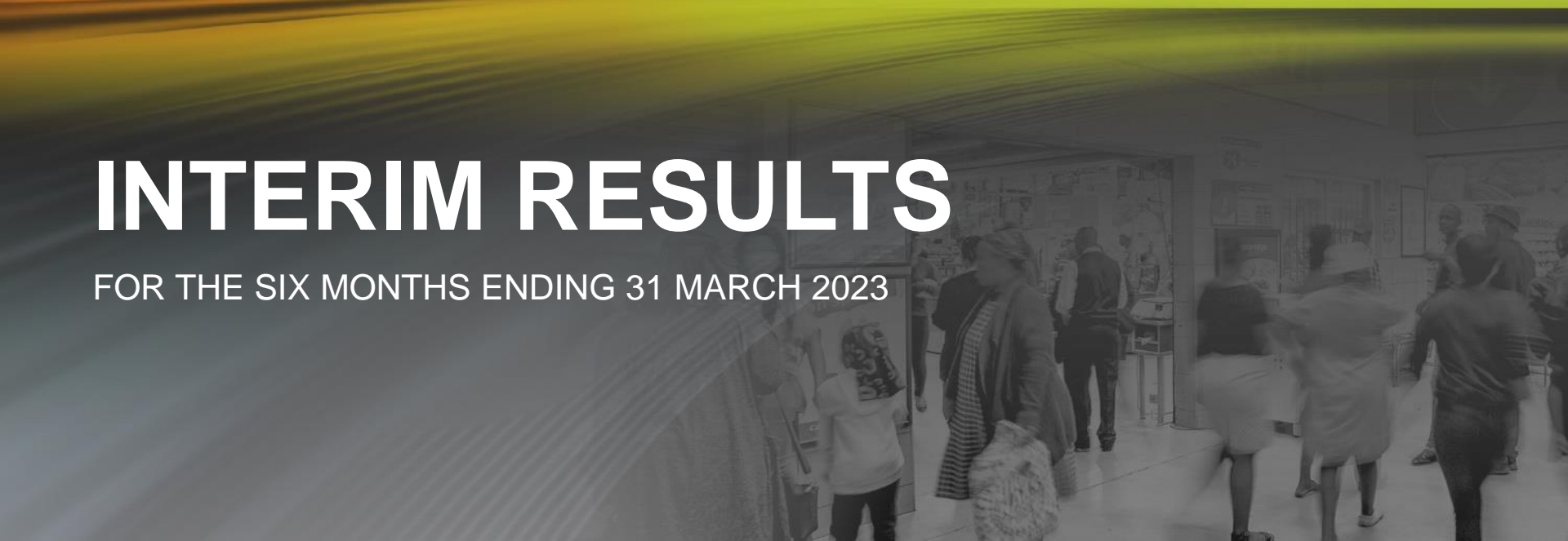


FAIRVEST
LIMITED

COMING OF AGE

INTERIM RESULTS

FOR THE SIX MONTHS ENDING 31 MARCH 2023



AGENDA

Business/Operational update

Solar/Backup power update

Fairvest portfolio highlights

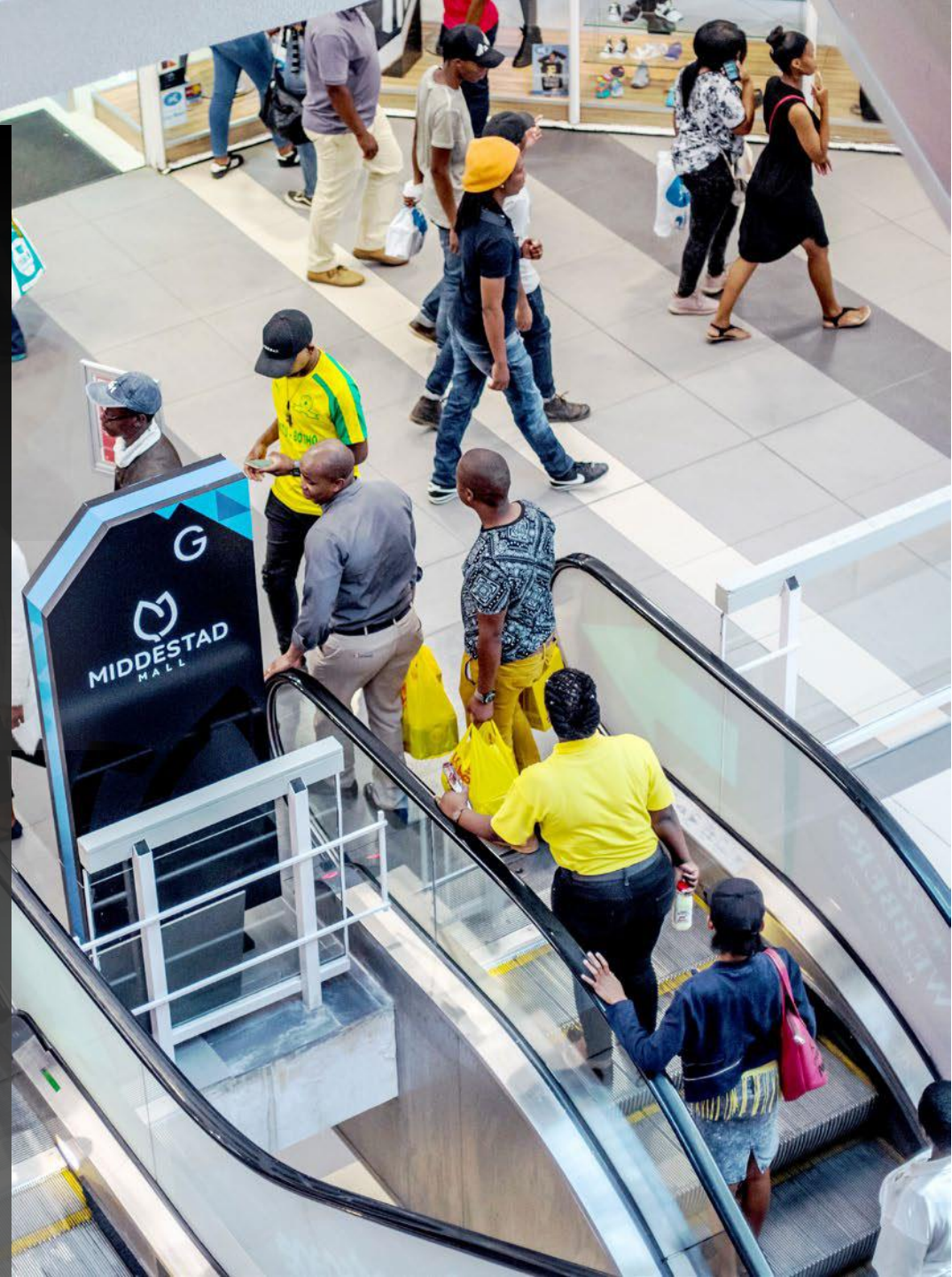
Office portfolio highlights

Industrial portfolio highlights

Retail portfolio highlights

Financial update

Q&A



**DARREN
WILDER**

CEO

BUSINESS UPDATE

FAIRVEST AT A GLANCE

FAIRVEST
LIMITED

Diverse portfolio
of **R11.9bn**
(excl. Indluplace)

Market Cap
R5.3bn

1 127 134 m²
of GLA

Sectoral split by revenue

Retail: **66.6%**

Office: **22.3%**

Industrial: **11.1%**

Sectoral split by GLA

Retail: **49.8%**

Office: **24.7%**

Industrial: **25.5%**

Investments
60.9% in Indluplace
5.1% in Dipula

Gearing levels
38.4%

SIX MONTHS TO MARCH 2023 HIGHLIGHTS

FAIRVEST
LIMITED

64.60 cps
distribution
per A share

20.97 cps
distribution
per B share

100%
Pay-out ratio

Disposals of
4 assets
transferred at
value of R252.5m

Like-for-like net
property income
increased by **5%**

Solar investments
produced **11.7%**
of electricity cost

Positive rental
reversions of
1.8%

Overall
Tenant retention
90.7%
(Sep'22 – 87.4%)

NAV per share
Per A share
R13.71
Per B share
R4.77

Average Value
per property
R87.2m

Capex spend
of **R91.2m**

Vacancy of
5.96%
(Sep'22 – 5.93%)

STRATEGIC FOCUS AREAS

12-MONTH VIEW

Recycle out of industrial, office and residential asset into retail

Continue to build a platform to produce sustainable income

Value extraction opportunities – internally focused

KEY METRICS

- To maintain collectable arrears below 2% of gross income
- Weighted average growth on lease expiry between 2% to 6%
- Target a weighted average lease term remains above 36 months
- Determined focus on leasing of vacant space – strong leasing team
- Vacancies to be maintained at below 7% of GLA
- Continue to target a fixed debt component above 70%



