<b>442</b>	<b>491</b>
Fair value adjustments to:		
- Investment properties	131	(171)
- Debt and equity instruments held at fair value through profit or loss	9	234
Depreciation	8	8
Impairment of goodwill or the recognition of a bargain purchase gain	-	106
Asset impairments (excluding goodwill) and reversals of impairment	126	(51)
Gains or losses on the modification of financial instruments	1	-
Deferred tax movement recognised in profit or loss	93	9
Straight-lining operating lease adjustment	74	352
Transaction costs expensed in accounting for a business combination	-	6
<b>Adjustments arising from investing activities:-</b>	<b>1</b>	<b>(2)</b>
Gains or losses on disposal of:		
- Investment Properties & Property, plant and equipment	1	(2)
<b>Foreign exchange and hedging items:-</b>	<b>859</b>	<b>(538)</b>
Fair value adjustments on derivative financial instruments employed solely for hedging purposes	521	(609)
Reclassified foreign currency translation reserve upon disposal of a foreign operation	(9)	-
Foreign exchange gains or losses relating to capital items – realised and unrealised	347	71
<b>Other adjustments:-</b>	<b>(433)</b>	<b>(500)</b>
Adjustments made for equity-accounted entities	(434)	(619)
Tax adjustments of the above adjustments	(17)	(38)
Non-controlling interests in respect of the above adjustments	18	117
Antecedent earnings adjustment	-	41

## Funds from operations | continued



	Rm HY23	Rm HY22
<b>SA REIT FFO:</b>	<b>1 668</b>	<b>1 584</b>
Number of shares outstanding at end of period (net of treasury shares) (millions)	6 752	5 720
<b>SA REIT FFO per share (cents)</b>	<b>24.70</b>	<b>27.69</b>
<b>Company-specific adjustments (Rm)</b>	<b>(53)</b>	<b>(78)</b>
Non-distributable adjustments for discontinued operation	-	(2)
Interest received Chariot loan	-	(17)
Capital transaction costs expensed	20	11
Capital insurance income	(20)	(13)
Changes in insurance contract liability	(38)	(40)
Capital tax expense	7	-
Depreciation (excluding owner-occupied properties)	(7)	(8)
Property held for trading	-	2
Unwinding of Towarowa discount (reflected in interest income)	(16)	-
Leasehold interest and expenses	2	(11)
<b>Distributable income (Rm)</b>	<b>1 614</b>	<b>1 506</b>
<b>Distributable income per share (DIPS) cents</b>	<b>23.91</b>	<b>26.33</b>

## South Africa distributable income analysis

Rm	Retail	Office	Industrial	Specialised	Head office	Total SA HY23	Total SA HY22
Property portfolio revenue	1 711	1 490	669	35	-	3 905	3 879
Operating costs	(793)	(546)	(223)	(13)	-	(1 575)	(1 517)
Expected credit losses – trade receivables	18	12	7	-	-	37	28
Administration costs	-	-	-	-	(141)	(141)	(136)
<b>Net operating profit</b>	<b>936</b>	<b>956</b>	<b>453</b>	<b>22</b>	<b>(141)</b>	<b>2 226</b>	<b>2 244</b>
Other income	-	-	9	-	-	9	3
<b>Net distributable profit before finance costs and tax</b>	<b>936</b>	<b>956</b>	<b>462</b>	<b>22</b>	<b>(141)</b>	<b>2 235</b>	<b>2 247</b>
Interest income	-	-	-	-	335	335	253
Interest expense	-	-	-	-	(1 192)	(1 192)	(1 056)
<b>Net income before distributable adjustments</b>	<b>936</b>	<b>956</b>	<b>462</b>	<b>22</b>	<b>(998)</b>	<b>1 378</b>	<b>1 444</b>
<i>Below the line distributable income adjustments:</i>							
- Antecedent earnings adjustment						-	41
<b>Distributable income</b>	<b>936</b>	<b>956</b>	<b>462</b>	<b>22</b>	<b>(998)</b>	<b>1 378</b>	<b>1 485</b>

## International distributable income analysis

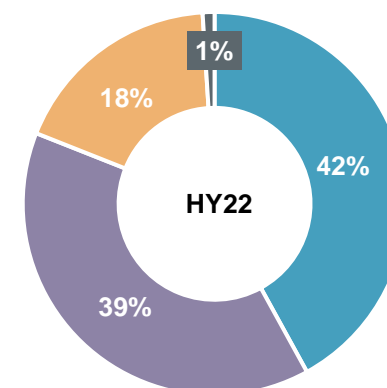
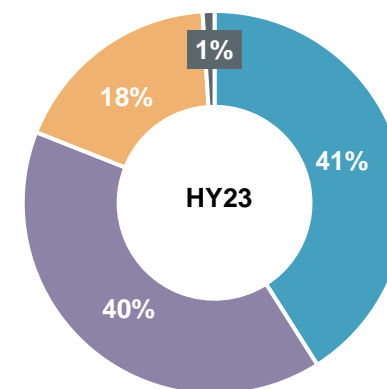
Rm	Europe			PLN	Africa		Australia	Total international HY23	Total international HY22
	EPP	RDF Europe	EUR funding	Self storage	USD funding	Lango	Journal		
Contractual rental income	986	-	-	-	-	-	-	986	-
Investment income	-	-	-	-	-	1	-	1	4
<b>Total revenue</b>	<b>986</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>987</b>	<b>4</b>
Operating cost	(399)	-	-	-	-	-	(1)	(400)	(15)
Administration cost	(104)	(7)	-	(2)	-	-	(1)	(114)	1
<b>Net operating profit / (loss)</b>	<b>483</b>	<b>(7)</b>	<b>-</b>	<b>(2)</b>	<b>-</b>	<b>1</b>	<b>(2)</b>	<b>473</b>	<b>(10)</b>
Other income	-	7	-	-	-	-	-	7	1
<b>Net distributable profit / (loss) before finance costs and taxation</b>	<b>483</b>	<b>-</b>	<b>-</b>	<b>(2)</b>	<b>-</b>	<b>1</b>	<b>(2)</b>	<b>480</b>	<b>(9)</b>
Net interest costs	(183)	29	(105)	-	(6)	-	1	(264)	(65)
- Interest income	1	29	-	-	-	-	1	31	26
- Interest expense	(184)	-	(105)	-	(6)	-	-	(295)	(91)
Foreign exchange profit / (loss)	11	22	(5)	-	-	-	-	28	39
<b>Net distributable profit before taxation</b>	<b>311</b>	<b>51</b>	<b>(110)</b>	<b>(2)</b>	<b>(6)</b>	<b>1</b>	<b>(1)</b>	<b>244</b>	<b>(35)</b>
Taxation	(46)	-	-	-	-	-	-	(46)	-
<b>Net income from continued operations</b>	<b>265</b>	<b>51</b>	<b>(110)</b>	<b>(2)</b>	<b>(6)</b>	<b>1</b>	<b>(1)</b>	<b>198</b>	<b>(35)</b>
Distributable income from discontinued operations	-	-	-	-	-	-	-	-	12
<b>Net income / (loss) from operations before non-controlling interest share</b>	<b>265</b>	<b>51</b>	<b>(110)</b>	<b>(2)</b>	<b>(6)</b>	<b>1</b>	<b>(1)</b>	<b>198</b>	<b>(23)</b>
Non-controlling interest share of distributable income	(11)	-	-	-	-	-	-	(11)	1
<b>Net income / (loss) before distributable adjustments</b>	<b>254</b>	<b>51</b>	<b>(110)</b>	<b>(2)</b>	<b>(6)</b>	<b>1</b>	<b>(1)</b>	<b>187</b>	<b>(22)</b>
<i>Below the line distributable income adjustments:</i>									
- Equity-accounted investment	18	32	-	-	-	-	-	50	43
<b>Distributable income / (loss) for the period</b>	<b>272</b>	<b>83</b>	<b>(110)</b>	<b>(2)</b>	<b>(6)</b>	<b>1</b>	<b>(1)</b>	<b>237</b>	<b>21</b>

# South Africa portfolio income analysis



	HY23 Rm	HY22 Rm	Change %
<b>Net operating income from investment properties</b>	<b>2 367</b>	<b>2 375</b>	<b>-0.3%</b>
Net operating income from acquired / development properties	(42)	(7)	500.0%
Net operating income from disposed properties	(6)	(116)	-94.8%
<b>Net property income from active portfolio*</b>	<b>2 319</b>	<b>2 252</b>	<b>3.0%</b>
Active portfolio revenue	2 815	2 771	1.6%
Active portfolio costs	(496)	(519)	-4.4%
<b>Net property income from active portfolio*</b>	<b>2 319</b>	<b>2 252</b>	<b>3.0%</b>
Retail	926	882	5.0%
Office	946	945	0.1%
Industrial	424	403	5.2%
Specialised	23	22	4.5%
<b>Active portfolio margin %</b>	<b>82.4%</b>	<b>81.3%</b>	

### Active portfolio NOI contribution



■ Office    ■ Industrial  
■ Retail    ■ Specialised

\* Properties owned for 12 months in both years

# South Africa active portfolio expenditure analysis



	Rm	Change %
<b>YTD HY22</b>	<b>519</b>	
Increased net municipal costs relate to vacancies in the office portfolio for triple net leases and council revaluations	7	25.0%
Operating costs increased as a result of yearly contractual increases and increased vacancy in the office portfolio for triple net leases	14	4.9%
Repairs and maintenance lower due to timing of various preventative maintenance – timing	(8)	-14.4%
Bad debts provided for on a specific tenant by tenant basis and is lower in the current year	(32)	-50.0%
Property admin costs decreased with regard to reduced payroll costs	(4)	3.2%
<b>YTD HY23</b>	<b>496</b>	<b>-4.4%</b>

## Group arrears and bad debts

	HY23 Rm	FY22 Rm	FY21 Rm	FY20 Rm
<b>Gross arrears</b>				
Trade receivables	358.5	353.2	436.3	563.4
Municipal recoveries	282.8	300.6	291.9	229.0
<b>Less: Expected credit loss (ECL) provision</b>	<b>(212.5)</b>	<b>(243.7)</b>	<b>(327.7)</b>	<b>(402.7)</b>
<b>Net arrears</b>	<b>428.8</b>	<b>410.1</b>	<b>400.5</b>	<b>389.7</b>

Rm	B/S HY23	I/S charge HY23	B/S FY22	I/S charge FY22	B/S FY21	I/S charge FY21	B/S FY20	I/S charge FY20
ECL provision	(206.4)	(37.3)	(243.7)	(108.0)	(327.7)	(75.0)	(402.7)	271.3
Fx on EPP	(2.7)	-	-	-	-	-	-	-
Acquisition of Hertford	(3.4)	-	-	-	-	-	-	-
Bad debts written off	-	66.9	-	145.8	-	110.9	-	39.2
<b>Total</b>	<b>(212.5)</b>	<b>29.6</b>	<b>(243.7)</b>	<b>37.8</b>	<b>(327.7)</b>	<b>35.9</b>	<b>(402.7)</b>	<b>310.5</b>

## Income hedging position by currency



	<b>FY23</b>	<b>FY24</b>	<b>FY25</b>	<b>FY26</b>
<b>EUR</b>				
EUR amount (€m)	31.5	16.5	9.5	2.5
FEC rate (R: €1)	22.8	23.9	24.9	23.4



# Funding snapshot



<b>Funding snapshot</b>	<b>HY23</b>	<b>FY22</b>
SA REIT BPR – LTV (min required <50%)	40.9%	40.2%
Average term of debt	3.6 years	3.9 years
% of debt secured	77.6%	83.9%
% of asset secured*	69.6%	71.9%
Weighted average cost of ZAR debt	9.2%	8.7%
Weighted average cost of FX debt	3.3%	2.6%
Weighted average cost of total debt	6.5%	6.0%
% of ZAR debt hedged	87.4%	84.2%
% of FX debt hedged	72.2%	80.8%
% of total debt hedged	81.2%	82.9%
Average term of hedges	1.7 years	1.5 years
Undrawn facilities (Rbn)	4.7	4.5
Interest cover ratio (min required >2x)	2.5x	2.8x

\* Including negative pledge assets, % secured assets is revised to 71.6% (FY2022: 74.3%)  
 Moody's has affirmed Redefine's global long-term rating Ba2 and the outlook is stable.

