



CHC



Acknowledgement of Country

Charter Hall acknowledges the Traditional Custodians of the lands on which we work and gather. We pay our respects to Elders past and present and recognise their continued care and contribution to Country.



Agenda

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

Cover image: Midwest Logistics Hub, Truganina (CPIF)
Left image: 555 Collins Street, Melbourne (CPOF)

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Chair's Address

Light Horse Logistics Hub, Eastern Creek (CPIF)



PARRAMATTA CBD

SYDNEY CBD

SYDNEY AIRPORT

PORT BOTANY

LIGHT HORSE

LIGHT HORSE INTERCHANGE

Board of Directors



David Clarke
Chair



David Ross
Non-Executive Director



Karen Moses
Non-Executive Director



David Harrison
Managing Director &
Group CEO



Jacqueline Chow
Non-Executive Director



Stephen Conry AM
Non-Executive Director

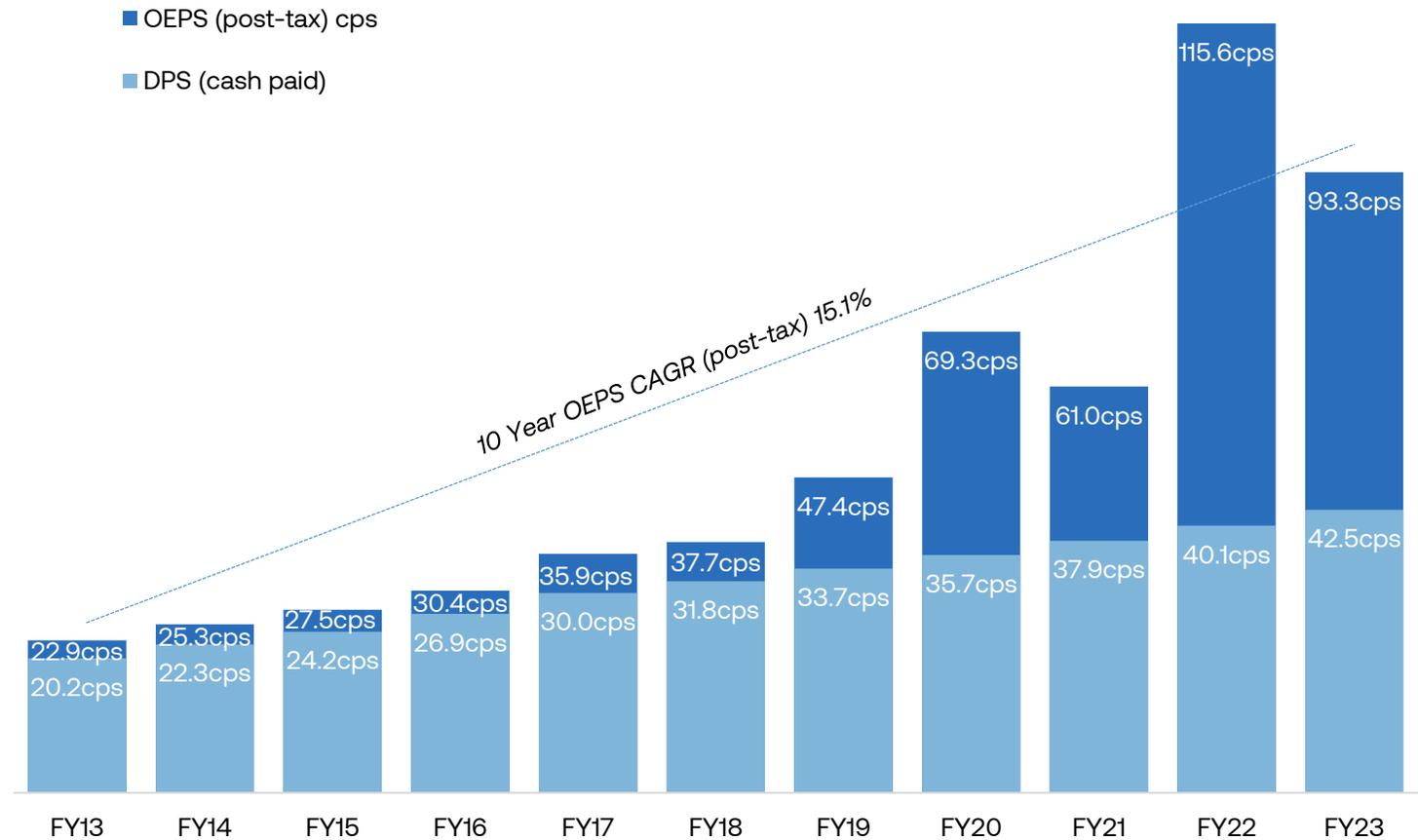


Greg Paramor AO
Non-Executive Director

Operating earnings growth

- Strength of underlying retained earnings **driving fund creation and growth**
- Consistent **DPS growth of 7.7%** from FY13 to FY23
- Cumulative **retained earnings of more than \$1.0bn** since FY13 to FY23 funding organic growth of the balance sheet co-investment portfolio

