

















### **RESULTS PRESENTATION**

FOR THE PERIOD FROM INCORPORATION ON 1 JUNE 2017 TO 30 JUNE 2018

# Agenda

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### Contact

Supermarket Income REIT plc Office Address: 8 Greencoat Place London SW1P 1PL

Telephone: +44 20 3790 8087 Email: <a href="mailto:contact@atratocapital.com">contact@atratocapital.com</a>

www.supermarketincomereit.com





Ben Green Principal Atrato Capital



Steve Windsor Principal Atrato Capital



Steven Noble
Partner Atrato Capital



Natalie Markham CFO



### Highlights for the Period since IPO

#### £255 million Invested in the Period since IPO

- · £100 million equity raised at IPO
- £85 million from two oversubscribed follow on fundraisings
- 32.4% net loan to value ratio as at 30 June 2018

#### Five omnichannel supermarkets acquired

- £13.7million annualised rental income
- 4.9% NIY
- 19 years WAULT
- · Upward only, RPI-linked rent reviews
- 4.1% increase in valuation over purchase price

#### 8% total shareholder return for the Period

- 5.5% dividend declared
- 2.5% increase in share price
- Returns in line with IPO target

#### Post balance sheet events

- Acquisition of Morrisons, Sheffield total annualised rent now £16.7 million
- Net loan to value increase to 43.6% post acquisition
- Dividend target of 5.63p per share for FY 2018/19

8%

Total shareholder return for the Period (1)

### 5.5 pence

Dividend declared for the Period

### 96 pence

EPRA NAV as at 30 June 2018

32% LTV - net

Loan to value ratio 30 June 2018

### 4 weeks

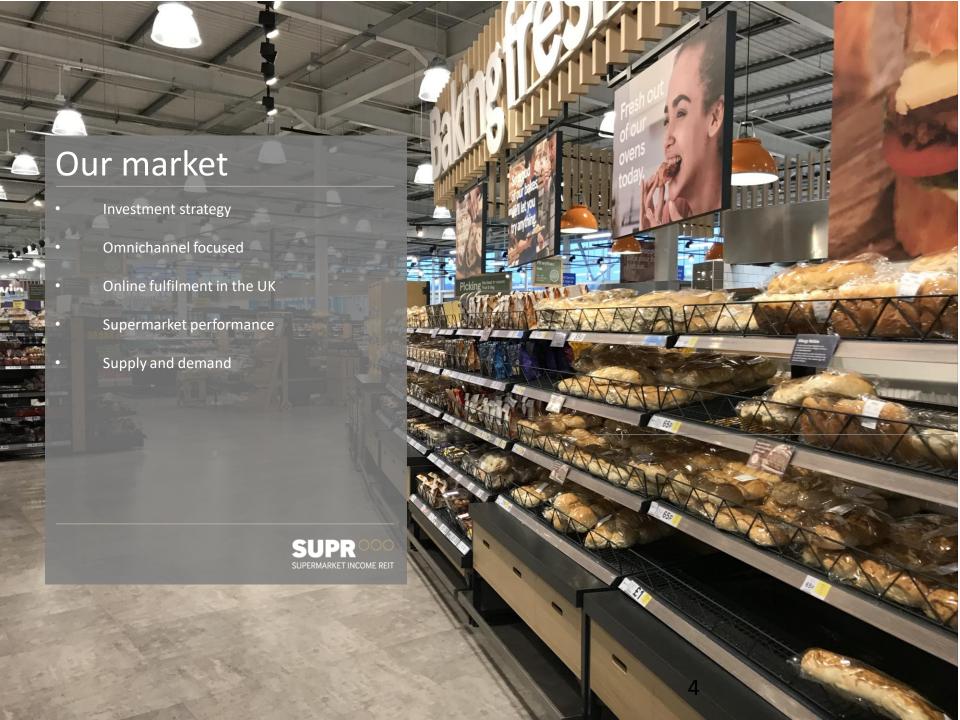
Average period for investment of equity

102%

Dividend cover ratio (3)



