

SUPR ○○○

SUPERMARKET INCOME REIT

INTERIM RESULTS PRESENTATION

FOR THE SIX MONTHS FROM 1 JULY 2022 TO
31 DECEMBER 2022

30 MARCH 2023



INVESTING IN THE FUTURE OF UK GROCERY

Agenda and Presenting Team



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Ben Green
Principal



Haffiz Kala
Finance Director



Steven Noble
CIO



Robert Abraham
Managing Director



**Grocery
growth 8.8%
=
Robust
income**

**Supermarket
property
valuations not
immune from
macro**

**Attractive
levered returns
Balance sheet
flexibility**

Photo: Tesco, Colchester



Financial Results

Financial highlights

Income statement

Growth in rental income

Debt financing

Statement of financial position

Portfolio valuation

Movement in EPRA NTA per share



Image: Tesco, Leicester

Financial highlights to 31 December 2022



£1.8bn

Total
assets⁽¹⁾

92p

EPRA NTA
per share

5.5%

Valuation net
initial yield

2.9%

Fixed cost
of debt⁽²⁾

36%

Growth in
rent roll⁽³⁾

3p

Dividend paid
per share⁽⁴⁾

Photo: Sainsbury's, Hessele

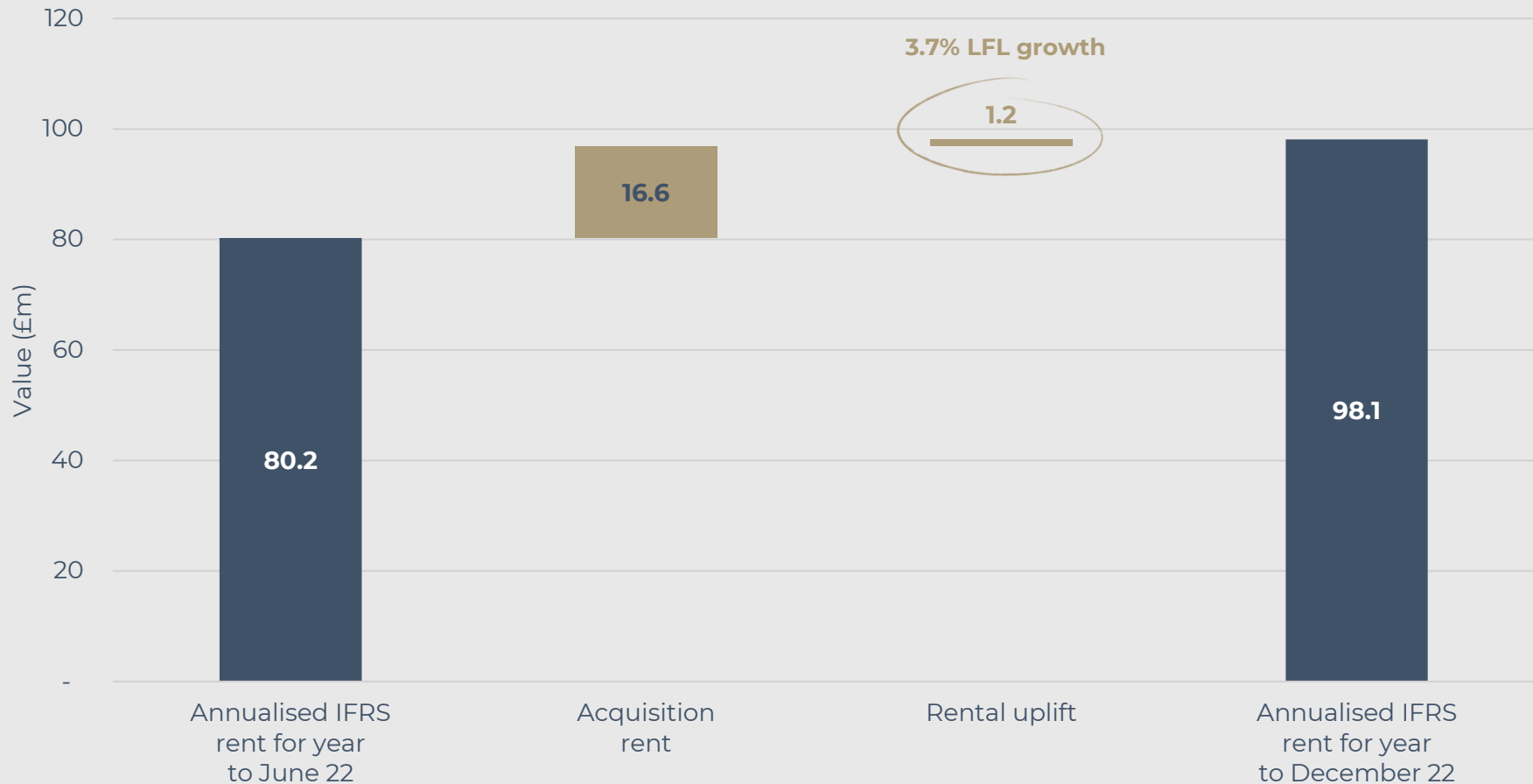
Past performance is not indicative of future results.

Income statement – rental income



	Six months to 31-Dec-22 £m	Six months to 31-Dec-21 £m	% change YoY
Net rental income	45.9	32.6	+41%
Net income from joint venture (undistributed)	7.4	6.2	
Administrative & other expenses	(7.9)	(6.2)	
Finance expense	(9.0)	(5.7)	
Adjusted earnings	36.4	26.9	
Adjusted earnings per share	2.9 pence	3.1 pence	
Dividends paid	37.0	23.9	
Dividend cover	0.98x	1.13x	
Adjusted EPRA cost ratio	15.1%	15.9%	

Growth in passing rent



Past performance is not indicative of future results.

Income statement – joint venture



	Six months to 31-Dec-22 £m	Six months to 31-Dec-21 £m	% change YoY
Net rental income	45.9	32.6	
Net income from joint venture (undistributed)	7.4	6.2	+20%
Administrative & other expenses	(7.9)	(6.2)	
Finance expense	(9.0)	(5.7)	
Adjusted earnings	36.4	26.9	
Adjusted earnings per share	2.9 pence	3.1 pence	
Dividends paid	37.0	23.9	
Dividend cover	0.98x	1.13x	
Adjusted EPRA cost ratio	15.1%	15.9%	

Income statement – EPRA cost ratio



	Six months to 31-Dec-22 £m	Six months to 31-Dec-21 £m	% change YoY
Net rental income	45.9	32.6	
Net income from joint venture (undistributed)	7.4	6.2	
Administrative & other expenses	(7.9)	(6.2)	+27%
Finance expense	(9.0)	(5.7)	
Adjusted earnings	36.4	26.9	
Adjusted earnings per share	2.9 pence	3.1 pence	
Dividends paid	37.0	23.9	
Dividend cover	0.98x	1.13x	
Adjusted EPRA cost ratio⁽¹⁾	15.1%	15.9%	

Income statement – finance expense



	Six months to 31-Dec-22 £m	Six months to 31-Dec-21 £m	% change YoY
Net rental income	45.9	32.6	
Net income from joint venture (undistributed)	7.4	6.2	
Administrative & other expenses	(7.9)	(6.2)	
Finance expense⁽¹⁾	(9.0)	(5.7)	+59%
Adjusted earnings	36.4	26.9	
Adjusted earnings per share	2.9 pence	3.1 pence	
Dividends paid	37.0	23.9	
Dividend cover	0.98x	1.13x	
Adjusted EPRA cost ratio	15.1%	15.9%	

Shift to unsecured debt structure



Strong appetite for SUPR's credit	
   	Unsecured facility
 HSBC UK	Facility extension
 Bayern LB	Refinancing ⁽¹⁾
	BBB+ rating reaffirmed ⁽¹⁾

