## FY21 interim results 17 February 2021

100

↑ HH E & G & S E E O Target →

the second

Oer

Unigic



Welcome



FY21 interim results overview

Agenda 3 FY2 Fin 13 20 24 

**Financial results** 

Portfolio performance

Development

#### Innovation

#### Summary

#### Appendices



**Grant Kelley** CEO AND MANAGING DIRECTOR



**Nicholas Schiffer** CHIEF FINANCIAL OFFICER



**Peter Huddle** CHIEF OPERATING OFFICER



**Carolyn Viney** CHIEF DEVELOPMENT OFFICER



**Justin Mills** CHIEF INNOVATION & INFORMATION OFFICER

Vicinity Centres | FY21 interim results | 17 February 2021

## **5Y21 interim results overview**

Grant Kelley ceo and managing director





## FY21 interim results overview

#### Balance sheet remains strong and portfolio is stabilising, notwithstanding material impact of COVID-19



#### FY21 interim results materially impacted by COVID-19

Funds from operations (FFO) of \$267m<sup>1</sup> 1H20: \$337m

FFO per security of 5.87 cents 1H20: 8.95 cents

Distribution per security of 3.4 cents 1H20: 7.7 cents

Statutory net loss of \$394m 1H20: net profit \$243m Primarily driven by portfolio net valuation<sup>2</sup> decrement of \$572m 1H20: \$81m

#### Strong balance sheet

24.5% gearing, with significant liquidity

Strong investment-grade credit ratings maintained

#### **Retail activity recovering**

Victorian retailers re-opened following mandatory closures for 12 weeks to 28 October 2020 Positive sales growth for two quarters (ex-VIC and CBDs)

72% of gross rental billings collected for the period, or 90% of collectible<sup>3</sup> billings

Portfolio occupancy 98.0% Jun-20: 98.6%

#### Development pipeline progressed

Ellenbrook Central Kmart expansion completed

Significant advancement on mixed-use and retail project planning

#### Continued sustainability leadership

Included in CDP's 2020 Climate A-List, for the second consecutive year Ranked #7 real estate company globally in Dow Jones Sustainability Index



Refer to slide 36 for definition of FFO and reconciliation of FFO to statutory net loss/profit. FFO is a non-IFRS measure.

2. Net valuation movement excludes statutory accounting adjustments.

1.

3. Cash collected as a percentage of billings net of expected rent relief, for the six-month period.

Consumer confidence has returned and Vicinity is well positioned to navigate next phase of the recovery



#### Ongoing national success containing COVID-19 driving economic recovery

- Robust, well-managed public health response
- Government encouraging economic activity
- Consumer sentiment recovered to above pre-COVID levels
- Australia well positioned globally

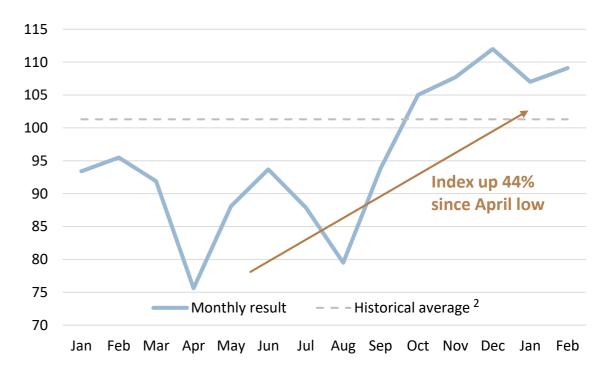
#### tingering impacts of COVID-19

- Potential for future COVID-19 outbreaks and restrictions
- CBD visitation slower to recover
- Uncertain macro outlook with support measures unwinding
- COVID-19 has accelerated e-commerce penetration, peaking during lockdown

#### Vicinity well positioned

- Retail recovery is gaining momentum
- Retailer support during COVID-19 puts them in a stronger position going forward
- Resilient portfolio occupancy
- Many brands thriving in the current retail environment
- Disruption has accelerated Vicinity's data, digital and e-commerce initiatives
- Strong balance sheet

#### Australian Index of Consumer Sentiment, 2020-2021<sup>1</sup>



Source: Westpac-Melbourne Institute Index of Consumer Sentiment.

2. 10-year average.

## Leadership in sustainability

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

### Strong 2020 sustainability survey results

One of only two Australian property companies in CDP's<sup>1</sup> Climate A-list Ranked #3 Australian retail company by GRESB<sup>2</sup>

Ranked #7 real estate company globally in DJSI<sup>3</sup> survey

### **Addressing Modern Slavery**

Created and working through Responsible Procurement Action Plan

Active engagement with Vicinity's suppliers

First Modern Slavery Statement will be lodged before 31 March 2021

Portfolio NABERS Energy Rating of 4.6 Stars Dec-19: 3.9 stars

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

## COVIDSafe plans in place across all assets

1. Formerly Carbon Disclosure Project.

- 2. Global Real Estate Sustainability Benchmark which includes listed and unlisted funds.
- 3. Dow Jones Sustainability Index.

4. For our wholly-owned retail assets. Consistent with global carbon measurement standards, this applies to common mall areas



solar program



# Einancial results Nicholas Schiffer CHIEF FINANCIAL OFFICER

VICINITY



## **Financial results**



#### Statutory net loss of \$394m primarily due to property valuation decline

#### First half income continued to be impacted by COVID-19

Significant impact on NPI from Melbourne's Stage 4 restrictions Trading conditions and cash collections now improving, CBDs lagging FY20 waivers and provisions tracking more favourably than estimated at June 2020

#### **Continued focus on corporate overheads**

Cost savings achieved across most discretionary expense categories JobKeeper subsidy received through to September 2020; no FY20 bonuses were paid Offset by increasing insurance costs and lower internal charges<sup>1</sup>

#### Material decrease in net interest expense

\$25m remaining benefit realised from FY20 interest rate swap restructure Lower drawn debt following equity raising

#### Distribution of 3.4 cps declared, 62.4%<sup>2</sup> of 1H21 AFFO

Conservatively positioned in uncertain environment Targeting full-year distribution of 95% to 100% of AFFO<sup>3</sup>

	1H21 (\$m)	1H20 (\$m)	Variance (\$m)	Variance (%)
Net property income (NPI)	344.4	438.9	(94.5)	(21.5)
External management fees	21.3	31.7	(10.4)	(32.8)
Total income	365.7	470.6	(104.9)	(22.3)
Gross corporate overheads	(69.7)	(76.5)	6.8	8.9
Internal charges <sup>1</sup>	31.5	41.9	(10.4)	(24.8)
Net corporate overheads	(38.2)	(34.6)	(3.6)	(10.4)
Net interest expense	(60.4)	(99.0)	38.6	39.0
Funds from operations (FFO) <sup>4</sup>	267.1	337.0	(69.9)	(20.7)
Maintenance capex and lease incentives	(18.9)	(32.2)	13.3	41.3
Adjusted FFO (AFFO) <sup>5</sup>	248.2	304.8	(56.6)	(18.6)
Statutory net (loss)/profit <sup>4</sup>	(394.1)	242.8	(636.9)	-
FFO per security (cents) <sup>6</sup>	5.87	8.95	(3.08)	(34.4)
AFFO per security (cents) <sup>6</sup>	5.45	8.10	(2.65)	(32.7)
DPS (cents)	3.4	7.7	(4.3)	(55.8)

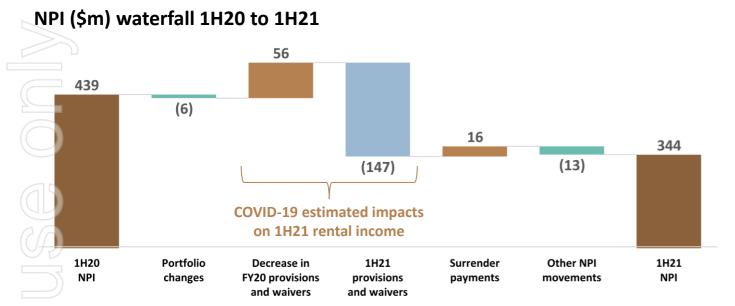
Note: Totals may not sum due to rounding.