Operating earnings and distributions per security growth



ESG Leadership

Achievements in FY23

Focus areas in FY24+

Environment



Net Zero Carbon Targets

Established near-term and long-term Scope 3 Target¹

Scope 1 and Scope 2 by 2025.
Accelerated by 5 years²



Investment in clean energy

Long Term PPA to supply 100% renewable electricity from 2024³.

63MW of solar installed to date, an increase of 15.8MW in FY23⁴



ESG performance supporting sustainable finance

\$3.4bn of transactions to date, increase of \$900m since FY22, linked to independent Green Building ratings



Climate Action

Continued focus on partnering with tenant customers to invest in clean energy to address Scope 3 emissions

Restore Nature

Continued integration of our approach to circularity and nature to monitor emerging frameworks

Social



Support for disaster and hardship

Invested over \$1.4m to support communities with resources to build and rebuild strong foundations



Lifelong change for vulnerable youth

Facilitated 210 employment outcomes, a 5% increase since FY22, in partnership with social enterprises. Targeting 1,200 employment outcomes in 2030



Social value through procurement

Won the National Social Procurement Trailblazer Award (in partnership with Two Good) in the 2022 Social Traders National Game Changer Awards



Reconciliation Action Plan

Continue engaging closely with Reconciliation Australia on the development of Charter Hall Group's new Innovate RAP

Governance



ESG leadership and performance

17 Charter Hall Funds scored in the top 20% of GRESB, with 3 Funds recognised as Global and Regional Sector leaders



Australia's largest footprint of independently rated green space

>6.7m sqm of Green Star rated space across the country, an increase of 29% compared to last year for office, retail and industrial sectors



Responsible business

Developed a Modern Slavery Framework to guide our modern slavery approach for the next 3 years



Benchmarking our performance

Continued alignment with best practice independent frameworks to verify our ESG progress and non-financial disclosure (GRI, TCFD, PRI and UNGC)

1. Target uses science-based methodologies and it is our intention to obtain external verification of the baseline year and emissions inventory in the next 12-24 months
2. Charter Hall continues to focus on its Scope 1 and 2 target by 2025 where Charter Hall Limited is the controlling entity and where we have operational control.
3. Renewable electricity procurement for assets where the electricity consumption is in operational control
4. Uplift represents solar installed, or measured through acquisition



2 Managing Director's Address

555 Collins Street, Melbourne (CPOF)

Group highlights¹

Group Returns

Operating earnings

\$441 million

Statutory profit²

\$196 million

OEPS

93.3cps

Return on Contributed Equity³

23.8%

Contributed equity per security of \$3.91

Property Investments

Property Investment portfolio

\$3.0bn

Property Investment portfolio growth

\$33m

Property Investment yield

4.4%

Funds Management

Group FUM⁴

\$87.4bn ↑ 9.4%

Property FUM

\$71.9bn ↑ 9.5%

Gross property transactions

\$10.4bn

Funds Management yield⁵

9.3%

Investment Capacity

Group investment capacity⁶

\$6.0bn

Balance sheet

NTA per security

\$6.28

Balance sheet gearing

2.2%

1. Figures and statistics throughout this presentation are for the 12 months to 30 June 2023 unless otherwise stated

2. Attributable to stapled securityholders

3. Return on contributed equity is calculated as total operating earnings post-tax per security divided by the opening contributed equity per security for the 12 months to 30 June 2023

4. Includes Paradise Investment Management (PIM) Partnership, with \$15.6bn of FUM

5. Funds Management (FM) yield is calculated as FM operating earnings post tax per security (includes 50% allocation of net interest) divided by the opening NTA per security for the 12 months to 30 June 2023

6. Investment capacity calculated as cash plus undrawn debt facilities for CHC and the funds management platform. At 30 June 2023, platform cash was \$0.9bn. Excludes committed and unallotted equity

