

20  
23

The company's closed period commences on Friday, 1 September 2023 until the annual results are released on Monday, 6 November 2023

# PRE-CLOSE INVESTOR UPDATE

For the year ending 31 August

## Opting for the upside

 **ReDeFiNe**  
PROPERTIES

We're not landlords. We're people.



# OUR CONVERSATION

1

Strategic overview  
Andrew Konig

2

Property asset platform  
Leon Kok & Andrew Konig

3

Financial insights  
Ntobeko Nyawo



Centurion Mall, Gauteng, South Africa





# STRATEGIC OVERVIEW

What got us here won't get us there

# Our operating context

## Commercial real estate fundamentals are beginning to build a positive momentum



Government and organised business’s plan to remove obstacles to inclusive **economic growth and job creation** through three immediate priority interventions, covering energy, transport and logistics, as-well-as crime and corruption is expected to restore much needed **confidence**



Public service inefficiency has created **constructive capital investment opportunities** for the private sector

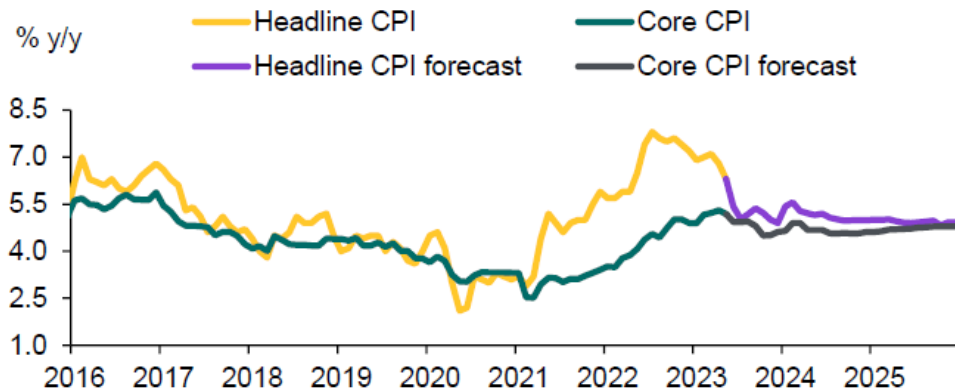


The upward trajectory of inflation is tapering with early signs of cooling-off, which brings with it more **predictable interest rate expectations**

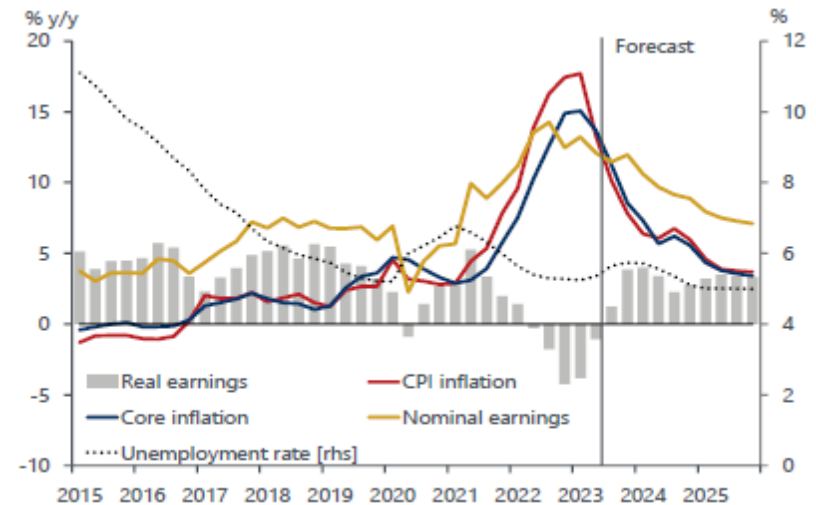


Despite sluggish **economic growth**, Redefine’s SA and Polish portfolios have demonstrated remarkable operational resilience in absorbing the headwinds in FY23 with operating metrics improving across all sectors

South African headline and core inflation<sup>1</sup>



Poland inflation<sup>2</sup>



1. Source: RMB | 2. Source: Oxford Economics / Haver Analytics



# What keeps us awake at night

Overlapping aftershocks of the pandemic, elevated inflation, an energy crisis and higher funding costs

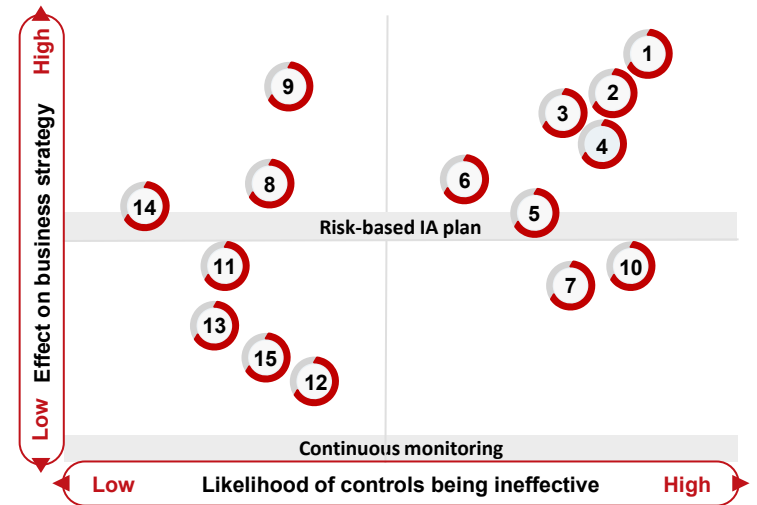


Our **integrated approach** to ERM fosters strategic resilience as we continue to pursue growth and deliver sustainable value for stakeholders through market cycles

An 18-month strategic risk assessment

Opportunities	Risks
11 Re-evaluate growth prospects per asset	Rising global geopolitical tensions
8 Opportunistic hedging of interest rates within policy	High inflation and interest rates
8 Selectively pursue capital recycling opportunities	Prolonged low growth environment
7 Accelerate solar rollout and alternative energy solutions	Extended loadshedding and rising energy prices
13 Accelerate ESG strategy and strengthen resilience	Increasing frequency of natural disasters
3 Attract and retain key talent to drive innovation	Future emergence of global pandemics
9 Improve digital ratio >30% by 2025 & enhance cybersecurity	Disruption from advancement in technology