## JV Funding snapshot



Description	HY23				ELI
	M1 JV	Community JV	Galeria Mlociny	Henderson JV	
Weighted average length of debt (years)	4.3	2.3	2.2	1.3	4.5
Weighted average cost of debt (%)	4.6%	4.3%	3.8%	2.0%	3.5%
Weighted average debt amortization per annum (%)	0.7%	2.8%	3.9%	2.0%	0.3%
LTV based on independent valuations (%)	52.0%	55.2%	44.7%	67.1%	40.9%*
% of debt secured	100.0%	100.0%	100.0%	100.0%	100.0%
% of debt hedged	89.6%	81.8%	75.0%	100.0%	64.9%
% of debt hedged (excluding development loans)	89.6%	81.8%	75.0%	100.0%	87.1%

\*\*LTV on completed assets

# Loan-to-value calculation



<b>SA REIT BPR LTV ratio</b>	<b>HY23 Rm</b>	<b>FY22 Rm</b>
<b>Value</b>	<b>94 125</b>	<b>88 931</b>
Total assets	97 407	92 406
Less: Cash and cash equivalents	(1 337)	(1 765)
Less: Derivative financial assets	(776)	(609)
Less: Trade and other receivables (including other monetary assets)	(1 169)	(1 101)
<b>Loan</b>	<b>38 536</b>	<b>35 786</b>
Interest-bearing borrowings	39 580	37 674
Less: Cash and cash equivalents	(1 337)	(1 765)
Net derivative financial instruments	212	(242)
Insurance contract liability*	81	119
<b>LTV %</b>	<b>40.9%</b>	<b>40.2%</b>

\* Company specific adjustment for MOTs

# Currency analysis of property assets and borrowings



Currency	HY23				FY22			
	Property assets Rbn	Debt Rbn	NAV hedge %	Weighted avg cost %	Property assets Rbn	Debt Rbn	NAV hedge %	Weighted avg cost %
Net ZAR*	59.4	20.0	33.7%	9.2%	58.9	19.1	32.4%	8.7%
EUR*	34.5	18.3	53.2%	3.3%	29.8	16.5	55.6%	2.6%
USD	0.2	0.2	92.6%	3.0%	0.2	0.2	92.5%	5.3%
<b>Total</b>	<b>94.1</b>	<b>38.5</b>	<b>40.9%</b>	<b>6.5%</b>	<b>88.9</b>	<b>35.8</b>	<b>40.2%</b>	<b>6.0%</b>

Foreign exchange	HY23	FY22
EUR	19.5	17.0
USD	18.5	16.9

\* ZAR debt, net of cash and cash deposits on cross currency swaps and EUR debt net of cash

# Analysis of secured and unsecured debt to property assets



	Assets Rm	Debt Rm	LTV
<b>Secured</b>	<b>65 492</b>	<b>30 700</b>	<b>46.9%</b>
Local	44 231	18 870	42.7%
Offshore	21 261	11 830	55.6%
<b>Unsecured</b>	<b>28 633</b>	<b>7 543</b>	<b>26.3%</b>
Local**	15 205	7 614	50.1%
Offshore	13 428	(71)	-0.5%
<b>Group LTV without CCS</b>	<b>94 125</b>	<b>38 243</b>	<b>40.6%</b>
Cross-currency swaps (CCS)*		910	
Local deposit		(5 775)	
Foreign debt		6 685	
Other derivatives		(698)	
Insurance contract liability		81	
<b>Group LTV</b>	<b>94 125</b>	<b>38 536</b>	<b>40.9%</b>

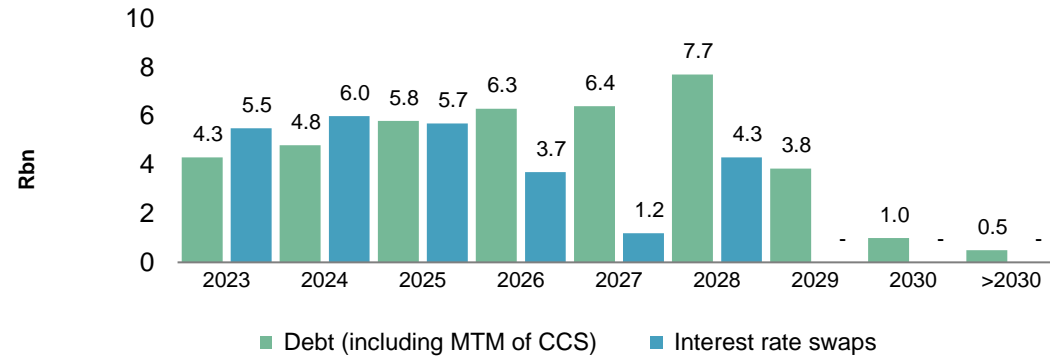
\* Cross currency swaps do not require cash margining

\*\* South Africa debt net of Cash

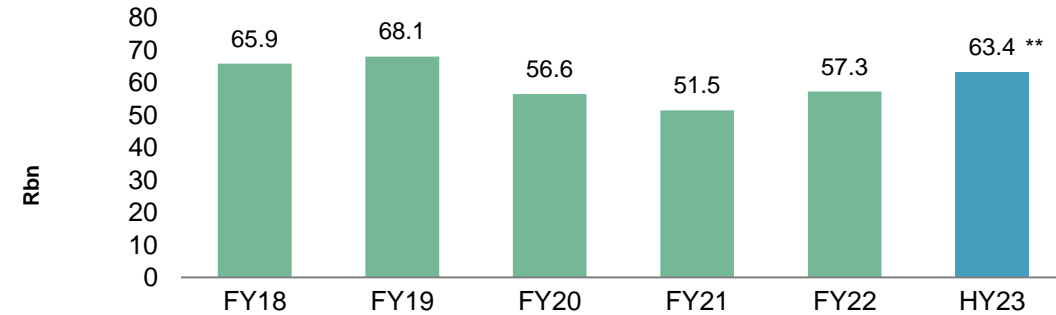
# Debt funding profile



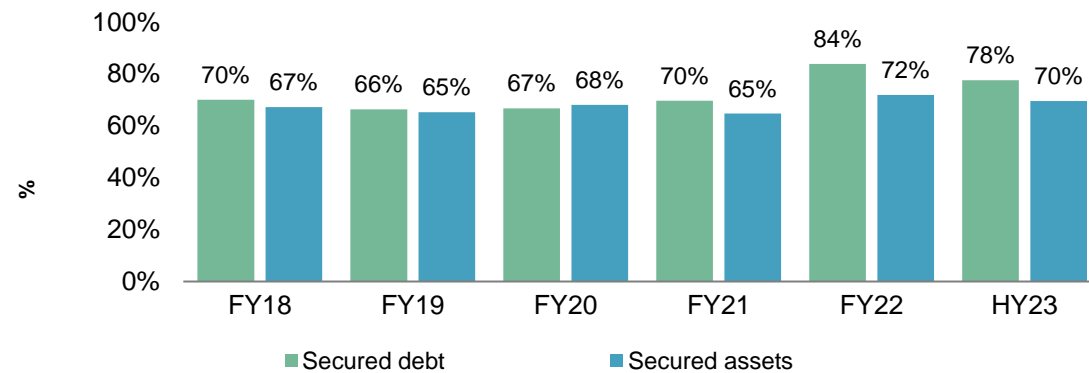
Debt and interest rate swap maturity profile



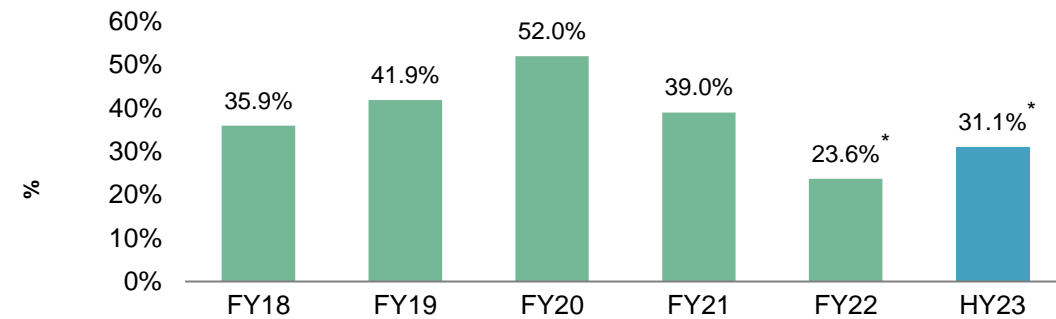
Equity headroom for the unsecured lender



Secured debt and secured assets



Unsecured debt/unencumbered assets



\*\* Including negative pledge assets equity headroom is revised to R61.1bn (FY22 | R55.2bn)

\* Including negative pledge assets this % is revised to 33.7% (25.8%)

## JV Debt maturity profile



	HY23									
	M1 JV		Community JV		Galeria Mlociny		Henderson JV		ELI	
	Rm	%	Rm	%	Rm	%	Rm	%	Rm	%
FY23	21.8	0.3	2 517.5	35.6	74.4	2.2	32.4	1.1	-	-
FY24	54.7	0.8	839.3	11.9	143.3	4.2	2 983.1	98.9	-	-
FY25	54.7	0.8	187.0	2.6	3 155.2	93.5	-	-	989.7	15.3
FY26	2 111.0	29.3	728.7	10.3	-	-	-	-	162.6	2.5
FY27	880.2	12.2	2 789.6	39.5	-	-	-	-	2043.8	31.5
Beyond FY27	4 078.9	56.6	-	-	-	-	-	-	2840.7	43.8
<b>Total</b>	<b>7 201.3</b>	<b>100.0</b>	<b>7 062.1</b>	<b>100.0</b>	<b>3 372.9</b>	<b>100.0</b>	<b>3 015.5</b>	<b>100.0</b>	<b>6 036.8</b>	<b>100.0</b>

\*\*LTV on completed assets

## Disposals | Non-core property assets



Property	Province	Date of transfer	GLA (m <sup>2</sup> )	Amount (Rm)
<b>Retail</b>			<b>1 306</b>	<b>16</b>
ABSA Centurion	Gauteng	Sep-22	1 306	16
<b>Office</b>			<b>2 342</b>	<b>30</b>
Wickham House	Gauteng	Sep-22	1 769	24
Schoeman Street (18% share)	Gauteng	Dec-22	344	4
Peugeot Hatfield (18% share)	Gauteng	Dec-22	229	2
<b>Industrial</b>			<b>49 722</b>	<b>267</b>
66 Michelin Street	Gauteng	Sep-22	6 943	14
Strydom Industrial Park	Gauteng	Sep-22	25 133	110
233 Barbara Road (circa 15% sale)	Gauteng	Oct-22	17 646	143
<b>Land*</b>				<b>60</b>
Wilgespruit	Gauteng	Sep-22	-	60
<b>Total South Africa disposals</b>			<b>53 370</b>	<b>373</b>
Power Park Kielce	Kielce	Oct-22	35 661	697
Power Park Tychy	Tychy	Oct-22	21 117	339
<b>Total International disposals</b>			<b>56 778</b>	<b>1 036</b>
<b>Total</b>			<b>110 148</b>	<b>1 409</b>

\* Land sales do not have GLA



## South Africa | Non-current assets held for sale



Property	Province	GLA (m <sup>2</sup> )	Value (Rm)	Yield (%)
<b>Office</b>		<b>5 106</b>	<b>77</b>	<b>11.7%</b>
Duncan Street	Gauteng	1 274	27	9.4%
Abcon House	Gauteng	2 015	35	13.7%
Gleneagles	Gauteng	1 817	15	11.4%
<b>Industrial</b>		<b>8 298</b>	<b>21</b>	<b>7.2%</b>
9 Brons Street	North West	8 298	21	7.2%
<b>Land*</b>			<b>106</b>	
S & J Industrial 90% (Jupiter Ext 32 - Dangold)	Gauteng	-	93	-
S & J Industrial 90% (Jupiter Ext 28 Erf 258)	Gauteng	-	13	-
<b>Total South African properties held for sale</b>		<b>13 404</b>	<b>204</b>	

\* Land sales do not have GLA

## South Africa | Acquisitions



Property	Province	Date of transfer	GLA (m <sup>2</sup> )	Cost of acquisition (R000)	Yield (%)
<b>Office</b>			<b>18 327</b>	<b>404</b>	
Hertford Office Park (33.3% undivided share)	Gauteng	29-Sep-22	17 587	395	7.9%
GM Hatfield (24% undivided share)	Gauteng	06-Dec-22	740	9	5.9%
<b>Industrial</b>			<b>26 248</b>	<b>286</b>	<b>7.5%</b>
BGM 5 - Massmart – remainder undivided 49.9% share	Western Cape	25-Nov-22	26 248	286	7.5%
<b>Total South Africa acquisitions</b>			<b>44 575</b>	<b>690</b>	<b>7.7%</b>

## South Africa | New developments



Property	Province	GLA (m <sup>2</sup> )	Sector	Projected development cost (Rm)	Initial yield (%)	Total value of work completed** (Rm)	Development costs incurred during 2023*** (Rm)	Still to spend (Rm)	Completion date
<b>New developments completed</b>									
Blue Route Mall – Motor Dealer	Western Cape	470	Retail	13	6.4%	11	9	2	Feb-23
<b>Total South Africa new developments completed</b>		<b>470</b>		<b>13</b>		<b>11</b>	<b>9</b>	<b>2</b>	

Property	Province	GLA (m <sup>2</sup> )	Sector	Projected development cost (Rm)	Initial yield (%)	Total value of work completed** (Rm)	Development costs incurred during 2023*** (Rm)	Still to spend (Rm)	Completion date
<b>New developments in progress*</b>									
S & J Industrial (90% share) – Isuzu	Gauteng	22 341	Industrial	151	8.6%	115	93	36	Apr-23
Hill on Empire (50% share) – Phase 2	Gauteng	15 869	Office	172	9.0%	84	62	88	Aug-23
Hertford Office Park (33.33% share) – Building K	Gauteng	1 698	Office	33	9.6%	11	11	21	Jun-23
<b>Total South Africa new developments in progress*</b>		<b>39 908</b>		<b>356</b>		<b>210</b>	<b>166</b>	<b>145</b>	

