VUKILE PROPERTY FUND

REAL ESTATE. REAL GROWTH.

# UNAUDITED CONDENSED CONSOLIDATED INTERIM RESULTS FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2021

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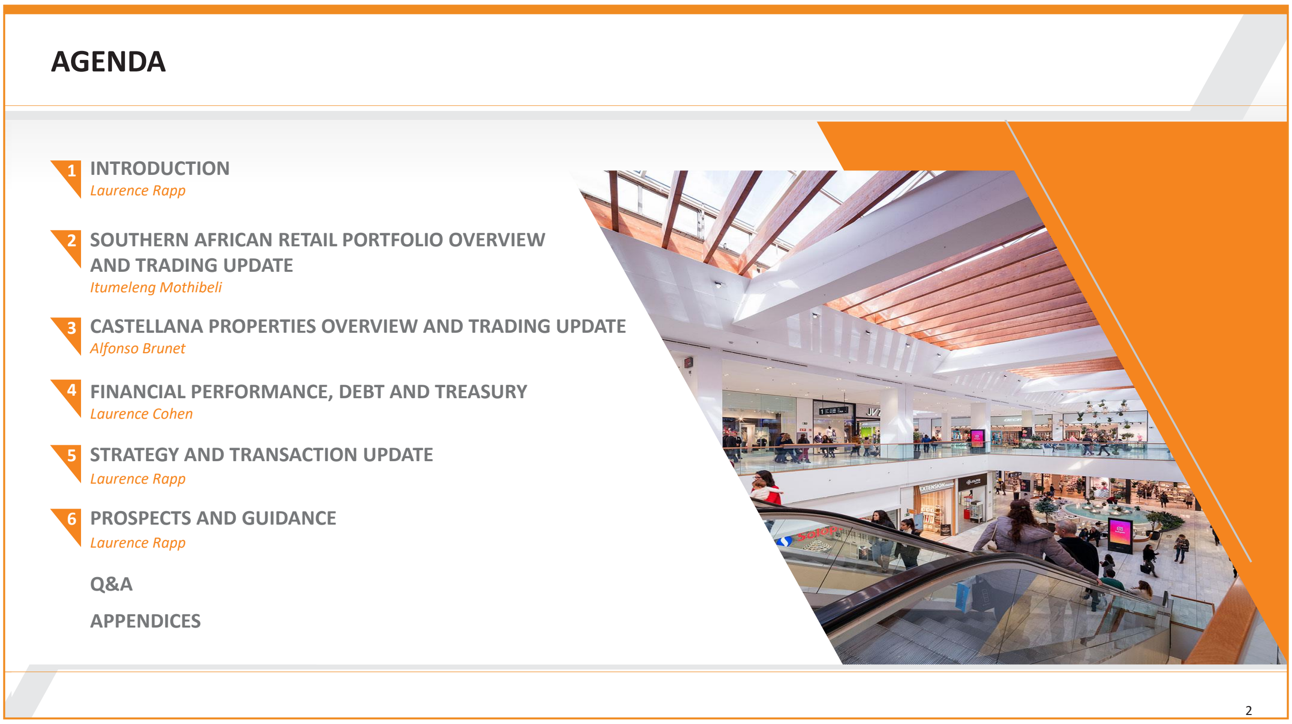
REAL ESTATE. REAL GROWTH.

# INTERIM FINANCIAL RESULTS

SIX MONTHS ENDED 30 SEPTEMBER 2021

H1 FY22

(Some photographs used in this presentation may have been taken prior to the COVID-19 pandemic and resultant health and safety requirements)



## AGENDA

1. INTRODUCTION
   *Laurence Rapp*
2. SOUTHERN 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. STRATEGY AND TRANSACTION UPDATE
   *Laurence Rapp*
6. PROSPECTS AND GUIDANCE
   *Laurence Rapp*

Q&A

APPENDICES

## NOTES:

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# INTRODUCTION

Laurence Rapp

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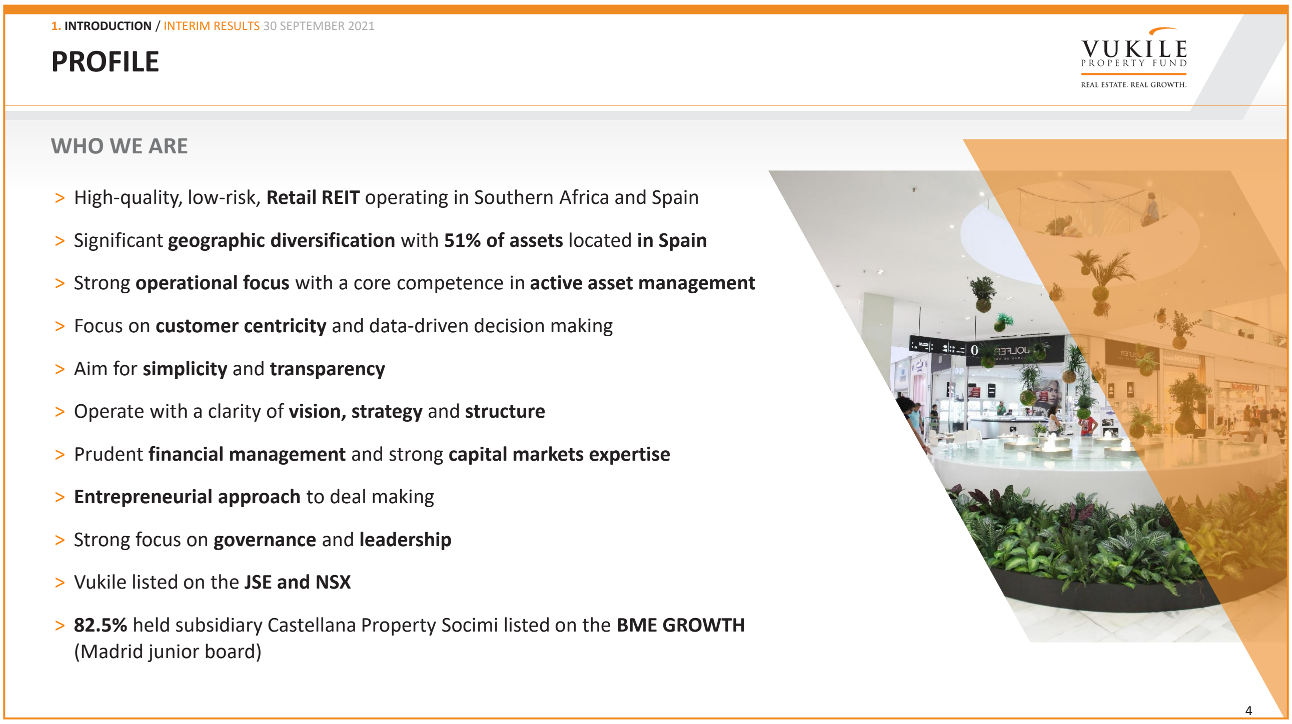

1. INTRODUCTION / INTERIM RESULTS 30 SEPTEMBER 2021

## PROFILE

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### WHO WE ARE

- High-quality, low-risk, **Retail REIT** operating in Southern Africa and Spain
- Significant **geographic diversification** with **51% 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
- Aim for **simplicity** and **transparency**
- 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**
- **82.5%** held subsidiary Castellana Property Socimi listed on the **BME GROWTH** (Madrid junior board)

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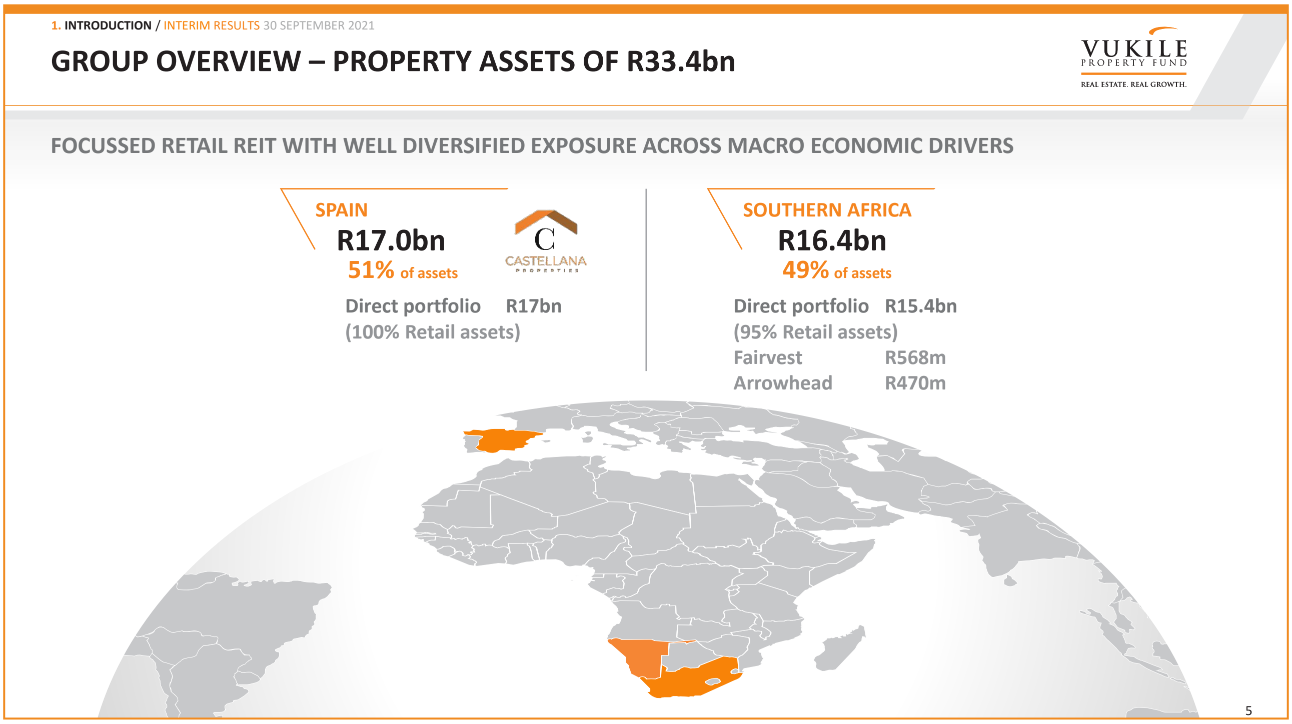
## NOTES:



1. INTRODUCTION / INTERIM RESULTS 30 SEPTEMBER 2021

## GROUP OVERVIEW – PROPERTY ASSETS OF R33.4bn

### FOCUSSED RETAIL REIT WITH WELL DIVERSIFIED EXPOSURE ACROSS MACRO ECONOMIC DRIVERS

**SPAIN**

**R17.0bn**

**51%** of assets

| | |
|---|---|
| Direct portfolio<br>(100% Retail assets) | R17bn |

**SOUTHERN AFRICA**

**R16.4bn**

**49%** of assets

| | |
|---|---|
| Direct portfolio<br>(95% Retail assets) | R15.4bn |
| Fairvest | R568m |
| Arrowhead | R470m |

1. INTRODUCTION / INTERIM RESULTS 30 SEPTEMBER 2021

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

**SOUTHERN AFRICA BUSINESS NOW TRADING AHEAD OF PRE-COVID LEVELS**

- Normalised like-for-like NOI growth of 3.7%
- Like-for-like trading density growth up by 4.3%
- Rent collection rate improved to 99%
- Strong letting activity with retail vacancies contained at 3.2%
- Retention rate improved to 94%
- 5 of 6 malls damaged in the July unrest fully operational

**RAPID RECOVERY OF SPANISH PORTFOLIO**

- Positive reversions at 1.35%
- Vacancies contained at 2.9%
- Rent collection rate 95%
- Portfolio WALE of 13.4 years
- Retail sales ahead of 2019 levels in September 2021
- Footfall increased to 96.4% of 2019 levels in September 2021
- Completed redevelopment projects with 94% of GLA let

**STRONG BALANCE SHEET WITH WELL DIVERSIFIED FUNDING BASE**

- Interest cover ratio (ICR) of 4.4 times
- LTV maintained at 42.8%
- 97% of debt expiring in FY22 has been repaid or extended
- Undrawn debt facilities increased to R2.7bn
- Repaid/converted €137.6 million (R2.4 billion) of Vukile EUR debt into ZAR facilities

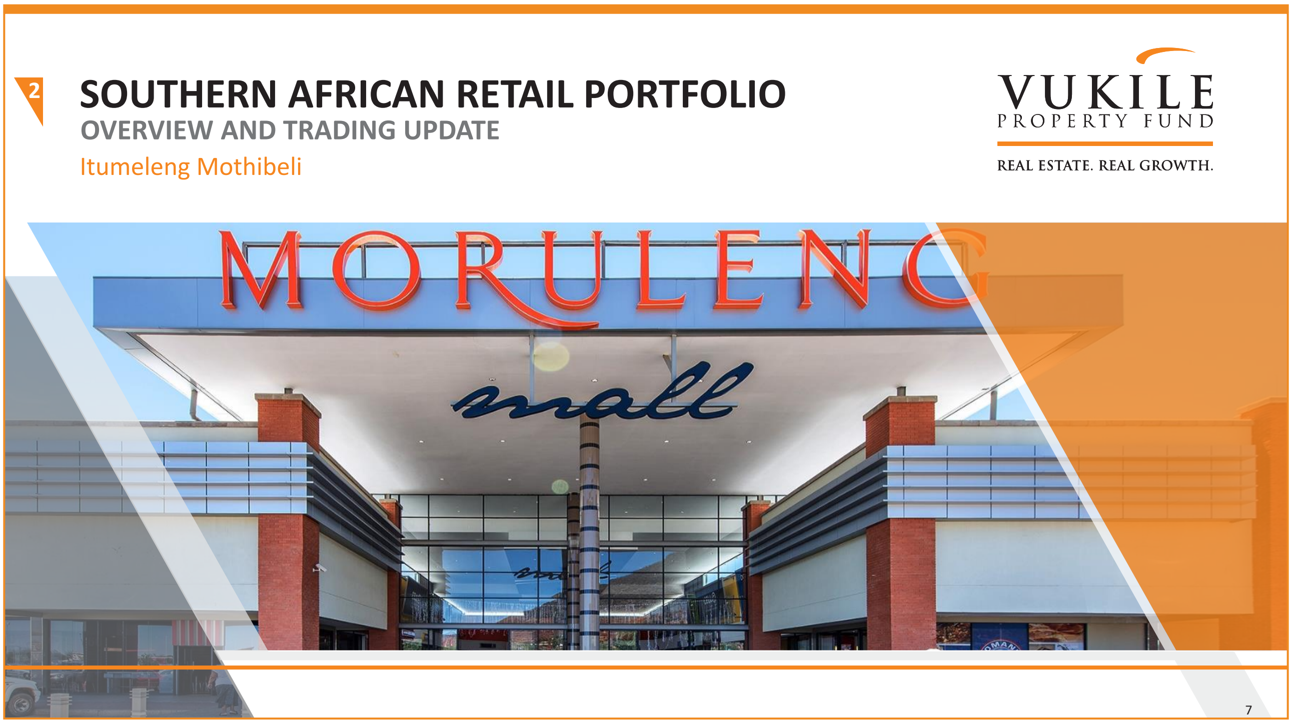
**FURTHER SIMPLIFIED BUSINESS MODEL**

- Sale of non-core assets of R522 million in SA and €26,5 million in Spain
- Sale of 64% of Namibian portfolio anticipated in early 2022 expected to generate c. R700m cash inflow
- Supportive of Fairvest/Arrowhead merger

**RETURN TO PAYMENT OF INTERIM DIVIDENDS**

- Cash dividend of 40.56 cents per share to be paid in December 2021

## NOTES:



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## SOUTHERN AFRICAN RETAIL PORTFOLIO

OVERVIEW AND TRADING UPDATE

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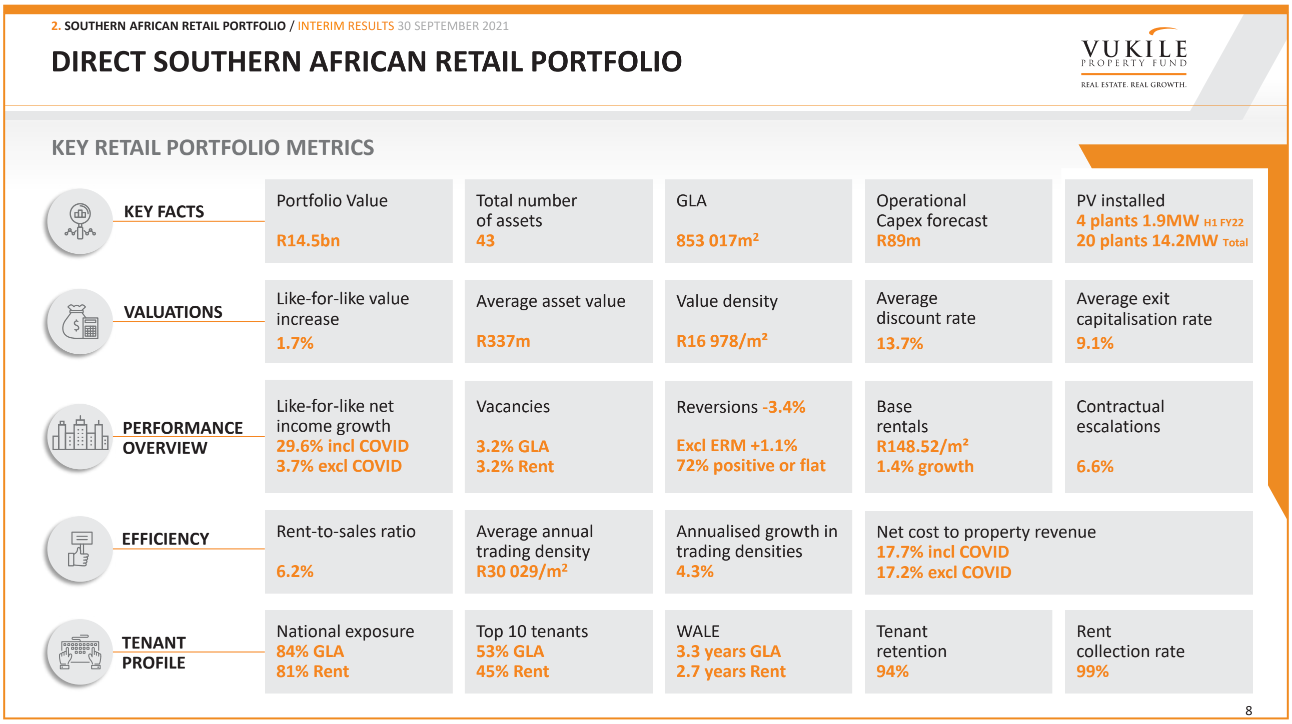

2. SOUTHERN AFRICAN RETAIL PORTFOLIO / INTERIM RESULTS 30 SEPTEMBER 2021

## DIRECT SOUTHERN AFRICAN RETAIL PORTFOLIO

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### KEY RETAIL PORTFOLIO METRICS

| | | | | | |
|---|---|---|---|---|---|
| **KEY FACTS** | Portfolio Value<br>R14.5bn | Total number of assets<br>43 | GLA<br>853 017m² | Operational Capex forecast<br>R89m | PV installed<br>4 plants 1.9MW H1 FY22<br>20 plants 14.2MW Total |
| **VALUATIONS** | Like-for-like value increase<br>1.7% | Average asset value<br>R337m | Value density<br>R16 978/m² | Average discount rate<br>13.7% | Average exit capitalisation rate<br>9.1% |
| **PERFORMANCE OVERVIEW** | Like-for-like net income growth<br>29.6% incl COVID<br>3.7% excl COVID | Vacancies<br>3.2% GLA<br>3.2% Rent | Reversions -3.4%<br>Excl ERM +1.1%<br>72% positive or flat | Base rentals<br>R148.52/m²<br>1.4% growth | Contractual escalations<br>6.6% |
| **EFFICIENCY** | Rent-to-sales ratio<br>6.2% | Average annual trading density<br>R30 029/m² | Annualised growth in trading densities<br>4.3% | Net cost to property revenue<br>17.7% incl COVID<br>17.2% excl COVID | |
| **TENANT PROFILE** | National exposure<br>84% GLA<br>81% Rent | Top 10 tenants<br>53% GLA<br>45% Rent | WALE<br>3.3 years GLA<br>2.7 years Rent | Tenant retention<br>94% | Rent collection rate<br>99% |

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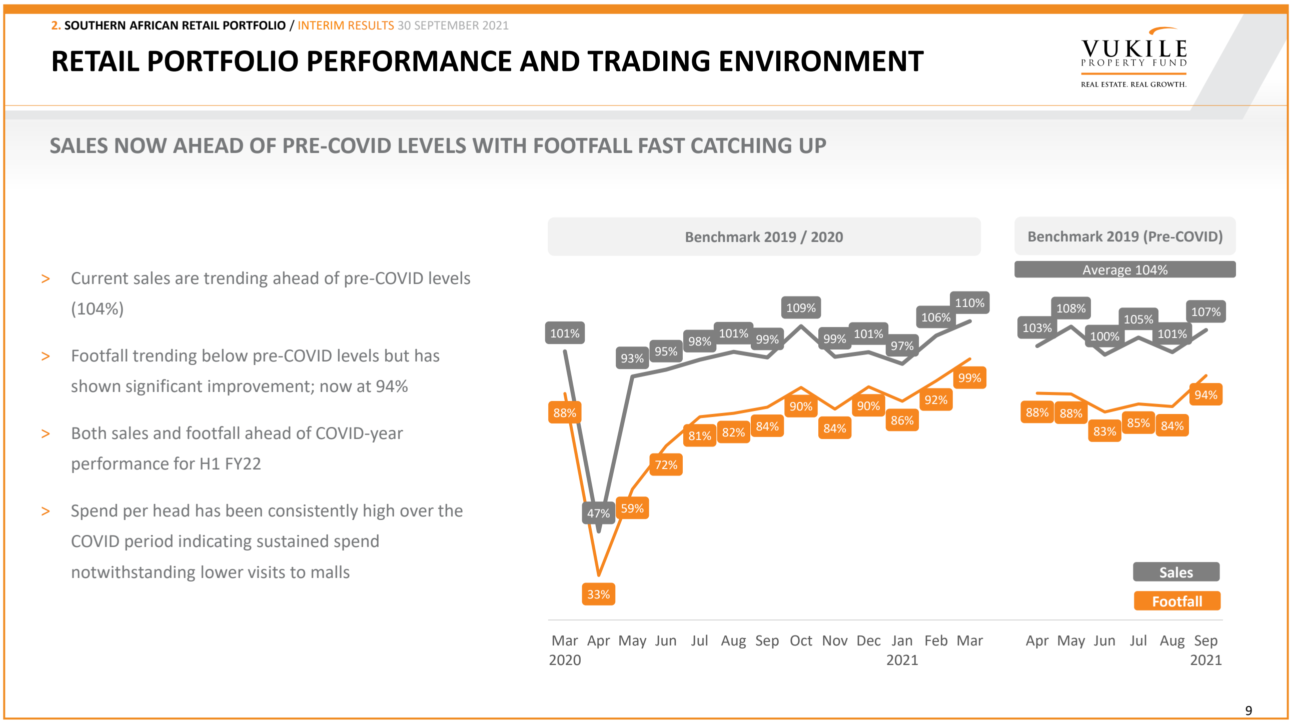
## NOTES:

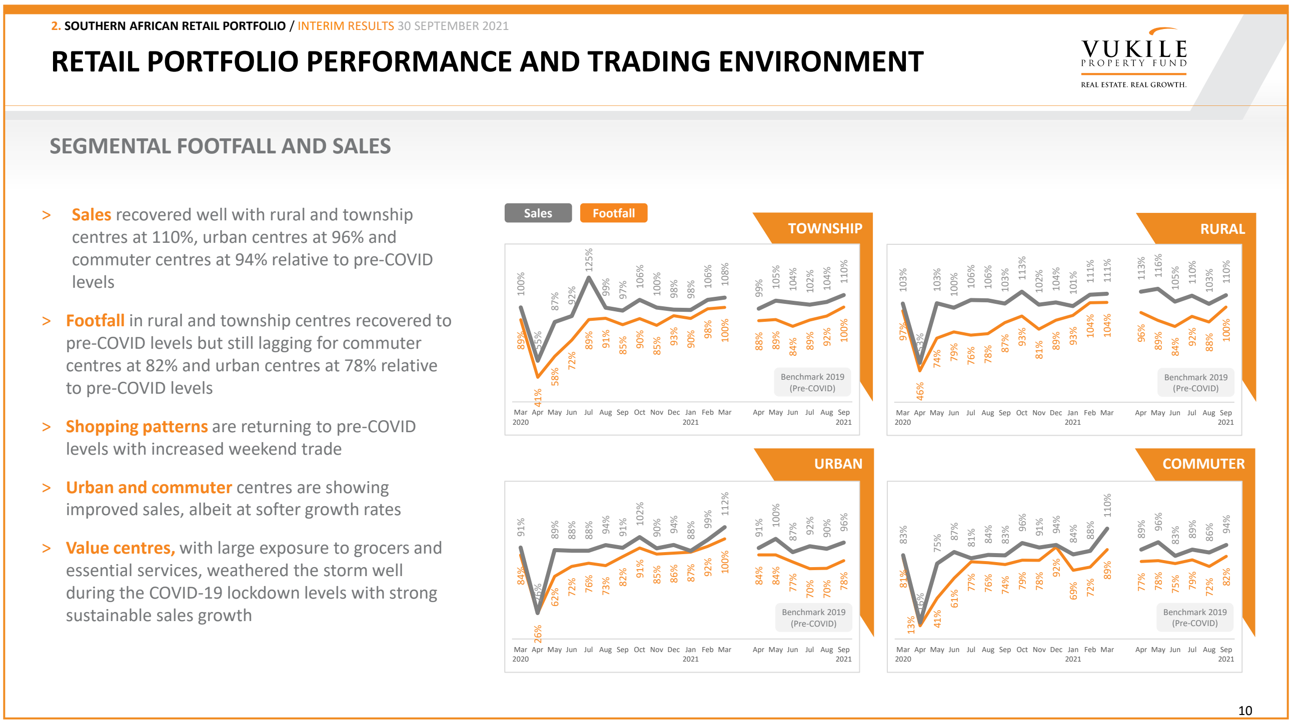


2. SOUTHERN AFRICAN RETAIL PORTFOLIO / INTERIM RESULTS 30 SEPTEMBER 2021

## RETAIL PORTFOLIO PERFORMANCE AND TRADING ENVIRONMENT

### SALES NOW AHEAD OF PRE-COVID LEVELS WITH FOOTFALL FAST CATCHING UP

- Current sales are trending ahead of pre-COVID levels (104%)
- Footfall trending below pre-COVID levels but has shown significant improvement; now at 94%
- Both sales and footfall ahead of COVID-year performance for H1 FY22
- Spend per head has been consistently high over the COVID period indicating sustained spend notwithstanding lower visits to malls



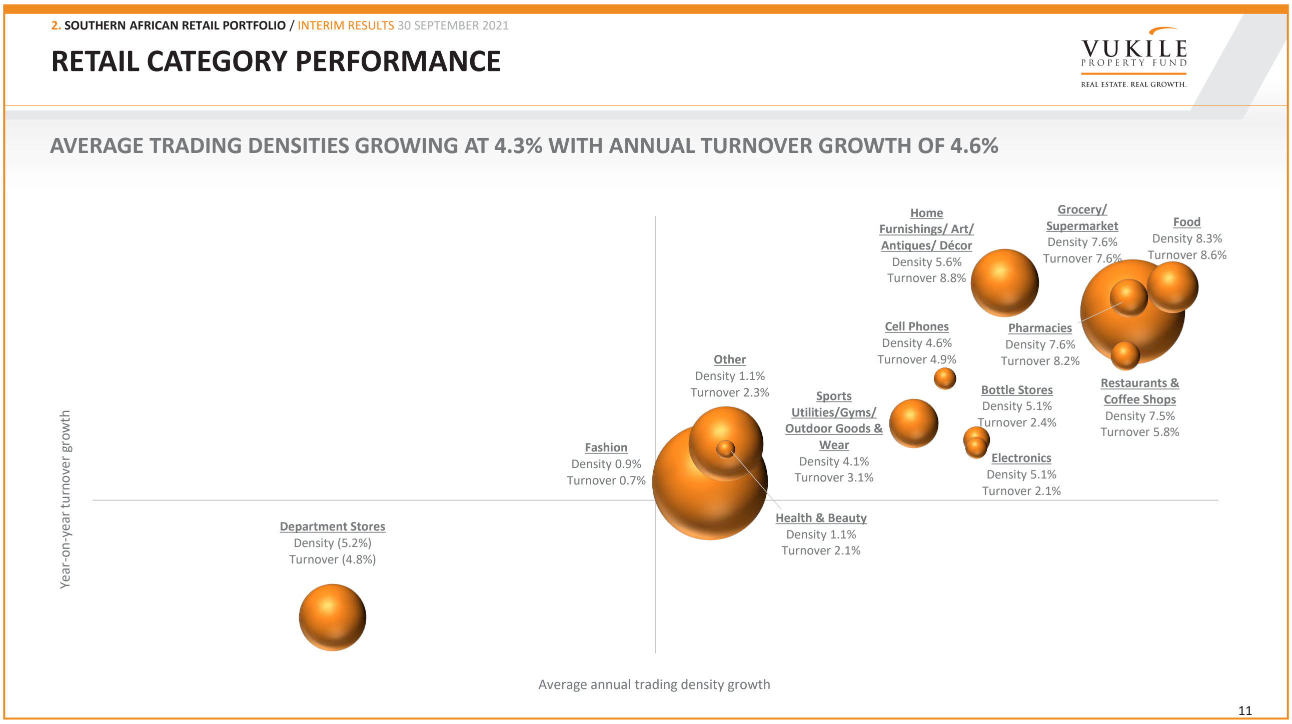
2. SOUTHERN AFRICAN RETAIL PORTFOLIO / INTERIM RESULTS 30 SEPTEMBER 2021

## RETAIL PORTFOLIO PERFORMANCE AND TRADING ENVIRONMENT

### SEGMENTAL FOOTFALL AND SALES

- **Sales** recovered well with rural and township centres at 110%, urban centres at 96% and commuter centres at 94% relative to pre-COVID levels
- **Footfall** in rural and township centres recovered to pre-COVID levels but still lagging for commuter centres at 82% and urban centres at 78% relative to pre-COVID levels
- **Shopping patterns** are returning to pre-COVID levels with increased weekend trade
- **Urban and commuter** centres are showing improved sales, albeit at softer growth rates
- **Value centres,** with large exposure to grocers and essential services, weathered the storm well during the COVID-19 lockdown levels with strong sustainable sales growth

# NOTES:



2. SOUTHERN AFRICAN RETAIL PORTFOLIO / INTERIM RESULTS 30 SEPTEMBER 2021

## RETAIL CATEGORY PERFORMANCE

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### AVERAGE TRADING DENSITIES GROWING AT 4.3% WITH ANNUAL TURNOVER GROWTH OF 4.6%

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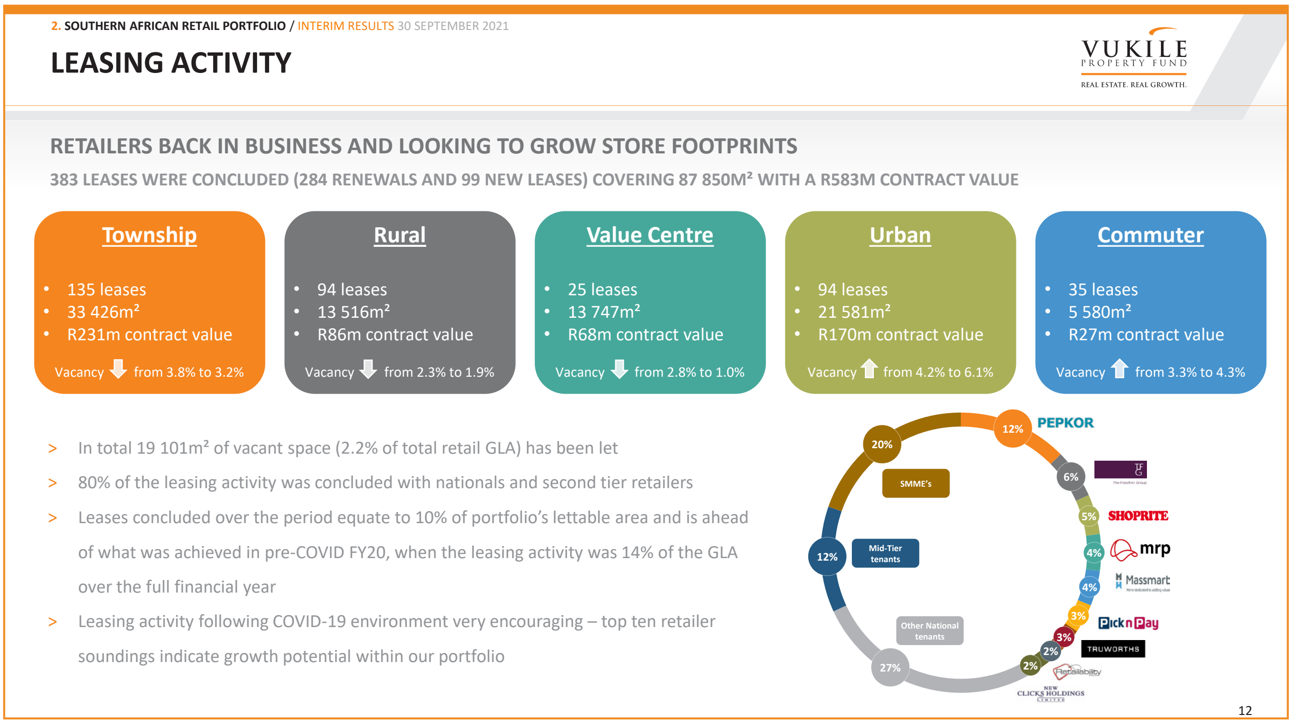

2. SOUTHERN AFRICAN RETAIL PORTFOLIO / INTERIM RESULTS 30 SEPTEMBER 2021

## LEASING ACTIVITY

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### RETAILERS BACK IN BUSINESS AND LOOKING TO GROW STORE FOOTPRINTS

383 LEASES WERE CONCLUDED (284 RENEWALS AND 99 NEW LEASES) COVERING 87 850M² WITH A R583M CONTRACT VALUE

**Township**
- 135 leases
- 33 426m²
- R231m contract value

Vacancy ⇩ from 3.8% to 3.2%

**Rural**
- 94 leases
- 13 516m²
- R86m contract value

Vacancy ⇩ from 2.3% to 1.9%

**Value Centre**
- 25 leases
- 13 747m²
- R68m contract value

Vacancy ⇩ from 2.8% to 1.0%

**Urban**
- 94 leases
- 21 581m²
- R170m contract value

Vacancy ⇧ from 4.2% to 6.1%

**Commuter**
- 35 leases
- 5 580m²
- R27m contract value

Vacancy ⇧ from 3.3% to 4.3%

> In total 19 101m² of vacant space (2.2% of total retail GLA) has been let

> 80% of the leasing activity was concluded with nationals and second tier retailers

> Leases concluded over the period equate to 10% of portfolio's lettable area and is ahead of what was achieved in pre-COVID FY20, when the leasing activity was 14% of the GLA over the full financial year

> Leasing activity following COVID-19 environment very encouraging – top ten retailer soundings indicate growth potential within our portfolio

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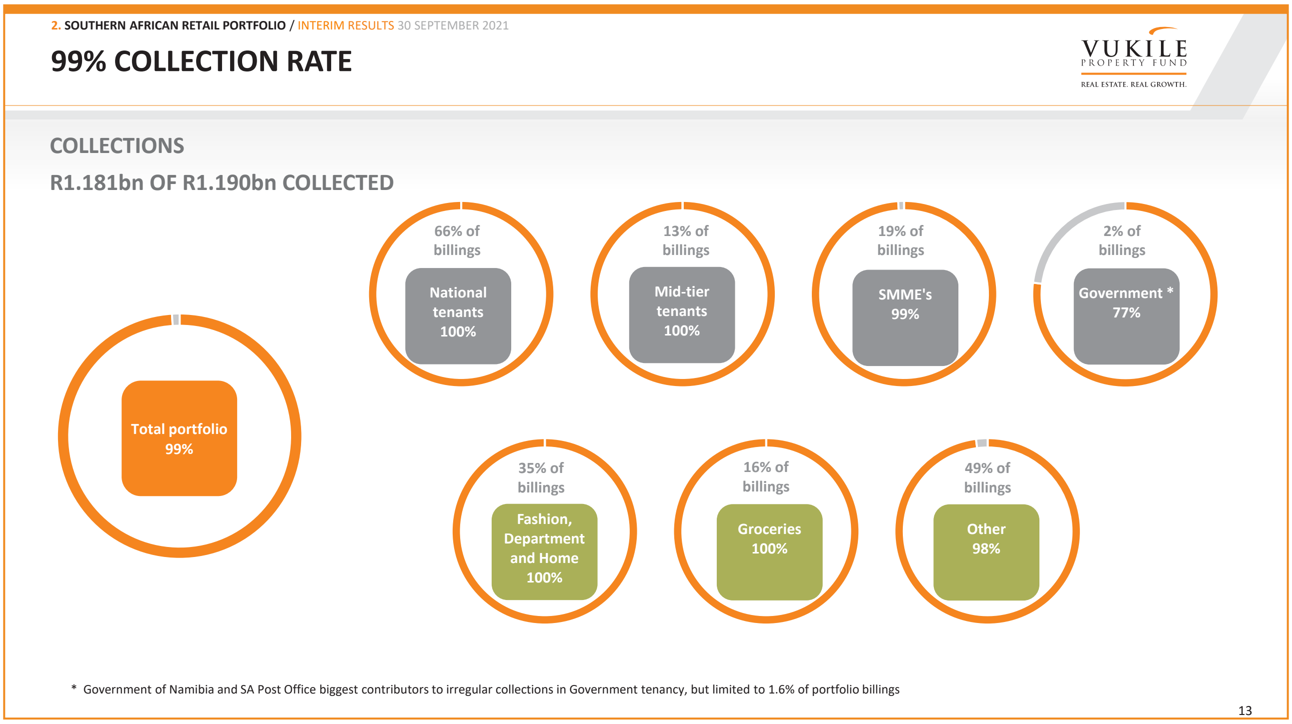
## NOTES:



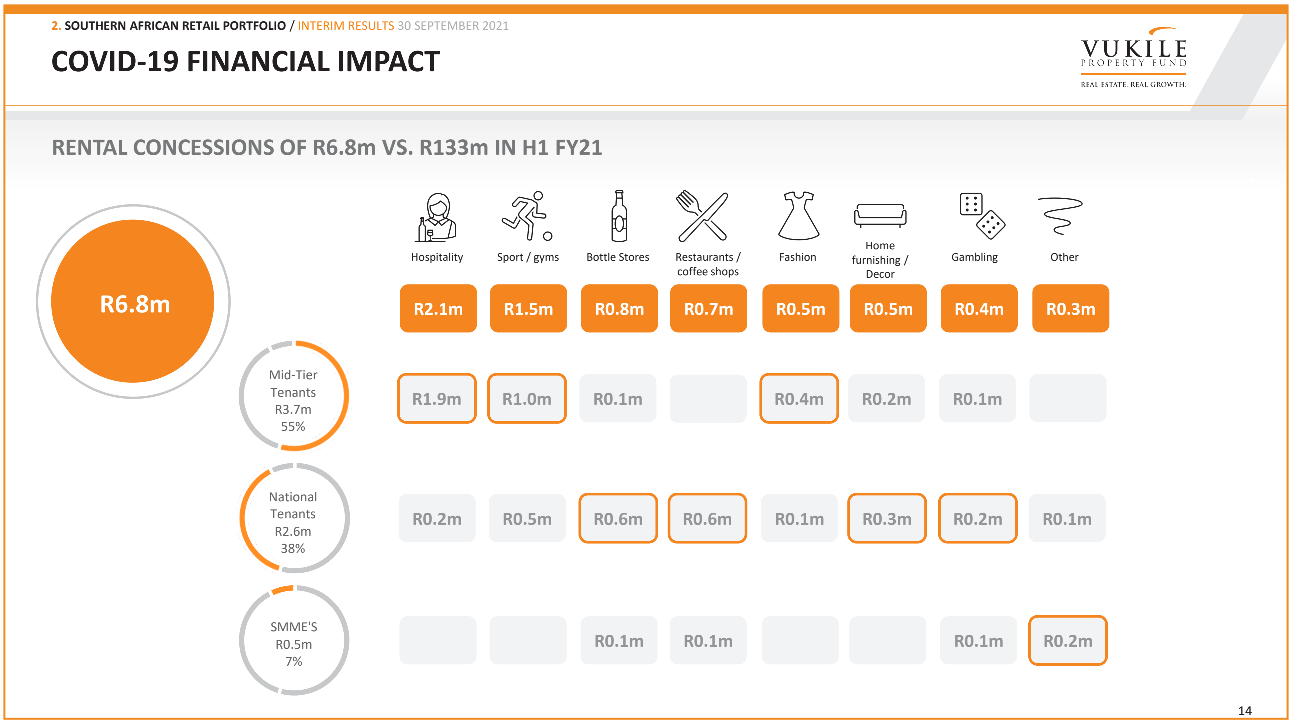
**2. SOUTHERN AFRICAN RETAIL PORTFOLIO** / INTERIM RESULTS 30 SEPTEMBER 2021

## 99% COLLECTION RATE

### COLLECTIONS

### R1.181bn OF R1.190bn COLLECTED

* Government of Namibia and SA Post Office biggest contributors to irregular collections in Government tenancy, but limited to 1.6% of portfolio billings



**2. SOUTHERN AFRICAN RETAIL PORTFOLIO** / INTERIM RESULTS 30 SEPTEMBER 2021

## COVID-19 FINANCIAL IMPACT

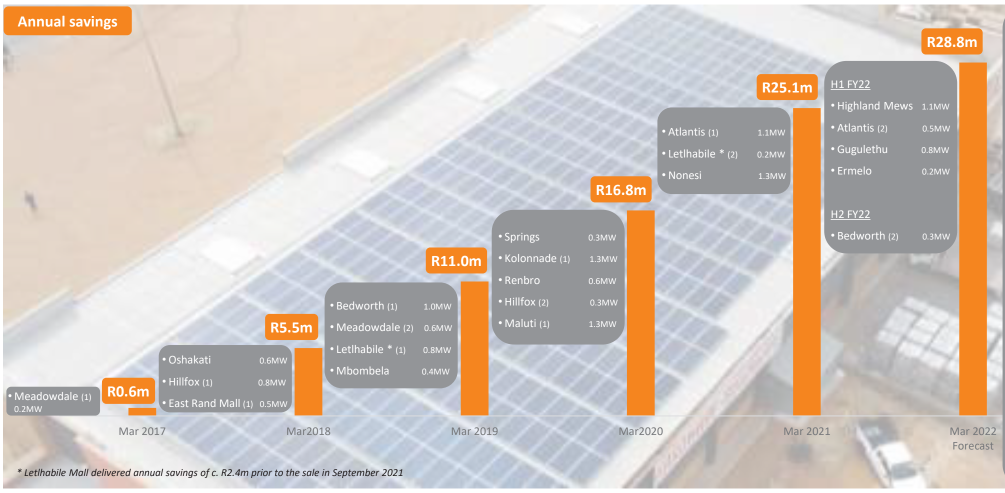
### RENTAL CONCESSIONS OF R6.8m VS. R133m IN H1 FY21

| | Hospitality | Sport / gyms | Bottle Stores | Restaurants / coffee shops | Fashion | Home furnishing / Decor | Gambling | Other |
|---|---|---|---|---|---|---|---|---|
| R6.8m | R2.1m | R1.5m | R0.8m | R0.7m | R0.5m | R0.5m | R0.4m | R0.3m |
| Mid-Tier Tenants R3.7m 55% | R1.9m | R1.0m | R0.1m | | R0.4m | R0.2m | R0.1m | |
| National Tenants R2.6m 38% | R0.2m | R0.5m | R0.6m | R0.6m | R0.1m | R0.3m | R0.2m | R0.1m |
| SMME'S R0.5m 7% | | | R0.1m | R0.1m | | | R0.1m | R0.2m |

## NOTES:

# ENERGY MANAGEMENT

## 20 PV PLANTS WITH TOTAL CAPACITY OF 14.2MW GENERATING 8% OF ELECTRICITY CONSUMPTION WITH PLANS TO DOUBLE CAPACITY OVER THE NEXT THREE YEARS



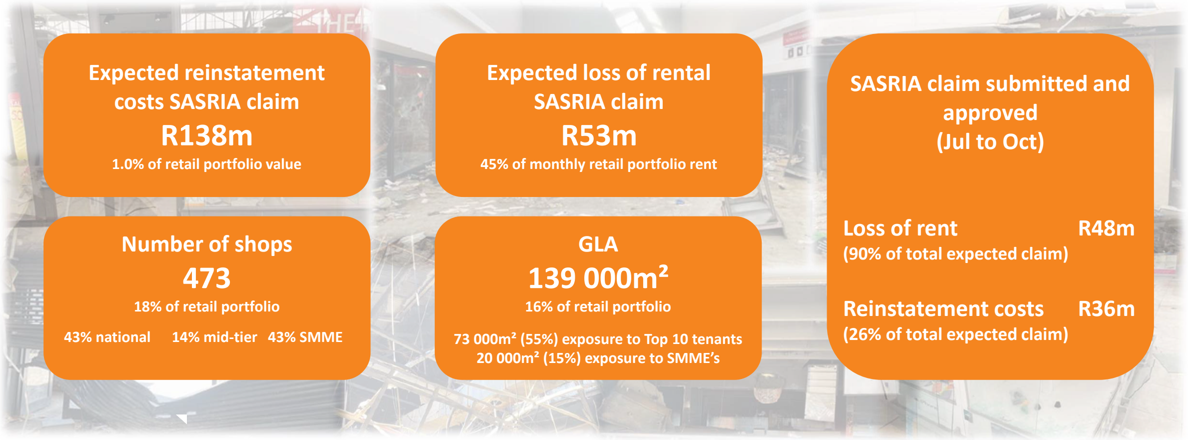
** Letlhabile Mall delivered annual savings of c. R2.4m prior to the sale in September 2021*