£862m

Total committed debt

35%

Loan to value⁽²⁾

Diversified lenders with substantial liquidity

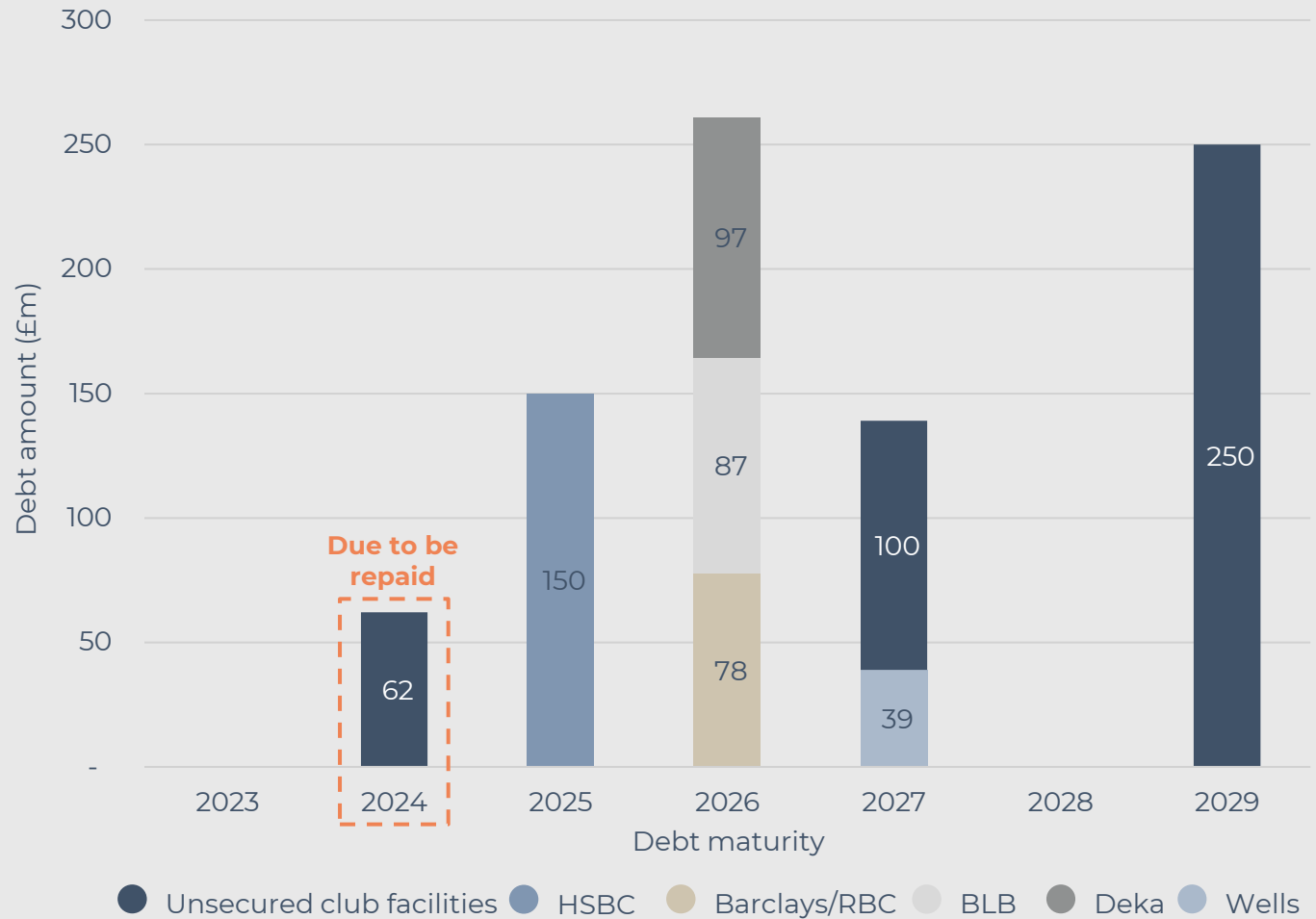


£172m

Undrawn debt liquidity⁽¹⁾

4yrs

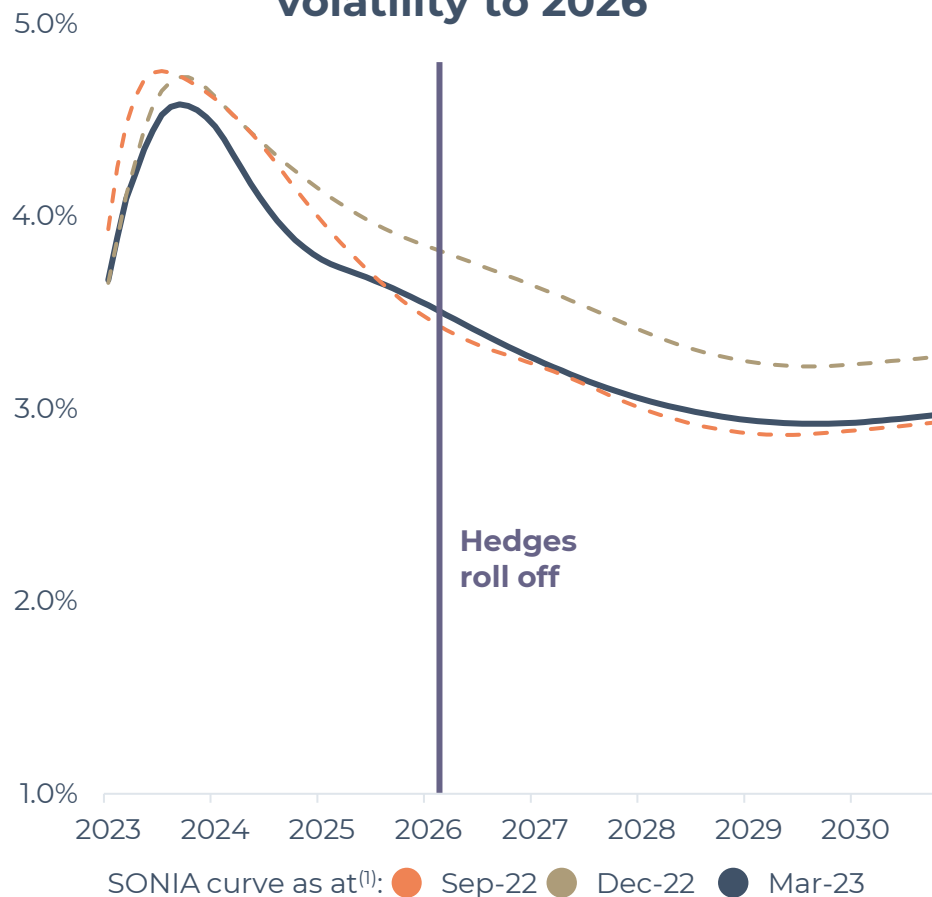
Debt maturity⁽²⁾



Hedging strategy designed to protect dividend



Earnings protected from SONIA curve volatility to 2026



Forecasts are not a reliable indicator of future performance.

Executed interest rate hedge to fix 100% of floating debt

£41m upfront cost

2.9% fixed cost of debt

(1) SONIA curves as at date shown, for period March 2023 to December 2030. Sourced from Chatham Financial.

Income statement – adjusted earnings



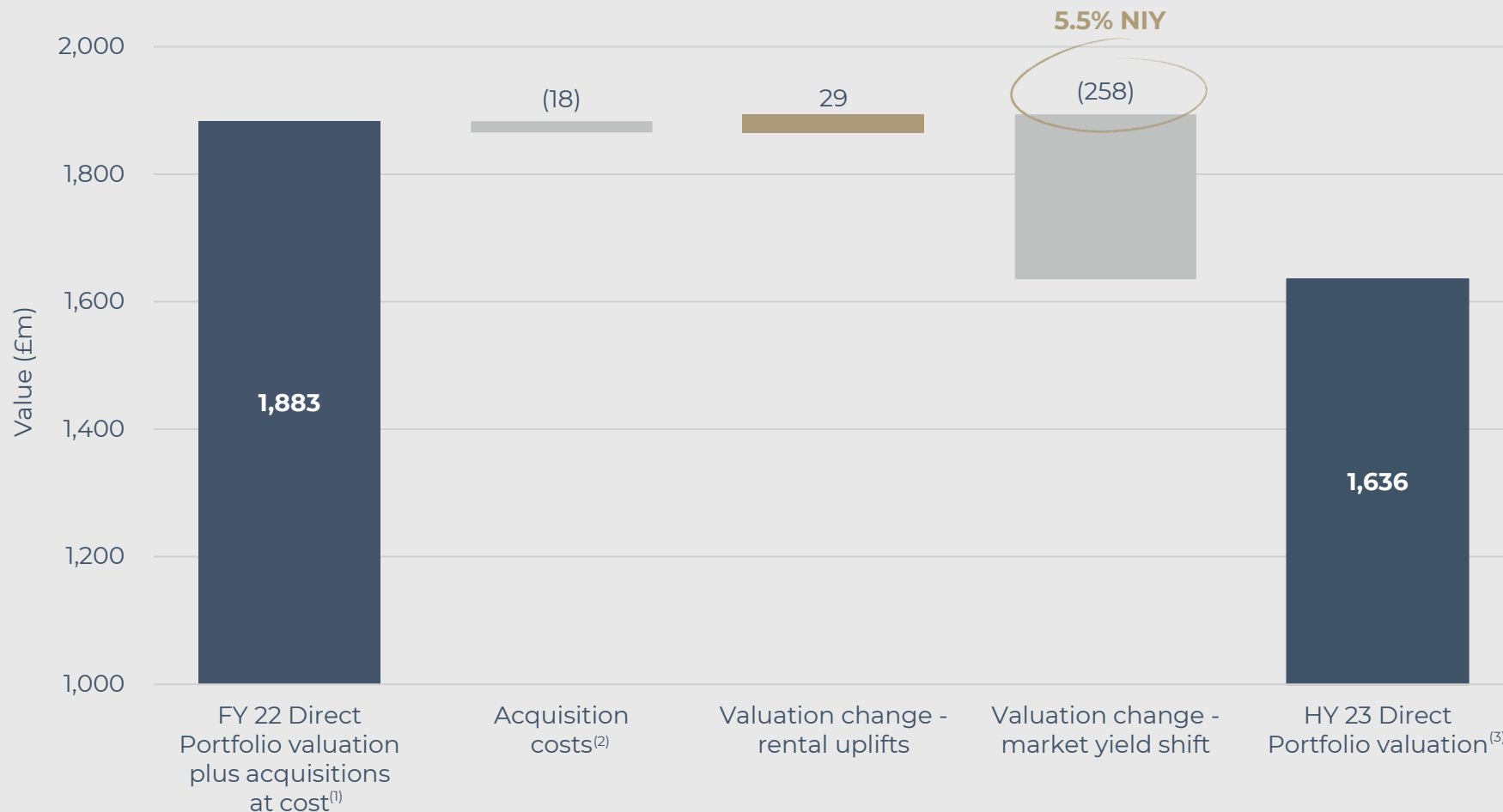
	Six months to 31-Dec-22 £m	Six months to 31-Dec-21 £m	% change YoY
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Net income from joint venture (undistributed)	7.4	6.2	
Administrative & other expenses	(7.9)	(6.2)	
Finance expense	(9.0)	(5.7)	
Adjusted earnings	36.4	26.9	+35%
Adjusted earnings per share	2.9 pence	3.1 pence	
Dividends paid	37.0	23.9	
Dividend cover	0.98x	1.13x	
Adjusted EPRA cost ratio	15.1%	15.9%	

Statement of financial position



	As at 31-Dec-22 £m	As at 31-Dec-21 £m	% change YoY
Investment properties	1,625.1	1,413.5	
Financial asset held at amortised cost	10.7	0.0	
Investment in joint venture	197.8	167.5	
Cash and cash equivalents	35.4	23.6	
Other assets	55.0	16.0	
Gross assets	1,924.0	1,620.7	+19%
Borrowings	(685.4)	(478.0)	
Prepaid rents and other liabilities	(40.9)	(27.6)	
EPRA net tangible assets (NTA)	1,146.9	1,115.1	
EPRA NTA per share	92 pence	113 pence	

Impact of market yield shift on valuation



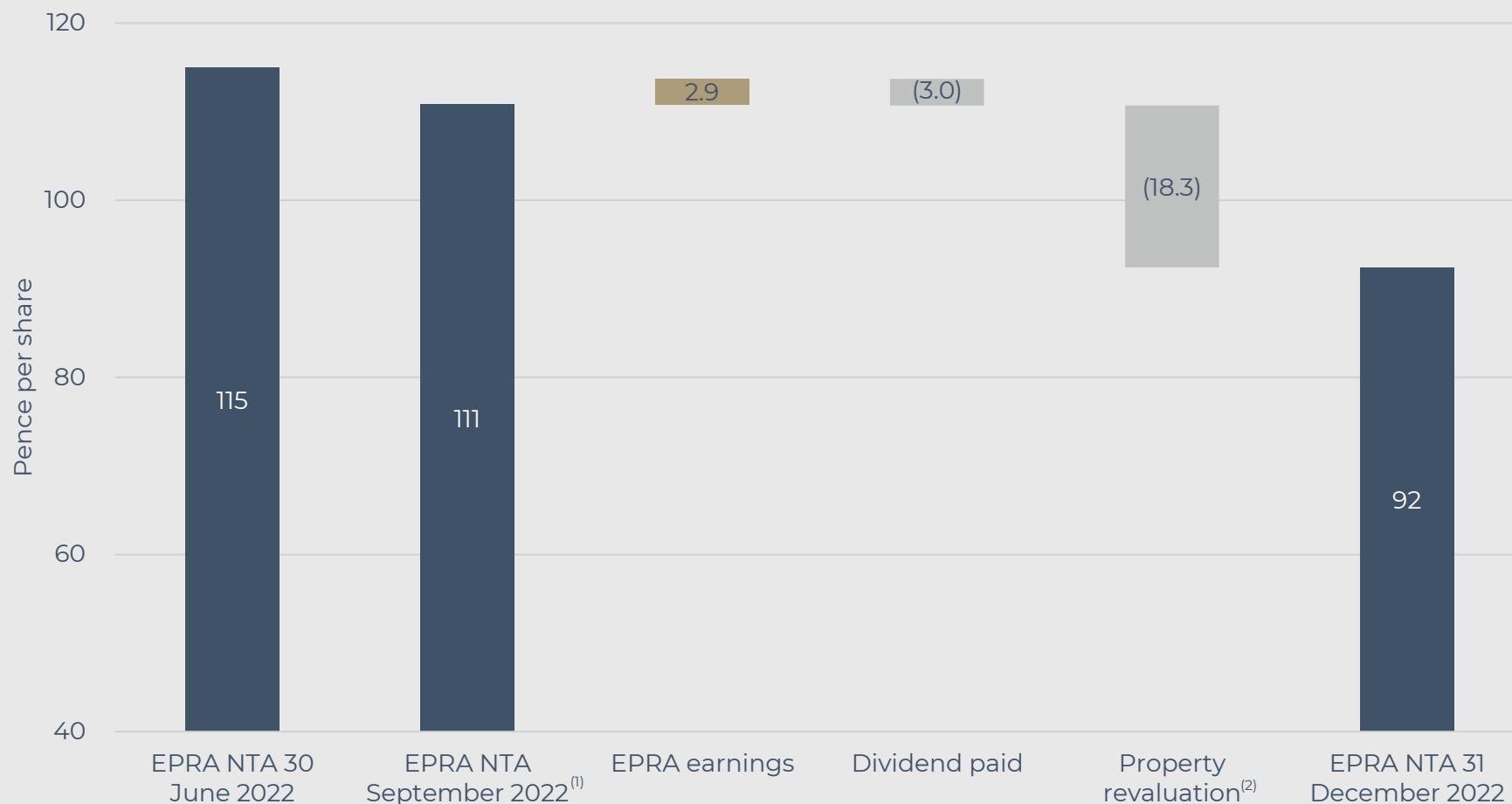
Past performance is not indicative of future results.

