



EXEMPLAR

EXEMPLAR REITail Roadshow

NOVEMBER 2023

EXEMPLAR REITail

Investment Portfolio

The Exemplar portfolio comprises 26 retail centres covering an area of 414 420m² across five provinces, with a total fair value of R8,5 billion.



GAUTENG



CHRIS HANI CROSSING
40 747m²
Vosloorus
Economic interest 50%



ALEX MALL
29 027m²
Alexandra
Economic interest 100%



ATTERIDGE STADIUM CENTRE
4 797m²
Atteridgeville
Economic interest 100%



DIEPKLOOF SQUARE
15 416m²
Soweto
Economic interest 100%



MABOPANE SQUARE
10 398m²
Mabopane
Economic interest 100%



MALL OF THEMBISA
44 780m²
Thembisa
Economic interest 100%



MAMELODI SQUARE
16 521m²
Mamelodi
Economic interest 50%



OLIEVENHOUT PLAZA
16 314m²
Olivenhoutbosch
Economic interest 100%



THORNTREE SHOPPING CENTRE
15 620m²
Soshanguve
Economic interest 100%



TSAKANE MALL
32 073m²
East Rand
Economic interest 50%



LIMPOPO

BLOUBERG MALL
13 333m²
Bochum
Economic interest 100%



JANE FURSE PLAZA
18 904m²
Jane Furse
Economic interest 29.83%



MAAKE PLAZA
14 394m²
Tzaneen
Economic interest 30%



MODI MALL
22 510m²
Modimolle
Economic interest 100%



MODJADJI PLAZA
9 769m²
Ga-Kgapane
Economic interest 70%



UNDER DEVELOPMENT

MBHASHE MALL EASTERN CAPE
18 902m²
Idutywa
Economic interest 60%

VUWANI MALL LIMPOPO
21 558m²
Thohoyandou
Economic interest 65%

MPUMALANGA

ACORNHOEK MEGACITY
25 201m²
Bushbuckridge
Economic interest 43.98%



EMOYENI MALL
23 427m²
Emoyeni
Economic interest 100%



KATALE SQUARE
8 734m²
Marapyane
Economic interest 100%



KWAGGA MALL
34 442m²
Kwaggafontein
Economic interest 43.51%



PHOLA MALL
27 694m²
KwaMhlanga
Economic interest 53%



EASTERN CAPE



KWABHACA MALL
18 925m²
KwaBhaca (Mt. Frere)
Economic interest 60%



KWAZULU-NATAL



EDENDALE MALL
28 733m²
Pietermaritzburg
Economic interest 100%



BIZANA WALK
6 892m²
Bizana
Economic interest 60%



MANDENI MALL
11 881m²
Mandeni
Economic interest 50%



LUSIKI PLAZA
13 597m²
Lusikisiki
Economic interest 100%



THEKU PLAZA
14 807m²
Newcastle
Economic interest 82.5%



EXEMPLAR

The Company manages an additional 197 630m² of leasable space for other landlords.

