



EMIRA
PROPERTY FUND

INTERIM RESULTS PRESENTATION

FEBRUARY 2020

EMIRA.CO.ZA



Agenda/Conversations

OVERVIEW

- › Emira 2020 and beyond

FINANCIALS

- › Distribution statement
- › Balance sheet

PORTFOLIO

- › Direct
- › Environmental

INVESTMENTS

- › Transcend
- › Enyuka
- › Recycling
- › US
- › Rebalancing

OUTLOOK





OVERVIEW

GEOFF JENNETT

CEO

The Emira way: 2020 and beyond

What got us here

- › **Agility** – willingness to make changes
- › **Flexibility** – changes today means a different tomorrow
- › **Stability** – the Emira team and the Emira way

The results

- › Growth in DPS
- › Rebalanced and diversified portfolio
- › Continued investment into our assets

The future

- › **Reinventing** to remain relevant
- › **Reinvesting** into our assets
- › **Realise** our purpose of being excellent in the provision of great real estate

Key metrics at 31 December 2019

DPS
+1.7%

NAV
1 787c

VACANCIES
3.0%

TENANT
RETENTION
82%

RECYCLING
Inani
R64m
GOZ
AUD55m

LTV
35.1%
ICR
3.2x

REBALANCING
Office
25%
Offshore
10%
Residential
6%

POST BALANCE
SHEET
US
10th asset
LOCAL
Northpoint



FINANCIALS

GREG BOOYENS

CFO

Distribution statement

| R'000 | DEC 18 | DEC 19 | % CH |
|---|-----------|------------------|--------|
| Direct portfolio | | | |
| Revenue | 869 863 | 770 325 | (11.4) |
| Property expenses | (324 684) | (302 307) | (6.9) |
| Net property income | 545 179 | 468 018 | (14.2) |
| <i># of properties</i> | 104 | 79 | |
| <i>Gross property expenses to revenue ratio (%)</i> | 37.3% | 39.2% | |
| Indirect local portfolio | | | |
| Enyuka | 37 542 | 39 026 | 4.0 |
| Transcend | 9 826 | 23 402 | >100.0 |
| Indirect offshore portfolio | | | |
| Growthpoint Australia (GOZ) | 27 123 | 15 940 | (41.2) |
| USA | 27 476 | 65 409 | >100.0 |
| Operating income | 647 146 | 611 795 | (5.5) |

Revenue

Disposals, escalations

Expenses

Disposals, municipal costs

Enyuka

Escalations

Transcend

Full 6-months, interest on loan, dividend accrued

GOZ

Disposals, DPS growth

USA

3 further investments, hedges implemented

Distribution statement continued

| R'000 | DEC 18 | DEC 19 | % CH |
|-----------------------------------|-------------|--------------------|------------|
| Operating income b/f | 647 146 | 611 795 | (5.5) |
| Corporate | | | |
| Admin expenses | (58 971) | (58 640) | (0.6) |
| Net interest cost | (210 839) | (167 607) | (20.5) |
| Other income | 3 524 | 1 695 | (51.9) |
| Non-controlling interest | (27) | 49 | >100 |
| Distribution payable | 380 833 | 387 292 | 1.7 |
| Number of shares issue | 522 667 247 | 522 667 247 | – |
| Dividend per share (cents) | 72.86 | 74.10 | 1.7 |

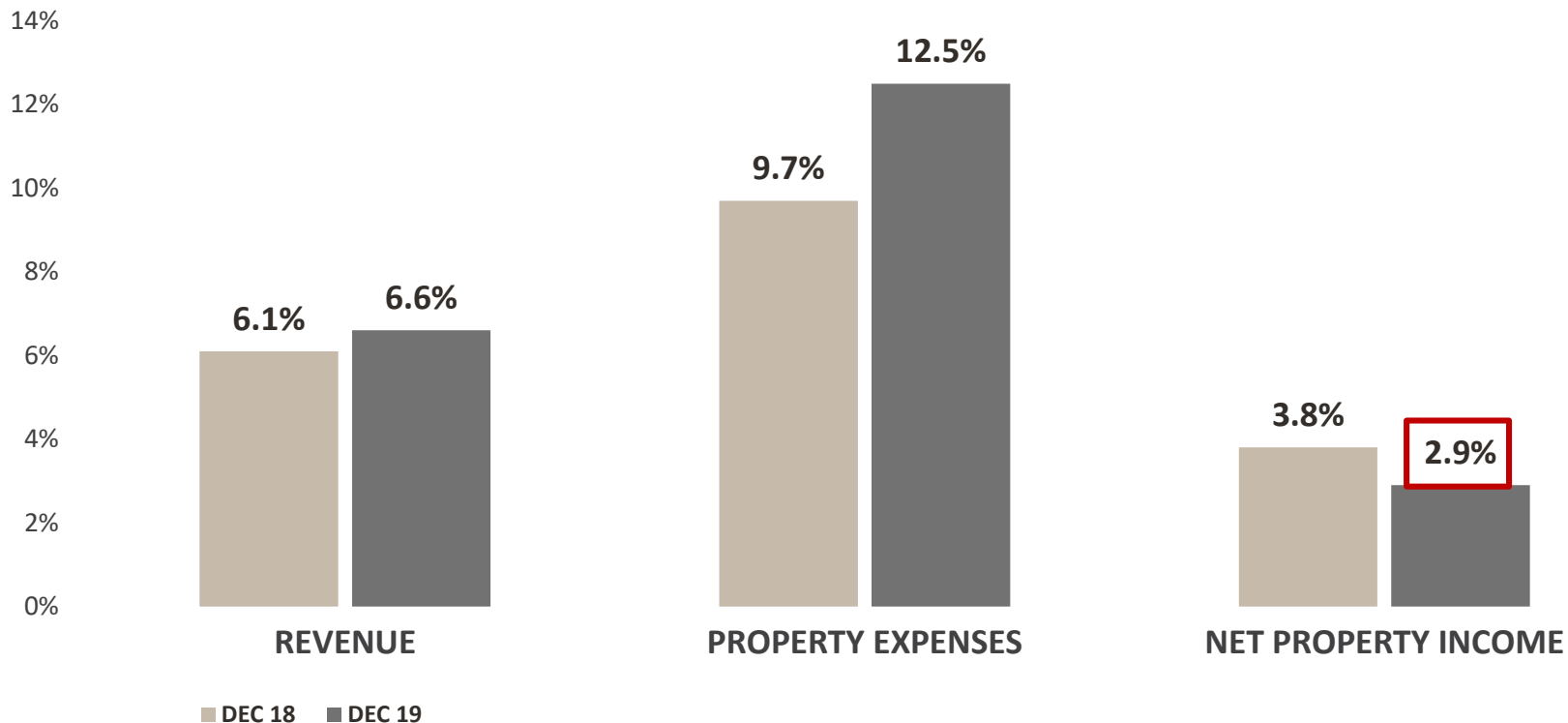
Rent collection fees, staff costs

Lower debt levels (GOZ + office portfolio disposal)

Enyuka asset management fee

DPS 74.10 cents (1.7% growth)

Year-on-year like-for-like growth net property income (static portfolio)



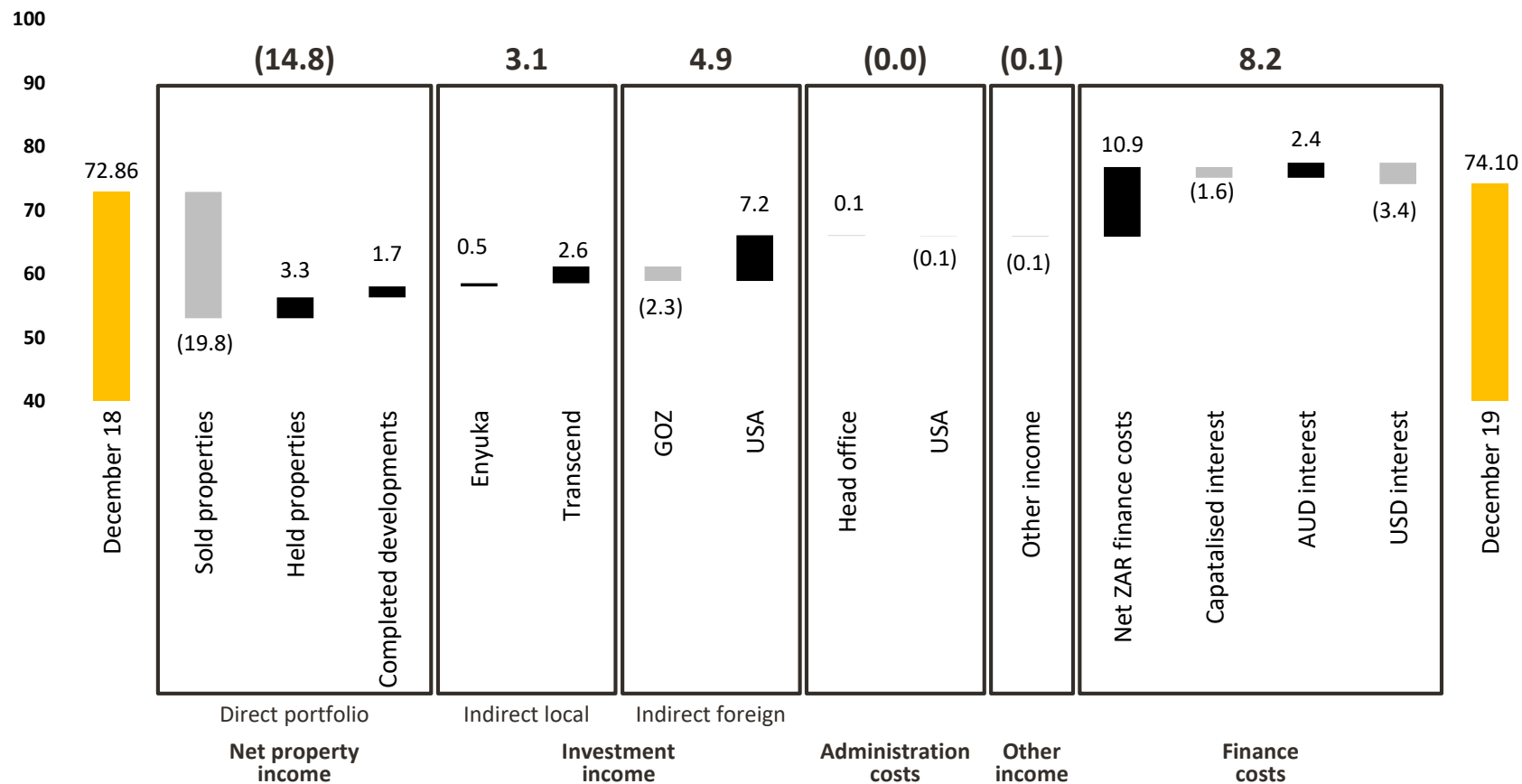
Revenue

Contractual escalations

Property expenses

In line with expectation, taking into consideration increase in electricity costs and rates and taxes

Distribution per share (cents)



Distribution growth = 1.7%
(1.24 cents increase)

Balance sheet

| R'000 | | DEC 18 | DEC 19 | % CH |
|-------------------------------------|---------------------|--------|---------------|--------|
| Investment properties | | 12 710 | 10 937 | (13.9) |
| Indirect investments | | | | |
| Enyuka | } Indirect local | 659 | 696 | 5.5 |
| Transcend | | 528 | 595 | 12.7 |
| GOZ | } Indirect offshore | 918 | 234 | (74.5) |
| USA | | 760 | 1 073 | 41.2 |
| Other assets | | 527 | 843 | 60.0 |
| Total assets | | 16 102 | 14 379 | (10.7) |
| Interest-bearing debt | | 6 525 | 4 906 | (24.8) |
| Other liabilities | | 476 | 524 | 10.0 |
| Shareholder equity | | 9 101 | 8 949 | (1.7) |
| Total equity and liabilities | | 16 102 | 14 379 | (10.7) |

Revaluation, R1.8bn office portfolio disposal, net of lease liability (IFRS16)

Equity accounted, revaluation

34.9% investment, equity accounted, loan funding

Disposals, share price appreciation

Total US investment = USD76.7m

Cash, loans receivable (Inani = R331.3m), derivative contracts

LTV = 35.1%

Derivative contracts, expense accruals

Valuation summary

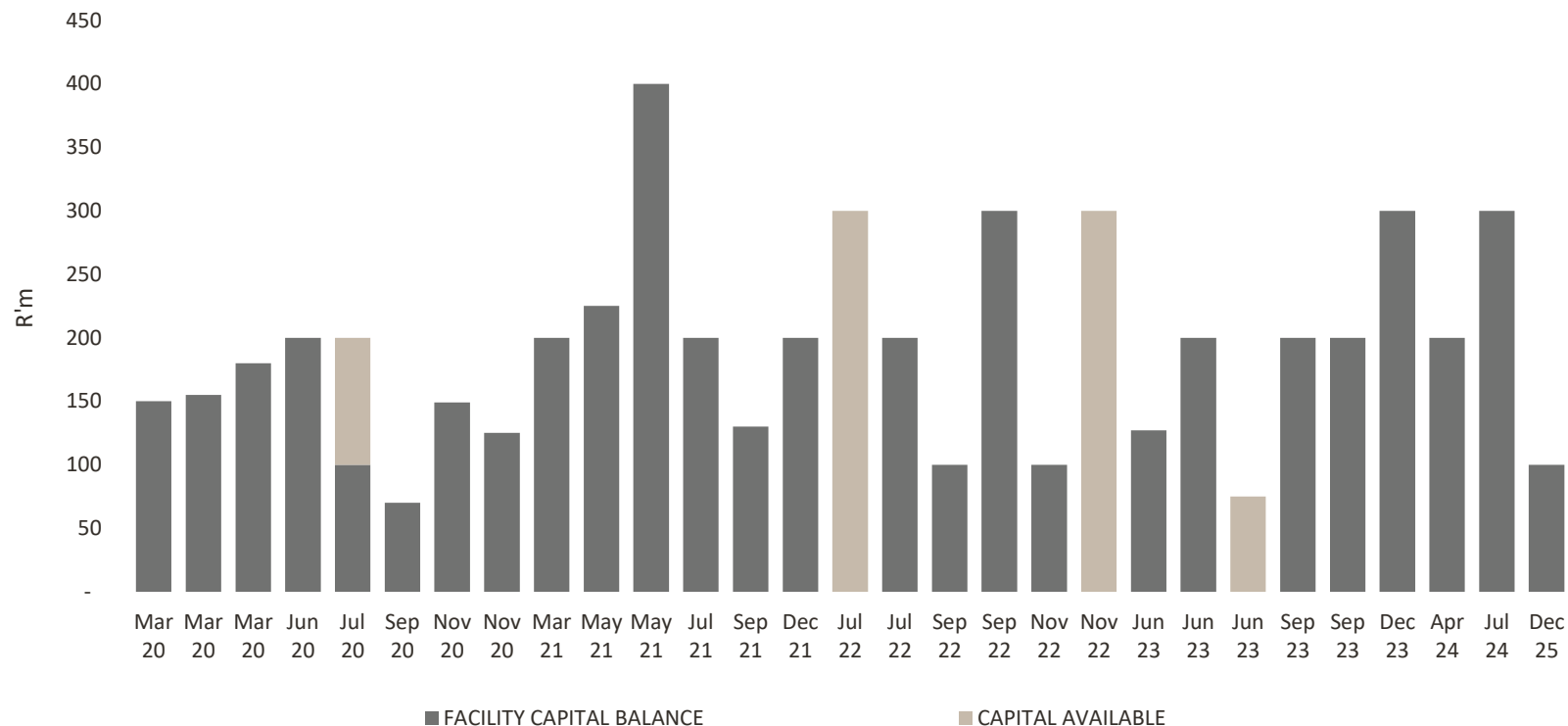
| Direct property portfolio | DEC 2018 | DEC 2019 |
|--------------------------------------|----------|----------|
| Valuation (Rm) [^] | 12 710 | 10 937 |
| Number of properties | 104 | 79 |
| Valuation rate (R/m ²) | | |
| – Retail | 16 484 | 16 972 |
| – Office | 16 565 | 21 581 |
| – Industrial | 5 553 | 5 667 |
| Valuation inputs | | |
| – Average discount rate (%) * | 14.1 | 14.1 |
| – Average exit cap rate (%) * | 9.1 | 9.0 |
| – Average rental escalation (%) * | 7.6 | 7.4 |
| – Average permanent vacancy factor * | 5.2 | 5.6 |
| – Market rental assumptions | # | # |

* Weighted average by value (Rm).

The market rentals applied play a significant role and these are assessed on a property-by-property basis, taking cognisance of location, quality, size and type as well as all the relevant and prevailing market conditions which are then benchmarked against research and asset manager projections.

[^] Net of lease liability.

Debt funding mix (Rm)



R230m of debt settled in the period

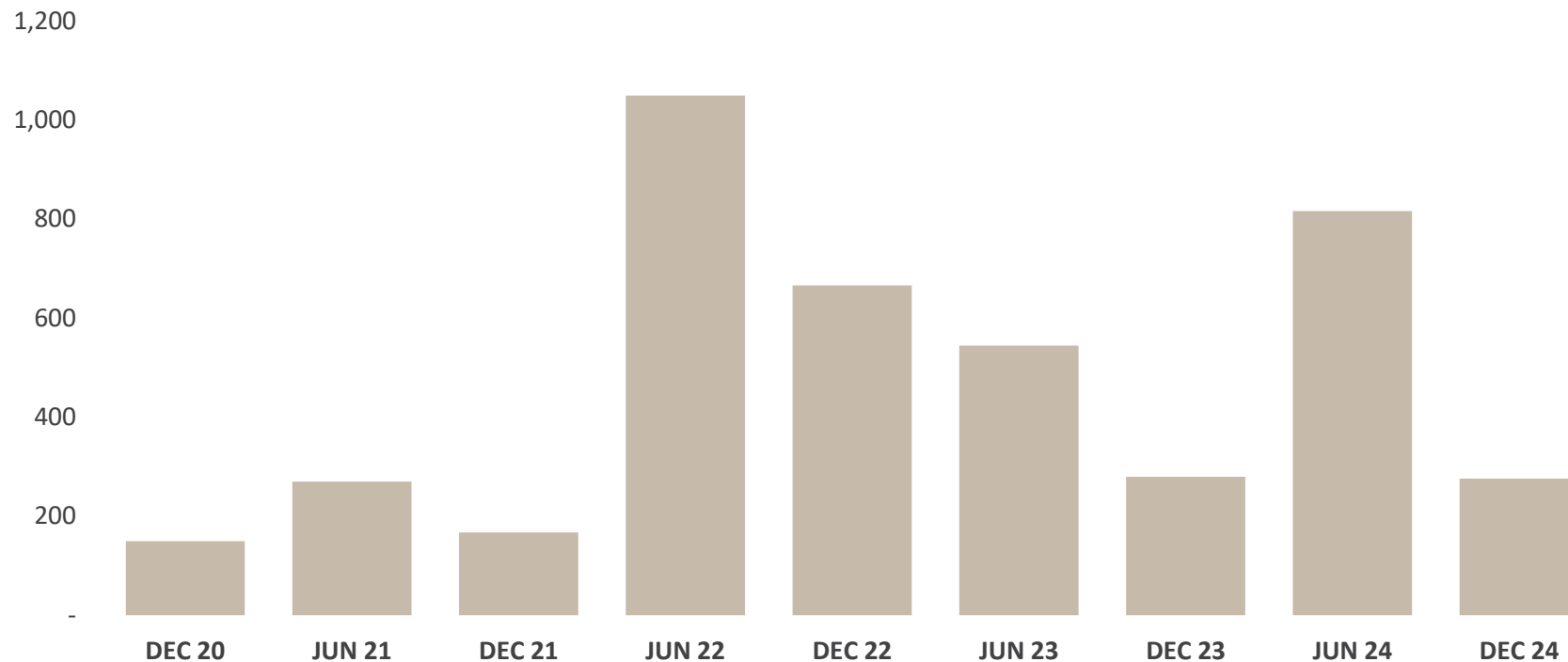
R1.0bn rollovers + new loans concluded in 1H20

Average duration to expiry = 2.3 years

R1.2bn debt maturing in the next 12 months

R775m of undrawn backup facilities

Interest rate swap profile

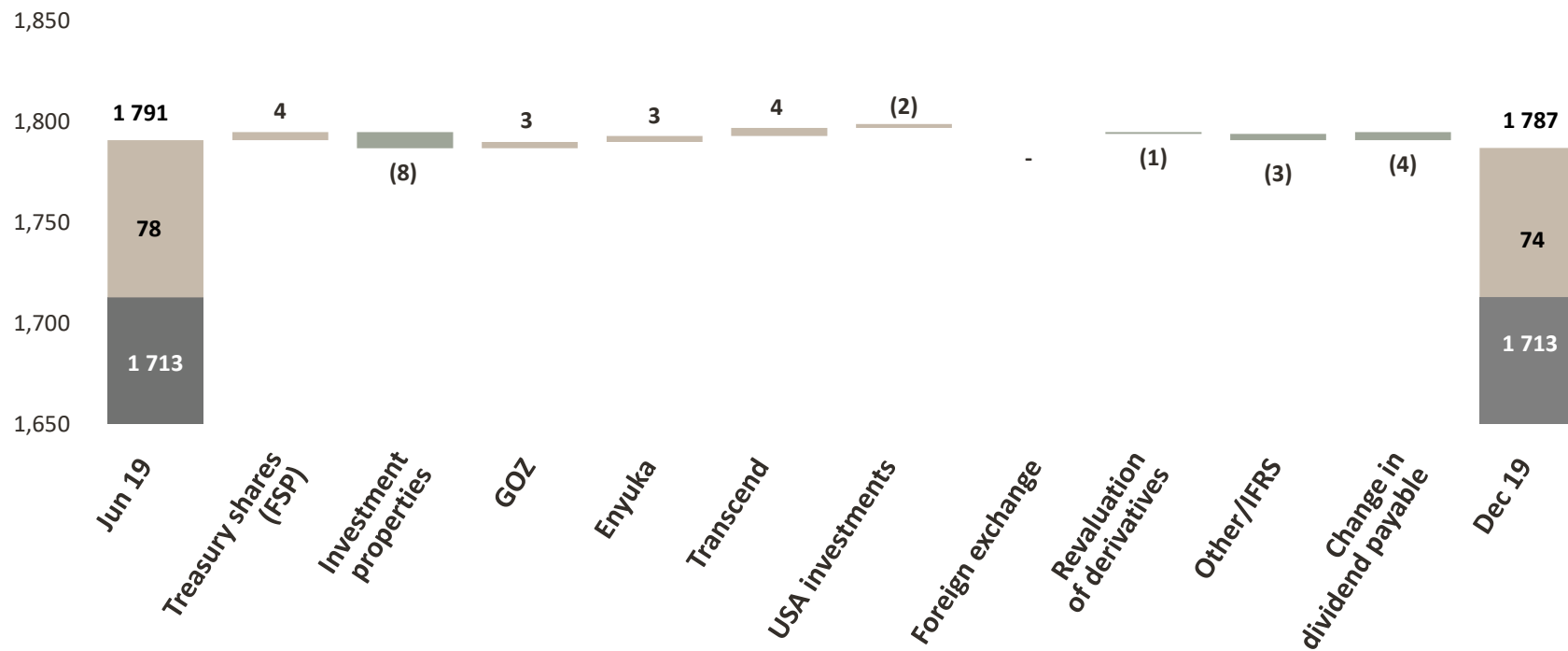


**Hedged
debt**
86.6%

**Weighted average
duration to expiry**
3.0 years

**Weighted average
all in interest rate**
7.8%

Net asset value per share (cents)



0.2% decrease in NAV per share



DIRECTLY HELD SA PORTFOLIO PERFORMANCE

ULANA VAN BILJON
COO

Key portfolio metrics as at 31 December 2019

Strong operational results

- › Driven by a competent and committed team
- › Operational emphasis
- › Focus on pro-active and flexible asset management
- › Long-term sustainability of the Emira portfolio

Direct SA properties
79 (104 Dec 18)

Portfolio value
R10.9bn (R12.7bn Dec 18)

Average property value
R137m (R120m Dec 18)

Average value per m²
R13.1k (R12.6k Dec 18)

Vacancies (by GLA)
Total 3.0%

Tenant retention
82% by gross rental
80% by GLA
77% by number of leases

Rent reversions
-3.4% total fund

Lease expiry profile

| | |
|-----------|--------------|
| Year 1 2H | 8.1% |
| Year 2 | 26.0% |
| Year 3 | 18.1% |
| Year 4+ | 45.8% |

WALE
2.9 years

Contractual escalations
7.5%

Retail trading stats

Wonderpark

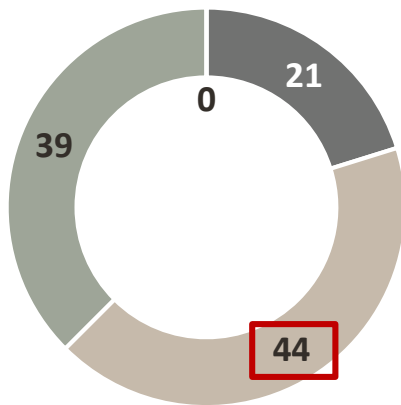
- › Trading density +4.4%
- › Spend per head +4.1%
- › Footcount +0.4%

National retailer exposure by gross rental

- › Massmart 4.7% (3 leases)
- › Edcon 1.3% (9 leases)
- › Telkom 0.1% (2 leases)

