

## FY22

Year Ended 31 March 2022  
Annual Financial Results



# AGENDA

1

## INTRODUCTION

*Laurence Rapp*

2

## SOUTH AFRICAN RETAIL PORTFOLIO OVERVIEW AND TRADING UPDATE

*Itumeleng Mothibeli*

3

## CASTELLANA PROPERTIES OVERVIEW AND TRADING UPDATE

*Alfonso Brunet*

4

## FINANCIAL PERFORMANCE, DEBT AND TREASURY

*Laurence Cohen*

5

## ESG, STRATEGY AND TRANSACTION UPDATE

*Laurence Rapp*

6

## PROSPECTS AND GUIDANCE

*Laurence Rapp*

## Q&A

## APPENDICES

  
**VUKILE**  
PROPERTY FUND  
REAL ESTATE. REAL GROWTH.



# INTRODUCTION

*Laurence Rapp*

**VUKILE**  
PROPERTY FUND  
REAL ESTATE. REAL GROWTH.



## WHO WE ARE

- High-quality, low-risk, **retail REIT** operating in South Africa and Spain
- Significant **geographic diversification** with **54% of assets** located in Spain
- Strong **operational focus** with a core competence in **active asset management**
- Focus on **customer centricity** and data-driven decision making
- Simple** and **transparent** corporate structure
- Operate with a clarity of **vision, strategy** and **structure**
- Prudent **financial management** and strong **capital markets expertise**
- Entrepreneurial approach** to deal making
- Strong focus on **governance** and **leadership**
- Vukile listed on the **JSE** and **NSX**
- 89.6%** held subsidiary Castellana Property Socimi listed on the **BME growth** (Madrid junior board)



# CONTINUED STRONG OPERATING RESULTS AND FINANCIAL POSITION LAY THE PLATFORM FOR FUTURE GROWTH

## STRONG PERFORMANCE WITH INCREASED COMPETITION FOR SPACE IN SOUTH AFRICA

Normalised like-for-like NOI growth of **3.9%**

Retail vacancies reduced to **2.6%**

Like-for-like trading density growth up by **6.1%**

Retention rate improved to **93%**

Collection rate **100%**

Like-for-like retail valuations increase of **4.6%**

## MARKET LEADING PERFORMANCE FROM CASTELLANA

Positive reversions of **3.12%**

Vacancies reduced to **1.6%**

Rent collection rate at **98.7%**

Portfolio WALE of **13.2 years**

Retail sales **ahead of 2019 levels**

Successful completion of **redevelopment projects** with a **10% cash-on-cash return**

## STRONG BALANCE SHEET WITH WELL DIVERSIFIED FUNDING BASE

Interest cover ratio (ICR) of **3.4 times** highlights a strong cash flow

LTV ratio maintained at **43%**

**66%** of debt expiring in FY23 already repaid or extended

Undrawn debt facilities increased to **R3.1 billion**

## ACTIVE ASSET ROTATION

Sale of non-core direct property assets of **R798 million** in South Africa and **€26,5 million** in Spain

Sale of **64%** shareholding in the Namibian portfolio generating **c. R700 million in cash**

Sale of Fairvest shares for **R504 million**

Castellana acquired 21.7% shareholding in Lar España for c. **€100 million**

## CASH DIVIDEND

Total FFO of **136.3 cents per share**, up **6.8%** on prior year

Total dividend of **105.8 cents per share**, with final dividend of **65.3 cents per share** to be paid in July 2022



# GROUP OVERVIEW – PROPERTY ASSETS OF R33bn

FOCUSSED RETAIL REIT WITH A BLUE CHIP TENANT MIX PROVIDING WELL DIVERSIFIED EXPOSURE ACROSS MACRO ECONOMIC DRIVERS AND AN INCREASED RAND HEDGE PROFILE

	 <b>SPAIN</b>			 <b>SOUTH AFRICA</b>	
Total assets	€1 091m	<b>R17.6bn</b>	54%	<b>R15.2bn</b>	46%
Direct property assets	€1 001m	<b>R16.2bn</b>	100% Retail	<b>R14.6bn</b>	95% Retail
Strategic listed investments	€90m	<b>R1.4bn</b>	Lar España 23% 	<b>R360m</b>	Fairvest 7% 
Property NOI	€52m	<b>R888m</b>	40%	<b>R1.3bn</b>	60%
Portfolio yield		<b>5.8%</b>	EUR yield	<b>8.8%</b>	ZAR yield
Debt	€498m	<b>R8.0bn</b>	55% No recourse to Vukile	<b>R6.6bn</b>	45%
Net exposure	€520m	<b>R8.4bn</b>	45%	<b>R10.3bn</b>	55%



# EARNINGS AND NAV GROWTH POSITIVELY POSITIONED TO A WEAKENING RAND WITH NO NEGATIVE IMPACT ON LTV

EURZAR HAS DEPRECIATED BY 5.8% ON AVERAGE SINCE 2012, HOWEVER, SHORT-TERM VOLATILITY OFTEN MASKS THE LONG TERM TREND



### Sensitivity A 10% weakening of ZAR spot rate to the EUR

31 March 2022

NAV	+ R840m (+86 cps)
Earnings (100% FFO)	+ R36m (+2.7% growth)
LTV	43.0% to 43.1%

# 2

## SOUTH AFRICAN RETAIL PORTFOLIO OVERVIEW AND TRADING UPDATE

*Itumeleng Mothibeli*

**VUKILE**  
PROPERTY FUND

REAL ESTATE. REAL GROWTH.



# DIRECT SOUTH AFRICAN RETAIL PORTFOLIO

## KEY RETAIL PORTFOLIO METRICS

### KEY FACTS

Portfolio Value  
**R13.8bn**

Total number of assets  
**36**

GLA  
**774 864m<sup>2</sup>**

Operational Capex  
**R89m**

PV installed  
**17 plants**  
**12.7MW**  
9% of energy consumption

### VALUATIONS

Like-for-like annual increase in value  
**4.6%**

Average asset value  
**R382m**

Value density  
**R17 766/m<sup>2</sup>**

Average discount rate  
**13.5%**

Average exit capitalisation rate  
**8.9%**

### PERFORMANCE OVERVIEW

Like-for-like net income growth  
**3.9% excl COVID-19**  
**18.5% incl COVID-19**

Vacancies  
**2.6% GLA**  
**2.7% Rent**

Reversions **-2.4%**  
**Excl ERM +1.7%**  
**68% Positive or flat**

Base rentals  
**R152.69/m<sup>2</sup>**  
**4.3% growth**

Contractual escalations  
**6.4%**

### EFFICIENCY

Rent-to-sales ratio  
**6.1%**

Annualised growth in trading densities  
**6.1%**

Average annual trading density  
**R31 134/m<sup>2</sup>**

Net cost to property revenue  
**16.7%**

### TENANT PROFILE

National exposure  
**86% GLA**  
**82% Rent**

Top 10 tenants  
**51% GLA**  
**44% Rent**

WALE  
**3.4 years GLA**  
**2.8 years Rent**

Tenant retention  
**93%**

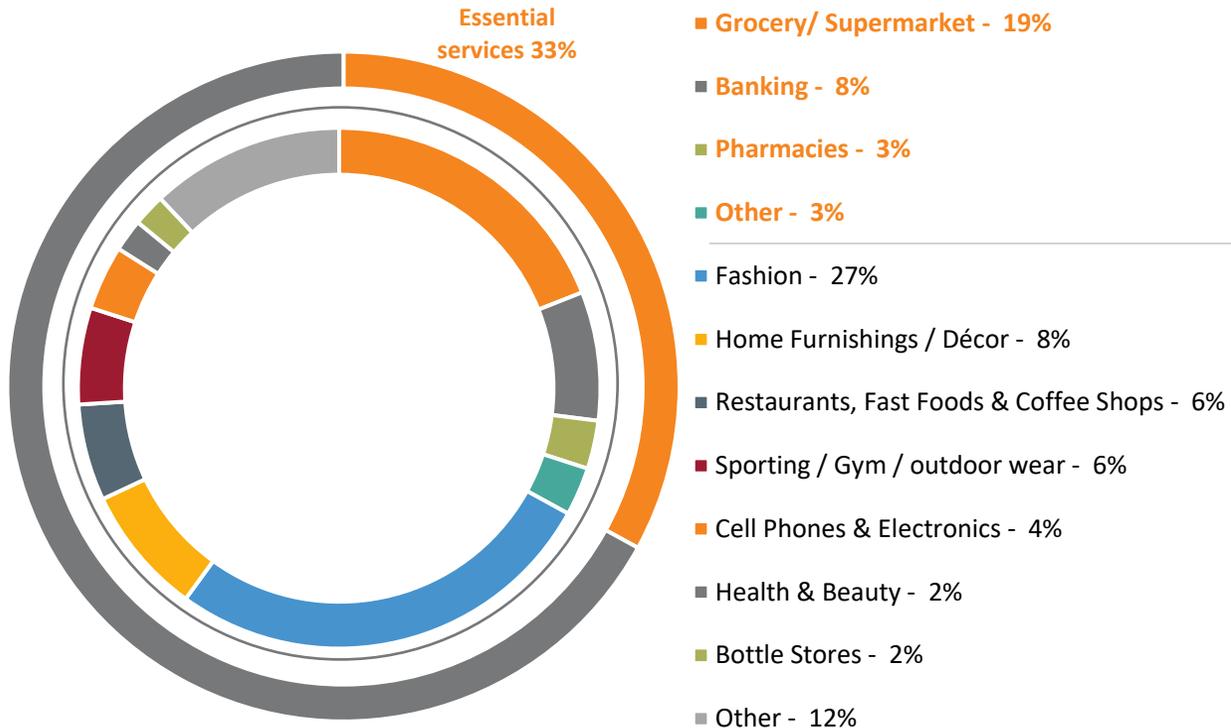
Rent collection rate  
**100%**



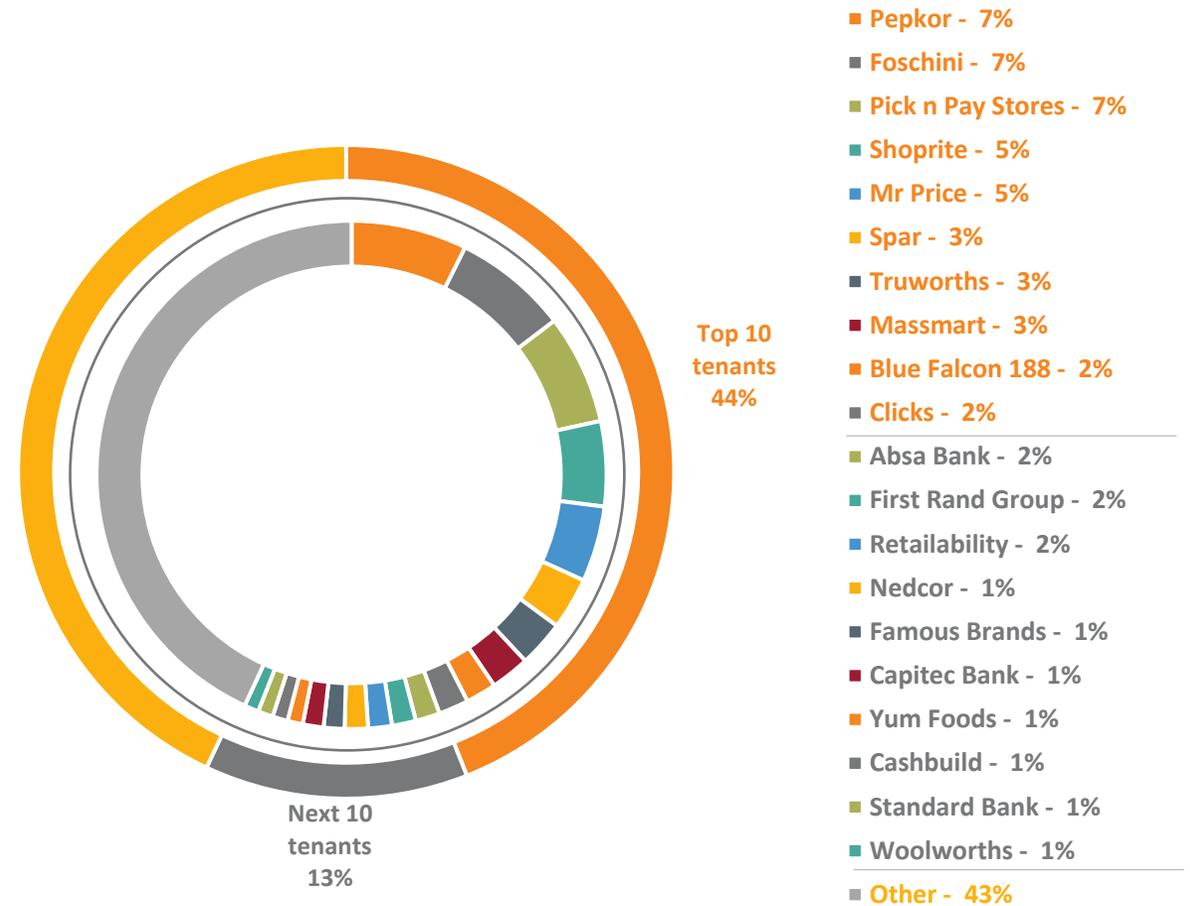
# RETAIL TENANT EXPOSURE

## HIGH QUALITY CASHFLOWS FROM A WELL DIVERSIFIED BLUE-CHIP TENANT MIX

**33% OF RENT FROM ESSENTIAL SERVICES**



**57% OF RENT FROM TOP 20 TENANTS**

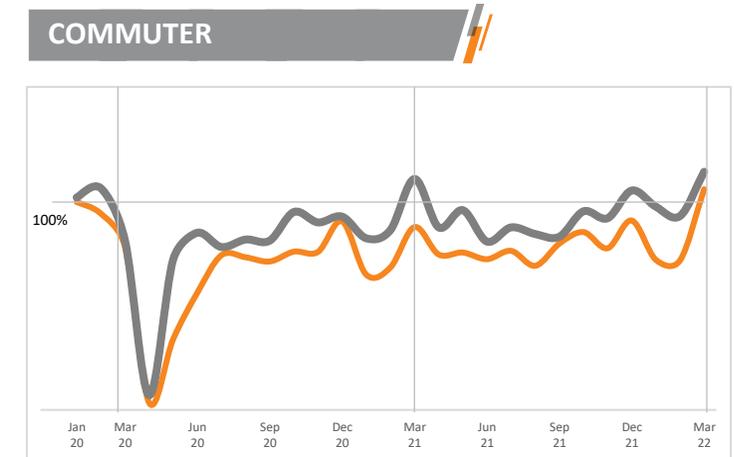
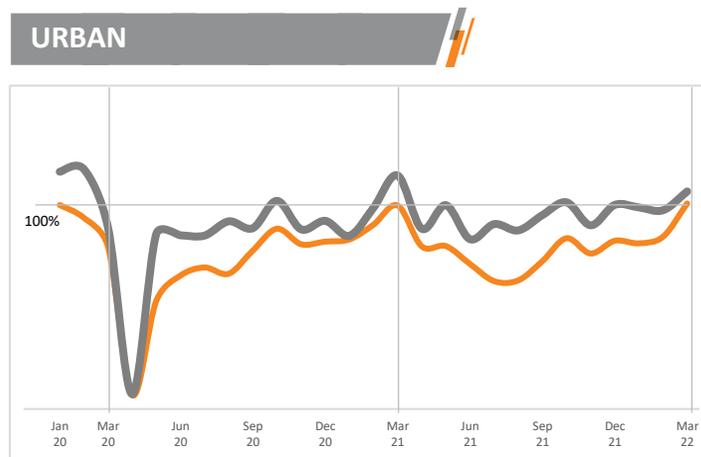
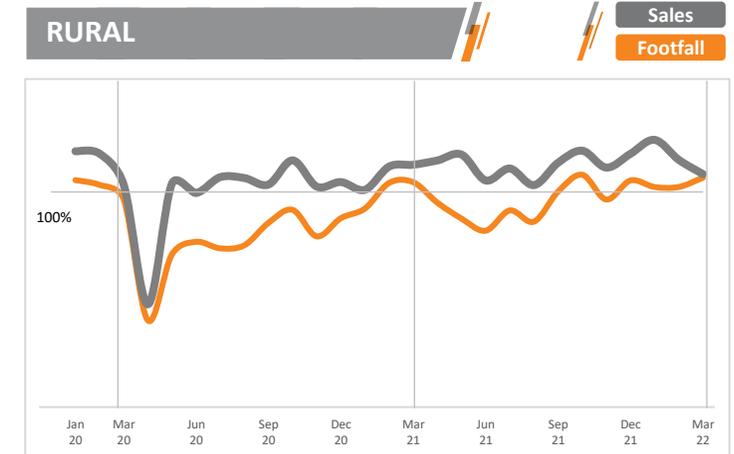
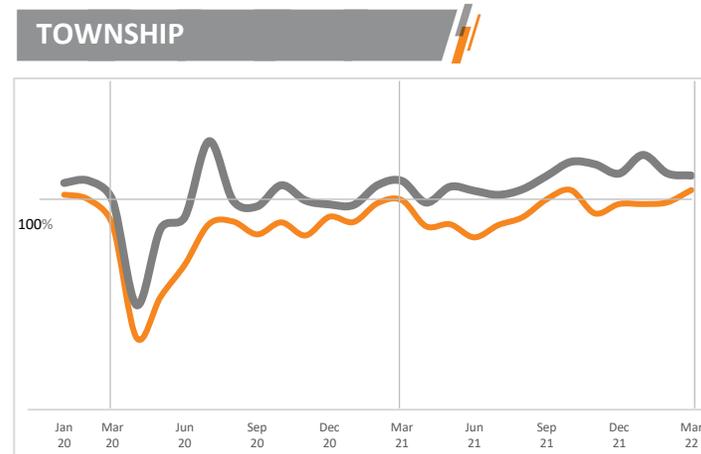


Base rent excluding recoveries

# RETAIL PORTFOLIO PERFORMANCE AND TRADING ENVIRONMENT

## SALES AND FOOTFALL CONTINUE TO IMPROVE COMPARED TO PRIOR PERIODS

- FY22 has shown an **improvement on both sales and footfall** relative to prior periods as COVID-19 environment and infections have become less severe
- Portfolio **sales up 6.6%** and continue to grow across all major categories. Portfolio **trading density growth of 6.1%**, with **township and rural** leading with growth of **10.2%** and **6.9%** respectively
- Footfall** is at **104%** compared to prior period. All the segments are trending ahead, with **rural (106%)** and **township (104%)** leading the recovery
- Commuter** showing the **biggest improvement** from a lower base

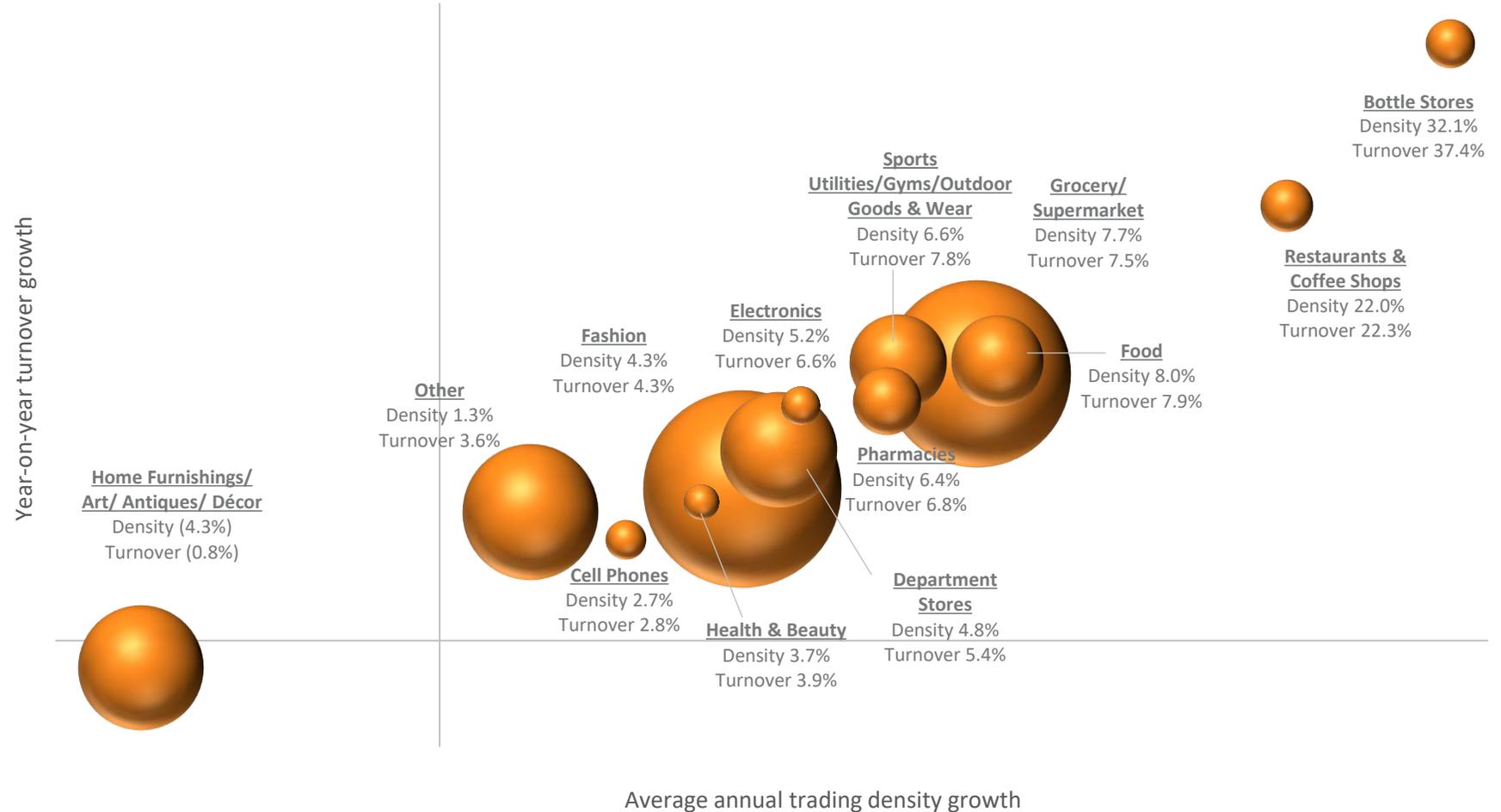




# RETAIL CATEGORY PERFORMANCE

## TRADING DENSITIES GROWING AT 6.1% WITH ANNUAL TURNOVER GROWTH OF 6.6%

- Fashion and grocery categories** (44% of GLA), delivered a trading density growth of **4.3% and 7.7%** respectively
- Significant **improvement of 14% in women's wear**, following a tough FY21, and strong performance from men's wear and unisex clothing
- 12 of 13** key categories delivered **growth**
- Home décor (10% of GLA) is down by 4.3% following top performance in the prior period

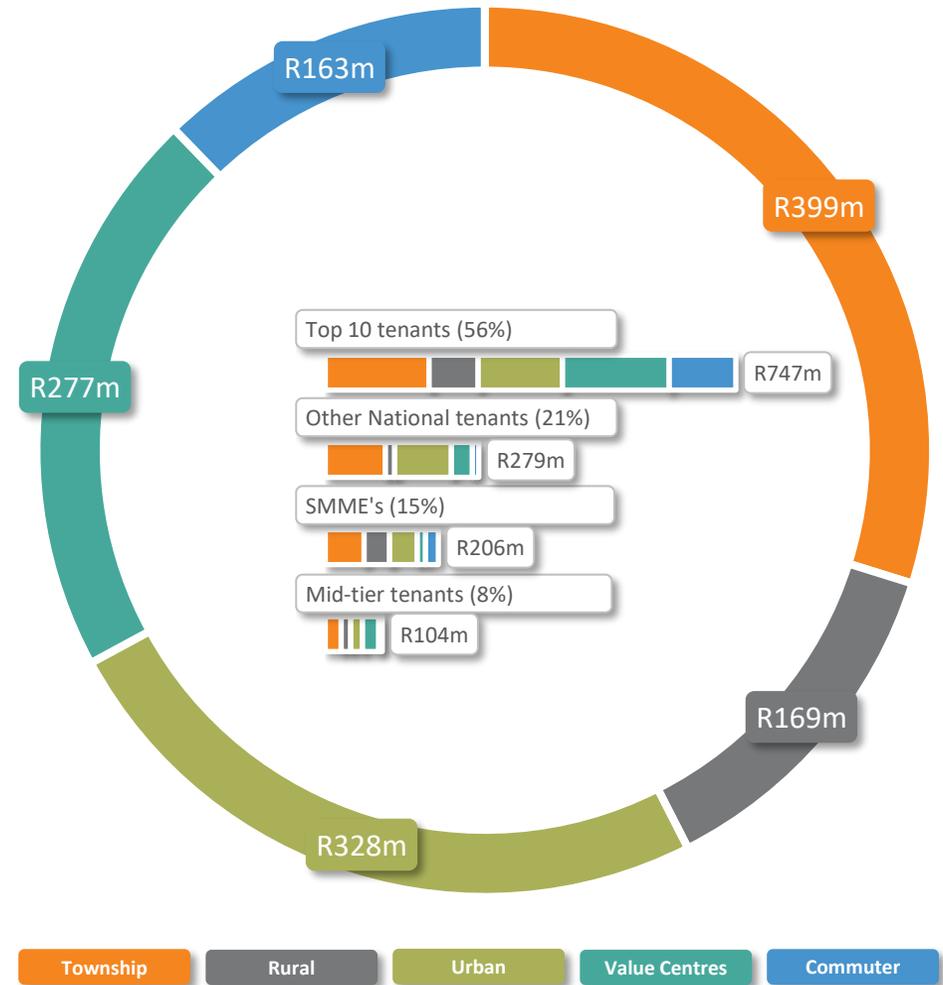




# LEASING ACTIVITY

## VIBRANT LEASING MARKET WITH 716 LEASES CONCLUDED ON 171 580m<sup>2</sup> WITH R1.3BN CONTRACT VALUE

- Leasing activity concentrated in **township and rural portfolio**, with urban showing significant improvement on prior period
- 82%** of all new deals and renewals were concluded with major **listed nationals**
- Leasing activity concluded during FY22 increased to **22%** of GLA compared to 11% (FY21) and 14% (FY20)
- Improved retention ratio to **93%**, from 90% (FY21) and 83% (FY20)
- Retail reversions were stronger in the **value (+4.9%)**, **rural (+3.2%)** and **township (+0.7%)** segments, and are starting to show an **improvement** in the urban (-11.7%; excluding East Rand Mall -4.4%) and commuter (-3.8%) portfolios
- Majority of new deals in **township and rural portfolio**, with significant new entrants in the emerging retailers categories



# TENANT COMPOSITION AND PERFORMANCE

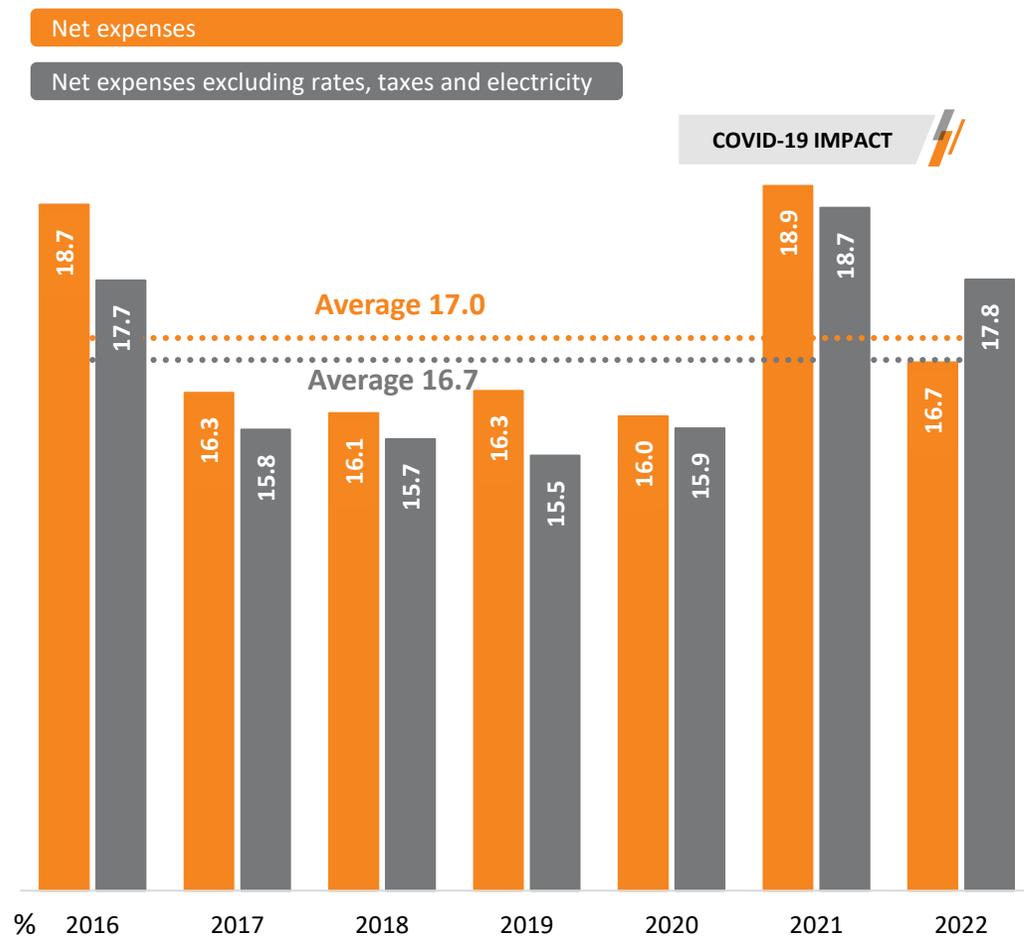
## SECOND-TIER TENANTS MOST BULLISH IN FOOTPRINT EXPANSION DURING COVID-19

- 11 of the top 20 store footprint expansions in past 3 years have been attributable to second-tier nationals
- Second-tier retailers active across multiple high performing categories - fashion, athleisure, health and beauty, food, home décor and electronics
- Top 10 second-tier tenants represent only 2.6% of total rent, compared to 44% of the top 10 listed retailers
- Growing second-tier retailers – Power Fashion, Street Fever, Pedro's Flame Grilled Chicken, Cash Crusaders, Signature Cosmetics, Skipper Bar, Legends, Switched On, Bathu Shoes, Webbers, Jumbo, Beaver Canoe, Drip, Fashion Fusion
- Trading density growth of top 10 second-tier retailers 8.3% vs portfolio average of 6.1%, absolute trading densities of second-tier tenants R36 092/m<sup>2</sup> compared to portfolio trading density of R31 134/m<sup>2</sup>



# NET COST TO PROPERTY REVENUE

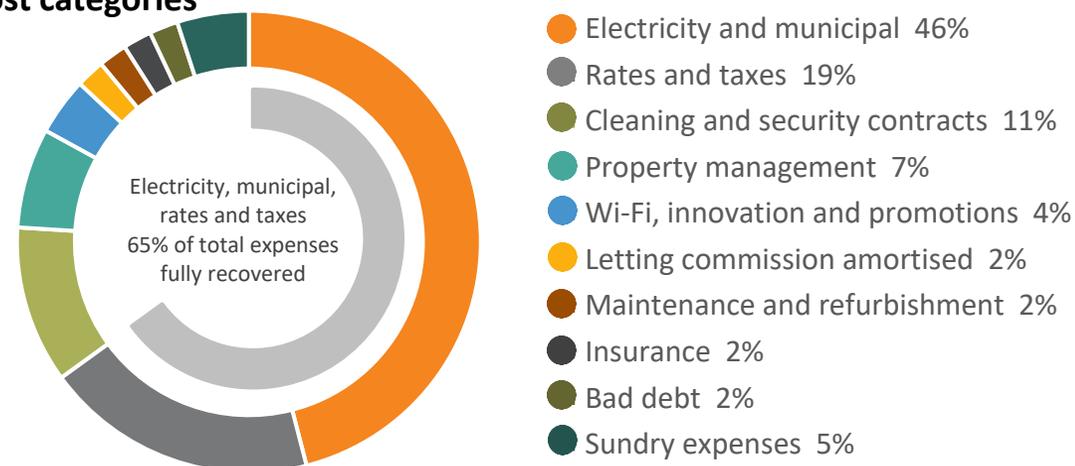
## DRIVING OPERATIONAL EFFICIENCIES TO MANAGE COST PRESSURE



