

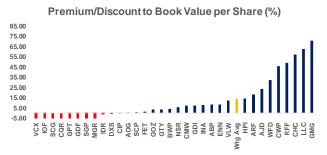
# VESTED EQUITIES | Monday, 26 February 2018

### **Real Estate Comparables Table**

Monday, 26 February 2018

#### 1 Current Share Price Premium/Discount to NTA, Dividend Yield, and Gearing

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AOV		Market	% of	Date	Pre-Tax	(disc) to	Dividend		end Yield	Gearing
ASX Code	Company Name	Cap AUD\$m	Total	Price AUD\$	NTA AUD\$	NTA (%)	Per Share AUD\$	1-Yr (%)	2-Yr (%)	(ND/ND+E) (%)
ABP	. ,	•	4.50/				- •	. ,	. ,	. ,
AJD	Abacus Property Group	1,987	1.5%	3.44	3.12	10.16	0.18	5.23 4.85	5.47	21.4 8.6
	Asia Pacific Data Centre	235	0.2%	2.04	1.65	23.55	0.10		4.95	
AOG	Aveo Group	1,545	1.1%	2.66	2.66	0.17	0.09	3.83	3.87	21.0
ARF	Arena Reit	613	0.5%	2.28	1.89	20.44	0.13	5.66	6.01	27.2
BWP	Bwp Trust	1,882	1.4%	2.93	n/a	n/a	0.18	6.11	6.08	20.5
CHC	Charter Hall Group	2,706	2.0%	5.81	3.56	63.33	0.31	5.47	5.83	-11.3
CIP	Centuria Industrial Reit	618	0.5%	2.49	2.46	1.08	0.19	7.71	7.99	43.2
CMW	Cromwell Property Group	1,972	1.5%	1.00	0.89	11.46	0.08	8.14	8.24	46.3
CQR	Charter Hall Retail Reit	1,531	1.1%	3.77	4.16	-9.47	0.28	7.45	7.56	33.7
CWP	Cedar Woods Properties Ltd	465	0.3%	5.89	4.05	45.48	0.30	5.26	5.94	19.3
DXS	Dexus	9,492	7.0%	9.33	9.40	-0.70	0.47	5.10	5.20	23.3
ENN	Elanor Investor Group	176	0.1%	1.90	1.67	14.02	0.12	7.05	7.58	22.4
FET	Folkestone Education Trust	689	0.5%	2.70	n/a	n/a	0.15	5.59	5.96	28.0
GDI	Gdi Property Group	665	0.5%	1.24	1.12	10.62	0.08	6.37	6.45	7.9
GDF	Garda Diversified Prop Fund	157	0.1%	1.14	1.20	-5.45	0.09	7.93	8.11	26.2
GMG	Goodman Group	14,784	10.9%	8.21	4.43	85.28	0.27	3.41	3.64	8.3
GOZ	Growthpoint Properties Austr	2,104	1.6%	3.18	n/a	n/a	0.22	6.95	7.14	40.0
GPT	Gpt Group	8,569	6.3%	4.75	5.04	-5.71	0.25	5.33	5.58	26.3
GTY	Gateway Lifestyle	618	0.5%	2.05	1.51	35.81	0.09	4.68	4.93	20.8
HPI	Hotel Property Investments	446	0.3%	3.05	2.67	14.24	0.20	6.56	6.89	39.6
IDR	Industria Reit	412	0.3%	2.53	n/a	n/a	0.08	6.56	6.80	31.8
INA	Ingenia Communities Group	564	0.4%	2.72	2.52	7.85	0.10	3.90	4.38	23.8
IOF	Investa Office Fund	2,525	1.9%	4.22	n/a	n/a	0.20	4.79	4.86	23.1
LLC	Lendlease Group	10,220	7.5%	17.50	8.38	108.91	0.66	3.79	4.27	12.9
MGR	Mirvac Group	7,830	5.8%	2.11	2.20	-4.16	0.11	5.21	5.40	26.4
NSR	National Storage Reit	839	0.6%	1.51	1.34	12.46	0.09	6.42	6.69	46.1
RFF	Rural Funds Group	541	0.4%	2.12	1.00	111.26	0.10	4.72	4.91	31.4
SCG	Scentre Group	20,445	15.1%	3.84	4.24	-9.49	0.22	5.76	5.94	34.8
SCP	Shopping Centres Australasia	1,678	1.2%	2.24	n/a	n/a	0.14	6.25	6.29	33.3
SGP	Stockland	9,835	7.2%	4.04	4.19	-3.58	0.26	6.61	6.86	24.9
VCX	Vicinity Centres	9,602	7.1%	2.48	2.98	-16.75	0.17	6.49	6.73	24.7
VLW	Villa World Ltd	327	0.2%	2.58	n/a	n/a	0.19	7.29	8.14	20.4
VVR	Viva Energy Reit	1,459	1.1%	2.01	n/a	n/a	0.13	6.97	7.31	32.1
WFD	Westfield Corp	18,163	13.4%	8.74	5.20	68.09	0.13	3.84	3.97	38.2
WFD	TOTAL	135,694	100%	0.74	5.20	00.09	0.20	3.04	3.91	30.2
	S&P/Asx 300 Real Est lx	133,034	100 /0	3,078.5	2,834.2	1.09			5.56	
	S&P/Asx 300 A-Reit			1,289.7	1,197.2	1.08			5.48	
				5,994.6	2,042.0	2.94			5.46 4.51	
	S&P/Asx 300 Index						0.40	F 00		2F 70
	Arithmetic Average (All)			n/a	n/a	22.65	0.19	5.80	6.06	25.79
	Weighted Average (All)			n/a	n/a	25.68	0.20	5.16	5.37	25.59