1. Internal charges include property management fees which are included as an expense in NPI and internal development management costs which are capitalised.

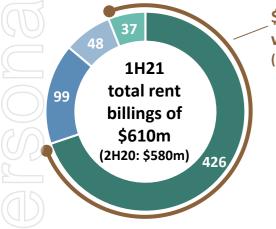
- 2. Calculated as: Total distributions (\$m)/Total AFFO (\$m).
- 3. Subject to ongoing board assessment including consideration of external conditions.
- 4. Refer to slide 36 for definition of FFO and reconciliation of FFO to statutory net loss/profit after tax. FFO is a non-IFRS measure.
- 5. Refer to footnote 1 on slide 36 for definition of AFFO which is a non-IFRS measure.
- 6. The calculation of FFO and AFFO per security for each period uses the weighted average number of securities on issue.

## Net property income 1H21 NPI reduced 22% primarily as a result of COVID-19 waivers





#### 1H21 rental billings (\$m)<sup>1</sup>



\$463m recognised
within 1H21 NPI
(2H20: \$411m)

- Collected (70%)
- Waivers estimate (16%)
- Provisions estimate (8%)

#### Unpaid rent (6%)

#### Estimated FY21 impact of COVID-19 on rental billings \$91m

1H21 estimated waivers of \$99m and provisions of \$48m

Partly offset by reduction in 2H20 waivers and provisions estimate by \$56m as cash collections and trading conditions improved

Prudent provisioning across the portfolio as recovery profile remains uncertain

#### Elevated one-off surrender fees received

Other movements include lower variable income<sup>2</sup>, partly offset by cost savings and JobKeeper received

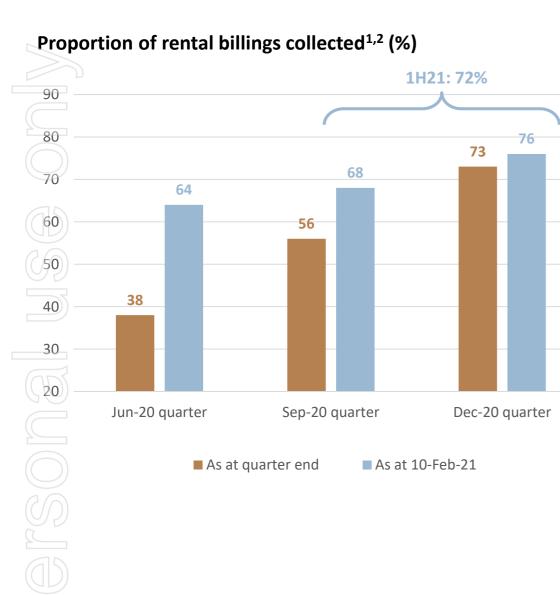
Note: Totals may not sum due to rounding.

- 1. Approximate. Rental billings for 1H21 are presented on a gross basis excluding the impact of COVID-19 and include all recurring and non-recurring billings. Figures presented for 2H20 include recurring billings only.
- 2. Principally ancillary income and percentage rent.

## **Cash collections**

#### Collections trend improving as retail conditions stabilise





#### Cash collection rate has picked up

Centre visitation and sales increasing post lifting of restrictions

#### SME Code of Conduct (SME Code) regulations are winding down

SME Code extended to late March 2021 in VIC, NSW and WA

In NSW, SME Code threshold reduced to retailers with <\$5m turnover</li>

SME Code no longer applies in QLD<sup>3</sup>, SA and TAS

#### Majority of rent relief expected to end by 31 December 2020<sup>4</sup>

**Collections of 72%<sup>1,2,5</sup> of gross rental billings over 1H21** Represents 90% of expected net billings<sup>1,2,5,6</sup>

Note: all cash collections are based on the billing period, not the period in which they were collected.

- 1. Cash collected as a percentage of billings under head lease, before any rent relief provided.
- 2. Rental billings for 1H21 are presented on a gross basis excluding the impact of COVID-19 and include all recurring and non-recurring billings. Figures presented for 2H20 include recurring billings only.
- 3. For QLD, the SME Code has been extended but rent relief provisions have not.
- 4. Based on expected outcomes of current negotiations, and assuming no further material COVID-19 impacts.
- 5. As at 10 February 2021.
- 6. Cash collected as a percentage of billings net of expected rent relief.

Vicinity Centres | FY21 interim results | 17 February 2021

#### Valuations impacted by lingering effects of COVID-19, particularly Premium CBDs



## Portfolio net valuation<sup>1</sup> decline of \$572m or 4.0% Decline primarily due to lower forecast specialty and mini majors rents Premium CBDs down 8.7%, impacted by slow return of city office workers and tourism restrictions Chadstone valuation remains resilient, down 2.0% DFOs, Sub Regional and Neighbourhood centres less impacted Trend towards value and local shopping benefiting these assets COVID-19 allowances generally reduced Increased stabilisation assumptions for some Victorian and CBD assets Portfolio weighted average capitalisation rate softened 2 bps to 5.49% Supported by low interest rate environment

Net tangible assets per security<sup>2</sup> reduced 12 cents to \$2.17

#### Valuation movement<sup>1</sup> (%)

(2.0)
(8.7)
(2.7)
(4.3)
(3.2)
(1.0)
(4.0)
(4.6)
(3.4)
(3.8)
(3.7)
(3.3)
(1.0)

