

INDUSTRIAL | RETAIL | RESIDENTIAL | REST OF AFRICA

SA Corporate 2022 Interim Results Presentation 16 September 2022





Agenda

01 Introduction & Overview Rory Mackey

02 Strategy Update Rory Mackey

03 Portfolio Performance Rory Mackey

04 Financial Performance Sam Moodley



Introduction & Overview Rory Mackey





Overview

Distribution



(June 2021: R344.5 million or 13.70 cps)

Distribution declared **126.3%** to **12.97 cps** at **90%** payout ratio (June 2021: 10.27 cps at 75% payout ratio)

Portfolio performance

Total net property income ("NPI") of **R594.8 million**

(June 2021: R589.8 million)

Total like-for-like NPI increased by **7.2%** to **R588.4 million** (June 2021: R548.9 million)

Traditional portfolio vacancies of **2.7%** of gross lettable area ("GLA") (June 2021: 3.6%)

Afhco residential portfolio vacancies of **4.0%** of total units (June 2021: 8.4%)







Overview

Property activity

Disposal pipeline contracted and still to transfer and divestments transferred since January 2022

R1.3 billion

(Transferred to 30 June 2022: R128.8 million; Contracted not yet transferred: R1 134.3 million, of which R317.7 million has transferred after 30 June 2022)

Assets under management of **R16.4 billion** (December 2021: R16.2 billion)

Capital structure

Loan to value ("LTV") ratio of 37.9%*

(December 2021: 37.4%*)

* Net debt LTV excluding derivatives, which if included would be 37.8% (December 2021: 38.5%)

Weighted average cost of funding of **6.3%** (December 2021: 5.5%) exclusive

of swaps and **8.1%** (December 2021: 8.1%) inclusive of swaps

Effective fixed debt of 71.3%

Weighted average swap tenor of **2.5 years**



2022 H1 / 2021 H1 Comparative

2021 H1 / 2022 H1 Comparative	Rm Variance	% Variance
LFL NPI	39.4	7.2
Impact of Once-offs	(6.5)	
2021 H1 COVID-19 Deferments recovered relating to 2020	(1.4)	
2021 H1 Municipal Electricity Credit	(5.7)	
2021 H1 Rates Accrual Reversal	(3.7)	
2022 H1 Municipal Credit	4.3	
LFL NPI (Adjusted for Once-offs)	45.9	8.4
Listed Investments	2.8	30.5
Impact of Once-offs	(4.9)	
2021 H1 Addition from 2020 Actual in excess of Accrual	(4.9)	
Listed Investments (Adjusted for Once-offs)	7.7	83.7
Reduced Income from Developments	(9.1)	
NPI Lost Due to Divestments	(25.3)	
Zambia JV Income	4.4	21.2
Interest Reduction	6.3	2.7
Other	(0.7)	
Distribution	17.8	5.2
Distribution Adjusted for Once-offs	29.2	8.5





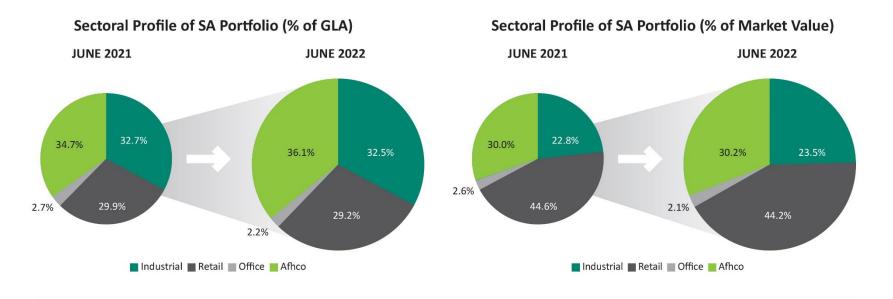
Strategy Update Rory Mackey

- Sectoral Analysis
- Financial Sustainability
- Bringing Life back to Property
- Portfolio Focus
 - Convenience oriented Retail
 - Quality Industrial
 - Quality Residential Rental
 - Office Divestment





Overview – Sectoral Analysis of South African Portfolio





SA Corporate excluding Zambian JV

160 Properties Total GLA 1,365,366m² Total Portfolio R15.1bn (Dec-21: R15.0bn) (Jun-21: R15.3bn)

Traditional like-forlike Portfolio:

Weighted Average discount rate 14.7% Weighted average capitalisation rate 9.3%

Zambian JV

3 Properties GLA 92,920m² Portfolio Value R1.1bn (Dec-21: R1.1bn) (Jun-21: R789.4m)



Strategic Focus Financial Sustainability

YTD Collections:

Retail: 98.3%; Industrial: 96.0%; Commercial: 98.5%; Afhco (excl. Student Accommodation): 98.6%

SASRIA Claim: Received to date R211.7 million of which R130.6 million for reinstatement and R81.1 million for loss of income. Anticipated final settlement for the entire loss for reinstatement of circa R260 million expected by the end of September 2022.

R3.8 billion Debt Refinancing

Offer to refinance oversubscribed competitively priced:

- 3 Year: 3-month JIBAR + 167.5bps
- 4 Year: 3-month JIBAR + 180bps
- 5 Year: 3-month JIBAR + 190bps

Includes SA Corporate's first sustainability linked note.

Increased Hedging

R350 million 3 Year swap executed end of May 2022 to ensure hedging is >70%. Monitoring market movement to execute transaction to increase tenor in H2-2022.



