CBRE VALUATION & ADVISORY SERVICES

THE REPORT HAS BEEN REDACTED BY CBRE LIMITED DUE TO COMMERCIAL SENSITIVITIES AND CONFIDENTIALITY REQUIREMENTS UNDER LEASES.

VALUATION REPORT

BETHLEHEM TOWN CENTRE
19 BETHLEHEM ROAD
BETHLEHEM , TAURANGA

LENDER: ASB BANK LIMITED AS SECURITY TRUSTEE
CLIENT: PMG GENERATION FUND TRUSTEES LIMITED

VALUATION DATE: 4 MAY 2021
REPORT ISSUED: 20 MAY 2021

CBRE

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Kmart
open until
midnight
BURGERFUEL
Domino's


4m MAX
CLEARANCE
AFTER HOURS
RODNEY WAYNE
Tango
THE COFFEE CLUB
CAFE • BAR • RESTAURANT
MULTI AWA
FREE
WI-FI
with purchase

VALUATION SUMMARY

Property: Bethlehem Town Centre
19 Bethlehem Road
Bethlehem, Tauranga
NEW ZEALAND

Client: Daniel Lem
Head of Investment
PMG Generation Funds Trustees Limited
PO Box 99 334
Newmarket
Auckland 1149

Purpose: Mortgage Security, Due Diligence for Acquisition, Financial Reporting and For Use Within Retail Product Disclosure Statement

Interest Valued: Freehold

Basis of Valuation: Market Valuation subject to existing tenancy arrangements

Registered Owner: F. H. Thompson and Sons Limited & PSPIB Waiheke Inc.

Land Area: 78,344 sqm

Town Planning: Bethlehem Commercial Plan Area under the Tauranga City Plan Operative September 2013

Brief Description: The property is improved with a predominantly single level Sub-Regional shopping centre, although the centre has some of the characteristics of Neighbourhood and Bulky Goods shopping centres. There are 10 separate buildings (some adjoining), and all premises trade externally, except for the Level 1 offices. The Countdown supermarket was completed in 2003 and occupies the most prime part of the site. Smiths City and the specialty component was completed over 2007 and 2008. The Kmart building store and sleeve retail was completed in 2016, and BP in 2019/2020. The improvements appear to be in good condition. On site car parking is provided for approximately 1,019 vehicles, all being on grade and uncovered. The carparking ratio is excellent but the layout is a little convoluted.

There is surplus land with estimated area of 3,500 sqm, held under the same Title as the centre. The parent site has frontage to State Highway 2. The suburb of Bethlehem features a relatively moderate socio-economic profile and a high rate of population growth. The buildings have a seismic resistance of 100% of NBS (ISA only).

Tenancy Profile: Kmart, Countdown, Smiths City and 56 specialty tenancies (including ATM, Office and Freestanding tenancies)

Lettable Area: 21,668.5 sqm

Car Space Ratio: 4.7 bays per 100 sqm of Lettable Area

General Comment: Kmart strongly anchors the centre from the rear, . Smiths City are secured with a rental step in August 2021. Countdown are a solid anchor that trades well. There is opportunity to secure Countdown on a long term lease at a higher passing gross rental. There is a moderate level of specialty vacancy at present, however the centre is trading strongly and average specialty GOC's are comfortable. Recently concluded specialty renewals have generally shown rental growth. Bethlehem Town Centre meets the needs of its surrounding catchment, and has good resilience to the potential further impacts of Tauranga Crossing. The lease prevents separate titles from being created and sold nearby their premises, therefore we have not adopted a Stratum Estate sell down approach.

The investment market enjoyed prolonged buoyancy until March 2020, but there were signs of a market correction such as had occurred in Australia, with some larger secondary centres failing to sell at prevailing price levels. Thereafter widespread concern about a global pandemic created great uncertainty in the markets and an almost complete cessation of transactional activity, but the subsequent control of COVID-19 in New Zealand, extensive government spending, supportive banking, and a long term reduction in the cost of debt has stimulated the domestic economy and bolstered the property markets. Yields and IRR's have compressed the most at defensive prime properties across all sectors, and supermarkets and hardware stores are now achieving the highest prices in modern New Zealand history. What started as a flight to quality has now spread to other less prime and less liquid parts of the market, partly because of unappealing low returns from other non-property investments. Syndicators and large property institutions are active once-more and the larger assets commonly targeted by those buyer types are also attracting well capitalised private investors. Buoyant house prices have created a wealth effect which has boosted consumer confidence, and retail spending is surging despite supply chain issues. Most centres reported a solid Christmas trading period, and almost all retailers are now paying full rent and many are committing to new leases. The exception are large international fashion retailers, with some successfully pushing for lower rents and occupational provisions that favour them more, and the border closures still continue to frustrate the opening of new stores for offshore brands which in turn is impacting new developments. Whilst most anchor tenants remain uncommonly strong, the impending closure of David Jones in Wellington and the shuttering of 7 H&M stores in Australia causes concern given the agility offered by their leases. Global lockdowns have boosted online sales and many retailers have accelerated their omni-channel strategies.
The parts of the retail market that remain less robust are fashion, travel and cinemas, and medium to large secondary shopping centres. Many assets have seismic upgrading requirements and costed DSA's are now necessary to avoid discounted pricing and stalled transactions. Leasehold remains unpopular unless they are occupationally well leased. Border closures are still proving challenging to the entry of offshore capital, and risk remains around a further outbreak of COVID-19 in New Zealand, although vaccines appear to offer a solution. Banks are tightening their lending structures for shopping centres. Considerable stock is likely to enter the market in 2021 and 2022, tipping the previously favourable supply/demand profile, and some of it will be secondary centres that will require vendors to meet market pricing in a way that has not occurred over the past 12 to 18 months. A low return/high asset price environment is expected to continue, although a slowdown in house prices, debt cost/availability changes and an easing of government spending could cool some of current exuberance.

Last Sale: None within the last 3 years. The property is currently under contract. Please refer to our full report for commentary.

Valuation Approaches: Capitalisation Approach & Discounted Cash Flow Analysis

Date of Valuation: 4 May 2021

Assessed Value: $94,800,000
(Ninety Four Million Eight Hundred Thousand Dollars)
This valuation is plus GST (if any).

Valuation Summary (Freehold Interest)

Gross Lettable Area	21,668.5 sqm
Valuation Approach	Capitalisation & DCF
Date of Valuation	4-May-21
Market Value	94,800,000
Net Income Est., Fully Leased	6,064,885
Net Passing Income	5,828,260
Outstanding Tenant Incentives	Nil
Passing Initial Yield (excl. Land)	6.36%
Reversionary Yield (excl. land)	6.91%
Quoted Capitalisation Rate	6.38%
Terminal Yield	6.88%
Target IRR	6.88%
Ten Year IRR (Indicated - excl. land)	6.79%
Value psm of GLA (excl. land)	$4,230
Vacancy Allowance (Spec. G.R.)	4.00%
Current Vacancy Rate (Spec. G.R.)	5.17%

Rental Analysis

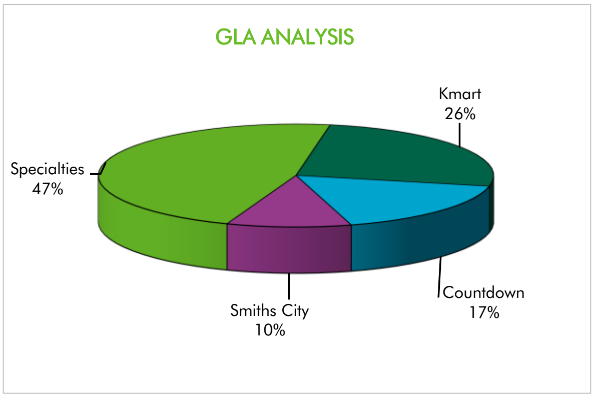
Item	Passing Rent	
	$pa	$sqm
Tenant/Component		
Majors-Base Rental	2,440,043	212.94
Specialties-Base Rental	3,696,368	387.54
Outgoing Recovery	1,028,826	49.00
Percentage Rental	98,791	4.71
GROSS RENTAL (as occupied)	7,264,026	345.96
Other Income	90,825	4.19
Gross Income		
Less: Total Outgoings	(1,526,592)	(70.45)
Net Passing Income	5,828,260	268.97
Future Income from Vacancies	236,626	352.22
Vacancy Allowance	(183,192)	(17.94)
NET INCOME	5,881,693	271.44

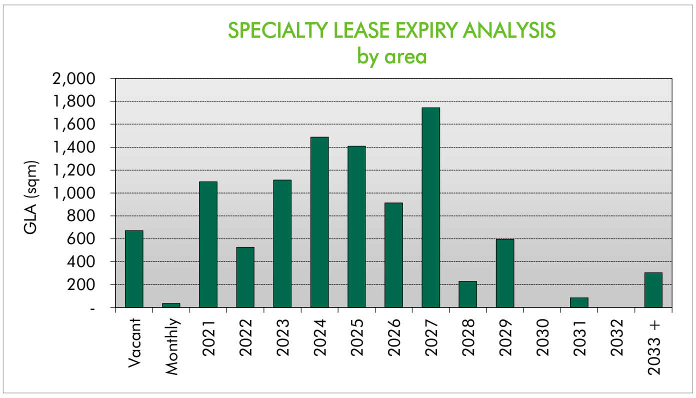
Tenancy Profile

Tenant/Category	Area	Gross	Expiry
Kmart	5,548.4		
Countdown	3,708.8		
Smiths City	2,201.6		
Specialty Shops (47)	8,903.6	3,879,794	4.8 years
Kiosk (0)	-	-	
ATM (1)	1.0	13,218	
Freestanding (1)	305.0	334,327	
Office (2)	293.9	115,842	
Monthly (1)	34.5	-	
Vacant (4)	671.8		
TOTAL	21,668.5	7,264,026	4.7 years

Moving Annual Turnover

Tenant/Category	Last Year	This Year	% Var.	% GOC
Kmart				
Countdown				
Smiths City				
Total Majors	73,444,288	78,224,286	6.5%	
Specialties	33,195,902	38,800,796	16.9%	7.8%
Monthly Tenants	-	-	0.0%	0.0%
Previous Tenants	22,003,771	32,218	-99.9%	0.0%
Retail Specialties	55,199,673	38,833,014	-29.6%	
Freestanding	-	-	0.0%	0.0%
Total Other	511,986	437,890	-14.5%	
TOTAL	129,155,946	117,495,190	-9.0%	





Prepared by CBRE Limited

SWOT & RISK ANALYSIS

Strengths

- Sound existing shopping centre within an establishing catchment.
- Strong population growth profile.
- Countdown and Kmart are good anchor tenants with strong tenancy covenant.
-
- Satisfactory majors floor area ratio.
- The Tauranga investment market is one of the most robust provincial investment markets.
- High profile site on a main arterial route with good vehicle access.
- All tenants receive good exposure to the carpark.
- The specialty tenants have comfortable GOC ratios, and a positive turnover trend.
- Nearly all specialty tenants pay outgoings.
- Excellent carparking ratio.
- Good physical condition.
- The buildings meet 100% of NBS (ISA only).
- Most leases require tenants to pay rent during any centre closure.
- The BP is an attractive low yielding component.

Weaknesses

- Most of the centre was closed at times due to the COVID-19 crisis.
- There is still a level of uncertainty in the investment market at present for shopping centres although sentiment has greatly improved since March 2020.
- Relatively high level of vacancy.
- Some tenants (mainly fashion) have high gross occupancy cost ratios, limiting their affordability and possible ability to pay rent in the future.
-
- The leases may complicate the subdivision of the centre into Stratum Estates. The lease prevents future titles being less than 500 sqm in size.
- The lease restricts some uses from being located on the site (strike out at expiry).
-
- The catchment is still relatively small to moderate, but is growing strongly.
- Parts of the property are located within a flood plain, flood prone area, and major and/or minor overland flow paths.
- Reducing turnover rent .

Opportunities

- Hold the centre until greater liquidity returns.
- Continue to market the centre to its catchment.
- Nurse vulnerable tenants.
- A slow-down in competitive developments.
- Continued low interest rates.
- Repaint the line marking in the carpark.
- Strong spending, partly from an increase in house prices.
- Selectively increase specialty shop base rents at lease expiries.

Threats

- Increased competition from Tauranga Crossing.
- Internet sales growth deterring retailers and more so investors.
- Refer to Section 9.2 for comments regarding the COVID-19 global pandemic.
- Potential deterioration in property income performance from lower rents, increased vacancy, increased incentives and other income leakage.
- Aggressive posturing by large retailers at lease renewal.
- A DSA could result in a lower % of NBS.

- Lease vacant tenancies.
- Complete a DSA to reinforce the high % of NBS.
- Develop the surplus land (potentially a childcare centre).
- As leasing demand strengthens, replace the weaker tenants.
- Increase the number of banks.
- Grow sundry revenue.
- Create a new pedestrian concourse between Tenancies A04-06 and C02-04, which would link the playground area.
- The eventual return of large centre transactions will increase pricing certainty.
- The eventual return of large centre transactions could point to a decline in pricing (looking less likely).
- Refer to the Market Risk Comments below.

Market Valuation Uncertainty from Novel Coronavirus

The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a "Global Pandemic" on 11 March 2020, is causing heightened uncertainty in both local and global market conditions. Global financial markets have seen steep declines since late February largely on the back of the pandemic over concerns of trade disruptions and falling demand. Many countries globally have implemented strict travel restrictions and a range of quarantine and "social distancing" measures. Market activity is being impacted in most sectors. As at the valuation date, we consider that we can attach less weight to previous market evidence for comparison purposes, to inform opinions of value. The current response to COVID-19 means that we face an unprecedented set of circumstances on which to base a judgement.

