



ANNUAL RESULTS

PRE-CLOSE PRESENTATION

FEBRUARY 2024



GROUP STRATEGY

EXECUTING ON OUR VISION TO ELEVATE EXCELLENCE



GROUP STRATEGY

SOUTH AFRICA

01

Develop best-in-class logistics parks with a focus on blue-chip tenants and long-term leases

02

Recycling capital through asset disposals to deploy into new developments in South Africa

03

Focus on investing in sustainability initiatives across the portfolio to enhance non-GLA income

UNITED KINGDOM

04

Continue to unlock planning on and dispose of schemes in the ENGL platform through forward funding agreements

05

Dispose of assets within the HSBC portfolio and repatriate funds into higher yielding SA developments

06

Conclude five-year rent-reviews to drive distribution growth and support property valuations



UK UPDATE

POTENTIAL BEYOND PROPERTY

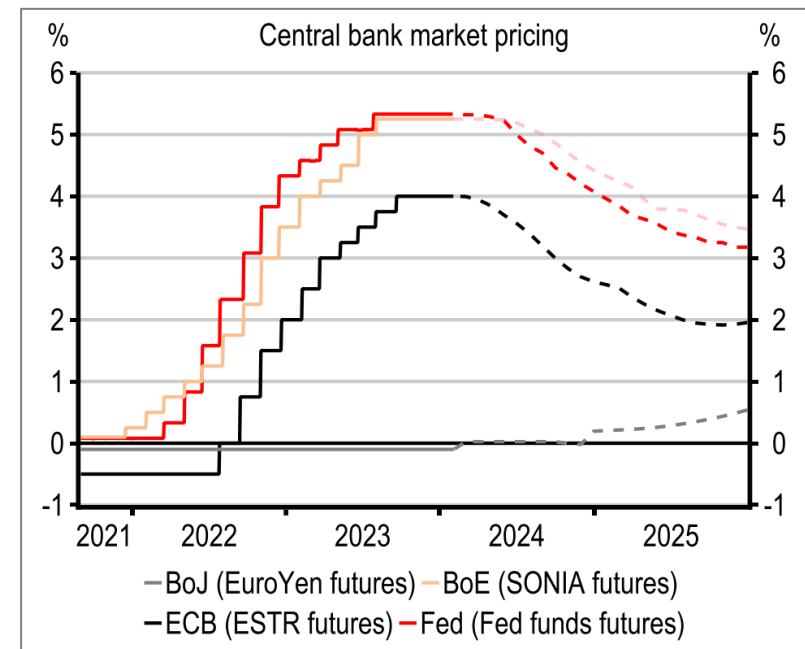


ENGL PLATFORM

UPDATE ON ENGL PLATFORM

- Heads of Terms concluded on platform disposal
 - Received favourable commercial terms
 - Warranty and guarantee provisions not acceptable
 - Given above, decision taken to not proceed
- Deploy capital towards value unlock in schemes
- Schemes will present opportunities for value unlock in the future, as planning consents are achieved
- Notable shift in sentiment in UK property market
 - Interest rates are forecast to start decreasing in 2H24