- (1) Total shareholder return is calculated as the 2.5% increase in share price since IPO to 30 June 2018 plus 5.5 pence dividend per share declared over the period
- (2) Valuation increase over total acquisition costs excluding purchaser costs
- (3) Cover ratio based on EPRA earnings plus cash divided by dividends declared 98%

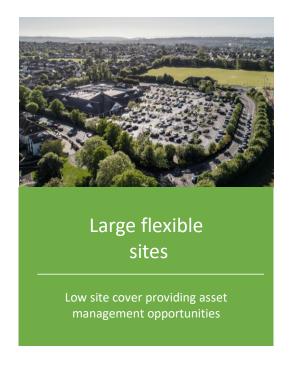


## Highly specific investment strategy

Index linked income from omnichannel focused grocery stores







5.5% Dividend yield

Growing with RPI linked rents

+

Capital upside potential

### Investing in the future model of UK Grocery

Since 2000, the major operators have built a network of omnichannel stores combining **supermarkets** (the most dominant channel) **with online** (the fastest growing channel)

Omnichannel stores have optimal characteristics for last mile fulfilment

- Larger full range stores urban warehouse
- Situated in population centres key for last mile logistics
- Modern flexible buildings operating multiple models instore, home delivery and click and collect

Today, last mile distribution has become an increasingly important part of the UK logistics delivery chain

Amazon in aggressive bid for 42 Homebase stores
to operate last mile distribution

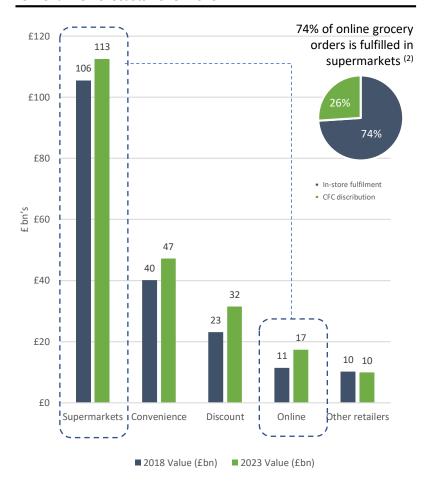
August 2018

Last mile warehouses reach for the sky as demand soars – rental growth expected to accelerate

May 2018

FT

#### IGD Channel forecasts 2018 -2023 (1)





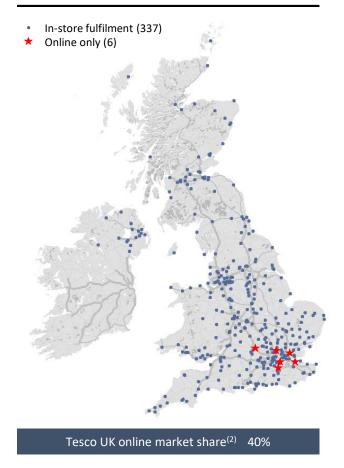
Source IGD

(2) Atrato Capital , IGD, Retail Gazette sales data from Tesco, Sainsbury's, Asda and Ocado

### Online grocery fulfilment in the UK

#### Tesco's online distribution network (1)

- Online only fulfilment centres limited to M25 area where population density justifies capex
- 5.6 million population within 60 mins drive time from Tesco Croydon online only facility (1)
- Property prices means London is poorly served by supermarkets floorspace is is 30% below average national levels. (3)



#### Sainsbury's online distribution network (1)



90% of Tesco, Sainsbury's, Asda and Waitrose online grocery orders is fulfilled in-store (3)



- (1) Based on Atrato Capital research, www.maps.espatial.com
- IGD 2017
- 3) Atrato Capital research IGD, Retail Gazette and Tesco, Sainsbury's, ASDA and Ocado websites.
- (4) CBRE In-Grocery report 2017

### The world is adopting the current UK model of online grocery

### 2007 amazonfresh

Amazon launch Fresh, selling and delivering grocery through its fulfilment centres