EXEMPLAR REITail

Top 30 Tenants

Total billings for the 12 months ended 31 August 2023

	R	Tenant	Cumulative
1 Shoprite	193 078 523	17.6%	17.6%
2 Pepkor	90 787 869	8.3%	25.9%
3 Pick 'n Pay (Incl Boxer)	65 853 173	6.0%	31.9%
4 Roots	61 655 423	5.6%	37.5%
5 Mr Price	61 220 908	5.6%	43.1%
6 TFG	56 312 319	5.1%	48.3%
7 Spar	25 464 575	2.3%	50.6%
8 KFC	25 211 741	2.3%	52.9%
9 Cashbuild	23 607 949	2.2%	55.0%
10 Clicks	22 311 067	2.0%	57.1%
11 Truworths	18 409 977	1.7%	58.7%
12 Retailability	16 363 619	1.5%	60.2%
13 Capitec	15 128 894	1.4%	61.6%
14 Famous Brands	13 875 737	1.3%	62.9%
15 Nedbank	12 632 241	1.2%	64.0%
16 Liquor City	11 256 332	1.0%	65.1%
17 Absa	11 170 274	1.0%	66.1%
18 Nizams	10 410 132	0.9%	67.0%
19 Lewis	9 416 784	0.9%	67.9%
20 Massmart	8 891 105	0.8%	68.7%
21 Standard Bank	8 448 650	0.8%	69.5%
22 FNB	7 474 124	0.7%	70.2%
23 McDonalds	7 443 497	0.7%	70.8%
24 Hair And Beauty	7 258 904	0.7%	71.5%
25 Rage	6 331 607	0.6%	72.1%
26 Old Mutual	6 273 315	0.6%	72.6%
27 Chicken Licken	6 184 114	0.6%	73.2%
28 Delicious Fish And Chips	5 738 799	0.5%	73.7%
29 Jeremiah Fashions	5 616 180	0.5%	74.2%
30 Bettabets	5 060 425	0.5%	74.7%

TENANT GRADING

	By GLA	By revenue
A Category	84.1%	82.3%
B Category	3.0%	2.7%
C Category	12.9%	15.0%
	100.0%	100.0%

WALE (months)	32.973	31.986
---------------	--------	--------

EXEMPLAR REITail

Tenant KPI's

Trading densities and costs-of-occupancy

	% of turnover	Trading density ¹ R/m ² /month	Cost-of-occupancy ²
Grocers	54.7%	4 583	2.96%
Fashion	25.4%	2 205	7.48%
Food	5.4%	5 261	4.49%
Health & Beauty	4.6%	4 568	3.42%
Liquor	4.4%	6 671	3.14%
Furniture	4.0%	1 687	8.42%
Cellular	1.5%	9 727	3.38%
Portfolio	100.0%	4 068	4.45%

1. Revenue/GLA

2. Gross rent (including rates recovery)/turnover

Note: Above figures are based on those tenants who have provided the information c.75.6% of total portfolio by revenue.

Through rate and vacancy

	Through rate per m ²	Vacancy (GLA)
FY19	128.54	3.10%
FY20	136.58	3.34%
FY21	143.41	5.04%
FY22	150.36	3.75%
FY23	155.95	3.24%
H1FY24	157.19	3.36%

Contractual escalation

The portfolio weighted average escalation rate of current leases is 6.60% p.a.



Portfolio cost of occupancy: 4.45%

EXEMPLAR REITail

Investment Property

Investment property fair value vs net property income

R'm	FY2019	FY2020	FY2021	FY2022	FY2023	H1FY2024
Investment property fair value						
Opening balance	-	5 406	5 789	6 542	7 043	8 185
Acquisitions/additions	5 244	269	793	236	674	47
Fair value gains	162	114	(40)	265	468	215
Closing balance	5 406	5 789	6 542	7 043	8 185	8 447
Growth rate per period	N/a	7.1%	13.0%	7.7%	16.2%	3.2%
Cumulative growth rate since FY2019						56.3%
Weighted average discount rate	14.40%	14.88%	14.38%	14.13%	14.58%	14.58%
Weighted average growth rate	6.00%	5.97%	5.49%	5.23%	5.48%	5.48%
Weighted average cap rate	8.40%	8.91%	8.88%	8.90%	9.10%	9.10%

R'000	FY2019	FY2020	FY2021	FY2022	FY2023	H1FY2024	FY2024 (Forecast)
Rental and recovery income	504 239	744 607	782 805	947 788	1 028 779	579 784	1 185 260
As reported	504 239	744 607	782 805	893 367	1 006 424	579 784	1 185 260
Insurance proceeds in other income - loss of rent (Riots)	-	-	-	54 421	22 355	-	-
Property operating costs	(175 410)	(262 073)	(292 659)	(333 675)	(349 520)	(212 290)	(420 740)
As reported	(175 410)	(263 117)	(293 283)	(334 530)	(354 958)	(217 558)	(432 471)
Leases - rent paid	-	(2 359)	(3 156)	(2 887)	(3 607)	(2 268)	(4 649)
Leases - interest charged	-	3 403	3 780	3 742	5 179	3 682	7 337
IFRS 2 charge on equity-settled share scheme	-	-	-	-	3 866	3 854	9 043
	328 829					367 494	
Net property income (excl fair value adjustments)	438 439	482 534	490 146	614 113	679 259	734 988	764 520
	(Annualised)					(Annualised)	
Growth rate per period		10.1%	1.6%	25.3%	10.6%	8.2%	12.6%
Cumulative growth rate since FY2019						67.6%	74.4%