(1) Includes financial assets held at amortised cost and includes acquisition costs.

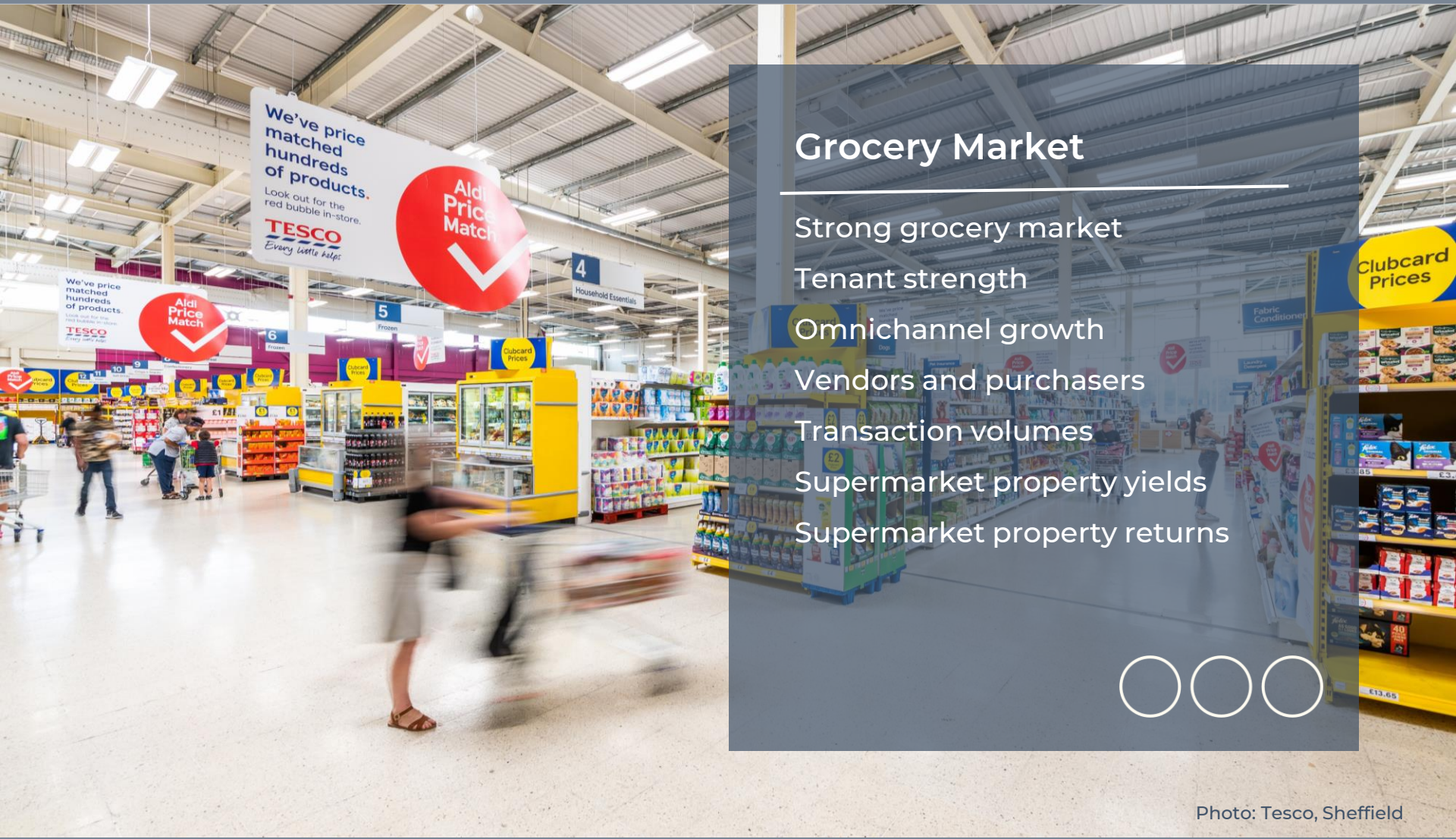
(2) Acquisition costs include SDLT, agent and legal fees. An element of the Chineham purchase price and an element of the Bradley Stoke purchase price has been assigned to acquisition costs.

(3) Includes financial assets held at amortised cost.

Movement in EPRA NTA per share



Past performance is not indicative of future results.



Grocery Market

Strong grocery market

Tenant strength

Omnichannel growth

Vendors and purchasers

Transaction volumes

Supermarket property yields

Supermarket property returns

Photo: Tesco, Sheffield

Grocery market goes from strength to strength...



8.8%

Grocery market
growth⁽¹⁾

...enhancing tenant financial strength



FT

TESCO

Free cash flow guidance
up 29% to £1.8bn⁽¹⁾

FT

Sainsbury's

Free cash flow guidance
up 20% to £0.6bn⁽²⁾

78% of our portfolio⁽³⁾

- 1) Financial Times and Tesco Q3 and Christmas Trading Statement 2022/23 – retail free cash flow of at least £1.8bn
- 2) Financial Times Sainsbury's Q3 Trading Statement 2022/23 – retail free cash flow of £600 million
- 3) Direct Portfolio by value as at 31 December 2022.