Interest rates forecast to decrease in 2H4



HSBC Research, 4 February 2024

ENGL PLATFORM

UPDATE ON ENGL PLATFORM

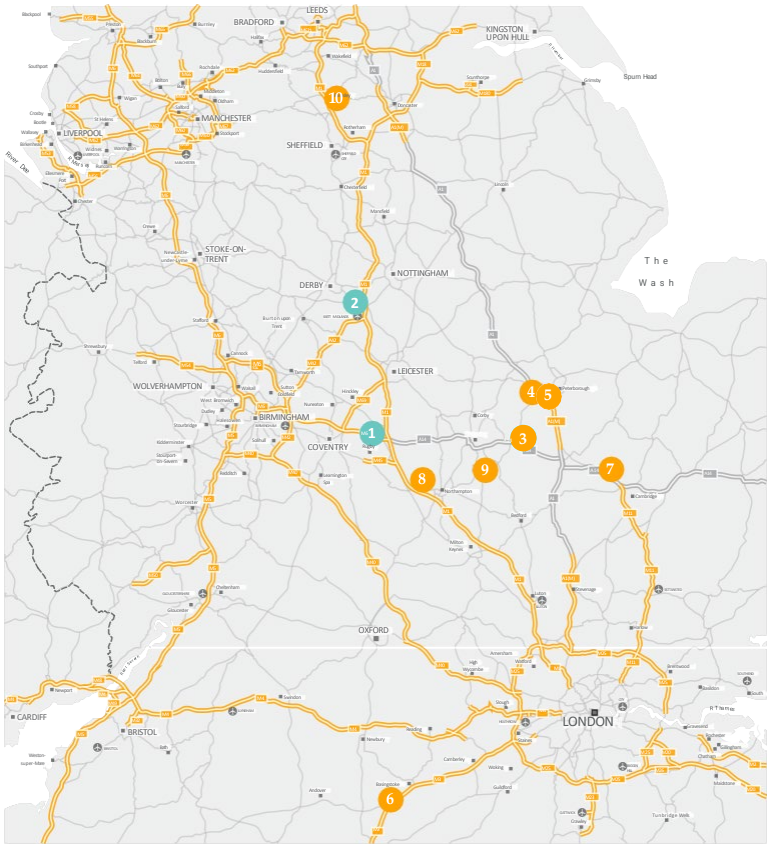
Current sites

- Planning approved at Coton Park
- Planning submitted at Thrapston; awaiting committee date
- Planning submitted at Basingstoke; awaiting committee date
- Planning achieved at J24; change in EIA legislation

Newport Pagnell

- All CPs met in Dec23
- First payment of £34m received in Jan24, expect second cheque of £21m in Oct25

ENGL PLATFORM



SITE NAMES/LOCATION

- 1 Coton Park, Rugby M6 / J1 Jct 24
- 2 Jct 24, Nottingham M1 / J24
- 3 Thrapston A14 / J13
- 4 A1 West (North) A1 / J17
- 5 A1 West (South) A1 / J17
- 6 Basingstoke M3 / J17
- 7 Cambridge West A14 / J28
- 8 Jct 16, Northampton M1 / J16
- 9 Rushden A45 / J14
- 10 Goldthorpe A635 / A1(M) / M1

UK PORTFOLIO

MOVEMENTS IN THE UK ASSET BASE

- Planned disposal of Amazon Peterborough, DPD Burgess Hill and DHL Leeds
- Tesco Hinckley sold Sep23 and DPD Swansea sold Jan24
- Remainder of UK portfolio amounts to £200m

UK ASSETS HELD FOR SALE

| # | TENANT | LOCATION | LEASE EXPIRY | NEXT RENT REVIEW | VALUATION FEB23 (£'m) | COMMENT |
|-------|--------|--------------|--------------|-------------------|-----------------------|-------------------|
| 1 | Amazon | Peterborough | 4Q36 | 4Q26 | 38 | Under negotiation |
| 2 | DHL | Leeds | 4Q35 | 4Q25 | 13 | Under negotiation |
| 3 | DPD | Burgess Hill | 1Q44 | 1Q24 ¹ | 18 | Under negotiation |
| TOTAL | | | | | 69 | |

| # | TENANT | LOCATION | LEASE EXPIRY | NEXT RENT REVIEW | VALUATION FEB23 (£'m) | RENT REVIEW CLAUSES ALL LEASES HAVE FIVE-YEAR RENT REVIEWS ² |
|-------|--------|--------------|--------------|------------------|-----------------------|--|
| 1 | EVRI | Hoyland | 3Q42 | 3Q27 | 85 | Higher of OMV or RPI-linked (collar, cap of 2%, 4%) |
| 2 | GXO | Coventry | 4Q32 | 4Q27 | 44 | Higher of OMV or CPI-linked (collar, cap of 2%, 4%) |
| 3 | Puma | Wakefield | 3Q34 | 3Q24 | 33 | Higher of OMV or RPI-linked (collar, cap of 1%, 3%) |
| 4 | DHL | Reading | 4Q33 | 4Q23 | 25 | Linked to OMV - upward only |
| 5 | Roche | Burgess Hill | 1Q35 | 1Q25 | 13 | RPI-linked (collar and cap of 1.75% and 3.5%) |
| TOTAL | | | | | 200 | |