### Cost reduction initiatives

- Continued energy management through **solar PV, meter optimisation, tariff** review, **water and energy usage** management, supplementary **borehole** water supply
- Integrated **soft and hard services** delivery model to manage and improve overall **cleaning, security and maintenance** cost
- Internalised** and optimised **leasing function** to improve overall cost of attaining tenants
- Effective execution of **capital budget programme**, which limits unscheduled maintenance ensuring **sound building condition** of assets
- High success rate in **objecting** to **municipal valuations** where necessary

### Cost categories



# VALUATIONS: RETAIL PORTFOLIO - 36 PROPERTIES VALUED AT R13.8BN

4.6% INCREASE WITH A CONSERVATIVE VALUE DENSITY OF R17 766/m<sup>2</sup>

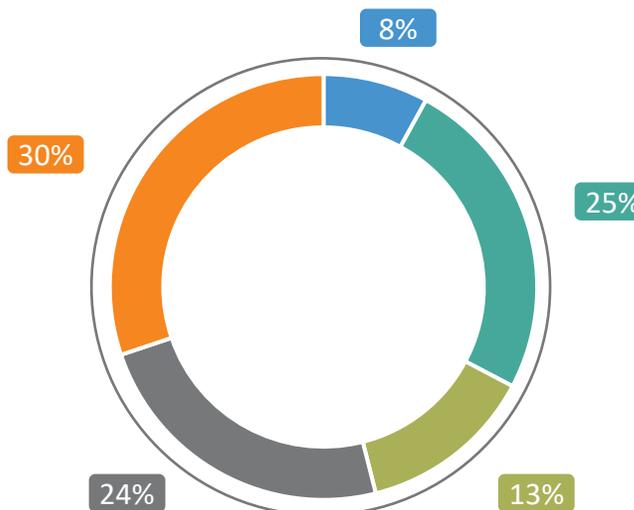


## Township

- > Value R4 152m
- > Average value per property R415m
- > Value density R21 271/m<sup>2</sup>
- > Value movement R326m
- > Yield 8.7%

## Rural

- > Value R3 273m
- > Average value per property R327m
- > Value density R18 707/m<sup>2</sup>
- > Value movement R182m
- > Yield 8.7%



## Commuter

- > Value R1 096m
- > Average value per property R365m
- > Value density R10 442/m<sup>2</sup>
- > Value movement R36m
- > Yield 9.1%

## Urban

- > Value R3 408m
- > Average value per property R379m
- > Value density R21 937/m<sup>2</sup>
- > Value movement (R58m)
- > Yield 8.6%

## Value Centre

- > Value R1 838m
- > Average value per property R459m
- > Value density R12 731/m<sup>2</sup>
- > Value movement R121m
- > Yield 8.9%

# PORTFOLIO DISPOSALS

## SOUTH AFRICAN DISPOSALS OF R798M CONCLUDED AT OR ABOVE BOOK VALUE

<b>SOUTH AFRICAN PORTFOLIO AT A YIELD OF 9.8%</b>	Sales price (Rm)	Transfer date
Ulundi King Senzangakona Shopping Centre	308.7	19 Aug 21
Lethabile Mall	164.2	28 Sep 21
Soshanguve Batho Plaza	160.0	06 Oct 21
Makhado Nzhelele Valley	70.0	14 Mar 22
Centurion Samrand N1	46.2	17 Dec 21
Pretoria Rosslyn Warehouse	25.0	14 Apr 21
Kempton Park Spartan Warehouse	23.8	09 Apr 21
	<b>797.9</b>	

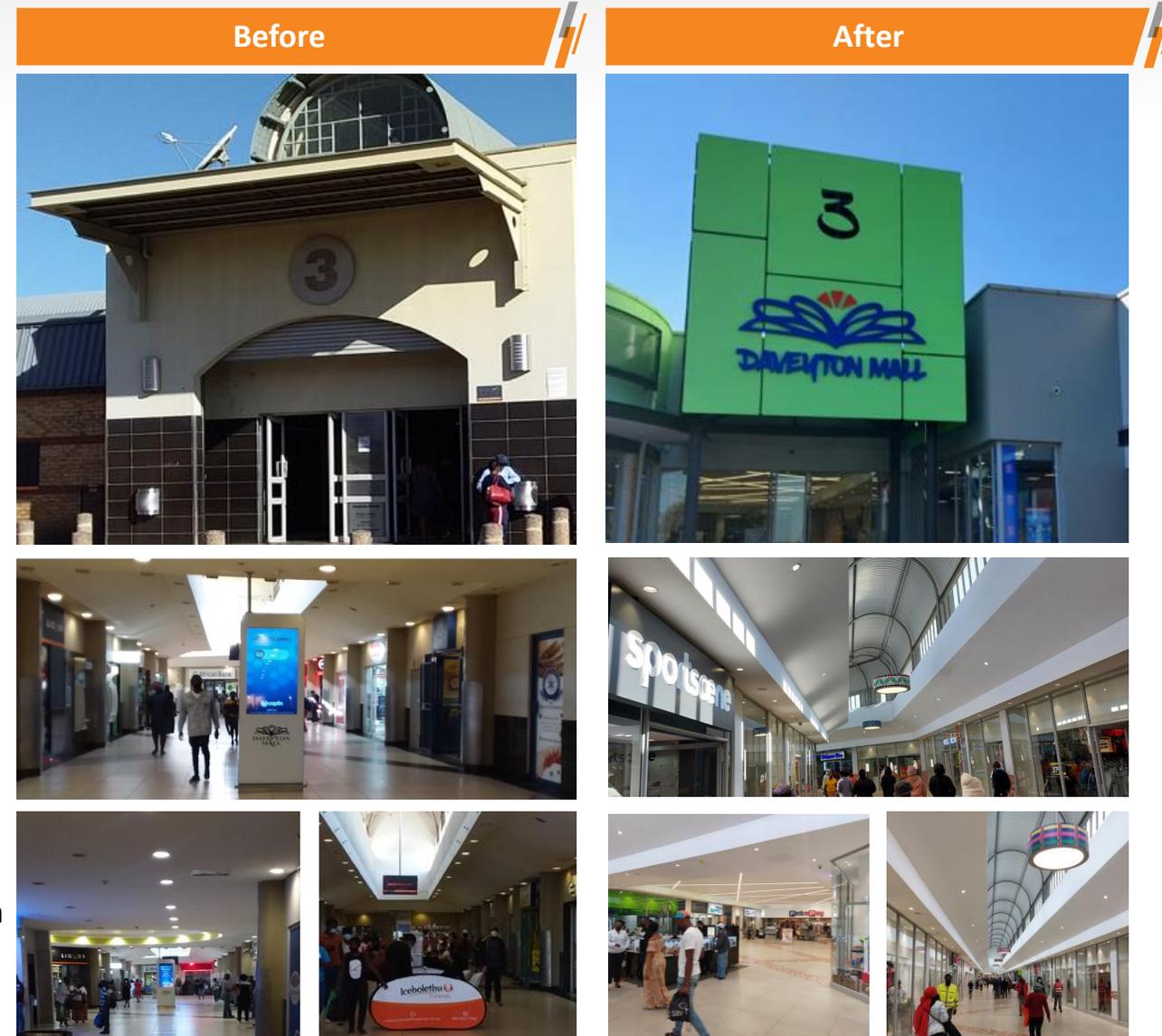
<b>SALE OF 64% OF THE NAMIBIAN PORTFOLIO *</b>	Proceeds (Rm)	Transfer date
Katutura Shoprite Centre	<b>c. 700.0</b>	01 Mar 22
Ondangwa Shoprite Centre		
Oshakati Shopping Centre		
Oshikango Spar Centre		
Windhoek 269 Independence Avenue		

\* Vukile retains 36% ownership in the Namibian portfolio plus a 5 year Asset Management agreement

# REDEVELOPMENT UPDATE

## DAVEYTON MALL R90M REDEVELOPMENT

- / The **mall redevelopment** started in February 2021 and was completed in April 2022
- / Key redevelopment features:
  - / **increased lettable area** with 2 106m<sup>2</sup> to a total GLA of 19 815m<sup>2</sup>
  - / 4 012m<sup>2</sup> of existing **retail space has been reconfigured**
  - / the **tenant mix has been improved** by increasing second-tier national exposure and additional brands like Truworths, Identity and Legit
  - / a **new food court** anchored by Pedro's Chicken, Chicken Xpress and Romans Pizza
  - / **improved shopfronts**, redecorated interior floor finishes, ceilings, skylights and higher bulkheads
  - / **backup power supply** and energy efficient LED lights
- / **Local community involvement** was critical for the success of the redevelopment, to this end local labour and sub-contractor services were utilised to ensure optimal benefit to the community. As a result, 13 local SMMEs were subcontracted, and 43 local labourers employed on the project
- / All the beautiful **artwork in the mall was sourced from local artists** who were chosen after running a community competition



# REDEVELOPMENT UPDATE

## KWAMASHU SHOPPING CENTRE

- / **KwaMashu Shopping Centre** was extensively damaged during the July 2021 riots;
  - / the only area structurally undamaged was the front of house at Spar
  - / rebuild of the centre started on the 28<sup>th</sup> of July 2021, with **practical completion reached on the 25<sup>th</sup> of May 2022**
  - / new improved **Build-It, Studio 88, Power Fashion, Pep Home, new banking** court have been introduced to the centre
  - / most previous tenants to resume trading and **strong demand from nationals** due to damage at other centres in KwaMashu
- / Strong **focus on local empowerment** during main contract and fit-out phase ensured community involvement



# 2 UPDATE ON CIVIL UNREST

## SIGNIFICANT AND SPEEDY RECOVERY OF ASSETS AFFECTED BY UNREST



- / All the malls have been **fully reinstated** and, in all instances, ahead of competition in their respective primary catchment areas and are trading well
- / The reinstatement claim was **R150m** for material damages and **R59m** for loss of rental
- / The full claim submitted was **approved by SASRIA**
- / Received R160m (77%) thus far - **R104m (69%)** for material damages and **R56m (95%)** for loss of rental
- / The remainder of R49m (23%) is expected to be received by **end July 2022**
- / The recent floods in KwaZulu-Natal have had **no structural impact on the portfolio**

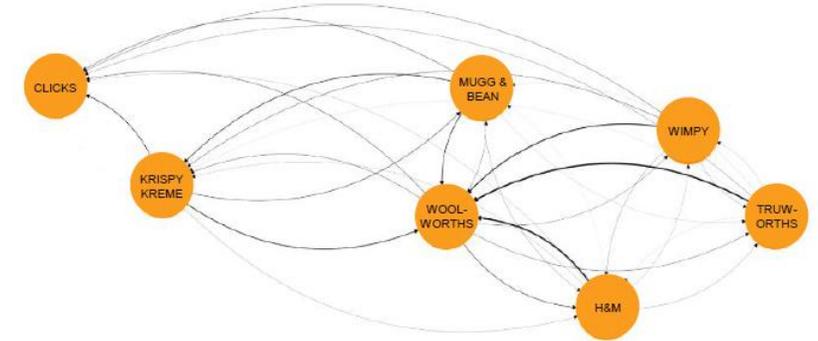
# USING DATA ANALYTICS TO DRIVE LEASING DECISIONS

## DATA ASSISTING TO IMPROVE EAST RAND MALL TENANT MIX

### Retaining and growing our existing shoppers

- Shoppers visit Pick n Pay, Checkers and Spar at competitors – this has driven the need for us to introduce Checkers as part of the tenant mix
- Shoppers focus on home décor and athleisure at our competitors – will look to expand these categories in our leasing profile
- Analysing shopper behaviour during visits in terms of spend and in-mall journey. Shopper journey after a visit to Woolworths generally goes to H & M, Clicks and Krispy Kreme. Valuable data to use in promotional activity
- Live data enables management to track changes in demographics and catchment area visits

BEFORE Woolworths: H&M | Truworths | Wimpy



AFTER Woolworths : H&M | Clicks | Krispy Kreme

### Understanding the main brands shopped at competitors

#### Groceries

- Pick n Pay
- Woolworths\***
- Checkers
- Spar
- Woodlands Dairy

#### Home & Furniture

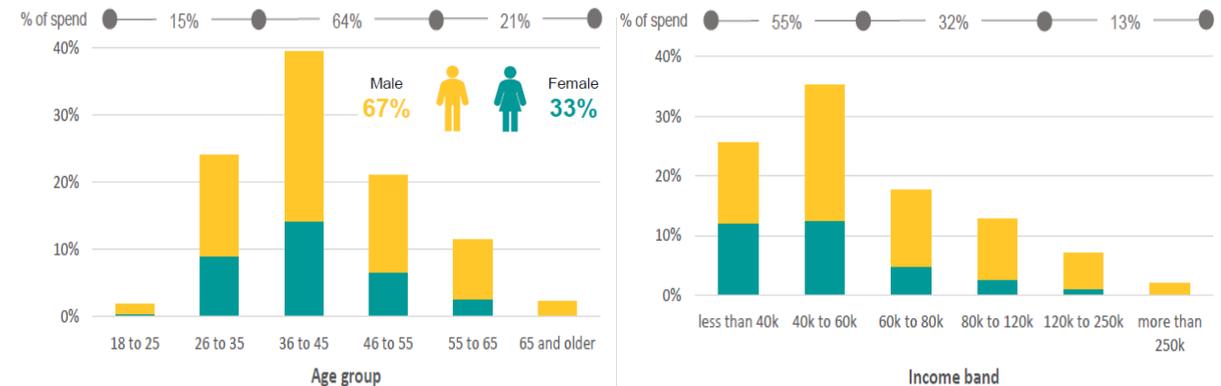
- @Home\***
- Volpes
- Sedgars
- Coricraft
- LE Creuset

#### Clothing & Apparel

- Adidas
- Nike
- Cotton On\***
- Puma
- PnP Clothing\***

\*Existing tenants in East Rand Mall

### Understanding demographic characteristics of our shoppers



# 2 SHORT-TERM FOCUS AREAS

## CONTINUED TIGHT OPERATIONAL FOCUS



### TENANT RELATIONSHIPS

- Continue to be a **partner of choice** through providing well managed and a safe shopping environment for our retailers to thrive in
- Be the **home of innovation** allowing low barriers to entry for innovative game changing retail offerings
- Execute on **renewal programme** without changing the key aspects of current lease covenants and agreements
- Continue to **incubate new entrants** and SMME's into the portfolio via our retailer academy programme



### CUSTOMER INSIGHTS

- Utilise **accumulated data** on consumers to improve shopper journey in a tangible and meaningful way
- Integration** will include current portfolio metrics, psychographic information, nodal dynamics and individualised customer data from Wi-Fi database
- This will enable the business to respond in **real time to consumer behaviour changes**
- Open other avenues for **alternative revenue sources**



### OPERATIONAL EXCELLENCE

- Continue looking at sustainable solutions to **manage costs** through integration, efficiency of operations, and cashflow management
- This will be across soft-services, hard-services, marketing and promotions, property, utility and alternative income management
- Execute on **targeted promotional activity** to drive **footfall and spend** at our malls
- Continue **delivering on PV strategy** to optimise energy and utility spend



### PEOPLE AND COMMUNITIES

- Empower **community based service providers** to become partners in mall operations
- Continue to invest in **CSI initiatives** that **make a difference in communities** in which we operate

# 3 CASTELLANA PROPERTIES OVERVIEW AND TRADING UPDATE

*Alfonso Brunet*



# ECONOMIC UPDATE: SPAIN



## GDP & INFLATION

- Latest forecast from Bank of Spain estimates 2021 to close at +5.1%, after a -10.8% GDP decline registered in 2020. **Growth is expected to accelerate by +4.8% in 2022 and by +3.3% in 2023.** However, tensions coming from the war in Ukraine are making it very challenging for analysts to predict the economic outlook.
- Electricity and gas prices**, amongst other commodities such as corn, barley or wheat, reached maximum historical levels, raising **concerns around inflation** and a slower economic recovery than expected from the pandemic.
- Significantly higher energy prices** could restrict consumers' discretionary income available for non-primary purchases such as leisure and travelling.
- Thus, EU and national governments are trying to intervene in energy prices to cut back **inflation, which stood at +6.5% in 2021 and reached +9.8% in March 2022.**



## LABOUR MARKET

- The labour market recovered in 2021 to pre-pandemic levels and with **record employment figures, not seen since the beginning of the GFC.**
- Last year, 840,600 jobs were created, the highest figure since 2005. Unemployment fell by 616,000 people to c. 3 million, leaving the **unemployment rate at c. 13%.**



## TOURISM

- In 2021, Spain received **c.31 million tourists**, representing a +65% increase compared to c. 19 million in 2020, but still far off from record visits of c. 83 million registered in 2019.
- Successful vaccination campaign together with the COVID-19 passport have significantly improved tourism visits.** Figures continue to improve in Q1 2022 as Spain received c. 2.5 million international tourists in January 2022, compared to 437,973 in the same month of 2021.



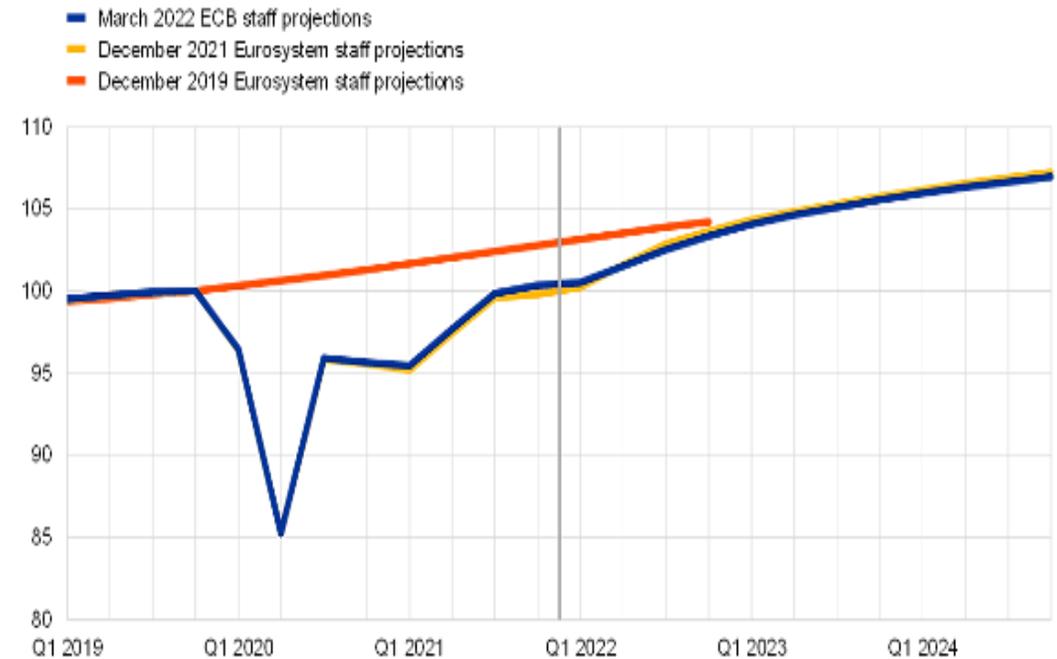
## COVID-19

- With 93% of the population above 12 years of age fully vaccinated, the vaccination campaign in Spain has successfully beaten all expectations.** After the sixth wave that ended beginning of March 2022, most people have taken the booster shot and are in a "back to normal" mood, with all activities open to general public.

# CONFLICT IN UKRAINE WILL DELAY THE EUROPEAN RECOVERY FROM THE PANDEMIC BUT SPAIN FORECAST TO OUTPERFORM THE REST OF THE EUROZONE

- The outlook for euro area activity** (trade, commodities, and confidence) has become more uncertain and crucially dependent on events in Ukraine.
- Soaring energy prices and lower confidence linked to the conflict in Ukraine imply short term headwinds to domestic demand. However, the consensus expects these effects to be temporary.**
- ECB expects supply bottlenecks from the pandemic to fade.
- Over the medium term, growth is projected to converge towards historical average rates**, despite a less supportive fiscal stance and an increase in interest rates. Overall, real GDP growth is projected to average +2.8% in 2022 and +2.3% in 2023.
- Private consumption is projected to recover in the course of 2022**, despite the increased uncertainty due to the conflict in Ukraine, and to remain the main driver of growth over the horizon.
- The labour market continues to strengthen.** Strong labour income is supporting growth in real disposable income, while higher inflation rates and the withdrawal of fiscal transfers are acting as a drag.
- Business investment is expected to increase** over the projection horizon and to account for an increasing share of real GDP, despite the conflict in Ukraine, **as supply bottlenecks ease and NGEU funds are disbursed.**

## Euro Area Real GDP



- Over the medium term, the global economy is projected to continue its expansionary path**, albeit at more moderate rates, amid geopolitical tensions and the unwinding of the pandemic-related policy stimulus.
- Spain to outperform the Eurozone** as its economy is expected to accelerate by +4.8% in 2022 and by +3.3% in 2023

# 3 DIRECT SPANISH PORTFOLIO

## KEY PORTFOLIO METRICS

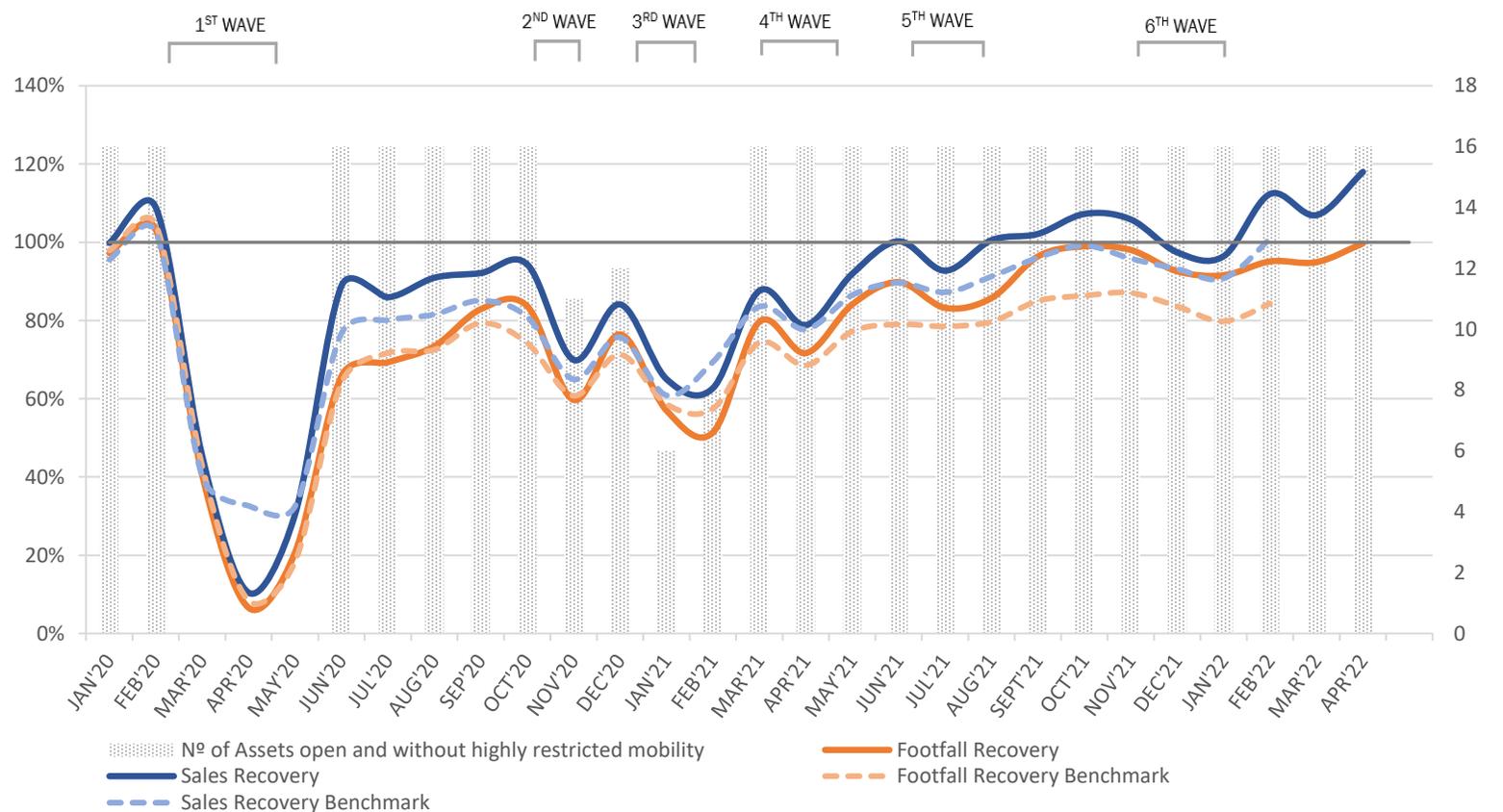
	<b>KEY FACTS</b>	<b>GAV</b> <b>€1 091b</b> <sup>(1)</sup>	<b>Portfolio value</b> <b>€1 001b</b> +4.5% <sup>(2)</sup> +0.2% <sup>(3)</sup>	<b>GLA</b> <b>350 271m<sup>2</sup></b>	<b>NOI Like-for-like growth</b> <b>+5.94%</b> <sup>(4)</sup>
	<b>VALUATIONS</b>	<b>Average asset value</b> <b>€63m</b>	<b>Average discount rate</b> <b>8.2%</b>	<b>Average exit capitalisation rate</b> <b>6.15%</b>	<b>Total number of assets</b> <b>16</b>
	<b>TENANT PROFILE</b>	<b>Retail space let to national &amp; international tenants</b> <b>94%</b>	<b>Income from top 10 tenants</b> <b>38.3%</b>	<b>WALE</b> <b>13.2 years</b> <sup>(5)</sup>	<b>Average base rentals</b> <b>€15.17/m<sup>2</sup>/month</b>
	<b>OPERATING METRICS</b>	<b>Letting transactions signed during the year</b> <b>170</b>	<b>Increase in reversions and new lettings</b> <b>3.12%</b> <sup>(6)</sup>	<b>Occupancy</b> <b>98.4%</b>	<b>Collection rate</b> <b>98.7%</b>
	<b>ECI PROJECTS</b>	<b>GLA improved</b> <b>37 897m<sup>2</sup></b>	<b>New units</b> <b>51</b>	<b>Additional NOI created</b> <b>€4.5m</b>	<b>Yield on investment</b> <b>10% cash on cash</b>

(1) Including Lar España stake acquisition  
 (2) Versus March 2021 valuation of investment properties excluding mainly Konecta Office Buildings  
 (3) Considering total COVID-19 effect versus September 2019 valuation of investment properties excluding mainly Konecta Office Buildings  
 (4) Like-for-Like NOI growth compared to FY21 excluding Konecta Office Buildings and COVID-19 discounts during FY22  
 (5) WALE (by GLA) is to expiry of lease excluding break options  
 (6) Excluding vacant units let

# 3 FOOTFALL AND SALES

## FOOTFALL AND SALES HAVE RETURNED TO PRE-COVID LEVELS CONSOLIDATING THE RECOVERY

### FOOTFALL <sup>(1)</sup> & SALES RECOVERY <sup>(2)</sup>



- / **Positive trend** throughout FY22 in both footfall and sales. Outstanding performance throughout the period, consistently beating the benchmark.
- / **COVID-19 impact** has been **significantly reduced** with every new COVID wave. The portfolio has shown robustness due to the dominance and quality of the assets.
- / **Portfolio sales** finally surpassed 2019 figures in September 2021. Despite the omicron wave during December 2021 and January 2022, the portfolio continued this positive trend in the last two months of the year (Feb +12.3% and March +6.9% vs 2019).
- / **Footfall recovered up to 100% of 2019 levels** in April 2022. The portfolio closed FY22 at 94.4% of FY20 levels.

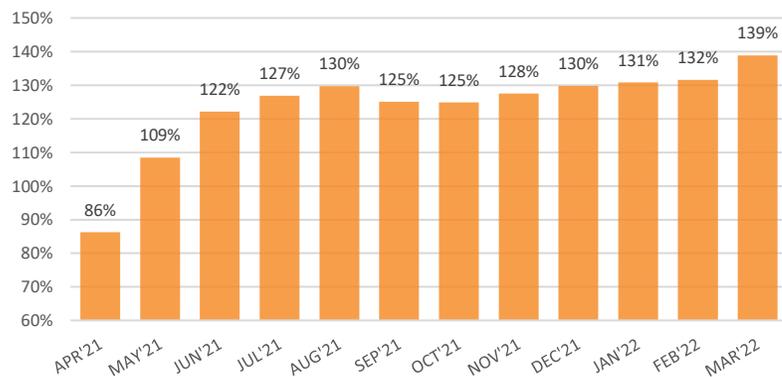
(1) Footfall Data includes the following shopping centres: El Faro, Bahía Sur, Los Arcos, Vallsur, Habaneras, Puerta Europa and Granaíta Retail Park. There are no counters in the rest of the retail park assets. Granaíta Retail Park counts only cars so we have estimated 2 people on average per car. Sales data includes all retail assets. Footfall & sales numbers in 2022, 2021 and 2020 are compared with same period in 2019.

(2) Benchmark: AECC data

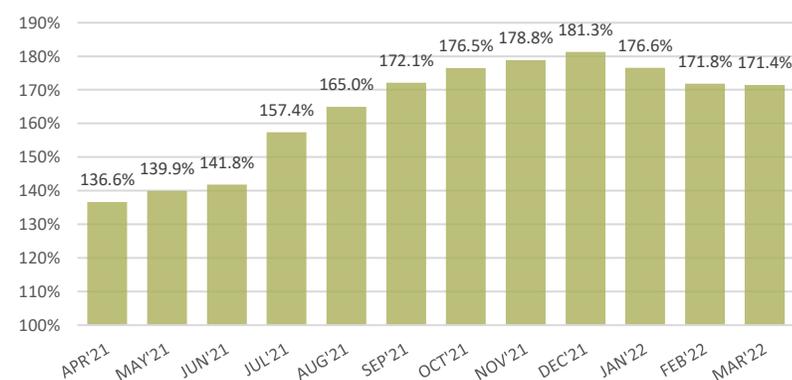
# SALES PERFORMANCE PER TENANT CATEGORY

## LIKE-FOR-LIKE SALES CONTINUE TO RECOVER ACROSS ALL SECTORS

YTD INDEX EVOLUTION – DIY



YTD INDEX EVOLUTION – PETS

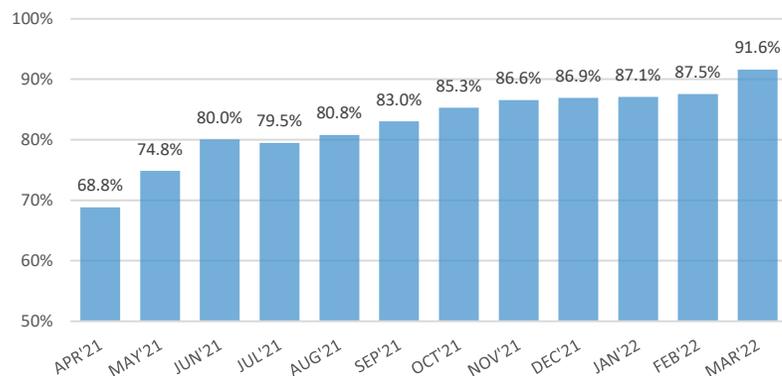


Portfolio sales FY22 versus FY20 increased by **+2,21%**.

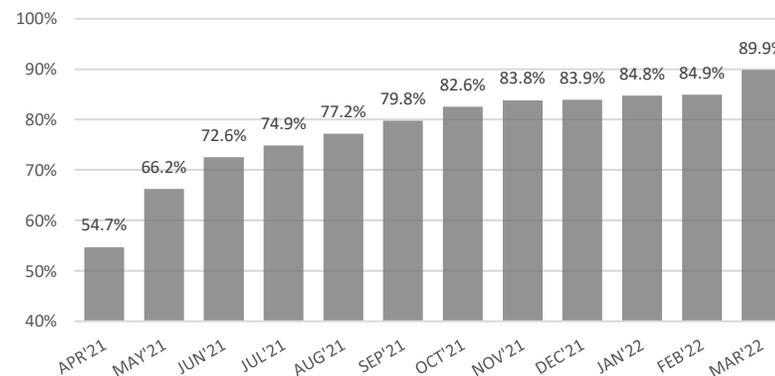
All retail sectors have improved in FY22 with many exceeding FY20 levels.

F&B and Leisure have recovered strongly during the last 6 months.