Strategic Focus Financial Sustainability

Capital Management:

2022 Disposal Pipeline	R1.3 billion
Previously Contracted	R960.2 million
Transferred	R127.5 million
Unconditional	R660.4 million (R317.7m transferred after 30 June 2022)
Conditional	R172.3 million
Newly Contracted in 2022	R302.9 million
Transferred	R1.3 million
Unconditional	R92.9 million
Conditional	R208.7 million

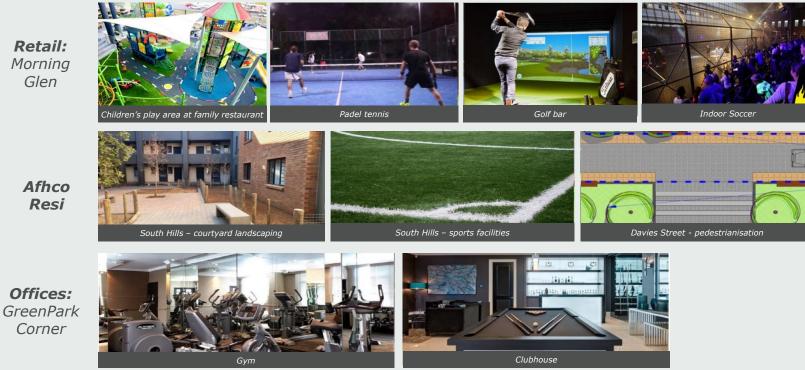


Strategic Focus Bringing Life Back to Property

Retail: Morning Glen

> Afhco Resi

Corner





Strategic Focus Convenience Oriented Retail Portfolio

2022 H1 Leasing	36 891 m ²
Renewals	26 833m ²
Vacancy	10 058m ²
Major Leasing Categories	28 421m ²
Grocers	9 937m ²
Apparel & Shoes	9 432m ²
Homeware, Furniture & Interior	2 704m ²
Hardware	2 373m ²
Food Specialty	2 320m ²
Pharmacy	1 655m ²

- Secured Woolworths Food for Coachmans Crossing upgrade.
- Secured third national grocer at Musgrave Centre.
- Lifestyle attractions at Morning Glen.



New Offer With Convenience Focus Update



Musgrave Centre



North Park Mall



Bluff Towers

WIN DY



Umlazi Mega City

51 Pritchard Street



JUMBO

New Offer With Convenience Focus



Artist impression: Checkers at Musgrave Centre

- Anchor grocers on ground and 4th levels to enhance cross shopping in intermediate levels
- Anticipated timeline
 - Commence base building works February 2023
 - Checkers beneficial occupation August 2023
 - Checkers trading November 2023



Strategic Focus Quality Industrial Property Portfolio

Portfolio Refinement Through Disposals

- 18 051m² warehouse in Denver sold due to crime in node and high renewal risk.
- Filling station in Jet Park with low litreage.
- 81% logistics by GLA.

Strengthening Tenant Covenant

• Early 5-year renewal (>6-year lease expiry) of 17 408m² RTT distribution centre. Negative 16.6% reversion but at market related net rental of R64.39/m².

Meeting Tenant's Operational Needs

- Optimisation projects underway at 37 Yaldwyn Road, 112 Yaldwyn and Tygerberg Business Park
- Enhanced fire protection to Tiger Brands premises to enable greater flexibility and efficiency of merchandise storage.

Improving Environmental Sustainability

- 1.3MWp solar PV installed at Imperial Health Sciences DC.
- 3-year roll-out plan of additional 5MWp solar PV in Industrial portfolio.
- Procured 1 010kWp solar PV.
- 500kWp solar PV in design phase.



Strategic Focus Quality Residential Portfolio

Reinstating Robust Tenant Base

- Vacancy reduced to 4.0%.
- Students = 2.5%; Inner City = 3.9%; Suburban = 5.5%.
- 688 tenants in distress vacated since 1 January 2021.
- Focussed Online leasing lead capability.

Refining Portfolio Through Disposals

- First tranche of Firstmile SPA transactions completed enabling focus on inner city precincts.
- 86 apartment sales to the value of R33.6 million since 1 January 2022.

Lifestyle Amenities

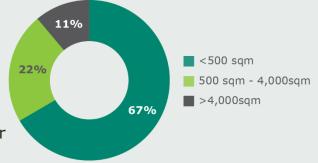
- Davies Street pedestrianisation and urban landscaping in End Street Precinct awaiting approval by Council to be completed in 1st quarter of 2023.
- South Hills courtyard landscaping and enhanced sports facilities in progress for completion in 4th quarter of 2022.
- North Park Mall mixed use redevelopment: offices converted to residential apartments (133 for social housing rental and 123 for sale) completed; complemented by convenience retail tenant mix anchored by OBC to commence trading in September 2022.

Lead Type	%'age
Online listing platforms	59%
Website	32%
Social Media	7%
Telephone	2%



Strategic Focus Divesting from Commercial

- Sale of 31 Allen Drive, Belville, contracted.
- Partial repurposing of Nobel Street, Bloemfontein, for Storage design being finalised.
- Musgrave Centre office space of 6 224m² to be converted to residential apartments for sale through partnership with developer.
 - Sectional title being established.
 - $\circ~$ Developer partnership RFP being prepared.
- Davenport Square office space of 1 920m² to be converted to discount retail with improved access and visibility.
- Preparing GreenPark Corner for sale.
 - $_{\odot}\,$ Enhanced amenities being planned and costed.
 - $_{\odot}~1~182m^{2}$ renewed and $675m^{2}$ vacant space let.
 - Dividing areas for smaller lets on *circa*. 650m² floor plates
 - In line with SBG Securities survey of JSE office landlords that indicates 67% of demand for relets is for smaller box offices <500m² (see figure on the right)





Portfolio Performance Rory Mackey





SA Portfolio: Retail

Value of South African portfolio

44.2%

(2021 H1: 44.6%; 2021 FY: 43.4%)

