

# SA CORPORATE REAL ESTATE FUND

SA Corporate Real Estate Fund ("SA Corporate" or "the Fund")  
 Incorporated in the Republic of South Africa  
 Share Code: SAC; ISIN Code: ZAE000083614  
 A Collective Investment Scheme in property registered in terms of the Collective Investment Schemes Control Act, No. 45 of 2002 and managed by SA Corporate Real Estate Fund Managers Limited ("ManCo")  
 (Registration number 1994/009895/06)  
 REIT status approved from 1 January 2014

# CONDENSED UNAUDITED GROUP INTERIM FINANCIAL RESULTS FOR THE SIX MONTHS ENDED 30 JUNE 2014

## Interim distribution growth

8.6% higher than June 2013  
 7.3% higher than December 2013

## Capital structure

Premium to NAV increased to 11.1%  
 Effective debt 95.4% fixed

## Portfolio activity

Acquisition of 4 properties for R277,6m  
 Contracted acquisition of 2 properties and 1 portfolio for R1,1bn  
 Contracted disposal of 7 properties for R174,5m

## Property performance

Standing portfolio NPI growth of 10.0%  
 Vacancy as % of rental income reduced to 2.9%  
 Tenant retention increased to 89.5%

### INTRODUCTION

SA Corporate Real Estate Fund is a JSE listed Property Unit Trust which owns a portfolio of industrial, retail and commercial buildings located primarily in the major metropolitan areas of South Africa.

### REVIEW OF FINANCIAL RESULTS AND PORTFOLIO PERFORMANCE

The interim distribution for the six months to June 2014 of 17.68cpcu (June 2013: 16.28cpcu) increased by 8.6% and 7.3% relative to the final distribution for the six months to December 2013 (16.47cpcu). The distribution for the six months to June 2013 included a once-off lapsed distribution of R8.8m arising from the repurchase of 58,896,063 units. Net property income ("NPI") in respect of the standing portfolio grew by 10.0%. The premium to net asset value ("NAV") increased to 11.1% at June 2014 (NAV: 369cpcu, Unit price: 410cpcu), compared to a premium of 8.4% at December 2013.

Industrial rental growth of 11.3% was underpinned by strong tenant retention of 92.8%, solid weighted average lease escalations of 8.1% and acquisitions. Total retail rental income increased by 8.6% on the back of positive reversions, reduced vacancies, solid tenant retention, improved turnover rental collection and weighted average escalations of 8.0%. This result was supported by the divestment of underperforming properties and an acquisition. Overall commercial rental income increased by 50.9% largely attributable to the acquisition of the premium grade World Trade Center office tower in the last quarter of 2013 and the disposal of largely vacant B and C grade offices in line with the Fund's strategy of divesting from poor performing, lower grade offices.

The total standing portfolio rental increased by 7.3%, mainly due to solid lease escalations, improved tenant retention and reduced vacancies. Industrial standing portfolio rental growth was 8.2% evidencing the robustness of this portfolio. Total retail rental income for the standing portfolio increased by 7.3% whilst the commercial standing portfolio income growth was 4.5%.

Property expenses increased by 6.6% compared to June 2013 mainly due to acquisitions, with the standing portfolio expenses, accounting for 93.3% of total property expenses, increasing by 3.6%. The below inflation increase in respect of the standing portfolio is driven by savings in property management fees during the first half of 2014 of 21.0%, arising from the change in property manager from 1 July 2013. Property expenses, excluding property management fees, increased by 5.7%. Overall NPI increased by 16.3%. This can be attributed to an increase in gross income (including turnover and recoveries) of 7.8% with a 3.6% increase in expenses.

Net interest expense increased by 93.5% for the 6 months to June 2014 compared to the same period in 2013. The increase is supported by net accretive acquisitions. Group expenses decreased by 17.7% for the 6 months to June 2014. This can be attributed to a reduction in service fee and accounting and secretarial fees post the internalisation of the ManCo, effective 1 May 2014, and the provision for a potential VAT liability in the first half of 2013.

### The breakdown of distributable earnings is set out below:

	6 months ended 30.06.2014 Unaudited	6 months ended 30.06.2013 Unaudited	Year ended 31.12.2013 Audited
<b>DISTRIBUTABLE EARNINGS (R000)</b>			
Rent (excluding straight line rental adjustment)	482,814	424,333	878,077
Net property expenses	(44,718)	(47,664)	(109,078)
Property expenses	(219,683)	(206,144)	(441,832)
Recovery of property expenses	174,965	158,840	332,754
<b>Net property income</b>	<b>438,096</b>	<b>376,669</b>	<b>768,999</b>
Taxation on distributable earnings	-	103	102
<b>Net funding cost</b>	<b>(64,052)</b>	<b>(33,095)</b>	<b>(73,751)</b>
Interest income	11,404	10,519	20,811
Interest expense	(75,456)	(43,614)	(94,562)
<b>Group expenses</b>	<b>(24,000)</b>	<b>(30,174)</b>	<b>(55,822)</b>
Lapsed distribution on units repurchased	-	8,812	8,823
<b>Distributable earnings</b>	<b>350,044</b>	<b>322,315</b>	<b>648,351</b>
Units in issue (000)	1,980,093	1,980,093	1,980,093
Weighted number of units in issue (000)	1,980,093	1,991,406	1,985,703
Distribution (cents per unit)	17.68	16.28	32.75
Interim	17.68	16.28	16.28
Final	-	-	16.47

