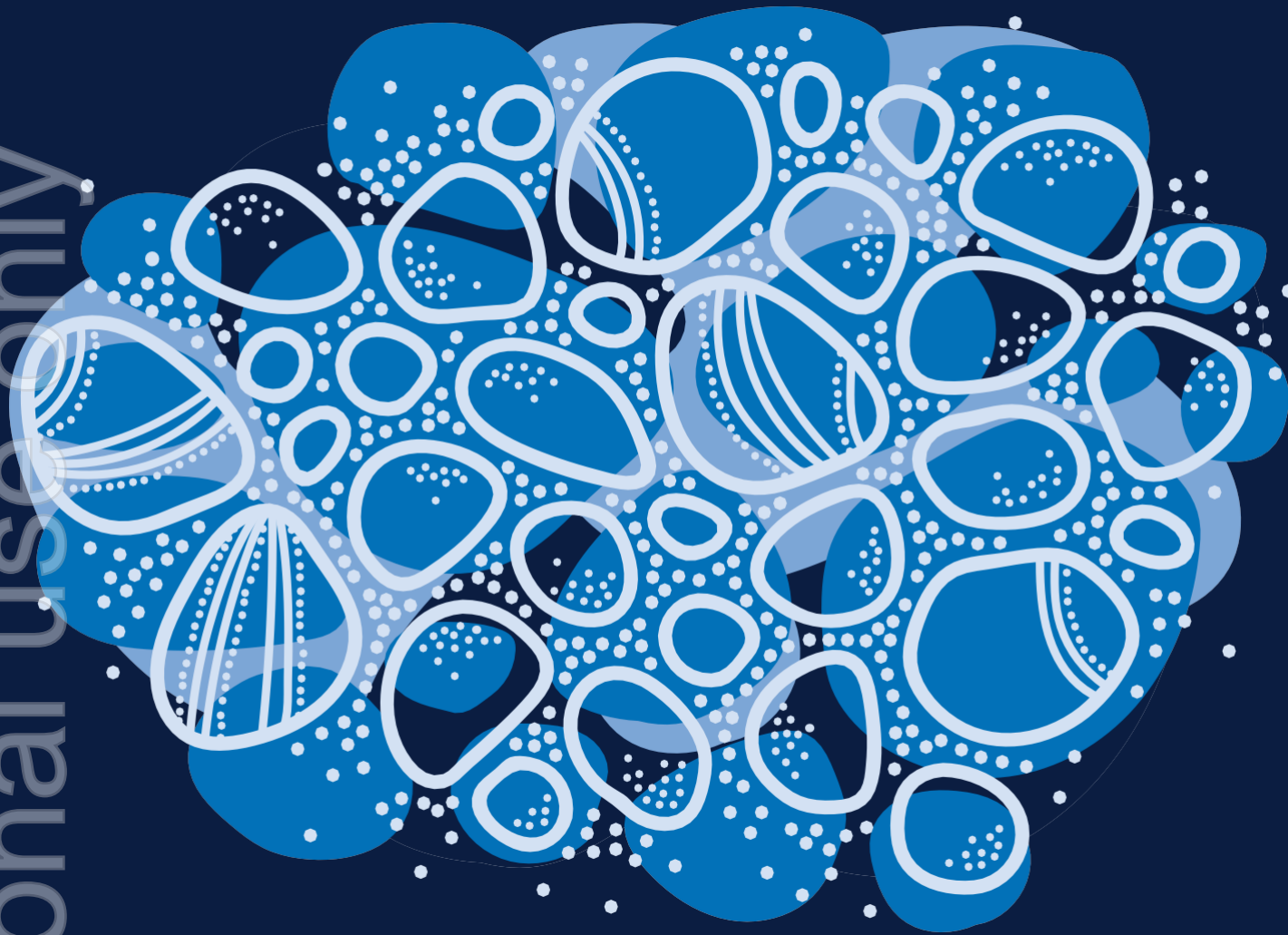




Charter Hall Group

2021 Annual General Meeting

11 November 2021



Acknowledgment of Country

Charter Hall is proud to work with our customers and communities to invest in, develop, and create property assets on land across Australia and New Zealand.