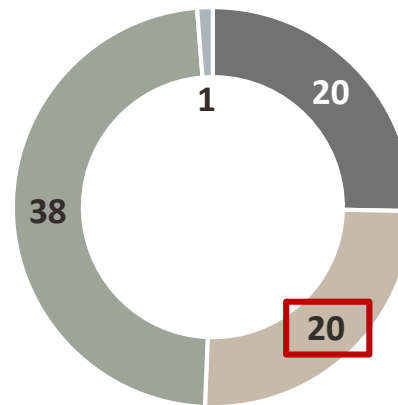
Sectorial spread by number of direct properties and value (%)

NUMBER OF PROPERTIES – DEC 2018

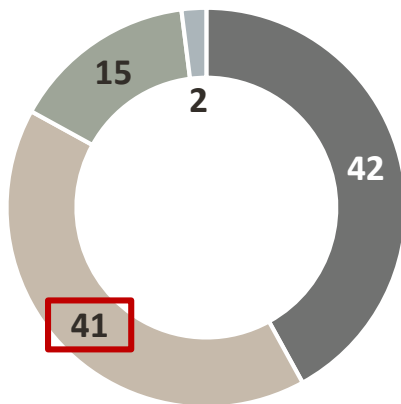


- URBAN RETAIL
- OFFICE
- INDUSTRIAL
- RESIDENTIAL

NUMBER OF PROPERTIES – DEC 2019

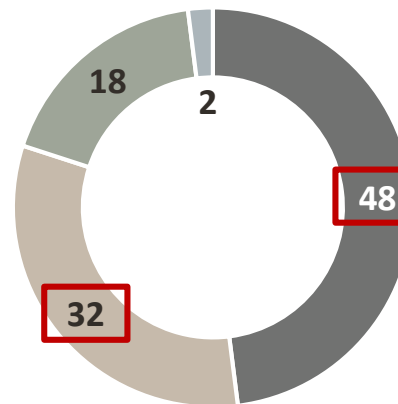


DEC 2018 VALUE SPLIT PER SECTOR (%) R12.7bn

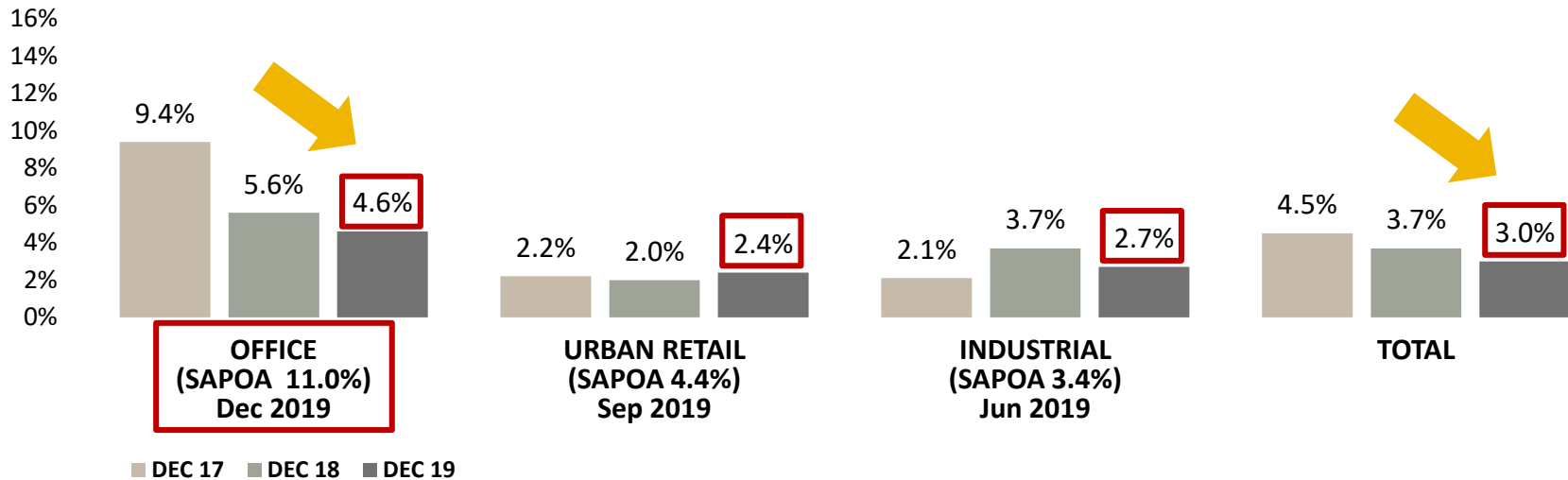


- URBAN RETAIL
- OFFICE
- INDUSTRIAL
- RESIDENTIAL

DEC 2019 VALUE SPLIT PER SECTOR (%) R10.9bn



Vacancy per sector (%)



Reasons for reduction to 3%

- › Lake Buena Vista (3 120m² – transferred 12 Mar 19)
- › Corobay Corner (2 433m² – transferred 26 Feb 19)
- › HBP Industrial Units (2 338m² – letting, Park fully let)
- › Menlyn Square Office Park (2 105m² – transferred 24 Jan 19)
- › Industrial Village Jet Park (1 753m² – letting, Park fully let)
- › Wadeville Industrial Village (1 489m² – letting)
- › 34/36 Director Road (1 000m² – letting, Park fully let)

Largest vacancies at 31 December 2019

- › Cambridge in Paulshof 4 551m² (38%)
- › Hyde Park Lane 2 454m² (16%)

June 2019 vacancy 3.6% – Largest letting

- › Denver – Foodserv 9 752m²
- › Hyde Park Lane – Transaction Capital Recoveries 1 546m²

Hyde Park Lane – external refurb



Hyde Park Lane – internal refurb



Granada Square – refurb













Denver warehouse – refurb













The Bolton – redevelopment



10 Major lease expiries by gross rental: 1H20

| PROPERTY | TENANT | LEASE END | GLA (m ²) | | STATUS |
|------------------------|--------------------------------|-----------|------------------------------|---|--|
| Isando (20 Anvil Road) | The Beverage Company | Sep 19 | 12 250 |  | Renewed – 3 years |
| Boundary Terraces | Professional Provident Society | Dec 19 | 2 748 |  | Renewed – 5 years |
| Randridge Mall | Dischem | Oct 19 | 2 035 |  | Renewed – 5 years |
| Cambridge Park | Netflorist | Oct 19 | 4 551 |  | Tenant vacated (Finalising lease terms for 2 520m ²) |
| Hamilton House | Switchless | Dec 19 | 1 567 |  | Renewed – 1 year |
| Epping Warehouse (WGA) | Transpaco | Aug 19 | 5 480 |  | Tenant vacated (Re-let to Rare Woods – 5 years) |
| Johnson & Johnson | Johnson & Johnson | Sep 19 | 3 472 |  | Renewed – 10 months |
| Wonderpark | Cotton On | Oct 19 | 742 |  | Addendum with tenant for signature – 1 year |
| Southern Sentrum | First National Bank | Nov 19 | 613 |  | Renewed – 1 year |
| Wonderpark | Hi-Fi Corp | Oct 19 | 1 291 |  | Addendum with tenant for signature – 1 year |
| | | | 34 749 (82% retained) | | |

10 Major lease expiries by gross rental: 2H20

| PROPERTY | TENANT | LEASE END | GLA (m ²) | | STATUS |
|-----------------------------|--------------------------------|-----------|-----------------------|---|-----------------------------------|
| 9 Long | Dept of Public Works | Jan 20 | 4 444 |  | Finalising lease terms – 3 years |
| Podium at Menlyn | Big Time Strategic Consultants | Mar 20 | 1 834 |  | Busy with negotiations – 3 years |
| Morgan Creek | Simba | May 20 | 4 644 |  | Finalising lease terms – 2 years |
| Steiner Services | Bidvest | May 20 | 4 804 |  | Renewed – 5 years |
| Albury Park | Aegis Media | Jun 20 | 1 218 |  | Finalising lease terms – 4 months |
| 9 Long | National Debt Advisors | May 20 | 1 803 |  | Renewed – 2 years 4 months |
| HBP Industrial Units | Productive Systems | Apr 20 | 2 093 |  | Renewed – 5 years |
| CEVA Midrand | CEVA Animal Health | Feb 20 | 2 781 |  | Renewed – 3 years |
| Industrial Village Jet Park | Autobax | May 20 | 2 804 |  | Finalising lease terms – 5 years |
| Albury Park | Aegis Media | Apr 20 | 717 |  | Finalising lease terms – 5 months |











27 142 (100% expected to retain)

Reversions – total (gross rentals)

| SECTOR | AREA | AVG. EXPIRY RENTAL | AVG. NEW LEASE RENTAL | INCREASE/ (DECREASE) % |
|---------------------|----------------|-----------------------|--------------------------|---------------------------|
| Office | 18 692 | 160.52 | 161.77 | 0.8 |
| Urban retail | 28 923 | 191.03 | 182.01 | -4.7 |
| Industrial | 64 361 | 58.49 | 55.22 | -5.6 |
| Total Dec 19 | 111 976 | 109.44 | 105.76 | -3.4 |
| Total Dec 18 | 155 131 | 88.70 | 86.60 | -2.4 |
| Total Dec 17 | 138 562 | 104.35 | 101.36 | -2.9 |

- › Cost of occupation remains high
- › Previous contractual escalations vs low economic growth

10 Major lease expiries by gross rental: FY21

| PROPERTY | TENANT | LEASE END | GLA (m ²) | | STATUS |
|-------------------------------|-----------------------|-----------|-----------------------|---|----------------------------------|
| Menlyn Corporate Park | SA Local Government | Oct 20 | 7 025 |  | Busy with negotiations – 3 years |
| Menlyn Corporate Park | Santam | Nov 20 | 4 524 |  | Busy with negotiations – 5 years |
| Arjo Wiggins – Mahogany Ridge | Antalis | Jun 21 | 6 907 |  | Expecting to renew – 5 years |
| Podium at Menlyn | SA Forestry | Sep 20 | 2 419 |  | Busy with negotiations – 3 years |
| Cambridge Park | Itec | Dec 20 | 5 617 |  | Busy with negotiations – 5 years |
| Mitek | Mitek Industries | Jan 21 | 6 604 |  | Busy with negotiations – 5 years |
| Quagga Centre | ABSA | Dec 20 | 1 155 |  | Expecting to renew – 5 years |
| Menlyn Corporate Park | BVI Consulting | Jun 21 | 1 533 |  | Busy with negotiations – 5 years |
| Mitchells Plain | Shoprite | Jun 21 | 3 624 |  | Expecting to renew – 5 years |
| Kramerville Corner | Griffiths & Griffiths | Dec 20 | 3 125 |  | Busy with negotiations – 3 years |

42 533 (100% expected to retain)

Emira's environmental responsibility programme

CLEAN ENERGY PRODUCTION

- › Completed 6 PV farms – energy savings of 6 763m kWh.
- › Another 3 PV farms to be completed by June 2020 – energy savings of 4 426m kWh.

WATER

- › Total savings for the FY20 1H = 52 million litres (which is equivalent to 20 Olympic sized swimming pools).
- › 14 projects of water efficiency, rain and ground water harvesting.

WASTE

Recycling has been introduced to most of Emira's shopping centres as well as being rolled out to office parks.

BIODIVERSITY

Partnership with Beetle Busters to treat numerous trees across the portfolio for shot hole borer infections.

SCIENCE BASED TARGETS

- › 1st company in Africa to have Science Based Carbon Reduction Targets approved by SBTi;
- › 89.4% towards the target to reduce 29 490 tCO₂e by 2022.

CARBON DISCLOSURE PROJECT

Completed its ninth submission to CDP and again achieved a score of B (global average score is a C).

Market conditions



- › SA's economic growth remains slow
- › Property fundamentals under pressure

- › Eskom's inability to provide power
- › Disposable income under pressure

- › Over supply of office space
- › Rental growth remains under pressure



INVESTMENTS

GEOFF JENNETT

CEO

Investments

Transcend

- › Listed value-orientated residential REIT

Enyuka

- › Our joint venture in lower LSM retail with One Prop
- › **24** properties
- › **R1.7bn** asset value
- › Reached capacity earlier than original goal

Recycling

- › 1059 Francis Baard transferred
- › Epsom Downs Shopping Centre
- › Northpoint acquisition

US

- › Offshore diversification strategy

Transcend – residential



- › 34.9% stake
- › Cost R294m
- › Mezz loan R143m



- › Portfolio of 23 properties
- › 4 730 units
- › 4% vacancy



- › IHS managed
- › Board seat
- › Recycling

Acquisitions – December 2019



- › 19 348m²
- › R278m
- › Yield 9.91%



- › 17 004m²
- › R202m
- › Yield 10.3%

Enyuka – lower LSM retail



Vacancy
5.4% (vs 2.8%)
Tenant retention
85% (vs 97%)



Rent reversions
+4.1% (vs +2.0%)
Like-for-like growth
+3.4% (vs +6.2%)



WALE
3.3 years (vs 2.8 years)

Recycling – Northpoint acquisition (Brackenfell, CT)



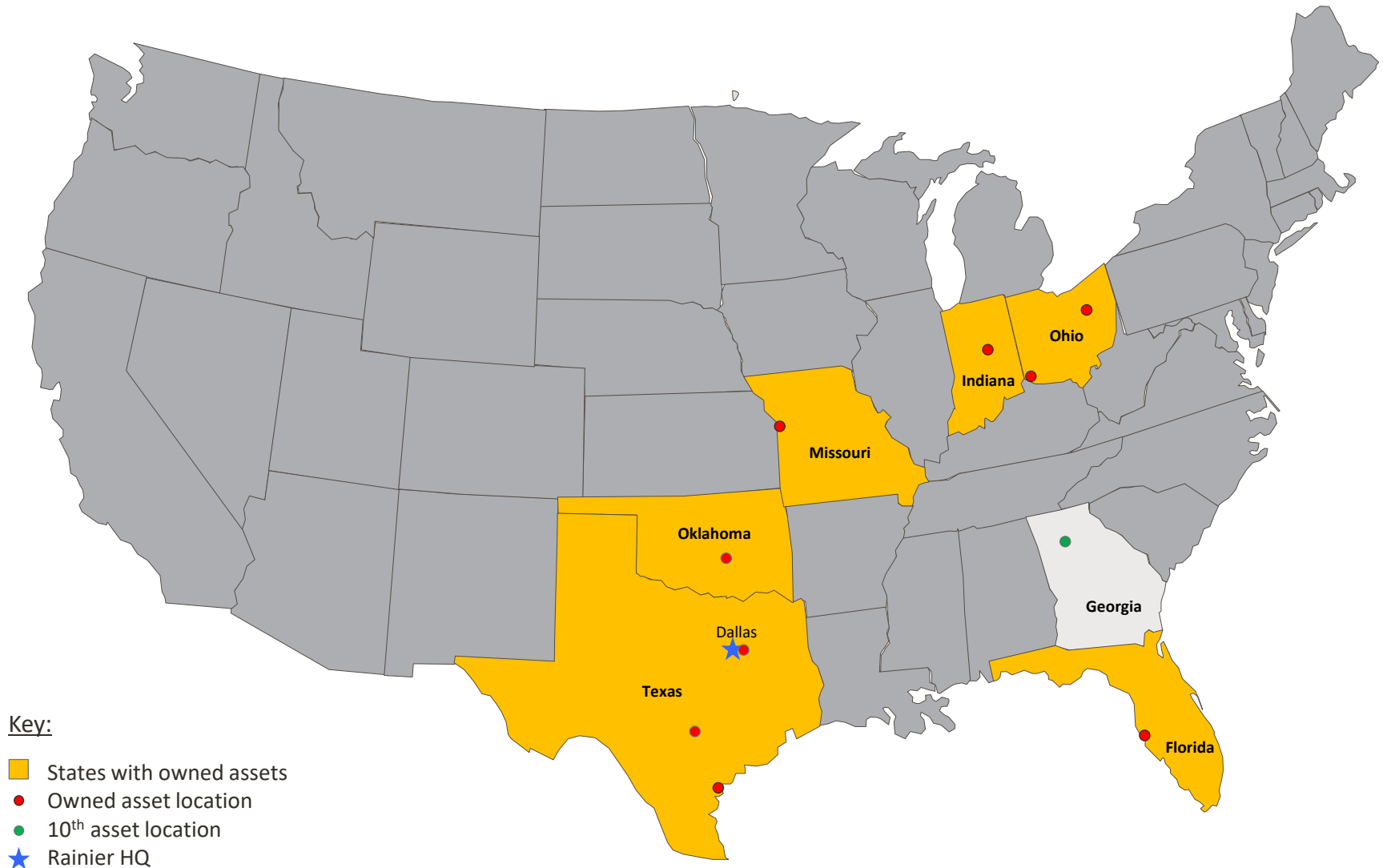
- › 16 415m²
- › R108m
- › R6 579/m²

- › Multi-tenanted
- › WALE 2.33 years
- › Yield 10.55%

US recap

- › First world economy
- › Diversified tenant base
- › Undervalued subsector
- › Co-investment partners
- › Oct 2017 start
- › 10th investment completed
- › USD yields >10.5%
- › Mid, South and South Eastern focus
- › Asset by asset approach
- › 10-year fixed interest only non-recourse exposure
- › Value-add opportunities

US geographic exposure



US portfolio summary

The US economic environment

US economy remains strong

- › GDP growth
- › Low unemployment

Investment thesis

Class A+

Grocery anchored open air power centres

45% – 49%

Co-investment with US partners

Top quartile

Asset in secondary and tertiary markets

Local US partners

> 100 years

Collective experience

USD1.4bn

Assets under management



Properties

9 (10 post 31 Dec 2019)

Portfolio value

USD410m

(USD492.8m post 31 Dec 2019)

Average property value

USD45.5m

Average value per SF

USD158.71 PSF

Vacancies (by GLA)

Total 2.6%

Tenant retention

74% by GLA
(expect 95% by FY20)

Rent reversions

+8.6%

Lease expiry profile

Year 1 2H 1.8%

Year 2 15.7%

Year 3 7.8%

Year 4+ 72.1%

WALE

5.2 years

Acquisition

Dawson Marketplace

Post balance sheet

US portfolio

Woodlands Square (Florida)



Moore Plaza (Texas)



San Antonio Crossing (Texas)



University Town Center (Oklahoma)



Belden Park Crossings (Ohio)



32 East (Ohio)



US portfolio

Wheatland Towne Crossing (Texas)



Truman's Marketplace (Missouri)



Stony Creek Marketplace (Indiana)



Dawsons Marketplace (Georgia)



Dawson Marketplace – Dawsonville, Georgia

03 Feb 2020



Purchase price
USD79.4m

Yield
7.43%

GLA
366 677 ft²

Pad sites
**±9.85 acres
across 9 sites**

Occupancy
97.8%

WALE
9.3 years

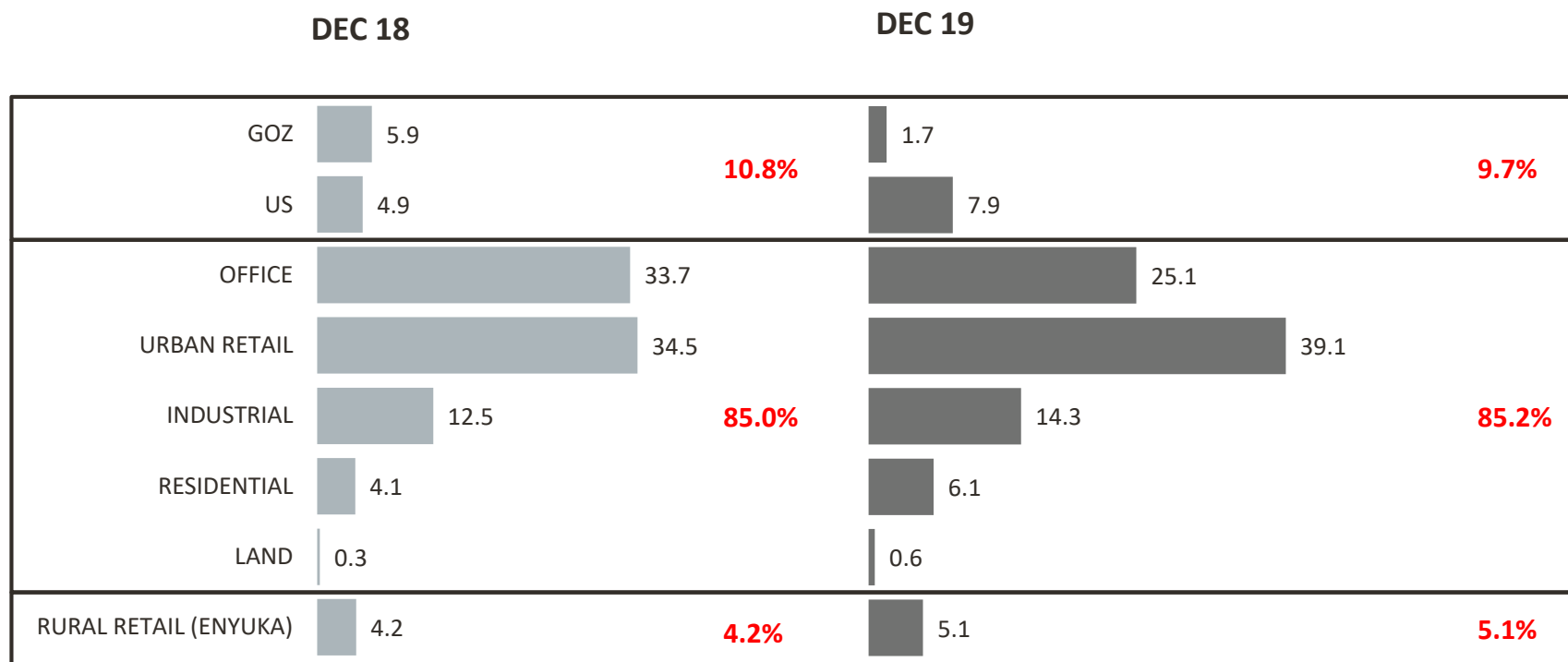
**Emira
investment**
USD13.22m
49.60% equity stake