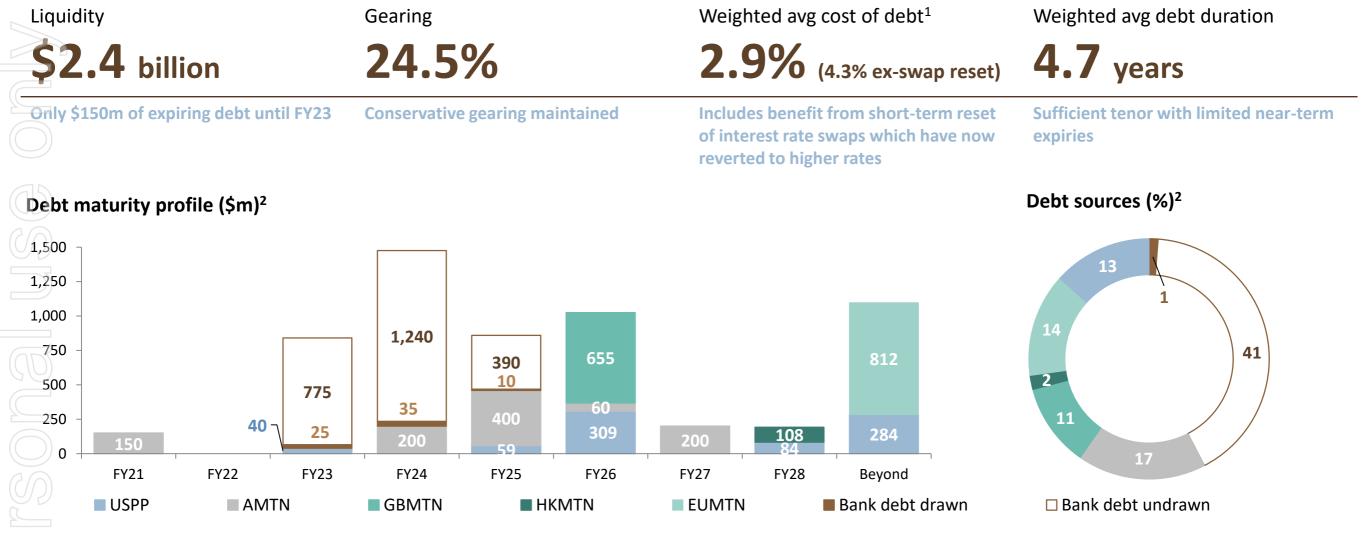
NOTE: Refer to slides 39 to 42 for more details.

1. Valuation movements are for the six-months ended 31 December 2020, reflect Vicinity ownership interest and exclude statutory accounting adjustments.

2. Calculated as Balance Sheet net assets less intangible assets, divided by the number of stapled securities on issue at period end. Includes right of use assets and net investments in leases.

Strong balance sheet with significant liquidity





NOTE: Refer to slide 38 for more debt metrics and the hedging profile.

1. The average over the six-months ending 31 December 2020 and inclusive of margin, drawn line fees and drawn establishment fees.

2. Based on facility limits.

## Portfolio performance Peter Huddle CHIEF OPERATING OFFICER VICINITY



## Portfolio overview

Portfolio performance is recovering, however risks remain



#### Australian retail benefiting from low COVID-19 numbers nationally

CBD workers gradually returning to offices

Restrictions generally easing

SME Code regulations winding down

#### Retailer demand has strengthened, but remains relatively weak

Strong 'on-trend' retailers opening new stores

- Portfolio occupancy is high but leasing spreads have softened
- Majority of short-term COVID-19 lease variations expired
- Administrations remained low over 2020

#### Black Friday/Week and Cyber Monday event grows

#### Near-term uncertainty remains

Spending outlook following expiry of government subsidies Potential for future COVID-19 outbreaks and restrictions Possible increase in administrations

1. Excludes divestments and development-impacted centres in accordance with SCCA guidelines (refer to slide 32 for details). Store closures during the period due to COVID-19 have impacted the comparability of sales reporting since March 2020.

Key portfolio statistics	Dec-20	Jun-20	Dec-19
Number of centres in direct portfolio	60	60	59
Occupancy (%)	98.0	98.6	99.5
Total MAT <sup>1</sup> growth (%)	(18.0)	(7.0)	3.2
- excluding Victoria and CBDs (%)	(2.6)	(1.6)	3.0



### Customer visitation Traffic returned strongly post lifting of restrictions across Melbourne, CBD recovery now a key focus



#### Strong customer visitation recovery in majority of locations<sup>1</sup>

Total portfolio 85.3% (ex-CBDs: 90.6%)

NSW (ex-CBDs) 90.4%, QLD (ex-CBDs) 91.8%, WA 95.7%, SA 96.5%, TAS 90.0%

**Victorian restrictions lifted, recovery now in line with other states** Average of 83% of stores closed for 12 weeks during the Melbourne Stage 4 restrictions, which were lifted 28 October 2020

Strong rebound in visitation and sales in November and December

#### CBD visitation increasing, but constraints remain

Governments and private sector encouraging a return to CBDs Delayed return of tourists and international students

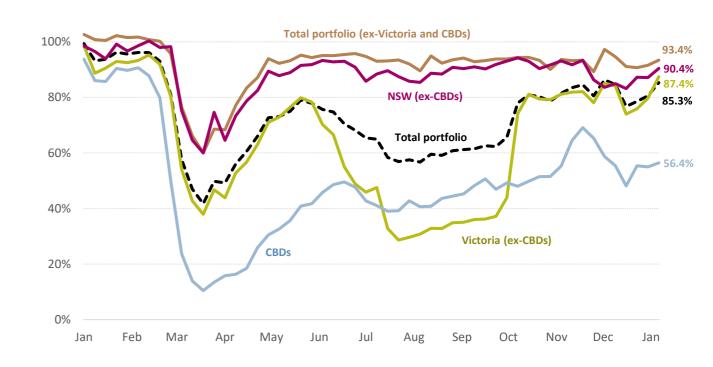
Visitation resilient overall during core trading hours

Shorter dwell times with higher average spend

#### Annual growth in weekly customer visitation<sup>2</sup>

Weekly data to 31 January 2021

120%



1. Traffic data for the week ending 31 January 2021, compared to the same week in 2020.

Excludes divestments and development-impacted centres in accordance with SCCA guidelines (refer to slide 32 for details).

Sales by store type



	MAT growth <sup>1</sup>		MAT growth <sup>1</sup> (ex-VIC+CBDs)		Quarter growth <sup>1</sup> (ex-VIC+CBDs)		
	Dec-20 (%)	Jun-20 (%)	Dec-20 (%)	Jun-20 (%)	Dec-20 (%)	Sep-20 (%)	Jun-20 (%)
Specialty stores	(27.9)	(12.4)	(8.0)	(7.4)	(2.2)	(1.0)	(30.4)
Mini majors	(15.6)	(4.1)	9.7	5.8	14.3	18.6	(0.7)
Specialties and mini majors	(24.8)	(10.3)	(4.3)	(4.7)	1.4	3.1	(24.1)
Supermarkets	3.9	3.1	4.7	3.4	4.7	6.7	(1.9)
Discount department stores	4.1	2.7	12.2	4.8	14.0	21.3	7.5
Other retail <sup>2</sup>	(51.6)	(19.7)	(43.4)	(16.5)	(46.5)	(58.8)	(59.4)
Department stores	(41.4)	(20.9)	4.6	3.3	11.7	35.7	13.6
Total portfolio	(18.0)	(7.0)	(2.6)	(1.6)	0.7	1.1	(14.7)