Like-for-like NPI growth 4.1% (2021 H1: 19.7%; 2021 FY: 21.5%)	Trading density growth 4.5% (2021 H1: 7.5%; 2021 FY: 4.6%)	WALE 3.9 Years (2021 H1: 3.6 years; 2021 FY: 3.6 years)
Vacancy ¹ 3.2% (2021 H1: 4.5%; 2021 FY: 4.6%)	ECL and rent relief -50.4% (2022 H1: R4.8m; 2021 H1: R9.7m; 2021 FY : R28.0m)	
Rental escalation 6.7% (2021 H1: 7.0%; 2021 FY: 6.9%)	Collections 98.3% (2021 H1: 97.3%; 2021 FY: 98.9%)	
Rental reversion 0.3% (2021 H1: -8.8%; 2021 FY: -8.0%)	Arrears 6.1% (2021 H1: 8.4%; 2021 FY: 6.1%)	
	MORNING GLEN MALL Forest Road DESIGN & DECOR Hayfields Mall C R	COMARO CROSSING COMARO CROSSING CROSSING CROSSING CROSSING
¹ Excludes :	Storage as only significant sectors reflected.	AFHCO REAL ESTATE

Monthly Y-O-Y Retail Trading Density Growth

Trading Density Growth on the retail portfolio from July 2021 – July 2022





SA CORPORATE REAL ESTATE

SA Portfolio: Industrial

Value of South African portfolio

23.5%

(2021 H1: 22.8%; 2021 FY: 23.5%)



Like-for-like NPI growth

(2021 H1: 8.3%; 2021 FY: 1.4%)

Vacancy

0.7% (2021 H1: 0.6%; 2021 FY: 0.7%)

Rental escalation 6.5% (2021 H1: 6.8%;

(2021 H1: 6.8%) 2021 FY: 6.7%)

Rental reversion -6.0%

(2021 H1: -2.9%; 2021 FY: -7.0%)

Logistics **81%**

(2021 H1: 73.9%; 2021 FY: 74.1%) ECL and rent relief -122.6%

(2022 H1: R1.5m; 2021 H1: -R6.6m; 2021 FY : -R5.6m)

Collections 96.0% (2021 H1: 103.4%; 2021 FY: 101.4%)

Arrears 5.3% (2021 H1: 2.6%; 2021 FY: 2.8%)

WALE 4.0 Years (2021 H1: 3.2 years; 2021 FY: 4.1 years)



SA Portfolio: Afhco

Value of South African portfolio

30.2%

(2021 H1: 30.0%; 2021 FY: 31.0%)

TOTAL	RESIDENTIAL (84% of portfolio)	RETAIL (16% of portfolio)	
Like-for-like NPI increase 19.2% (2021 H1: -6.1%; 2021 FY: 7.4%)	Vacancy – Residential ¹ 4.0% (2021 H1: 8.4%; 2021 FY: 8.5%)	Vacancy - Retail 5.4% (2021 H1: 5.5%; 2021 FY: 5.8%)	
20.3% excl. management, IT & marketing costs ECL and rent relief -78.1%	Rental increase on expiring leases 2.1% (2021 H1: 0.0%; 2021 FY: 0.5%)	Rental escalation 7.0% (2021 H1: 7.4%; 2021 FY: 7.1%)	
(2022 H1: R4.5m; 2021 H1: R20.6m; 2021 FY : R38.4m) Collections (excl. students) 98.6%	New lease discounting -4.1%	Rental reversion -8.2% (2021 H1: -4.0%; 2021 FY: -4.1%)	
90.070 (2021 H1: 92.6%; 2021 FY: 98.1%)		Tenant retention 47.6% (2021 H1: 23.7%; 2021 FY: 46.4%)	



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Afhco Residential Leasing Performance

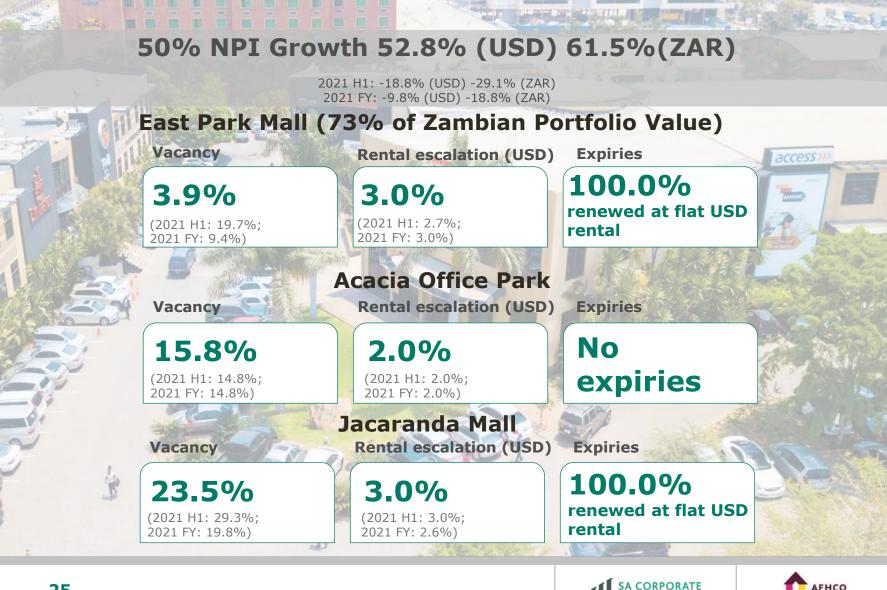


Zambian Portfolio Zambian JV

50% Property value **R1.1bn**

(2021 H1: R789.4m; 2021 FY: R1.1bn)

