

Charter Hall 

CELEBRATES

10 Years

AS A PUBLICLY LISTED

A-REIT

THANK YOU TO OUR INVESTORS, TENANTS AND PEOPLE
TOGETHER WE'VE COME A LONG WAY

Agenda

- 1 Historical performance
 - 2 Milestones and portfolio evolution
 - 3 Market penetration and bench strength
 - 4 Board & Executive Leadership Group
-



David Harrison
Joint Managing Director



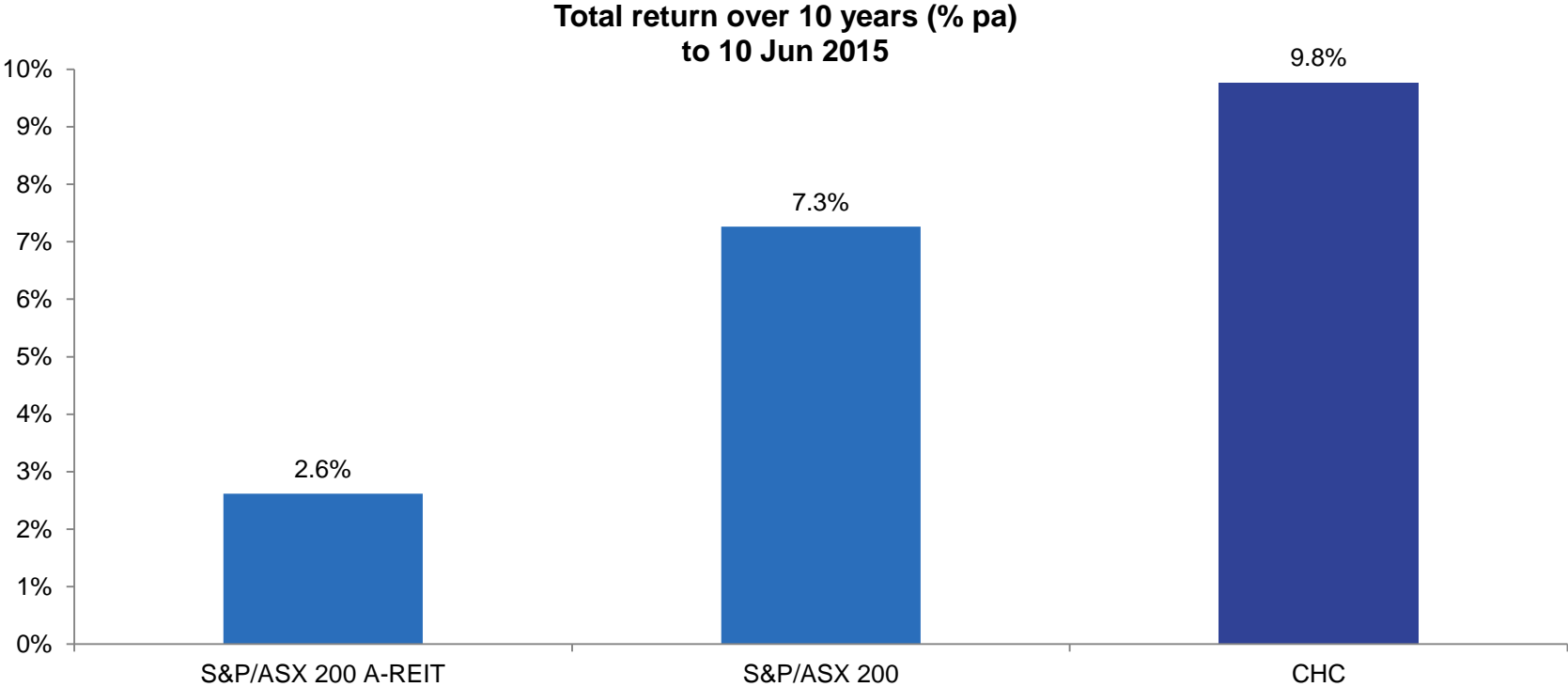
David Southon
Joint Managing Director

Historical performance



Ten years of outperformance

- Total return of 9.8% pa since listing on the ASX in June 2005
- Outperformed the S&P/ASX 200 A-REIT index by 7.1% pa
- Outperformed the S&P/ASX 200 in 7 out of the past 10 years