> Move to omnichannel

> > 2016



Supply agreement with Morrisons with orders fulfilled and delivered from stores

2017



Amazon moves from clicks to bricks with \$13.7 billion Whole Foods acquisition

2012

### Alibaba | TMAIL.COM

Alibaba launches TMALL Supermarket selling grocery via its network of distribution centres

Move to omnichannel

2016







Alibaba Launches physical supermarket Hema, combining online and offline shopping

2018

Alibaba's Jack Ma announces 2,000 Hema stores to open across China

2011



Walmart commences testing on home delivery service, not until 2014 is click and collect launched

> Move to omnichannel

> > 2016



Walmart pays \$3 billion for Jet.com, acquiring best in class online retail platform

2018



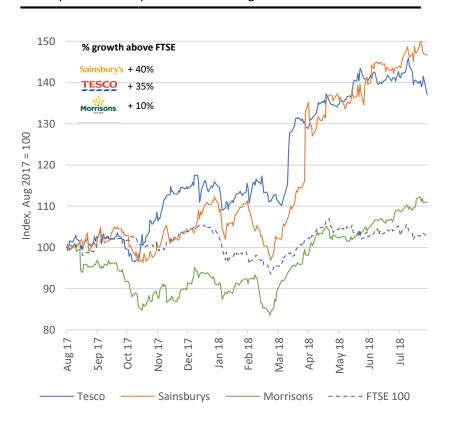
Click and collect to be in 2,200 Walmart stores across the USA



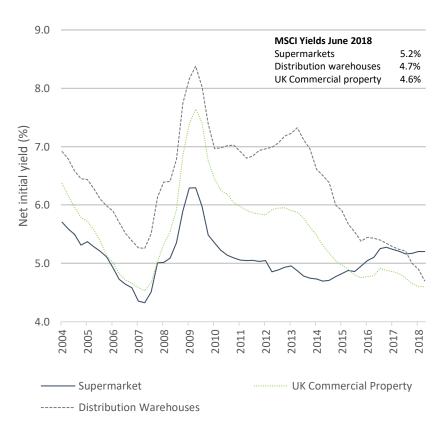
### Supermarket yields offer value

Supermarket operators performed strongly over the Period, however, supermarket property yields continue to offer value

#### Share price relative performance – Aug 2017 – June 2018 (1)



#### Supermarket property yields 2004 to 2018 (2)





Bloomberg
 MSCI

# Supply and demand

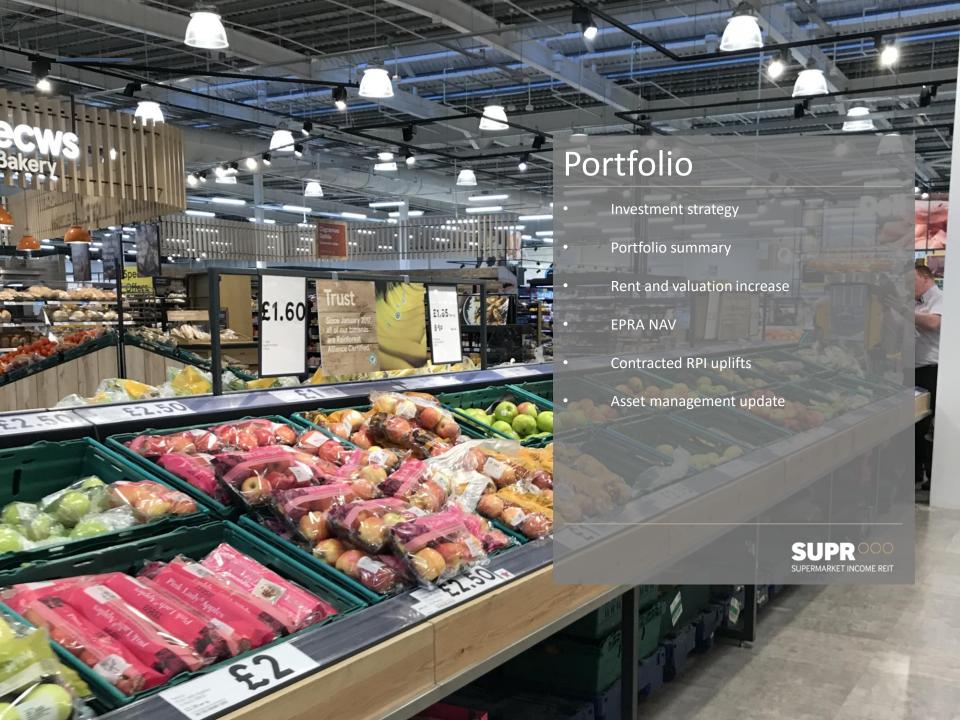
SUPR is the leading buyer of indexed linked supermarkets