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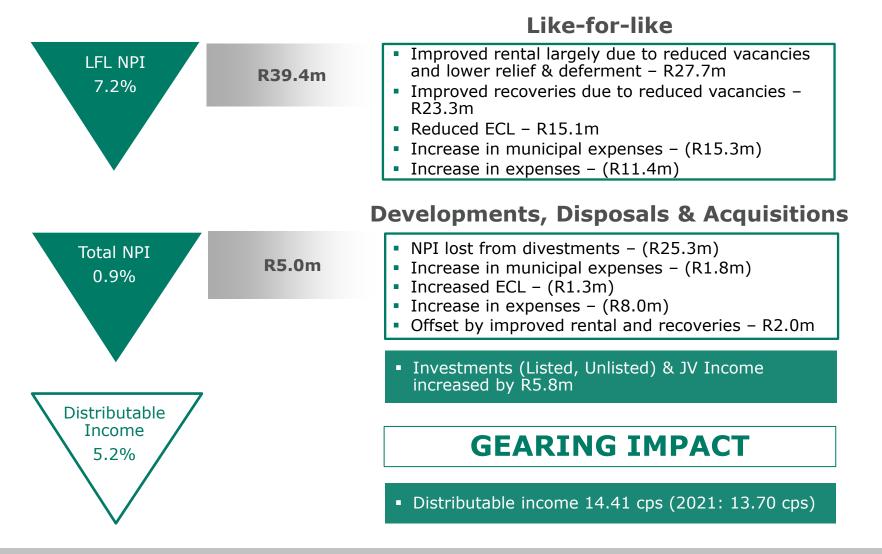


Financial Performance Sam Moodley

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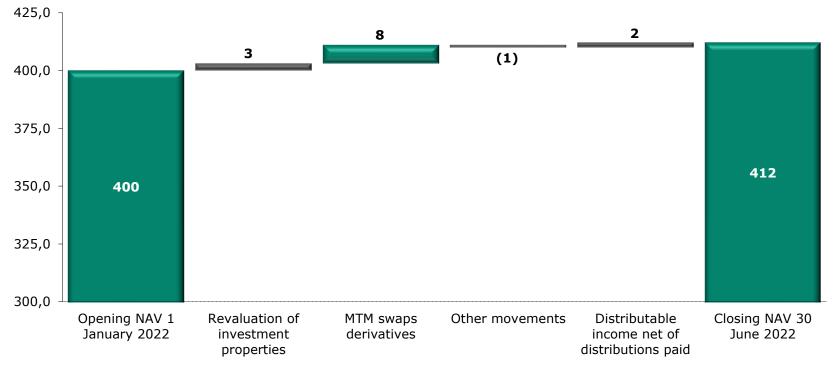


2022 H1 Distributable Income Analysis





Net Asset Value (cps)¹

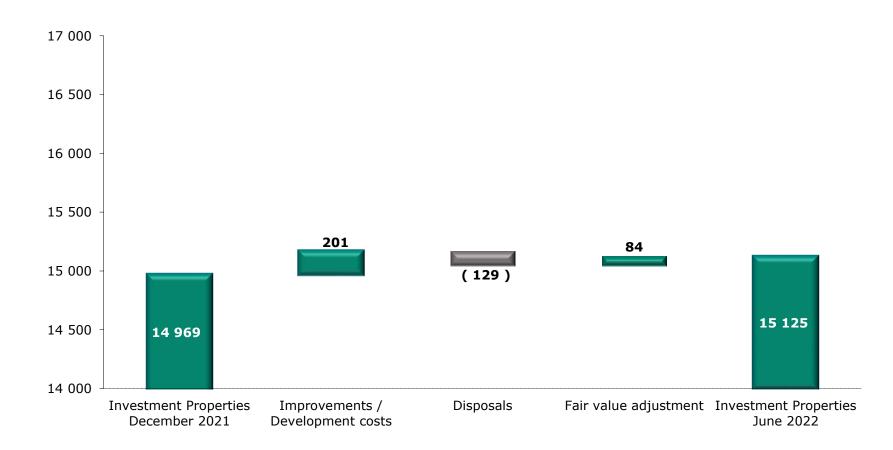


¹ Based on IFRS and shares in issue

The SA REIT defined NAV is calculated as NAV per the Condensed Consolidated Interim Statement of Financial Position, less goodwill and intangible assets, deferred taxation and any interim dividend declared, and still to be paid in respect of the reporting period. The SA REIT NAV per share was 399 cps as at 30 June 2022 (December 2021: 388 cps).