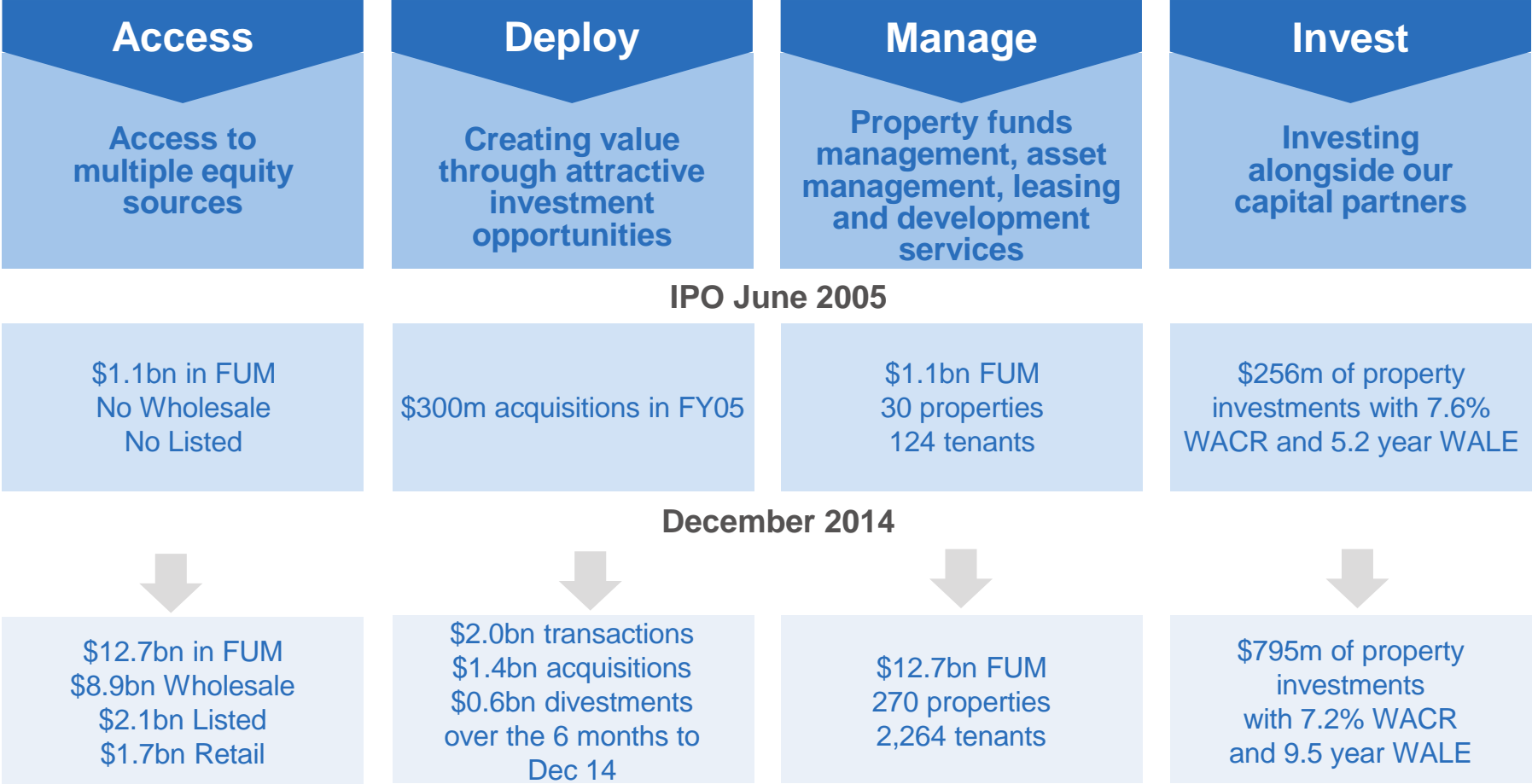
1. Source: S&P/ASX
2. Note: Returns are calculated using the S&P/ASX Australian Indices Methodology. Past performance is not indicative of future results.