Purchaser of supermarkets June 2017 to June 2018 (1)

Vendors of supermarkets June 2017 to June 2018 (1)

	£ Millions		
Supermarket Income REIT	255		
Councils <sup>(2)</sup>	124		
Argo Real Estate (2)	111		
Legal & General	52		
Rosette Merchant Bank	50		
LaSalle	48		
Tesco Plc	44		
Invesco	43		
Other	494		
Total	1,221		

	£ Millions
British Land	158
Legal & General (inc Cumbernauld and Scunthorpe stores)	142
Aberdeen (Inc Bristol store)	119
Aviva Investors	87
NFU (Ashford Store)	80
TH Real Estate	66
Bowmer & Kirkland	50
M&G Real Estate (Inc Thetford store)	43
Other	477
Total	1,221



### Our Portfolio

Omnichannel focus underpinned by strong covenants



### Portfolio Summary as at 30 June 2018

Valuation	£265 million
Valuation yield	4.9%
WAULT	19 Yrs
Rent reviews	Annual RPI
Off market transactions	100%
Valuation increase over acquisition price (1)	4.1%
Average rent increase	3.6%

Portfolio tenant mix by annualised passing rent (including post balance sheet events) (4)



#### Portfolio key

- 1 Tesco, Cumbernauld
- Tesco, Scunthorpe
- 3 Morrisons, Sheffield

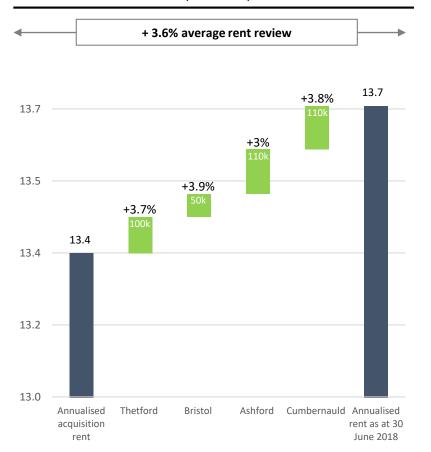
- Tesco, Thetford
- 5 Tesco, Bristol
- 6 Sainsbury's, Ashford

12

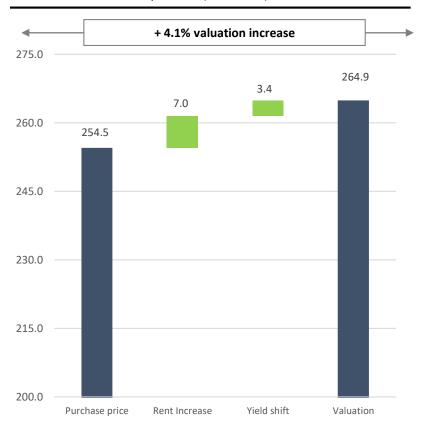
(1) Valuation increase over total acquisition costs. (2) Full details of the Portfolio, including tenant, size, lease expiry is provided in the appendices (3) Image – Bristol Limes Trees store (4) Includes Morrisons Sheffield store acquired for £52m (see page 18)

### Rent reviews and valuation increase

### Rent reviews for the Period (£ millions) (1)



### Valuation increase components (£ millions) (2)





The Scunthorpe rent review March 2018 occurred prior to the May acquisition date
 Excludes impact of purchaser costs