### PROPERTY VALUATIONS

The value of the Fund's independently valued property portfolio increased by R539,7m (6.1%) to R9,4bn as at June 2014 (December 2013: R8,9bn). The standing portfolio, representing properties not under development, held for the full 12 months to June 2014, increased by R235,8m (2.8%) from December 2013 and R582,6m (7.2%) from June 2013.

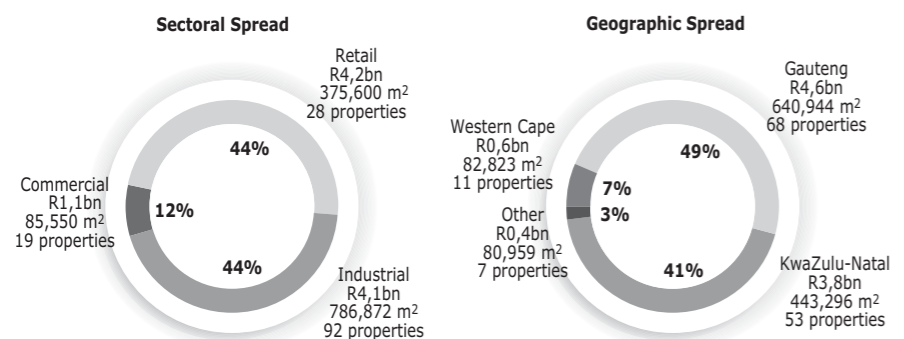
The capitalisation and discount rates in the Fund's standing portfolio as at 30 June 2014 were calculated on a weighted basis:

Sector	Capitalisation rate (%)		Discount rate (%)		Growth in standing portfolio (%)
	30.06.2014	31.12.2013	30.06.2014	31.12.2013	
Industrial	9.0	9.0	14.5	14.5	2.7
Retail	8.7	8.7	14.2	14.2	3.1
Commercial	8.8	8.3	14.3	14.8	2.3
<b>Portfolio total</b>	<b>8.8</b>	<b>8.8</b>	<b>14.3</b>	<b>14.3</b>	<b>2.8</b>

The NAV per unit (369cpcu) increased by 0.3% (December 2013: 368cpcu) of which a 2.8% increase is attributable to property valuation, set-off by a reduction arising from the fee paid in respect of the ManCo internalisation of 2.5%.

### PORTFOLIO INVESTMENT ACTIVITY

The portfolio comprised 139 properties (136 properties as at June 2013 and 134 properties as at December 2013). The sectoral and geographic weightings by value as at 30 June 2014 are set out below:



### Committed developments:

Properties	Cost (Rm)	Commencement date	Forecast completion date	Yield forecast 1st 12 months (%)	Sector	Region
East Rand Galleria, Boksburg	421,6	05/2014	09/2016	9.6	Retail	Gauteng
Stellenbosch Square, Stellenbosch 1	12,9	09/2014	03/2015	9.8	Retail	Western Cape
<b>Total</b>	<b>434,5</b>			<b>9.6</b>		

1 50% Undivided share of development cost

### Acquisitions:

Properties	Cost (Rm)	Acquisition date	Yield forecast 1st 12 months (%)	Sector	Region
Eveready & Continental Tyres, New Brighton, Port Elizabeth	124,5	01/2014	9.0	Industrial	Eastern Cape
Celtis Ridge Shopping Centre, Centurion	106,0	01/2014	9.0	Retail	Gauteng
50 Mangosuthu Highway, Umlazi 1	33,0	04/2014	9.6	Retail	KwaZulu-Natal
Webco Tools, Founder's View	14,1	03/2014	9.0	Industrial	Gauteng
<b>Total</b>	<b>277,6</b>		<b>9.1</b>		

1 Acquired for the purpose of re-development

### Contracted acquisitions:

Properties	Cost (Rm)	Actual/Expected acquisition date	Yield forecast 1st 12 months (%)	Sector	Region
AFHCO portfolio and associated properties 1	1 086,0	07/2014 to 08/2014	9.9	Residential / Retail	Gauteng
Truck World, Bardene	16,1	09/2014	11.1	Industrial	Gauteng
UPM Raffatac, Longmeadow	9,4	07/2014	9.0	Industrial	Gauteng
<b>Total</b>	<b>1 111,5</b>		<b>9.9</b>		