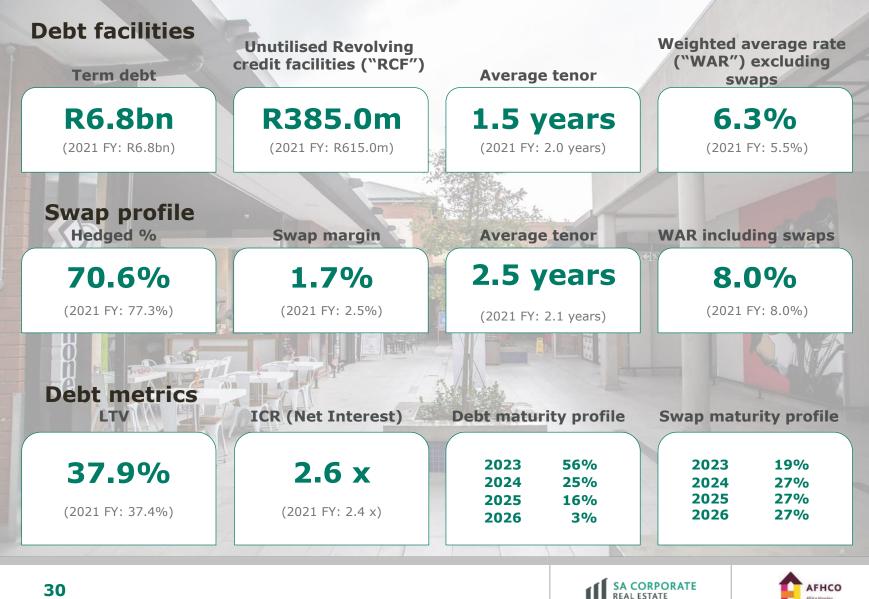


Investment Property Analysis

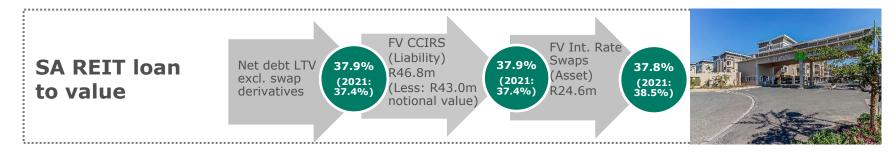




Debt & Interest Rate Swap Facilities



SA REIT Loan to Value and Net Interest Cover



Net interest cover		June 2022	June 2021	Variance
	Distributable income before interest (R'000)	587 641	576 061	11 580
	Net Finance cost (R'000)	225 333	231 587	-6 254
	Net Interest cover	2.6	2.5	0.1



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Debt Refinance update post 30 June 2022

R3.8 billion of Debt Refinancing concluded – R1.5 billion Sustainability Linked

Improved Debt Expiry Profile

Year	Debt expiry %
2023	0.6%
2024	24.8%
2025	27.0%
2026	23.9%
2027	23.7%

- Refinance successfully concluded on 09 September 2022.
- New facilities of between 3- to 5year terms improving the debt expiry profile.
- Improved tenor of 1.5 years to greater than circa 3.3 years at date of refinance.

Sustainability Performance Targets ("SPT"):

Scenario	nario SPT 1 Dec SPT 2 Dec 2022		SPT 3 Dec 2024	
If all KPIs met	Minus 3bps	Minus 6bps	Minus 9bps	
If 1 KPI met	No adjustment	No adjustment	No adjustment	
If no KPIs met	Plus 2bps	Plus 4bps	Plus 7bps	

- R1.549 billion sustainability linked loans, with key performance targets linked to the roll out of solar PV and investment in residential amenities for social upliftment.
- 3-year roll-out plan of additional 5MWp solar PV in the industrial portfolio and R30 million investment in social upliftment focused on lifestyle amenities.





Retail Outlook

- 82.0% Non-expiring rental revenue
- Contracted escalation 6.7%
- 87.5% of 2022 expiries already renewed @ 0.7% positive reversion
- Vacancy to reduce further by YE
- Operational expenses to increase greater than inflation KZN rates & taxes increased by 28%
- Springfield Value Centre will commence trading on 1 October 2022 with 12-month NPI anticipated to be 15.5% higher than 12 months prior to July 2021 riots



Industrial Outlook

- 87.3% Non-expiring rental revenue
- Contracted escalation 6.55%
- Forecast renewal reversions of -4.61% (see next slide)
- Vacancy to remain low but with downtime of *circa* 4 700m² over 3 months
- Operational expenses to be well-controlled increasing less than inflation

	Expiry 2022 H1			Renewal Progress YTD		Renewal Progress 2022 H2 Forecast	
	Extent	% of Portfolio GLA	% Renewed	Reversion	% Renewed	Reversion	
Total	31 439m ²	7.08%	77.63%	-4.94%	83.80%	-4.61%	
Gauteng	16 239m ²	5.10%	71.54%	-9.15%	79.86%	-6.21%	
Kwa-Zulu Natal	15 200m ²	12.11%	83.37%	-1.89%	87.51%	-3.19%	
Western Cape [*]	-	-	-	-	-	-	

*Early renewal of Western Cape property addressed in slide 16.



Afhco Outlook

Residential

- Rental increases for the remainder of the year are to be similar to those in the first half.
- Vacancy to remain at current levels and increase marginally approaching the festive season being an annual occurrence

Retail

- Escalation remains @ circa 7% with renewal reversions an improvement on those during H1
- Vacancy to remain stable
- Operational expenses increase to be in line with inflation



Outlook

- Wish to retain optionality and flexibility in respect of the use of divestment proceeds
- On the basis that proceeds are used to settle debt, distributable income growth for 2022 is forecast to be similar to that achieved for the first half