PLANNED PROJECTS
**12** Projects **18MW**
Potential annual saving **R30m**
at a projected yield of **16%**

| | |
|---|---|
| **FY23** | **8.5MW** |
| East Rand Mall (2) | 2.6MW |
| Kolonnade (2) | 1.7MW |
| Maluti (2) | 1.0MW |
| Dobsonville | 1.3MW |
| Moratiwa | 0.7MW |
| Elim | 0.6MW |
| Giyani | 0.6MW |
| **FY24** | **9.5MW** |
| Meadowdale (3) | 2.5MW |
| Phoenix | 2.8MW |
| Workshop | 2.2MW |
| Randburg | 1.2MW |
| KwaMashu | 0.8MW |

# UPDATE ON CIVIL UNREST

## 6 PROPERTIES AFFECTED BY UNREST



Expected reinstatement costs SASRIA claim
**R138m**
1.0% of retail portfolio value

Number of shops
**473**
18% of retail portfolio
43% national 14% mid-tier 43% SMME

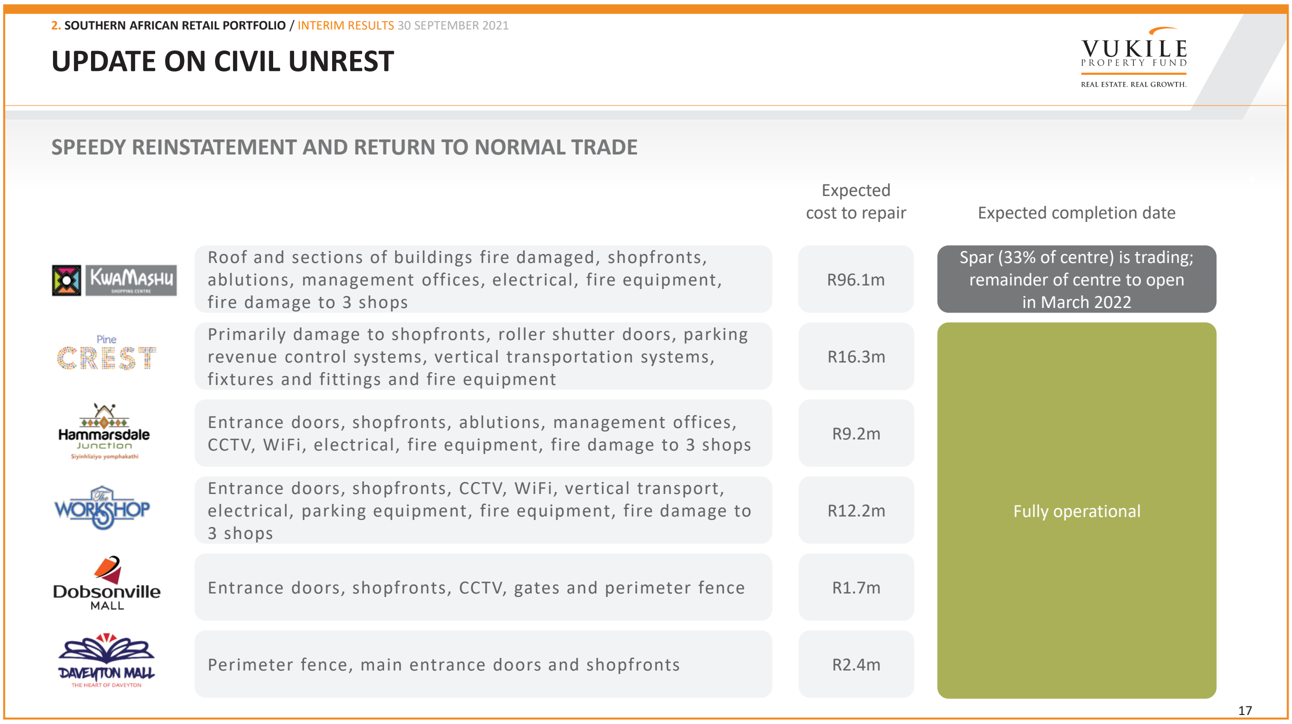
Expected loss of rental SASRIA claim
**R53m**
45% of monthly retail portfolio rent

GLA
**139 000m²**
16% of retail portfolio
73 000m² (55%) exposure to Top 10 tenants
20 000m² (15%) exposure to SMME's

SASRIA claim submitted and approved
(Jul to Oct)

| | |
|---|---|
| Loss of rent<br>(90% of total expected claim) | R48m |
| Reinstatement costs<br>(26% of total expected claim) | R36m |

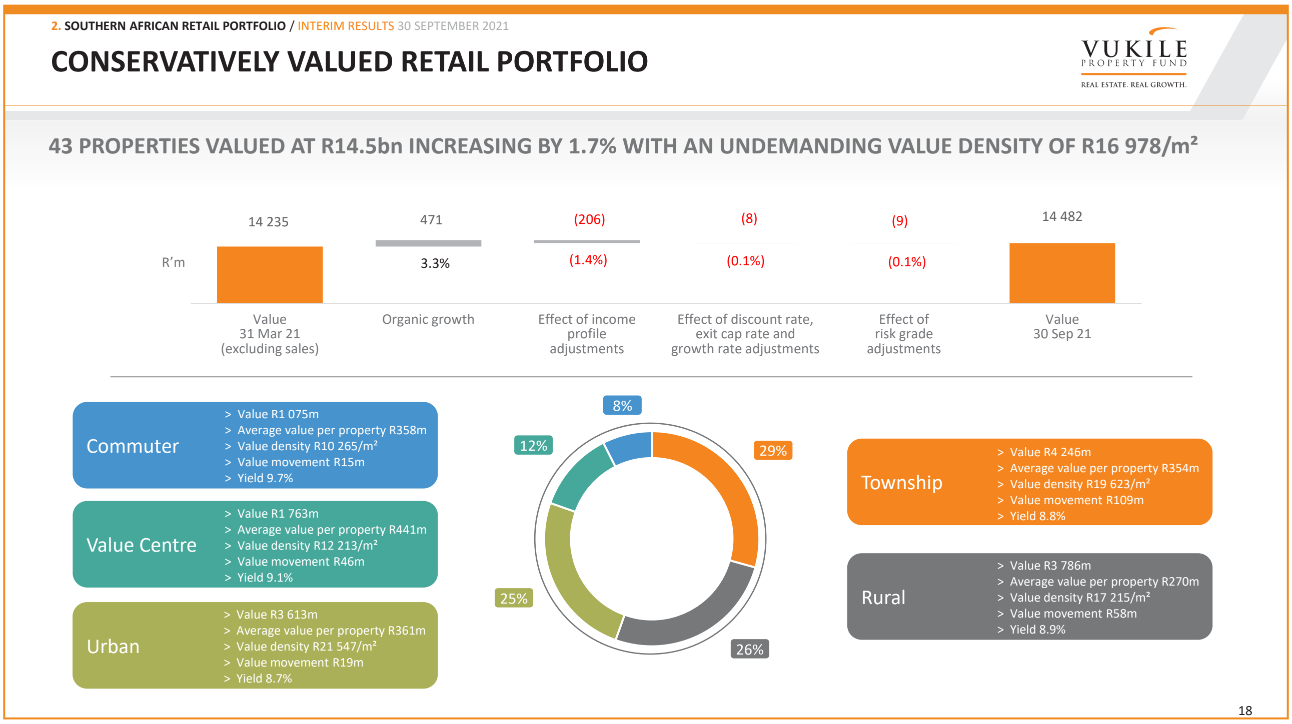
# NOTES:



## UPDATE ON CIVIL UNREST

### SPEEDY REINSTATEMENT AND RETURN TO NORMAL TRADE

| | | Expected cost to repair | Expected completion date |
|---|---|---|---|
| KwaMashu | Roof and sections of buildings fire damaged, shopfronts, ablutions, management offices, electrical, fire equipment, fire damage to 3 shops | R96.1m | Spar (33% of centre) is trading; remainder of centre to open in March 2022 |
| Pine Crest | Primarily damage to shopfronts, roller shutter doors, parking revenue control systems, vertical transportation systems, fixtures and fittings and fire equipment | R16.3m | Fully operational |
| Hammarsdale Junction | Entrance doors, shopfronts, ablutions, management offices, CCTV, WiFi, electrical, fire equipment, fire damage to 3 shops | R9.2m | |
| The Workshop | Entrance doors, shopfronts, CCTV, WiFi, vertical transport, electrical, parking equipment, fire equipment, fire damage to 3 shops | R12.2m | |
| Dobsonville Mall | Entrance doors, shopfronts, CCTV, gates and perimeter fence | R1.7m | |
| Daveyton Mall | Perimeter fence, main entrance doors and shopfronts | R2.4m | |



## CONSERVATIVELY VALUED RETAIL PORTFOLIO

### 43 PROPERTIES VALUED AT R14.5bn INCREASING BY 1.7% WITH AN UNDEMANDING VALUE DENSITY OF R16 978/m²

**Commuter**
- Value R1 075m
- Average value per property R358m
- Value density R10 265/m²
- Value movement R15m
- Yield 9.7%

**Value Centre**
- Value R1 763m
- Average value per property R441m
- Value density R12 213/m²
- Value movement R46m
- Yield 9.1%

**Urban**
- Value R3 613m
- Average value per property R361m
- Value density R21 547/m²
- Value movement R19m
- Yield 8.7%

**Township**
- Value R4 246m
- Average value per property R354m
- Value density R19 623/m²
- Value movement R109m
- Yield 8.8%

**Rural**
- Value R3 786m
- Average value per property R270m
- Value density R17 215/m²
- Value movement R58m
- Yield 8.9%

## NOTES:

# PORTFOLIO DISPOSALS

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## DISPOSALS OF R798m AT AVERAGE YIELD OF 9.8% SOLD AT BOOK VALUE

4 Properties transferred during H1 FY22

**R521.6m**

Yield 9.7%

| | Sales price (Rm) | Transfer date |
|---|---|---|
| Ulundi King Senzangakona Shopping Centre | 308.7 | 19 Aug 21 |
| Letlhabile Mall | 164.2 | 28 Sep 21 |
| Pretoria Rosslyn Warehouse | 25.0 | 14 Apr 21 |
| Kempton Park Spartan Warehouse | 23.8 | 9 Apr 21 |

1 Property transferred post H1 FY22

**R160.0m**

Yield 9.8%

| | Sales price (Rm) | Transfer date |
|---|---|---|
| Soshanguve Batho Plaza | 160.0 | 6 Oct 21 |

2 Properties to be transferred

**R116.2m**

Yield 10.0%

| | Sales price (Rm) | Transfer date |
|---|---|---|
| Makhado Nzhelele Valley | 70.0 | Q3 FY22 |
| Centurion Samrand N1 | 46.2 | Q3 FY22 |

# REDEVELOPMENT UPDATE

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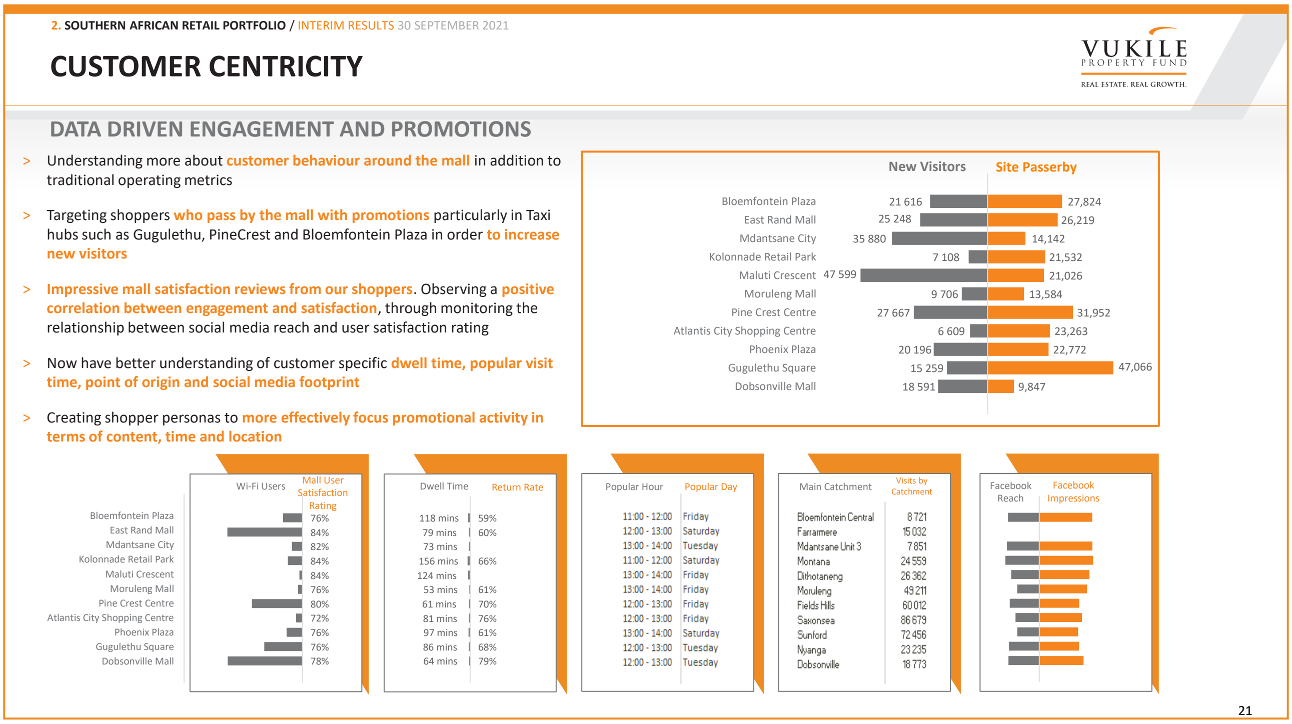
## DAVEYTON MALL R90m REDEVELOPMENT

- 70% of construction work completed on schedule and within budget
- Internal work to be completed by 15 December 2021.
  Full project to be completed by the end of February 2022
- 33% of the contract value awarded to local Daveyton SMME's
- Created employment for approximately 245 people from the local community (sub-contractors and labourers)
- Signed new retailers include:

| | |
|---|---|
| Truworths | 427m² |
| Fashion Fusion | 241m² |
| Ambassador | 180m² |
| Pedro's Chicken | 165m² |
| Identity | 160m² |
| Roman's Pizza | 114m² |
| Ackermans Express | 93m² |
| Chicken Xpress | 90m² |

# NOTES:



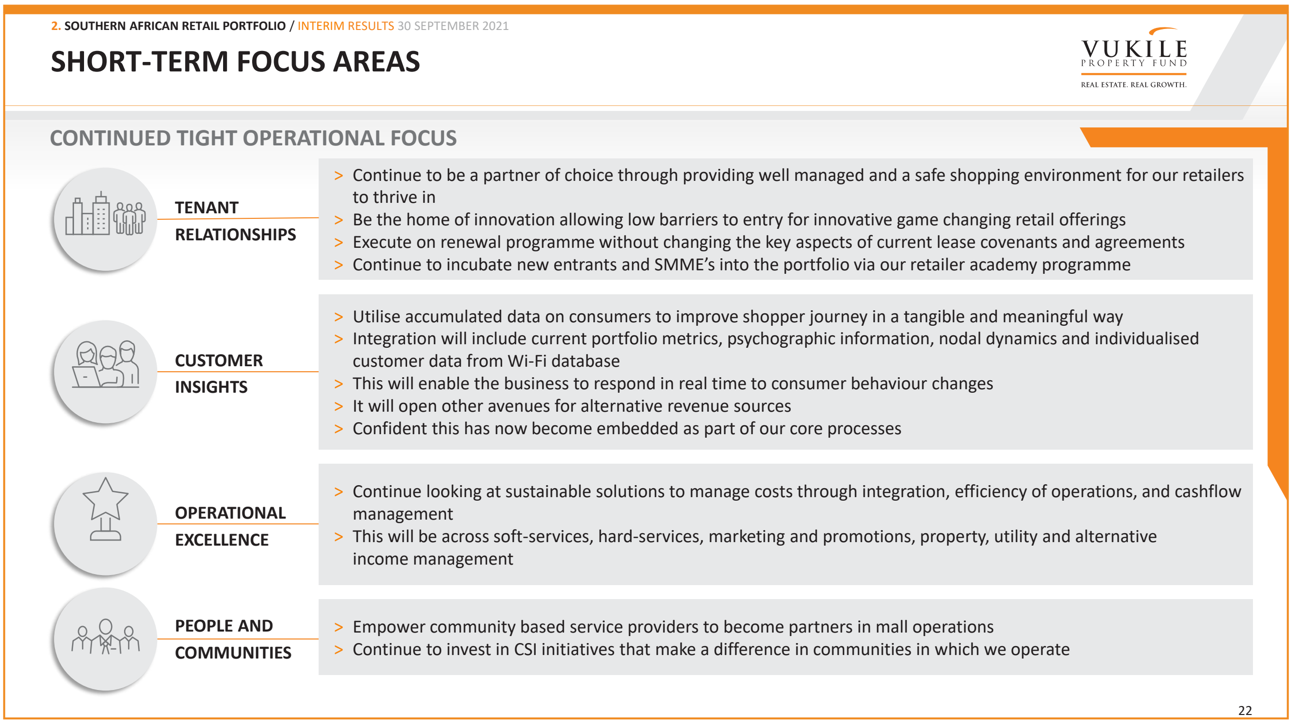
# CUSTOMER CENTRICITY

## DATA DRIVEN ENGAGEMENT AND PROMOTIONS

- Understanding more about **customer behaviour around the mall** in addition to traditional operating metrics
- Targeting shoppers **who pass by the mall with promotions** particularly in Taxi hubs such as Gugulethu, PineCrest and Bloemfontein Plaza in order **to increase new visitors**
- **Impressive mall satisfaction reviews from our shoppers**. Observing a **positive correlation between engagement and satisfaction**, through monitoring the relationship between social media reach and user satisfaction rating
- Now have better understanding of customer specific **dwell time, popular visit time, point of origin and social media footprint**
- Creating shopper personas to **more effectively focus promotional activity in terms of content, time and location**

| | New Visitors | Site Passerby |
|---|---|---|
| Bloemfontein Plaza | 21 616 | 27,824 |
| East Rand Mall | 25 248 | 26,219 |
| Mdantsane City | 35 880 | 14,142 |
| Kolonnade Retail Park | 7 108 | 21,532 |
| Maluti Crescent | 47 599 | 21,026 |
| Moruleng Mall | 9 706 | 13,584 |
| Pine Crest Centre | 27 667 | 31,952 |
| Atlantis City Shopping Centre | 6 609 | 23,263 |
| Phoenix Plaza | 20 196 | 22,772 |
| Gugulethu Square | 15 259 | 47,066 |
| Dobsonville Mall | 18 591 | 9,847 |

| | Mall User Satisfaction Rating | Dwell Time | Return Rate | Popular Hour | Popular Day | Main Catchment | Visits by Catchment |
|---|---|---|---|---|---|---|---|
| Bloemfontein Plaza | 76% | 118 mins | 59% | 11:00 - 12:00 | Friday | Bloemfontein Central | 8 721 |
| East Rand Mall | 84% | 79 mins | 60% | 12:00 - 13:00 | Saturday | Farrarmere | 15 032 |
| Mdantsane City | 82% | 73 mins | | 13:00 - 14:00 | Tuesday | Mdantsane Unit 3 | 7 851 |
| Kolonnade Retail Park | 84% | 156 mins | 66% | 11:00 - 12:00 | Saturday | Montana | 24 559 |
| Maluti Crescent | 84% | 124 mins | | 13:00 - 14:00 | Friday | Dithotaneng | 26 362 |
| Moruleng Mall | 76% | 53 mins | 61% | 13:00 - 14:00 | Friday | Moruleng | 49 211 |
| Pine Crest Centre | 80% | 61 mins | 70% | 12:00 - 13:00 | Friday | Fields Hills | 60 012 |
| Atlantis City Shopping Centre | 72% | 81 mins | 76% | 12:00 - 13:00 | Friday | Saxonsea | 86 679 |
| Phoenix Plaza | 76% | 97 mins | 61% | 13:00 - 14:00 | Saturday | Sunford | 72 456 |
| Gugulethu Square | 76% | 86 mins | 68% | 12:00 - 13:00 | Tuesday | Nyanga | 23 235 |
| Dobsonville Mall | 78% | 64 mins | 79% | 12:00 - 13:00 | Tuesday | Dobsonville | 18 773 |



# 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
- It will open other avenues for alternative revenue sources
- Confident this has now become embedded as part of our core processes

**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

**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

# NOTES:

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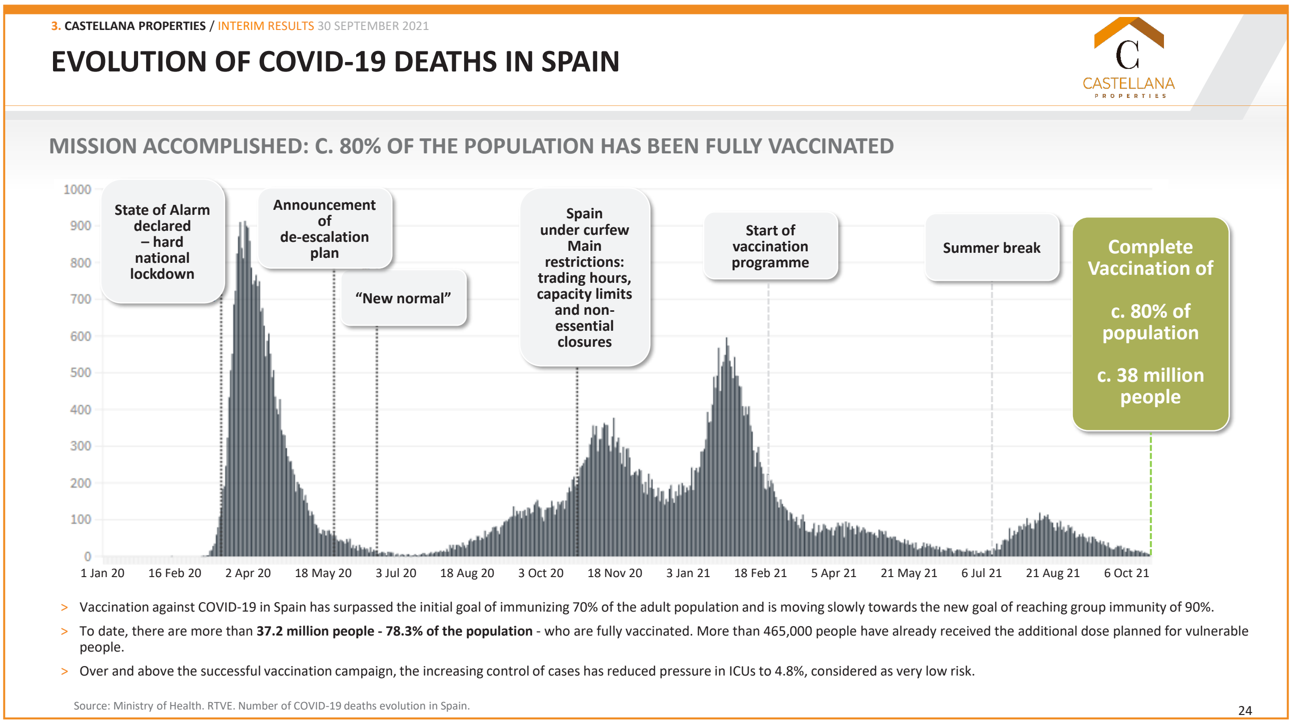
# CASTELLANA PROPERTIES

## OVERVIEW AND TRADING UPDATE

Alfonso Brunet



3. CASTELLANA PROPERTIES / INTERIM RESULTS 30 SEPTEMBER 2021

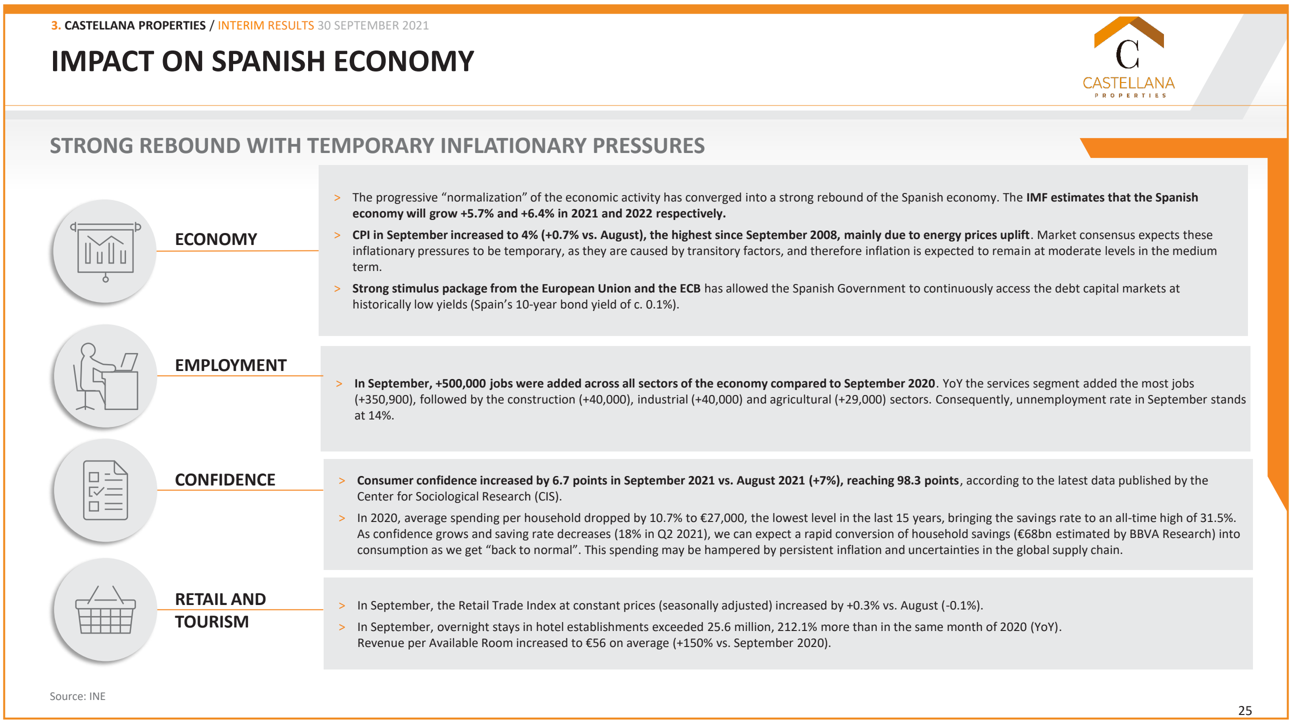
## EVOLUTION OF COVID-19 DEATHS IN SPAIN

### MISSION ACCOMPLISHED: C. 80% OF THE POPULATION HAS BEEN FULLY VACCINATED

- Vaccination against COVID-19 in Spain has surpassed the initial goal of immunizing 70% of the adult population and is moving slowly towards the new goal of reaching group immunity of 90%.
- To date, there are more than **37.2 million people - 78.3% of the population** - who are fully vaccinated. More than 465,000 people have already received the additional dose planned for vulnerable people.
- Over and above the successful vaccination campaign, the increasing control of cases has reduced pressure in ICUs to 4.8%, considered as very low risk.

Source: Ministry of Health. RTVE. Number of COVID-19 deaths evolution in Spain.

## NOTES:



3. CASTELLANA PROPERTIES / INTERIM RESULTS 30 SEPTEMBER 2021

## IMPACT ON SPANISH ECONOMY

CASTELLANA PROPERTIES

### STRONG REBOUND WITH TEMPORARY INFLATIONARY PRESSURES

**ECONOMY**

- The progressive “normalization” of the economic activity has converged into a strong rebound of the Spanish economy. The **IMF estimates that the Spanish economy will grow +5.7% and +6.4% in 2021 and 2022 respectively.**
- **CPI in September increased to 4% (+0.7% vs. August), the highest since September 2008, mainly due to energy prices uplift**. Market consensus expects these inflationary pressures to be temporary, as they are caused by transitory factors, and therefore inflation is expected to remain at moderate levels in the medium term.
- **Strong stimulus package from the European Union and the ECB** has allowed the Spanish Government to continuously access the debt capital markets at historically low yields (Spain’s 10-year bond yield of c. 0.1%).

**EMPLOYMENT**

- **In September, +500,000 jobs were added across all sectors of the economy compared to September 2020**. YoY the services segment added the most jobs (+350,900), followed by the construction (+40,000), industrial (+40,000) and agricultural (+29,000) sectors. Consequently, unnemployment rate in September stands at 14%.

**CONFIDENCE**

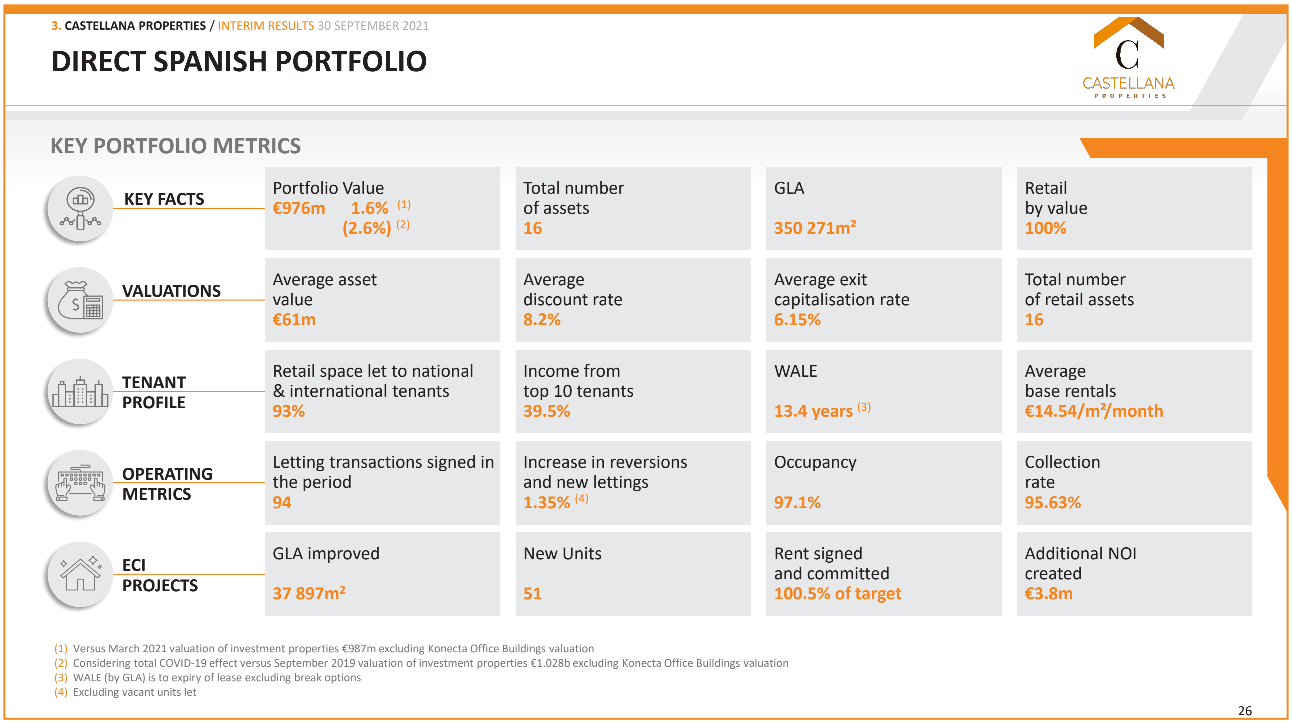
- **Consumer confidence increased by 6.7 points in September 2021 vs. August 2021 (+7%), reaching 98.3 points**, according to the latest data published by the Center for Sociological Research (CIS).
- In 2020, average spending per household dropped by 10.7% to €27,000, the lowest level in the last 15 years, bringing the savings rate to an all-time high of 31.5%. As confidence grows and saving rate decreases (18% in Q2 2021), we can expect a rapid conversion of household savings (€68bn estimated by BBVA Research) into consumption as we get “back to normal”. This spending may be hampered by persistent inflation and uncertainties in the global supply chain.

**RETAIL AND TOURISM**

- In September, the Retail Trade Index at constant prices (seasonally adjusted) increased by +0.3% vs. August (-0.1%).
- In September, overnight stays in hotel establishments exceeded 25.6 million, 212.1% more than in the same month of 2020 (YoY).
  Revenue per Available Room increased to €56 on average (+150% vs. September 2020).

Source: INE

25



3. CASTELLANA PROPERTIES / INTERIM RESULTS 30 SEPTEMBER 2021

## DIRECT SPANISH PORTFOLIO

CASTELLANA PROPERTIES

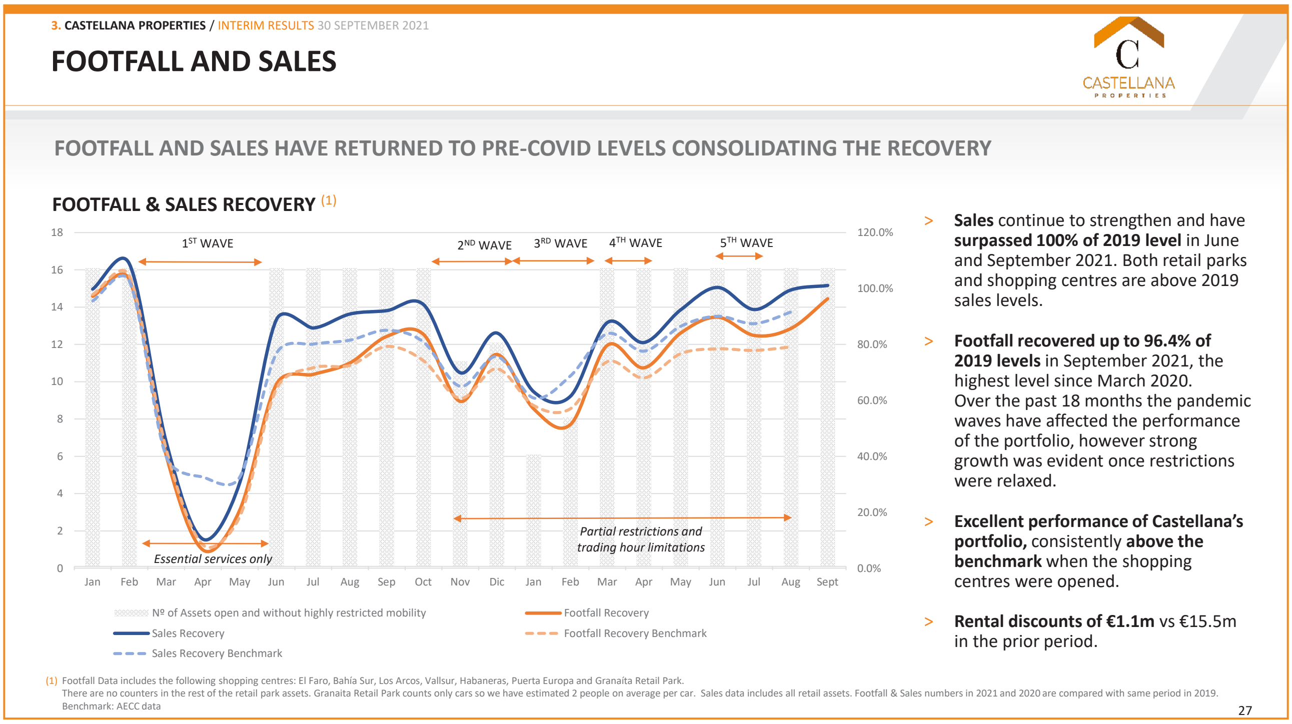
### KEY PORTFOLIO METRICS

| | | | | |
|---|---|---|---|---|
| **KEY FACTS** | Portfolio Value<br>**€976m 1.6% (1)**<br>**(2.6%) (2)** | Total number of assets<br>**16** | GLA<br>**350 271m²** | Retail by value<br>**100%** |
| **VALUATIONS** | Average asset value<br>**€61m** | Average discount rate<br>**8.2%** | Average exit capitalisation rate<br>**6.15%** | Total number of retail assets<br>**16** |
| **TENANT PROFILE** | Retail space let to national & international tenants<br>**93%** | Income from top 10 tenants<br>**39.5%** | WALE<br>**13.4 years (3)** | Average base rentals<br>**€14.54/m²/month** |
| **OPERATING METRICS** | Letting transactions signed in the period<br>**94** | Increase in reversions and new lettings<br>**1.35% (4)** | Occupancy<br>**97.1%** | Collection rate<br>**95.63%** |
| **ECI PROJECTS** | GLA improved<br>**37 897m²** | New Units<br>**51** | Rent signed and committed<br>**100.5% of target** | Additional NOI created<br>**€3.8m** |

(1) Versus March 2021 valuation of investment properties €987m excluding Konecta Office Buildings valuation
(2) Considering total COVID-19 effect versus September 2019 valuation of investment properties €1.028b excluding Konecta Office Buildings valuation
(3) WALE (by GLA) is to expiry of lease excluding break options
(4) Excluding vacant units let

26

# NOTES:



**3. CASTELLANA PROPERTIES** / INTERIM RESULTS 30 SEPTEMBER 2021

## FOOTFALL AND SALES

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

**FOOTFALL & SALES RECOVERY** (1)

- **Sales** continue to strengthen and have **surpassed 100% of 2019 level** in June and September 2021. Both retail parks and shopping centres are above 2019 sales levels.
- **Footfall recovered up to 96.4% of 2019 levels** in September 2021, the highest level since March 2020. Over the past 18 months the pandemic waves have affected the performance of the portfolio, however strong growth was evident once restrictions were relaxed.
- **Excellent performance of Castellana's portfolio,** consistently **above the benchmark** when the shopping centres were opened.
- **Rental discounts of €1.1m** vs €15.5m in the prior period.

(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. Granaita 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 2021 and 2020 are compared with same period in 2019.
Benchmark: AECC data

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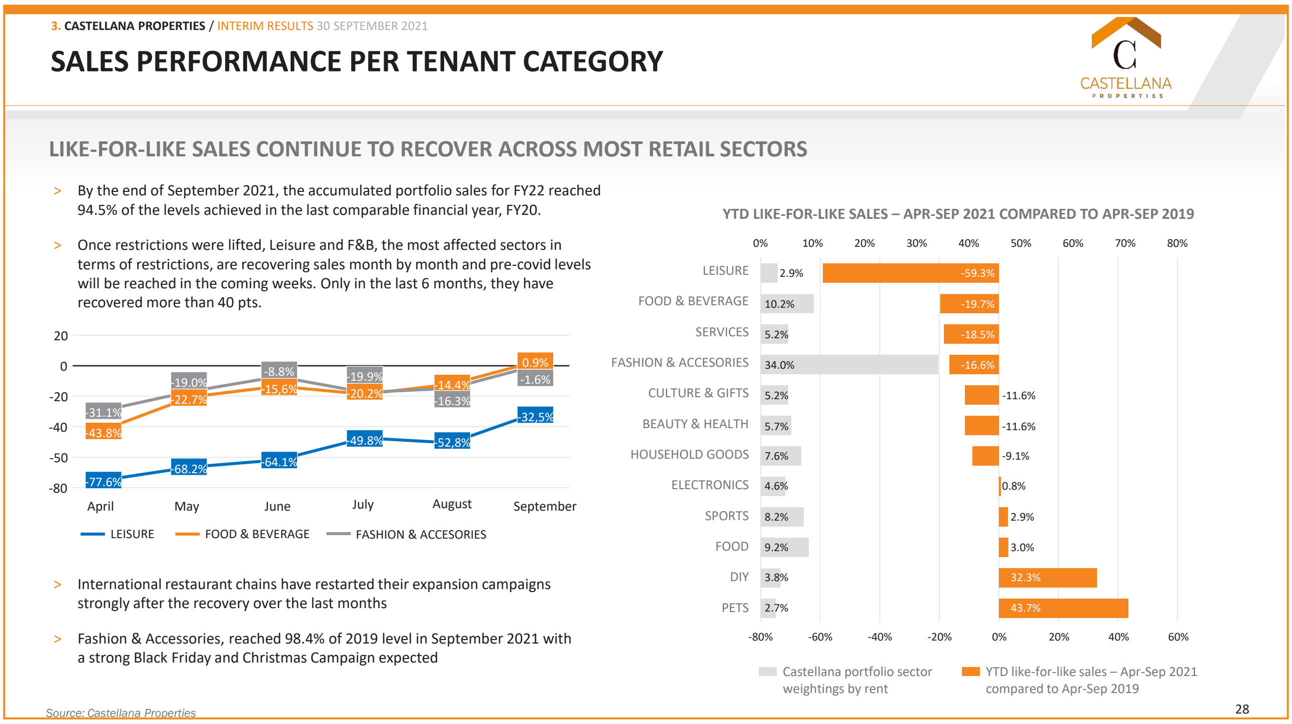


**3. CASTELLANA PROPERTIES** / INTERIM RESULTS 30 SEPTEMBER 2021

## SALES PERFORMANCE PER TENANT CATEGORY

### LIKE-FOR-LIKE SALES CONTINUE TO RECOVER ACROSS MOST RETAIL SECTORS

- By the end of September 2021, the accumulated portfolio sales for FY22 reached 94.5% of the levels achieved in the last comparable financial year, FY20.
- Once restrictions were lifted, Leisure and F&B, the most affected sectors in terms of restrictions, are recovering sales month by month and pre-covid levels will be reached in the coming weeks. Only in the last 6 months, they have recovered more than 40 pts.

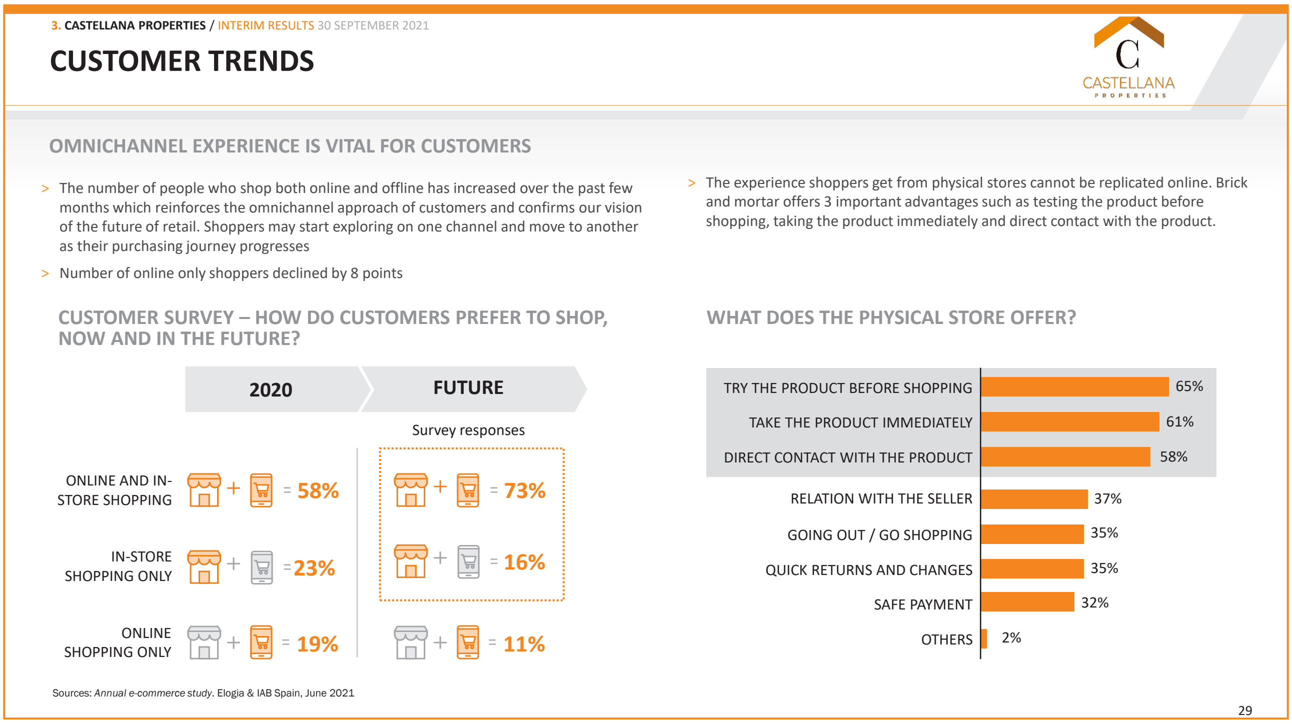
- International restaurant chains have restarted their expansion campaigns strongly after the recovery over the last months
- Fashion & Accessories, reached 98.4% of 2019 level in September 2021 with a strong Black Friday and Christmas Campaign expected

**YTD LIKE-FOR-LIKE SALES – APR-SEP 2021 COMPARED TO APR-SEP 2019**

Source: Castellana Properties

28

# NOTES:



3. CASTELLANA PROPERTIES / INTERIM RESULTS 30 SEPTEMBER 2021

## CUSTOMER TRENDS

### OMNICHANNEL EXPERIENCE IS VITAL FOR CUSTOMERS

> The number of people who shop both online and offline has increased over the past few months which reinforces the omnichannel approach of customers and confirms our vision of the future of retail. Shoppers may start exploring on one channel and move to another as their purchasing journey progresses

> Number of online only shoppers declined by 8 points

> The experience shoppers get from physical stores cannot be replicated online. Brick and mortar offers 3 important advantages such as testing the product before shopping, taking the product immediately and direct contact with the product.