	MAT g	rowth <sup>1</sup>	c	Quarter growth	n <sup>1</sup>	Nov-20 and
D	Dec-20 (%)	Jun-20 (%)	Dec-20 (%)	Sep-20 (%)	Jun-20 (%)	Dec-20 <sup>1</sup> (%)
Victoria	(31.9)	(11.0)	(22.7)	(62.2)	(43.7)	(8.5)
New South Wales	(18.0)	(8.2)	(15.2)	(19.9)	(35.5)	(14.3)
- NSW (excl. CBD)	(7.2)	(3.2)	(4.8)	(7.1)	(19.5)	(4.1)
Queensland	(3.9)	(3.3)	0.5	(2.0)	(17.5)	2.5
Western Australia	(1.6)	0.1	2.2	4.3	(9.0)	2.1
South Australia	1.2	(0.7)	3.0	7.4	(11.0)	3.1
Tasmania	3.6	(0.3)	6.7	10.0	(16.2)	7.3
Total portfolio	(18.0)	(7.0)	(12.3)	(32.0)	(31.6)	(5.2)
Total portfolio (ex-VIC+CBD)	(2.6)	(1.6)	0.7	1.1	(14.7)	1.3

Store closures have impacted comparability of sales reporting

Portfolio (ex-VIC and CBDs) recorded two quarters of positive growth

Supermarkets and Discount Department Stores benefited most throughout the pandemic

#### Performance varies across categories

Outperformers – luxury, leisure (sporting goods, books), electrical/sound/computers and music/video/games

Underperformers - food and beverage, travel, ready to wear fashion and cinemas

Note: Totals may not sum due to rounding. Sales calculated over the same period in the prior year.

1. Excludes divestments and development-impacted centres in accordance with SCCA guidelines (refer to slide 32 for details). Store closures during the period due to COVID-19 has impacted the comparability of sales reporting since March 2020.

2. Other retail includes cinemas, travel agents, auto accessories, lotteries and other entertainment.

Rental support primarily contained to 2020



#### Leasing update

**542 new or renewed leasing deals completed, with -12.6% spread** 1H20: 583 deals completed with -4.0% spread

Standard lease structure remains unchanged

Leasing activity aligned with growth categories including luxury, leisure and 'for the home' categories

Victorian assets impacted by second wave shut down, but demand is returning COVID lease variations

Rebound in sales accelerated finalisation of short-term lease variations

**Rental waivers primarily contained to calendar year 2020** 77% of leases with rental waivers in April 2020, ~8% in January 2021

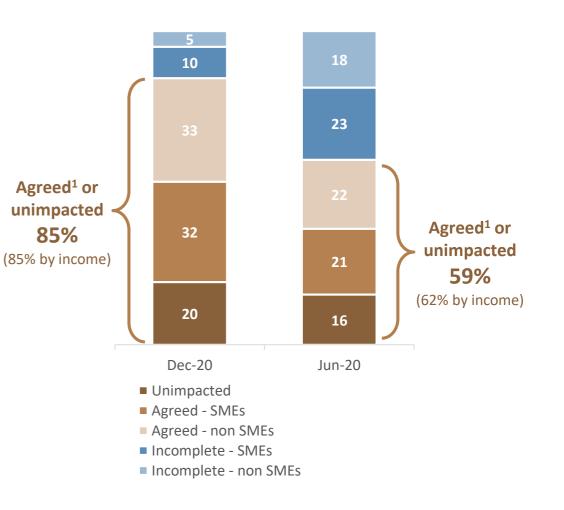
Rent relief weighted towards waivers 85% vs deferrals 15%

85% of leases either unimpacted or short-term lease variations are agreed<sup>1</sup>

Majority of outstanding agreements are with SMEs in Victoria and CBDs

## Current status of short-term lease variations

% of leases as at 10 February 2021



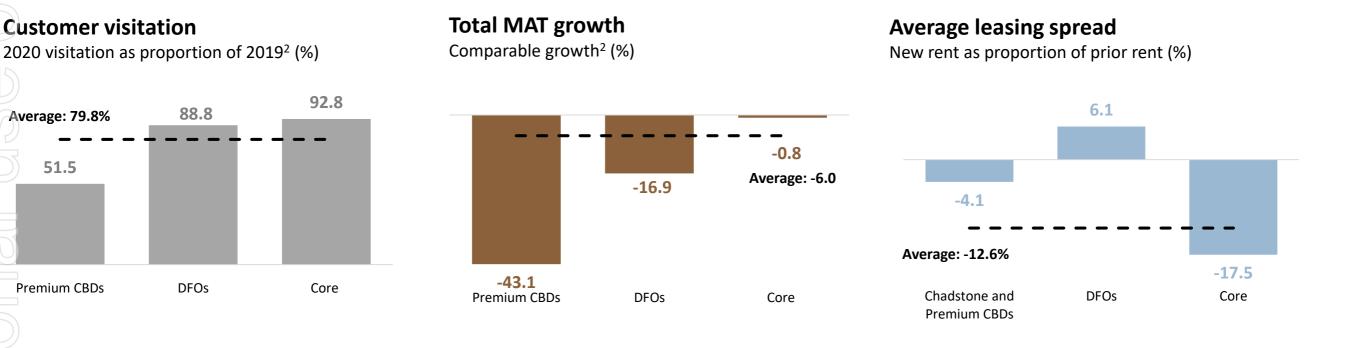
1. Includes negotiations that are completed or agreed in-principle.

Despite short-term impact of COVID-19 on traffic and sales, retailer demand remains strong for Flagship assets



Flagship<sup>1</sup> assets – show resilience with higher leasing spreads and stronger retailer demand despite significant COVID-19 impacts

Core assets – maintained relatively strong traffic and sales performance through pandemic where we have focused on maximising occupancy. Demand and certainty are returning to the market



1. Flagship includes: Chadstone, Premium CBDs and DFOs.

Average: 79.8%

51.5

Premium CBDs

2. Victorian assets excluded from analysis due to impact of Stage 4 lockdown, excludes centres deemed non-comparable in accordance with SCCA standards (refer to slide 32 for details).

Successful retailers taking the opportunity to grow their stores and network





## Development

## Carolyn Viney CHIEF DEVELOPMENT OFFICER





## **Development overview**

Significant progress on project planning and approvals



#### Mixed-use and retail project planning progressing across portfolio

#### Financial prudence remains

Projects to commence selectively and be demand driven

#### Town planning approvals received for 10 projects

Chadstone (five projects)

Sunshine Marketplace dining and entertainment precinct, and serviced apartments

Bayside office

- Emporium Melbourne office and co-working
- Bankstown Central fresh food reconfiguration

Major mixed-use town planning applications lodged Bankstown Central offices

Box Hill Central office, residential and public realm

#### **Project completions**

Ellenbrook Central Kmart expansion completed July 2020 Residential towers completed by third party atop The Glen December 2020



Project planning continuing with commencements to be demand-led



#### Chadstone, VIC

#### Five town planning approvals

Addition of two levels to existing car park commenced Feb-21 with rooftop shading to be provided by 1.6 MW of solar panels

New office tower, expanded dining terrace and leisure precinct, fresh food precinct upgrade and luxury expansion

Projects staged with overall target completion by 2025



#### **Box Hill Central, VIC**

Three town planning approvals sought as first step in realising town centre/mixed-use masterplan

Adjacent to new Suburban Rail Loop station

25-level office tower, 48-level residential tower and adjacent piazza area

Potential for 260,000 sqm of new development area across a 5.5 hectare site

#### **Reconfiguration of Box Hill South Precinct to commence in 2021**

Reconfiguration of Big W and refurbishment of existing mall, creation of new centre entry and introducing new external restaurants