YTD INDEX EVOLUTION – FASHION & ACCESSORIES



YTD INDEX EVOLUTION – F&B



Fashion & Accessories (33% of the portfolio by rent) have also recovered strongly over the last 6 months (+1,4%).

DIY (+38,9%) and Pets (+71,4%) have outperformed significantly over the period.

Overall, portfolio sales have bounced back strongly post the lifting of pandemic restrictions.

# LEASING ACTIVITY FY22

## CONTINUED STRONG COMMERCIAL PERFORMANCE



**52**  
RENEWALS

**118**  
NEW CONTRACTS



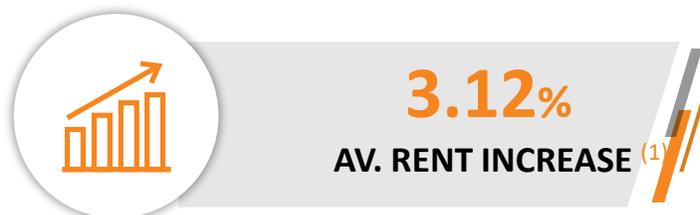
**€2.9m**  
RENEWALS

**€6.6m**  
NEW CONTRACTS



**4 236 m<sup>2</sup>**  
RENEWALS

**32 130 m<sup>2</sup>**  
NEW CONTRACTS



**1.61%**  
RENEWALS

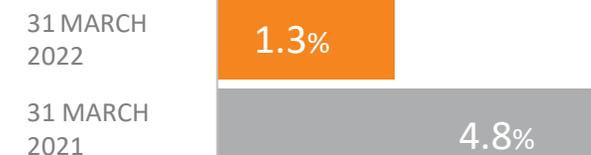
**4.30%**  
NEW CONTRACTS

## MAIN BUSINESS KPI'S

### PORTFOLIO OCCUPANCY



### RENT ARREARS



### RENT COLLECTION STABILISED AT c. 99%

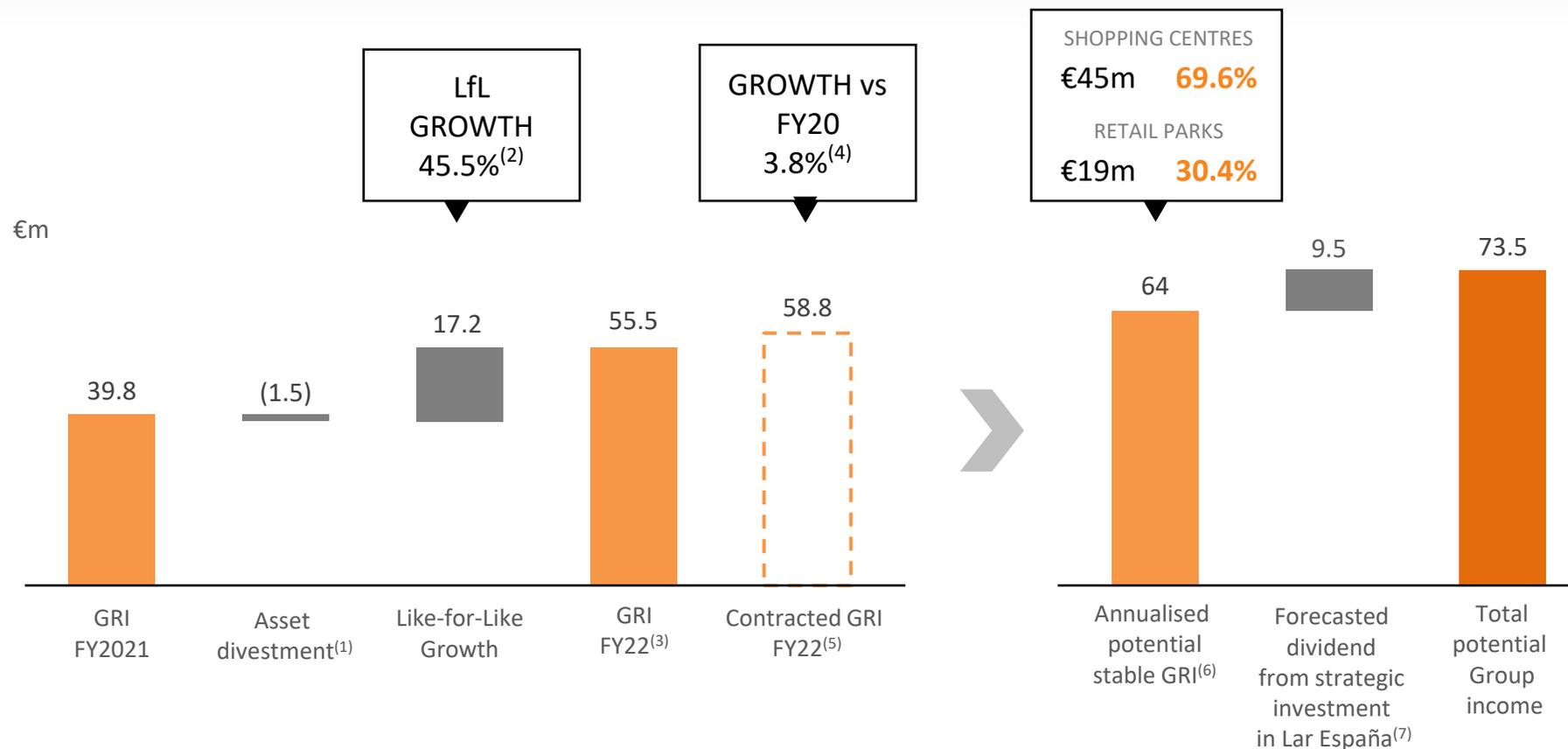


(1) Considering operations with passing rent as renewals, relocations, resizing and replacements

# 3 GRI BRIDGE AND BREAKDOWN



## GRI GROWTH OF 45.5% LIKE-FOR-LIKE VERSUS FY21



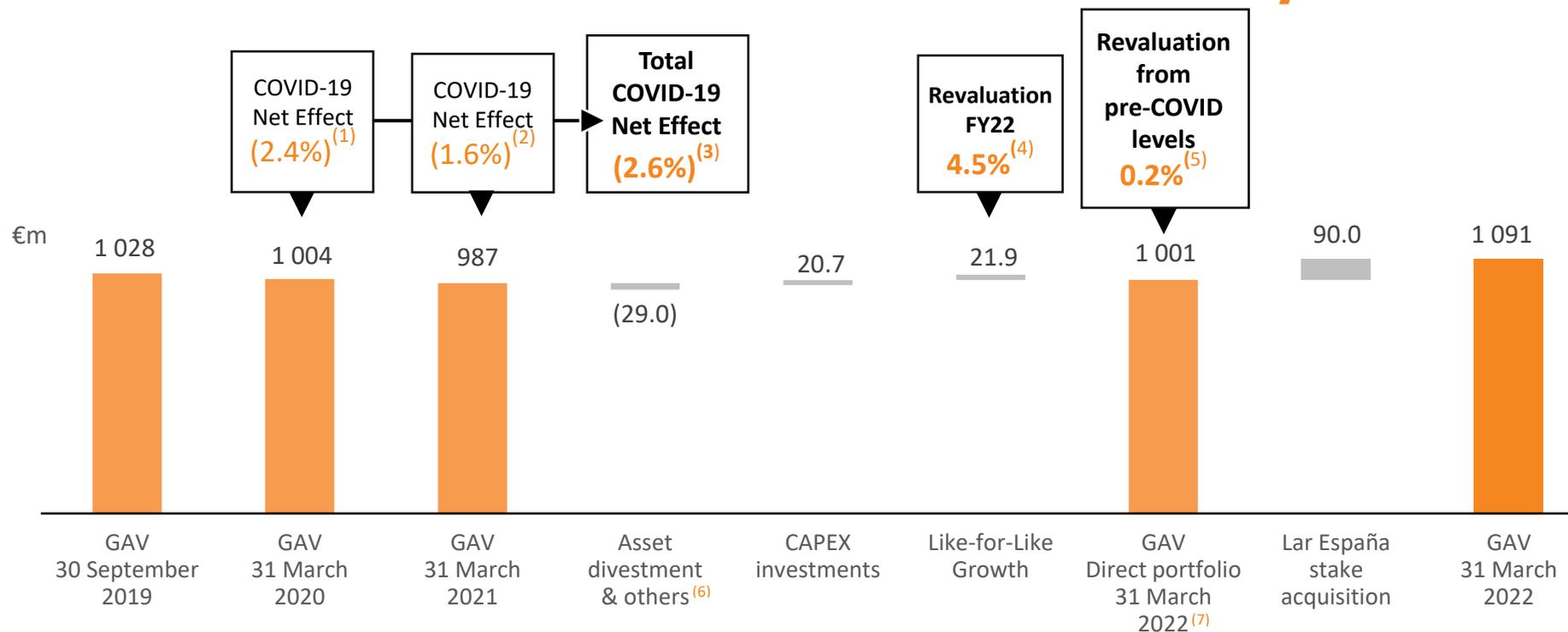
(1) Non-strategic asset divestment regarding Konecta Office Buildings sale in June 2021  
 (2) Calculated considering same portfolio and same period for FY21 and FY22 excluding annualized rents  
 (3) GRI FY22 including (€3.3m) COVID-19 discounts  
 (4) Like-for-Like vs FY20 (pre-COVID-19 levels) excluding Konecta Office Buildings and COVID-19 discounts during FY22 and excluding annualized rents  
 (5) Contracted GRI FY22 excluding COVID-19 discounts during FY22  
 (6) Annualised GRI considering portfolio fully let and excluding Konecta Office Buildings GRI €2.0m  
 (7) Castellana FY24 accrued attributable dividend forecast from Lar España. Considering Castellana stake in Lar España at 31<sup>st</sup> March 2022. Forecast based on 4 x Lar España Q1 2022 business update.



# 3 GAV BRIDGE AND BREAKDOWN

CURRENT VALUATIONS EXCEED PRE-COVID LEVELS BY 0.2% REFLECTING THE STRENGTH OF THE PORTFOLIO

ACCUMULATED COVID-19 IMPACT FROM SEPTEMBER 2019 (2.6%) ALREADY RECOVERED



(1) Versus September 2019 valuation of investment properties  
 (2) Versus March 2020 valuation of investment properties  
 (3) Considering total COVID-19 effect versus September 2019 valuation of investment properties excluding Konecta Office Buildings valuation  
 (4) Versus March 2021 valuation of investment properties excluding mainly Konecta Office Buildings  
 (5) Versus September 2019 valuation of investment properties excluding mainly Konecta Office Buildings  
 (6) Non-strategic asset divestment regarding Konecta Office Buildings sale in June 2021  
 (7) Excluding Lar España stake acquisition



# 3 DISPOSAL OF OFFICE PORTFOLIO

## CASTELLANA BECOMES A 100% RETAIL SOCIMI

### KEY DIVESTMENT HIGHLIGHTS

#### ATTRACTIVE PRICING

Significant **premium** to original purchase price of c. €4m.

#### NON-CORE ASSET

Castellana becomes **100% retail SOCIMI**.

The sale of the Konecta Office Buildings portfolio **INCREASES AVAILABLE CASH** in Castellana, offering flexibility in management of the balance sheet and/or the ability to recycle capital into new opportunities.



**JUNE 2021**

Exit Date

**€26.5m**

Selling Price

**5 YEARS**

Investment Term

**+18%**

Premium to Acquisition Price

**19%**

IRR<sup>(1)</sup>

**2.09x**

Money Multiple<sup>(1)</sup>



**ALCOBENDAS (MADRID)**  
GLA 15,659 sqm (69% owned)



**BOLLULLOS (SEVILLE)**  
GLA 5,698 sqm (100% owned)

(1) IRR and Money Multiple excluding transaction costs.

# 3 REPOSITIONING PROJECTS

## SUCCESSFUL ASSET REPOSITIONING AND ENHANCEMENT TO BOOST VALUE CREATION AND RECURRENT RENT GENERATION

	ALL PROJECTS	BAHIA SUR	LOS ARCOS	EL FARO
GLA affected	<b>37,897m<sup>2</sup></b>	19,320m <sup>2</sup>	10,729m <sup>2</sup>	7,848m <sup>2</sup>
Number of new brands	<b>51</b>	18	20	13
Capex investment	<b>€71.0m</b>	€38.9m	€25.7m	€6.4m
Additional NOI generated	<b>€4.5m</b>	€2.4m	€1.8m	€0.3m
NOI increase vs budget %	<b>15.80%</b>	5.23%	37.32%	0.01%
Yield on investment	<b>6.32%</b>	6.11%	7.10%	4.54%
Average cash-on-cash	<b>10.0%</b>	9.6%	11.7%	6.1%

# ACQUISITION OF STRATEGIC STAKE IN LAR ESPAÑA

OPPORTUNISTIC PURCHASE OF c. 22% IN LAR ESPAÑA AT A DISCOUNT TO EPRA NTA OF c. 48%

## TRANSACTION

Castellana has secured a c. 22% stake in Lar España at c. €5.35 per share, equivalent to a discount to EPRA NTA of c. 48%.



## INVESTMENT HIGHLIGHTS

- 1 **Castellana became the largest shareholder in Lar España**, increasing exposure to the retail market through a leading Spanish REIT owning a portfolio of high quality and complementary assets.
- 2 **Highly attractive acquisition price**, taking advantage of current price dislocation between listed real estate and the direct asset market.
- 3 **High dividend yield with a long-term capital appreciation potential**. Share price not yet reflecting recovery from the pandemic, recent update of IMA<sup>(2)</sup>, redeployment of existing c. €200m cash and reduced finance costs from new green bond issuances.
- 4 **Strong investment case with highly attractive returns and provides strategic optionality in our core market**.

Source: Company Information

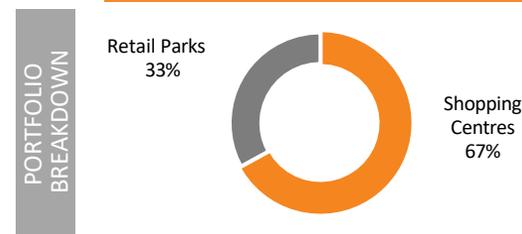
(1) FY22 FFO forecast based 4x Lar España Q1 2022 Business Update. This represents an estimated FY22 FFO of c. €54m or 62 cents per share.

(2) IMA – Investment Management Agreement with Grupo LAR was extended in 2021 for 5 more years

## THE COMPANY

- Lar España is a Spanish retail-focused REIT externally managed by Grupo LAR, an asset manager with extensive experience in the Spanish retail sector.
- High quality retail portfolio in Spain with a GAV of €1.4bn and a GLA of 550k sqm.
- Strong balance sheet, with 41% Net LTV and c. €200m of cash, being Investment Grade rated by Fitch (BBB) and attractive cost of debt (1.8%) after successful green bond issuances of €700m.

### GAV by Asset Type

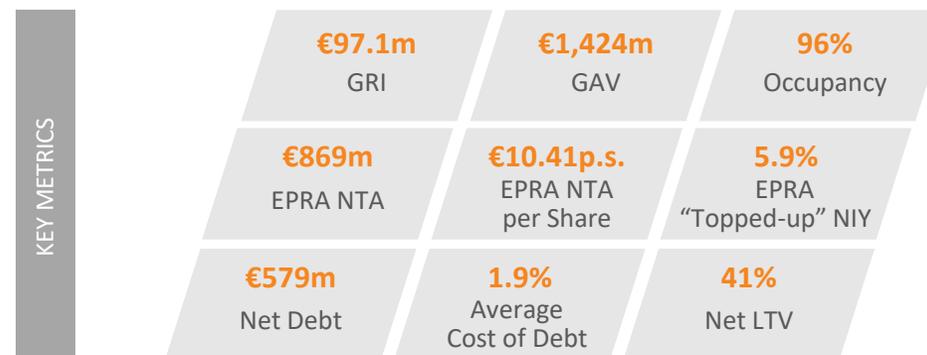


### GAV by Region



## RESULTS FY21

In 2021, Lar España GSM approved a dividend of €30m or 36 cents per share, in line with Castellana’s forecast.



# 3 MAIN ACHIEVEMENTS IN RESHAPING THE BALANCE SHEET



## CASTELLANA PROPERTIES SIGNS €185 MILLION 7-YEAR FINANCING AGREEMENT

- Financing agreement signed of €185 million led by Aareal Bank A.G. along with Banco Santander S.A.
- This agreement is a clear sign of the confidence credit institutions have in Castellana Properties, and places the company's average debt maturity at c. 5 years
- The objective was to refinance the syndicated loan for the retail park portfolio and the loan for the Habaneras Shopping Centre (Alicante), as well as the financing of phase two of the Pinatar Park Retail Park (Murcia)



## CASTELLANA PROPERTIES ACQUIRES 21.7% OF LAR ESPAÑA REAL ESTATE

- Acquisition of a 21.7% stake in Lar España Real Estate. Castellana Properties becomes the largest shareholder in Lar España Real Estate, a leading Spanish REIT owning high quality retail assets with a GAV in excess of €1.4bn
- Closed at a c. 48% discount to Lar España's EPRA NTA, the transaction represents an attractive financial investment, combining a high dividend yield with long-term capital appreciation potential



## FITCH ASSIGNS CASTELLANA PROPERTIES FIRST-TIME 'BBB-'; INVESTMENT GRADE CREDIT RATING; OUTLOOK STABLE

- Obtained a BBB- Investment Grade long-term rating with a stable outlook. Fitch, a premier international rating agency, has positively assessed not only our stability, active management and the quality of our portfolio, but also the increase in rents and the improvement in cash flow in Castellana.

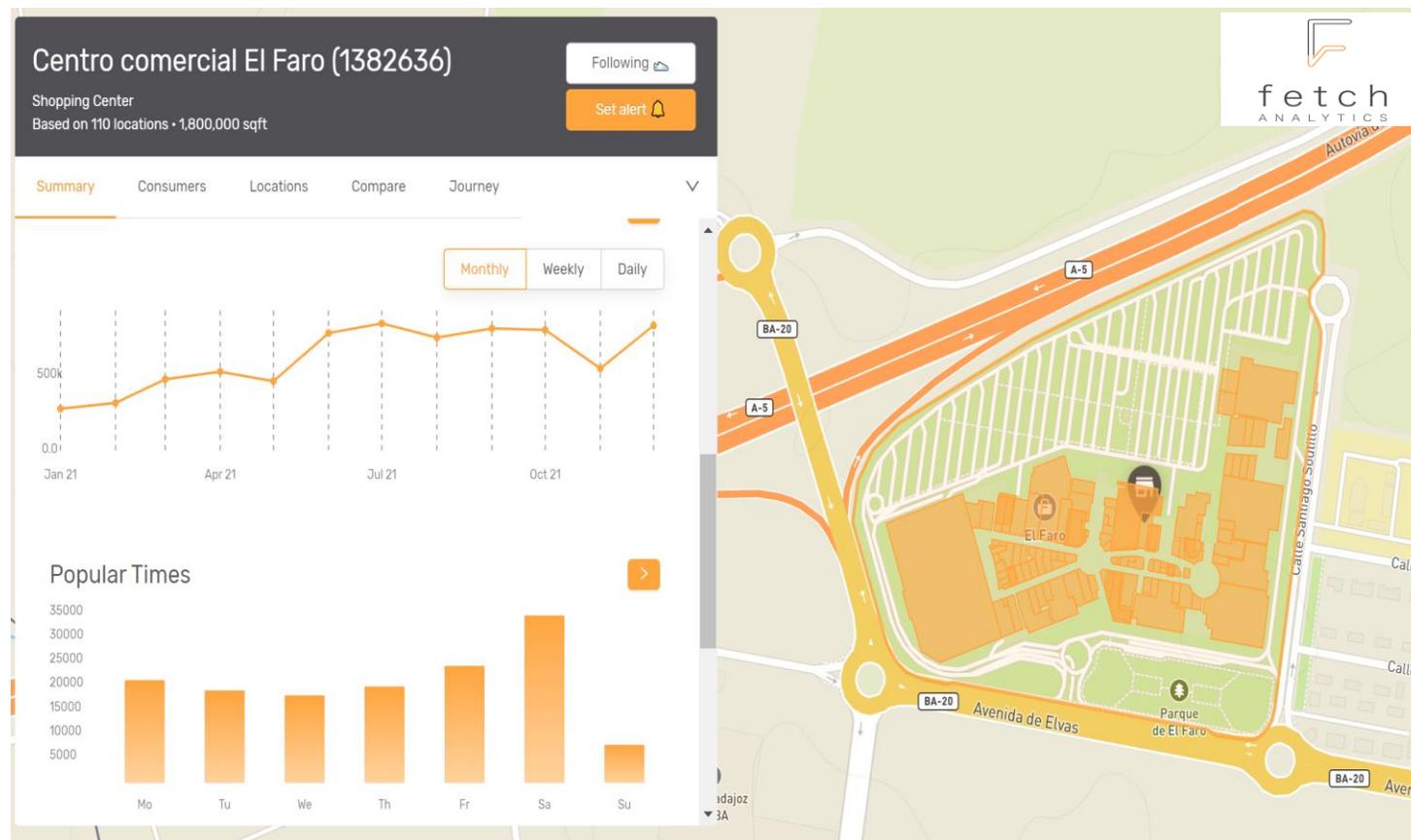


# 3 INNOVATION AND DIGITISATION

## LEADING DATA-DRIVEN SHOPPING TRANSFORMATION

Implementation of a new geolocation system to amplify customer knowledge into the company, providing real-time data into how customers interact within the physical world:

- Creating data insights to better serve our customer's needs by providing the best offer and tenant mix
- Improved knowledge of market performance to anticipate what's ahead
- Data driven analysis of our marketing campaigns improves the performance of our portfolio
- Immediate and near real-time data to be aware of latest trends, including social demographic segmentation



# 3 CUSTOMER CENTRICITY

## BRINGING CUSTOMERS TO THE STORE FROM THE ONLINE WORLD

### DIGITAL ADVENT CALENDAR CARRIED OUT FROM 1ST TO 25TH DECEMBER

- ✓ We have created additional value for our retailers by **bringing new customers from the online world into stores**
- ✓ **A high number of new loyalty members** gained with **more than 51%** of users redeeming their prizes in store within 3 days



## RESULTS



# 3 KEY FOCUS AREAS GOING FORWARD

- 

**OPERATIONAL EXCELLENCE**

  -  Continue to focus on growing income through active asset management, improving our service offering through customer centricity and improved decision-making by exploiting our deep data insights.
  
- 

**INVESTMENT READY**

  -  Secure and assess accretive deals on the direct asset market and continue to find opportunities to exploit the dislocation in pricing between the listed and direct asset markets.
  
- 

**ESG & INNOVATION**

  -  Continue developing our ESG strategy to achieve all our objectives and to reach the EPRA BPR ESG Gold Award level
  -  Foster our internal creative culture to lead innovation in the sector through our internal innovation programme iCast.

# 4 FINANCIAL PERFORMANCE, DEBT AND TREASURY

*Laurence Cohen*

**VUKILE**  
PROPERTY FUND  
REAL ESTATE. REAL GROWTH.



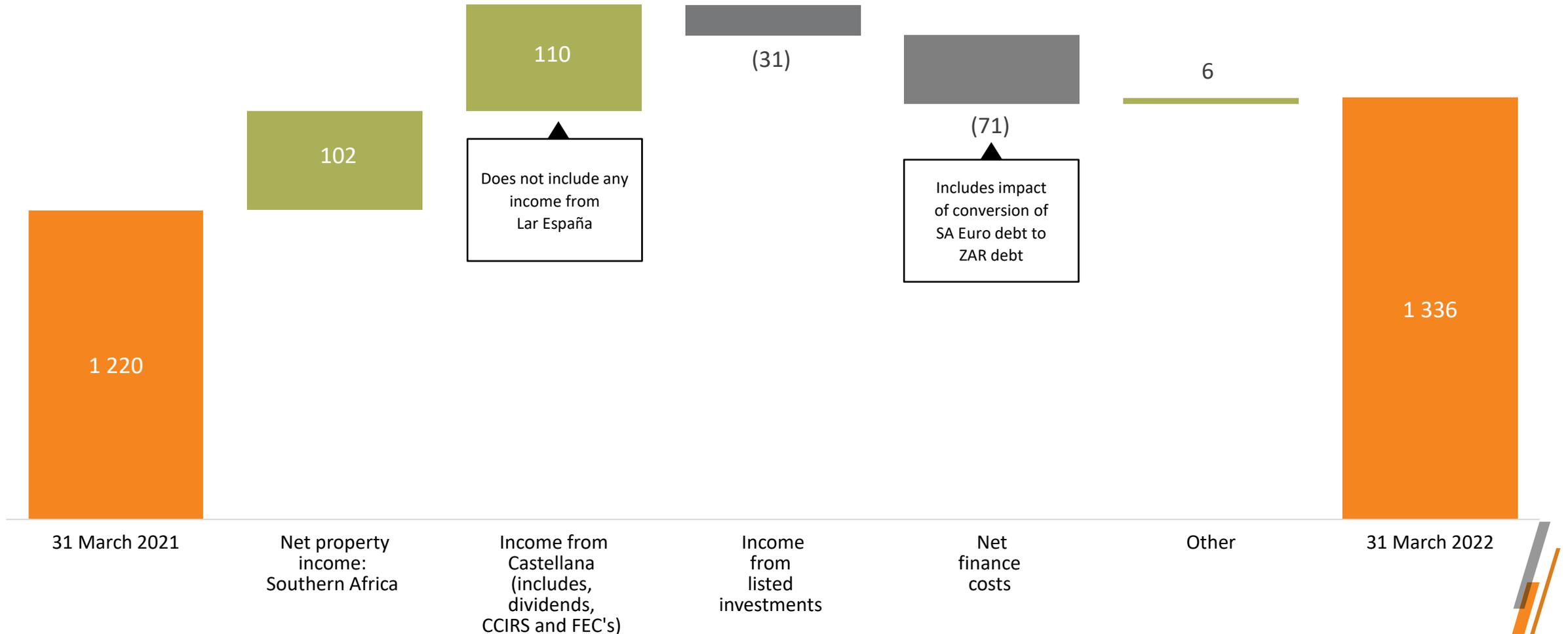
# 4 FY22 RESULTS AT A GLANCE

- At pre-close (in March), we guided the market for full year FY22:
  - FFO in a range of 130 cps to 135 cps; and
  - DPS in a range of 100 cps to 105 cps
- Actual results for FY22 slightly ahead of the top-end of our guidance:
  - FFO of 136.3 cps; and
  - DPS of 105.8 cps
- Cash retention of c. R308,2 million with no tax leakage
- No income from Lar España recognised in FY22, but we did incur interest on debt relating to the acquisition
  - see slides in appendix for detailed explanation on the proposed accounting treatment of the investment in Lar España



# 4 FFO BRIDGE (Rm)

## STRONG RECOVERY IN OPERATIONAL PERFORMANCE IN SOUTH AFRICA AND SPAIN



# 4 SIMPLIFIED INCOME STATEMENT

	31 March 2022 Rm	31 March 2021 Rm	Variance %
<b>Revenue</b>	<b>2 607</b>	2 242	16.3
South Africa	1 624	1 501	8.2
Spain	983	741	32.7
Property Expenses (net of recoveries)	(384)	(379)	(1.3)
<b>Net property income</b>	<b>2 223</b>	<b>1 863</b>	<b>19.3</b>
South Africa	1 335	1 228	8.7
Spain	888	635	39.8
Corporate administration expenses	(296)	(286)	(3.6)
Income from listed investments	157	85	84.7
Termination of FECs	101	-	
MEREV top-up payment	(59)	-	
<b>Operating profit before finance costs</b>	<b>2 126</b>	<b>1 662</b>	<b>27.9</b>
Net finance costs	(674)	(474)	(42.2)
<b>Profit before equity-accounted income</b>	<b>1 452</b>	<b>1 188</b>	<b>22.2</b>
Share of profit from associate and joint venture	23	17	35.3
<b>Profit before taxation</b>	<b>1 475</b>	<b>1 205</b>	<b>22.4</b>
Taxation	(21)	(40)	47.5
<b>Profit for the period</b>	<b>1 454</b>	<b>1 165</b>	<b>24.8</b>

# 4 SIMPLIFIED INCOME STATEMENT (CONTINUED)

	31 March 2022 Rm	31 March 2021 Rm	Variance %
<b>Profit for the period</b>	<b>1 454</b>	<b>1 165</b>	<b>24.8</b>
Non controlling interests	(47)	(49)	4.1
<b>Attributable to Vukile</b>	<b>1 407</b>	<b>1 116</b>	<b>26.1</b>
Non-IFRS adjustments	(71)	104	
Early termination of FECs	(58)	-	
Non-cash impact of IFRS 16 – Leases	5	6	
Equity accounted profit from associate	(33)	-	
Accrued dividends	15	98	
<b>FFO</b>	<b>1 336</b>	<b>1 220</b>	<b>9.5</b>
Pay-out ratio	77%	79%	
Dividend (Rm)	1 028	966	-
Shares in issue	980 226 628	956 226 628	
FFO per share (cents)	136.3	127.6	6.8
Dividend per share (cents)	105.8	101.0	4.8

# 4 COMPARISON OF FIRST HALF TO SECOND HALF - FY22

## SIGNIFICANT ONCE-OFF EVENTS HAVE DISTORTED THE NUMBERS IN H2 RELATIVE TO H1

	1 <sup>st</sup> Half Rm	2 <sup>nd</sup> Half Rm	FY22 Total Rm
<b>FFO</b>	<b>763</b>	<b>573</b>	<b>1 336</b>
<b>FFO per share (cents)</b>	<b>79.8</b>	<b>58.5</b>	<b>136.3</b>
% of total	57.1%	42.9%	100%
<b>Dividend</b>	<b>388</b>	<b>640</b>	<b>1 028</b>
<b>Dividend per share (cents)</b>	<b>40.5</b>	<b>65.3</b>	<b>105.8</b>
Shares in issue	956 226 628	980 226 628	980 226 628
Pay-out ratio	51%	112%	77%

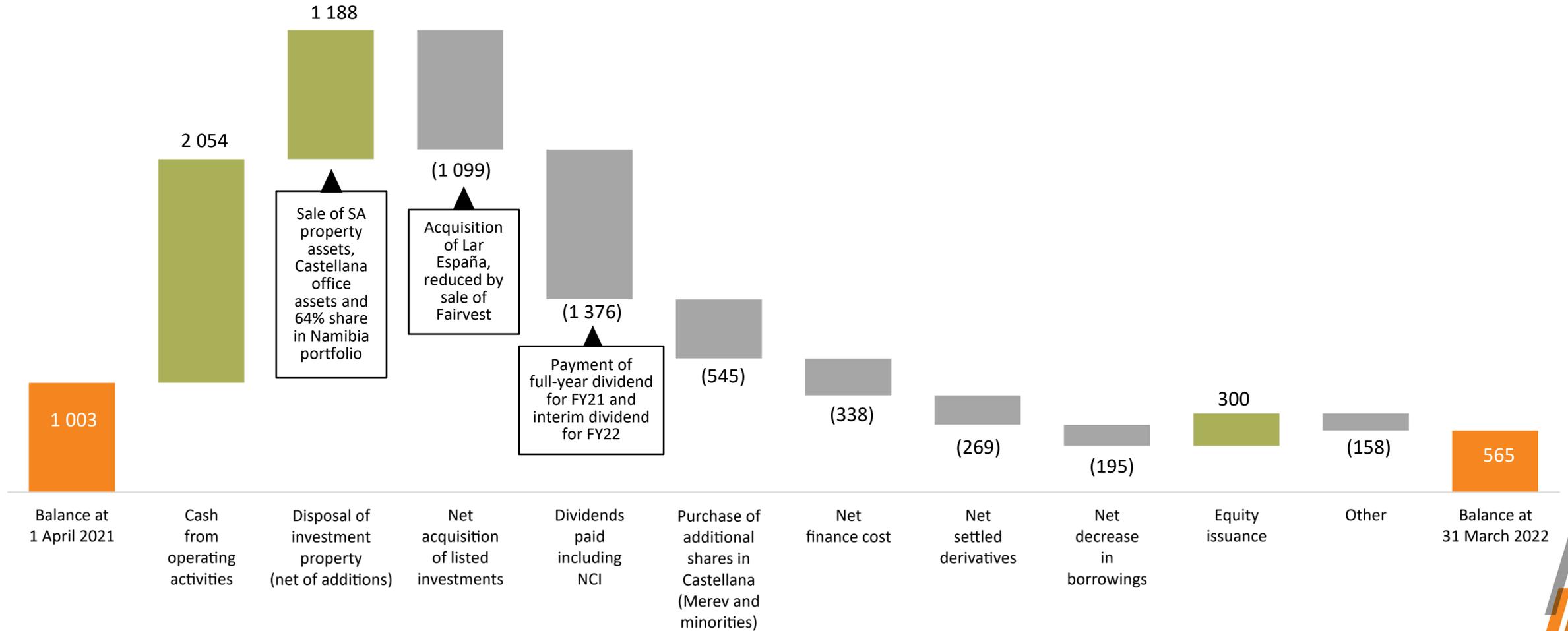
**FFO in the 1st half (H1) was higher than the 2nd half (H2), with H1 FFO making up 57% of total FFO for the year:**