Our valuation is therefore reported on the basis of 'material valuation uncertainty'. Consequently, less certainty – and a higher degree of caution – should be attached to our valuation than would normally be the case. This valuation is current at the date of the valuation only. The value assessed herein may change significantly and unexpectedly over a relatively short period of time (including as a result of factors that the Valuer could not reasonably have been aware of as at the date of valuation). We cannot accept any responsibility or liability for any losses arising from our valuation of the subject caused by any possible detrimental change in value since the effective date of this valuation. Given the valuation uncertainty noted, we recommend that the user(s) of this report review this valuation periodically.

Market Risk Comment

Commercial property value growth has been strong in many sectors in recent years, even with the disruption caused by COVID-19 through 2020. This growth is largely due to historically low interest rates, alternative investment markets demonstrating more risk and volatility and low vacancy rates in some sectors (particularly industrial). Prime quality strongly leased property transactions continue to show some yields at historical lows. Notwithstanding currently buoyant conditions in many parts of the property market, should economic and property market conditions deteriorate in the future, then the market value of this asset may decline. This inherent risk factor should be considered in any lending or investment decisions.

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1 INTRODUCTION

This is a live-linked report which features dynamic hyperlinks throughout. If reading this report on-screen, all references in the side bar and appendices references are clickable, which will allow you to navigate the document. Other items such as maps, identified in blue underlined text, may link you to external sites.

1.1 INSTRUCTIONS

Instructing Party:	Daniel Lem on behalf of PMG Generation Funds Trustees Limited
Purpose of Valuation:	Mortgage Security, Due Diligence for Acquisition, Financial Reporting and For Use Within Retail Product Disclosure Statement
Basis of Valuation:	Market Value 'As Is' subject to existing occupancy arrangements
Date of Inspection:	4 May 2021
Date of Valuation:	4 May 2021
Date of Report Issue:	20 May 2021

1.2 MARKET VALUE DEFINITION

In accordance with the International Valuation Standards, the definition of market value is: "The estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm's length transaction, after proper marketing and where the parties had each acted knowledgeably, prudently and without compulsion."

1.3 INDUSTRY PRACTICE

Subject to the assumptions and qualifications detailed within, this valuation report is issued in accordance with the Australian and New Zealand Property Institute Valuation and Property Standards (ISBN 0-9975414-0-1) and International Valuation Standards (ISBN 978-0-9569313-0-6) effective 31 January 2020. Where these are at variance, the assumptions and qualifications included within this valuation report will prevail generally, and the International Valuations Standards will prevail over the Australian and New Zealand Property Institute Valuation and Property Standards.

We hereby certify that the Principal Valuer is suitably qualified and authorised to practise as a valuer; does not have a pecuniary interest, financial or otherwise, that could conflict with the proper valuation of the property; and accepts instructions to value the property only from the Responsible Entity/Instructing Party.

1.4 FAIR VALUE DEFINITION

We have also had regard to the requirements of the New Zealand Equivalent to International Financial Reporting Standard 13 (NZ IFRS 13). In particular, we have considered NZ IFRS 13 Fair Value Measurement, which adopts the following definition of Fair Value:

"Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date."

Fair Value under NZ IFRS 13 is generally synonymous with the concept of Market Value under IVS.

Under IVS, the date of valuation is the date at which our opinion of value applies, which in this case is 4 May 2021. This is different to the date of inspection which is 4 May 2021. Our valuation is on the basis that there are no material changes between the Inspection Date and Date of Valuation.

1.5 FINANCIAL REPORTING STANDARD

The valuation is undertaken in accordance with the requirements of PINZ Valuation and Property Standards January 2012 Edition – NZVTIP 2 Valuations for Use in New Zealand Financial Reports. The property is an investment property and the valuer in conducting this report has also observed the requirements of New Zealand International Accounting Standard 40 – Investment Property (NZ IAS 40).

1.6 RELIANCE

Reliance: This valuation is strictly and only for the use of the following Reliant Parties and Purposes:

- PMG Generation Funds Trustees Limited for due diligence and financial reporting purposes only
- ASB Bank Limited as Security Trustee for first mortgage security purposes only

The Client acknowledges and agrees that all material or documents created by CBRE in providing the Services are provided for its benefit and the purposes set out in the Report and may not be relied on by anyone other than the Reliant Parties. We do not assume any responsibility or accept any liability in circumstances where this valuation is relied upon by any Reliant Party after the expiration of 90 days from the date of valuation, or such earlier date if the Reliant Parties become aware of any factors that have any effect on the valuation.

Confidentiality: Any valuation service is confidential as between CBRE and the Reliant Party as specifically stated in the valuation advice/report. Neither the whole of the report, nor any part of it, may be published in any document, statement, circular or otherwise by any party other than CBRE, nor in any communication with any third parties, without the prior written approval of CBRE of the form and context in which it is to appear, which may be conditional on relevant third parties first executing (i) a reliance letter on terms approved by CBRE where the third party wishes to use and/or rely on the relevant information; or (ii) a non-reliance letter where the third party wishes to use the report for information purposes only.

Transmission: Only an original valuation report (hard and/or soft copy) received by the Reliant Parties directly from CBRE without any third party intervention can be relied upon.

Restricted: No responsibility is accepted or assumed to any third party who may use or rely on the whole or any part of the content of this valuation.

Copyright: As between CBRE, the Instructing Party and the Reliant Parties, all intellectual property rights in this Valuation Report are owned by CBRE. Neither the whole nor any part of the content of this valuation may be published in any document, statement, circular or otherwise by any party other than CBRE, nor in any communication with any third party, without the prior written approval from CBRE, and subject to any conditions determined by CBRE, including the form and context in which it is to appear.

1.7 INFORMATION PROVIDED

We have been provided with access to the Ansarada Data Room which contains comprehensive property information which has been relied upon within our report:

- Tenancy schedule.
- Lease documentation.
- Financial budgets for FY22 including recoverable operating expenses and sundry income.
- Plans of the existing improvements.
- Land Information Memorandum dated 12 April 2021.
- Seismic Strength Reports prepared in 2021 by Stephen Mitchell Engineers Limited.
- Answers to property specific queries as required via the Q+A section of the Data Room.
- Legal Due Diligence summaries completed by Denton's Kensington Swan.
- Technical Due Diligence report completed by CBRE Limited.

Our valuation is undertaken on the basis that provided information is accurate. Should this not be the case, we reserve the right to amend our valuation.

1.8 SPECIAL ASSUMPTIONS

Assumptions are a necessary part of undertaking valuations. CBRE adopts assumptions for the purpose of providing valuation advice because some matters are not capable of accurate calculation or fall outside the scope of our expertise or our instructions. Assumptions adopted by CBRE will be formulated on the basis that they could be reasonably expected from a professional and experienced valuer. The Reliant Parties accept that the valuation contains certain specific assumptions, and acknowledges and accepts the risk that if any of the assumptions adopted in the valuation are incorrect, then this may have an effect on the valuation. Refer to the Disclaimers, Limitations and Qualifications Section, which is pertinent to this report.

Particularly critical to our valuation are the following assumptions:

Caveat:	There is a caveat on the Title preventing dealings with the subject land. In order to assess "market value" we must assume that the property can transact, hence our valuation proceeds on the basis that the caveat has been removed.
Management:	Any management agreement is surrendered and the purchaser is able to implement its own management agreement. Our valuation is prepared on the basis of sound average efficient management and expertise, which is considered essential to operate the property.
Side Agreements:	There are no side agreements that would have an adverse effect on the market value of the property.
Rental Growth:	Our valuation calculations include rental growth assumptions throughout a defined cash flow period. These assumptions have been based on prevailing economic and market conditions as at the date of valuation.
Seismic Resistance:	In the absence of DSAs for many parts of the centre, CBRE has deducted allowances to compensate the purchaser for the risks of acquiring a property without DSAs. This is a broad deduction only and we do not recommend that the property is purchased without

first completing a DSA's and detailed costings for any upgrades. In the event that actual costs vary from those adopted within the valuation, then the relevant person or entity should not rely upon the valuation and should provide all relevant cost details to CBRE for consideration and possible review of the valuation. Refer Section 3.9 for further details.

Lease Documentation: Where any lease terms have modelled based on deal approval forms, answers to property specific queries or unexecuted lease documentation, we make our valuation on the basis that executed terms do not materially differ.

the lessor will build the lessee a new storage area of approximately 175 sqm. The rental for this area will equate to 8.0% of the construction cost, which the vendor has estimated at $331,000. We have been advised that the vendor will be liable for the $331,000 construction cost and hence we have not deducted this from our valuation. We have included the improvements rent within our cashflows, which we estimated to be $26,480. Our valuation proceeds on the basis that the costs are paid in full by the vendor and that the improvements rent payable thereafter does not materially differ from what has been modelled.

Countdown Outgoings Recoveries: The existing property managers do not appear to be recovering rates for Countdown in accordance with their lease. We consider that the recovery for rates is higher than what is being captured in the outgoings allocation and recovery model for Countdown. Our valuation proceeds on the basis that the purchaser is able to recover the rates as assessed within this valuation and we reserve the right to review our valuation should this not be the case.

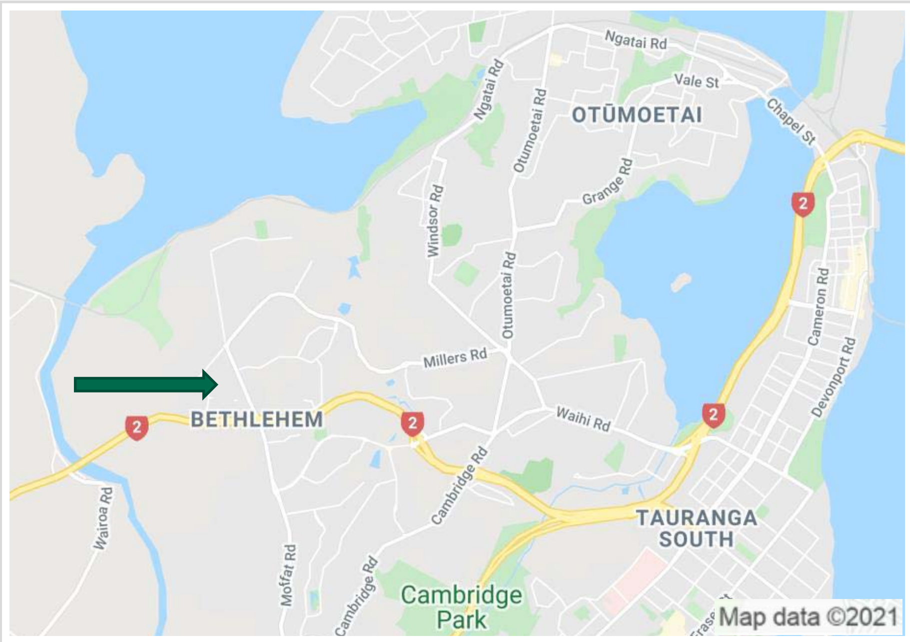
Surplus Land Area: The surplus land area has been estimated by CBRE using aerial/GIS technology. We reserve the right to review our valuation should the surveyed area of the surplus land be materially different to what has been adopted in this valuation.

Embedded Network: We have viewed a letter from Tenco dated January 2021 detailing the likely income generated and costs to set up an embedded network at the centre. We reserve the right to review our valuation should the actual income generated materially differ to what has been adopted in this valuation.

2 LAND

2.1 LOCATION

Location Map:



View the subject property in Google Maps.

Nearest Main Centre: Approximately 7 kilometres west of Tauranga's Central Business District.

Surrounds: The area comprises predominantly low density, high quality residential dwellings. In particular on the north-eastern boundary of the site, adjoining the property is Kempton Park Retirement Village. Within Bethlehem there are further retirement villages including Bethlehem Country Club, Bethlehem Shores, Woodlands Boutique Retirement Village and Bob Owens Retirement Village. The Bethlehem Medical Centre is located opposite the site and features a chemist, doctors, dentist, and physio. Located to the north of the subject is Bethlehem Shores Retirement Village, a sister retirement village to Bethlehem Country Club.

A Palmers garden centre is situated to the south-east of the subject, at the intersection of Bethlehem Road and SH2. Bethlehem Community pre-school and primary school is situated to the north of the subject, at the intersection of Bethlehem Road and Carmichael Road.

A Gull Service Station is situated to the west of the subject, at the junction of Te Paeroa Road and Stage Highway 2. There is an undeveloped site adjacent to Gull with potential for retail development in the future.

Transport Links: The property is situated towards the midpoint of Bethlehem Road approximately 350 metres north of the intersection of Bethlehem Road and State Highway 2 ("SH2") and 350 metres south of its intersection with Carmichael Road.

$933m funding has been provided for Takitimu North Link ("TNL"), one of the Bay of Plenty's most significant roading projects. The TNL project is a new 14km four-

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lane expressway connecting Tauranga and Omokoroa, with a shared path for walking and cycling. It will be constructed in two phases. Stage One is a 6.8km four-lane expressway between Tauranga and Te Puna. Stage Two extends the expressway a further 7km between Te Puna and Omokoroa.

Once complete, the Takitimu North Link will significantly improve safety and access, contribute to more sustainable transport for local communities, and support economic growth across the region

Usage of the SH2 is expected to decrease significantly to regulate the flow of traffic in Tauranga by utilising the TNL. This alternative highway could result in a reduction of road users in Bethlehem which could negatively affect the inflow of customers to the centre. Geotechnical works have commenced, with construction expected to commence in late 2021, being completed in 2026. The layout of TNL is displayed below:

2.2 SITE DESCRIPTION

Aerial View

Indicative Title Boundaries

Land Area: 78,344.0 sqm (more or less).

