



KNOX LIBRARY

**SCENTRE GROUP**

**Appendix**

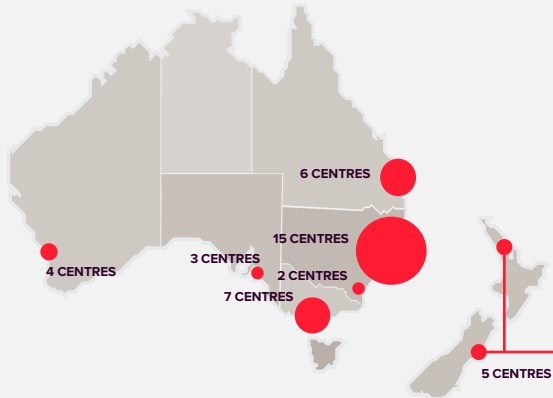
Q3 Operational Update | 2022

# SCENTRE GROUP

**Our Purpose:** Creating extraordinary places, connecting and enriching communities

**Our Plan:** Creating the places more people choose to come, more often, for longer

**Our Ambition:** To grow the business by becoming essential to people, their communities and businesses that interact with them



## 42 Westfield Living Centres in close proximity to 20 million people

- 7.5% of all retail sales are in a Westfield Living Centre
- 7 of the top 10 shopping centres in Australia
- 4 of the top 5 shopping centres in New Zealand

Operational Highlights	3 months to 30 Sep 2022			9 months to 30 Sep 2022		
Gross Rent Collection <sup>1,3</sup>	\$670m	+\$235m	↑	\$1,920m	+\$285m	↑
Portfolio Occupancy <sup>1,2</sup>	98.8%	+30bps	↑	98.8%	+30bps	↑
Leasing Deals YTD <sup>1,3</sup>	885	+390	↑	2,464	+454	↑
Renewals <sup>1,3</sup>	553	+307	↑	1,547	+405	↑
New Merchants <sup>1,3</sup>	332	+83	↑	917	+49	↑
Number of New Brands <sup>1,3</sup>	96	+44	↑	204	+13	↑

**391m** ↑ +16.7%<sup>1</sup>  
Customer Visits YTD

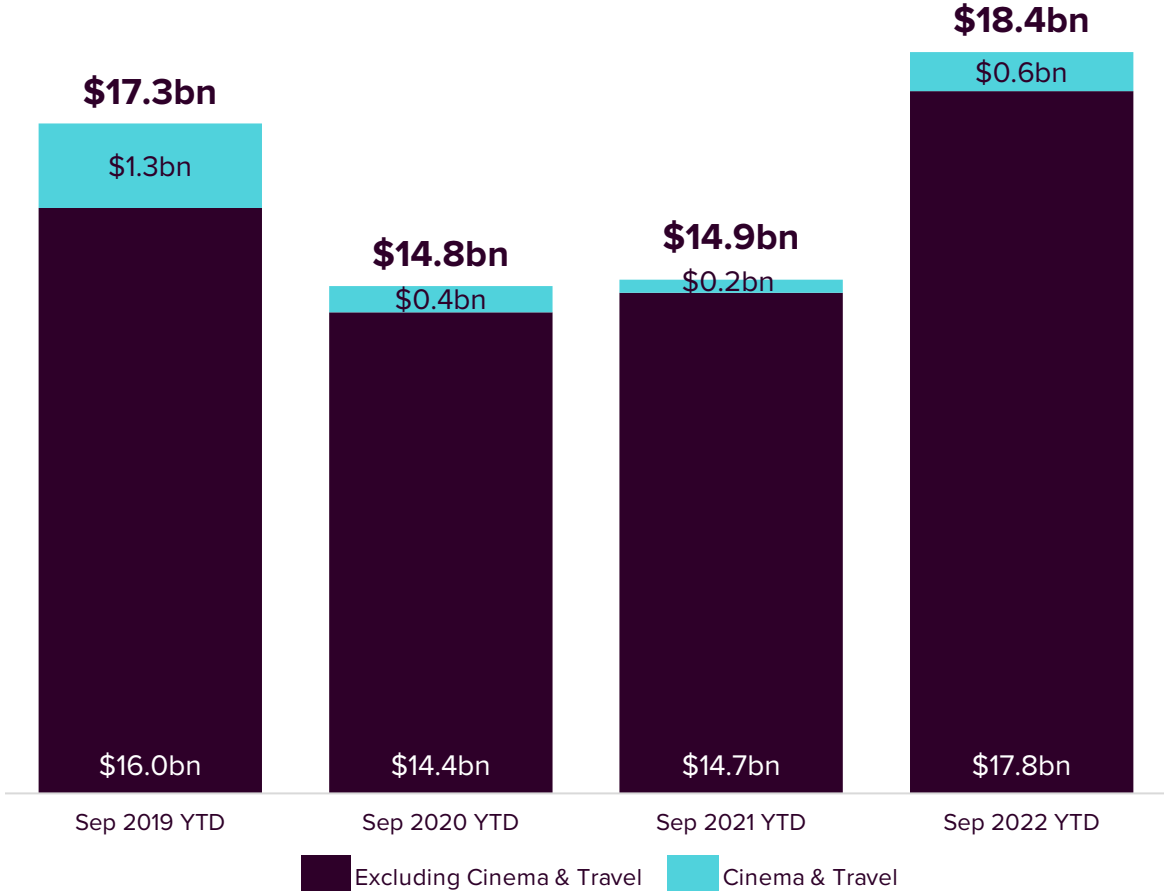
**\$18.4bn** ↑ +23.6%<sup>1</sup>  
Business Partner Sales