Bara Precinct: Soweto

FAIRVEST DISPOSALS

SALES TRANSFERRED

Asset	Class	Date transferred	Sales value (R'million)	Book value (R'million)	(Discount)/	Average yield %	GLA	Vacancy %
					premium to book value %			
SARS Durban	Office	12-Jan-23	230.0	230.0	0.0%	11.5%	23 105	0.0%
79 Hans van Rensburg	Office	08-Mar-23	4.0	3.9	1.7%	13.1%	875	0.0%
71 Biccard	Retail	22-Mar-23	5.2	3.8	37.3%	-7.3%	877	100.0%
Philippi Court	Office	31-Mar-23	13.3	14.2	-6.6%	12.6%	1 357	0.0%
			252.5	251.9	0.2%	11.2%	26 214	3.3%

SALES TO BE TRANSFERRED

Asset	Class	Sales price	Date transferred	Selling yield
54 Schoeman	Office	12.5	09-May-23	5.5%
Parc Du Bel	Office	13.0	16-May-23	10.2%
425 West Street	Office / Retail	60.0	18-May-23	11.4%
Urban Brew Studios	Office	31.5	<i>Subject to CP's</i>	5.7%
Selby Building	Office	40.0	<i>Subject to CP's</i>	-4.9%
Thohoyandou Ellerines	Retail	9.3	<i>Subject to CP's</i>	12.7%
Access City	Industrial	45.3	<i>Subject to CP's</i>	4.2%
Isle of Houghton	Office	168.0	<i>Subject to CP's</i>	10.8%
Tsolo	Retail	32.5	<i>Subject to CP's</i>	15.5%
Spark Schools	Industrial	30.0	<i>Subject to CP's</i>	10.5%
		442.1		8.6%

INDLUPLACE DISPOSAL

**Fairvest owns 60.9% of the issued share capital of Indluplace Properties Limited*

- An offer has been received from SA Corporate Real Estate for Fairvest's entire stake in Indluplace at **R3.40** per share.
- Expected proceeds of **R651.4 million**.
- Fairvest has concluded an **irrevocable undertaking** to support the offer.
- The effective date expected to be **31 July 2023**.
- The disposal is in line with the **communicated strategy**, refocussing the portfolio towards **lower LSM** and **convenience retail**.
- Proceeds are expected to be initially applied towards **debt** which will result in an approximately **5%+ reduction** in Fairvest's **LTV** and will improve the group ICR.
- The above benefits can be achieved while **reaffirming** Fairvest's **distribution guidance**.

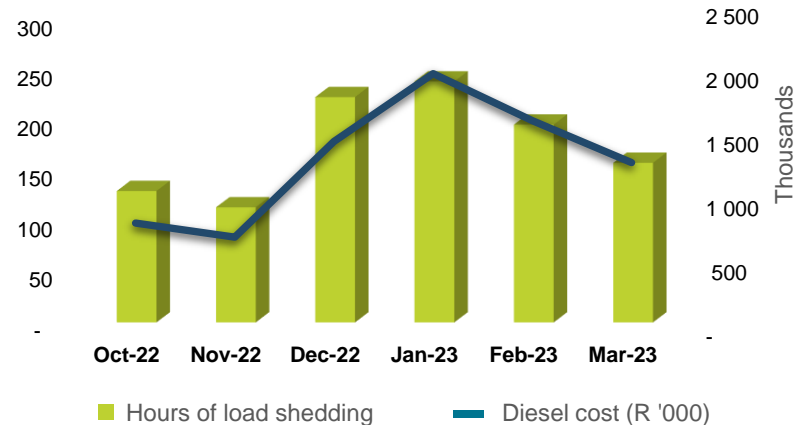
**RIAZ
KADER**
COO

**SOLAR AND BACKUP
POWER UPDATE**

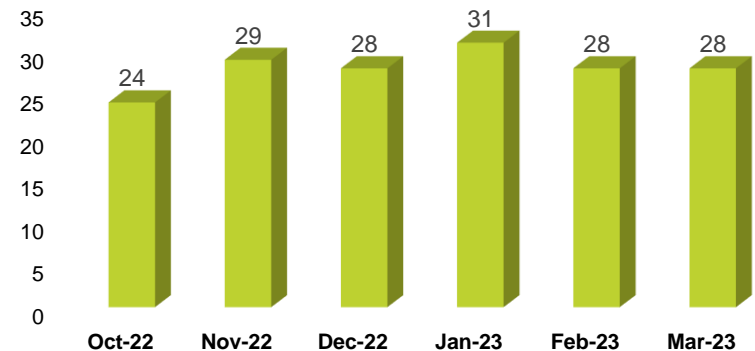
FAIRVEST: LOADSHEDDING MANAGEMENT

- Diesel cost vs recovery - currently at 86.9% diesel recovery.
- Fairvest has spent R8.3 million in 6 months and recovered R7.2 million from tenants.
- The YTD average diesel cost per load shedding hour is R7 857.
- 47 generators installed and operated by the group, adding to 11.9 MVA of installed capacity (119 tenant installed generators).
- The 47 installed generators equates to 42% of the portfolio GLA, having access to partial or full backup power.
- We have 5 Fairvest generators on order as at end of March 2023.
- Integrated backup power strategy in progress.

Hours of load shedding and diesel cost



Number of loadshedding days



ESG: SOLAR AND WATER PROJECTS

Solar Projects

- 38 solar plants in operation with 16.4 MW installed capacity.
- Plants produced 11.7% of the combined portfolio electricity costs.
- The solar plants produced clean energy to the value of R16.6m.
- Our first ground mounted solar farm at Cleary Park installed.
- 12 new solar plants are in various stages of implementation (approx. 7.6 MW combined size worth R97.6 million).
- We closed out a tender for a further 5 additional plants at the end 2022.



ESG: SOLAR AND WATER PROJECTS

Water Projects

- Strategic installation of smart monitoring equipment to enable early leak detection on 12 properties.
- 13 ground water harvesting plants in operation and 2 new water saving projects are currently in planning phase.



Randburg Trevallyn water project

**DARREN
WILDER**

CEO

FAIRVEST PORTFOLIO

FAIRVEST PORTFOLIO KEY HIGHLIGHTS

FAIRVEST
LIMITED

137 assets

1 127 134 m²
of GLA

Tenant retention
Improved to 90.7%
(Sep'22 – 87.4%)

Vacancy
at **5.96%**
(Sep'22 – 5.93%)

Reversions
positive at **1.8%**
(Sep'22 – -6.4%)

Capex
Expenditure of **R91.2m**
0.8% of value spend

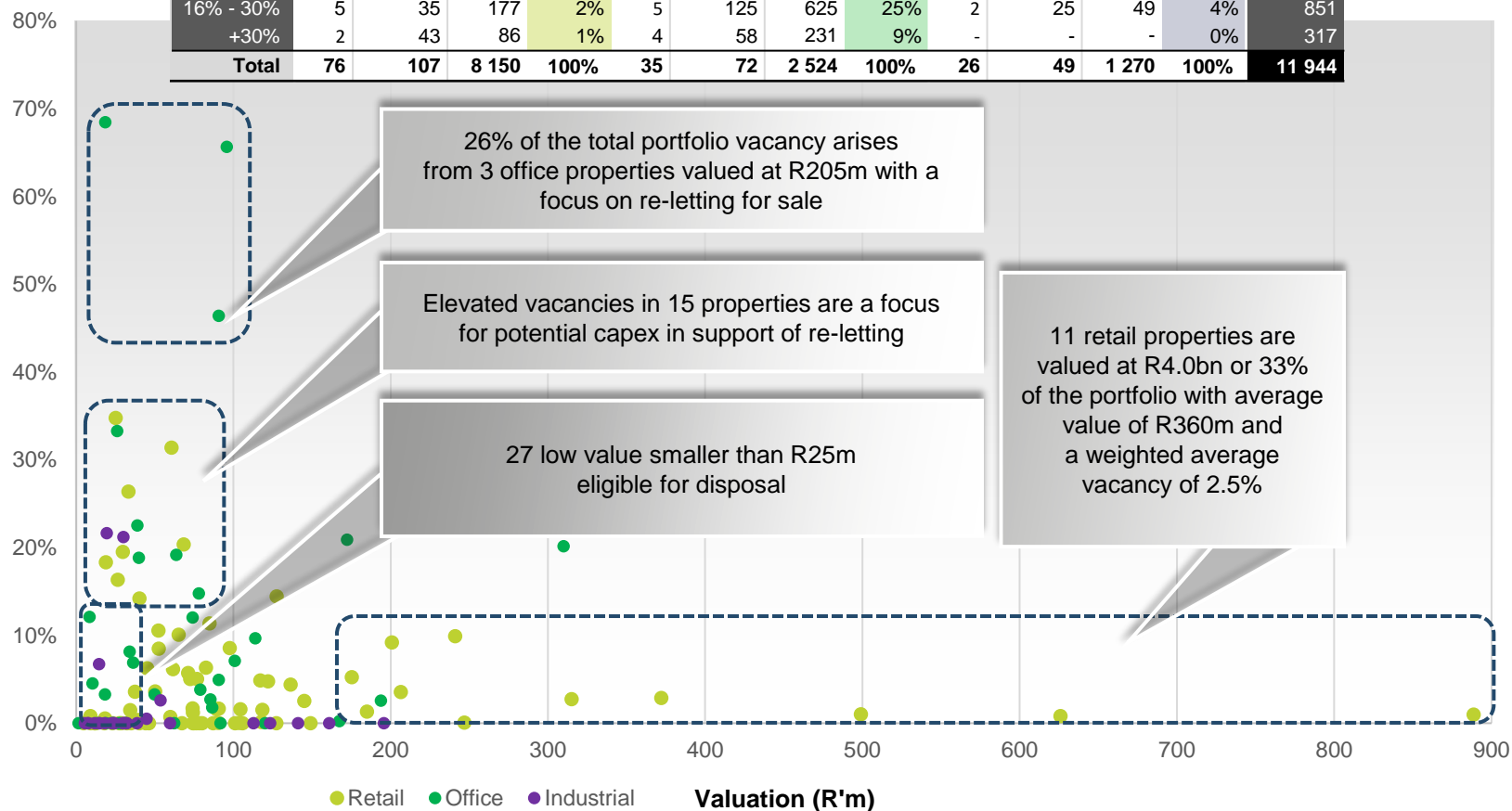
Average gross
rental per m²
R115.57
(Sep'22 – R113.09)