Source: BTIG, Bloomberg



# VESTED EQUITIES | Monday, 26 February 2018

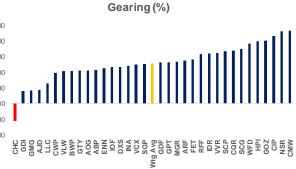
## **Real Estate Comparables Table**

Monday, 26 February 2018

### 2 Other Metrics and Share Price Performance

			Share Price							
ASX	ASX Listed	P/E	Other Metrics P/E P/E Nav per Price to							
Code	Investment Companies	1 YR FWD	2 YR FWD	Share (\$)	Book (x)	1 Years	3 Years	rformance ( 5 Years	7 Years	10 Years
ABP	Abacus Property Group	12.2	9.8	3.25	1.1	11.7	13.6	57.7	57.0	-50.1
AJD	Asia Pacific Data Centre	21.7	20.2	1.65	1.2	35.5	61.3	107.1	103.0	103.0
AOG	Aveo Group	13.1	13.4	3.43	1.0	-16.9	1.9	85.0	-35.1	-79.0
ARF	Arena Reit	17.5	16.6	1.93	1.2	8.6	35.7	117.1	117.1	117.1
BWP	Bwp Trust	16.5	17.1	2.82	1.0	2.1	0.0	28.2	69.0	54.8
CHC	Charter Hall Group	15.6	14.7	3.70	1.6	11.7	19.1	62.3	139.1	0.6
CIP	Centuria Industrial Reit	10.6	11.4	2.51	1.0	0.8	-5.7	41.4	39.8	39.8
CMW	Cromwell Property Group	12.1	12.1	0.93	1.1	-1.5	-13.9	7.3	29.6	13.4
CQR	Charter Hall Retail Reit	12.5	12.3	4.19	0.9	-12.1	-14.7	-2.8	21.2	-45.8
CWP	Cedar Woods Properties Ltd	10.2	8.3	4.05	1.5	8.5	-5.0	14.6	43.7	63.6
DXS	Dexus	16.0	15.9	9.40	1.0	1.1	22.3	46.0	80.8	-1.1
ENN	Elanor Investor Group	12.9	12.0	1.78	1.1	-7.8	5.6	49.0	49.0	49.0
FET	Folkestone Education Trust	13.1	13.8	2.67	1.0	-1.8	22.2	91.3	226.5	183.2
GDI	Gdi Property Group	13.8	12.4	1.23	1.1	24.0	34.8	40.1	40.1	40.1
GDF	Garda Diversified Prop Fund	13.2	12.8	1.20	0.9	6.4	11.6	11.6	11.6	11.6
GMG	Goodman Group	17.7	16.6	4.82	1.7	8.3	33.5	76.6	138.0	-57.1
GOZ	Growthpoint Properties Austr	11.3	13.5	3.08	1.0	1.3	5.0	32.8	69.9	-41.7
GPT	Gpt Group	15.0	14.4	5.04	0.9	-3.1	1.5	24.0	53.2	-58.1
GTY	Gateway Lifestyle	14.6	14.0	1.98	1.0	4.3	-0.6	-0.6	-0.6	-0.6
HPI	Hotel Property Investments	15.8	14.5	2.67	1.1	8.5	20.1	47.3	47.3	47.3
IDR	Industria Reit	14.5	13.8	2.57	1.0	21.6	25.5	35.2	35.2	35.2
INA	Ingenia Communities Group	18.3	15.1	2.53	1.1	2.7	7.1	59.9	379.8	-53.0
IOF	Investa Office Fund	14.9	15.1	4.89	0.9	-9.1	5.0	37.9	74.4	-10.6
LLC	Lendlease Group	13.3	11.8	n/a	1.6	18.1	0.8	64.3	93.4	29.4
MGR	•	13.5	13.2	2.22	0.9	-0.9	2.4	32.3	62.9	-40.5
NSR	National Storage Reit	15.6	14.5	1.43	1.1	5.6	0.7	58.0	58.0	58.0
RFF	Rural Funds Group	14.8	13.9	1.42	1.5	21.3	107.4	195.9	195.9	195.9
SCG	Scentre Group	15.5	14.8	4.29	0.9	-11.7	-0.3	24.7	24.7	24.7
SCP	Shopping Centres Australasia	14.8	14.4	2.23	1.0	1.4	12.8	35.8	55.6	55.6
SGP	Stockland	12.0	11.4	4.26	0.9	-14.4	-13.5	10.7	6.9	-40.5
VCX	Vicinity Centres	13.8	13.2	3.09	0.8	-14.2	-15.6	4.2	35.9	42.1
VLW	Villa World Ltd	7.8	6.6	2.31	1.1	4.9	17.3	178.9	164.6	1.2
VVR	Viva Energy Reit	14.5	13.9	2.07	n/a	-16.6	-8.6	-8.6	-8.6	-8.6
WFD	Westfield Corp	19.6	18.1	5.24	1.3	-0.7	-10.4	25.0	42.9	-0.8
	S&P/Asx 300 Real Est Ix	14.46	13.73	n/a	1.05	-2.8	0.8	30.1	50.9	-24.5
	S&P/Asx 300 A-Reit	15.22	14.56	n/a	1.05		0.9	27.9	49.3	
	S&P/Asx 300 Index	16.23	15.41	n/a	2.03	5.4	2.6	20.4	23.6	5.7
	Arithmetic Average (All)	14.36	13.70	3.06	1.11	2.87	11.14	49.71	74.17	19.95
	Weighted Average (All)	15.33	14.57	4.07	1.13	-1.54	3.63	36.77	60.95	-4.37