**2.9m** ↑ +0.7m<sup>4</sup>  
Membership Program

1. Compared to the same period in 2021  
2. As at 30 Sep 2022  
3. For the respective 3 months and 9 months to 30 September 2022  
4. For the year to date

# Business Partner Sales<sup>1</sup>

The most productive and efficient platform for business partners



**+\$3.5bn** ↑ compared to 2021

### Sales Growth

For the 9 months to 30 September 2022, total sales are \$3.5 billion higher than the 9 months to 30 September 2021

**+\$1.1bn** ↑ compared to 2019

### Sales Growth

For the 9 months to 30 September 2022, total sales are \$1.1 billion higher than the 9 months to 30 September 2019

1. Total Portfolio

# Business Partner Sales (Comparable)

## Comparable Growth vs 2019<sup>1</sup>

Total Majors and Specialty sales were 14.8% higher for the 3 months to September and 11.9% higher for the 9 months to September compared to 2019  
 Specialty sales were 15.6% higher for the 3 months and 12.9% higher for the 9 months  
 Majors sales were 13.5% higher for the 3 months and 10.5% higher for the 9 months

Total Portfolio Sales by Region	3 months to 30 Sep 2022	9 Months to 30 Sep 2022
NSW	10.7%	7.9%
QLD	21.2%	18.4%
VIC	10.7%	9.1%
WA	13.7%	10.0%
SA	11.4%	7.5%
ACT	9.7%	8.3%
NZ	35.8%	31.2%
<b>Total</b>	<b>14.8%</b>	<b>11.9%</b>

Total Portfolio Sales by Category	3 months to 30 Sep 2022	9 Months to 30 Sep 2022
Fashion	22.5%	18.5%
Technology & Appliances	6.6%	10.9%
Dining	18.7%	11.2%
Health & Beauty	13.9%	10.9%
Leisure & Sports	26.3%	22.8%
Food Retail	3.9%	1.9%
Jewellery	20.9%	18.1%
Footwear	14.4%	7.9%
Retail Services	19.9%	18.7%
Homewares	6.7%	5.4%
Other <sup>2</sup>	(4.8%)	(7.6%)
<b>Total Specialties</b>	<b>15.6%</b>	<b>12.9%</b>
Supermarkets	9.1%	7.6%
Discount Department Stores	24.4%	21.4%
Department Stores	11.8%	4.3%
<b>Total Majors</b>	<b>13.5%</b>	<b>10.5%</b>
<b>Total Majors + Specialties<sup>3</sup></b>	<b>14.8%</b>	<b>11.9%</b>

1. Comparable sales excludes CBD centres, active developments and special projects
2. Other includes Gifts and Souvenirs, and Discount Variety
3. Total Majors and Specialties excludes cinemas and travel in line with SCCA guidelines

# Business Partner Sales

Growth over 2019<sup>1</sup>

Total Majors and Specialty sales were 11.9% higher for the 3 months to September and 8.7% higher for the 9 months to September compared to 2019  
Specialty sales were 12.7% higher for the 3 months and 9.7% higher for the 9 months  
Majors sales were 10.6% higher for the 3 months and 7.2% higher for the 9 months

Total Portfolio Sales by Region	3 months to 30 Sep 2022	9 Months to 30 Sep 2022
NSW	7.0%	3.5%
QLD	21.6%	18.7%
VIC	6.7%	5.3%
WA	11.7%	7.6%
SA	11.7%	7.8%
ACT	12.8%	11.2%
NZ	33.7%	29.1%
<b>Total</b>	<b>11.9%</b>	<b>8.7%</b>