We pay our respects to the traditional owners, their elders past and present and value their care and custodianship of these lands.

Unearthed Purposes
This piece depicts our Earth
and what it provides to us.

Casey Coolwell
@chaboodesigns



David Clarke
Chair

David Harrison
Managing Director &
Group CEO

Agenda

1. Chair's Address: David Clarke
2. Managing Director's Address: David Harrison
3. Formal Business
4. Questions

Cover image: MidWest Logistics Hub,
Truganina



1

Chair's Address

2 Chifley Square, Sydney

Board of Directors



David Clarke
Chair



David Ross
Non-Executive Director



Jacqueline Chow
Non-Executive Director



Karen Moses
Non-Executive Director



Greg Paramor AO
Non-Executive Director



Philip Garling
Non-Executive Director



David Harrison
Managing Director &
Group CEO

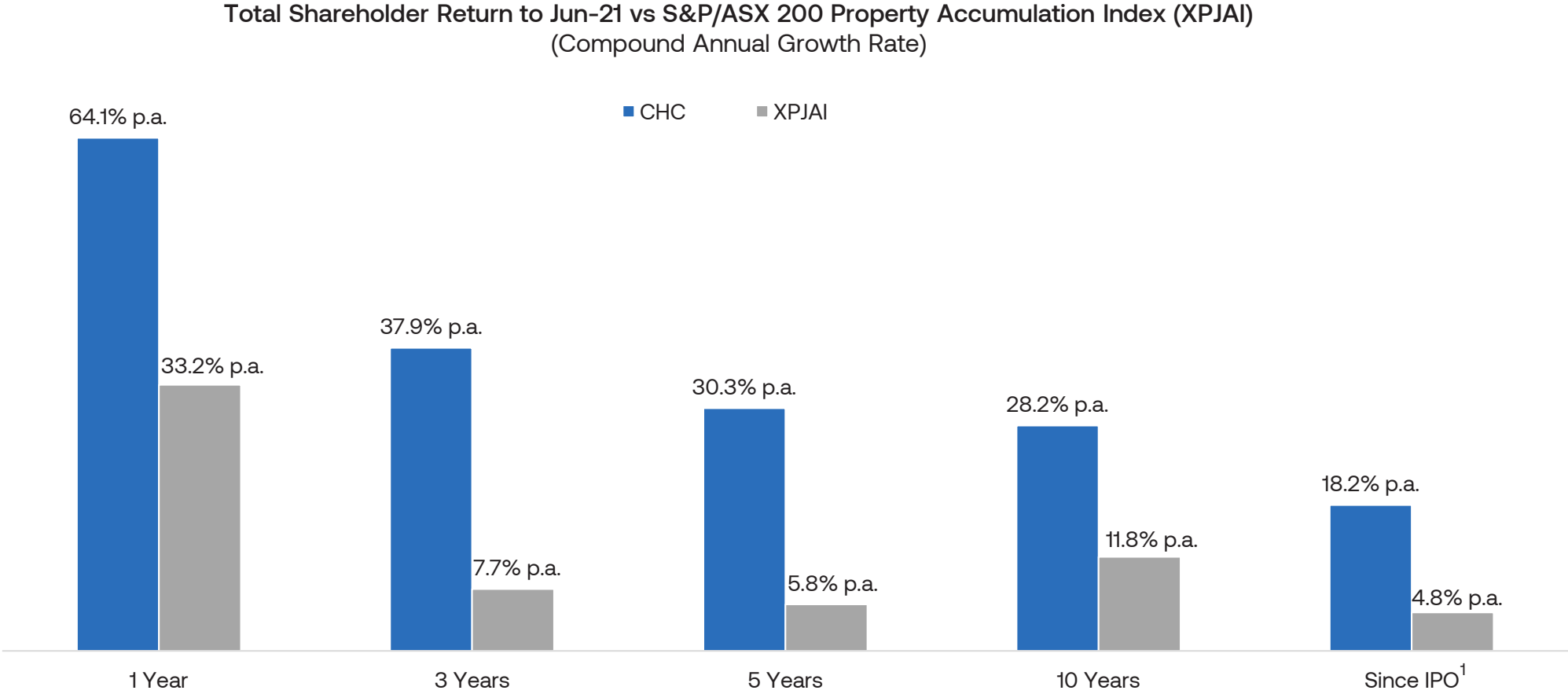


Chair's Address

David Clarke
Chair

Charter Hall performance

Outperformance relative to AREIT Index



¹. IPO July 2005
Source: UBS

ESG is a strong focus across the Charter Hall platform

We deliver in partnership with tenant customers and investors

Environment: Climate resilience



2020 PRI Leaders Group

Recognition for our work in climate reporting



41MW Solar PV Installed

With potential to generate 58.9GWh of electricity, equivalent to powering 8,305 homes



100% renewable

For grid supplied electricity. FY21 Industrial, FY22 Office, FY25 Retail



\$100M in sustainable Debt finance



5.04 star NABERS Energy Portfolio

Weighted average for office assets



7% reduction in emission intensity (Scope 1 & Scope 2) against the FY17, despite a 37% increase in area (FY17 to FY20)

Social: Strong communities



90% engagement score From our employees



Best Places to Work Ranked second in Property, Construction & Transport category in 2021 AFR Best Places to Work list



Globally pioneering Human health and wellness in workplace with more than 900,000sqm office space WELL Portfolio rated



\$739k spend with community partnerships Through social enterprises and charitable organisations



Employer of Choice for Gender Equality To by Workplace Gender Equality Agency (WGEA)



Reconciliation Action Plan Stage One Reflect RAP conditionally endorsed by Reconciliation Australia.

Governance: Responsible business



TCFD Alignment underway Cross Sector ESG Committee created to drive platform wide alignment and implementation



Modern Slavery Piloted PCA's supplier prequalification with out top 100 suppliers, with a further 100 suppliers to be added year on year



2030 Net zero target For Scope 1 and 2 emissions



#1 largest Green Star footprint in Australia 240 Green Star rated buildings across platform



21 funds completed GRESB Assessment in 2021



6 star Green Star ratings On all new CBD Office developments



First Australian property company To Pledge 1% of our time, space and profits to community partners