Milestones and portfolio evolution



Then and now

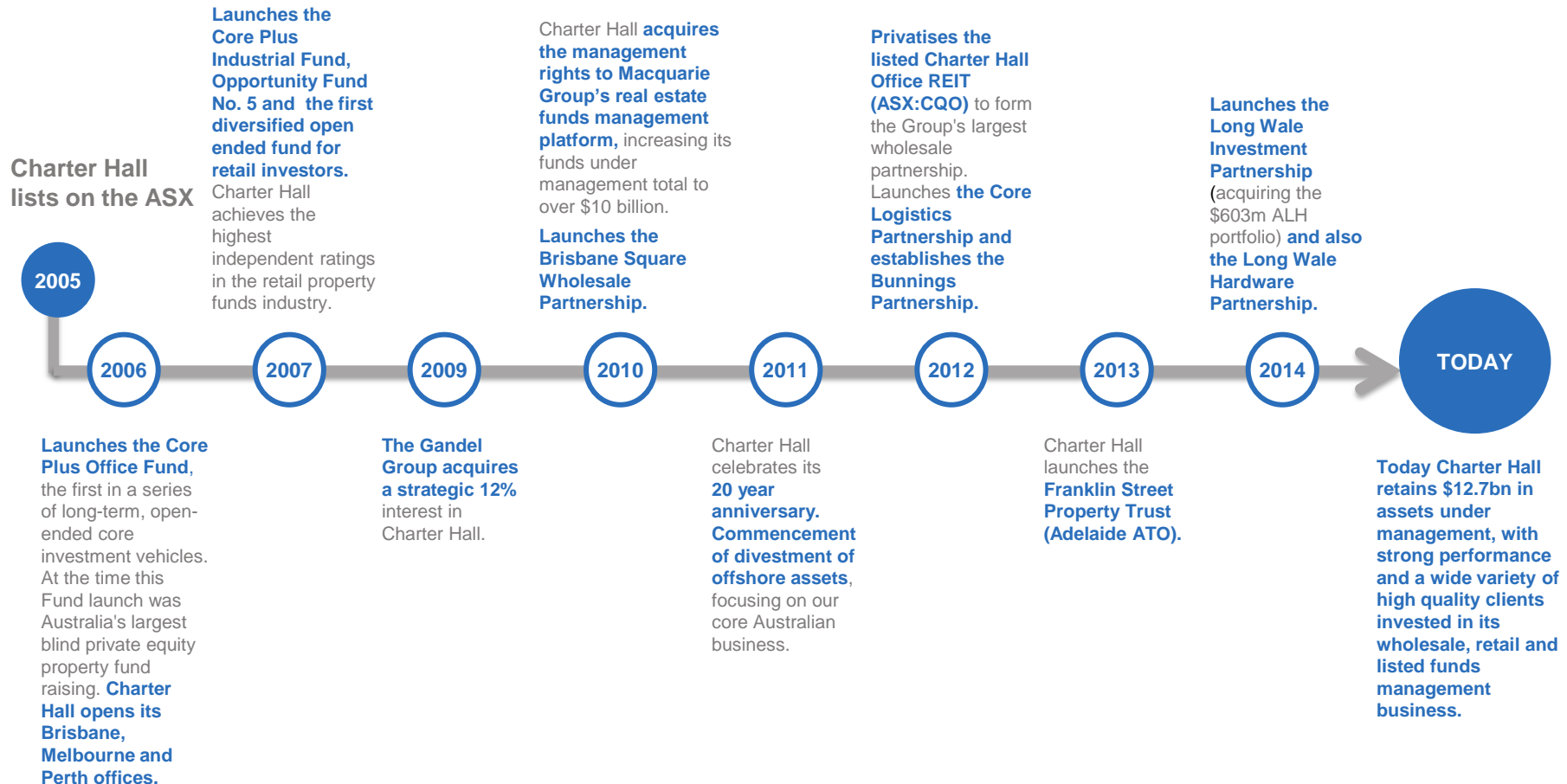
Since listing in 2005...