INVESTMENT PROPERTY FAIR VALUE

Cumulative growth rate since FY2019

56.3%

RENTAL AND RECOVERY INCOME

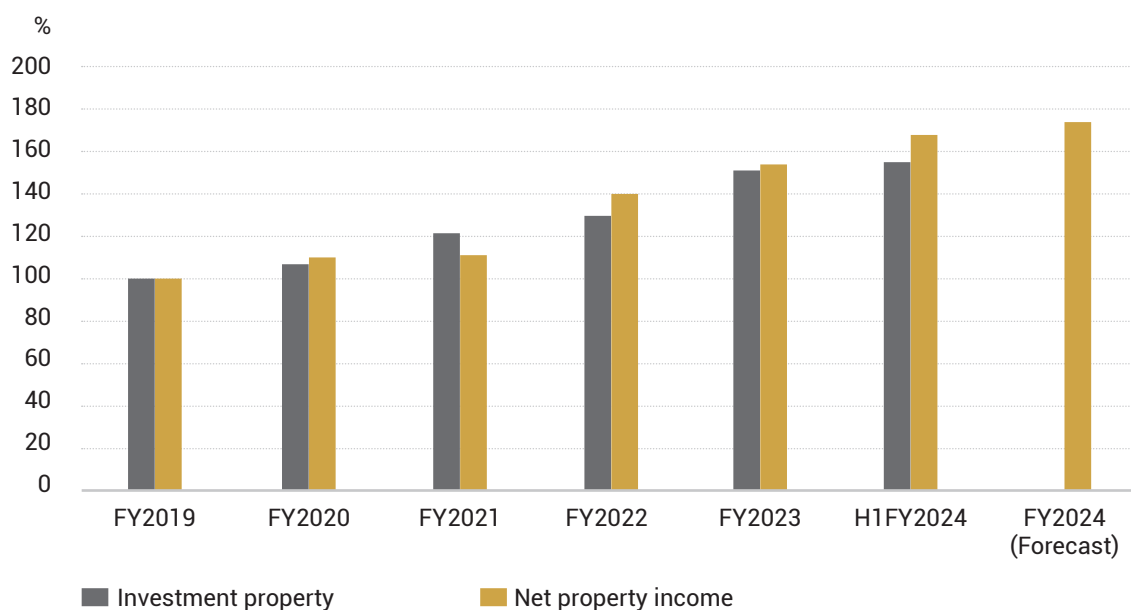
Cumulative growth rate since FY2019

67.6%



Exemplar targets sustainable rental levels, operational cost management and viable development models in the pursuit of sustainable dividend growth.