**Equity
cash yield**
±USD11.09%

Dawsons Marketplace



Allocation (%) – total assets



Offshore expansion in US
Reduction GOZ

Reduction in offices complete

Selected acquisitions

Outlook



› Solid operations,
healthy balance sheet

› Comparable positive
growth in DPS for 2H20

› Continue
» Re-investment in assets
» US
» Emira way

Stability



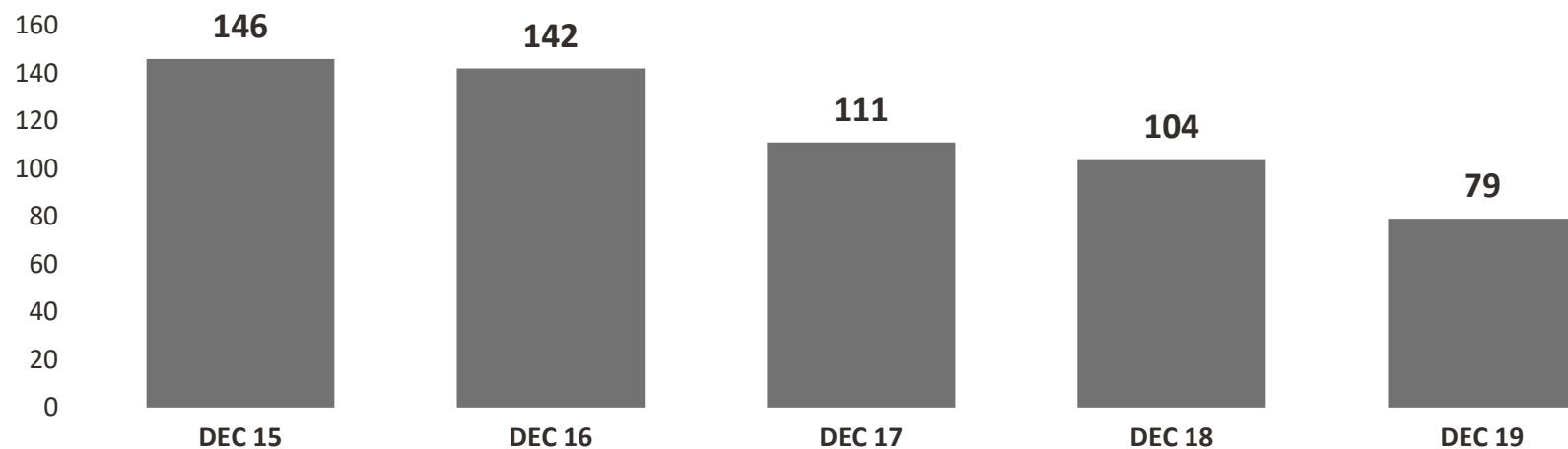
THANK YOU



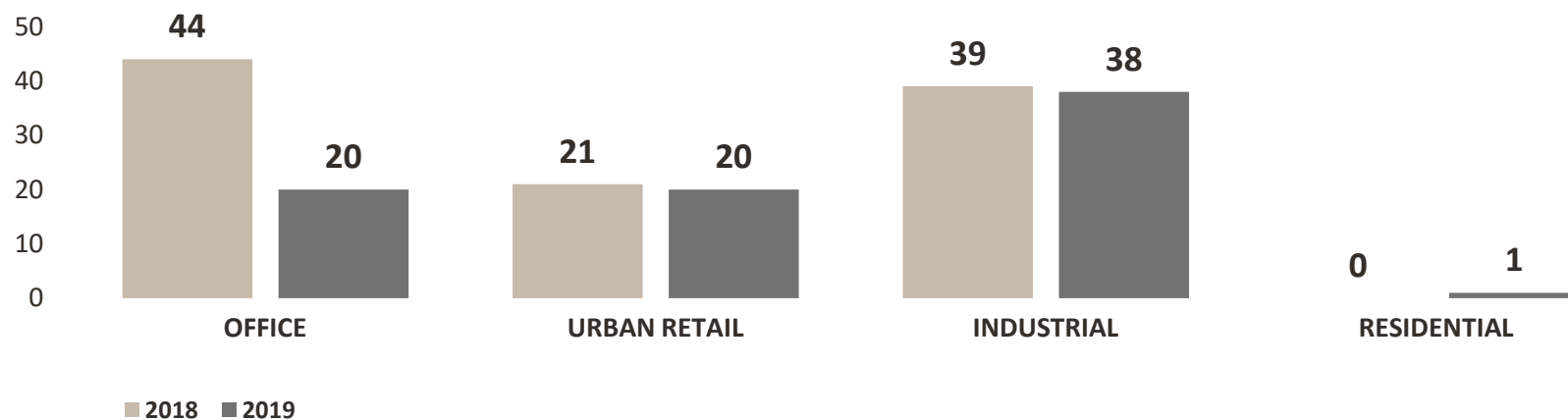
ANNEXURES

OPERATIONS

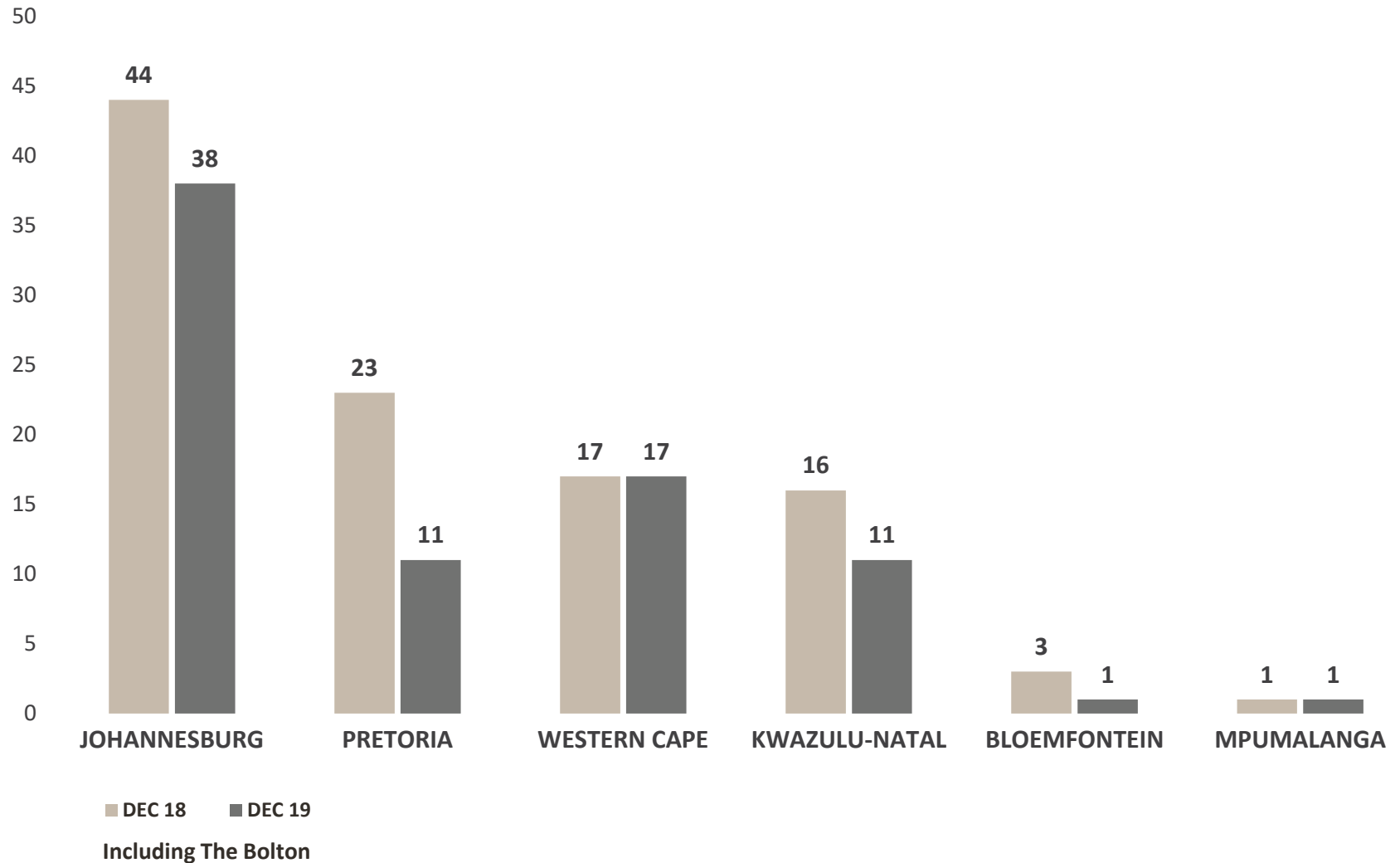
Number of properties



NUMBER OF PROPERTIES PER SECTOR – 2018 VS 2019

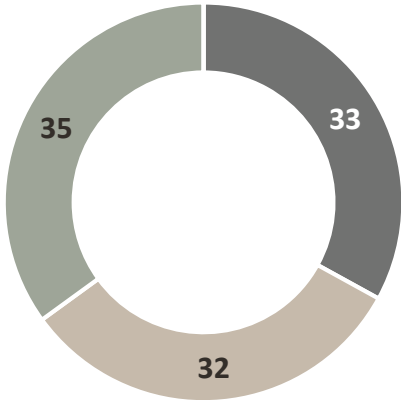


Geographic spread by no. of buildings: 2018 vs 2019



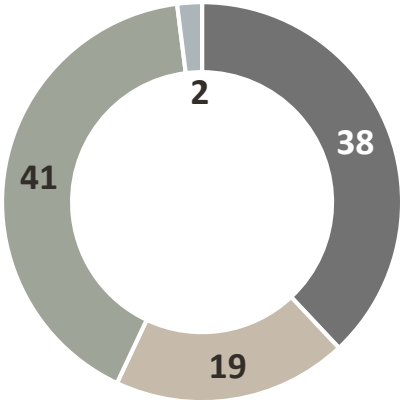
Sectorial spread by GLA (%)

2018 GLA SPLIT PER SECTOR (%) 0.9m m²



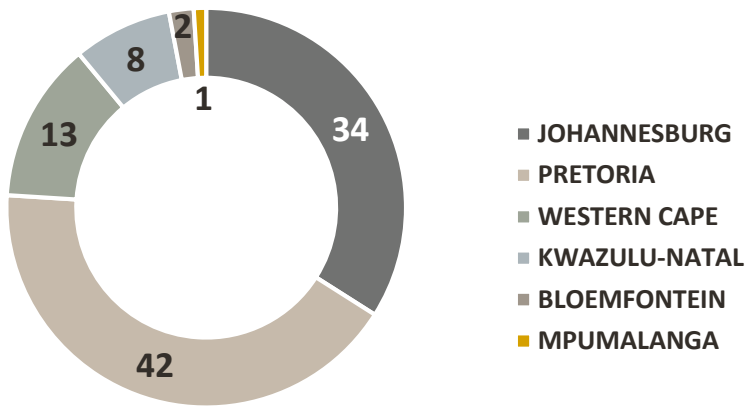
- URBAN RETAIL
- OFFICE
- INDUSTRIAL
- RESIDENTIAL

2019 GLA SPLIT PER SECTOR (%) 0.8m m²

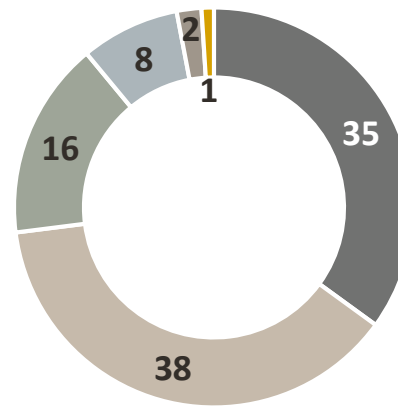


Geographic spread by value (%) and GLA (%)

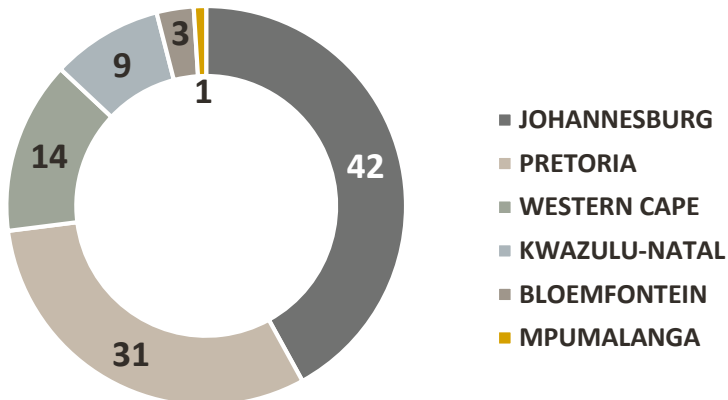
GEOGRAPHICAL SPREAD BY VALUE (%) 2018



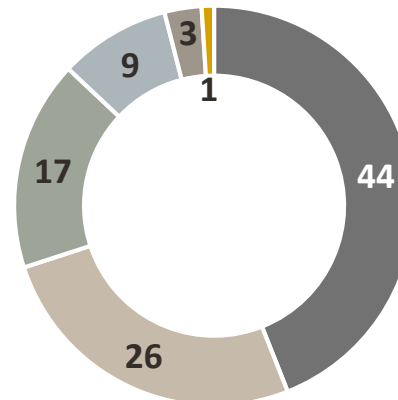
GEOGRAPHICAL SPREAD BY VALUE (%) 2019



GEOGRAPHICAL SPREAD BY GLA (%) 2018

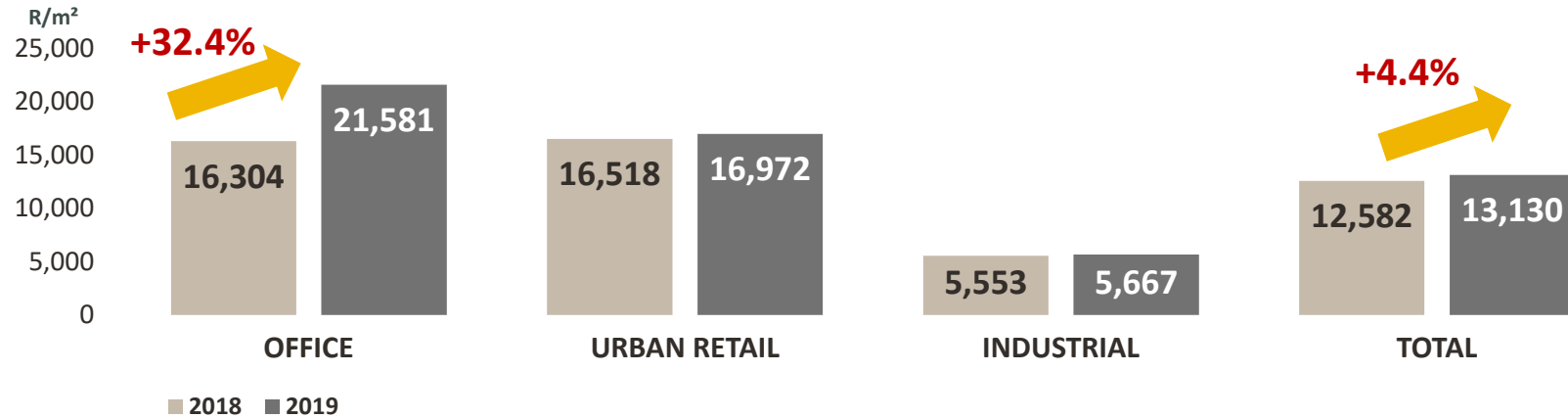


GEOGRAPHICAL SPREAD BY GLA (%) 2019

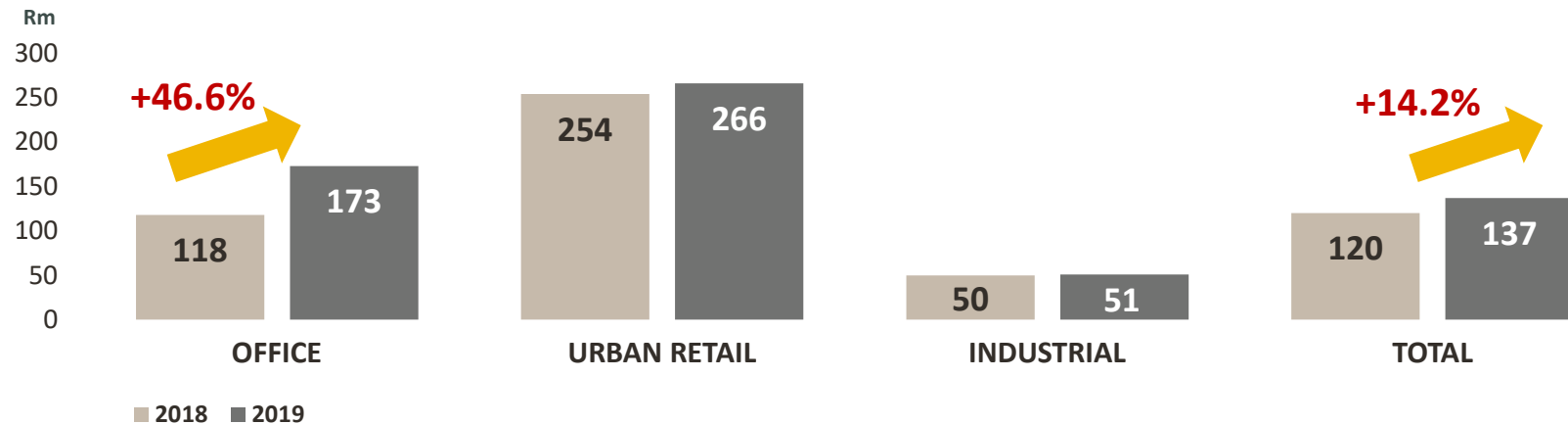


Average value per m² and sector

AVERAGE VALUE PER m²

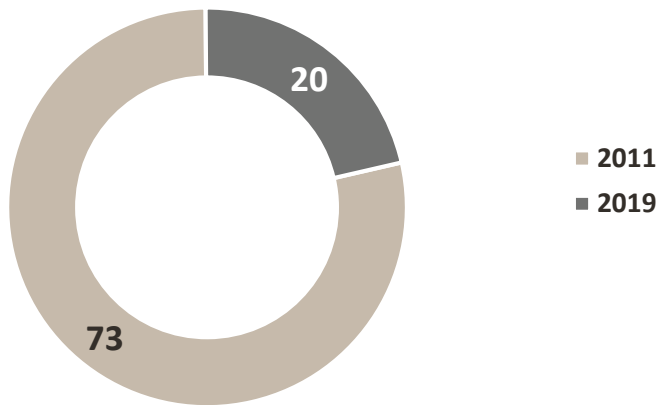


AVERAGE VALUE PER PROPERTY

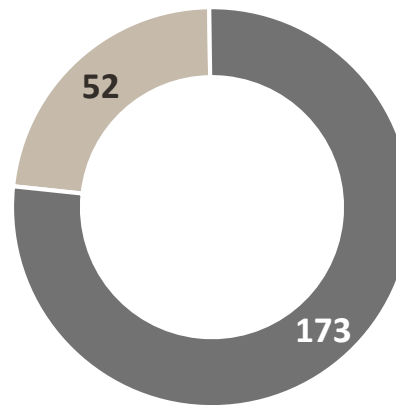


Office sector exposure – quality improvement

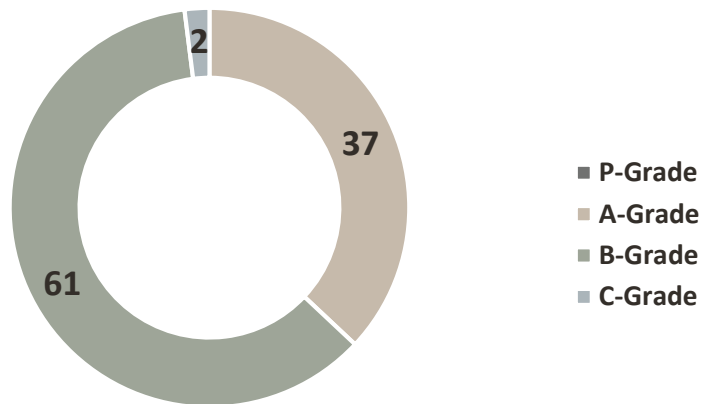
NUMBER OF PROPERTIES



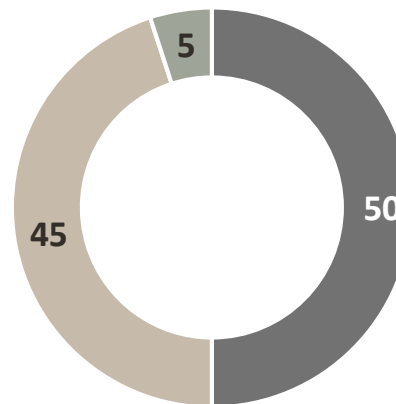
AVERAGE VALUE PER PROPERTY (Rm)



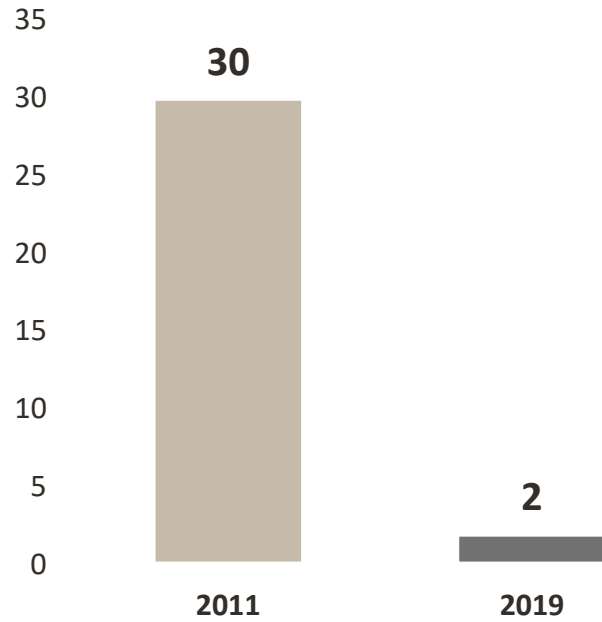
GRADE OF OFFICE PORTFOLIO BY VALUE (%) 2011



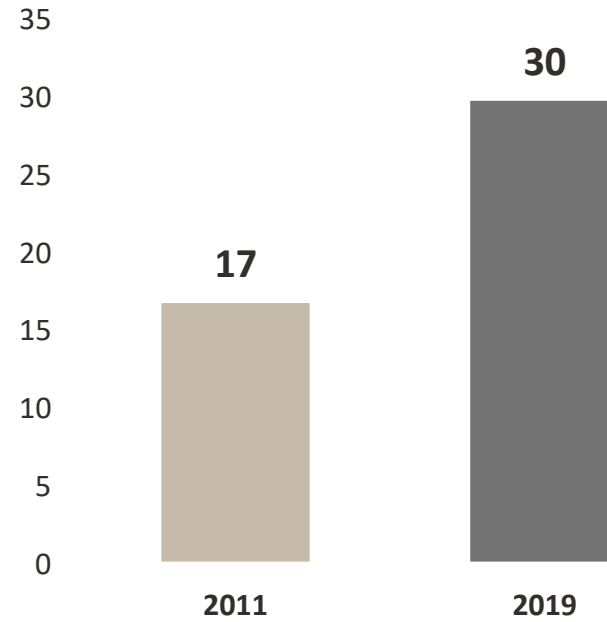
GRADE OF OFFICE PORTFOLIO BY VALUE (%) 2019



Office sector exposure of total portfolio – by value (%)



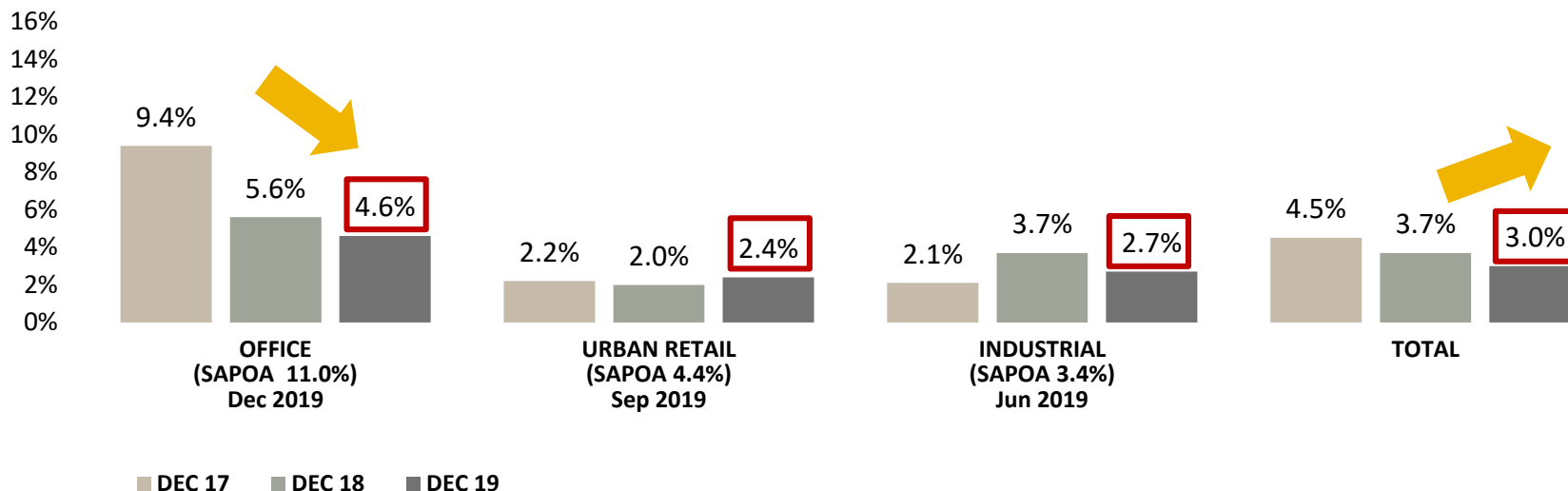
B-grade %



A- and P-grade %

Focus on A- and P-grade properties

Vacancy profile by GLA (%)



Largest Office building vacancies

- › Hyde Park Lane (2 454m², 16%)
- › Epsom Downs Office Park (1 267m², 13%)
- › Albury Park (897m², 11%)

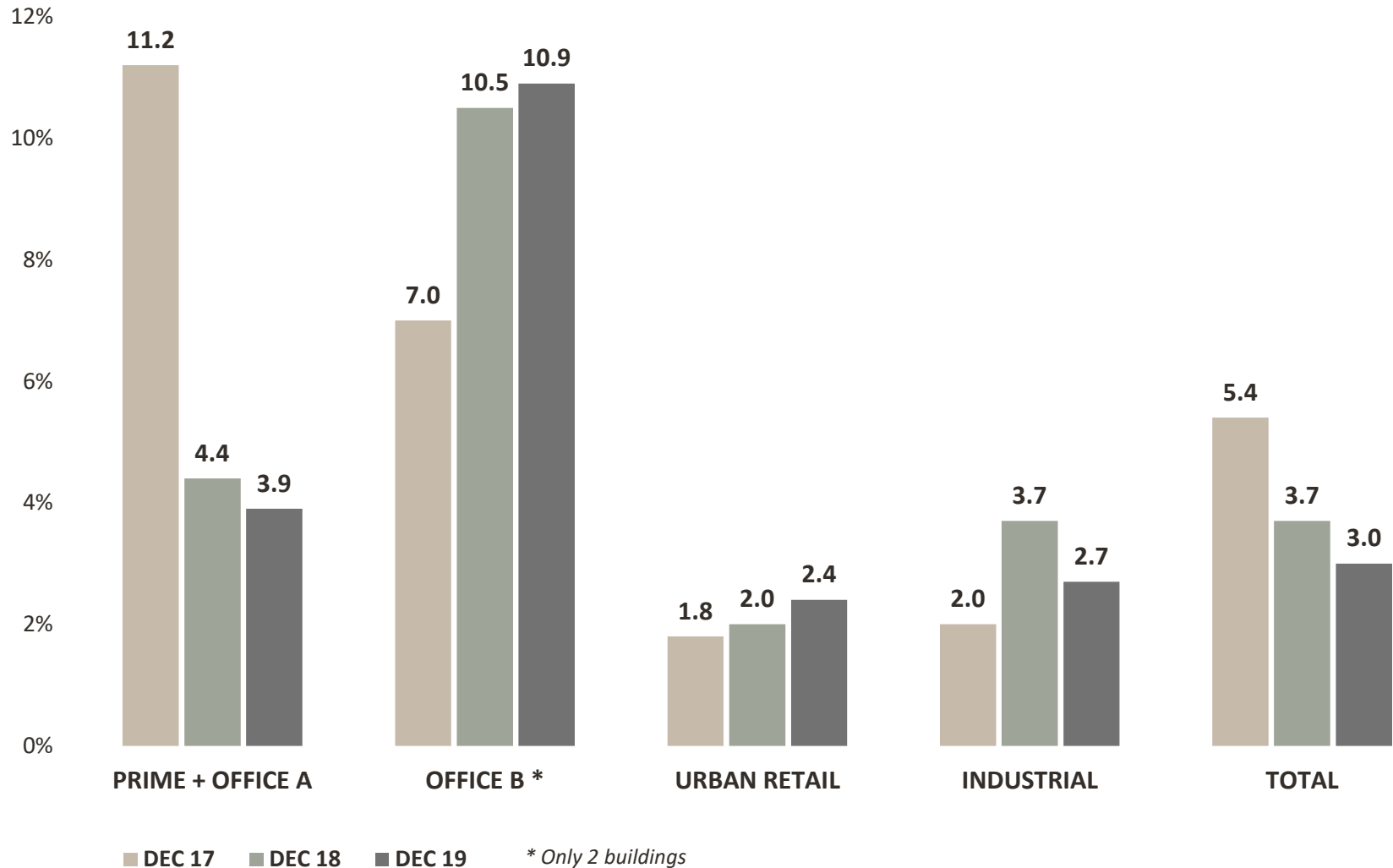
Largest Urban Retail building vacancies

- › Mitchells Plain (50%) (1 454m², 15%)
- › One Highveld (866m², 14%)
- › Epsom Downs Shopping Centre (792m², 11%)