Social procurement Within the Office portfolio through partnership with Two Good

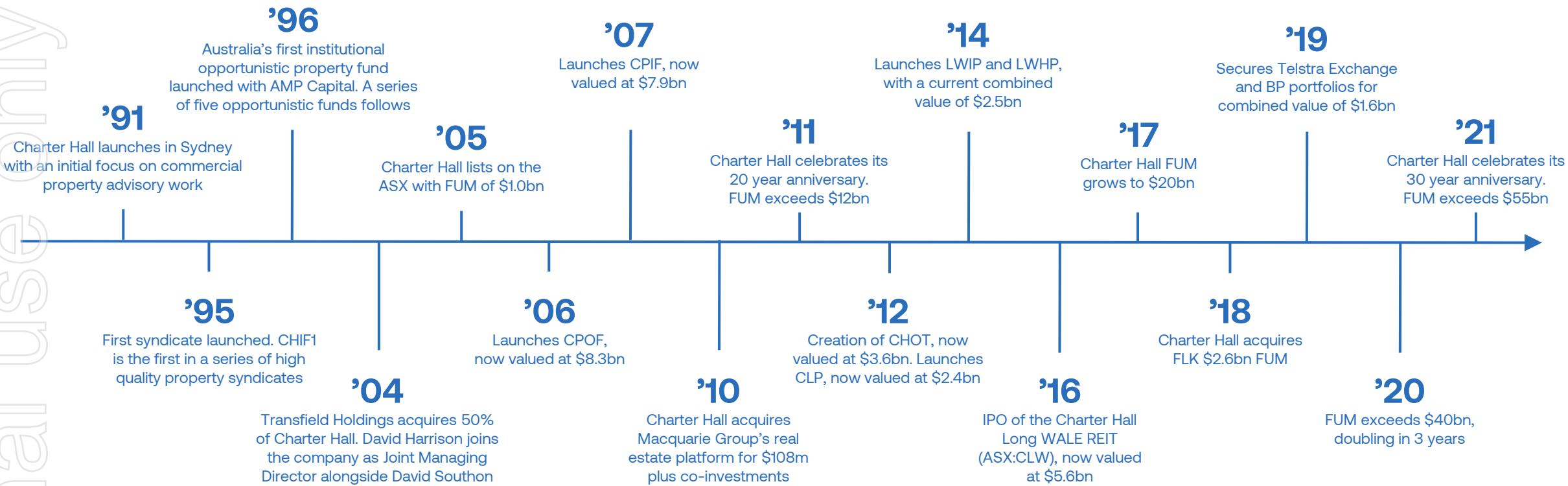


2

Managing Director's Address

Arnott's, Huntingwood Distribution Facility, Huntingwood

30 years of active partnership

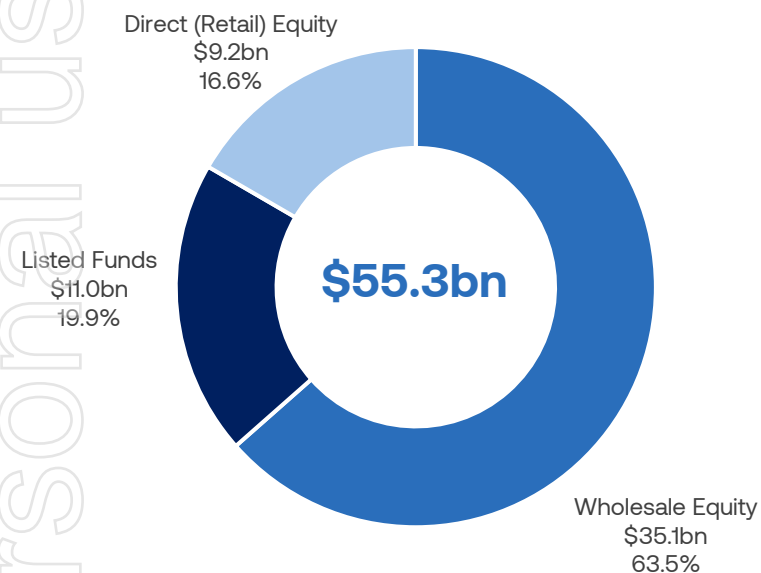


Group funds management portfolio

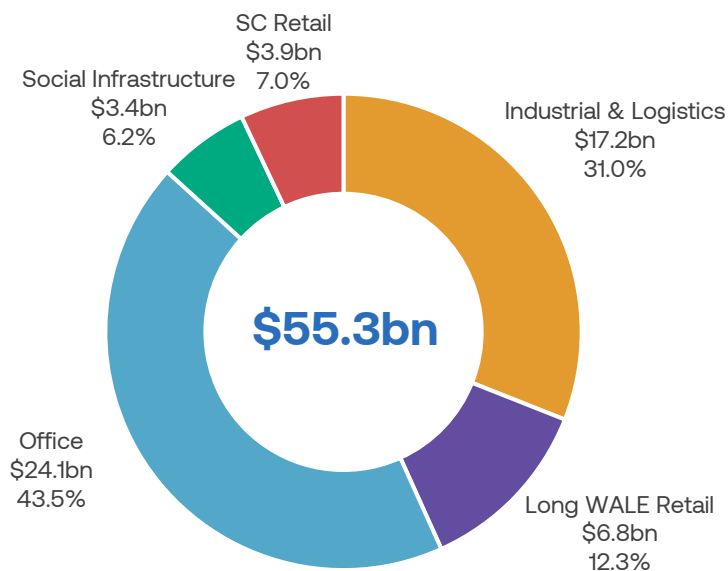
FUM has increased to \$55.3bn

	Portfolio value (\$bn)	Lettable area (m sqm)	No. of Properties	Net rent (\$m)	WALE (years)	Occupancy (%)	WACR (%)
31 October 2021	55.3	9.5	1,413	2,561	8.9	97.6	4.76
30 June 2021	52.3	9.0	1,388	2,492	9.1	97.7	4.79
30 June 2020	40.5	7.9	1,104	2,167	8.6	97.5	5.27