Total Portfolio Sales by Category	3 months to 30 Sep 2022	9 Months to 30 Sep 2022
Fashion	16.9%	12.9%
Technology & Appliances	4.5%	9.1%
Dining	15.7%	8.0%
Health & Beauty	10.9%	7.8%
Leisure & Sports	24.9%	21.2%
Food Retail	(0.8%)	(3.2%)
Jewellery	17.9%	15.1%
Footwear	11.1%	4.0%
Retail Services	19.1%	17.9%
Homewares	8.4%	4.7%
Other <sup>2</sup>	(5.5%)	(8.3%)
<b>Total Specialties</b>	<b>12.7%</b>	<b>9.7%</b>
Supermarkets	7.5%	6.1%
Discount Department Stores	23.2%	20.2%
Department Stores	6.2%	(1.9%)
<b>Total Majors</b>	<b>10.6%</b>	<b>7.2%</b>
<b>Total Majors + Specialties<sup>3</sup></b>	<b>11.9%</b>	<b>8.7%</b>

1. Compared to the prior comparable period in 2019
2. Other includes Gifts and Souvenirs, and Discount Variety
3. Total Majors and Specialties excludes cinemas and travel in line with SCCA guidelines

# Business Partner Sales

Growth over 2021<sup>1</sup>

Total Majors and Specialty sales were 69.3% higher for the 3 months to September and 21.0% higher for the 9 months to September compared to 2021  
Specialty sales were 101.8% higher for the 3 months and 26.7% higher for the 9 months  
Majors sales were 34.9% higher for the 3 months and 13.0% higher for the 9 months

Total Portfolio Sales by Region	3 months to 30 Sep 2022	9 Months to 30 Sep 2022
NSW	175.3%	34.2%
QLD	24.6%	13.7%
VIC	78.6%	25.6%
WA	3.8%	0.7%
SA	10.1%	2.2%
ACT	50.2%	15.0%
NZ	50.8%	14.1%
<b>Total</b>	<b>69.3%</b>	<b>21.0%</b>

Total Portfolio Sales by Category	3 months to 30 Sep 2022	9 Months to 30 Sep 2022
Fashion	184.3%	38.4%
Technology & Appliances	44.8%	12.8%
Dining	111.6%	32.2%
Health & Beauty	105.7%	30.4%
Leisure & Sports	97.2%	23.6%
Food Retail	30.5%	8.1%
Jewellery	152.2%	38.8%
Footwear	149.8%	31.2%
Retail Services	68.0%	18.6%
Homewares	109.8%	17.9%
Other <sup>2</sup>	62.0%	13.8%
<b>Total Specialties</b>	<b>101.8%</b>	<b>26.7%</b>
Supermarkets	10.0%	6.3%
Discount Department Stores	56.5%	20.1%
Department Stores	142.3%	25.1%
<b>Total Majors</b>	<b>34.9%</b>	<b>13.0%</b>
<b>Total Majors + Specialties<sup>3</sup></b>	<b>69.3%</b>	<b>21.0%</b>

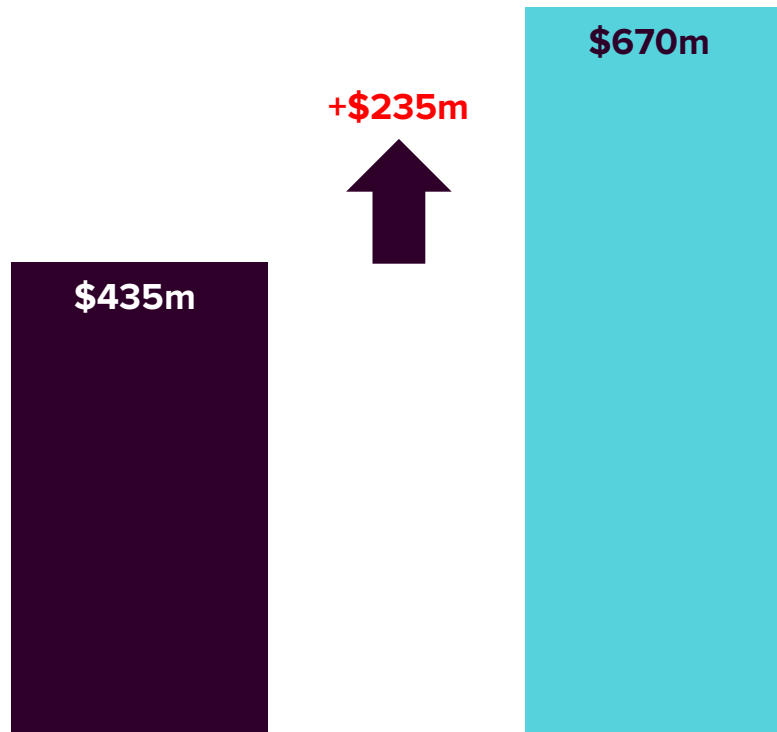
1. Compared to the prior comparable period in 2021
2. Other includes Gifts and Souvenirs, and Discount Variety
3. Total Majors and Specialties excludes cinemas and travel in line with SCCA guidelines