¹ Rent review concluded Nov23, effective Mar24.

² Collar and caps are compounded annually.
E.g., a collar and cap of 2.0% and 4.0% will result in a minimum and maximum uplift of 10.4% and 21.7% every five years.



SA UPDATE

PUTTING INDUSTRIAL SPACE TO WORK



PORTFOLIO FUNDAMENTALS

SA INCOME-PRODUCING FUNDAMENTALS REMAIN STRONG

- 01** The portfolio has a WALE of 13.7 years.
- 02** The portfolio is fully let at 28 February 2024
- 03** 97.3% of tenants are “A-Grade”
- 04** 8% reduction in land holdings from Aug23 to Feb24



SA PORTFOLIO UPDATE

DISCIPLINED CAPITAL ALLOCATION OVER FY24 AND FY25

- Development spend over FY24 amounted to R2.5bn; predominantly attributable to Shoprite Canelands and TFG Riverfields
- FY25 development expenditure expected to be R1.3bn (contracted); primarily attributable to remainder of Shoprite developments
- Development spend to be funded through combination of capital recycling (SA and UK) and debt financing
- Land holdings decreased by 8% since Aug23, resulting in improvement in earnings quality
- Sufficient land to take advantage of development opportunities

DEVELOPMENTS IN PROGRESS AND COMPLETED DURING THE PERIOD

| TENANT | LOCATION | GLA | CAPITAL VALUE | COMPLETION DATE | YIELD | OWNERSHIP % |
|------------------------------------|--------------|-----------------------|--------------------|-----------------|---------|-------------|
| DEVELOPMENTS COMPLETED | | | | | | |
| Shoprite | Canelands | 104,000m ² | R422m ¹ | Oct 23 | 7.8% | 50.1% |
| TFG | Riverfields | 51,412m ² | R630m | Aug 23 | c. 8.5% | 100.0% |
| Cargo Compass II | Jet Park | 10,501m ² | R103m | Dec 23 | c. 9% | 100.0% |
| Normet | Jet Park | 4,748m ² | R63m | Oct 23 | c. 9% | 100.0% |
| Spar Encore | Jet Park | 17,066m ² | R188m | Feb 24 | c.9% | 100.0% |
| Ardagh Glass | Parow | 17,646m ² | R180m | Apr 23 | c.9% | 100.0% |
| DEVELOPMENTS CURRENTLY IN PROGRESS | | | | | | |
| Shoprite | Centurion | 9,144m ² | R195m | Mar 24 | 7.75% | 50.1% |
| Shoprite | Wells Estate | 80,531m ² | R1.1bn | Sep 24 | 7.8% | 50.1% |
| Shoprite | Riverfields | 93,964m ² | R1.4bn | Apr 24 | 7.8% | 100.0% |
| Speculative | Meadowview | 19,794m ² | R261m | Nov 24 | TBC | 100.0% |

1. This excludes the amount paid to acquire the pre-existing site at Canelands. Total GLA is 104,000m²

SA DISPOSAL UPDATE

ASSET RECYCLING PROGRAMME

- R1.2bn disposals achieved in FY24
- The SA assets disposed of during the period were concluded in line with book value
- R415m worth of assets earmarked for disposal in 1H25