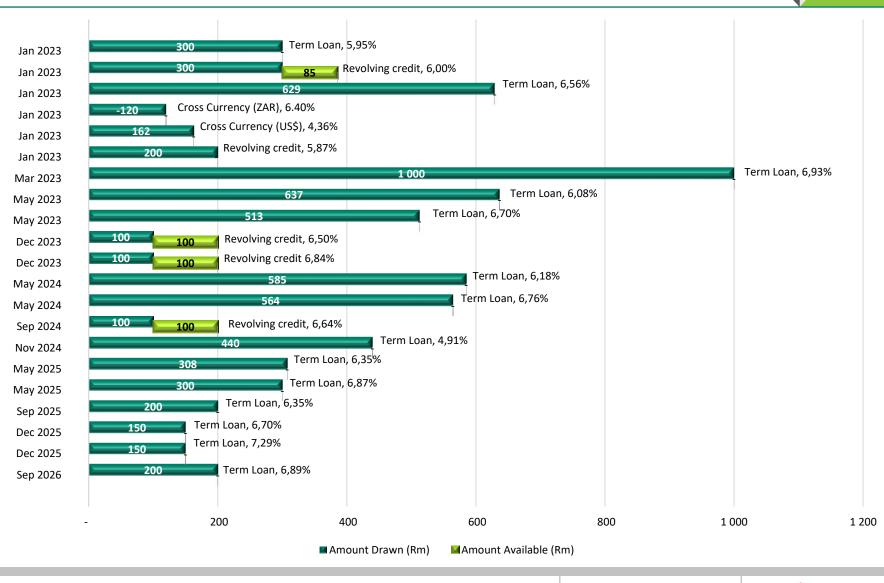


Distributable income at a glance for the period ended 30 June 2022

	H1 2022 Rm	H1 2021 Rm	% Variance
Net Property Income – Like-for-like	588.362	548.949	7.2
Net Property Income - Developments	3.229	12.298	(73.7)
Net Property Income - Buildings sold	3.246	28.559	(88.6)
Net Property Income	594.837	589.805	0.9
Income from investment in joint ventures	19.757	16.812	17.5
Net finance costs	(225.333)	(231.587)	2.7
Distribution-related expenses	(38.963)	(39.761)	2.0
Dividends from investment in listed shares	12.010	9.205	30.5
Distributable Income	362.308	344.474	5.2
Distributable income per share (cents)	14.41	13.70	5.2



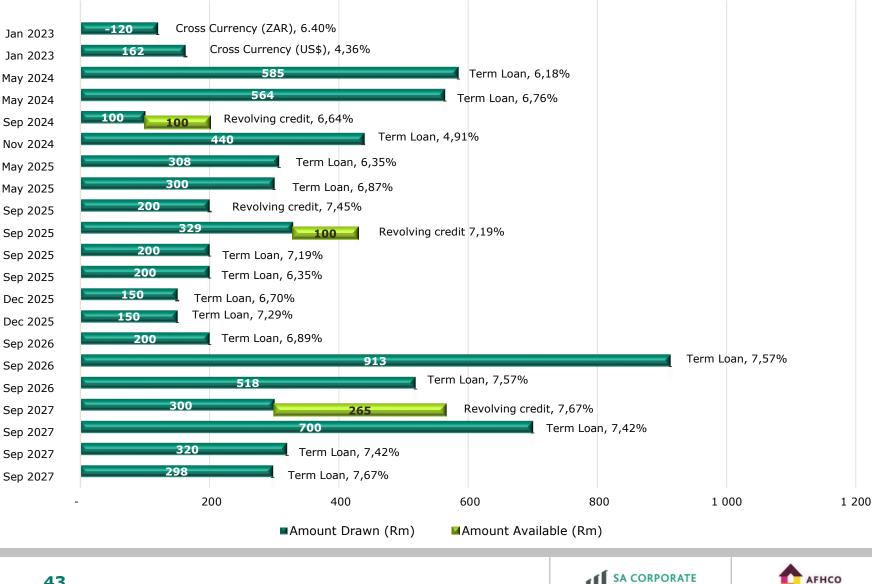
Group debt structure – at 30 June 2022 (excl. fixes)





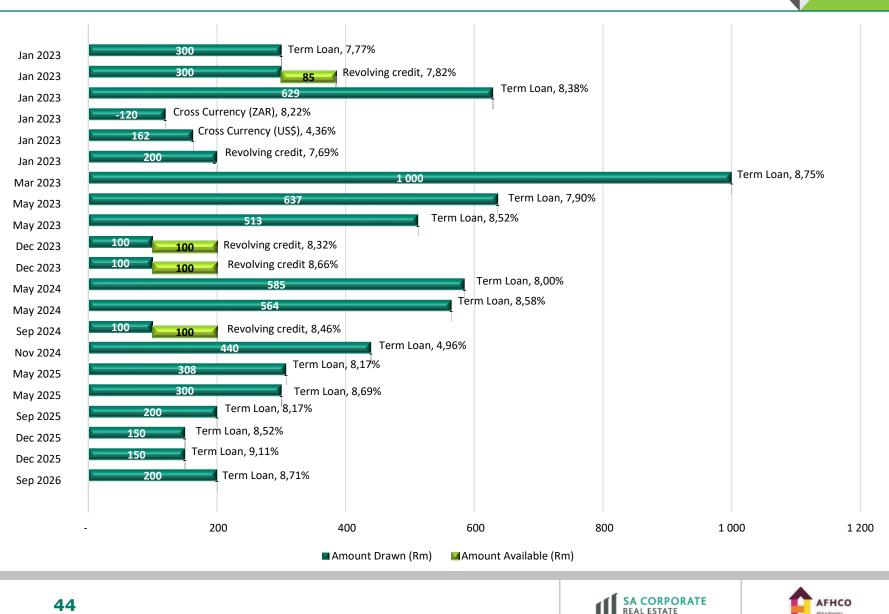
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Group debt structure – post refinancing (excl. fixes)

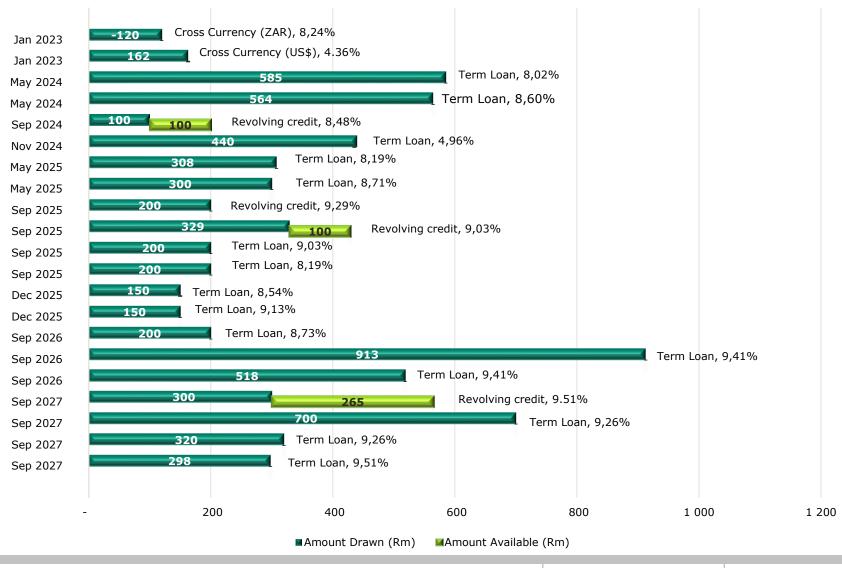


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Group debt structure – at 30 June 2022 (incl. fixes)