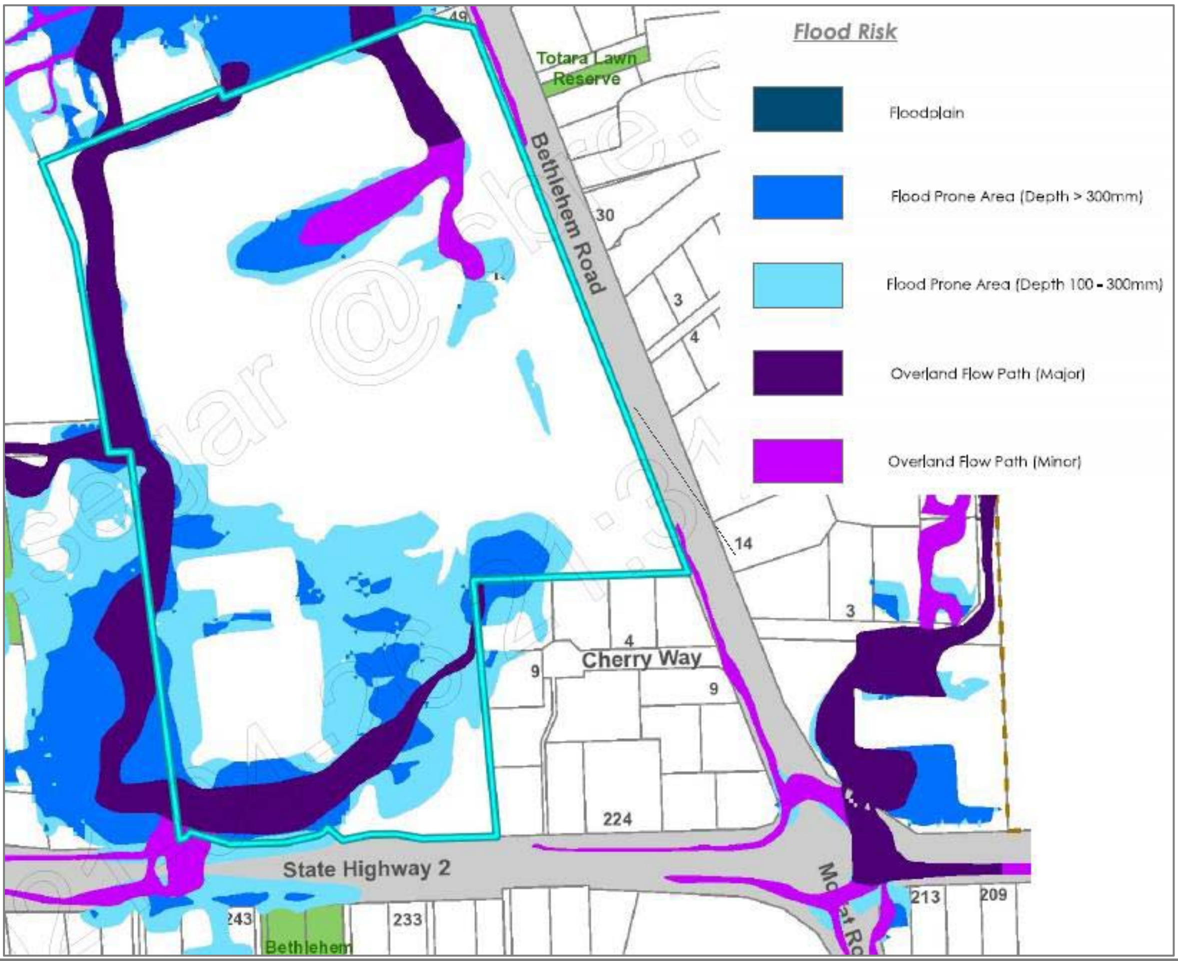
Contour: Relatively level throughout.

Services: All typical municipal services appear to be connected to the site.

Frontage: Bethlehem Road: 297 metres

State Highway 2: 144 metres

Potential Flooding: Parts of the property are located within a flood plain, flood prone area, and major and/or minor overland flow paths as depicted below:



Contamination: The subject site is listed on HAIL Land Use Register due to land use history. The history is described as "persistent pesticide bulk storage or use including sports turf, market gardens, orchards, glass houses or spray sheds". The LIM states that the site classification is "at or below background concentrations".

The development of BP has meant that the site will remain included on the Land Use Register due to the service station use.

Of necessity our valuation assumes that the aforementioned contamination does not have a material effect on the continuation of the current use, market value or marketability, or future development of the land.

2.3 LEGAL DESCRIPTION

Title Reference	Lot Number	Deposited Plan	Land Area (sqm)	Registered Proprietor
596929	Section 3	SO 439821	78,218 sqm	F. H. Thompson and Sons Limited & PSPIB Waiheke Inc.
SA1728/51	Allotment 679	Parish of Te Papa	126 sqm	F. H. Thompson and Sons Limited & PSPIB Waiheke Inc.
TOTAL:			**78,344 sqm**	

\\nzaklfnp03\departments\Valuations\RETAIL\Centres\Bethlehem Town Centre\CMV 0521\[Bethlehem Town Centre CMV 0521.xlsb]Statutory

Relevant Interests: Registrations of note include:

- Subject to and / or appurtenant to rights of way, rights to convey and drain sewage, water and stormwater, rights to convey electric power, telecommunications, computer media and gas.
- Some of the above easements are subject to Section 243 (a) Resource Management Act 1991.
- Subject to Section 8 Coal Mines Amendment Act 1950, which includes the reservation of all coal existing on or under the surface of the land, and subject to the reservation of the power to grant coal mining rights over the land.
- A caveat by Powerco Limited in instrument 10891870.1 by Powerco Limited (affects title 596929) claiming an interest in the land and preventing dealings with land under Section 137 Land Transfer Act 1952, until this caveat has been withdrawn by the Caveator, removed by order of the High Court, or until the caveat has lapsed under Section 145 or 145A of the Land Transfer Act 1952.

We consider that the caveat will materially impact on the saleability as it prevents any dealing with the land until it has been removed. Of necessity our valuation proceeds on the basis that this caveat has been removed. We have disregarded the presence of any mortgage or other financial liens pertaining to the property.

Title Search: We refer you to the Appendix for copies of the relevant title documentation.

2.4 RESOURCE MANAGEMENT

Local Authority and Plan: Tauranga City Council, City Plan Operative (2013).

Zone:	The bulk of the site is zoned Bethlehem Commercial Plan Area. The internal road which provides access to the subject site and Bethlehem Town Centre of Te Paeroa Road is zoned Suburban Residential. Land zoned under Bethlehem Commercial Plan has regard to traffic management measures to ensure the safe and efficient use of the transport network, extensive on-site landscaping to enhance amenity and the appearance of the business activity and acoustic measures to ensure that the business activity does not create an unreasonable effect for the surrounding residential environment.	
Indicative Permitted Uses:	A variety of commercial and retail uses are permitted. However as part of the Bethlehem Commercial Plan, no development shall exceed 1,000 sqm of gross floor area as additions or alterations to an existing building, or be a standalone building, as a permitted activity.	
Key Development Controls:	Site Development:	The site development shall not exceed 24,400 sqm of GLA. All buildings shall be within a building envelope of 2 metre height and 45 degree angle into the site.
	Setback	Buildings shall be setback 30 metres from the northern boundary.
	Landscaping:	Landscaping should be contiguous to and a width of at least 5 metres from the Bethlehem Road boundary. Planting shall comprise of a mixture of native and exotic trees, and low-level shrubs. Furthermore, the Countdown Supermarket service area shall be appropriately screened to prevent direct views by eastbound traffic.
	Carparking:	There are no minimum carparking requirements as a result of the National Policy Statement on Urban Development 2020 which restricts territorial authorities from including minimum carparking in the District Plan.
Present Use:	The present use appears to comply with the underlying zoning. If not, existing use rights would likely apply.	
Site Controls, Overlays & Designations:	The SH2 (southern) boundary of the site lies within a NZTA Reverse Sensitivity Plan Area, which affects residential development. Reverse Sensitivity relates to the effects of the development of a sensitive activity in an area that is already affected by an established activity. Therefore, Reverse Sensitivity Areas must be handled by the NZTA by effective noise management and planning to minimise unreasonable interference.	
Development Approvals:	None known.	
Highest and Best Use:	The current use is considered to be the highest and best use of the property. We note that the surplus land has future development potential.	
Heritage Listing:	No.	

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3 IMPROVEMENTS

3.1 OVERVIEW

Summary:	Retail Property Classification:	Sub Regional Centre, although the centre has some of the characteristics of Neighbourhood and Bulky Goods shopping centres.
	Trading Format:	Unenclosed
	Number of Levels:	Predominantly single level, although Building G has second level.
	Year Built:	Countdown – 2003, Specialties – 2006, Kmart and sleeve retail – 2016, BP – 2020
	Year Last Refurbished:	2015/2016

Condition and Repair: Based on our visual inspection for valuation purposes the property appears to be in a good condition having regard to its age and use. The external elevations appear to be in sound repair, and the internal areas are clean and well maintained.

Capital Expenditure: The property appears to require a moderate level of capital expenditure. Refer to Section 3.9 for a detailed capital expenditure budget.

BWOF: We confirm the subject property has a current Building Warrants of Fitness expiring as follows:

- Main Centre – 29 November 2021
- Countdown – 16 July 2021

Asbestos: We have received a letter from Ignite Architects Limited dated October 2018 which states that given the construction date of the buildings the use of Asbestos Containing Materials was not permitted and was therefore not included in architectural documentation or materials as part of the build.

We have undertaken our assessment assuming no adverse effect on the property's market value or marketability. If a more definitive asbestos statement is required, a report from a suitably qualified expert should be commissioned.

Seismic Comment: Under the Building (Earthquake-prone Buildings) Amendment Act 2016, Tauranga is considered to be a medium seismic area.

We hold regular discussions with investors active in the market, both as purchasers and owners of shopping centres, and it is clear that seismic resistance is an important focus for them. Whilst the statutory requirement is 34% of NBS, investors prefer to own buildings above 67% of NBS which have been concluded by a robust form of engineering assessment i.e. a Detailed Seismic Assessment ("DSA"). Ideally any DSA's are peer reviewed to determine the most cost effective solution, and reports need to work to the latest standards including for the most recent soil classifications.

We have been provided with Initial Seismic Assessments completed in 2021 by Stephen Mitchell Engineers Limited, summarised overleaf:

Zone	Year Constructed	Seismic Assessment	NBS %
Countdown	2003/2014	ISA	>100%+
Block A	2006	ISA	>100%+
Block B	2006/2007	ISA	>100%+
Block C	2006/2016	ISA	>100%+
Block D	2006	ISA	>100%+
Block E	2015	ISA	>100%+
Block G	2006/2016	ISA	>100%+
Block H	2006/2007	ISA	>100%+
Block J	2006	ISA	>100%+
BP	2020	ISA	100%

This is sufficiently above the minimum statutory requirement of 34% and would meet investors' preferences of owning a building above 67% of NBS, if it was a more reliable form of assessment i.e. a DSA. However, the centre has been assessed by an ISA only.

In absence of a DSA(s) confirming the seismic resistance of the centre, we consider most hypothetical purchasers would now price in capital allowances for ISA deficiencies (seismic upgrade risk) relative to a more comprehensive and reliable DSA. A DSA could conclude a lower rating than 67%, meaning parts of the centre would require upgrading. We are aware of recent instances where buildings that had ISAs showing near 90% of NBS have been followed by DSAs revealing that the buildings were less than 34% of NBS.

CBRE does not have the relevant experience to form a reliable assessment of the potential seismic costs, but this places us in a similar position to a would-be purchaser, notwithstanding that they may be able to commission preliminary engineering advice with their assumed Due Diligence period. To frame the potential costs we have observed seismic upgrading costs at other centres. Our adopted seismic allowances are detailed further in Section 3.9.

3.2 LAYOUT & CONFIGURATION

Description:

The retail accommodation is predominantly arranged over a single level with Countdown, Smiths City and Kmart located in the south-western, north-western and north-eastern corners of the site respectively.

The tenancies are located in 9 main blocks of shops with carparking located around these blocks.

Access to individual retail tenancies is now considered easy and direct, with most shops receiving good exposure to the respective carparking areas. There are good sightlines from the Countdown carpark to the Kmart entrance and carpark.

The surplus land is located to the eastern boundary of the site fronting Bethlehem Road.

BP is situated on the southern part of the site with frontage to SH2.

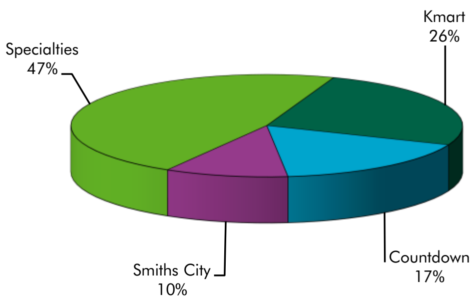
Floor Plan: The layout of the subject centre is illustrated in the following floor plan:

3.3 FLOOR AREAS

The property's GLA based on the current tenancy configuration is calculated as follows:

Tenant Category	Area sqm	%
Kmart	5,548.4	25.61%
Countdown	3,708.8	17.12%
Smiths City	2,201.6	10.16%
Majors (3)	**11,458.7**	**52.88%**
Specialty Shops (47)	8,903.6	41.09%
Kiosk (0)	-	0.00%
ATM (1)	1.0	0.00%
Freestanding (1)	305.0	1.41%
Office (2)	293.9	1.36%
Monthly (1)	34.5	0.16%
Vacant (4)	671.8	3.10%
Specialties (56)	**10,209.8**	**47.12%**
Total (59)	**21,668.5**	**100.00%**

LETTABLE AREA ANALYSIS



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Source: Provided tenancy schedule and certified plans.

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3.4 CONSTRUCTION DETAILS

Reinforced concrete footings and slabs to ground level.

Reinforced concrete and steel framing throughout.