1. WALE is the Weighted Average Lease Expiry for the portfolio which is measured by all tenants remaining leases in years, weighted by each tenant's gross income as a proportion of the total potential gross income for the portfolio (including vacant space at market rates)

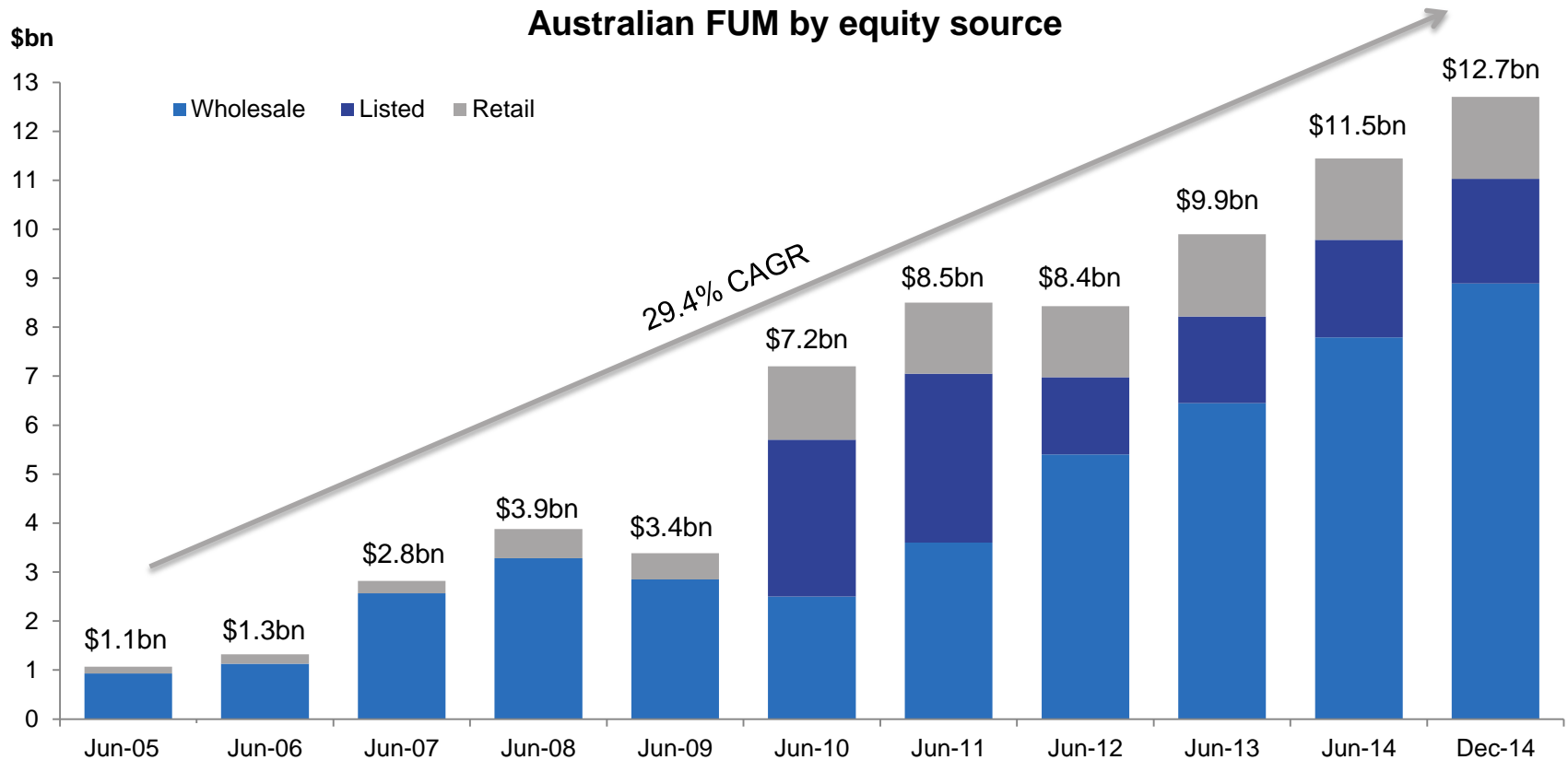
A reputation for creating value

Since listing in 2005 Charter Hall has been a leader in developing institutional investment grade products



Consistent growth in FUM

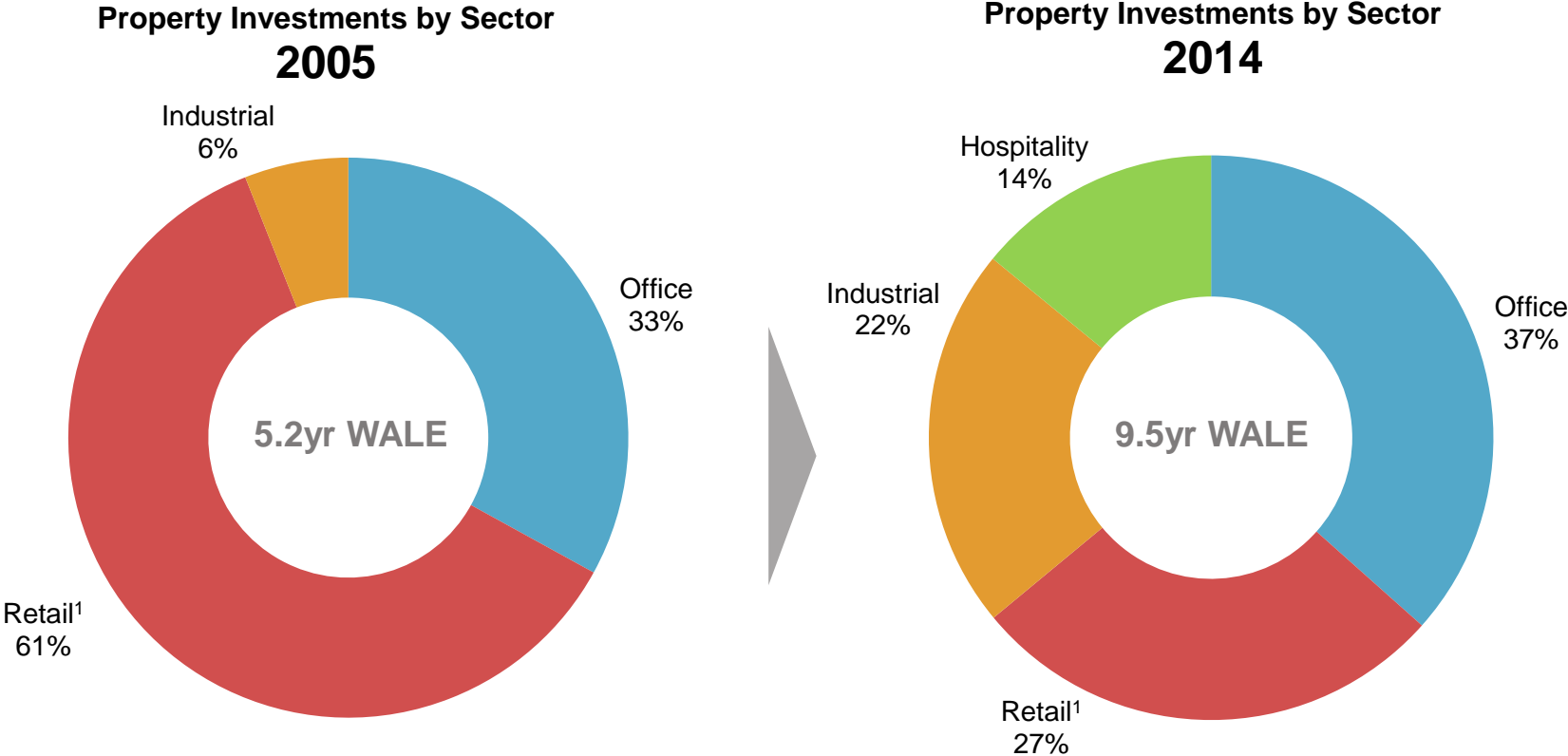
- 29.4% CAGR in domestic FUM since June 2005