### CUSTOMER SURVEY – HOW DO CUSTOMERS PREFER TO SHOP, NOW AND IN THE FUTURE?

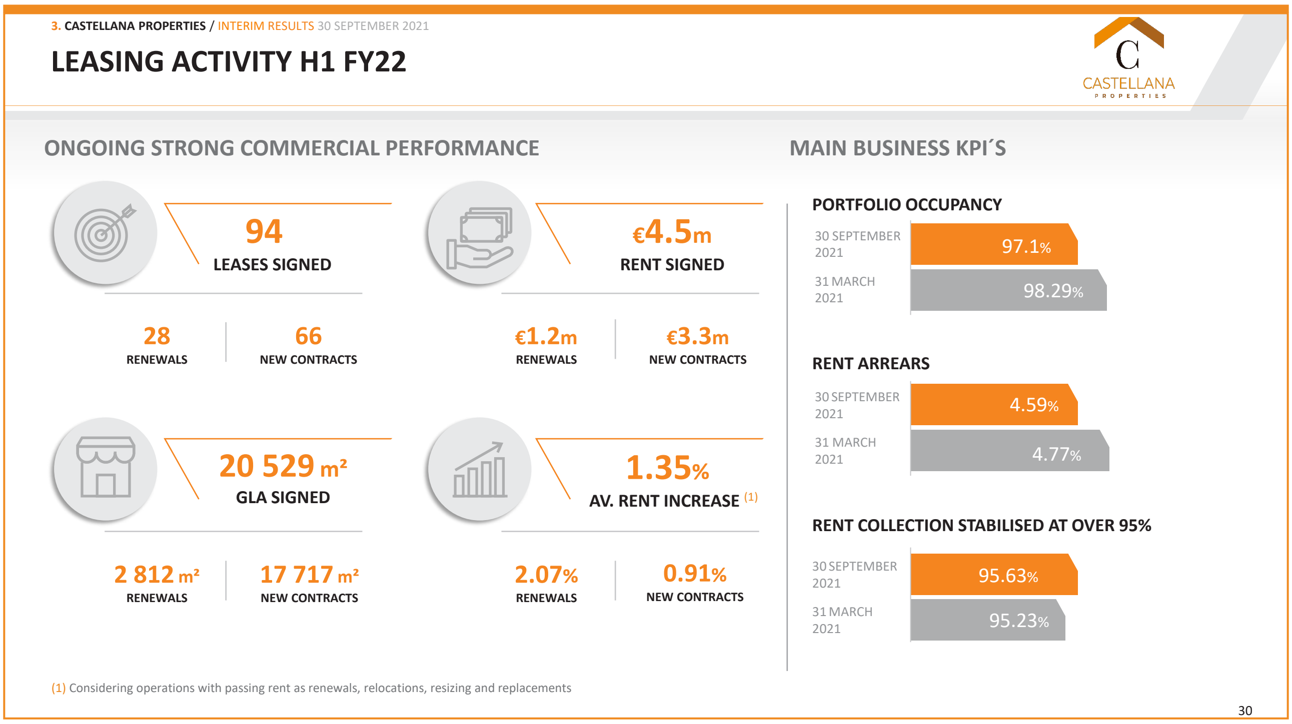
| | 2020 | FUTURE |
|---|---|---|
| | | Survey responses |
| ONLINE AND IN-STORE SHOPPING | = 58% | = 73% |
| IN-STORE SHOPPING ONLY | =23% | = 16% |
| ONLINE SHOPPING ONLY | = 19% | = 11% |

Sources: *Annual e-commerce study*. Elogia & IAB Spain, June 2021

### WHAT DOES THE PHYSICAL STORE OFFER?

| | |
|---|---|
| TRY THE PRODUCT BEFORE SHOPPING | 65% |
| TAKE THE PRODUCT IMMEDIATELY | 61% |
| DIRECT CONTACT WITH THE PRODUCT | 58% |
| RELATION WITH THE SELLER | 37% |
| GOING OUT / GO SHOPPING | 35% |
| QUICK RETURNS AND CHANGES | 35% |
| SAFE PAYMENT | 32% |
| OTHERS | 2% |

29



3. CASTELLANA PROPERTIES / INTERIM RESULTS 30 SEPTEMBER 2021

## LEASING ACTIVITY H1 FY22

### ONGOING STRONG COMMERCIAL PERFORMANCE

**94** LEASES SIGNED

28 RENEWALS | 66 NEW CONTRACTS

**€4.5m** RENT SIGNED

€1.2m RENEWALS | €3.3m NEW CONTRACTS

**20 529 m²** GLA SIGNED

2 812 m² RENEWALS | 17 717 m² NEW CONTRACTS

**1.35%** AV. RENT INCREASE (1)

2.07% RENEWALS | 0.91% NEW CONTRACTS

### MAIN BUSINESS KPI´S

**PORTFOLIO OCCUPANCY**

| | |
|---|---|
| 30 SEPTEMBER 2021 | 97.1% |
| 31 MARCH 2021 | 98.29% |

**RENT ARREARS**

| | |
|---|---|
| 30 SEPTEMBER 2021 | 4.59% |
| 31 MARCH 2021 | 4.77% |

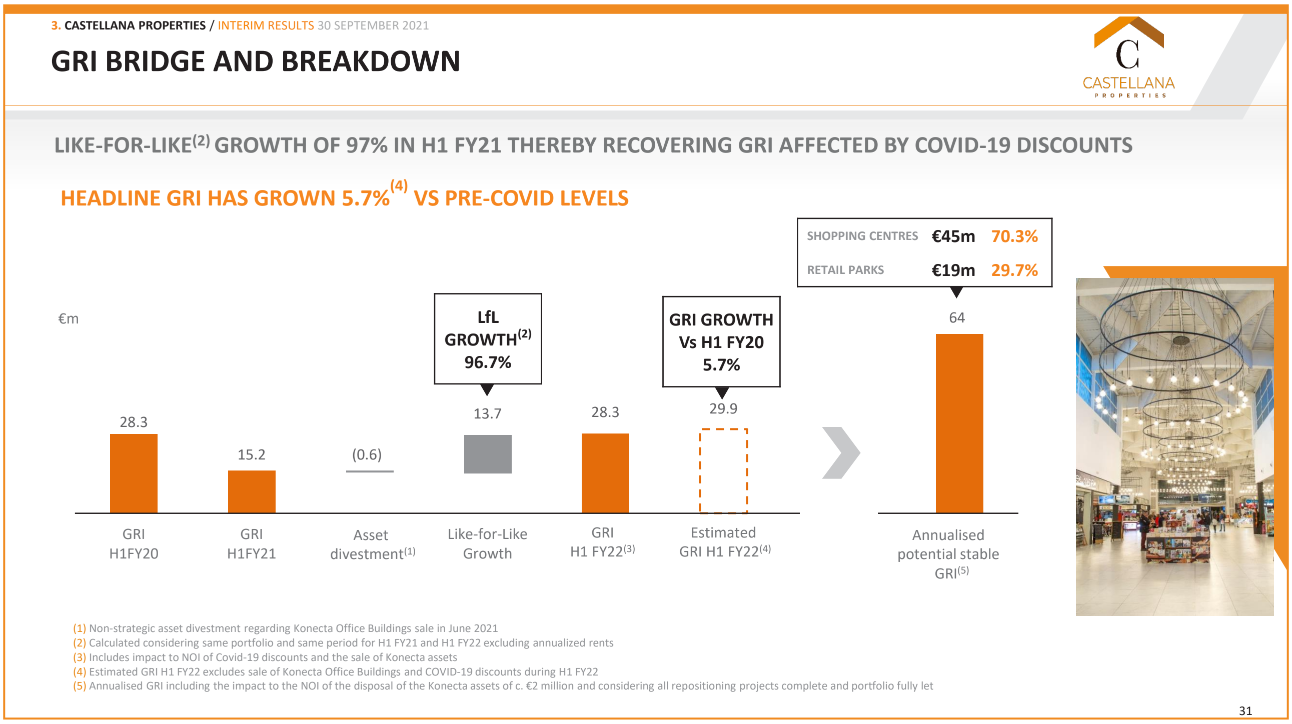
**RENT COLLECTION STABILISED AT OVER 95%**

| | |
|---|---|
| 30 SEPTEMBER 2021 | 95.63% |
| 31 MARCH 2021 | 95.23% |

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

30

## NOTES:



**3. CASTELLANA PROPERTIES** / INTERIM RESULTS 30 SEPTEMBER 2021

## GRI BRIDGE AND BREAKDOWN

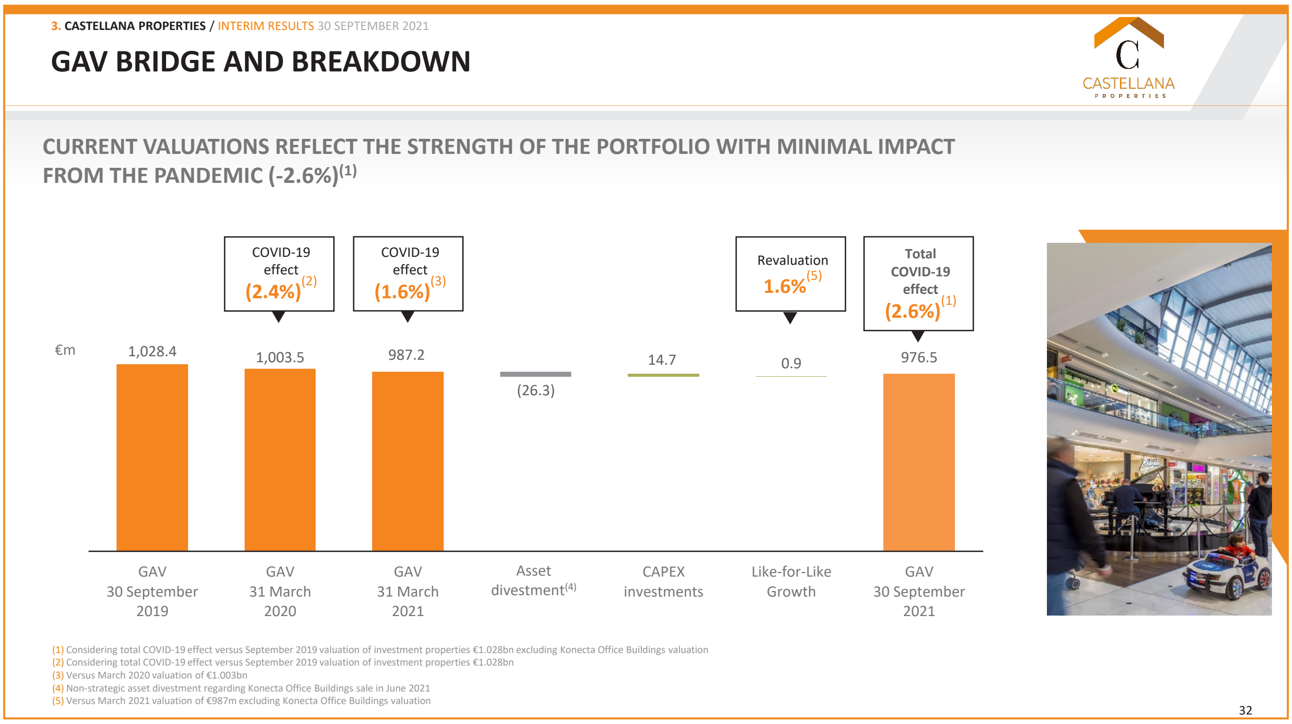
CASTELLANA PROPERTIES

**LIKE-FOR-LIKE[2] GROWTH OF 97% IN H1 FY21 THEREBY RECOVERING GRI AFFECTED BY COVID-19 DISCOUNTS**

**HEADLINE GRI HAS GROWN 5.7%[4] VS PRE-COVID LEVELS**

| | | |
|---|---|---|
| SHOPPING CENTRES | €45m | 70.3% |
| RETAIL PARKS | €19m | 29.7% |

(1) Non-strategic asset divestment regarding Konecta Office Buildings sale in June 2021
(2) Calculated considering same portfolio and same period for H1 FY21 and H1 FY22 excluding annualized rents
(3) Includes impact to NOI of Covid-19 discounts and the sale of Konecta assets
(4) Estimated GRI H1 FY22 excludes sale of Konecta Office Buildings and COVID-19 discounts during H1 FY22
(5) Annualised GRI including the impact to the NOI of the disposal of the Konecta assets of c. €2 million and considering all repositioning projects complete and portfolio fully let



**3. CASTELLANA PROPERTIES** / INTERIM RESULTS 30 SEPTEMBER 2021

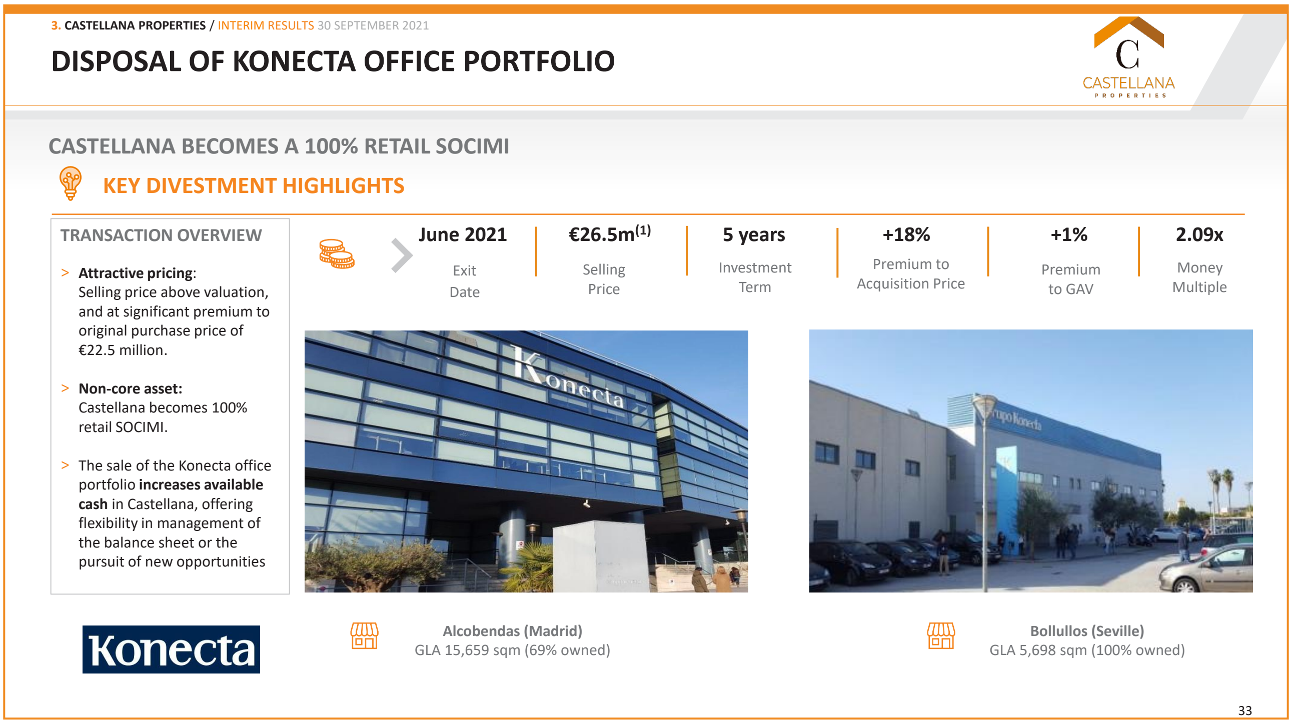
## GAV BRIDGE AND BREAKDOWN

CASTELLANA PROPERTIES

**CURRENT VALUATIONS REFLECT THE STRENGTH OF THE PORTFOLIO WITH MINIMAL IMPACT FROM THE PANDEMIC (-2.6%)(1)**

(1) Considering total COVID-19 effect versus September 2019 valuation of investment properties €1.028bn excluding Konecta Office Buildings valuation
(2) Considering total COVID-19 effect versus September 2019 valuation of investment properties €1.028bn
(3) Versus March 2020 valuation of €1.003bn
(4) Non-strategic asset divestment regarding Konecta Office Buildings sale in June 2021
(5) Versus March 2021 valuation of €987m excluding Konecta Office Buildings valuation

# NOTES:



## DISPOSAL OF KONECTA OFFICE PORTFOLIO

CASTELLANA PROPERTIES

### CASTELLANA BECOMES A 100% RETAIL SOCIMI

### KEY DIVESTMENT HIGHLIGHTS

**TRANSACTION OVERVIEW**

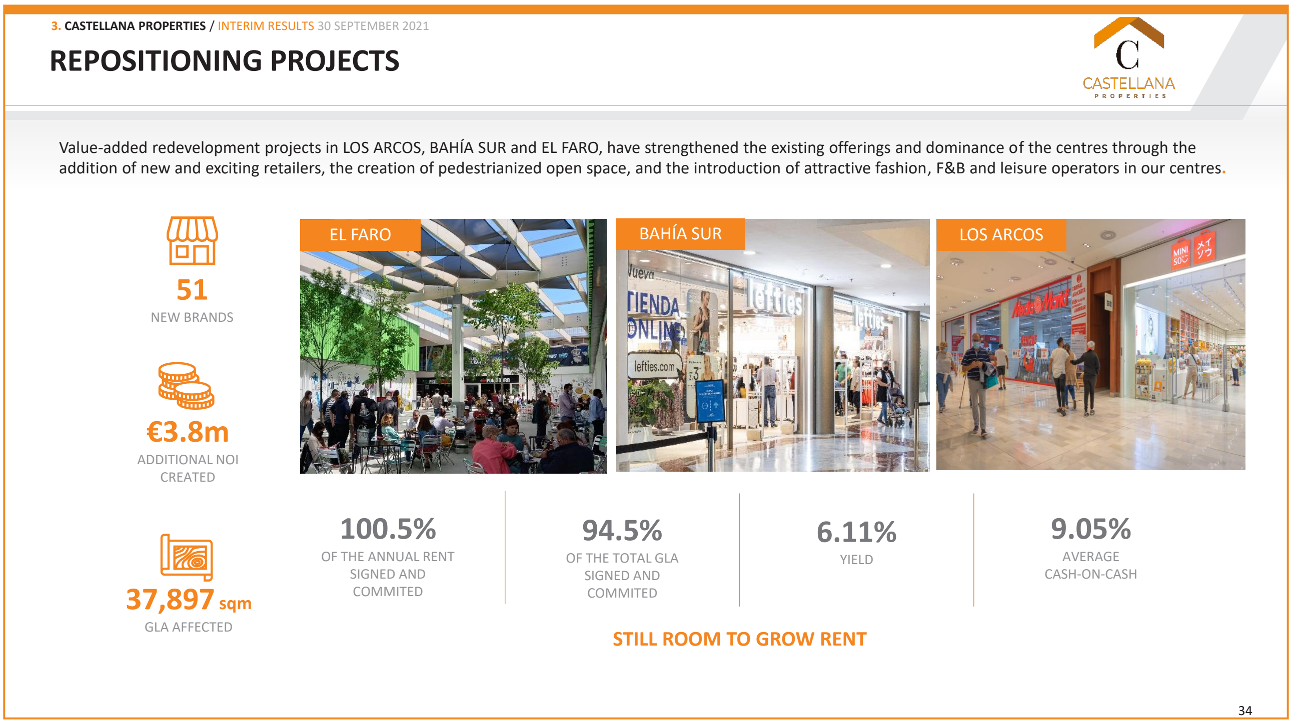
- **Attractive pricing**: Selling price above valuation, and at significant premium to original purchase price of €22.5 million.
- **Non-core asset:** Castellana becomes 100% retail SOCIMI.
- The sale of the Konecta office portfolio **increases available cash** in Castellana, offering flexibility in management of the balance sheet or the pursuit of new opportunities

| | | | | | |
|---|---|---|---|---|---|
| June 2021 | €26.5m[(1)] | 5 years | +18% | +1% | 2.09x |
| Exit Date | Selling Price | Investment Term | Premium to Acquisition Price | Premium to GAV | Money Multiple |

Konecta

**Alcobendas (Madrid)**
GLA 15,659 sqm (69% owned)

**Bollullos (Seville)**
GLA 5,698 sqm (100% owned)



## REPOSITIONING PROJECTS

CASTELLANA PROPERTIES

Value-added redevelopment projects in LOS ARCOS, BAHÍA SUR and EL FARO, have strengthened the existing offerings and dominance of the centres through the addition of new and exciting retailers, the creation of pedestrianized open space, and the introduction of attractive fashion, F&B and leisure operators in our centres.

**51**
NEW BRANDS

**€3.8m**
ADDITIONAL NOI CREATED

**37,897 sqm**
GLA AFFECTED

EL FARO

BAHÍA SUR

LOS ARCOS

| | | | |
|---|---|---|---|
| 100.5% | 94.5% | 6.11% | 9.05% |
| OF THE ANNUAL RENT SIGNED AND COMMITED | OF THE TOTAL GLA SIGNED AND COMMITED | YIELD | AVERAGE CASH-ON-CASH |

**STILL ROOM TO GROW RENT**

## NOTES:

3. CASTELLANA PROPERTIES / INTERIM RESULTS 30 SEPTEMBER 2021

## PHASE II LOS ARCOS SHOPPING CENTRE

### SOLIDIFYING THE LEADING POSITION OF LOS ARCOS, ENSURING THE BEST LEISURE AND FOOD AREA

TOTAL INVESTMENT
**€15.6M**

DEADLINE
**H1 2023**

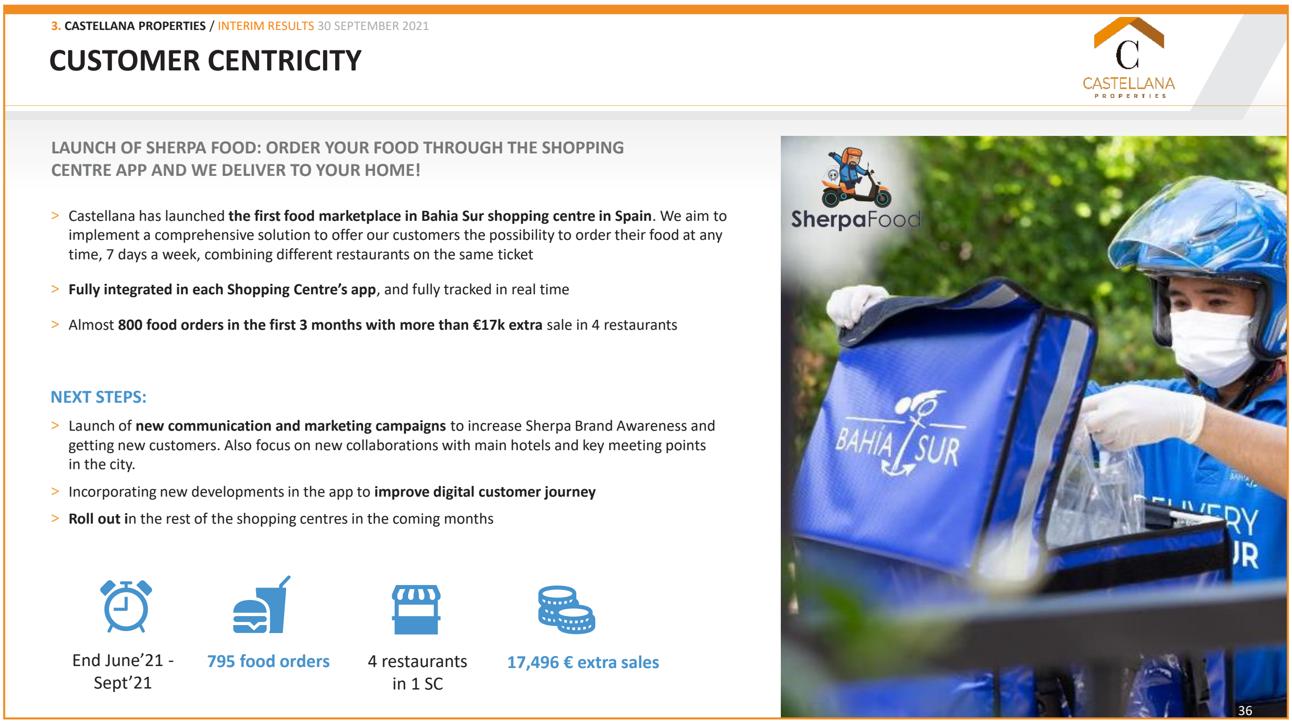
ADDITIONAL NOI
**€1M**

YIELD ON COST
**6.4%**

- Positive advances on the licensing process with the Town Hall
- Presentation of the project to local authorities on 14th September in the presence of the Mayor of Seville, to present extension plans
- The works to transform the adjacent office building will commence in January 2022

START

| H1 2021 | NOV 2021 | DEC 2021 | JAN 2022 | Q3 2022 | H1 2023 |
|---|---|---|---|---|---|
| Develop basic project and execution plan | Start of Commercialisation | All licences expected to be granted | Start of Construction: structural and installation works | Handing over the new units | Inauguration |



3. CASTELLANA PROPERTIES / INTERIM RESULTS 30 SEPTEMBER 2021

## CUSTOMER CENTRICITY

### LAUNCH OF SHERPA FOOD: ORDER YOUR FOOD THROUGH THE SHOPPING CENTRE APP AND WE DELIVER TO YOUR HOME!

- Castellana has launched **the first food marketplace in Bahia Sur shopping centre in Spain**. We aim to implement a comprehensive solution to offer our customers the possibility to order their food at any time, 7 days a week, combining different restaurants on the same ticket
- **Fully integrated in each Shopping Centre's app**, and fully tracked in real time
- Almost **800 food orders in the first 3 months with more than €17k extra** sale in 4 restaurants

**NEXT STEPS:**

- Launch of **new communication and marketing campaigns** to increase Sherpa Brand Awareness and getting new customers. Also focus on new collaborations with main hotels and key meeting points in the city.
- Incorporating new developments in the app to **improve digital customer journey**
- **Roll out** in the rest of the shopping centres in the coming months

End June'21 - Sept'21

795 food orders

4 restaurants in 1 SC

17,496 € extra sales

## NOTES:

3. CASTELLANA PROPERTIES / INTERIM RESULTS 30 SEPTEMBER 2021

## KEY FOCUS AREAS GOING FORWARD

CASTELLANA PROPERTIES

| | |
|---|---|
| **OPERATIONAL EXCELLENCE** | > Business management – Strong emphasis on income growth into the medium term with a focus on footfall and customer experience over the Christmas period to solidify the recovery<br>> Active Asset Management – finalising of existing redevelopment projects and unlocking new value added initiatives to grow income |
| **BALANCE SHEET MANAGEMENT** | > Close out retail park portfolio refinancing, ensuring long term predictability over next 7 years while continuing to explore alternative financing solutions<br>> Securing attractive pipeline of opportunities to bolster growth once capital markets reopen |
| **CUSTOMER CENTRICITY** | > We continue placing the customer at the centre of the Castellana DNA and culture<br>> We are consistently improving data analytics to stay on top of changing consumer needs for optimal decision making |
| **INNOVATION** | > We continue to progress the journey of innovation to improve and future proof the retail industry<br>> iCast rolling out several innovative projects that will produce new commercial opportunities for the company |
| **ESG** | > Develop and complete Project Greenfield, a 20 MWH solar power plant across all assets to implement in the next 3 years<br>> We continue to care for our communities in our areas of influence, initiating campaigns to improve the environment, and uplift local people through education and consciousness<br>> Constantly improving flexibility at the office, nurturing the Castellana team to retain existing talent and attract new candidates<br>> Continue to adhere to the highest standards of corporate governance in our business<br>> Issue the best possible ESG report outcomes for full year results FY22 |

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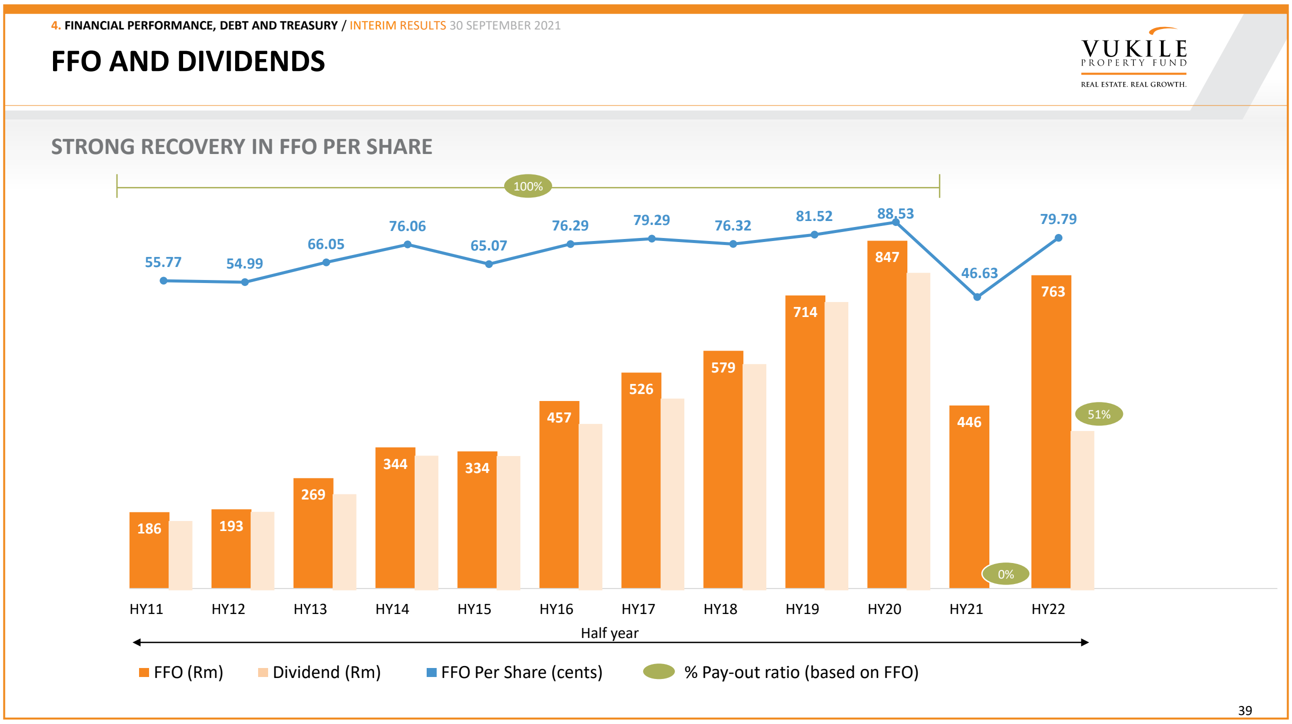
## FINANCIAL PERFORMANCE, DEBT AND TREASURY

Laurence Cohen

VUKILE PROPERTY FUND

REAL ESTATE. REAL GROWTH.

## NOTES:



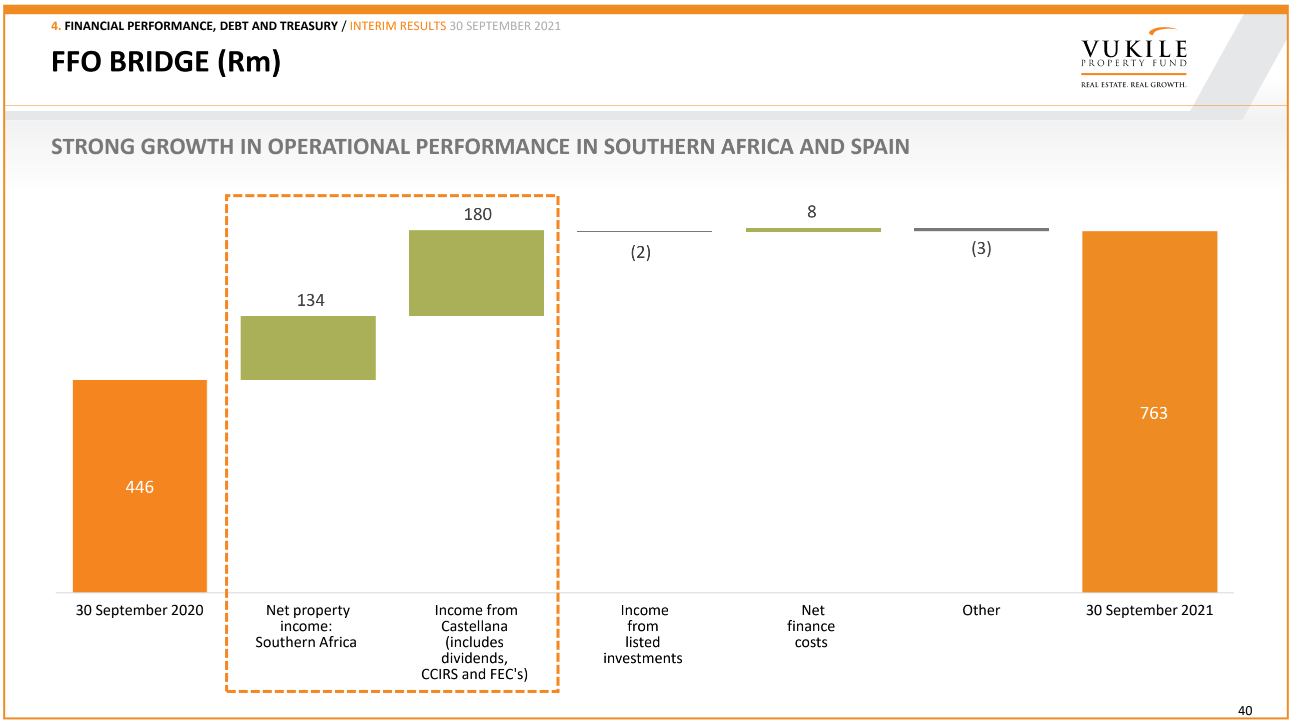
4. FINANCIAL PERFORMANCE, DEBT AND TREASURY / INTERIM RESULTS 30 SEPTEMBER 2021

## FFO AND DIVIDENDS

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### STRONG RECOVERY IN FFO PER SHARE

39



4. FINANCIAL PERFORMANCE, DEBT AND TREASURY / INTERIM RESULTS 30 SEPTEMBER 2021

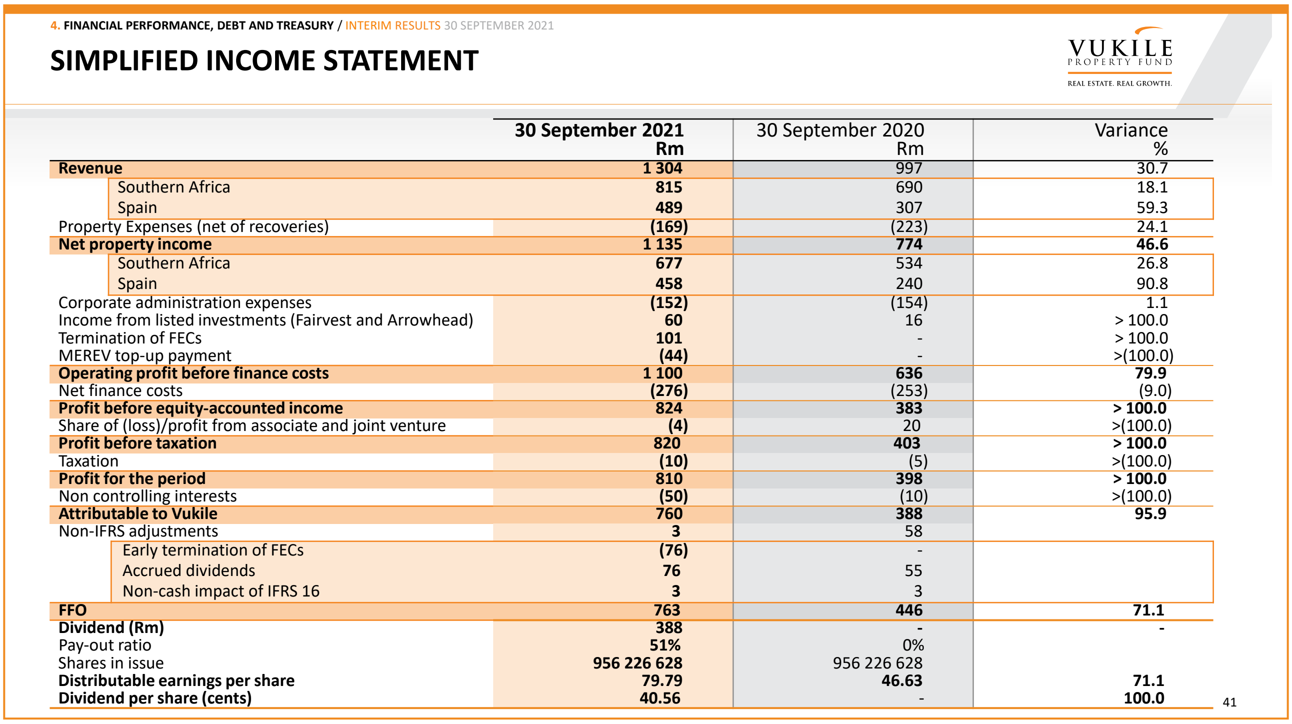
## FFO BRIDGE (Rm)

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### STRONG GROWTH IN OPERATIONAL PERFORMANCE IN SOUTHERN AFRICA AND SPAIN

40

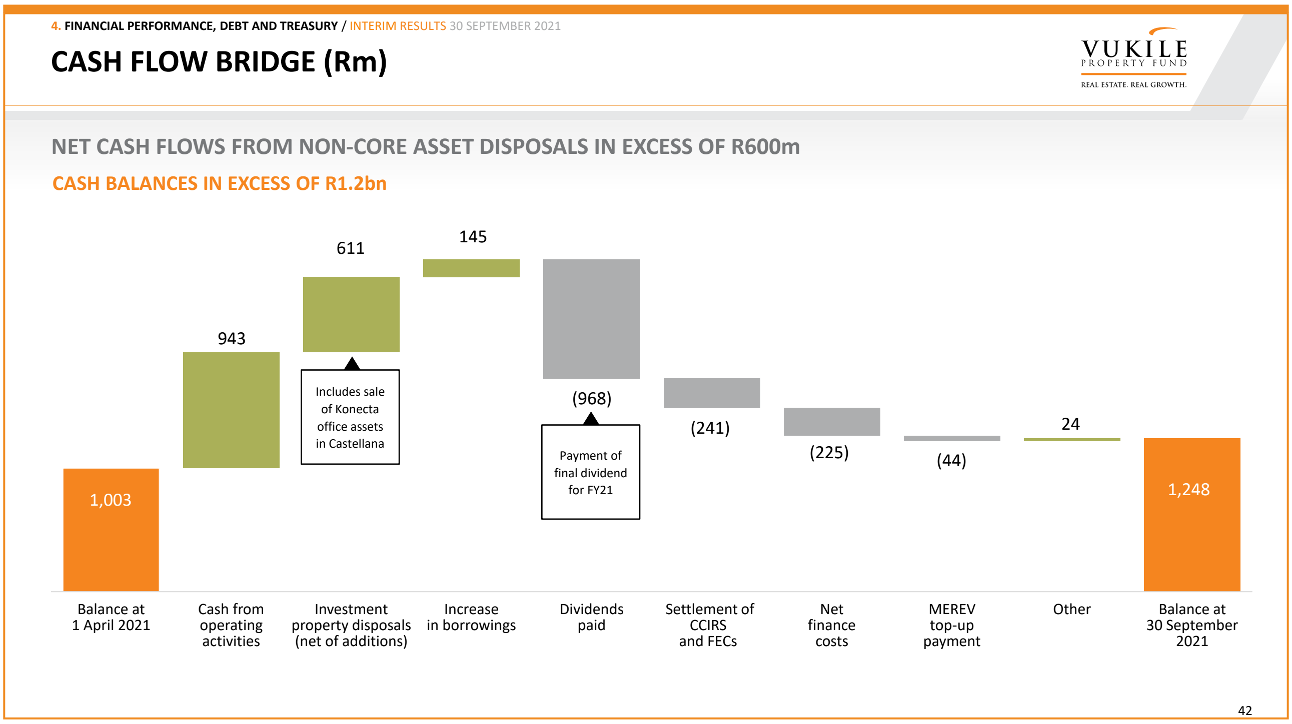
## NOTES:



## SIMPLIFIED INCOME STATEMENT

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

| | 30 September 2021 Rm | 30 September 2020 Rm | Variance % |
|---|---|---|---|
| **Revenue** | **1 304** | 997 | 30.7 |
| Southern Africa | **815** | 690 | 18.1 |
| Spain | **489** | 307 | 59.3 |
| Property Expenses (net of recoveries) | **(169)** | (223) | 24.1 |
| **Net property income** | **1 135** | **774** | **46.6** |
| Southern Africa | **677** | 534 | 26.8 |
| Spain | **458** | 240 | 90.8 |
| Corporate administration expenses | **(152)** | (154) | 1.1 |
| Income from listed investments (Fairvest and Arrowhead) | **60** | 16 | > 100.0 |
| Termination of FECs | **101** | - | > 100.0 |
| MEREV top-up payment | **(44)** | - | >(100.0) |
| **Operating profit before finance costs** | **1 100** | **636** | **79.9** |
| Net finance costs | **(276)** | (253) | (9.0) |
| **Profit before equity-accounted income** | **824** | **383** | **> 100.0** |
| Share of (loss)/profit from associate and joint venture | **(4)** | 20 | >(100.0) |
| **Profit before taxation** | **820** | **403** | **> 100.0** |
| Taxation | **(10)** | (5) | >(100.0) |
| **Profit for the period** | **810** | **398** | **> 100.0** |
| Non controlling interests | **(50)** | (10) | >(100.0) |
| **Attributable to Vukile** | **760** | **388** | **95.9** |
| Non-IFRS adjustments | **3** | 58 | |
| Early termination of FECs | **(76)** | - | |
| Accrued dividends | **76** | 55 | |
| Non-cash impact of IFRS 16 | **3** | 3 | |
| **FFO** | **763** | **446** | **71.1** |
| **Dividend (Rm)** | **388** | - | - |
| Pay-out ratio | **51%** | 0% | |
| Shares in issue | **956 226 628** | 956 226 628 | |
| **Distributable earnings per share** | **79.79** | **46.63** | **71.1** |
| **Dividend per share (cents)** | **40.56** | - | **100.0** |



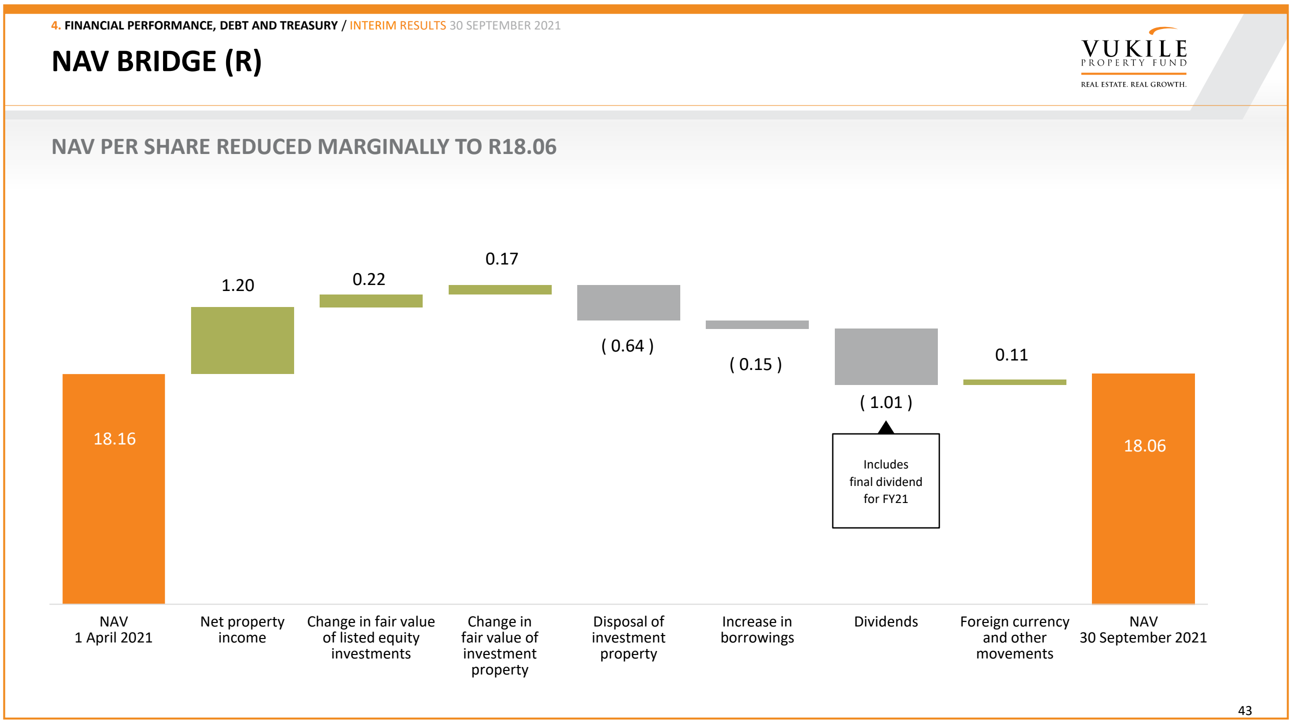
## CASH FLOW BRIDGE (Rm)

