



## **HY 21 OVERVIEW**

Amelia Beattie Chief Executive



### **AN OVERVIEW OF 1H 2021**



Remain focused on health and safety initiatives to enhance the customer experience, ensuring our people, customers, tenants and shareholders are safe (SAFE spaces)



Demand for L2D space remains strong, given the quality of our assets and our focus on ensuring sustainable business operations



encouraging recovery in our trading environment throughout all our assets, underpinned and reiterated by both the quality of our assets and tenants



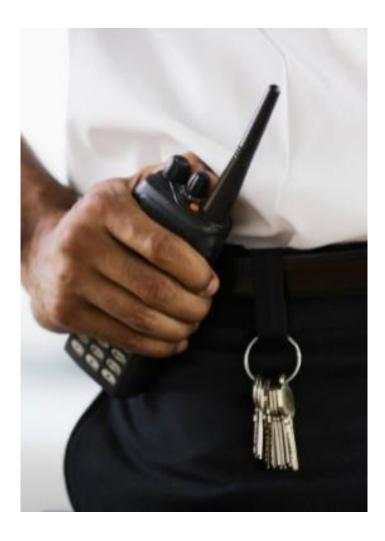
continue to implement
effective capital and
risk management
strategies to protect and
strengthen our balance
sheet and ensure that the
correct growth
opportunities are pursued,
as critical to our ongoing
sustainability

H1 2020 had 3 excellent months, and 3 months in hard lockdown; H1 2021 felt the continued impact of Covid-19 for 6 months for certain sectors

### Distribution of 15.79 cents per share



## SAFE ENVIRONMENT FOR TENANTS REMAINS OUR NO 1 PRIORITY





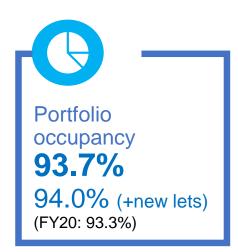
- Midlands and Promenade achieved a gold status from SHORE
- Midlands Mall was closed as a precautionary measure for 4 days during the social unrest
- Additional security costs claim for protection during the riots sent to SASRIA
- L2D and Liberty supported Gift of the Givers (GOTG) in KZN



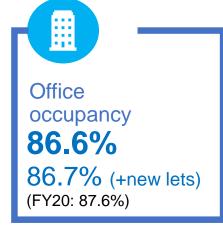
- Sandton and Eastgate will use the proceeds from their parking income to donate R1m to Rays of Hope and GOTG
- We are in the process of being recertified by SAFE Asset Group for the Covid-19 compliance certification
- Pick-up zones were created to accommodate restaurants that could only provide delivery/collection services