\* Development costs include capitalised interest and exclude the cost of land

\*\* Incurred over the duration of the project until HY23

\*\*\* Incurred during the period-to-date until HY23

## South Africa | Refurbishments completed



Redevelopments completed*	Province	Projected redevelopment cost (Rm)*	Total value of work completed (Rm)**	Refurbishment costs 2023*** (Rm)	Completion date
<b>Retail</b>		<b>10</b>	<b>10</b>	<b>5</b>	
Oakfields Shopping Centre	Gauteng	10	10	5	Nov-22
<b>Office</b>		<b>13</b>	<b>13</b>	<b>12</b>	
Black River Park – North Courtyard	Western Cape	13	13	12	Oct-22
<b>Total</b>		<b>23</b>	<b>23</b>	<b>17</b>	

\* Redevelopment costs exclude capitalised interest and the cost of land

\*\* For the duration of the project until HY23

\*\*\* During the period-to-date until HY23

# South Africa Refurbishments in progress



Redevelopments*	Province	Projected redevelopment cost (Rm)	Total value of work completed** (Rm)	Refurbishment costs 2023 (Rm)	Completion date	Still to spend (Rm)
<b>Retail</b>		<b>60</b>	<b>50</b>	<b>47</b>		<b>10</b>
Goldwalk – Tenant reconfiguration	Gauteng	13	9	9	Nov-23	4
Centurion Mall – Shoprite	Gauteng	47	41	38	Mar-23	6
<b>Office</b>		<b>73</b>	<b>38</b>	<b>33</b>		<b>35</b>
The Towers - Densifiction South Tower	Western Cape	73	38	33	Mar-23	35
<b>Total</b>		<b>133</b>	<b>88</b>	<b>80</b>		<b>45</b>

\* Redevelopment costs exclude capitalised interest and the cost of land

\*\* For the duration of the project until February 2023

\*\*\* During the period-to-date until February 2023

# South Africa | New developments and refurbishments future committed pipeline



<b>Future committed</b>	<b>Province</b>	<b>Projected development cost (Rm)*</b>	<b>Budgeted initial yield (%)</b>	<b>Project start date</b>
Black River Park – Central	Western Cape	86	5.8%	Mar-24
Kyalami Corner – Escalator	Gauteng	8	-	TBC
East Rand Mall (50% share) – Checkers fitout	Gauteng	71	3.3%	Aug-24
Goldenwalk phase 2 and phase 3	Gauteng	70	3.5%	TBC
<b>Total</b>		<b>235</b>		

\* Development costs exclude the cost of land

## South Africa | Infrastructure projects



Infrastructure projects completed*	Province	Projected infrastructure cost (Rm)*	Total value of work completed (Rm)**	Infrastructure costs *** (Rm)	Completion date
<b>Industrial</b>		<b>48</b>	<b>48</b>	<b>25</b>	
S & J Industrial (90% share) – Infrastructure Ext 25-28	Gauteng	48	48	25	Oct-22

Infrastructure projects in progress*	Province	Projected infrastructure cost (Rm)	Total value of work completed** (Rm)	Infrastructure costs***(Rm)	Still to spend (Rm)	Expected completion date
<b>Industrial</b>		<b>112</b>	<b>75</b>	<b>49</b>	<b>37</b>	
S & J Industrial (90% share) - Phase 3 Infrastructure incl. wetland rehab, west sewer, Eco Districts	Gauteng	21	19	6	2	Aug-23
S & J Industrial (90% share) - Jupiter Ext 25 to 27	Gauteng	24	19	15	5	Apr-23
S & J Industrial (90% share) - Jupiter Ext 31 to 38	Gauteng	67	37	28	30	Jul-23

\* Redevelopment costs exclude capitalised interest and the cost of land

\*\* For the duration of the project until HY23

\*\*\* During the period-to-date until HY23

## South Africa | Solar PV projects in progress



Property	Plant Size (kWp)	Capex (Rm)	Initial return (%)
<b>Retail</b>	<b>10 593</b>	<b>115</b>	<b>17.8%</b>
South Coast Mall	3 221	31	16.6%
Goldfields Mall	2 067	28	17.4%
East Rand Mall (50% Share)	1 726	19	18.9%
Wonderboom Junction	1 582	16	18.8%
Centurion Mall	1 320	13	17.9%
Benmore Shopping Centre	677	8	18.7%
<b>Office</b>	<b>368</b>	<b>4</b>	<b>16.8%</b>
Boulevard Office Park	368	4	16.8%
<b>Industrial</b>	<b>1 904</b>	<b>23</b>	<b>20.1%</b>
S&J Industrial (90% share) – Isuzu	800	10	21.7%
Macsteel Cape Town	550	7	16.9%
Creation	500	5	21.6%
Nasrec Road Aeroton (50%)	54	1	15.7%
<b>Total</b>	<b>12 865</b>	<b>142</b>	<b>18.1%</b>



# South Africa | Solar PV projects installed



Property	Plant Size (kWp)	Capex (Rm)	Initial return (%)
<b>Retail</b>	<b>25 341</b>	<b>270.0</b>	
Matlosana Mall	5 183	59.9	15.7%
Centurion Lifestyle Centre	2 925	28.4	22.2%
Stoneridge Centre	2 496	24.2	28.3%
Park Meadows	1 900	19.1	20.7%
Golden Walk	1 320	11.9	21.5%
The Boulders Shopping Centre	1 192	11.9	*
Kyalami Corner	1 173	12.0	14.9%
Wonderboom Junction	1 152	16.9	14.6%
Horizon View	1 100	10.9	25.5%
The Boulders Shopping Centre	1 003	15.9	14.1%
Goldfields Mall	923	9.1	28.1%
Kenilworth Centre	785	7.4	22.1%
Kwena Square	759	13.5	13.6%
Gateway Corner	750	7.7	23.5%
Golden Walk	666	6.6	*
Chris Hani Crossing	655	5.8	16.7%
Hillcrest Boulevard	488	5.1	24.5%
East Rand Mall	462	3.5	17.0%
Cradlestone Mall	409	-	**

\* No initial yield as an expansion project

\*\* No initial yield and capex as solar PV included as part of acquisition cost

## South Africa | Solar PV projects installed | continued



Property	Plant Size (kWp)	Capex (Rm)	Initial return (%)
<b>Office</b>	<b>3 868</b>	<b>53.9</b>	
Black River Park	962	16.9	13.7%
Observatory Business Park	599	10.5	13.7%
Clearwater Office Park	547	5.4	24.6%
Wembley Square 1	491	7.2	13.0%
Ballyoaks Office Park	442	4.4	34.7%
AMR Office Park	247	3.1	16.6%
Loftus Park	140	-	**
90 Rivonia	108	2.3	9.2%
Rosebank Towers	100	1.0	20.2%
Rosebank Corner	92	1.2	26.1%
Wembley Square 3	59	0.8	19.5%
90 Grayston	53	1.0	11.0%
Oxford House	28	-	**
<b>Industrial</b>	<b>2 716</b>	<b>28.1</b>	
S&J Industrial (90% share) - Stampmill	900	9.0	20.7%
Mifa Industrial	676	6.6	25.7%
18 Halifax Road	330	3.3	16.3%
Supreme Industrial Park	298	3.8	16.8%
2 Lake Road	230	2.4	21.1%
8 Jansen Road	211	2.2	17.1%
Brackengate - Brights Hardware	71	0.8	20.7%
<b>Total</b>	<b>31 925</b>	<b>351.9</b>	

\*\* No initial yield and capex as solar PV included as part of acquisition cost

## South Africa | Portfolio overview



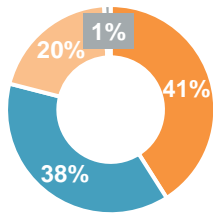
Description	HY23					FY22
	Retail	Office	Industrial	Specialised	Total	Total
Number of properties	59	102	95	3	<b>259</b>	258
Number of tenants	2 639	1 157	280	1	<b>4 077</b>	4 060
Total GLA (m <sup>2</sup> ) (thousands)	1 149	1 131	1 546	13	<b>3 839</b>	3 865
Total GMR (Rm)	205	176	90	4	<b>475</b>	471
Vacancy (%) active	4.4%	14.3%	4.9%	-	<b>7.5%</b>	6.7%
Vacancy (%) held-for-sale and development	-	0.2%	-	-	<b>0.1%</b>	0.4%
Vacancy (%) total	4.4%	14.5%	4.9%	-	<b>7.6%</b>	7.1%
Asset value (R billion)	24.2	22.2	11.9	0.6	<b>58.9</b>	58.2
Average property value (R million)	410.8	217.9	125.0	187.5	<b>227.4</b>	225.5
Value as % of portfolio	41.1%	37.7%	20.2%	1.0%	<b>100.0%</b>	100%
Average GMR per m <sup>2</sup> (R)	187	182	61	276	<b>134.0</b>	131
Weighted average retention rate by GLA	97.7%	96.9%	92.8%	100.0%	<b>95.4%</b>	91.8%
Weighted average retention rate by GMR	96.9%	97.4%	94.4%	100.0%	<b>96.6%</b>	92.1%
Weighted average renewal growth rate (%)	-3.7%	-12.4%	1.3%	-	<b>-7.5%</b>	-12.0%
Renewal success rate by GLA (includes monthly leases)	92.8%	70.2%	78.9%	-	<b>80.3%</b>	77.1%
Renewal success rate by GLA (excludes monthly leases)	75.8%	49.9%	72.9%	-	<b>67.4%</b>	59.7%
Weighted average lease escalations by GMR (%)	6.0%	6.8%	6.5%	6.0%	<b>6.4%</b>	6.5%
Weighted average unexpired lease term (remaining) by GMR (years)	3.0	3.2	5.5	3.5	<b>3.6</b>	3.6

# South Africa | Sectoral and geographical split

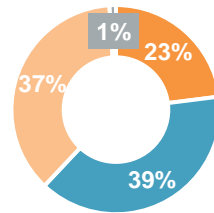
Sector	Valuation (Rm)	No. of Properties	GLA (m <sup>2</sup> )	GMR (R000)
■ Retail	24 240	59	1 149 098	205 165
■ Office	22 227	102	1 130 457	175 925
■ Industrial	11 879	95	1 546 204	90 398
■ Specialised	563	3	12 817	3 533
<b>Total</b>	<b>58 909</b>	<b>259</b>	<b>3 838 576</b>	<b>475 021</b>

Province	Valuation (Rm)	No. of Properties	GLA (m <sup>2</sup> )	GMR (R000)
■ Gauteng	43 183	182	2 695 471	345 506
■ Western Cape	9 601	38	541 814	70 788
■ KwaZulu-Natal	2 875	14	249 967	26 674
■ Other	3 250	25	351 324	32 053
<b>Total</b>	<b>58 909</b>	<b>259</b>	<b>3 838 576</b>	<b>475 021</b>

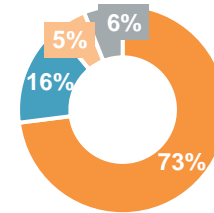
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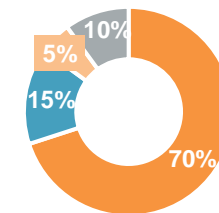
By number of properties



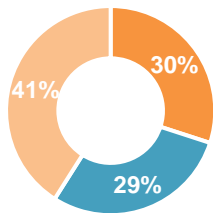
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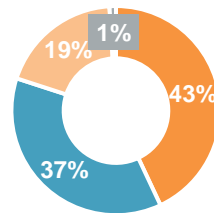
By number of properties



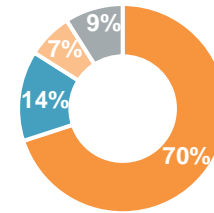
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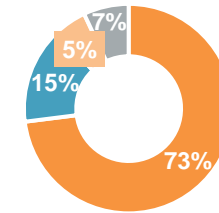
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By GLA



By GMR

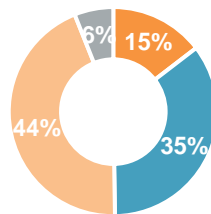


## South Africa | Sector type analysis

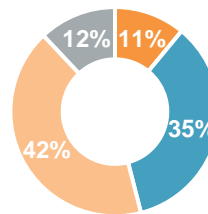


Retail	Valuation (Rm)	GLA (m <sup>2</sup> )	GMR (R000)
Super regional	3 563	124 617	28 476
Regional	8 529	396 862	71 632
Convenience	10 610	486 483	87 512
Other	1 538	141 136	17 545
<b>Total</b>	<b>24 240</b>	<b>1 149 098</b>	<b>205 165</b>

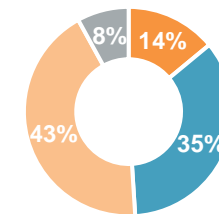
Type by value



Type by GLA

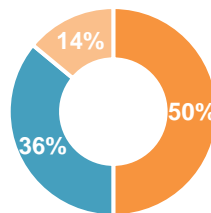


Type by GMR

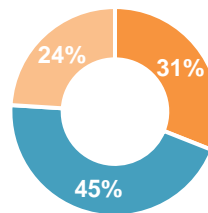


Office	Valuation (Rm)	GLA (m <sup>2</sup> )	GMR (R000)
Premium Grade	11 086	350 629	79 619
A-Grade	8 111	507 384	67 524
Secondary Grade	3 030	272 444	28 782
<b>Total</b>	<b>22 227</b>	<b>1 130 457</b>	<b>175 925</b>