Concrete tilt slab to the rear elevations with the balance clad in a variety of materials including timber, schist and metal. Some tenancies are provided with extensive glazing along their frontage.

Long run iron.

3.5 INTERIOR FINISHES

General:	Individual tenancy fitouts are generally the responsibility of tenants according to their particular requirements. Fitouts are typically relatively structural with an exposed roof and high bay lighting. Tenancy shopfronts usually incorporate full length aluminium framed windows and fixed signage.
Floors:	Ceramic tile, vinyl, or carpeted.
Walls:	Painted plasterboard or exposed structural.
Ceilings:	Painted plasterboard, suspended tile, or exposed structural.
Canopies:	Long run iron canopies line the pedestrian walkways.

3.6 SERVICES

Central ducting and roof mounted units provided, although we have been advised that some of these are owned by the lessees. Additionally there are air curtains at Kmart's entrance, and suspended air conditioners internally.

Block E is fully sprinkled including Kmart, along with Countdown supermarket. The remaining blocks are not fitted with an automatic fire sprinkler system and instead have a separate fire cell. Hose reels, hydrants, smoke detectors and fire extinguishers are located throughout the complex.

Building management and security systems are installed within the complex. Surveillance cameras are used to monitor various areas of the centre.

Provided by various sets of stairs and a lift in block G.

Loading docks are strategically located throughout the complex to service both the major and specialty tenancies.

Male, female, disabled and parent room amenities are provided within the centre.

3.7 PHOTOS

3.8 CARPARKING

General:	Overall, carparking provisions are excellent.
Spaces & Ratio:	Uncovered carparking for approximately 1,019 vehicles is provided on site, reflecting a rate of 4.7 car spaces per 100 sqm of GLA.
Comparison:	The following table provides a comparison with similar properties:

Comparables - Carparking Ratios					
Property	**Category**	**GLA**	**Car Spaces**	**Ratio**	**Adj. Ratio**
Bethlehem Town Centre	Sub Regional Centre	21,668.5	1,019	4.70	4.70
Tauranga Crossing Overall	Regional Centre	45,724.2	1,736	3.80	**3.68**
Bayfair Shopping Centre	Regional Centre	42,239.3	1,820	4.31	**4.31**
Papamoa Plaza	Sub-Regional	15,584.1	605	3.88	**3.88**
Bay Central Shopping Centre	Bulky Goods	17,097.4	504	2.95	**2.95**
Fraser Cove	Bulky Goods	17,041.2	1,250	5.84	**4.02**
Sylvia Park Lifestyle Centre	Bulky Goods	16,575.6	393	2.37	**2.37**
Coast Plaza	Sub-Regional	19,792.9	515	2.60	**3.67**
Hunters Plaza	Sub-Regional	16,843.2	842	5.00	**5.00**
Average		**23,862.2**	**958**	**4.02**	**3.73**

Source: CBRE Valuation & Advisory Services

Comparison: The current carparking ratio is considered higher than similar retail properties throughout New Zealand.

Layout: On grade carparking is situated towards the centre of the overall site. Primary access to the site is provided via two entrances extending off Bethlehem Road and an entrance off SH2. A secondary access point is provided via Te Paeroa Road.

Systems & Management: Customer carparking is provided free of charge.

3.9 CAPITAL EXPENDITURE

Capital Expenditure Adopted: Major retail assets require continual expenditure to maintain the aesthetic appeal, structural integrity, and hence their capital value. We have incorporated a specific capital expenditure allowance throughout the term of our cash flow analysis in recognition of the requirement for an ongoing refurbishment program.

We have been provided with a Technical Due Diligence report completed by Phil Overend of CBRE Limited who details the estimated capital expenditure for the next 10 years, which we have summarised as follows:

Capital Expenditure	Year 1	Year 2	Year 3	Year 4	Year 5
Structural Repairs:	$107,000	$67,500	$67,500	$67,500	$67,500
Building Management Systems:	$30,000	$38,750	$38,750	$38,750	$38,750
Air Conditioning Systems:	$242,500	$203,750	$203,750	$203,750	$203,750
Lifts & Escalators:	-	-	-	-	-
Fire Protection Systems:	-	-	-	-	-
Furniture Replacement:	-	-	-	-	-
Tenancy Reconfigurations:	-	-	-	-	-
Tenancy Fitouts:	$20,000	$28,750	$28,750	$28,750	$28,750
Building Refurbishment:	$35,000	$60,625	$60,625	$60,625	$60,625
Professional/Consultant Fees:	-	-	-	-	-
Total BAU Capital Expenditure	**$434,500**	**$399,375**	**$399,375**	**$399,375**	**$399,375**

Capital Expenditure	Year 6	Year 7	Year 8	Year 9	Year 10
Structural Repairs:	$24,000	$24,000	$24,000	$24,000	$24,000
Building Management Systems:	$76,000	$76,000	$76,000	$76,000	$76,000
Air Conditioning Systems:	$59,000	$59,000	$59,000	$59,000	$59,000
Lifts & Escalators:	$26,000	$26,000	$26,000	$26,000	$26,000
Fire Protection Systems:	-	-	-	-	-
Furniture Replacement:	-	-	-	-	-
Tenancy Reconfigurations:	-	-	-	-	-
Tenancy Fitouts:	$26,500	$26,500	$26,500	$26,500	$26,500
Building Refurbishment:	$101,500	$101,500	$101,500	$101,500	$101,500
Professional/Consultant Fees:	-	-	-	-	-
Total BAU Capital Expenditure	**$313,000**	**$313,000**	**$313,000**	**$313,000**	**$313,000**

The above allowances include:

- Regular structural inspections;
- Replacement and repair of roofing;
- Upgrade of lighting;
- Replacement of outdoor and indoor HVAC units;
- Replacement and upgrade of lighting and distribution boards to current standards.

In addition to the budgeted capital expenditure items provided, we have allowed:

- Capex escalation based on CPI.
- A minimum capital expenditure allowance equivalent to 1.0% of gross income per annum (only to the extent that this allowance exceeds the allowance displayed above).
- A refurbishment allowance of $15 per sqm and $37.50 per sqm of total lettable area in Years 2 and 8 respectively, inflated by forecast CPI.

Seismic Allowances:

Additionally, you will note, we have made allowances for seismic uncertainty (refer to Section 3.1 for seismic performance).

Investors are unlikely to consider a building below 67% (or those which ratings are greater than 67% but substantiated by an ISA only), unless they can be upgraded. The costs would be deducted from the price, plus deductions would be made for any uncertainty in relation to those costs of which there is a great deal at present based on the limited information provided to CBRE.

These are large and unquantified adjustments, and in part reflects the risk that purchasers would currently face when acquiring a centre with potential upgrading requirements but no reliable costings for some buildings.

CBRE adopted allowances have been guided by a costing matrix developed from seismic works programmes at other centres:

Property	Format	Levels	Decked Parking	Cost Assessment	Seismic Upgrade Costs	% NBS Upon Completion	Property NLA Cost $psm	Upgrade NLA Cost $psm	EQ Cost: Value
Centre 1	Regional	3	Yes	Expert	$27,000,000	At least 100%	$475	$1,100	7.4%
Centre 2	Bulky Goods	1	No	Expert	$2,000,000	At least 67%	$190	$190	7.5%
Centre 3	Regional	1	Yes	Expert	$10,000,000	At least 67%	$250	$4,000	3.2%
Centre 4	Regional	2	No	Expert	$4,000,000	At least 67%	$140	$1,000	2.7%
Pt Centre 5	Regional	2	Yes	Expert	$9,000,000	At least 67%	$275	$1,900	5.2%
Pt Centre 5	Regional	2	Yes	Expert	$5,000,000	At least 67%	$140	$1,800	2.6%
Centre 6	Regional	2	No	Expert	$8,000,000	At least 67%	$120	$1,000	1.8%
Pt Centre 7	Regional	2	No	Expert	$200,000	At least 67%	$10	$90	0.2%
Pt Centre 7	Regional	2	No	Expert	$3,000,000	At least 67%	$110	$1,100	2.4%
Pt Centre 7	Regional	2	No	Expert	$1,000,000	At least 67%	$60	$950	1.3%
Pt Centre 7	Regional	2	No	Expert	$100,000	At least 100%	$6	$650	0.1%
Centre 8	Regional	2	No	Expert	$50,000,000	At least 67%	$600	$1,600	12.6%
Centre 9	Regional	2	Yes	CBRE	$36,000,000	At least 67%	$900		8.2%
Centre 10	Regional	2	Yes	CBRE	$34,000,000	At least 67%	$750		7.3%
Centre 11	Regional	2	No	CBRE	$22,000,000	At least 67%	$350	$375	5.3%
Centre 12	Bulky Goods	2	No	CBRE	$8,000,000	At least 67%	$220	$250	7.5%
Centre 13	City Centre	3	Yes	CBRE	$16,000,000	At least 67%	$1,100	$450	27.6%
Centre 14	Regional	2	No	CBRE	$6,000,000	At least 67%	$70	$120	1.7%
Centre 15	City Centre - Carpark Bldg	2	Yes	CBRE	$2,000,000	At least 67%	$120	$120	5.2%
Centre 16	Regional	2	Yes	CBRE	$3,000,000	At least 67%	$90	$200	1.7%
Centre 17	Regional	1	Yes	CBRE	$16,000,000	At least 67%	$375	$375	5.0%

Our adopted seismic allowances for each building are broken down as follows (using broad lettable floor area proportions):

Zone	Year Constructed	Seismic Assessment	NBS %	NLA sqm	Cost $psm	Upgrade Prob. %	Upgrade Cost	Profit & Risk %	Profit & Risk Allowance	Total Cost
Countdown	2003/2014	ISA	>100%+	3,709	$250	25.0%	$231,800	25.0%	$46,360	$278,160
Block A	2006	ISA	>100%+	1,231	$500	25.0%	$153,864	25.0%	$30,773	$184,637
Block B	2006/2007	ISA	>100%+	437	$500	25.0%	$54,631	25.0%	$10,926	$65,558
Block C	2006/2016	ISA	>100%+	2,997	$500	25.0%	$374,574	25.0%	$74,915	$449,489
Block D	2006	ISA	>100%+	2,027	$500	25.0%	$253,324	25.0%	$50,665	$303,989
Block E	2015	ISA	>100%+	6,490	$375	0.0%	$0	0.0%	$0	$0
Block G	2006/2016	ISA	>100%+	2,211	$750	25.0%	$414,647	25.0%	$82,929	$497,576
Block H	2006/2007	ISA	>100%+	1,314	$500	25.0%	$164,259	25.0%	$32,852	$197,111
Block J	2006	ISA	>100%+	773	$500	25.0%	$96,679	25.0%	$19,336	$116,015
BP	2020	ISA	100%	305	$0	0.0%	$0	0.0%	$0	$0
Total				21,493	$97		$1,743,777		$348,755	$2,092,532

We have estimated ISA uncertainty allowances generally ranging from $375 to $750 per sqm depending on age and quality of the building, and score of the incumbent ISA, which is lower than the typical range of $1,000 to $2,000 per sqm. To our cost assumptions, we have applied a probability of upgrade risk allowance. Not all building components with NBS ratings greater than 67% substantiated by ISAs only will require upgrading. Our allowances price in the possibility or risk of potential upgrading requirements, as investors would do.

Over and above our seismic costs, we have made a profit and risk allowances of 25.0%. Many of the cost assumptions are subjective, albeit necessary in order to complete the valuation exercise. The costs are uncertain and could vary.

This allowance is a large sum in the context of the adopted seismic upgrade allowance, but is small in the context of the property's value. A large and prolonged centre wide upgrading requirement could also affect the investment parameters in i.e. the Capitalisation Rate and Target IRR.

The adopted seismic allowances, including a profit and risk margin, total $2,092,532 and results in a EQ Cost:Value ratio of 2.2% and NLA rate of $97 per sqm.

4 OCCUPANCY

4.1 TENANCY SUMMARY

Below we summarise the pertinent details as extracted from the tenancy schedule provided.

Please refer to Appendix 11.3 for a detailed tenancy schedule. The expanded appendix includes items such as percentage rent drivers, detailed renewal breakdown, comprehensive rent review frequency and drivers, and a per sqm analysis.

Tenant	Area	Base Rent $pa	Outgoings $pa	% Rent $pa	Gross Rent $pa	Expiry Date	RNL (yrs)	RR Type
Majors								
Kmart	5,548.4							
Countdown	3,708.8							
Smiths City	2,201.6							
Specialties								
Immerse Nail & Beauty The…	143.4							
Bethlehem Ultrasound	88.6							
Jetts	280.3							
Vivo Hair & Beauty	134.6							
Vacant	70.7							
Unichem Pharmacy	174.5							
Just Cuts	58.8							
Vacant	89.4							
ANZ Bank	190.5							
You Travel	130.4							
Wild South	306.7							
Dilworth Hearing	264.1							
Chadwick Healthcare	228.6							
Pathlab	100.8							
Paper Plus	720.1							
Hammer Hardware	600.9							
Triton Hearing	99.8							
Chemist Warehouse	982.4							
Subway	83.5							
Omnitech	69.1							
Bayview Roast and Fish & …	85.7							
Noodle Canteen	109.2							
Turkish To Go	127.8							
Tank Juice Bar	49.8							
Hello Sushi	126.5							
LJs	69.6							
Domino's Pizza	116.2							
Burger Fuel	102.9							
BNZ ATM	1.0							
Professionail	67.4							
Caroline Eve	183.1							
Bethlehem Eyecare	94.0							
George Edward	120.6							
Shoo	100.9							
Urban Vogue	91.1							
Options Gifts & Homeware	70.8							
Options Gifts & Homeware	195.1							
Gateway Games	175.3							

Tenant	Area	Base Rent $pa	Outgoings $pa	% Rent $pa	Gross Rent $pa	Expiry Date	RNL (yrs)	RR Type
La-Z-Boy	354.3							
Vacant	430.5							
Panztel Limited	159.1							
Eves Real Estate	253.3							
Patrick's Pies	150.9							
The Coffee Club	182.7							
Rodney Wayne	113.9							
Tango's Shoes	119.5							
Vacant	81.1							
After Hours Eventwear	121.4							
Columbus Coffee	141.9							
Bin Inn	149.3							
The Orchard Bethlehem	384.7							
House of Spice	120.1							
Bottle-O	268.7							
NZ Wine Home	134.8							
BP	305.0							
Centre Management Office	34.5							
Total	**21,668.5**	**6,136,410**	**1,028,826**	**98,791**	**7,264,026**			

4.2 TENANCY COMMENTARY

Major Tenant

Lease

Comment:

Full majors lease summaries including estimates of future trading and rental performance are contained within Appendix 11.4.