- /** Profit from sale of Castellana office assets included in FFO in H1 (€3.3 million, Vukile share: R56.8 million)
- /** Cost of Castellana re-finance of syndicated loan incurred in H2 (€3.8 million, Vukile share: R58.0 million)
- /** Conversion of SA Euro debt to ZAR debt, higher cost of interest impacted H2 in full but only partially affected H1
- /** Interest income from CCIRS that were settled in June 21, benefited H1 - but no benefit to H2
- /** Incurred debt to acquire interest in Lar España in H2, but no income recognised in H2
- /** Issued new equity in H2 (24 million shares), however did not include any antecedent income in FFO in H2

**We expect H1/H2 split of income to normalise in the current financial year.**

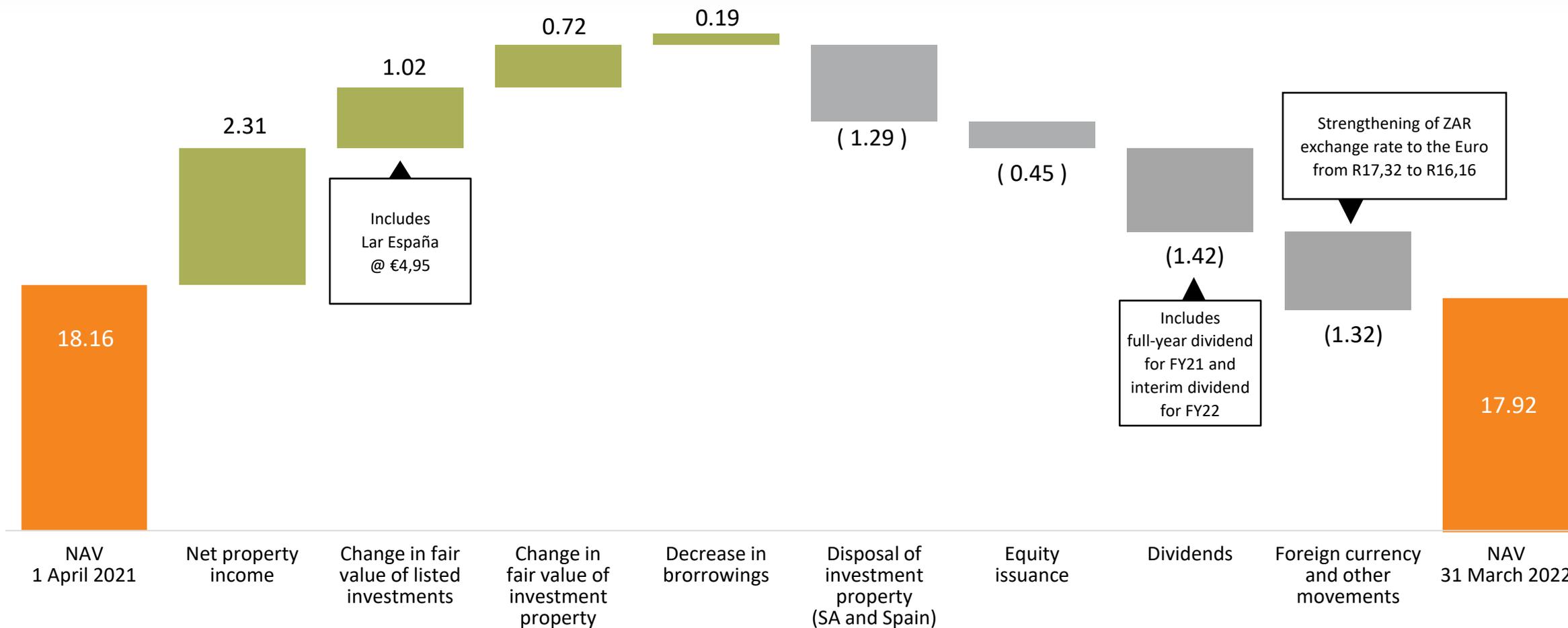
# 4 CASH FLOW BRIDGE (Rm)

## ACTIVE CASH MANAGEMENT TO INVEST IN CORE STRATEGY



# 4 NAV BRIDGE (R)

## NAV PER SHARE REDUCED MARGINALLY TO R17.92 MAINLY DUE TO ZAR STRENGTH



# 4 DEBT AND BALANCE SHEET OVERVIEW



## LIQUIDITY AND EXPIRY PROFILE

- 66% (R2.3bn) of FY23 maturing debt has already been repaid, refinanced or extended
- Undrawn debt facilities of **R3.1bn** at 31 March 2022 (R1.9bn at 31 March 2021)
- Sufficient cash and undrawn committed facilities** exceed all debt expiring over next 12 months (**3.1 times** covered)
- Debt maturity profile** has increased to **3.8 years** at 31 March 2022 (2.9 years at 31 March 2021)



## INTEREST RATE RISK MANAGEMENT

- 76%** of Group interest bearing debt hedged (78% at 31 March 2021)
- Hedge maturity profile** of **2.7 years** at 31 March 2022 (2.6 years at 31 March 2021)
- Expect interest cost to increase by **c. R40m for FY23** as a result of interest rate hikes (assumed 100bps) and further hedging costs



## FX RISK MANAGEMENT

- Total Vukile EUR debt has reduced to **€37m**, a **78% reduction** from total Vukile EUR debt of €164m at 31 March 2021
- The remaining CCIRS nominal of **€65m** has been hedged, eliminating FX risk at maturity in June 2022
- 65%** of Castellana's net forecast FY23 dividends are hedged



## DEBT CAPITAL MARKETS & ESG FUNDING

- Inaugural 5-year **R200m use-of-proceeds Green Loan** with Nedbank to fund nineteen solar energy projects
- GCR Ratings** reaffirmed corporate long-term credit rating of **AA<sub>(ZA)</sub>** in August 2021
- Inaugural **Fitch Ratings** investment grade rating for Castellana of **BBB-** in March 2022
- Unencumbered assets** at year-end were **R10.3bn**, with unsecured debt to unencumbered assets ratio of **15%**



## CASTELLANA SYNDICATED LOAN FUNDING

- In March 2022, Castellana refinanced the syndicated loan into a new **7-year €185m facility**
- Castellana debt maturity profile** has increased to **4.9 years** at 31 March 2022 (3.7 years at 31 March 2021)
- Castellana **first debt maturity in FY26**

# 4 KEY TREASURY METRICS

## LOW RISK BALANCE SHEET AND RISK METRICS SUPPORTING INVESTMENT GRADE CREDIT RATING

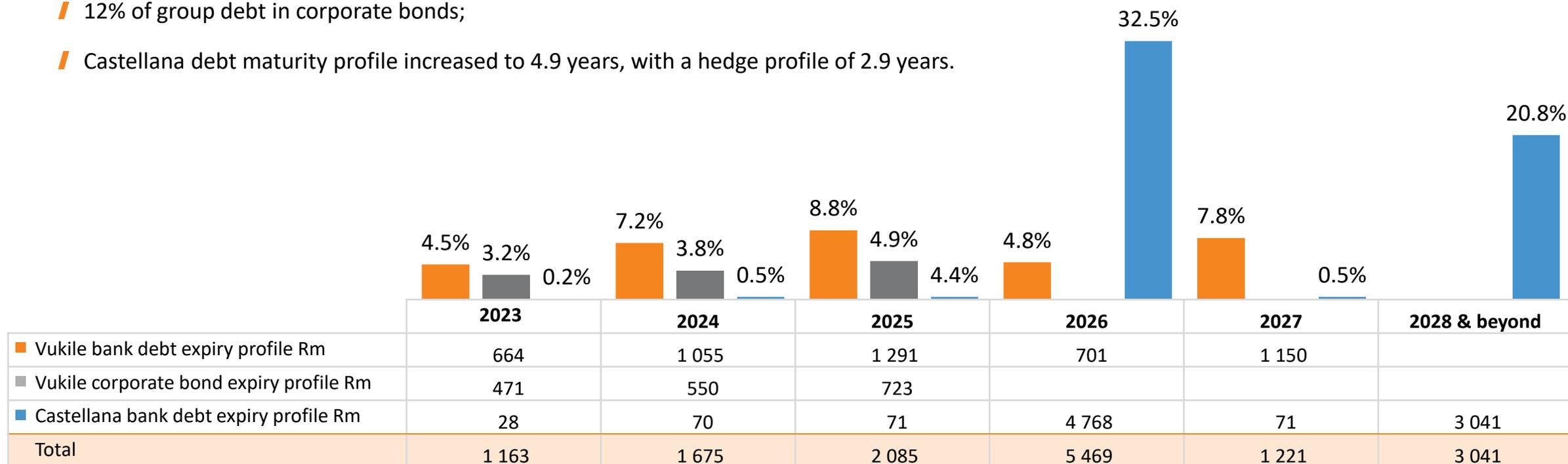
	31 March 2022	31 March 2021
Interest cover ratio	<b>3.4 times</b>	3.3 times
Loan-to-value ratio (net of cash and cash equivalents)	<b>43.0%</b>	42.8%
Unsecured debt to unencumbered assets ratio	<b>15.1%</b>	26.3%
Debt maturity profile	<b>3.8 years</b>	2.9 years
Interest-bearing debt hedged	<b>75.5%</b>	78.0%
Group cost of funding	<b>4.9%</b>	3.9%
Liquidity ratio (cash + undrawn facilities / debt expiry in next 12 month)	<b>3.1 times</b>	1.1 times
Corporate long-term credit rating	<b>AA<sub>(ZA)</sub></b>	AA <sub>(ZA)</sub>

- Stress testing of Group interest cover ratio indicates that the portfolio would need to undergo a 40% reduction in Group EBITDA, before reaching 2 times bank interest cover covenant level
- Castellana stress testing of valuations indicates the portfolio has a 34% headroom (€369m) in property value, before breaching Castellana's group LTV covenant of 65%

# 4 ANALYSIS OF GROUP LOAN EXPIRY PROFILE

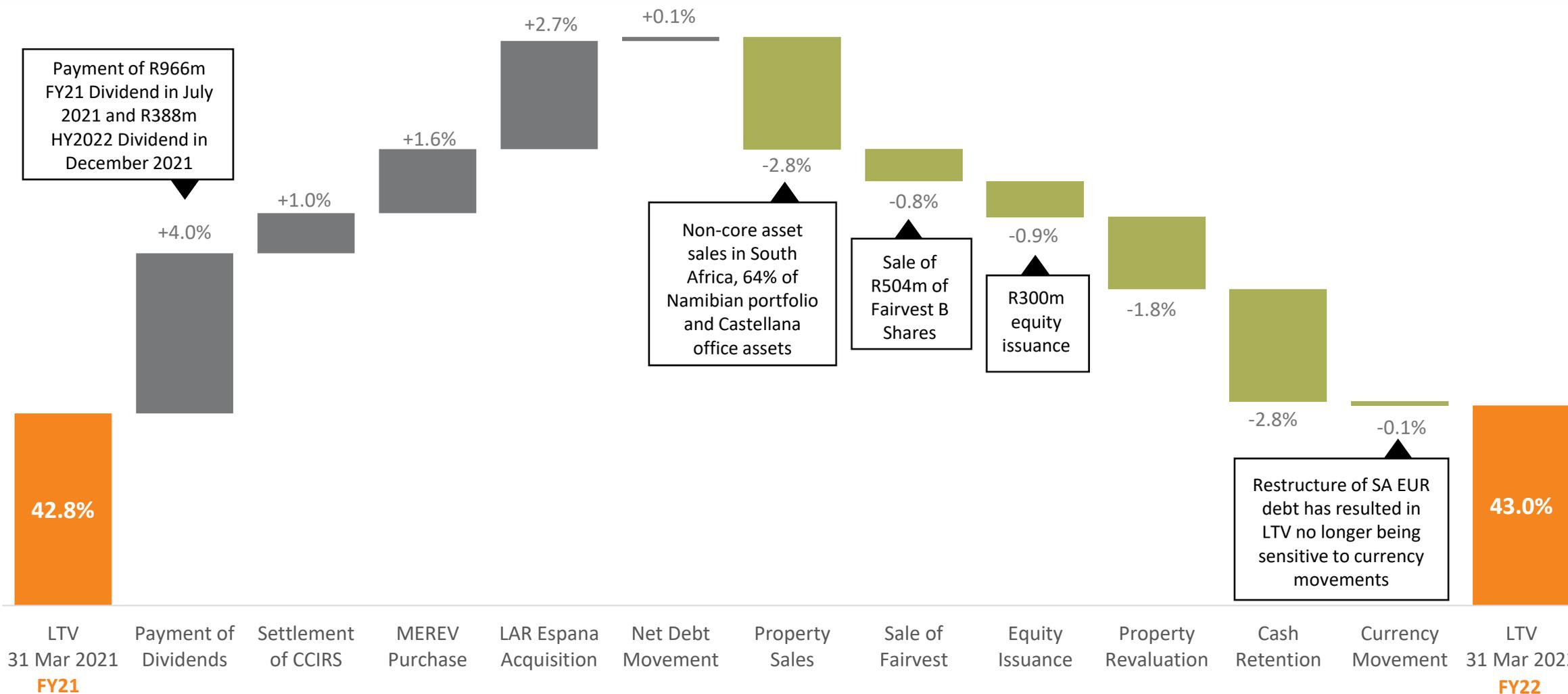
## LOW RISK EXPIRY PROFILE

- 66% of expiries relating to FY23 of R2.3bn have already been repaid, refinanced or extended;
- €128m (R2.3bn) of EUR debt was repaid or converted into ZAR facilities;
- R500m of unsecured corporate bonds were refinanced through 4.4x oversubscribed auction (R2.2bn of bids);
- Sufficient cash and undrawn committed facilities (R3.7bn) exceed all debt expiring (R1.2bn) over the next 12 months (3.1 times); and
- 12% of group debt in corporate bonds;
- Castellana debt maturity profile increased to 4.9 years, with a hedge profile of 2.9 years.



# GROUP LOAN-TO-VALUE BRIDGE

## ACTIVE ASSET ROTATION WHILST MAINTAINING STABLE LTV



# 4 KEY TREASURY FOCUS AREAS GOING FORWARD



## LIQUIDITY AND EXPIRY PROFILE

- // Continue to proactively manage debt expiry by maintaining strong relationships across all major SA banks
- // Increasing debt maturity profile by refinancing debt into new 3 to 5 years facilities (strategically during COVID crisis, debt was refinanced with shorter terms (2-years) as margins had increased significantly)
- // Continued focus on liquidity by maintaining material undrawn committed facilities, reducing risk refinance whilst providing ability to quickly deploy capital for strategic opportunities



## INTEREST RATE RISK MANAGEMENT

- // Cognisant of interest rate hiking cycle over next few years, however current cost of hedging with interest rate swaps is at all-time highs in South Africa
- // Over hedging with interest rate swaps in the current market does not mitigate the risk of interest rate hikes, but will rather lock-in future potential higher rates
- // Will dynamically hedge interest rate risk utilising interest rate CAPS, to ensure interest rate risk is mitigated, whilst still benefiting from lower interest rates in the short to medium term

## 4 KEY TREASURY FOCUS AREAS GOING FORWARD (CONT.)



### FX RISK MANAGEMENT

- // Vukile has adopted a layered approach to hedging Spanish GAAP based EUR dividend forecasts with FECs, targeting an average hedge ratio of 60% across a 5-year period
- // Tiered 100% hedging in year 1, 80% hedging in year 2, 60% hedging in year 3, etc.
- // Castellana FFO is not hedged
- // This allows us to be a Rand hedge, with Vukile's FFO more positively exposed to a weaker Rand, whilst still providing predictable dividends over the short-term
- // The reduction in EUR debt and CCIRS makes Vukile's NAV more positively exposed to a weaker ZAR going forward, hence becoming more of a Rand hedge
- // Given the recent ZAR strength against the EUR, forecast income related to the acquisition from Lar España has not yet been hedged
- // The intention is to wait until the EURZAR foreign exchange rate has stabilised before hedging this income



### DEBT CAPITAL MARKETS & ESG FUNDING

- // Vukile remains committed to the Debt Capital Markets ("DCM") with regular issuances
- // Intention to host annual debt investor roadshow in July with and annual auction in August to match existing DCM maturities
- // Committed to ESG and will consider 'sustainability linked' corporate bonds and bank loans
- // ESG authenticity most important factor - committed to engage with investors to achieve meaningful, long-term ESG outcomes

5

## ESG, TRANSACTION UPDATE AND STRATEGY

*Laurence Rapp*

**VUKILE**  
PROPERTY FUND

REAL ESTATE. REAL GROWTH.



## ESG REPORTING FRAMEWORKS AND CERTIFICATIONS

ESG reporting aligned with World Economic Forum (WEF) Stakeholder Capitalism Metrics

Key Stakeholder Capitalism Metrics are:



People



Planet



Prosperity



Governance

ESG 3-year plan aligned with UN SDGs

Vukile’s primary UN SDGs – areas in which we can make a **direct impact**



Vukile’s secondary UN SDGs – areas in which we can make an **indirect impact**



Key ESG certifications in South Africa



Carbon footprint calculation



Global Real Estate Sustainability Benchmark



CDP energy and water

Key ESG certifications in Spain



Global Real Estate Sustainability Benchmark



Carbon footprint calculation

# SIGNIFICANT DELIVERABLES ON ESG DURING FY22

	Performance metric	Achievements for FY22	
ENVIRONMENTAL	/ Optimisation of energy mix	<ul style="list-style-type: none"> <li>Further <b>2.9 MWp of PV installed in SA</b>, increasing renewable capacity by 26% year-on-year to a total of 12,7MWp.</li> <li>Contracted <b>100% renewable energy (GdO) in 83%</b> of the shopping centres in Spain</li> </ul>	
	/ Enhanced energy efficiency	<ul style="list-style-type: none"> <li>Successful project roll-out culminating in a further <b>335 000 kWh saving per annum in SA</b> whilst improving light levels</li> </ul>	
	/ GHG emission measurement Determining Scope 1,2 & 3 emissions	<ul style="list-style-type: none"> <li>Successfully completed our <b>inaugural carbon footprint calculation in SA.</b></li> </ul>	
	/ Water security & sustainability	<ul style="list-style-type: none"> <li>Successful project roll-out culminating in <b>securing of additional 6,1 Ml of water per annum</b> from non-council sources.</li> <li>Conducted a <b>full water usage audit</b> throughout the portfolio.</li> </ul>	
	/ Green Building Certification	<ul style="list-style-type: none"> <li>All Spanish buildings are <b>BREEAM Certified</b>, with Castellana nominated for 3 BREEAM Awards in 2022.</li> </ul>	
SOCIAL	/ Continued social impact in education and job creation	<ul style="list-style-type: none"> <li>The <b>Vukile Academy has funded 66 bursary students in property disciplines during calendar year 2021 whilst placing all job-seeking interns in formal employment.</b></li> </ul>	
	/ Social impact through the enterprise development of emerging retailers	<ul style="list-style-type: none"> <li>The <b>Vukile Retail Academy has been established</b> and 9 emerging retailers have been selected for the programme. Free retail space of 1 035m<sup>2</sup> has been made available for this purpose.</li> </ul>	
	/ Social and humanitarian response to the COVID-19 pandemic and July 2021 Civil Unrest in SA	<p><b>#UnitedWeStand</b> <i>Project supported:</i></p> <ul style="list-style-type: none"> <li>17 114 individuals and families assisted</li> <li>10 Animal welfare organisations</li> <li>65 Organisations</li> </ul> <p><b>#TogetherWeRise</b> <i>Project delivered:</i></p> <ul style="list-style-type: none"> <li>90 000 Meals</li> <li>2400 Gift packs</li> <li>9 NPO/ Organisations 1 865 individuals</li> </ul>	
	/ Social impact on various issues within Spain	<ul style="list-style-type: none"> <li>Castellana scoops 2021 <b>Chupete Award for campaign against cyberbullying.</b></li> <li>Castellana teamed up with <b>Red Cross on a pioneering project</b> aimed at making shopping centres healthier and safer.</li> <li>Castellana workforce <b>58% female.</b></li> </ul>	
GOVERNANCE	/ Board composition	<ul style="list-style-type: none"> <li><b>Successfully implemented our board succession plan resulting in 30% female representation and 60% black representation</b></li> </ul>	
	/ Driving a strong ethical culture Participation in the GIBS ethics barometer	<ul style="list-style-type: none"> <li>Strong performance in GIBS Ethics Barometer with <b>high level of perceived adherence to BLSA Integrity Pledge.</b></li> </ul>	
	/ Quality of reporting	<ul style="list-style-type: none"> <li>Castellana has been granted the <b>EPRA Gold Award for Financial Reporting.</b></li> </ul>	

## INNOVATIVE AND UNIQUELY SOUTH AFRICAN RETAIL INCUBATION PROGRAMME

- / The objective is to create greater diversity in tenant and category mix within our malls
- / An incubation programme to help the next wave of second-tier retailers
- / Provide favourable leasing terms, a growth plan within the portfolio, mentorship by a team of pre-eminent retailers and access to Vukile's development and project team
- / Aim to find a unique offering that is scaleable

- / 9 candidates selected for the programme

- / Fakizinto Concepts, Malea Garments, Delisabhem Restaurant, The Scrummy Ice Cream, Tso's Café, Zonwabo Cakes, Lielo Beauty, Ikhaya Homeware and Décor and Mbewu Fruit and Veg

- / Categories covered include fashion, shoes, food services, confectionery, restaurant, health and beauty, homeware and décor and fruit and veg

- / Total GLA of 1 035m<sup>2</sup> has been allocated to the project

- / Malls dedicated to project, Daveyton, Dobsonville, Hammanskraal, Hillfox and Randburg Square



# 5 ESG FOCUS AREAS FY23 – FY25

## ENVIRONMENTAL



- Further enhancing our energy mix through the installation of additional renewable energy sources, increasing the installed PV capacity by more than 50% in SA, which will represent 12% of total energy usage
- GHG emission reduction:** Combined scope 1 & 2 CO<sub>2</sub>e emissions per m<sup>2</sup> (tonnes of CO<sub>2</sub>e) to be reduced with a minimum of 10% per annum in SA.
- Updating and renewal of **energy certificates according to RD 390/2021** in Spain.
- Increase the **contracting of 100% renewable energy (GdO) to 100% of the portfolio** in Spain.
- Implementation of various **water and waste management projects** across the portfolios in both SA and Spain

## SOCIAL



- Providing funding and mentorship **to a minimum of 50 bursary students** per annum in property/related disciplines
- Training in the form of a “first job” for a minimum of **10% of the Vukile workforce per annum** via the Vukile Academy’s intern programme
- Acceleration of the roll-out of the **Vukile Retail Academy** aimed at **developing and empowering emerging retailers** from previously disadvantaged communities
- Maintaining our **Great Place to Work** certification in Spain
- Maintaining our **Deloitte Best Company** certification in SA
- Continued focus on **gender and race diversification** within the workforce
- Continued partnering with our communities on **various CSI initiatives** in both SA and Spain

## GOVERNANCE



- Maintaining our high ethical standards as assessed through the **GIBS Ethics Barometer**
- Maintain a high quality independent board with **appropriate diversity** of skills, race and gender
  - Maintaining board composition at **30% female and 50% black representation**

# 5 ACTIVE ASSET ROTATION TO DRIVE STRATEGIC OBJECTIVES

SALES / CASH GENERATED	
SA direct assets	R796m
Namibia	R700m
Fairvest	R504m
Spanish office assets	R440m €26m
Vukile Equity Capital raise	R300m
Retained FFO	R308m
Cash raised in FY22	R3.0bn

DEPLOYED INTO	
Lar España	R1.6bn €99m
Merev	R390m €24m
Castellana shares from Dream	R121m €7.5m
Operational Capex (Castellana)	R24m €1.5m
Developments (Castellana)	R305m €18.9m
Operational Capex (Vukile)	R89m
Developments (Vukile)	R85m
PV projects	R40m
Excess	R387m

# FURTHER ROTATIONS AND POTENTIAL OPPORTUNITIES

## FY23 PROJECTED CASH GENERATORS

Excess carried over	R387m
Unconditional sales	R186m
Potential further sales of Fairvest shares	R360m
Estimated retained FFO	R317m
<b>Potential cash generated</b>	<b>R1.25bn</b>

## POTENTIAL OPPORTUNITY SET

- / SA retail assets under evaluation
- / Further investment into LAR
  - / 1.15 million shares purchased since year end (€5.7 million) at an average price of € 4.99
- / Operational capex in South Africa of R140m
- / Operational capex in Spain of €3.5m (R57m)
- / Developments in Spain of €26.5m (R428m) (with €17m already financed)
- / PV projects of R140m
- / Vukile has the ability to acquire Castellana shares from Merev any time until July 2024, whilst Merev can only require shares to be sold in July 2024



# 5 INVESTMENT IN LAR ESPAÑA

## POSITIONING CASTELLANA FOR FURTHER GROWTH

### INVESTMENT THESIS

- / Highly attractive acquisition price at c. 48% discount to EPRA NTA.**  
This investment exploits the current price dislocation between listed real estate and the direct asset market.
- / Lar España portfolio is highly complimentary to the Castellana portfolio.**  
Lar España assets located predominantly in the north and east of Spain while CPS portfolio is concentrated in the south and west of the country.
- / High single digit dividend yield with long-term capital appreciation potential.**  
Share Price does not yet reflect the recovery post the pandemic, recent update of the IMA at more favorable terms to shareholders, redeployment of existing c. €200m cash and reduced finance costs from new green bond programme.
- / Strong investment case with highly attractive returns and provides strategic optionality in our core market.**
- / Castellana has further increased its stake in Lar España through acquisition of shares on the screen and will continue to do so if pricing remains attractive.**
- / As the largest shareholder, Vukile and Castellana continue to engage with Lar España's management to discuss strategy to unlock further value for shareholders.**
  - /** Deployment of cash of c. €200 million
  - /** Scale
  - /** Operational metrics
  - /** Dividend policy

### Q1 2022 BUSINESS UPDATE

Q1 2022 business update in line with Castellana's forecast.

#### KEY TAKEAWAYS

- /** Results in line with Castellana's expectations.
- /** Guidance was given for FY22 results of 4 times Q1 2022 business update. This represents an estimated FFO of c. €54m.
- /** Despite macroeconomic uncertainty, Lar España management is confident of passing higher energy and other inflationary costs to tenants due to CPI linked contracts.
- /** Net LTV and finance costs were reduced to 39.9% and 1.8% respectively.
- /** Versus Q1 2019, sales improved +7.7% LfL and footfall is still -8.5% below but improving.

#### KEY METRICS

€24.4m GRI <sup>(1)</sup>	€1,425m GAV	96% Occupancy
€13.6m Recurring Net Profit	€10.50p.s. EPRA NTA per Share	6.0% EPRA "Topped-up" NIY
€568.5m Net Debt	1.8% Average Cost of Debt	39.9% Net LTV

# 5 STRATEGIC FOCUS AREAS

## CUSTOMERS DRIVE VALUE



### OUR PEOPLE

- Continued drive to embed a **singular culture** within Vukile and Castellana
- Ensuring the group remains an **employer of choice**
- People leadership** and management will be a key differentiating factor; focus on new ideas and **innovation**



### OUR CUSTOMERS

- Integrate data analytics from multiple tested **customer insight solutions** into a single powerful asset management tool
- Will include current portfolio metrics, psychographic information, geolocation trends and **customer data** from in-mall wi-fi
- Enable the business to respond in real time to **consumer behaviour changes**
- Has become an embedded **core competence** and source of long term advantage; open up new revenue and value streams



### OUR TENANTS

- Already providing our tenants with **nodally dominant shopping centres** with very strong trading conditions
- Believe strongly in a co-operative and non-conflictual relationship with tenants; foster a **partnership relationship**
- Look to further develop the **excellent relations with our tenants**
- Opportunities to **add value to our tenants** to make them and our centres more successful using our unique geolocation data



### BALANCE SHEET STRENGTH

- Continued focus on maintaining a **strong and liquid balance sheet**
- Maintain **strong relationships** with our multiple banking and funding partners with specific focus on Spain
- Deployment of **retained cash** to drive long term strategic **sustainability**



### OPERATIONAL EXCELLENCE

- Continued focus on **retaining tenants and filling vacant space** through our in-house letting teams
- Tight focus on cost control whilst ensuring we meet the **highest standards of safety and hygiene** in our assets
- Successful implementation of **iCast innovation projects and embedding a culture of innovation**



### ESG

- Implementation of **ESG roadmap**
- Ongoing investment into PV plants** in SA and beginning the journey in Spain
- Focus on transformation and **further CSI initiatives**



### GROWTH

- Actively looking for **growth opportunities** in SA and Spain
- Will look at asset purchases, expansions and corporate activity
- Remain focused on core **retail expertise**



# 6

## PROSPECTS AND GUIDANCE

*Laurence Rapp*

**VUKILE**  
PROPERTY FUND  
REAL ESTATE. REAL GROWTH.



# PROSPECTS FOR THE GROUP

- Having successfully navigated the ongoing challenges of the COVID-19 pandemic and unrest in South Africa during the past financial year, we are delighted with the results produced and the **extremely strong position** of the business going forward.
- While there remains uncertainty to the global growth outlook fuelled by the war in Ukraine, ongoing supply chain dislocations, inflation fears and a rising interest rate cycle, **our business model has been proven to be resilient, sustainable and well positioned to withstand potential volatility.**
- Retail sales and footfall have returned to pre-COVID-19 levels and we are very encouraged by the **strong trading environment in both Spain and South Africa**, where we are seeing good demand and competition from retailers to expand in our portfolios.
- We continue to see benefits from our **retail specialisation** model and data-driven asset management capabilities.
- The balance sheet remains strong**, with a long expiry profile and significant support from our funders. **Interest rate exposure** in both Vukile and Castellana **is well hedged** and a rising interest rate environment should not have a material impact on earnings or guidance.
- Based on our current forecasts, an assumed ZAR/EUR exchange rate of R16,80 and maintaining a similar payout ratio to the current year, we expect to deliver **growth in FFO per share and dividend per share of between 5% to 7%** for the year ending 31 March 2023.
- This will equate to a full year dividend per share of between **111 and 113 cents**, to be paid with both an interim and a final dividend.