Long term growth drivers in UK grocery



£33bn

Growth over
last 5 years⁽¹⁾

44%

Working from
home⁽²⁾

17%

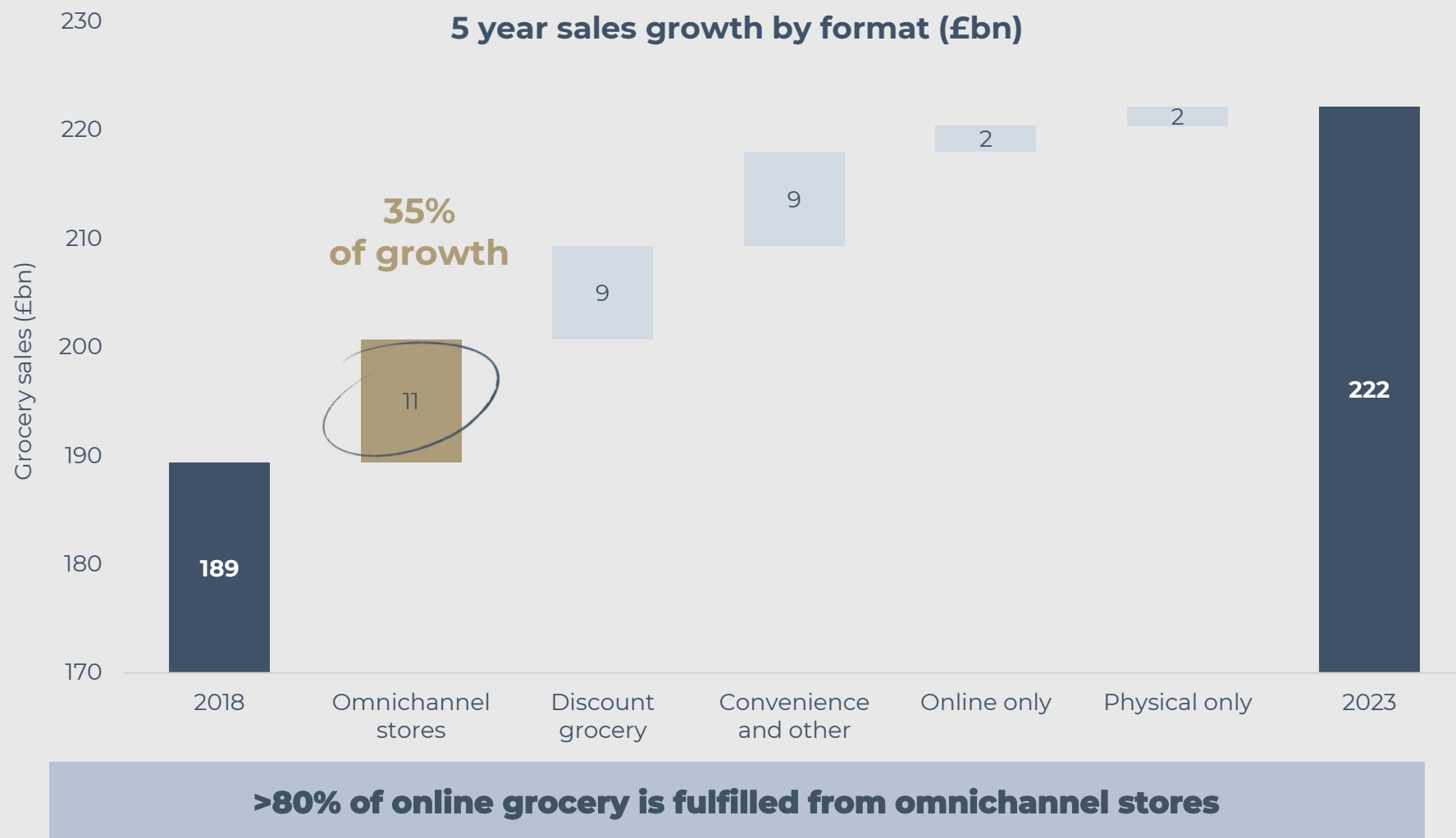
Grocery price
inflation⁽³⁾

3%

Projected
population
growth⁽⁴⁾

Photo: Tesco, Mansfield

Omnichannel - largest growth channel



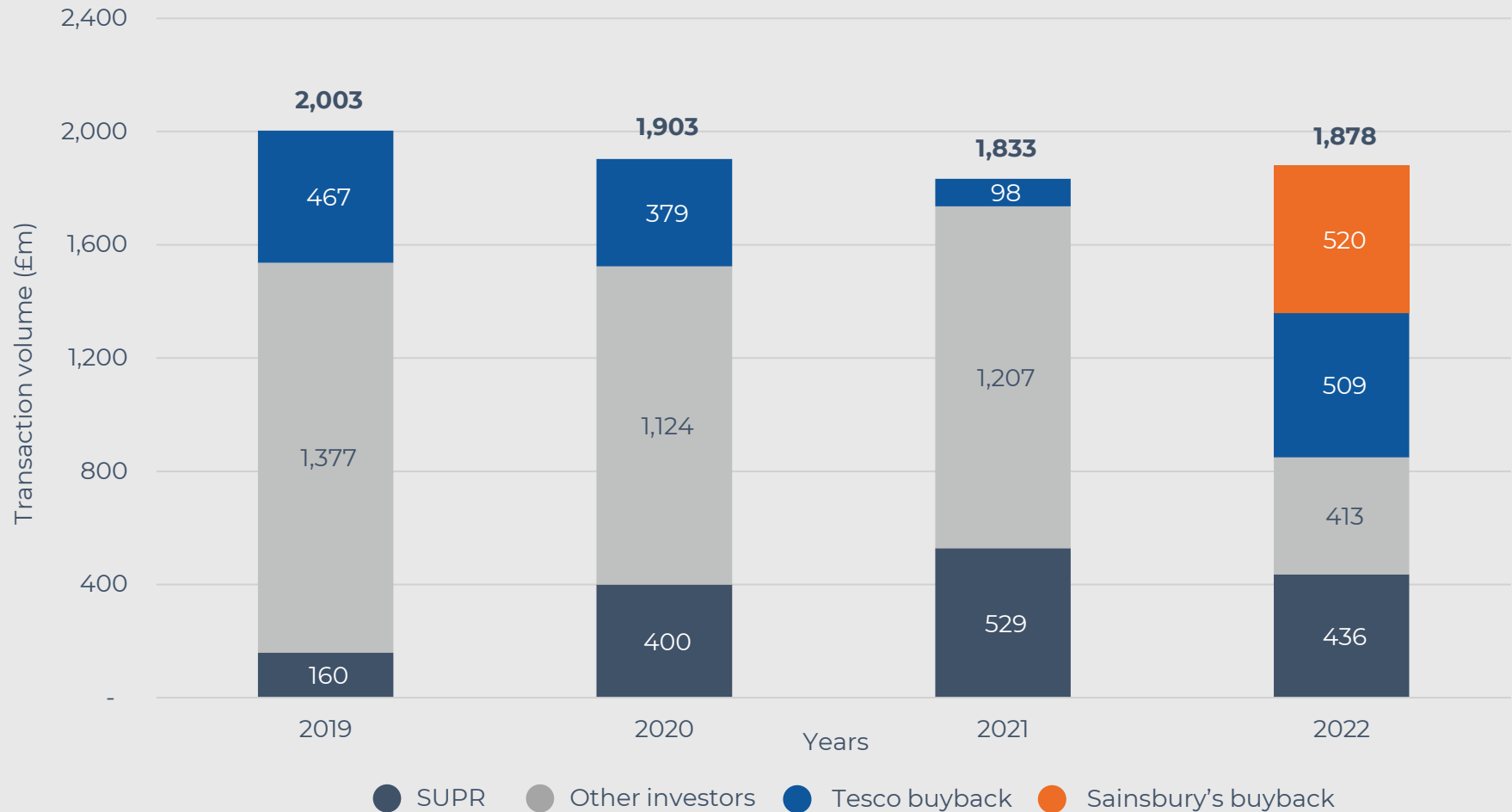
Tesco & Sainsbury's largest buyers of grocery property



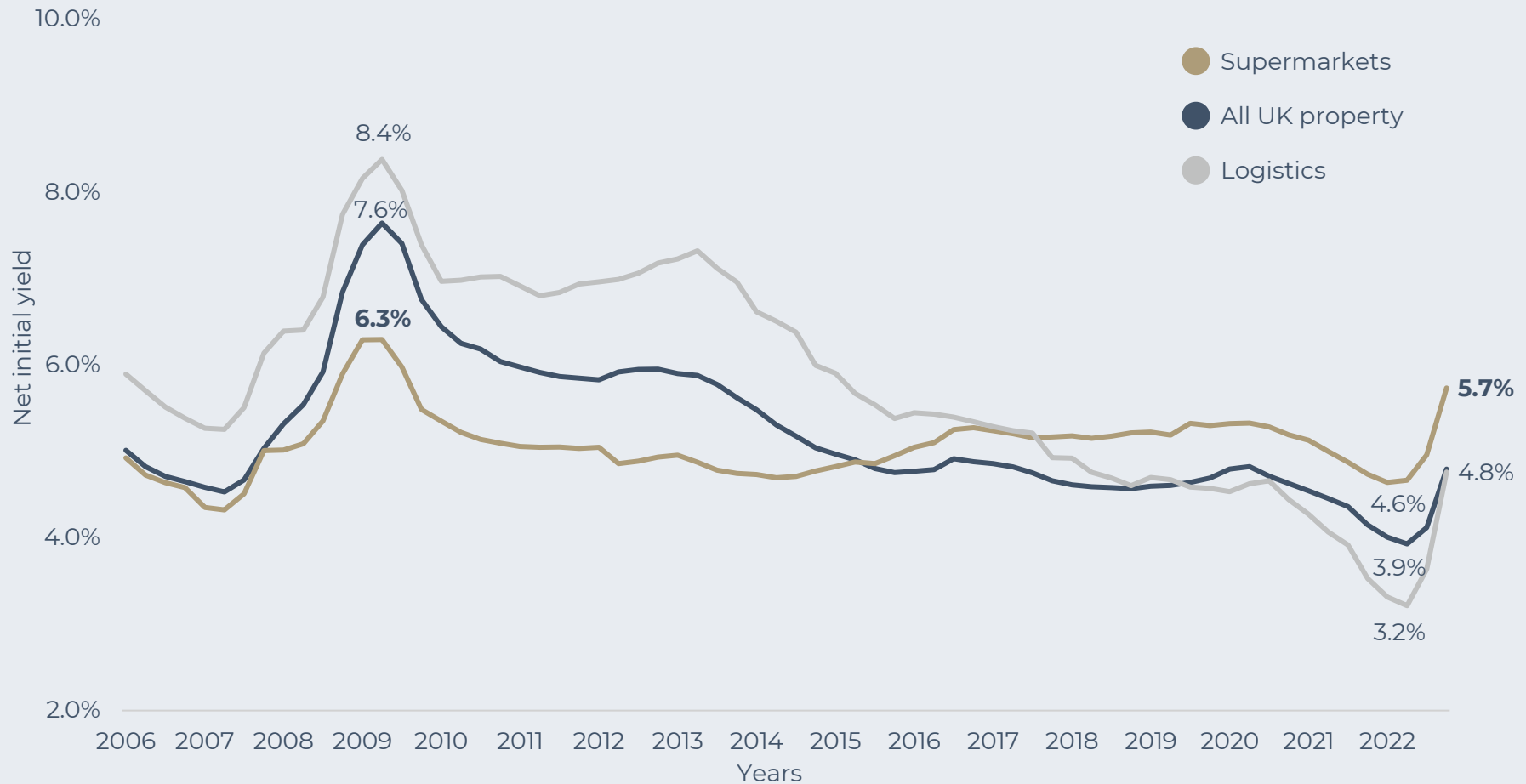
Vendors ⁽¹⁾	Transaction value £m
British Land Plc	1,028
SUPR & BA ⁽²⁾ JV	520
Legal & General Property	397
USS	333
Aberdeen Standard Investments	328
Aviva	324
Other	5,782
Total	8,713

Purchasers ⁽³⁾	Transaction value £m
SUPR	1,830
Tesco Plc	1,612
Realty Income	1,099
Sainsbury's	520
LXI REIT	277
Blackrock	156
Other	3,218
Total	8,713