# Movement in EPRA NAV per share

### Components of EPRA NAV per share for the Period

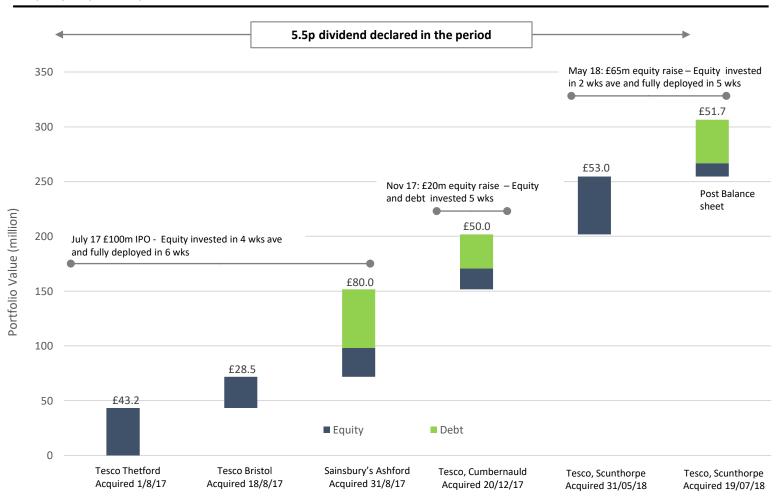




### Rapid deployment of capital

Equity invested in 4 wks, fully leveraged in 6 wks

#### Property acquisition profile (£ millions)

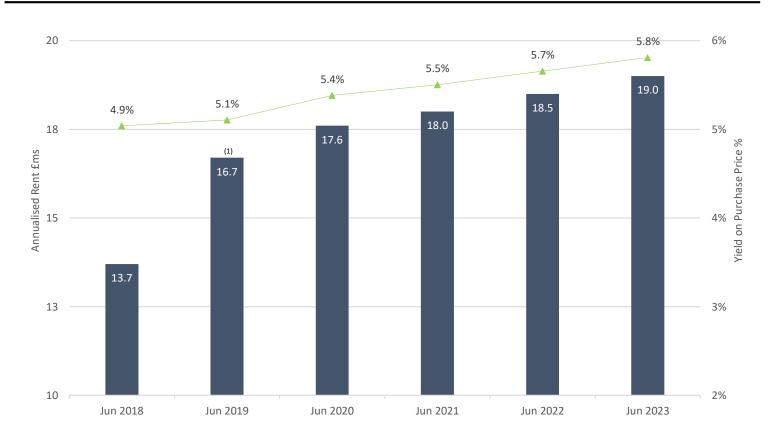




- .) Based upon the weighted time to invest equity proceeds, calculated from the date of receipt of proceeds until the proceeds invested in property acquisitions.
- (2) 3.2% Future Inflation assumption

# Contracted RPI uplifts drive rental growth

Estimated future annualised rent receipts and future yield on purchase price (1)



There is no certainty that these illustrative projections will be achieved



### Proactive asset management

### Comprehensive plans developed across all sites

- Repurposing of quiet carpark areas into leisure and quick service restaurant use
- Installation of decarbonised onsite electricity generating plant
- Development to be undertaken on a pre let basis

Advanced negotiations with occupiers on 23,000 sqft of rentalised area

Indicative timetable upon any development activity

- Planning 2019
- Completion 2020

#### Thetford scheme visuals









### Income statement

For the period ending 30 June 2018 £, Millions

Rental income	8.9
Administrative and other expenses	(2.2)
Finance costs	(1.9)
EPRA earnings	4.8
Dividend paid	4.7
Dividend paid cover ratio	102%
Adjusted EPRA cost ratio (1)	20%



# Statement of financial position

	For the period ending
	30 June 2018
	£, Millions
Investment property	264.9
Cash and cash equivalents	2.2
Other assets	0.1
Gross assets	267.2
Borrowings	(88.0)
Prepaid rents and other liabilities	(2.2)
EPRA net assets	176.7