# 6 WHY VUKILE?

## A UNIQUE PROPERTY COMPANY



### SPECIALISTS IN RETAIL

- Specialists in the retail sector, with more than 1 million m<sup>2</sup> of GLA across 52 retail properties in South Africa and Spain
- Best-in-class internalised management structure
- Supported by strong relationship with national & international tenants
- With a focus on providing our customers a unique retail experience



### HIGH QUALITY PORTFOLIO

- Strategically constructed portfolio of handpicked properties
- Dominant assets in catchment areas
- Highly diversified portfolio in terms of property type, regions, categories and tenants, offering a low level of portfolio risk
- Attractive pipeline of opportunities to bolster growth
- Supported by focus on customer needs



### ROBUST FINANCIAL METRICS

- Conservative and prudent financial policy to ensure long-term sustainable growth
- Active debt management supported by strong relationships with debt funders
- Dynamic hedging policy to mitigate risk whilst optimising returns
- Consistent capex & development policy to ensure sustainability and income growth



### ACTIVE MANAGEMENT

- Unique and effective active management style, aiming to invest to add long-term value as evidenced by recent development projects and choice of acquisitions and sales
- Highly dynamic and efficient team, able to quickly adapt when it comes to decision making
- Strong operational focus, integrating assets with local communities, anticipating customers' needs and supporting tenants



### HIGHEST GOVERNANCE STANDARDS

- Strong corporate governance with a highly experienced and independent Board of Directors
- Integrity and transparency as core values
- Committed to ESG principles throughout business processes
- Committed to generating maximum value for stakeholders and returns for shareholders
- Acknowledged as an employer of choice with high ethical standards



### INNOVATION AND CUSTOMER CENTRICITY AS PART OF OUR DNA

- Proactively spearheading new trends at its shopping centres
- Internal innovation programme to embrace cutting-edge new trends
- Placing the customer at the centre of our innovation with data analytics evaluating customer needs
- Embracing technology to adapt our shopping centres to emerging consumer needs



### STRONG INCOME & GROWTH PROSPECTS

- Incentivised to achieve FFO and NAV growth
- Returns driven through healthy, sustainable and robust growth
- Diversified net currency exposure
- Stable NAV with meaningful upside potential over the next 5 years
- High quality cash flows resulting in competitive dividend yield with conservative tax efficient pay-out ratio

# ACKNOWLEDGEMENTS

- Board
- Property managers
- Service providers
- Brokers and developers
- Tenants
- Investors
- Funders
- Colleagues





## QUESTIONS AND ANSWERS



**VUKILE**  
PROPERTY FUND  
REAL ESTATE. REAL GROWTH.



Appendix

1A

## RETAIL PORTFOLIO COMPOSITION

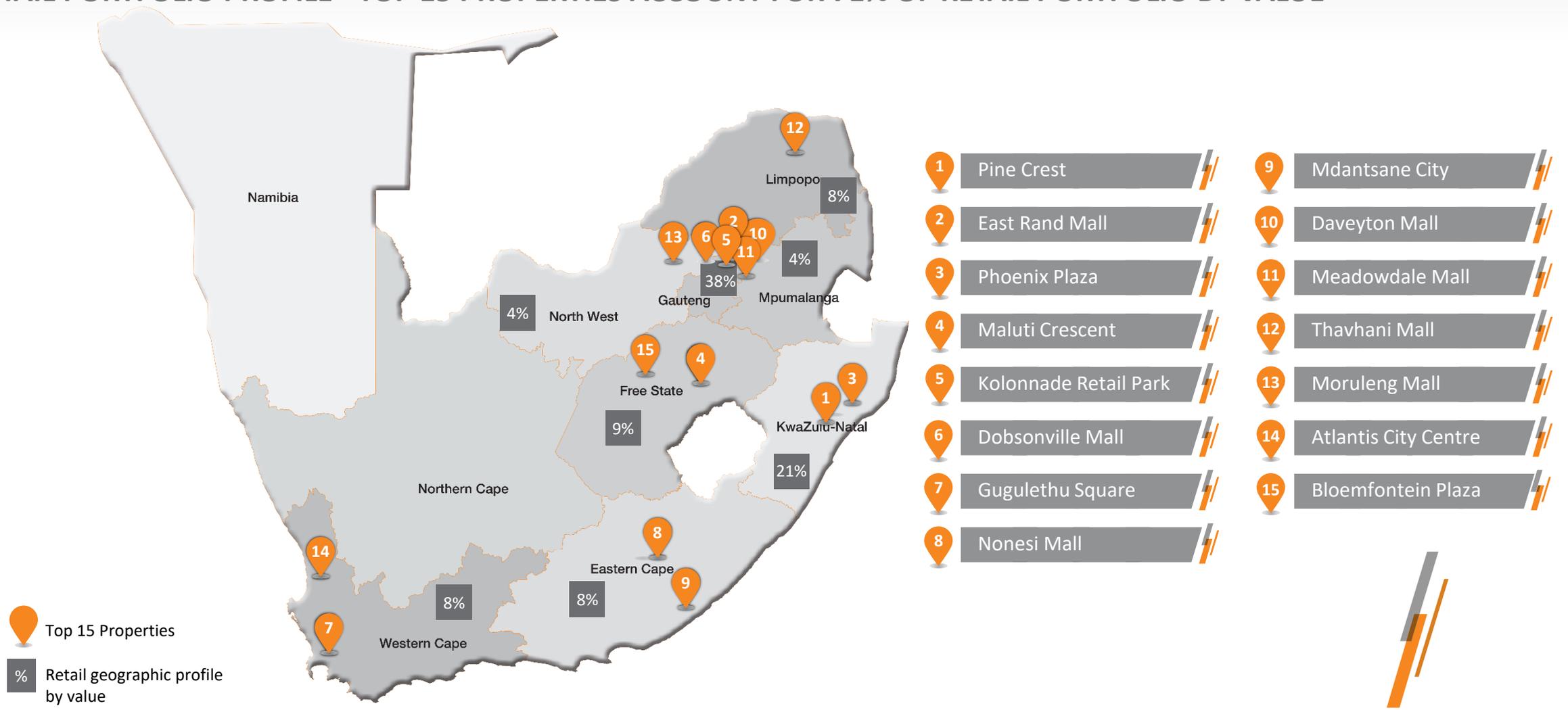
South African Portfolio

**VUKILE**  
PROPERTY FUND  
REAL ESTATE. REAL GROWTH.



# SOUTH AFRICA RETAIL FOOTPRINT

RETAIL PORTFOLIO PROFILE - TOP 15 PROPERTIES ACCOUNT FOR 71% OF RETAIL PORTFOLIO BY VALUE



# 1A HIGH QUALITY RETAIL ASSETS

## TOP 15 ASSETS



<b>GAV</b>	<b>R1 112m</b>	<b>R1 108m</b>	<b>R 852m</b>	<b>R 839m</b>	<b>R 686m</b>
<b>Region</b>	KwaZulu-Natal	Gauteng	KwaZulu-Natal	Free State	Gauteng
<b>Gross Lettable Area</b>	43 338m <sup>2</sup>	68 522m <sup>2</sup>	24 072m <sup>2</sup>	35 741m <sup>2</sup>	39 665m <sup>2</sup>
<b>Monthly rental</b>	R203/m <sup>2</sup>	R261/m <sup>2</sup>	R288/m <sup>2</sup>	R168/m <sup>2</sup>	R131/m <sup>2</sup>
<b>National tenant exposure</b>	94%	93%	78%	95%	96%
<b>Vukile ownership</b>	100%	50%	100%	100%	100%
<b>Approx. footfall <sup>(1)</sup></b>	9.4m	7.4m	10.4m	10.0m	
<b>Vacancy</b>	3.6%	1.5%	0.4%	Fully let	Fully let

(1) Includes impact of COVID-19 lockdowns

# 1A HIGH QUALITY RETAIL ASSETS

## TOP 15 ASSETS (CONT.)

	DOBSONVILLE MALL	GUGULETHU SQUARE	NONESI MALL	MDANTSANE CITY	DAVEYTON MALL
					
<b>GAV</b>	<b>R 640m</b>	<b>R 631m</b>	<b>R 562m</b>	<b>R 543m</b>	<b>R 533m</b>
<b>Region</b>	Gauteng	Western Cape	Eastern Cape	Eastern Cape	Gauteng
<b>Gross Lettable Area</b>	26 438m <sup>2</sup>	25 699m <sup>2</sup>	27 971m <sup>2</sup>	36 604m <sup>2</sup>	19 815m <sup>2</sup>
<b>Monthly rental</b>	R174/m <sup>2</sup>	R186/m <sup>2</sup>	R154/m <sup>2</sup>	R139/m <sup>2</sup>	R210/m <sup>2</sup>
<b>National tenant exposure</b>	93%	92%	98%	85%	88%
<b>Vukile ownership</b>	100%	100%	100%	100%	100%
<b>Approx. footfall <sup>(1)</sup></b>	9.2m	10.9m	7.6m	9.0m	6.4m
<b>Vacancy</b>	Fully let	Fully let	4.3%	4.3%	Development vacancy

(1) Includes impact of COVID-19 lockdowns

# 1A HIGH QUALITY RETAIL ASSETS

## TOP 15 ASSETS (CONT.)

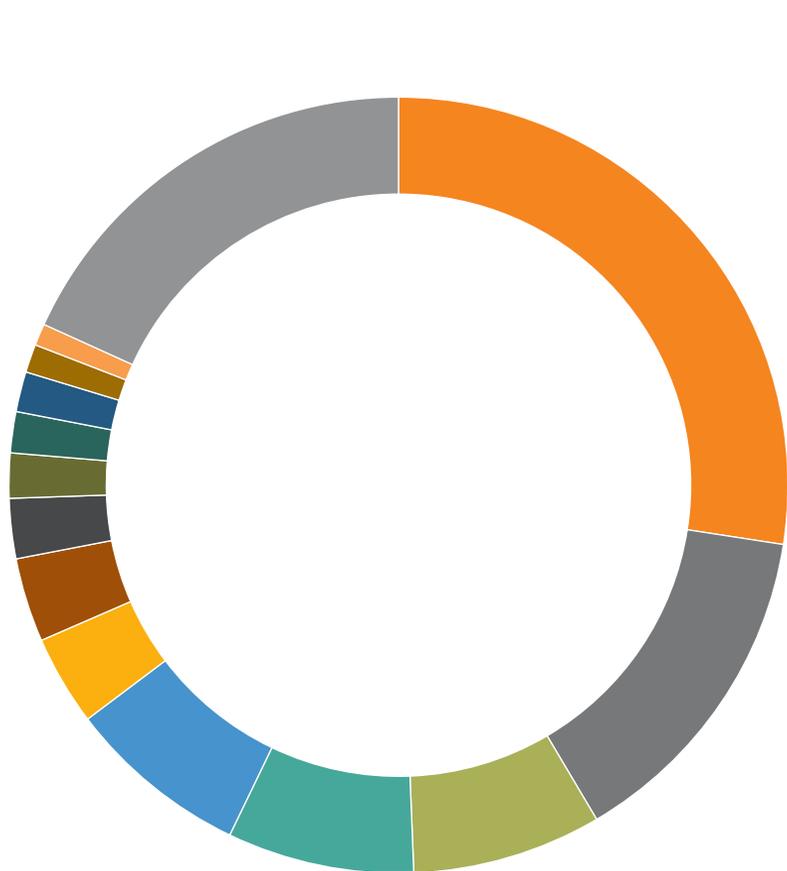
	MEADOWDALE MALL	THAVHANI MALL	MORULENG MALL	ATLANTIS SHOPPING CENTRE	BLOEMFONTEIN PLAZA
					
<b>GAV</b>	<b>R 487m</b>	<b>R 473m</b>	<b>R 458m</b>	<b>R 456m</b>	<b>R 413m</b>
<b>Region</b>	Gauteng	Limpopo	North West	Western Cape	Free State
<b>Gross Lettable Area</b>	49 487m <sup>2</sup>	53 342m <sup>2</sup>	31 558m <sup>2</sup>	21 984m <sup>2</sup>	44 159m <sup>2</sup>
<b>Monthly rental</b>	R97/m <sup>2</sup>	R192/m <sup>2</sup>	R137/m <sup>2</sup>	R176/m <sup>2</sup>	R99/m <sup>2</sup>
<b>National tenant exposure</b>	88%	93%	81%	79%	60%
<b>Vukile ownership</b>	67%	33.33%	80%	100%	100%
<b>Approx. footfall <sup>(1)</sup></b>		8.9m	4.0m	9.3m	7.9m
<b>Vacancy</b>	Fully let	0.5%	Fully let	2.1%	1.9%

(1) Includes impact of COVID-19 lockdowns

# RETAIL CATEGORY EXPOSURE

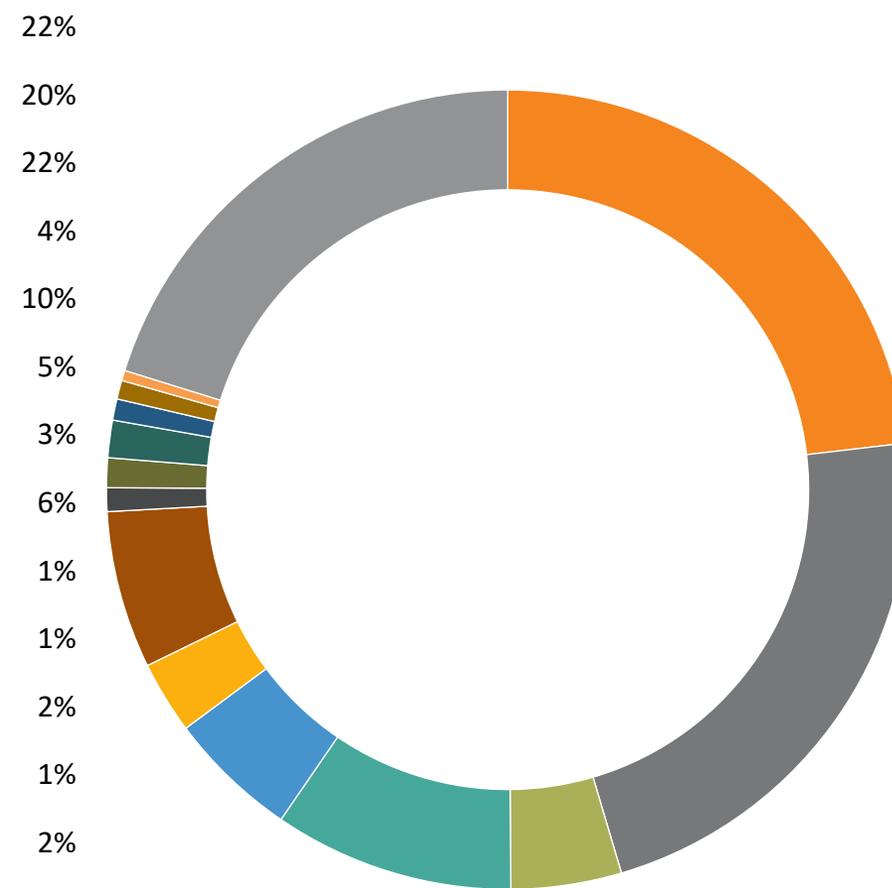
## WELL DIVERSIFIED MIX OF TENANT CATEGORIES

### CATEGORY PROFILE BY RENT



- 27% Fashion
- 18% Grocery/ Supermarket
- 14% Banking
- 8% Home Furnishings/ Décor
- 8% Food
- 8% Sporting/ Outdoor Goods & Wear
- 4% Department Stores
- 3% Cell Phones
- 2% Restaurants & Coffee Shops
- 2% Bottle Stores
- 2% Electronics
- 2% Health & Beauty
- 1% Accessories
- 1% Other

### CATEGORY PROFILE BY GLA

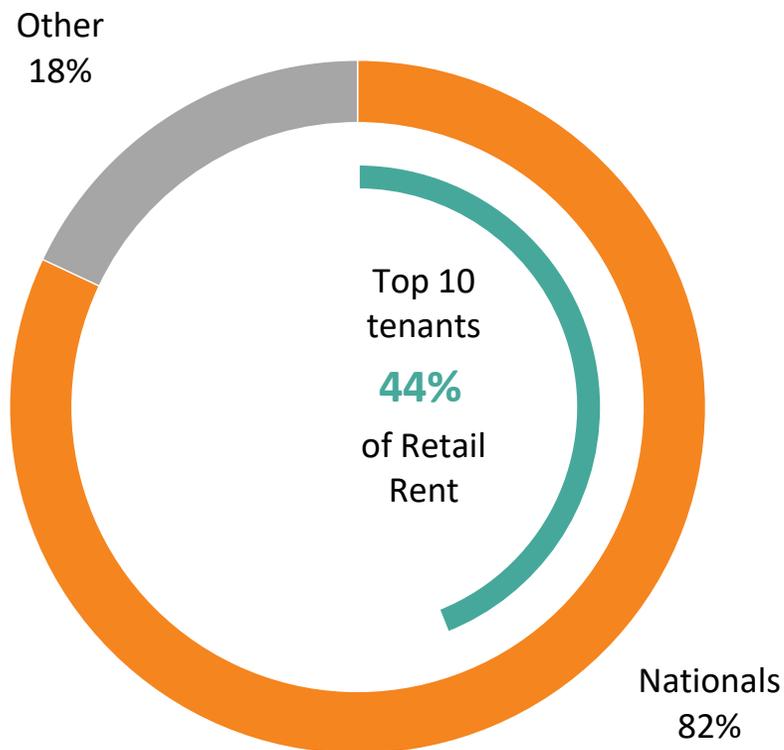


- 22%
- 20%
- 22%
- 4%
- 10%
- 5%
- 3%
- 6%
- 1%
- 1%
- 2%
- 1%
- 2%
- 1%

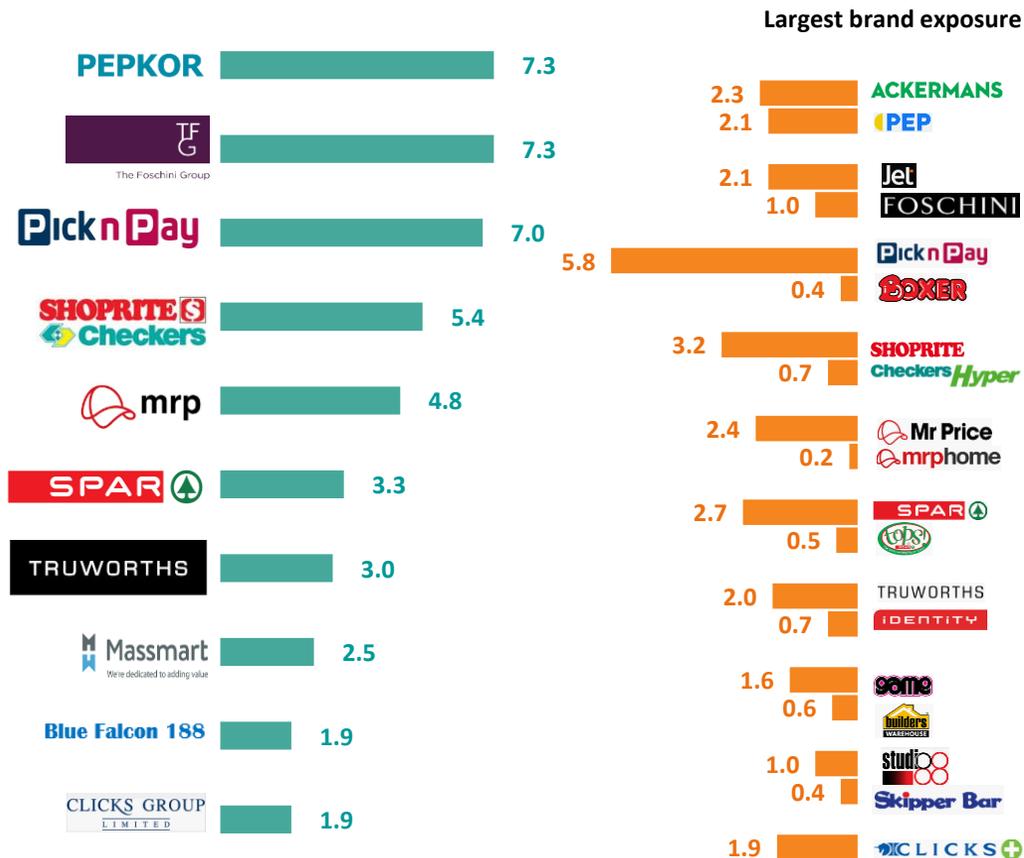
# RETAIL TENANT EXPOSURE

## DIRECT SOUTH AFRICAN RETAIL PORTFOLIO

### TENANT PROFILE - BY CONTRACTUAL RENT



### TOP 10 TENANTS - BY CONTRACTUAL RENT



Appendix 1B

**FY22 RETAIL PORTFOLIO  
PERFORMANCE METRICS**

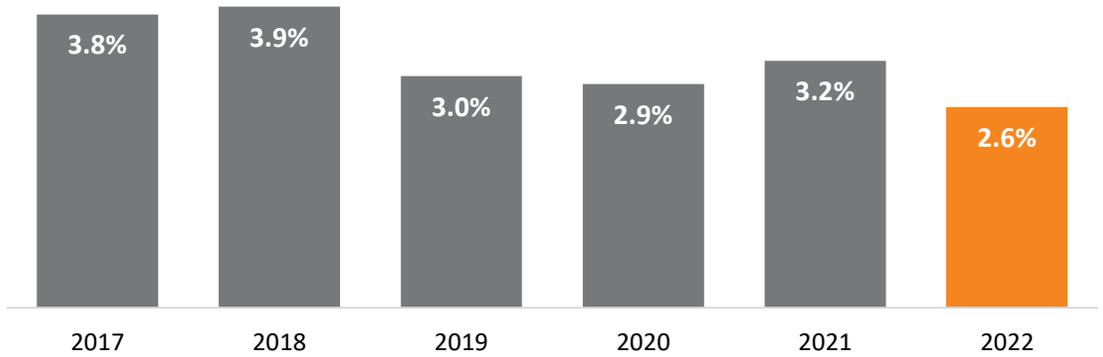
South African Portfolio



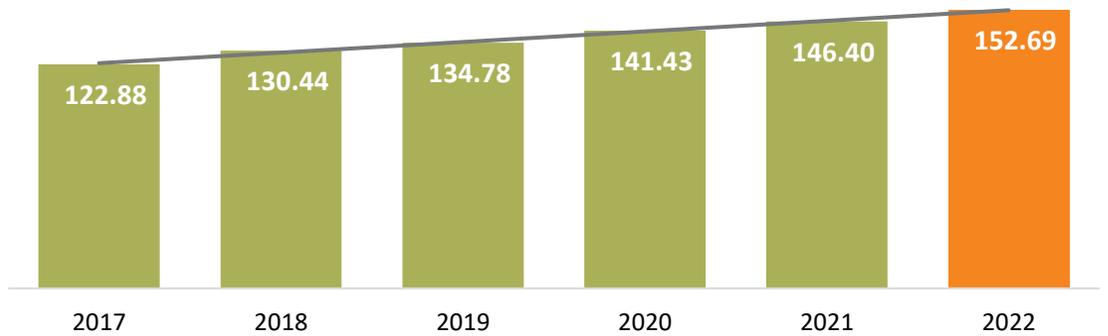
# TENANT AFFORDABILITY

## CONSISTENTLY SOUND PORTFOLIO METRICS

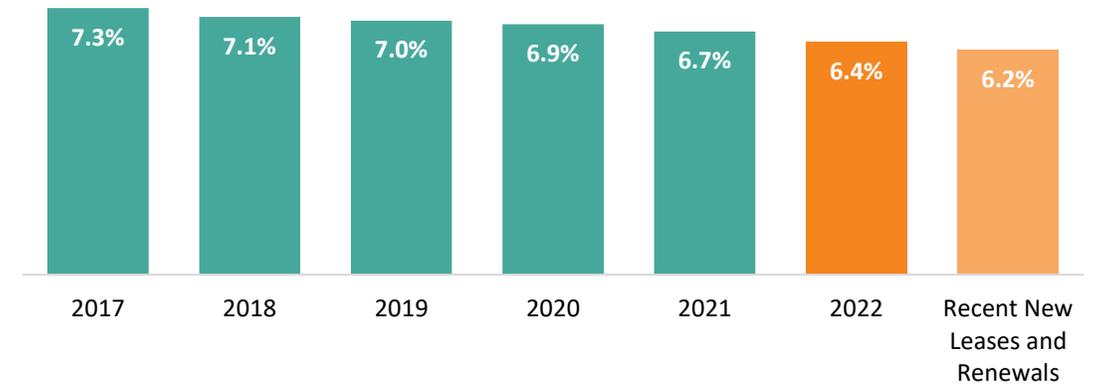
### RETAIL VACANCY PROFILE BY GLA



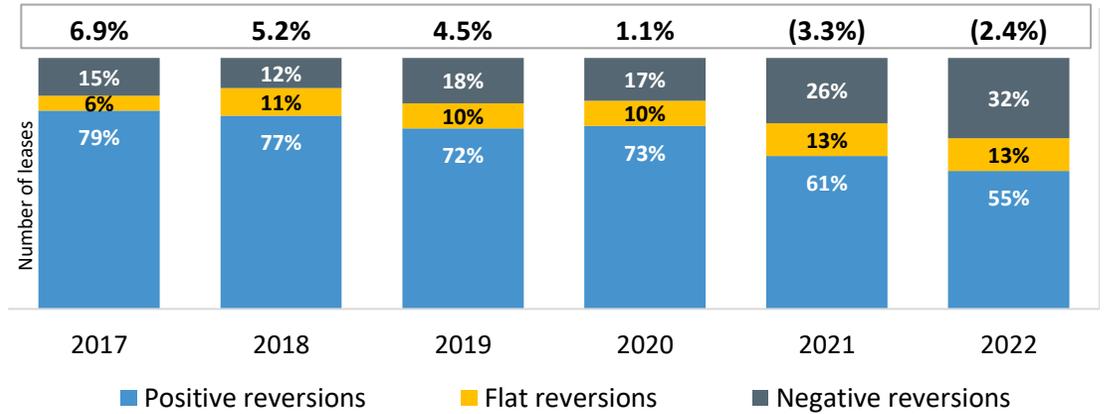
### RETAIL AVERAGE BASE RENTALS R/M<sup>2</sup> (EXCL. RECOVERIES)



### RETAIL CONTRACTUAL ESCALATIONS



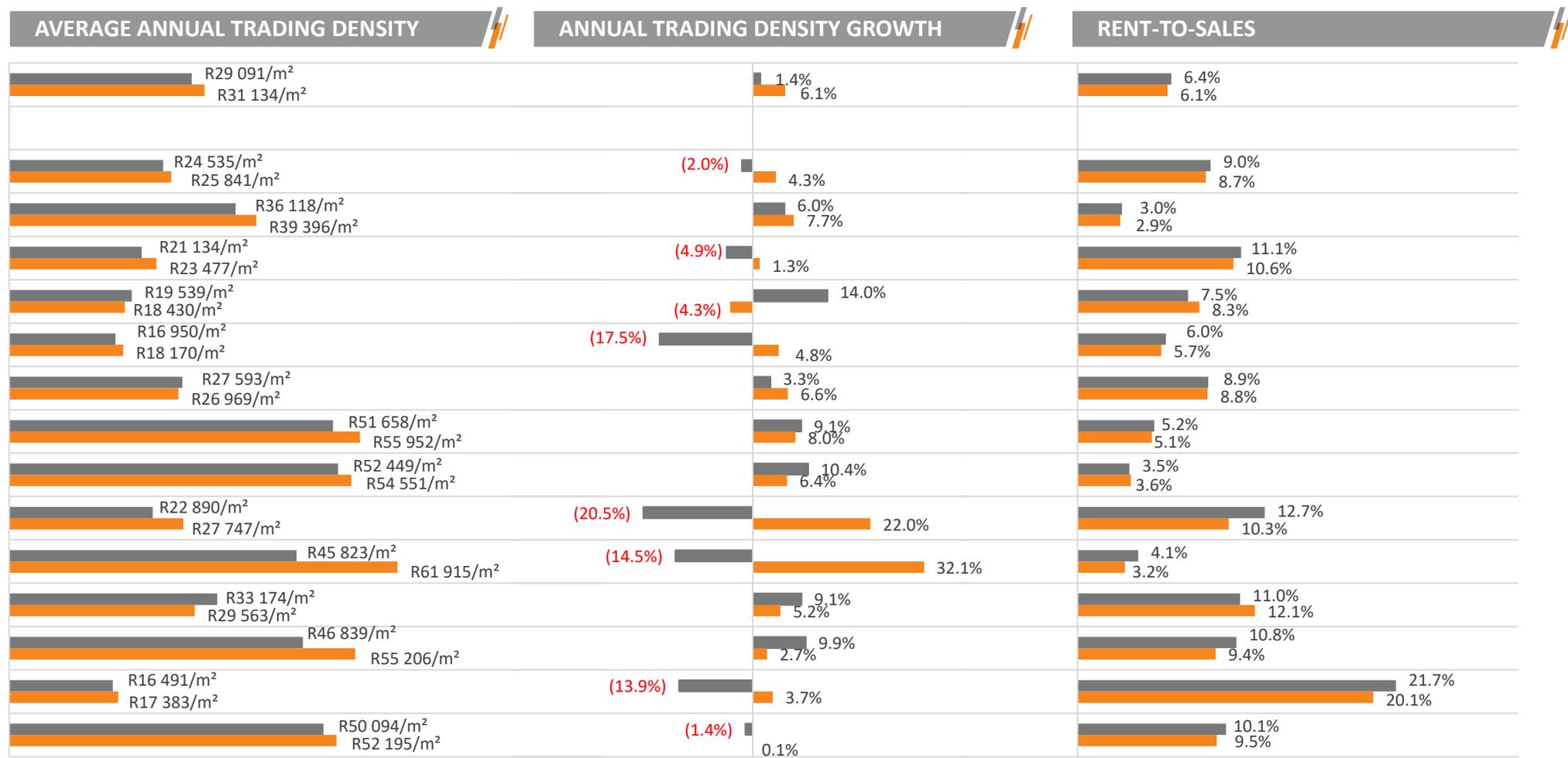
### RETAIL RENT REVERSIONS



# TRADING DENSITIES

## 13 OUT OF 14 CATEGORIES SHOWING POSITIVE TRADING DENSITY GROWTH

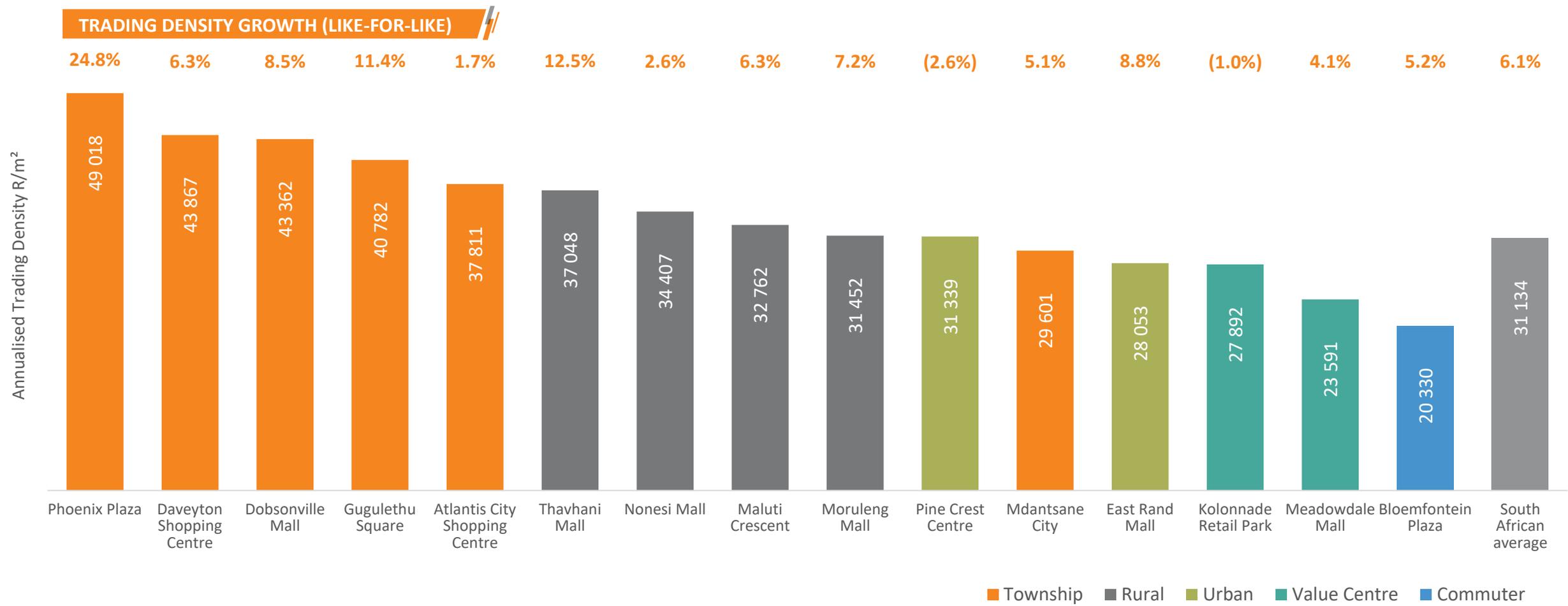
March 2021  
March 2022



Remaining portfolio excluding sold properties

# RETAIL PORTFOLIO TRADING STATISTICS FOR TOP 15 PROPERTIES

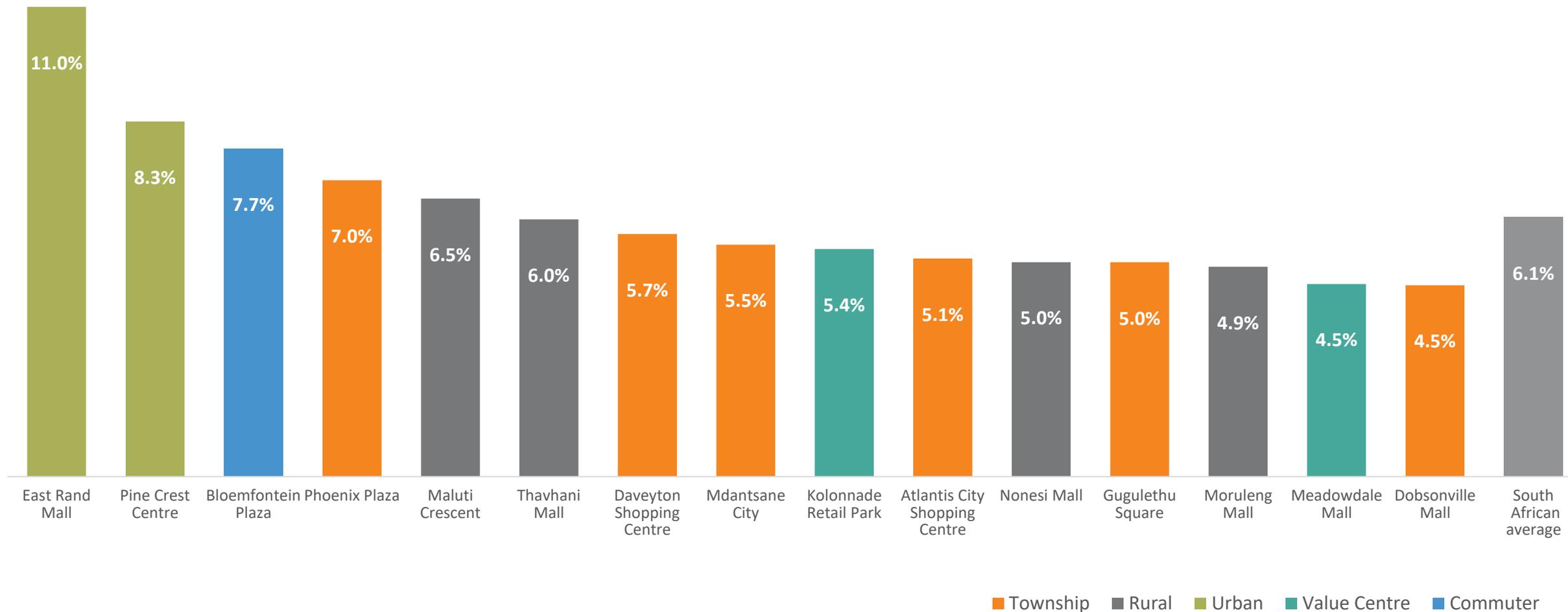
CONTINUING TO PROVIDE VERY PROFITABLE CENTRES FOR OUR TENANTS



Note: Annualised trading density calculated using monthly trading density over 12 months. Trading density (like-for-like) growth calculated on stable tenants.