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

NET CASH FLOWS FROM NON-CORE ASSET DISPOSALS IN EXCESS OF R600m

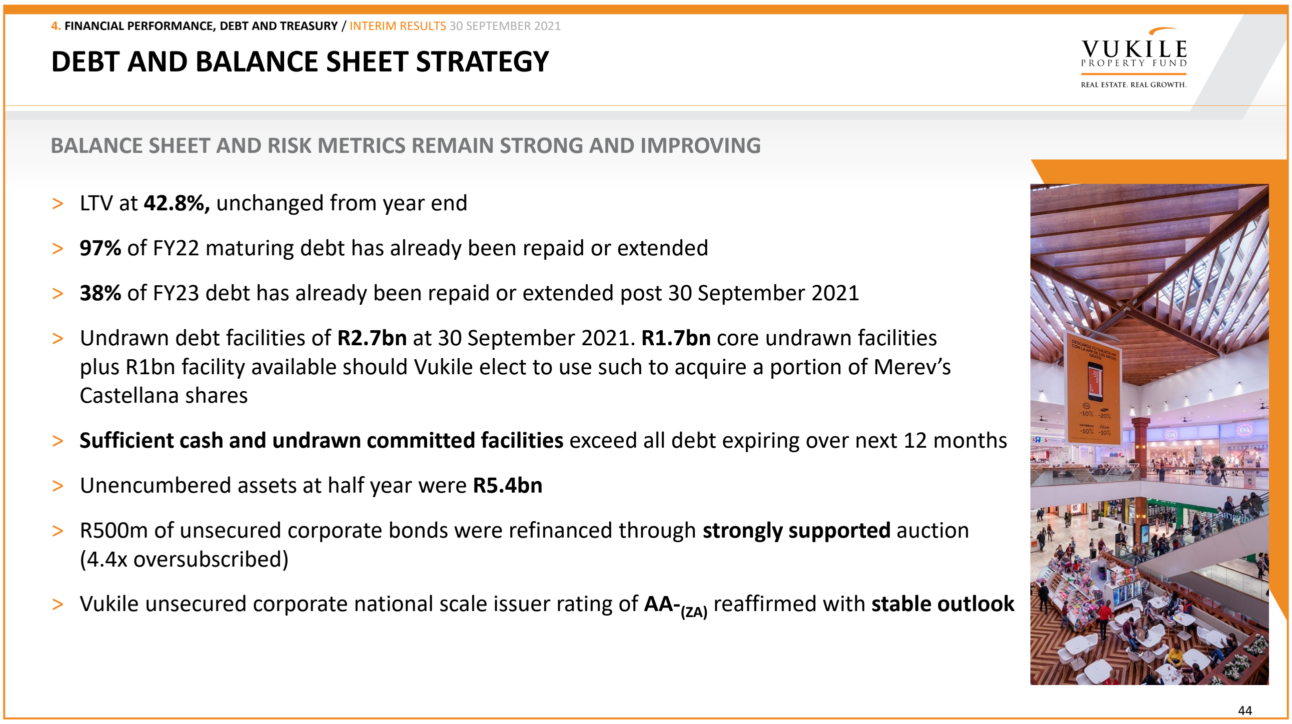
CASH BALANCES IN EXCESS OF R1.2bn

## NOTES:



## NAV BRIDGE (R)

### NAV PER SHARE REDUCED MARGINALLY TO R18.06



## DEBT AND BALANCE SHEET STRATEGY

### BALANCE SHEET AND RISK METRICS REMAIN STRONG AND IMPROVING

- LTV at **42.8%,** unchanged from year end
- **97%** of FY22 maturing debt has already been repaid or extended
- **38%** of FY23 debt has already been repaid or extended post 30 September 2021
- Undrawn debt facilities of **R2.7bn** at 30 September 2021. **R1.7bn** core undrawn facilities plus R1bn facility available should Vukile elect to use such to acquire a portion of Merev's Castellana shares
- **Sufficient cash and undrawn committed facilities** exceed all debt expiring over next 12 months
- Unencumbered assets at half year were **R5.4bn**
- R500m of unsecured corporate bonds were refinanced through **strongly supported** auction (4.4x oversubscribed)
- Vukile unsecured corporate national scale issuer rating of **AA-$_{(ZA)}$** reaffirmed with **stable outlook**

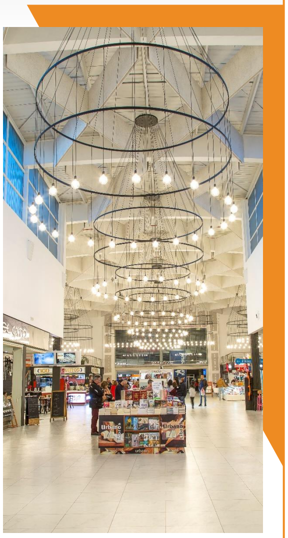
## NOTES:

4. FINANCIAL PERFORMANCE, DEBT AND TREASURY / INTERIM RESULTS 30 SEPTEMBER 2021

## DEBT AND BALANCE SHEET STRATEGY (CONT.)

### BALANCE SHEET AND RISK METRICS REMAIN STRONG AND IMPROVING

- **€138m (R2.4bn equivalent)** of Vukile debt was repaid or converted into ZAR facilities, further reducing the impact of currency movements on the Vukile balance sheet
- Total Vukile EUR debt has reduced to **€26.5m**, an **84%** reduction from total Vukile EUR debt of €164m at 31 March 2021
- **€117m** nominal of CCIRS were settled at maturity in June 2021, representing 64% of the total nominal CCIRS
- The reduction in EUR debt and CCIRS will make the Vukile NAV more positively exposed to a weaker ZAR going forward, hence becoming more of a **Rand hedge**
- Castellana negotiated a 1-year extension of maturities across all tenors of its **€146m (R2.5bn equivalent)** syndicate loan
- 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.)
- In aggregate, **58%** of Castellana net forecast dividends are hedged over the next five years and **102%** of Castellana's net forecast dividends are hedged in the current financial year



4. FINANCIAL PERFORMANCE, DEBT AND TREASURY / INTERIM RESULTS 30 SEPTEMBER 2021

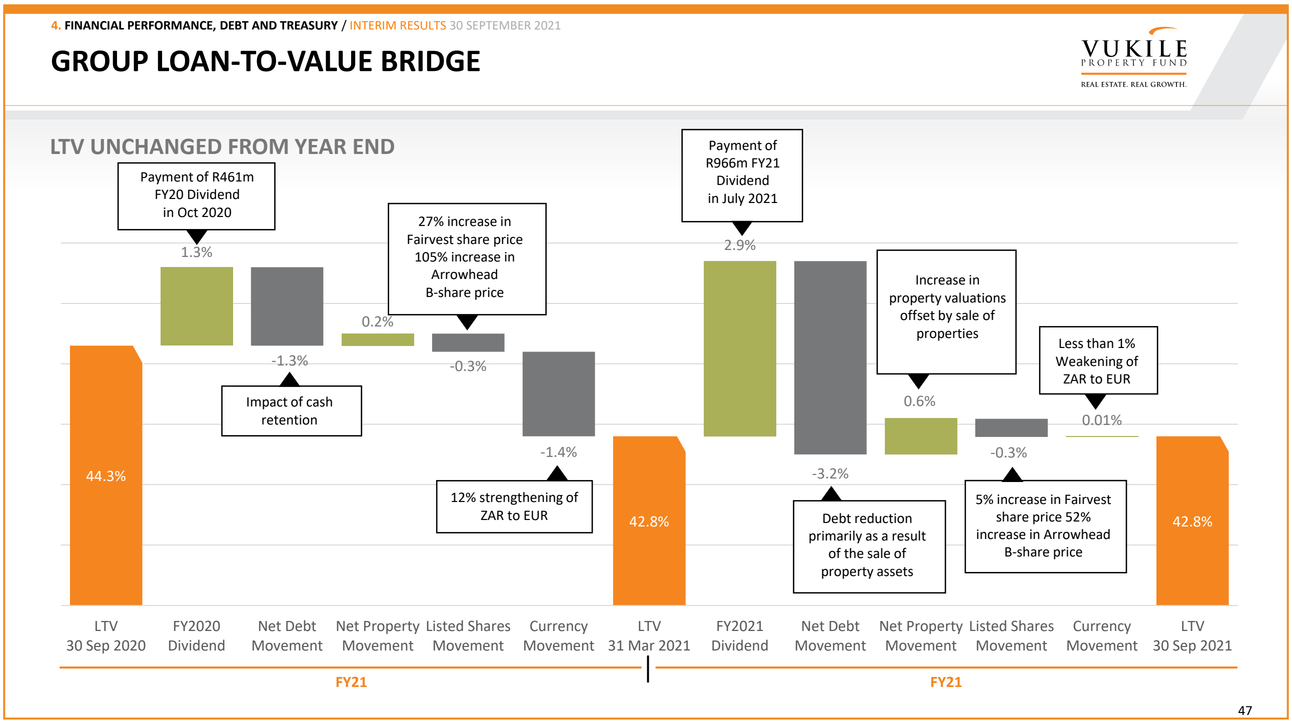
## LOAN-TO-VALUE AND INTEREST COVER RATIOS

### COMFORTABLE HEADROOM ACROSS ALL METRICS

- **Group interest cover ratio** of **4.4 times** highlighting strong cash flow compared with net interest cost
- Stress testing indicates that the portfolio would need to undergo a **54% reduction** in Group EBITDA, before reaching 2 times bank interest cover covenant level
- Group loan to value unchanged at **42.8%**
- Castellana stress testing of valuations indicates the portfolio would need to undergo a **31% reduction** (€305m) in property value, before breaching Castellana's group LTV covenant of **65%**

| | **Group 30 September 2021** | Group 31 March 2021 | Group 30 September 2020 |
|---|---|---|---|
| Interest cover ratio | **4.4 times** | 3.3 times | 3.7 times |
| Interest cover ratio covenant level | **2 times** | 2 times | 2 times |
| ICR stress level margin (% EBITDA reduction to respective covenant levels) | **54%** | 40% | 46% |
| ICR stress level amount (EBITDA reduction to respective covenant levels) | **R1.2bn** | R627m | R777m |
| Loan-to-value ratio (net of cash and cash equivalents) | **42.8%** | 42.8% | 44.3% |
| Loan-to-value covenant level | **50%** | 50% | 50% |
| LTV stress level margin (% asset value reduction to respective covenant levels) | **14%** | 14% | 12% |
| LTV stress level amount (asset value reduction to respective covenant levels) | **R4.7bn** | R4.8bn | R4.2bn |

## NOTES:



4. FINANCIAL PERFORMANCE, DEBT AND TREASURY / INTERIM RESULTS 30 SEPTEMBER 2021

## GROUP LOAN-TO-VALUE BRIDGE

### LTV UNCHANGED FROM YEAR END

Payment of R461m FY20 Dividend in Oct 2020

Impact of cash retention

27% increase in Fairvest share price 105% increase in Arrowhead B-share price

12% strengthening of ZAR to EUR

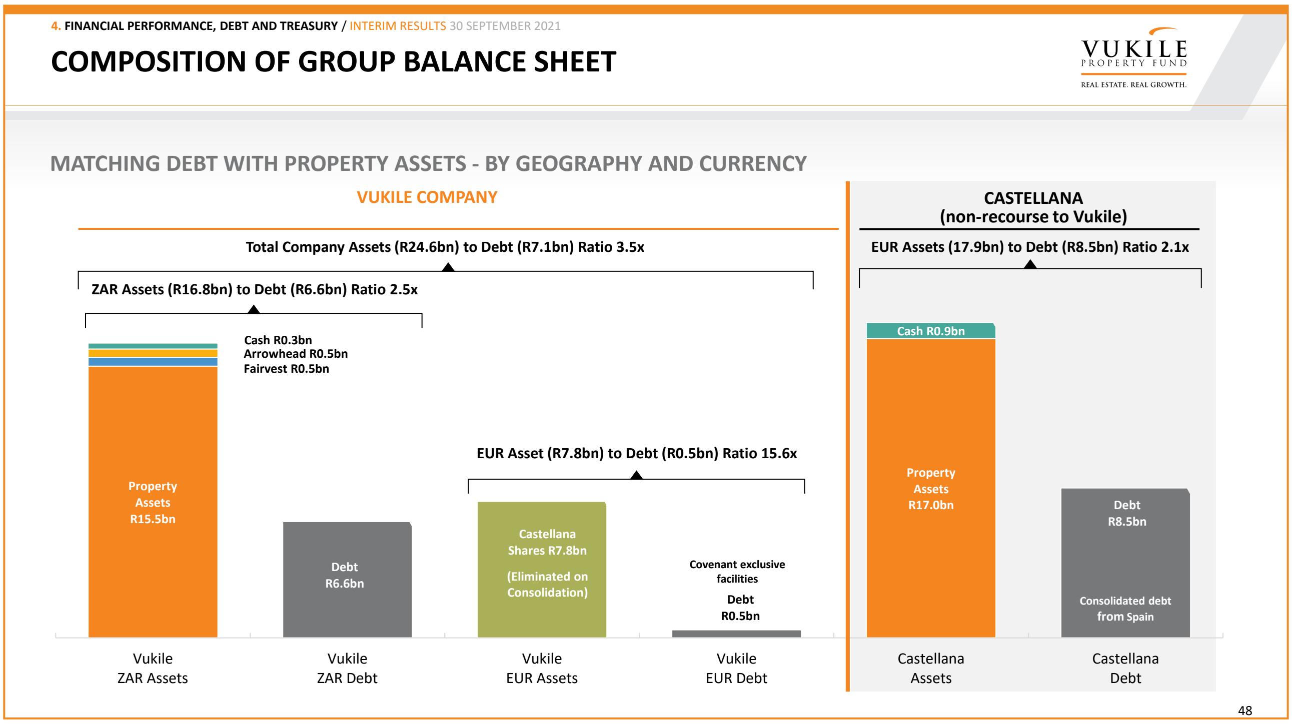
Payment of R966m FY21 Dividend in July 2021

Debt reduction primarily as a result of the sale of property assets

Increase in property valuations offset by sale of properties

5% increase in Fairvest share price 52% increase in Arrowhead B-share price

Less than 1% Weakening of ZAR to EUR



4. FINANCIAL PERFORMANCE, DEBT AND TREASURY / INTERIM RESULTS 30 SEPTEMBER 2021

## COMPOSITION OF GROUP BALANCE SHEET

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

**VUKILE COMPANY**

**Total Company Assets (R24.6bn) to Debt (R7.1bn) Ratio 3.5x**

**ZAR Assets (R16.8bn) to Debt (R6.6bn) Ratio 2.5x**

**EUR Asset (R7.8bn) to Debt (R0.5bn) Ratio 15.6x**

**CASTELLANA (non-recourse to Vukile)**

**EUR Assets (17.9bn) to Debt (R8.5bn) Ratio 2.1x**

# NOTES:

# KEY DEBT AND HEDGING METRICS

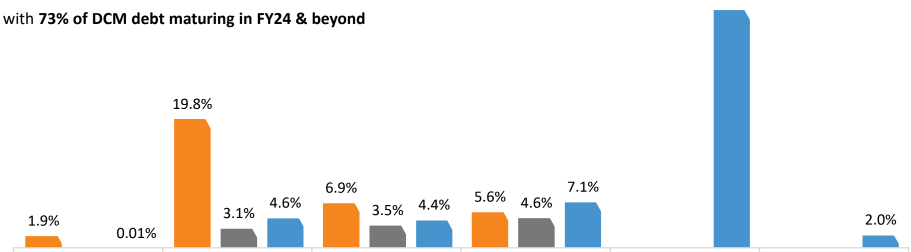
## UNCHANGED HIGH INVESTMENT GRADE CREDIT RATING

| | **30 September 2021** | 31 March 2021 | 30 September 2020 |
|---|---|---|---|
| Interest-bearing debt hedged | **72.9%** | 78.0% | 79.3% |
| Group cost of funding | **4.5%** | 3.9% | 3.7% |
| Maturity profile – fixed rates and swaps | **2.2 years** | 2.6 years | 3.0 years |
| Undrawn facilities | **R2.7bn** | R1.9bn | R2.3bn |
| Corporate long-term credit rating | **AA-$_{(ZA)}$** | AA-$_{(ZA)}$ | AA-$_{(ZA)}$ |

# ANALYSIS OF GROUP LOAN EXPIRY PROFILE

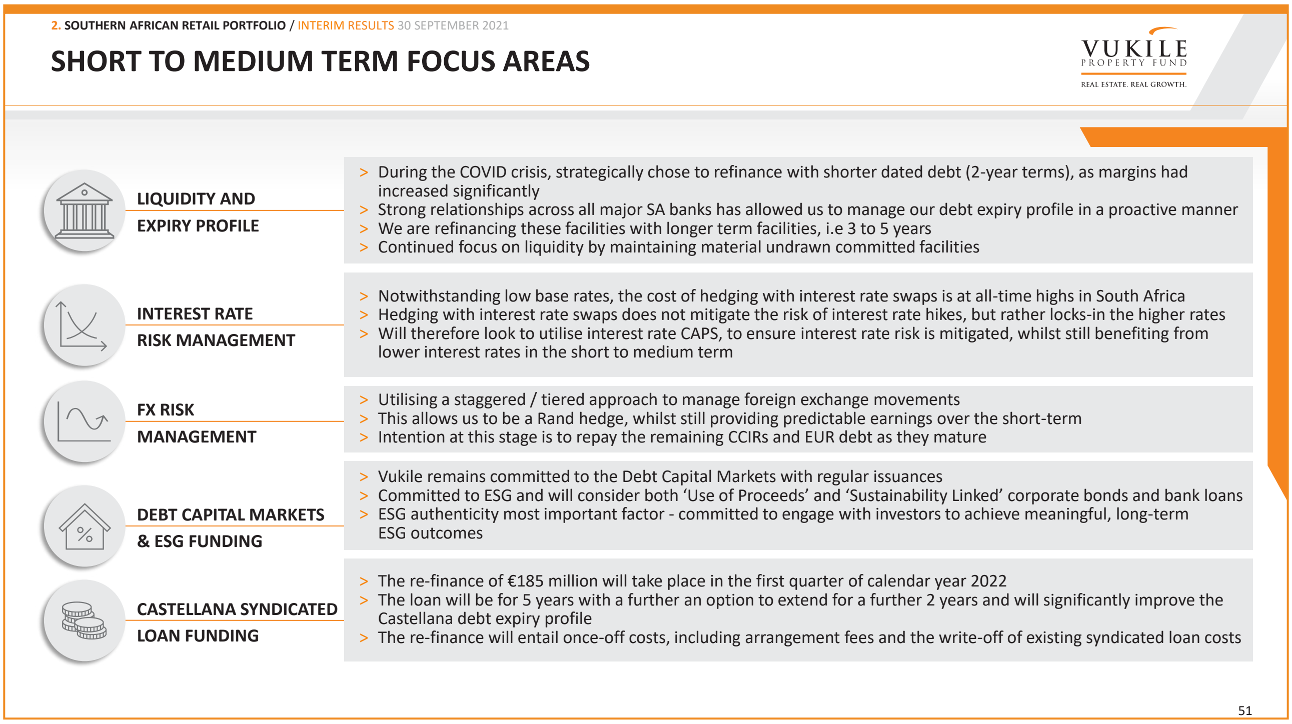
## LOW RISK EXPIRY PROFILE

- **97%** of FY22 maturing debt has already been repaid or extended
- **R1.6bn** of debt maturing in FY23 was refinanced or repaid in October and November 2021
- **Sufficient cash and undrawn committed facilities** exceed all debt expiring over next 12 months
- **R500m** of unsecured corporate bonds were refinanced through 4.4x oversubscribed auction (R2.2bn of bids)
- 11% of group debt in corporate bonds, with **73% of DCM debt maturing in FY24 & beyond**



| | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 & Beyond |
|---|---|---|---|---|---|---|
| 🟧 Vukile bank debt expiry profile Rm | 296 | 3 088 | 1 080 | 866 | | |
| ⬜ Vukile corporate bond expiry profile Rm | | 471 | 550 | 723 | | |
| 🟦 Castellana bank debt expiry profile Rm | 4 | 724 | 675 | 1 106 | 5 693 | 318 |
| Total | 300 | 4 283 | 2 305 | 2 695 | 5 693 | 318 |

# NOTES:



2. SOUTHERN AFRICAN RETAIL PORTFOLIO / INTERIM RESULTS 30 SEPTEMBER 2021

## SHORT TO MEDIUM TERM FOCUS AREAS

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

**LIQUIDITY AND EXPIRY PROFILE**

- During the COVID crisis, strategically chose to refinance with shorter dated debt (2-year terms), as margins had increased significantly
- Strong relationships across all major SA banks has allowed us to manage our debt expiry profile in a proactive manner
- We are refinancing these facilities with longer term facilities, i.e 3 to 5 years
- Continued focus on liquidity by maintaining material undrawn committed facilities

**INTEREST RATE RISK MANAGEMENT**

- Notwithstanding low base rates, the cost of hedging with interest rate swaps is at all-time highs in South Africa
- Hedging with interest rate swaps does not mitigate the risk of interest rate hikes, but rather locks-in the higher rates
- Will therefore look to utilise interest rate CAPS, to ensure interest rate risk is mitigated, whilst still benefiting from lower interest rates in the short to medium term

**FX RISK MANAGEMENT**

- Utilising a staggered / tiered approach to manage foreign exchange movements
- This allows us to be a Rand hedge, whilst still providing predictable earnings over the short-term
- Intention at this stage is to repay the remaining CCIRs and EUR debt as they mature

**DEBT CAPITAL MARKETS & ESG FUNDING**

- Vukile remains committed to the Debt Capital Markets with regular issuances
- Committed to ESG and will consider both ‘Use of Proceeds’ and ‘Sustainability Linked’ corporate bonds and bank loans
- ESG authenticity most important factor - committed to engage with investors to achieve meaningful, long-term ESG outcomes

**CASTELLANA SYNDICATED LOAN FUNDING**

- The re-finance of €185 million will take place in the first quarter of calendar year 2022
- The loan will be for 5 years with a further an option to extend for a further 2 years and will significantly improve the Castellana debt expiry profile
- The re-finance will entail once-off costs, including arrangement fees and the write-off of existing syndicated loan costs

5

## STRATEGY AND TRANSACTION UPDATE

Laurence Rapp

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

## NOTES:

## UPDATE ON KEY STRATEGIC INITIATIVES

**CUSTOMER CENTRICITY**

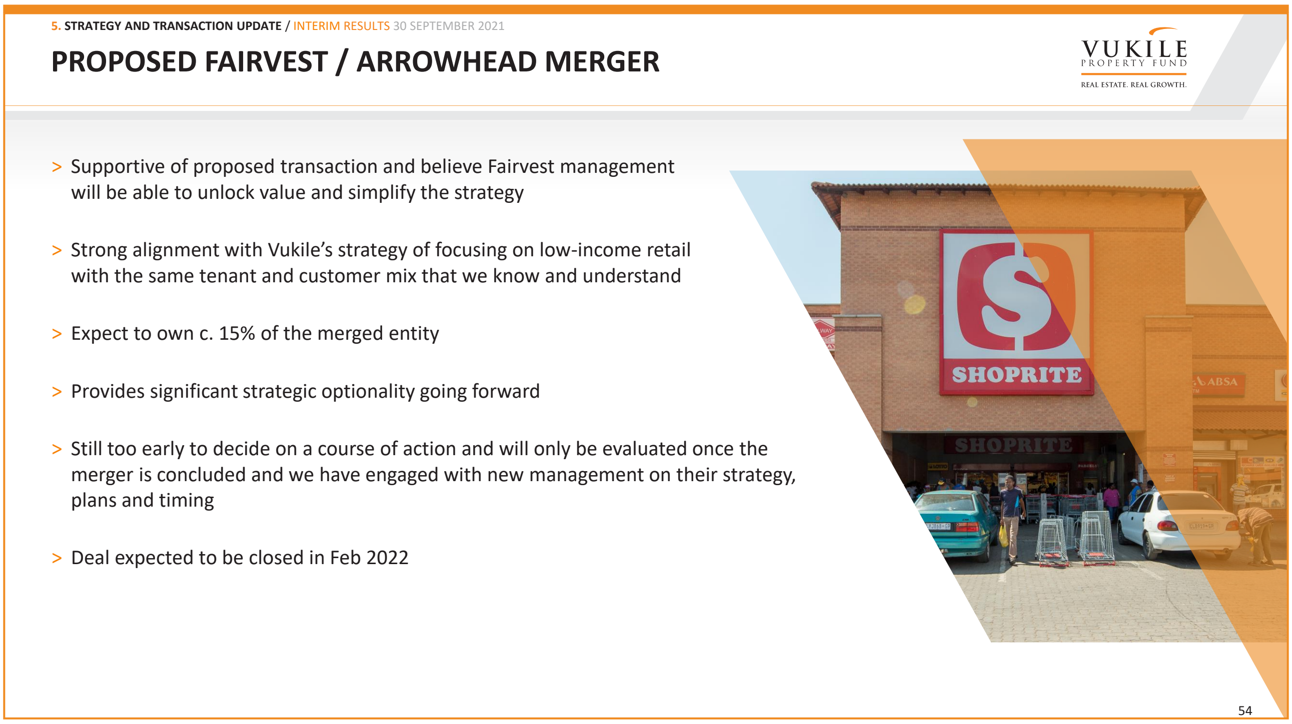
- Confident it has now been firmly embedded in our culture and all asset management and investment processes
- An ongoing journey, it has become part of our everyday language

**ESG**

- Making good progress in getting our 5-year strategy and goals collated and to be communicated at financial year end and implemented thereafter
- By Dec 2021 will have 14.2MW capacity with plans in place to at least double that over the next three years
- Evaluating a number of PV opportunities in Spain
- Tremendous success in the Vukile Academy with 75% of interns placed in permanent employment in the industry
- Q1 2022 launch of the Vukile Retail Academy
- BREEAM certification in all our Spanish shopping centres at a very high level
- Working with Afrika Tikkun on new CSI initiatives in South Africa
- Significantly transformed high calibre independent board with 60% Black representation

**FURTHER SIMPLIFICATION OF GROUP STRUCTURE**

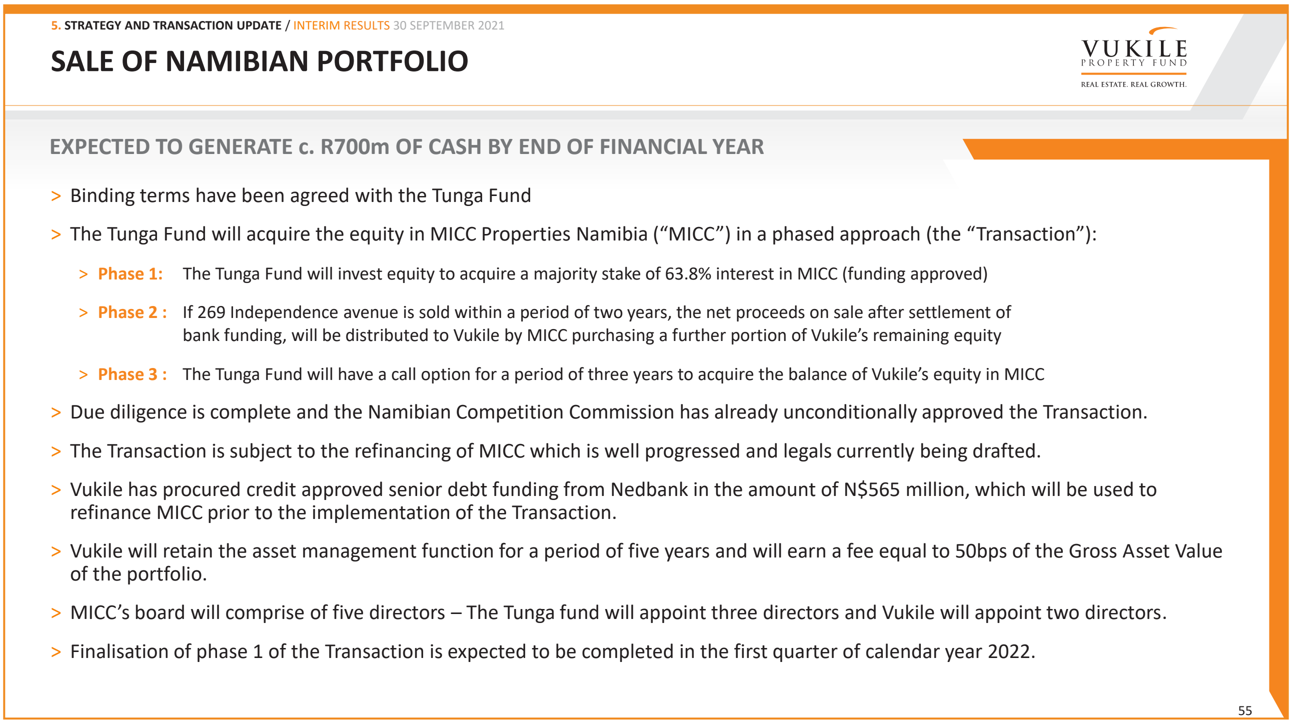
- Fairvest / Arrowhead transaction
- Sale of Namibia
- MEREV



## PROPOSED FAIRVEST / ARROWHEAD MERGER

- Supportive of proposed transaction and believe Fairvest management will be able to unlock value and simplify the strategy
- Strong alignment with Vukile's strategy of focusing on low-income retail with the same tenant and customer mix that we know and understand
- Expect to own c. 15% of the merged entity
- Provides significant strategic optionality going forward
- Still too early to decide on a course of action and will only be evaluated once the merger is concluded and we have engaged with new management on their strategy, plans and timing
- Deal expected to be closed in Feb 2022

## NOTES:



## SALE OF NAMIBIAN PORTFOLIO

### EXPECTED TO GENERATE c. R700m OF CASH BY END OF FINANCIAL YEAR

> Binding terms have been agreed with the Tunga Fund

> The Tunga Fund will acquire the equity in MICC Properties Namibia ("MICC") in a phased approach (the "Transaction"):

  > **Phase 1:** The Tunga Fund will invest equity to acquire a majority stake of 63.8% interest in MICC (funding approved)

  > **Phase 2 :** If 269 Independence avenue is sold within a period of two years, the net proceeds on sale after settlement of bank funding, will be distributed to Vukile by MICC purchasing a further portion of Vukile's remaining equity

  > **Phase 3 :** The Tunga Fund will have a call option for a period of three years to acquire the balance of Vukile's equity in MICC

> Due diligence is complete and the Namibian Competition Commission has already unconditionally approved the Transaction.

> The Transaction is subject to the refinancing of MICC which is well progressed and legals currently being drafted.

> Vukile has procured credit approved senior debt funding from Nedbank in the amount of N$565 million, which will be used to refinance MICC prior to the implementation of the Transaction.

> Vukile will retain the asset management function for a period of five years and will earn a fee equal to 50bps of the Gross Asset Value of the portfolio.

> MICC's board will comprise of five directors – The Tunga fund will appoint three directors and Vukile will appoint two directors.

> Finalisation of phase 1 of the Transaction is expected to be completed in the first quarter of calendar year 2022.

## MEREV

> In April 2021 agreed the 3-year extension of the MEREV option which must be exercised by July 2024

> With current pricing of European retail REITs still being below NAV, it is currently unlikely to find new institutional investors and we would rather try find strategic investors to introduce fresh funding for further growth

> Remain very positive on the recovery and prospects of Castellana and want to own more of it

> Vukile will look to start purchasing MEREV shares on a phased basis

> Lowest risk opportunity to grow further exposure to Spain and Castellana

  > No DD, execution or operational risk

  > No transaction costs

> Will fund purchases from repayment of shareholder loan of €17.5m, retained cash and sale of non-core assets

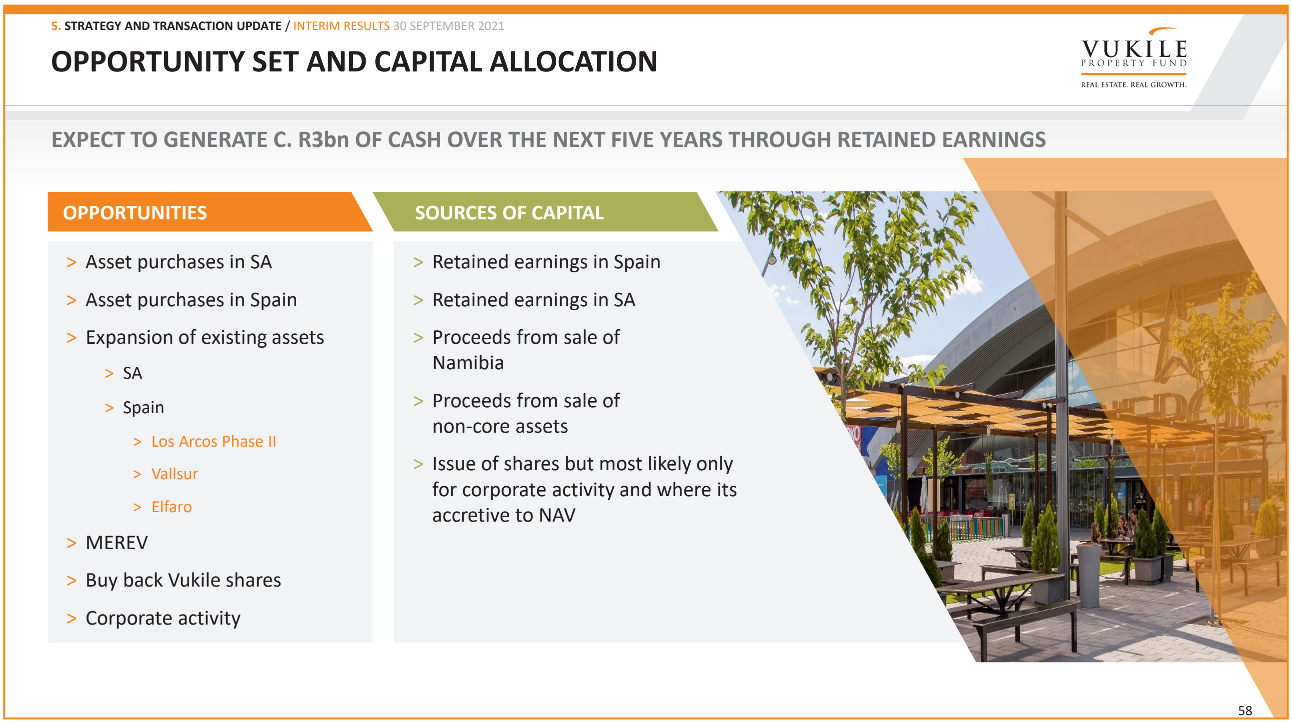
> Expecting to close initial purchase of c. 3.5 million shares by end Dec 2021

## NOTES:

5. STRATEGY AND TRANSACTION UPDATE / INTERIM RESULTS 30 SEPTEMBER 2021

## RESUMING OUR GROWTH STRATEGY

- Pre-COVID our strategy was to grow Vukile, in SA and abroad into a focused specialist retail fund.
- Made significant progress in building the SA business into a highly focused retail business operating in the sweet spot of lower LSM township and rural retail.
- Made significant progress in building Castellana into the 7th largest and highly respected SOCIMI in Spain and one of only two focused retail funds.
- COVID brought on a need to be very internally focused on operational excellence, cash preservation and building further core competencies in areas such as customer centricity and ESG.
- Based off the ongoing recovery as evidenced by these very strong operating results we believe the business is in excellent shape and now ready to resume its growth strategy.



5. STRATEGY AND TRANSACTION UPDATE / INTERIM RESULTS 30 SEPTEMBER 2021

## OPPORTUNITY SET AND CAPITAL ALLOCATION

### EXPECT TO GENERATE C. R3bn OF CASH OVER THE NEXT FIVE YEARS THROUGH RETAINED EARNINGS

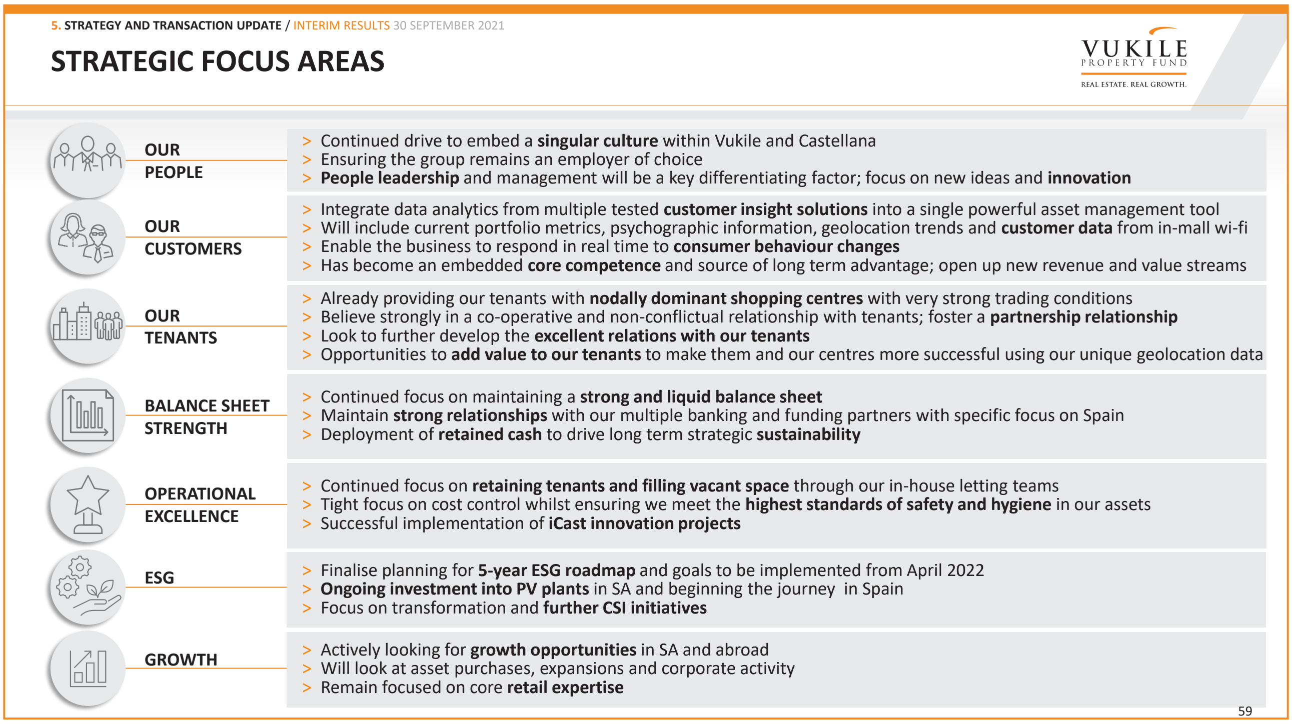
**OPPORTUNITIES**

- Asset purchases in SA
- Asset purchases in Spain
- Expansion of existing assets
  - SA
  - Spain
    - Los Arcos Phase II
    - Vallsur
    - Elfaro
- MEREV
- Buy back Vukile shares
- Corporate activity

**SOURCES OF CAPITAL**

- Retained earnings in Spain
- Retained earnings in SA
- Proceeds from sale of Namibia
- Proceeds from sale of non-core assets
- Issue of shares but most likely only for corporate activity and where its accretive to NAV

## NOTES:



## STRATEGIC FOCUS AREAS

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

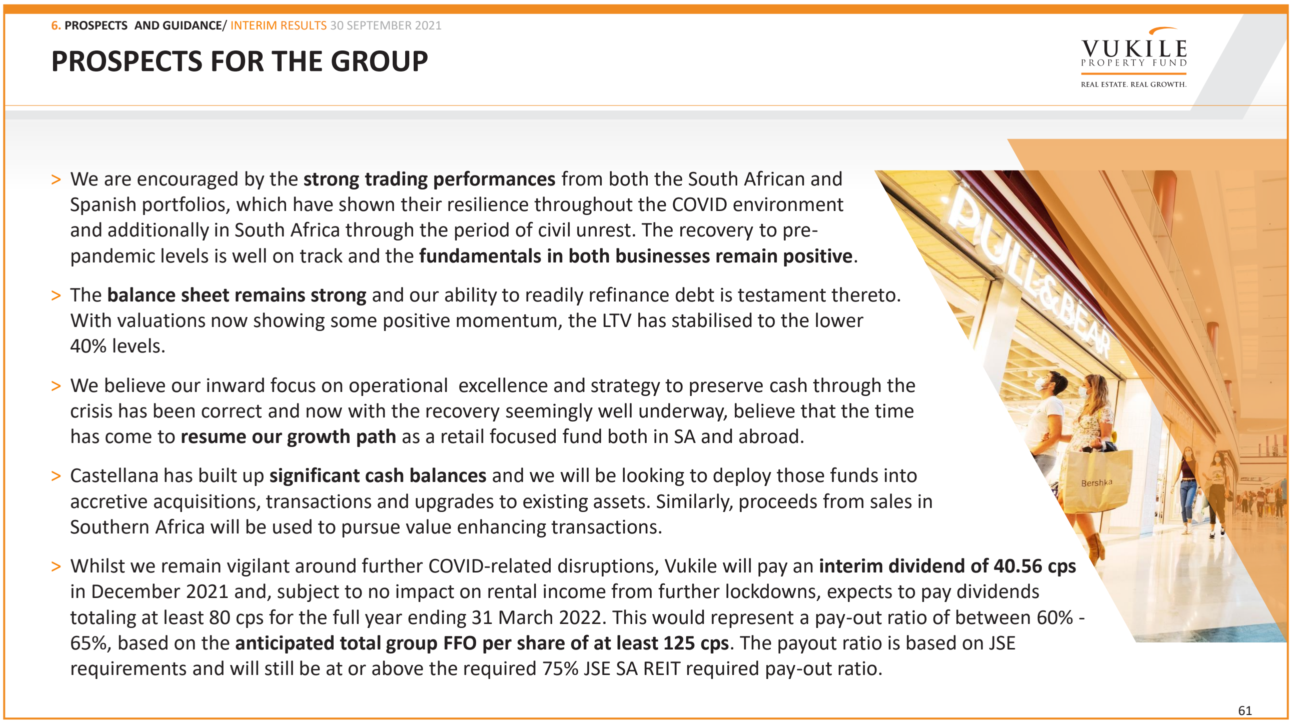
| | |
|---|---|
| **OUR PEOPLE** | > Continued drive to embed a **singular culture** within Vukile and Castellana<br>> Ensuring the group remains an employer of choice<br>> **People leadership** and management will be a key differentiating factor; focus on new ideas and **innovation** |
| **OUR CUSTOMERS** | > Integrate data analytics from multiple tested **customer insight solutions** into a single powerful asset management tool<br>> Will include current portfolio metrics, psychographic information, geolocation trends and **customer data** from in-mall wi-fi<br>> Enable the business to respond in real time to **consumer behaviour changes**<br>> 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<br>> Believe strongly in a co-operative and non-conflictual relationship with tenants; foster a **partnership relationship**<br>> Look to further develop the **excellent relations with our tenants**<br>> 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**<br>> Maintain **strong relationships** with our multiple banking and funding partners with specific focus on Spain<br>> 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<br>> Tight focus on cost control whilst ensuring we meet the **highest standards of safety and hygiene** in our assets<br>> Successful implementation of **iCast innovation projects** |
| **ESG** | > Finalise planning for **5-year ESG roadmap** and goals to be implemented from April 2022<br>> **Ongoing investment into PV plants** in SA and beginning the journey in Spain<br>> Focus on transformation and **further CSI initiatives** |
| **GROWTH** | > Actively looking for **growth opportunities** in SA and abroad<br>> Will look at asset purchases, expansions and corporate activity<br>> Remain focused on core **retail expertise** |

## 6 PROSPECTS AND GUIDANCE

Laurence Rapp

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

## NOTES:



## PROSPECTS FOR THE GROUP

- We are encouraged by the **strong trading performances** from both the South African and Spanish portfolios, which have shown their resilience throughout the COVID environment and additionally in South Africa through the period of civil unrest. The recovery to pre-pandemic levels is well on track and the **fundamentals in both businesses remain positive**.
- The **balance sheet remains strong** and our ability to readily refinance debt is testament thereto. With valuations now showing some positive momentum, the LTV has stabilised to the lower 40% levels.
- We believe our inward focus on operational excellence and strategy to preserve cash through the crisis has been correct and now with the recovery seemingly well underway, believe that the time has come to **resume our growth path** as a retail focused fund both in SA and abroad.
- Castellana has built up **significant cash balances** and we will be looking to deploy those funds into accretive acquisitions, transactions and upgrades to existing assets. Similarly, proceeds from sales in Southern Africa will be used to pursue value enhancing transactions.
- Whilst we remain vigilant around further COVID-related disruptions, Vukile will pay an **interim dividend of 40.56 cps** in December 2021 and, subject to no impact on rental income from further lockdowns, expects to pay dividends totaling at least 80 cps for the full year ending 31 March 2022. This would represent a pay-out ratio of between 60% - 65%, based on the **anticipated total group FFO per share of at least 125 cps**. The payout ratio is based on JSE requirements and will still be at or above the required 75% JSE SA REIT required pay-out ratio.