Specialty Lease Format: The majority of specialty tenancies are occupied under a common form of lease, with typical lease terms ranging from 6 to 8 years. A number of leases incorporate additional renewal option periods. All leases provide for the payment of base rental and include provisions for rental reviews, which typically comprise either CPI based increases, fixed percentage increases or market reviews. Most leases include ratchet clauses which prevent the rental from reducing below the rental payable either prior to review or at lease commencement. Most of the specialty leases also incorporate provisions for reporting of sales turnover and payment of percentage rental if applicable. Most tenants are required to contribute to the centre promotion fund.

The majority of tenants are in occupation under net lease arrangements with individual tenants required to contribute to a proportionate share of statutory rates and operating expenses. Only Wild South have a gross lease.

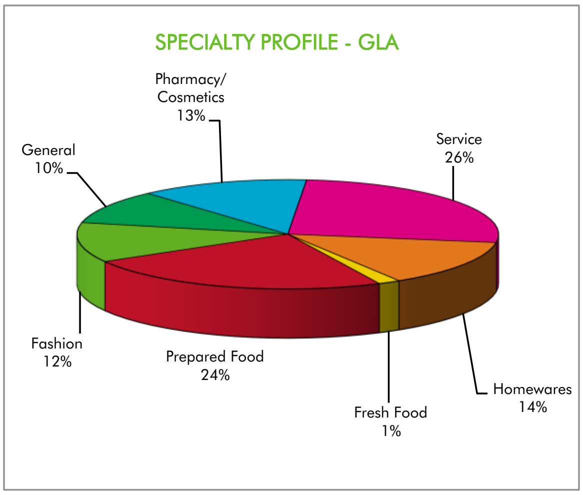
We note that the standard specialty lease at the centre does not require the owner to rebate rent due to a force majeure event resulting in the closure of the centre, hence rental rebates have been largely driven by non-contractual motivations (i.e. supporting tenant viability).

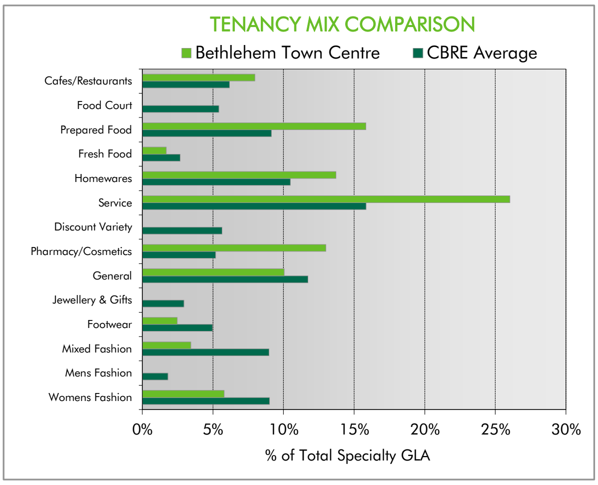
4.3 TENANCY MIX & PROFILE

The centre enjoys a broad tenancy profile with national and chain retailers dominating the specialty mix.

National and chain specialty tenants account for approximately 63.2% of total specialty shop area and provide approximately 65.4% of the gross income derived from the specialty component of the complex on a fully leased basis.

The following graph illustrates the overall tenancy profile of the specialty component of the complex:





The centre adequately services the shopping needs of the surrounding community and has a focus on food, convenience, and service retailing.

The majors floor area ratio of 52.9% is consistent with albeit marginally lower than equivalent shopping centre averages.

4.4 TENANCY ISSUES

Vacant Tenancies:

Shop	Area sqm	Adopted Rent $pa	Adopted Rent $psm
A07	70.7	$40,642	$575
A11	89.4	$48,102	$538
G11A	430.5	$104,255	$242
H04	81.1	$43,627	$538
TOTAL	**671.8**	**$236,626**	**$352**

The current specialty vacancy reflects 5.2% of the gross specialty income. This is a low ratio in comparison to Sub Regional Centre averages of 8.7%. We have adopted an ongoing allowance of 4.0% of the gross specialty rental.

Appropriate leasing up, incentive and agents' commission allowances have been included within our calculations.

Monthly Tenancies: There are no monthly tenants at the centre. We have modelled the management office as a monthly tenant in this valuation.

Rental Abatements: We have been advised by the Vendor that there are no outstanding rental abatements that have been granted to tenants within the centre.

Outstanding Incentives: Under the Sale and Purchase agreement, the Vendor will be liable for all outstanding incentives as at the valuation date.

We have included an allowance for the rent shortfall between the date of valuation and the commencement date of confirmed new lease for which equates to $58,355.

Rental Arrears: We have been provided with an aged receivables report for the subject complex dated 31 January 2021, which we have summarised in the following table:

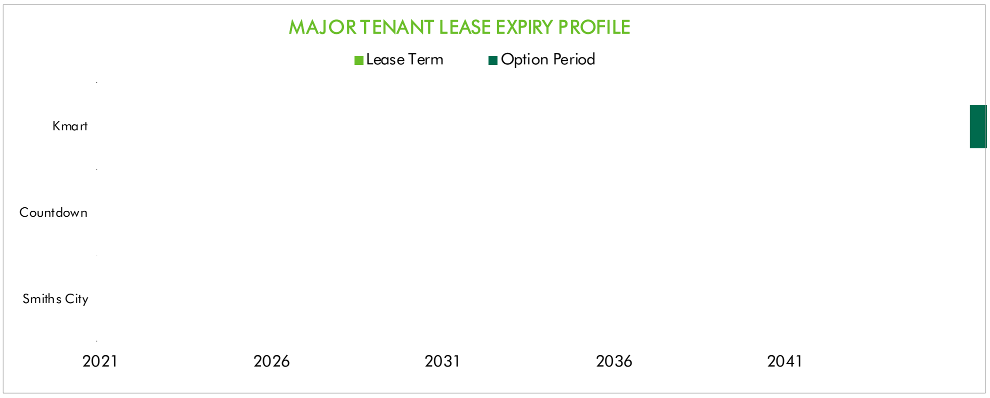
1-30 Days	31-60 Days	61-90 Days	90+ Days	Total
$22,261	($194,803)	$16,478	$797,813	$641,749

This reflects 8.7% of the subject property's gross operating income of $7,354,851, which is a high ratio relative to national benchmarks. We note that two of the largest debts relate to tenants who are no longer trading with their leases being cancelled (Living Quarters and Remix Fitness).

4.5 LEASE EXPIRY ANALYSIS

Majors' WALT Comment:

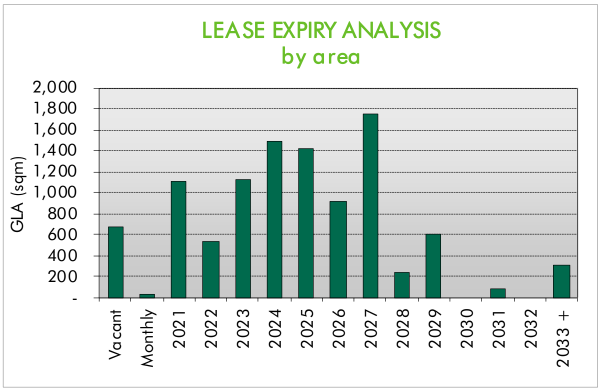
The average weighted remaining majors lease term (by income) equates to 4.6 years.

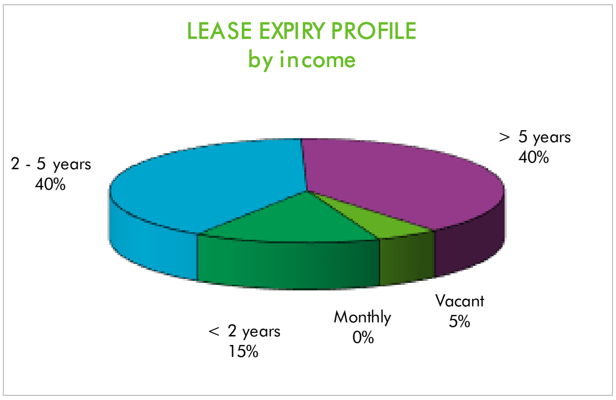


Specialty WALT Comment:

As displayed below the specialty lease profile indicates a relatively balanced expiry profile over the next 7 years.

The average weighted remaining lease term (by income) for the centre equates to 4.8 years. The majority of specialty tenancies appear to have reasonable occupancy costs, and as such, active centre management and concerted re-negotiation should mitigate any risks posed by impending expiries.





4.6 OUTGOINGS

We have been provided with budgeted outgoings information for the financial year ending 31 March 2022, in addition to actual outgoings for the year ending 31 March 2021, which we have summarised in the following table. A comparison with PCNZ and CBRE averages for Sub Regional Centre shopping centres is included.

Outgoings Comment:

The budgeted outgoings estimate reflects an overall rate of $64 per sqm.

In comparison with outgoings expenditure within Sub-Regional shopping centres in New Zealand, the adopted level of total outgoings is considered to be low below CBRE averages and PCNZ averages. However this is not unexpected as the centre does not have an enclosed mall which Sub-Regional shopping centres typically have.

Salaries/Wages and Administration/Management costs (SWAM) appear low when compared to CBRE benchmarks for Sub Regional Centres on a per sqm basis.

Outgoings Adjustments:

For the purposes of this assessment, we have increased the allowance for SWAM by $160,000 in Year 2 of the cashflows. The increased SWAM allowance aligns more consistently with CBRE benchmarks for Sub-Regional centres.

The adopted outgoings reflect an overall rate of $73 per sqm in Year 2 of the cashflow.

Statutory Assessment:

Address	Land Value	Improvements Value	Capital Value
Date of Valuation:	**1-Jul-18**		
195L -19 Bethlehem Rd	20,650,000	48,000,000	68,650,000
195L/R49 Bethlehem Rd	31,000	-	31,000
TOTAL:	**20,681,000**	**48,000,000**	**68,681,000**

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Council rates are based on Capital Value. The Capital Value assessed as at July 2018 appears to be lower than our assessment of market value suggesting a likely increase at the next revaluation in 2021.

Non-Recoverable Outgoings:

Additionally we have factored in non-recoverable outgoings such as Legal Fees, Accounting Fees, and Consultant Fees, totalling $70,000 in Year 1.

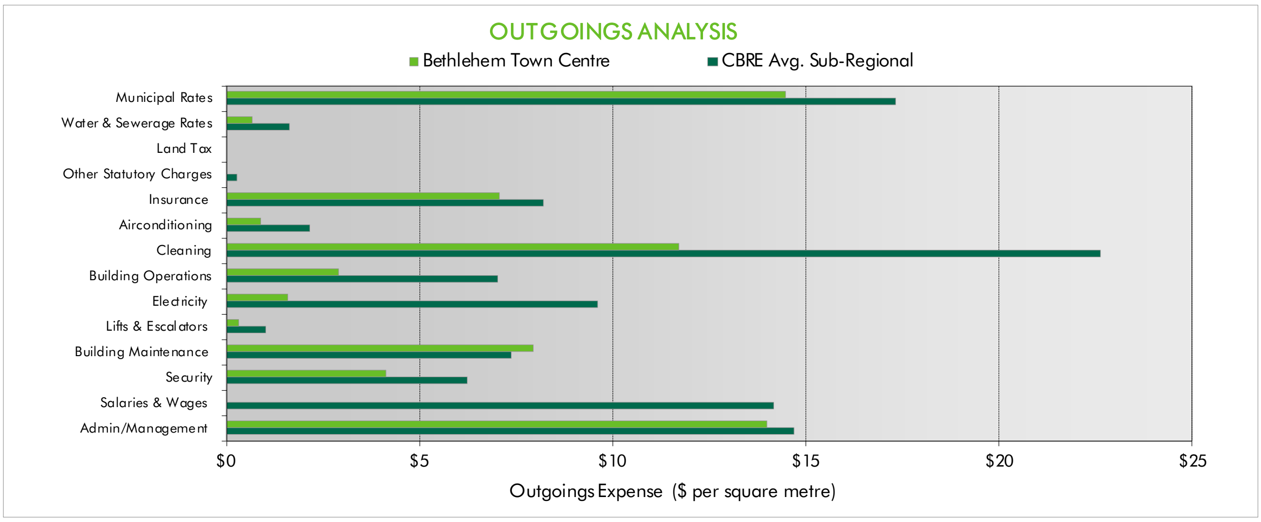
Promotion Fund:

The owner's promotion fund contribution is currently $93,211 per annum, reflecting 62.7% of total lessee contributions. We have adopted a stabilised ongoing allowance of 20.0% of total lessee contributions, which is in line with New Zealand standard ratios of 20.0%. We note however that many owners are now tracking towards 10.0% to 15.0% contributions, but usually at larger centres that have large nominal contributions.

We have made one-off lessor contributions towards the marketing fund in Years 1 and 2 of the cashflows (refer to "Other Capital Allowance" in our calculations).