Funds Under Management (FUM) growth

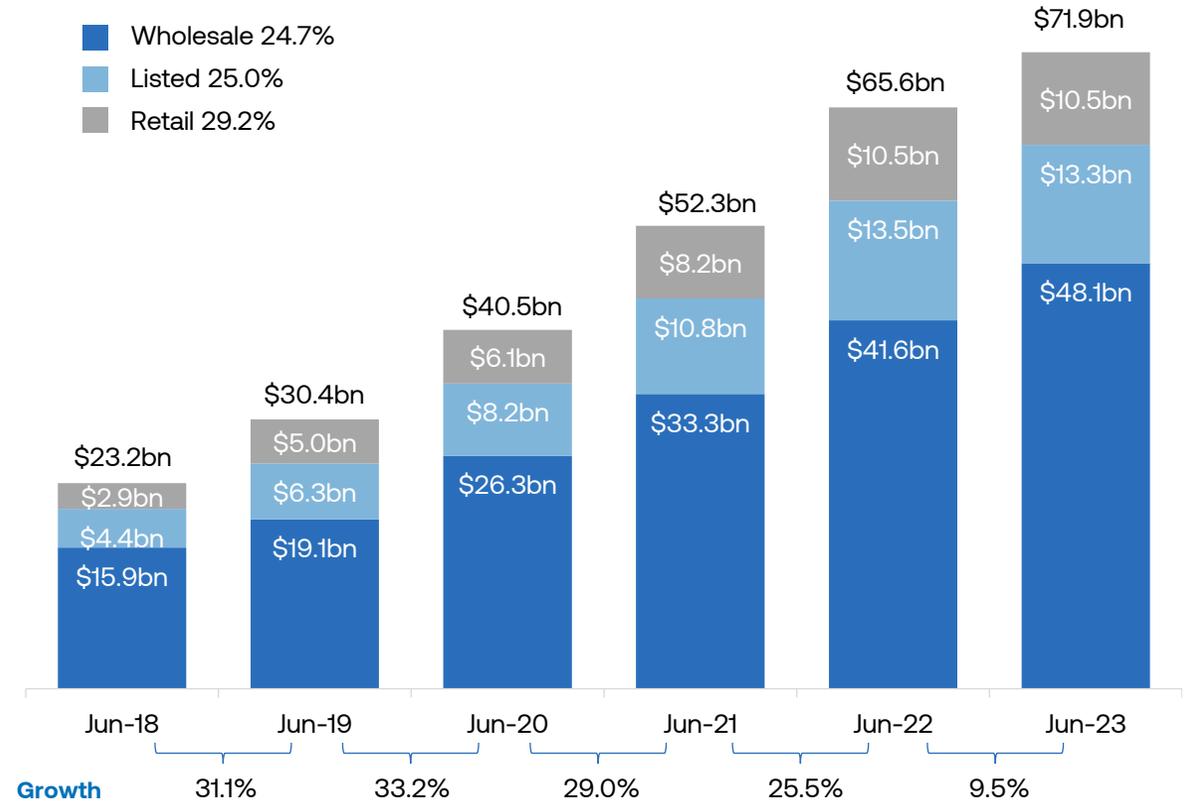
Property FUM growth of 9.5% from \$65.6bn to \$71.9bn

Property FUM growth (\$bn)



Property FUM by equity source (\$bn)

5-year Property FUM CAGR of 25.4%



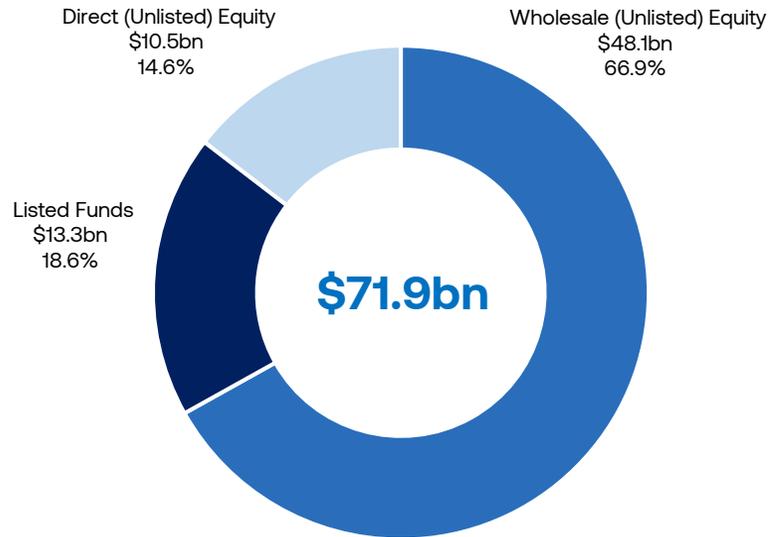
1. Includes development and maintenance capital expenditures