Weighted average
built in escalation
6.6%
(Sep'22 – 6.4%)

WALE
26.3 months
(Sep'22 – 28.6 months)

FAIRVEST PORTFOLIO COMPOSITION

Vacancy Band	Retail				Office				Industrial			Total Value	
	#	Avg property value	Value	% of Total	#	Avg property value	Value	% of Total	#	Avg property value	Value		% of Total
0% - 4%	50	119	5 963	73%	17	66	1 120	44%	23	52	1 206	95%	8 289
4% - 8%	10	96	961	12%	4	60	240	10%	1	15	15	1%	1 216
8% - 12%	7	114	795	10%	2	74	148	6%	-	-	-	0%	943
12% - 16%	2	84	168	2%	3	53	160	6%	-	-	-	0%	328
16% - 30%	5	35	177	2%	5	125	625	25%	2	25	49	4%	851
+30%	2	43	86	1%	4	58	231	9%	-	-	-	0%	317
Total	76	107	8 150	100%	35	72	2 524	100%	26	49	1 270	100%	11 944

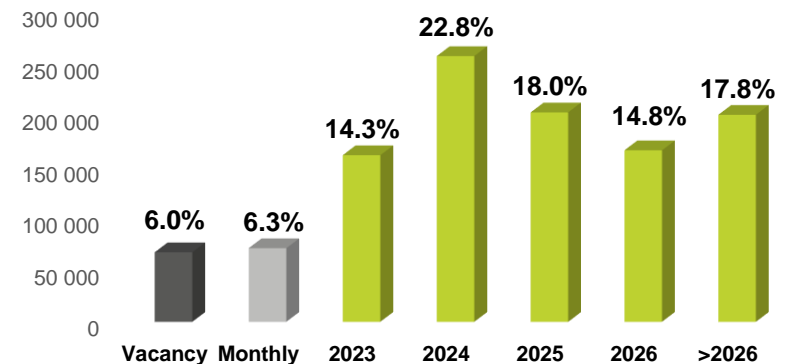


FAIRVEST LETTING ACTIVITY

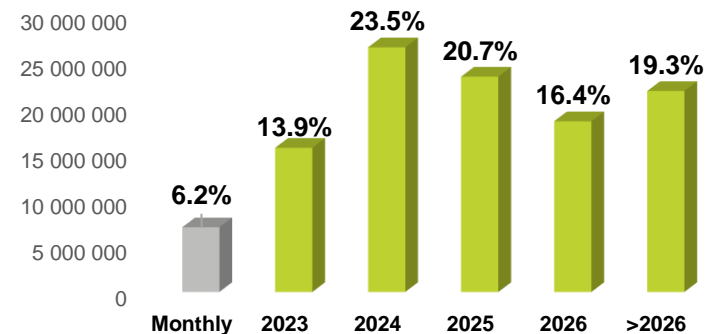
New deals	Mar '23	Mar '22
Number of leases	188	209
Total GLA m ²	49 430	35 268
Average gross rental achieved (R/m ²)	100.19	102.82
Weighted average escalations	6.7%	6.5%
WALE (months)	35.1	28.0

Renewals	Mar '23	Mar '22
Number of leases	239	251
Total GLA m ²	81 505	97 398
Average gross rental expiry (R/m ²)	108.80	121.31
Average gross rental achieved (R/m ²)	110.71	111.83
Budget vs actual achieved	2.9%	10.4%
Average growth/ (reversion rate)	1.8%	-7.8%
Weighted average escalation	6.6%	5.6%
WALE (months)	28.7	39.0

Fairvest Lease expiry profile by GLA



Fairvest Lease expiry profile by revenue



**ALON
KIRKEL**

COO

OFFICE PORTFOLIO

OFFICE PORTFOLIO KEY HIGHLIGHTS

FAIRVEST
LIMITED

35 assets

278 331m²
of GLA

Tenant retention
at 85.9%
(Sep'22 – 85.0%)

Vacancy
at 13.9%
(Sep'22 – 13.6%)

% of total portfolio
GLA – 24.7%
Value – 21.1%

Capex
Expenditure **R40.3m**
1.6% of value spend

Average gross
rental per m²
R114.00
(Sep'22 – R112.50)

Weighted average
built in escalation
6.9%
(Sep'22 – 6.3%)

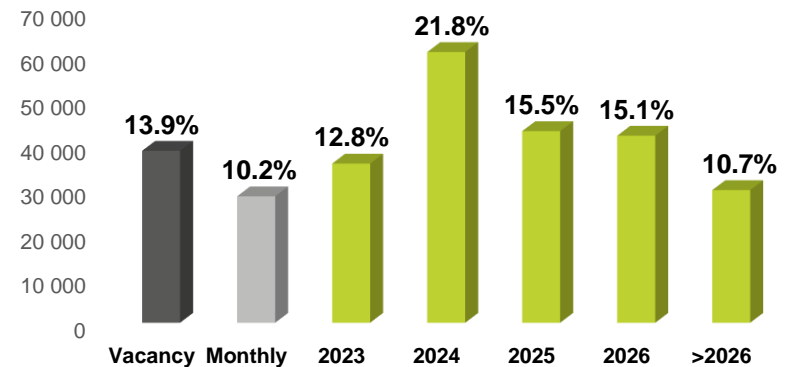
WALE
21.2 months
(Sep'22 – 25.0 months)

OFFICE LEASING ACTIVITY

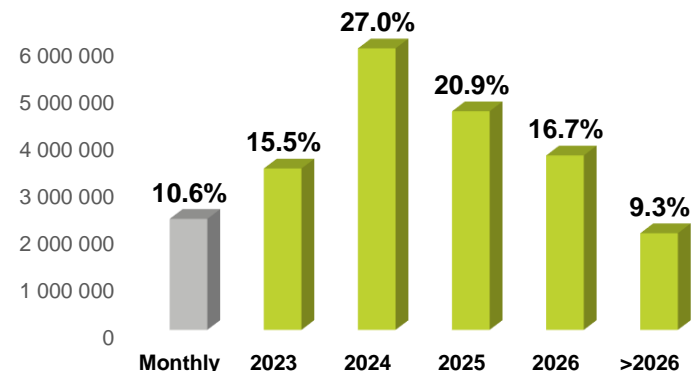
New deals	Mar '23	Mar '22
Number of leases	46	49
Total GLA m ²	21 336	7 745
Average gross rental achieved (R/m ²)	87.01	80.53
Weighted average escalations	6.9%	8.0%
WALE (months)	38.7	20.0

Renewals	Mar '23	Mar '22
Number of leases	48	47
Total GLA m ²	23 312	19 073
Average gross rental expiry (R/m ²)	92.32	147.00
Average gross rental achieved (R/m ²)	91.13	116.30
Budget vs actual achieved	-6.0%	13.6%
Average reversion rate	-1.3%	-20.9%
Weighted average escalation	6.6%	6.3%
WALE (months)	24.1	31.0

Office Lease expiry profile by GLA



Office Lease expiry by revenue





SIGNIFICANT RENEWALS over the past 6 months

Company	Building	GLA m²
Private tenant 1	Urban Brew	2 578
Private tenant 2	Sunninghill Place	1 923
Mining tenant 1	127 Bethlehem Street	1 261
IT tenant 1	The District	1 167
Private tenant 3	1 Sturdee Avenue	1 093
Private tenant 4	1 Sturdee Avenue	869
Private tenant 5	Metal Box	835
Private tenant 6	Bellville Suntyger	548
Private tenant 7	Bridge on Bond	448