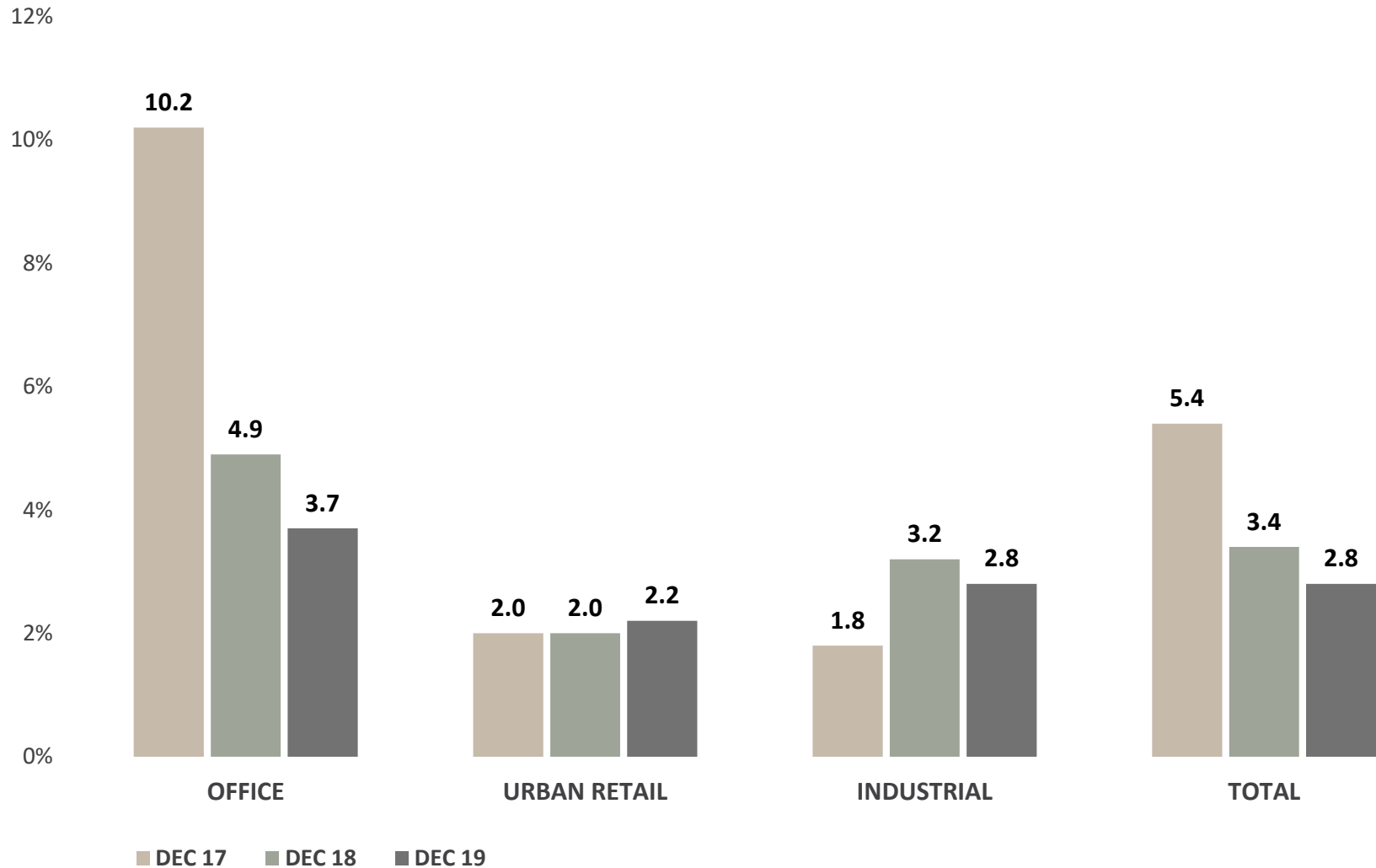
Largest Industrial building vacancies

- › Cambridge Park (4 551m², 38%)
- › Wadeville Industrial Village (1 893m², 14%)
- › The Studios Atlas Gardens (1 601m², 17%)

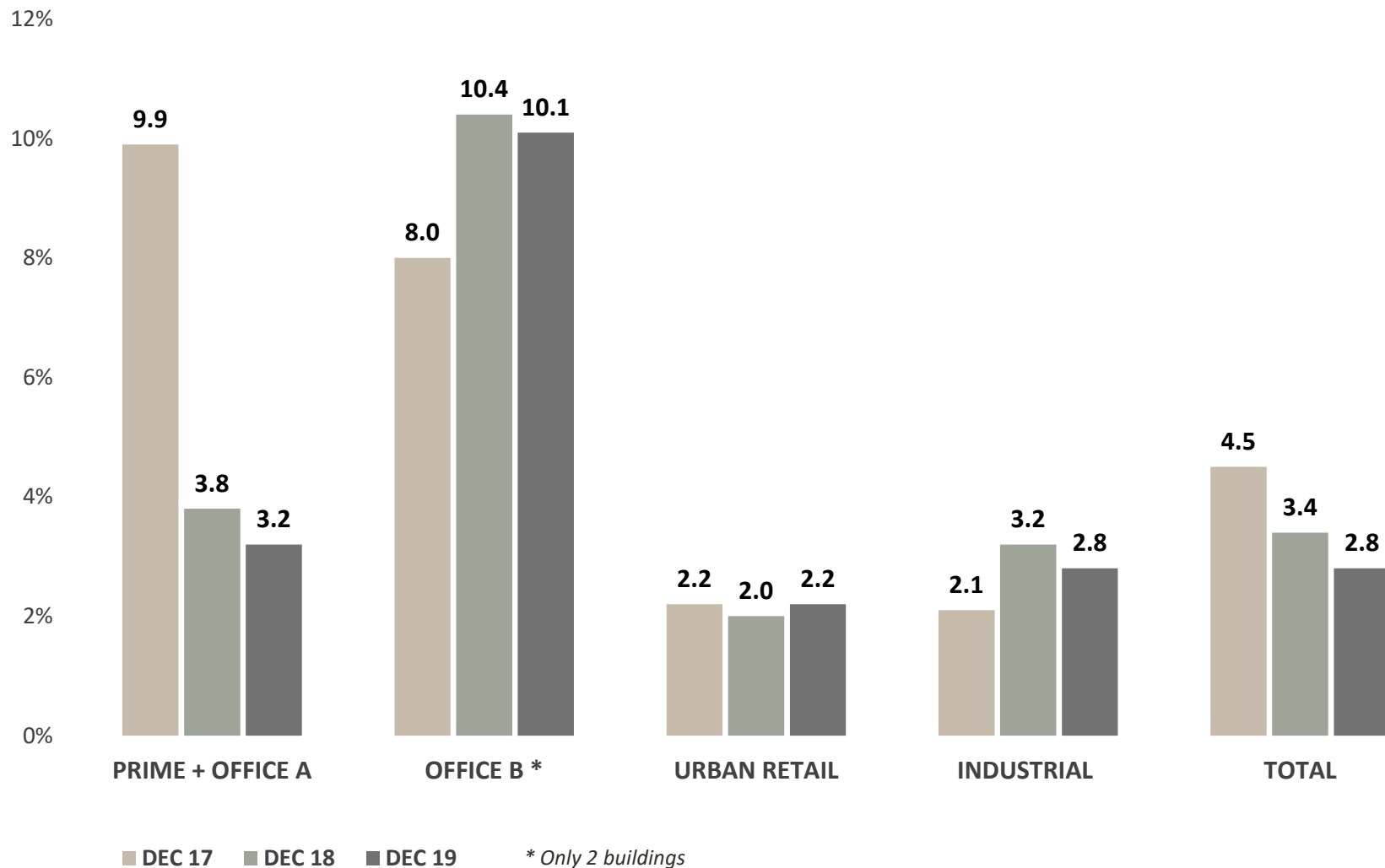
Vacancy profile per sector and grade – by GLA (%)













Vacancy loss by gross rental (%)













Vacancy loss by sector and grade – by gross rental (%)



10 Major lease expiries by GLA: 1H20

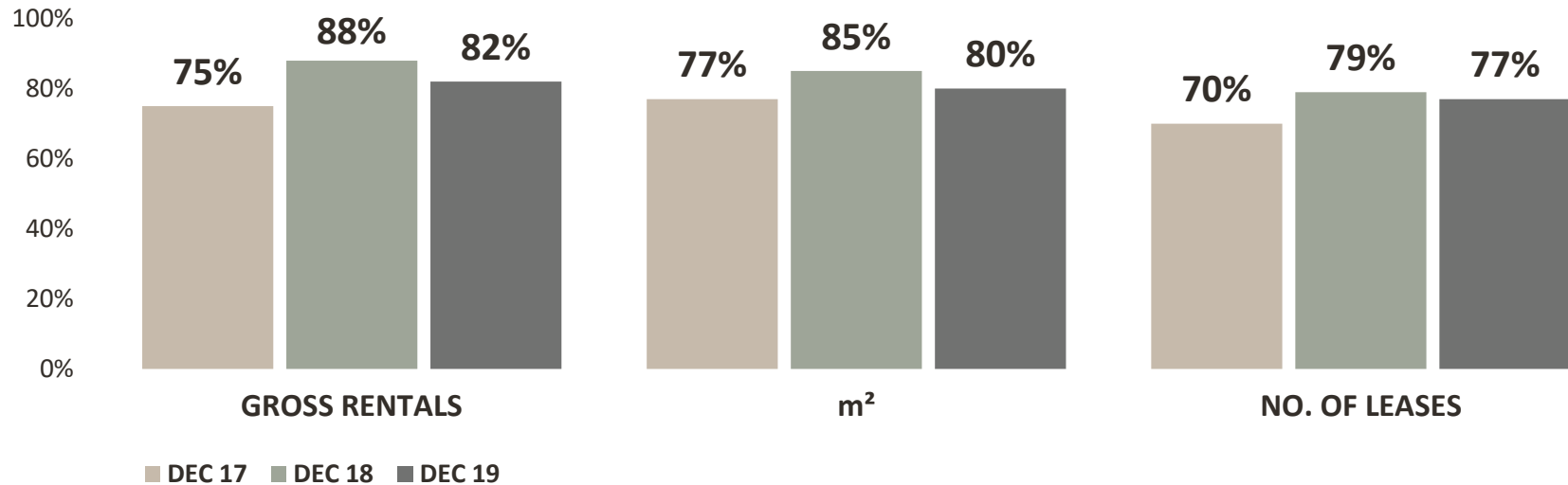
| PROPERTY | TENANT | LEASE END | GLA (m ²) | | STATUS |
|----------------------------|--------------------------------|-----------|------------------------------|---|--|
| Isando (20 Anvil Road) | The Beverage Company | Sep 19 | 12 250 |  | Renewed – 3 years |
| Epping Warehouse (WGA) | Transpaco | Aug 19 | 5 480 |  | Tenant vacated (Re-let to Rare Woods – 5 years) |
| Cambridge Park | Netflorist | Oct 19 | 4 551 |  | Tenant vacated (Finalising lease terms – 2 520m ²) |
| Johnson & Johnson | Johnson & Johnson | Sep 19 | 3 472 |  | Renewed – 10 months |
| Boundary Terraces | Professional Provident Society | Dec 19 | 2 748 |  | Renewed – 5 years |
| Randridge Mall | Dischem | Oct 19 | 2 035 |  | Renewed – 5 years |
| Hamilton House | Switchless | Dec 19 | 1 567 |  | Renewed – 1 year |
| Steel Park Industrial Park | Macsteel | Sep 19 | 1 540 |  | Finalising lease terms – 1 year |
| Wonderpark | Hi-Fi Corp | Oct 19 | 1 291 |  | Finalising lease terms – 1 year |
| Admiral House | Zone Offroad Products | Dec 19 | 1 179 |  | Renewed – 3 years |
| | | | 36 113 (72% retained) | | |

10 Major lease expiries by GLA: 2H20

| PROPERTY | TENANT | LEASE END | GLA (m ²) | | STATUS |
|-----------------------------|--------------------------------|-----------|-----------------------|---|----------------------------------|
| Steiner Services | Bidvest | May 20 | 4 804 |  | Renewed – 5 years |
| Morgan Creek | Simba | May 20 | 4 644 |  | Expecting to renew – 2 years |
| 9 Long | Dept of Public Works | Jan 20 | 4 444 |  | Expecting to renew – 3 years |
| Industrial Village Jet Park | Autobax | May 20 | 2 804 |  | Finalising lease terms – 5 years |
| CEVA Midrand | CEVA Animal Health | Feb 20 | 2 781 |  | Renewed – 3 years |
| Universal Industrial Park | Liquid Ink Screen Printers | Jun 20 | 2 099 |  | Renewed – 3 years |
| HBP Industrial Units | Productive Systems | Apr 20 | 2 093 |  | Renewed – 5 years |
| Podium at Menlyn | Big Time Strategic Consultants | Mar 20 | 1 834 |  | Expecting to renew – 3 years |
| 9 Long | National Debt Advisors | May 20 | 1 803 |  | Renewed – 2 years 4 months |
| Universal Industrial Park | Trader Plus | Jun 20 | 1 242 |  | Finalising lease terms – 2 years |

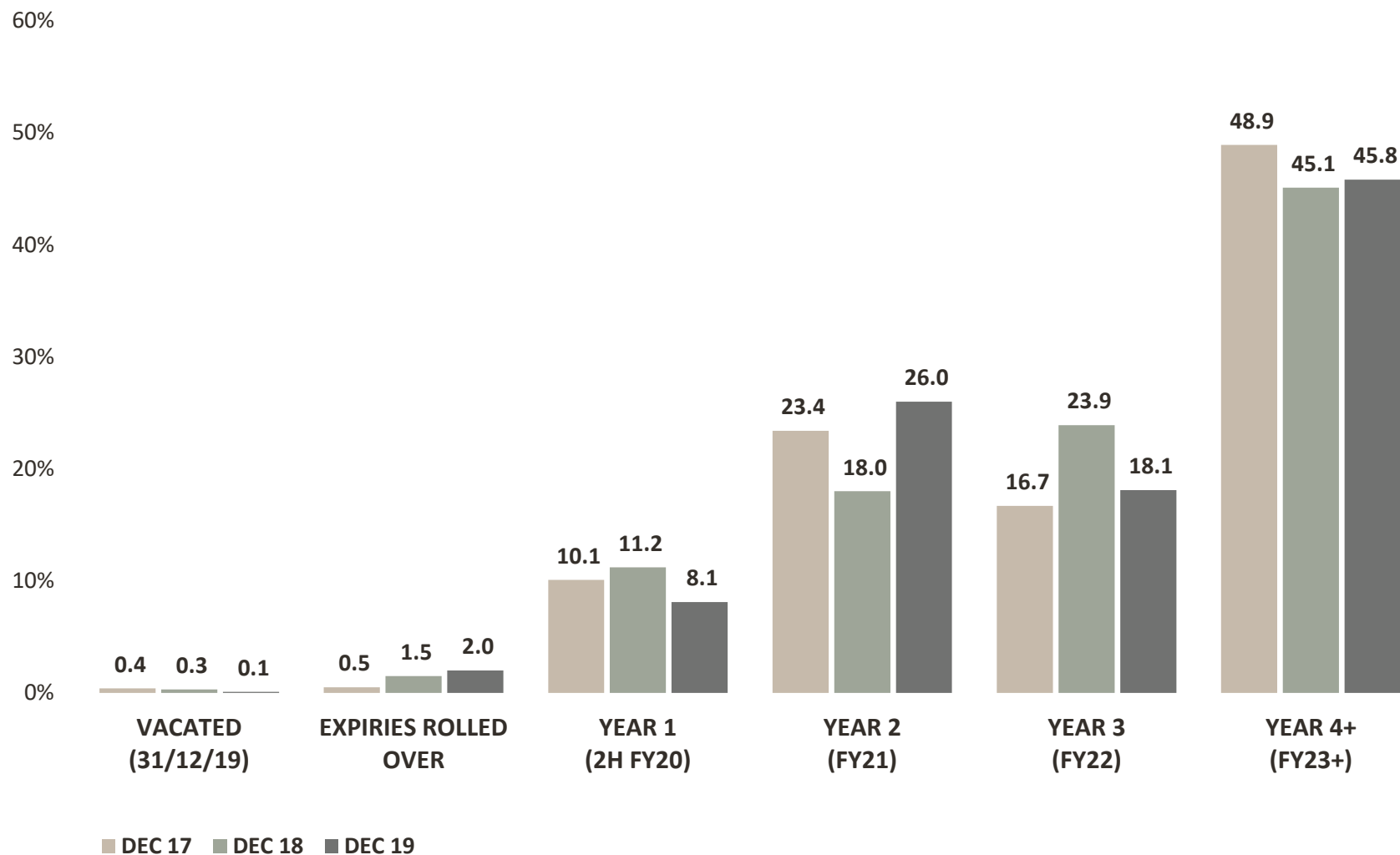
28 547 (100% expected to retain)

Tenant retention (%)

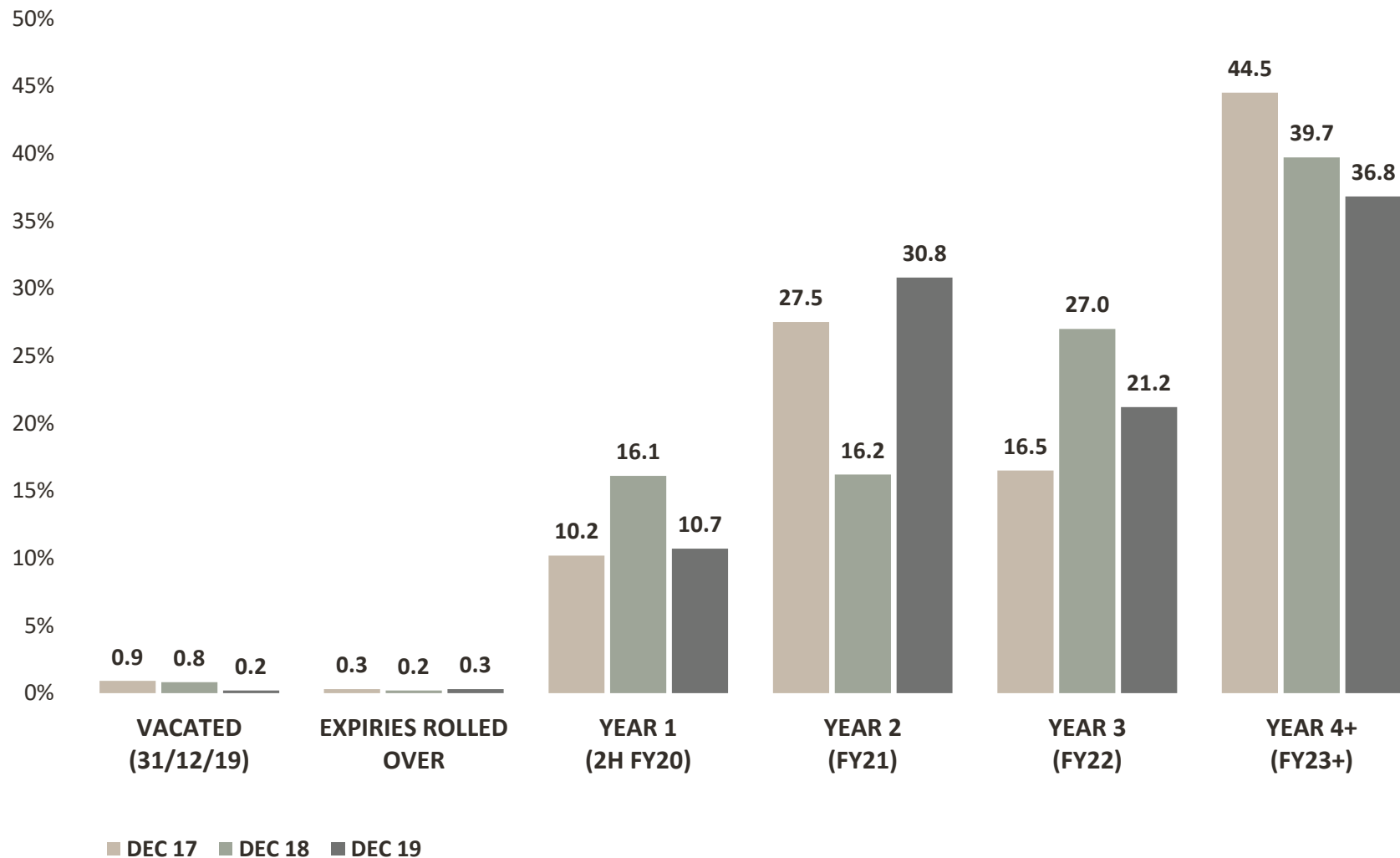


**Expiries of 134 146m² equals 340 leases
or R15.2m gross rentals per month**

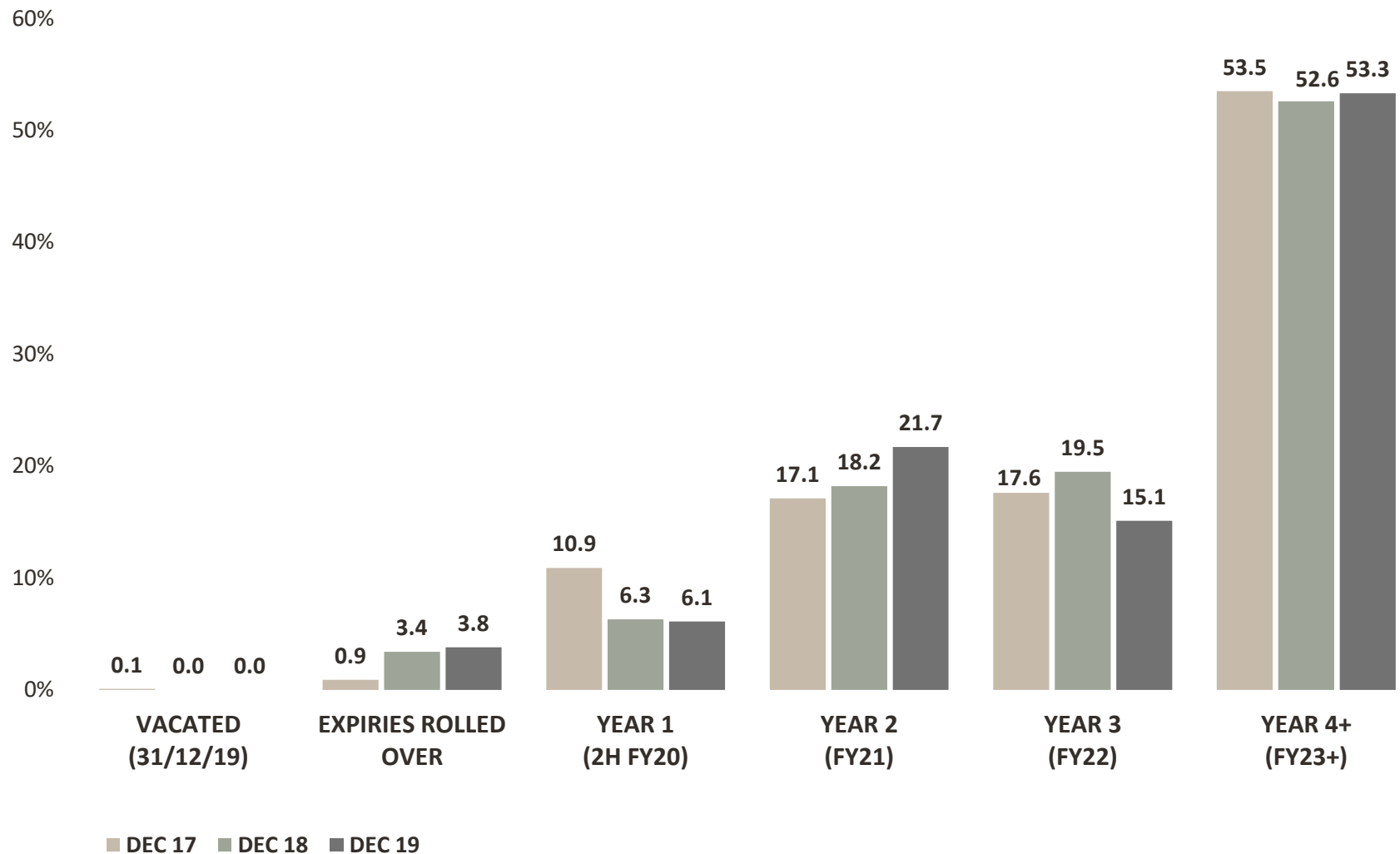
Lease expiry profile by gross rental (%)