#### Bankstown Central, NSW

**Potential to add 330,000 sqm of GLA over time to 11 hectare site** Adjacent to existing rail station to be upgraded to Metro rail station by 2024

**First six town planning applications lodged for long-term masterplan** Includes 26,000 sqm of new office space and new 'Eat Street'

Staged revitalisation of existing retail to commence in 2021

#### Victoria Gardens, VIC

**Retail and mixed-use development to capitalise on inner-city location** Town planning application on track to be lodged March 2021

**Retail works to occur ahead of mixed-use additions** Fresh food hall, new dining and activation of Doonside Street

Staged delivery of 800+ apartments

#### Chatswood Chase Sydney, NSW

Revised redevelopment plans nearing completion to including additional ~20,000 sqm of office space Targeting project commencement mid-2022





# mnovation

Justin Mills Chief Innovation & Information Officer





Industry-leading capabilities and new technologies facilitating a better retailer and customer experience



#### Innovation driving Vicinity's business and new revenue streams

New revenue and enhanced productivity essential to navigate competitive retail environment and create a more diverse, resilient business

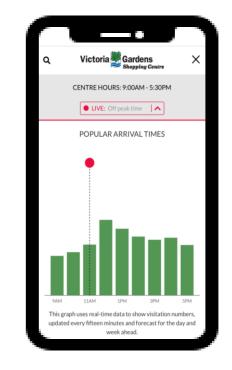
Physical and digital foundation well established. We are leveraging Vicinity's shopping centre platform to grow opportunities in energy, media, data and digital, and e-commerce products and services



#### Data & Digital capability key to navigating during & post COVID

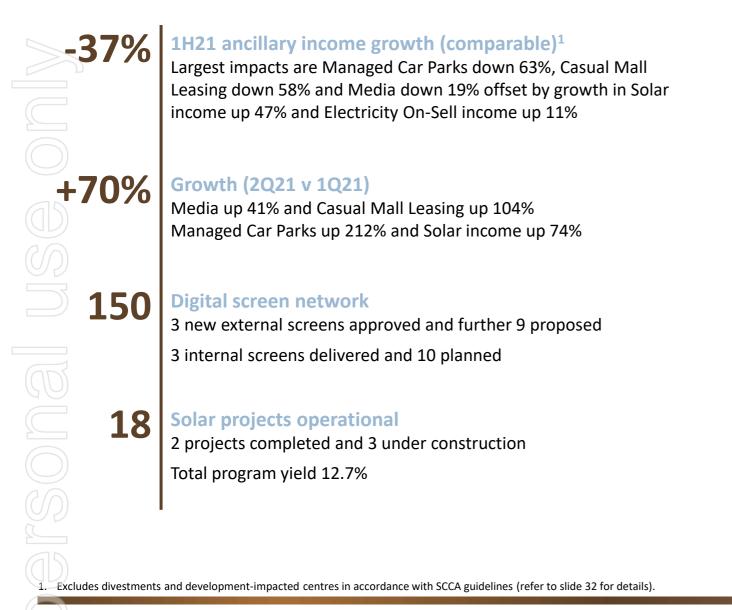
**Shoppers**: Digital, contactless click and collect service in 18 centres during lockdowns

**Retailers**: Proprietary insights platform trial now live with key retailers **Operations**: Real-time centre density analysis to assist in managing peaks Machine-learning traffic forecasting used to plan operations resourcing and to help consumers plan their shop ahead of time



Enhanced mobile and desktop 'plan your trip' capability now live across the portfolio.





Growth platforms	Short to medium term opportunities
Energy	Battery storage Vehicle to grid Automated demand management
Media and	Brand partnerships/sponsorships
partnerships	Website and on-device advertising
Data and	Retailer insights and analytics
digital	Centre system automation and machine learning
E-commerce:	Collection and returns services
distribution,	Distribution services at centres
fulfilment	Last mile aggregation and fulfilment







#### Strategy of creating attractive destination assets unchanged

- Customers have returned to centres when they are allowed
- Flagship assets maintain strong retailer demand
- Core centres have shown resilience during pandemic

### Strong balance sheet with significant liquidity

### Outlook improved as economy recovers

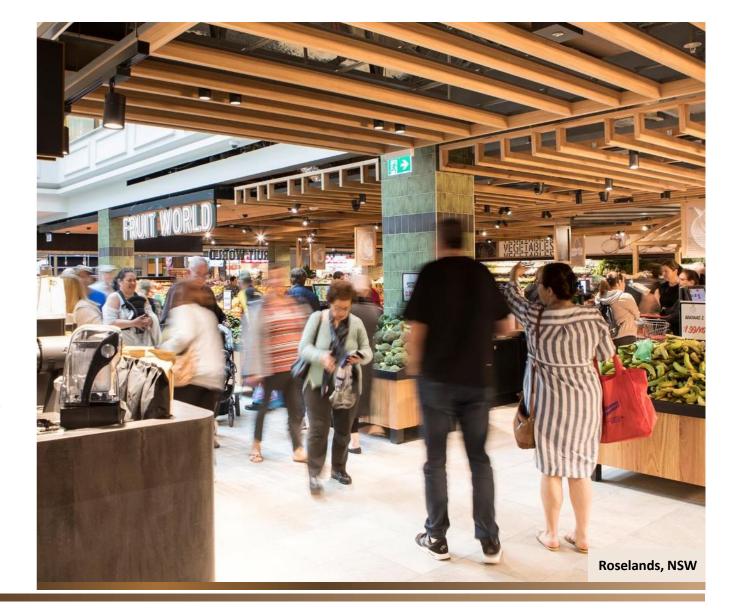
Accommodative fiscal and monetary policy with high consumer confidence Vicinity's centre visitation and sales growing where COVID-19 impacts are low, and cash collection is increasing

#### Focus on creating additional value from portfolio

Accelerated planning of retail and mixed-use development opportunities Data analytics, technology and innovation to enhance income and drive efficiencies

#### Earnings guidance not provided due to remaining uncertainty

Full year FY21 distribution payout ratio of 95% to 100% of AFFO targeted<sup>1</sup> Risks remain – future COVID-19 outbreaks and restrictions, administrations and stimulus ending



Subject to ongoing board assessment including consideration of external conditions.



Appendices	

- 30 Direct portfolio
- 35 Assets under management
- 36 Financial results

- 39 Asset summaries
- 43 Key dates
- 44 Contact details and disclaimer



## Direct portfolio Key statistics by centre type



	Total Portfolio	Chadstone	Premium CBDs	DFO <sup>1</sup>	Core
Number of retail assets	60	1	7	7	45
Gross lettable area (000's)(sqm)	2,420	234	222	231	1,734
Total value <sup>2</sup> (\$m)	13,593	3,062	2,033	1,716	6,782
Portfolio weighting by value (%)	100	23	15	13	50
Capitalisation rate (weighted average) (%)	5.49	3.88	4.95	5.93	6.27
Occupancy rate (%)	98.0	98.7	97.4	97.5	98.1

Note: Totals may not sum due to rounding.