Outgoings Recovery:

The standard specialty recovery rate is $68 per sqm.



Source: Client outgoings schedule

Item	Actual 20-21	Budget 21-22		Adopted		CBRE Avg. Sub-Regional	CBRE Avg. Neighbrhd
	$pa	$pa	$psm	$pa	$psm	$psm	$psm
Recoverable Outgoings							
Municipal Rates	283,588	313,864	14.48	313,864	14.48	17.33	19.96
Water & Sewerage Rates	13,857	14,730	0.68	14,730	0.68	1.66	1.81
Land Tax	-	-	-	-	-	-	-
Other Statutory Charges	-	-	-	-	-	0.29	0.28
Insurance	129,326	129,034	5.95	153,594	7.09	8.21	9.76
Airconditioning & Ventilation	15,789	19,795	0.91	19,795	0.91	2.18	1.89
Common Area Cleaning	206,688	253,820	11.71	253,820	11.71	20.73	14.81
Food Court Cleaning	-	-	-	-	-	1.70	0.06
Centre Supervision	-	-	-	-	-	0	
Car Parking	7,306	22,778	1.05	22,778	1.05	2.07	0.30
Electricity	30,527	35,057	1.62	35,057	1.62	9.54	5.49
Fire Protection/Public Address	25,136	18,508	0.85	18,508	0.85	1.38	1.10
Gas & Oil	-	-	-	-	-	0.11	0.20
Lifts & Escalators	5,748	7,088	0.33	7,088	0.33	1.01	0.13
Pest Control	-	-	-	-	-	0.25	0.14
Repairs & Maintenance	102,212	93,278	4.30	93,278	4.30	5.69	4.74
Building Management Systems	-	-	-	-	-	0.11	0.13
Energy Management	-	-	-	-	-	0.10	
Security/Access Control	85,472	90,077	4.16	90,077	4.16	6.22	3.51
Sewage Disposal & Sullage	-	-	-	-	-	0.17	0.06
Public Telephones	-	-	-	-	-	0.07	
Uniforms	-	-	-	-	-	0.02	
Salaries & Wages	-	-	-	-	-	14.18	3.11
Signs	-	-	-	-	-	0.10	0.01
Gardening/Landscaping	64,593	79,114	3.65	79,114	3.65	1.44	1.17
Administration/Management	279,465	303,066	13.99	303,066	13.99	14.71	11.36
Miscellaneous	-	-	-	-	-	0.32	0.18
Sinking Fund (NZ Properties only)	-	-	-	22,109	1.02	2.82	0.63
Non-Recoverable Outgoings	Salaries/Wages/Admin/Management as % of Gross Passing Income				4.1%		
Owners Promotion Contribution	47,663	93,211	4.30	29,714	1.37	1.91	1.27
Other Non-Recoverable Expenses	-	-	-	70,000	3.23	3.17	1.63
Statutory Expenses (Incl Land Tax)	297,445	328,594	15.16	328,594	15.16	19.28	22.05
Operating Expenses	952,261	1,051,615	48.53	1,098,284	50.69	93.14	58.77
Sub-Total	1,249,706	1,380,209	63.70	**1,426,878**	65.85	112.43	80.82
Other Non-Recoverable Expenses	47,663	93,211	4.30	99,714	4.60	5.07	2.90
TOTAL OUTGOINGS	**1,297,369**	**1,473,420**	**68.00**	**1,526,592**	**70.45**	**117.50**	**83.73**

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4.7 SUNDRY INCOME

Based on the tenancy schedule and the income and expenditure budgets provided, total sundry and other income derived from the various components of the subject complex is detailed in the following table:

Sundry & Other Income	Revenue $pa	Cost $pa	Net/Total $pa	$psm
Storage Income	17,000	-	17,000	0.78
Casual Leasing Income	-	-	-	-
Mall Merchandising Income	5,000	-	5,000	0.23
Telecommunications Facility Income	-	-	-	-
Extended Trading Hours	-	-	-	-
Sundry Recoveries	-	-	-	-
Signage & Billboard Income	34,945	-	34,945	1.61
Car Parking Income	-	-	-	-
Sundry & Other Income	-	-	-	-
Electricity Profit	33,880	-	33,880	1.56
TOTAL	**$90,825**	**-**	**$90,825**	**4.19**

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The ratio of Sundry & Other Income to Gross Passing Income is 0.8%. This is considered low when compared to the CBRE benchmark for Sub Regional Centres and Bulky Goods Centres of 2.5% and 1.7% respectively. We would expect this ratio to sit at the lower end of the range as there are no enclosed malls but we consider there is opportunity for growth, and have modelled increases within our cashflows.

4.8 NET INCOME SUMMARY

We summarise the property's net income as follows:

Tenant	Area sqm	Base Rent $pa	Outgoings $pa	% Rent $pa	Gross Rent $pa	$psm
Majors						
Kmart	5,548					
Countdown	3,709					
Smiths City	2,202					
Majors	11,459	$2,440,043	$407,853	$72,951	$2,920,846	$255
Specialty						
Non-Food Specialty	4,317	$1,249,312	$270,223	$0	$1,519,534	$352
Food Specialty	2,269	$1,103,745	$154,031	$23,461	$1,281,237	$565
Retail Services	2,318	$920,185	$156,458	$2,379	$1,079,022	$466
Other Tenancies						
Non-Retail	-	$0	$0	$0	$0	$0
ATM	1	$13,218	$0	$0	$13,218	$13,218
Freestanding	305	$314,340	$19,987	$0	$334,327	$1,096
Office	294	$95,567	$20,275	$0	$115,842	$394
Monthly	34	$0	$0	$0	$0	$0
Specialties	9,538	$3,696,368	$620,973	$25,840	$4,343,180	$455
GROSS PASSING RENTAL	**20,997**	**$6,136,410**	**$1,028,826**	**$98,791**	**$7,264,026**	**$346**
Other Income (including electricity profit)					$90,825	
GROSS REVENUE					$7,354,851	
Less						
Statutory Expenses (Incl Land Tax)			-$328,594			
Operating Expenses			-$1,098,284			
Other Non-Recoverable Expenses			-$99,714		-$1,526,592	
NET PASSING INCOME					**$5,828,260**	**$278**
Vacant Tenancies			$236,626			
Vacancy/Bad Debts Allowance (specialties only)		4.00%	-$183,192		$53,433	
NET INCOME (Fully Leased-After Vacancy Allowance)					**$5,881,693**	**$280**

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Based on the total occupied GLA of 20,996.7 square metres, the estimated fully leased net income (after deduction of an ongoing vacancy/bad debts allowance) demonstrates an overall rate of $280 per sqm, which is considered in line with market parameters overall.

5 TRADING

5.1 TRADING ANALYSIS

We have been provided with un-audited sales turnover figures for the 12 month periods ending 31 March 2020 and 31 March 2021, which we have summarised in the table below. The Moving Annual Turnover (MAT) detailed reflects only those tenancies that report sales turnover figures. The analysis excludes vacancies, banks, financial outlets, travel agencies, and other non-retail specialties.

Please note the below summary and analysis reflects the closure of the centre during the Alert Level 4 and 3 lock down. Approximately 7 weeks of turnover is missing for most tenants. In addition approximately 6 weeks of turnover reflects the centre trading at Alert Level 2 conditions.

The following turnover summary and GOC analysis includes the Alert Level 3 and 4 lockdowns as months "traded" but with turnover of nil. Put another way, we have not annualised the turnover data to reflect the 7 week closure period during Alert Level 3 and 4 lockdowns.

			MAT - Last Year		MAT - This Year			
		Area	31 March 2020		31 March 2021			
No.	Tenant	sqm	$pa	$psm	$pa	$psm	% Var.	GOC %
Majors								
Major 2	Kmart	5,548.4						
Major 1	Countdown	3,708.8						
D01	Smiths City	2,201.6						
Specialties								
A01	Immerse Nail & Beauty Therapy	143.4						
A03	Bethlehem Ultrasound	88.6						
A04	Jetts	280.3						
A06	Vivo Hair & Beauty	134.6						
A07	Vacant	70.7						
A08	Unichem Pharmacy	174.5						
A10	Just Cuts	58.8						
A11	Vacant	89.4						
A12	ANZ Bank	190.5						
B01	You Travel	130.4						
B02	Wild South	306.7						
C01	Dilworth Hearing	264.1						
C02	Chadwick Healthcare	228.6						
C04	Pathlab	100.8						
C05	Paper Plus	720.1						
C07	Hammer Hardware	600.9						
C08	Triton Hearing	99.8						
C09	Chemist Warehouse	982.4						
E01A	Subway	83.5						
E01B	Omnitech	69.1						
E02	Bayview Roast and Fish & Chips	85.7						
E03	Noodle Canteen	109.2						
E04	Turkish To Go	127.8						
E05	Tank Juice Bar	49.8						
E06	Hello Sushi	126.5						
E07	LJs	69.6						
E08	Domino's Pizza	116.2						
E09	Burger Fuel	102.9						
E10	BNZ ATM	1.0						
G01	Professionail	67.4						
G02	Caroline Eve	183.1						
G03	Bethlehem Eyecare	94.0						
G04	George Edward	120.6						
G05	Shoo	100.9						
G06	Urban Vogue	91.1						

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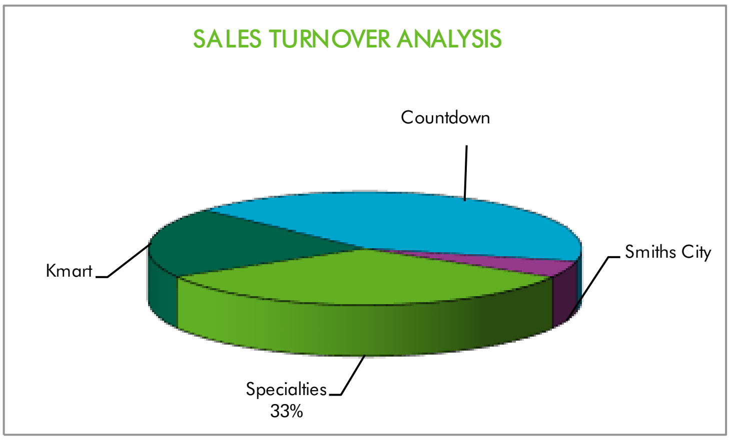
No.	Tenant	Area sqm	MAT - Last Year 31 March 2020 $pa	$psm	MAT - This Year 31 March 2021 $pa	$psm	% Var.	GOC %
G07	Options Gifts & Homeware	70.8						
G08	Options Gifts & Homeware	195.1						
G09	Gateway Games	175.3						
G10	La-Z-Boy	354.3						
G11A	Vacant	430.5						
G11B	Panztel Limited	159.1						
H01	Eves Real Estate	253.3						
H01B	Patrick's Pies	150.9						
H02	The Coffee Club	182.7						
H03	Rodney Wayne	113.9						
H03a	Tango's Shoes	119.5						
H04	Vacant	81.1						
H05	After Hours Eventwear	121.4						
H06	Columbus Coffee	141.9						
H07	Bin Inn	149.3						
J08	The Orchard Bethlehem	384.7						
J09	House of Spice	120.1						
J10	Bottle-O	268.7						
Office01	NZ Wine Home	134.8						
BP	BP	305.0						
CMO	Centre Management Office	34.5						
	Previous and Excluded Tenants		$22,003,771		$32,218			
Total		**21,668.5**	**$129,155,946**	**5960.54**	**$117,495,190**	**$5,422**	**-9.0%**	

Sales turnover from former tenants that are no longer trading within the centre or are traders excluded from the analysis due to category type, however which are relevant to the period of analysis, comprise a total amount of $32,218 for the period ending 31 March 2021, and $22,003,771 for the period ending 31 March 2020.

With the inclusion of the previous tenants' MAT, the centre's total turnover for the 12 month period ending 31 March 2021 equates to $117,495,190. The current MAT reflects a decrease of 9.0% over the previous 12 month period and demonstrates an overall rate of $5,422 per square metre of lettable area. This overall analysis is less reliable than Annualised or 12 Month Trader only analysis, and does not reflect 'like on like' growth.

It is noted that the following rate per square metre turnover analysis and occupancy cost ratios indicated for specialty tenancies include annualised sales turnover figures for those tenants that have not been trading for a full 12 month period.



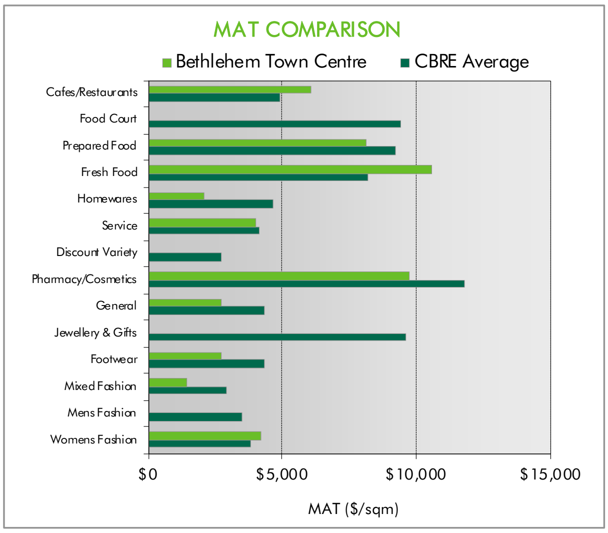
The following graphs illustrate the relative proportions of MAT currently derived from the subject complex:

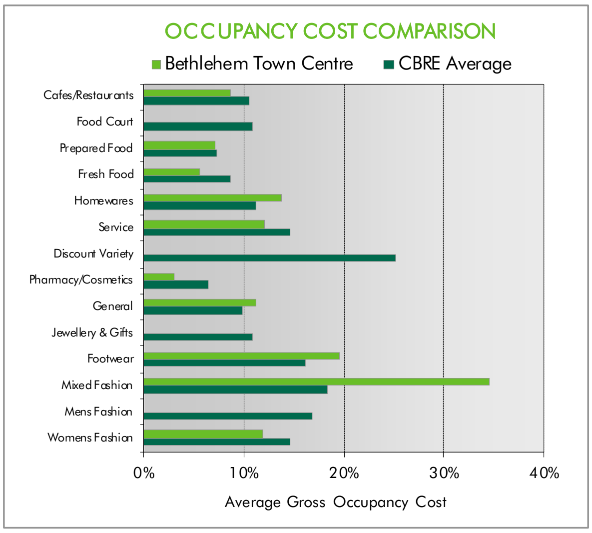
Comparison of specialty trader performance against retail benchmarks produced by CBRE indicates that the majority of specialty shop categories within the subject complex achieve sales rates that are a little below or equivalent to New Zealand averages for Sub Regional Centres.