A portfolio built on quality

Property investments construction

- In line with our strategy Charter Hall Group has continued to focus reweighting its Property Investments towards a more diversified portfolio with focus on long WALE investment



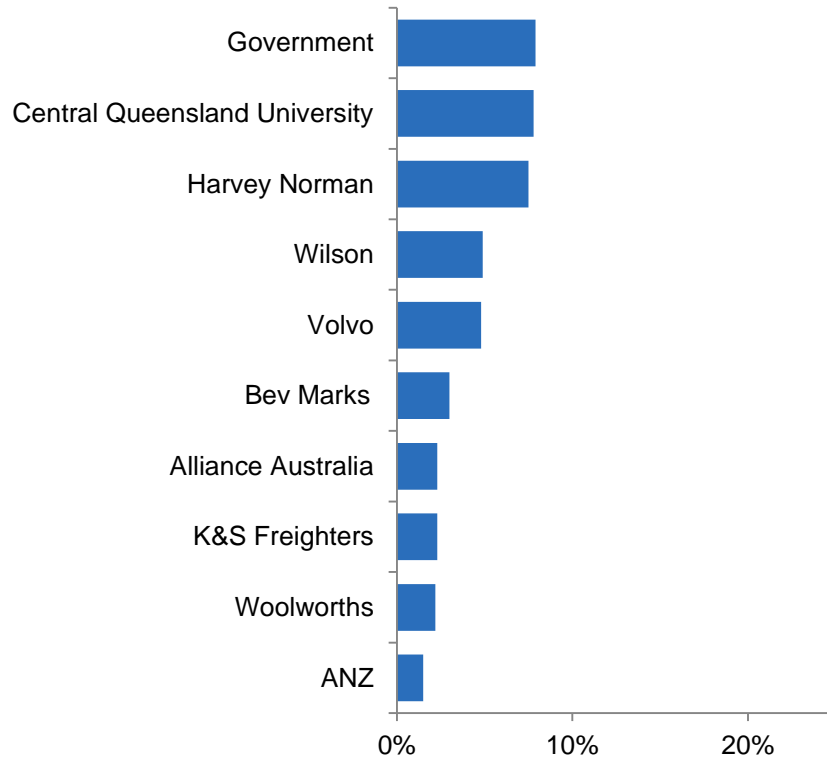
1. In 2005 the retail allocation was dominated by bulky goods (non-hardware) centres whilst at December 2014 the retail allocation was dominated by neighbourhood, sub-regional and long WALE hardware assets.