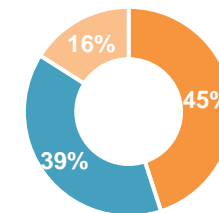
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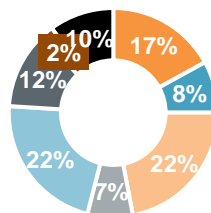


Type by GMR

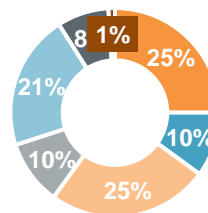


Industrial	Valuation (Rm)	GLA (m <sup>2</sup> )	GMR (R000)
Warehousing	2 041	383 865	17 583
Light manufacturing	896	155 297	8 328
Heavy grade industrial	2 645	385 134	20 515
Industrial units	886	158 599	9 175
Modern logistics	2 570	324 665	21 204
Hi-tech industrial	1 478	121 212	12 037
Retail warehouse	213	17 432	1 556
Vacant land/ sites	1 150	-	-
<b>Total</b>	<b>11 879</b>	<b>1 546 204</b>	<b>90 398</b>

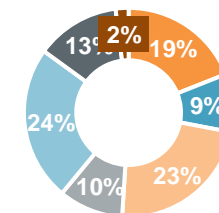
Type by value



Type by GLA



Type by GMR

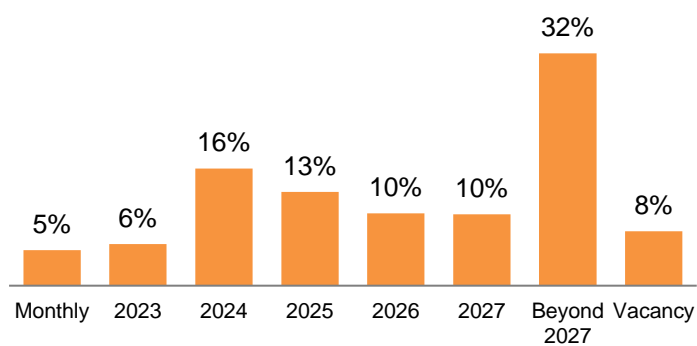


# South Africa | Top 10 properties and tenants of total portfolio

Property	Region	Value (Rm)	GLA m <sup>2</sup>
Centurion Mall	Gauteng	3 504	112 982
Alice Lane	Gauteng	3 318	70 355
Golden Walk	Gauteng	1 508	44 203
Kenilworth Centre	Western Cape	1 489	52 782
Blue Route Mall	Western Cape	1 475	55 252
115 West Street	Gauteng	1 474	36 546
Black River Office Park	Western Cape	1 389	66 240
East Rand Mall (50% share)	Gauteng	1 294	33 179
90 Rivonia Road	Gauteng	1 172	37 133
Stoneridge Centre	Gauteng	1 099	65 117
<b>Total top 10 properties</b>		<b>17 722</b>	<b>573 789</b>
Balance of portfolio		41 187	3 264 787
<b>Total portfolio*</b>		<b>58 909</b>	<b>3 838 576</b>

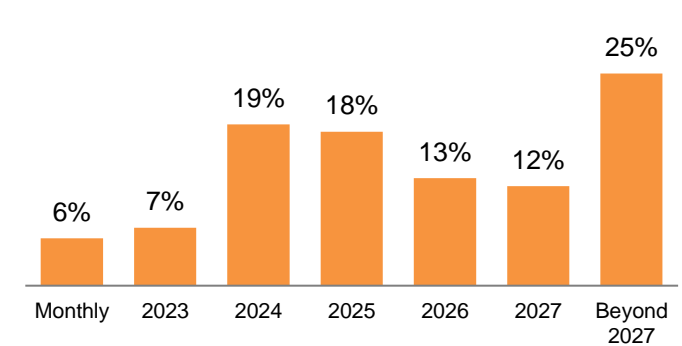
Tenant	GLA m <sup>2</sup>	GMR (R000)
Macsteel	542 768	27 860
Government	160 409	24 185
Foschini	87 110	15 515
Pepkor	109 879	14 425
Shoprite	117 979	13 823
Massmart	109 062	10 595
Pick n Pay	78 740	9 976
Mr Price	43 786	9 860
Woolworths	67 449	6 424
Hirt and Carter (South Africa)	47 718	5 678
<b>Total top 10 tenants</b>	<b>1 364 900</b>	<b>138 341</b>
Balance of portfolio	2 473 676	336 680
<b>Total portfolio</b>	<b>3 838 576</b>	<b>475 021</b>

### Lease expiry profile by GLA (m<sup>2</sup>)



	GLA m <sup>2</sup>	GMR (R000)
Monthly	189 601	26 800
2023	223 004	32 814
2024	625 688	91 182
2025	500 766	87 089
2026	386 230	60 856
2027	382 275	56 324
Beyond 2027	1 240 547	119 956
Vacancy	290 465	-
<b>Total</b>	<b>3 838 576</b>	<b>475 021</b>

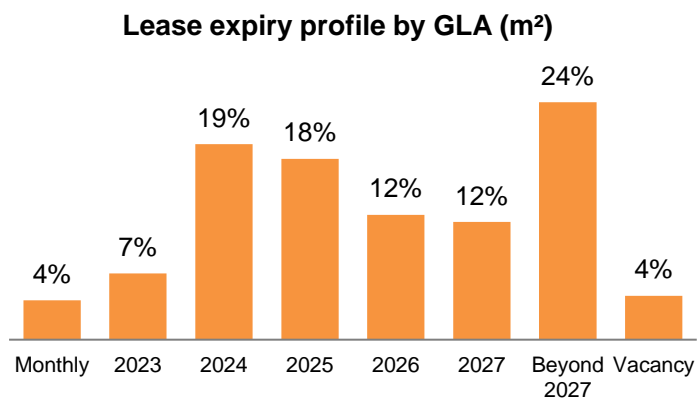
### Lease expiry profile by GMR (R)



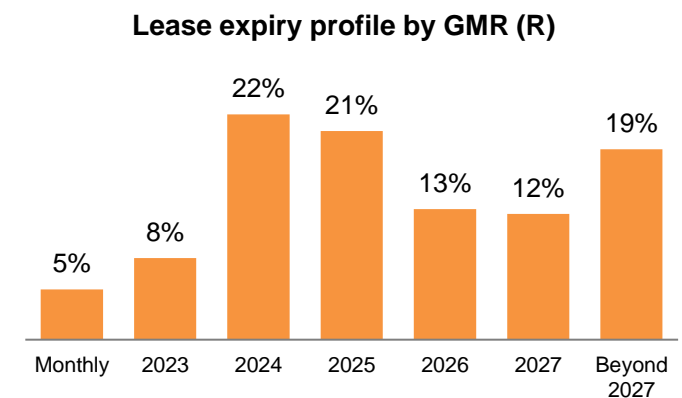
# South Africa | Top 10 retail properties and tenants

Property	Region	Value (Rm)	GLA m <sup>2</sup>
Centurion Mall	Gauteng	3 504	112 982
Golden Walk	Gauteng	1 508	44 203
Kenilworth Centre	Western Cape	1 489	52 782
Blue Route Mall	Western Cape	1 475	55 252
East Rand Mall (50% share)	Gauteng	1 294	33 179
Stoneridge Centre	Gauteng	1 099	65 117
Goldfields Mall	Other	1 084	37 182
Maponya Mall (51% share)	Gauteng	1 030	34 908
Centurion Lifestyle Centre	Gauteng	977	60 813
The Boulders Shopping Centre	Gauteng	936	45 131
<b>Total top 10 retail properties</b>		<b>14 396</b>	<b>59%</b>
Balance of portfolio		9 844	41%
<b>Total retail portfolio</b>		<b>24 240</b>	<b>100%</b>

Tenant	GLA m <sup>2</sup>	GMR (R000)
Foschini	61 630	14 329
Pepkor	76 249	11 931
Shoprite	82 106	11 319
Pick n Pay	78 553	9 943
Mr Price	43 786	9 860
Massmart	50 040	6 237
Woolworths	62 428	5 691
Adeo	31 838	5 482
Virgin Active	25 638	5 387
Truworths	20 339	5 096
<b>Total top 10 retail tenants</b>	<b>532 607</b>	<b>46%</b>
Balance of portfolio	616 491	54%
<b>Total retail portfolio</b>	<b>1 149 098</b>	<b>100%</b>



	GLA m <sup>2</sup>	GMR (R000)
Monthly	45 108	9 202
2023	75 676	16 622
2024	223 318	45 872
2025	206 562	42 482
2026	142 609	26 589
2027	134 479	25 600
Beyond 2027	271 014	38 798
Vacancy	50 332	-
<b>Total</b>	<b>1 149 098</b>	<b>205 165</b>

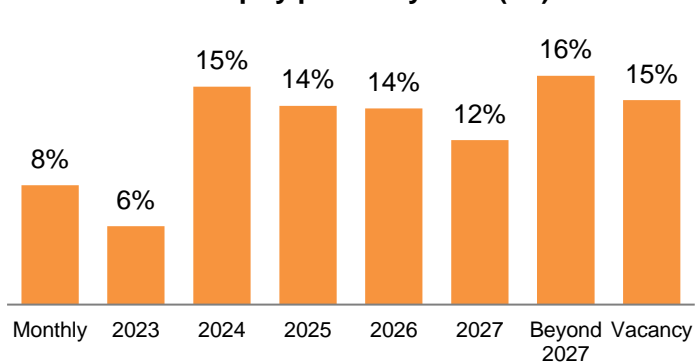


# South Africa | Top 10 office properties and tenants

Property	Region	Value (Rm)	GLA m <sup>2</sup>
Alice Lane	Gauteng	3 318	70 355
115 West Street	Gauteng	1 474	36 546
Black River Office Park	Western Cape	1 389	66 240
90 Rivonia Road	Gauteng	1 172	37 133
Rosebank Link	Gauteng	884	20 187
The Towers	Western Cape	856	58 249
Wembley	Western Cape	722	32 570
Boulevard Office Park	Western Cape	665	29 383
155 West Street	Gauteng	474	25 575
90 Grayston Drive	Gauteng	464	18 382
<b>Total top 10 office properties</b>		<b>11 418</b>	<b>394 620</b>
Balance of portfolio		10 809	735 837
<b>Total office portfolio*</b>		<b>22 227</b>	<b>1 130 457</b>

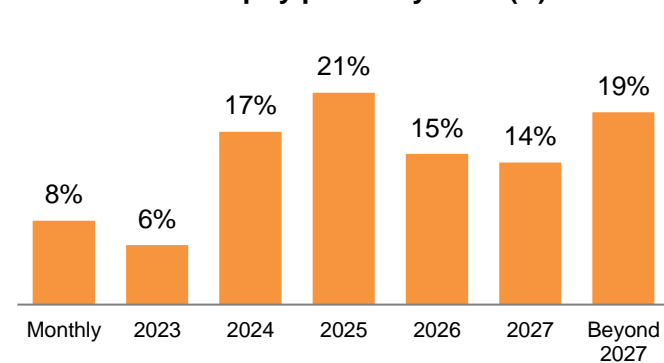
Tenant	GLA m <sup>2</sup>	GMR (R000)
Government	123 611	18 680
Alexander Forbes	23 830	11 581
Bowman Gilfillan	25 502	8 576
Webber Wentzel	32 130	7 467
Sanlam	29 726	6 770
WeWork South Africa	23 701	6 206
Nedbank	15 555	3 820
Amazon Development Centre (SA)	19 871	3 396
Virgin Active	11 690	3 273
Marsh	9 312	2 804
<b>Total top 10 office tenants</b>	<b>314 928</b>	<b>72 573</b>
Balance of portfolio	815 529	103 352
<b>Total office portfolio</b>	<b>1 130 457</b>	<b>175 925</b>

### Lease expiry profile by GLA (m<sup>2</sup>)



	GLA m <sup>2</sup>	GMR (R000)
Monthly	95 892	14 490
2023	62 889	10 289
2024	174 875	30 965
2025	159 516	36 684
2026	157 541	26 077
2027	131 913	24 120
Beyond 2027	183 695	33 300
Vacancy	164 136	-
<b>Total</b>	<b>1 130 457</b>	<b>175 925</b>

### Lease expiry profile by GMR (R)



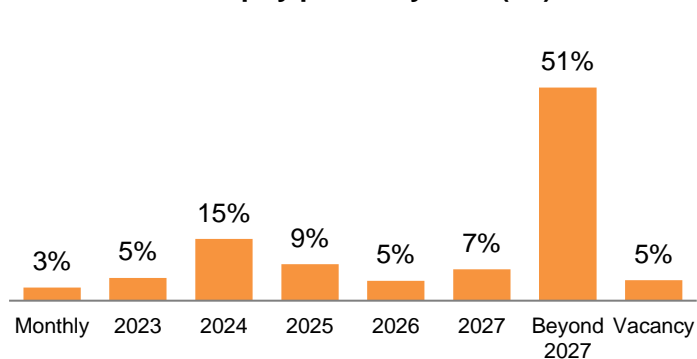
\* Also included in the portfolio value are properties classified as property, plant and equipment