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Ticker	Real Estate Company	Company Description				
ABP	Abacus Property Group	Abacus Property Group is a diversified property investment group providing exposure to a portfolio of commercial, retail, and industrial properties. The Group also offers mortgage investments, development syndicates and property funds management services.				
AJD	Asia Pacific Data Centre	Asia Pacific Data Centre Group is a special purpose real estate investment trust. The Company own properties (land and buildings) that are operated or being developed as data centres.				
AOG	Aveo Group	Aveo Group's activities include the development for resale of land subdivision, residential and commercial property along with commercial and residential building and construction. The Company also develops and manages retirement villages and invests in and manages office and commercial properties along with providing funds management and other property services.				
ARF	Arena Reit	Arena REIT operates as a real estate investment trust. The Trust owns a portfolio in sectors such as childcare, healthcare, education and government tenanted facilities in Australia.				
BWP	Bwp Trust	BWP Trust is a listed managed investment scheme which invests in commercial real estate throughout Australia. The Trust has a portfolio of Bunnings Warehouse properties located throughout Australia.				
CHC	Charter Hall Group	Charter Hall Group invests in and develops real estate. The Company manages real estate investment funds and develops commercial, residential, and industrial properties.				
CIP	Centuria Industrial Reit	Centuria Industrial REIT operates as an industrial real estate investment trust. The Company provides investment in industrial assets, financial advice, tax effective investment bonds, and other financial services. Centuria Industrial REIT serves customers in Australia.				
CMW	Cromwell Property Group	Cromwell Property Group is a property and funds manager. The Company, through its subsidiary, provides funds management, property transactions, property and facilities management, finance, compliance, debenture issues, and debt management.				
CQR	Charter Hall Retail Reit	Charter Hall Retail REIT owns a portfolio of supermarkets and shopping centers located in non-metropolitan areas throughout Australia, New Zealand and the United States.				
CWP	Cedar Woods Properties Ltd	Cedar Woods Properties Limited is a real estate development company for residential housing as well as industrial and commercial projects in Australia.				
DXS	Dexus	Dexus provides real estate services. The Company manages and invests in a portfolio of diversified properties, including office and industrial buildings, retail shopping centers, and car parks. Dexus serves customers in Australia and New Zealand.				
ENN	Elanor Investor Group	Elanor Investor Group is an investment and funds management business. The Company diversifies its investments within funds management, hotels and leisure, and special situation investments.				
FET	Folkestone Education Trust	Folkestone Education Trust is a property trust which invests in childcare centers and encompass the acquisition and ownership of freehold childcare centers throughout Australia and New Zealand.				
GDI GDF	Gdi Property Group	GDI Property Group is an integrated, internally managed property and funds management group with capabilities in ownership, management, refurbishment, leasing and syndication of office properties.				
GMG	Garda Diversified Prop Fund  Goodman Group	GARDA Diversified Property Fund is a property portfolio compromising of commercial assets and industrial properties. The Fund invests throughout Australia.  Goodman Group is an integrated industrial property group. The Group has operations in Australia, New Zealand, UK, Asia and Europe.				
	·	Goodman's activities include property investment, funds management, property development and property services. The Group's property portfolio includes business parks, industrial estates, office parks and warehouse/distribution centers.				
GOZ GPT	Growthpoint Properties Austr Gpt Group	Growthpoint Properties Australia Ltd is a property trust. The trust invests in retail, office, and industrial properties.  GPT Group is an active owner and manager of a diversified portfolio of Australian retail, office and industrial property assets. The Group's property portfolio include the MLC Centre, Australia Square, Rouse Hill Town Centre and Melbourne Central.				