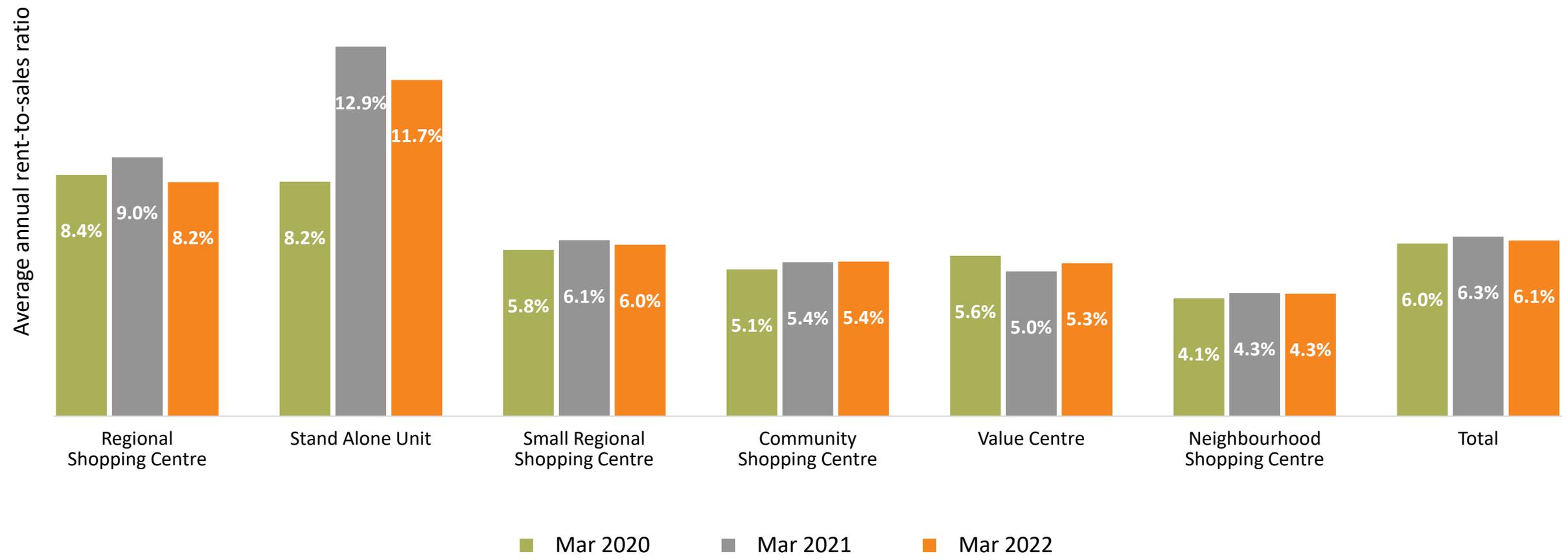
# RENT-TO-SALES RATIO BY TOP 15 PROPERTIES

CONTINUING TO PROVIDE VERY PROFITABLE CENTRES FOR OUR TENANTS



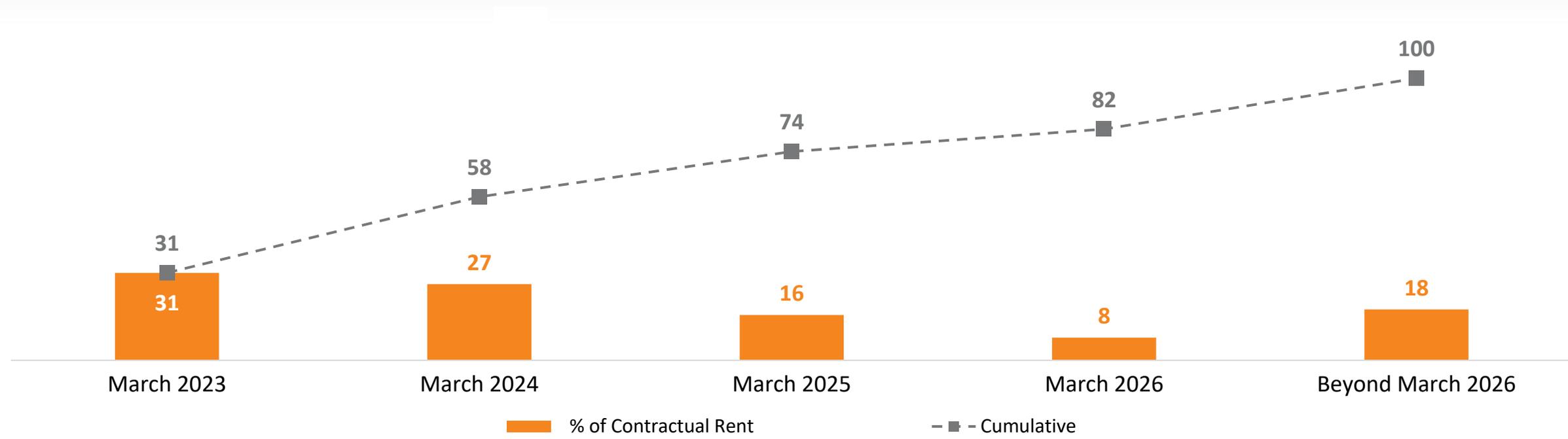
# TENANT AFFORDABILITY

RENT TO SALES HOLDING STEADY ACROSS THE PORTFOLIO THROUGH TOUGH MARKET CONDITIONS



# RETAIL TENANT EXPIRY PROFILE

26% OF CONTRACTUAL RENT EXPIRING IN FY26 AND BEYOND (WALE 2.8 YEARS)



FOR THE 12 MONTHS ENDED 31 MARCH 2022 RETAIL LEASES WERE CONCLUDED WITH:

<p><b>CONTRACT VALUE</b> <b>R1 336m</b></p>	<p><b>RENTABLE AREA</b> <b>171 580m<sup>2</sup></b></p>	<p><b>TENANT RETENTION</b> <b>93%</b></p>
---	---	---

# RETAIL VACANCIES

## 29 PROPERTIES FULLY LET OR WITH VACANCIES LOWER THAN 1 000m<sup>2</sup>

### Fully Let

- Ga-Kgapane Modjadji Plaza
- Germiston Meadowdale Mall
- Giyani Plaza
- Gugulethu Square
- Mbombela Truworths Centre
- Moruleng Mall
- Phuthaditjhaba Maluti Crescent
- Pretoria Kolonnade Retail Park
- Rustenburg Edgars Building
- Soweto Dobsonville Mall

### Vacancy lower than 1 000m<sup>2</sup>

KwaMashu Shopping Centre (919m <sup>2</sup> ; 8.2%)	
Hammanskraal Renbro Shopping Centre (859m <sup>2</sup> ; 6.4%)	
Bloemfontein Plaza (845m <sup>2</sup> ; 1.9%)	
Roodepoort Hillfox Power Centre (601m <sup>2</sup> ; 1.6%)	
Roodepoort Ruimsig Shopping Centre (592m <sup>2</sup> ; 5.1%)	
Vereeniging Bedworth Centre (566m <sup>2</sup> ; 1.7%)	
Ermelo Game Centre (554m <sup>2</sup> ; 8.3%)	
Boksburg East Rand Mall (517m <sup>2</sup> ; 1.5%)	
Emalahleni Highland Mews (507m <sup>2</sup> ; 3%)	
Atlantis City Shopping Centre (467m <sup>2</sup> ; 2.1%)	
Hammarsdale Junction (445m <sup>2</sup> ; 2.2%)	
Monsterlus Moratiwa Crossing (425m <sup>2</sup> ; 3.5%)	
Pietermaritzburg The Victoria Centre (320m <sup>2</sup> ; 3.1%)	
Tzaneen Maake Plaza (273m <sup>2</sup> ; 2.5%)	
Piet Retief Shopping Centre (259m <sup>2</sup> ; 3.4%)	
Springs Mall (151m <sup>2</sup> ; 1%)	
Elim Hubiyeni Shopping Centre (110m <sup>2</sup> ; 0.9%)	
Durban Phoenix Plaza (100m <sup>2</sup> ; 0.4%)	
Thohoyandou Thavhani Mall (93m <sup>2</sup> ; 0.5%)	

### Vacancy greater than 1 000m<sup>2</sup>

Mbombela Shoprite Centre (3 051m <sup>2</sup> ; 21.8%)	
Randburg Square (2 855m <sup>2</sup> ; 7%)	
Mdantsane City Shopping Centre (1 571m <sup>2</sup> ; 4.3%)	
Pinetown Pine Crest (1 560m <sup>2</sup> ; 3.6%)	
Durban Workshop (1 236m <sup>2</sup> ; 6.2%)	
Queenstown Nonesi Mall (1 212m <sup>2</sup> ; 4.3%)	

### Development Vacancy

Daveyton Shopping Centre (1 660m <sup>2</sup> ; 8.4%)	
---	--

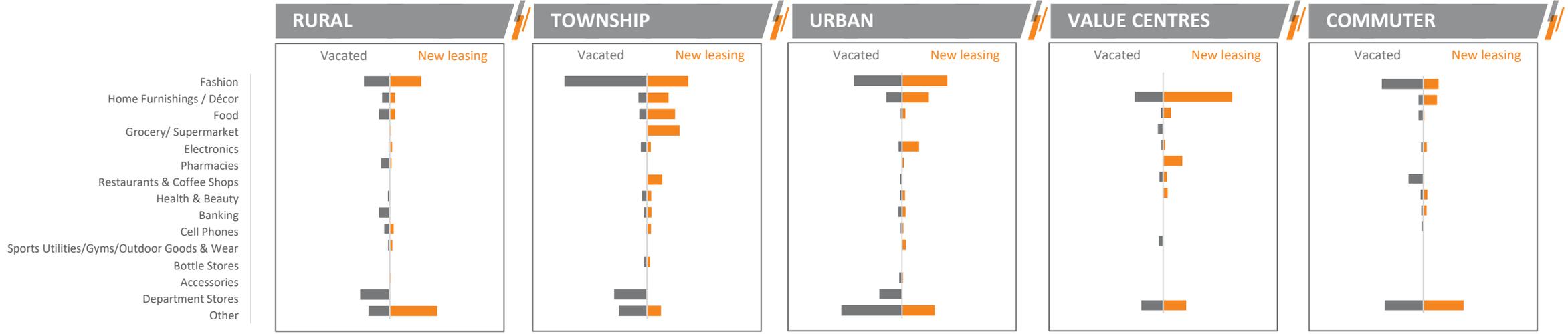
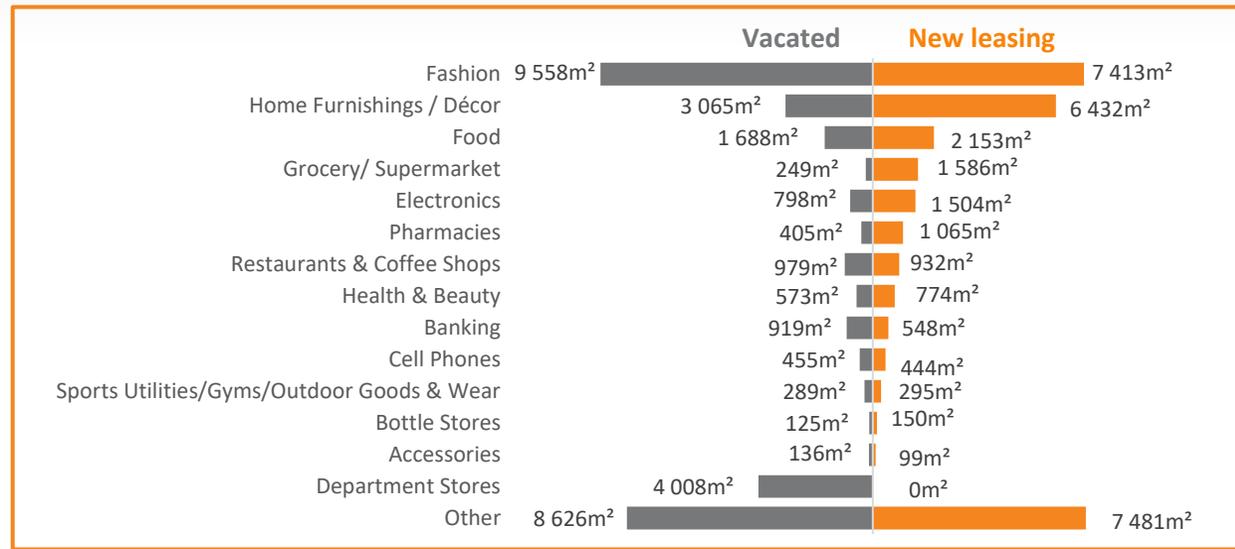
**29**  
**74%**  
**1.5%** Properties of Retail Portfolio GLA Vacant

**6**  
**24%**  
**6.3%** Properties of Retail Portfolio GLA Vacant

**1**  
**2%**  
**8.4%** Property of Retail Portfolio GLA Vacant

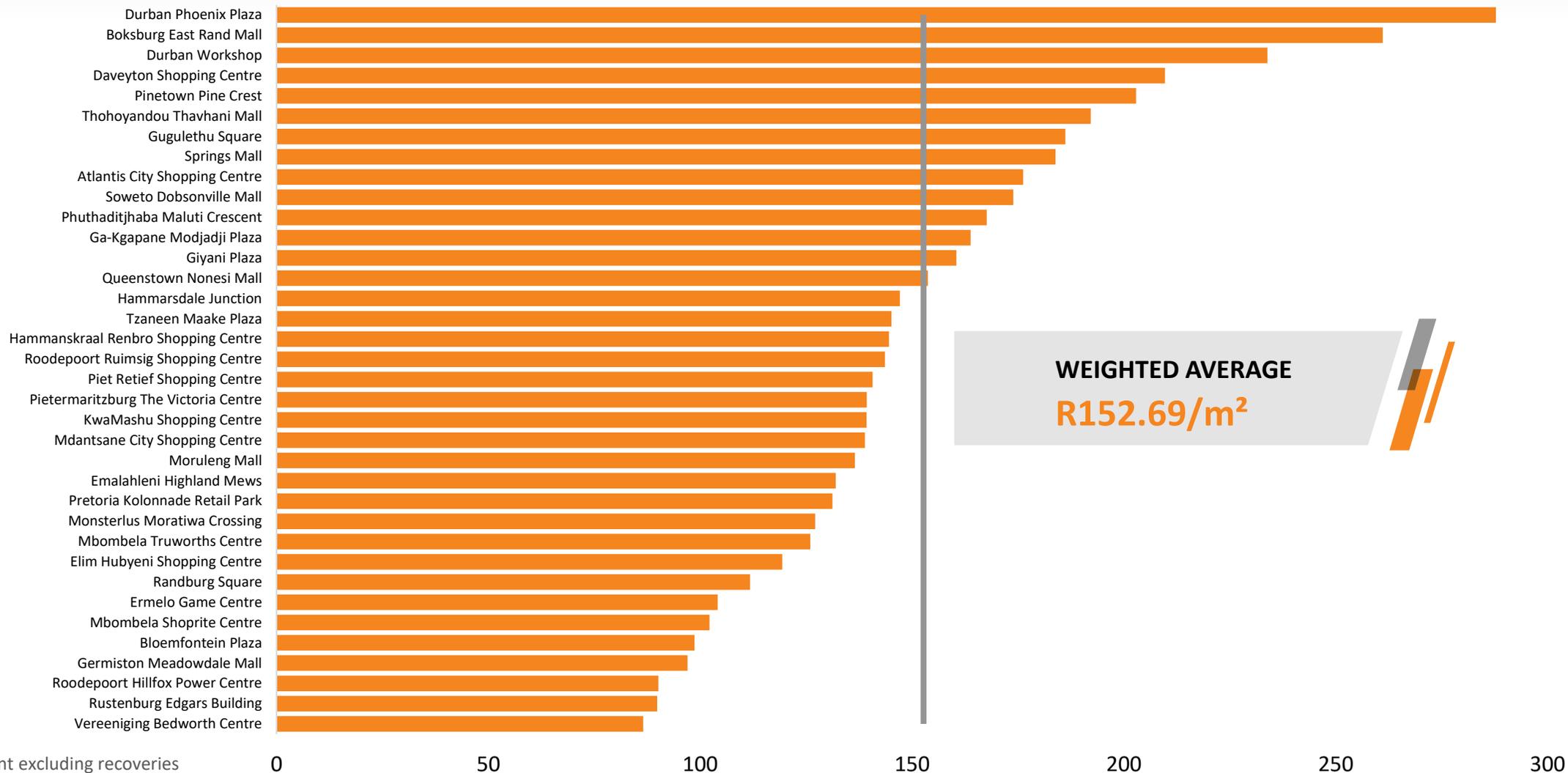
# RETAIL VACANCY MOVEMENT

30 260m<sup>2</sup> OF VACANT SPACE HAS BEEN LET WHEN CONTRASTED WITH 31 001m<sup>2</sup> OF VACATED SPACE



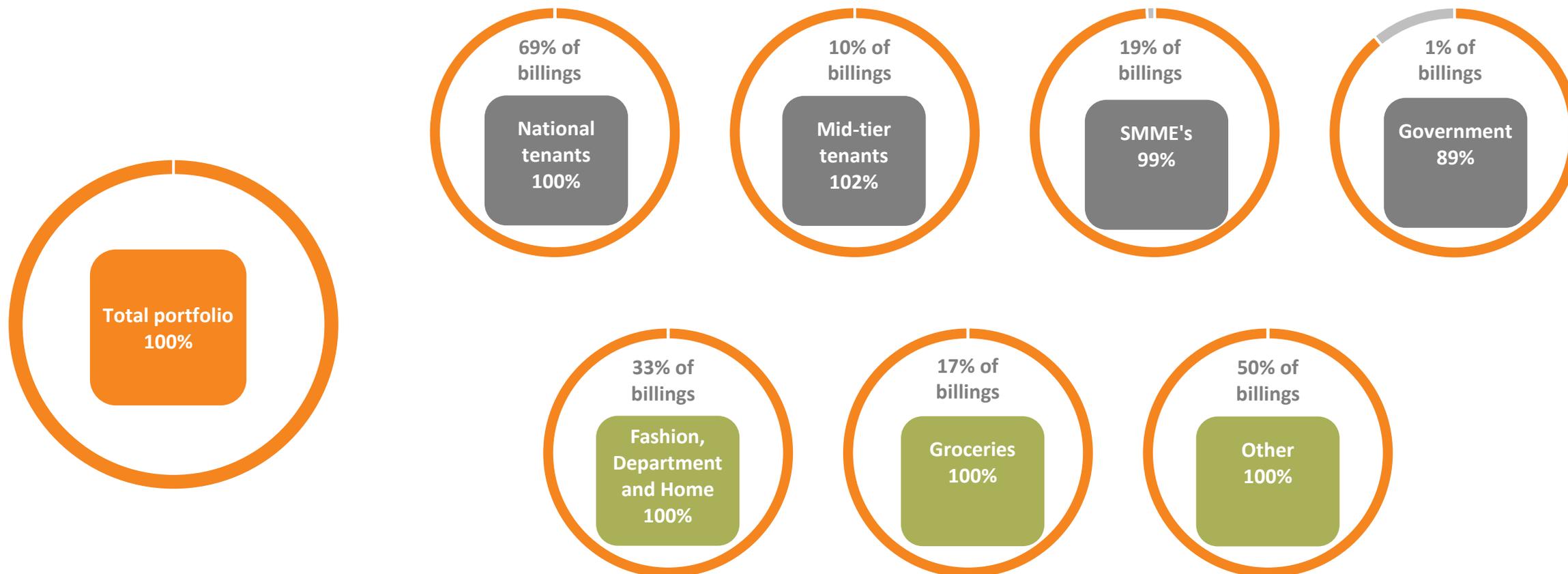
# WEIGHTED AVERAGE BASE RENTALS R/m<sup>2</sup> (EXCLUDING RECOVERIES)

## SOUTH AFRICAN RETAIL PORTFOLIO



# COLLECTIONS

COLLECTED R2.220bn OF R2.223bn BILLED



Collections as at 31 March 2022

Excluding co-owned properties Thohoyandou Thavhani Mall, Springs Mall, Ga-Kgapane Modjadji Plaza and Tzaneen Maake Plaza as well as historical debt on Namibian portfolio and Edcon

Appendix 10

FY22 TOTAL PORTFOLIO

South African Portfolio

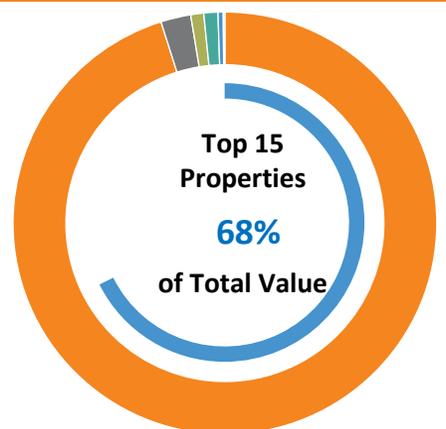
**VUKILE**  
PROPERTY FUND  
REAL ESTATE. REAL GROWTH.



# SOUTH AFRICAN TOTAL PORTFOLIO COMPOSITION

44 PROPERTIES VALUED AT R14.5bn COVERING 845 659m<sup>2</sup>

## SECTORAL PROFILE - BY VALUE



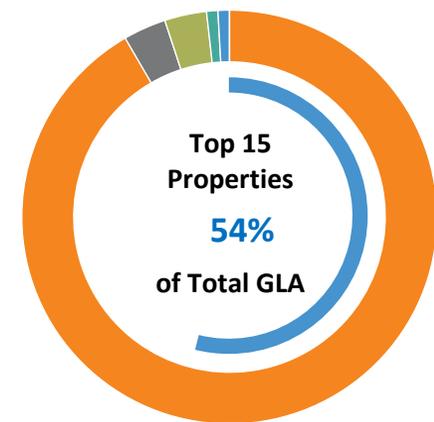
By Value

95%	Retail
2%	Offices
1%	Industrial
1%	Motor Related
0.4%	Residential
0.1%	Vacant Land

Number of properties

36
4
2
1
1

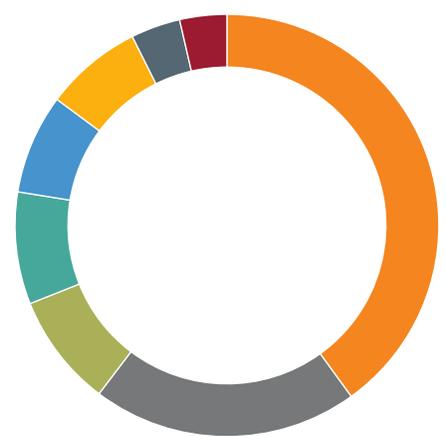
## SECTORAL PROFILE - BY GLA



By GLA

92%
3%
3%
1%
1%
0%

## GEOGRAPHIC PROFILE - BY VALUE



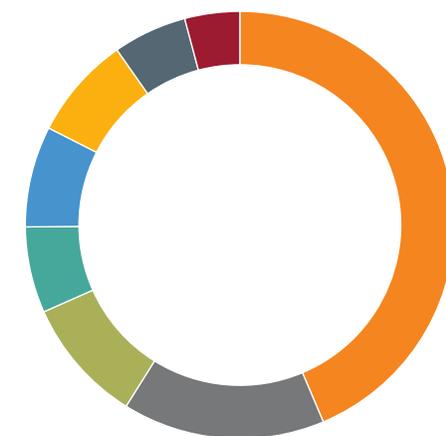
By Value

40%	Gauteng
20%	KwaZulu-Natal
9%	Free State
8%	Western Cape
8%	Eastern Cape
7%	Limpopo
4%	Mpumalanga
4%	North West

Number of properties

18
6
2
3
2
6
5
2

## GEOGRAPHIC PROFILE - BY GLA



By GLA

44%
15%
9%
6%
8%
8%
6%
4%

# VALUATION METHODOLOGY

## SOUTH AFRICAN PROPERTY PORTFOLIO

### SCIENCE VS. ART

Valuations are based on multiple assumptions which involve some subjectivity. The key is consistency in applying the same methodology over time. We've applied consistent views and methodology since listing, with minor improvements to the model in refining risk assessment and the build-up of discount and exit cap rates

### VALUATION POLICY

The portfolio is internally valued using the Discounted Cash Flow method and benchmarked against external valuations. 50% of the portfolio is externally valued every six months, ensuring that the total portfolio value is reviewed by external valuers once a year

### COMPARISON – DIRECTORS' VS. EXTERNAL VALUATION

The difference between the directors' and external valuations were consistently within a narrow range of on average approximately 1.7% over the past 9 years

### CALCULATION OF BASE DISCOUNT RATE

The rolling 10 year government bond is used as base rate, to which a general property risk premium is applied. Further risk premiums are applied per individual property depending on risk. This property specific risk is evaluated annually using a bespoke comprehensive risk / expected return model

### CALCULATION OF EXIT CAPITALISATION RATE

100bps risk loading for uncertainty of future cash flows is applied to the initial yield (discount rate less expected income growth) to calculate the exit capitalisation rate

### HOLD PERIOD

The hold period for valuation of multi tenanted properties is 4 years and single tenanted properties 10 years

### PROPERTIES ON LEASEHOLD LAND

Value minimum of

- // discounted cashflow over leasehold period with zero residual value or
- // discounted cashflow over 4 years plus perpetuity value of the 5th year's net income

# Appendix 2A

## SOCIAL & ECONOMIC UPDATE

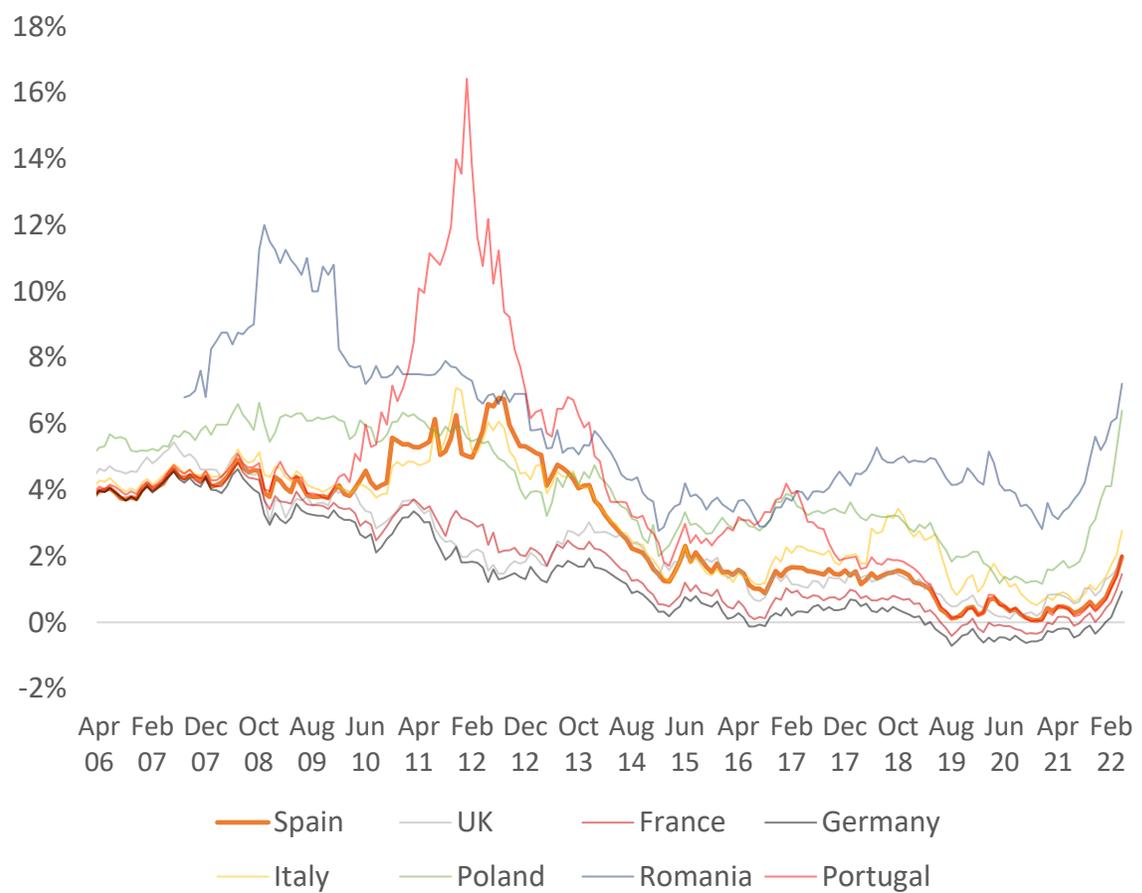
### Spanish Portfolio



# IMPACT ON SPANISH ECONOMY

## RISING BOND YIELDS DUE TO INCREASED UNCERTAINTY AND INFLATION

10-YEAR GOVERNMENT BONDS (YIELD %)



BID YIELD (%) MAY 2022

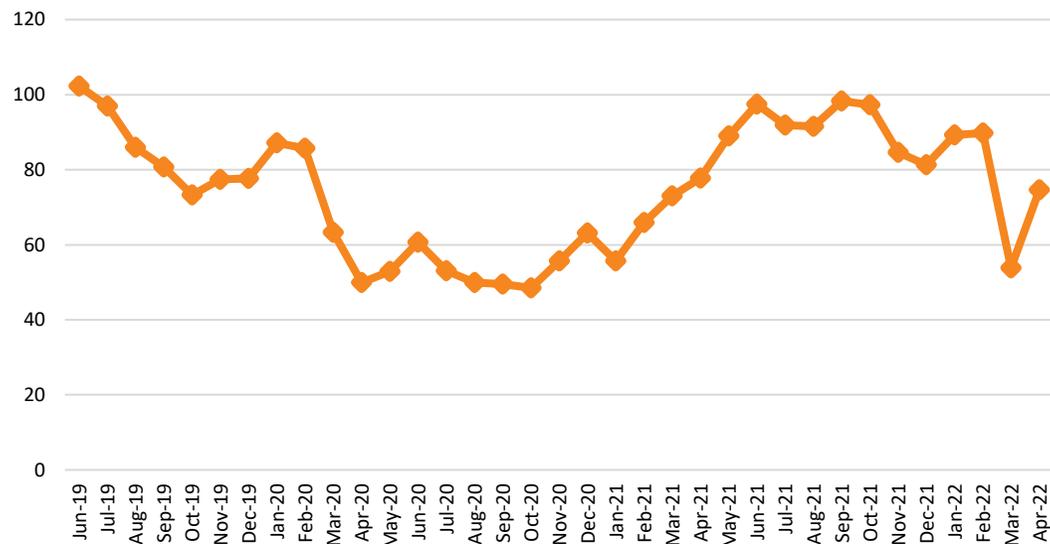


Source: Thompson Reuters.