SA DISPOSALS CONCLUDED DURING FY24

| ASSET | % SOLD | EFFECTIVE DISPOSAL DATE | PROCEEDS | PREMIUM/ DISCOUNT TO BOOK VALUE |
|--------------------------|--------|-------------------------|----------|---------------------------------|
| Tekstiel Road, Cape Town | 100% | May 23 | R100m | 14.4% |
| Portfolio, Gauteng | 35% | Jul 23 | R598m | 1.7% |
| Aviation Rd, Cape Town | 100% | Jul 23 | R42m | 0.0% |
| Assegaaai Rd, Cape Town | 100% | Nov 23 | R77m | 1.3% |
| Simba, Cape Town | 100% | Dec 23 | R106m | 6.4% |
| Pick n Pay, KZN | 100% | Dec 23 | R250m | -13.8% |
| TOTAL | | | R1,173m | -0.8% |



FUNDING AND BALANCE SHEET MANAGEMENT

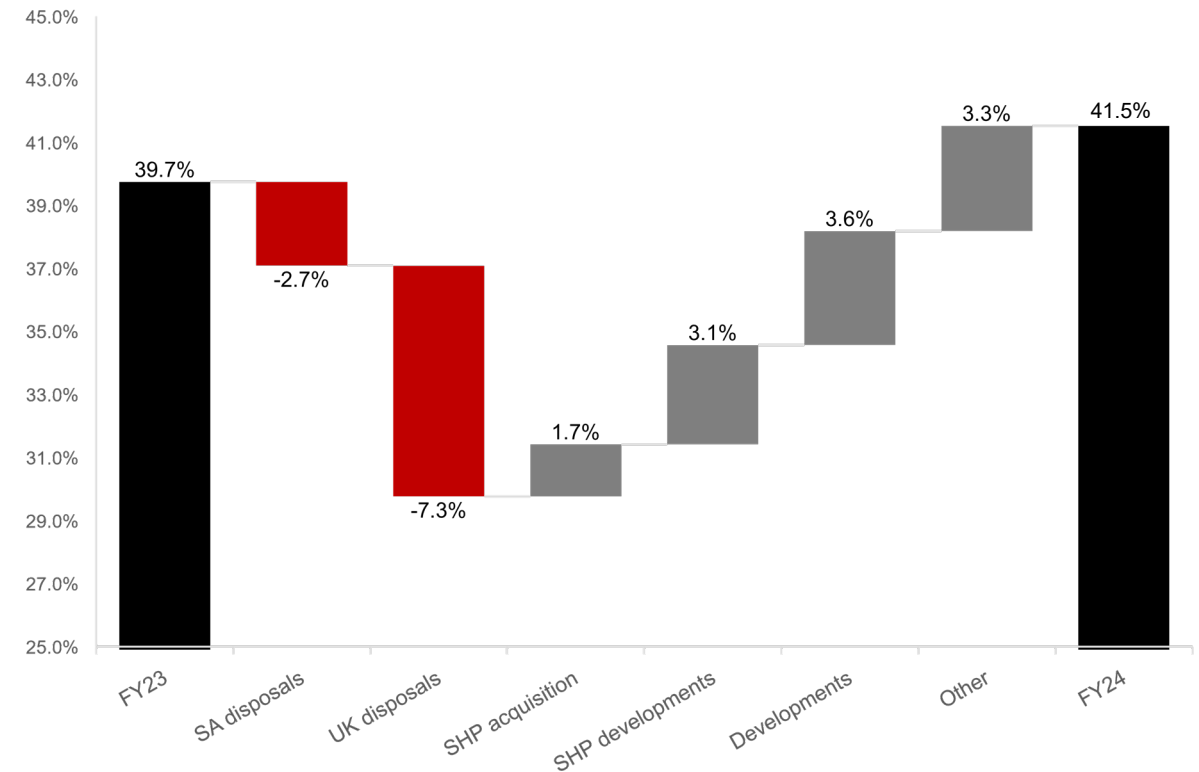
BALANCE SHEET OPTIMISATION



LTV RATIO FLIGHTPATH

EQUITES CONTINUES TO MANAGE LTV IN A CAPITAL CONSTRAINED ENVIRONMENT

- LTV ratio reduced from 42.3% at Aug23 to est. 41.5% at Feb24
- SA disposals amounted to R1.2bn for FY24
- UK disposals includes £34m first payment from Newport Pagnell (second payment expected 2H26)
- The acquisition of Shoprite Canelands DC in KZN amounted to R0.6bn during period
- Developments within RLF JV included Centurion, Canelands and Wells Estate and further developments included Shoprite and TFG at Riverfields, and Cargo Compass II, Normet and Spar Encore at Jet Park; this amounted to R2.5bn during FY24
- Comfortable with current LTV level; disposals of Amazon Peterborough, DHL Leeds and DPD Burgess Hill will reduce LTV



BALANCE SHEET MANAGEMENT

FINANCIAL UPDATE

- R1.7bn of committed undrawn debt facilities at Feb24
- 83.1% of debt maturing after 1 year hedged with interest rate derivatives maturing after 1 year; 92.5% of all debt hedged
- Interest rate sensitivity is 23bp for a 50bp move
- Continue to closely monitor interest rate environment to seek opportunities and hedge where appropriate; balancing low interest rate sensitivity and lower cost of debt

TREASURY DASHBOARD

| TREASURY KPIs | FY24e | 1H24 | FY23 | FY22 |