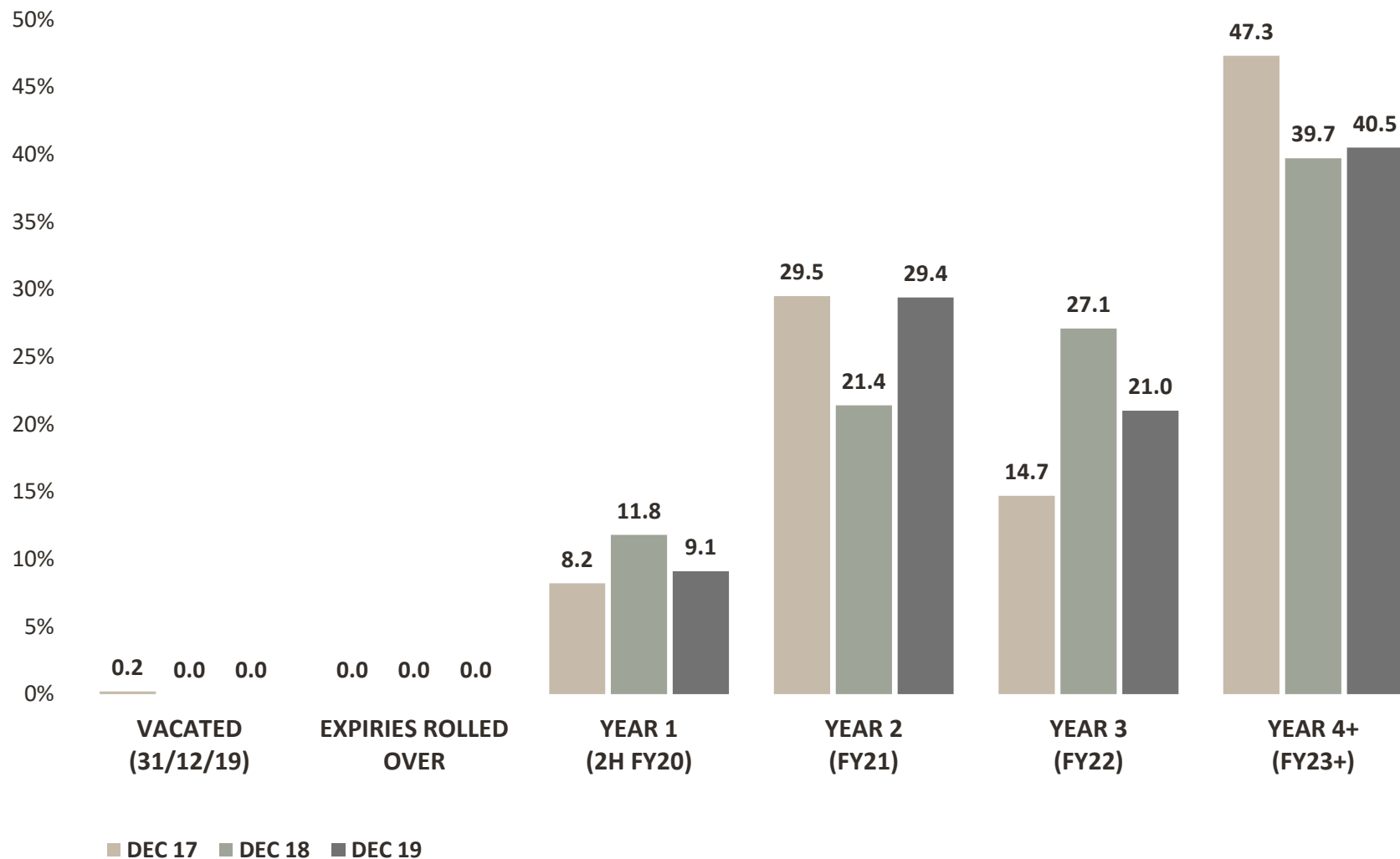
Lease expiry profile – offices by gross rental (%)



Lease expiry profile – urban retail by gross rental (%)



Lease expiry profile – industrial by gross rental (%)



Reversions renewals (gross rentals)

| SECTOR | AREA | AVG. EXPIRY RENTAL | AVG. NEW LEASE RENTAL | INCREASE/ DECREASE % |
|---------------------|----------------|-----------------------|--------------------------|-------------------------|
| Office | 14 797 | 161.00 | 165.55 | 2.8 |
| Urban retail | 24 496 | 188.76 | 179.60 | -4.9 |
| Industrial | 52 379 | 58.79 | 55.00 | -6.5 |
| Total Dec 19 | 91 671 | 110.07 | 106.13 | -3.6 |
| Total Dec 18 | 138 698 | 89.00 | 86.86 | -2.4 |
| Total Dec 17 | 102 007 | 110.13 | 108.40 | -1.6 |

Reversions new leases (gross rentals)

| SECTOR | AREA | AVG. EXPIRY RENTAL | AVG. NEW LEASE RENTAL | INCREASE/ DECREASE % |
|---------------------|---------------|-----------------------|--------------------------|-------------------------|
| Office | 3 895 | 158.23 | 147.43 | -6.8 |
| Urban retail | 4 428 | 203.59 | 195.36 | -4.0 |
| Industrial | 11 982 | 57.19 | 56.20 | -1.7 |
| Total Dec 19 | 20 305 | 106.46 | 104.05 | -2.3 |
| Total Dec 18 | 16 433 | 86.27 | 84.43 | -2.1 |
| Total Dec 17 | 36 555 | 87.86 | 81.71 | -7.0 |

Properties excluded from like-for-like

The following are excluded from FY20 numbers:

Purchases

- › None

Land

- › 1 West land, Quagga land, Knightsbridge land, Portion 180 of the farm Brakfontein (Discovery)

Disposals

- › 7 Naivasha Road, Western Woods Office Park, Bradenham Hall, East Rand Junction, Strathmore Park, Lincoln Wood Office Park, Discovery Health PTA, Corporate Park 66, Turnberry Office Park, Highgrove Office Park, Menlyn Square Office Park, Iustitia Building, Omni Centrum, Derby Downs, Corobay Corner, 267 West, Rigel Office Park, Lake Buena Vista 1, Menlynwoods Office Park, 5 The Boulevard, Westway, The Gables, Tuinhof, Cresta Corner, Umgeni B-23 Intersite, 1059 Francis Baard

Refurbishments

- › Denver Warehouse

Developments

- › The Bolton

Leases concluded: Emira portfolio FY20

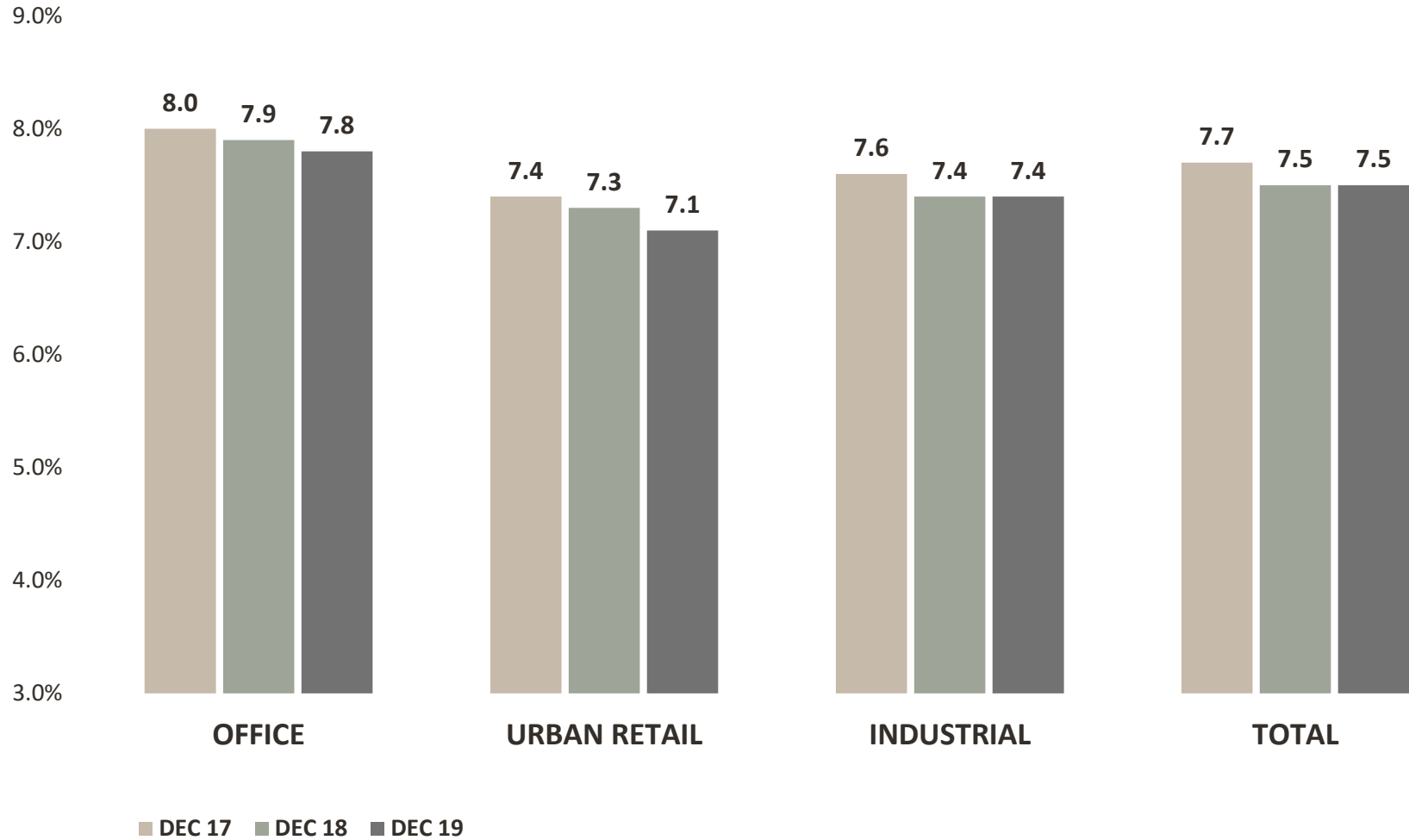
| | NEW | RENEWAL | TOTAL |
|--------------------------------|--------|---------|---------|
| Number of leases | 81 | 169 | 250 |
| Total m ² | 33 565 | 77 388 | 110 953 |
| Average lease duration (years) | 3.1 | 2.5 | 2.7 |
| Lease value (Rm) | 146.5 | 265.8 | 412.3 |

Weighted average lease expiry (WALE)

| | |
|------------------------|------------------|
| Total Portfolio | 2.9 years |
| Office | 2.4 years |
| Urban retail | 3.6 years |
| Industrial | 2.5 years |

3.0 years June 2019 and December 2018

Escalations (%)












Emira net rentals

(excl. vacancies, parking, store-rooms, kiosks, ATMs, mezzanines)

| SECTOR | NO. OF BUILDINGS | OCCUPIED GLA (m ²) | AVG. NET RENTAL (R/m ²) |
|---------------------|------------------|--------------------------------|-------------------------------------|
| Office: P-Grade | 4 | 62 849 | 179.82 |
| Office: A-Grade | 14 | 75 332 | 157.45 |
| Office: B-Grade | 2 | 13 240 | 119.50 |
| Urban retail | 20 | 293 929 | 143.55 |
| Industrial | 38 | 332 798 | 56.66 |
| Total Dec 19 | 78 | 778 148 | 110.26 |
| Total Dec 18 | 104 | 924 391 | 110.81 |
| Total Dec 17 | 111 | 947 761 | 104.04 |

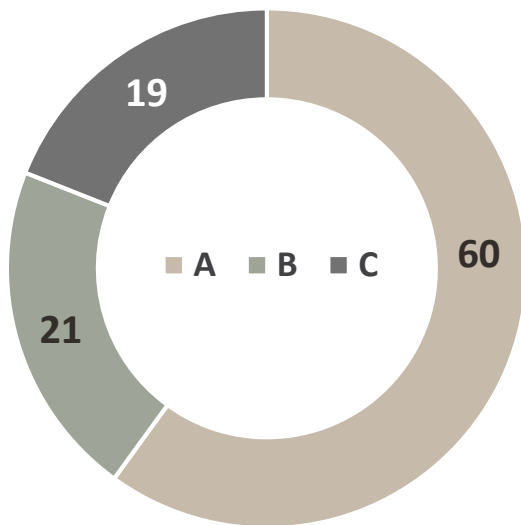
10 Major lease expiries by GLA: FY21

| PROPERTY | TENANT | LEASE END | GLA (m ²) | | STATUS |
|-------------------------------|-----------------------|-----------|-----------------------|--|----------------------------------|
| Menlyn Corporate Park | SA Local Government | Oct 20 | 7 025 |  SOUTH AFRICAN LOCAL GOVERNMENT ASSOCIATION Inspiring service delivery | Busy with negotiations – 3 years |
| Arjo Wiggins – Mahogany Ridge | Antalis | Jun 21 | 6 907 |  KALIDECK More than Paper | Expecting to renew – 5 years |
| Mitek | Mitek Industries | Jan 21 | 6 604 |  MII Mitek | Busy with negotiations – 5 years |
| Cambridge Park | Itec | Dec 20 | 5 617 |  ITEC | Busy with negotiations – 5 years |
| Menlyn Corporate Park | Santam | Nov 20 | 4 524 |  Santam | Busy with negotiations – 5 years |
| Epping Warehouse (WGA) | Autozone | Jul 20 | 4 191 |  AutoZone | Expecting to renew – 3 years |
| Aeroporto (96 Loper Road) | Tenova Takraft | Jun 21 | 3 966 |  TAKRAF TENOVA | Expecting to renew |
| Gateway Landing | Grit Procurement | Aug 20 | 3 842 |  grit PROCUREMENT SOLUTIONS | Expecting to renew – 2 years |
| Mitchells Plain | Shoprite | Jun 21 | 3 624 |  SHOPRITE & Checkers | Expecting to renew – 5 years |
| Kramerville Corner | Griffiths & Griffiths | Dec 20 | 3 125 |  GRIFFITHS & GRIFFITHS The Edge Firm Ltd | Busy with negotiations – 3 years |

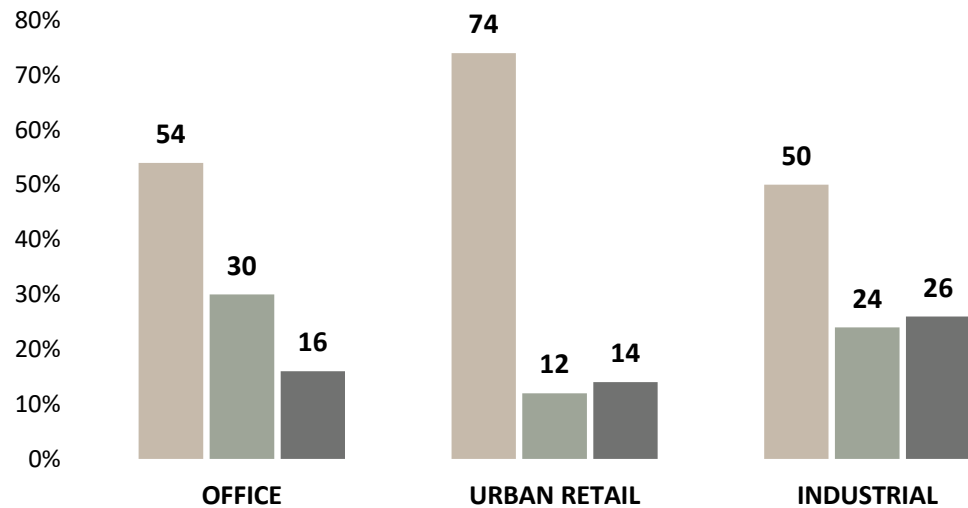
49 424 (100% expected to retain)

Tenant grading – by GLA (%)

TOTAL PORTFOLIO (%)



PER SECTOR (%)



Grading

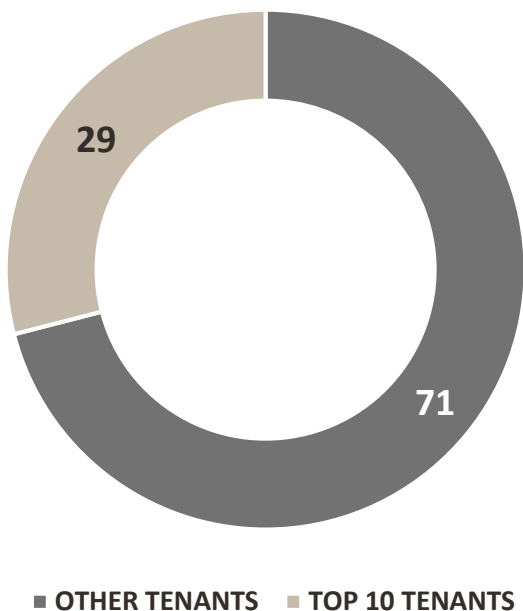
“A” Large national tenants, large listed tenants, government and major franchises

“B” National tenants, listed tenants, franchises, large regional tenants, medium to large professional firms

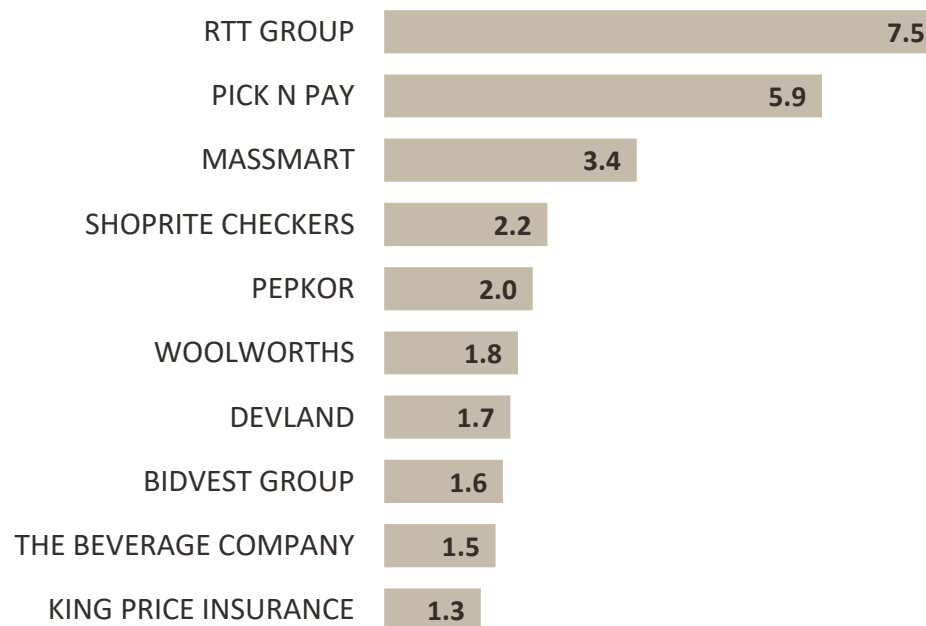
“C” Other

Tenant exposure by GLA

TOP 10 TENANTS OF THE TOTAL PORTFOLIO (%)

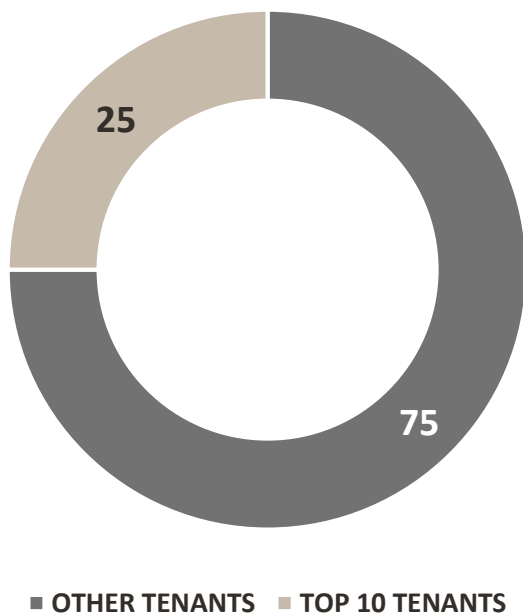


TENANT EXPOSURE – TOP TEN TENANTS (%)

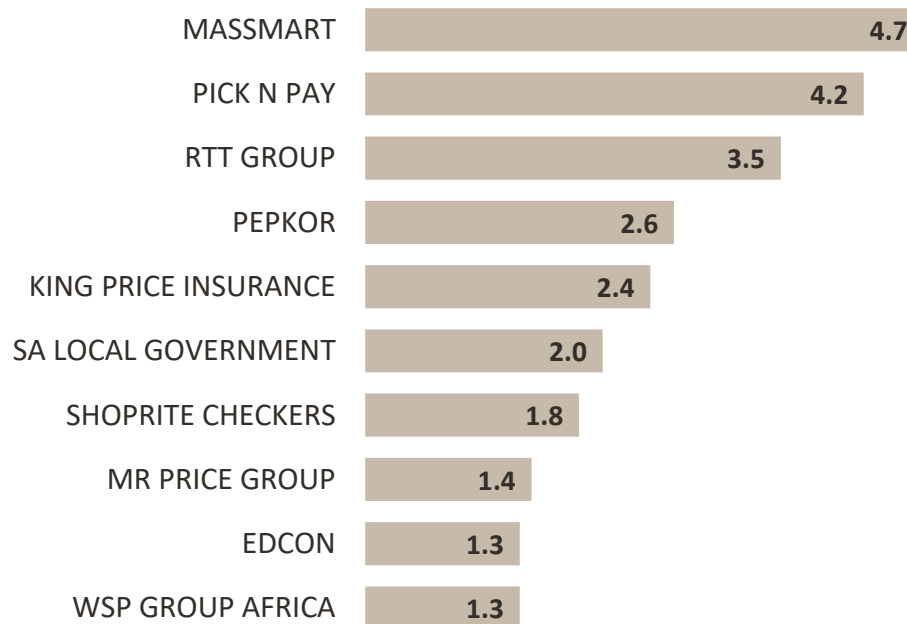


Tenant exposure by gross rental

TOP 10 TENANTS OF THE TOTAL PORTFOLIO (%)



TENANT EXPOSURE – TOP TEN TENANTS (%)



Directly held SA property portfolio – Massmart, Edcon and Telkom exposure

| | MASSMART | EDCON | TELKOM |
|-------------------------|---|----------------------------|-----------|
| % of total gross rental | 4.7% | 1.3% | 0.1% |
| % of total GLA | 3.4% | 1.1% | 0.02% |
| Total number of leases | 3 | 9 | 2 |
| Trading brands | 1 Makro 1 Game 1 Builders Express | 1 Edgars 5 Jet 3 CNA | |
| WALE | 4.3 years | 4.1 years | 2.7 years |

Enyuka exposure not included

Potential new major capex projects (not committed)

| MAJOR PROJECTS BEING CONSIDERED | TYPE | m ² | VALUE (Rm) | CONSTRUCTION TIME |
|------------------------------------|--------------|----------------|---------------|----------------------|
| Highway Business Park midi units | Industrial | 5 516 | 65 | 20 months |
| Randjiespark mini units | Industrial | 5 551 | 19 | 10 months |
| The Colony tenant mix changes | Urban retail | 1 200 | 10 | 10 months |
| Quagga extension | Urban retail | 5 042 | 140 | 14 months |
| Tramshed common area refurb | Urban retail | n/a | 25 | 8 months |
| Total | | 17 309 | 259 | |

Environmental – energy



BACKUP POWER

- › 57% of Emira’s directly held SA portfolio has generator back-up power.
- › Wonderpark Shopping Centre and RTT 100% generator back-up power coverage.



CLEAN ENERGY PRODUCTION

- › Emira has completed 6 PV farms that save 6 763 085 kWh/year and removed 6 472 tCO₂e annually from being emitted.
- › PV farms to be completed by June 2020:
 - ›› Market Square
 - ›› Springfield Retail Centre
 - ›› Southern Sentrum
- › Total investment of an additional R24m with further projected energy savings of 4 426 548kWh and 4 236 tCO₂e being saved.



ENERGY EFFICIENCY

- › Energy efficiency projects continue across the entire portfolio which includes LED lighting, aircon and lift drive replacements.
- › The largest single project was at RTT; replacement of the centralised HVAC system with a new, more energy efficient system as well as converted the entire site to LED light technology (nearly 47 000m²).

Environmental – water, waste & biodiversity

#SURPLUS WATER
2025



WATER

- › Emira continues to invest in various back-up and alternate water sourcing projects.
- › Total savings for the FY20 1H equals 52 million litres (equivalent to 20 Olympic sized swimming pools).
 - » Savings for the FY19 period equalled 75 million litres or 38 Olympic sized swimming pools.
- › We are committed to the #SURPLUSWATER 2025 Initiative

WASTE

- › Waste continues to be a specific focus for the Fund.
- › Recycling has been introduced to most of Emira's shopping centres and we are actively tracking our diversion rates from landfill.