SIGNIFICANT LEASE NEW DEALS over the past 6 months

Company	Building	GLA m²
Private tenant 1	2Twenty Madiba	2 806
Private tenant 2	Media Shop	2 522
Private tenant 3	158 Jan Smuts	1 954
Private tenant 4	Bridge on Bond	1 061
Private tenant 5	Bridge on Bond	1 043
Private tenant 6	Sunninghill Place	891
Church tenant 1	Bellville Sun Tyger	468
Private tenant 7	1 Sturdee	416
Private tenant 8	158 Jan Smuts	350
Private tenant 9	Aviary	230

OFFICE COMMENTS

■ Shared workspace rolling out well

■ Self storage is filtered into our offering

■ Minor refurb and repurposing of assets

■ Vacancy target of 10% is looking promising



Sanlyn Office Park

**ALON
KIRKEL**

COO

INDUSTRIAL PORTFOLIO

INDUSTRIAL PORTFOLIO KEY HIGHLIGHTS

FAIRVEST
LIMITED

26 assets

287 105 m²
of GLA

Tenant retention
at **96.7%**
(Sep'22 – 88.6%)

Vacancy
at **1.5%**
(Sep'22 – 1.0%)

% of total portfolio
GLA – 25.5%
Value – 10.6%

Capex
Expenditure **R7.3m**
0.6% of value spend

Average gross
rental per m²
R48.02
(Sep'22 – R49.16)

Weighted average
built in escalation
6.8%
(Sep'22 – 6.8%)

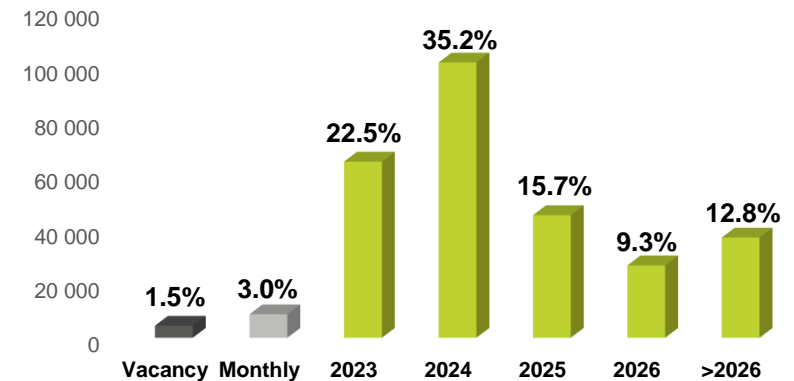
WALE
19.2 months
(Sep'22 – 24.4 months)

INDUSTRIAL LEASING ACTIVITY

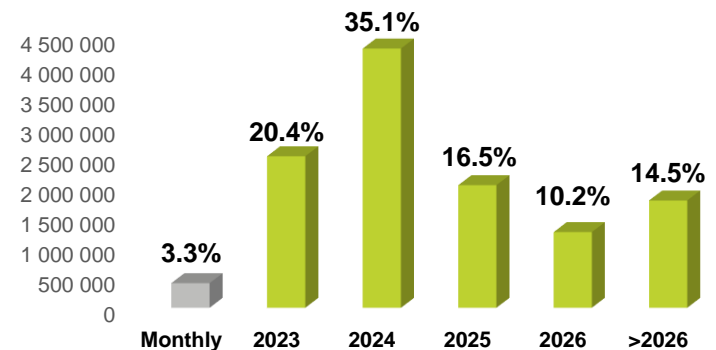
New deals	Mar '23	Mar '22
Number of leases	28	29
Total GLA m ²	13 860	10 128
Average gross rental achieved (R/m ²)	53.31	41.73
Weighted average escalations	7.4%	7.3%
WALE (months)	26.7	16.0

Renewals	Mar '23	Mar '22
Number of leases	43	31
Total GLA m ²	25 305	23 872
Average gross rental expiry (R/m ²)	55.96	49.00
Average gross rental achieved (R/m ²)	58.35	48.04
Budget vs actual achieved	6.1%	4.7%
Average growth/ (reversion rate)	4.3%	-1.2%
Weighted average escalation	6.9%	4.4%
WALE (months)	24.9	21.0

Industrial Lease expiry profile by GLA

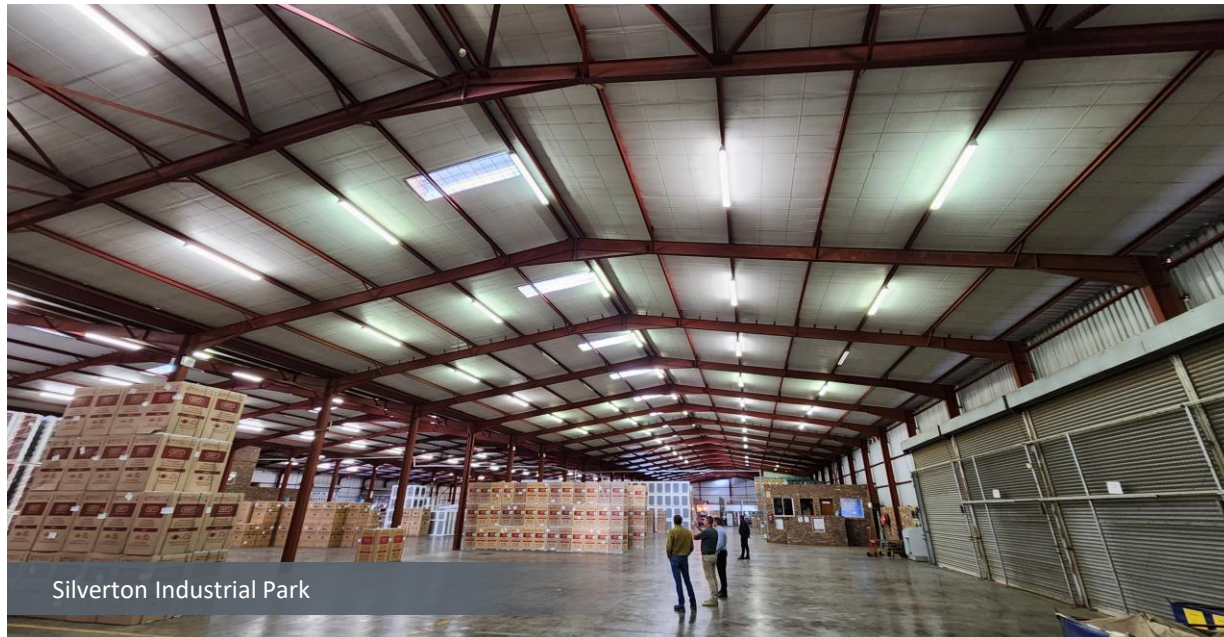


Industrial Lease expiry profile by revenue



INDUSTRIAL COMMENTS

- Successful in our pre-emptive strategy on future vacancies
- Core portfolio growing comfortably
- Security at our large parks is a key focus
- Reduce vacancy to 1% by year end



Silverton Industrial Park

**RIAZ
KADER**
COO

RETAIL PORTFOLIO

RETAIL PORTFOLIO KEY HIGHLIGHTS

FAIRVEST
LIMITED

76 assets

561 698m²
of GLA

Tenant retention
at **90.1%**
(Sep'22 – 88.0%)

Vacancy
at **4.3%**
(Sep'22 – 4.3%)

% of total portfolio
GLA – 49.8%
Value – 68.2%

Capex
Expenditure **R43.6m**
0.5% of value spend

Average gross
rental per m²
R151.80
(Sep'22 – R147.17)

Weighted average
built in escalation
6.5%
(Sep'22 – 6.4%)

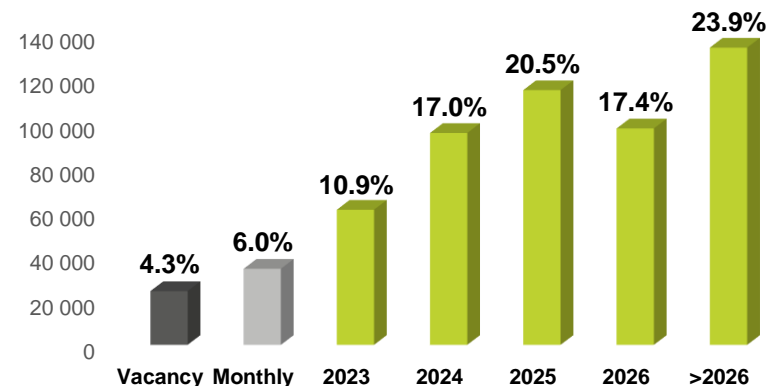
WALE
29.7 months
(Sep'22 – 31.7 months)

RETAIL LEASING ACTIVITY

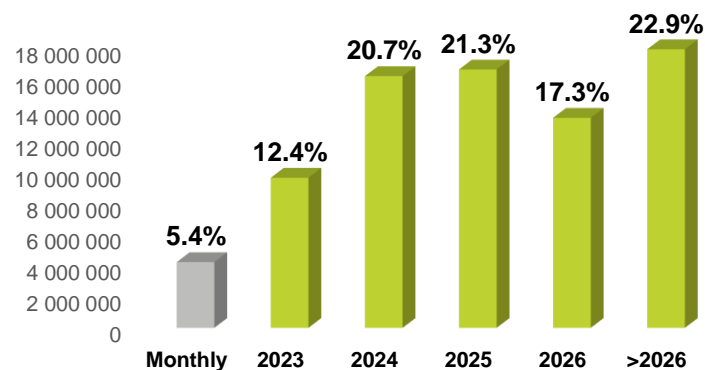
New deals	Mar '23	Mar '22
Number of leases	114	131
Total GLA m ²	14 234	17 394
Average gross rental achieved (R/m ²)	165.59	146.89
Weighted average escalations	6.7%	6.2%
WALE (months)	38.0	36.0