1. Includes DFO Brisbane business.

2. Reflects ownership share in investment properties and equity-accounted investments.

Sales by specialty category



	MM and SS <sup>2</sup>	Total portfolio		Portfolio (ex-VIC and CBDs)	
Comparable MAT growth (%) <sup>1</sup>	proportion of total MAT	MM and SS <sup>2</sup>	SS <sup>2</sup>	MM and SS <sup>2</sup>	SS <sup>2</sup>
Apparel	16	(33.7)	(35.7)	(14.5)	(16.6)
Homewares	7	(12.5)	(28.1)	14.2	(12.8)
Food catering	5	(34.2)	(33.3)	(14.0)	(13.6)
General retail	6	(16.6)	(17.3)	3.9	7.2
Leisure	5	(18.1)	(19.3)	9.9	3.3
Food retail	4	(7.0)	(11.9)	3.7	2.5
Retail services	3	(16.4)	(16.4)	(1.6)	(1.6)
Jewellery	3	(27.7)	(27.3)	(0.5)	(0.5)
Mobile phones	1	(22.4)	(22.4)	(14.7)	(14.7)
Total	51	(24.8)	(27.9)	(4.3)	(8.0)

Note: Totals may not sum due to rounding.

1. Excludes divestments and development-impacted centres in accordance with SCCA guidelines (refer to slide 32 for details).

2. MM: Mini majors; SS: Specialty stores.



	Non-comparable status				
Centre	Dec-20	Jun-20			
Bankstown Central, NSW	Pre-development	Pre-development			
Chatswood Chase Sydney, NSW	Pre-development	Pre-development			
Ellenbrook Central, WA	Post development	Stable/comparable			
Emporium Melbourne, VIC	Major vacated	Stable/comparable			
QueensPlaza, QLD	Post development	Post development			
Roselands, NSW	Post development	Post development			
The Glen, VIC	Post development	Post development			
The Myer Centre Brisbane, QLD	Pre-development	Pre-development			

## Direct portfolio Key portfolio tenants



Top 10 tenants by income						
Rank	Retailer	Retailer type	Number of stores	% of income		
1	coles	Supermarket	37	3.4		
2	Woolworths	Supermarket	34	2.9		
3	Mart	Discount department store	24	2.7		
4	DAVID JONES	Department store	5	2.2		
5	MYER	Department store	8	2.0		
6	<ul> <li>Target</li> </ul>	Discount department store	19	1.6		
7	BIGW	Discount department store	16	1.4		
8	COTTON:ON	Specialty/Mini major	25	0.7		
9	HOYTS	Cinema	5	0.7		
10	ANZ	Financial institution	25 <sup>1</sup>	0.6		
Top 10	) total		198	18.2		

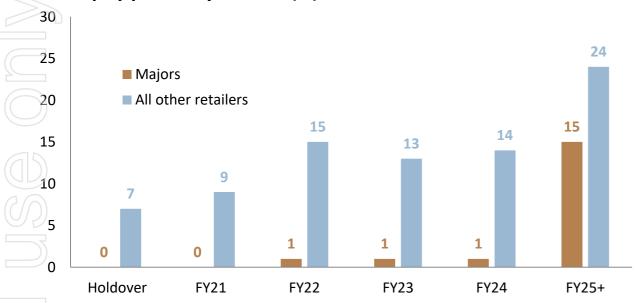
	Top 10 tenant groups by income							
Rank	Retailer	Number of leases	% of income	Brands				
1	WOOLWORTHS LIMITED	64	4.6	Big W, BWS, Dan Murphy's, Woolworths, Woolworths Liquor, Woolworths Petrol				
2	Wesfarmers	44	4.3	Kmart, Target				
3	colesgroup	57	3.8	Coles, First Choice Liquor, Liquorland, Vintage Cellars				
4	WHL	41	3.1	Country Road, David Jones, Mimco, Politix, Trenery, Witchery				
5	MYER	15	2.2	Marcs, Myer, sass & bide				
6	COTTON:ON	85	1.4	Cotton On, Cotton On Body, Cotton On Kids, Cotton On Mega, Factorie, Rubi Shoes, Supre, Typo				
7	THE <b>JUST</b> group	119	1.4	Dotti, Jacqui E, Jay Jays, Just Jeans, Peter Alexander, Portmans, Smiggle				
8		76	1.2	The Athlete's Foot, Dr Martens, Hype DC, Platypus Shoes, Skechers, Merrell, Timberland, Vans				
9	RAG	81	1.1	Connor, Johnny Bigg, Rockwear, Tarocash, YD				
10	HANES Brands Inc Hanes Australasia	66	1.1	Bonds, Bonds Kids, Bonds Outlet, Bras N Things, Champion, Champion Outlet, Sheridan				
Top 1	l0 total	648	24.2					

Excludes ATMs.

## Direct portfolio Lease expiry profile



Lease expiry profile by income (%)



#### Weighted average lease expiry (years)

	Dec-20	Jun-20
by Area	4.5	4.6
by Income	3.5	3.6



~7,100 tenants across 63 assets under management<sup>1</sup>



		Direct portfolio <sup>1</sup>		Managed	
	Wholly-owned	Co-owned	Total	Third party/ co-owned	Total AUM <sup>1</sup>
Number of retail assets	32	28	60	3/28	63
Gross lettable area (000's)(sqm)	948	1,473	2,420	112	2,533
Number of tenants	2,797	3,988	6,785	339	7,124
Total value (\$m) <sup>2</sup>	5,686	7,907	13,593	736/8,285	22,614

Note: Totals may not sum due to rounding.

1. Includes DFO Brisbane business.

2. Reflects ownership share in investment properties and equity-accounted investments.



For the six months to	Dec-20 (\$m)	Dec-19 (\$m)
Statutory net (loss)/profit after tax	(394.1)	242.8
Property revaluation decrement for directly owned properties	512.1	52.8
Non-distributable loss relating to equity accounted investments	41.8	16.5
Amortisation of incentives and leasing costs	29.4	27.2
Straight-lining of rent adjustment	(8.8)	(4.8)
Net mark-to-market movement on derivatives	187.7	(15.2)
Net foreign exchange movement on interest bearing liabilities	(118.2)	14.7
Income tax expense	13.6	-
Other non-distributable items	3.6	3.0
Funds from operations (FFO) <sup>1</sup>	267.1	337.0

1. Funds from operations (FFO) and adjusted funds from operations (AFFO) are two key measures Vicinity uses to measures its operating performance. FFO and AFFO are widely accepted measures of real estate operating performance. Statutory net profit is adjusted for fair value movements and certain unrealised and non-cash items to calculate FFO. FFO is further adjusted for maintenance capital expenditure and static tenant leasing costs incurred during the period to calculate AFFO. FFO and AFFO are determined with reference to the guidelines published by the Property Council of Australia (PCA) and are non-IFRS measures.

## **Financial results**

Balance sheet



As at	Dec-20 (\$m)	Jun-20 (\$m)	Change (\$m)
Cash and cash equivalents	66.7	227.4	(160.7)
Investment properties <sup>1</sup>	13,330.1	13,801.4	(471.3)
Equity accounted investments	495.4	527.6	(32.2)
Intangible assets	164.2	164.2	-
Other assets	335.1	518.8	(183.7)
Total assets	14,391.5	15,239.4	(847.9)
Borrowings	3,384.6	3,929.8	(545.2)
Other liabilities	962.9	750.0	212.9
Total liabilities	4,347.5	4,679.8	(332.3)
Net assets	10,044.0	10,559.6	(515.6)
Securities on issue (m)	4,552.2	4,529.6	0.5%
Net tangible assets per security <sup>2</sup> (\$)	2.17	2.29	(5.2%)
Net asset value per security (\$)	2.21	2.33	(5.2%)

Note: Totals may not sum due to rounding.