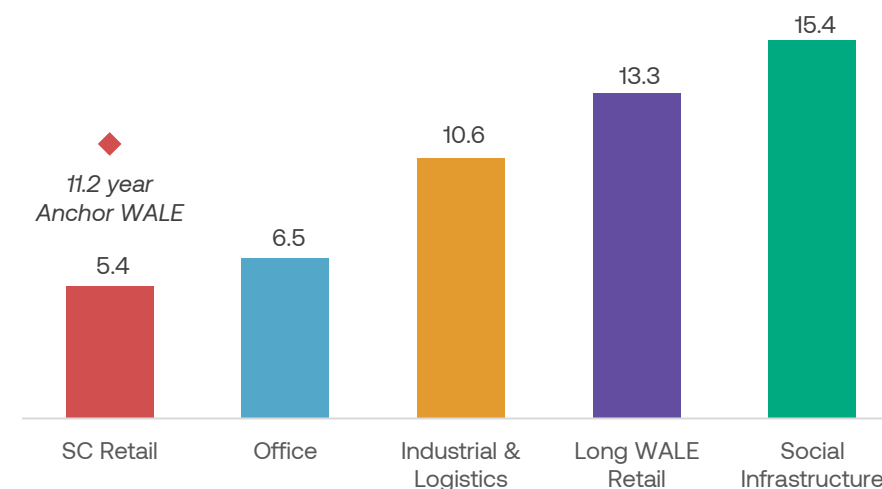
FUM by equity source



FUM by sector



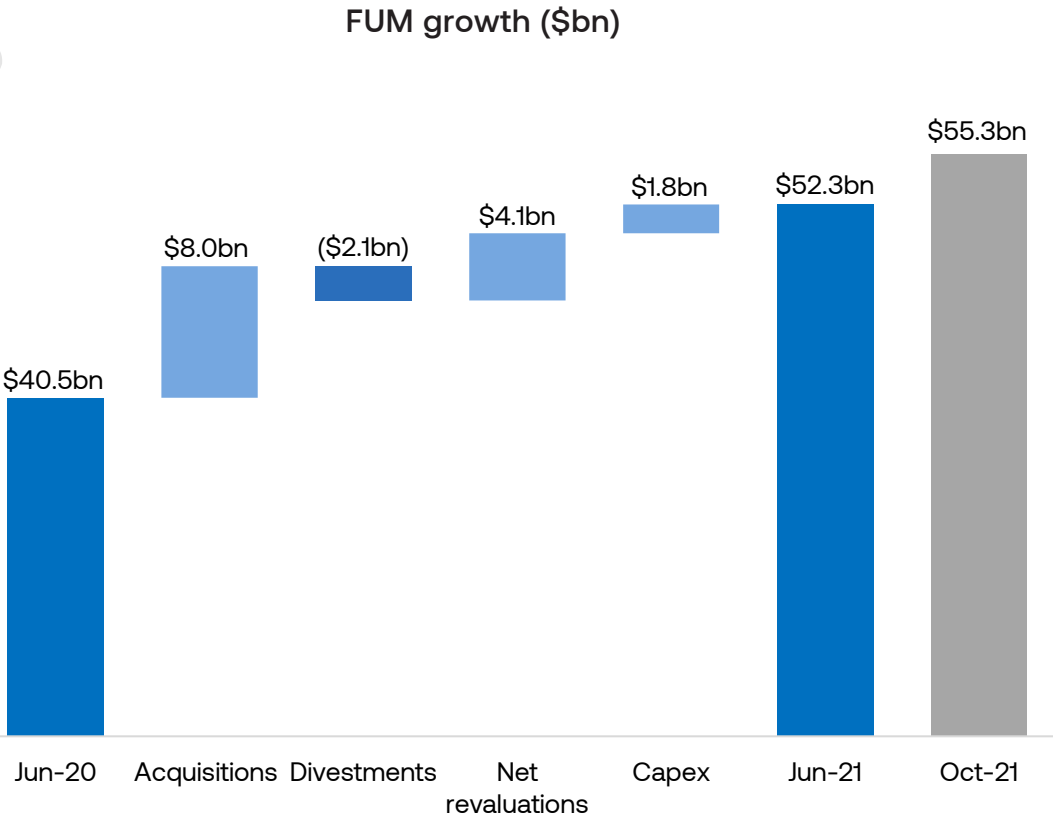
WALE by sector



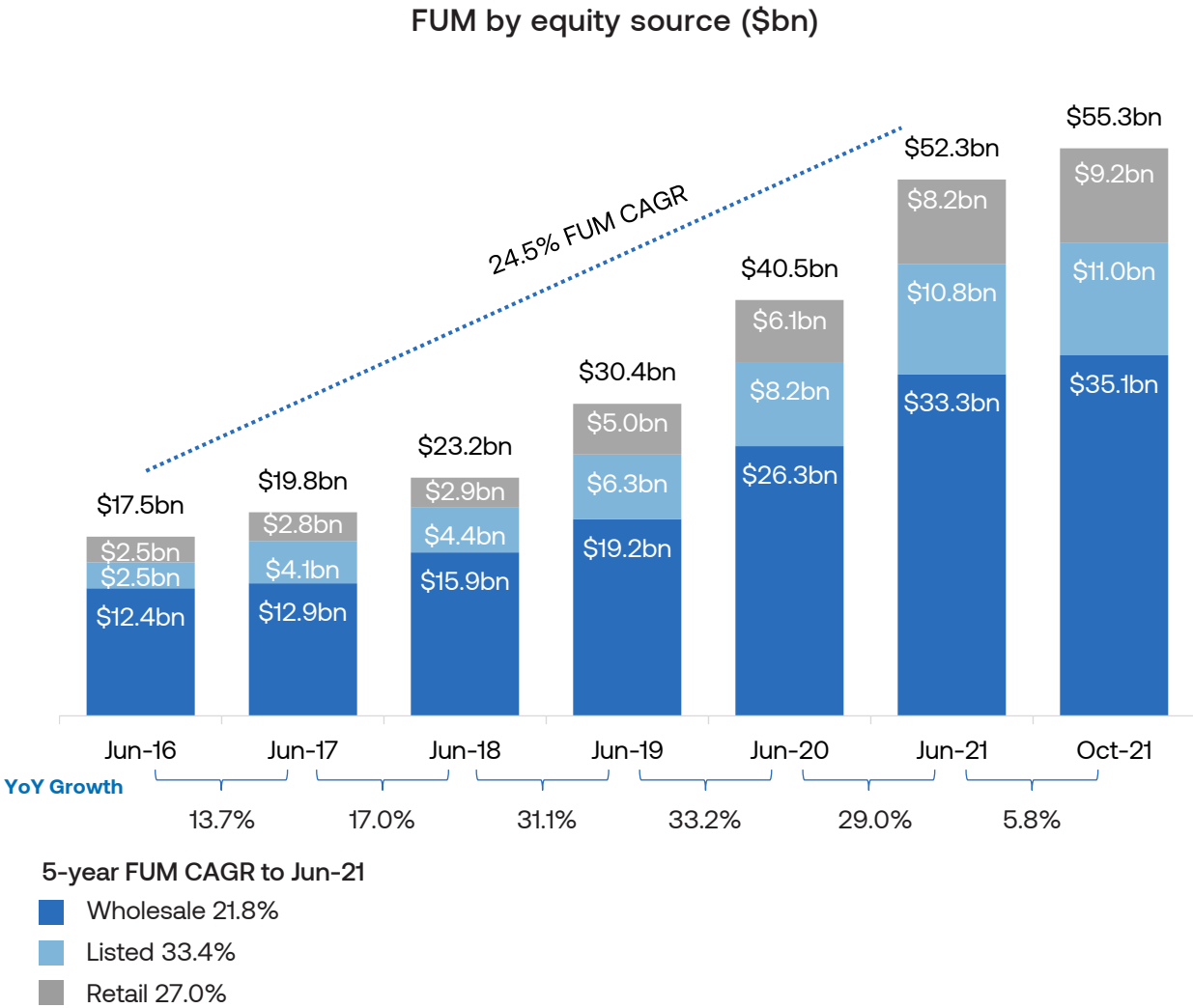
Funds Under Management (FUM) growth

5 year FUM CAGR to Jun-21 of 24.5%

FUM growth (\$bn)



FUM by equity source (\$bn)



Transactional activity

Recent transactional activity led by Industrial & Logistics and Office

FY21 (\$bn)	Industrial & Logistics	Long WALE Retail	Office	Social Infrastructure/ Other	Shopping Centre Retail	Total
Acquisitions	2.8	2.2	2.3	0.7	–	8.0
Divestments	(0.4)	(0.2)	(1.0)	(0.3)	(0.1)	(2.1)
Net transaction	2.4	1.9	1.3	0.4	(0.1)	5.9
Gross transactions	3.3	2.4	3.3	1.0	0.1	10.1