Investment property and net property income growth

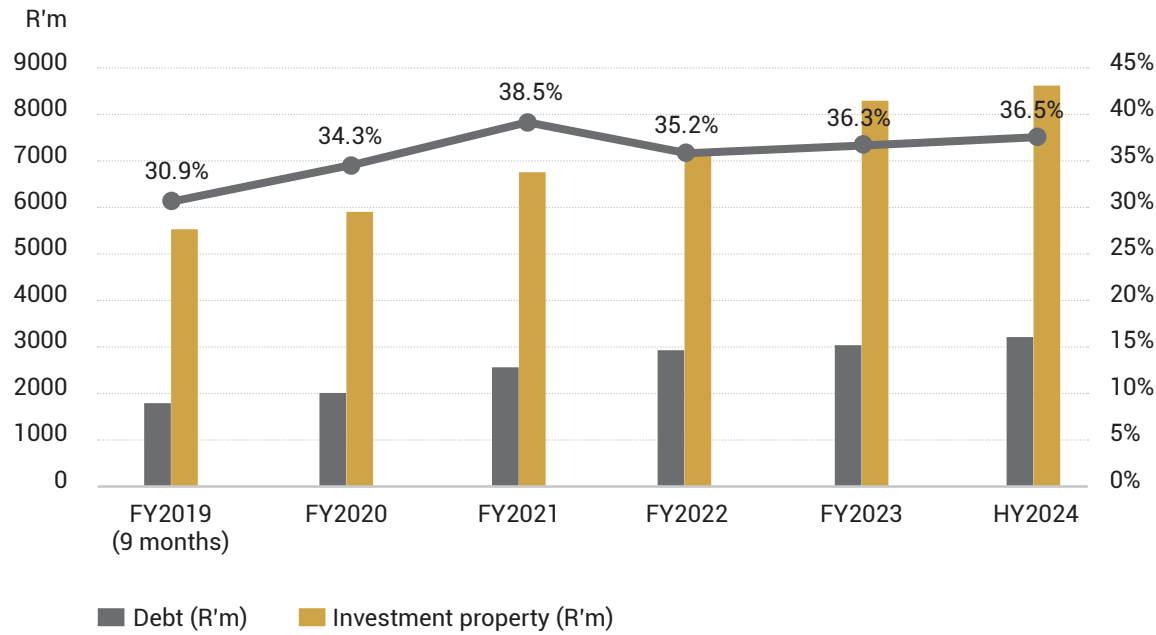


Facilities

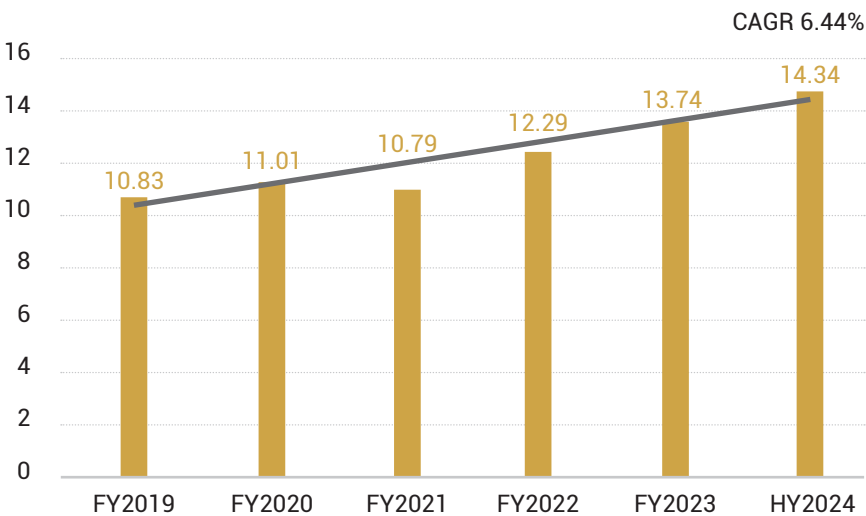
Lender	Type	Expiry	Amount R'm	Interest basis	Margin including participation fee	Base rate	All-in rate
Absa	Term loan	4 Nov 2024	185	3m JIBAR	1.75%	8.358%	10.108%
Absa	RCF	4 Nov 2024	200	Prime	-1.55%	11.750%	10.200%
Standard Bank	RCF	4 Nov 2024	200	3m JIBAR	1.78%	8.358%	10.138%
Absa	Term loan	4 Nov 2025	91	3m JIBAR	1.85%	8.358%	10.208%
Standard Bank	Term loan	4 Nov 2025	91	3m JIBAR	1.85%	8.358%	10.208%
Nedbank	Term loan	4 Nov 2025	500	3m JIBAR	1.85%	8.358%	10.208%
Standard Bank	Term loan	4 Nov 2025	335	3m JIBAR	1.85%	8.358%	10.208%
Absa	Term loan	4 Nov 2026	750	3m JIBAR	1.95%	8.358%	10.308%
Standard Bank	Term loan	4 Nov 2026	259	3m JIBAR	1.95%	8.358%	10.308%
Nedbank	Term loan	4 Nov 2026	100	3m JIBAR	1.95%	8.358%	10.308%
Absa	Term loan	4 Nov 2026	200	3m JIBAR	1.65%	8.358%	10.008%
Absa	Term loan	4 Nov 2027	235	3m JIBAR	1.75%	8.358%	10.108%
Absa	Term loan	4 Nov 2027	424	3m JIBAR	1.75%	8.358%	10.108%
Total facilities			3 570				10.200%
Utilised facilities at 31 August 2023			(3 197)				
Unutilised facilities			373				
Interest rate hedges:							
Absa	Swap	11 Dec 2023	850	3m JIBAR	N/a	4.295%	N/a
Absa	Swap	15 Jan 2024	435	3m JIBAR	N/a	4.130%	N/a
Absa	Cap	26 May 2026	500	3m JIBAR	N/a	9.360%	N/a
			1 785				