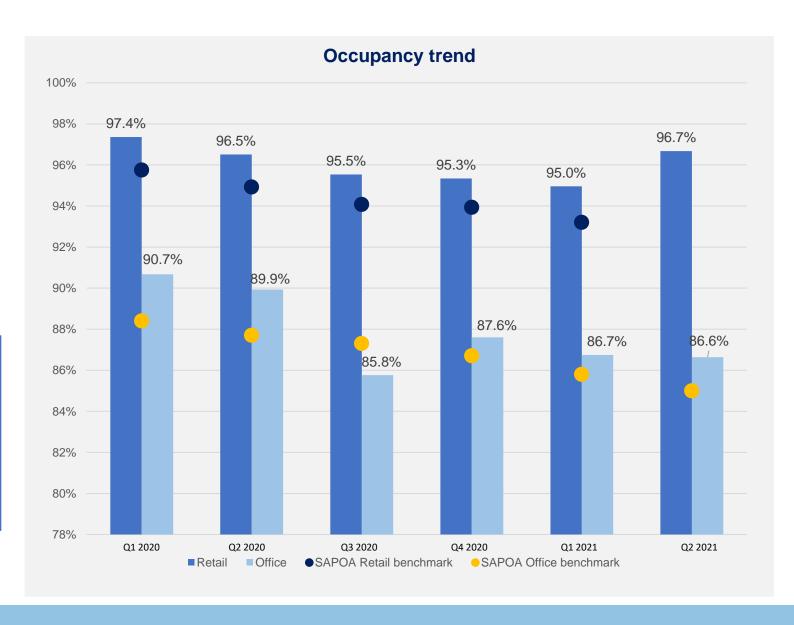


OVERVIEW



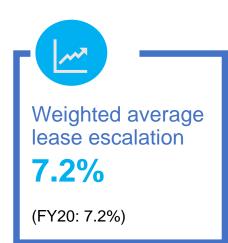


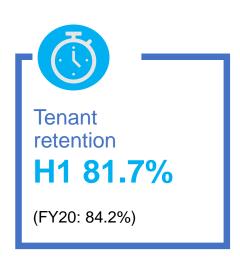


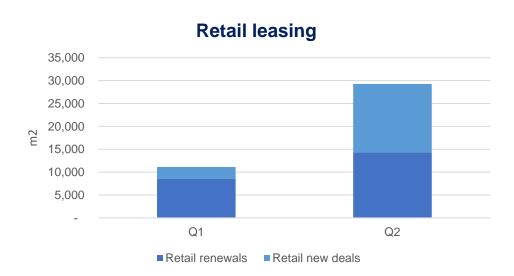


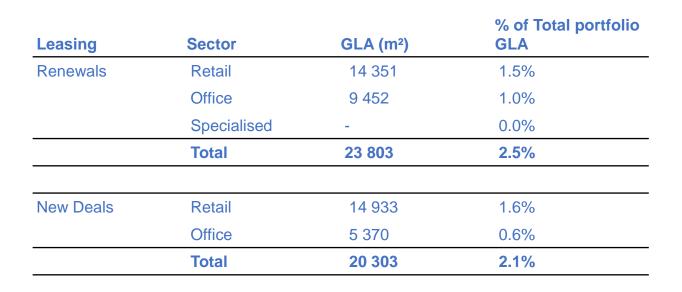


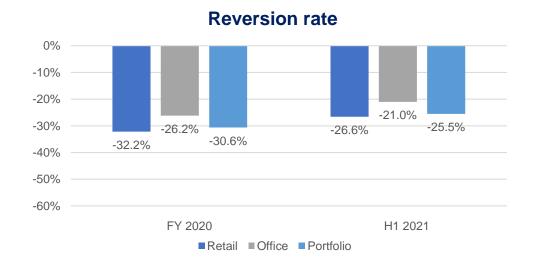
## **GOOD LEASING ACTIVITY**





















## **ENHANCING CUSTOMER EXPERIENCE**

















DESCH SINCE 1874







































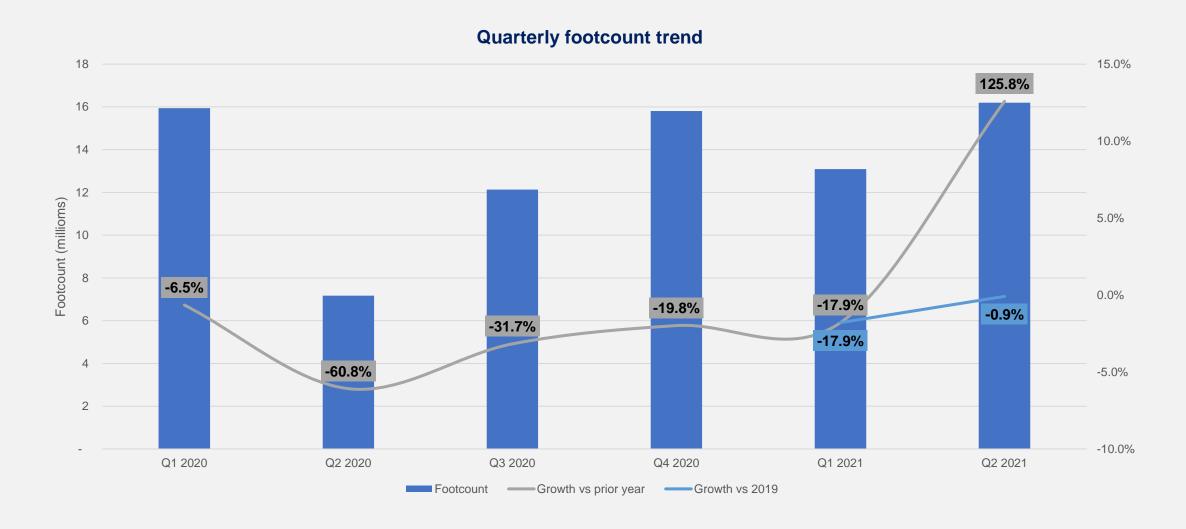








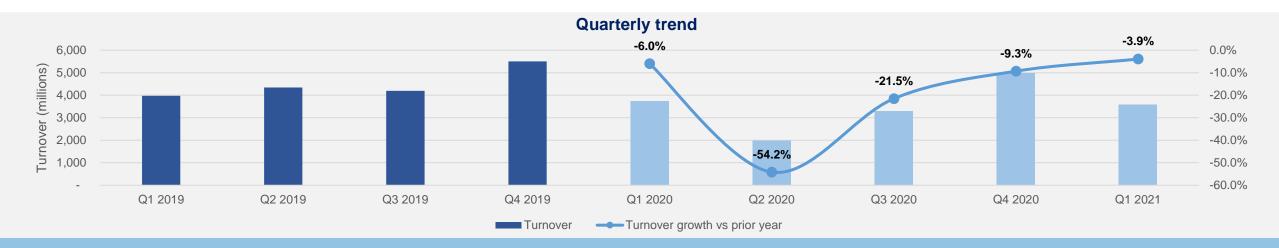
## **EASED**





## **QUARTERLY PORTFOLIO PERFORMANCE**

Quarterly Turnover Growth (Y/Y %)	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Apr-21 vs Apr-19	May-21 vs May-19
Sandton City	-1.4%	-58.4%	-20.4%	-4.4%	-2.1%	4.8%	14.5%
Eastgate	-12.5%	-49.4%	-22.6%	-13.5%	-4.7%	-16.5%	-1.4%
Lifestyle Centre	-4.2%	-34.2%	-3.3%	8.2%	16.5%	10.2%	20.3%
Midlands Mall	-8.6%	-45.9%	-14.8%	-5.1%	0.6%	-3.7%	6.4%
NMS	-17.5%	-88.0%	-63.0%	-37.6%	-29.2%	-36.9%	-38.8%
Promenade	-2.7%	-52.4%	-16.6%	-11.7%	-6.2%	-12.8%	-2.8%
Botshabelo	17.0%	-2.2%	13.4%	11.4%	10.7%	30.4%	21.3%
Portfolio Full (Excl. Melrose Arch)	-5.6%	-53.4%	-20.6%	-8.4%	-3.4%	-4.9%	4.8%
Melrose Arch	-13.6%	-70.5%	-40.6%	-28.9%	-15.1%	-23.6%	-18.9%
Full Portfolio	-6.0%	-54.2%	-21.5%	-9.3%	-3.9%	-5.8%	3.7%







## PORTFOLIO CATEGORY PERFORMANCE

Category	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Apr-21 vs Apr-19	May-21 vs May-19