## ACKNOWLEDGEMENTS

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

## NOTES:

## QUESTIONS & ANSWERS

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

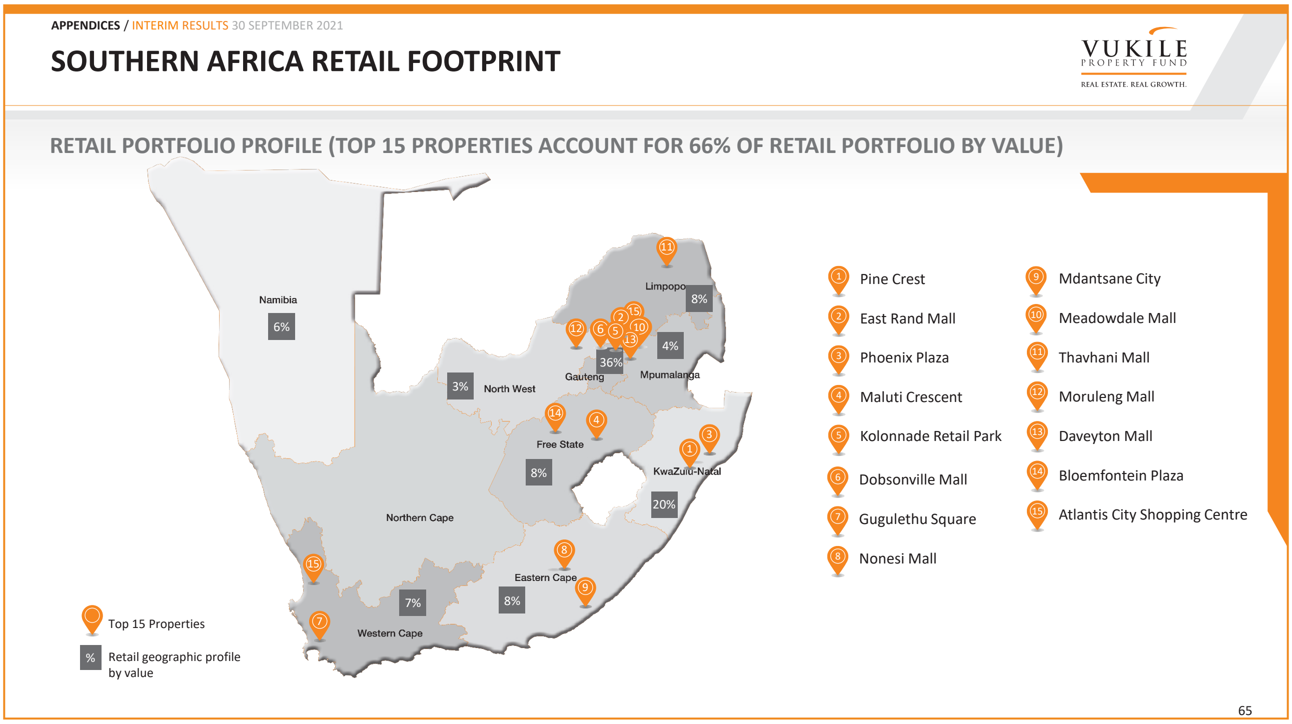
APPENDIX A

## PORTFOLIO COMPOSITION

Southern African Portfolio

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

## NOTES:



APPENDIXES / INTERIM RESULTS 30 SEPTEMBER 2021

## SOUTHERN AFRICA RETAIL FOOTPRINT

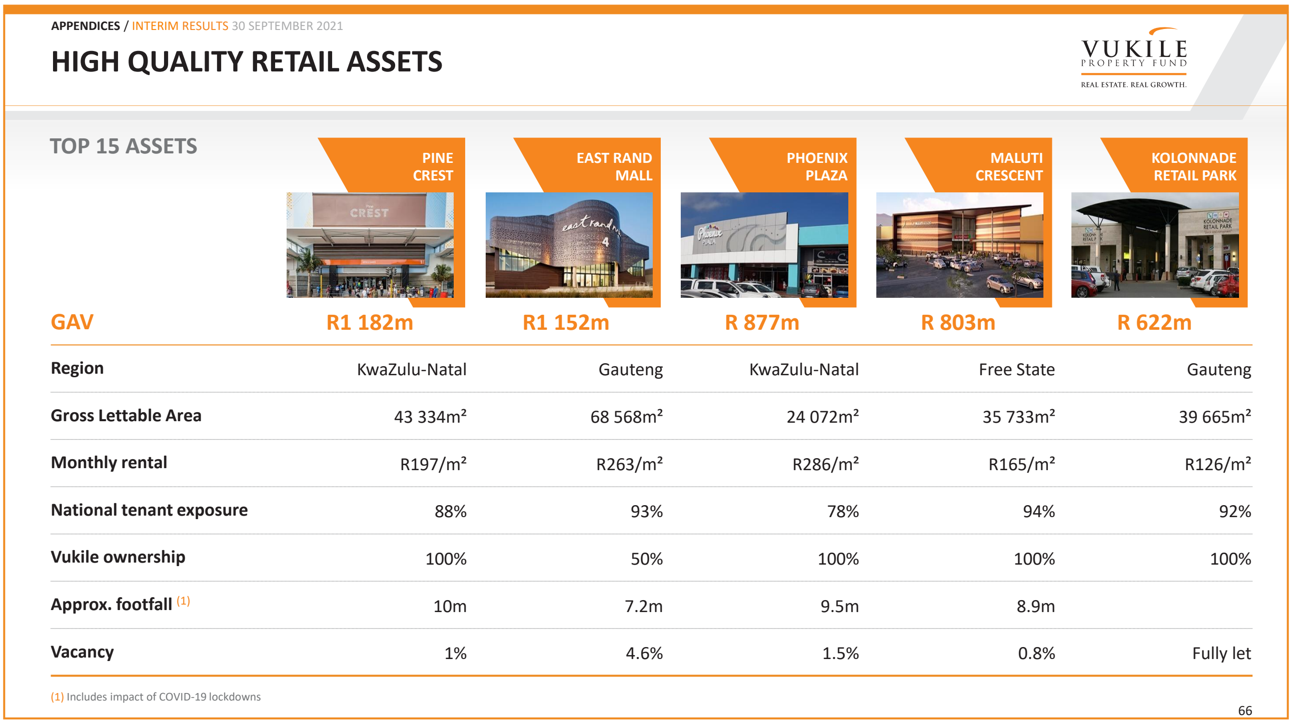
VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### RETAIL PORTFOLIO PROFILE (TOP 15 PROPERTIES ACCOUNT FOR 66% OF RETAIL PORTFOLIO BY VALUE)

1. Pine Crest
2. East Rand Mall
3. Phoenix Plaza
4. Maluti Crescent
5. Kolonnade Retail Park
6. Dobsonville Mall
7. Gugulethu Square
8. Nonesi Mall
9. Mdantsane City
10. Meadowdale Mall
11. Thavhani Mall
12. Moruleng Mall
13. Daveyton Mall
14. Bloemfontein Plaza
15. Atlantis City Shopping Centre

Top 15 Properties

% Retail geographic profile by value



APPENDIXES / INTERIM RESULTS 30 SEPTEMBER 2021

## HIGH QUALITY RETAIL ASSETS

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### TOP 15 ASSETS

| | PINE CREST | EAST RAND MALL | PHOENIX PLAZA | MALUTI CRESCENT | KOLONNADE RETAIL PARK |
|---|---|---|---|---|---|
| **GAV** | R1 182m | R1 152m | R 877m | R 803m | R 622m |
| **Region** | KwaZulu-Natal | Gauteng | KwaZulu-Natal | Free State | Gauteng |
| **Gross Lettable Area** | 43 334m² | 68 568m² | 24 072m² | 35 733m² | 39 665m² |
| **Monthly rental** | R197/m² | R263/m² | R286/m² | R165/m² | R126/m² |
| **National tenant exposure** | 88% | 93% | 78% | 94% | 92% |
| **Vukile ownership** | 100% | 50% | 100% | 100% | 100% |
| **Approx. footfall** (1) | 10m | 7.2m | 9.5m | 8.9m | |
| **Vacancy** | 1% | 4.6% | 1.5% | 0.8% | Fully let |

(1) Includes impact of COVID-19 lockdowns

## NOTES:

APPENDICES / INTERIM RESULTS 30 SEPTEMBER 2021

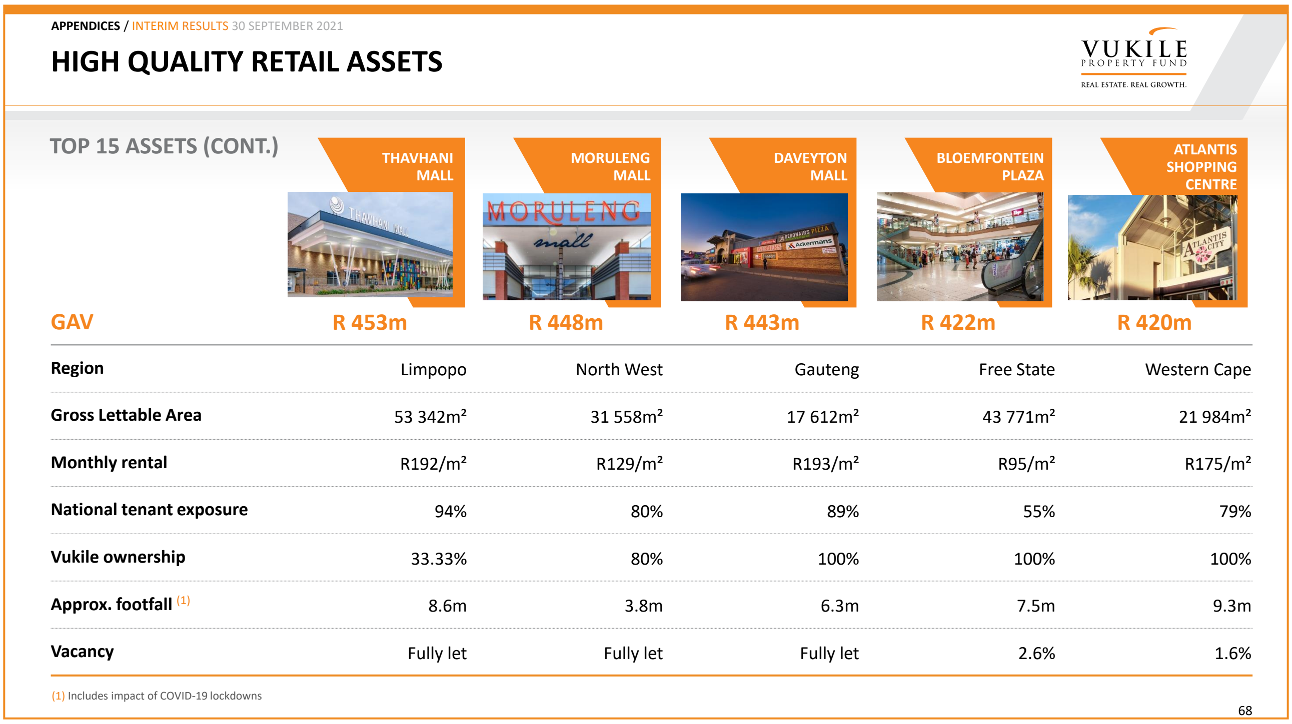
## HIGH QUALITY RETAIL ASSETS

VUKILE
PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### TOP 15 ASSETS (CONT.)

| | DOBSONVILLE MALL | GUGULETHU SQUARE | NONESI MALL | MDANTSANE CITY | MEADOWDALE MALL |
|---|---|---|---|---|---|
| **GAV** | R 621m | R 590m | R 549m | R 542m | R 467m |
| **Region** | Gauteng | Western Cape | Eastern Cape | Eastern Cape | Gauteng |
| **Gross Lettable Area** | 26 438m² | 25 699m² | 27 922m² | 36 308m² | 49 487m² |
| **Monthly rental** | R165/m² | R179/m² | R145/m² | R137/m² | R95/m² |
| **National tenant exposure** | 92% | 91% | 95% | 82% | 80% |
| **Vukile ownership** | 100% | 100% | 100% | 100% | 67% |
| **Approx. footfall** (1) | 8.7m | 10.6m | 7.2m | 9.2m | |
| **Vacancy** | 0.9% | Fully let | 2.5% | 1.8% | Fully let |

(1) Includes impact of COVID-19 lockdowns



APPENDICES / INTERIM RESULTS 30 SEPTEMBER 2021

## HIGH QUALITY RETAIL ASSETS

VUKILE
PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### TOP 15 ASSETS (CONT.)

| | THAVHANI MALL | MORULENG MALL | DAVEYTON MALL | BLOEMFONTEIN PLAZA | ATLANTIS SHOPPING CENTRE |
|---|---|---|---|---|---|
| **GAV** | R 453m | R 448m | R 443m | R 422m | R 420m |
| **Region** | Limpopo | North West | Gauteng | Free State | Western Cape |
| **Gross Lettable Area** | 53 342m² | 31 558m² | 17 612m² | 43 771m² | 21 984m² |
| **Monthly rental** | R192/m² | R129/m² | R193/m² | R95/m² | R175/m² |
| **National tenant exposure** | 94% | 80% | 89% | 55% | 79% |
| **Vukile ownership** | 33.33% | 80% | 100% | 100% | 100% |
| **Approx. footfall** (1) | 8.6m | 3.8m | 6.3m | 7.5m | 9.3m |
| **Vacancy** | Fully let | Fully let | Fully let | 2.6% | 1.6% |

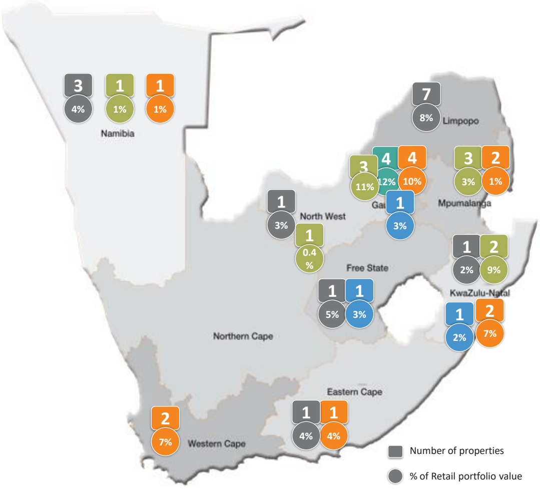
(1) Includes impact of COVID-19 lockdowns

## NOTES:

# RETAIL PORTFOLIO COMPOSITION

## 75% OF PORTFOLIO WELL POSITIONED IN DEFENSIVE NON-URBAN ENVIRONMENT

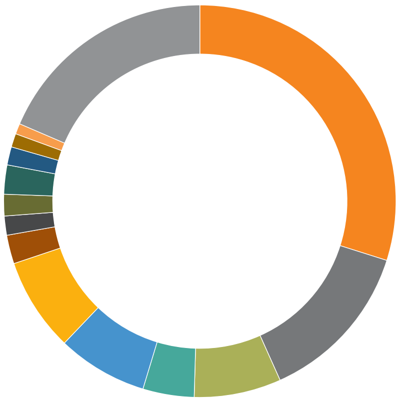
| | Township | Rural | Urban | Value Centre | Commuter |
|---|---|---|---|---|---|
| Value | R4.2bn | R3.8bn | R3.6bn | R1.8bn | R1.1bn |
| Number of properties | 12 | 14 | 10 | 4 | 3 |
| GLA | 216 351m² | 219 904m² | 167 683m² | 144 338m² | 104 741m² |
| Vacancy | 3.2% | 1.9% | 6.1% | 1.0% | 4.3% |
| Average base rental | R 169/m² | R 147/m² | R 182/m² | R 99/m² | R 127/m² |
| Average trading density | R37 800/m² | R33 841/m² | R27 297/m² | R22 119/m² | R21 551/m² |
| Rent-to-sales ratio | 5.3% | 5.3% | 8.6% | 5.2% | 8.1% |
| WALE (GLA) | 2.7 years | 3.5 years | 4.1 years | 2.9 years | 3.1 years |
| National tenant exposure | 84% | 88% | 87% | 83% | 69% |
| Top 10 tenant exposure | 27% | 31% | 23% | 11% | 9% |
| Tenant retention | 95% | 94% | 90% | 99% | 91% |



# RETAIL CATEGORY EXPOSURE

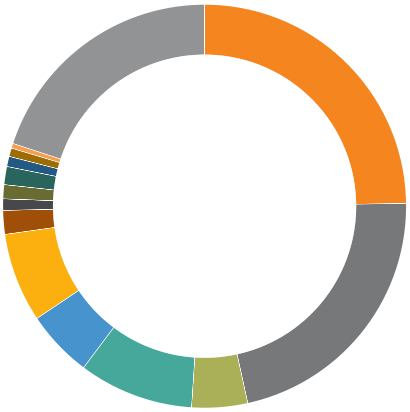
## WELL DIVERSIFIED MIX OF TENANT CATEGORIES

### CATEGORY PROFILE BY RENT

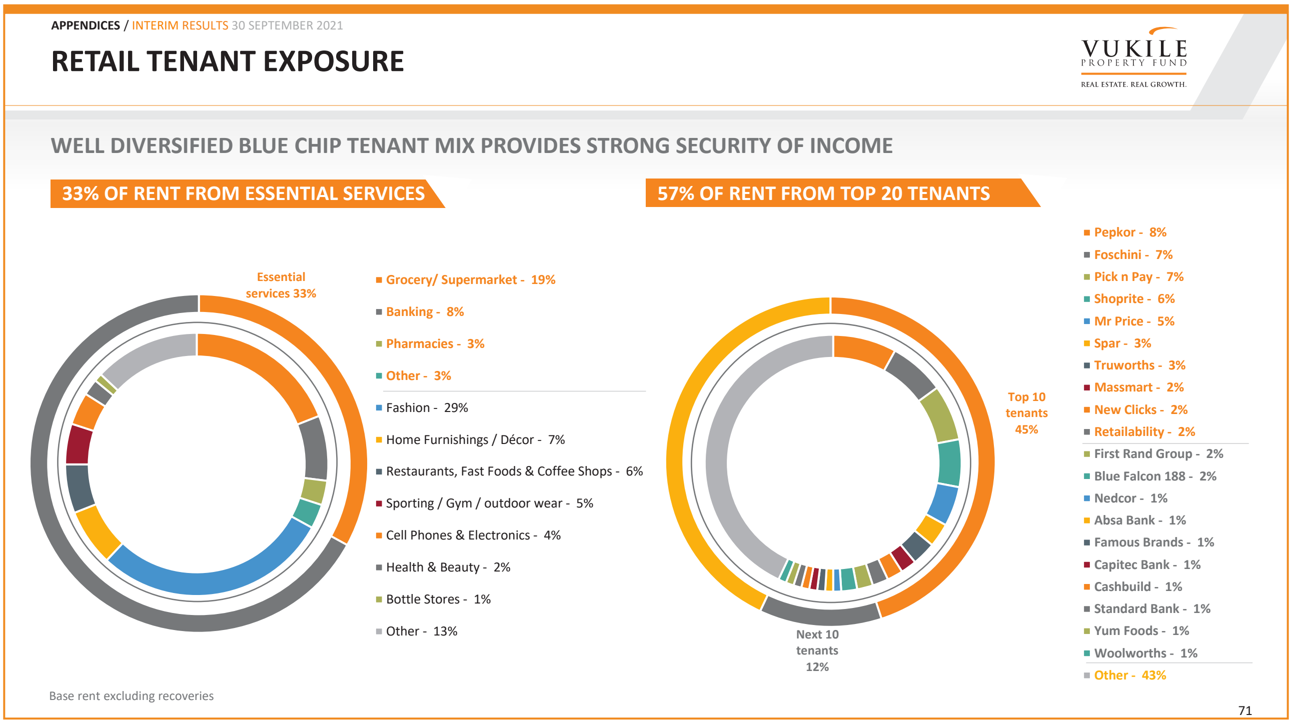


| | | |
|---|---|---|
| 29% | Fashion | 24% |
| 14% | Grocery/ Supermarket | 22% |
| 8% | Banking | 4% |
| 7% | Home Furnishings/ Décor | 9% |
| 7% | Food | 5% |
| 4% | Department Stores | 7% |
| 2% | Sporting/ Outdoor Goods & Wear | 2% |
| 2% | Cell Phones | 1% |
| 2% | Restaurants & Coffee Shops | 1% |
| 2% | Bottle Stores | 1% |
| 3% | Electronics | 1% |
| 1% | Health & Beauty | 2% |
| 1% | Accessories | 1% |
| 18% | Other | 20% |

### CATEGORY PROFILE BY GLA



## NOTES:



APPENDICES / INTERIM RESULTS 30 SEPTEMBER 2021

## RETAIL TENANT EXPOSURE

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### WELL DIVERSIFIED BLUE CHIP TENANT MIX PROVIDES STRONG SECURITY OF INCOME

**33% OF RENT FROM ESSENTIAL SERVICES**

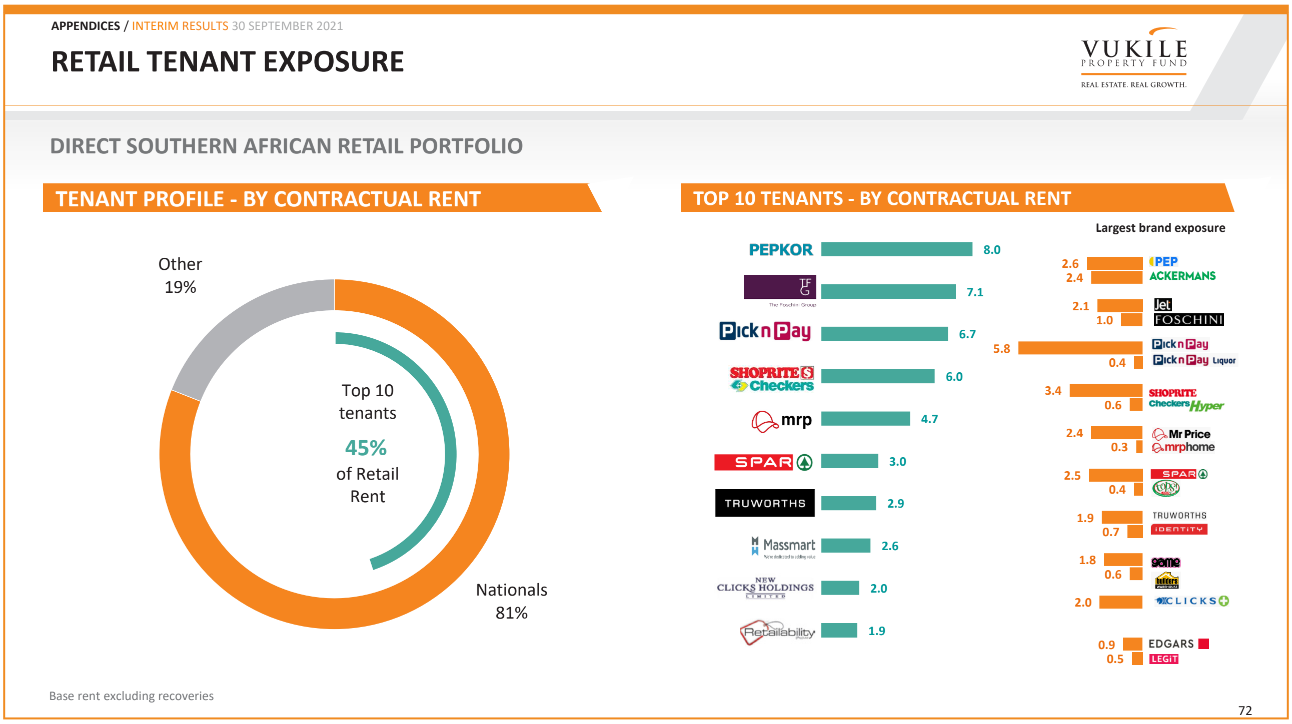
- Grocery/ Supermarket - 19%
- Banking - 8%
- Pharmacies - 3%
- Other - 3%
- Fashion - 29%
- Home Furnishings / Décor - 7%
- Restaurants, Fast Foods & Coffee Shops - 6%
- Sporting / Gym / outdoor wear - 5%
- Cell Phones & Electronics - 4%
- Health & Beauty - 2%
- Bottle Stores - 1%
- Other - 13%

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

- Pepkor - 8%
- Foschini - 7%
- Pick n Pay - 7%
- Shoprite - 6%
- Mr Price - 5%
- Spar - 3%
- Truworths - 3%
- Massmart - 2%
- New Clicks - 2%
- Retailability - 2%
- First Rand Group - 2%
- Blue Falcon 188 - 2%
- Nedcor - 1%
- Absa Bank - 1%
- Famous Brands - 1%
- Capitec Bank - 1%
- Cashbuild - 1%
- Standard Bank - 1%
- Yum Foods - 1%
- Woolworths - 1%
- Other - 43%

Base rent excluding recoveries

71



APPENDICES / INTERIM RESULTS 30 SEPTEMBER 2021

## RETAIL TENANT EXPOSURE

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### DIRECT SOUTHERN AFRICAN RETAIL PORTFOLIO

**TENANT PROFILE - BY CONTRACTUAL RENT**

**TOP 10 TENANTS - BY CONTRACTUAL RENT**

| | |
|---|---|
| PEPKOR | 8.0 |
| The Foschini Group | 7.1 |
| Pick n Pay | 6.7 |
| Shoprite Checkers | 6.0 |
| mrp | 4.7 |
| SPAR | 3.0 |
| TRUWORTHS | 2.9 |
| Massmart | 2.6 |
| New Clicks Holdings Limited | 2.0 |
| Retailability | 1.9 |

Largest brand exposure

| | |
|---|---|
| 2.6 | PEP |
| 2.4 | ACKERMANS |
| 2.1 | Jet |
| 1.0 | FOSCHINI |
| 5.8 | Pick n Pay |
| 0.4 | Pick n Pay Liquor |
| 3.4 | SHOPRITE |
| 0.6 | Checkers Hyper |
| 2.4 | Mr Price |
| 0.3 | mrphome |
| 2.5 | SPAR |
| 0.4 | Tops |
| 1.9 | TRUWORTHS |
| 0.7 | IDENTITY |
| 1.8 | game |
| 0.6 | builders warehouse |
| 2.0 | CLICKS |
| 0.9 | EDGARS |
| 0.5 | LEGiT |

Base rent excluding recoveries

72

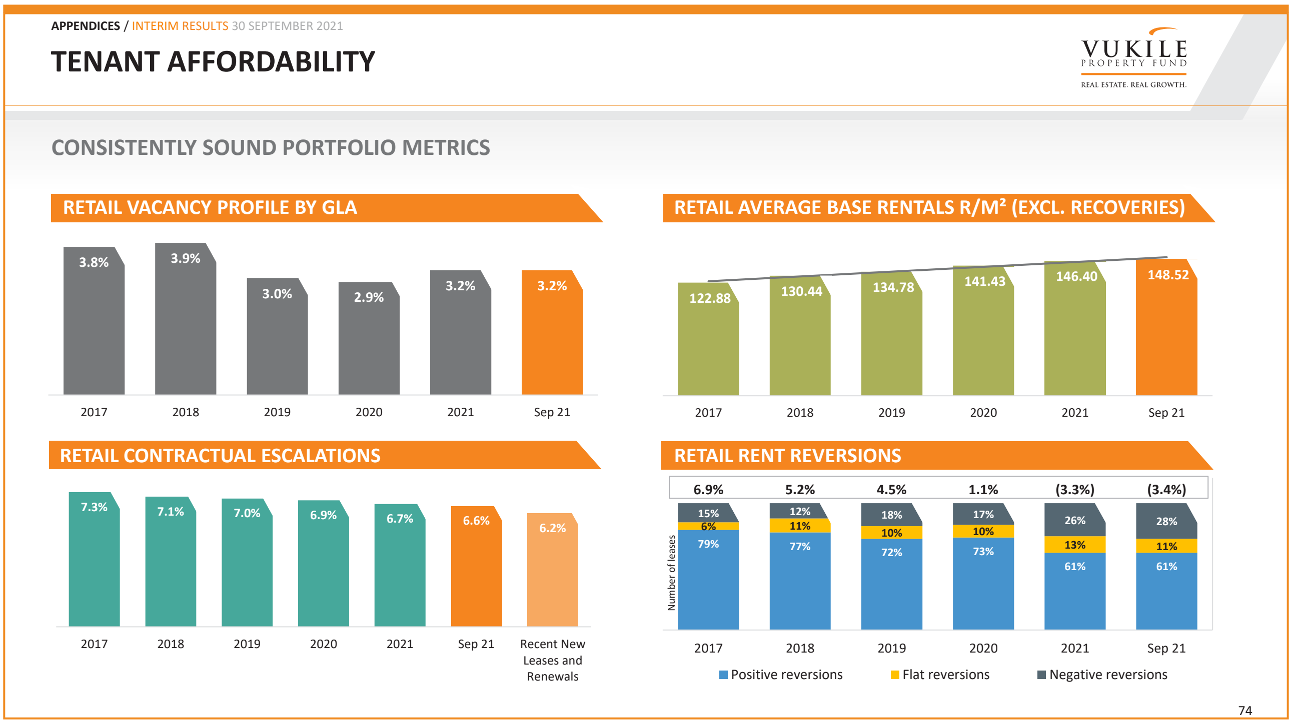
# NOTES:

APPENDIX A

## H1 FY22 RETAIL PORTFOLIO PERFORMANCE METRICS

Southern African Portfolio

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.



APPENDICES / INTERIM RESULTS 30 SEPTEMBER 2021

## TENANT AFFORDABILITY

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### CONSISTENTLY SOUND PORTFOLIO METRICS

**RETAIL VACANCY PROFILE BY GLA**

**RETAIL AVERAGE BASE RENTALS R/M² (EXCL. RECOVERIES)**

**RETAIL CONTRACTUAL ESCALATIONS**

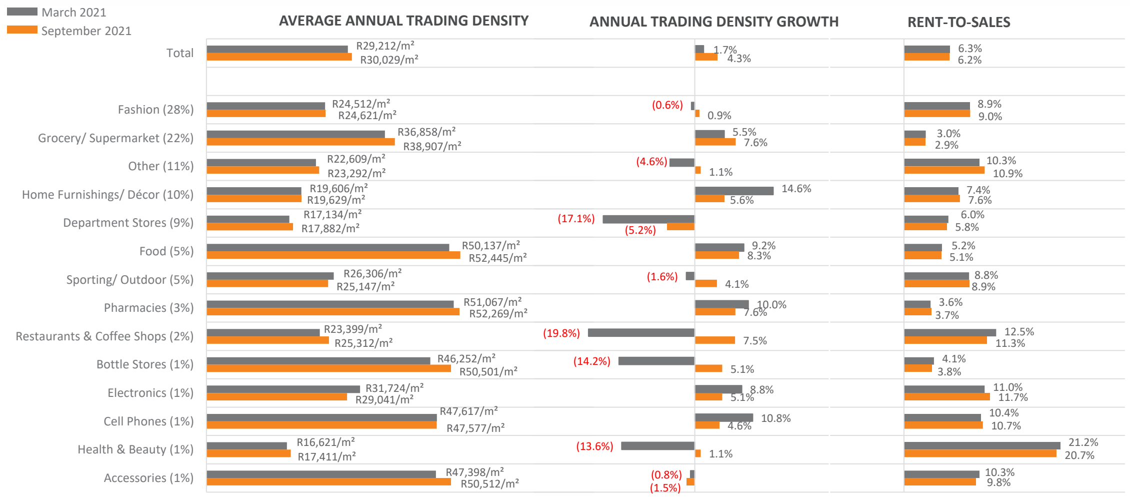
**RETAIL RENT REVERSIONS**

## NOTES:

**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

# TRADING DENSITIES

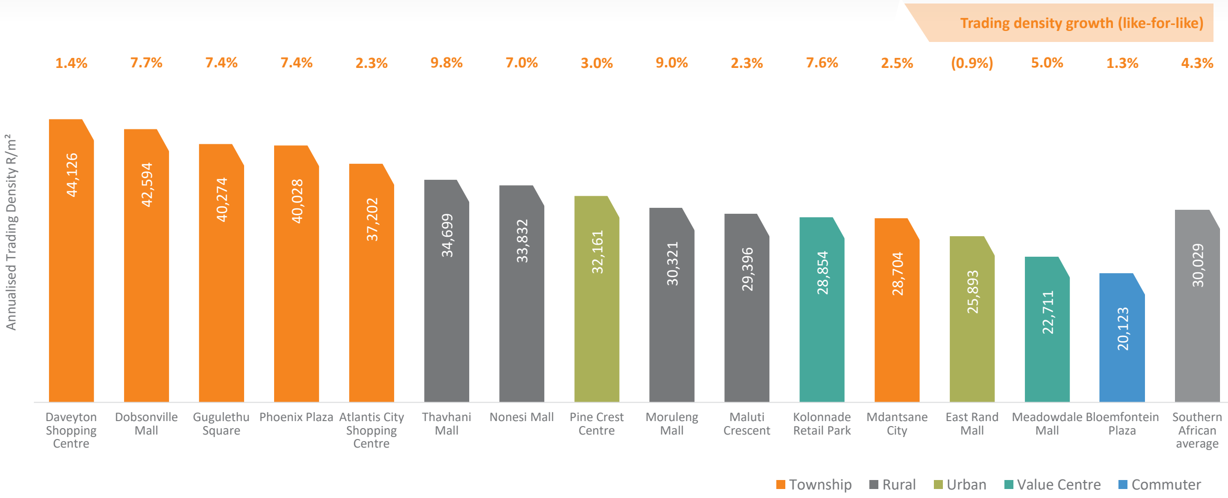
## ESSENTIAL SERVICES SHOWED POSITIVE GROWTH WHILE DISCRETIONARY CATEGORIES LAGGED



**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

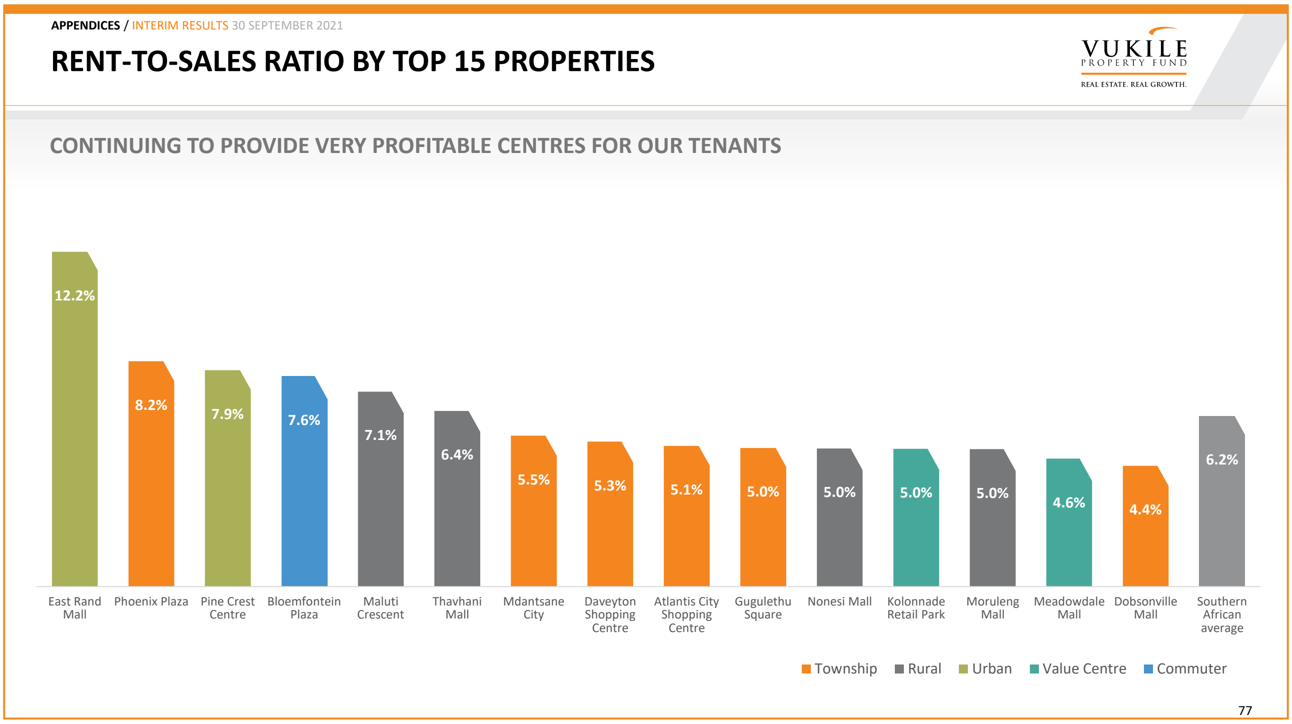
# RETAIL PORTFOLIO TRADING STATISTICS FOR TOP 15 PROPERTIES

## 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.

# NOTES:

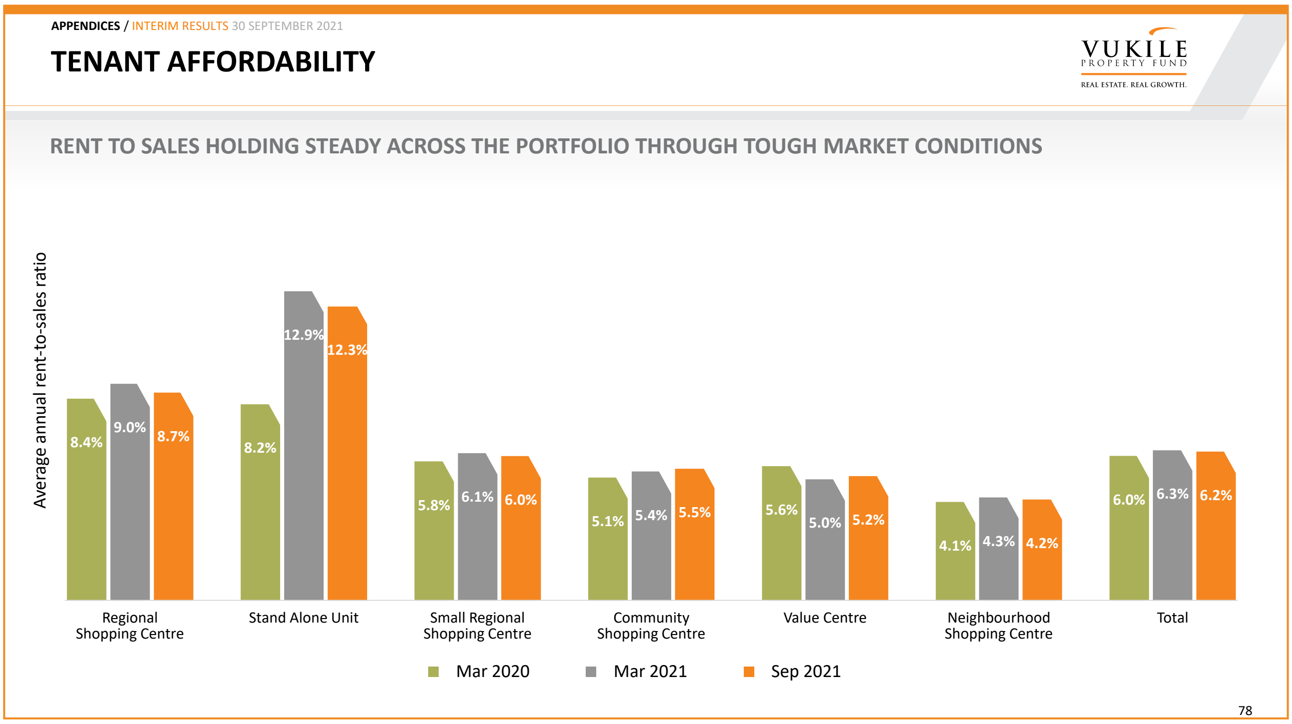


APPENDICES / INTERIM RESULTS 30 SEPTEMBER 2021

## RENT-TO-SALES RATIO BY TOP 15 PROPERTIES

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### CONTINUING TO PROVIDE VERY PROFITABLE CENTRES FOR OUR TENANTS



APPENDICES / INTERIM RESULTS 30 SEPTEMBER 2021

## TENANT AFFORDABILITY

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

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

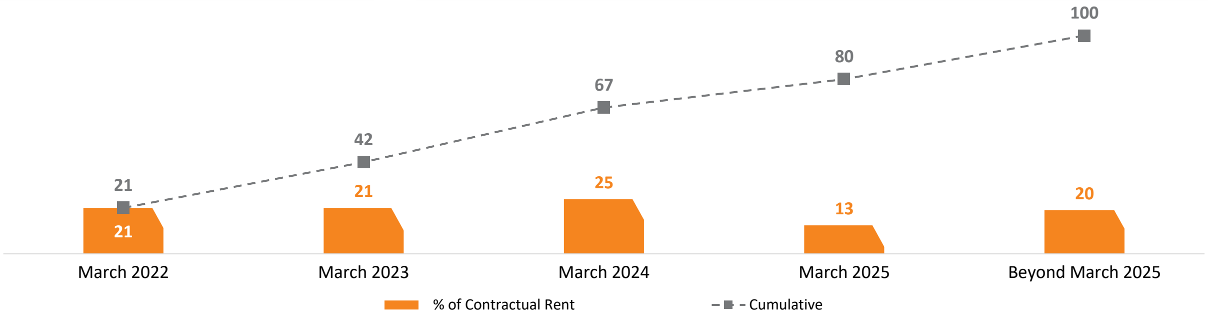
## NOTES:

**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

# RETAIL TENANT EXPIRY PROFILE

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

## 33% OF CONTRACTUAL RENT EXPIRING IN FY25 AND BEYOND (WALE 2.7 YEARS)



**FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2021 RETAIL LEASES WERE CONCLUDED WITH:**

| CONTRACT VALUE | RENTABLE AREA | TENANT RETENTION |
|---|---|---|
| R583m | 87 850$m^2$ | 94% |

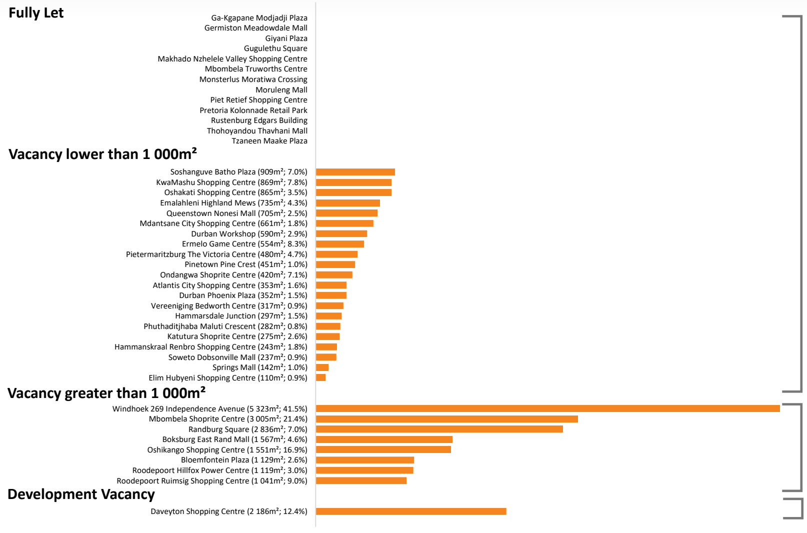
---

**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

# RETAIL VACANCIES

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

## 34 PROPERTIES FULLY LET OR WITH VACANCIES LOWER THAN 1 000$m^2$

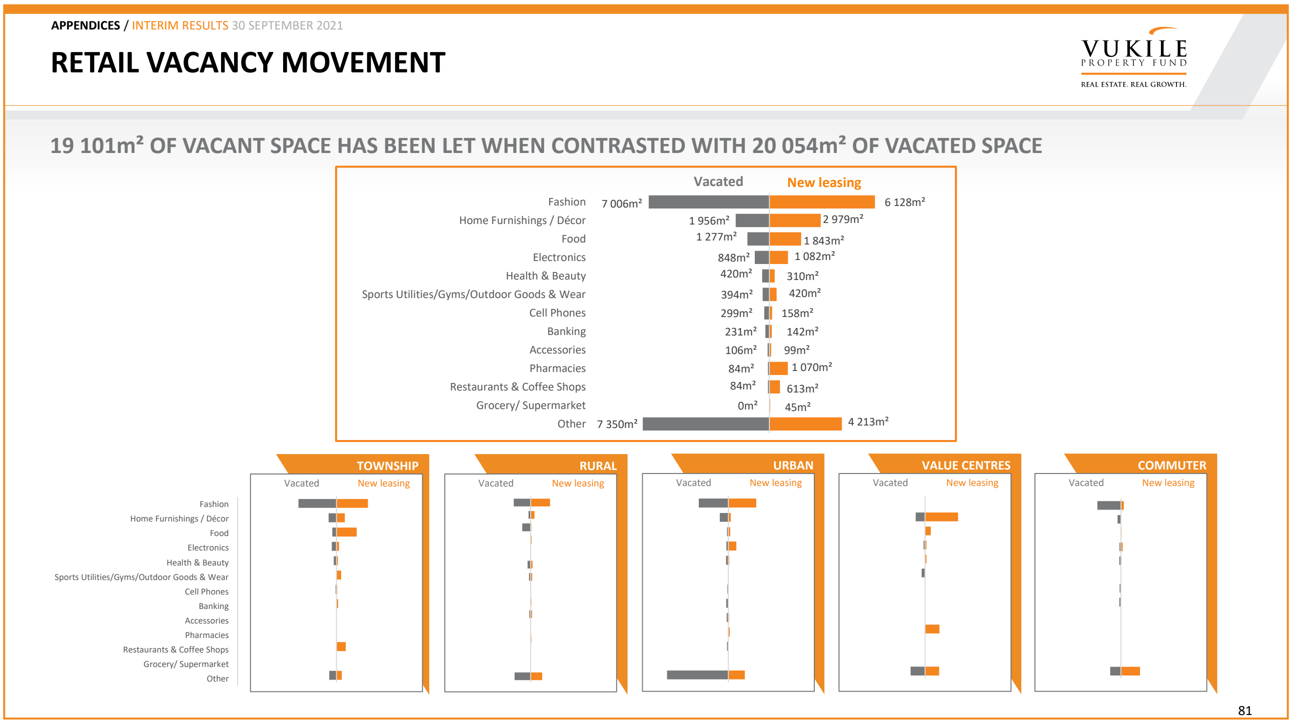


| | |
|---|---|
| 34 | Properties |
| 74% | of Retail Portfolio GLA |
| 1.6% | Vacant |

| | |
|---|---|
| 8 | Properties |
| 24% | of Retail Portfolio GLA |
| 8.6% | Vacant |

| | |
|---|---|
| 1 | Property |
| 2% | of Retail Portfolio GLA |
| 12.4% | Vacant |

# NOTES:



**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

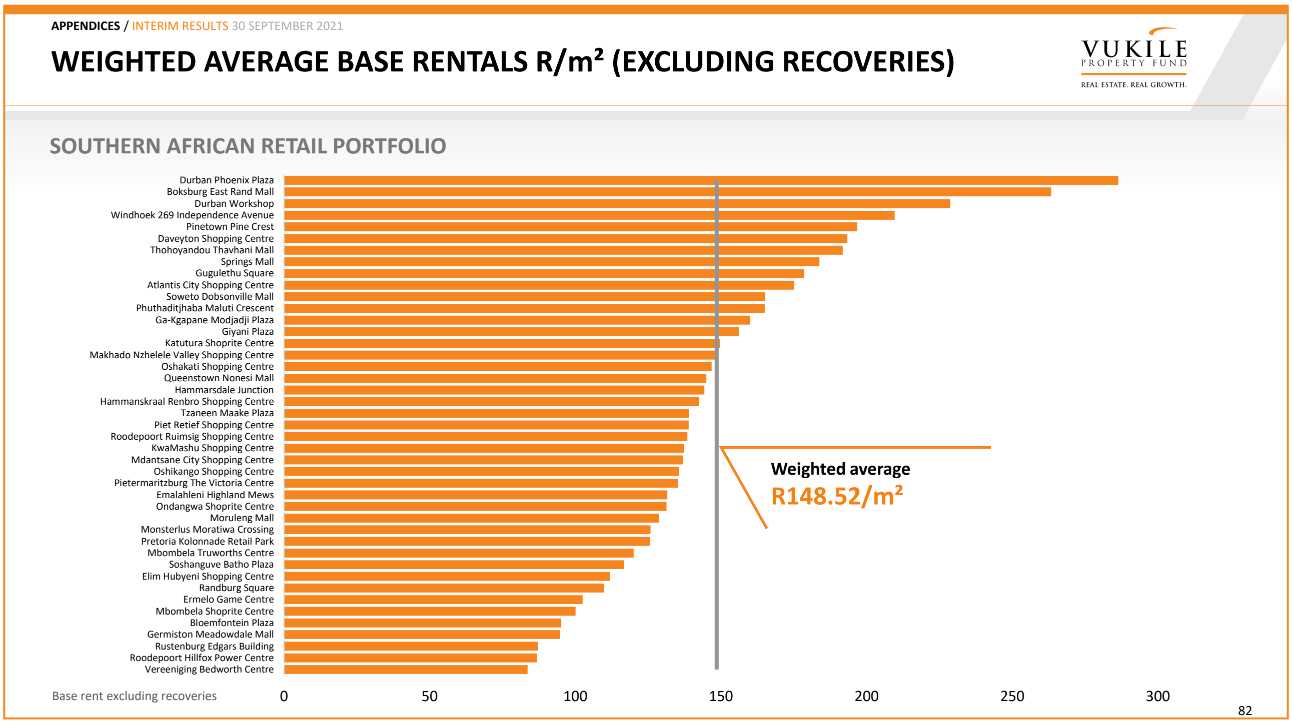
## RETAIL VACANCY MOVEMENT

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### 19 101m² OF VACANT SPACE HAS BEEN LET WHEN CONTRASTED WITH 20 054m² OF VACATED SPACE

| | Vacated | New leasing |
|---|---|---|
| Fashion | 7 006m² | 6 128m² |
| Home Furnishings / Décor | 1 956m² | 2 979m² |
| Food | 1 277m² | 1 843m² |
| Electronics | 848m² | 1 082m² |
| Health & Beauty | 420m² | 310m² |
| Sports Utilities/Gyms/Outdoor Goods & Wear | 394m² | 420m² |
| Cell Phones | 299m² | 158m² |
| Banking | 231m² | 142m² |
| Accessories | 106m² | 99m² |
| Pharmacies | 84m² | 1 070m² |
| Restaurants & Coffee Shops | 84m² | 613m² |
| Grocery/ Supermarket | 0m² | 45m² |
| Other | 7 350m² | 4 213m² |