# Gross Rent Cash Collections

Cash collections continue to grow, exceeding billings and reducing trade debtors

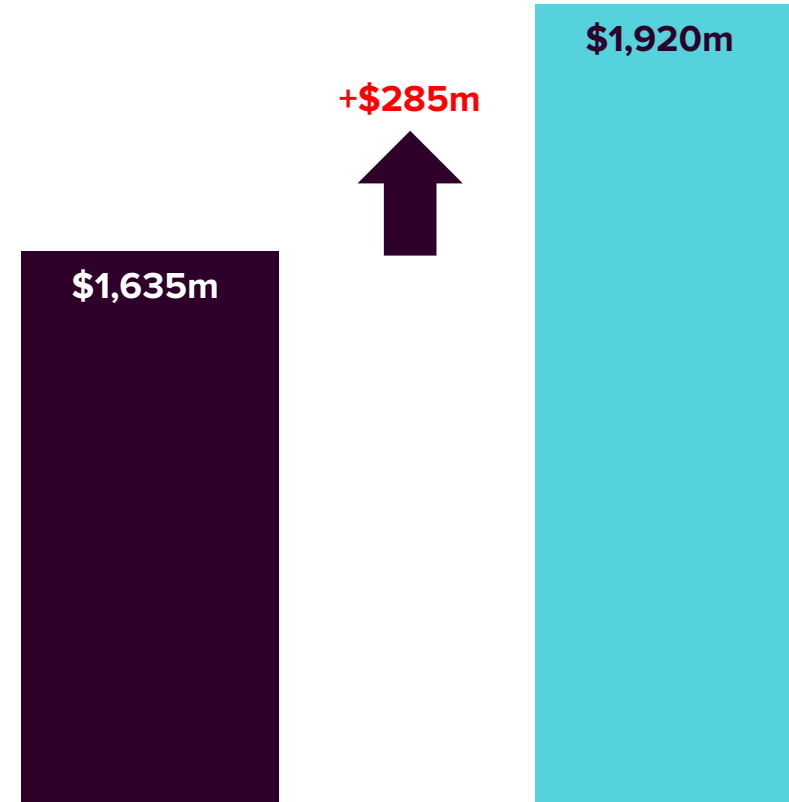
3 months to 30 Sep 2022



Q3 21

Q3 22

9 months to 30 Sep 2022



YTD Sep 21

YTD Sep 22

# Developments

Active project

## Westfield Knox, VIC

### Overview

Project Cost	\$355m (SCG share: \$177.5m)
Commencement	Q1 2022
Completion	Stage 1, December 2022 / Remaining Stages, 2023

### Highlights

Incremental Project GLA	4,000sqm
Completed Centre GLA	144,810sqm
Offering	

Introducing a diverse mix of premium fashion and lifestyle brands, a new fresh food emporium, alongside new supermarkets Woolworths and ALDI.

Sport, athleisure and recreation precinct including a 2,000sqm public library, 25 metre indoor swimming pool, NBL specified full-sized basketball court, a multi-purpose community space and coworking facilities.

New to market Rebel Sport concept with an expanded format and relocated JB Hi-Fi.



Westfield Knox, VIC



Westfield Knox, VIC



# Important Notice

All amounts are in Australian dollars unless otherwise specified. Non IFRS financial information included in this document has not been audited or reviewed. This document contains forward-looking statements, including statements regarding future earnings and distributions that are based on information and assumptions available to us as of the date of this document. Actual results, performance or achievements could be significantly different from those expressed in, or implied by, these forward-looking statements. These forward-looking statements are not guarantees or predictions of future performance, and involve known and unknown risks, uncertainties and other factors, many of which are beyond our control, and which may cause actual results to differ materially from those expressed in the statements contained in this document. You should not place undue reliance on these forward-looking statements. Except as required by law or regulation (including the ASX Listing Rules) we undertake no obligation to update these forward-looking statements.

## **SCENTRE GROUP LIMITED**

ABN 66 001 671496

## **SCENTRE MANAGEMENT LIMITED**

ABN 41 001 670 579 AFS Licence No: 230329  
as responsible entity of Scentre Group Trust 1  
ARSN 090 849746

## **RE1 LIMITED**

ABN 80 145 743 862 AFS Licence No: 380202  
as responsible entity of Scentre Group Trust 2  
ARSN 146 934 536

## **RE2 LIMITED**

ABN 41 145 744 065 AFS Licence No: 380203  
as responsible entity of Scentre Group Trust 3  
ARSN 146 934 652