Apparel	-11.1%	-56.9%	-22.9%	-4.1%	-2.1%	-5.8%	11.8%
Department Stores	-8.4%	-49.1%	-30.1%	-17.7%	-15.0%	-25.2%	-5.1%
Grocery	36.5%	7.0%	13.8%	-1.5%	-5.4%	22.1%	27.1%
Luxury Brands	10.4%	-54.1%	29.1%	37.6%	51.1%	84.0%	88.3%
Technology	-2.4%	-38.0%	6.1%	-4.6%	21.2%	14.5%	15.7%
Top 5 categories in turnover contribution	-2.8%	-46.4%	-15.0%	-5.0%	0.0%	-1.5%	12.4%

The Top 5 categories combined contribute 70.5% to the total turnover of the portfolio.







### **NET ZERO WASTE JOURNEY**



- Composting facility installed at Midlands Mall (July 2021)
- Appointment of new waste service provider beginning 1 August 2021 with alignment to L2D's goals of Net Zero Waste
- Engagement with national and anchor tenants on L2D's sustainability journey and Net Zero Waste target



- Tenant separation of waste at source to commence in August
- Developing strategy to deal with the so called "last mile" of waste, to ensure that it remains out of landfill

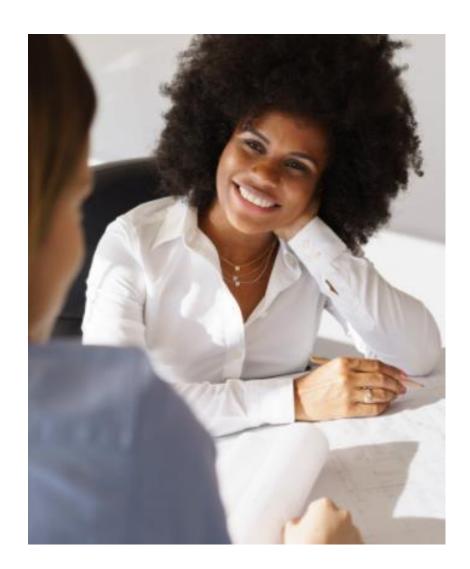


OVERVIEW

### **SUPPORTING SUSTAINABLE TRANSFORMATION**



- Level 2 B-BBEE status awarded
- B-BBEE procurement level: 125%
- Focused strategy on Enterprise and Supplier Development contributed to the rating
- Programmes that make a difference in positively transforming the sector
- Supporting small black owned businesses to ensure the Enterprise and Supplier Development gap is closed
- Focused procurement spend #Payin30 initiative commitment