81



**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

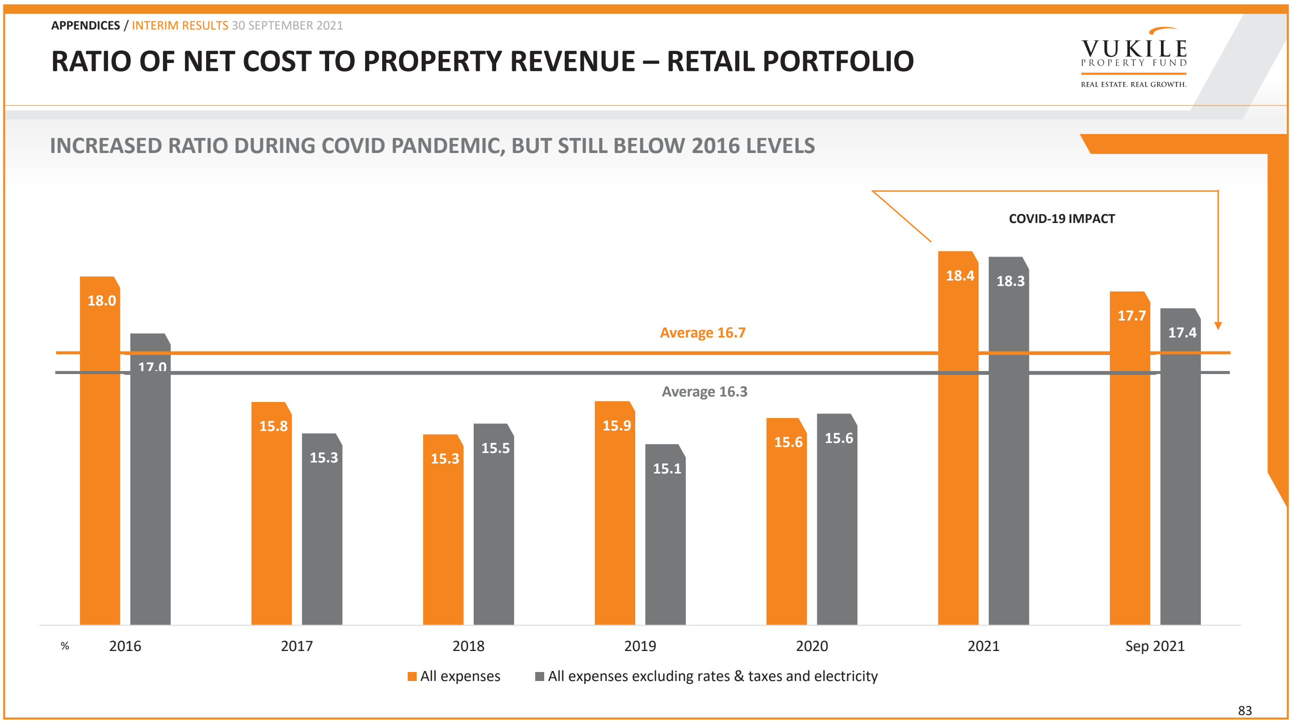
## WEIGHTED AVERAGE BASE RENTALS R/m² (EXCLUDING RECOVERIES)

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### SOUTHERN AFRICAN RETAIL PORTFOLIO

82

# NOTES:



## RATIO OF NET COST TO PROPERTY REVENUE – RETAIL PORTFOLIO

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

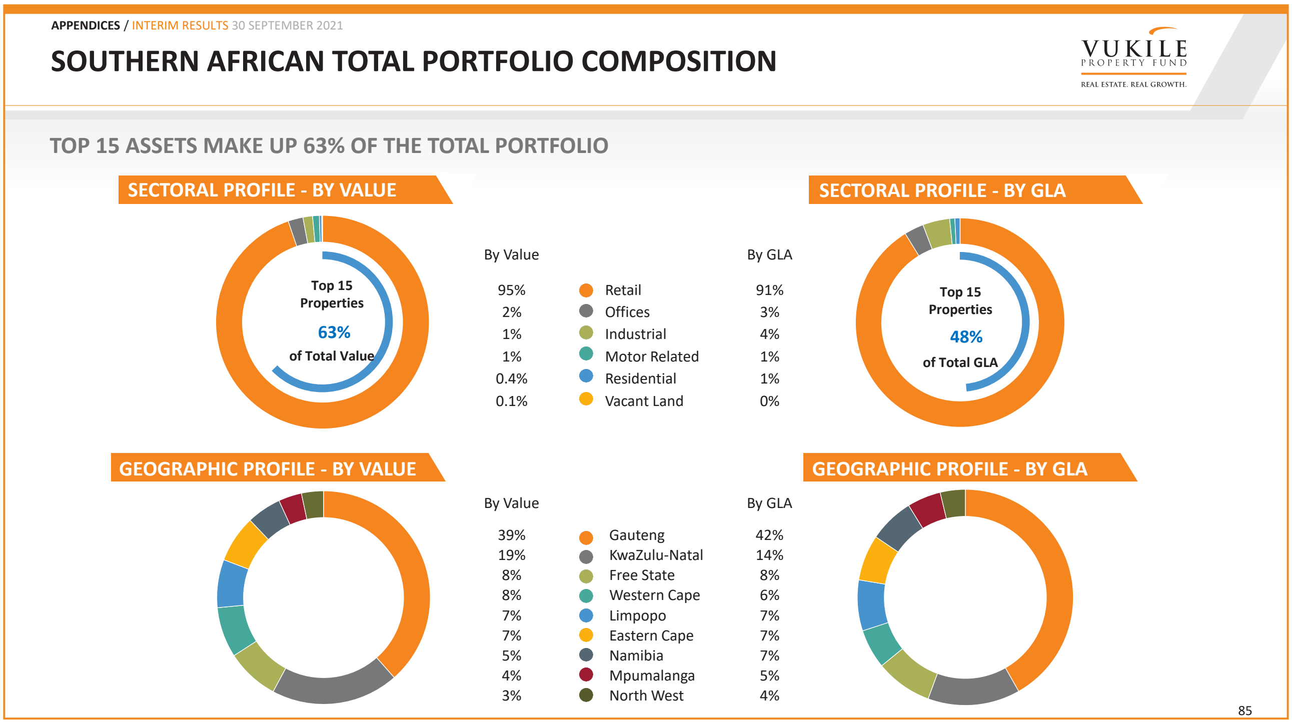
### INCREASED RATIO DURING COVID PANDEMIC, BUT STILL BELOW 2016 LEVELS

## APPENDIX A
## H1 FY22 TOTAL PORTFOLIO PERFORMANCE METRICS

Southern African Portfolio

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

## NOTES:



**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## SOUTHERN AFRICAN TOTAL PORTFOLIO COMPOSITION

### TOP 15 ASSETS MAKE UP 63% OF THE TOTAL PORTFOLIO

**SECTORAL PROFILE - BY VALUE**

Top 15 Properties **63%** of Total Value

**SECTORAL PROFILE - BY GLA**

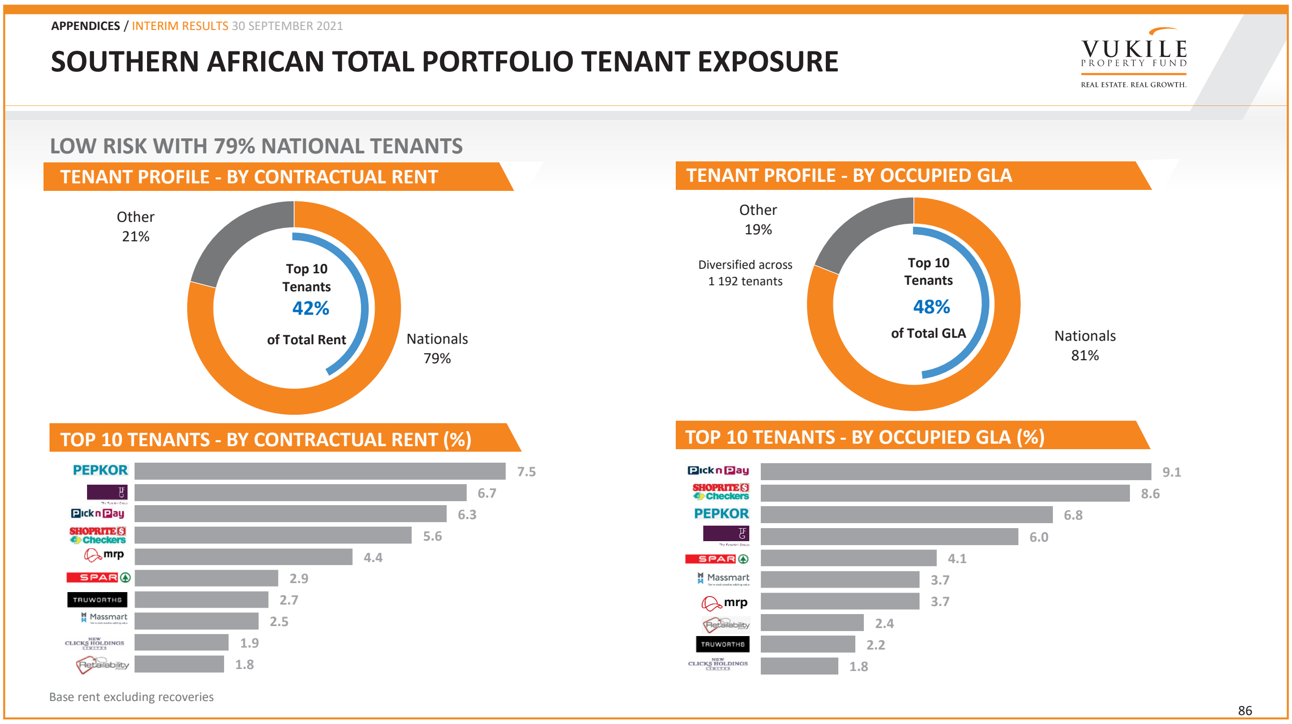
Top 15 Properties **48%** of Total GLA

| By Value | | By GLA |
|---|---|---|
| 95% | Retail | 91% |
| 2% | Offices | 3% |
| 1% | Industrial | 4% |
| 1% | Motor Related | 1% |
| 0.4% | Residential | 1% |
| 0.1% | Vacant Land | 0% |

**GEOGRAPHIC PROFILE - BY VALUE**

**GEOGRAPHIC PROFILE - BY GLA**

| By Value | | By GLA |
|---|---|---|
| 39% | Gauteng | 42% |
| 19% | KwaZulu-Natal | 14% |
| 8% | Free State | 8% |
| 8% | Western Cape | 6% |
| 7% | Limpopo | 7% |
| 7% | Eastern Cape | 7% |
| 5% | Namibia | 7% |
| 4% | Mpumalanga | 5% |
| 3% | North West | 4% |



**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## SOUTHERN AFRICAN TOTAL PORTFOLIO TENANT EXPOSURE

### LOW RISK WITH 79% NATIONAL TENANTS

**TENANT PROFILE - BY CONTRACTUAL RENT**

Other 21%

Top 10 Tenants **42%** of Total Rent

Nationals 79%

**TENANT PROFILE - BY OCCUPIED GLA**

Other 19%

Diversified across 1 192 tenants

Top 10 Tenants **48%** of Total GLA

Nationals 81%

**TOP 10 TENANTS - BY CONTRACTUAL RENT (%)**

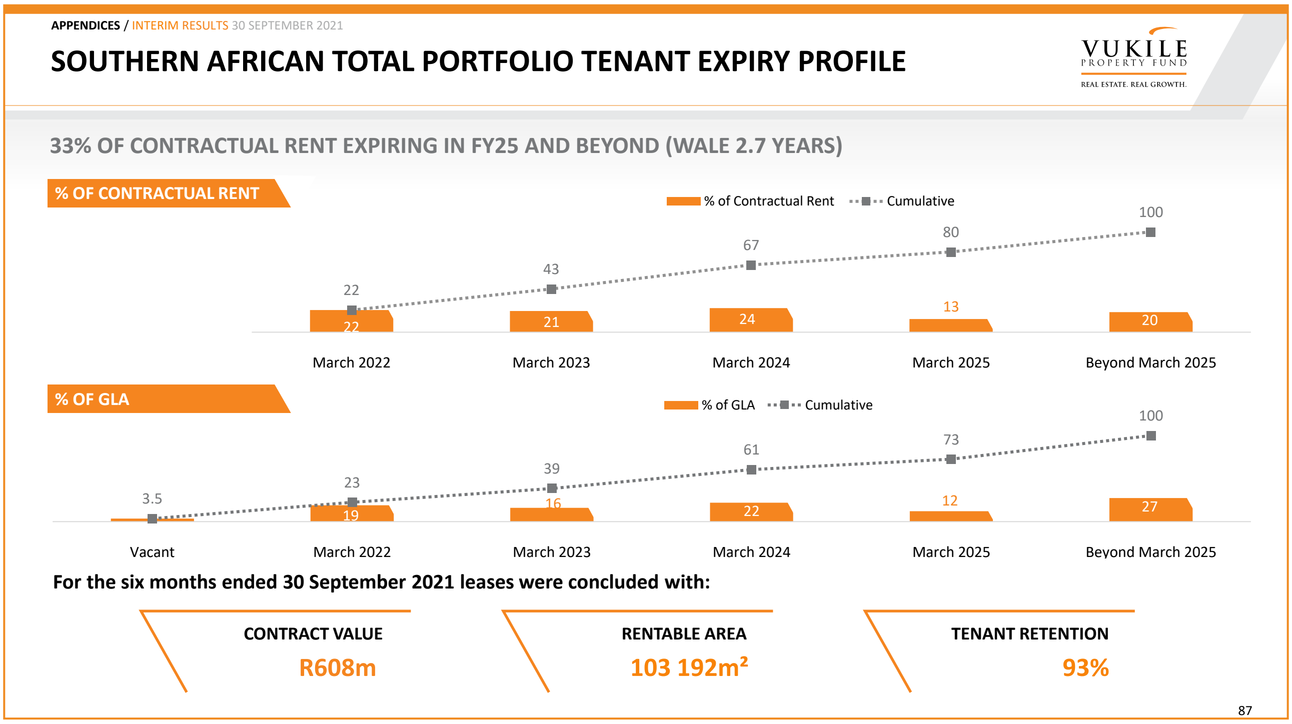
| | |
|---|---|
| PEPKOR | 7.5 |
| TFG The Foschini Group | 6.7 |
| Pick n Pay | 6.3 |
| SHOPRITE Checkers | 5.6 |
| mrp | 4.4 |
| SPAR | 2.9 |
| TRUWORTHS | 2.7 |
| Massmart | 2.5 |
| NEW CLICKS HOLDINGS LIMITED | 1.9 |
| Retailability | 1.8 |

Base rent excluding recoveries

**TOP 10 TENANTS - BY OCCUPIED GLA (%)**

| | |
|---|---|
| Pick n Pay | 9.1 |
| SHOPRITE Checkers | 8.6 |
| PEPKOR | 6.8 |
| TFG The Foschini Group | 6.0 |
| SPAR | 4.1 |
| Massmart | 3.7 |
| mrp | 3.7 |
| Retailability | 2.4 |
| TRUWORTHS | 2.2 |
| NEW CLICKS HOLDINGS LIMITED | 1.8 |

## NOTES:



**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## SOUTHERN AFRICAN TOTAL PORTFOLIO TENANT EXPIRY PROFILE

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### 33% OF CONTRACTUAL RENT EXPIRING IN FY25 AND BEYOND (WALE 2.7 YEARS)

**% OF CONTRACTUAL RENT**

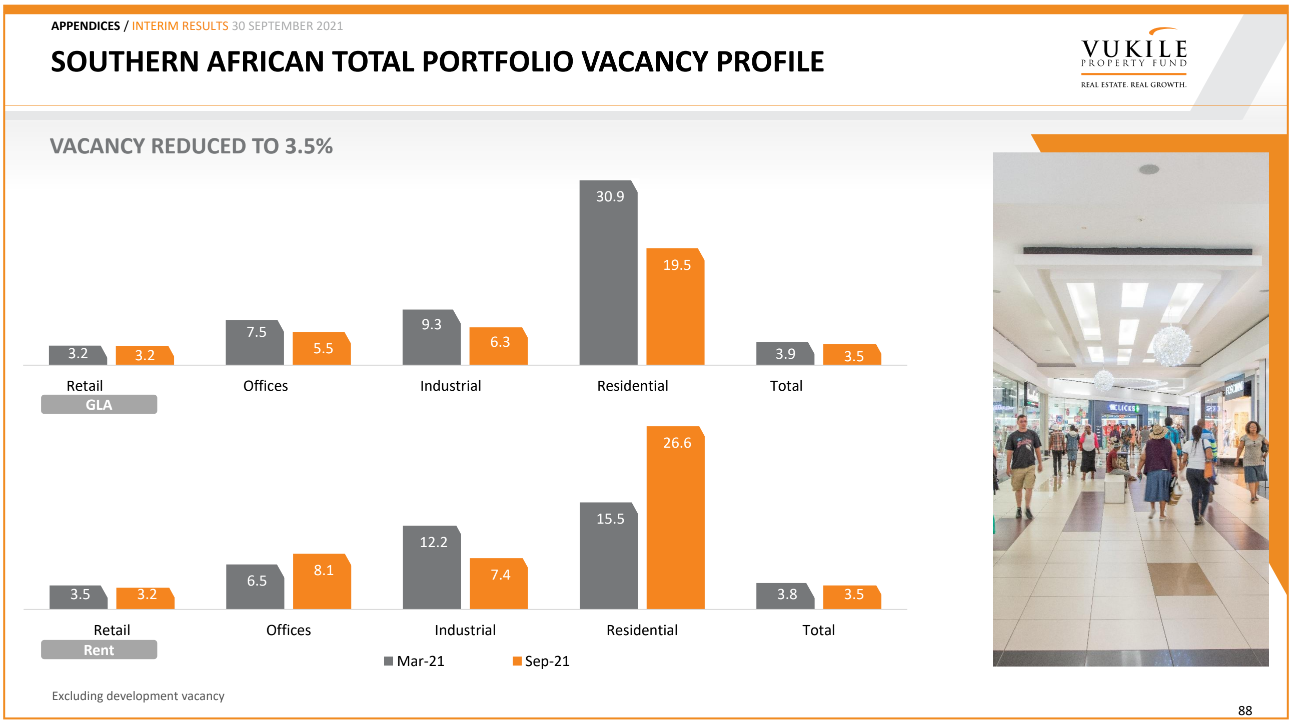
| | % of Contractual Rent | Cumulative |
|---|---|---|
| March 2022 | 22 | 22 |
| March 2023 | 21 | 43 |
| March 2024 | 24 | 67 |
| March 2025 | 13 | 80 |
| Beyond March 2025 | 20 | 100 |

**% OF GLA**

| | % of GLA | Cumulative |
|---|---|---|
| Vacant | | 3.5 |
| March 2022 | 19 | 23 |
| March 2023 | 16 | 39 |
| March 2024 | 22 | 61 |
| March 2025 | 12 | 73 |
| Beyond March 2025 | 27 | 100 |

**For the six months ended 30 September 2021 leases were concluded with:**

| CONTRACT VALUE | RENTABLE AREA | TENANT RETENTION |
|---|---|---|
| R608m | 103 192m² | 93% |



**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## SOUTHERN AFRICAN TOTAL PORTFOLIO VACANCY PROFILE

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### VACANCY REDUCED TO 3.5%

**GLA**

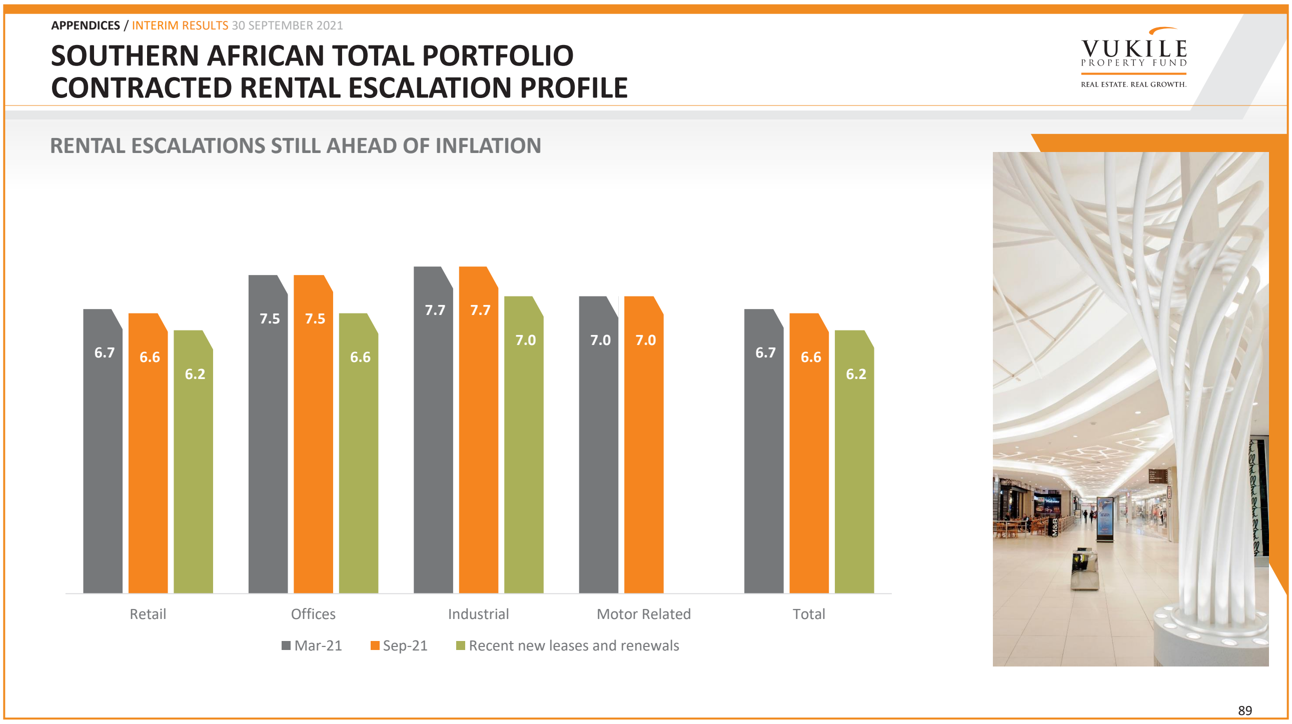
| | Mar-21 | Sep-21 |
|---|---|---|
| Retail | 3.2 | 3.2 |
| Offices | 7.5 | 5.5 |
| Industrial | 9.3 | 6.3 |
| Residential | 30.9 | 19.5 |
| Total | 3.9 | 3.5 |

**Rent**

| | Mar-21 | Sep-21 |
|---|---|---|
| Retail | 3.5 | 3.2 |
| Offices | 6.5 | 8.1 |
| Industrial | 12.2 | 7.4 |
| Residential | 15.5 | 26.6 |
| Total | 3.8 | 3.5 |

Excluding development vacancy

# NOTES:



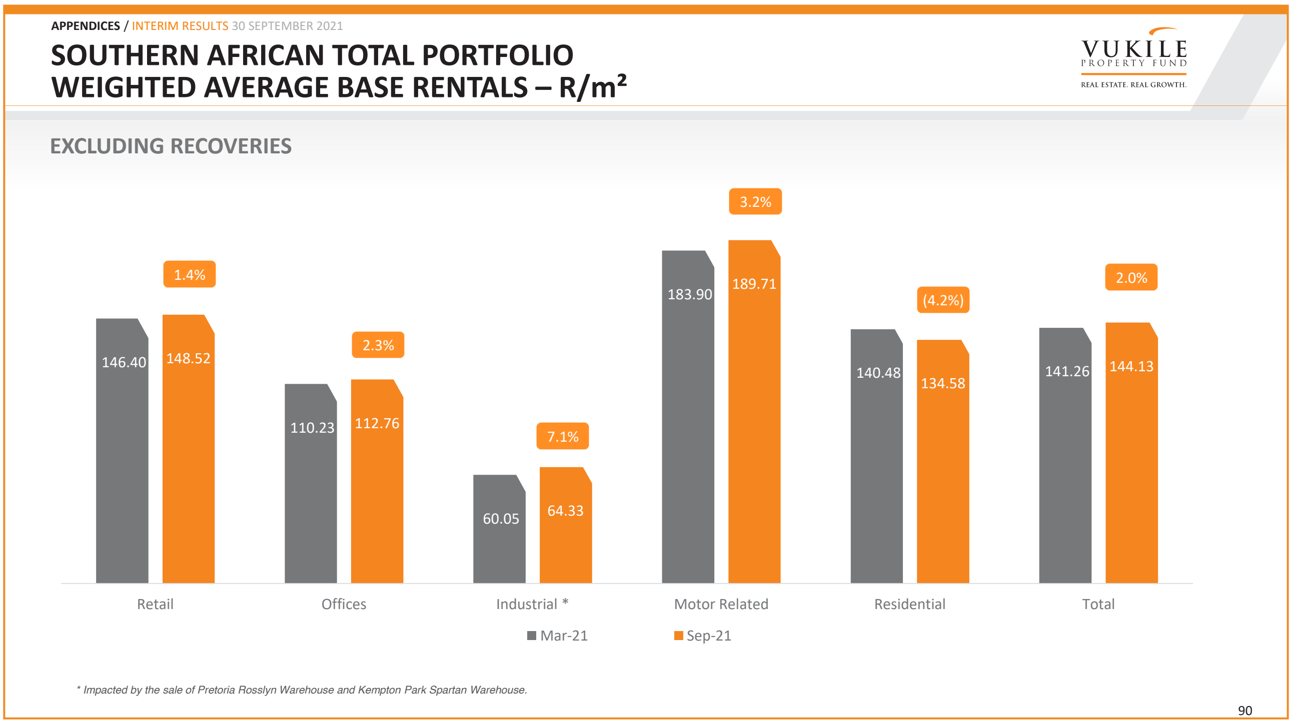
**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## SOUTHERN AFRICAN TOTAL PORTFOLIO CONTRACTED RENTAL ESCALATION PROFILE

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### RENTAL ESCALATIONS STILL AHEAD OF INFLATION

| | Mar-21 | Sep-21 | Recent new leases and renewals |
|---|---|---|---|
| Retail | 6.7 | 6.6 | 6.2 |
| Offices | 7.5 | 7.5 | 6.6 |
| Industrial | 7.7 | 7.7 | 7.0 |
| Motor Related | 7.0 | 7.0 | |
| Total | 6.7 | 6.6 | 6.2 |



**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## SOUTHERN AFRICAN TOTAL PORTFOLIO WEIGHTED AVERAGE BASE RENTALS – R/m²

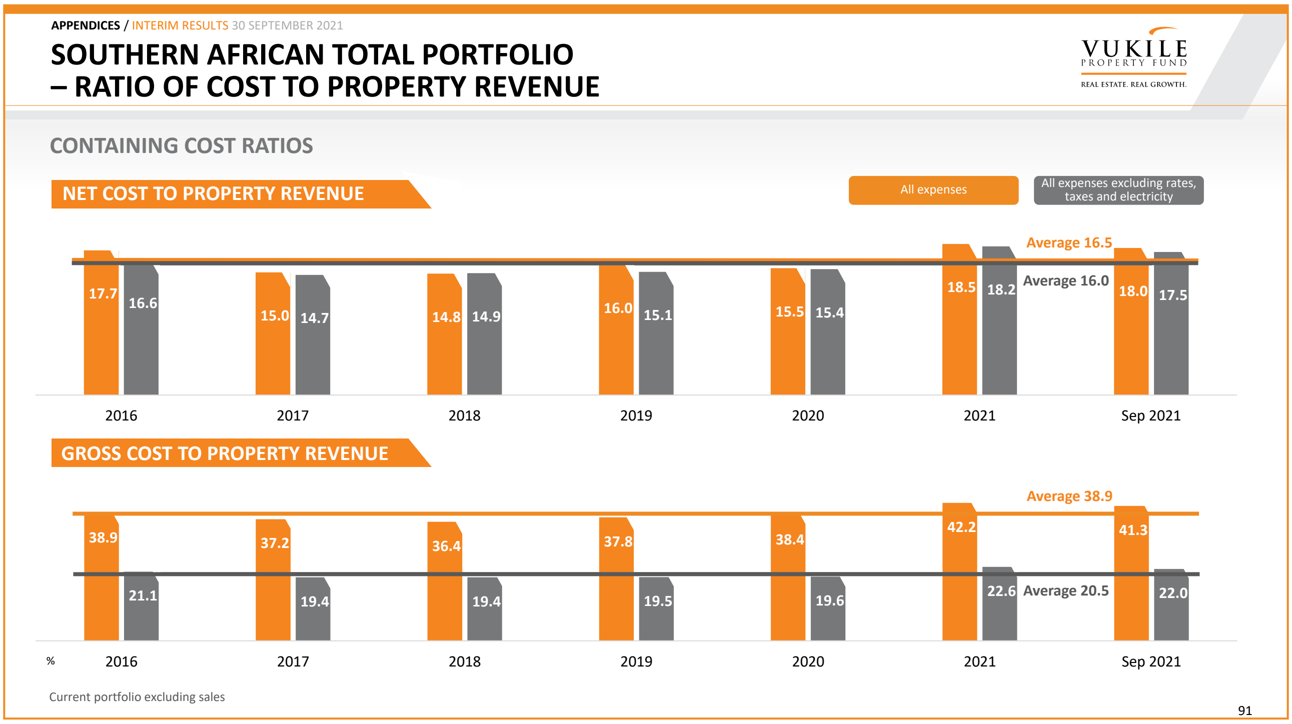
VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### EXCLUDING RECOVERIES

| | Mar-21 | Sep-21 | |
|---|---|---|---|
| Retail | 146.40 | 148.52 | 1.4% |
| Offices | 110.23 | 112.76 | 2.3% |
| Industrial * | 60.05 | 64.33 | 7.1% |
| Motor Related | 183.90 | 189.71 | 3.2% |
| Residential | 140.48 | 134.58 | (4.2%) |
| Total | 141.26 | 144.13 | 2.0% |

** Impacted by the sale of Pretoria Rosslyn Warehouse and Kempton Park Spartan Warehouse.*

## NOTES:



**APPENDIXES** / INTERIM RESULTS 30 SEPTEMBER 2021

## SOUTHERN AFRICAN TOTAL PORTFOLIO – RATIO OF COST TO PROPERTY REVENUE

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### CONTAINING COST RATIOS

**NET COST TO PROPERTY REVENUE**

🟧 All expenses
⬛ All expenses excluding rates, taxes and electricity

| | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | Sep 2021 |
|---|---|---|---|---|---|---|---|
| All expenses | 17.7 | 15.0 | 14.8 | 16.0 | 15.5 | 18.5 | 18.0 |
| All expenses excluding rates, taxes and electricity | 16.6 | 14.7 | 14.9 | 15.1 | 15.4 | 18.2 | 17.5 |

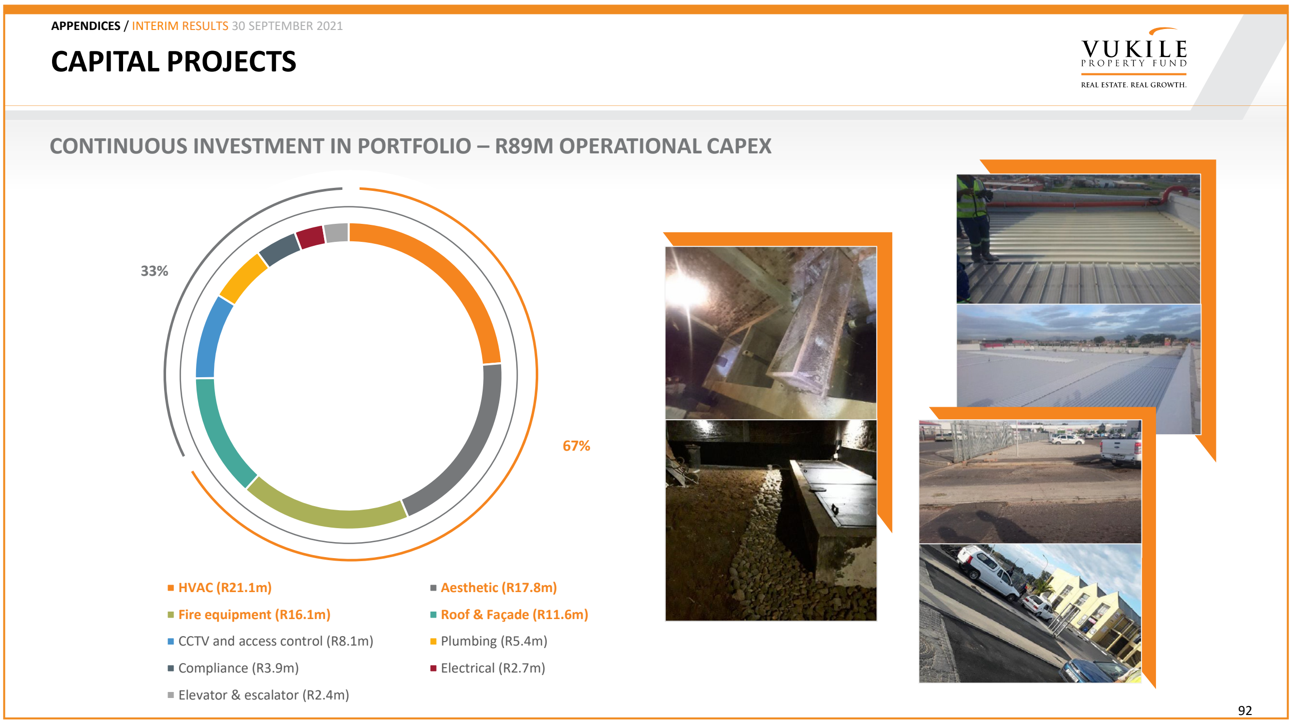
Average 16.5
Average 16.0

**GROSS COST TO PROPERTY REVENUE**

| % | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | Sep 2021 |
|---|---|---|---|---|---|---|---|
| All expenses | 38.9 | 37.2 | 36.4 | 37.8 | 38.4 | 42.2 | 41.3 |
| All expenses excluding rates, taxes and electricity | 21.1 | 19.4 | 19.4 | 19.5 | 19.6 | 22.6 | 22.0 |

Average 38.9
Average 20.5

Current portfolio excluding sales



**APPENDIXES** / INTERIM RESULTS 30 SEPTEMBER 2021

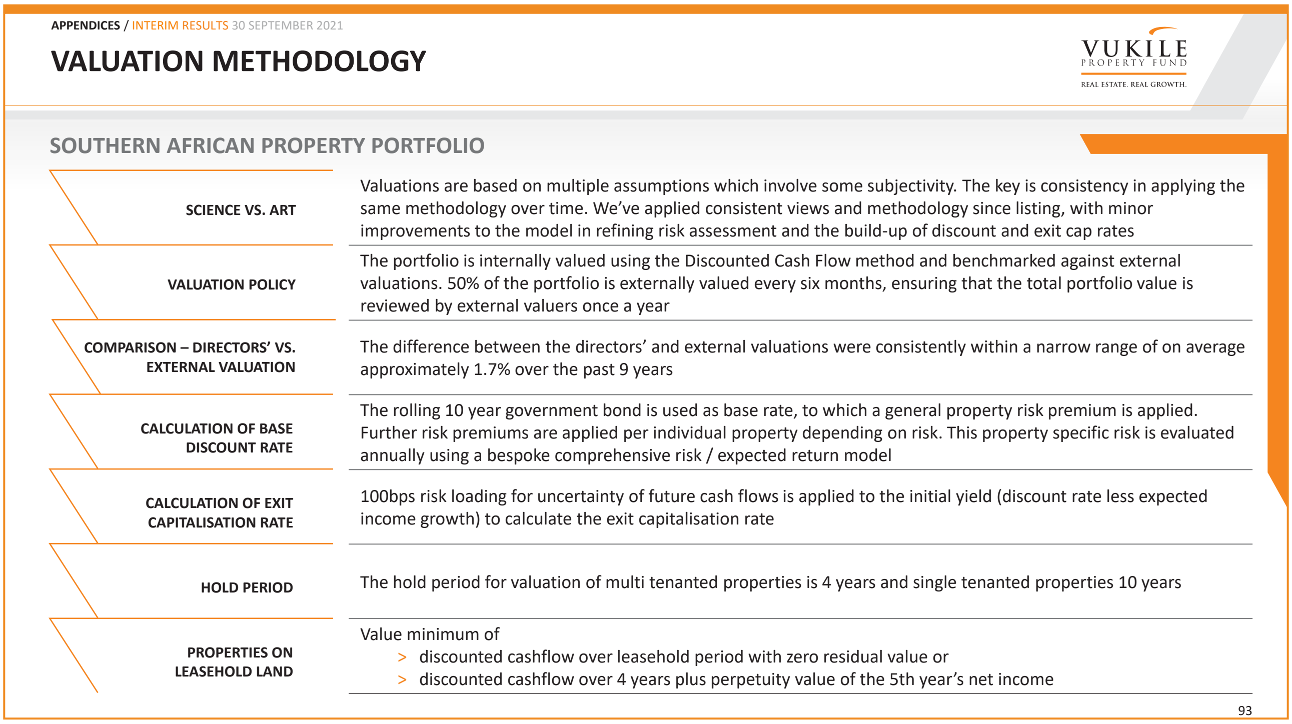
## CAPITAL PROJECTS

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### CONTINUOUS INVESTMENT IN PORTFOLIO – R89M OPERATIONAL CAPEX

- **HVAC (R21.1m)**
- **Aesthetic (R17.8m)**
- **Fire equipment (R16.1m)**
- **Roof & Façade (R11.6m)**
- CCTV and access control (R8.1m)
- Plumbing (R5.4m)
- Compliance (R3.9m)
- Electrical (R2.7m)
- Elevator & escalator (R2.4m)

## NOTES:



APPENDICES / INTERIM RESULTS 30 SEPTEMBER 2021

## VALUATION METHODOLOGY

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### SOUTHERN 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<br>> discounted cashflow over leasehold period with zero residual value or<br>> discounted cashflow over 4 years plus perpetuity value of the 5th year's net income |

APPENDIX B

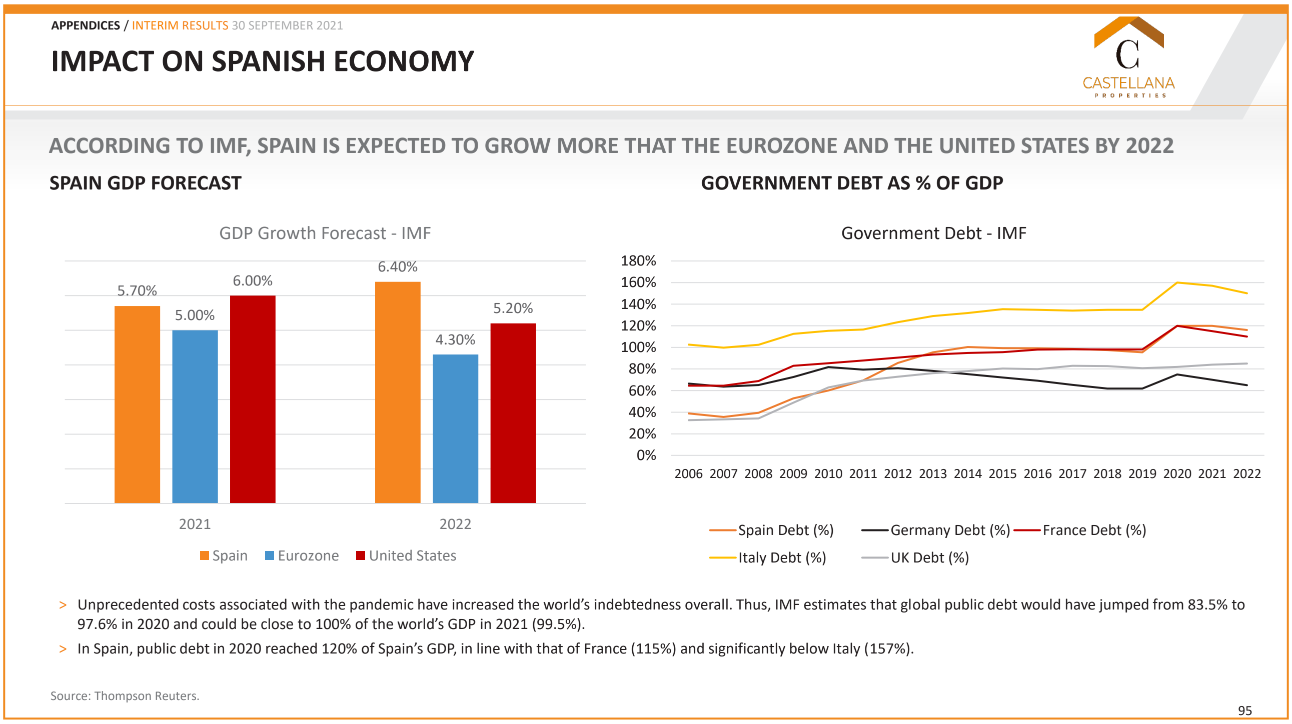
## SOCIAL & ECONOMIC UPDATE

Spanish Portfolio

CASTELLANA PROPERTIES

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

## NOTES:



**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## IMPACT ON SPANISH ECONOMY

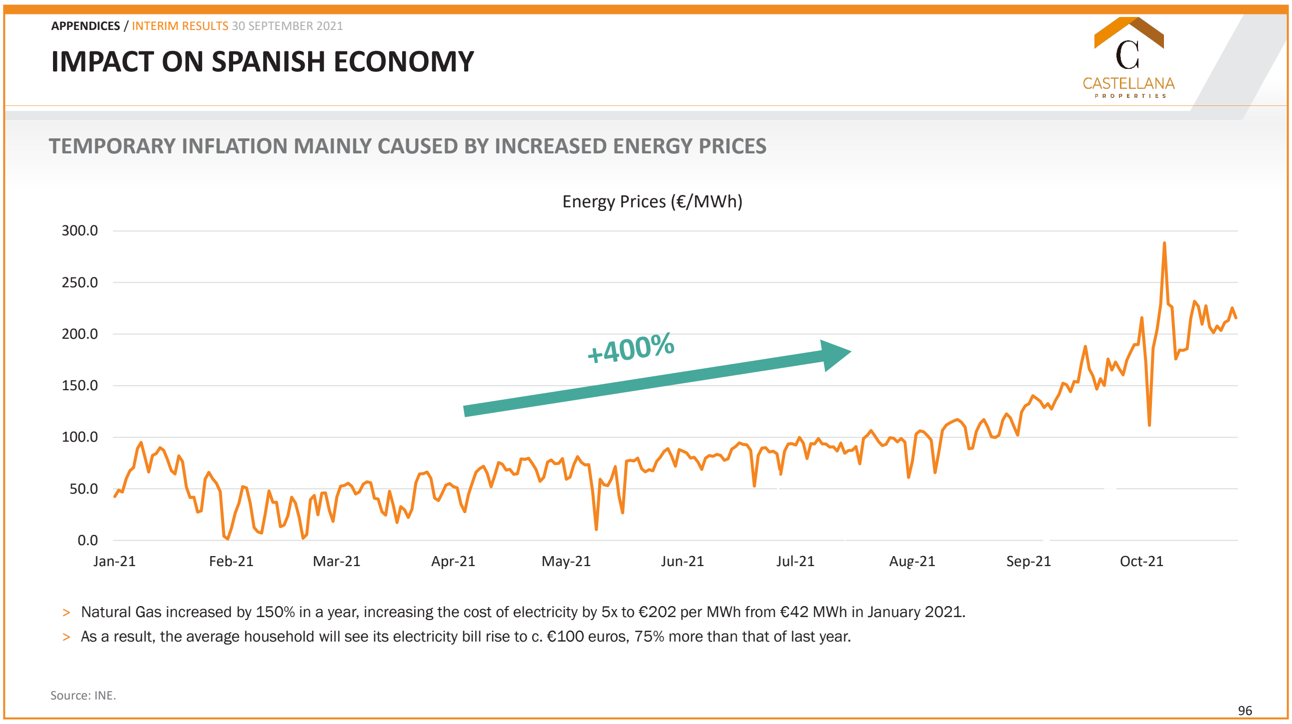
### ACCORDING TO IMF, SPAIN IS EXPECTED TO GROW MORE THAT THE EUROZONE AND THE UNITED STATES BY 2022

**SPAIN GDP FORECAST**

**GOVERNMENT DEBT AS % OF GDP**

- Unprecedented costs associated with the pandemic have increased the world's indebtedness overall. Thus, IMF estimates that global public debt would have jumped from 83.5% to 97.6% in 2020 and could be close to 100% of the world's GDP in 2021 (99.5%).
- In Spain, public debt in 2020 reached 120% of Spain's GDP, in line with that of France (115%) and significantly below Italy (157%).

Source: Thompson Reuters.