Elevated 
 Reduced 
 Emerging 
 Static 
 Structural



## Strategic risk register review

1	Uncertainty and impacts related to short- to medium-term impact of geopolitical factors	6	Energy crisis	11	Environmental resilience
2	Uncertainty pertaining to impact of socioeconomic factors, including damage to property and security-related threats	7	Impact of business disruption within the property sector as a result of advancement in technology	12	Adverse reputational damage
3	Deteriorating public/state infrastructure and poor service delivery locally	8	Significant increase in property administered costs	13	Reduced bank liquidity and equity
4	Increased cost of debt	9	Retaining and attracting the right talent	14	Cost of doing business may increase as a result of administration of changing compliance requirements
5	Rental growth vs tenants' increasing cost of occupancy	10	Increased vulnerability of cybersecurity	15	Maintaining a strong ethical and governance culture



# Responding to market dynamics

Our strategic priorities guide our decision-making and execution to ensure sustained value creation



**Invest strategically**



**Optimise capital**



**Operate efficiently**



**Engage talent**








**Grow reputation**

Market dynamics	Strategic priorities
<ul style="list-style-type: none"> <li>Value threatened by low growth and rising interest rates</li> <li>Collapse of service delivery and public infrastructure</li> <li>Limited capital available to expand</li> </ul>	<ul style="list-style-type: none"> <li>Preserve value through organic growth and asset optimisation</li> <li>Reduce reliance on municipal supplied utilities through innovative solutions and resource efficient green initiatives</li> <li>Create value through selective deployment of capital from recycled non-core assets into growth sectors</li> </ul>
<ul style="list-style-type: none"> <li>Heightened financial market volatility</li> <li>Increasing cost of funding</li> <li>Growing liquidity risk</li> </ul>	<ul style="list-style-type: none"> <li>Proactive renewal of maturing debt facilities and extending debt maturity profile</li> <li>Vigilant management of interest rate risk through the cycles</li> <li>Diversify funding sources to limit concentration risk</li> </ul>
<ul style="list-style-type: none"> <li>Elevated levels of inflation, administered price increases and energy crisis</li> <li>Lack of growth in new demand for space</li> <li>Availability of technology to harness the power of data</li> </ul>	<ul style="list-style-type: none"> <li>Preservation of profit margin through focus on efficiency, tight cost control and alternative energy producers</li> <li>Intensify efforts to retain and attract tenants through offering added value</li> <li>Improve digital ratio to simplify processes and transform the tenant's experience</li> </ul>
<ul style="list-style-type: none"> <li>Rapid churn of key talent and lack of scarce property skills</li> <li>Increased stress levels heighten risk of mental illness and burnout</li> <li>The real estate sector at senior levels remains untransformed</li> </ul>	<ul style="list-style-type: none"> <li>Review strategies to attract, retain and develop pool of key talent to provide internal pipeline of scarce skills</li> <li>Create awareness of employee wellness program, encourage work life balance</li> <li>Create an inclusive environment to attract diverse talent and deliver innovative thinking</li> </ul>
<ul style="list-style-type: none"> <li>Additional carbon emissions from diesel consumed during loadshedding</li> <li>Unstable coalition governments and failing public service delivery resulting in heightened civil discontent</li> <li>Need for enhanced transparency and independently assured reporting</li> </ul>	<ul style="list-style-type: none"> <li>Reduce consumption of energy through efficiency interventions, collaboration with key stakeholders and solar PV expansion</li> <li>Create sustainable socioeconomic impacts through SMME development and restructure of Redefine Empowerment Trust</li> <li>Strengthen oversight and reporting including the levels of assurance applied to non-financial information</li> </ul>



# Recap of our strategy in action

We have done what we said we would do

 <b>Invest strategically</b>	<ul style="list-style-type: none"> <li>Restored EPP to cash generating investment proposition</li> </ul>	<ul style="list-style-type: none"> <li>Restructured the ownership of the government-tenanted office portfolio</li> </ul>	<ul style="list-style-type: none"> <li>Stabilised asset values</li> </ul>
 <b>Optimise capital</b>	<ul style="list-style-type: none"> <li>Materially reduced balance sheet risk in line with medium-term LTV target</li> </ul>	<ul style="list-style-type: none"> <li>Issued R4.2 billion use-of-proceeds green bond</li> </ul>	<ul style="list-style-type: none"> <li>Secured renewal of all loans maturing in 2023</li> </ul>
 <b>Operate efficiently</b>	<ul style="list-style-type: none"> <li>Digital ratio has improved to 20.5% from a base of 5.1%</li> </ul>	<ul style="list-style-type: none"> <li>SA portfolio delivered organic growth and stable operating margin</li> </ul>	<ul style="list-style-type: none"> <li>Lifted tenant retention levels</li> </ul>
 <b>Engage talent</b>	<ul style="list-style-type: none"> <li>Shifted focus from BBBEE transformation to inclusivity and impact</li> </ul>	<ul style="list-style-type: none"> <li>Launched a future-fit leadership skills programme for Exco and Manco members</li> </ul>	<ul style="list-style-type: none"> <li>Aligned EPP's employee value proposition to our Group</li> </ul>
 <b>Grow reputation</b>	<ul style="list-style-type: none"> <li>Completed climate risk management assessment for South Africa and Poland</li> </ul>	<ul style="list-style-type: none"> <li>Advanced ESG strategy through collaboration with key stakeholders, especially tenants and suppliers</li> </ul>	<ul style="list-style-type: none"> <li>Reduced consumption of grid-supplied energy through efficiency interventions and solar PV expansion</li> </ul>



## Looking ahead

There is cause for optimism that the property cycle has bottomed and that 2024 will be the turning point

- The business has been stabilised
- There is moderate improvement in all operational metrics
- Navigating the effectiveness of:

- 1 The structural energy transition
- 2 The expected shift of the interest rate cycle
- 3 Responding to evolving stakeholder needs

will be critical to positioning Redefine for its growth trajectory beyond FY24

Let's opt  
for the  
*Upside*







# PROPERTY ASSET PLATFORM

SOUTH AFRICA

Creating smart and sustainable spaces

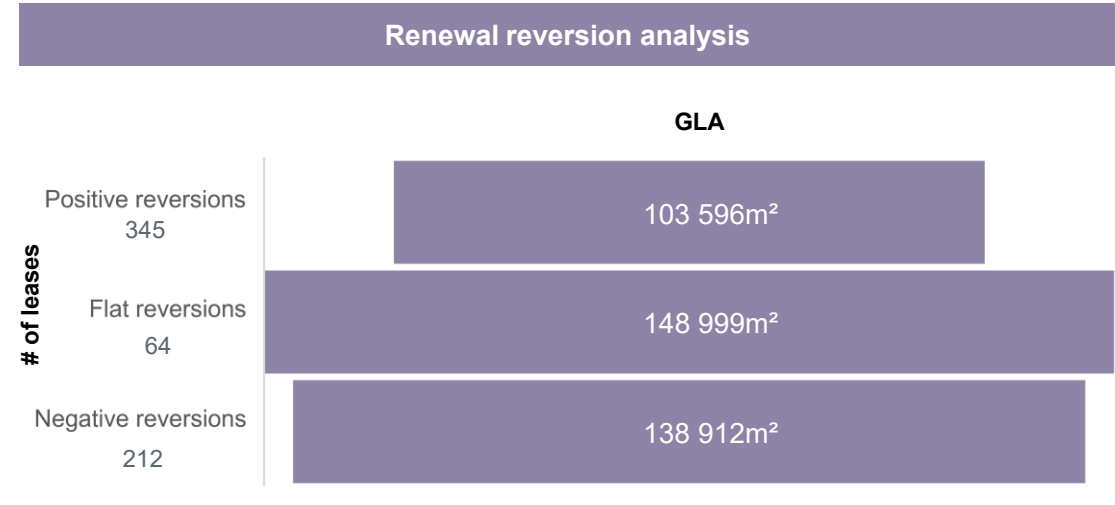
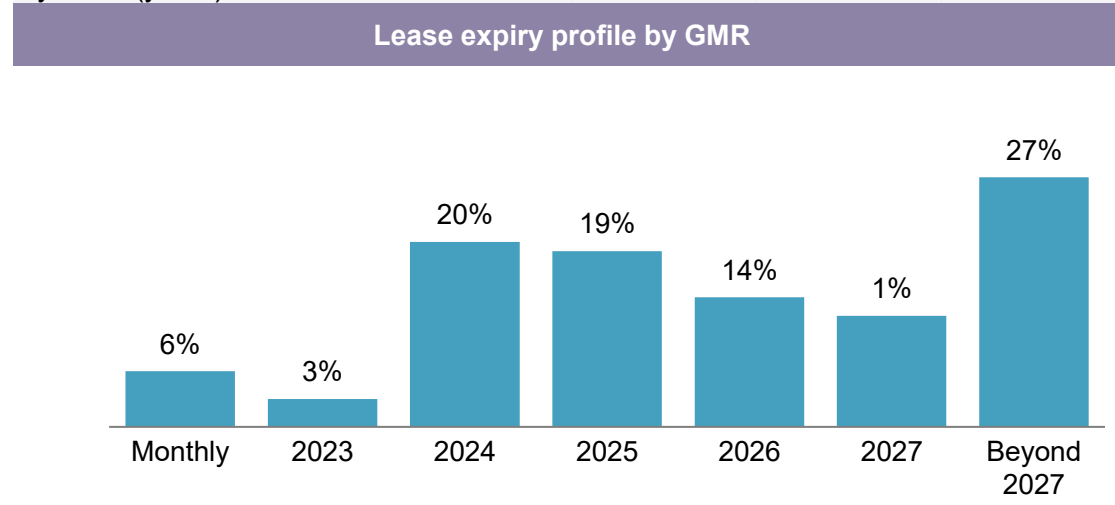
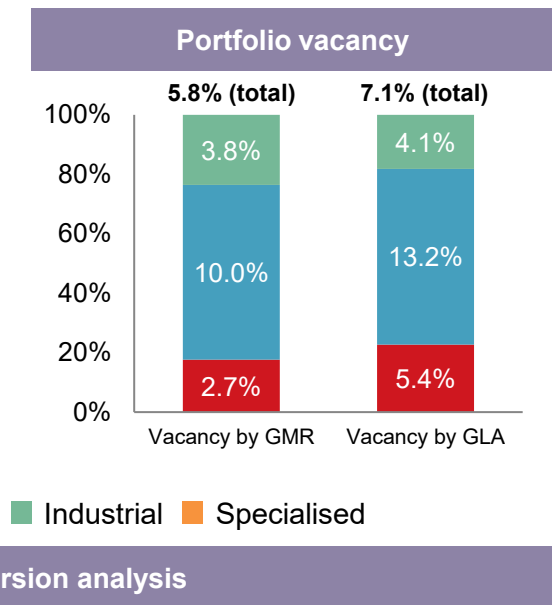
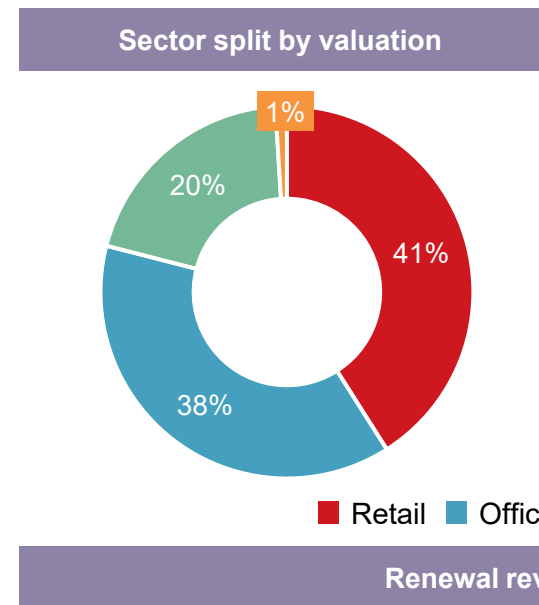