Loan to value ratio



Net asset value (ZAR)





Exemplar has invested extensively in solar PV to ensure self-sufficiency and to maximise cost-efficiency by lowering municipal utility costs.

EXEMPLAR REITail

Solar Capacity

Installed capacity (21 sites)	FY21	FY22	FY23	FY24	Total
kW _{AC}	3 910	6 302	4 840	1 428	16 480
kW _{DC}	5 129	8 315	6 076	1 714	21 234

R8.42
COST PER WATT (DC)

TOTAL CAPEX
R178,7m

ENERGY PRODUCED BY
SOLAR SYSTEMS (KWH)
FY2024
22 277 666

SOLAR ENERGY PRODUCED/
TOTAL ENERGY CONSUMED
FY2024
26.63%

ELECTRICITY
COST SAVING
FY2024

R51,2M





EXEMPLAR REITail

Capex and Repairs & Maintenance Summary

Excluding the acquisition of new properties, which have been acquired at fair value and reported on in our annual results, capex can be broadly categorised as either "income-generating" or "improvements".

As implied, income-generating additions, which is normally additional lettable-GLA, results in additional income and is therefore capitalised.

Improvements, normally infrastructure upgrades, do not directly result in additional income but are nevertheless capitalised as they meet the IFRS definition of assets.

Amounts capitalised since FY19 are as follows:

R'000	FY19	FY20	FY21	FY22	FY23	H1FY24	TOTAL
Income generating	-	3 742	453	5 469	2 901	11 936	24 501
Note		1		2		3	
Improvements	-	1 726	886	1 316	3 286	1 719	8 933
Total Capex	-	5 468	1 339	6 785	6 187	13 655	33 434

Note 1 - Includes new food court Chris Hani Crossing R1,823m

Note 2 - Includes Shoprite extension Theku Plaza R4,788m

Note 3 - Includes Engen filling station Theku Plaza R9,565m

R&M and refurbishment costs are expensed when incurred (summarised below):

R'000	FY19	FY20	FY21	FY22	FY23	H1FY24	TOTAL
Repairs and maintenance							
Electrical	419	562	989	2 177	548	1 007	5 703
Equipment	1 457	2 487	2 509	4 332	1 083	2 938	14 805
General	99	77	144	164	241	205	931
Painting	74	66	126	217	14	122	618
Plumbing	291	559	342	758	596	1 097	3 642
Premises - External	315	959	523	1 365	96	489	3 747
Premises - Internal	188	198	178	181	90	249	1 083
	2 843	4 906	4 811	9 193	2 669	6 106	30 528
Refurbishment	755	481	1 524	8 742	11 087	4 447	27 036
Total R&M and refurbishment	3 598	5 387	6 335	17 935	13 756	10 553	57 565

Statement of Comprehensive Income

Set out below is the forecast statement of comprehensive income and forecast dividend of the Company (the "Forecast") for the 6 months ending 29 February 2024 and the 12 months ending 29 February 2024 (the "Forecast Period").