**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

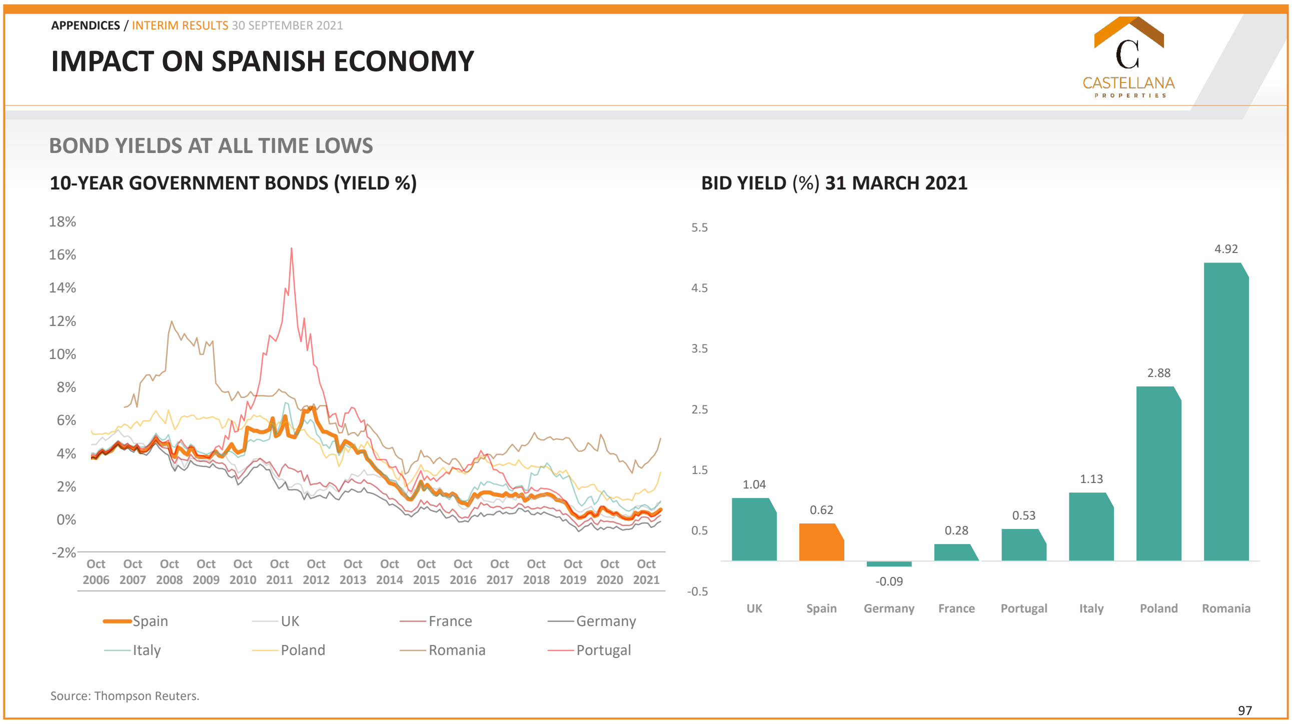
## IMPACT ON SPANISH ECONOMY

### TEMPORARY INFLATION MAINLY CAUSED BY INCREASED ENERGY PRICES

- Natural Gas increased by 150% in a year, increasing the cost of electricity by 5x to €202 per MWh from €42 MWh in January 2021.
- As a result, the average household will see its electricity bill rise to c. €100 euros, 75% more than that of last year.

Source: INE.

## NOTES:



**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## IMPACT ON SPANISH ECONOMY

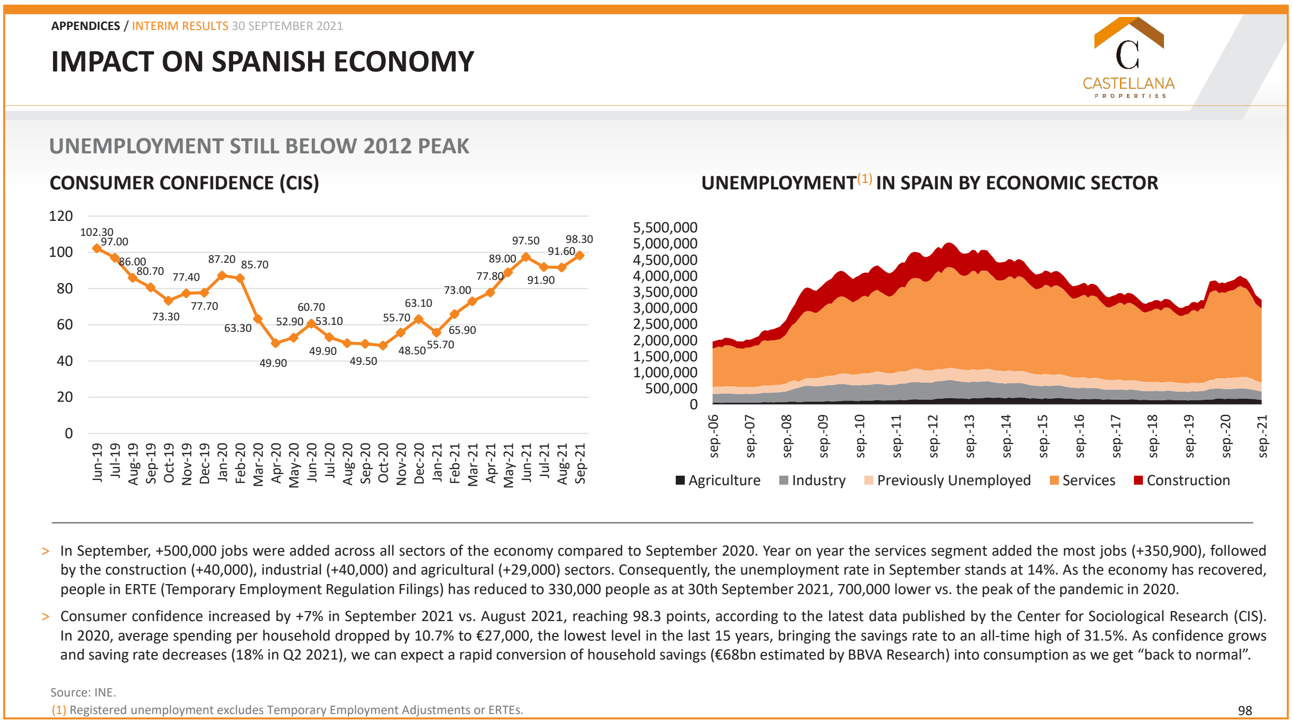
### BOND YIELDS AT ALL TIME LOWS

**10-YEAR GOVERNMENT BONDS (YIELD %)**

**BID YIELD (%) 31 MARCH 2021**

Source: Thompson Reuters.

97



**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## IMPACT ON SPANISH ECONOMY

### UNEMPLOYMENT STILL BELOW 2012 PEAK

**CONSUMER CONFIDENCE (CIS)**

**UNEMPLOYMENT(1) IN SPAIN BY ECONOMIC SECTOR**

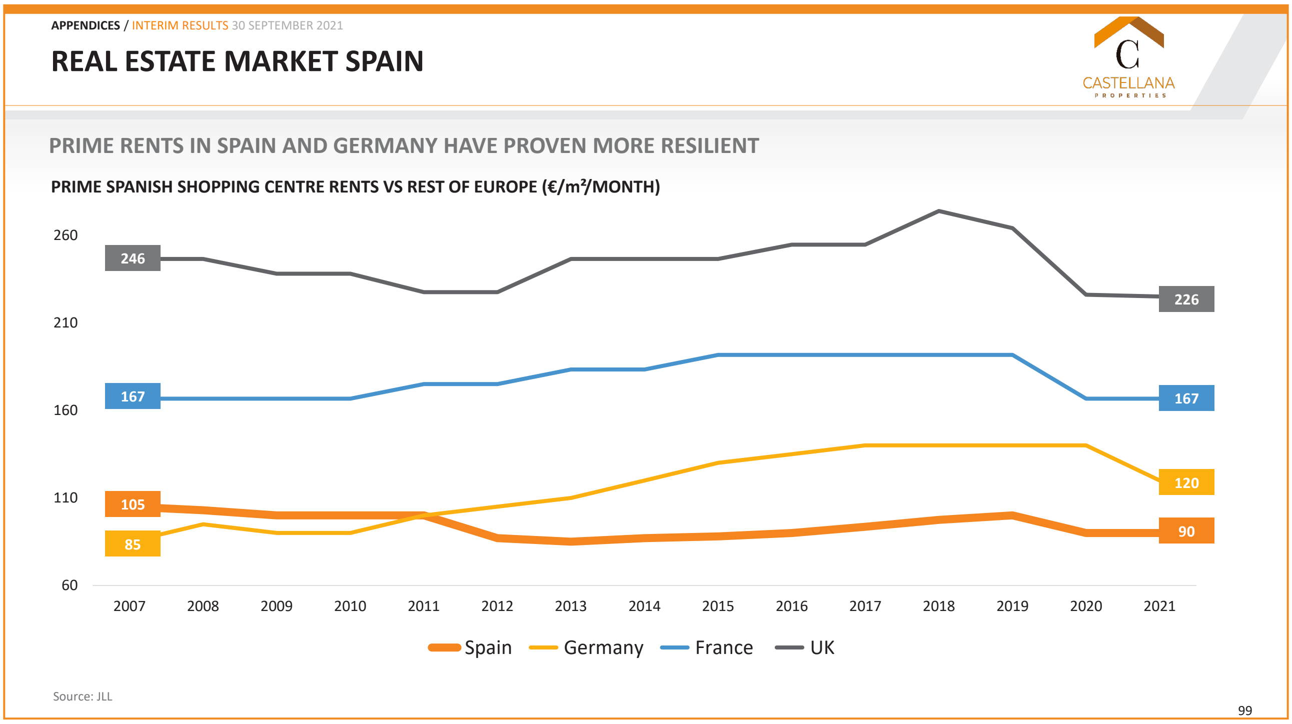
- In September, +500,000 jobs were added across all sectors of the economy compared to September 2020. Year on year the services segment added the most jobs (+350,900), followed by the construction (+40,000), industrial (+40,000) and agricultural (+29,000) sectors. Consequently, the unemployment rate in September stands at 14%. As the economy has recovered, people in ERTE (Temporary Employment Regulation Filings) has reduced to 330,000 people as at 30th September 2021, 700,000 lower vs. the peak of the pandemic in 2020.
- Consumer confidence increased by +7% in September 2021 vs. August 2021, reaching 98.3 points, according to the latest data published by the Center for Sociological Research (CIS). In 2020, average spending per household dropped by 10.7% to €27,000, the lowest level in the last 15 years, bringing the savings rate to an all-time high of 31.5%. As confidence grows and saving rate decreases (18% in Q2 2021), we can expect a rapid conversion of household savings (€68bn estimated by BBVA Research) into consumption as we get "back to normal".

Source: INE.

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

98

# NOTES:



APPENDICES / INTERIM RESULTS 30 SEPTEMBER 2021

## REAL ESTATE MARKET SPAIN

PRIME RENTS IN SPAIN AND GERMANY HAVE PROVEN MORE RESILIENT

PRIME SPANISH SHOPPING CENTRE RENTS VS REST OF EUROPE (€/m²/MONTH)

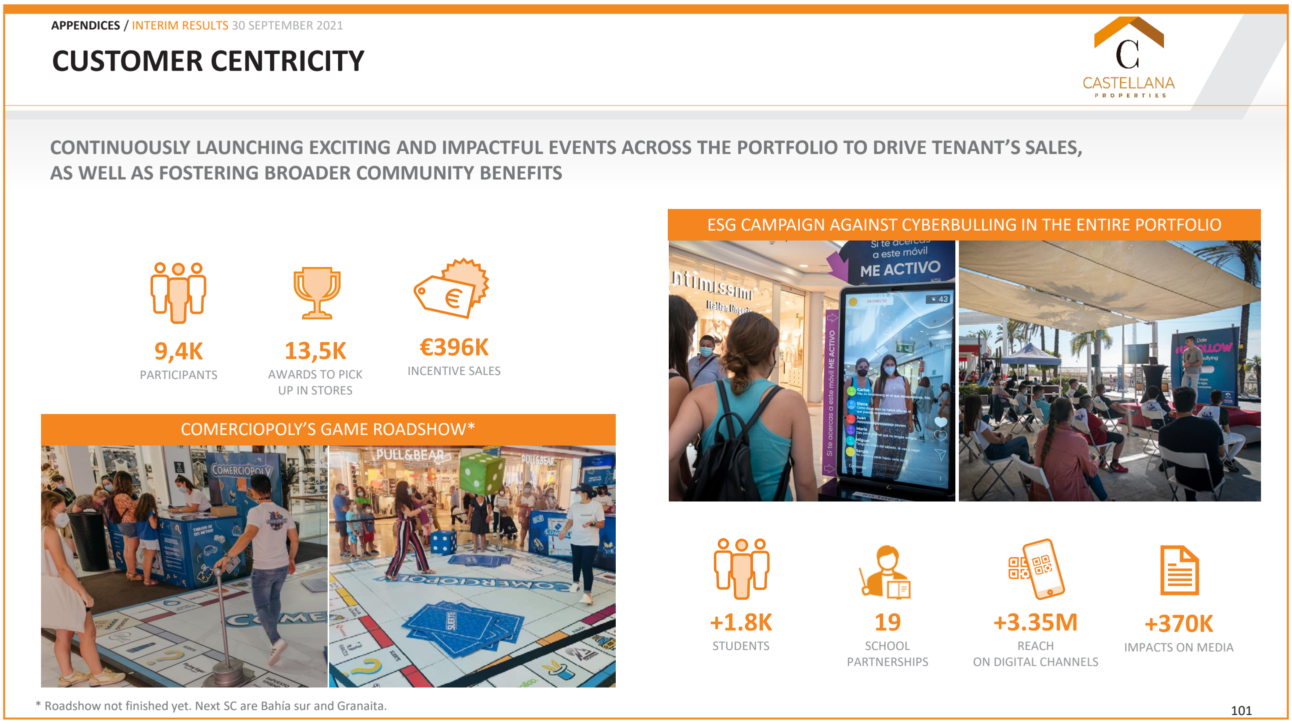
Source: JLL

APPENDIX B

## PORTFOLIO OVERVIEW

Spanish Portfolio

## NOTES:



## CUSTOMER CENTRICITY

CASTELLANA PROPERTIES

CONTINUOUSLY LAUNCHING EXCITING AND IMPACTFUL EVENTS ACROSS THE PORTFOLIO TO DRIVE TENANT'S SALES, AS WELL AS FOSTERING BROADER COMMUNITY BENEFITS

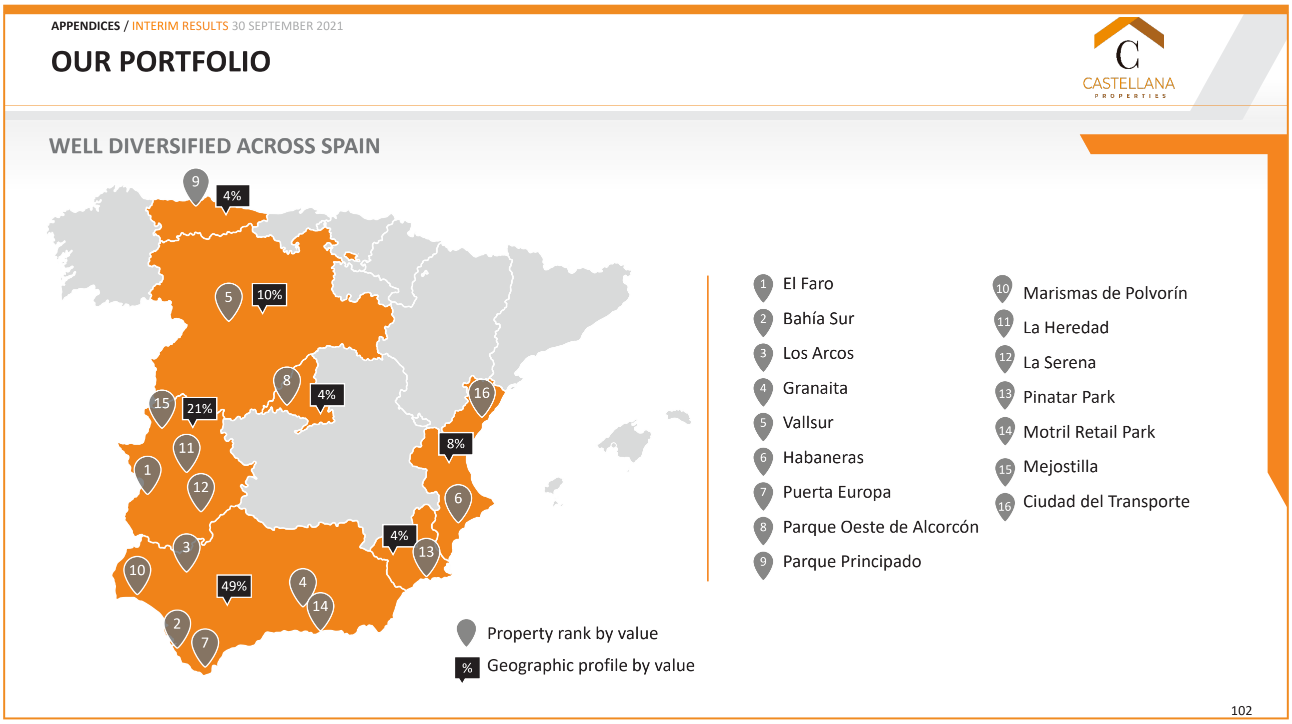
| | | |
|---|---|---|
| 9,4K | 13,5K | €396K |
| PARTICIPANTS | AWARDS TO PICK UP IN STORES | INCENTIVE SALES |

COMERCIOPOLY'S GAME ROADSHOW*

ESG CAMPAIGN AGAINST CYBERBULLING IN THE ENTIRE PORTFOLIO

| | | | |
|---|---|---|---|
| +1.8K | 19 | +3.35M | +370K |
| STUDENTS | SCHOOL PARTNERSHIPS | REACH ON DIGITAL CHANNELS | IMPACTS ON MEDIA |

* Roadshow not finished yet. Next SC are Bahía sur and Granaita.



## OUR PORTFOLIO

CASTELLANA PROPERTIES

WELL DIVERSIFIED ACROSS SPAIN

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

Property rank by value

% Geographic profile by value

## NOTES:

APPENDICES / INTERIM RESULTS 30 SEPTEMBER 2021

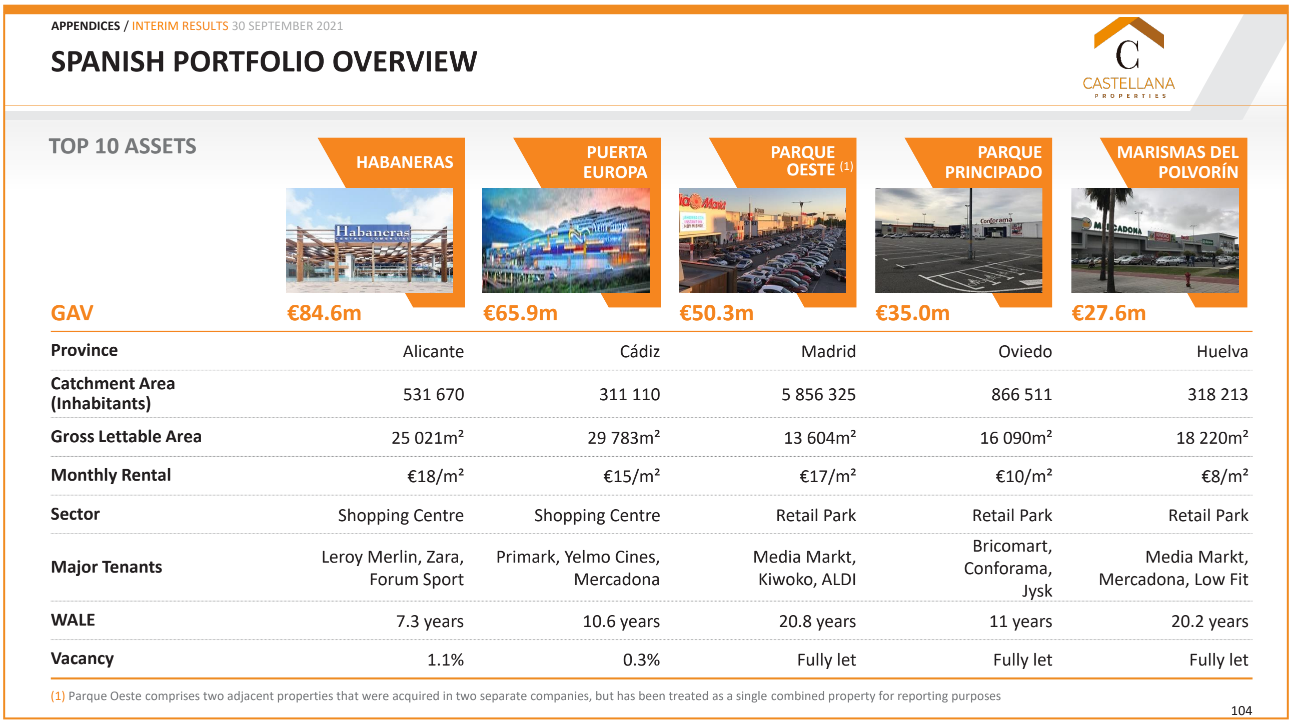
## SPANISH PORTFOLIO OVERVIEW

CASTELLANA PROPERTIES

### TOP 10 ASSETS

| | EL FARO | BAHÍA SUR | LOS ARCOS | GRANAITA [1] | VALLSUR |
|---|---|---|---|---|---|
| **GAV** | €163.4m | €143.4m | €133.4m | €104.3m | €88.5m |
| **Province** | Badajoz | Cádiz | Seville | Granada | Valladolid |
| **Catchment Area (Inhabitants)** | 517 491 | 674 250 | 1 499 884 | 628 002 | 477 746 |
| **Gross Lettable Area** | 40 318m$^2$ | 35 333m$^2$ | 26 680m$^2$ | 54 807m$^2$ | 35 212m$^2$ |
| **Monthly Rental** | €19/m$^2$ | €21/m$^2$ | €25/m$^2$ | €10/m$^2$ | €15/m$^2$ |
| **Sector** | Shopping Centre | Shopping Centre | Shopping Centre | Retail Park | Shopping Centre |
| **Major Tenants** | Primark, Media Markt, Yelmo Cines | Primark, Zara, Yelmo Cines | Mercadona, Lefties, Media Markt | Decathlon, Mercadona, Media Markt | Carrefour, Yelmo Cines, H&M |
| **WALE** | 10 years | 11.2 years | 13.3 years | 12.5 years | 15.5 years |
| **Vacancy** | 1.3% | 1.7% | 8.8% | 9.8% | 2.8% |

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



APPENDICES / INTERIM RESULTS 30 SEPTEMBER 2021

## SPANISH PORTFOLIO OVERVIEW

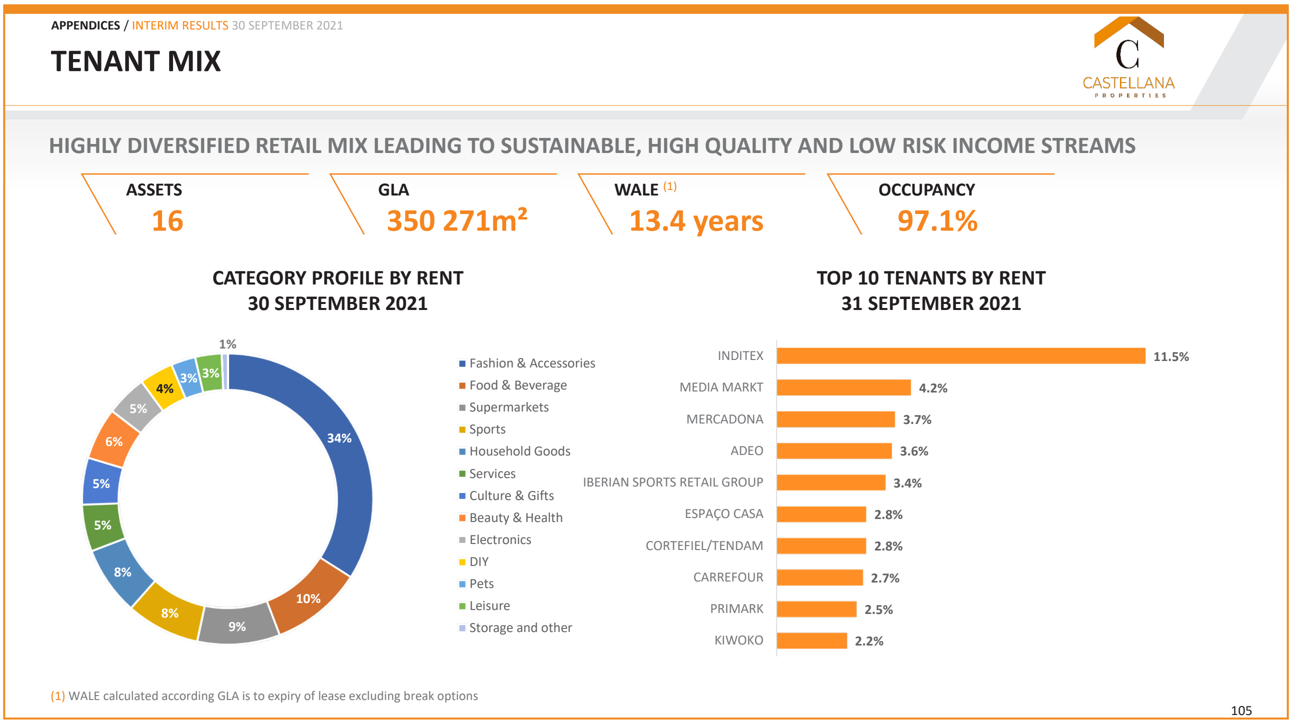
CASTELLANA PROPERTIES

### TOP 10 ASSETS

| | HABANERAS | PUERTA EUROPA | PARQUE OESTE [1] | PARQUE PRINCIPADO | MARISMAS DEL POLVORÍN |
|---|---|---|---|---|---|
| **GAV** | €84.6m | €65.9m | €50.3m | €35.0m | €27.6m |
| **Province** | Alicante | Cádiz | Madrid | Oviedo | Huelva |
| **Catchment Area (Inhabitants)** | 531 670 | 311 110 | 5 856 325 | 866 511 | 318 213 |
| **Gross Lettable Area** | 25 021m$^2$ | 29 783m$^2$ | 13 604m$^2$ | 16 090m$^2$ | 18 220m$^2$ |
| **Monthly Rental** | €18/m$^2$ | €15/m$^2$ | €17/m$^2$ | €10/m$^2$ | €8/m$^2$ |
| **Sector** | Shopping Centre | Shopping Centre | Retail Park | Retail Park | Retail Park |
| **Major Tenants** | Leroy Merlin, Zara, Forum Sport | Primark, Yelmo Cines, Mercadona | Media Markt, Kiwoko, ALDI | Bricomart, Conforama, Jysk | Media Markt, Mercadona, Low Fit |
| **WALE** | 7.3 years | 10.6 years | 20.8 years | 11 years | 20.2 years |
| **Vacancy** | 1.1% | 0.3% | 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

## NOTES:



APPENDICES / INTERIM RESULTS 30 SEPTEMBER 2021

## TENANT MIX

CASTELLANA PROPERTIES

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

| ASSETS | GLA | WALE (1) | OCCUPANCY |
|---|---|---|---|
| 16 | 350 271m² | 13.4 years | 97.1% |

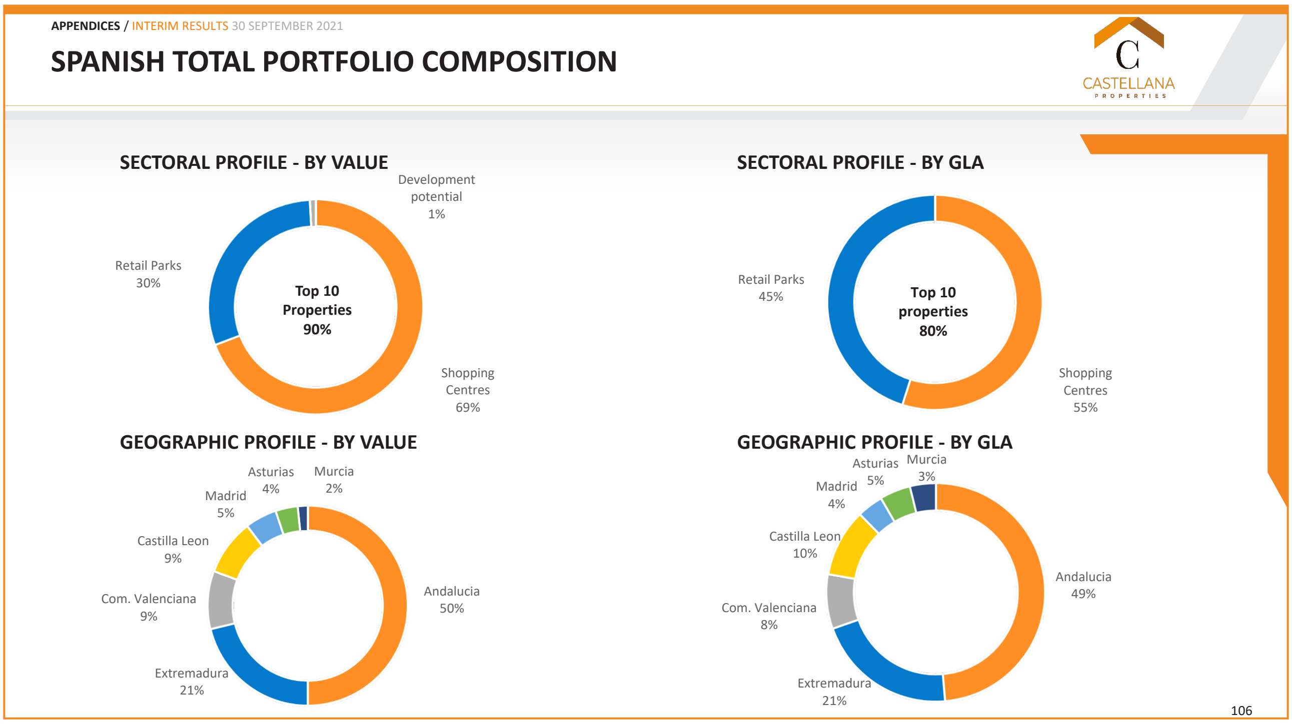
**CATEGORY PROFILE BY RENT**
**30 SEPTEMBER 2021**

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

**TOP 10 TENANTS BY RENT**
**31 SEPTEMBER 2021**

| | |
|---|---|
| INDITEX | 11.5% |
| MEDIA MARKT | 4.2% |
| MERCADONA | 3.7% |
| ADEO | 3.6% |
| IBERIAN SPORTS RETAIL GROUP | 3.4% |
| ESPAÇO CASA | 2.8% |
| CORTEFIEL/TENDAM | 2.8% |
| CARREFOUR | 2.7% |
| PRIMARK | 2.5% |
| KIWOKO | 2.2% |

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



APPENDICES / INTERIM RESULTS 30 SEPTEMBER 2021

## SPANISH TOTAL PORTFOLIO COMPOSITION

CASTELLANA PROPERTIES

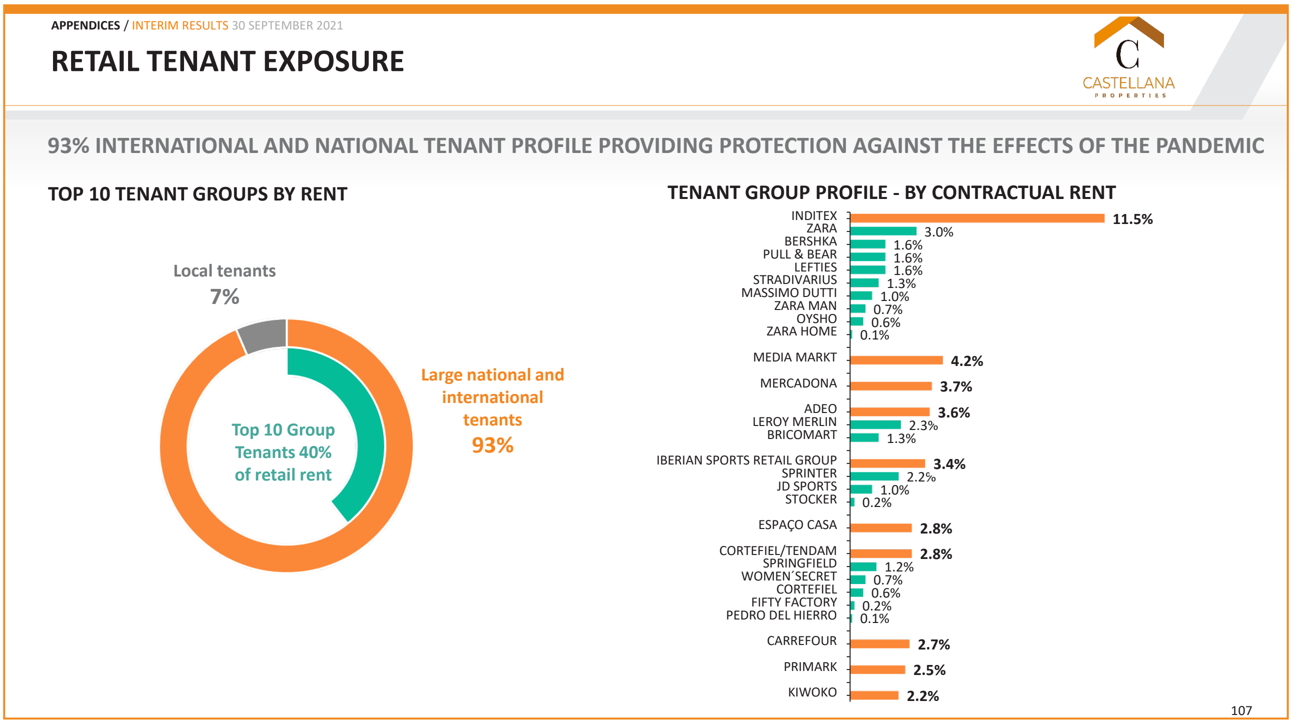
**SECTORAL PROFILE - BY VALUE**

**SECTORAL PROFILE - BY GLA**

**GEOGRAPHIC PROFILE - BY VALUE**

**GEOGRAPHIC PROFILE - BY GLA**

## NOTES:



APPENDICES / INTERIM RESULTS 30 SEPTEMBER 2021

## RETAIL TENANT EXPOSURE

### 93% INTERNATIONAL AND NATIONAL TENANT PROFILE PROVIDING PROTECTION AGAINST THE EFFECTS OF THE PANDEMIC

**TOP 10 TENANT GROUPS BY RENT**

**TENANT GROUP PROFILE - BY CONTRACTUAL RENT**

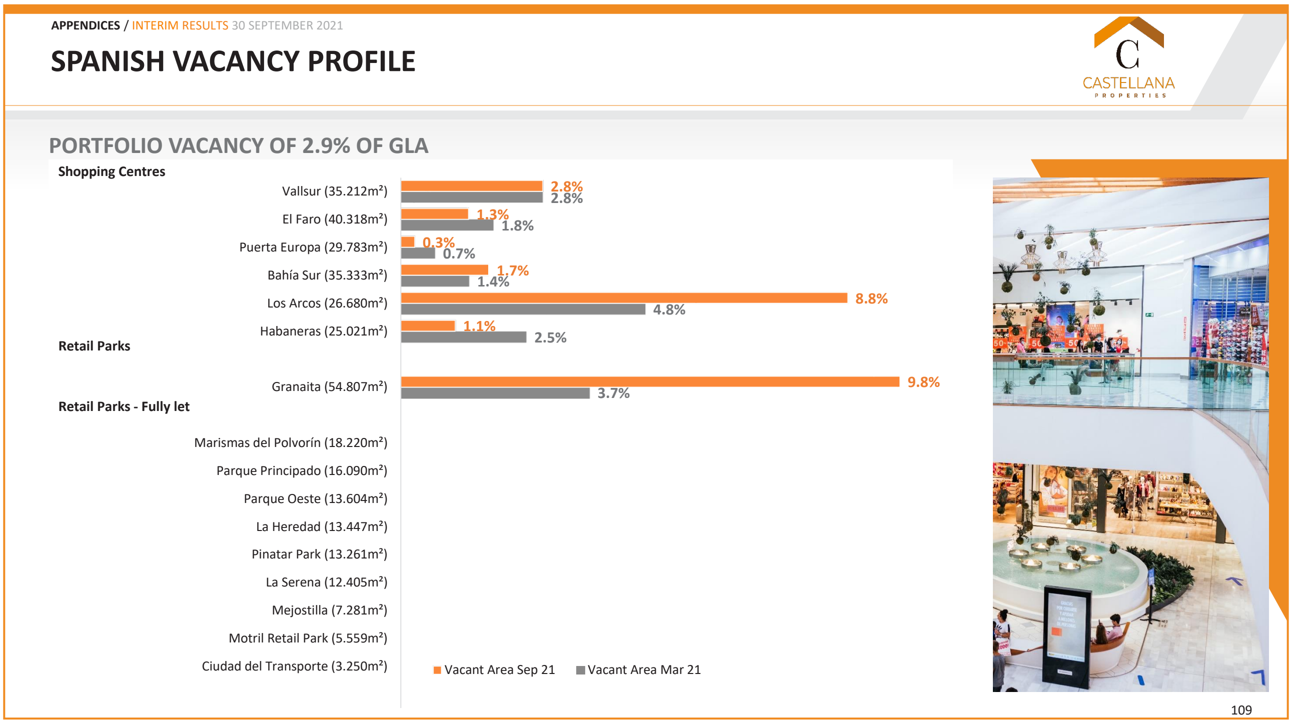
| | |
|---|---|
| INDITEX | 11.5% |
| ZARA | 3.0% |
| BERSHKA | 1.6% |
| PULL & BEAR | 1.6% |
| LEFTIES | 1.6% |
| STRADIVARIUS | 1.3% |
| MASSIMO DUTTI | 1.0% |
| ZARA MAN | 0.7% |
| OYSHO | 0.6% |
| ZARA HOME | 0.1% |
| MEDIA MARKT | 4.2% |
| MERCADONA | 3.7% |
| ADEO | 3.6% |
| LEROY MERLIN | 2.3% |
| BRICOMART | 1.3% |
| IBERIAN SPORTS RETAIL GROUP | 3.4% |
| SPRINTER | 2.2% |
| JD SPORTS | 1.0% |
| STOCKER | 0.2% |
| ESPAÇO CASA | 2.8% |
| CORTEFIEL/TENDAM | 2.8% |
| SPRINGFIELD | 1.2% |
| WOMEN´SECRET | 0.7% |
| CORTEFIEL | 0.6% |
| FIFTY FACTORY | 0.2% |
| PEDRO DEL HIERRO | 0.1% |
| CARREFOUR | 2.7% |
| PRIMARK | 2.5% |
| KIWOKO | 2.2% |

APPENDIX B

## H1 FY22 OPERATIONAL REVIEW

Spanish Portfolio

## NOTES:

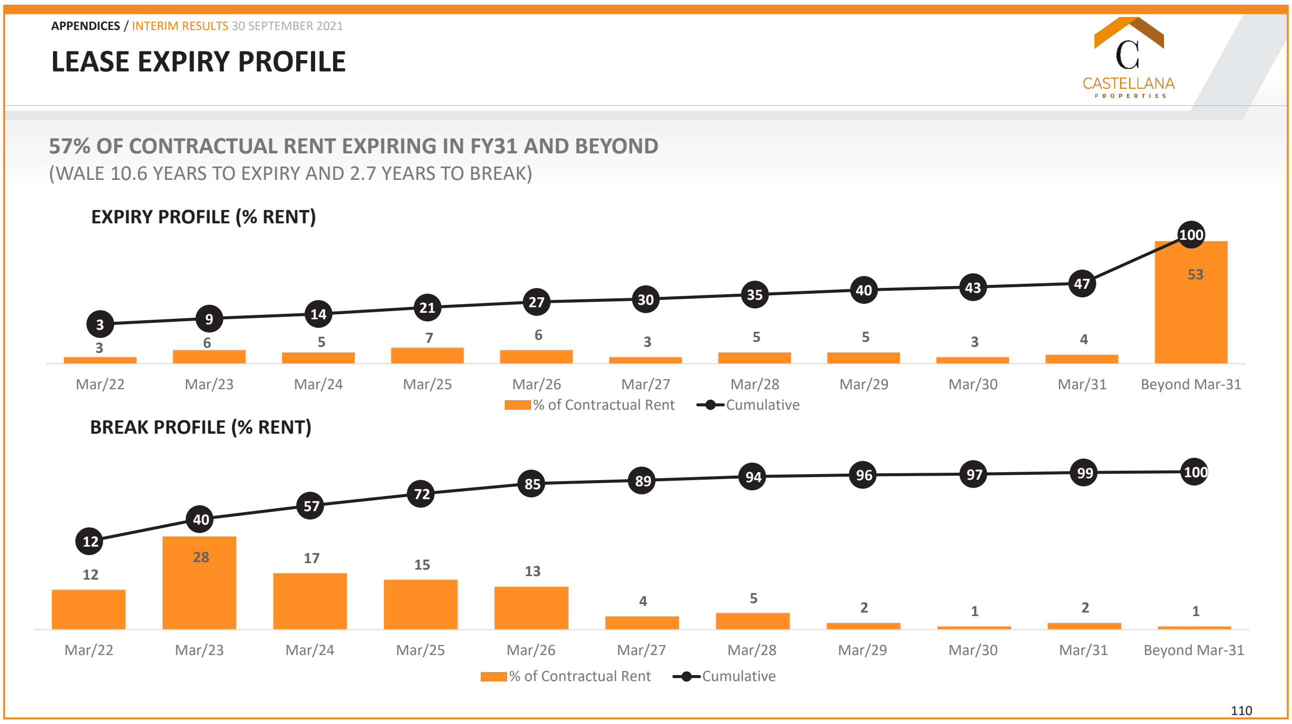


**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## SPANISH VACANCY PROFILE

### PORTFOLIO VACANCY OF 2.9% OF GLA

| | Vacant Area Sep 21 | Vacant Area Mar 21 |
|---|---|---|
| **Shopping Centres** | | |
| Vallsur (35.212m²) | 2.8% | 2.8% |
| El Faro (40.318m²) | 1.3% | 1.8% |
| Puerta Europa (29.783m²) | 0.3% | 0.7% |
| Bahía Sur (35.333m²) | 1.7% | 1.4% |
| Los Arcos (26.680m²) | 8.8% | 4.8% |
| Habaneras (25.021m²) | 1.1% | 2.5% |
| **Retail Parks** | | |
| Granaita (54.807m²) | 9.8% | 3.7% |
| **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) | | |



**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## LEASE EXPIRY PROFILE

### 57% OF CONTRACTUAL RENT EXPIRING IN FY31 AND BEYOND

(WALE 10.6 YEARS TO EXPIRY AND 2.7 YEARS TO BREAK)

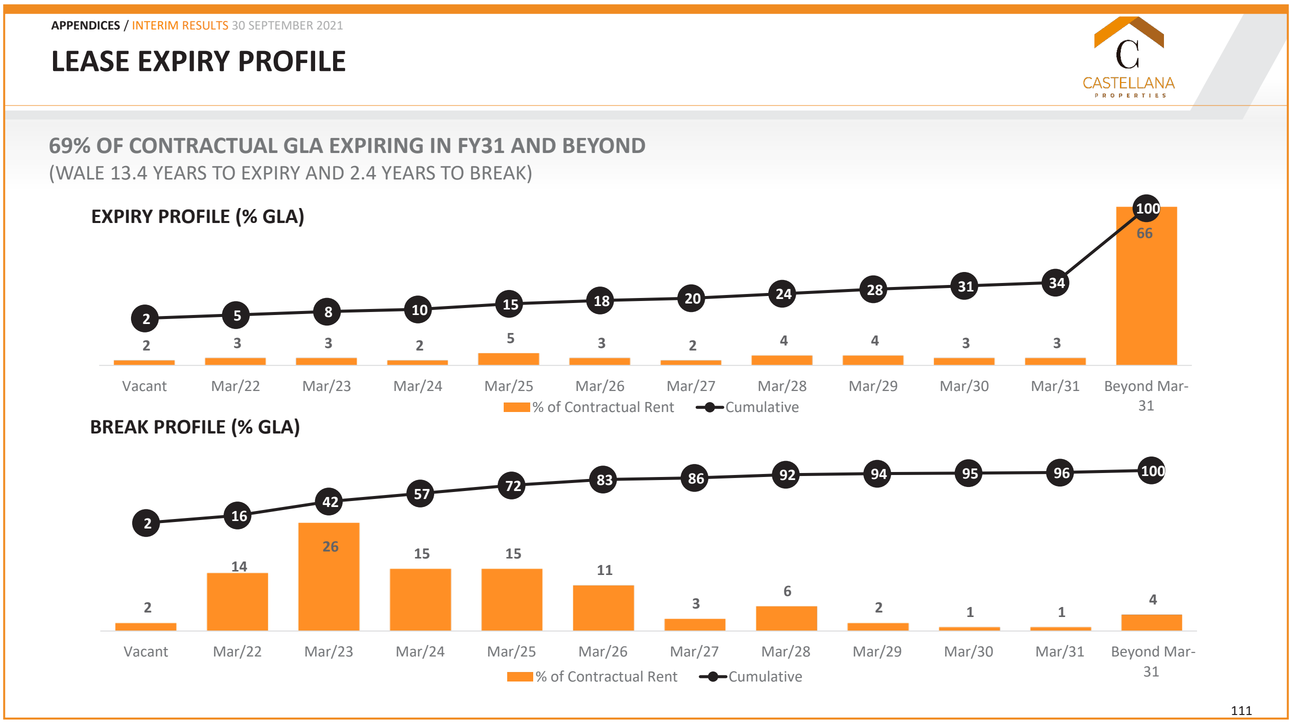
**EXPIRY PROFILE (% RENT)**

| | % of Contractual Rent | Cumulative |
|---|---|---|
| Mar/22 | 3 | 3 |
| Mar/23 | 6 | 9 |
| Mar/24 | 5 | 14 |
| Mar/25 | 7 | 21 |
| Mar/26 | 6 | 27 |
| Mar/27 | 3 | 30 |
| Mar/28 | 5 | 35 |
| Mar/29 | 5 | 40 |
| Mar/30 | 3 | 43 |
| Mar/31 | 4 | 47 |
| Beyond Mar-31 | 53 | 100 |