# South Africa portfolio overview

Improved operating metrics will position us to generate organic growth

Trading statistics – 31 May 2023			
	Q3 FY23	HY23	FY22
Occupancy (%)	<b>92.9</b>	92.5	93.3
Renewal reversions (%)	<b>-7.5</b>	-7.5	-12.0
Tenant retention by GMR (%)	<b>94.8</b>	96.6	93.1
Renewal success rate by GLA (%)	<b>70.3</b>	67.4	59.7
Weighted avg. lease escalation (%)	<b>6.3</b>	6.4	6.5
Weighted avg. unexpired lease term by GMR (years)	<b>3.5</b>	3.6	3.6





## South Africa – sustainability in action

Embedding sustainability is an integral part of our business operations

Sustainability initiatives		Retail	Office	Industrial
Renewable energy	Solar PV projects completed and commissioned	33 403 kWp	3 836 kWp	2 914 kWp
	Installations in progress	8 735 kWp	550 kWp	439 kWp
	Feasibilities in progress	15 204 kWp	905 kWp	11 422 kWp
Solar wheeling	Expanding our access to renewable energy sources	Two of our retail malls will be off-takers of the Brackengate wheeling pilot	Entered into a PPA to procure 39 million kWh per annum estimated, effective date December 2024	5.9 MWp wheeling generator pilot project with CoCT earmarked for Brackengate DC, commencement date January 2025
Green Star Ratings	Number of certifications	5	140	15
	New certifications in progress	10	6	12
Net Zero certifications	Number of certifications	-	3	-
Water efficiency	Number of Propelair toilets installed	655	771	-
Energy efficiency	Number of LED lights retrofitted	23 094	22 587	-
Waste management	% of waste recycled	44	58	35



# South Africa retail portfolio

Operating metrics continue to improve despite load shedding and related cost headwinds

- | Priorities   |
|--|
| <ul style="list-style-type: none"> <li>Tenant retention, WAULT and vacancy reduction continues to be a key priority for management</li> <li>Vacancy increase is due to office space and motor dealerships, focus is to reduce exposure to these assets</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 5% of GMR</li> <li>Existing sustainability initiatives and new opportunities will continue to be rolled out</li> <li>Continue to explore possibilities to improve efficiency of diesel usage and recoveries of standby power systems</li> <li>Store upgrades for national grocers – agreement reached for upgrades of national grocers occupying 32 000m<sup>2</sup></li> </ul> |

Trading statistics – 31 May 2023			
	Q3 FY23	HY23	FY22
Vacancy (%)	5.4	4.4	4.4
Renewal reversions (%)	-3.8*	-3.7	-8.6
Tenant retention by GMR (%)	94.2	96.6	93.2
Renewal success rate by GLA (%)	75.2	75.8	75.5
Weighted avg. lease escalation (%)	6.0	6.0	6.0
Weighted avg. unexpired lease term by GMR (years)	3.0	3.0	3.2
Like-for-like footfall (%)	6.7	4.9	4.5
Rent-to-sales ratio (%)	7.3	7.5	7.5

Note: \* Renewal reversions based on 9.9% of the portfolio or 113 522m<sup>2</sup>



Blue Route Mall, Western Cape, South Africa

# South Africa office portfolio

Demand for P & A grade office space in sought-after locations strengthens

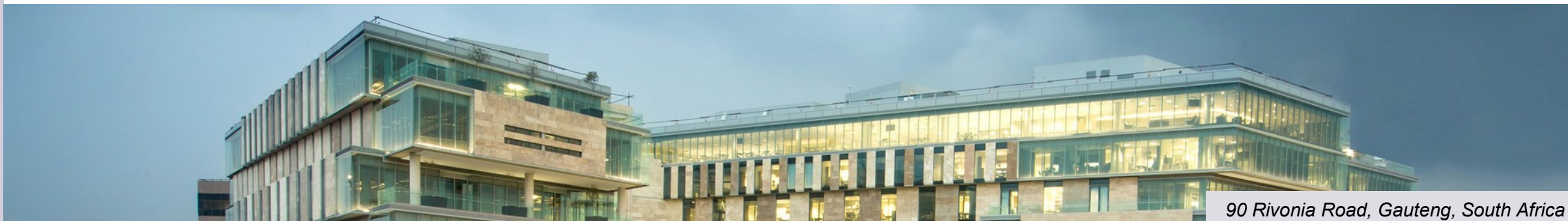
## Priorities

- Providing solutions for smaller tenant's energy efficiency and security battery and back-up
- Parking ratios in new developments will be reduced as the market seldom requires parking ratios in excess of 3 bays/100m<sup>2</sup>. This has resulted in surplus parking at certain sites, which we are investigating to re-purpose
- Development options on our vacant land pockets are being considered and marketed to the broking community. Both the Loftus and Galleria sites are in nodes that are outperforming the general market
- Improvements to our tenant journey are continuously being made with particular attention to the availability of data to our teams and tenants. Service levels are being reviewed and improved on the back of technology enhancements and improved Facilities Management tools

## Trading statistics – 31 May 2023

	Q3 FY23	HY23	FY22
Vacancy (%)	13.2	14.3	14.4
Renewal reversions (%)	-14.2*	-12.4	-16.9
Tenant retention by GMR (%)	95.8	97.4	91.5
Renewal success rate by GLA (%)	64.3	49.9	45.8
Weighted avg. lease escalation (%)	6.7	6.8	7.1
Weighted avg. unexpired lease term by GMR (years)	3.1	3.2	3.2

Note: \* Renewal reversions based on 9.6% of the portfolio or 107 867m<sup>2</sup>



90 Rivonia Road, Gauteng, South Africa



# South Africa industrial portfolio

Continues to be defensive and performing well in a competitive landscape

## Priorities

- Continue to investigate and implement electricity and water security interventions at select buildings
- Tenant retention and vacancy reduction continues to be a key priority for management
- Battery installations are evaluated on a case-by-case basis with
- Potential full integration with PV Solar systems where feasible
- Finalise the solar wheeling and off-take pilot project in the City of Cape Town
- Explore other wheeling opportunities within selected metros
- Aggressively market vacant land for disposal or development on lease demand