# HY 21 FINANCIAL REVIEW

José Snyders Financial Director





## STATEMENT OF COMPREHENSIVE INCOME FOR THE SIX MONTHS ENDED 30 JUNE 2021

OVERVIEW

FINANCIAL REVIEW

CONCLUSION

SUPPLEMENTARY INFORMATION

R'000	Unaudited 30 June 2021	Restated Unaudited 30 June 2020
Property portfolio revenue	438 800	476 354
Net (loss)/revenue from hotel operations	-	(810)
Property operating expenses including change in expected credit losses	(198 062)	(273 747)
Net property income	240 738	201 797
Revenue from contracts with customers	26 774	32 606
Other income	1 319	770
Operating costs	(53 622)	(53 053)
(Loss)/Profit from operations	215 209	182 120
Net interest expense	(71 047)	(78 430)
Net fair value adjustments	37 755	(1 509 501)
(Loss)/profit before taxation	181 917	(1 405 811)
Taxation	(7 508)	0
Total comprehensive (loss)/income	174 409	(1 405 811)
Distributable income	143 432	133 124
Distributable income per share (cents)	15.79	14.65

Distribution of 15.79 cents per share





## STATEMENT OF FINANCIAL POSITION AS AT 30 JUNE 2021





CONCLUSION

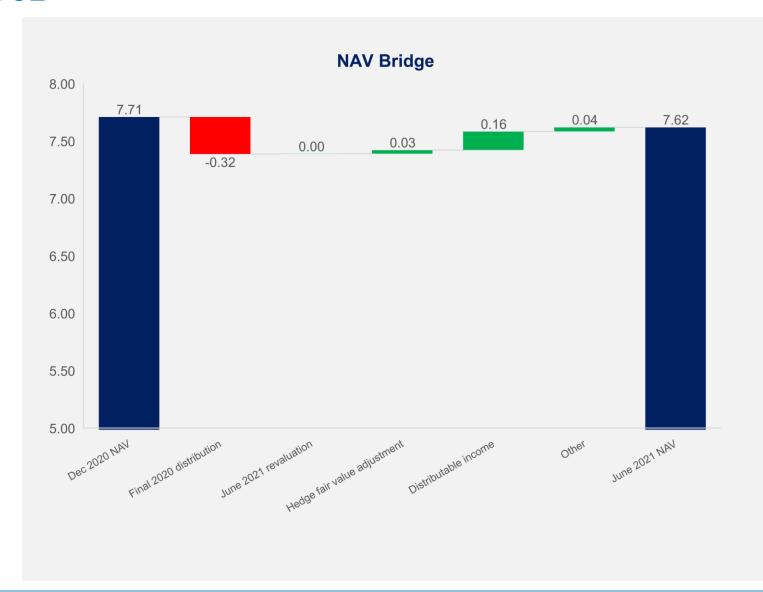
SUPPLEMENTAR INFORMATION

R'000	Unaudited 30 June 2021	Restated unaudited 30 June 2020
Non – current assets	8 389 167	8 689 614
Non – current assets held for sale	153 300	123 213
Current assets	410 327	365 500
Total assets	8 952 794	9 178 327
Non – current liabilities	1 304 773	1 910 964
Current liabilities	892 332	257 150
Trade and other payables	136 012	167 956
Financial instruments	31 267	61 495
Lease liabilities	682	824
Financial liabilities	724 371	26 875
Total liabilities	2 197 105	2 168 114
Capital	8 780 921	8 780 921
Retained surplus	151 458	140 497
Share—based payment reserve	32 852	23 147
Treasury shares	(120 983)	(62 386)
Mergers/capital reserve	(426 104)	(426 104)
Non-distributable reserve	( 1 662 455)	(1 445 862)
Total equity	6 755 689	7 010 213
Total equity and liabilities	8 952 794	9 178 327