Property funds management portfolio

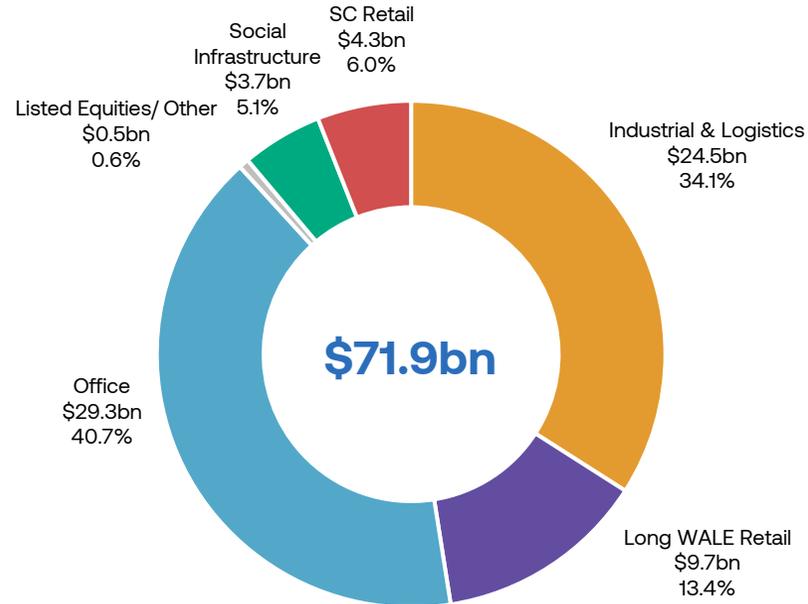
Largest diversified property portfolio in Australia

| Property FUM | Portfolio value (\$bn) | Lettable area (m sqm) | No. of Properties | Net rent (\$m) | WARR ¹ (%) | WALE (years) | Occupancy (%) | WACR (%) |
|--------------|------------------------|-----------------------|-------------------|----------------|-----------------------|--------------|---------------|----------|
| 30 June 2023 | 71.9 | 11.9 | 1,663 | 3,252 | 3.7 | 8.2 | 97.9 | 4.76 |
| 30 June 2022 | 65.6 | 10.8 | 1,548 | 2,840 | 3.6 | 8.6 | 98.0 | 4.37 |

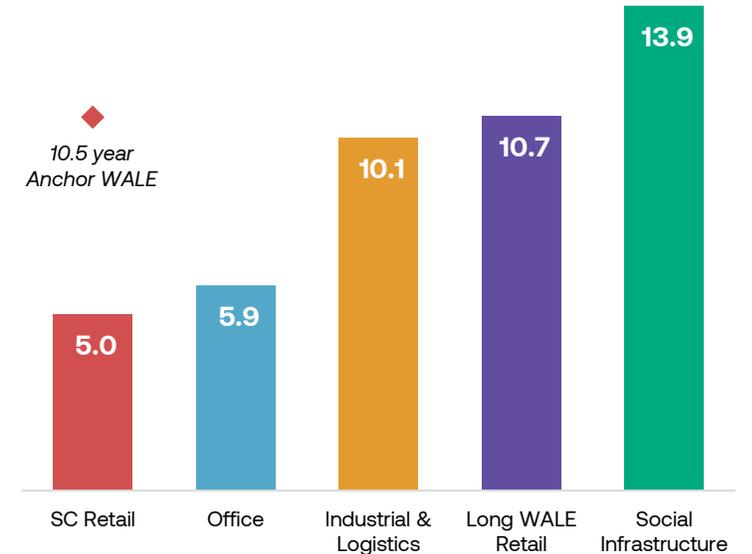
Property FUM by equity source



Property FUM by sector



WALE by sector



1. CPI of 6.0% as at 30 June 2023

Diversified tenant customers

The top 20 tenants are represented by Government, multinationals & listed companies

- The top 20 tenants represent 56% of property platform income
- 26% of platform leases are NNN and 21% of platform net income is CPI-linked
- 72% repeat tenants and 28% multi-sector tenants across more than 4,600 leases