Group debt structure – post refinancing (incl. fixes)

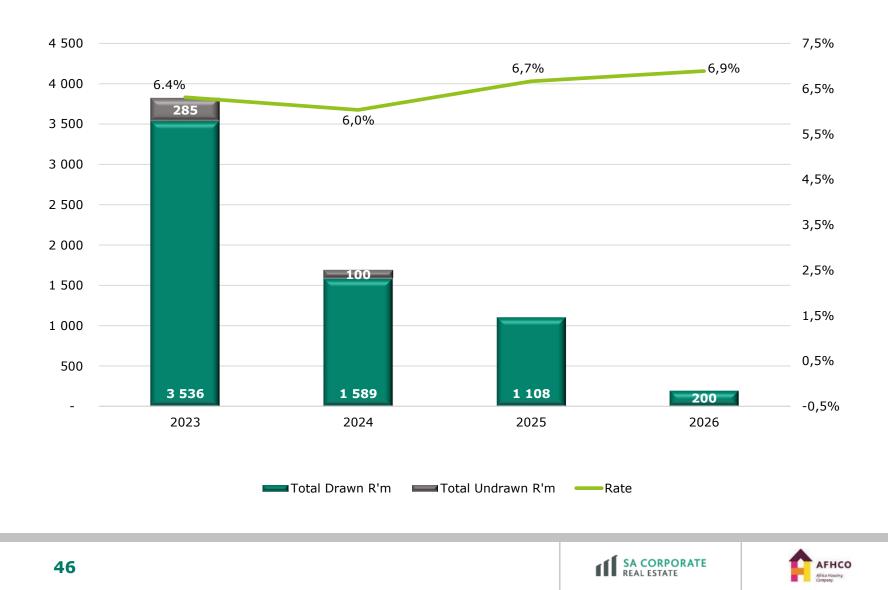




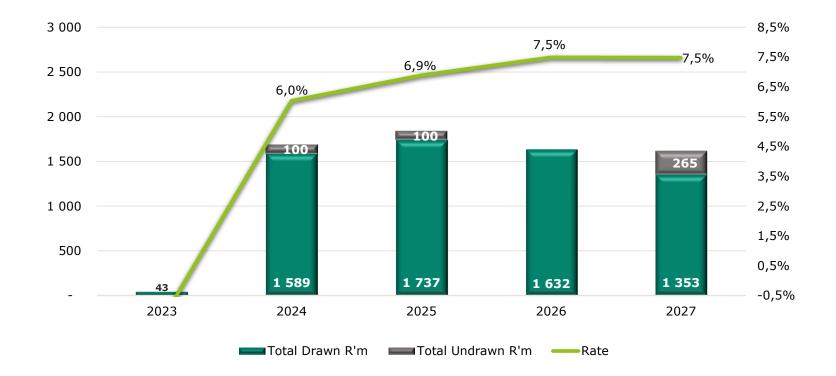
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Debt repayment profile at 30 June 2022

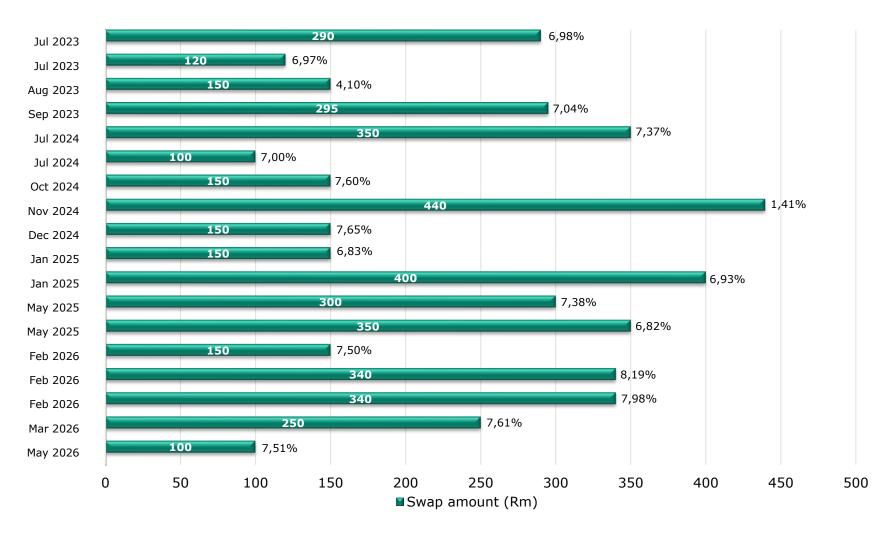


Debt repayment profile – post refinancing





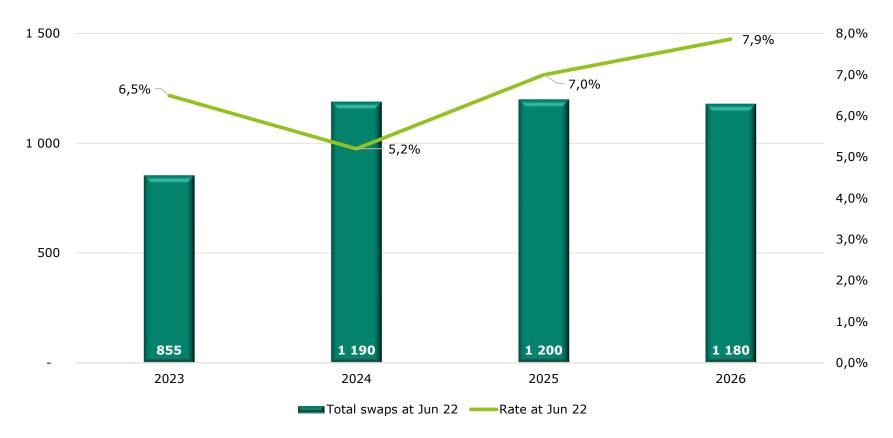
Group debt structure SWAPS at 30 June 2022