1. Vicinity's ownership interest.

2. Calculated as Balance Sheet net assets less intangible assets, divided by the number of stapled securities on issue at period end. Includes right of use assets and net investments in leases.

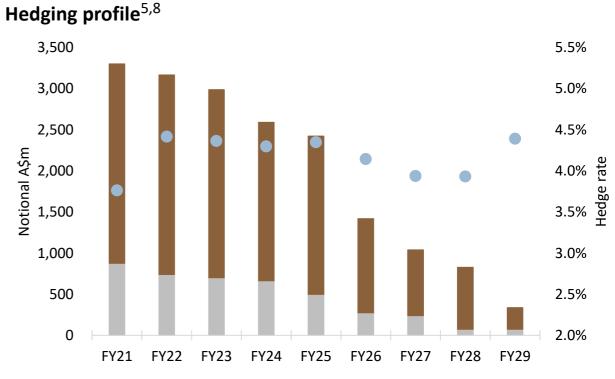
## **Financial results**

Capital management



#### Key debt statistics

As at:	Dec-20	Jun-20
Total debt facilities <sup>1</sup>	\$5.8b	\$5.8b
Drawn debt <sup>2</sup>	\$3.4b	\$3.9b
Gearing <sup>3</sup>	24.5%	25.5%
Weighted average cost of debt <sup>4</sup>	2.9%	3.6%
Weighted average debt duration	4.7 years	5.2 years
Weighted average hedge rate <sup>5, 6</sup>	4.4%	2.7%
Proportion of debt hedged	97%	89%
Interest cover ratio (ICR) <sup>7</sup>	4.3x	3.9x
Credit ratings/outlook		
<ul> <li>Moody's Investor Services</li> <li>S&amp;P Global Ratings</li> </ul>	A2/negative A/stable	A2/negative A/stable



Fixed rate debt (lhs) Interest rate swaps (lhs) • Weighted average hedge rate (rhs)

1. Based on facility limits.

2. Calculated using the hedged rate on foreign denominated borrowings and excludes fair value adjustments and deferred borrowing costs.

3. Calculated as drawn debt, net of cash and cash equivalents, divided by total tangible assets excluding cash and cash equivalents, right of use assets, net investment leases, investment property leaseholds and derivative financial assets.

4. The average over the reporting period (6 months ending 31 December 2020 and 12 months ending 30 June 2020). Inclusive of margin, drawn line fees and drawn establishment fees.

5. Hedge rate includes margin and establishment fees on fixed rate debt and margin, line and establishment fees on floating debt that has been hedged with interest rate swaps.

6. Hedge rate is as at end of period.

7. Includes one off or non-reoccurring items relating to the COVID-19 pandemic.

8. Hedge rate is the average for the financial years.



Centre statistics and valuations

				Net Value		Capitalisation rate			Discount rate	
	Centre type	Ownership interest (%)	Occupancy rate (%)	revaluation movement <sup>1,2</sup> (\$m)	As at 31-Dec-20 <sup>1</sup> (\$m)	As at 31-Dec-20 (%)	As at 30-Jun-20 (%)	Movement	As at 31-Dec-20 (%)	
New South Wales										
Chatswood Chase Sydney	Major Regional	51	n.a.	(34.7)	438.5	5.00	5.00	-	6.50	
Bankstown Central	Major Regional	50	n.a.	(3.0)	272.5	6.00	6.00	-	7.00	
Roselands	Major Regional	50	n.a.	(2.2)	141.5	6.25	6.25	-	7.00	
Queen Victoria Building	City Centre	50	96.1	(26.9)	274.0	5.13	5.00	0.13	6.50	
The Galeries	City Centre	50	98.5	(12.1)	152.5	5.00	5.00	-	6.50	
The Strand Arcade	City Centre	50	95.8	(10.2)	115.0	4.75	4.50	0.25	6.50	
Lake Haven Centre	Sub Regional	100	98.3	(10.3)	274.0	6.50	6.50	-	7.25	
Nepean Village	Sub Regional	100	98.9	(4.2)	200.0	5.75	5.75	-	7.00	
Warriewood Square	Sub Regional	50	99.8	(3.6)	134.0	6.00	6.00	-	7.00	
Carlingford Court	Sub Regional	50	99.4	(6.4)	99.0	6.25	6.25	-	7.00	
Armidale Central	Sub Regional	100	93.6	(1.3)	35.0	7.50	7.50	-	7.50	
DFO Homebush	Outlet Centre	100	98.3	18.6	610.0	5.25	5.25	-	6.75	
Tasmania										
Eastlands	Regional	100	99.8	(0.4)	156.8	7.00	7.00	-	7.25	
Northgate	Sub Regional	100	98.2	(2.1)	83.0	7.75	7.75	-	8.00	

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

1. Based on ownership interest.

2. Net revaluation movement excludes non-cash adjustments for the amortisation of lease incentives and straight lining of rent.



Centre	statistics	and val	luations
--------	------------	---------	----------

				Net	Value	Сар	italisation rate		Discount rate
	Centre type	Ownership interest (%)	Occupancy rate (%)	revaluation movement <sup>1,2</sup> (\$m)	As at 31-Dec-20 <sup>1</sup> (\$m)	As at 31-Dec-20 (%)	As at 30-Jun-20 (%)	Movement	As at 31-Dec-20 (%)
Queensland									
QueensPlaza	City Centre	100	n.a.	(21.9)	680.0	4.75	4.75	-	6.25
The Myer Centre Brisbane	City Centre	25	n.a.	(13.9)	126.3	5.75	5.75	-	6.75
Grand Plaza	Regional	50	97.9	(7.1)	178.0	6.00	6.00	-	7.00
Runaway Bay Centre	Regional	50	97.0	(7.0)	105.8	6.25	6.25	-	7.00
Taigum Square	Sub Regional	100	99.7	(2.6)	83.0	7.00	7.00	-	7.75
Gympie Central	Sub Regional	100	99.3	(2.8)	70.0	7.25	7.25	-	7.75
Whitsunday Plaza	Sub Regional	100	99.9	(1.9)	60.3	7.25	7.25	-	7.50
Buranda Village	Sub Regional	100	99.9	(0.4)	38.0	6.00	6.00	-	6.75
Milton Village	Neighbourhood	100	91.5	0.5	35.0	6.00	6.00	-	7.25
DFO Brisbane	Outlet Centre	100	96.9	-	62.5	7.75	7.75	-	8.25
South Australia									
Elizabeth City Centre	Regional	100	97.8	(8.7)	290.0	7.50	7.50	-	8.25
Colonnades	Regional	50	99.0	(2.4)	113.2	7.50	7.50	-	8.00
Castle Plaza	Sub Regional	100	98.8	(9.9)	142.0	7.00	7.00	-	7.75
Kurralta Central	Sub Regional	100	100.0	0.8	42.9	6.25	6.25	-	6.75

(2)

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

1. Based on ownership interest.

2. Net revaluation movement excludes non-cash adjustments for the amortisation of lease incentives and straight lining of rent.