Equity inflows¹

Top 20 platform tenants by net income

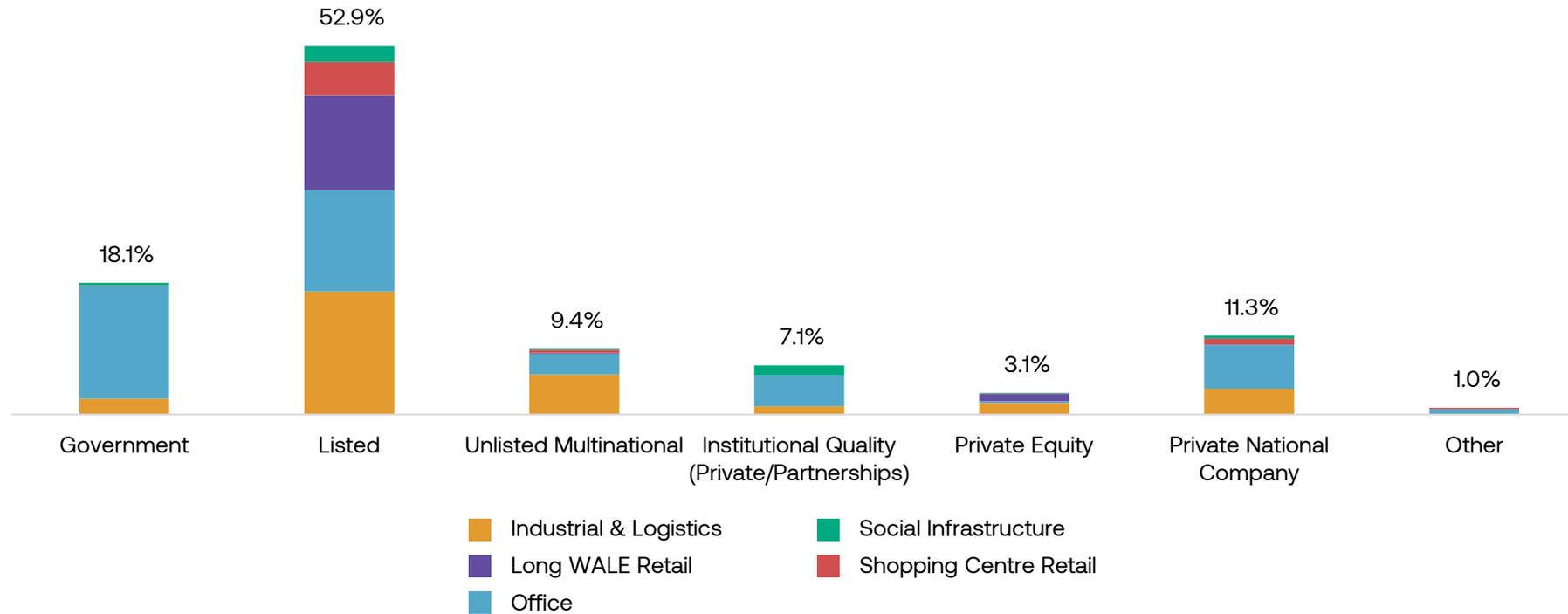


1. Includes federal, state and local governments

Diversified tenant customers

We are focused on the highest quality tenants

Platform tenants by institution, by net income



1. Includes federal, state and local governments

FY23 property transaction activity

\$10.4bn of transaction activity, comprising over 90 transactions with 25 active funds/partnerships

| | Industrial & Logistics | Long WALE Retail | Office | Social Infrastructure / Other | Shopping Centre Retail | Total |
|---------------------------|------------------------|------------------|------------|-------------------------------|------------------------|-------------|
| Acquisitions (\$bn) | 3.4 | 0.4 | 3.5 | 0.3 | 0.0 | 7.6 |
| Divestments (\$bn) | (1.5) | (0.1) | (0.9) | (0.2) | (0.1) | (2.8) |
| Net Transactions (\$bn) | 1.9 | 0.3 | 2.6 | 0.1 | (0.1) | 4.8 |
| Gross Transactions (\$bn) | 4.9 | 0.6 | 4.4 | 0.4 | 0.2 | 10.4 |



Z Energy, Wellington NZ (CQR)



555 Collins Street, Melbourne (CPOF)



Geoscience Australia, Canberra (CLW, CQE & DIF4)



iQ Westmead, 158-164 Hawkesbury Road, Westmead (CQE & PFA)