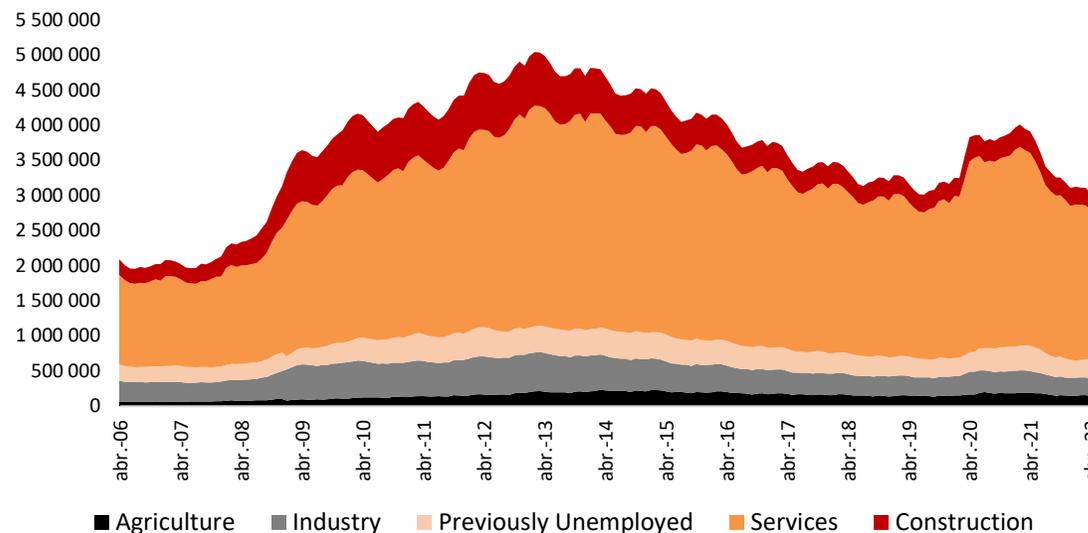
# IMPACT ON SPANISH ECONOMY

## UNEMPLOYMENT RATE AND CONSUMER CONFIDENCE

### CONSUMER CONFIDENCE (CIS)



### UNEMPLOYMENT<sup>(1)</sup> IN SPAIN BY ECONOMIC SECTOR



- Spain's Consumer Confidence indicator jumped by 20.8 points from the previous month to 74.6 in April of 2022. It was the largest monthly increase in survey history, as consumer sentiment recovered from the 17-month low in March amid stronger expectations for the Spanish economy following the shock of the war in Ukraine.
- The number of people registered as unemployed in Spain fell by 86,260 from a month earlier to 3.02 million in April of 2022, the lowest level since April of 2008. By economic sector, unemployment decreased in services (-65,422), agriculture (-9,544), construction (-6,972) and industry (-4,340). Compared to April of 2021, unemployment has decreased by 888,125 people.

Source: INE, Trading Economics.

(1) Registered unemployment excludes Temporary Employment Adjustments or ERTES.

Appendix 2B

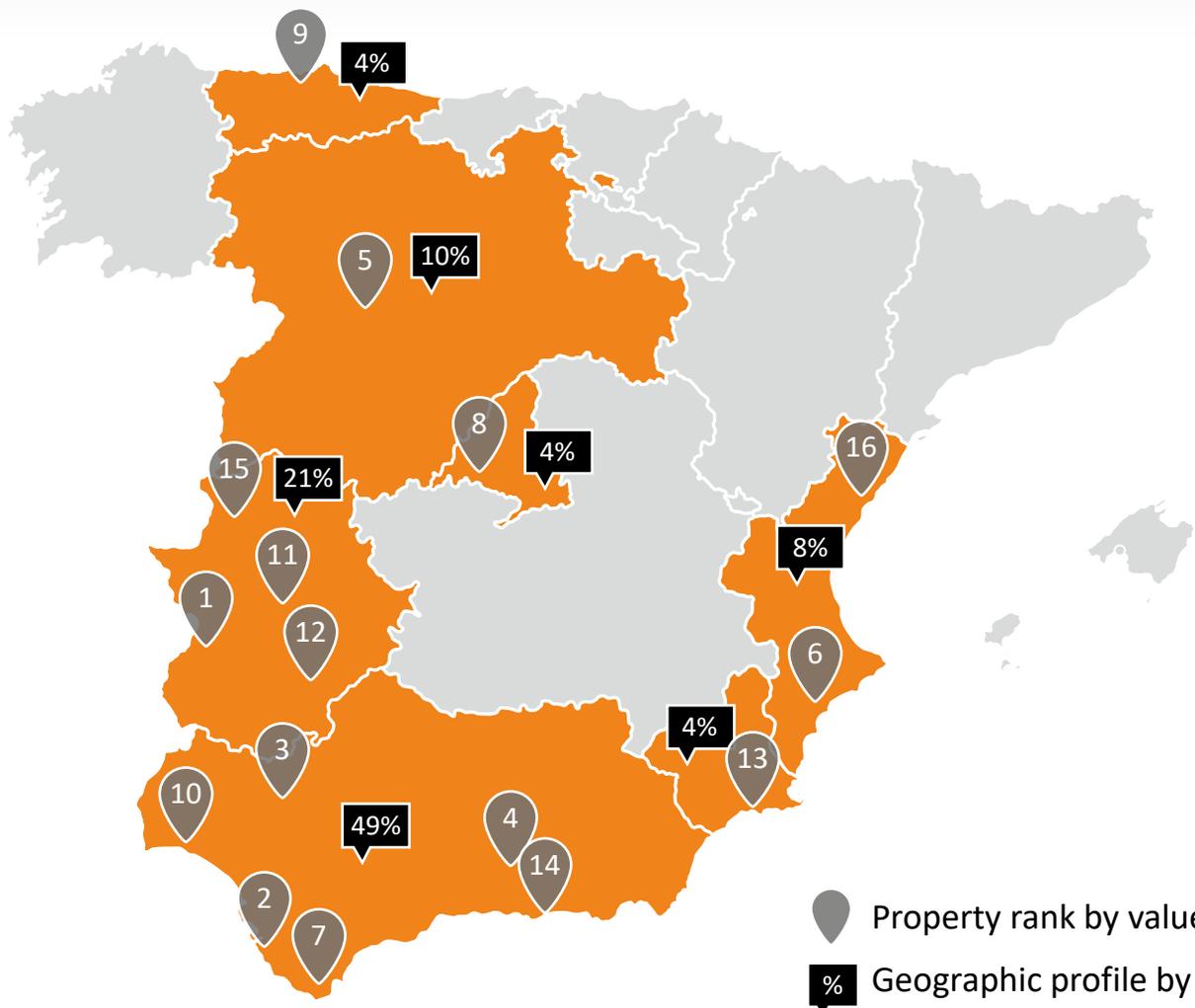
PORTFOLIO  
OVERVIEW

Spanish Portfolio



# OUR PORTFOLIO

## WELL DIVERSIFIED ACROSS SPAIN



 Property rank by value  
 Geographic profile by value

- |   |                          |    |                       |
|---|--------------------------|----|-----------------------|
| 1 | El Faro                  | 9  | Parque Principado     |
| 2 | Bahía Sur                | 10 | Marismas de Polvorín  |
| 3 | Los Arcos                | 11 | La Heredad            |
| 4 | Granaita                 | 12 | La Serena             |
| 5 | Vallsur                  | 13 | Pinatar Park          |
| 6 | Habaneras                | 14 | Motril Retail Park    |
| 7 | Puerta Europa            | 15 | Mejostilla            |
| 8 | Parque Oeste de Alcorcón | 16 | Ciudad del Transporte |



# SPANISH PORTFOLIO OVERVIEW

## TOP 10 ASSETS

	EL FARO	BAHÍA SUR	LOS ARCOS	GRANAITA (1)	HABANERAS
					
<b>GAV</b>	€171.8m	€147.2m	€137.1m	€107.2m	€86.5m
<b>Province</b>	Badajoz	Cádiz	Seville	Granada	Alicante
<b>Catchment Area (Inhabitants)</b>	517 491	674 250	1 499 884	628 002	531 670
<b>Gross Lettable Area</b>	40 318m <sup>2</sup>	35 333m <sup>2</sup>	26 680m <sup>2</sup>	54 807m <sup>2</sup>	25 021m <sup>2</sup>
<b>Monthly Rental</b>	€20/m <sup>2</sup>	€23/m <sup>2</sup>	€24/m <sup>2</sup>	€11/m <sup>2</sup>	€19/m <sup>2</sup>
<b>Sector</b>	Shopping Centre	Shopping Centre	Shopping Centre	Retail Park	Shopping Centre
<b>Major Tenants</b>	Primark, Media Markt, Yelmo Cines	Primark, Zara, Yelmo Cines	Mercadona, Lefties, Media Markt	Decathlon, Homelandia, Media Markt	Leroy Merlin, Zara, Forum Sport
<b>WALE</b>	10 years	11.3 years	13.7 years	13.1 years	7.0 years
<b>Vacancy</b>	1.1%	0.8%	6.5%	2.2%	1.7%

(1) Granaita is the integration of the former Kinopolis Retail Park, Kinopolis Leisure Centre and Alameda City Store into one asset

# 2B SPANISH PORTFOLIO OVERVIEW

## TOP 10 ASSETS

	VALLSUR	PUERTA EUROPA	PARQUE OESTE <sup>(1)</sup>	PARQUE PRINCIPADO	MARISMAS DEL POLVORÍN
					
<b>GAV</b>	€83.0m	€71.7m	€52.0m	€37.2m	€28.1m
<b>Province</b>	Valladolid	Cádiz	Madrid	Oviedo	Huelva
<b>Catchment Area (Inhabitants)</b>	477 746	311 110	5 856 325	866 511	318 213
<b>Gross Lettable Area</b>	35 212m <sup>2</sup>	29 783m <sup>2</sup>	13 604m <sup>2</sup>	16 090m <sup>2</sup>	18 220m <sup>2</sup>
<b>Monthly Rental</b>	€15/m <sup>2</sup>	€16/m <sup>2</sup>	€17/m <sup>2</sup>	€10/m <sup>2</sup>	€8/m <sup>2</sup>
<b>Sector</b>	Shopping Centre	Shopping Centre	Retail Park	Retail Park	Retail Park
<b>Major Tenants</b>	Carrefour, Yelmo Cines, H&M	Primark, Yelmo Cines, Mercadona	Media Markt, Kiwoko, ALDI	Bricomart, Conforama, Jysk	Media Markt, Mercadona, Low Fit
<b>WALE</b>	15.2 years	10.1 years	20.9 years	10.5 years	19.7 years
<b>Vacancy</b>	3.9%	0.6%	Fully let	Fully let	Fully let

(1) Parque Oeste comprises two adjacent properties that were acquired in two separate companies, but has been treated as a single combined property for reporting purposes

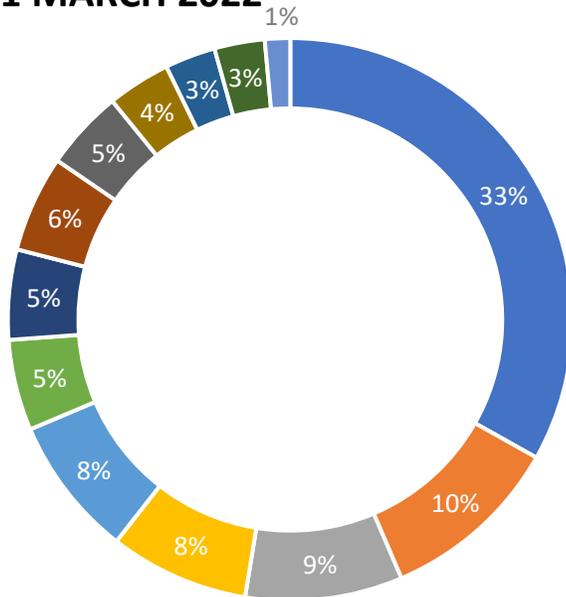
# TENANT MIX

HIGHLY DIVERSIFIED RETAIL MIX LEADING TO SUSTAINABLE, HIGH QUALITY AND LOW RISK INCOME STREAMS



## CATEGORY PROFILE BY RENT

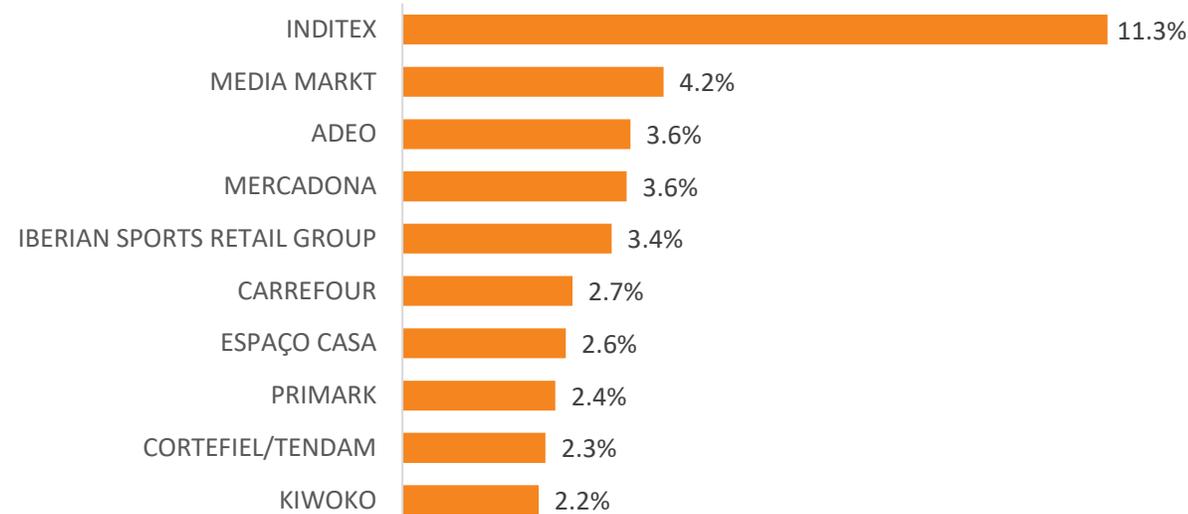
31 MARCH 2022



- Fashion & Accessories
- Food & Beverage
- Supermarkets
- Sports
- Household Goods
- Services
- Culture & Gifts
- Beauty & Health
- Electronics
- DIY
- Pets

## TOP 10 TENANTS BY RENT

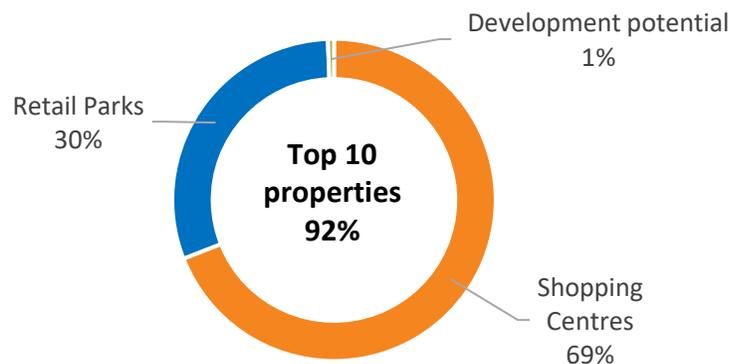
31 MARCH 2022



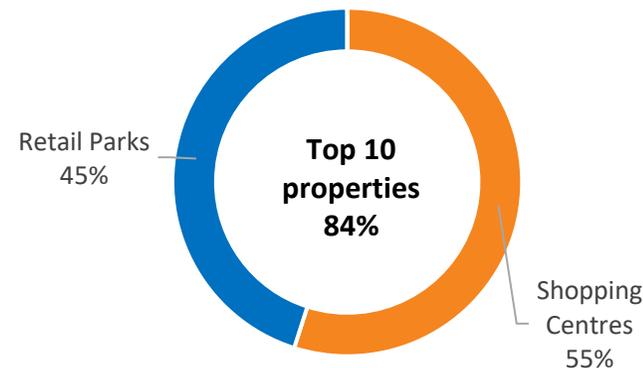
(1) WALE calculated according GLA is to expiry of lease excluding break options

# SPANISH TOTAL PORTFOLIO COMPOSITION

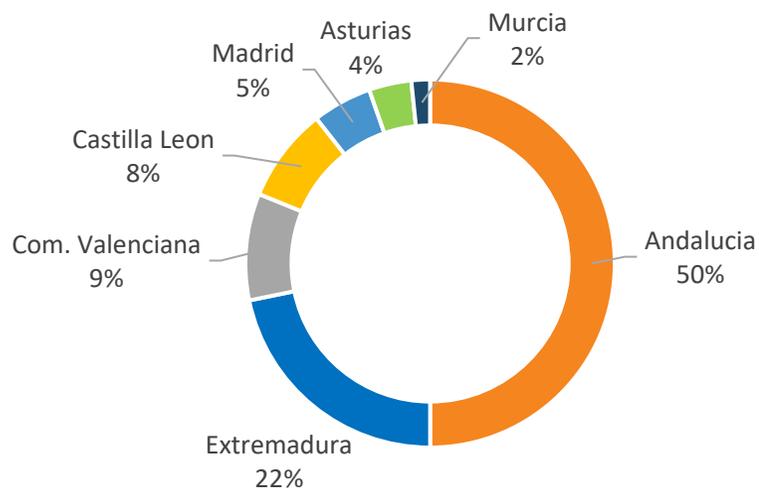
## SECTORAL PROFILE - BY VALUE



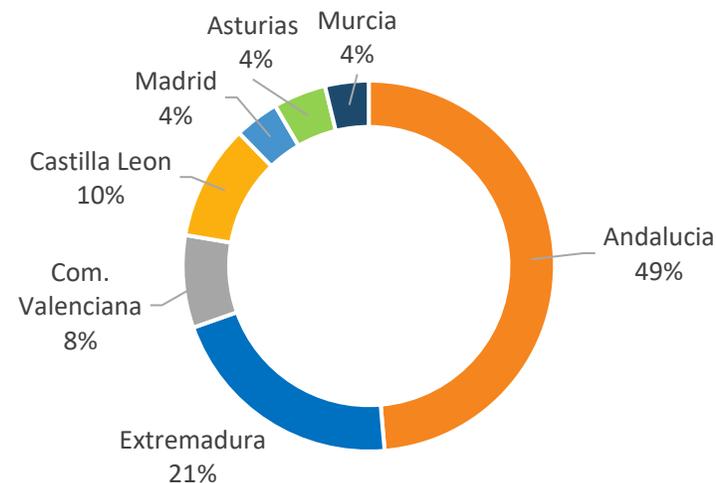
## SECTORAL PROFILE - BY GLA



## GEOGRAPHIC PROFILE - BY VALUE



## GEOGRAPHIC PROFILE - BY GLA

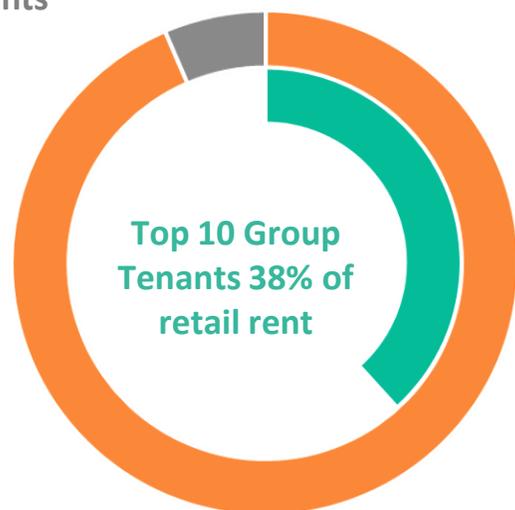


# RETAIL TENANT EXPOSURE

94% INTERNATIONAL AND NATIONAL TENANT PROFILE BUILDING A ROBUST AND DEFENSIVE PORTFOLIO

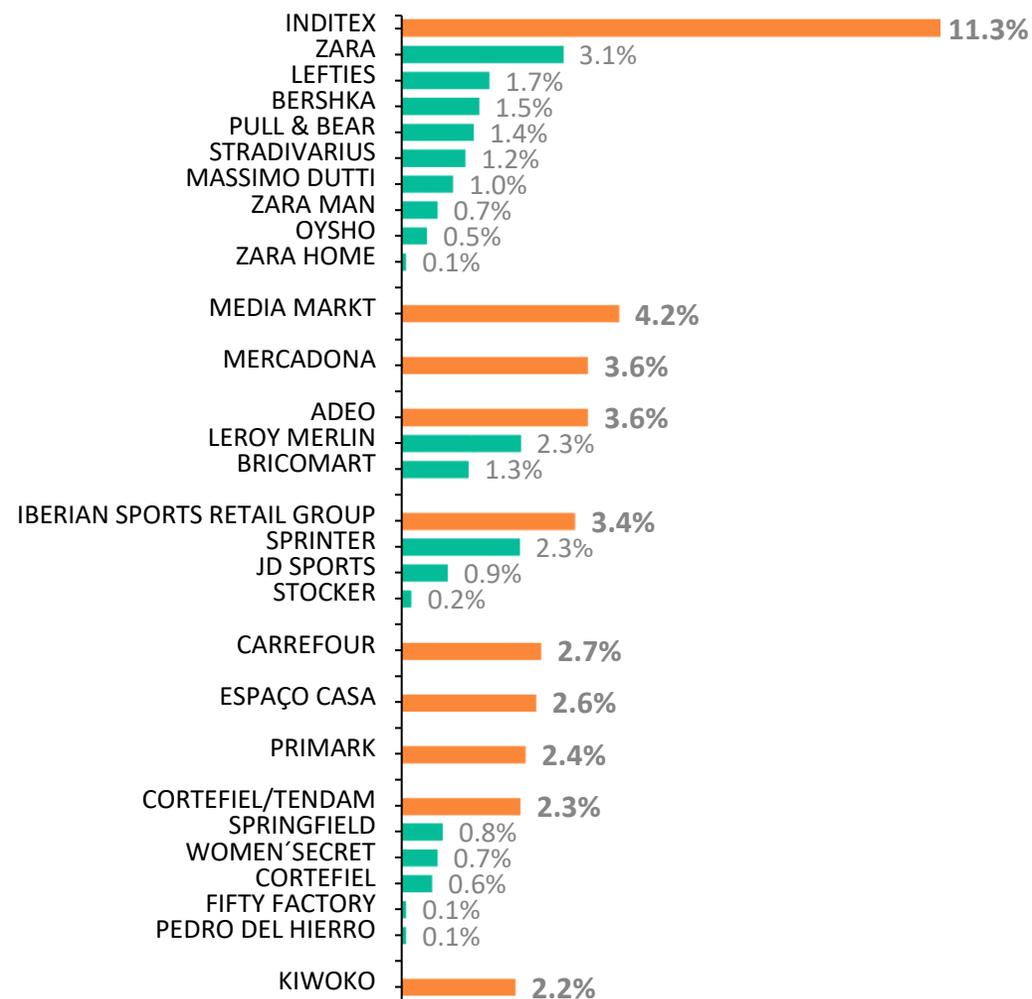
## TOP 10 TENANT GROUPS BY RENT

Local tenants  
6%



Large national and international tenants  
94%

## TENANT GROUP PROFILE - BY CONTRACTUAL RENT



Appendix 20

FY22  
OPERATIONAL REVIEW

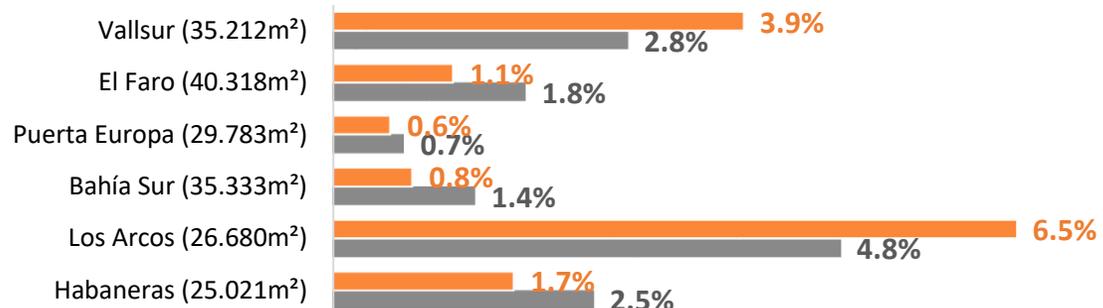
Spanish Portfolio



# SPANISH VACANCY PROFILE

## PORTFOLIO VACANCY OF 1.6% OF GLA

### Shopping Centres



### Retail Parks



### Retail Parks - Fully let

- Marismas del Polvorín (18.220m²)
- Parque Principado (16.090m²)
- Parque Oeste (13.604m²)
- La Heredad (13.447m²)
- Pinatar Park (13.261m²)
- La Serena (12.405m²)
- Mejostilla (7.281m²)
- Motril Retail Park (5.559m²)
- Ciudad del Transporte (3.250m²)

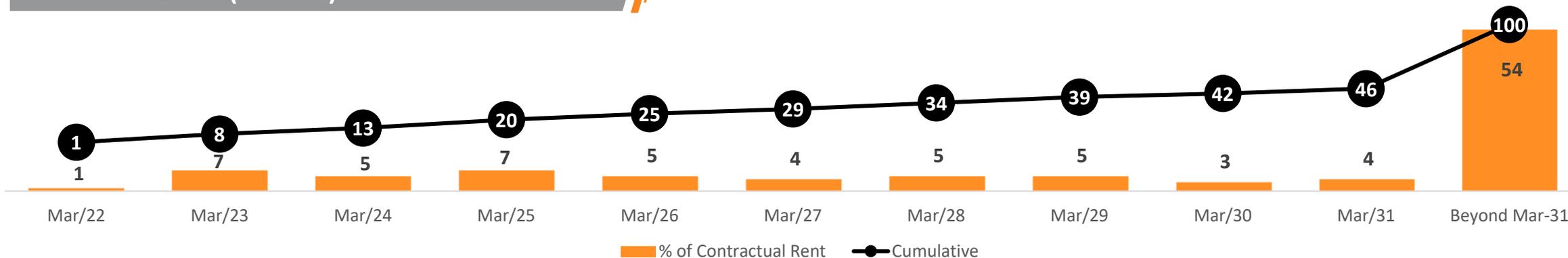
■ Vacant Area Mar 22   ■ Vacant Area Mar 21



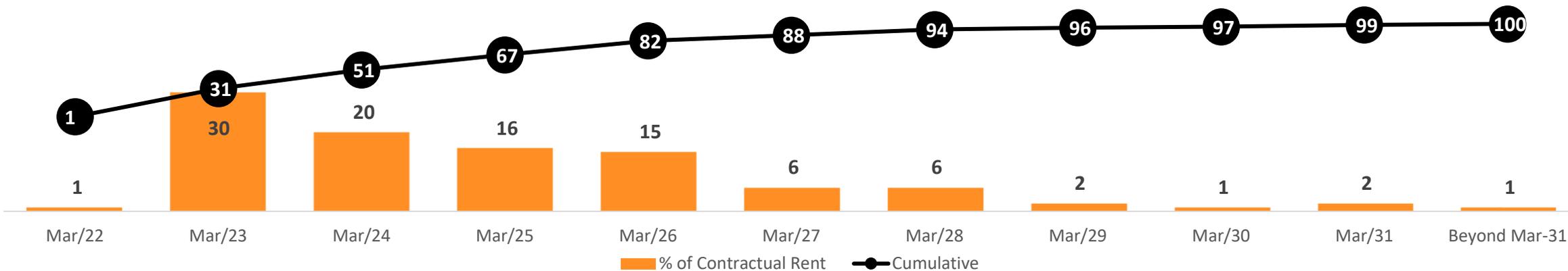
# LEASE EXPIRY PROFILE

54% OF CONTRACTUAL RENT EXPIRING IN FY31 AND BEYOND  
(WALE 11 YEARS TO EXPIRY AND 2.6 YEARS TO BREAK)

## EXPIRY PROFILE (% RENT)



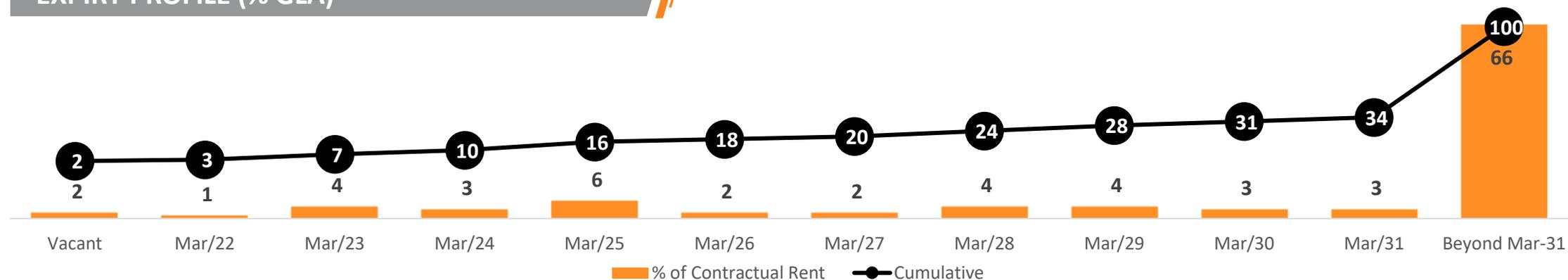
## BREAK PROFILE (% RENT)



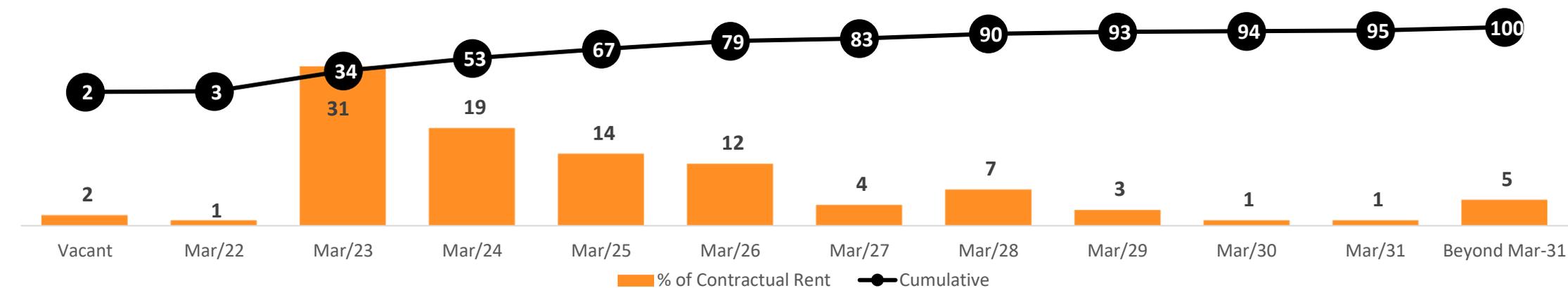
# LEASE EXPIRY PROFILE

66% OF CONTRACTUAL GLA EXPIRING IN FY31 AND BEYOND  
(WALE 13.2 YEARS TO EXPIRY AND 2.6 YEARS TO BREAK)

## EXPIRY PROFILE (% GLA)



## BREAK PROFILE (% GLA)



# CUSTOMER CENTRICITY

## CASTELLANA PROPERTIES ENGAGES ITS CUSTOMERS AND KEEPS THEIR SHOPPING CENTRES AS THE SOCIAL HUB WITH INNOVATIVE ROADSHOWS



- Once again, Castellana's shopping centres have raised the curtain and get this spectacular project underway, **bringing the magic of the circus to its shopping centres.**
- A project that offers yet another example of Castellana Properties commitment to innovation and disruption across its entire portfolio.
- All of its customers have been able to delight in a variety of spectacular live performances from amazing animals to breathtaking acrobats and master jugglers as they wow audiences across Castellana Properties' shopping centres.