Operator buybacks significant in 2022

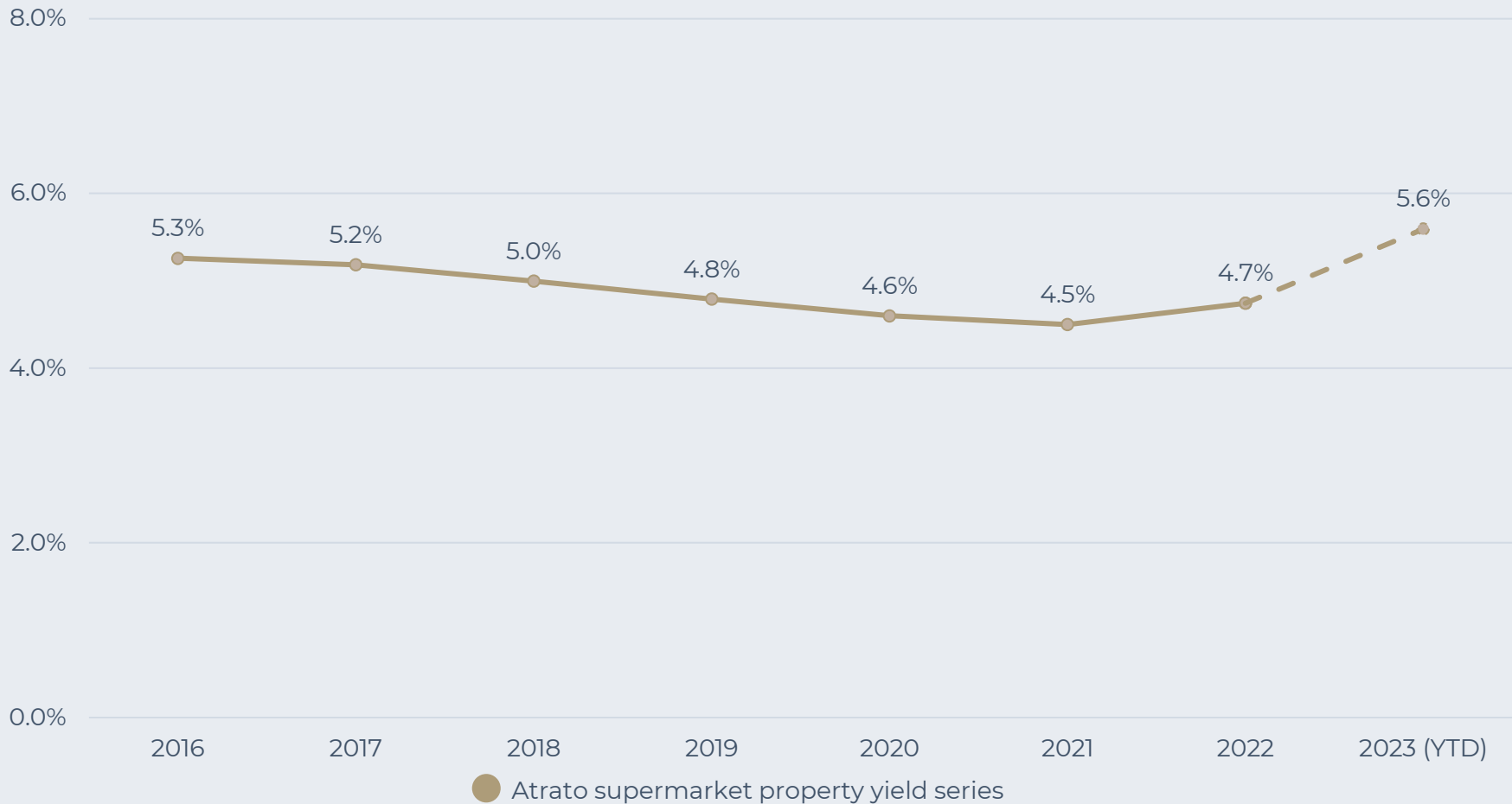


Supermarket property not immune to yield drift



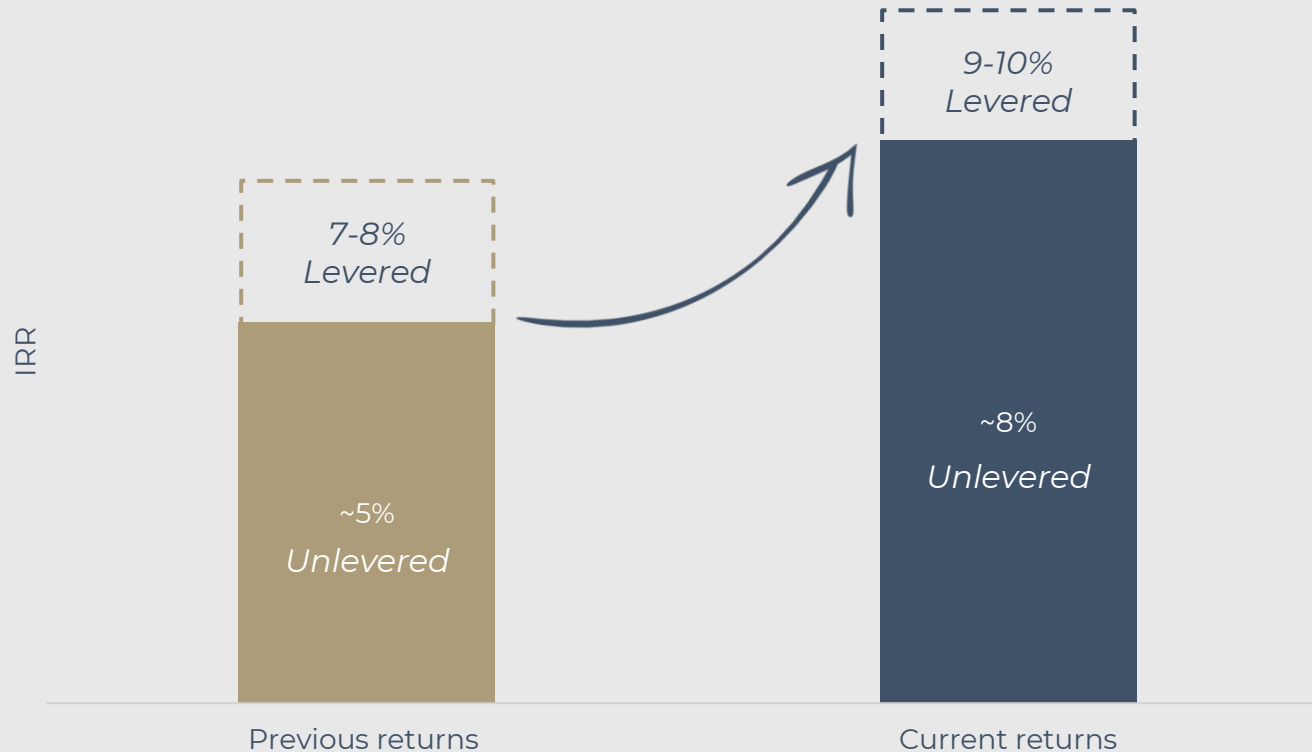
Past performance is not indicative of future results.

Atrato supermarket property yield series



Past performance is not indicative of future results.

Attractive returns in a high inflation environment



Forecasts are based on assumptions, estimates, opinions and hypothetical performance analysis, therefore actual results may vary, perhaps materially, from the results contained here.



Current Portfolio

Unique portfolio
Diversified income
Non-grocery
Omnichannel store
Sustainability
SRP investment
Outlook



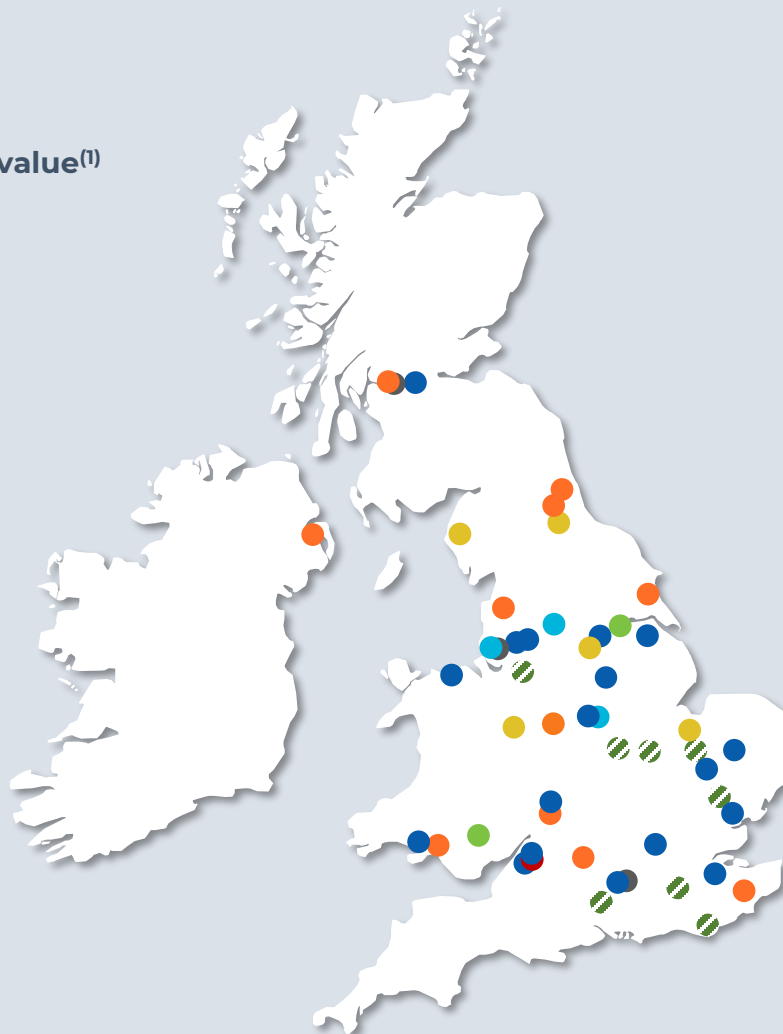
Image: Sainsbury's, Hesse

Unique portfolio of handpicked supermarkets



Map key and exposure by value⁽¹⁾

- Tesco 50%
- Sainsbury's 28%
- Morrisons 6%
- Waitrose 5%
- Asda 2%
- Aldi 1%
- M&S 1%
- Iceland⁽²⁾ <1%



50

Supermarkets

93%

Omnichannel
stores⁽¹⁾

4%

Average rent
to turnover⁽³⁾

Growth and diversification of income



100%

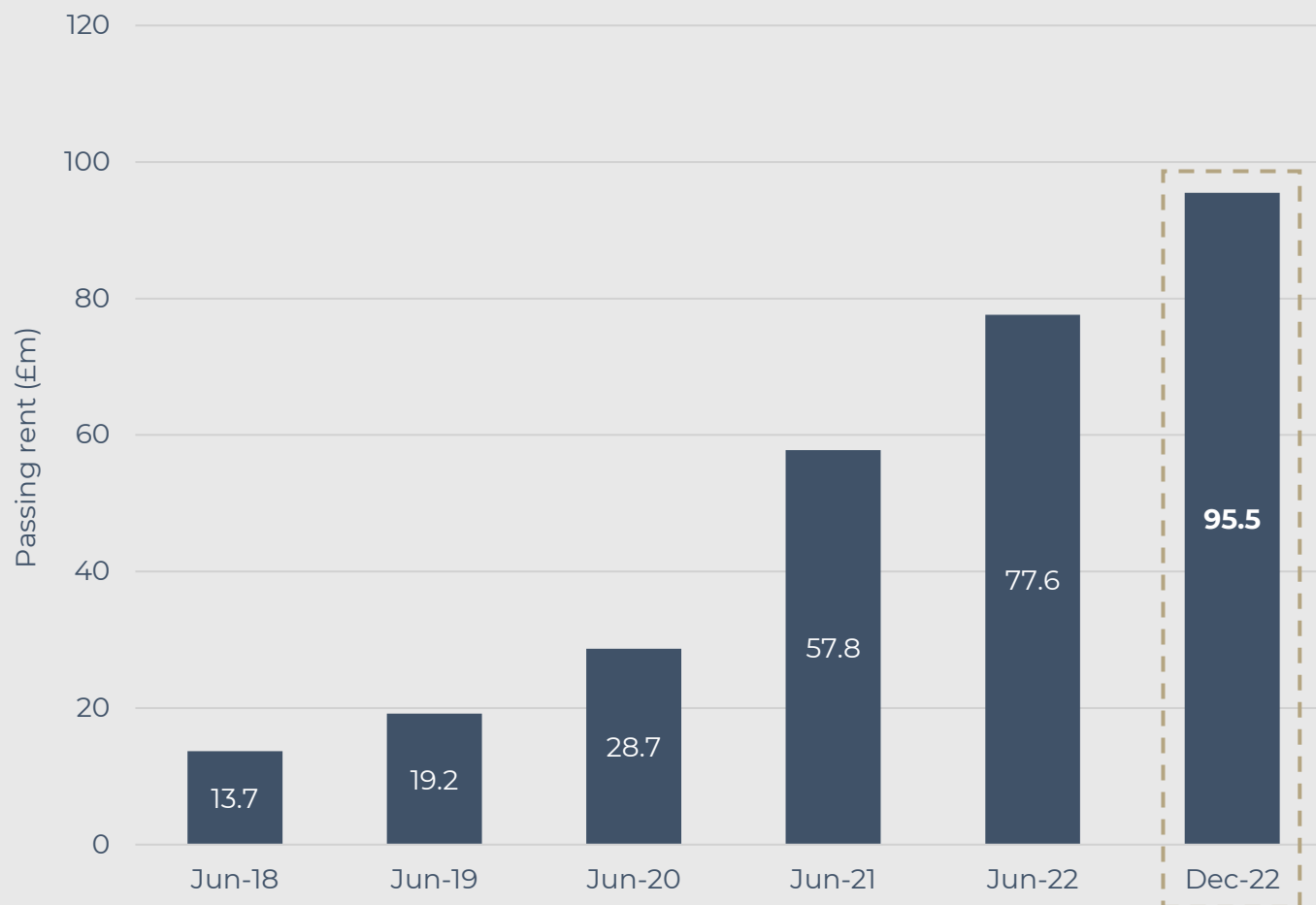
Rent collection
since inception

14yrs

Portfolio
WAULT⁽¹⁾

80%

Inflation-linked
rent⁽²⁾



Complementary non-grocery portfolio assets



Image: Costa and Superdrug, Chineham



Image: Bradley Stoke



Image: Pets at Home, Leicester



Image: Holland and Barratt, Leicester



Image: Starbucks, Bradley Stoke



Image: Boots, Chineham

Over 75% of non-grocery portfolio is essential retail⁽¹⁾

8.2%

Net initial
yield⁽¹⁾

4yrs

WAULT⁽¹⁾

7%

of Direct
Portfolio⁽¹⁾

Exposure by value⁽¹⁾

	Units	Value	% of Direct Portfolio
DIY	4	£19m	1.2%
Food and beverage	25	£18m	1.1%
Medical and pharmacy	12	£16m	1.0%
Other retail	17	£14m	0.9%
Local amenities	43	£13m	0.8%
Homeware	17	£12m	0.7%
Fashion	2	£5m	0.3%
Discount store	6	£5m	0.3%
Automotive	5	£4m	0.2%
Private rental	1	£1m	0.0%
Total		£106m	6.5%

Omnichannel stores as revenue centres



Tesco Thetford

Total site revenue: £65-75m pa⁽¹⁾

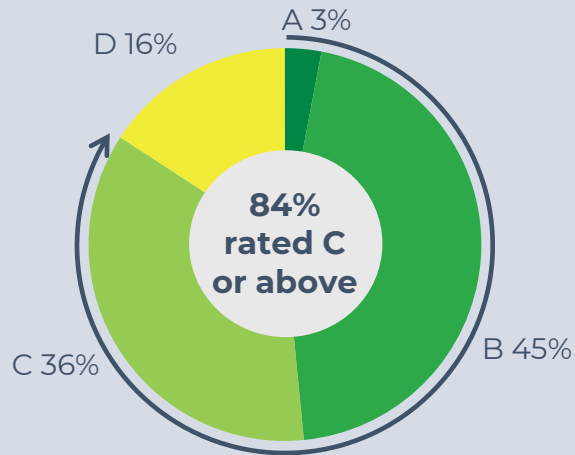


This graphic is for illustrative purposes only.