Equity inflows¹

- Diverse sources of equity across Wholesale, Listed and Direct
- Wholesale flows weighted towards partnerships
- ~100 wholesale investors
- Over 45,000 investors across FUM platform

| (\$m) | FY20 | FY21 | FY22 | FY23 |
|-----------------------------|--------------|--------------|--------------|--------------|
| Wholesale pooled funds | 1,272 | 2,111 | 1,575 | 817 |
| Wholesale partnerships | 1,298 | 1,448 | 1,137 | 1,432 |
| Listed funds | 1,369 | 659 | 646 | 9 |
| Direct funds | 1,136 | 1,107 | 1,340 | 542 |
| Gross equity inflows | 5,076 | 5,326 | 4,698 | 2,801 |
| Net equity inflows | 4,585 | 4,761 | 4,039 | 1,476 |

1. Equity inflows reflects allotted equity only

FY24 operating earnings guidance

Based on no material change in current market conditions, FY24 guidance is for post-tax operating earnings per security of approximately 75 cents.

FY24 distribution per security guidance is for 6% growth over FY23.



60 King William Street, Adelaide (CPOF & 60KWJV)

3

Questions

Midwest Logistics Hub, Truganina (CPIF)



4 Formal Business

Geoscience Australia, Canberra (CLW, CQE & DIF4)



Item 1 – Annual Report

To receive and consider the Annual Report, consisting of the Financial Report and Directors' Report, and Auditor's Report for the year ended 30 June 2023.

Note: There is no requirement for Securityholders to approve these reports.

Item 2 – Election and Re-election of Directors of CHL

To consider and, if thought fit, pass the following resolutions as separate ordinary resolutions of CHL:

- a. “That, Mr Stephen Conry AM, appointed as an additional Director of CHL by the Board, is elected as a Director of CHL”
- b. “That Mr David Ross is re-elected as a Director of CHL”

Item 2 – Proxies – Election and Re-election of Directors of CHL

| | For | Open | Against |
|-------------------------|---------------|-------------|----------------|
| Stephen Conry AM | 99.32% | .07% | .61% |
| David Ross | 91.81% | .07% | 8.12% |

Item 3 – Adoption of Remuneration Report

To consider and, if thought fit, pass the following ordinary resolution of CHL:

“That the Remuneration Report included in the Annual Report for the year ended 30 June 2023 be adopted.”

Note: The vote on this resolution is advisory only and does not bind Charter Hall Group or the Directors of CHL.

Item 3 – Proxies – Adoption of Remuneration Report

| | |
|-----------------|---------------|
| FOR: | 96.31% |
| OPEN: | .07% |
| AGAINST: | 3.62% |

Item 4 – Issue of service rights to Mr David Harrison – Performance Rights and Options Plan (Mandatorily deferred portion of Short-Term Incentive (STI) for FY23)

To consider and, if thought fit, pass the following ordinary resolution of CHL and CHPT:

“That approval is given for all purposes under the Corporations Act and the Listing Rules (in particular, Listing Rule 10.14) for the issue of 75,688 service rights to Mr David Harrison as described in the Explanatory Memorandum.”

Item 4 – Proxies – Issue of service rights to Mr David Harrison - Performance Rights and Options Plan (Mandatorily deferred portion of Short-Term Incentive (STI) for FY23)

| | |
|-----------------|---------------|
| FOR: | 99.11% |
| OPEN: | .09% |
| AGAINST: | .80% |

Item 5 – Issue of performance rights to Mr David Harrison – Performance Rights and Options Plan (Long Term Incentive (LTI) for FY24)

To consider and, if thought fit, pass the following ordinary resolution of CHL and CHPT:

“That approval is given for all purposes under the Corporations Act and the Listing Rules (in particular, Listing Rule 10.14) for the issue of 273,986 performance rights to Mr David Harrison as described in the Explanatory Memorandum.”

Item 5 – Proxies – Issue of performance rights to Mr David Harrison – Performance Rights and Options Plan (Long Term Incentive (LTI) for FY24)

| | |
|-----------------|---------------|
| FOR: | 98.51% |
| OPEN: | .07% |
| AGAINST: | 1.42% |

Note: Figures may not sum to 100% due to rounding

5

Questions

Multi Level Logistics Complex
Artist's impression – Ascent on Bourke, Alexandria, Sydney (CLP)





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Meeting
closed

Charter Hall Offices, Level 23, 130 Lonsdale Street,
Melbourne (CPOF)

Further information



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Presentation authorised by the Board

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