BIODIVERSITY

- › Emira submitted its first Biodiversity Performance Report to the BDP (Biodiversity Disclosure Project) and await our score.
- › Partnership with Beetle Busters to treat numerous trees across the portfolio for shot hole borer infections.
 - » This was the first initiative of its kind and treatment seems to have been successful as we have saved all trees treated.
 - » Currently City Parks reports that there are over 4.5m trees in Johannesburg infected, so this is a promising intervention.

Environmental – reporting



SCIENCE
BASED
TARGETS



SCIENCE BASED TARGETS

- › First company in Africa to have Science Based Carbon Reduction Targets approved by SBTi.
 - » A revised target from a 2 degrees Celsius Target to a 1.5 degree Celsius has been set.
- › Emira has undertaken 397 projects since 2015 with a total expenditure of R192m and offset 26 375 tCO₂e.
- › The Fund is 89.4% towards a reduction of 29 490 tCO₂e to meet its commitments by 2022.
- › A roadmap to achieve the remaining reductions is in place and currently on track.

CARBON DISCLOSURE PROJECT

- › Completed its 9th submission to CDP for our National Carbon Footprint and once again achieved a score of B (this score indicates that we are taking co-ordinated action on Climate Change).
 - » The global average score for the Financial Services Sector is a C.

CLIMATE RESILIENCE TRACKING

- › Each property is tracked for its environmental and sustainability initiatives and is rated for its resilience to climate change and the possible financial effects that Climate Change could have to the income earning potential of the property, thus impact on distribution growth.

Top ten properties by value

| PROPERTY | NODE | CLASSIFICATION | GLA (m ²) | MAJOR TENANTS |
|----------------------------|-----------------|--------------------------------|-----------------------|--|
| Wonderpark Shopping Centre | Pretoria North | Regional Shopping centre | 90 188 | Pick n Pay (12 867m ²), Game (5 292m ²), Checkers (4 709m ²), Woolworths (4 642m ²), Edgars (3 998m ²), Virgin Active (3 508m ²), Truworths (1 987m ²) |
| Menlyn Corporate Park | Menlyn | Office | 26 784 | King Price Insurance (10 586m ²), SALGA (7 025m ²), Santam (4 524m ²), BVI Engineering (1 533m ²) |
| Quagga Centre | Pretoria West | Small regional Shopping centre | 29 412 | Shoprite (5 715m ²), Pick n Pay (4 878m ²), Woolworths (1 807m ²), ABSA Bank (1 183m ²), Clicks (790m ²) |
| Knightsbridge | Bryanston | Office | 16 148 | WSP Group (5 829m ²), KFC (3 150m ²), Gold One Management (1 122m ²), Verifone (864m ²), Ventureweb (813m ²) |
| Summit Place | Menlyn | Mixed use (office and retail) | 15 223 | Assupol Life (3 973m ²), Kempster Sedgwick (2 484m ²), Planet Fitness (1 470m ²), BDO (866m ²), Aselsan Elektronik (658m ²) |
| Makro Selby | Selby | Community Shopping centre | 18 956 | Makro (18 956m ²) |
| Randridge Mall | Randpark Ridge | Community Shopping centre | 22 444 | Pick n Pay (4 473m ²), Woolworths (2 124m ²), Dis-Chem (2 035m ²), Health-Worx Medical Centre (697m ²), FNB (615m ²), Mr Price (581m ²) |
| RTT Acsa Park | East Rand | Industrial (warehouse) | 46 673 | RTT Group (46 673m ²) |
| Kramerville Corner | Kramerville | Retail showroom | 18 479 | Griffiths & Griffiths (3 125m ²), Collaro Designs (1 174m ²), Il Luso (1 105m ²), Bakos Brothers (1 017m ²), Décor Republic (768m ²) |
| Market Square | Plettenberg Bay | Community Shopping Centre | 14 846 | Pick n Pay (2 547m ²), Woolworths (2 053m ²), Clicks (1 075m ²), Pick n Pay Clothing (621m ²), Sportscentre (542m ²) |
| | | | 299 153 | 51% of the portfolio by value |

Enyuka

| | DEC 18 | DEC 19 |
|---|-----------------------|-----------------------------|
| Number of properties | 22 | 24 |
| GLA of properties | 120 556m ² | 156 847m² |
| Property portfolio value | R1.10bn | R1.67bn |
| Average value per m ² | R9 249 | R10 671 |
| Average value per property | R50m | R70m |
| LTV (excluding shareholder loans) | 34.0% | 54.0% |
| Vacancy profile by GLA * | 2.8% | 5.4% |
| Tenant retention | | |
| % of gross rentals | 97.1% | 85.0% |
| % of GLA | 97.0% | 88.5% |
| % of number of leases | 94.4% | 89.2% |
| Rent reversions – total (gross rentals) | 2.0% | 4.1% |
| Like-for-like growth in net income | 6.2% | 3.4% |
| Escalations | 7.2% | 7.0% |
| Weighted average lease expiry | 2.8 years | 3.3 years |

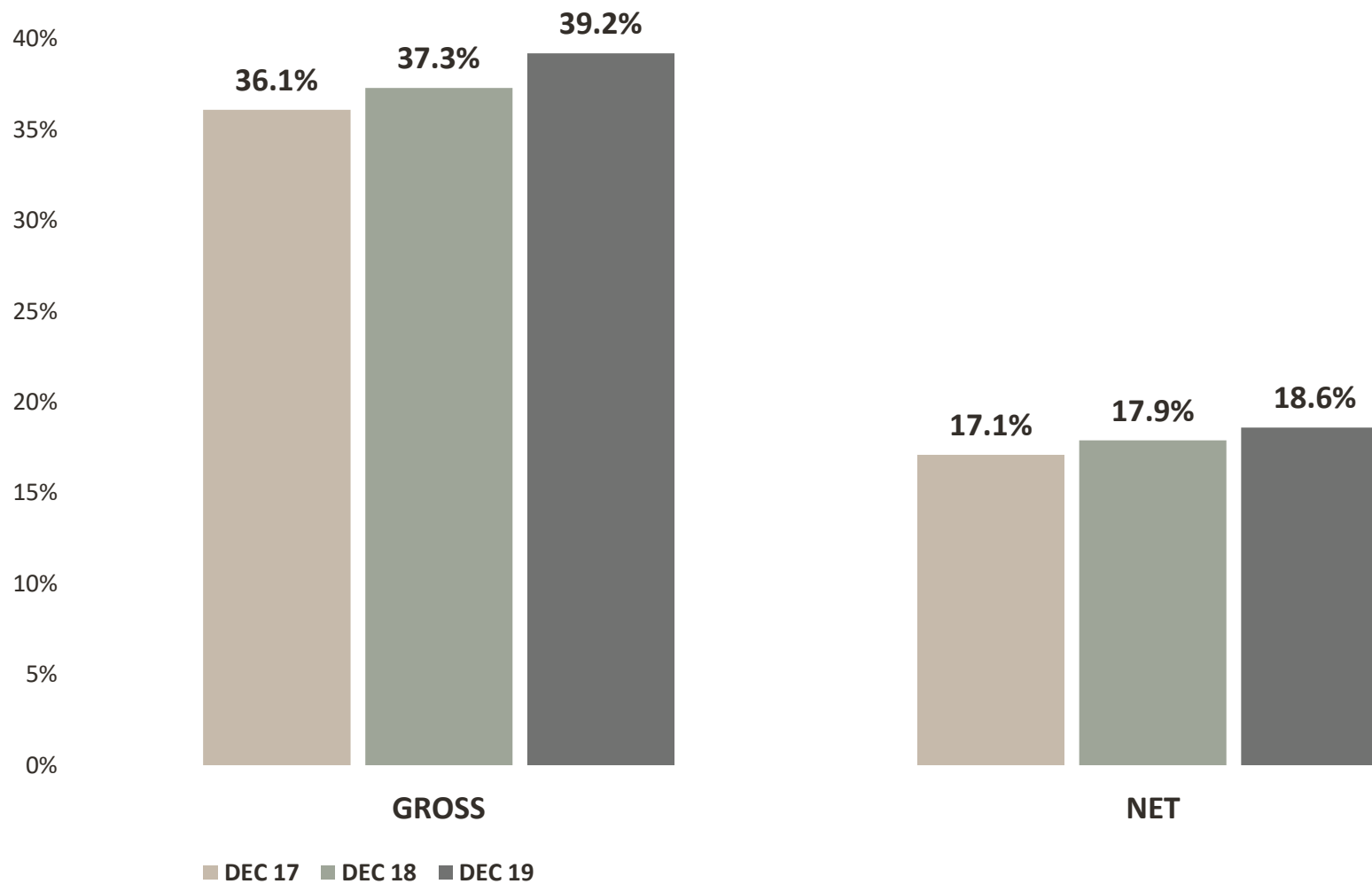
* The vacancy value by GLA of 5.4% for Dec 19 excludes Alberton and Ermelo due to a rental guarantee on those vacancies. Including those buildings will result in a vacancy of 6.9%.



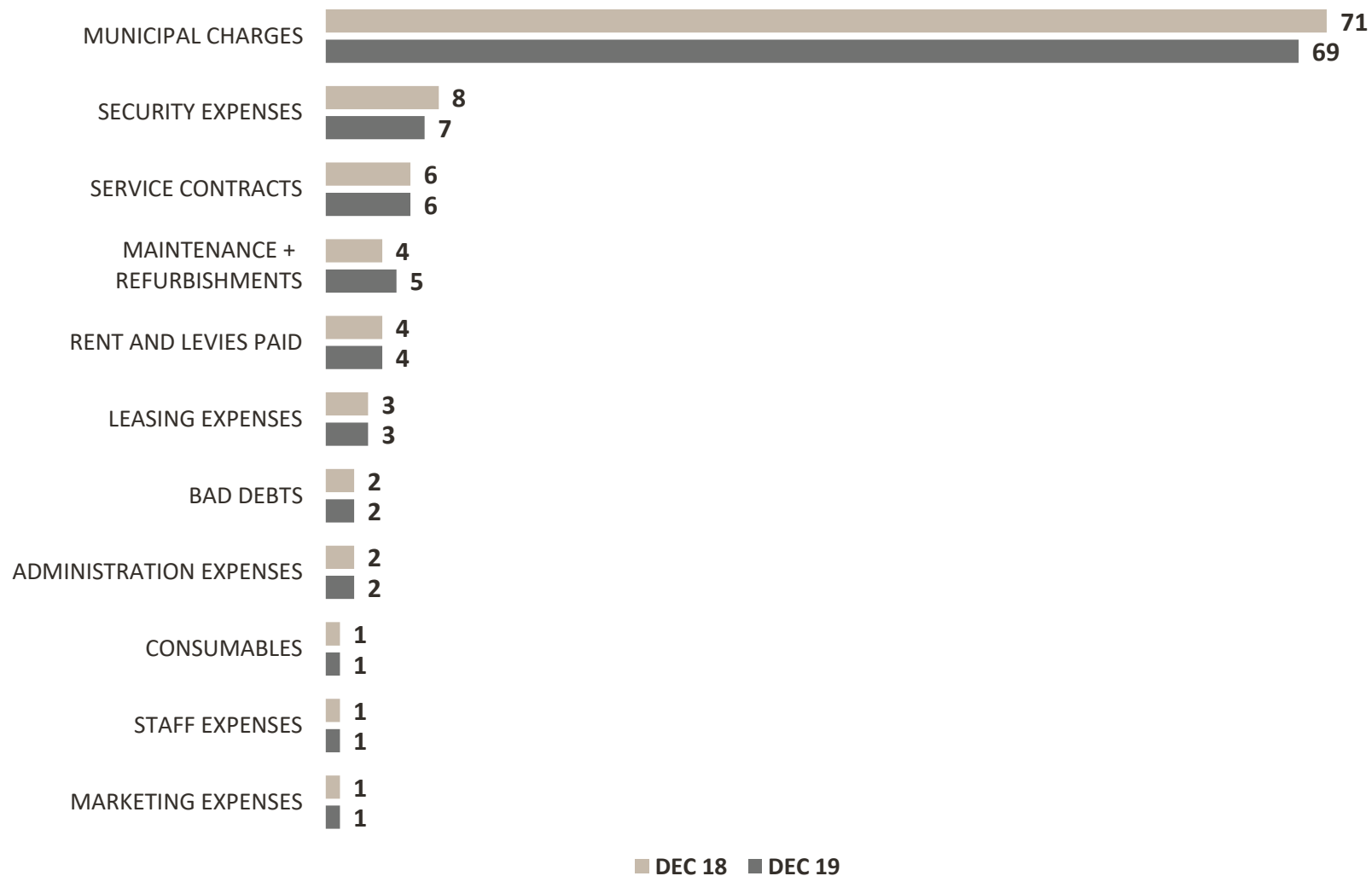
ANNEXURES

FINANCIALS

Cost-to-income ratio (%)



Property expense analysis (%)



Foreign income: Weighted average hedged rate per reporting period

| Forward rate against ZAR: | GOZ AUD | USA USD |
|----------------------------------|--------------------|--------------------|
| Jun 20 | R11.40 | R14.85 |
| Dec 20 | — | R15.24 |
| Jun 21 | — | R15.54 |
| Dec 21 | — | R16.04 |
| Jun 22 | — | R16.50 |
| Dec 22 | — | R17.19 |
| Jun 23 | — | R17.76 |
| Dec 23 | — | R18.39 |

Valuation parameters: segmental

| Direct property portfolio | RETAIL | OFFICE | IND | RES | DEC 2018 | RETAIL | OFFICE | IND | RES | DEC 2019 |
|--------------------------------------|---------|---------|---------|-----|----------|---------|---------|---------|-----|----------|
| | | | | | TOTAL | | | | | TOTAL |
| Number of properties | 21 | 44 | 39 | – | 104 | 20 | 20 | 38 | 1 | 79 |
| GLA (m ²) | 322 696 | 317 368 | 339 010 | – | 979 074 | 312 946 | 160 291 | 342 649 | – | 815 886 |
| Valuation (Rm) | 5 345 | 5 232 | 1 937 | 196 | 12 710 | 5 311 | 3 459 | 1 942 | 225 | 10 937 |
| Average value per property (Rm) | 254 | 119 | 50 | – | 120 | 266 | 173 | 51 | | 137 |
| Valuation Rate (R/m ²) | 16 565 | 16 484 | 5 553 | – | 12 854 | 16 972 | 21 581 | 5 667 | – | 13 130 |
| % of the portfolio valued externally | ^ | ^ | ^ | ^ | ^ | ^ | ^ | ^ | ^ | ^ |

Valuation inputs

| | | | | | | | | | | |
|------------------------------------|------|------|------|---|------|------|------|------|-----|------|
| Average discount rate (%) * | 13.7 | 14.4 | 14.9 | – | 14.1 | 13.6 | 14.3 | 14.9 | – | 14.1 |
| Average exit cap rate (%) * | 8.6 | 9.3 | 9.9 | – | 9.1 | 8.6 | 9.2 | 9.9 | – | 9.0 |
| Average rental escalation (%) * | 7.5 | 7.5 | 7.8 | – | 7.6 | 7.1 | 7.5 | 7.6 | – | 7.4 |
| Average Permanent vacancy factor * | 3.5 | 6.5 | 5.5 | – | 5.2 | 3.6 | 6.3 | 6.6 | 4.0 | 5.6 |
| Market rental assumptions | # | # | # | # | | # | # | # | # | |

* Weighted average by value (Rm).

^ 100% valued internally by Emira's registered professional valuer (at 30 June each year 1/3 of the portfolio valued externally on a rotational basis).

The market rentals applied play a significant role and these are assessed on a property-by-property basis, taking cognisance of location, quality, size and type as well as all the relevant and prevailing market conditions which are then benchmarked against research and asset manager projections.

Debt mix analysis

| CURRENCY | ZAR | AUD | USD | TOTAL |
|--|---------|-------|-------|---------------|
| Income producing assets (Rm) | 12 700 | 234 | 1 073 | 14 007 |
| Total facilities (Rm) | 5 651 | – | – | 5 651 |
| Reclassified as foreign debt through CCIRS (Rm) | (1 110) | 201 | 909 | – |
| Adjusted total facilities (Rm) | 4 541 | 201 | 909 | 5 651 |
| Drawn facilities including accrued interest (net of cash) (Rm) | 3 728 | 201 | 886 | 4 816 |
| Net derivative liability/(asset) (Rm) | 100 | – | – | 100 |
| Total indebtedness (Rm) | 3 828 | 201 | 886 | 4 915 |
| LTV (%) | 30.1 | 85.9 | 82.6 | 35.1 |
| Fixed debt (Rm) | 3 110 | 201 | 909 | 4 221 |
| Fixed debt (%) | 82.6 | 100.0 | 100.0 | 86.6 |
| Weighted ave duration to expiry – facilities (years) | 2.3 | – | – | 2.3 |
| Weighted ave duration to expiry – hedges (years) | 3.1 | 1.4 | 3.4 | 3.0 |
| Weighted ave all in cost of debt (%) | 8.6 | 3.8 | 4.2 | 7.8 |

* Includes an average debt margin of 1.7%

Debt covenants: Emira

| Facility | Value of properties | Debt facilities: Available | Debt facilities: Drawn | Transaction LTV: Covenant | Transaction LTV: Actual drawn*** | Transaction LTV: Actual available | Transaction LTV: Covenant (incl derivatives) | Transaction LTV: Actual drawn (incl derivatives) | Transaction LTV: Actual available (incl derivatives) | Corporate LTV: Covenant | Corporate LTV: Actual * | Corporate ICR: Covenant | Corporate ICR: Actual |
|--------------------------|---------------------|----------------------------|------------------------|---------------------------|----------------------------------|-----------------------------------|--|--|--|-------------------------|-------------------------|-------------------------|-----------------------|
| | Rm | Rm | Rm | % | % | % | % | % | % | % | % | x | x |
| Nedbank # | 1 056 | 700 | 700 | n/a | 66.9 | 66.3 | n/a | 67.4 | 66.8 | 45.0 | 35.1 | 2.0 | 3.2 |
| Standard Bank # | 887 | 500 | 425 | 70.0 | 48.0 | 56.4 | 70.0 | 48.0 | 56.4 | 50.0 | 35.1 | 2.0 | 3.2 |
| DMTN (unsecured) ^ | - | 1 536 | 1 536 | n/a | n/a | n/a | n/a | n/a | n/a | 50.0 | 35.1 | n/a | n/a |
| DMTN (secured) # | 1 346 | 500 | 500 | 40.0 | 37.3 | 37.1 | 40.0 | 37.3 | 37.1 | 50.0 | 35.1 | n/a | n/a |
| RMB # | 3 722 | 1 300 | 1 000 | 50.0 | 27.2 | 34.9 | 60.0 | 28.0 | 35.6 | 45.0 | 35.1 | 2.0 | 2.8 ** |
| ABSA # | 1 094 | 650 | 350 | 60.0 | 32.0 | 59.4 | 65.0 | 37.5 | 63.2 | 50.0 | 35.1 | 2.0 | 3.2 |
| Investec ^ | - | 200 | 100 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| Sanlam ^ | - | 200 | 200 | n/a | n/a | n/a | n/a | n/a | n/a | 50.0 | 35.1 | n/a | n/a |
| Total | 8 105 | 5 586 | 4 811 | | | | | | | | | | |
| Unbonded properties | 2 832 | | | | | | | | | | | | |
| Indirect investments: | | | | | | | | | | | | | |
| – GOZ | 234 | | | | | | | | | | | | |
| – Enyuka | 696 | | | | | | | | | | | | |
| – Transcend | 595 | | | | | | | | | | | | |
| – USA | 1 073 | | | | | | | | | | | | |
| – Other loans receivable | 472 | | | | | | | | | | | | |
| | 14 007 | 5 815 | | | | | | | | | | | |

Secured

^ Unsecured

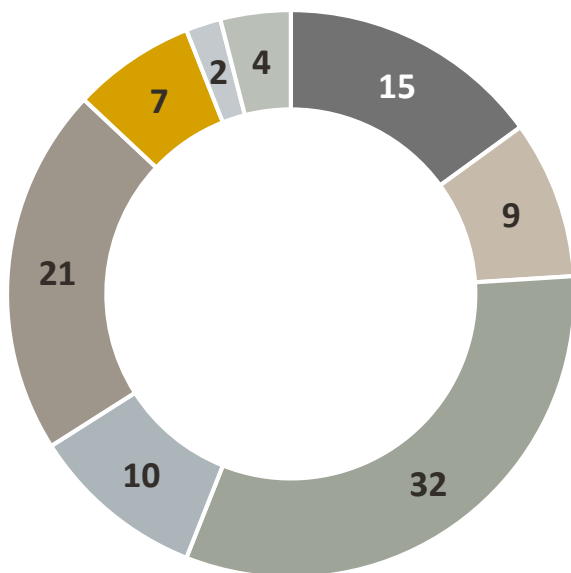
* Includes the mark-to-market value of all derivative contracts as at 31 December 2019

** ICR covenant allocates interest received to EBITDA

*** Transaction LTV calculation includes any accrued interest as at 31 December 2019

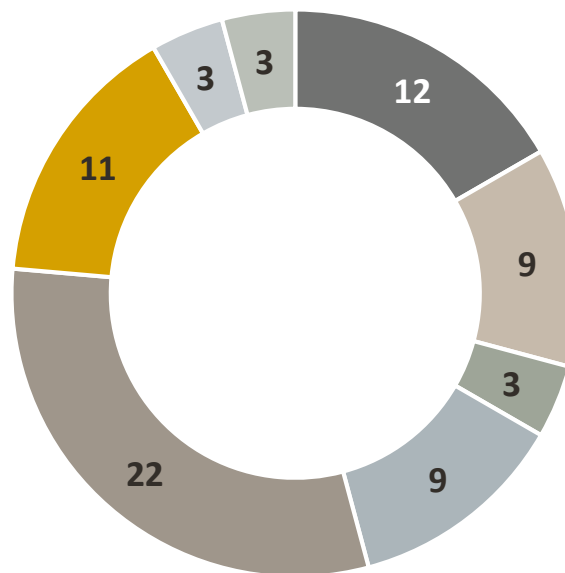
Debt facilities by source

DRAWN DEBT BY FUNDER (%)



- NEDBANK
- STANDARD BANK
- DMTN (UNSECURED)
- DMTN (SECURED)
- RMB
- ABSA
- INVESTEC
- SANLAM

AVAILABLE DEBT BY FUNDER (%)



Loan to value calculation: Emira Group

| | Rm |
|--|---------------|
| Net interest bearing debt | 4 915 |
| Interest bearing debt: non-current portion | 3 742 |
| Interest bearing debt: current portion | 1 163 |
| <i>Add back</i> : Unamortised debt raising fees | 6 |
| <i>Add</i> : Net derivative liabilities/(assets) | 100 |
| <i>Less</i> : Cash on hand | (96) |
| Income producing assets | 14 007 |
| Investment property * | 10 937 |
| Listed property investment (GOZ) | 234 |
| Equity accounted investments: | |
| – Transcend | 595 |
| – USA investments | 1 073 |
| – Enyuka investments | 696 |
| Loan receivable | 472 |
| LTV | 35.1% |

* Net of lease liability capitalised.

Loan to value: look through

| | Adjustments for equity accounted investments | | | | Adjusted Rm |
|--|--|-----------|--------------|---------|---------------|
| | As reported Rm | Enyuka Rm | Transcend Rm | USA Rm | |
| Net interest bearing debt | 4 915 | | | | 7 638 |
| Non-current portion | 3 742 | 465 | 485 | 1 813 | 6 505 |
| Current portion | 1 163 | | | | 1 163 |
| <i>Add back</i> : Unamortised debt raising fees | 6 | | | | 6 |
| <i>Add</i> : Net derivative liabilities/(assets) | 100 | | | | 100 |
| <i>Less</i> : Cash on hand | (96) | (15) | (28) | | (136) |
| Income producing assets | 14 007 | | | | 16 616 |
| Investment property * | 10 937 | 1 143 | 965 | 2 865 | 15 910 |
| Listed property investment (GOZ) | 234 | | | | 234 |
| Equity accounted investments: | | | | | |
| – Transcend | 595 | | (595) | | – |
| – USA investments | 1 073 | | | (1 073) | – |
| – Enyuka investments | 696 | (696) | | | – |
| Loan receivable | 472 | | | | 472 |
| LTV | 35.1% | | | | 46.0% |

* Net of lease liability capitalised.

Interest cover ratio calculation: Emira Group

| | Measure 1 R'000 | Measure 2* R'000 |
|---|--------------------|---------------------|
| Profit before finance costs | 565 628 | 565 628 |
| Adjustments | | |
| <i>Exclude:</i> | | |
| Allowance for future rental escalations | (580) | (580) |
| Amortisation of lease costs | 364 | 364 |
| Transaction and advisory fees | 668 | 668 |
| Depreciation | 4 931 | 4 931 |
| Net fair value adjustments | 17 293 | 17 293 |
| Foreign exchange profit/loss: unrealised | (2 257) | (2 257) |
| Expected credit loss | 1 256 | 1 256 |
| Income from equity accounted investments: non-distributable | (55 003) | (55 003) |
| <i>Include:</i> | | |
| Dividends received/accrued from Transcend | 15 875 | 15 875 |
| <i>Reallocation:</i> | | |
| Interest received | – | 35 599 |
| EBITDA | 548 175 | 583 774 |
| Net finance costs | 178 768 | 178 768 |
| Adjustments | | |
| <i>Exclude:</i> | | |
| Interest capitalised to the cost of developments | 1 853 | 1 853 |
| <i>Include:</i> | | |
| Interest received from BEE transaction | (9 167) | (9 167) |
| <i>Reallocation:</i> | | |
| Interest received (incl. interest from BEE transaction) | – | 35 599 |
| Adjusted net finance costs | 171 454 | 207 053 |
| Interest cover ratio | 3.2 | 2.8 |

* Measure 2 allocates interest received to EBITDA.