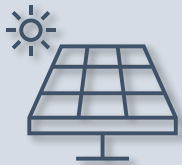
Further developing the sustainability strategy



Asset level



Direct Portfolio EPC⁽¹⁾



Tesco entered into a 20 year PPA



Terms agreed for EV charging at 8 sites

Working towards net zero

The Net Zero Asset Managers initiative

Signatory of the UNPRI associated pledge

TCFD TASK FORCE ON CLIMATE-RELATED FINANCIAL DISCLOSURES

Targeting full compliance ahead of 2025 deadline

Appointed specialists

 **Anthesis**

Science based carbon reduction target

CEN-ESG

Sustainability strategy

SRP: investment timeline



This graphic is for illustrative purposes only.

SRP: Sector specialism unlocking value



Invested £217m via JV into 26 Sainsbury's stores on short leases⁽¹⁾

Value created via underwriting Sainsbury's ongoing occupation

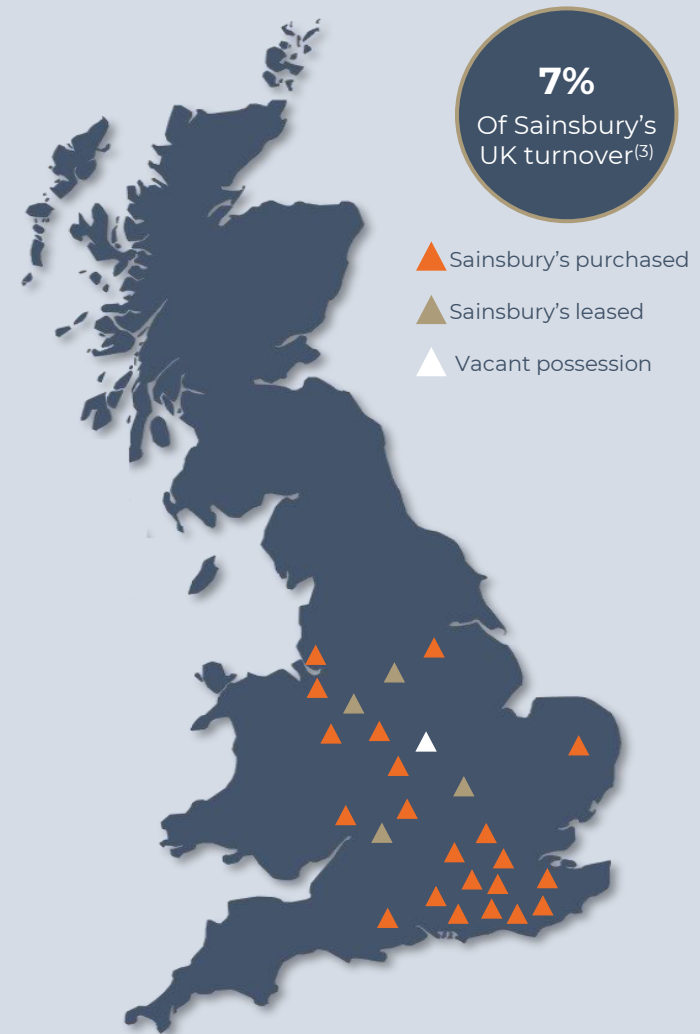


Sainsbury's purchase 21 stores for £1,040m
4 stores on new 15 year leases⁽²⁾
1 to be sold vacant possession



£431m sale proceeds due to be received mid 2023

1.9x money multiple & IRR 30%



1) Including BAPTIL's stake in the JV. Excludes costs

2) Subject to five yearly open market rent reviews and a tenant break at year 10

3) Based on Atrato Capital research



SRP average annualised income £12m⁽¹⁾

Net sales proceeds on disposal £228m⁽²⁾

Deployment options

Store acquisitions⁽³⁾

£13m income
+ inflation

Repay debt⁽⁴⁾

£11m saved

Share buyback

Under review

There is no certainty that these hypothetical circumstances will come to pass and should not be taken as an indication or guarantee of any future transaction.

The outlook for Supermarket Income REIT



STRUCTURALLY
SUPPORTED
GROWTH SECTOR

HIGHLY
CONTRACTED,
INFLATION-
LINKED RENTAL
GROWTH

BALANCE SHEET
FLEXIBILITY AND
SUSTAINABLE
DIVIDEND

ATTRACTIVE
LEVERED
RETURNS FROM
VALUE ADD
TRANSACTIONS

Image: Tesco, Colchester



Appendix: Financial

EPRA metrics

Adjusted earnings reconciliation

IFRS income statement

IFRS balance sheet

Joint venture income statement

Joint venture balance sheet

Debt metrics



Photo: Morrisons, Dalton Park



	As at 31-Dec-22	As at 31-Dec-21
EPRA NTA per share	92 pence	113 pence
EPRA NRV per share	102 pence	123 pence
EPRA NDV per share	97 pence	113 pence
	Six months to 31-Dec-22	Six months to 31-Dec-21
EPRA EPS	2.6 pence	3.1 pence
EPRA NIY	5.3%	4.6%
EPRA cost ratio	16.7%	15.8%

Adjusted earnings reconciliation



	Six months to 31-Dec-22 £m	Six months to 31-Dec-21 £m
Adjusted earnings	36.4	26.9
Less:		
Swap income on hedging instruments	(2.1)	-
Non-recurring debt restructuring costs	(1.5)	-
EPRA earnings	32.8	26.9
EPRA earnings per share	2.6 pence	3.1 pence

IFRS income statement



	Six months to 31-Dec-22 £m	Six months to 31-Dec-21 £m
Net rental income	45.9	32.6
Administrative and other expenses	(7.9)	(6.2)
Change in fair value of properties	(248.1)	11.0
Change in fair value of interest rate derivatives ⁽¹⁾	(1.0)	-
Share of income from joint venture	18.9	37.2
Operating Profit	(192.2)	74.6
Finance expense	(10.4)	(5.7)
Profit/(loss) for the year	(202.6)	68.9
Fair value movement of derivatives	1.8	2.2
Total comprehensive income/(expense)	(200.8)	71.1



	As at 31-Dec-22 £m	As at 30-Jun-22 £m
Investment property	1,625.1	1,561.6
Financial assets held at amortised cost	10.7	10.6
Investment in joint venture	197.8	177.1
Other non-current assets	32.0	5.3
Cash and cash equivalents	35.4	51.2
Trade and other receivables	7.5	1.9
Other current assets	15.5	0.3
Total assets	1,924.0	1,808.0
Bank borrowings	(685.4)	(348.5)
Deferred rental income	(21.2)	(16.3)
Trade and other payables	(19.7)	(10.7)
Total liabilities	(726.3)	(375.6)
Net assets	1,197.7	1,432.5
Share capital	12.4	12.4
Share premium	497.3	494.2
Capital reduction reserve	741.8	778.9
Retained earnings	(60.7)	141.9
Cash flow hedge reserve	6.9	5.1
Total equity	1,197.7	1,432.5

Joint Venture – income statement



	Six months to 31-Dec-22 £m	Six months to 31-Dec-21 £m
Rental income	26.9	26.6
Expenses	(0.2)	(0.2)
Finance cost	(6.8)	(7.7)
Taxation	(1.8)	(1.7)
Joint venture earnings (undistributed)	18.1	17.0
Change in fair value of investment properties	38.0	128.8
Change in fair value of derivatives	5.8	4.4
Joint venture profit (undistributed)	61.9	150.2
SUPR share of joint venture profit	18.9	37.2

All free cash flow from the Sainsbury's Reversion Portfolio is used to amortise the bonds to a bullet maturity of £315m upon expiry in 2023

Joint Venture income reconciliation



	Six months to 31-Dec-22 £m	Six months to 31-Dec-21 £m
EPRA net income from joint venture (undistributed)	7.4	6.2
Share of fair value gain on investment properties	11.5	31.0
IFRS net income from joint venture (undistributed)	18.9	37.2

Joint Venture – balance sheet



	As at 31-Dec-22 £m	As at 30-Jun-22 £m
Portfolio valuation ⁽¹⁾	1,104.1	1,066.0
Rent receivable	35.1	29.9
Bonds notional value ⁽²⁾	(324.0)	(338.6)
Interest accruals & other liabilities ⁽³⁾	(57.2)	(61.3)
Book value	758.0	696.0
SUPR share of net assets	197.8	177.1
Purchase price ⁽⁴⁾	108.5	108.5



Group	As at 31-Dec-22	As at 30-Jun-22
Loan to value (LTV)	40%	19%
Interest cover	3.6x	4.5x
Weighted average cost of debt	2.97%	2.64%
% of debt fixed or hedged	100%	61%
Cash and undrawn facilities (£'000)	206,909	492,400
Weighted average maturity of debt ⁽¹⁾	4 years	4 years
Unsecured credit rating (Fitch)	BBB+	BBB+



Appendix: General

Investment strategy
Board and Investment Adviser
Key terms
Share price performance
Portfolio breakdown
Inflation
UK grocery sector
Grocery locations
Returns and comparables
Addressable market



Sorry...

Image: Tesco, Sheffield

Pillars of our investment strategy



**LONG INFLATION-LINKED
INCOME**



**FUTURE PROOFED
STORES**



**REAL ASSET BACKING
LARGE FLEXIBLE SITES**



New Board appointment

Sapna Shah

Independent Director



Sapna Shah was appointed to the Board as a non-execute director as of 1st March 2023.

Sapna has 20 years of investment banking experience advising UK companies, including listed REITs and investment companies on IPOs, equity capital market transactions and mergers and acquisitions. Sapna is a Senior Adviser at Panmure Gordon Limited and prior to this held senior investment banking roles at UBS AG, Oriel Securities and Cenkos Securities. She has previously served on the advisory committee for a private solar energy company.

Sapna was appointed as a non-executive director of The Association of Investment Companies ("AIC") in 2021 and is a member of the AIC remuneration committee.

Supermarket Income REIT Board of Directors



Nick Hewson
Chairman



Vince Prior
Senior Independent
Director



Jon Austen
Chair of Audit
Committee



Cathryn Vanderspar
Independent
Director



Frances Davies
Independent
Director

Atrato Capital Senior Team

Investment Adviser to Supermarket Income REIT



Ben Green
Principal



Steve Windsor
Principal



Natalie Markham
CFO



Steven Noble
CIO



Justin King
Senior Adviser



Robert Abraham
Managing Director



Haffiz Kala
Finance Director



Chris McMahon
IR Director



The Company	• UK listed REIT • London Stock Exchange Main Market, Premium Segment
Gearing	• Targeted average leverage of 30-40% through the cycle
IRR	• Target IRR of 7 to 10%⁽¹⁾
Governance	• An independent board of directors; compliant with the AIC Corporate Governance Code
Management	• Atrato Capital as Investment Adviser • JTC Group as AIFM
Investment Adviser fee	• Management fee based on NAV less uninvested cash based on the following tiers: • 0.95% up to £500 million; • 0.75% between £500 million to £1 billion; • 0.65% between £1 billion to £1.5 billion; • 0.45% between £1.5 billion to £2 billion; • 0.40% above £2 billion • 25% of the management fee will be received in shares
Management & Board investment	• £3.5 million⁽²⁾
KIID Ratios ⁽³⁾	• Ongoing costs: 1.30% • Transaction costs 0.46%⁽⁴⁾