## **NET ASSET VALUE PER SHARE BRIDGE**

- Net asset value is underpinned by properties that are independently valued by external valuers twice a year
- The June 2021 valuation has seen a decrease in the value of the hotels, Eastgate and the Umhlanga offices which was offset by growth in the regional shopping centres and Sandton City





### **DEBT FACILITIES**

23.97% (1H20: 21.69%)
Group loan-to-value



**7.92%** (1H20: 8.11%)

NACA (weighted average cost of debt)



R247m (1H20: R339m)

Unutilised RCF facilities



**3.4 X** (1H20: 3.2)

Group interest rate cover (ICR)



R1.80bn (1H20: R1.85bn)

Term debt



**1.62 years** (1H20: 2.34years)

average hedge expiry



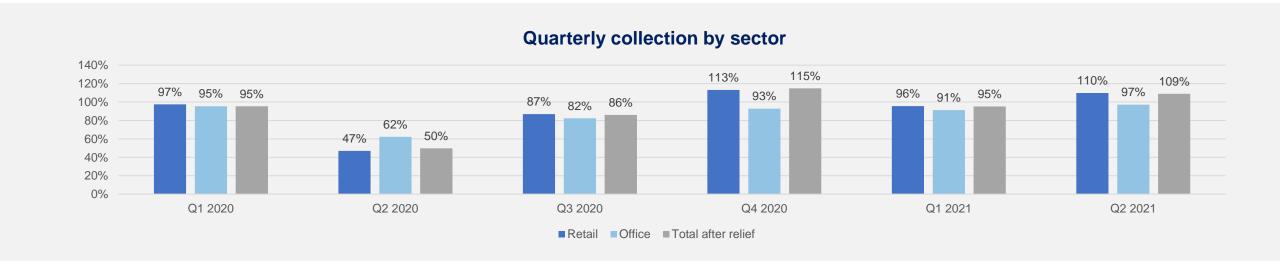
## **Maturity profile**

1 year - 27.7% 2 year - 44.5% 3 year - 27.7%



## **RENT RELIEF AND COLLECTIONS**

- Rent relief remains a critical focus and L2D continues to work with the tenant categories most impacted.
- As at 30 June 2021, 93.2% of negotiations with tenants have been concluded (30 April 2021: 89.9%).
- Additional rental relief has been granted in 2021 to movie theatres, gyms and restaurants as these sectors continued to be impacted and required additional support.
- Rental collections have improved over the first half of the year to 112% for June 2021.
- The collections for Q2 2021 averaged 109%, up from 95% in the previous quarter.





### **LOOKING AHEAD**



#### **Operational Strategy**

- Cost optimization
- Income protection
- Capital projects
- Alternative income streams
- Disposal of non-core assets



#### **Capital and Risk management**

- Protect and preserve balance sheet
- Cost control
- Pursue operational growth opportunities aligned with our strategic intent



#### **Safety and Security**

- Customers
- Tenants
- Service providers
- L2D's people
- Stakeholders

Despite the climate of uncertainty, our assets and tenants should continue to underpin resilient demand for L2D space and trading levels. We remain committed to executing our business deliverables in a sustainable manner and remaining adaptive as we rebuild for growth

Given the current level of uncertainty, no distribution guidance will be provided for the remainder of the 2021 financial year