Segmental loan-to-value and interest cover ratios

| | Emira Group | Indirect investments (equity accounted) | | |
|--|-------------|---|------------------|------------------|
| | | USA | Enyuka | Transcend |
| Accounting treatment | n/a | Equity accounted | Equity accounted | Equity accounted |
| Equity held (%) | n/a | 49.0-49.6 | 49.9 | 34.9 |
| Loan-to-value ratio (%) | 35.1 | 63.3 | 54.0 | 47.0 |
| Loan-to-value ratio covenant (%) * | 45.0 | n/a | 55.0 | 55.0 |
| Interest cover ratio (times) | 3.20 | 1.60-2.10 [^] | 2.97 | 1.64 |
| Interest cover ratio covenant (times) * | 2.00 | 1.15-1.65 [^] | 2.00 | 1.60 |
| Debt: duration to expiry (years) | 2.30 | 8.56 | 1.95 | 2.75 |
| Fixed debt/hedging (%) | 86.6 | 100.0 | 88.8 | 74.0 |
| Interest rate hedges: duration to expiry (years) | 3.00 | 8.56 | 1.52 | 2.75 |

* Where multiple funders exist the lowest covenant has been selected.

[^] The US portfolio is subject to Debt Service Cover Ratio covenants ("DSCR"), not ICR's. Various facilities hence the range of actual and covenant DSCR's are provided. Average headroom ranges between 0.32x to 0.85x.

Cross currency interest rate swap exposure

| | Nominal CCY'000 | Nominal R'000 | Initial exchange rate | Weighted average interest rate CCY (fixed) | Interest rate ZAR (floating) | Weighted average duration to expiry | Foreign assets CCY'000 | CCIRS vs Foreign assets |
|------------------------------------|--------------------|------------------|-----------------------------|--|------------------------------------|--|------------------------------|-------------------------------|
| AUD (Growthpoint Australia) | 20 500 | 203 420 | 9.92 | 2.1% | 3m JIBAR | 1.4 | 23 873 | 85.9% |
| USD (US properties) | 64 974 | 875 669 | 13.48 | 2.6% | 3m JIBAR | 3.4 | 76 718* | 84.7%* |

* Excludes foreign cash.

Cross-currency interest-rate swaps (CCIRS) synthetically convert a portion of Emira's debt into foreign currency

The CCIRSs effectively provide a hedge to the foreign exchange fluctuations on both the Emira's foreign earnings and foreign assets

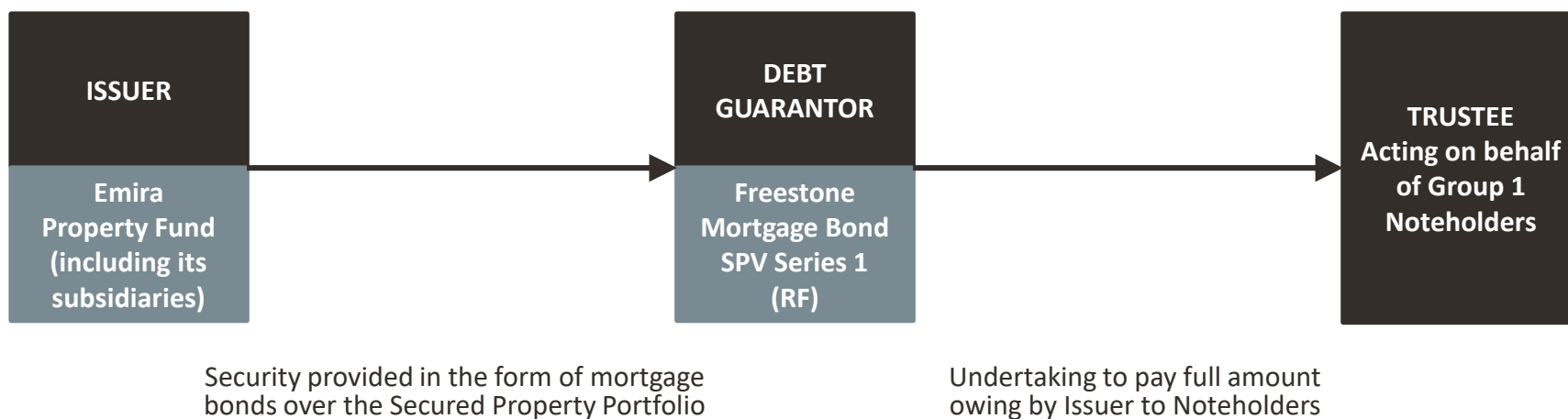
DMTN: Programme terms

| Issuer | Emira Property Fund Limited | |
|--|--|-----------------------------------|
| National scale ratings (Global Credit Rating Co, “GCR”) | Short-term unsecured | A1 (ZA) <i>(stable outlook)</i> |
| | Long-term unsecured | A (ZA) <i>(stable outlook)</i> |
| | Long-term secured | AA (ZA) <i>(negative outlook)</i> |
| Programme size | R5 billion (R3,736 million outstanding)* <i>* Includes unlisted notes of R1,700 million</i> | |
| Cross default | Financial indebtedness in an amount which exceeds R75 million | |
| Issuer undertakings | The Issuer shall: <ul style="list-style-type: none">› Ensure that those notes are listed on the interest rate market of the JSE; and› Maintain a credit rating in respect of the Issuer, Notes or Programme, as the case may be | |
| Covenants | Loan-to-value ratio | 50% |
| | Secured loan-to-value | 40% |

DMTN: Treasury guidelines

| Topic | Guidelines | Achieved |
|---|---|-----------------|
| Maturities | Staggered maturity dates with ideally no more than 1/3 of total interest-bearing debt maturing within any one financial year and a minimum of 1.5 years weighted average duration to expiry | ✓ |
| Hedging strategy | 80% – 100% of total long-term natured debt must be hedged/fixed | ✓ |
| Target debt capital market funding ratio | No more than 50% of debt funding to come from debt capital markets | ✓ |
| Gearing policy | Target maximum of 40% LTV, management's long-term gearing target between 30% and 35% | ✓ |
| Multi-banked approach | Facilities to be held with multiple banks/financial institutions in order to mitigate concentration risk | ✓ |
| Commercial paper | All commercial paper maturities to be fully-backed by standby liquidity facilities – mitigating any refinance risk | ✓ |

DMTN: Security arrangements



DMTN: Secured property portfolio (Loan to value)

| | Current position R'000 |
|-----------------------------------|---------------------------------------|
| Value of secured portfolio | 1 346 025 |
| Notes in issue | |
| Existing | |
| – EPF007 | 70 000 |
| – EPF016 | 130 000 |
| – EPF017 | 200 000 |
| – EPF018 | 100 000 |
| | 500 000 |
| LTV – actual (%) | 37.1 |
| LTV – covenant (%) | 40.0 |

DMTN: Secured property portfolio

Offices

- › Albury Park
- › Hamilton House
- › Lone Creek

Urban retail

- › Ben Fleur Shopping Centre
- › Springfield Retail Centre
- › The Colony Centre
- › The Tramshed

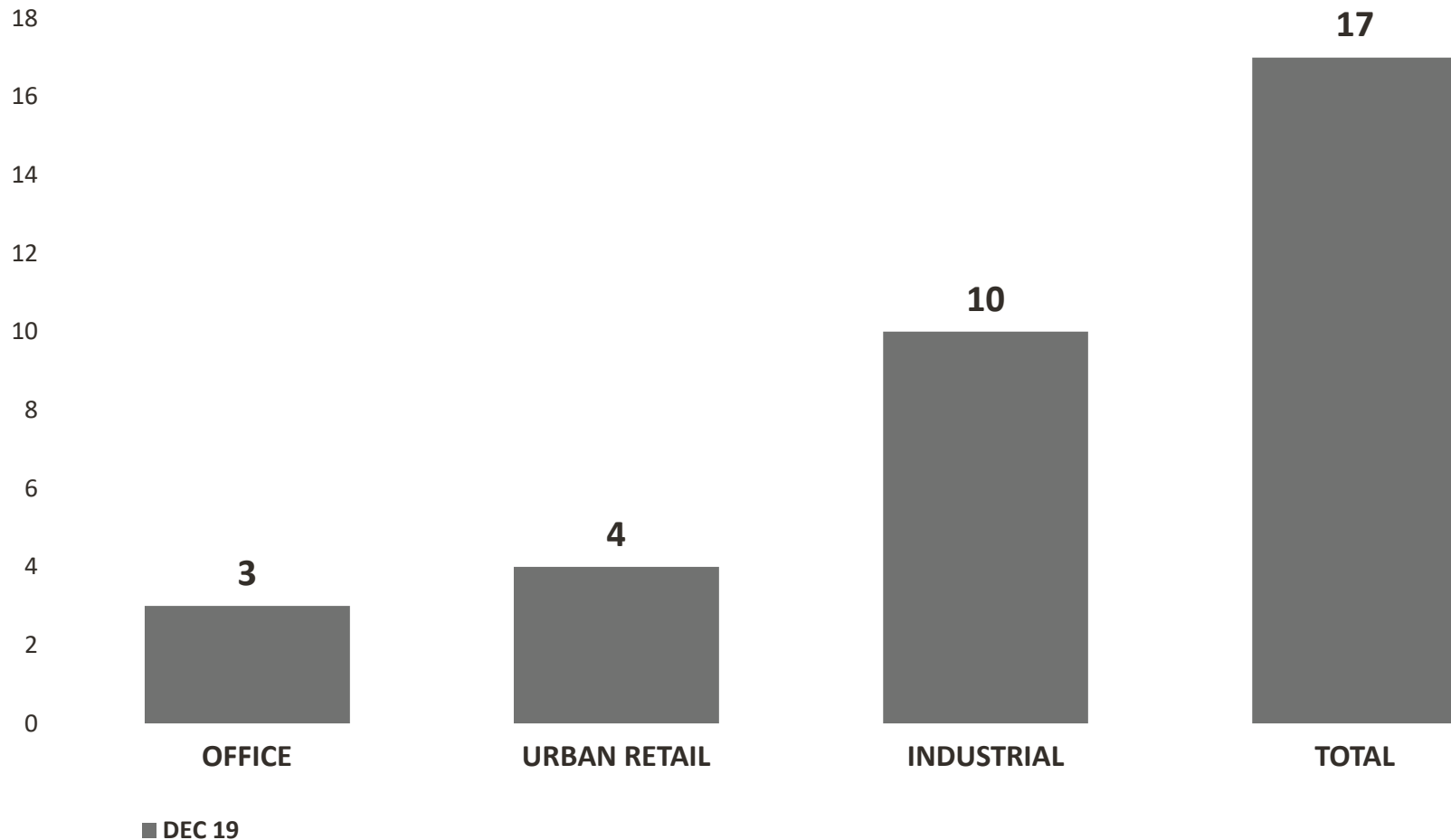
Industrial

- › 14-16 Boston Circle
- › Greenfields
- › HBP Industrial Units
- › Industrial Village Rustivia
- › Isando (20 Anvil Road)
- › Johnson & Johnson
- › Midline Business Park
- › Steiner Services
- › Universal Industrial Park
- › Wadeville Industrial Village

* *Emira has the ability to substitute and/or add properties to the Secured Property Portfolio to the extent that a property is disposed of or the value for the Secured property Portfolio reduces below the secured loan-to-value ratio. At 31 December 2019 Emira R2.83 billion of un-encumbered directly held properties.*

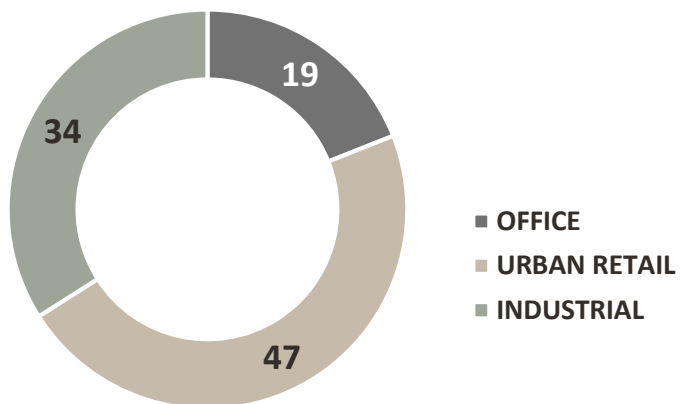
DMTN: Secured property portfolio

NUMBER OF PROPERTIES PER SECTOR

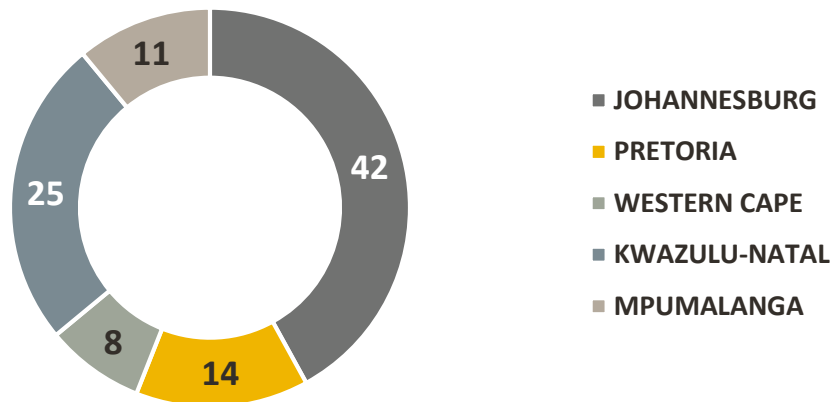


DMTN: Secured property portfolio

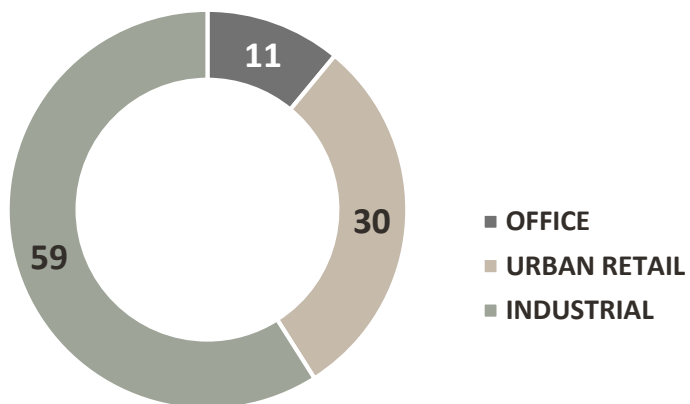
2019 VALUE SPLIT PER SECTOR (%) R1.3bn



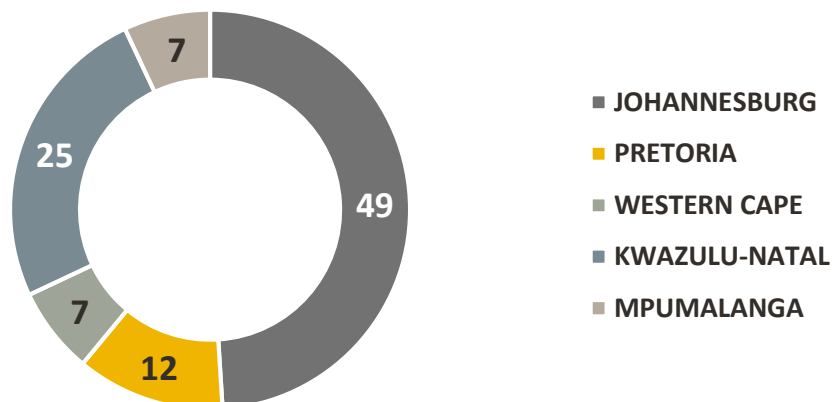
2019 GEOGRAPHICAL SPREAD BY VALUE (%)



2019 GLA SPLIT PER SECTOR (%)

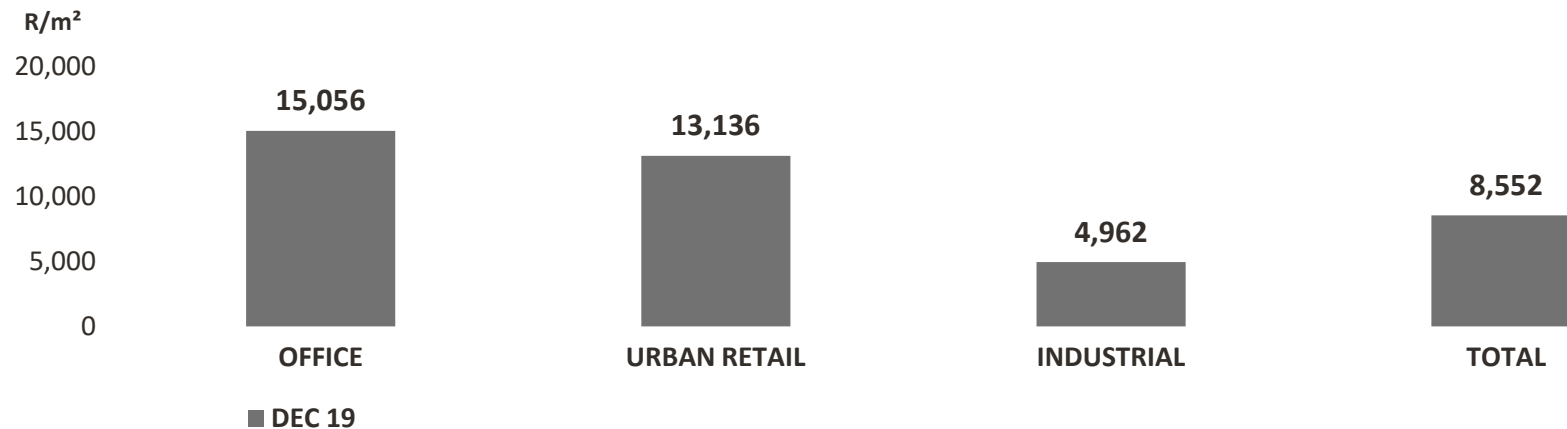


2019 GEOGRAPHICAL SPREAD BY GLA (%)

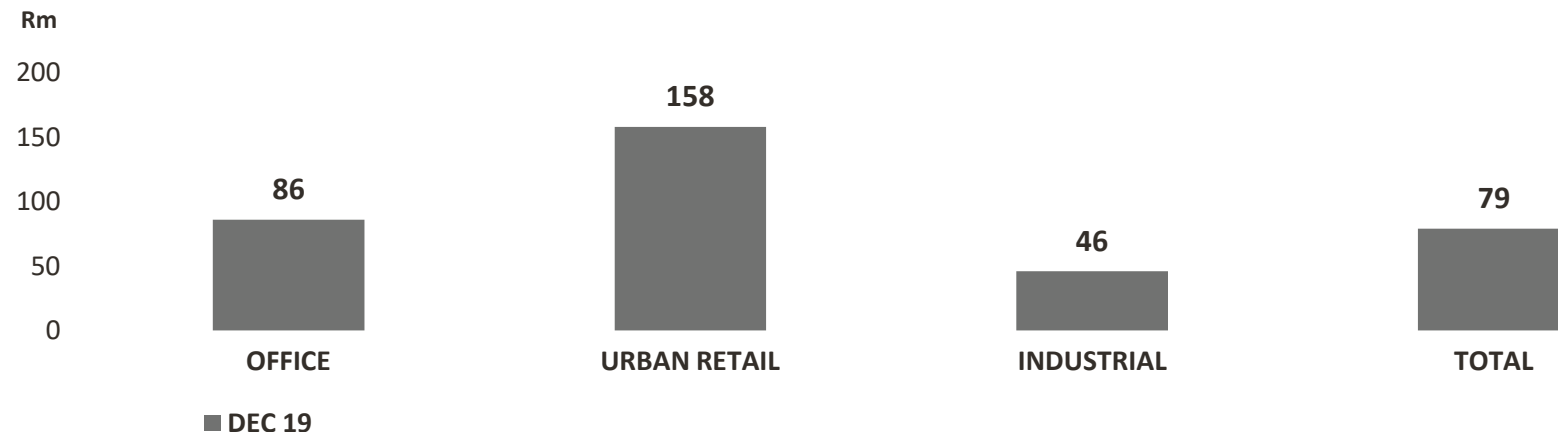


DMTN: Secured property portfolio

AVERAGE VALUE PER m²

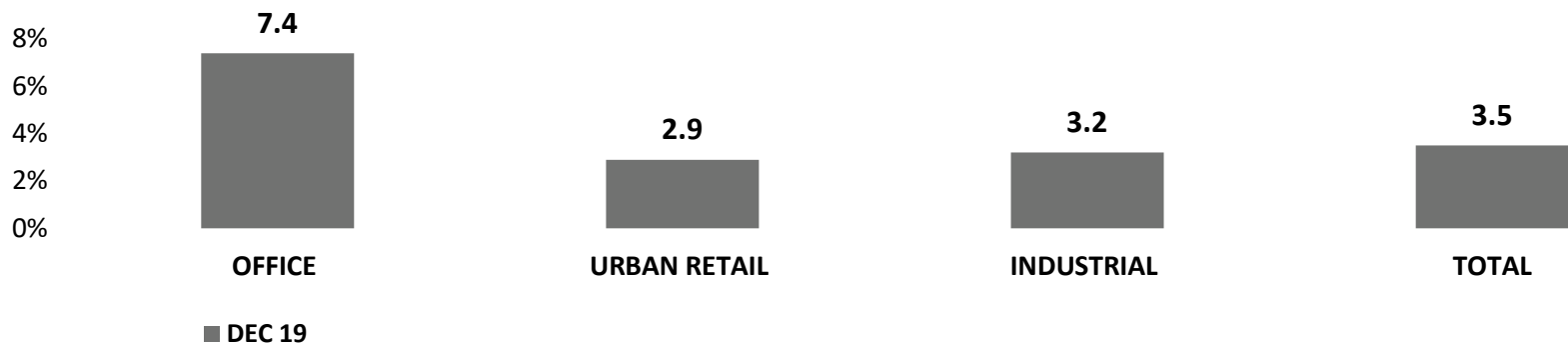


AVERAGE VALUE PER PROPERTY

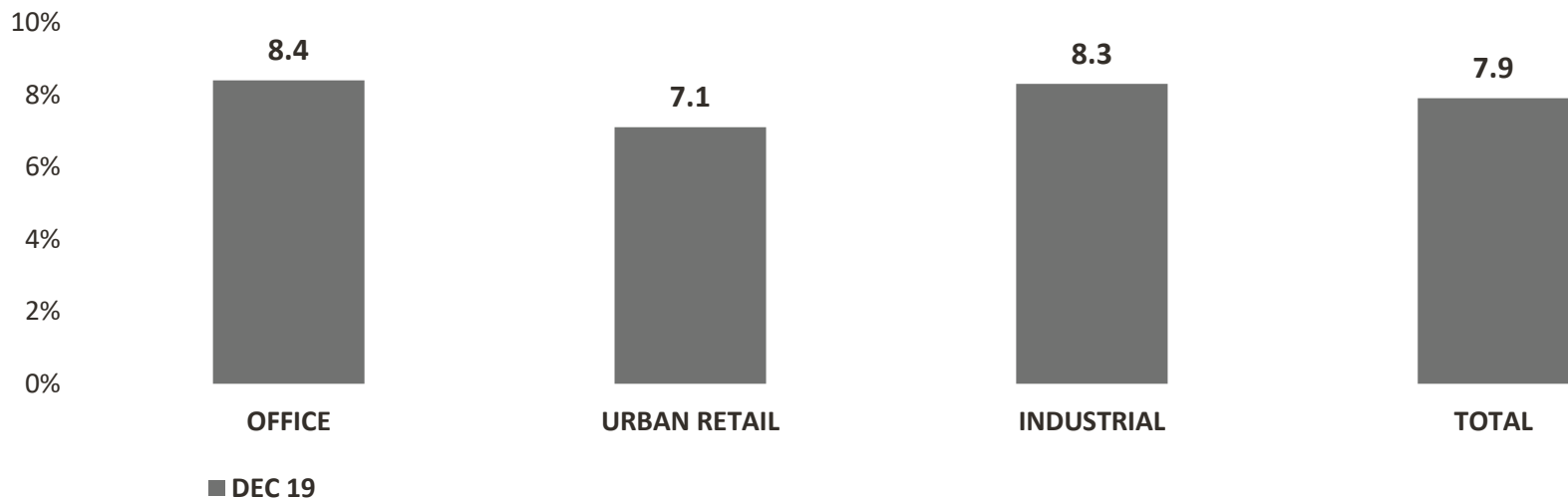


DMTN: Secured property portfolio

VACANCY PROFILE BY GLA (%)