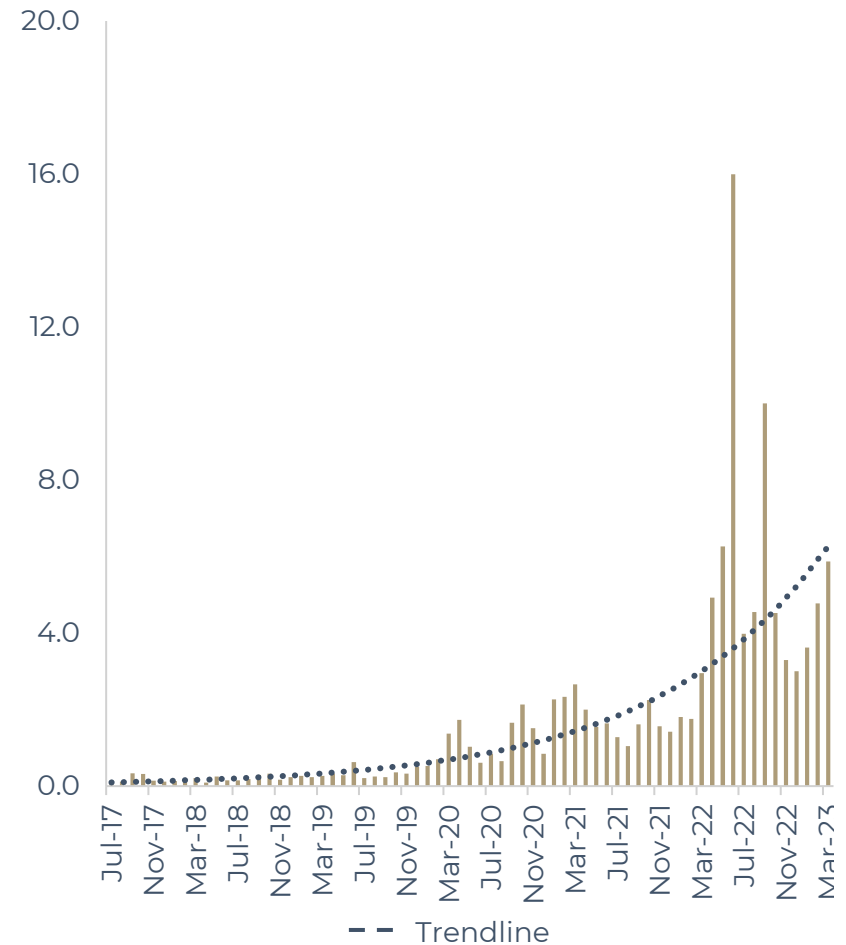
Share price performance



Relative share price performance since IPO (£p)⁽¹⁾



Trading volume since IPO (£p)⁽²⁾

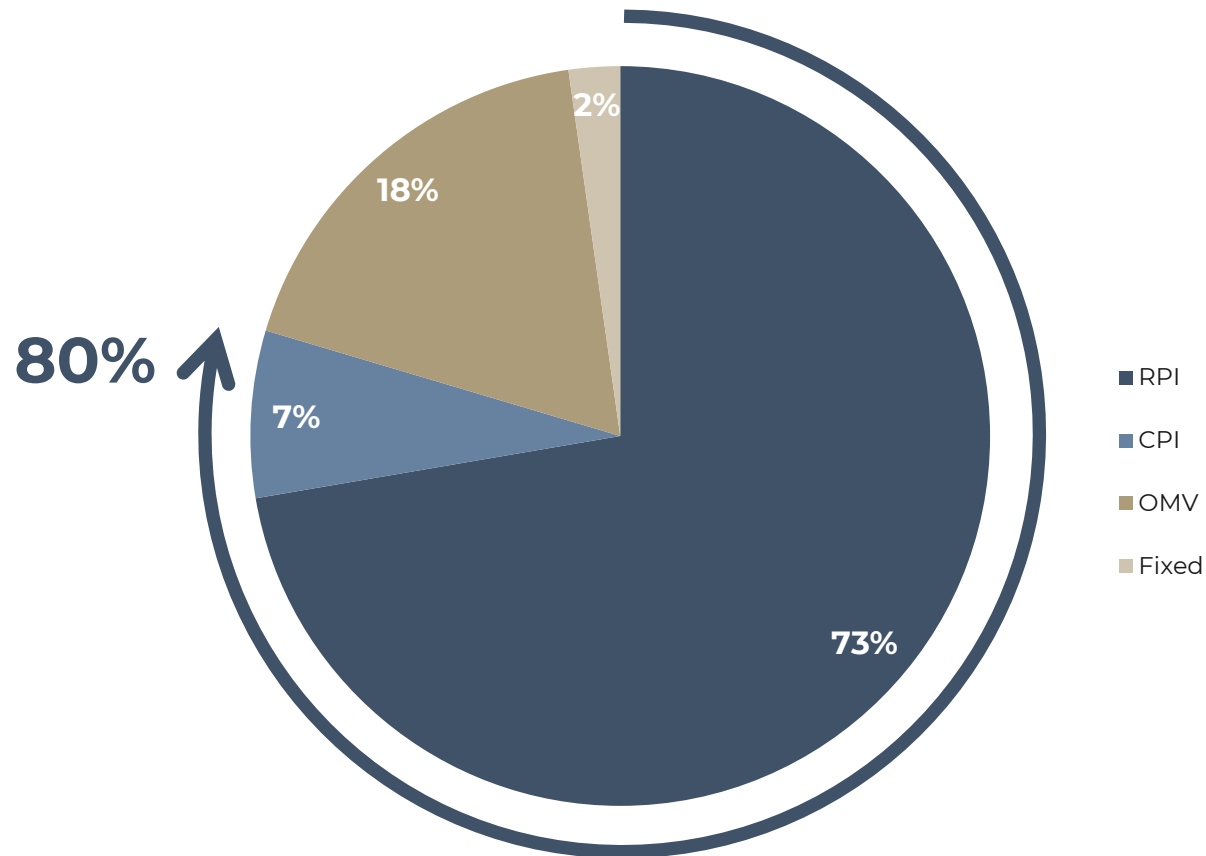


SUPR portfolio breakdown

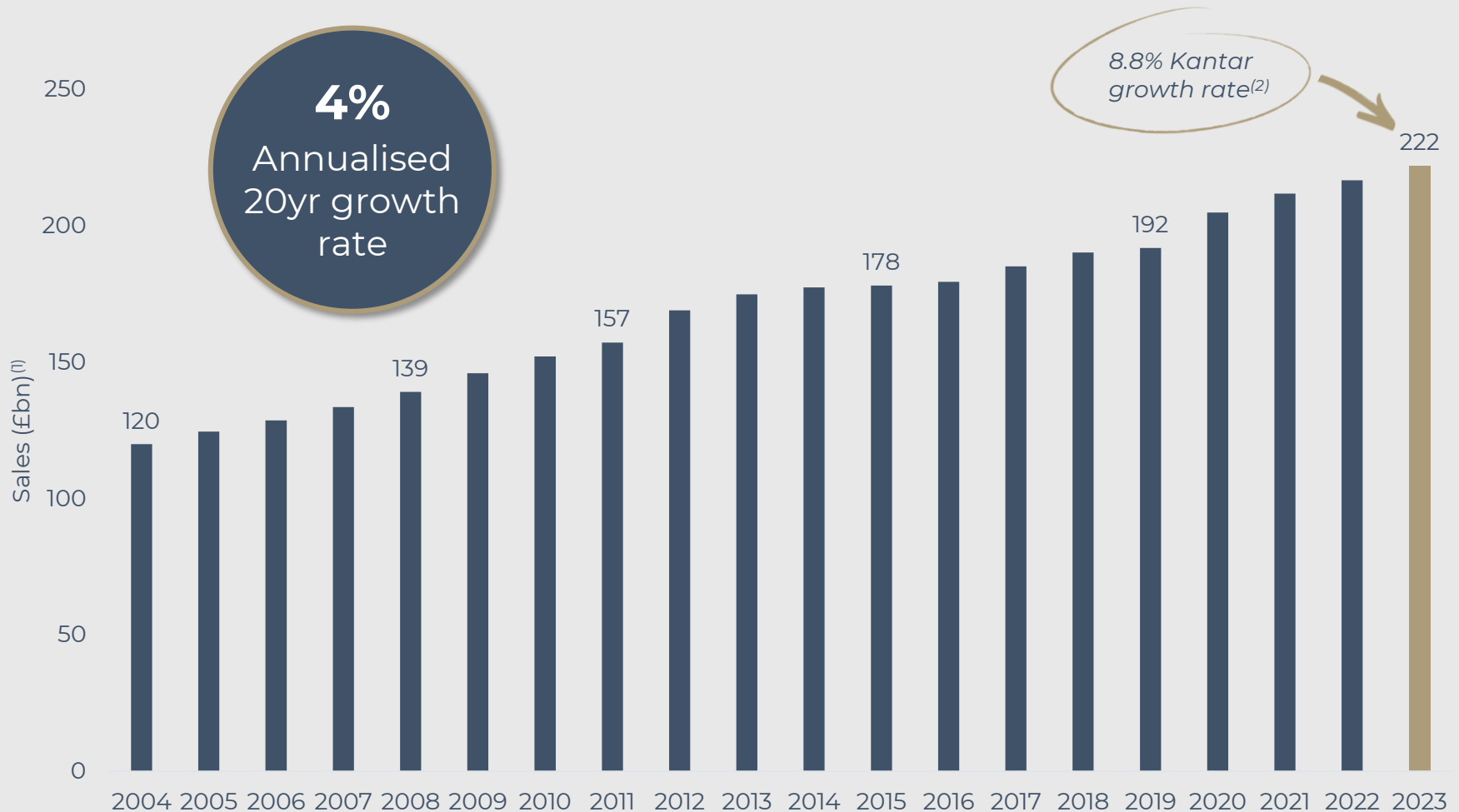


	Direct Portfolio – supermarkets	Direct Portfolio – non-grocery
Portfolio valuation	£1526m	£106m
Passing rent ⁽¹⁾	£86.2m	£9.3m
Net initial yield	5.3%	8.2%
WAULT	15 yrs	4 yrs
Vacant units	0	7
Average rent per sq.ft	£25	£17