**EPRA NAV per share** 

96 Pence

### Debt financing overview

### £100m Revolving Credit Facility from HSBC

- 3 year term with two one-year extension options
- 1.60% over 3 month LIBOR
- £88m drawn, £12m undrawn liquidity
- £65m hedged with an interest rate cap at LIBOR 1.75%

### Significant headroom on financial covenants (3)

- DSCR 500% vs 200% covenant
- LTV 33% vs 60% covenant

#### Post balance sheet events

- Weighted average cost of debt across both facilities of 2.4%
- Net LTV increases to 43.5% following post balance sheet events (1)

# Banking relationships broadened post year end with the introduction of Bayerische Landesbank

- £52 million secured 5 year facility
- 1.25% over 3 month LIBOR
- 100% interest rate hedged with interest rate swap

32.4%

Net loan to value ratio as at 30 June 2017

2.4%

Annualised finance cost (2)

3.1%

Maximum finance cost payable on hedge ratio (2)

80%

Running hedge ratio (2)



### **EPRA** metrics

As at
30 June 2018
96 pence
96 pence
For the period ending 30 June 2018
3.8 pence
4.9%
4.9%
0%
23%
20%





### Post balance sheet events

In July 2018, we completed the acquisition of a Morrisons store located on an 8.4-acre site in the historic and prominent Hillsborough Barracks, Sheffield

- £51.7 million (excluding acquisition costs)
- 4.9% net initial yield
- 21 Years unexpired lease term
- Five-yearly, upward-only, RPI-linked rent reviews
- 113,000 sq ft supermarket

Arranged a new £52.1 million five-year, interest-only loan facility with Bayerische Landesbank

• LTV increases to 43.5% post drawdown

#### Sheffield store visuals















### Outlook

### The fundamentals of the UK grocery market remain favorable

- According to IGD, total UK grocery spending to increase 15% in the next 5 years driving operator sales growth
- Consolidation and strategic alliances improving margins Sainsbury's & Asda / Tesco & Carrefour / Morrisons & Amazon

### Growth narrative is boosting investment demand

- Notable positive shift in investor sentiment towards the grocery sector
- Further yield compression expected in 2019
- Supply versus demand dynamic in the supermarket property sector remains favourable

### 2017/18 period demonstrated our ability to source and acquire high quality assets at attractive prices

- Established sector leader in supermarket property
- Largest buyer of supermarket property
- First port of call for vendors

### The Company has a strong pipeline of attractive investment opportunities

• To assist in financing these opportunities, the Board remains open to considering further fundraising in the medium term pursuant to its share issuance programme



# Appendix 1: Portfolio Metrics

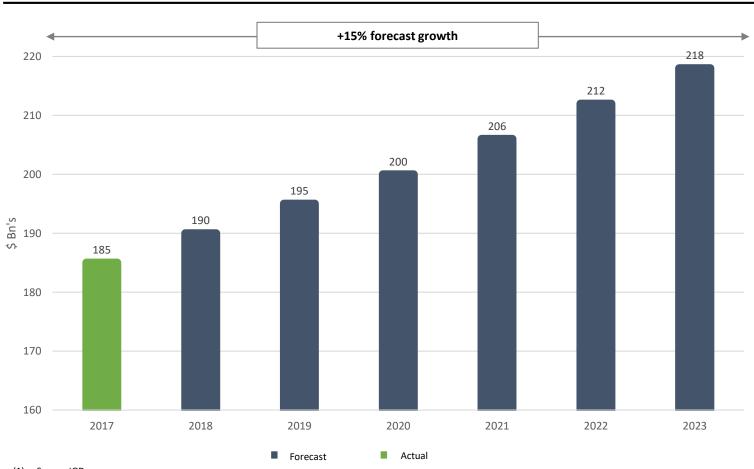
### Property portfolio details as at 30 June 2018