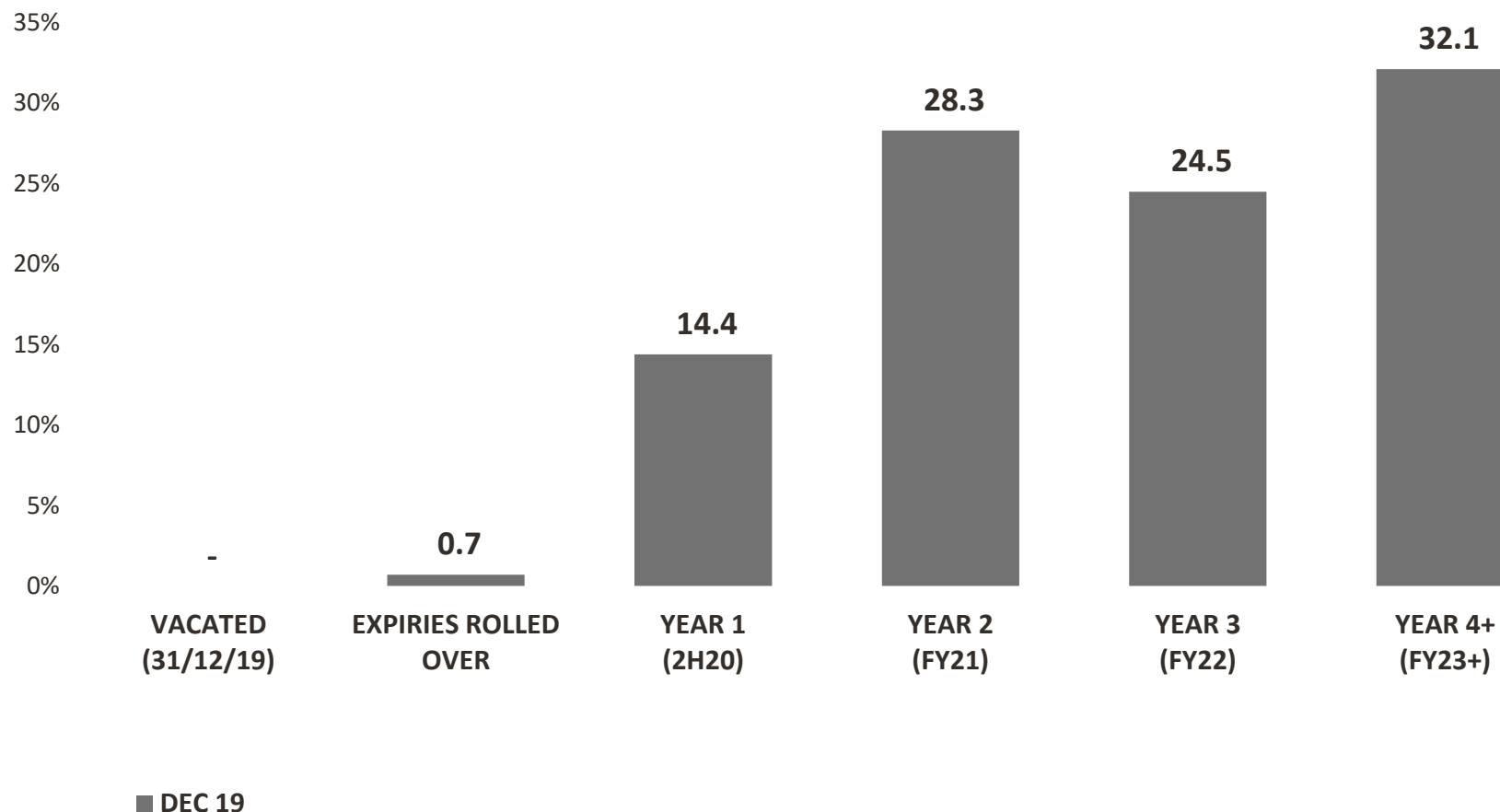


ESCALATIONS (%)



DMTN: Secured property portfolio

LEASE EXPIRY PROFILE BY GROSS RENTAL (%)



DMTN: Secured property portfolio (Top tenants per property by gross rental)

| | |
|-------------------------------------|--|
| 14-16 Boston Circle | Bidvest Data |
| Albury Park | Network Space, Aegis Media Central Services, (AMICS), Bouwers Intellectual Property Attorney |
| Ben Fleur Shopping Centre | Checkers, Misty Creek Spur, Woolworths, Liquor City Ben Fleur |
| Isando (20 Anvil Road) | Little Green Beverages |
| Greenfields | Motheo Telecoms, Rovac Engineering |
| Hamilton House | Switchless, H&M Hennes and Mauritz |
| Johnson & Johnson | Johnson & Johnson Medical |
| HBP Industrial Units | Productive Systems, Jacobus Johannes Steyl, Ceramic World |
| Industrial Village Rustivia | Butlers Point of Sale Logistics, Mzansi Rolls and Labels |
| Lone Creek | The Concrete Institute NPC, SACQSP |
| Midline Business Park | COFAB |
| Steiner Services | Bidvest Services |
| The Colony Shopping Centre | Baby City, Dial-A-Bed |
| Wadeville Industrial Village | Plan It Safety, Identisea Distributors |
| The Tramshed | Pick n Pay, Virgin Active, City of Tshwane, Fashion Fusion, Intercare Managed Health Care |
| Springfield Retail Centre | Food Lovers Market, The Hub, Baby City, Hi Fi Corporation, Toyzone, Tapestry Home Brands, Lightco |
| Universal Industrial Park | Royal Distribution Centre, Liquid Ink Screen Printers, Powerbrand Signs and Graphics , Quadrant Clothing |



ANNEXURES

US OFFSHORE + DISPOSALS

US co-investment strategy

- › Dallas, Texas based
- › 18 professional staff
- › 4 principals
- › Over 100 years collective experience
- › USD1.4bn of assets and over 5 million of square feet under management
- › Over USD2bn in commercial real estate investments closed
- › Unanimous decision making between Emira and Rainier



US Portfolio

| PROPERTY | BELDEN PARK CROSSING | 32 EAST | MOORE PLAZA | STONY CREEK MARKETPLACE | WOODLANDS SQUARE |
|---|-------------------------|---------------|---------------|----------------------------|---------------------|
| ACQUISITION DATE | 17 Oct 17 | 19 Jan 18 | 18 Jan 18 | 28 Mar 18 | 26 Oct 18 |
| PURCHASE PRICE (USD) | 67 000 000 | 29 100 000 | 70 646 000 | 32 800 000 | 64 000 000 |
| EMIRA INVESTMENT (USD) | 8 400 000 | 4 250 000 | 13 240 510 | 6 500 000 | 12 200 000 |
| EMIRA % OWNED | 49.12% | 49.42% | 49.51% | 49.43% | 49.57% |
| PROPERTY YIELD (%) <i>(at acquisition)</i> | 7.7% | 8.61% | 8.11% | 8.6% | 7.82% |
| EQUITY CASH YIELD (USD %) <i>(at acquisition)</i> | 12.0% * | 12.0% * | 12.14% | 11.74% | 11.82% |
| LTV AT ASSET LEVEL | 65.23% | 68.87% | 66.33% | 62.43% | 62.73% |
| DSCR AT ASSET LEVEL # (PROJECTED/ COVENANT) | 1.6x / 1.2x | 1.67x / 1.35x | 1.68x / 1.15x | 2.10x / 1.65x | 1.85x / 1.15x |

* First ranking























Debt Service Cover Ratio.

US Portfolio

| PROPERTY | TRUMAN'S MARKETPLACE | SAN ANTONIO CROSSING | WHEATLAND TOWNE CENTER | UNIVERSITY TOWN CENTER | TOTAL |
|---|-------------------------|-------------------------|---------------------------|---------------------------|-------------|
| ACQUISITION DATE | 24 Dec 18 | 24 Feb 19 | 29 Mar 19 | 24 Jun 19 | |
| PURCHASE PRICE (USD) | 30 650 000 | 20 480 000 | 32 200 000 | 63 000 000 | 409 876 000 |
| EMIRA INVESTMENT (USD) | 6 050 000 | 4 158 000 | 6 300 000 | 12 395 000 | 73 413 510 |
| EMIRA % OWNED | 49.51% | 49.50% | 49.60% | 49.64% | |
| PROPERTY YIELD (%) <i>(at acquisition)</i> | 8.79% | 9.50% | 8.67% | 8.06% | |
| EQUITY CASH YIELD (USD %) <i>(at acquisition)</i> | 11.12% | 12.87% | 12.56% | 10.82% | |
| LTV AT ASSET LEVEL | 61.37% | 69.53% | 59.56% | 60.27% | |
| DSCR AT ASSET LEVEL * (PROJECTED/ COVENANT) | 2.01x / 1.65x | 2.00x / 1.15x | 2.06x / 1.25x | 1.95x / 1.15x | |

* Debt Service Cover Ratio.

US Portfolio

| PROPERTY | BELDEN PARK CROSSING | 32 EAST | MOORE PLAZA | STONY CREEK MARKETPLACE | WOODLANDS SQUARE |
|--|---|--|---|--|--|
| LOCATION | North Canton, Ohio | Cincinnati, Ohio | Corpus Christi, Texas | Noblesville, Indiana | Tampa, Florida |
| GLA (SF) | 484 360 | 188 912 | 379 448 | 204 814 | 314 699 |
| VACANCY % BY GLA | 3.26% | 3.18% | 2.89% | 2.66% | 4.73% |
| AVE ANNUAL RENT/SF | USD13.51 | USD13.86 | USD16.49 | USD14.80 | USD16.44 |
| WEIGHTED AVE LEASE EXPIRY (YEARS BY GLA) | 2.75 | 7.36 | 7.23 | 2.67 | 7.39 |
| GROCCERS |  *  |  * |  *  * |  * |  |
| <i>*Shadow Anchors</i> | | | | | |
| MAIN TENANTS |    |    |    |    |    |

US Portfolio

| PROPERTY | TRUMAN'S MARKETPLACE | SAN ANTONIO CROSSING | WHEATLAND TOWNE CENTER | UNIVERSITY TOWN CENTER | TOTAL |
|-----------------------------------|----------------------|----------------------|------------------------|------------------------|-----------|
| LOCATION | Grandview, Missouri | San Antonio, Texas | Dallas, Texas | Norman, Oklahoma | |
| GLA (SF) | 308 209 | 146 321 | 206 874 | 348 877 | 2 582 514 |
| VACANCY % BY GLA | 2.02% | 0.74% | 0.0% | 2.03% | 2.61% |
| AVE ANNUAL RENT/SF | USD9.78 | USD14.32 | USD14.43 | USD16.45 | USD14.50 |
| WEIGHTED AVE LEASE EXPIRY (YEARS) | 6.75 | 6.91 | 3.67 | 3.81 | 5.23 |

GROCCERS

**Shadow Anchors*



MAIN TENANTS

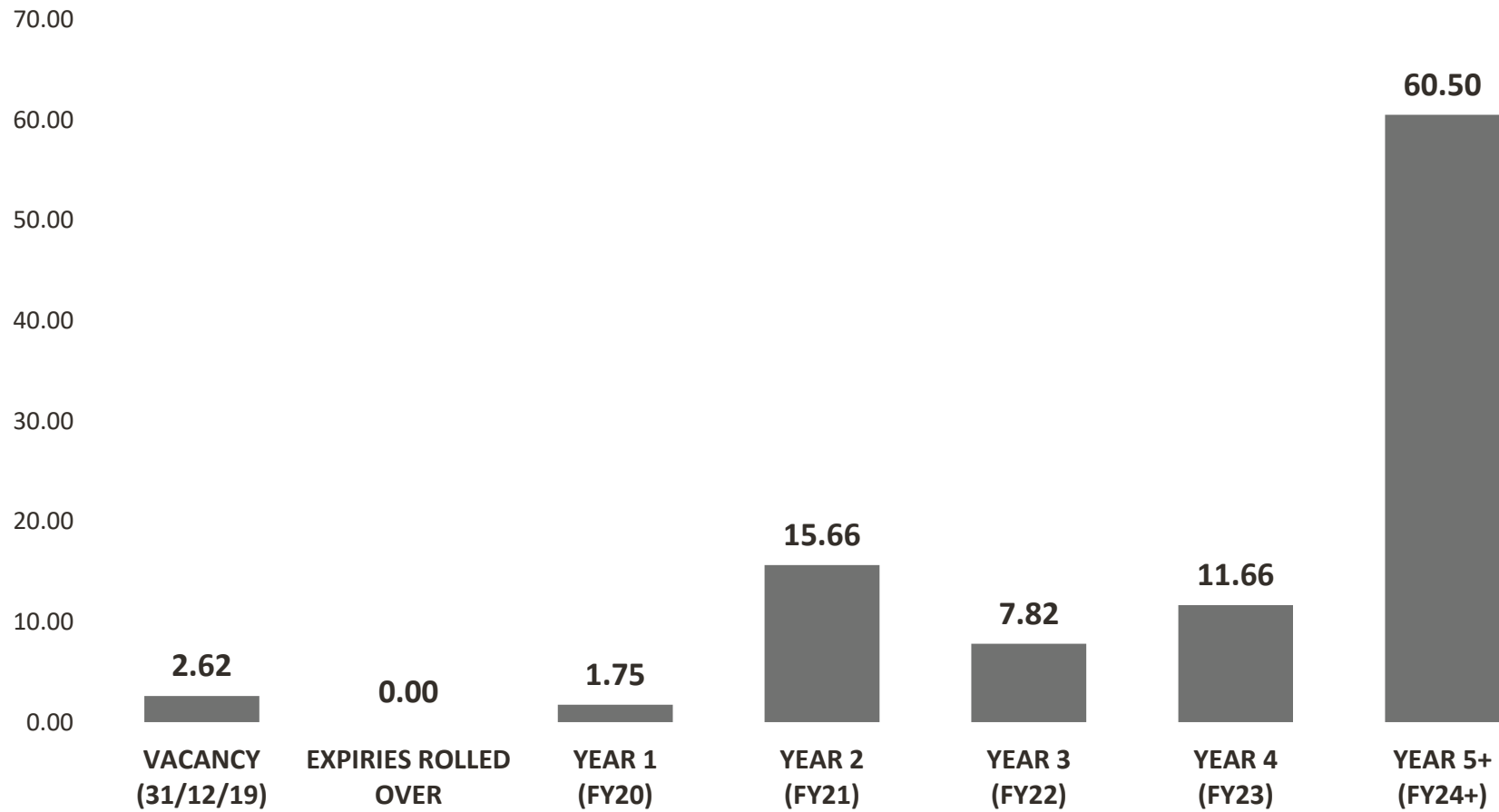


US Portfolio – leasing

| | NO. | AREA (FT ²) | AVE EXPIRY RENTAL (USD/FT ² P.A) | AVE NEW LEASE RENTAL (USD/FT ² P.A) | AVE DURATION (YEARS) | INCREASE/ DECREASE (%) |
|------------------------------|-----------|----------------------------|---|--|----------------------------|------------------------------|
| REVERSIONS | | | | | | |
| Renewals | 21 | 184 628 | 26.78 | 28.00 | 5.54 | 7.0 |
| New leases (with reversions) | 2 | 20 249 | 10.87 | 13.79 | 10.01 | 26.87 |
| TOTAL – REVERSIONS | 23 | 204 877 | 13.41 | 14.56 | 5.98 | 8.59% |
| ALL LEASES CONCLUDED | | | | | | |
| Renewals | 21 | 184 628 | | | 5.54 | |
| New leases | 8 | 39 105 | | | 8.50 | |
| TOTAL – ALL LEASES | 29 | 223 733 | | | 6.44 | |

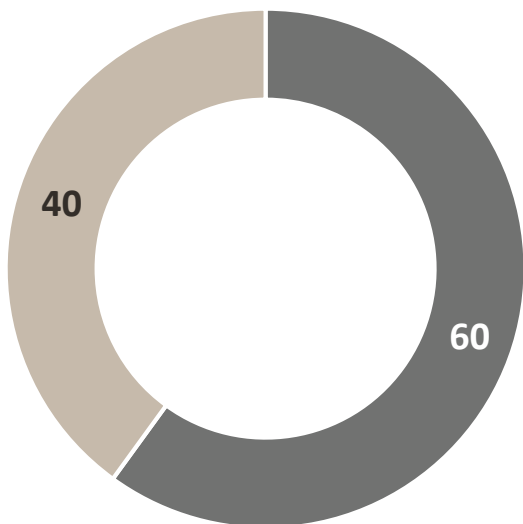
US Portfolio – Lease expiry profile by GLA (%)

DEC 19



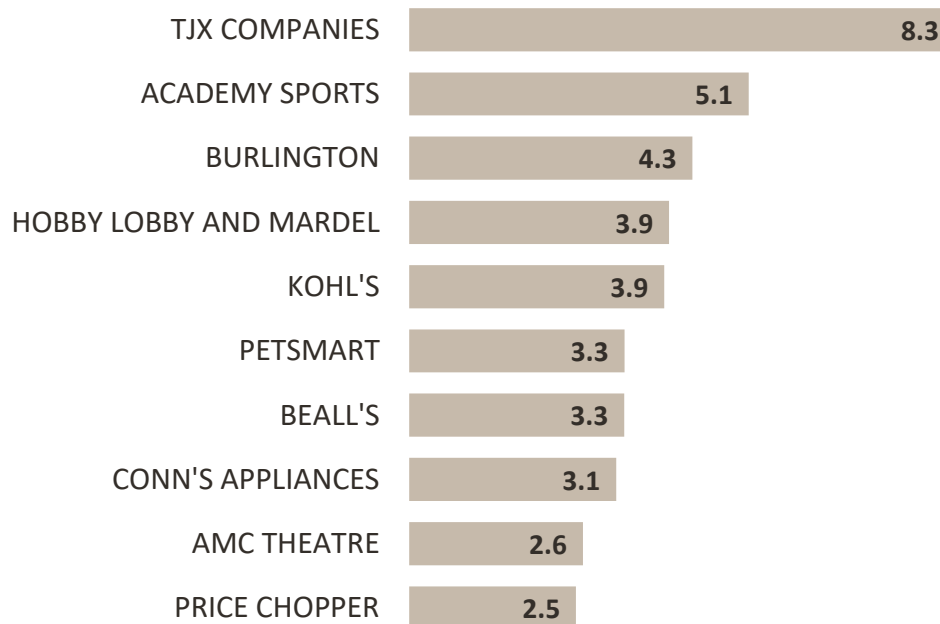
US Tenant exposure by GLA (SF)

TOP 10 TENANTS OF THE TOTAL PORTFOLIO (%)



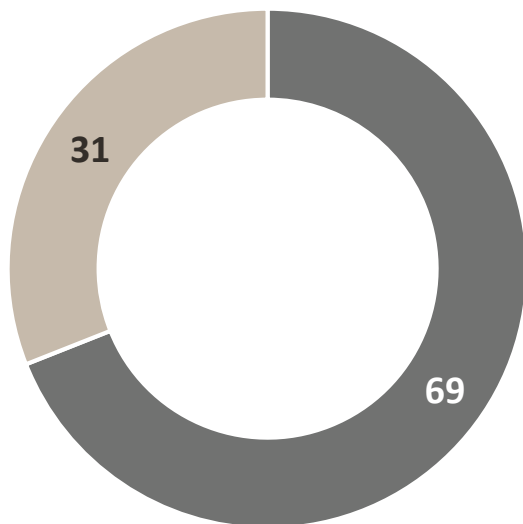
■ OTHER TENANTS ■ TOP 10 TENANTS

TENANT EXPOSURE – TOP TEN TENANTS (%)



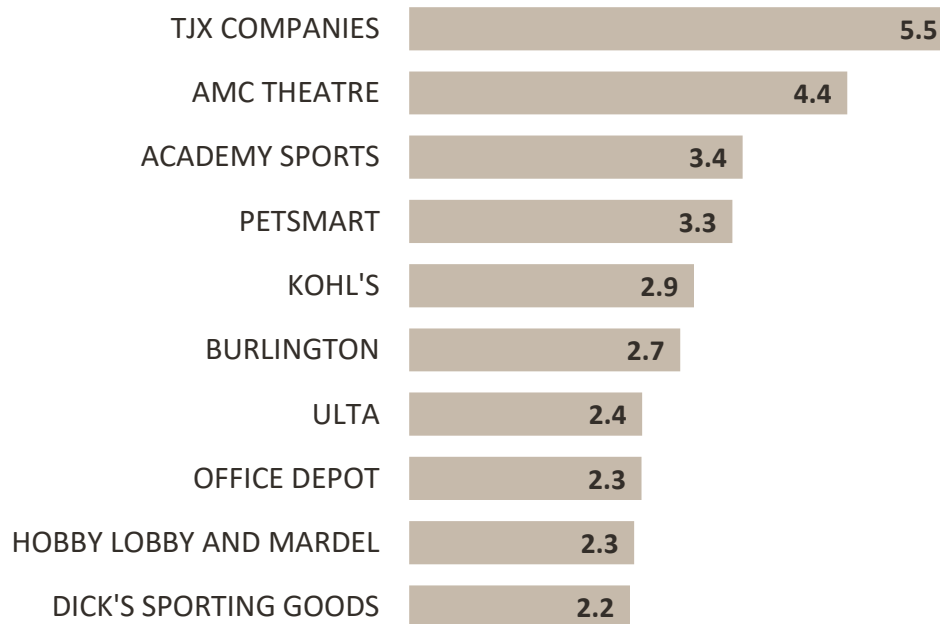
US Tenant exposure by rental (USD)

TOP 10 TENANTS OF THE TOTAL PORTFOLIO (%)





■ OTHER TENANTS ■ TOP 10 TENANTS




TENANT EXPOSURE – TOP TEN TENANTS (%)



10 Major lease expiries by rental: FY20

| PROPERTY | TENANT | LEASE END | GLA (SF) | | STATUS |
|-------------------------|------------------------|-----------|----------------|---|--------------------|
| Moore Plaza | Office Depot | Jun 20 | 26 520 |  | Renewed – 10 years |
| Moore Plaza | Mattress Firm | Jun 20 | 9 276 |  | Expecting to renew |
| Belden Park Crossings | Arhaus | Dec 19 | 15 000 |  | Renewed – 1 year |
| Belden Park Crossings | Cost Plus World Market | Jan 20 | 18 000 |  | Renewed – 5 years |
| 32 East | Michaels | Feb 20 | 23 957 |  | Renewed – 5 years |
| Moore Plaza | Stein Mart | Mar 20 | 28 157 |  | Renewed – 5 years |
| Stony Creek Marketplace | Pier One | Jun 20 | 9 381 |  | Expecting to renew |
| Stony Creek Marketplace | Shoe Carnival | Jan 20 | 10 000 |  | Renewed – 5 years |
| San Antonio Crossing | Half Price Books | Nov 19 | 8 000 |  | Renewed – 5 years |
| Truman's Marketplace | 54th Street Grill | Apr 20 | 4 954 |  | Vacating |
| | | | 153 245 | (94.8% expected to retain) | |

10 Major lease expiries by rental: FY21

| PROPERTY | TENANT | LEASE END | GLA (SF) | | STATUS |
|-------------------------|-----------------------|-----------|----------------|---|---|
| Belden Park Crossings | Kohl's | Jan 21 | 99 776 |  | Expecting to renew |
| Belden Park Crossings | Dick's Sporting Goods | Oct 20 | 65 120 |  | Expecting to vacate |
| Stony Creek Marketplace | Best Buy | Jan 21 | 31 004 |  | Expecting to renew |
| Belden Park Crossings | Value City Furniture | Jan 21 | 50 000 |  | Expecting to renew |
| Moore Plaza | Marshalls | May 21 | 32 228 |  | Early Renewed – 5 years |
| Stony Creek Marketplace | PetSmart | Jan 21 | 20 122 |  | Expecting to vacate – LOI for replacement tenant received |
| Stony Creek Marketplace | Barnes & Noble | Jan 21 | 21 980 |  | Expecting to renew |
| Belden Park Crossings | Arhaus | Dec 20 | 15 000 |  | Expecting to vacate – not confirmed |
| Belden Park Crossings | David's Bridal | Oct 20 | 11 025 |  | Expecting to renew |
| Moore Plaza | Eyemart Express | Apr 21 | 5 600 |  | Expecting to renew |
| | | | 351 855 | (66.6% expected to retain) | |

Disposals

| PROPERTY | LOCATION | SECTOR | GLA (m ²) | BOOK VALUE (Rm) | SALE PRICE (Rm) | EXIT YIELD (%) | EFFECTIVE DATE |
|--------------------|----------|--------|--------------------------|--------------------|--------------------|-------------------|-------------------|
| 1059 Francis Baard | Pretoria | Office | 5 993 | 66 | 64 | ±13.0 | 20 Dec 19 |
| Total | | | 5 993 | 66 | 64 | ±13.0 | |

GOZ disposals

- › 12.9m units disposed between Jul 19 and Dec 19 at average of AUD4.33/share
- › Ave cost AUD1.97
- › Balance of 5.8m shares held at 31 Dec 19

Forward-looking statements

This results presentation contains certain forward-looking statements relating to the financial performance and position of the Group. All forward-looking statements are solely based on the views and considerations of the directors. While these forward-looking statements represent the directors' judgments and future expectations, a number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from their expectations. Factors that could cause actual results to differ materially from those in forward looking statements include, but are not limited to, global and local market and economic conditions, industry factors as well as regulatory factors.

Emira is not under any obligation to (and expressly disclaims any such obligation to) update or alter its forward-looking statements, whether as a result of new information, future events or otherwise.

This forward-looking information has not been reviewed or reported on by the external auditors.