The Forecast, including the assumptions on which it is based and the financial information from which it has been prepared, is the responsibility of the directors of the Company. The Forecast has not been reviewed or reported on by the Company's auditors or independent reporting accountants.

The Forecast has been prepared in accordance with the Company's accounting policies, which are in compliance with International Financial Reporting Standards.

The Forecast incorporates the following material assumptions:

- 1 The Forecast is based on information derived from the interim results announcement of the Company for the 6 months ended 31 August 2023, management accounts, budgets, and rental contracts of the Company.
- 2 Net rental and related income includes the effects of straight lining rental income.
- 3 Profit before fair value adjustments includes the effects of net finance costs.
- 4 Contracted revenue is based on existing lease agreements including stipulated increases, all of which are valid and enforceable.
- 5 100% of rental income is contracted. No near contracted rental income is forecast.
- 6 Property operating expenditure has been forecast on a line-by-line basis.
- 7 Fair value adjustments are recognised in the forecast for the 12 months ending 29 February 2024, being the fair value adjustments included in the interim results of the Company for the 6 months ended 31 August 2023, but no fair value adjustments are recognised for the 6 months ending 29 February 2024.
- 8 There will be no unforeseen economic factors that will affect the lessees' ability to meet their commitments in terms of existing lease agreements.

R'000	Forecast for the 12 months ending 29 February 2024	Forecast for the 6 months ending 29 February 2024	Unaudited for the 6 months ended 31 August 2023	Audited for the 12 months ended 28 February 2023
Property portfolio	1 196 167	614 644	581 523	1 047 495
Rental and recovery income	1 185 260	605 476	579 784	1 006 424
Straight-line lease income adjustments	10 907	9 168	1 739	41 071
Property operating costs	(432 471)	(214 913)	(217 558)	(354 958)
Net rental and related income	763 696	399 731	363 965	692 537
Other income	25 321	13 247	12 074	55 389
Administrative expenses and corporate costs	(62 892)	(32 686)	(30 206)	(50 982)
Profit from operations	726 125	380 292	345 833	696 944
Investment income	10 466	3 876	6 590	34 666
Insurance claim on material loss	-	-	-	69 166
Finance costs	(284 737)	(151 812)	(132 925)	(200 414)
Profit before fair value adjustments	451 853	232 355	219 498	600 362
Fair value adjustments on investment property	214 705	-	214 705	467 611
Fair value adjustments on derivative financial instruments	(15 300)	-	(15 300)	12 232
Profit before taxation	651 258	232 355	418 903	1 080 205
Taxation	(33 068)	-	(33 068)	(51 486)
Profit for the period	618 190	232 355	385 835	1 028 719
Total comprehensive income attributable to:				
Owners of the parent	582 917	226 722	361 175	975 342
Non-controlling interest	35 273	10 848	24 660	53 377
Profit for the period	618 190	232 355	385 835	1 028 719

EXEMPLAR REITail

Forecast Dividend

R'000

Profit for the period attributable to equity holders of Exemplar

Deferred tax movement	
Non-controlling interest in deferred tax movement	
Fair value adjustment to investment properties	
Non-controlling interest in fair value adjustment to investment properties	
Fair value adjustment to derivative financial instruments	
Insurance claim proceeds retained to finance rebuild costs	

Distributable income before operating activities adjustments

Straight-line lease income adjustments	
Non-controlling interest in straight-line lease income adjustments	

Distributable income before property expenses adjustments

Lease liability adjustment - rent paid	
Lease liability adjustment - interest on finance lease	
Non-controlling interest in lease liability adjustments	
IFRS 2 charge on Share Scheme	

Distributable income

Settlement costs of derivative financial instruments amortised

Dividend

Interim dividend (R'000)

Dividend per share (cents)

Number of shares

Final dividend (R'000)

Dividend per share (cents)

Number of shares

Dividend per share (cents)