# South Africa | Top 10 industrial properties and tenants

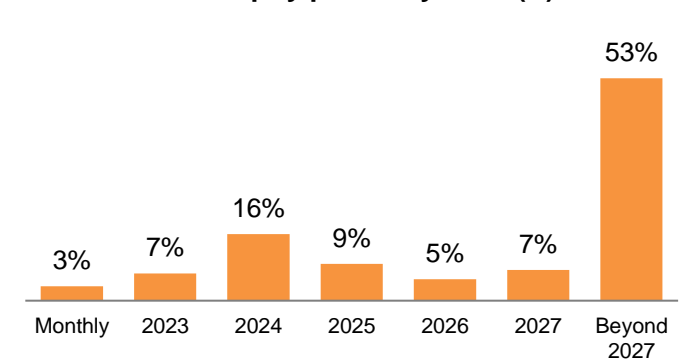
Property	Region	Value (Rm)	GLA m <sup>2</sup>	Tenant	GLA m <sup>2</sup>	GMR (R000)				
233 Barbara Road	Gauteng	885	102 631	Macsteel	542 768	27 860				
Hirt & Carter Cornubia	KwaZulu-Natal	693	47 718	Hirt and Carter (South Africa)	47 718	5 678				
Macsteel Lilianton Boksburg	Gauteng	566	83 347	Massmart	52 601	3 858				
BGM 5 – Massmart	Western Cape	553	52 601	Isuzu Motors South Africa	38 515	2 956				
Cato Ridge DC	KwaZulu-Natal	360	50 317	Pepkor	33 630	2 495				
Macsteel Coil Processing Wadeville	Gauteng	318	52 886	Sammar Logistics	32 355	2 455				
Macsteel VRN Roodekop	Gauteng	294	57 645	Shoprite	34 314	2 304				
Macsteel Trading Germiston South	Gauteng	278	56 495	Kintetsu World Express (SA)	22 822	1 925				
ERPM	Gauteng	243	40 375	Government	17 327	1 690				
GM – COEGA	Other	241	38 515	Robertson and Caine	25 295	1 585				
<b>Total top 10 industrial properties</b>		<b>4 431</b>	<b>37%</b>	<b>582 530</b>	<b>38%</b>	<b>Total top 10 industrial tenants</b>	<b>847 345</b>	<b>55%</b>	<b>52 806</b>	<b>58%</b>
Balance of portfolio		7 448	63%	963 674	62%	Balance of portfolio	698 859	45%	37 592	42%
<b>Total industrial portfolio</b>		<b>11 879</b>	<b>100%</b>	<b>1 546 204</b>	<b>100%</b>	<b>Total industrial portfolio</b>	<b>1 546 204</b>	<b>100%</b>	<b>90 398</b>	<b>100%</b>

### Lease expiry profile by GLA (m<sup>2</sup>)



	GLA m <sup>2</sup>	GMR (R000)
Monthly	48 601	3 108
2023	84 439	5 903
2024	227 495	14 345
2025	134 688	7 923
2026	73 263	4 657
2027	115 883	6 604
Beyond 2027	785 838	47 858
Vacancy	75 997	-
<b>Total</b>	<b>1 546 204</b>	<b>90 398</b>

### Lease expiry profile by GMR (R)



## South Africa | Specialised properties



Property	Region	Value (Rm)	GLA m <sup>2</sup>
Bedford Gardens Hospital	Gauteng	379	12 817
Park Central	Gauteng	139	-
Loftus Park Hotel (25% share)	Gauteng	44	-
<b>Total specialised portfolio</b>		<b>562</b>	<b>12 817</b>
		<b>100%</b>	<b>100%</b>

Tenant	GLA m <sup>2</sup>	GMR (R000)
Bedford Gardens Hospital	12 817	3 533
<b>Total specialised portfolio</b>	<b>12 817</b>	<b>3 533</b>
	<b>100%</b>	<b>100%</b>

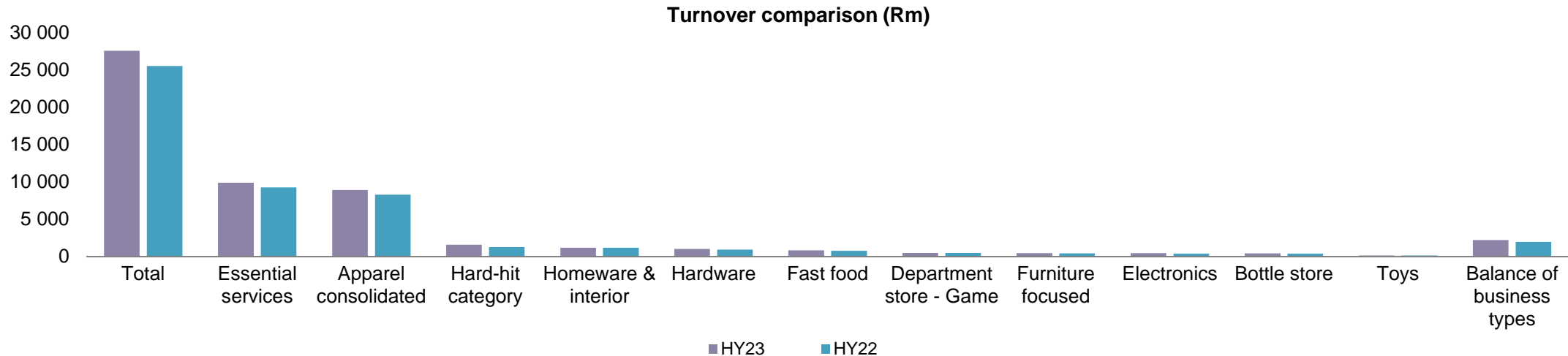
# South Africa | Undeveloped land



Property#	Province	Value (Rm)
S & J Industrial Estate (90% share)	Gauteng	758
Galleria (90% share)	Gauteng	141
Atlantic Hills (55% share)	Western Cape	137
Brackengate 2 Mainland	Western Cape	77
Erf 179205	Western Cape	34
4 Keyes Avenue	Gauteng	32
Wonderboom Junction Phase 2	Gauteng	27
Boulevard Annex-CPT	Western Cape	16
Centurion Junction (25% share)	Gauteng	13
<b>Total undeveloped land</b>		<b>1 235</b>

# Undeveloped land is included in the relevant sector totals. Included in S& J Industrial is R105.4m that is currently classified as held-for-sale

# South Africa | Retail portfolio | Turnover performance by business type



- Turnover is 108% of prior year and no longer driven by essential service<sup>#</sup> retailers but also the apparel retailers – these retailers contributed 68% of the total turnover and 69% of the growth on prior period
- Apparel retailer growth is on the back of both value fashion and formal wear – formal wear retailers contribute 52% of the total apparel turnover and achieved growth of 9% benefiting from the return to the office as well as the return of events
- Restaurant tenants contribute 75% of the hard-hit category<sup>##</sup> retailers turnover continue to underpin the recovery of this category with a 21% growth in turnover compared to prior period
- Rent to sales at HY23 is 7.5% – the retailer total cost of occupation including all utilities and recoveries is 9.5% of turnover

<sup>#</sup>Essential service retailers refer to retailers that traded during the COVID-19 hard lockdown

<sup>##</sup> Hard-hit category relates to restaurant and bars, hairdressers, beauty salon/spa, movies, gyms, entertainment centres and travel stores

# South Africa | Retail portfolio



Market / Trends	Forward looking priorities
<ul style="list-style-type: none"> <li>→ Recovery of retail spend continues with SAPOA showing 12.5% growth in trading density. Redefine portfolio achieved 7.7% growth in trading density</li> <li>→ SAPOA reported footfall improvement of 6.5% for the period ending December 2022 and the Redefine portfolio achieved 7.0% for the same period.</li> <li>→ Rising interest rates and inflation for costs like food, fuel and electricity will suppress discretionary consumer disposable income</li> <li>→ Retailers continue to expand into value focused brands through new stores, mergers and acquisitions</li> <li>→ Load shedding and high costs associated with back up power will negatively impact shopping center's retailer cost of occupation</li> <li>→ Municipal infrastructure failure and service delivery issues continue to pose significant risk to the operations</li> </ul>	<ul style="list-style-type: none"> <li>→ Tenant retention, WAULT and vacancy reduction continues to be a key priority for management with improvement made in tenant retention and vacancy reduction</li> <li>→ Collaboration with retailers to increase exposure to essentials services and value focused brands – these occupy 37% of retail GLA and forecast to improve to 40% in the short term</li> <li>→ Unbundle banking courts so that they are integrated in the conventional retail. Banks now occupy 3% of retail GLA and contribute 6% of GMR at a rate of R397/m<sup>2</sup> –forecasting the GMR/m<sup>2</sup> to reduce to R350/m<sup>2</sup> and occupying 2% of retail GLA</li> <li>→ Successfully launched the Rooftop Garden at Kenilworth Centre and The Hub at Maponya Mall and will continue to execute initiatives that further embed shopping centres into the surrounding communities</li> <li>→ Existing sustainability initiatives and new opportunities will continue to be rolled out. 10.4MwP plants in progress and forecast to be completed by August 2023</li> <li>→ Capital allocation to focus on value protection, yield enhancing refurbes and unlocking value on vacant land</li> <li>→ Continue to explore possibilities to improve efficiency of diesel usage and recoveries of stand by power systems from national retailers – Integration of solar PV, battery storage and generator at Kwena Square has resulted in 75% reduction in diesel usage during peak hour loadshedding. Other sites are under assessment</li> <li>→ Store upgrades for national grocers which is forecast to improve sales by about 20%. Agreement reached for upgrades of national grocers occupying 32 000m<sup>2</sup></li> </ul>

# South Africa | Office portfolio



Market / Trends	Forward looking priorities
<ul style="list-style-type: none"> <li>→ Well Located Quality P Grade properties are still showing the best demand in the market</li> <li>→ Larger corporates are reviewing their current office requirements and approaching Landlords well before the end of their lease end date to tie up their office space at the current low market rentals. – where their current accommodation does not suite their needs, they are committing to future developments to coincide with the expiry of their lease agreements</li> <li>→ Banks, with the exception of Investec and Capitec, continue to reduce their office footprint as they move to a flexible work environment with their staff able to work from home with limited on-site presence required</li> <li>→ Upper Rosebank remains an area in demand with limited P-Grade space available – large Corporates interest continues to provide development opportunities at the Oxford Park precinct</li> </ul>	<ul style="list-style-type: none"> <li>→ We continue to implement sustainability opportunities such as installing Propelair toilets, energy efficient lighting and roll out of solar plants</li> <li>→ We continue with the refurbishment of assets to maintain or move them to A - grade and P – grade facilities – the Cape Town portfolio will be the focus for most of the future refurbishments – the Central Building and The Towers refurbishments have been approved</li> <li>→ Right sizing our vacancies to cater for the market needs at each building – generally, smaller pockets that already have existing quality fitouts are sought after as they reduce the once off tenant installation cost and ongoing rental costs of the tenant – we are no longer automatically white boxing vacant space to align with this need</li> <li>→ Continue to actively participate in the local Central Improvement Districts (CID's) to ensure that the environment surrounding our properties is able to compete with managed nodes such as Waterfall Estate in Midrand – the local councils cannot be relied upon to maintain the public areas too enhance the competitiveness of our properties</li> </ul>

# South Africa | Industrial portfolio



Market / Trends	Forward looking priorities
<ul style="list-style-type: none"> <li>→ Manufacturing tenants unable to meet demand, generator power supply costs are abortive, causing tenants to shut down production for extended periods</li> <li>→ Renewed focus on green/sustainable power generation and water backup solutions</li> <li>→ Increased incidence of employment activists harassing businesses</li> <li>→ Security systems and procedures becoming an ever increasing concern since the July 2021/21 looting and ongoing copper theft at properties</li> <li>→ Inefficiencies at container ports and unreliable rail services increases road freight operations</li> <li>→ Reportedly 2.4 million tonnes of edible food is wasted in South Africa each year through post-production handling and storage, partly due to a shortage of cold storage facilities</li> </ul>	<ul style="list-style-type: none"> <li>→ S&amp;J Industrial Estate will be granted exemption from loadshedding up to stage 4 with effect from March 2023 when the substation supply change over occurs</li> <li>→ New off-grid backup power generation and storage systems will be implemented across the entire portfolio as tenants start to see the value of shared investment cases</li> <li>→ Increased security measures are a non-negotiable business imperative that will continue to attract business opportunities</li> <li>→ Vacant land being marketed as truck yards</li> <li>→ We are investigating opportunities to penetrate the cold storage market to offer competitive solutions</li> <li>→ Finalise the 6.3 MWp solar wheeling and off-taker agreements for the installation at Massmart DC, City of Cape Town</li> </ul>