Please note that the CBRE average contains some benchmarks from pre-COVID times and do not reflect the impact on turnover from mandatory closures due to Alert Level 3 and 4 lockdowns.

The MAT figures utilised for comparison purposes represent average turnovers of the various trade categories within the subject complex and as such, the following analysis should be utilised as a guide only.

When compared with New Zealand Sub Regional Centre shopping centre turnover averages of circa $5,000 to $5,500 per sqm, the subject centre appears adequate. Annualised MAT equates to $5,566 per sqm, or $5,583 per sqm for 12 Month Traders Only.





We have additionally considered the issue of specialty shop viability by examining the total gross rental (i.e. base rent, percentage rent and outgoings) as a proportion of sales turnover, known as the gross occupancy cost ratio. Based on a broad analysis of Moving Annual Turnovers and gross rentals, the average occupancy costs across the various trade categories generally appear to be below market parameters, thus suggesting potential for strong rental growth.

The average gross occupancy cost ratio for the specialty tenancies within the subject complex equates to 7.8% which is well below the CBRE average gross occupancy cost figure for Sub Regional Centre shopping centres of 11.4%. New Zealand Regional and Sub-Regional shopping centre specialty tenant gross occupancy cost ratios typically range from 12.0% to 17.5%. We detail below our analysis of trading performance for the specialty component.

Specialty Component - All Tenants	Mar-21
Specialty Occupancy Cost Ratio using Annualised Turnover	7.8%
Specialty Occupancy Cost Ratio using 12 Month Traders Only	7.7%
Specialty Turnover psm on Annualised Turnover Basis	$5,566
Specialty Turnover psm 12 month Traders Only	$5,583
Gross rent psm (Annualised)	$432

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While this is a very basic measure of viability, it nevertheless provides a useful guide and indicates that in overall terms rental levels are generally below market levels, in the context of the current sales turnover of $5,566 to $5,583 per sqm.

Better measures of viability are shown in the following table which is an analysis of the specialty component excluding the upper level and mini majors. This analysis shows slightly more comfortable occupancy cost ratios and more intensive turnovers.

Specialty Component - Excl Upper Level & Mini Majors	Mar-21
Specialty Occupancy Cost Ratio using Annualised Turnover	8.7%
Specialty Occupancy Cost Ratio using 12 Month Traders Only	8.6%
Specialty Turnover psm on Annualised Turnover Basis	$5,950
Specialty Turnover psm 12 month Traders Only	$5,981
Gross rent psm (Annualised)	$516

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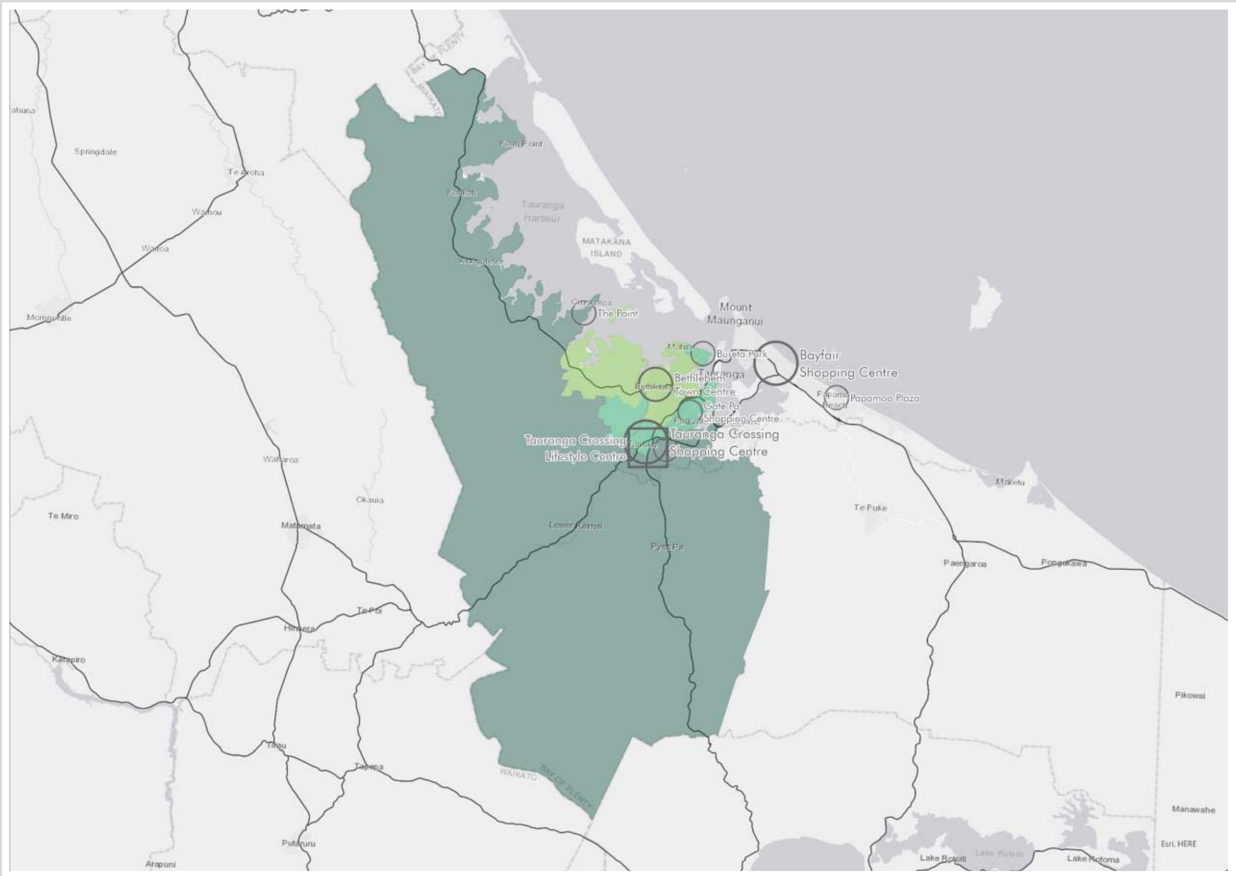
The average gross occupancy cost ratio for the specialty tenancies excluding the upper level and mini-majors increases to 8.7% which is still below the CBRE averages, and shows that the specialties are comfortable.

The GOC analysis does not include rental rebates or deferrals provided in relation to the COVID-19 crisis, these are treated as below the line adjustments.

6 CATCHMENT

6.1 TRADE CATCHMENT AREA

We have paid regard to the likely boundaries of the subject's Trade Catchment Areas ("TCA") shown below:



6.2 DEMOGRAPHIC OVERVIEW

We have applied a market share weighting to each catchment to arrive at an Adopted Catchment.

The main demographic trends evident within the Adopted Catchment are as follows:

The Adopted Catchment shows a higher proportion of residents above 65 years old when compared to national averages. The median resident age is 43 years old.

The Adopted Catchment shows a higher proportion of residents of a European descent and a lower proportion of residents of a Pacific Island or Asian descent when compared to national averages.

There is a higher proportion of residents within the Adopted Catchment who are not in the labour force when compared to national averages.

The Adopted Catchment displays a lower proportion of residents with a Bachelor or Post Graduate qualification when compared to national averages.

In comparison to national averages, the Adopted Catchment has a higher proportion of residents earning between $20,000 and $30,000 per annum. The weighted median household income for the Adopted Catchment is approximately $72,000.

The adopted catchment shows a higher proportion of dwelling ownership when compared to national averages.

The population growth forecasts are positive across all years within the Adopted Catchment. The forecasts are in line with the national averages.

Overall, an older catchment with a relatively moderate socioeconomic profile and strong population forecasts.

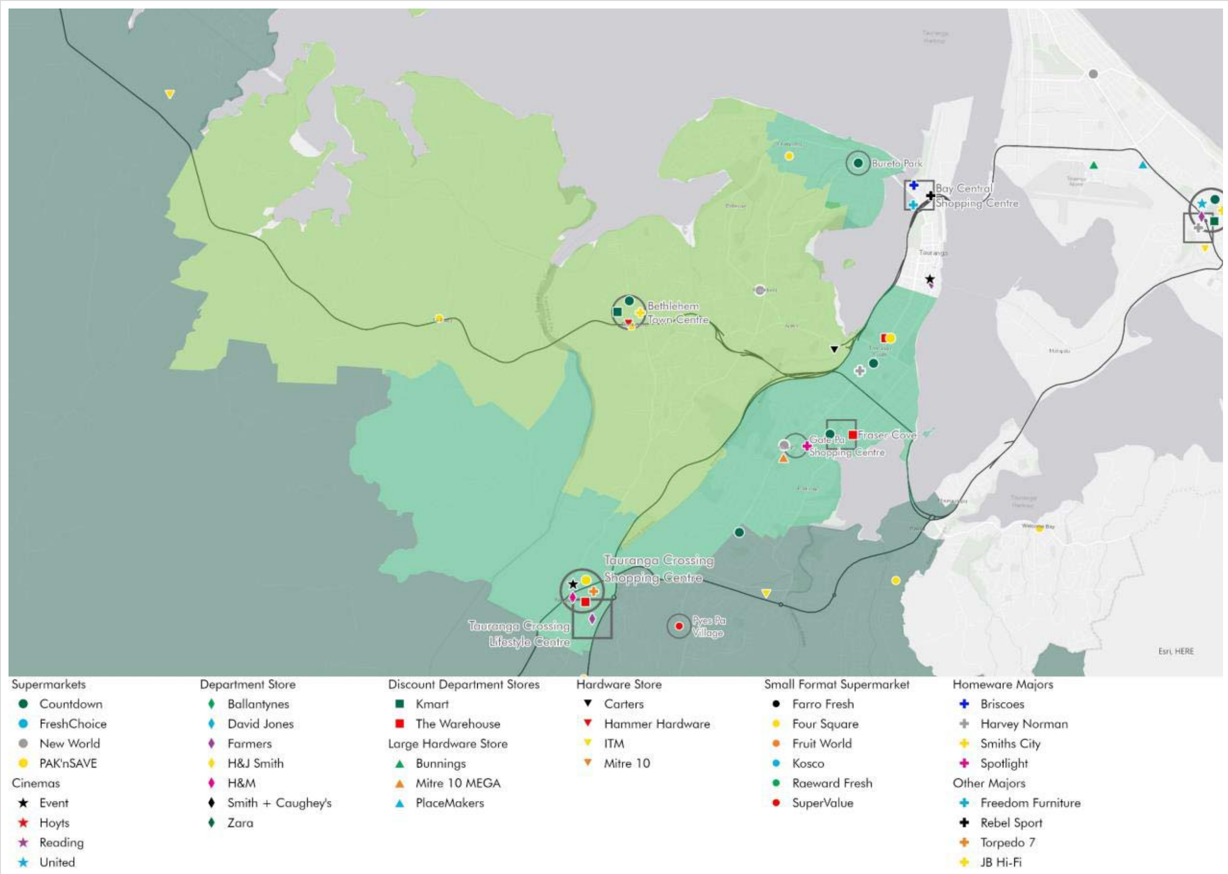
We summarise the main demographics of the Adopted Catchment in relation to Bay of Plenty Region and New Zealand averages as follows:

Demographics Summary Census 2018	Adopted Catchment	Bay of Plenty Region	New Zealand
Usual Resident Population	12,618	308,406	4,699,191
Weighted Median Age	42.5	40.0	38.0
European Ethnic Distribution	74.5%	63.9%	62.3%
Maori Ethnic Distribution	15.0%	25.3%	14.7%
Pacific Island Ethnic Distribution	2.3%	3.1%	7.2%
Asian Ethnic Distribution	6.6%	6.2%	13.4%
Employed Full Time	45.9%	46.8%	50.1%
Weighted Median Personal Income	$32,930	$30,400	$33,400
Weighted Median Household Income	$72,021	$68,100	$76,300
Proportion of Non-Car Ownership	3.1%	3.8%	5.3%
Dwelling Owned by Occupier or Family Trust	70.2%	66.9%	64.6%
Dwelling Owned by Housing New Zealand	5.2%	6.7%	11.8%
Weighted Median Rent $pw.	$369	$330	$350
2018-2023 Projected Population Growth pa.	1.1%	1.0%	1.1%
2023-2028 Projected Population Growth pa.	0.8%	0.7%	0.9%
2028-2033 Projected Population Growth pa.	0.7%	0.6%	0.7%
2033-2038 Projected Population Growth pa.	0.6%	0.5%	0.6%
2038-2043 Projected Population Growth pa.	0.5%	0.4%	0.5%

Please refer to Appendix 11.2 for further analysis of the demographics of the catchment.