Appendix

3

**FINANCIAL PERFORMANCE,  
DEBT AND TREASURY**

**VUKILE**  
PROPERTY FUND

REAL ESTATE. REAL GROWTH.

**Habanas**  
CENTRO COMERCIAL



# GEOGRAPHICAL SEGMENT ANALYSIS

## SPANISH PORTFOLIO RECOVERS POST PANDEMIC

YEAR ENDING 31 March 2021



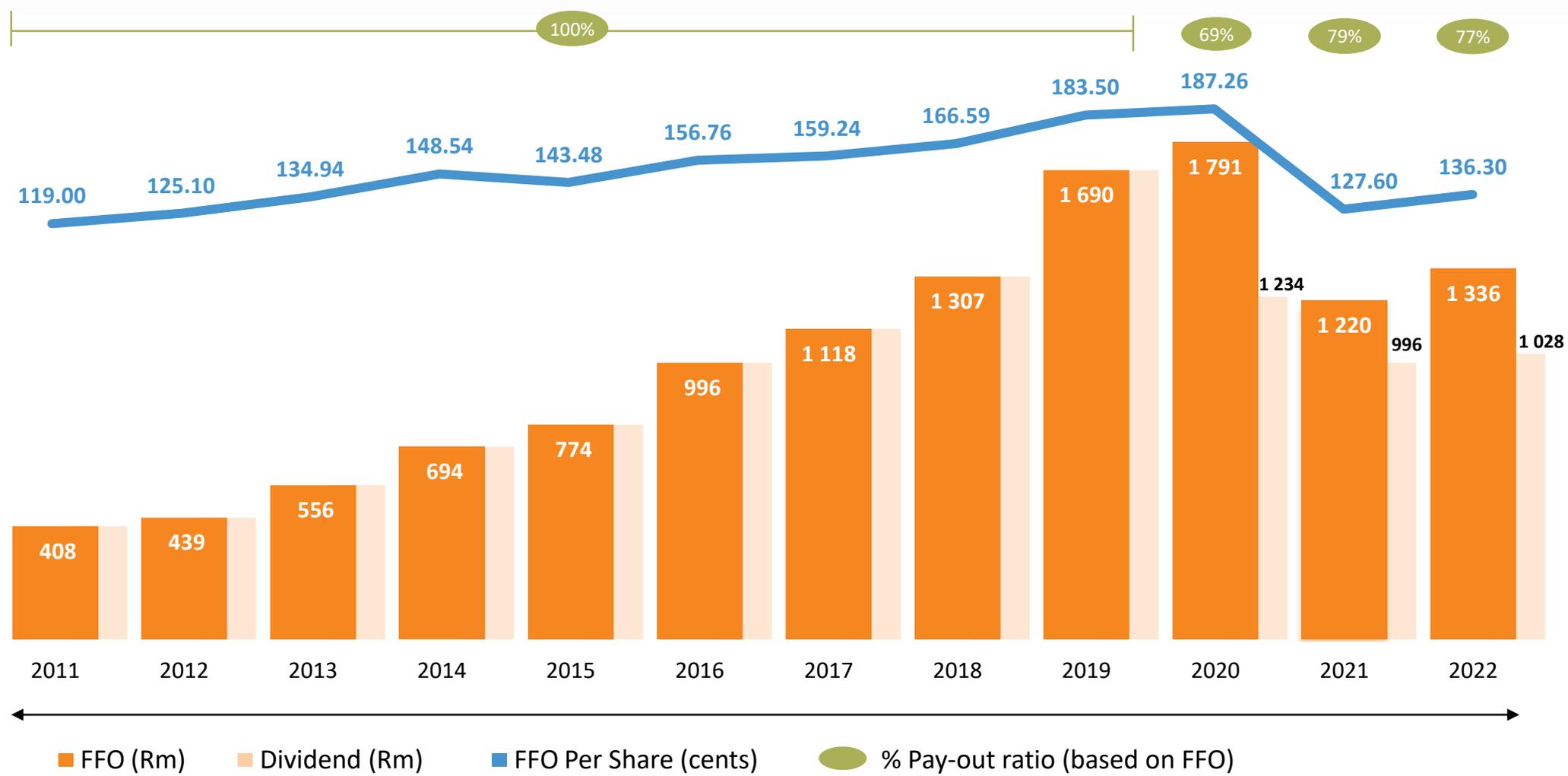
YEAR ENDING 31 March 2022



● Spain ● South Africa

# FFO AND DIVIDENDS

RECOVERY IN FFO PER SHARE – IMPACT OF COVID-19 MOST ACCUTE IN FY21



# ACCOUNTING FOR THE INVESTMENT IN LAR ESPAÑA (LAR)

- // The investment in LAR does not meet the criteria for equity accounting in terms of IAS 28
- // Therefore, the investment is accounted for at fair value through other comprehensive income (OCI)
- // Fair value is based on the LAR share price at the reporting date (€4.95)
- // The accounting treatment of fair value through OCI has been applied in Vukile's and Castellana's IFRS accounts, as well as in Castellana's Spanish GAAP accounts (i.e. the treatment in both sets of accounts is consistent)
- // Accounting through OCI will mean that any fair value adjustments (as a result of movements in the LAR share price) will not have any impact on Castellana's dividend calculation (which is based on Spanish GAAP retained earnings)



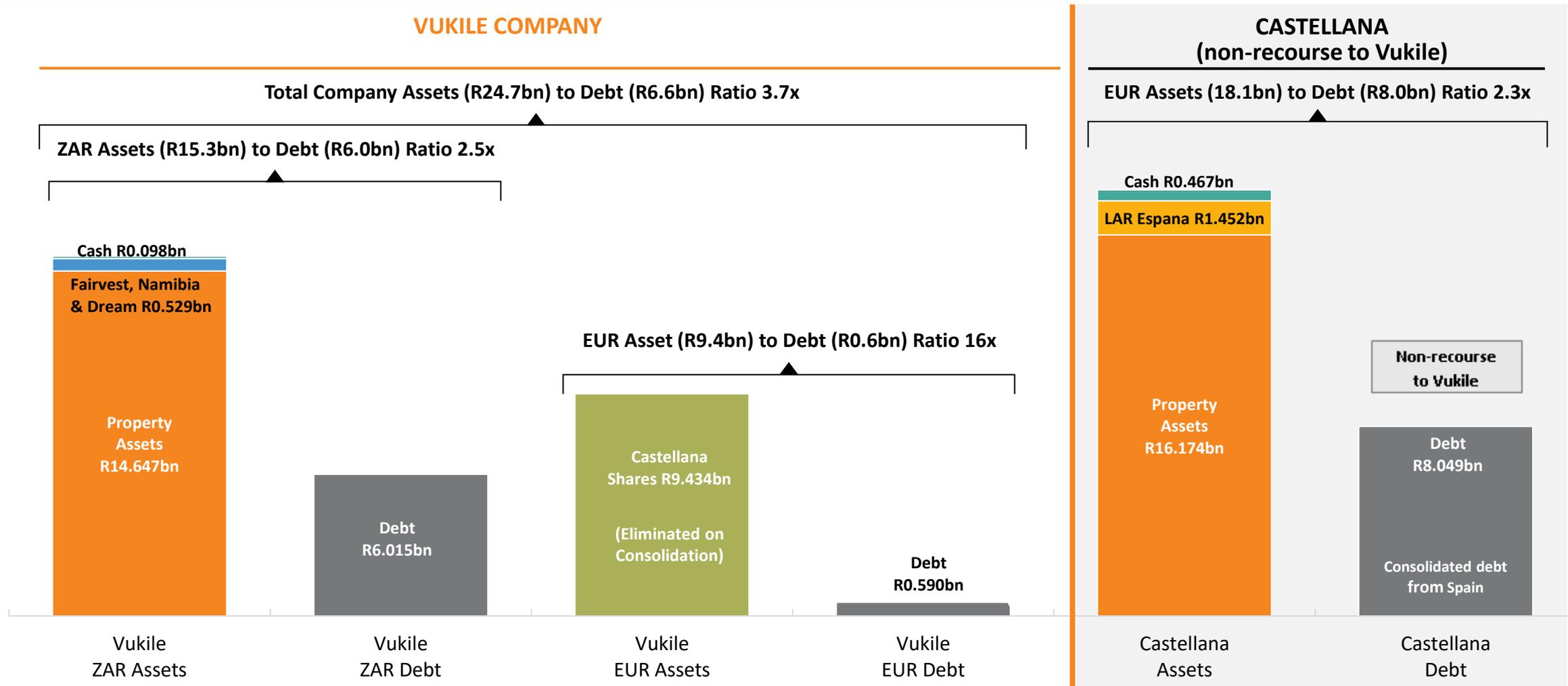
## RECOGNITION OF DIVIDEND INCOME FROM THE INVESTMENT IN LAR

- In terms of IFRS and Spanish GAAP, the dividends from LAR will be recognised when the right to receive the dividends has been established, which is essentially when the dividends are declared
- LAR pays dividends once per year. The LAR dividend is usually declared in April and paid in May each year
- Therefore, Castellana will account for the dividend from LAR (i.e. in its Spanish GAAP and IFRS accounts) in the month that the dividend is declared, i.e in April each year
- The first dividend to be received from LAR (c. 36 cents per share), is a pre-acquisition dividend and will therefore reduce the carrying amount of Castellana's investment in LAR
- Starting from 1 April 2022, Castellana will make a non-IFRS adjustment on a monthly basis, and will 'accrue' the LAR dividend, based on the most recently declared LAR dividend, to determine Castellana's FFO
- Castellana will accrue a non-IFRS adjustment of c. 3.6 cents per month from 1 April 2022 until 31 January 2023 - this amount will be included in Castellana's FFO
- The non-IFRS adjustment will then re-set from 1 February 2023, and will be based on the LAR dividend declared for the year to 31 December 2022
- Accordingly, Castellana will include LAR dividends in its FFO based on actual dividends declared and paid by LAR – there will therefore not be any forecast risk related to income from LAR in Castellana's FFO



# COMPOSITION OF GROUP BALANCE SHEET

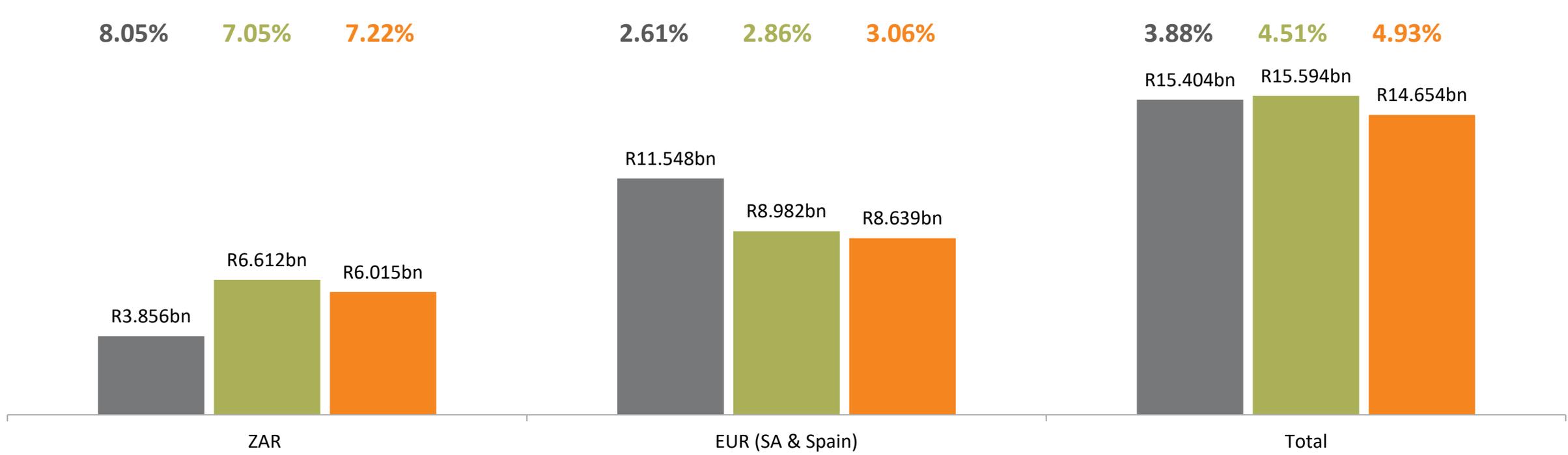
## MATCHING DEBT WITH PROPERTY ASSETS - BY GEOGRAPHY AND CURRENCY



# COST OF FUNDING

## MARGINAL CHANGE IN GROUP COST OF FINANCE DUE TO HIGHER PROPORTION OF ZAR FUNDING

### GROUP DEBT BY CURRENCY



■ Debt at 31 March 2021

■ Debt at 30 September 2021

■ Debt at 31 March 2022

□ % FY21 Historic cost of debt

□ % HY21 Historic cost of debt

□ % FY22 Historic cost of debt

# ANALYSIS OF GROUP LOAN REPAYMENT AND HEDGING EXPIRY PROFILE

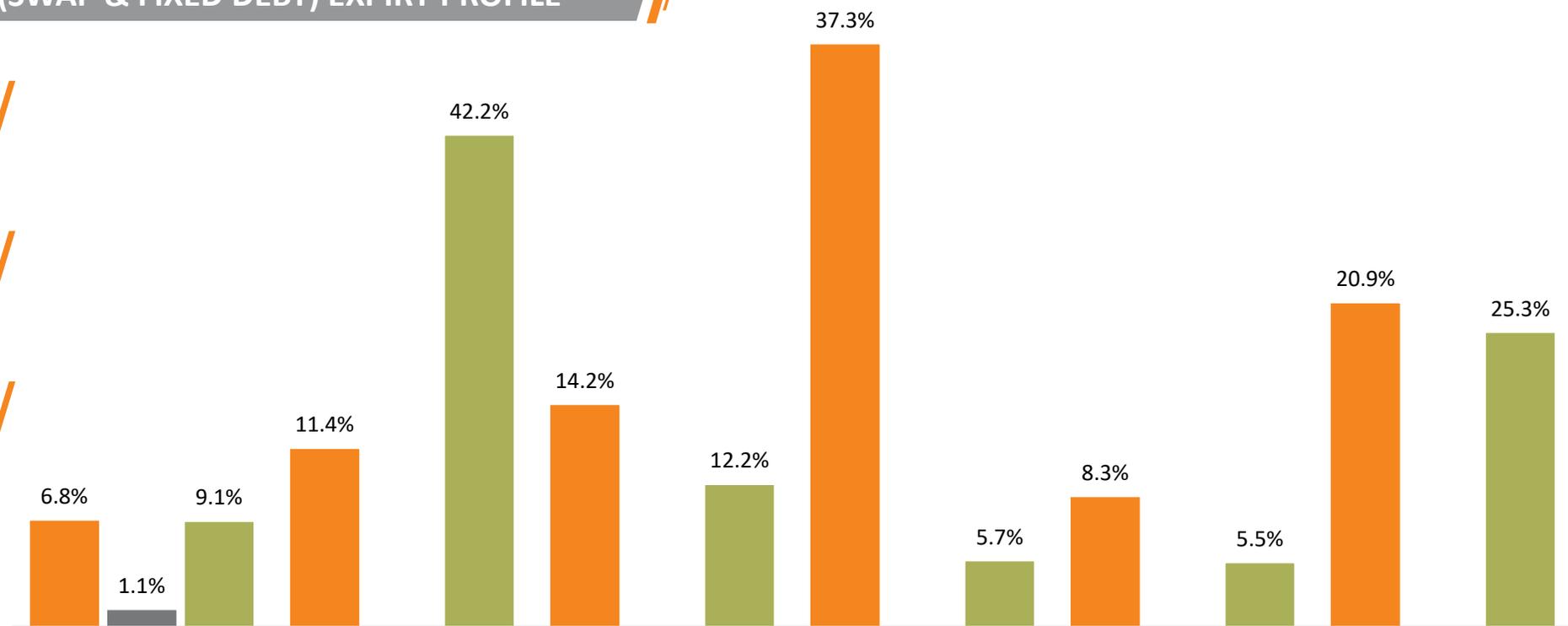
## WELL HEDGED WITH LOW RISK EXPIRY PROFILE

### GROUP LOAN AND HEDGING (SWAP & FIXED DEBT) EXPIRY PROFILE

**R3.1bn** OF AVAILABLE  
UNDRAWN BANK FACILITIES

**75%** OF INTEREST-BEARING  
DEBT HEDGED

**2.7 years** FIXED RATE  
(SWAP & FIXED DEBT)  
MATURITY PROFILE



	2023	2024	2025	2026	2027	2028 & beyond
Loan expiry profile Rm	1 001	1 675	2 085	5 469	1 221	3 041
Access Facility expiry profile Rm	162					
Hedging (Swap & Fixed debt) profile Rm	992	4 616	1 338	622	603	2 764

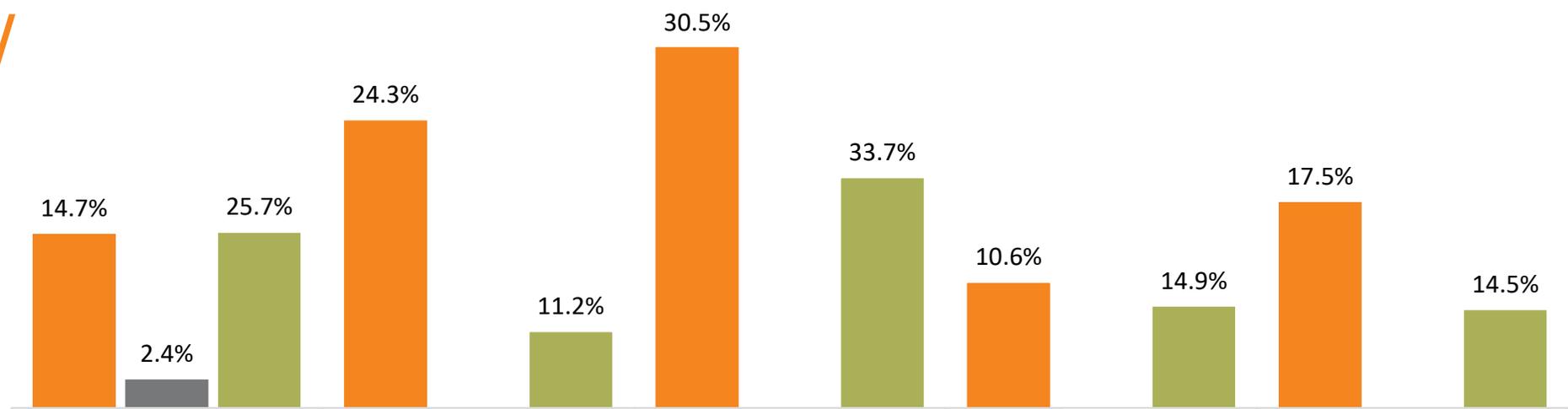
# ANALYSIS OF SOUTHERN AFRICAN LOAN REPAYMENT AND HEDGING EXPIRY PROFILE

## WELL HEDGED WITH LOW RISK EXPIRY PROFILE

### SOUTH AFRICAN LOAN AND HEDGING (SWAP & FIXED DEBT) EXPIRY PROFILE

**59% OF INTEREST-BEARING DEBT HEDGED**

**2.4 years FIXED RATE (SWAP & FIXED DEBT) MATURITY PROFILE**



	2023	2023	2025	2026	2027
■ Loan expiry profile R'm	973	1 605	2 014	701	1 150
■ Access Facility expiry profile R'm	162				
■ Hedging (Swap & Fixed debt) profile R'm	980	428	1 285	569	550

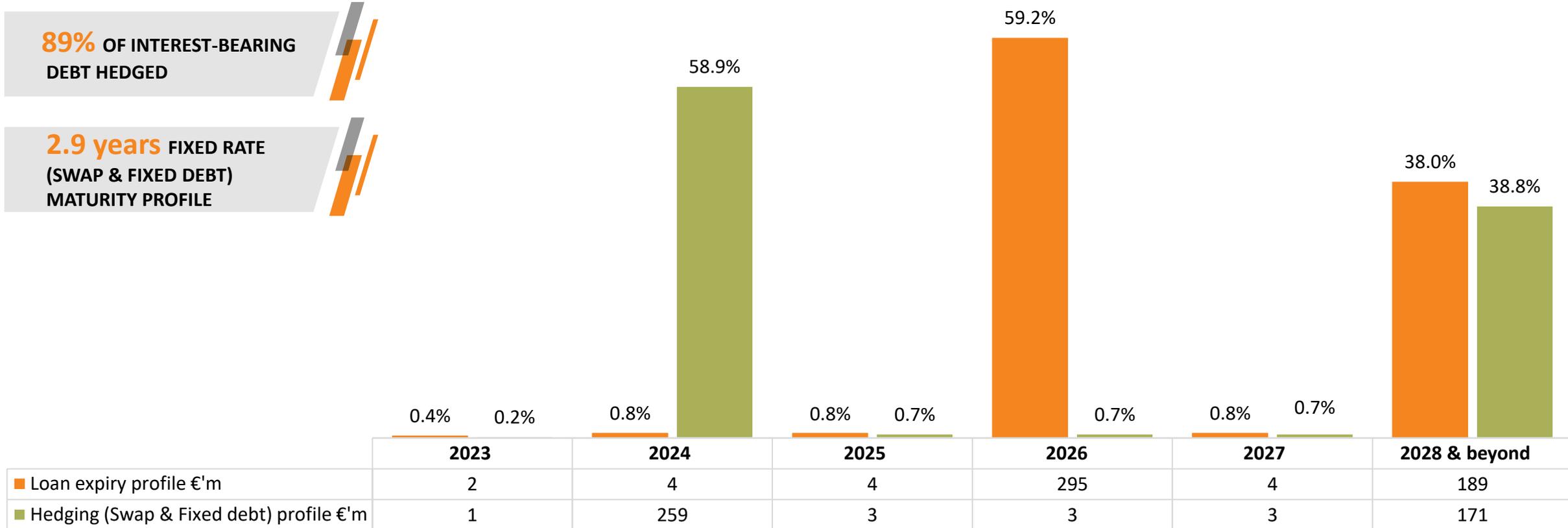
# ANALYSIS OF CASTELLANA LOAN REPAYMENT AND HEDGING EXPIRY PROFILE

## LOW REFINANCE RISK OVER THE NEXT FOUR YEARS

### CASTELLANA LOAN AND HEDGING (SWAP & FIXED DEBT) EXPIRY PROFILE

**89%** OF INTEREST-BEARING  
DEBT HEDGED

**2.9 years** FIXED RATE  
(SWAP & FIXED DEBT)  
MATURITY PROFILE



# CONSOLIDATED NET EXPOSURE BY CURRENCY AT 31 MARCH 2022

## AT 31 MARCH 2022

	ZAR Exposure Rm	EUR Exposure €m	Group Rm
Vukile property value	R14 647		<b>R14 647</b>
Fairvest, Investment in Associate (Namibia), Joint Venture (DREAM) & Lar España	R527	€90	<b>R1 980</b>
Castellana property value		€1 001	<b>R16 174</b>
<b>Total direct property and listed investments</b>	<b>R15 174</b>	<b>€1 091</b>	<b>R32 801</b>
<b>Percentage of exposure of assets by currency</b>	<b>46%</b>	<b>54%</b>	<b>100%</b>
Vukile debt	(R6 015)	(€37)	<b>(R6 605)</b>
Castellana debt		(€498)	<b>(R8 049)</b>
Cash	R98	€29	<b>R565</b>
<b>Total net debt</b>	<b>(R5 917)</b>	<b>(€506)</b>	<b>(R14 089)</b>
<b>Percentage of exposure of net debt by currency</b>	<b>42%</b>	<b>58%</b>	<b>100%</b>
<b>Net debt / assets by currency</b>	<b>39%</b>	<b>46%</b>	<b>43%</b>
CCIRS nominal value	R1 031	(€65)	<b>(R27)</b>
<b>Net exposure</b>	<b>R10 288</b>	<b>€520</b>	<b>R18 685</b>
<b>Percentage of net exposure by currency</b>	<b>55%</b>	<b>45%</b>	<b>100%</b>

# FORECAST LTV SENSITIVITY TO VALUATION AND FOREIGN EXCHANGE MOVEMENTS

AT 31 MARCH 2022

EXAMPLE:

5% ZAR WEAKENING TO  
16.97



3% INCREASE IN  
PROPERTY VALUATION



1.1% DECREASE IN  
THE GROUP LTV

		Property valuation movement													
		-12%	-10%	-7%	-5%	-3%	-1%	0%	1%	3%	5%	7%	10%	12%	
EURZAR exchange rate	-25%	12.12	47.8%	46.8%	45.4%	44.5%	43.7%	42.8%	42.4%	42.0%	41.3%	40.5%	39.8%	38.8%	38.1%
	-20%	12.93	48.0%	47.0%	45.5%	44.6%	43.8%	42.9%	42.5%	42.1%	41.4%	40.6%	39.9%	38.9%	38.2%
	-15%	13.74	48.1%	47.1%	45.7%	44.8%	43.9%	43.1%	42.7%	42.3%	41.5%	40.7%	40.0%	39.0%	38.3%
	-10%	14.54	48.2%	47.2%	45.8%	44.9%	44.0%	43.2%	42.8%	42.4%	41.6%	40.8%	40.1%	39.1%	38.4%
	-5%	15.35	48.3%	47.3%	45.9%	45.0%	44.1%	43.3%	42.9%	42.5%	41.7%	40.9%	40.2%	39.2%	38.5%
	-1%	16.00	48.4%	47.4%	46.0%	45.0%	44.2%	43.3%	42.9%	42.5%	41.8%	41.0%	40.3%	39.2%	38.6%
	0%	16.16	48.4%	47.4%	46.0%	45.1%	44.2%	43.4%	43.0%	42.6%	41.8%	41.0%	40.3%	39.3%	38.6%
	1%	16.32	48.4%	47.4%	46.0%	45.1%	44.2%	43.4%	43.0%	42.6%	41.8%	41.0%	40.3%	39.3%	38.6%
	5%	16.97	48.5%	47.5%	46.1%	45.2%	44.3%	43.4%	43.0%	42.6%	41.9%	41.1%	40.4%	39.3%	38.7%
	10%	17.78	48.6%	47.6%	46.2%	45.2%	44.4%	43.5%	43.1%	42.7%	41.9%	41.2%	40.5%	39.4%	38.8%
	15%	18.58	48.7%	47.7%	46.2%	45.3%	44.5%	43.6%	43.2%	42.8%	42.0%	41.3%	40.5%	39.5%	38.8%
	20%	19.39	48.8%	47.8%	46.3%	45.4%	44.5%	43.7%	43.3%	42.9%	42.1%	41.3%	40.6%	39.6%	38.9%
25%	20.20	48.8%	47.8%	46.4%	45.5%	44.6%	43.8%	43.4%	43.0%	42.2%	41.4%	40.7%	39.6%	39.0%	

# CROSS CURRENCY INTEREST RATE SWAP EXPOSURE

## LIMITED USE OF CROSS CURRENCY INTEREST RATE SWAPS

- / No new CCIRS were entered during the year
- / The CCIRS ratio to total value of international investments (on a consolidated basis) is 11%
- / The MtM loss of CCIRS was -R1m as at 31 March 2022 (31 March 2021: -R337m)
- / The €65.5m nominal has been hedged forward eliminating FX risk at settlement in June 2022 (with the amount to be net settled of c. R119m)
- / Once the CCIRS maturing in June 2022 are settled, there will be no further CCIRS on the balance sheet

At 31 March 2021	EUR nominal €000	ZAR nominal R000	EUR/ZAR initial rate	EUR fixed rate over term	ZAR average rate over term	Maturity	MtM
ABSA CCIRS July 2018 (€40.0m)	€40 000	R629 860	15.7465	3.70%	11.88%	13 June 2022	R1m
Investec CCIRS July 2018 (€25.5m)	€25 500	R401 370	15.7400	3.72%	11.88%	13 June 2022	(R2m)
<b>Total</b>	<b>€65 500</b>	<b>R1 031 230</b>					<b>(R1m)</b>

## CORPORATE BOND ISSUANCES

## COMPOSITION OF SECURED AND UNSECURED DEBT

Corporate Bonds	Security	Amount	Reference Rate	Margin	Maturity Date	Initial Term
VKE10	Secured	<b>R194m</b>	3M JIBAR	1.80%	08 July 2022	<b>5.2 years</b>
VKE11	Unsecured	<b>R175m</b>	3M JIBAR	1.75%	20 April 2023	<b>5.0 years</b>
VKE14	Unsecured	<b>R375m</b>	3M JIBAR	1.65%	27 August 2023	<b>5.0 years</b>
VKE15	Unsecured	<b>R119m</b>	3M JIBAR	1.41%	14 February 2023	<b>3.0 years</b>
VKE16	Unsecured	<b>R381m</b>	3M JIBAR	1.61%	14 February 2025	<b>5.0 years</b>
VKE17	Unsecured	<b>R158m</b>	3M JIBAR	1.35%	27 August 2022	<b>1.0 years</b>
VKE18	Unsecured	<b>R342m</b>	3M JIBAR	1.85%	27 August 2024	<b>5.0 years</b>

Unsecured Debt Summary	Security	Amount
Corporate bonds	Unsecured	R1 550m
Bank debt	Covenant exclusive <sup>(1)</sup>	R428m
<b>Total unsecured &amp; covenant exclusive debt</b>		<b>R1 978m</b>

Secured long-term credit rating **AAA**<sub>(ZA)(EL)</sub>, corporate long-term credit rating **AA-**<sub>(ZA)</sub> and corporate short-term rating **A1+**<sub>(ZA)</sub>, with a **stable outlook**

(1) Covenant exclusive facilities form part of the bank's secured debt with rights to the bank's secured security pool, however they do not form part of transactional financial covenants.

# 3 OVERVIEW OF UNENCUMBERED ASSETS

Total unencumbered assets

**R10 281m (A)**

Unencumbered direct property

**R1 168m**

Unencumbered listed shares

**R9 113m**

Number of properties

**8**

GLA

**97 143m<sup>2</sup>**

Average property value

**R141m**

Retail rent from national tenants

**83%**

Contractual rental escalation

**7.1%**

Income from top 10 tenants

**54%**

WALE of

**2.8 years**

Retail tenant retention

**90%**

Vacancy (by rent)

**3.2%**

Total unsecured debt

**R1 550 (B)**

Unsecured debt to unencumbered assets ratio

**15.1% (B/A)**



# 3 "SEE-THROUGH" LOAN-TO-VALUE RATIO

	Interest bearing debt Rm	Property assets Rm	Cash Rm	LTV	Shareholding
Vukile Company, MICC, Namibia, Dream and 100% of Clidet No. 1011	6 605	14 815	98	<b>43.9%</b>	100.0%
Castellana	8 049	17 626	467	<b>43.0%</b>	89.6%
Fairvest	5 931	14 617	123	<b>39.7%</b>	7.0%
<b>"See-through" Loan-to-Value Ratio</b>	<b>14 231</b>	<b>31 629</b>	<b>525</b>	<b>43.3%</b>	



## SA REIT RATIOS

	31 March 2022	31 March 2021
SA REIT funds from operations	<b>R1,34bn</b>	R1,24bn
SA REIT funds from operations per share	<b>136.91 c/share</b>	129.89 c/share
SA REIT net asset value	<b>R16,9bn</b>	R16,4bn
SA REIT net asset value per share	<b>R17.23/share</b>	R17.17/share
SA REIT cost-to-income ratio	<b>SA: 47.0%</b> <b>Spain: 40.1%</b>	SA: 48.5% Spain: 50.7%
SA REIT administrative cost-to-income ratio	<b>SA: 7.0%</b> <b>Spain: 11.1%</b>	SA: 7.3% Spain: 13.0%
SA REIT vacancy rate	<b>SA: 2.9%</b> <b>Spain: 1.6%</b>	SA: 4.0% Spain: 1.9%
SA REIT cost of debt <sup>(1)</sup>	<b>ZAR: 7.7%</b> <b>EUR: 2.4%</b>	ZAR: 8.3% EUR: 2.3%
SA REIT loan-to-value	<b>42.0%</b>	43.0%

(1) SA REIT cost of debt excludes impact of CCIRS