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Interest rate swap expiry – 30 June 2022





Retail portfolio overview

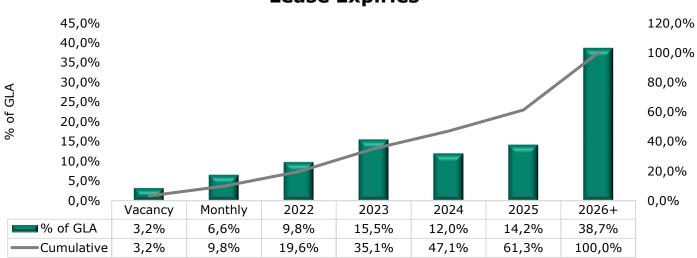
Portfolio^{1,2}

Portfolio value R6.7bn	39 Properties
GLA 372 423m ²	24.3% Grocer GLA of total

Cost to revenue (Like-for-like) 41.3% (2021 H1: 41.3%)

Top 10 tenants	National exposure
GLA 35.0%	59.6%
Rental 29.9%	58.0%

Tenant retention success rate 89.4%



Lease Expiries

¹ Excludes bulk being (re)developed valued at R14.0m, 25 697m² ² Includes the Storage portfolio

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Industrial portfolio overview

Portfolio

Portfolio value R3.6bn53 PropertiesGLA 444 021m²32.5% GLA of total portfolio

Cost to revenue (Like-for-like) 28.3% (2021 H1: 24.8%)

25,0% 120,0% 100,0% 20,0% 80,0% of GLA 15,0% 60,0% % 10,0% 40,0% 5,0% 20,0% 0,0% 0,0% Monthly 2024 2025 2026+ Vacancy 2022 2023 % of GLA 0,7% 2,7% 7,5% 20,1% 22,0% 23,3% 23,7% Cumulative 0,7% 10,9% 31,0% 54,3% 76,3% 100,0% 3,4%

Lease Expiries

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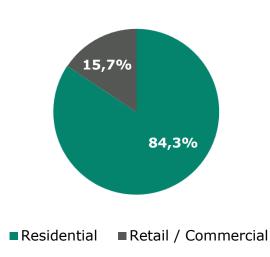


Portfolio¹

Portfolio value R4.5bn 60 Properties

GLA Apartments 370 109m² Retail 68 862m²

Cost to revenue (Like-for-like) 43.5% (2021 H1: 48.0%)







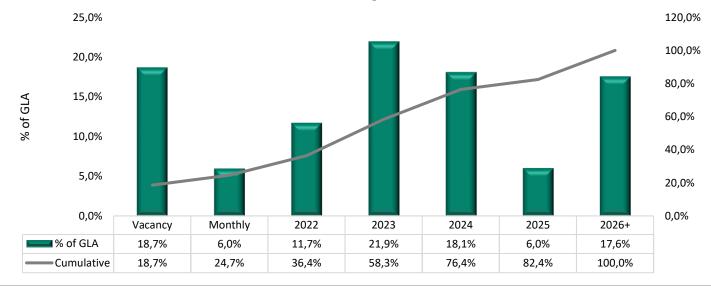
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Commercial portfolio overview

Portfolio

Portfolio value R0.3bn4 PropertiesGLA 30 296m²2.2% GLA of total portfolio

Cost to revenue (Like-for-like) 66.1% (2021 H1: 65.2%)



Lease Expiries



SA CORPORATE

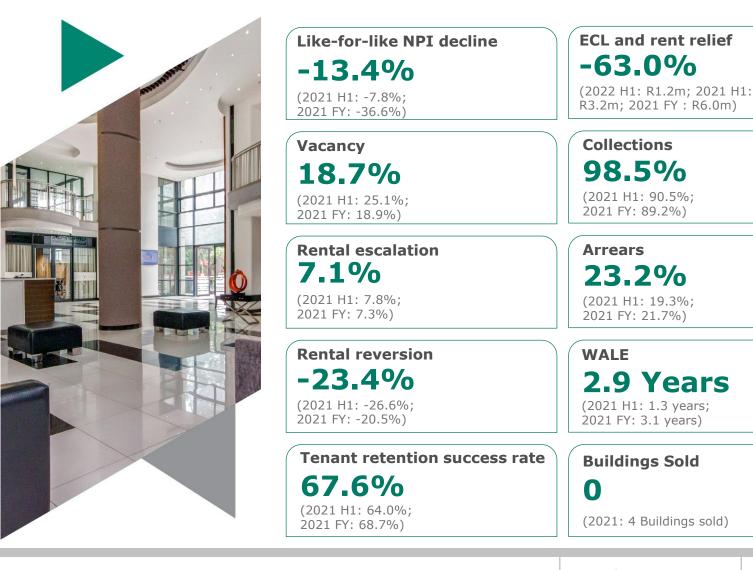
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SA Portfolio: Commercial

Value of South African portfolio

2.1%

(2021 H1: 2.6%; 2021 FY: 2.1%)



AFHCO Africe Hoasing Company