## CONCLUSION

Amelia Beattie Chief Executive







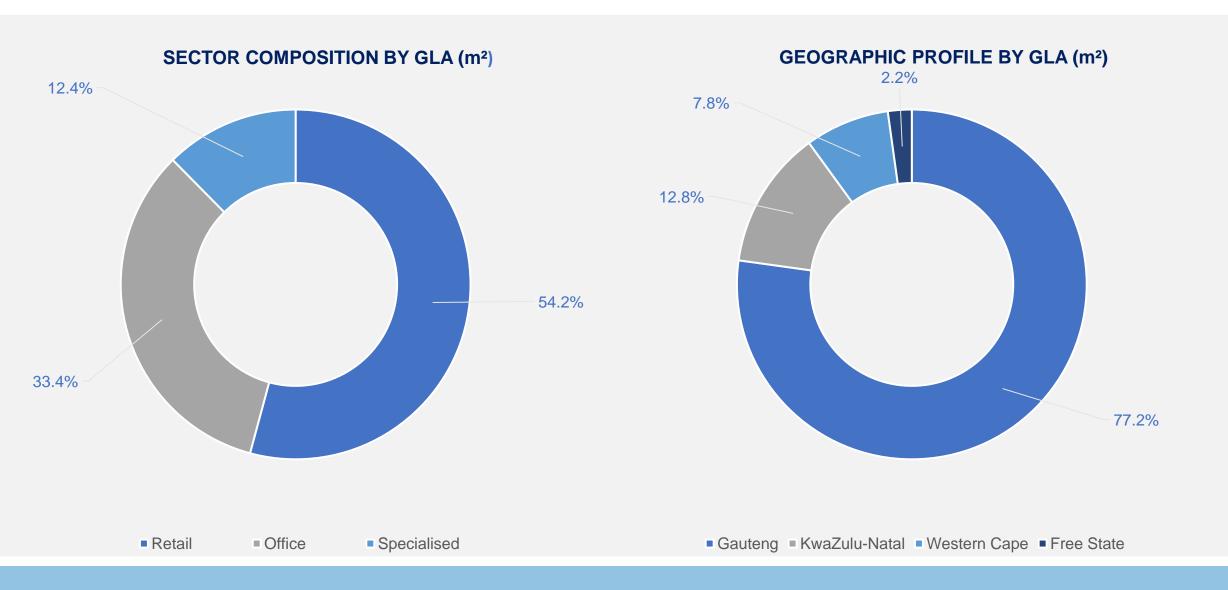




# SUPPLEMENTARY INFORMATION











## **GLA RECONCILIATION**

Liberty Two Degrees total gross lettable area reported at 30 June 2020 decreased, as per this breakdown

(m²)	GLA Jun 2	21 GLA Dec 20	Variance
Retail	512 70	512 701	0
Office	316 0	316 011	0
Specialised	117 60	117 606	0
Total	946 3	8 946 318	0



## **SANDTON CITY COMPLEX**

	Jun 2021	Dec 2020	Jun 2020	Dec 2019	Jun 2019	Dec 2018
Retail						
Average net rental (R/m²)	502	558	534	542	538	510
Average net rental after rent relief (R/m²)	495	455	457			
Occupancy (%)	98.5	97.8	98.9	99.6	99.4	99.6
Occupancy including pre-lets (%)	99.1	97.9	99.1	99.8	99.5	100.0
Office						
Average net rental (R/m²)	148	151	162	152	159	141
Average net rental after rent relief (R/m²)	123	132	162			
Occupancy (%)	70.7	76.5	73.4	72.9	75.8	74.5
Occupancy including pre-lets (%)	70.8	78.2	78.1	72.9	79.7	79.0



Growth Rates					
	21 vs 20	21 vs 19			
January	-21%	-11%			
February	-15%	-3%			
March	41%	3%			
April	1645%	5%			
May	140%	15%			





## **EASTGATE COMPLEX**

	Jun 2021	Dec 2020	Jun 2020	Dec 2019	Jun 2019	Dec 2018
Complex (retail and office)						
Average net rental (R/m²)	346	343	369	374	360	368
Average net rental after rent relief (R/m²)	339	304	312			
Occupancy (%) – retail	95.0	92.6	93.4	96.4	96.9	99.0
Occupancy including pre-lets (%)	95.3	93.5	93.5	96.9	98.2	99.0
Occupancy (%) – office	96.1	96.1	97.3	97.3	97.3	97.3
Occupancy including pre-lets (%)	96.1	96.1	97.3	97.3	97.3	97.3



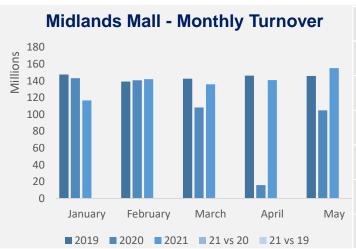
Growth Rates						
1 vs 20	21 vs 19					
-20%	-22%					
-6%	-11%					
16%	-17%					
	-17%					
	-1%					
	1 vs 20 -20%					





## **MIDLANDS MALL AND LIFESTYLE CENTRE**

	Jun 2021	Dec 2020	Jun 2020	Dec 2019	Jun 2019	Dec 2018
Midlands Mall retail						
Average net rental (R/m²)	220	223	222	219	221	214
Average net rental after rent relief (R/m²)	215	184	167			
Occupancy (%)	98.3	99.0	99.6	100.0	98.6	98.1
Occupancy including pre-lets (%)	98.7	99.0	99.6	100.0	99.4	98.1
Lifestyle Centre retail						
Average net rental (R/m²)	154	173	169	163	167	165
Average net rental after rent relief (R/m²)	146	141	126			
Occupancy (%)	94.6	96.0	96.8	98.7	94.5	92.8
Occupancy including pre-lets (%)	95.9	96.0	96.8	98.7	98.0	92.8