|------------------------------|-----------|---------|---------|---------|
| LTV Ratio | ↓ 41.5% | 42.3% | 39.7% | 31.5% |
| Total facilities | R13.8bn | R14.5bn | R12.6bn | R10.2bn |
| Drawn facilities | R12.1bn | R12.4bn | R11.3bn | R9.0bn |
| Committed undrawn facilities | R1.7bn | R2.1bn | R1.3bn | R1.2bn |
| Average term of debt | ↑ 3.7 yrs | 3.3 yrs | 3.4 yrs | 2.7 yrs |
| ZAR all-in cost of debt | ↓ 9.11% | 9.22% | 8.58% | 7.25% |
| GBP all-in cost of debt | ↓ 3.62% | 4.31% | 4.15% | 2.76% |
| % of debt hedged >1 year | ↑ 83.1% | 83.7% | 107.5% | 98.4% |
| % of all debt hedged | ↑ 92.5% | 83.4% | 81.4% | 90.5% |

BALANCE SHEET MANAGEMENT

DEBT FUNDING

Debt auction results

- Debt auctions in Sep23 and Nov23 to refinance debt maturities
- Debt margins continue to tighten, reducing cost of debt
- All-in cost of debt reduced 10bps in SA (3mJ+75bp) and 55bps in UK (SONIA less 144bp)

| NOTE | TENOR | TRADE | AMOUNT | MARGIN |
|--------|-------|-------------------|--------|--------|
| EQT014 | 3yr | Auction | R300m | 129 |
| EQT017 | 3yr | Private placement | R200m | 125 |
| EQT015 | 5yr | Auction | R450m | 139 |
| EQT016 | 5yr | Auction | R500m | 138 |
| EQT019 | 5yr | Private placement | R500m | 137 |
| EQT020 | 7yr | Private placement | R250m | 153 |

Debt repayment & maturities

- SA debt maturities are primarily listed debt which will be refinanced in auctions in Jun24 and Nov24
- UK debt maturities Sep25 and Aug32



PROSPECTS

ELEVATING EXCELLENCE



PROSPECTS

- DPS guidance of 130 – 140 cents per share for FY24 unchanged
- 100% payout ratio
- LTV ratio of approximately 40% at FY24, with transactions post period-end reducing this further
- All developments currently tracking approved budgets and timelines





Cape Town
(Head Office)

+27 21 460 0404

14th Floor, Portside Tower
4 Bree Street
Cape Town
8001
South Africa

Johannesburg

+27 10 286 0469

4 Meadowview Lane
Equites Park, Meadowview
Linbro Park
2065
South Africa