## EPP portfolio overview (including JVs)



Description	EPP Core	EPP JVS				EPP Total	FY22
		M1 JV	Community JV	Galeria Mlociny JV	Henderson JV		
% EPP Share in JV	100%	50%	53.07%	70%	30%		
Number of properties	6	11	15	1	3	36	36
Number of tenant units	818	671	898	267	46	2 700	2 704
Total GLA (m <sup>2</sup> )	282 223	459 560	322 219	80 765	104 429	1 249 195	1 245 611
Total GLA (m <sup>2</sup> ) on a see-through basis	282 223	229 780	171 002	56 535	31 329	770 868	798 376
Vacancy rate (%) total	2.9%	2.2%	4.2%	5.2%	6.0%	3.3%	3.7%
Total asset value (EUR million)	935	713.6	654.5	386.3	230.1	2 919	2 938
Total asset value (R million)	18 248	13 939	12 784	7 546	4 495	57 011	49 832
Total asset value (EUR million) on a see-through basis	934.2	356.8	347.3	270.4	69.0	1 978	2 014
Total asset value (R million) on a see-through basis	18 248	6 969	6 785	5 282	1 348	38 632	34 172
Average value per property (EUR million)	155.7	64.9	43.6	386.3	76.7	81.1	81.6
Average base rent per sqm (EUR)	17.5	9.1	13.8	19.9	15.2	13.4	12.7
Average gross rent per sqm (EUR)	23.3	12.8	18.6	26.1	20.0	18.1	16.7
Weighted average retention by GMR	97.2%	99.4%	97.8%	95.0%	97.4%	97.7%	**
Weighted average renewal growth rate	-6.7%	-3.0%	-5.0%	-6.4%	n/a	-5.8%	-1.5%
Weighted average rent indexation rate	6.9%	6.2%	7.7%	7.4%	8.0%	7.1%	2.7%
Weighted average renewal success rate by GLA	39%	76%	62%	1%	0%	52.0%	65.1%
Weighted average unexpired lease term by GLA (years)	5.5	5.0	3.8	4.1	2.5	4.6	4.9
Weighted average unexpired lease term by GMR (years)	4.6	4.0	3.5	3.8	2.5	3.9	4.3
Average collection of gross billings	99%	100%	99%	97%	99%	99%	99%
Yield on current rent	6.3%	7.5%	8.1%	4.9%	6.5%	6.8%	6.5%
Rent to sales ratio	9.7%	8.0%	8.3%	11.9%	n/a	9.5%	9.5%
% GLA of leases which have an indexation cap	13%	n/a*	14%	19%	0%	12.0%	

\*Unless stipulated as see-through, all JV numbers are included at 100%

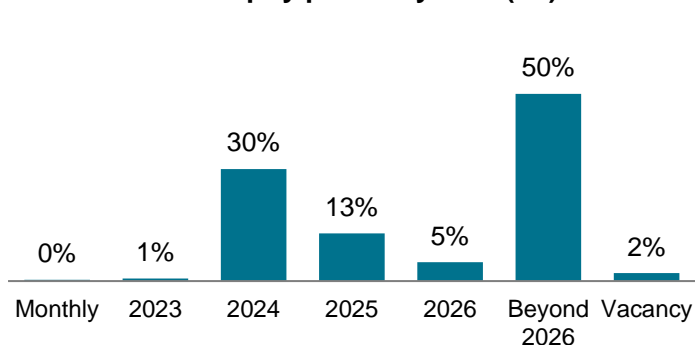
\*\* Calculation not available



## EPP core top 10 properties and tenants of total portfolio

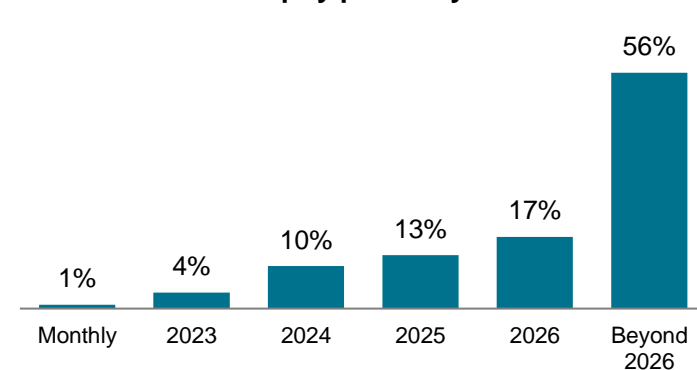


Property	Value (EURm)	Value (Rm)	GLA m <sup>2</sup>	Tenant	GLA m <sup>2</sup>	GMR % (EUR000)	GMR (R000)	%	
Galaxy	272	5 317	56 316	Auchan	46 834	611	11 932		
Galeria Echo Kielce	217	4 243	71 385	LPP Group	13 526	344	6 716		
Pasaż Grunwaldzki	229	4 481	48 095	Media Markt	13 352	113	2 204		
Outlet Park	95	1 828	28 018	CCC Group	9 654	183	3 565		
King Cross Marcelin	92	1 801	45 395	Multikino	8 853	143	2 796		
Power Park Olsztyn	30	578	33 013	H&M	8 279	121	2 354		
				Carrefour	7 723	42	816		
				OBI	7 556	42	822		
				Helios	5 478	75	1 460		
				Smyk	4 958	110	2 143		
<b>Total top 10 properties</b>				<b>Total top 10 tenants</b>	<b>126 214</b>	<b>45%</b>	<b>1 782</b>	<b>34 809</b>	<b>28%</b>
Balance of portfolio				Balance of portfolio	156 009	55%	4 543	88 738	72%
<b>Total portfolio</b>	<b>935</b>	<b>18 248</b>	<b>282 223</b>	<b>Total portfolio</b>	<b>282 223</b>	<b>100%</b>	<b>6 325</b>	<b>123 547</b>	<b>100%</b>

Lease expiry profile by GLA (m<sup>2</sup>)

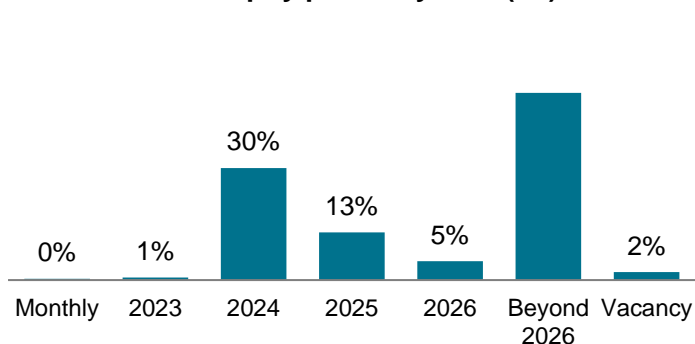
	GLA m <sup>2</sup>	GMR (EUR)
Monthly	3 750	56 336
2023	8 419	236 000
2024	18 259	635 162
2025	26 990	797 274
2026	35 245	1 072 853
Beyond 2026	181 483	3 527 402
Vacancy	8 078	-
<b>Total</b>	<b>282 223</b>	<b>6 325 026</b>

Lease expiry profile by GMR



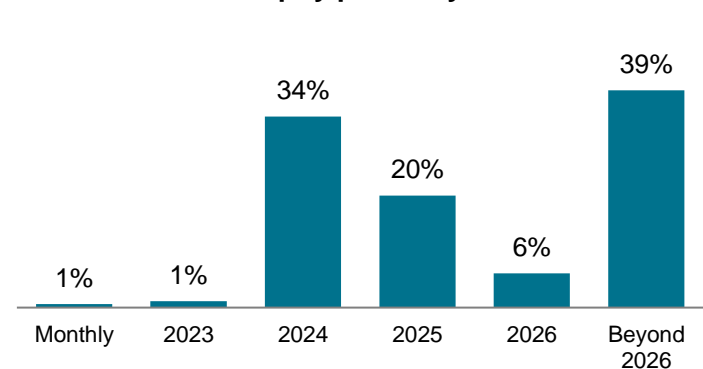
## EPP M1 JV top 10 properties and tenants of total portfolio (50% shareholding)

Property	Value (EURm)	Value (Rm)	GLA m <sup>2</sup>	Tenant	GLA m <sup>2</sup>	GMR % (EUR000)	GMR (R000)	%	
M1 Kraków	126	2 455	49 628	Auchan	134 932				
M1 Czeladź	119	2 319	53 074	OBI	90 466				
M1 Marki	102	1 996	47 965	Media Markt	36 979				
M1 Poznań	80	1 555	54 086	AAA Auto (parking location)	20 012				
M1 Zabrze	77	1 512	63 918	BI1	11 400				
M1 Częstochowa	51	986	29 724	H&M	11 074				
M1 Radom	50	983	37 076	TK Maxx	7 614				
PP Kielce	38	744	35 637	LPP Group	7 409				
M1 Łódź	32	633	37 581	Martes Sport	6 775				
M1 Bytom	21	416	28 171	Deichmann	5 682				
<b>Total top 10 properties</b>	<b>696</b>	<b>13 599</b>	<b>436 860</b>	<b>Total top 10 tenants</b>	<b>332 343</b>	<b>72%</b>	<b>3 273</b>	<b>63 939</b>	<b>59%</b>
Balance of portfolio	17	340	22 700	Balance of portfolio	127 217	28%	2 254	44 028	41%
<b>Total portfolio</b>	<b>714</b>	<b>13 939</b>	<b>459 560</b>	<b>Total portfolio</b>	<b>459 560</b>	<b>100%</b>	<b>5 527</b>	<b>107 967</b>	<b>100%</b>

Lease expiry profile by GLA (m<sup>2</sup>)

	GLA m <sup>2</sup>	GMR (EUR)
Monthly	1 321	32 901
2023	2 791	62 936
2024	136 717	1 870 514
2025	58 018	1 096 141
2026	22 843	335 299
Beyond 2026	228 419	2 129 588
Vacancy	9 451	-
<b>Total</b>	<b>459 560</b>	<b>5 527 379</b>

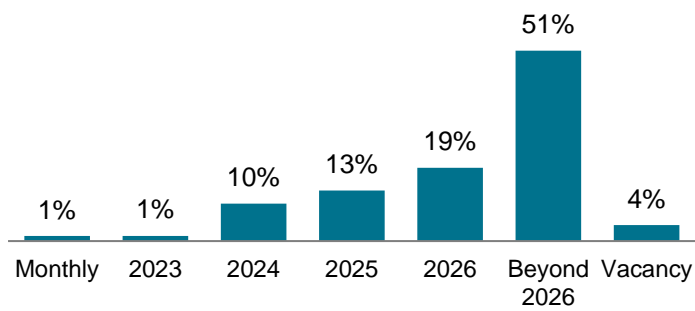
Lease expiry profile by GMR



# EPP Community JV top 10 properties and tenants of total portfolio (53.07% shareholding)

Property	Value (EURm)	Value (Rm)	GLA m <sup>2</sup>	Tenant	GLA m <sup>2</sup>	GMR % (EUR000)	GMR (R000)	%	
Galeria Amber	91	1 781	33 084	LPP Group	27 994				
Park Rozwoju	73	1 432	34 529	CCC Group	16 125				
Zakopianka Center	59	1 149	27 327	Carrefour	14 916				
Galeria Sudecka	56	1 098	30 258	Auchan	10 250				
Galeria Twierdza Zamość	55	1 078	28 000	Bricomarche	10 116				
Galeria Solna	55	1 068	23 493	H&M	10 049				
Galeria Twierdza Kłodzko	54	1 059	23 038	Schneider Electric Polska - Office	8 376				
Wzorcownia Włocławek	52	1 008	25 102	Demant Business Services Poland - Office	6 726				
Galeria Olimpia	45	879	21 142	Multikino	6 631				
Galeria Veneda	35	680	15 093	Helios	6 295				
<b>Total top 10 properties</b>	<b>575</b>	<b>11 232</b>	<b>261 067</b>	<b>Total top 10 tenants</b>	<b>117 477</b>	<b>36%</b>	<b>1 494</b>	<b>29 173</b>	<b>26%</b>
Balance of portfolio	79	1 553	61 152	Balance of portfolio	204 742	64%	4 187	81 795	74%
<b>Total portfolio</b>	<b>654</b>	<b>12 784</b>	<b>322 219</b>	<b>Total portfolio</b>	<b>322 219</b>	<b>100%</b>	<b>5 681</b>	<b>110 968</b>	<b>100%</b>

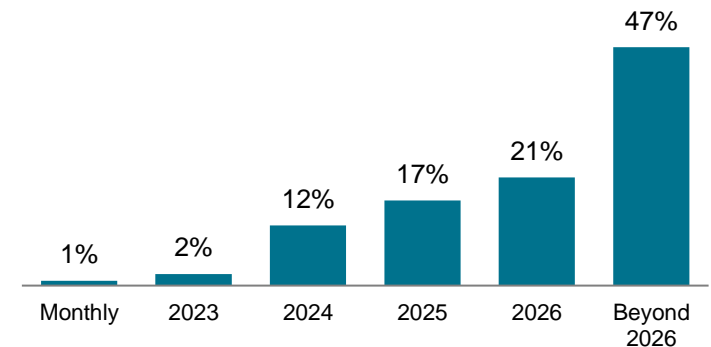
### Lease expiry profile by GLA (m<sup>2</sup>)