## Trading statistics – 31 May 2023

	Q3 FY23	HY23	FY22
Vacancy (%)	4.1	4.9	3.9
Renewal reversions (%)	0.9*	1.3	-2.6
Tenant retention by GMR (%)	94.5	94.4	90.8
Renewal success rate by GLA (%)	71.0	72.9	56.5
Weighted avg. lease escalation (%)	6.5	6.5	6.5
Weighted avg. unexpired lease term by GMR (years)	5.2	5.5	5.4

Note: \* Renewal reversions based on 10.9% of the portfolio or 170 116m<sup>2</sup>



S&J Industrial Estate, Gauteng, South Africa





# PROPERTY ASSET PLATFORM

POLAND

Exposure to Polish retail and logistics provides stability

*Bielsko-Biala Phase II, Bielsko-Biala, Poland*



# EPP

## Recovery of the shopping centres is on track on the back of inflation and high interest rates

### Overview

- Healthy retail market fundamentals are reflected in the very positive retail sales forecast for the next two years
- The trend of value retailers expanding continues to dominate the market in Poland
- Like-for-like footfall for the period January - May 2023 increased by 6% whereas turnover increased by 9%
- Best retail category performers over the period were service retailers (up 27%) and entertainment (up 32%), while DIY (down 8%) and household appliances (down 4%) were the worst performers. Fashion, the largest category, came in at 6% growth
- Rent collection for both retail and offices also continued strongly with a high collection rate of 99%

### ESG

- Energy efficiency audits are being carried out to comply with the EU taxonomy
- A pilot project to check the feasibility and the costs of converting two properties into net zero buildings is in progress
- The improvement in waste management and recycling will be a focus area
- Good progress has been made with regards to the installation of solar PV panels on the rooftop of buildings



Galeria Echo, Kielce, Poland



# EPP core portfolio overview

Continues to be defensive and performing well in a competitive landscape

## Priorities for EPP

- The takeover of M1 Group property management and leasing operations from April 2024 is underway
- Mitigate high energy and service charges through power purchase agreements and reducing consumption
- Install Solar PV plants to partially offset reliance on external energy suppliers
- Improve operating margins and enhance marketing through digitalisation involving roll-out of loyalty apps and customer data systems
- Awaiting the initial ruling in the arbitration process for the Metro claim – outcome should be known by mid-October 2023
- Refinancing of the Henderson JV (EPP share EUR45million) debt maturing in FY24

## EPP core portfolio trading stats – 31 May 2023

	Q3 FY23	HY23	FY22**
Vacancy (%)	1.9	2.9	3.5
Renewal reversions (%)*	-8.0	-7.0	-7.0
Tenant retention by GMR (%)	96.8	97.2	97.0
Renewal success rate by GLA (%)	56.0	39.0	75.4
Weighted avg. rent indexation rate (%)	6.7	6.7	2.1
Weighted avg. unexpired lease term by GMR (years)	4.5	4.6	5.4
Like-for-like footfall	8.0	11.0	32.0
Rent-to-sales ratio (%)	9.7	9.7	9.5

Note: \* Renewal reversions based on 3.9% of the portfolio or 10 998m<sup>2</sup> | \*\* Full year FY22 statistics include PP Tychy and PP Kielce that were sold to M1 JV in October 2022 and are not included in the statistics for FY23



Galaxy Szczecin, Szczecin, Poland

# EPP JV portfolio overview

Solid operating metrics despite challenging market

EPP JV portfolio trading stats – 31 May 2023

	M1 JV	Community JV	Galeria Młociny JV	Henderson JV
<b>EPP % shareholding</b>	<b>50%</b>	<b>53.1%</b>	<b>70%</b>	<b>30%</b>
Vacancy (%)	2.2	3.9	3.2	13.8**
GLA renewed (%)	4.1	8.5	13.0	10.1
Renewal reversions (%)	-3.0	-1.8	0.1	0.0
Tenant retention by GMR (%)	99.4	97.3	92.3	88.6
Renewal success rate by GLA (%)	85.0	87.2	22.2	32.7
Weighted avg. rent indexation rate (%)	6.2	7.7	7.4	7.9
Weighted avg. unexpired lease term by GMR (years)	3.9	3.4	3.6	2.4
Like-for-like footfall (%)*	0.9	9.1	13.3	n/a
Rent to sales ratio (%)*	7.8	8.4	11.9	n/a

\* Only applicable to retail properties \*\* Reduced to 8.7% due to letting activity during August



Galeria Młociny, Warsaw, Poland



# ELI

## Maximising investor returns through strategic portfolio management and development

### Overview

- Valuations have remained firm due to indexation and market rental growth offsetting the negative impact of higher yields
- Development activity has slowed down due mostly to higher funding costs and banks requiring higher pre-let levels
- Rental rates continue to rise, particularly in sought-after locations and buildings with modern technologies and ESG solutions
- At 31 May 2023, the GLA of the active portfolio was 914 028m<sup>2</sup>, an increase of 189 803m<sup>2</sup> or 26% from 31 August 2022 due to new developments being completed
- Lease renewals totalling 21 730m<sup>2</sup> were concluded at an average rent of EUR4.95 per sqm and rental growth of 6.9%
- New lettings of 11 038m<sup>2</sup> were recorded at an average rent of EUR4.44 per sqm and with a rental increase of 9.7%
- First-time lettings of 138 605m<sup>2</sup> of new developments achieved an average initial rent of EUR4.45 per m<sup>2</sup>

### ESG

- To manage supply chain risks and reduce operational carbon emissions on construction sites, there is an increasing use of prefabricated elements & local suppliers/ labour
- All new developments will have a BREEAM-certified level of "very Good" or "excellent"
- Green solutions that will reduce tenant operating costs are being introduced

### Developments

- Six developments with a GLA of 189 803m<sup>2</sup> and occupancy of 70.3% were completed at a cost of EUR151.0 million
- A value uplift of 11.5% compared to the development cost was achieved
- Three fully-let developments with a GLA of 87 687m<sup>2</sup> are in progress at a cost of EUR82.0 million



Opole Phase I, Opole, Poland



# ELI core portfolio overview

Continued expansion where near-shoring, cost of operation and good infrastructure is driving demand