FY22 YTD (\$bn)	Industrial & Logistics	Long WALE Retail	Office	Social Infrastructure/ Other	Shopping Centre Retail	Total
Acquisitions	1.0	0.1	1.3	0.1	0.1	2.5
Divestments	(0.0)	(0.0)	(0.5)	(0.0)	–	(0.5)
Net transaction	1.0	0.1	0.8	0.1	0.1	2.0
Gross transactions	1.0	0.1	1.8	0.1	0.1	3.0



- Strong period of **inflows from all equity sources**
- Continued growth in Wholesale pooled funds and partnerships
- Growth in equity inflows continues with **growth in scale**
- **Over 45,000 investors** across FUM platform
- Direct platform average monthly inflows continuing at approximately **\$100 million per month**

Equity inflows

(\$m)	FY18	FY19	FY20	FY21	FY22 YTD
Wholesale pooled funds	649	1,802	1,272	2,111	33
Wholesale partnerships	322	219	1,298	1,448	134
Listed funds	77	692	1,369	659	25
Direct funds	653	691	1,136	1,107	419
Gross equity inflows	1,701	3,404	5,076	5,326	611
Net equity inflows	1,487	3,287	4,585	4,761	330

FY22 operating earnings guidance

On 1 November 2022, the Group upgraded post tax operating earnings per security (OEPS) to no less than 83 cents per security for FY22.

This earnings guidance does not include any forecast transactional activity yet to become unconditional and is based upon no material adverse change in current market conditions.

FY22 distribution per security guidance remains unchanged and is for 6% growth over FY21 distributions per security.



Guidance of **36% OEPS growth** to 83cps and **6% DPS growth**

charterhall.com.au/chc

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