### GLA m<sup>2</sup>

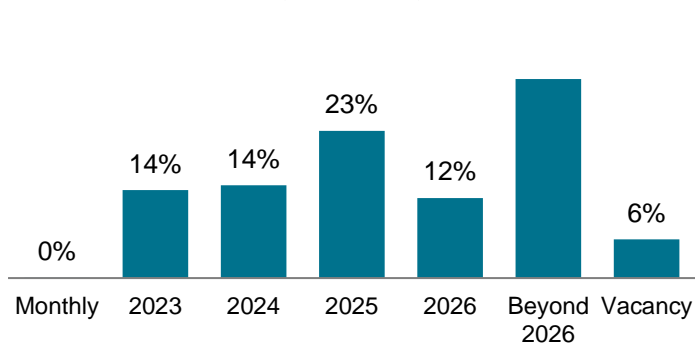
	GLA m <sup>2</sup>	GMR (EUR)
Monthly	4 176	53 944
2023	4 306	129 329
2024	31 810	671 007
2025	43 055	951 458
2026	62 626	1 208 733
Beyond 2026	162 792	2 666 559
Vacancy	13 452	-
<b>Total</b>	<b>322 219</b>	<b>5 681 031</b>

### Lease expiry profile by GMR



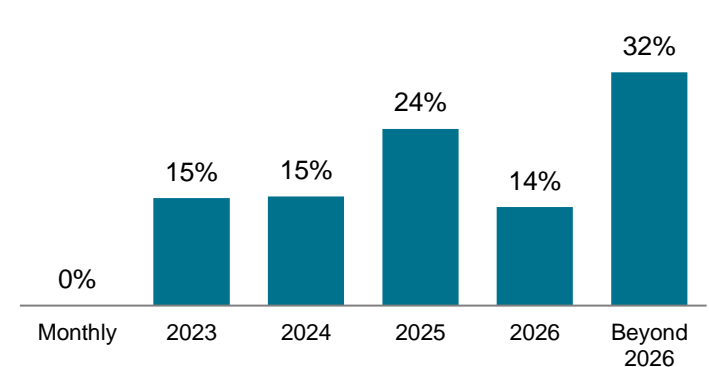
## EPP Henderson JV top 10 properties and tenants of total portfolio (30% shareholding)

Property	Value (EURm)	Value (Rm)	GLA m <sup>2</sup>	Tenant	GLA m <sup>2</sup>	GMR % (EUR000)	GMR (R000)	%	
Malta Office Park	58	1 125	28 330	Mckinsey Emea Shared Services Sp. z o.o.	10 698				
Symetris Business Park	39	764	19 260	Hcl Poland Sp. z o.o.	10 396				
O3 Business Campus	133	2 606	56 840	Philips Polska Sp. z o.o.	9 033				
				Epam Systems (Poland) Sp. z o.o.	7 597				
				Ecolab Services Poland Sp. z o.o.	4 791				
				Genpact PI Sp. z o.o.	3 470				
				Danish Crown Gbs Sp. z o.o.	3 464				
				City Space Management Sp. z o.o.	3 463				
				Ttec Europe B.V. Sp. z o.o.	3 300				
				Roche Polska Sp. z o.o.	3 282				
				<b>Total top 10 tenants</b>	<b>59 494</b>	<b>57%</b>	<b>1 187</b>	<b>23 178</b>	<b>60%</b>
				Balance of portfolio	44 935	43%	778	15 193	40%
<b>Total portfolio</b>	<b>230</b>	<b>4 495</b>	<b>104 429</b>	<b>Total portfolio</b>	<b>104 429</b>	<b>100%</b>	<b>1 964</b>	<b>38 371</b>	<b>100%</b>

Lease expiry profile by GLA (m<sup>2</sup>)

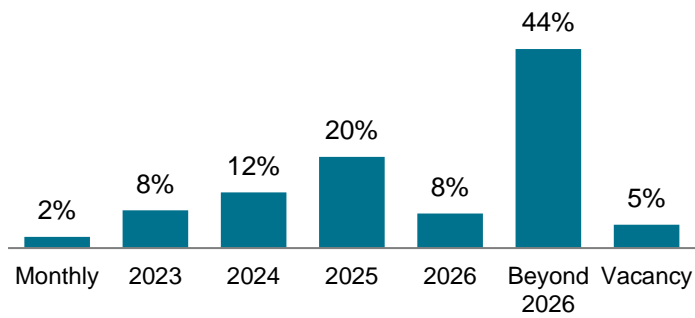
	GLA m <sup>2</sup>	GMR (EUR)
Monthly	4 306	129 329
2023	14 198	290 678
2024	15 017	295 358
2025	23 791	478 567
2026	12 947	266 696
Beyond 2026	32 165	632 373
Vacancy	6 268	-
<b>Total</b>	<b>104 429</b>	<b>1 964 391</b>

Lease expiry profile by GMR



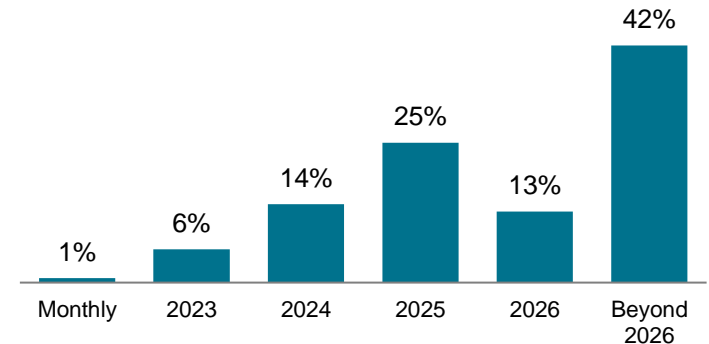
## Galeria Mlociny JV top 10 properties and tenants of total portfolio (70% shareholding)

Property	Value (EURm)	Value (Rm)	GLA m <sup>2</sup>	Tenant	GLA m <sup>2</sup>	%	GMR (EURm)	GMR (Rm)	%
Mlociny	386	7 546	80 765	Inter Cars S.A. - Office	6 075				
				Primark Sklepy	5 839				
				Inditex Group	5 587				
				Multikino	3 952				
				H&M	3 042				
				CCC Group	2 915				
				Van Graaf	2 744				
				TK Maxx	2 078				
				Zdrofit	1 921				
				Carry	1 880				
				<b>Total top 10 tenants</b>	<b>36 033</b>	<b>45%</b>	<b>550</b>	<b>10 735</b>	<b>28%</b>
				Balance of portfolio	44 732	55%	1 410	27 550	72%
<b>Total portfolio</b>	<b>386</b>	<b>7 546</b>	<b>80 765</b>	<b>Total portfolio</b>	<b>80 765</b>	<b>100%</b>	<b>1 960</b>	<b>38 285</b>	<b>100%</b>

Lease expiry profile by GLA (m<sup>2</sup>)GLA m<sup>2</sup>

	GLA m <sup>2</sup>	GMR (EUR)
Monthly	1 990	15 683
2023	6 713	115 607
2024	9 906	271 904
2025	16 271	485 896
2026	6 136	247 012
Beyond 2026	35 582	823 928
Vacancy	4 168	-
<b>Total</b>	<b>80 765</b>	<b>1 960 029</b>

Lease expiry profile by GMR



## EPP lease expiry profile

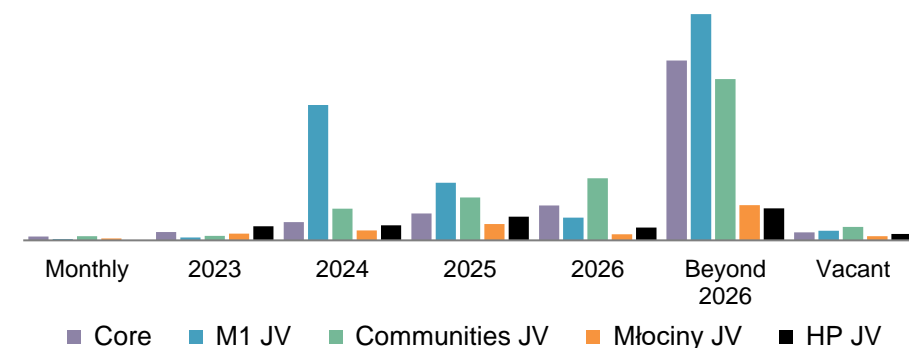


Lease expiry profile by GLA (m²)	EPP Core	EPP			Henderson JV	Total EPP
		M1 JV	Community JV	Galeria Młociny JV		
Monthly	3 750	1 321	4 176	1 990	43	11 280
2023	8 419	2 791	4 306	6 713	14 198	36 427
2024	18 259	136 717	31 810	9 906	15 017	211 710
2025	26 990	58 018	43 055	16 271	23 791	168 124
2026	35 245	22 843	62 626	6 136	12 947	139 797
Beyond 2026	181 483	228 419	162 792	35 582	32 165	640 440
Vacant	8 078	9 451	13 452	4 168	6 268	41 417
<b>Total GLA</b>	<b>282 223</b>	<b>459 560</b>	<b>322 219</b>	<b>80 765</b>	<b>104 429</b>	<b>1 249 196</b>

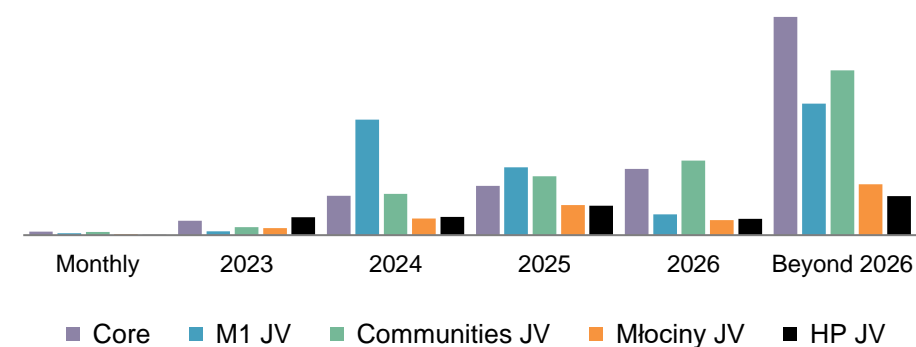
  

Lease expiry profile by GMR (EUR)	EPP Core	EPP			Henderson JV	Total EPP
		M1 JV	Community JV	Galeria Młociny JV		
Monthly	56 336	32 901	53 944	15 683	719	159 584
2023	236 000	62 936	129 329	115 607	290 678	834 549
2024	635 162	1 870 514	671 007	271 904	295 358	3 743 945
2025	797 274	1 096 141	951 458	485 896	478 567	3 809 335
2026	1 072 853	335 299	1 208 733	247 012	266 696	3 130 593
Beyond 2026	3 527 402	2 129 588	2 666 559	823 928	632 373	9 779 850
<b>Total GMR</b>	<b>6 325 026</b>	<b>5 527 379</b>	<b>5 681 031</b>	<b>1 960 029</b>	<b>1 964 391</b>	<b>21 457 857</b>

Lease expiry profile by GLA (m²)



Lease expiry profile by GMR



## EPP BREEAM certifications



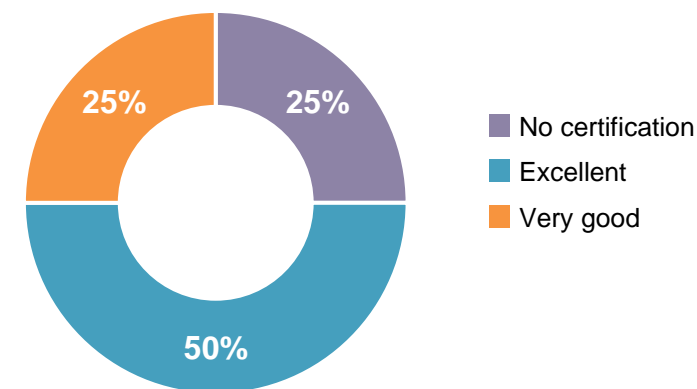
	<b>Asset</b>	<b>In use part 1: Asset performance*</b>	<b>In use Part 2: Building management**</b>
EPP Core	Galaxy	Very Good	Excellent
	Galeria Echo Kielce	Very Good	Very Good
	King Cross Marcelin	Very Good	Very Good
	Outlet Park	Excellent	Excellent
	Pasaż Grunwaldzki	Excellent	Excellent
M1 JV	PP Olsztyn	No certification	No certification
	M1 Bytom	Excellent	Outstanding
	M1 Czeladź	Excellent	Outstanding
	M1 Częstochowa	Excellent	Outstanding
	M1 Kraków	Excellent	Outstanding
	M1 Łódź	Excellent	Outstanding
	M1 Poznań	Excellent	Outstanding
	M1 Radom	Excellent	Outstanding
	M1 Zabrze	Excellent	Outstanding
	M1 Marki	Excellent	Outstanding
	PP Tychy	No certification	No certification
	PP Kielce	No certification	No certification
Community JV	Astra Park	No certification	No certification
	Oxygen	Excellent	Excellent
	Centrum Echo Bełchatów	No certification	No certification
	Centrum Echo Przemyśl	No certification	No certification
	Galeria Tęcza	No certification	No certification
	Galeria Amber	No certification	No certification
	Galeria Olimpia	Very Good	Excellent
	Galeria Solna	No certification	No certification
	Galeria Sudecka	Very Good	Very Good
	Galeria Twierdza Zamość	Excellent	Very Good
	Galeria Veneda	Very Good	Excellent
	Wzorcownia Włocławek	Very Good	Very Good
	Zakopianka Shopping Center	Very Good	Very Good
	Galeria Twierdza Kłodzko	Very Good	Very Good
Park Rozwoju I&II	Excellent	Excellent	
Hednerson JV	Malta Office Park	Excellent	Excellent
	O3 Business Campus A&B &C	Excellent	Excellent
	Symetris Business Park	Excellent	No certification
Galeria Młociny JV	Młociny	Excellent	Excellent