Renewals	Mar '23	Mar '22
Number of leases	148	173
Total GLA m ²	32 888	54 453
Average gross rental expiry (R/m ²)	161.15	144.00
Average gross rental achieved (R/m ²)	164.87	138.24
Budget vs actual achieved	6.0%	10.4%
Average growth/ (reversion rate)	2.3%	-4.2%
Weighted average escalation	6.6%	5.9%
WALE (months)	37.7	49.0

Retail Lease expiry profile by GLA

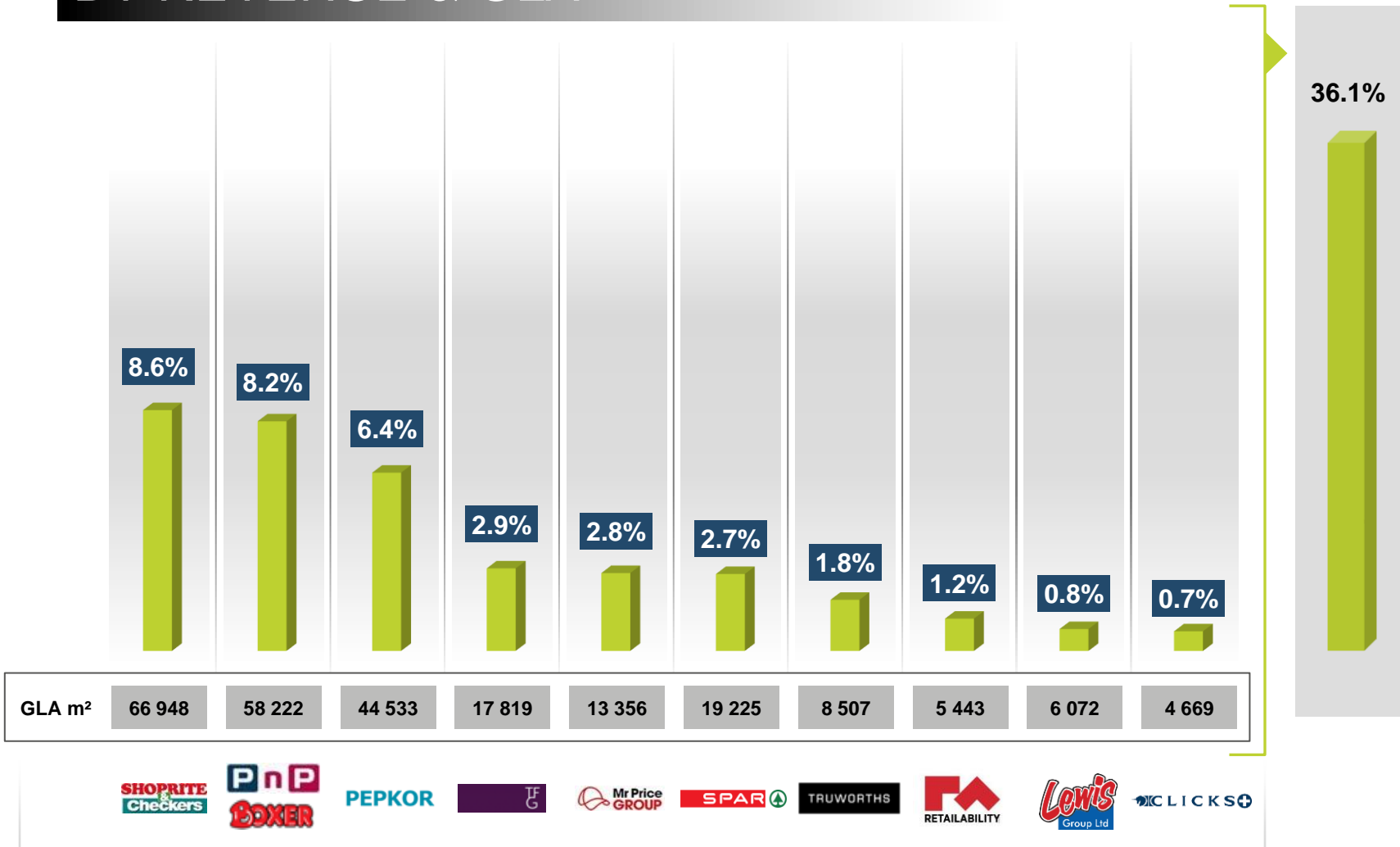


Retail Lease expiry profile by revenue



RETAIL TOP 10 TENANT EXPOSURE

BY REVENUE & GLA



■ Monthly revenue (% of total retail revenue)