1 Includes R169m with payment and economic interest deferred to April 2015

### Contracted disposals:

Properties	Expected transfer date	Gross selling price (Rm)	Carrying value at 30 June 2014 (Rm)	Exit yield on sale price (%)
Stellenbosch Square, Stellenbosch 1	09/2014	40,0	41,0	7.8
36 Wierda Road West, Wierda Valley	10/2014	39,0	32,3	7.4
The Boulevard, Melville	09/2014	31,2	31,4	7.5
293 Hebbard Road, Robertville	11/2014	23,5	22,9	5.5
90 Electron Avenue, Isando	12/2014	20,0	20,5	5.9
Lebombo Road, Garfontein	12/2014	12,0	7,5	6.2
110 Zastron Road, Bloemfontein	09/2014	6,9	6,6	6.8
<b>Total</b>		<b>172,6</b>	<b>162,2</b>	<b>7.0</b>

1 50% Undivided share

### LEASE EXPIRIES AND VACANCIES

Vacancies in terms of rentable area and rental income were as follows:

Sector	Vacancy as % of GLA *			Vacancy as % of rental income		
	30.06.2014	31.12.2013	30.06.2013	30.06.2014	31.12.2013	30.06.2013
Industrial	1.4	0.2	0.7	1.1	0.2	0.4
Retail	6.5	8.9	11.9	3.5	4.6	6.2
Commercial	10.3	11.8	19.9	6.0	7.0	14.1
<b>Portfolio total</b>	<b>3.6</b>	<b>4.0</b>	<b>6.0</b>	<b>2.9</b>	<b>3.2</b>	<b>4.5</b>

\* GLA=Gross lettable area

The overall vacancy has continued its downward trend with vacancy by GLA and income reducing by 0.4% and 0.3% respectively, compared to 31 December 2013.

The Fund's industrial vacancy remains well below the sector average as management continues to focus on tenant retention and partnering with tenants to accommodate changing operational needs.

Retail vacancies continue their downward trend reducing 2.4% and 1.1% by GLA and income respectively. This is predominantly due to further progress with letting, particularly in low value large area premises.

The commercial vacancy (including commercial in retail) reduced by 1.5% and 1.0% by GLA and income respectively, driven by office lettings, improved tenant retention and the divestment of vacant properties.

The lease expiry profile and vacancies (by GLA) are set out below:

Sector	Vacant (%)	Expiring (%)					
		Monthly	2014	2015	2016	2017	Thereafter
Industrial	1.4	0.2	4.5	25.3	14.0	25.2	29.4
Retail	6.5	4.8	9.9	17.2	16.2	10.5	34.9
Commercial	10.3	1.6	20.0	26.1	21.0	8.3	12.7
<b>Total</b>	<b>3.6</b>	<b>1.6</b>	<b>7.4</b>	<b>23.1</b>	<b>15.2</b>	<b>19.6</b>	<b>29.5</b>

Good progress has been made in further reducing the monthly expiries from 3.6% in December 2013 to 1.6% in June 2014, through longer lease negotiation or re-tenanting.

### TENANT RETENTION AND RENTAL REVERSIONS

The table below reflects the Fund's retention ratio and rental reversion per sector for a rolling 12 month period ending June 2014:

Sector	Expiries (m²)	Retention (m²)	Retention (%)	Rental reversion (%)
Industrial	119,028	110,463	92.8	(1.0)
Retail	46,289	37,639	81.3	3.1
Commercial	14,774	12,990	87.9	0.1
<b>Total</b>	<b>180,091</b>	<b>161,092</b>	<b>89.5</b>	<b>1.0</b>

The tenant retention has improved to 89.5% (June 2013: 71.3%) particularly in the industrial and commercial sectors, which were up from 65.1% and 55.5% respectively.

Overall rental reversions remained positive despite pressure on renewal rentals, with retail showing good reversion, despite tough economic conditions. The negative industrial reversion is limited to 2.2% of the total industrial GLA with minimal impact on overall industrial rentals, depicting standing portfolio rental growth of 8.2%.