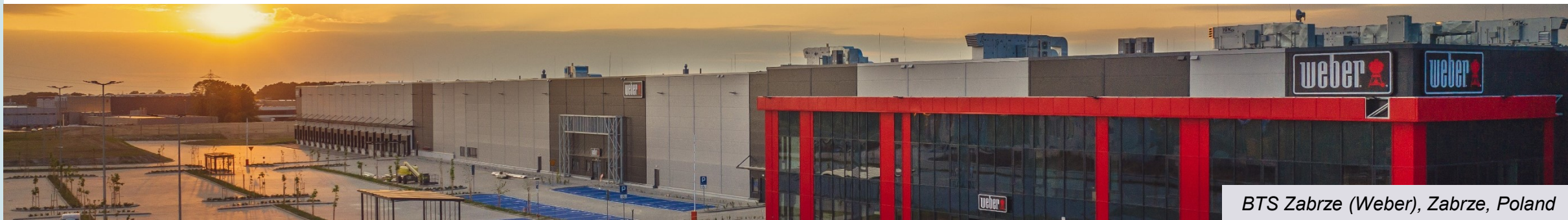
## Priorities for ELI

- Reduce current vacancies in the active portfolio
- Successfully complete the developments currently under construction
- Secure pre-letting on land holdings for further development at attractive yields
- Recycle assets to fund new developments at accretive yields
- Portfolio refinancing at lower margins and other loan terms
- Take advantage of robust tenant demand by letting available space and undertaking quality, low risk developments in sizable key logistics hubs in Poland

## ELI portfolio trading stats – 31 May 2023

	Q3 FY23	HY23	FY22
Vacancy (%)	8.3	5.9	6.5
Renewal reversions (%)*	7.7	9.3	2.4
Tenant retention by GMR (%)	68.7	52.4	70.8
Renewal success rate by GLA (%)	61.8	50.2	66.2
Weighted avg. rent indexation rate (%)	9.7	10.2	5.3
Weighted avg. unexpired lease term by GMR (years)	4.9	4.9	6.3

Note: \*Renewal reversions based on 3.6% of the portfolio or 32 768m<sup>2</sup>



BTS Zabrze (Weber), Zabrze, Poland

# Self-storage investments

## Unlocking the demand of self-storage in urbanised markets

### Overview

- Polish self-storage market still in its infancy and fragmented
- Poland has significantly fewer facilities than other European markets
- Polish self-storage facilities represent 1.7 facilities per million population, which is significantly below the European average of 10.9 facilities per million population
- Floorspace per capita in Poland stands at 0.004m<sup>2</sup>, which is c 85% below the European average of 0.023m<sup>2</sup>
- Demand is underpinned by robust micro business needs, representing 48% of overall users, which is above the EU average of 29%
- Numerous single-site operators offer mainly low-quality facilities - which are a hybrid between traditional self-storage and container storage
- The largest concentrations of self-storage facilities are around major cities, including Warsaw, Krakow, Poznan and Gdansk
- There are many container storage operators which tend to be located outside cities
- The acquisition of Stokado closed on 27 July 2023

### ESG

- Secure attractive locations for self-storage developments in major cities and invest equity in line with the business plan
- Proceed with development/expansion activities through Stokado

### Developments

- Five developments consisting of 3 047 units with a NLA of 1 617m<sup>2</sup> at a cost of EUR40 million are under construction
- Internal fit out of units are phased to optimise capital outlay with the take up of space
- Development yields generally are 11.5% once the net operating income is stabilised, which should take around four years