**BREAK PROFILE (% RENT)**

| | % of Contractual Rent | Cumulative |
|---|---|---|
| Mar/22 | 12 | 12 |
| Mar/23 | 28 | 40 |
| Mar/24 | 17 | 57 |
| Mar/25 | 15 | 72 |
| Mar/26 | 13 | 85 |
| Mar/27 | 4 | 89 |
| Mar/28 | 5 | 94 |
| Mar/29 | 2 | 96 |
| Mar/30 | 1 | 97 |
| Mar/31 | 2 | 99 |
| Beyond Mar-31 | 1 | 100 |

## NOTES:



## LEASE EXPIRY PROFILE

**69% OF CONTRACTUAL GLA EXPIRING IN FY31 AND BEYOND**

(WALE 13.4 YEARS TO EXPIRY AND 2.4 YEARS TO BREAK)

**EXPIRY PROFILE (% GLA)**

| | % of Contractual Rent | Cumulative |
|---|---|---|
| Vacant | 2 | 2 |
| Mar/22 | 3 | 5 |
| Mar/23 | 3 | 8 |
| Mar/24 | 2 | 10 |
| Mar/25 | 5 | 15 |
| Mar/26 | 3 | 18 |
| Mar/27 | 2 | 20 |
| Mar/28 | 4 | 24 |
| Mar/29 | 4 | 28 |
| Mar/30 | 3 | 31 |
| Mar/31 | 3 | 34 |
| Beyond Mar-31 | 66 | 100 |

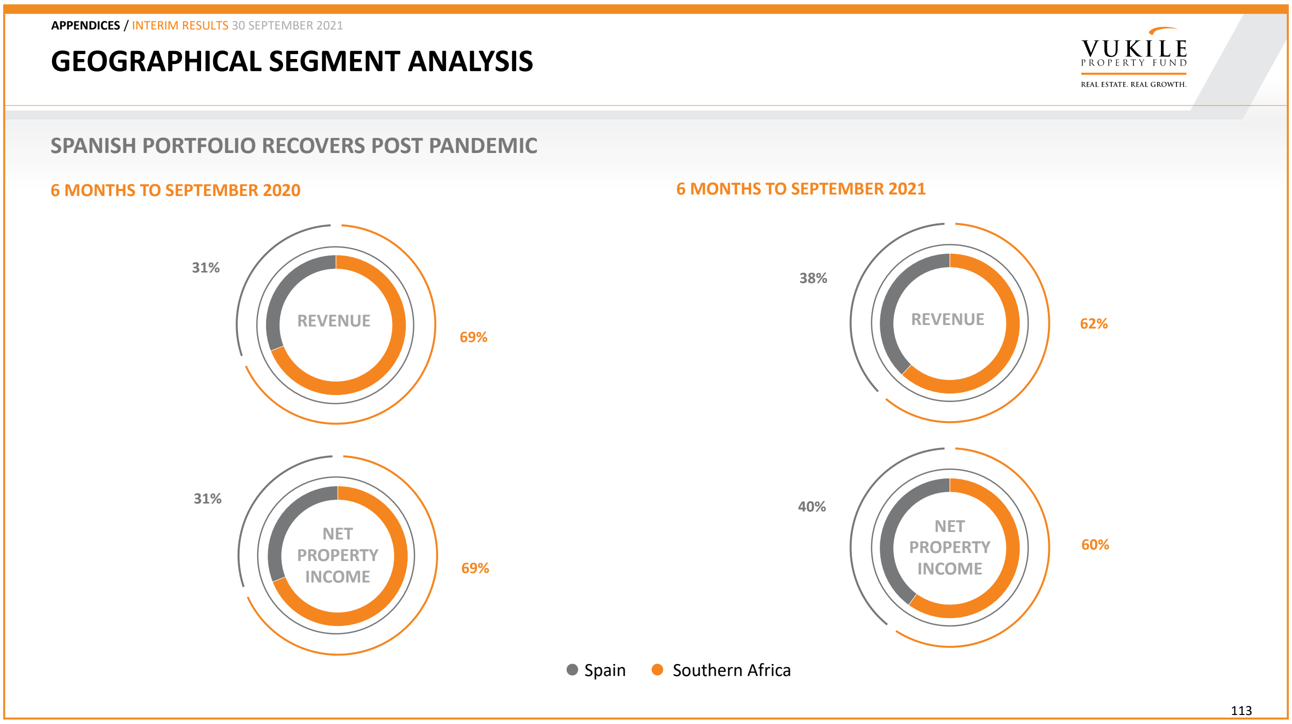
**BREAK PROFILE (% GLA)**

| | % of Contractual Rent | Cumulative |
|---|---|---|
| Vacant | 2 | 2 |
| Mar/22 | 14 | 16 |
| Mar/23 | 26 | 42 |
| Mar/24 | 15 | 57 |
| Mar/25 | 15 | 72 |
| Mar/26 | 11 | 83 |
| Mar/27 | 3 | 86 |
| Mar/28 | 6 | 92 |
| Mar/29 | 2 | 94 |
| Mar/30 | 1 | 95 |
| Mar/31 | 1 | 96 |
| Beyond Mar-31 | 4 | 100 |

APPENDIX C

## FINANCIAL PERFORMANCE, DEBT AND TREASURY

## NOTES:



**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

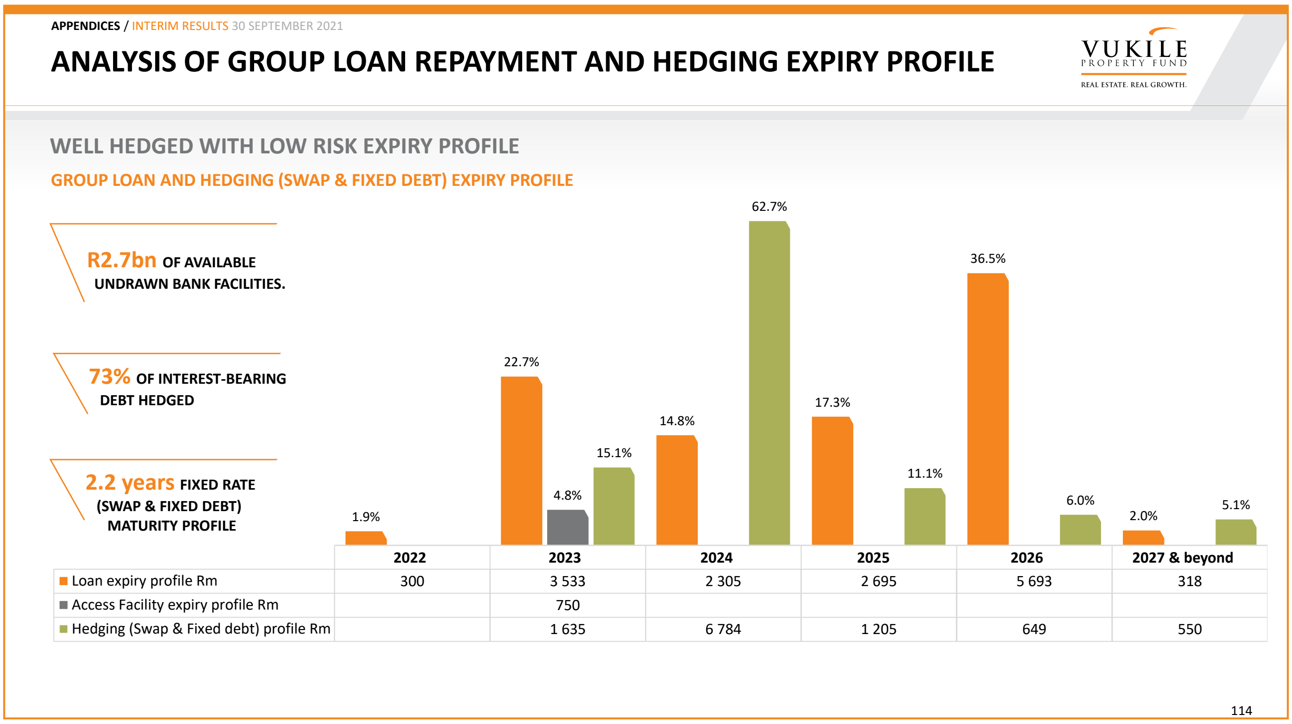
## GEOGRAPHICAL SEGMENT ANALYSIS

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### SPANISH PORTFOLIO RECOVERS POST PANDEMIC

**6 MONTHS TO SEPTEMBER 2020**

**6 MONTHS TO SEPTEMBER 2021**



**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## ANALYSIS OF GROUP LOAN REPAYMENT AND HEDGING EXPIRY PROFILE

VUKILE PROPERTY FUND
REAL ESTATE. REAL GROWTH.

### WELL HEDGED WITH LOW RISK EXPIRY PROFILE

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

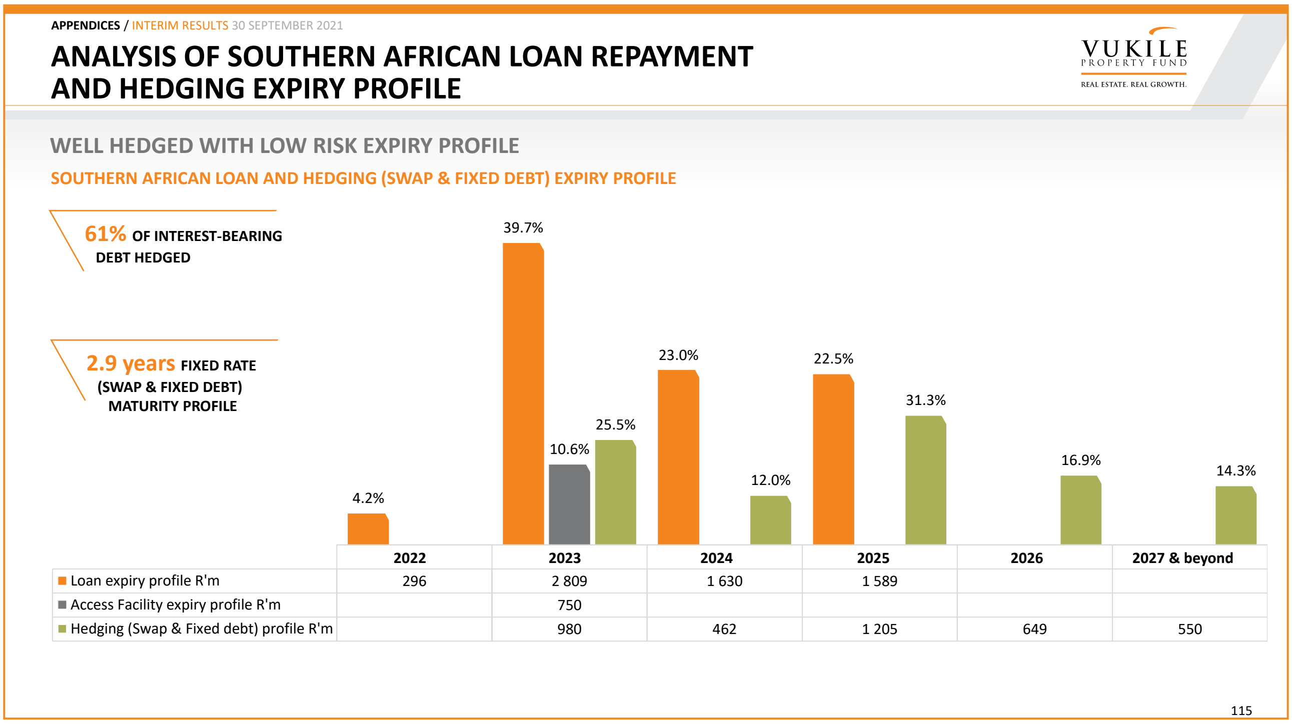
**R2.7bn OF AVAILABLE UNDRAWN BANK FACILITIES.**

**73% OF INTEREST-BEARING DEBT HEDGED**

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

| | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 & beyond |
|---|---|---|---|---|---|---|
| 🟧 Loan expiry profile Rm | 300 | 3 533 | 2 305 | 2 695 | 5 693 | 318 |
| ⬛ Access Facility expiry profile Rm | | 750 | | | | |
| 🟩 Hedging (Swap & Fixed debt) profile Rm | | 1 635 | 6 784 | 1 205 | 649 | 550 |

## NOTES:



**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## ANALYSIS OF SOUTHERN AFRICAN LOAN REPAYMENT AND HEDGING EXPIRY PROFILE

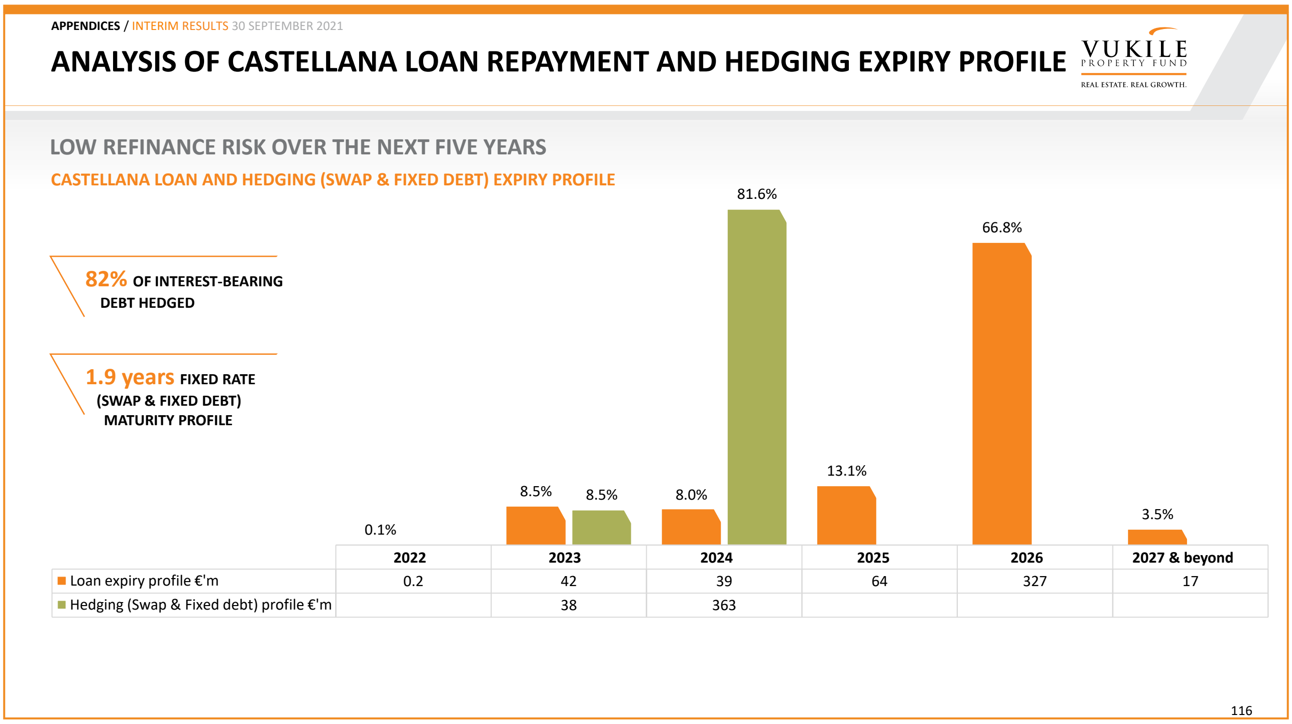
### WELL HEDGED WITH LOW RISK EXPIRY PROFILE

**SOUTHERN AFRICAN LOAN AND HEDGING (SWAP & FIXED DEBT) EXPIRY PROFILE**

**61% OF INTEREST-BEARING DEBT HEDGED**

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

| | **2022** | **2023** | **2024** | **2025** | **2026** | **2027 & beyond** |
|---|---|---|---|---|---|---|
| 🟧 Loan expiry profile R'm | 296 | 2 809 | 1 630 | 1 589 | | |
| ■ Access Facility expiry profile R'm | | 750 | | | | |
| 🟩 Hedging (Swap & Fixed debt) profile R'm | | 980 | 462 | 1 205 | 649 | 550 |



**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## ANALYSIS OF CASTELLANA LOAN REPAYMENT AND HEDGING EXPIRY PROFILE

### LOW REFINANCE RISK OVER THE NEXT FIVE YEARS

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

**82% OF INTEREST-BEARING DEBT HEDGED**

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

| | **2022** | **2023** | **2024** | **2025** | **2026** | **2027 & beyond** |
|---|---|---|---|---|---|---|
| 🟧 Loan expiry profile €'m | 0.2 | 42 | 39 | 64 | 327 | 17 |
| 🟩 Hedging (Swap & Fixed debt) profile €'m | | 38 | 363 | | | |

## NOTES:

# DEBT EXPIRING IN FY22

## LOW RISK EXPIRY PROFILE

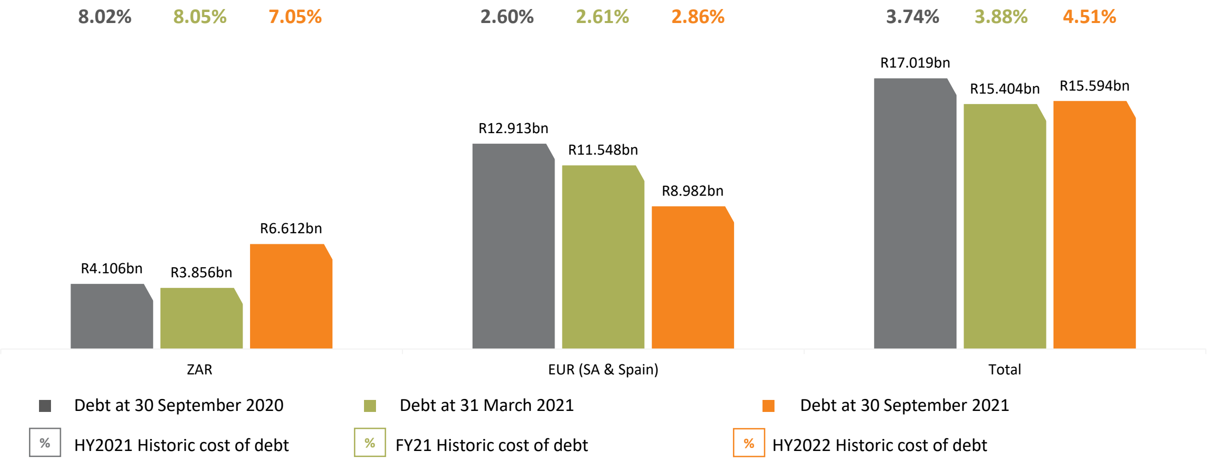
**97% OF DEBT EXPIRING IN FY22 HAS ALREADY BEEN REPAID OR EXTENDED**

| | Maturity Date | Amount Drawn '000s | Comments |
|---|---|---|---|
| ABSA - Facility A4 (2019) | 01 Dec 2021 | **R216 222** | Renewed into a new 3-year facility after 30 September 2021 |
| Standard Bank - RCF – Facility B | 28 Feb 2022 | **R0 (undrawn)<br>R45 000** | Undrawn. Do not foresee any concern with renewal |
| Standard Bank - Term Loan – Facility C Tranche 3 | 28 Feb 2022 | **R80 000** | Do not foresee any concern with renewal |
| Nedbank - RCF – Facility A | 31 Mar 2022 | **R0 (undrawn)<br>R190 000** | Undrawn. Do not foresee any concern with renewal |
| Spain – Amortisation on Puerta Europa debt<br>ZAR Equivalent at spot rate of 17.4199 at 30 September 2021 | 31 Dec 2021<br>/ 31 Mar 2022 | **€230<br>R4 007** | Sufficient cash resources available and budgeted to repay facility as part of normal amortisation schedule |
| **Total** | | **R300 229** | |

# COST OF FUNDING

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

**GROUP DEBT BY CURRENCY**



# NOTES:

**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

# CONSOLIDATED NET EXPOSURE BY CURRENCY AT 30 SEPTEMBER 2021

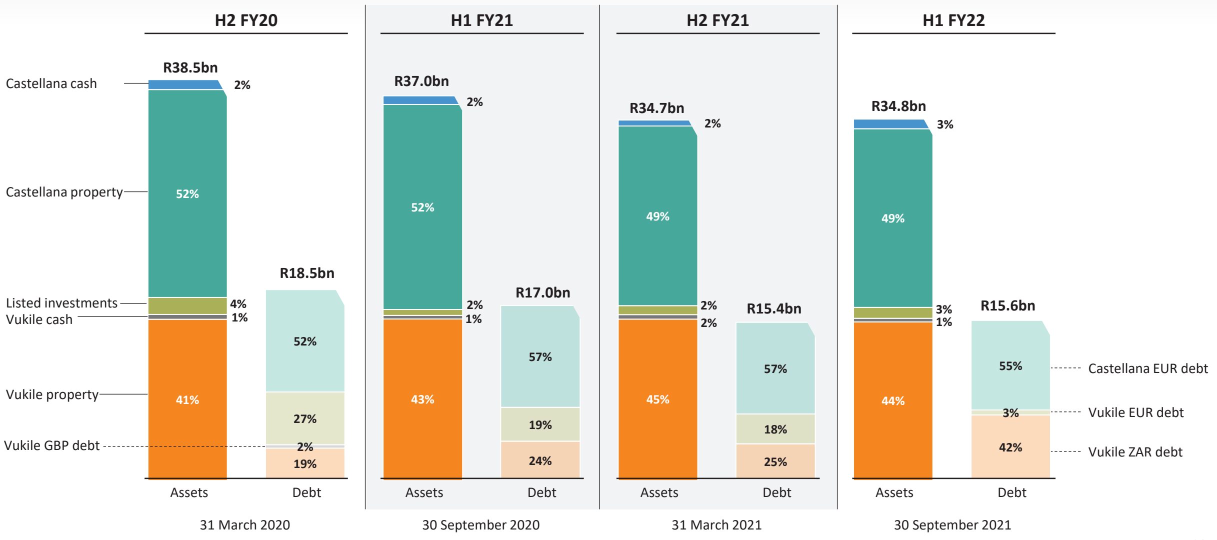
## AT 30 SEPTEMBER 2021

| | ZAR Exposure Rm | EUR Exposure €m | **Group Rm** |
|---|---|---|---|
| Vukile property value | R15 451 | | **R15 451** |
| Arrowhead & Fairvest equity value | R1 038 | | **R1 038** |
| Castellana property value | | €976 | **R17 010** |
| **Total direct property and listed investments** | **R16 489** | **€976** | **R33 499** |
| **Percentage of exposure of assets by currency** | **49%** | **51%** | **100%** |
| Vukile debt | (R6 612) | (€27) | **(R7 074)** |
| Castellana debt | | (€489) | **(R8 521)** |
| Cash | R335 | €53 | **R1 254** |
| **Total net debt** | **(R6 277)** | **(€463)** | **(R14 341)** |
| **Percentage of exposure of net debt by currency** | **44%** | **56%** | **100%** |
| **Net debt / assets by currency** | **38.1%** | **47.4%** | **42.8%** |
| **CCIRS nominal value** | **R1 031** | **(€65)** | **(R110)** |
| **Net exposure** | **R11 243** | **€448** | **R19 048** |
| **Percentage of net exposure by currency** | **59%** | **41%** | **100%** |

**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

# COMPOSITION OF GROUP BALANCE SHEET

## MATCHING DEBT WITH ASSETS OVER TIME

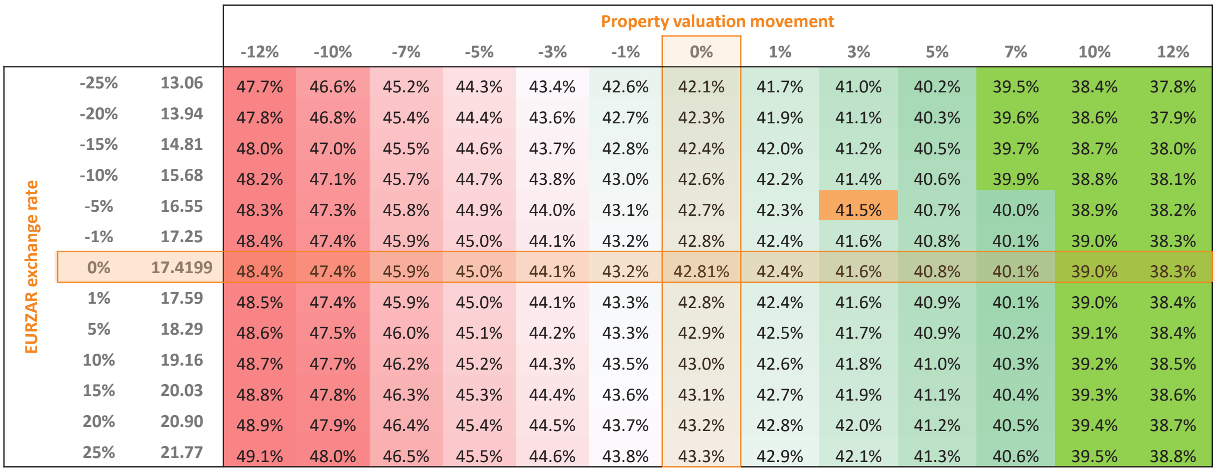


# NOTES:

# FORECAST LTV SENSITIVITY TO VALUATION AND FOREIGN EXCHANGE MOVEMENTS

## AT 30 SEPTMEBER 2021

EXAMPLE: **5% STRENGTHENING TO 16.55** + **3% INCREASE IN PROPERTY VALUATION** = **1.3% DECREASE IN THE GROUP LTV**



Property valuation movement

| EURZAR exchange rate | | -12% | -10% | -7% | -5% | -3% | -1% | 0% | 1% | 3% | 5% | 7% | 10% | 12% |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| -25% | 13.06 | 47.7% | 46.6% | 45.2% | 44.3% | 43.4% | 42.6% | 42.1% | 41.7% | 41.0% | 40.2% | 39.5% | 38.4% | 37.8% |
| -20% | 13.94 | 47.8% | 46.8% | 45.4% | 44.4% | 43.6% | 42.7% | 42.3% | 41.9% | 41.1% | 40.3% | 39.6% | 38.6% | 37.9% |
| -15% | 14.81 | 48.0% | 47.0% | 45.5% | 44.6% | 43.7% | 42.8% | 42.4% | 42.0% | 41.2% | 40.5% | 39.7% | 38.7% | 38.0% |
| -10% | 15.68 | 48.2% | 47.1% | 45.7% | 44.7% | 43.8% | 43.0% | 42.6% | 42.2% | 41.4% | 40.6% | 39.9% | 38.8% | 38.1% |
| -5% | 16.55 | 48.3% | 47.3% | 45.8% | 44.9% | 44.0% | 43.1% | 42.7% | 42.3% | 41.5% | 40.7% | 40.0% | 38.9% | 38.2% |
| -1% | 17.25 | 48.4% | 47.4% | 45.9% | 45.0% | 44.1% | 43.2% | 42.8% | 42.4% | 41.6% | 40.8% | 40.1% | 39.0% | 38.3% |
| 0% | 17.4199 | 48.4% | 47.4% | 45.9% | 45.0% | 44.1% | 43.2% | 42.81% | 42.4% | 41.6% | 40.8% | 40.1% | 39.0% | 38.3% |
| 1% | 17.59 | 48.5% | 47.4% | 45.9% | 45.0% | 44.1% | 43.3% | 42.8% | 42.4% | 41.6% | 40.9% | 40.1% | 39.0% | 38.4% |
| 5% | 18.29 | 48.6% | 47.5% | 46.0% | 45.1% | 44.2% | 43.3% | 42.9% | 42.5% | 41.7% | 40.9% | 40.2% | 39.1% | 38.4% |
| 10% | 19.16 | 48.7% | 47.7% | 46.2% | 45.2% | 44.3% | 43.5% | 43.0% | 42.6% | 41.8% | 41.0% | 40.3% | 39.2% | 38.5% |
| 15% | 20.03 | 48.8% | 47.8% | 46.3% | 45.3% | 44.4% | 43.6% | 43.1% | 42.7% | 41.9% | 41.1% | 40.4% | 39.3% | 38.6% |
| 20% | 20.90 | 48.9% | 47.9% | 46.4% | 45.4% | 44.5% | 43.7% | 43.2% | 42.8% | 42.0% | 41.2% | 40.5% | 39.4% | 38.7% |
| 25% | 21.77 | 49.1% | 48.0% | 46.5% | 45.5% | 44.6% | 43.8% | 43.3% | 42.9% | 42.1% | 41.3% | 40.6% | 39.5% | 38.8% |

# 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 **13.4%**

> The **MtM loss** of CCIRS was **(R77m)** as at 30 September 2021 (31 March 2021: R337m)

| **At 30 September 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** | **(R48m)** |
| Investec CCIRS July 2018 (€25.5m) | **€25 500** | **R401 370** | **15.7400** | 3.72% | 11.88% | **13 June 2022** | **(R29m)** |
| **Total** | **€65 500** | **R1 031 230** | | | | | **(R77m)** |

# NOTES:

**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## CORPORATE BOND ISSUANCES

### COMPOSITION OF SECURED AND UNSECURED DEBT

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

| Unsecured Debt Summary | Security | Amount |
|---|---|---|
| Corporate bonds | Unsecured | R1 550m |
| Bank debt | Covenant exclusive (1) | R462m |
| **Total unsecured & covenant exclusive debt** | | **R2 012m** |

> Secured long-term credit rating **AAA**$_{(ZA)(EL)}$, corporate long-term credit rating **AA-**$_{(ZA)}$ and corporate short-term rating **A1+**$_{(ZA)}$, with a **stable outlook**

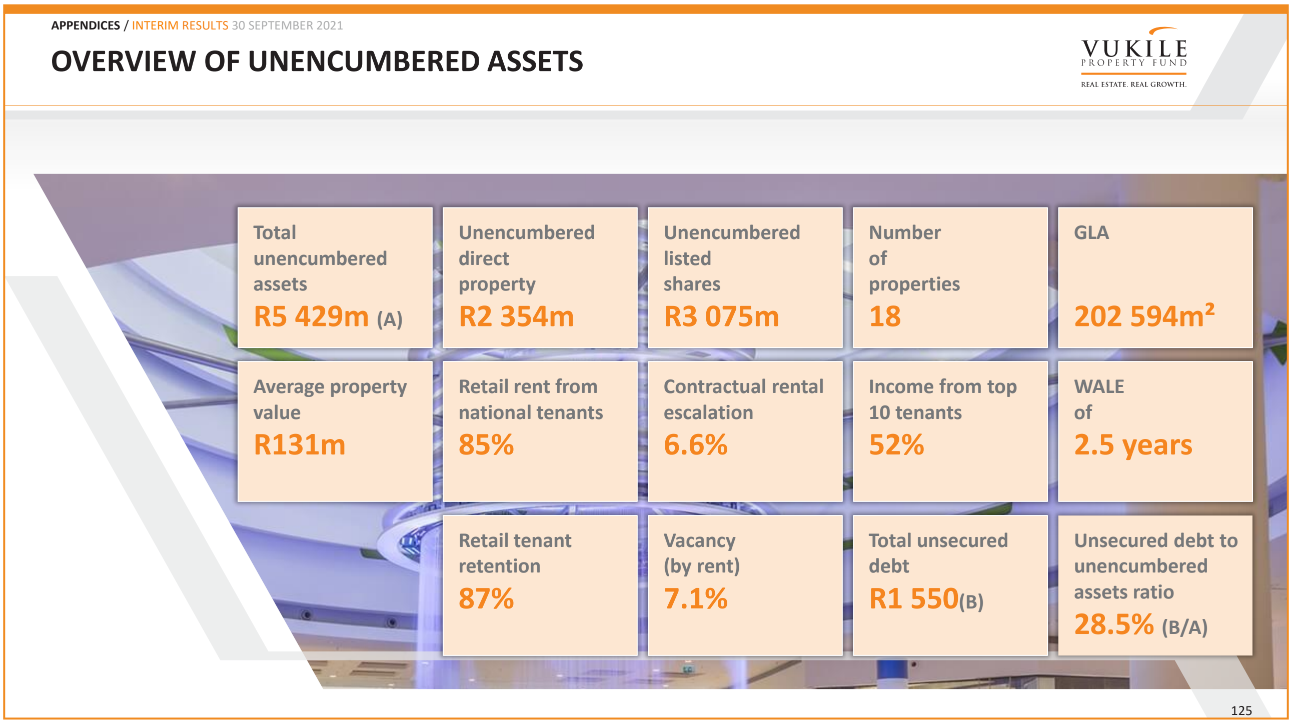
(1) Covenant exclusive facilities form part of the bank's secured debt with rights to the bank's secured security pool, however they do not form part of transactional financial covenants.

**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## OVERVIEW OF DMTN SECURED PROPERTY PORTFOLIO

| | | | |
|---|---|---|---|
| Direct property<br>**R738m** (A) | No. of properties<br>**2** | GLA<br>**39 124m²** | Average property value<br>**R369m** |
| Retail rent from national tenants<br>**84%** | Contractual rental escalation<br>**6.7%** | Income from top 10 tenants<br>**49%** | WALE of<br>**4 years** |
| Retail tenant retention<br>**97%** | Vacancy (by rent)<br>**1.4%** | Total DMTN secured debt<br>**R194m** (B) | DMTN secured LTV ratio<br>**26.3%** (B/A) |

## NOTES:



## OVERVIEW OF UNENCUMBERED ASSETS

Total unencumbered assets **R5 429m** (A)

Unencumbered direct property **R2 354m**

Unencumbered listed shares **R3 075m**

Number of properties **18**

GLA **202 594m²**

Average property value **R131m**

Retail rent from national tenants **85%**

Contractual rental escalation **6.6%**

Income from top 10 tenants **52%**

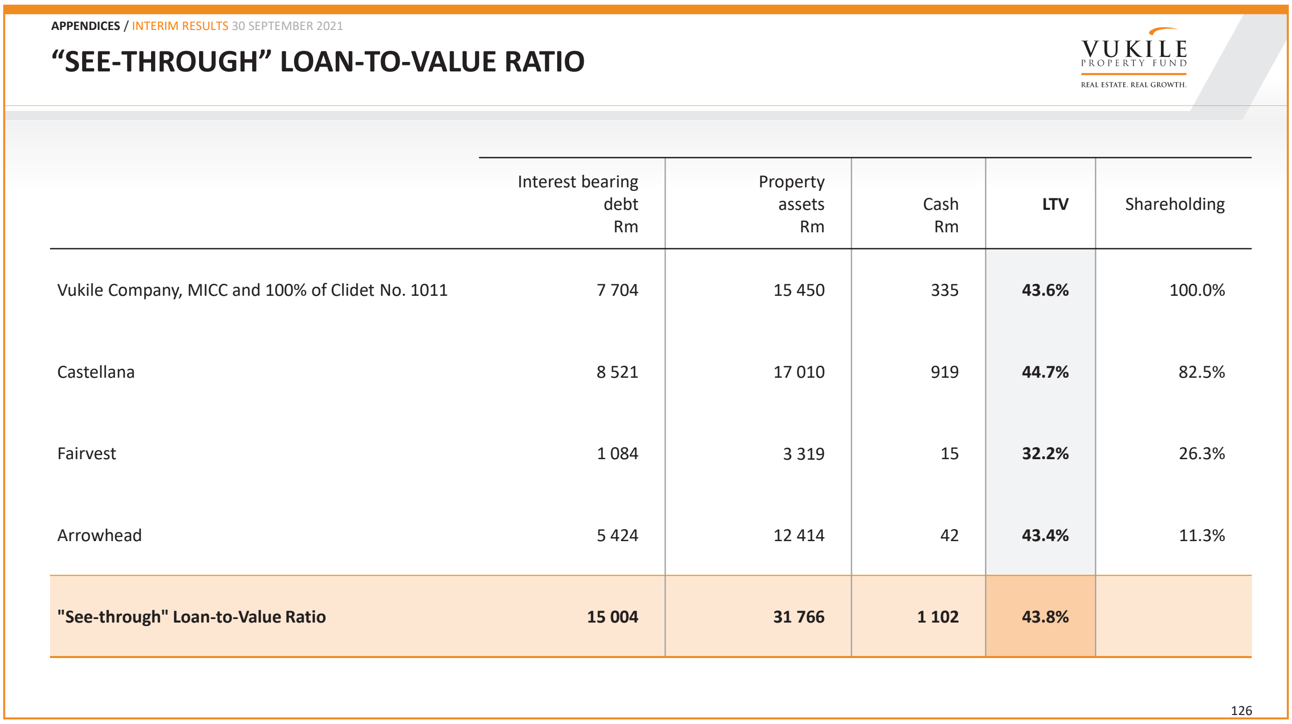
WALE of **2.5 years**

Retail tenant retention **87%**

Vacancy (by rent) **7.1%**

Total unsecured debt **R1 550**(B)

Unsecured debt to unencumbered assets ratio **28.5%** (B/A)



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

| | Interest bearing debt Rm | Property assets Rm | Cash Rm | **LTV** | Shareholding |
|---|---|---|---|---|---|
| Vukile Company, MICC and 100% of Clidet No. 1011 | 7 704 | 15 450 | 335 | **43.6%** | 100.0% |
| Castellana | 8 521 | 17 010 | 919 | **44.7%** | 82.5% |
| Fairvest | 1 084 | 3 319 | 15 | **32.2%** | 26.3% |
| Arrowhead | 5 424 | 12 414 | 42 | **43.4%** | 11.3% |
| **"See-through" Loan-to-Value Ratio** | **15 004** | **31 766** | **1 102** | **43.8%** | |

## NOTES:

**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## UNDRAWN FACILITIES

### UNDRAWN BANK FACILITIES R2.7bn

| | Facility amount Rm | Amount drawn Rm | **Undrawn Rm** |
|---|---|---|---|
| ABSA multicurrency revolving credit facility (ZAR portion) | 850 | 750 | **100** |
| Aareal (El Corte Ingles development loans)<br>ZAR equivalent at EUR/ZAR spot rate of 17.42 at 30 Sep 2021 | €47<br>827 | €27<br>476 | **€20**<br>**351** |
| Investec revolving credit facilities | 200 | 0 | **200** |
| Nedbank revolving credit facilities | 190 | 0 | **190** |
| RMB term revolving loan facility | 250 | 0 | **250** |
| RMB multi-draw term loan | 350 | 0 | **350** |
| RMB term facilities (MEREV Option loans) (1) | 1 000 | 0 | **1 000** |
| Standard Bank revolving credit facilities | 305 | 0 | **305** |
| **Total** | **3 972** | **1 226** | **2 746** |

(1) RMB have provided R1.0bn of new facilities as part of the MEREV extension, which allows Vukile to acquire a portion of Merev's Castellana shares (if desired).

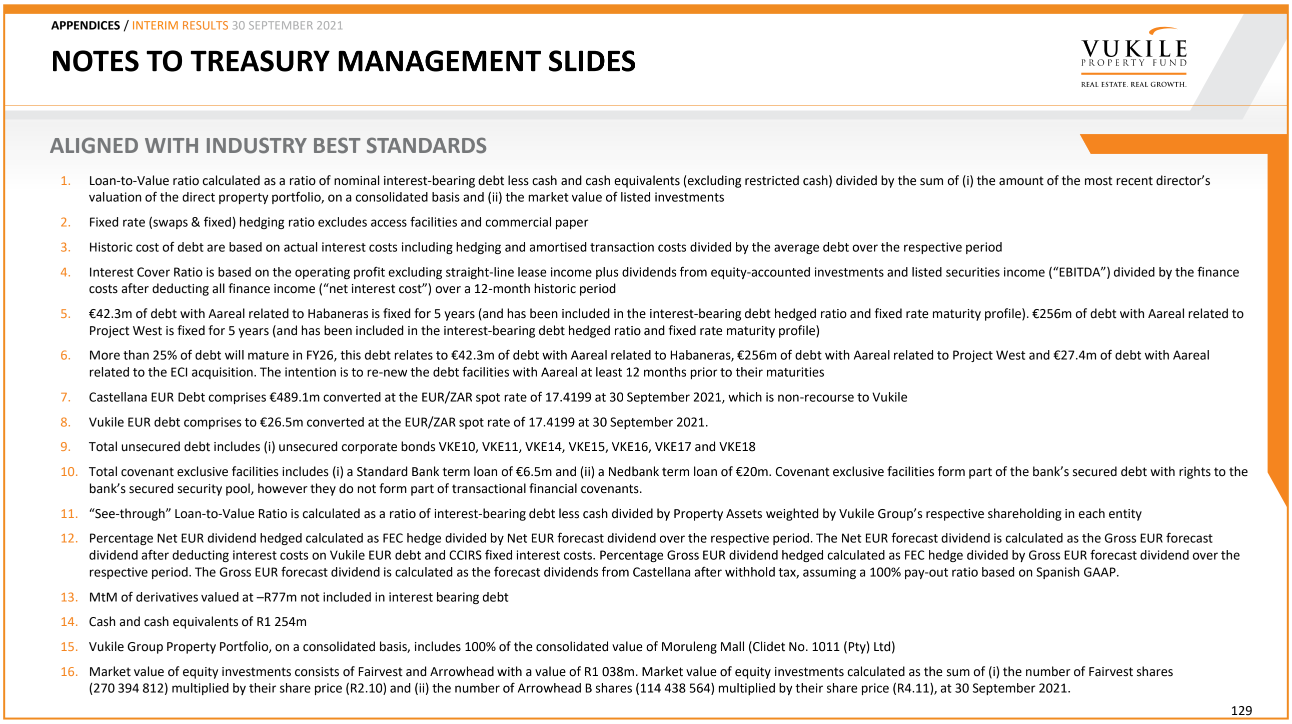
**APPENDICES** / INTERIM RESULTS 30 SEPTEMBER 2021

## SA REIT RATIOS

| | **30 September 2021** | 31 March 2021 | 30 September 2020 |
|---|---|---|---|
| SA REIT funds from operations | **R0,77bn** | R1,24bn | R0,45bn |
| SA REIT funds from operations per share | **80.11 c/share** | 129.89 c/share | 46.75 c/share |
| SA REIT net asset value | **R17,3bn** | R16,4bn | R16.8bn |
| SA REIT net asset value per share | **R18.11/share** | R17.17/share | R17.63/share |
| SA REIT cost-to-income ratio | **SA: 47.2%<br>Spain: 36.4%** | SA: 48.5%<br>Spain: 50.7% | SA: 53.3%<br>Spain: 62.4% |
| SA REIT administrative cost-to-income ratio | **SA: 7.5%<br>Spain: 10.9%** | SA: 7.3%<br>Spain: 13.0% | SA: 8.7%<br>Spain: 15.5% |
| SA REIT vacancy rate | **SA: 3.6%<br>Spain: 2.9%** | SA: 4.0%<br>Spain: 1.9% | SA: 3.4%<br>Spain: 1.6% |
| SA REIT cost of debt (1) | **ZAR: 7.2%<br>EUR: 2.3%** | ZAR: 8.3%<br>EUR: 2.3% | ZAR: 8.2%<br>EUR: 2.1% |
| SA REIT loan-to-value | **42.3%** | 43.0% | 46.0% |

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

## NOTES:



# NOTES TO TREASURY MANAGEMENT SLIDES

## ALIGNED WITH INDUSTRY BEST STANDARDS

1. Loan-to-Value ratio calculated as a ratio of nominal interest-bearing debt less cash and cash equivalents (excluding restricted cash) divided by the sum of (i) the amount of the most recent director's valuation of the direct property portfolio, on a consolidated basis and (ii) the market value of listed investments
2. Fixed rate (swaps & fixed) hedging ratio excludes access facilities and commercial paper
3. Historic cost of debt are based on actual interest costs including hedging and amortised transaction costs divided by the average debt over the respective period
4. Interest Cover Ratio is based on the operating profit excluding straight-line lease income plus dividends from equity-accounted investments and listed securities income ("EBITDA") divided by the finance costs after deducting all finance income ("net interest cost") over a 12-month historic period
5. €42.3m of debt with Aareal related to Habaneras is fixed for 5 years (and has been included in the interest-bearing debt hedged ratio and fixed rate maturity profile). €256m of debt with Aareal related to Project West is fixed for 5 years (and has been included in the interest-bearing debt hedged ratio and fixed rate maturity profile)
6. More than 25% of debt will mature in FY26, this debt relates to €42.3m of debt with Aareal related to Habaneras, €256m of debt with Aareal related to Project West and €27.4m of debt with Aareal related to the ECI acquisition. The intention is to re-new the debt facilities with Aareal at least 12 months prior to their maturities
7. Castellana EUR Debt comprises €489.1m converted at the EUR/ZAR spot rate of 17.4199 at 30 September 2021, which is non-recourse to Vukile
8. Vukile EUR debt comprises to €26.5m converted at the EUR/ZAR spot rate of 17.4199 at 30 September 2021.
9. Total unsecured debt includes (i) unsecured corporate bonds VKE10, VKE11, VKE14, VKE15, VKE16, VKE17 and VKE18
10. Total covenant exclusive facilities includes (i) a Standard Bank term loan of €6.5m and (ii) a Nedbank term loan of €20m. 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.
11. "See-through" Loan-to-Value Ratio is calculated as a ratio of interest-bearing debt less cash divided by Property Assets weighted by Vukile Group's respective shareholding in each entity
12. Percentage Net EUR dividend hedged calculated as FEC hedge divided by Net EUR forecast dividend over the respective period. The Net EUR forecast dividend is calculated as the Gross EUR forecast dividend after deducting interest costs on Vukile EUR debt and CCIRS fixed interest costs. Percentage Gross EUR dividend hedged calculated as FEC hedge divided by Gross EUR forecast dividend over the respective period. The Gross EUR forecast dividend is calculated as the forecast dividends from Castellana after withhold tax, assuming a 100% pay-out ratio based on Spanish GAAP.
13. MtM of derivatives valued at –R77m not included in interest bearing debt
14. Cash and cash equivalents of R1 254m
15. Vukile Group Property Portfolio, on a consolidated basis, includes 100% of the consolidated value of Moruleng Mall (Clidet No. 1011 (Pty) Ltd)
16. Market value of equity investments consists of Fairvest and Arrowhead with a value of R1 038m. Market value of equity investments calculated as the sum of (i) the number of Fairvest shares (270 394 812) multiplied by their share price (R2.10) and (ii) the number of Arrowhead B shares (114 438 564) multiplied by their share price (R4.11), at 30 September 2021.

# NOTES:

Bastion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