### BORROWINGS

The debt profile is detailed below as at 30 June 2014:

Type	Maturity date	Value (Rm)	Interest Rate (%)
Revolving	31.12.2015	299	8.09
Bridging	30.06.2015	750	7.84
Revolving	25.07.2016	167	8.16
Fixed	31.12.2016	400	8.24
Fixed	13.08.2018	200	9.12
Fixed	30.09.2018	30	8.29
Fixed	30.09.2018	270	8.29
<b>Total</b>		<b>2,116</b>	<b>8.16</b>

Having entered a net acquisitive phase of investment, the Fund's effective loan to value ("LTV") increased to 22.5% (31 December 2013: 18.3%). The weighted average cost of debt, in respect of the effective debt excluding fixed, was 7.3% (December 2013: 6.8%) at a weighted average margin of 1.6% (December 2013: 1.7%) and a weighted average tenor on fixed term facilities of 2.9 years and inclusive of bridging facilities of 2.2 years. 35.4% of the debt includes temporary bridging facilities, which will be refinanced and extended by 31 December 2015, through a combination of bond and syndicated loan facilities. Cognisant of the upward trend in interest rates, 95.4% of the debt drawn was fixed at a weighted average rate and margin of 6.7% and 0.9% respectively and a weighted average term of 3.4 years. The total weighted average cost of debt inclusive of fixed, depicted above, amounts to 8.2%. This is up 0.3% from December 2013, due to additional fixed term loans taken out during the period and increases in overall debt.

### STRATEGY AND PROSPECTS

With the four pillar turnaround strategy largely executed and operational, the first six months saw the completion of the ManCo internalisation transaction, a R1,1bn acquisition of inner city residential and retail properties with effect from 1 July 2014, the initiation of the Corporate REIT conversion and the introduction of a management incentive scheme aimed at aligning management and investor interests.

The Board and management are cognisant of the volatility in market conditions and the pressures on interest rates. Consequently it has extended existing loans at favourable rates ahead of expiry and remains adequately hedged at 82.2% post the AFHCO acquisition.

The foundation has been laid for the Fund to deliver sustainable distribution growth supported by:

- A robust underpin from a quality Industrial portfolio with a focus on tenant retention.
- Unlocking value in the retail portfolio by reducing vacancies and progressing income enhancing redevelopments and repositioning properties with improved tenant mix and covenants.
- Expanding the inner-city portfolio through developments and acquisitions of quality properties in dominant nodes, fuelled by the non-discretionary spend of an increasing urban population.

The Board is pleased with the progress made and is confident that the Fund will be able to deliver distribution growth for the full year, marginally better than the first half.

### CONDENSED GROUP STATEMENT OF FINANCIAL POSITION (R000)

	As at 30.06.2014 Unaudited	As at 30.06.2013 Unaudited	As at 31.12.2013 Audited
<b>Assets</b>			
<b>Non-current assets</b>	<b>9,298,462</b>	<b>8,328,842</b>	<b>8,927,419</b>
Investment property	9,033,391	8,055,905	8,654,251
- At valuation	8,761,225	8,103,125	8,722,125
- Straight line rental adjustment	(209,334)	(221,020)	(210,974)
- Properties under development	481,500	173,800	143,100
Letting commissions and tenant installations	61,561	55,897	63,116
Interest rate swap derivatives	34,547	31,668	39,644
Rental receivable - straight line adjustment	168,557	185,372	170,408
Property, plant and equipment	406	-	-
<b>Current assets</b>	<b>728,876</b>	<b>544,268</b>	<b>515,248</b>
Properties held for disposal	162,200	112,040	-
Letting commissions and tenant installations	1,420	637	-
Trade receivables	12,499	23,300	16,637
Other receivables and accrued interest	174,567	88,642	146,143
Rental receivable - straight line adjustment	40,777	35,648	40,566
Interest rate swap derivatives	3,362	-	382
Cash resources and short-term investments	334,051	283,971	311,520
<b>Total assets</b>	<b>10,027,338</b>	<b>8,873,110</b>	<b>9,442,667</b>
<b>Unitholders' funds and liabilities</b>			
<b>Unitholders' funds</b>	<b>7,298,821</b>	<b>7,168,527</b>	<b>7,280,242</b>
<b>Non-current liabilities</b>	<b>2,118,968</b>	<b>1,216,014</b>	<b>1,625,913</b>
Interest bearing borrowings	2,116,472	1,216,014	1,625,913
Interest rate swap derivatives	2,496	-	-
<b>Current liabilities</b>	<b>609,549</b>	<b>488,569</b>	<b>536,512</b>
Trade and other payables	187,785	161,951	197,160
Capital gains taxation	32,462	31	-
Unclaimed distributions	1,439	1,173	1,346
Distributions payable to unitholders	350,044	322,315	326,030
Dividends payable to shareholders	23,128	-	-
Interest rate swap derivatives	14,691	3,099	11,976
<b>Total unitholders' funds and liabilities</b>	<b>10,027,338</b>	<b>8,873,110</b>	<b>9,442,667</b>
<b>NAV cpcu</b>	<b>369</b>	<b>362</b>	<b>368</b>

### CONDENSED GROUP STATEMENT OF COMPREHENSIVE INCOME (R000)

	6 months ended 30.
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