GTY	Gateway Lifestyle	Gateway Lifestyle Holdings Pty Ltd provides living solutions for senior citizens. The Company develops, owns and operates residential parks and communities for Australian elderly citizens.				
HPI	Hotel Property Investments	Hotel Property Investments owns a portfolio of properties. The Company's properties consist of pubs, detached bottle shops and other on-site specialty stores, which are used to generate capital returns for its security holders. Hotel Property Investment's properties are located throughout Queensland and South Australia.				
IDR	Industria Reit	Industria REIT operates as a real estate investment trust. The Company invests in and owns interest in real estate properties throughout Australia, focusing on industrial, technology park and business park assets.				
INA	Ingenia Communities Group	Ingenia Communities Group manages, develops and invests in a portfolio of retirement village accomodation housing units.				
IOF	Investa Office Fund	Investa Office Fund is a real estate investment trust. The Fund is an owner of investment grade office buildings and receives rental income from a tenant register comprising predominantly of Government and blue chip tenants. IOF has investments located in CBD markets throughout Australia and select offshore markets in Europe.				
LLC	Lendlease Group	LendLease Group designs, develops, and manages property and infrastructure assets. The Company constructs apartments, commercial buildings, government offices, retirement living, and educational facilities. LendLease serves customers worldwide.				
MGR	Mirvac Group	Mirvac Group is an integrated, diversified Australian property group comprising an investment portfolio and a development business. The Company's investment portfolio, Mirvac Property Trust, invests in and manages office, retail and industrial assets and the development business has exposure to both residential and commercial projects.				
NSR	National Storage Reit	National Storage REIT is a Real Estate Investment Trust. The Trust owns self storage facilities in Brisbane, Sunshine Coast and Gold Coast in Queensland, Sydney Western Suburbs in New South Wales, Melbourne and Geelong in Victoria, Adelaide in South Australia, Perth in Western Australia and Hobart in Tasmania.				
RFF SCG	Rural Funds Group Scentre Group	Rural Funds Group is a real estate property trust which owns Australian agricultural assets.  Scentre Group develops and owns retail real estate properties. The Company designs, manages, and leases of its portfolio of shopping				
SCP	Shopping Centres Australasia	centers. Scentre Group serves customers throughout Australia and New Zealand.  Shopping Centres Australasia Property Group is a real estate investment trust owning Woolworths Group anchored shopping centres				
SGP	Stockland	and free standing retail assets.  Stockland is a diversified Australian property group. The Group develops and manages Retail centers, Residential Communities and Retirement Living assets with a focus on regional centers and outer metropolitan. Stockland also owns a portfolio of Office and Industrial assets.				
vcx	Vicinity Centres	Industrial assets.  Vicinity Centres retails asset and property management services. The Company offers a retail property investment and services organization involved in the ownership, management, and development of retail properties. The Company operates shopping centers across Australia.				
VLW	Villa World Ltd	Villa World Ltd. is a fully integrated property investment and development group, The Company offers complete, ready to live in homes in Queensland, New South Wales and Victoria.				
VVR	Viva Energy Reit	Viva Energy REIT Limited operates as a real estate investment trust. The Trust owns a portfolio of service station sites located throughout Australia. Viva Energy REIT also acquires fuel refining and retailing businesses.				
WFD	Westfield Corp	Westfield Corp is a property trust that invests in, leases and manages over retail shopping centers in the United States and the United Kingdom. The Group's operations also include funds and asset management and property development and construction.				

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