Stokado, Wrocław, Poland





# FINANCIAL INSIGHTS

Stabilising the medium-term growth prospects



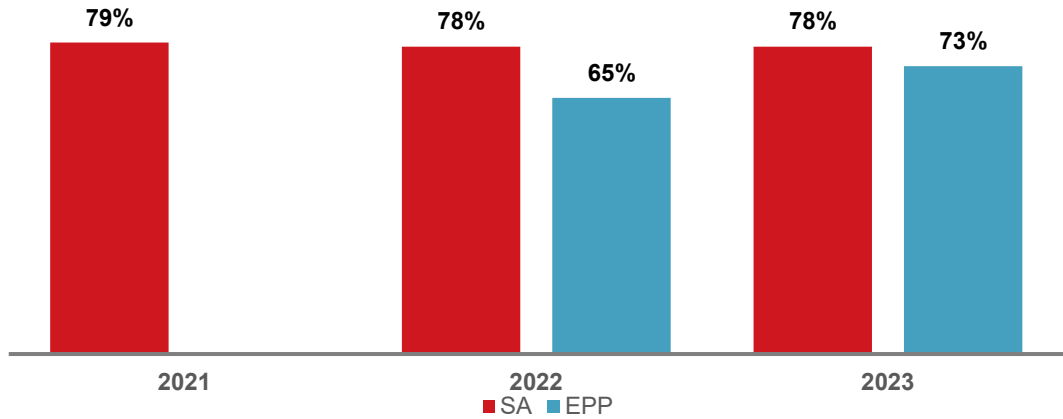


# Medium-term Group earnings profile

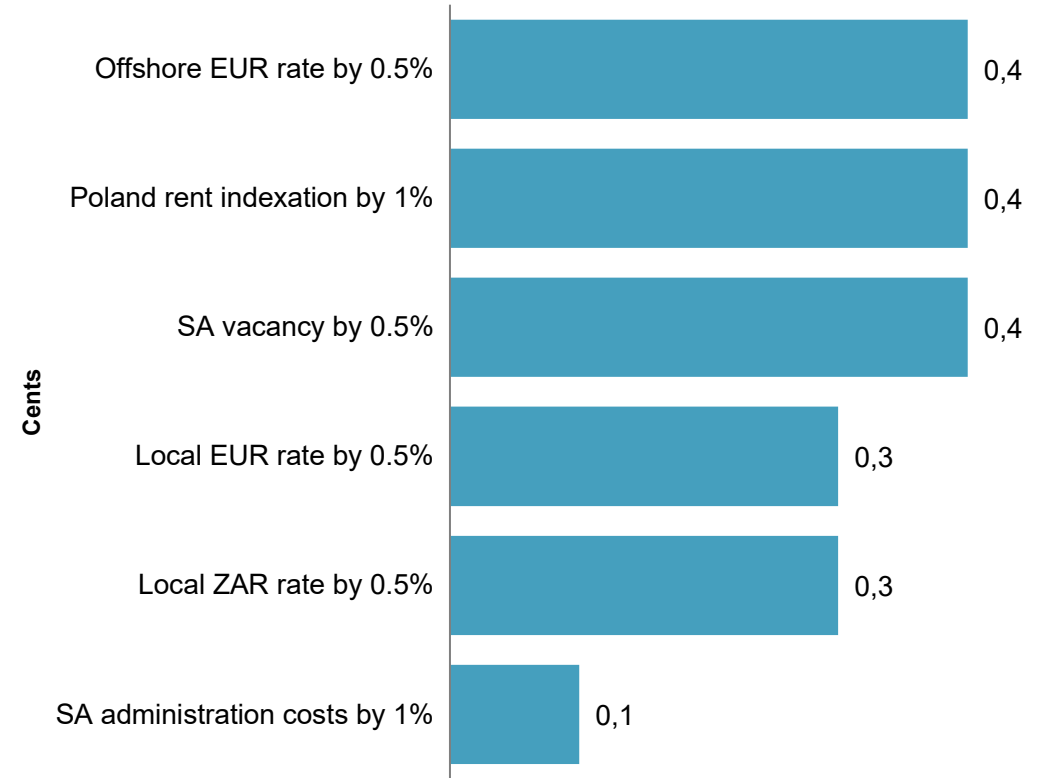
Focus on stabilising margins and improving earnings quality

FINANCIAL INSIGHTS

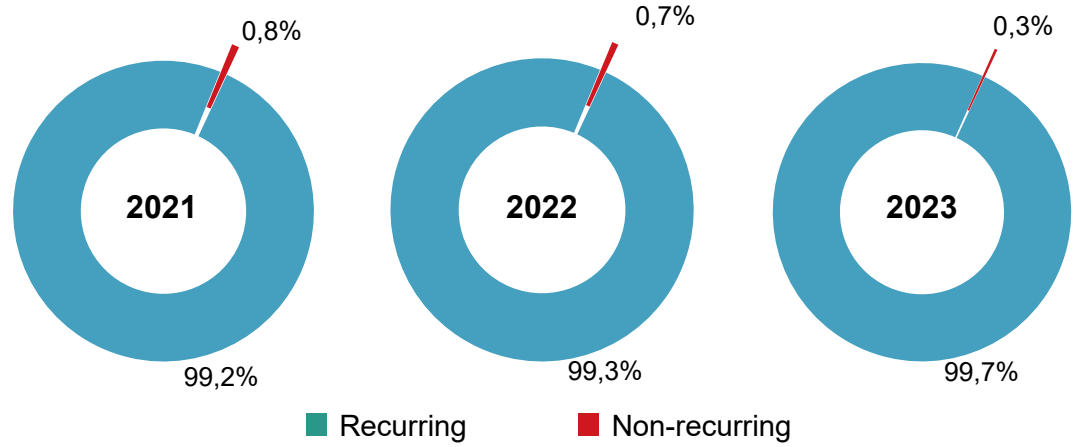
## Group net operating profit margin\*



## Distributable income per share sensitivity analysis



## Distributable earnings quality



\* Net operating profit margin is after administration costs and before funding costs

Redefine pre-close update for the year ending 31 August 2023





# Balance sheet management

Sound risk management anchors value creation



Shifting focus to **sustainable growth** of the simplified property asset platform



Access to **committed undrawn facilities** and cash on hand of R4.5 billion as at 31 May 2023 (FY22: R6.2 billion)



**Group weighted average cost of debt** increased by 70bps to 6.7% (FY22: 6.0%) on the back of increases in both JIBAR and EURIBOR during the period



Maintained average of 2.4% offshore debt amortization as part of **gradual reduction** of see-through gearing levels



Biannual, independently performed property valuations are in progress for full-year **valuations are expected to remain largely stable**



**Strong cash collections** support the group's healthy liquidity profile, EPP has repaid a portion of its shareholder loan



**ZAR weighted average cost of debt** increased by 90bps to 9.6% (FY22: 8.7%)  
**EPP weighted average cost of debt** increased by 90bps to 3.5% (FY22: 2.6%)



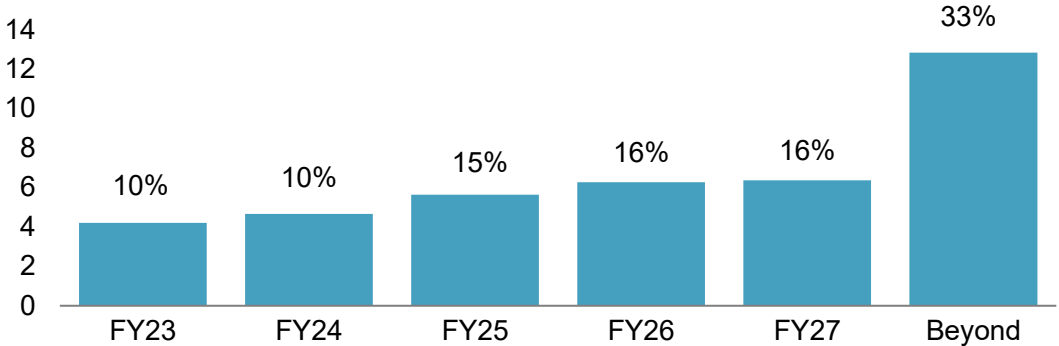
**Interest rates hedged on 79.4%** (FY22: 82.9%) of debt for **1.5 years** (FY22: 1.5 years) post the refinance of Echo and Marcelin facilities the average term of hedges will increase to **2.0 years**



# Debt maturity profile and available facilities

Healthy liquidity profile with sufficient headroom for growth

## Debt maturity profile



## All debt maturing in FY23 has been refinanced or repaid

- R3.5 billion of the debt which was maturing during Q4 FY23 related to the refinancing of the EPP – Echo Kielce and Marcelin facilities – the facilities have been refinanced & extended for a 5-year tenor on the following terms:

Facility	Amount (EURm)	Margin	% hedged	Hedged rate
Echo	116.6	2.50%	75%	3.0%
Marcelin	45.2	2.66%	75%	3.3%
<b>161.8</b>				

- A R500m of unlisted unsecured note matured in August and was repaid
- On the 24th of August 2023, three senior unsecured listed green bonds were issued:

Tenor	Amount (Rm)	Margin	Comparison to previous issuance
3-year	247	144 bps	-11 bps
5-year	332	160 bps	-8 bps
7-year	425	170 bps	-30bps
<b>1 004</b>			

Available cash resources as at 31 May 2023		Rm
Cash on hand		300
Available access facilities		4 200
		<b>4 500</b>

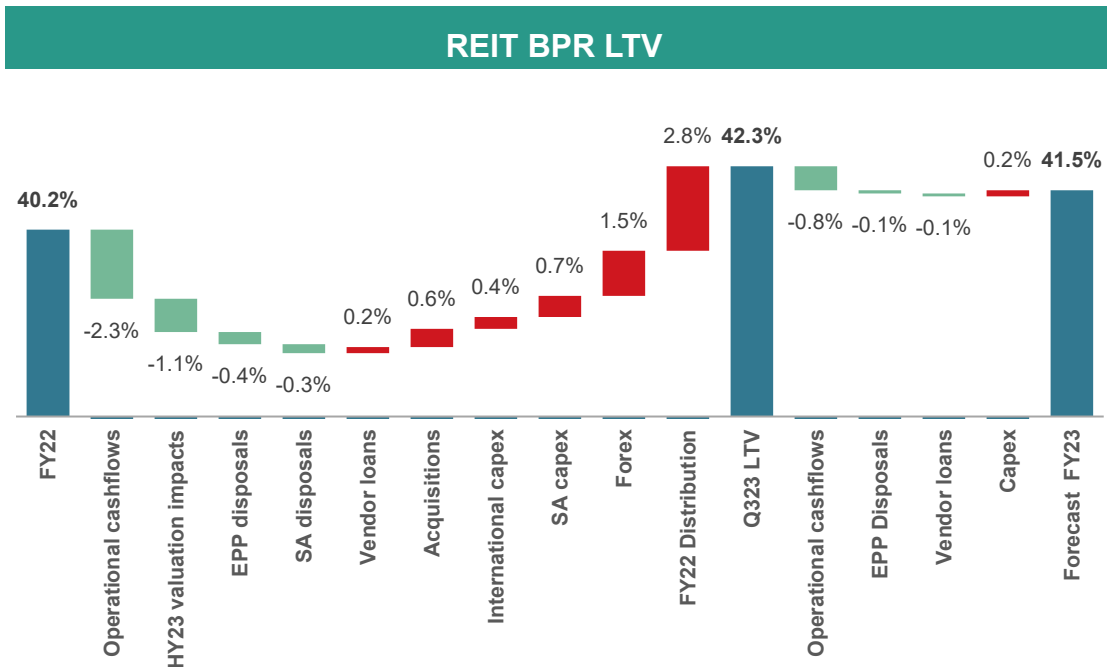
The maturity profile includes the mark-to-market FV of cross-currency interest rate swaps





# SA REIT LTV

LTV marginally outside the medium-term target range due to Rand weakness

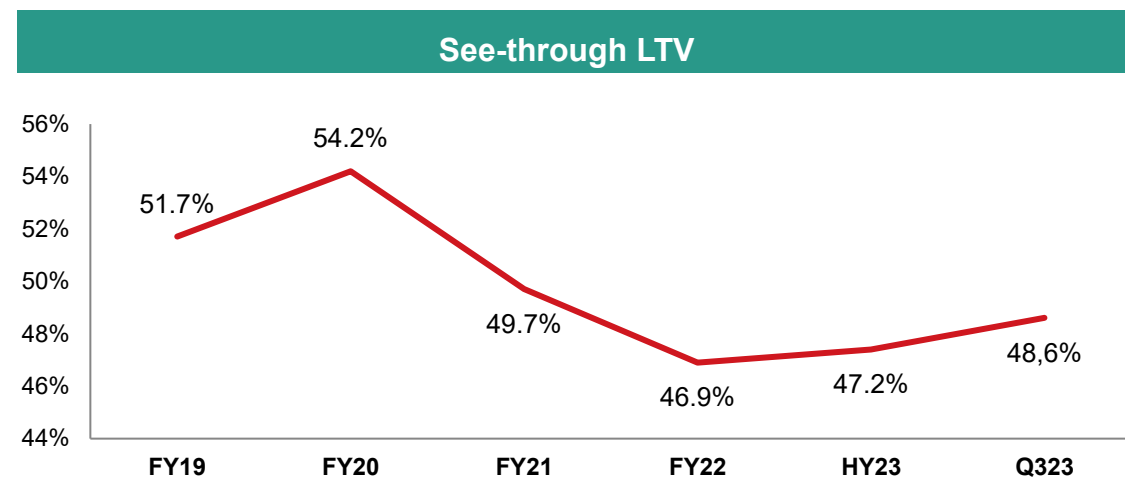


The increase in the LTV during the period is mainly due to the depreciation of the EUR/ZAR from R16.96/EUR as of the 31st of August 2022 to R21.12/EUR as of the 31st of May 2023

Forecast interest cover ratio		31 May 2023*
ICR		<b>2.4x</b>
<b>Strictest covenants LTV = 50% and ICR = 2x</b>		

### LTV sensitivity analysis and impact

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





# Trading update for 2023

Stable operating metrics in an elevated interest rate environment



FY23 DIPS to be **in line with guidance of between 48 cents and 52 cents**



Signs of global inflation peaking and the **expected shift** in the interest rate cycle



Focus on **improving operating margins** to drive sustainable organic growth



Healthy group liquidity position supported by **strong cash flow generation** and new green bond issuance



Developing our **long-term growth opportunities** in Polish logistics and Self-storage market segments



Continuing with improving our sources of energy and bolstering business resilience by **investing in renewable energy in SA**



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