Strength in numbers

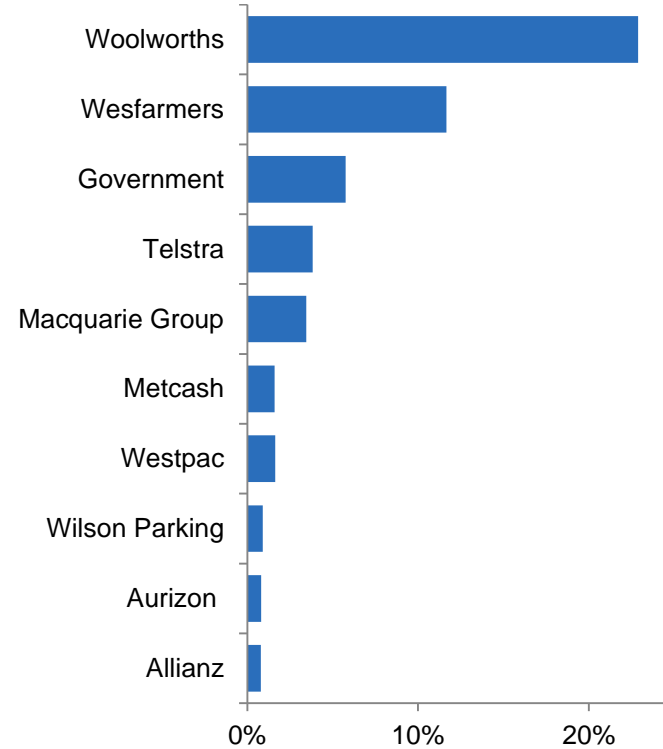
Property investments top tenants

- Retained focus on quality of tenant covenants
- Today 70% of our top 10 tenants are listed on the S&P/ASX 200

Top 10 Tenants by income 2005¹
WALE 5.2 Years



Top 10 Tenants by income Dec 2014¹
WALE 9.5 Years



1. Top tenant classification: Top tenant classifications refer to companies and their subsidiaries or related companies. Government tenant classification refers to all Government and Government related tenants

Market penetration and bench strength



We're A Truly National Business

366 dedicated people managing over 270 property assets for our clients

Offices located in Sydney, Melbourne, Brisbane, Perth and Adelaide, plus multiple regional locations

Office, Retail and Industrial expertise

In-depth local intelligence assists investment and asset management process



An integrated model including fund, asset and property management

National approach to tenant relationship management

1. Current as at 31 Dec 2014

Charter Hall Board & Executive Leadership Group

4

Delivering strong leadership - Charter Hall Group Board



David Clarke
Chairman



Anne Brennan
Non Executive Director



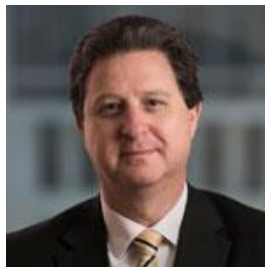
David Deverall
Non Executive Director



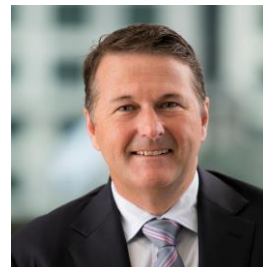
Phil Garling
Non Executive Director



Colin McGowan
Non Executive Director



Peter Kahan
Non Executive
Non Independent Director



David Harrison
Executive Director and
Joint Managing Director



David Southon
Executive Director and
Joint Managing Director

Executive Leadership Group - Underpins our future success



Cedric Fuchs
Co-Founder



Paul Altschwager
Chief Financial Officer



Richard Stacker
Head of Charter Hall
Direct Property



Adrian Taylor
Head of Wholesale
Investment Management



Greg Chubb
Head of Retail
Property Services



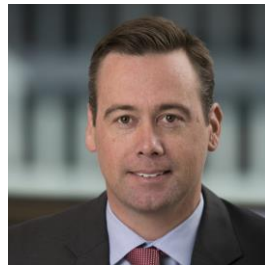
Scott Dundas
Fund Manager
Charter Hall Retail REIT



Natalie Devlin
Head of People, Brand
and Community



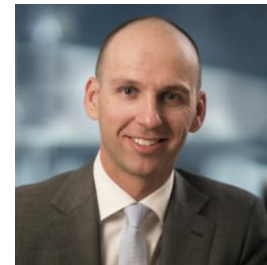
Tracey Jordan
Group General Counsel
and Company Secretary



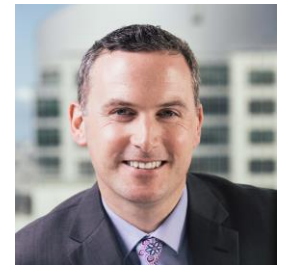
Nick Kelly
Head of Investor
Relations



Avi Anger
Head of Transactions



Chris Chapple
Head of Office and
Industrial Property
Services



Aidan Coleman
Chief Technology
Officer

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