RETAIL NEW DEALS AND RENEWALS



SIGNIFICANT NEW LEASES over the past 6 months



3 095 m²



540 m²



427 m²



344 m²



316 m²



SIGNIFICANT LEASE RENEWALS over the past 6 months



3 653 m²



2 764 m²



2 576 m²

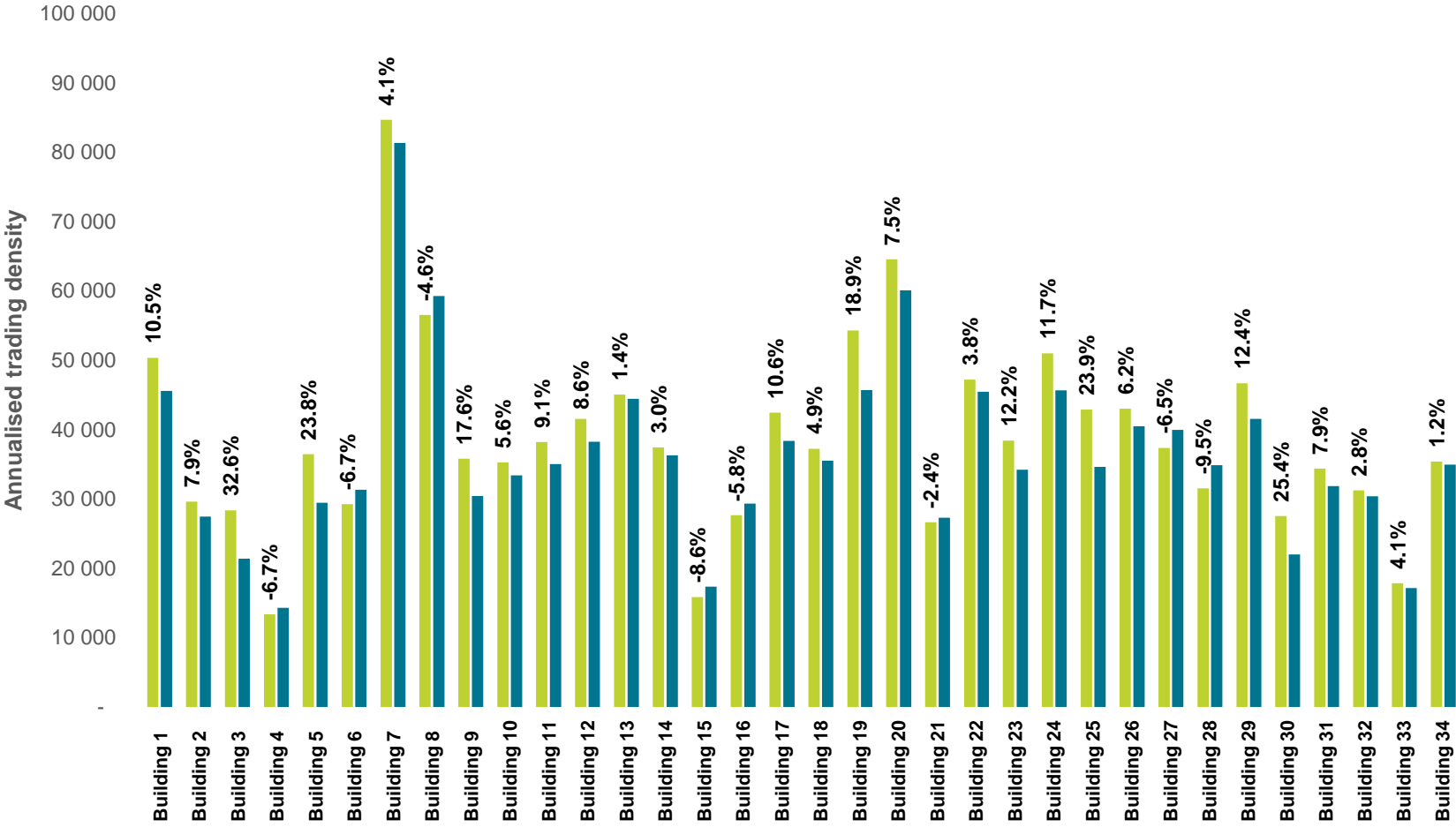


2 258 m²



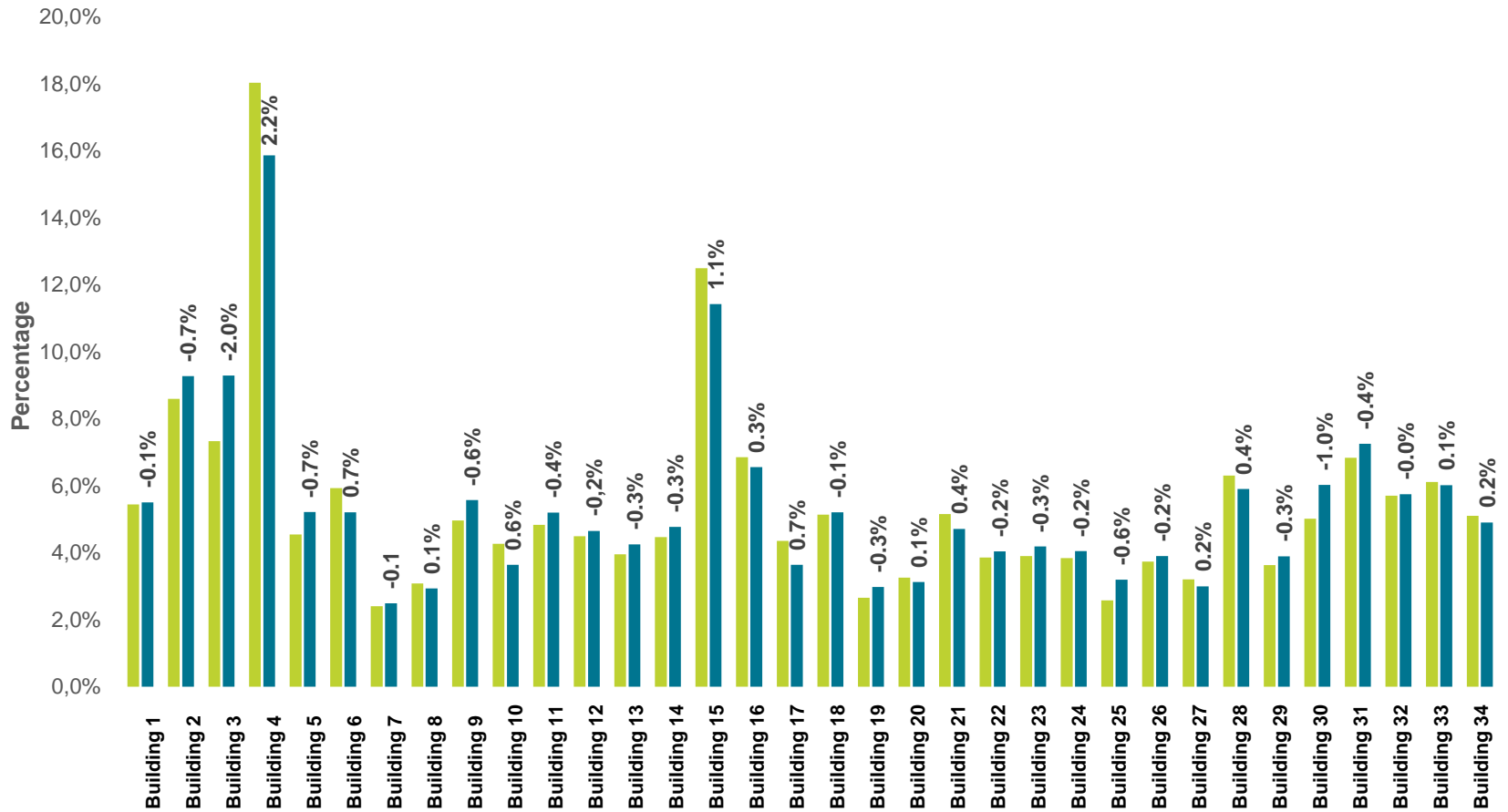
1 876 m²

TRADING DENSITIES



Overall growth year on year 6.9%

RENT TO SALES RATIO



Overall rent to sales movement year on year at -0.1%

RETAIL COMMENTS

- National retailers continue to look for new opportunities
- Approx. 40% of portfolio by number, has renewable energy capacity
- Continued implementation of expense optimization
- Executing on yield enhancing opportunities
- Implementation of integrated backup power strategy



Montclair Mall

**JACQUES
KRIEL**
CFO

FINANCIAL UPDATE

DISTRIBUTABLE EARNINGS

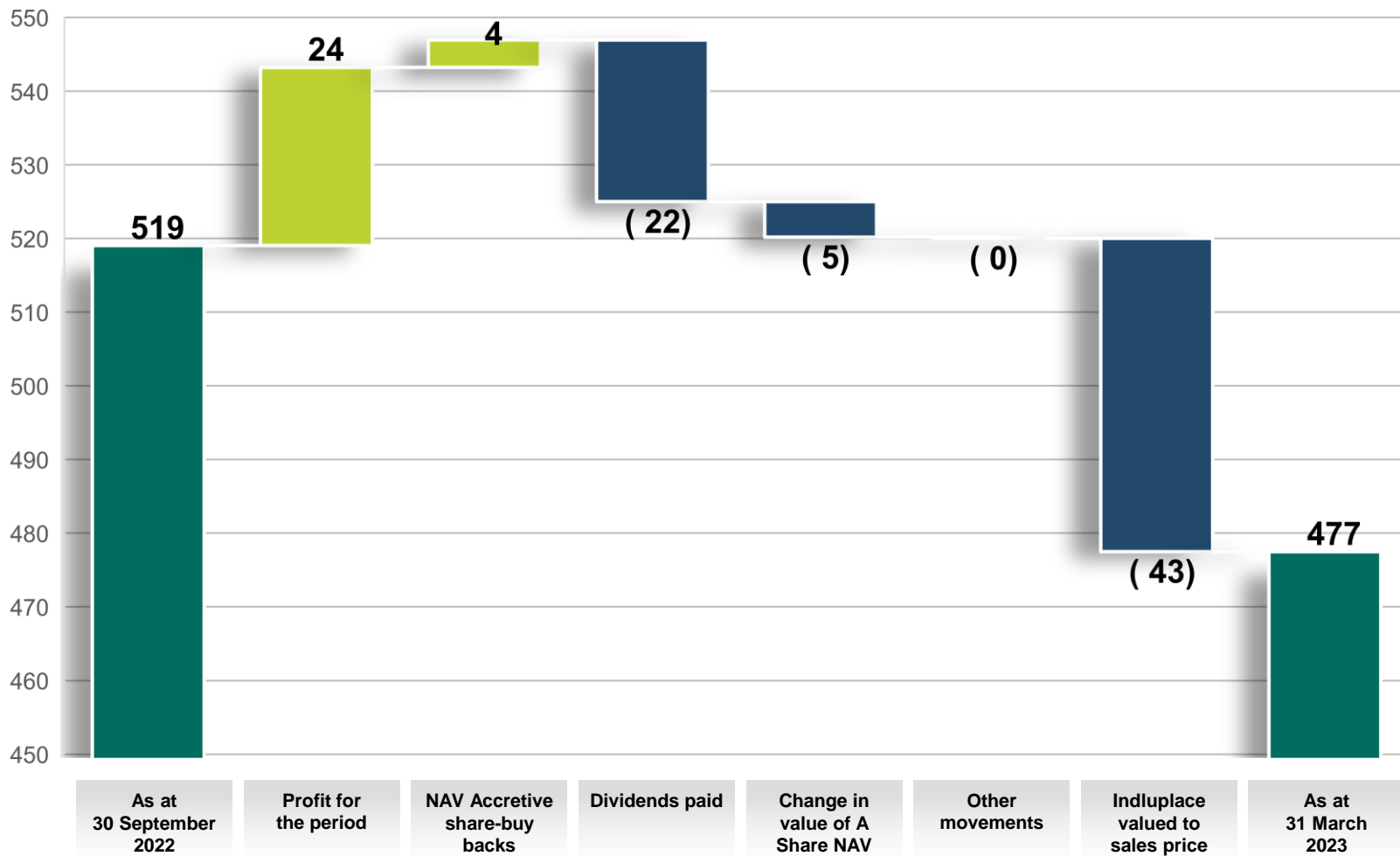
Cents per share – Unaudited	Unaudited for the six months ended 31 March 2023	Unaudited for the six months ended 31 March 2022
Distributable income		
Fairvest’s operations – Core portfolio	39.25	37.31
Fairvest’s operations – Income attributable to sold assets	0.33	0.20
Net finance cost	(15.03)	(12.26)
Head office and admin costs	(2.85)	(3.05)
Income from operations attributable to minority interests	(0.12)	(1.28)
Net distributable income from operations before listed investments	21.58	20.92
Income from Indluplace	1.40	1.73
Income from Dipula	0.82	1.32
Total distributable income	23.80	23.97
Minus distributable income to A shares	(2.83)	(2.64)
Total distributable income to B shares	20.97	21.33

CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

FAIRVEST
LIMITED

R'000	Group 31 March 2023	Group 30 September 2022
Investment property	11 944 138	12 100 924
Financial assets incl. loans	309 360	414 698
Cash and cash equivalents	138 490	74 892
Trade receivables	184 155	175 148
Net derivatives	21 336	19 422
Remaining assets	3 149	3 668
Total assets relating to core Fairvest	12 600 628	12 788 752
Secured financial liabilities	4 813 451	4 764 945
Trade payables incl. tenant deposits	613 753	569 378
Amounts owing to non-controlling interests	57 294	48 826
Lease liabilities	39 186	82 712
Remaining liabilities	3 915	3 915
Total liabilities relating to core Fairvest	5 527 599	5 469 776
Equals core Fairvest Equity	7 073 029	7 318 976
Plus Indluplace net asset value held for disposal:	1 069 841	1 069 841
Net asset value	2 090 144	2 075 062
Minus impairment down to R3.40 disposal price	(1 020 303)	(1 005 221)
Equals total group equity	8 142 870	8 388 817

NAV BRIDGE PER B SHARE (CENTS PER SHARE)



■ Increase ■ Decrease ■ Total

CAPITAL EXPENDITURE

	Capital expenditure (R'million)	Property Value (R'billion)	% of Value Spend
Total	91.2	11.9	0.8%
Retail	43.6	8.1	0.5%
Industrial	7.3	1.3	0.6%
Office	40.3	2.5	1.6%

CAPITAL ALLOCATION

Fairvest embarked on a share buy back program

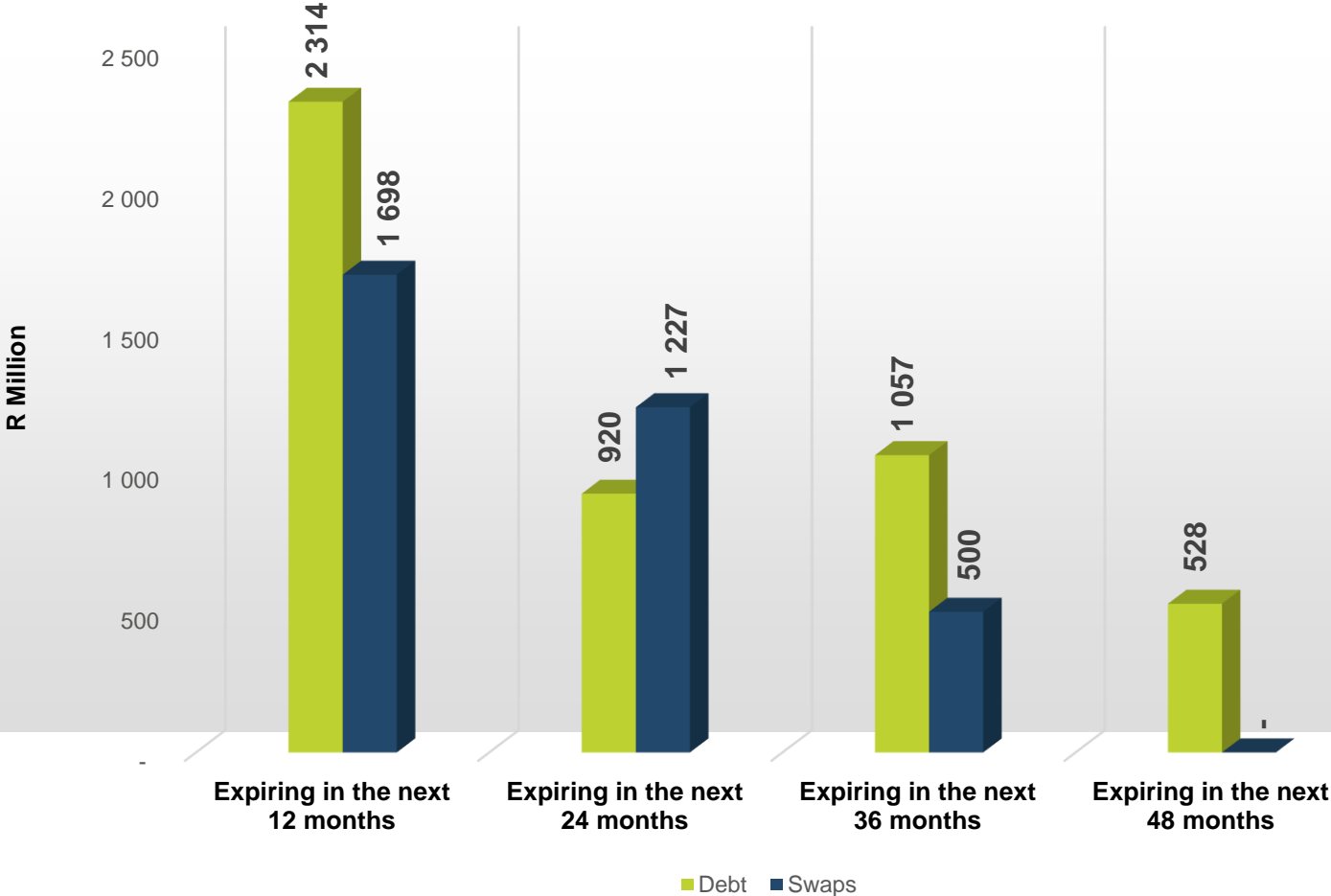
The total shares acquired to date:

- During March 2023 we have repurchased **32.5 million** Fairvest B-shares at an average price of **R3.07** on the open market.
- Buy backs are income accretive.



Southview Centre: Soshanguve

DEBT AND HEDGE MATURITY PROFILE



DEBT UPDATE

DEBT CONSOLIDATION

- **Streamline** borrowing structures, ABSA appointed as lead arranger
- Well received, nearly 3x **oversubscribed**
- Significant **improvement** in margin
- **R2.1bn** of debt secured, expect to close in the next 6 weeks
- All maturities for the next 12 months **refinanced**
- Weighted average **maturity** expected to be **increased from 1.5 years to 2.7 years**