	Midlands Mall - Growth Rates							
		21 vs 20	21 vs 19					
	January	-19%	-21%					
	February	1%	2%					
	March	26%	-5%					
,	April	779%	-4%					
	May	48%	6%					



LC - Growth Rates						
	21 vs 20	21 vs 19				
January	-2%	-1%				
February	22%	23%				
March	31%	14%				
April	202%	10%				
May	79%	20%				





## **NELSON MANDELA SQUARE**

	Jun 2021	Dec 2020	Jun 2020	Dec 2019	Jun 2019	Dec 2018
Retail						
Average net rental (R/m²)	462	517	528	516	508	475
Average net rental after rent relief (R/m²)	362	315	306			
Occupancy (%)	88.9	77.3	90.4	91.0	90.5	99.1
Occupancy including pre-lets (%)	88.9	88.2	91.2	91.7	91.2	100.0
Office						
Average net rental (R/m²)	117	129 <sup>1</sup>	137	107	112	108
Average net rental after rent relief (R/m²)	117	110	137			
Occupancy (%)	71.1	66.5	58.1	59.3	62.8	67.7
Occupancy including pre-lets (%)	71.1	66.5	59.4	62.3	63.2	70.7



Growth Rates					
	21 vs 20	21 vs 19			
January	-45%	-45%			
February	-46%	-43%			
March	32%	-38%			
April	11670%	-37%			
May	803%	-39%			

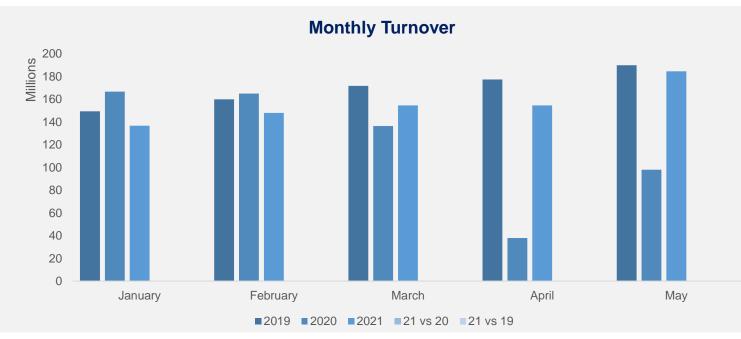
Note: Asset Management Executive: Brian Unsted

. 1. Restated



## LIBERTY PROMENADE

	Jun 2021	Dec 2020	Jun 2020	Dec 2019	Jun 2019	Dec 2018
Retail						
Average net rental (R/m²)	172	164	173	165	154	157
Average net rental after rent relief (R/m²)	171	144	132			
Occupancy (%)	99.4	98.7	99.1	99.5	98.9	99.3
Occupancy including pre-lets (%)	99.7	99.3	99.5	99.5	98.9	99.7



Growth Rates					
	21 vs 20	21 vs 19			
January	-18%	-9%			
February	-10%	-7%			
March	13%	-10%			
April	307%	-13%			
May	88%	-3%			

Note: Asset Management Executive: Brian Unsted



## **BOTSHABELO MALL**

	Jun 2021	Dec 2020	Jun 2020	Dec 2019	Jun 2019	Dec 2018
Retail						
Average net rental (R/m²)	144	136	139	132	130	124
Average net rental after rent relief (R/m²)	138	125	139			
Occupancy (%)	94.3	94.5	93.4	94.8	95.4	94.2
Occupancy including pre-lets (%)	94.3	94.5	94.8	94.9	95.4	94.2



Growth Rates					
21 vs 20	21 vs 19				
5%	30%				
14%	28%				
13%	31%				
	30%				
	21%				
	<b>21 vs 20</b> 5%				