Property	Tenant	Valuation (£ m)	Passing Rent (£ m)	Valuation yield	WAULT (Yrs)	Rent Review	Rent Review Floor – Cap	Store Size 000'sqft	Site Size 000'sqft
Scunthorpe	Tesco	54.1	2.9	5.3%	22	Annual RPI	0% - 5%	98	350
Cumbernauld	Tesco	54.5	2.9	5.4%	22	Annual RPI	0% - 5%	117	415
Ashford	Sainsbury's	83.4	3.8	4.6%	20	Annual RPI	1% - 3%	125	740
Bristol	Tesco	29.1	1.5	5.3%	13	Annual RPI	0% - 4%	55	250
Thetford	Tesco	43.8	2.6	5.5%	12	Annual RPI	0% - 4%	78	455
Total		264.9	13.7	5.1%	19	-	-	473	2,210
Post balance sheet									
Sheffield	Morrisons	51.7	2.7	4.9%	21	5 Yearly RPI	0% - 4%	113	365
Total (post balance sheet)	-	316.6	16.4	5.1%	14	-	+	586	2,575



# Appendix 2: UK food and grocery sales forecast

#### IGD forecasts 2018 -2023 (1)

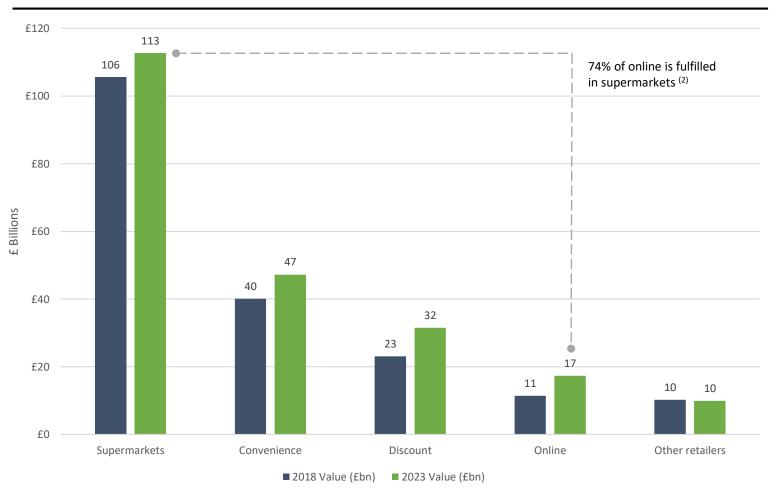




(1) Source IGD

# Appendix 2: Grocery sales by channel

#### IGD Channel forecasts 2018 -2023 (1)

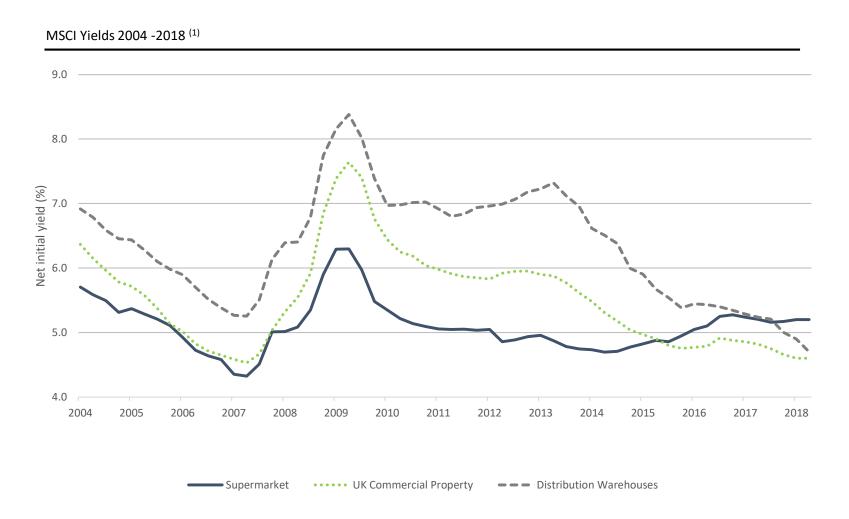




1) Source IGD

(2) Atrato Capital estimates drawing on data from IGD, Retail Gazette and Supermarket websites. Based on sales from Tesco, Sainsbury's, Asda and Ocado

# Appendix 4: Supermarket yields offer value





(1) Source MSCI

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