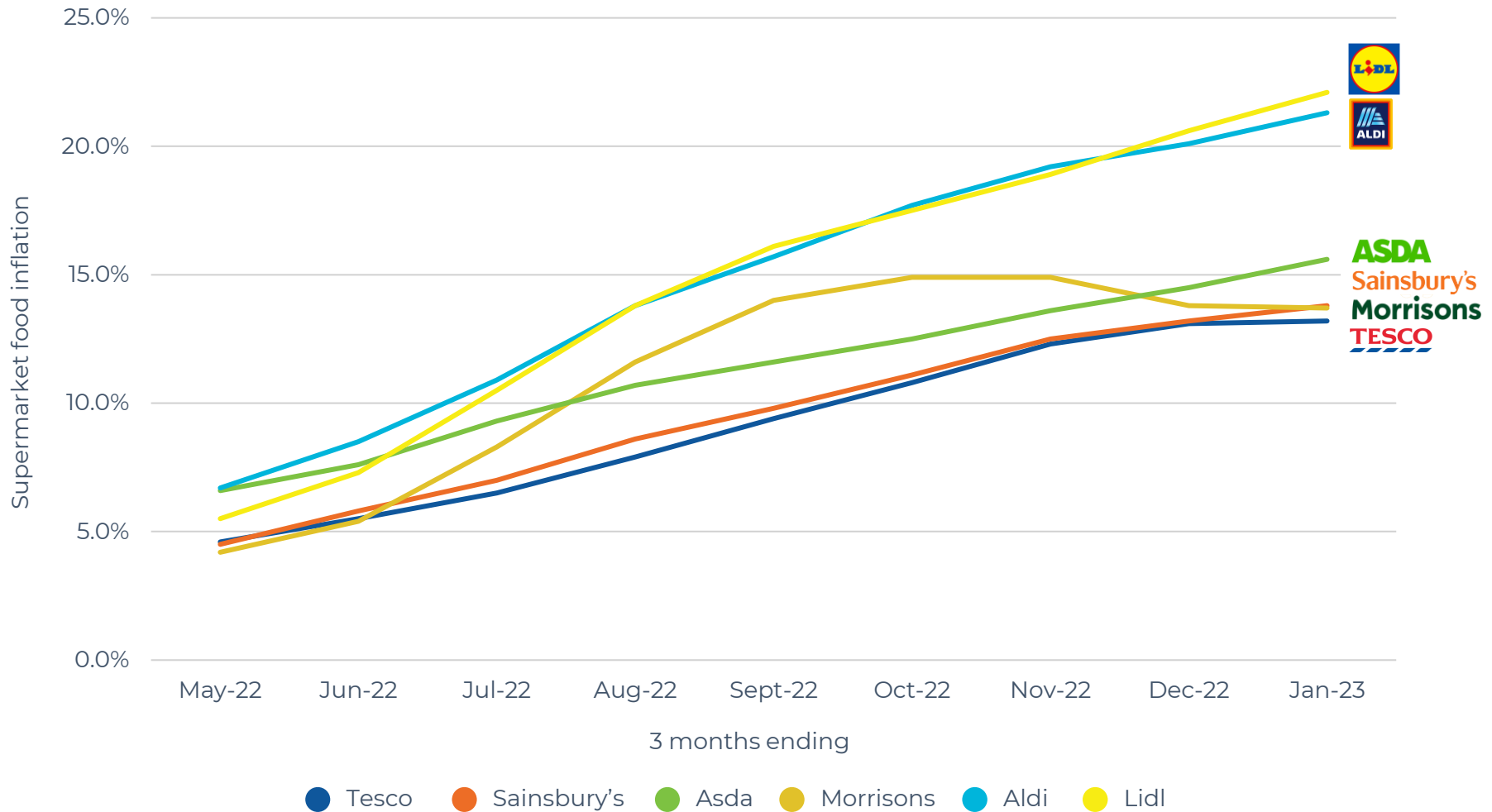
80% inflation-linked rent reviews



UK grocery market - 20 years of resilient growth



Discounters inflating quicker to preserve fine margins



UK grocery: national operators of significant scale



	78% of SUPR portfolio						
	TESCO	Sainsbury's	Morrisons	WAITROSE	ASDA	ALDI	LIDL
No. of stores ⁽¹⁾	905	597	497	263	582	990	950
Market share ⁽²⁾	27.3%	15.2%	9.0%	4.7%	14.3%	9.4%	7.1%
Est revenue (£bn) ⁽³⁾	51.5	25.2	15.6	7.2	21.4	12.7	8.7
Margin ⁽⁴⁾	7.7%	7.3%	4.8%	5.7%	5.6%	<1%	1%
Credit rating ⁽⁵⁾	BBB-/Baa3	-	B+/B2	-	BB-/	-	-
SUPR's portfolio							
No. of stores	18	11	5	8	2	3	-
% by value ⁽⁶⁾	50%	28%	6%	5%	2%	1%	-

1) IGD data, includes hypermarket, superstores and supermarkets

2) Kantar data 12 weeks ending 19 February 2023

3) IGD forecast revenues for 2023

4) As per latest company accounts available on Companies

House as at 29 March 2023 (Tesco, Sainsbury's and Morrisons: EBITDA margin)

5) Fitch/Moody's credit ratings for Tesco, Morrisons (Market Holdco 3) and Asda (Bellis Finco).

6) Direct Portfolio based on 31 December 2022 valuations

Targeting strong trading grocery locations



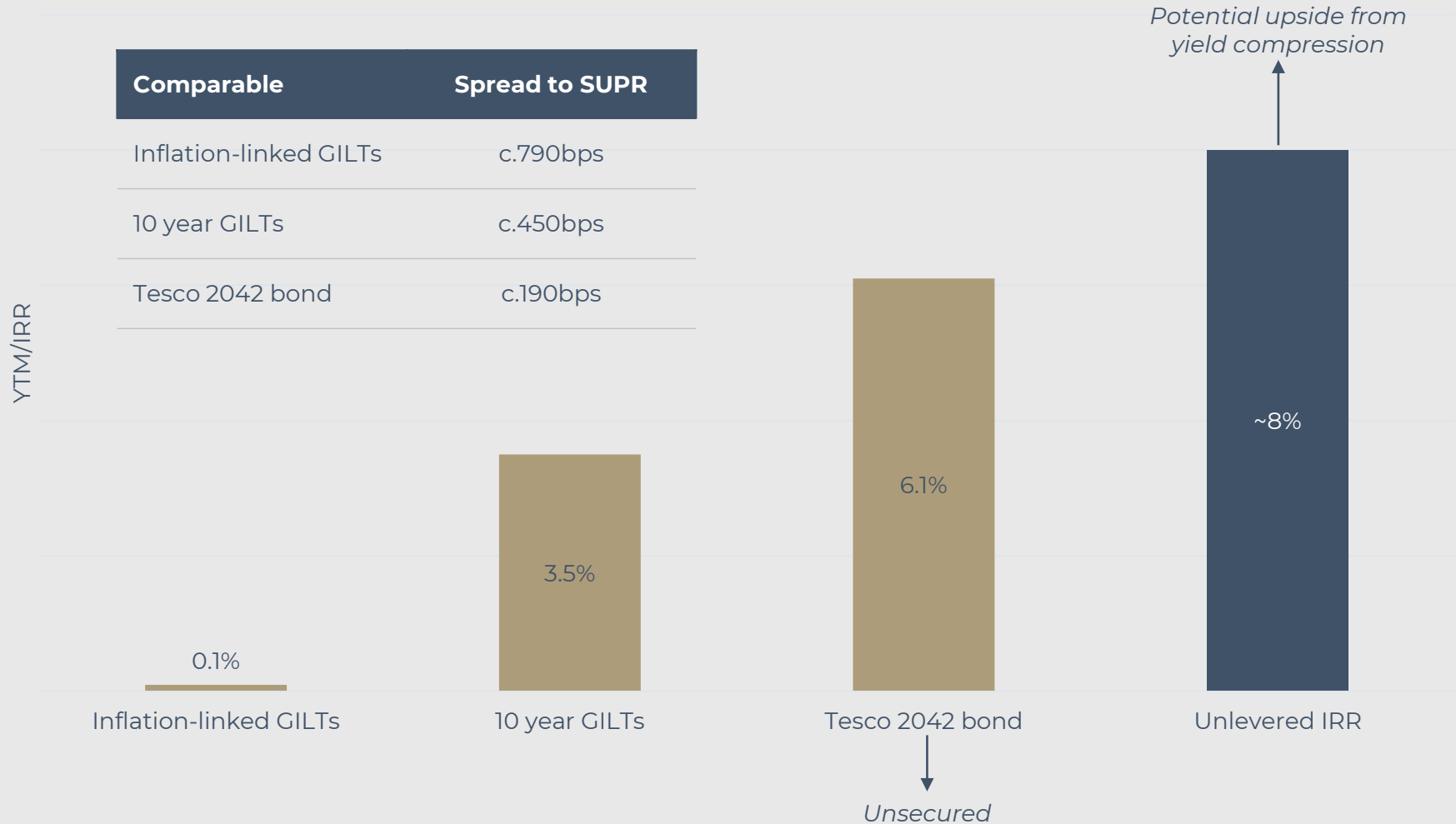
**Wolverhampton:
sold to Tesco in 2020**

Grocery location since 1980's with Safeway until Morrisons required to sell

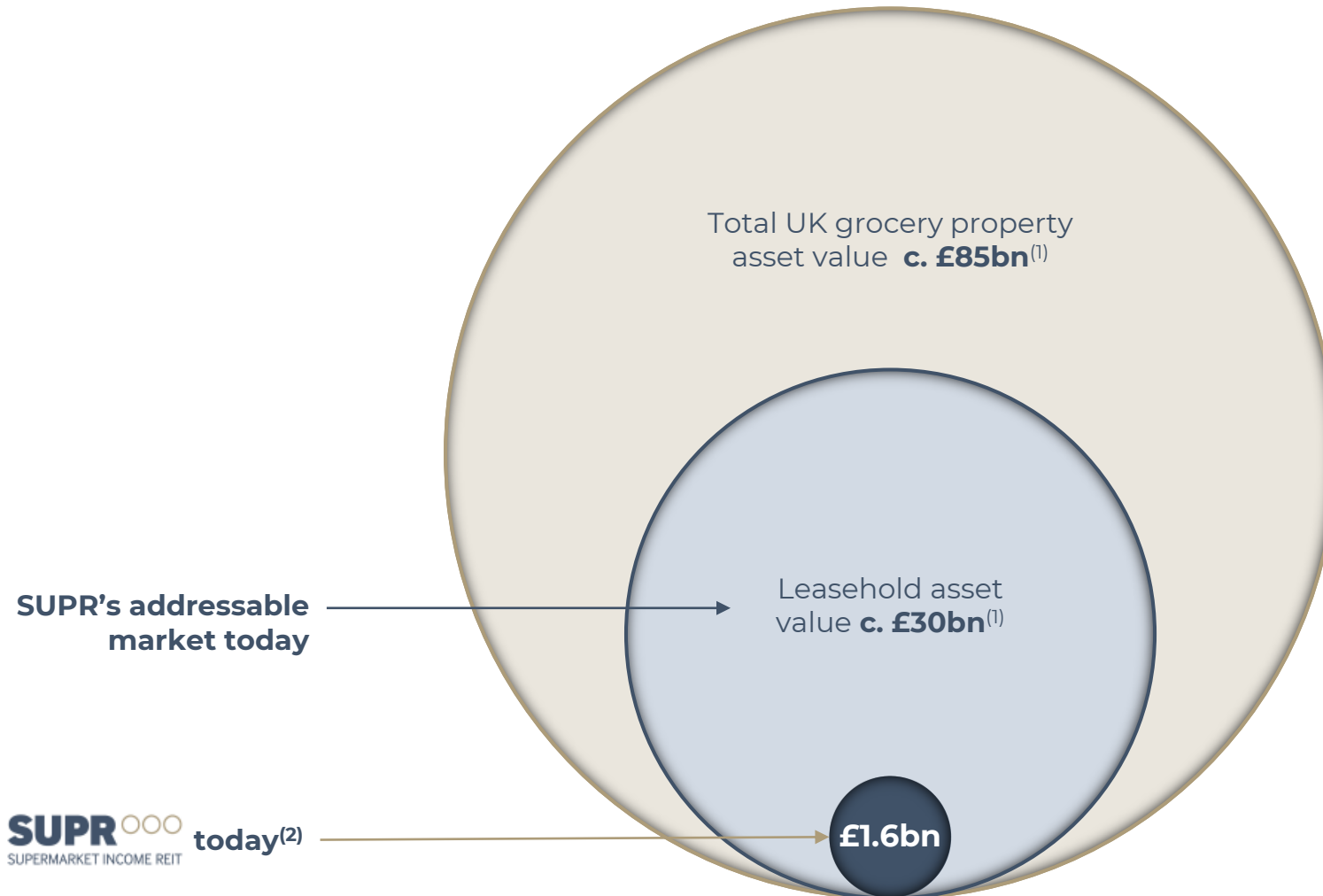
Shortage of suitable alternative locations for Tesco

Alternative occupier demand key for weaker tenant covenants

Strong relative value



SUPR's addressable market



These figures are based on assumptions, estimates, opinions and hypothetical performance analysis, therefore actual results may vary, perhaps materially, from the figures contained here.

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