Forecast FY2024	Audited FY2023
582 917	975 342
33 068	51 486
(149)	(932)
(214 705)	(467 611)
15 085	31 713
15 299	(12 232)
-	(69 166)
431 515	508 600
(10 907)	(41 071)
1 719	1 935
422 327	469 464
(4 649)	(3 607)
7 337	5 179
(1 011)	(952)
9 043	3 866
433 047	473 950
-	(5 015)
433 047	468 935
213 571	228 333
64.27220	68.71483
332 290 686	332 290 686
219 477	240 602
66.04956	72.40709
332 290 686	332 290 686
130.32176	141.12192



Growth Opportunities - combined funding needed c.R6,4b

Acquisitions

Property Name	GLA	Possible acquisition date	Location	Anchor Tenant	Acquisition price (R'm)
Acquisition 1	13 502	Q2 2024	Mpumalanga	Shoprite & Cashbuild	150 - 180
Acquisition 2	16 594	Q2 2024	Western Cape	Shoprite & Foschini	250 - 280
Acquisition 3	8 400	Q2 2024	KZN	Shoprite	110 - 130
Acquisition 4	11 400	Q2 2024	KZN	Spar & Roots	140 - 160
Acquisition 5	7 500	Q2 2024	KZN	Shoprite & Roots	100 - 120
Acq. and Redev 1	20 150	H2 2024	Gauteng	Shoprite & Boxer	175
Acq. and Redev 2	29 664	Oct-25	KZN	Shoprite & Boxer	460
Acq. and Redev 3 (Phase 1)	7 365	Mar-25	KZN	Shoprite	115
Acq. and Redev 3 (Phase 2)	14 730	Oct-27	KZN	Boxer	280
Total price (estimate)					1 840

Current developments

Property Name	GLA	Expected opening date	Location	Anchor Tenant	Development cost (R'm)
MBHASHE MALL	18 186	Nov-24	Idutywa (Eastern Cape)	Shoprite & Boxer	341
VUWANI MALL	13 927	Jun-25	Thohoyandou (Limpopo)	Shoprite	230
Total Cost					571



There are currently numerous acquisition opportunities in the market which are congruent to our portfolio.

Possible acquisitions of MPD developments in the next 3 years

Property Name	GLA	Expected opening date	Location	Anchor Tenant	Development cost (R'm)
MADOMBIDZHA MALL	8 729	Oct-24	Makhado (Limpopo)	Shoprite	152
MEHLARENG	9 518	Nov-24	Sekhukhune (Limpopo)	Shoprite	165
HLUVUKANI	7 651	Mar-25	Hluvukani (Mpumalanga)	Shoprite	122
LERATONG CITY MALL	35 474	Mar-25	Mogale City (Gauteng)	Shoprite, Boxer & Spar	665
LEEUFONTEIN	8 412	Apr-25	Sekhukhune (Limpopo)	Shoprite	177
ETWATWA	18 680	Apr-25	Ekurhuleni (Gauteng)	Shoprite & Boxer	282
EKANGALA	13 000	Oct-25	Bronkhorstspuit (Gauteng)	Shoprite	188
DAN CITY MALL	35 000	Nov-25	Tzaneen (Limpopo)	Shoprite, Boxer & Spar	578
JANE FURSE MALL	30 000	Apr-26	Jane Furse (Limpopo)	Shoprite, Boxer & Spar	530
CAPITAL MALL	52 000	Nov-26	City of Tshwane (Gauteng)	President Hyper, Shoprite & Spar	965
	218 464			Total Cost	3 823

Redevelopments

Property Name	GLA Added	Expected completion date	Location	Anchor Tenant	Estimated Development cost (R'm)
THEKU PLAZA	7 500	Nov-24	Newcastle (KZN)	Spar	146
				Total Cost Estimate	146
				Combined TOTAL	6 381







EXEMPLAR

EXEMPLAR REITAIL LIMITED

Sokatumi Estate, Corner Lyttelton Road and Leyden Avenue, Clubview, Centurion, 0157
012 660 3020

info@exemplarREIT.co.za | www.exemplarREIT.co.za

/ExemplarREITail  | @ERetail  | Exemplar-REITail 