## **MELROSE ARCH**

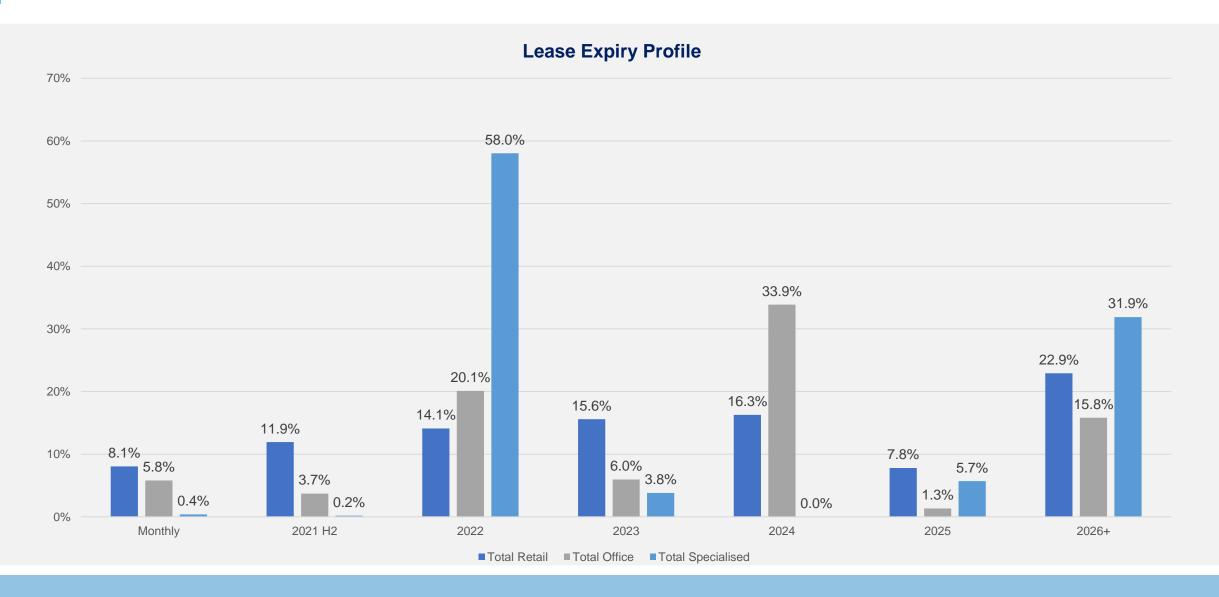
	Jun 2021	Dec 2020	Jun 2020	Dec 2019	Jun 2019	Dec 2018
Retail						
Average net rental (R/m²)	223	193	185	226	244	235
Average net rental after rent relief (R/m²)	223	138	158			
Occupancy (%)	94.4	93.2	94.0	94.3	96.7	100.0
Occupancy including pre-lets (%)	94.4	93.2	94.0	94.3	96.7	100.0
Office						
Average net rental (R/m²)	206	197	218	214	208	198
Average net rental after rent relief (R/m²)	206	196	178			
Occupancy (%)	82.8	85.6	92.7	93.5	95.7	95.6
Occupancy including pre-lets (%)	82.8	85.6	92.7	93.5	95.7	95.6



Growth Rates					
	21 vs 20	21 vs 19			
January	-35%	-38%			
February	-23%	-26%			
March	22%	-17%			
April	847%	-24%			
May	143%	-19%			



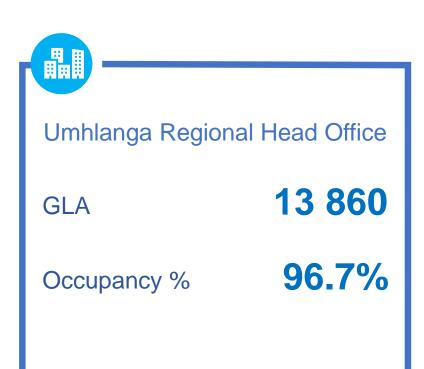
## **LEASE EXPIRY PROFILE**

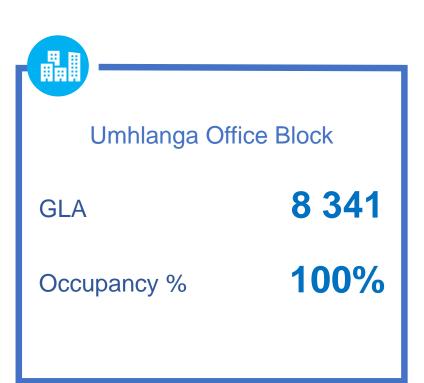




## **OFFICES**

HHH	
Standard Bar	nk Centre
GLA	92 789
Occupancy %	100%





	R'000
Discounts granted and provided	15,020
ECL additional provision on arrears	4,603
Total impact	19,623