## Asset summaries

Centre statistics and valuations



				Net	Value	Capi	Capitalisation rate		
	Centre type	Ownership interest (%)	Occupancy rate (%)	revaluation movement <sup>1,2</sup> (\$m)	As at 31-Dec-20 <sup>1</sup> (\$m)	As at 31-Dec-20 (%)	As at 30-Jun-20 (%)	Movement	Discount rate As at 31-Dec-20 (%)
Victoria									
Chadstone	Super Regional	50	98.7	(63.8)	3,062.0	3.88	3.88	-	6.00
Bayside	Major Regional	100	97.5	(20.4)	440.0	6.25	6.25	-	7.00
Northland	Major Regional	50	97.8	(11.1)	412.0	5.50	5.50	-	6.75
The Glen	Major Regional	50	n.a.	(19.9)	331.0	5.50	5.50	-	7.25
Emporium Melbourne	City Centre	50	n.a.	(101.4)	542.5	4.75	4.50	0.25	6.50
Myer Bourke Street	City Centre	33	100.0	(6.7)	142.3	5.75	5.25	0.50	7.25
Broadmeadows Central	Regional	100	98.2	(20.8)	250.0	6.75	6.75	-	7.50
Cranbourne Park	Regional	50	98.2	(5.2)	125.0	6.25	6.25	-	7.00
Box Hill Central (South Precinct)	Sub Regional	100	99.4	(9.4)	210.0	6.00	6.00	-	7.00
Victoria Gardens Shopping Centre	Sub Regional	50	95.0	(5.0)	142.5	6.00	6.00	-	7.00
Box Hill Central (North Precinct)	Sub Regional	100	99.2	(2.5)	125.0	6.00	6.00	-	6.75
Altona Gate	Sub Regional	100	97.8	(1.5)	103.0	6.25	6.25	-	6.50
Roxburgh Village	Sub Regional	100	100.0	(3.2)	93.0	7.25	7.25	-	7.75
Sunshine Marketplace	Sub Regional	50	98.7	(2.0)	59.5	6.50	6.50	-	7.00
Mornington Central	Sub Regional	50	99.1	(1.1)	35.0	6.00	6.00	-	6.25
Oakleigh Central	Neighbourhood	100	98.6	0.9	76.0	5.75	6.00	(0.25)	6.50
DFO South Wharf	Outlet Centre	100	94.4	(51.4)	612.0	5.75	5.75	-	7.00
DFO Essendon	Outlet Centre	100	96.2	(5.3)	162.0	6.75	6.75	-	7.00
DFO Moorabbin	Outlet Centre	100	97.4	(7.8)	105.0	8.00	8.00	-	9.00
DFO Uni Hill	Outlet Centre	50	96.4	(0.8)	60.0	6.75	6.75	-	7.50

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

1. Based on ownership interest.

2. Net revaluation movement excludes non-cash adjustments for the amortisation of lease incentives and straight lining of rent.

$\succ$				Net	Value	Capi	talisation rate		Discount rate
	Centre type	Ownership interest (%)	Occupancy rate (%)	revaluation movement <sup>1,2</sup> (\$m)	As at 31-Dec-20 <sup>1</sup> (\$m)	As at 31-Dec-20 (%)	As at 30-Jun-20 (%)	Movement	As at 31-Dec-20 (%)
Western Australia		(70)	(70)	(Şiii)	(911)	(70)	(70)		(70)
Galleria	Major Regional	50	95.6	(8.6)	242.5	6.00	6.00	-	6.75
Mandurah Forum	Major Regional	50	94.5	(12.6)	215.0	6.25	6.25	-	7.00
Rockingham	Regional	50	95.4	(13.2)	205.0	6.00	6.00	-	7.25
Ellenbrook Central	Sub Regional	100	97.7	(4.3)	247.1	6.00	6.00	-	7.00
Warwick Grove	Sub Regional	100	99.8	(5.1)	145.4	7.50	7.50	-	8.50
Maddington Central	Sub Regional	100	96.6	(4.2)	90.0	7.75	7.75	-	8.00
Livingston Marketplace	Sub Regional	100	99.5	(3.7)	79.5	6.25	6.25	-	7.25
Halls Head Central	Sub Regional	50	97.0	(1.0)	39.0	7.00	7.00	-	7.50
Karratha City	Sub Regional	50	97.9	(1.3)	39.0	7.75	7.75	-	7.75
Dianella Plaza	Neighbourhood	100	96.3	(2.3)	60.8	7.50	7.50	-	8.00
Victoria Park Central	Neighbourhood	100	96.0	(1.0)	24.5	6.25	6.25	-	7.00
DFO Perth	Outlet Centre	50	97.6	(0.2)	105.0	6.00	6.00	-	7.25

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

1. Based on ownership interest.

2. Net revaluation movement excludes non-cash adjustments for the amortisation of lease incentives and straight lining of rent.



December 2020 distribution payment	2 March 202
Ex-distribution date for June 2020 distribution	29 June 202
Record date for June 2020 distribution	30 June 202
2021 annual results	18 August 20
June 2021 distribution payment and 2021 Annual Tax Statements despatched	30 August 20
2021 Annual General Meeting	10 November 20
Ex-distribution date for December 2021 distribution	30 December 202
Record date for December 2021 distribution	31 December 20

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



For further information please contact:

Troy Dahms Senior Investor Relations Manager T +61 2 8229 7763 E troy.dahms@vicinity.com.au



Authorisation

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

#### Disclaimer

This document is a presentation of general background information about the activities of Vicinity Centres (ASX:VCX) current at the date of lodgement of the presentation 17 February 2021. It is information in a summary form and does not purport to be complete. It is to be read in conjunction with the 2020 Annual Report lodged with the Australian Securities Exchange on 19 August 2020. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered, with or without professional advice, when deciding if an investment objective is appropriate.

This presentation contains certain forecast financial information along with forward-looking statements in relation to the financial performance and strategy of Vicinity Centres. The words 'anticipate', 'believe', 'expect', 'project', 'forecast', 'estimate', 'outlook', 'upside', 'likely', 'intend', 'should', 'could', 'may', 'target', 'plan' and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings, financial position, performance and distributions are also forward-looking statements. The forward-looking statements included in this presentation are based on information available to Vicinity Centres as at the date of this presentation. Such forward-looking statements are not representations, assurances, predictions or guarantees of future results, performance or achievements expressed or implied by the forward-looking statements and involve known and unknown risks, uncertainties, assumptions and other factors, many of which are beyond the control of Vicinity Centres. The actual results of Vicinity Centres may differ materially from the anticipated results, performance or achievements expressed, projected or implied by these forward-looking statements and you should not place undue reliance on such forward-looking statements.

Except as required by law or regulation (including the ASX Listing Rules), Vicinity Centres disclaims any obligation to update these forward-looking statements.

## Thank you

10 101

↑ M E E & B E E O Target

the second

pere

Unigic