The BREEAM In-Use process assesses environment performance in two parts:

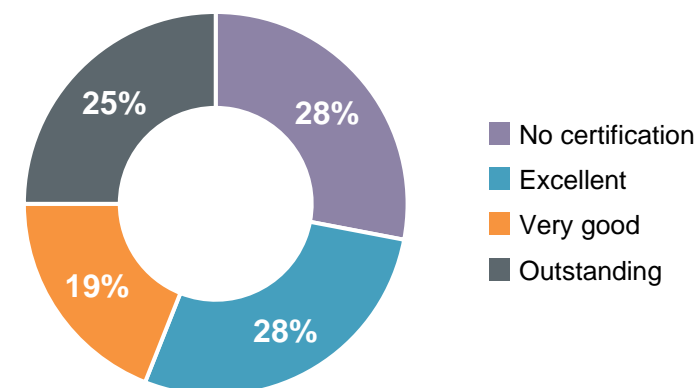
\*BREEAM In-Use Part 1: Asset Performance – measures the sustainability of the physical building

\*\*BREEAM In-Use Part 2: Management Performance – assesses the management practices in place to optimise the building's sustainability

BREEAM in use part 1



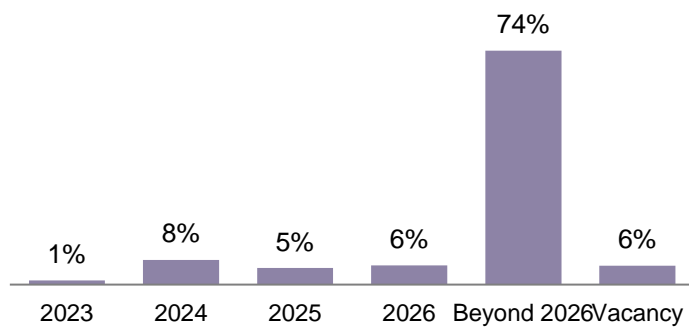
BREEAM in use part 2



# ELI JV top 10 properties and tenants of total portfolio

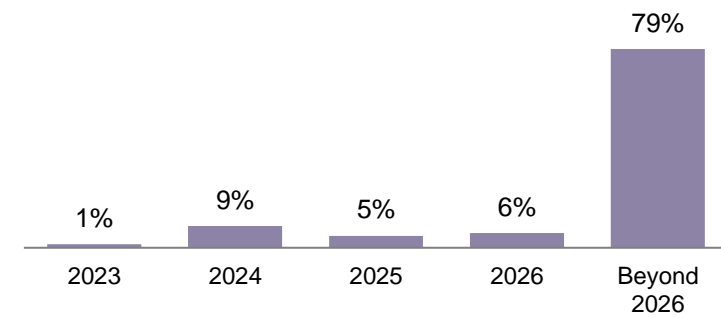
Property	Value (EURm)	Value (Rm)	GLA (m <sup>2</sup> )	Tenant	GLA m <sup>2</sup>	%	GMR (EUR000)	GMR (R000)	%
Lublin II	90	1 767	87 598	Weber ^	78 734				
Warsaw Airport VI	78	1 531	72 260	LPP	64 224				
Bielsko-Biala	75	1 470	71 466	Rohlig	48 213				
BTS Weber Zabrze ^	74	1 451	78 734	Carrefour	42 891				
Gdansk V	66	1 295	78 486	Latex	26 864				
Ruda Slaska	53	1 028	56 219	Varoc	25 283				
Czeladz	37	729	38 755	InPost	25 210				
Wroclaw City	36	696	35 508	Dywidag	23 578				
Panattoni Park Byd III	33	647	42 891	u.Form (Tiberina group)	23 426				
Panattoni Park Krakow III	33	641	33 739	BorgWarner	20 022				
<b>Total top 10 tenants</b>	<b>576</b>	<b>11 255</b>	<b>595 655</b>	<b>Total top 10 tenants</b>	<b>378 446</b>	<b>45%</b>	<b>1 653</b>	<b>32 283</b>	<b>46%</b>
Balance of portfolio	240	4 682	242 731	Balance of portfolio	459 939	55%	1 926	37 623	54%
<b>Total portfolio</b>	<b>816</b>	<b>15 937</b>	<b>838 385</b>	<b>Total portfolio</b>	<b>838 385</b>	<b>100%</b>	<b>3 579</b>	<b>69 906</b>	<b>100%</b>

### Lease expiry profile by GLA (m<sup>2</sup>)



	GLA m <sup>2</sup>	GMR (EUR)
2023	10 759	51 129
2024	65 214	311 376
2025	43 894	173 134
2026	50 388	210 731
Beyond 2026	618 369	2 832 464
Vacancy	49 760	-
<b>Total</b>	<b>838 385</b>	<b>3 578 836</b>

### Lease expiry profile by GMR



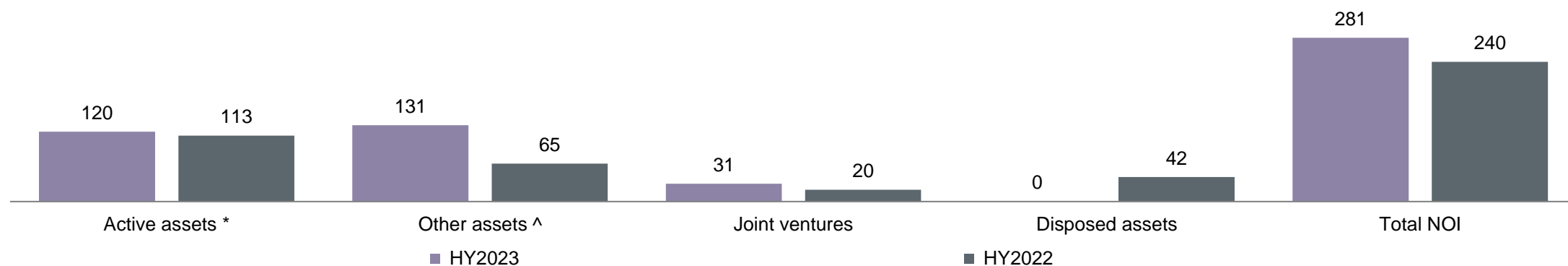
^ 50% joint venture with Panattoni



# ELI net operating income



	<b>HY23 EURm</b>	<b>HY22 EURm</b>	<b>HY23 Rm</b>	<b>HY22 Rm</b>
Active assets *	6.1	5.8	119.9	113.3
Other assets ^	6.7	3.3	131.0	65.0
Joint ventures	1.6	1.0	30.6	20.1
Disposed assets	-	2.1	-	41.8
<b>Total NOI</b>	<b>14.4</b>	<b>12.2</b>	<b>281.5</b>	<b>240.2</b>
NOI margin on active assets	92.6%	92.0%		
EBIT margin on active assets	82.2%	79.9%		



\* Assets operational for the full period in HY23 and HY22

^ Includes assets completed within the last 24 months, assets under construction and land holdings

# ELI developments completed



Property	GLA (m <sup>2</sup> )	Development cost (EURm)	Development cost (Rm)	Fair value (EURm)	Fair value (Rm)	Letting (%)	Change (%)
Warsaw West (Błonie) phase I	31 276	24.4	476	24.7	483	100.0%	1.5%
Lublin II (remaining phases)	45 216	29.5	577	34.1	666	40.7%	15.4%
Toruń A	19 925	14.1	276	18.7	366	100.0%	32.3%
Kraków Skawina Logistics	17 741	19.4	379	22.1	431	100.0%	13.8%
<b>Total</b>	<b>114 158</b>	<b>87.5</b>	<b>1 709</b>	<b>99.6</b>	<b>1 946</b>	<b>76.5%</b>	<b>13.9%</b>

# ELI developments under construction



Property	GLA (m <sup>2</sup> )	Development cost (EURm)	Development cost (Rm)	Pre-let %	Anticipated completion date
BTS Polish Post Radzymin *	52 728	49.5	966	100.0%	Aug-23
Warsaw Błonie II (North)	43 695	34.1	666	57.8%	Mar-23
Kraków North phase I	31 940	29.3	573	65.4%	Mar-23
Kraków North phase II	25 572	21.5	419	100.0%	Jun-23
<b>Total</b>	<b>153 935</b>	<b>134.4</b>	<b>2 625</b>	<b>80.8%</b>	

\* 50% joint venture with Panattoni

# ELI land holdings

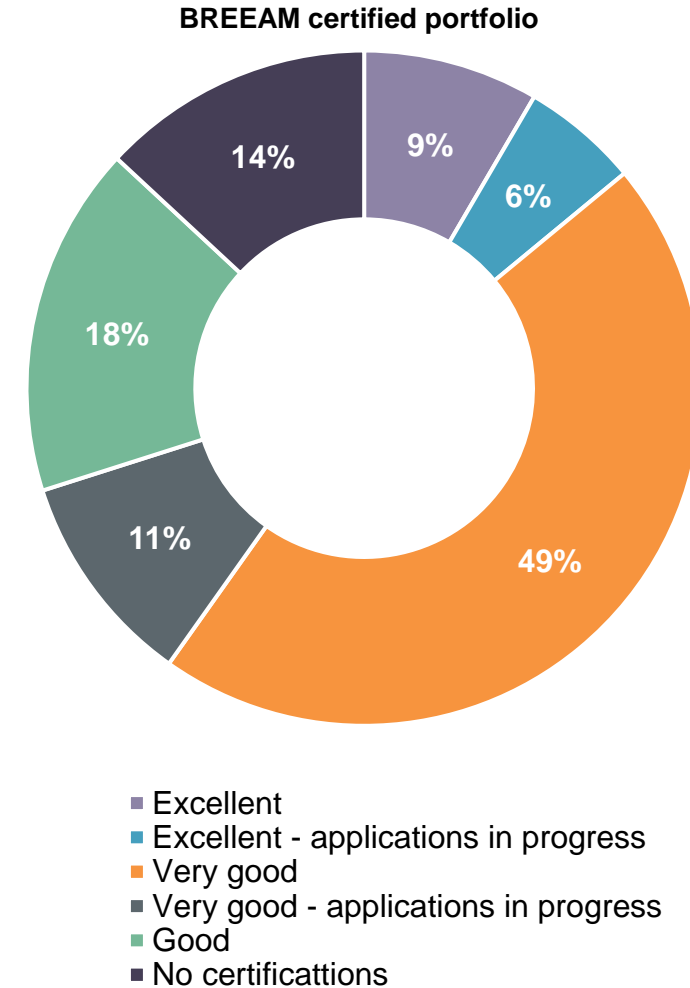


Property	Total GLA (m <sup>2</sup> )
Bielsko-Biala phase III	24 255
Tychy II (A+B)	37 665
Central Silesia III phase III (Ruda Slaska)	16 081
Tychy (multi-let) (expansion)	4 017
Warsaw Airport Kinetyczna	55 787
Warsaw Targówek	24 294
Warsaw Błonie (West) phase II	17 032
Krakow Nowa Huta phase IIb	11 131
Kraków Skawina III	9 387
Wroclaw City phase II	8 115
Lodz East	30 182
Opole III phase II	15 434
<b>Total</b>	<b>253 380</b>

# ELI BREEAM certifications



Asset	New buildings
Bielsko-Biala phase I	Very good
Bielsko-Biala phase II	Good
Central Silesia III phase I (Ruda Slaska)	Good
Central Silesia III phase II (Ruda Slaska)	Very good
Czeladz phase I	Very good
Czeladz phase II	Very good
Tychy (multi-let)	Very good
BTS Weber Zabrze	Very good
BTS Weber Zabrze (expansion)	Excellent
Warsaw Airport VI phase I	Good
Warsaw Airport VI phase II	Very good
Warsaw Błonie (West) phase I	Excellent - applications in process
Panattoni Park Krakow III	No certification
Krakow Nowa Huta phase I	Very good - applications in process
Krakow Nowa Huta phase IIa	Very good - applications in process
Kraków Skawina	Very good - applications in process
Kraków Skawina II (Greencell)	Very good
Lublin II phase I Varoc	Good
Lublin II phase IIa	Very good
Lublin II phase IIb	Very good - applications in process
Lublin II phase I Varoc extension	Very good - applications in process
Lublin II phase I small building	Very good - applications in process
Panattoni Park Bydgoszcz III	No certification
Torun B	Very good
Torun A	Excellent - applications in process
Gdansk V phase I	Very good
Gdansk V phase II	Excellent
Wroclaw City Standing assets	No certification
Wroclaw City phase I	Very good
Lodz Business Centre III	No certification
Opole III phase I	Very good
Rzeszów	Very good





#### **Disclaimer**

This presentation may include forward-looking statements which statements are not based on historical information, but rather premised on certain assumptions, risks, estimates and/or uncertainties (“risks and uncertainties”), which are taken into consideration as at date of this presentation. All figures presented are as at 28 February 2023.

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