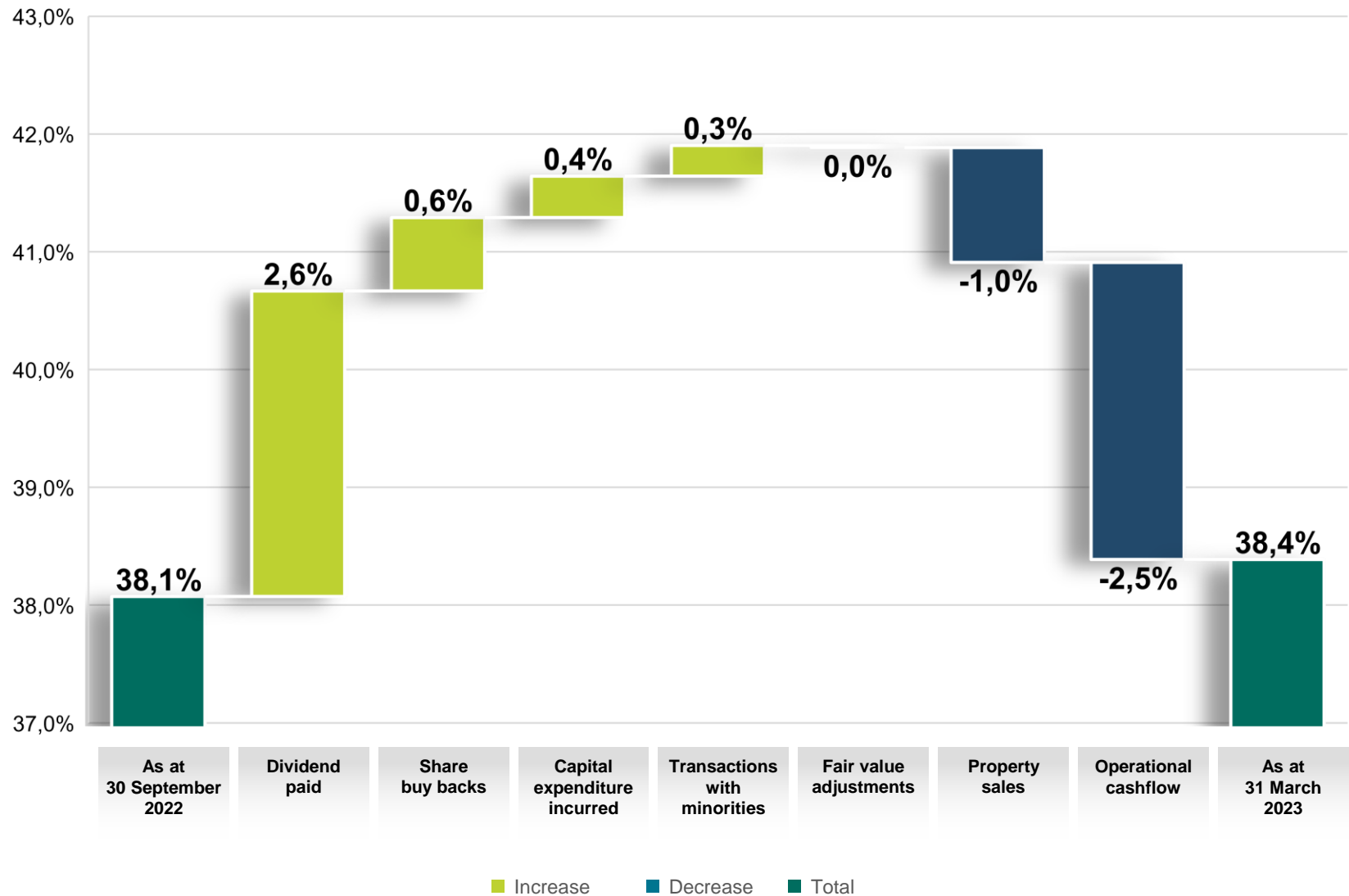
DEBT UPDATE

- **R125 million** in **Green** “Use of Proceeds” funding obtained
- **LTV** after Indluplace disposal approx. at **33%**, further 2% reduction if all sales concluded
- **R500m** additional **swaps** taken out post half year at a weighted average rate of **8.06%**

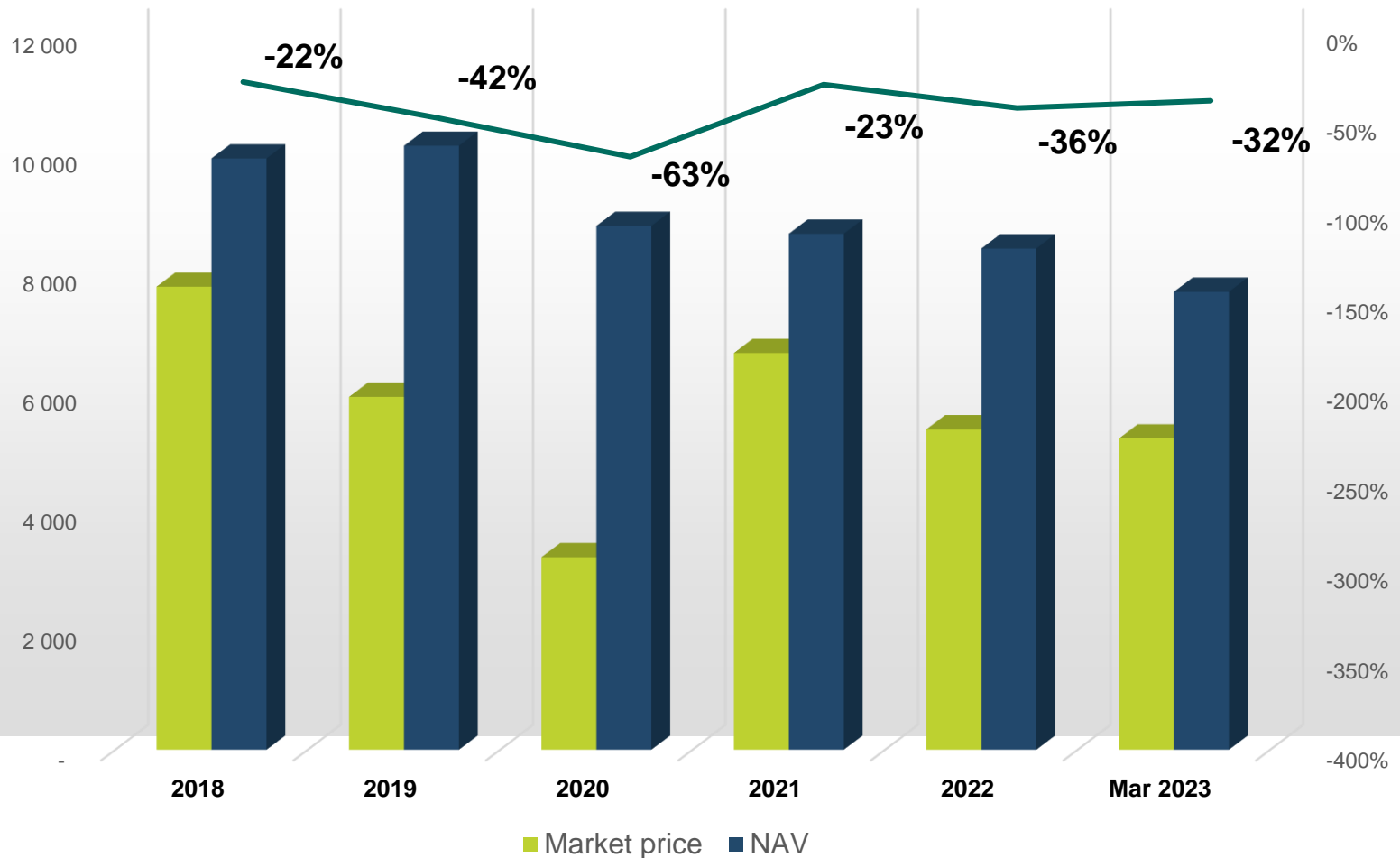
DEBT FACILITIES

R'000		31-Mar-23	30-Sep-22
Loan to value (SA REIT BP)	%	38.4%	38.1%
% of debt fixed	%	71.1%	65.6%
Weighted average cost of funding	%	9.2%	8.9%
Weighted average margin above 3 months JIBAR on floating debt	%	1.9%	2.1%
Interest cover	Times	2.5	2.5
Weighted average maturity of debt	Months	18	18
Weighted average maturity of swaps	Months	12	13
Total Debt	R'm	4 818.0	4 764.6
Total facilities	R'm	5 040.0	5 141.5
Undrawn Facilities	R'm	221.9	377.3
Available cash + undrawn facilities	R'm	360.4	438.4

LTV BRIDGE



MERGED GROUP: SHARE PRICE TO BOOK VALUE





PROSPECTS AND CONCLUSION

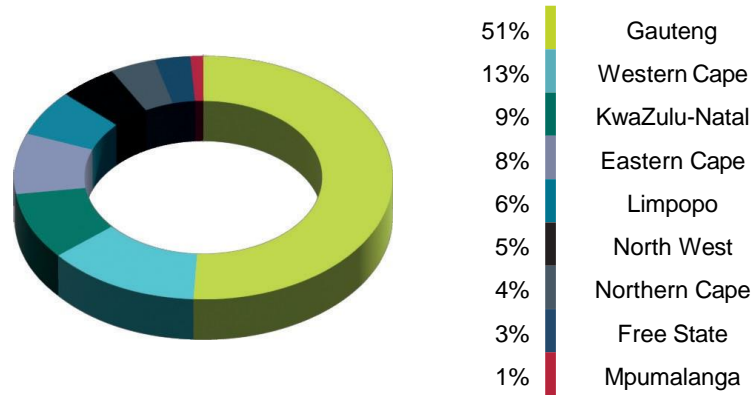
- **Guidance - Distributable earnings per B share of between 40.50 - 42.00 cents per share**
- **Continue with internal focus**
- **Remain conservatively geared**
- **Continue to simplify the business**
- **Strong focus on tenant retention**
- **Maintain 100% payout ratio**

**THANK
YOU**

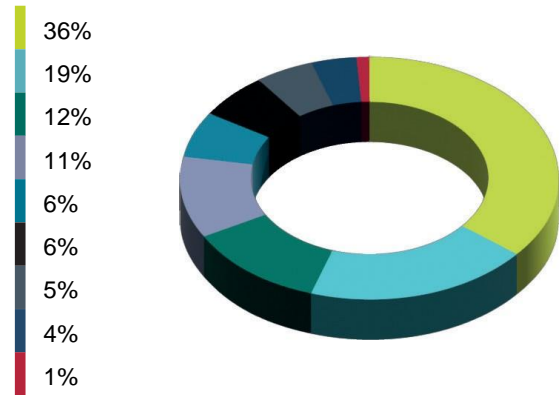
Q & A

REGIONAL & SECTORAL SPLIT

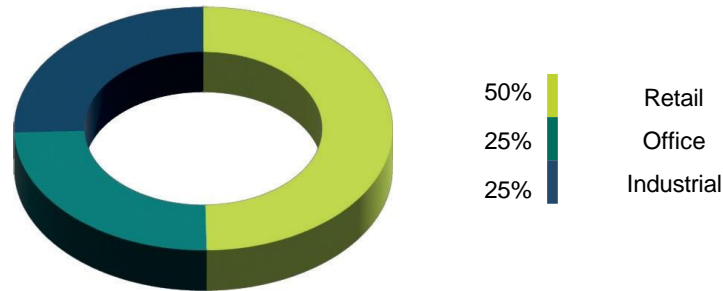
TOTAL GLA PER REGION



TOTAL REVENUE PER REGION



TOTAL GLA PER SECTOR



TOTAL REVENUE PER SECTOR