6.3 RETAIL COMPETITION

The following map shows the positioning and type of shopping centres in Tauranga:



Tauranga Crossing & Lifestyle Centre:

Stage one of Tauranga Crossing opened in September 2016, and comprises a Bulky Goods/Sub-Regional centre anchored by two major tenants (The Warehouse and PAK'nSAVE). Stage 2 opened in two parts in late 2018 and April 2019, and comprises an enclosed mall anchored by Event Cinema and the Bay of Plenty's first H&M, with a complementary specialty tenancy mix including fashion, service, and food and beverage retailers. The total floor area of Tauranga Crossing is now 45,725 sqm.

Opposite Tauranga Crossing is Tauranga Crossing Lifestyle, a Bulk/Home Retail centre, which is currently anchored by Farmers and Gilmours.

Both Tauranga Crossing and the Lifestyle Centre have further development potential with substantial surplus land and consent obtained. The centres offer a high level of specification and amenity, and the complex enjoys a large site which is consented for 44,777 sqm of retail space.

Tauranga Crossing and Lifestyle Centre create critical mass in Tauriko and is situated 8 kilometres south of the subject and is likely to continue providing a strong level of competition to the subject. However,

Bethlehem Town Centre's mix is oriented towards food, service and convenience and ongoing spend from customers in the Primary Catchment is expected.

Tauranga CBD:

Tauranga City Centre comprises traditional strip retailing. COVID-19 and redevelopment in the CBD in recent months has resulted in increased vacancy with a number of well-known national and chains retailers departing the CBD.

The Farmers department store which once anchored the Tauranga CBD, has been demolished. A replacement store including a 10-storey apartment building is currently under construction and due to be completed in mid to late-2021.

The CBD houses Rialto Cinema in the Goddards Centre, a standalone The Warehouse discount department store on the corner of Cameron Road and Tenth Avenue, and local food and beverage operators including the recently developed Wharf Street dining precinct.

The Tauranga City Centre used to possess a large drawing power especially in relation to food spend, and The Warehouse trades well providing competition to the subject's Kmart. The CBD is now the weakest of the three major retail nodes in greater Tauranga.

Bayfair:

Bayfair Shopping Centre is situated within Mt Maunganui, approximately 14 kilometres north east of the subject. It is a dominant Regional shopping centre historically at the top of the retail hierarchy in the Bay of Plenty region. The centre originally commenced trading during 1985 and has been periodically refurbished and extended most recently in 2019 and 2020 when United Cinemas opened. Bayfair is anchored by a Kmart discount department store, a Farmers department store, Countdown, JB Hi-Fi, and United Cinemas along with 133 specialty tenants. Bayfair provides car parking for 1,820 vehicles (707 of these are covered spaces), and the layout has been improved in the latest redevelopment.

Bayfair provides a level of competition to the subject which is somewhat mitigated due to the distance between the two centres.

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Other: In addition to the facilities detailed above, a variety of other retail centres and supermarkets within the Tauranga area are considered to provide a further form of competition.

- Papamoa – Situated 23 kilometres away is the Papamoa retail hub which comprises an enclosed Neighbourhood centre known as Papamoa Plaza which is anchored by The Warehouse and Countdown. Also within the vicinity is Fashion Island a fashion oriented open air centre and Centa Max, a service and convenience oriented open air centre. Mitre 10 and PAK'nSAVE are located directly opposite Papamoa Plaza. This overall precinct provides a level of competition to the subject; however, this will be mostly mitigated due to the geographic separation.
- Fraser Cove – Situated approximately 6 kilometres east of the subject. Fraser Cove is anchored by Countdown, The Warehouse, Warehouse Stationery, and Big Save Furniture with 29 smaller format specialty tenants. The Warehouse and Countdown compete with the subject's Kmart and Countdown.
- Gate Pa - Situated approximately 6 kilometres east of the subject. Gate Pa is a convenience type centre with a focus on food and services uses, anchored by New World and Mitre 10 MEGA and provides a low to moderate level of competition to the subject.
- Bay Central – Situated approximately 8 kilometres north of the subject and comprises a number of retail/wholesale/warehouse premises for tenants including Rebel Sports and Briscoes. The development totals approximately 17,200 sqm in size with 504 car parks. This development competes on the northern fringe of the Tauranga Crossing catchment.

There are numerous competing standalone supermarkets presenting competition to the subject supermarket. These include PAK'nSAVE Tauranga, Countdown Greerton, New World Brookfield, Countdown Tauranga, Countdown Bureta Park, and New World Mount Maunganui.

Summary: Tauranga Crossing, the Tauranga CBD and Bayfair offer the most competition to Bethlehem Town Centre. A number of supermarkets in Tauranga also compete with the Countdown supermarket at the subject. Retail destinations further afield also compete for retail spend.

7 MARKET

7.1 COVID-19 MARKET UPDATE

The situation due to the COVID-19 pandemic has continued to evolve since the end of the nationwide Alert Level 4 lockdown on 27 April 2020. New Zealand is currently in Alert Level 1, however Auckland has recently experienced periods of Alert Level 3. The domestic economic activity is essentially functioning in a normal manner, and New Zealand's borders remain closed (except to Australia and the Cook Islands).

Functioning Market Tests	Alert Level 4	Alert Level 3	Alert Level 2	Alert Level 1
Offshore Buyer Inspection	Partially functioning. New Zealand borders remain closed to all countries except Australia & the Cook Islands. Determination of border closure is independent of Alert Level ratings.			
Onshore Buyer Inspection	Not functioning	Partly functioning - number of inspections and number of people at inspection restricted	Functioning	Functioning
Valuer Inspection	Not functioning	Partly functioning - number of inspections and number of people at inspection restricted	Functioning	Functioning
Technical Due Diligence Inspection	Not functioning	Partly functioning - number of inspections and number of people at inspection restricted	Functioning	Functioning
Real Estate Broker Inspection	Not functioning	Partly functioning - number of inspections and number of people at inspection restricted	Functioning	Functioning
Accounting Services	Partly functioning - Only services that can be provided remotely	Partly functioning - Only services that can be provided remotely	Functioning	Functioning
Legal & Conveyancing Services	Partly functioning - Only services that can be provided remotely	Partly functioning - Only services that can be provided remotely	Functioning	Functioning
Land Information New Zealand	Partly functioning - Reduced capacity and only services that can be provided remotely	Partly functioning - Reduced capacity and only services that can be provided remotely	Functioning	Functioning
Overseas Investment Office Services	Partly functioning - Reduced capacity and only services that can be provided remotely	Partly functioning - Reduced capacity and only services that can be provided remotely	Functioning	Functioning
Execution of Documentation	Partly functioning - electronic signatures only	Partly functioning - electronic signatures only	Functioning	Functioning

The market has shown better than expected sentiment upon exiting the Alert Level 4 lockdown. Prime properties (particularly those leased to Government or healthcare providers, or those with long term leases to reputable tenants) remained strongly sought after with analysed yields showing no material discount from pre-lockdown, buoyed in part by interest rates which fell during 2020 to record low levels. Industrial property has proven to the be the least affected sector. The residential market has surged since restrictions were lifted.

Notwithstanding the above, there remains a degree of uncertainty in the market because of the economic impacts of COVID-19. Prime properties are strongly sought after, however questions remain over the office and retail leasing markets. The Tourism, Retail and Hospitality sectors remain the worst affected by the pandemic and material value discounting is evident.

To assist the economy, the Government has set aside NZD$50 billion for the "COVID-19 Response and Recovery Fund", which encompasses a range of initiatives to support economic recovery, the most significant of which was the Wage Subsidy Scheme which ended in September 2020. Further economic stimulus is expected including significant infrastructure investment.

We are closely mapping global economic indicators along with local markets to observe any trends that may be emerging in response to the COVID-19 outbreak and ongoing impacts of the subsequent lockdown response. Given the foregoing market uncertainty, we recommend our valuations are reviewed periodically over the coming months to reflect the impact COVID-19 has on New Zealand and its economy.

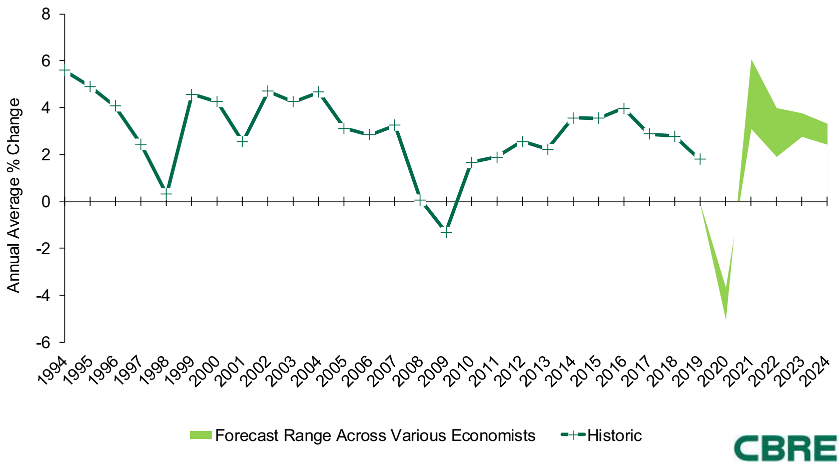
7.2 ECONOMIC & MONETARY TRENDS

New Zealand's success at containing COVID-19 and facilitating a return towards normal levels of activity across most industry sectors, coupled with significant fiscal and monetary stimulus has led to a more material bounce back in the economy than previously forecast. GDP rebounded by a record 14.0% in the September quarter following an 11% fall in the June quarter, to be 0.4% up on the same quarter last year. On an annual basis, real GDP was 2.2% down on last year.

Labour market indicators have proved stronger than expected, the monthly employment indicator suggests that the number of employed has almost recovered to pre-COVID levels. Electronic card spending data and the Retail Trade Survey show that NZ retail spending was relatively quick to recover from the March-June lockdown. By October, spending on most retail sectors was back to pre-COVID-19 levels (including hospitality), with spending on consumer durable goods up 16% on pre-COVID levels.

Acknowledging the more positive than expected trends of the last couple of quarters, the outlook still appears uncertain with a clear divergence of views amongst economists.

New Zealand GDP Forecast Range



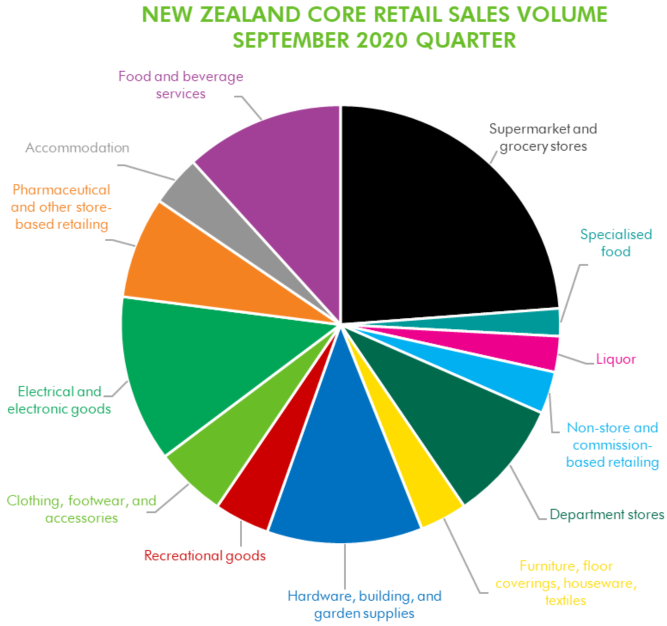
Some remain relatively cautious about the pace of growth over the next year. After the initial rebound, they see growth prospects in New Zealand as being relatively muted over 2021, with the border likely to stay closed for a large portion of the year and weak global growth limiting export performance. This points to some uncertainty around the outlook for employment heading into 2021 with further job losses likely suppressing household spending. In addition, uncertainty continues to weigh on business investment. Even though a number of vaccines have been successfully developed, it will take some time before they can be deployed in quantities which will allow border restrictions to be materially relaxed. In this view, it will be some time during 2022 before the New Zealand and global economies can fully allow for above-average rates of GDP growth.

The counter view is that continued fiscal and monetary stimulus will continue to result in growth surprising on the upside even with the border remaining closed for much of 2021. In addition, a higher growth scenario could be supported by faster vaccine role out and at least partial border openings occurring earlier than the lower growth camp assumes. The higher growth scenario also recognises the possibility that once borders are open, New Zealand's attractiveness as a destination post-COVID will flow through to a strong recovery in the tourism and education sectors with a possible significant boost in migration also adding to growth.

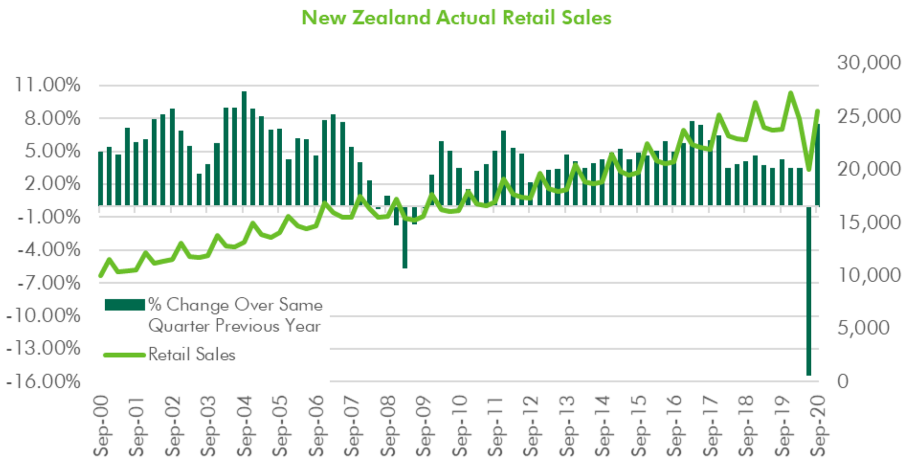
7.3 RETAIL TRADING TRENDS

Retail sales decreased nationally by 7.4% in the year to September 2020. Total annual sales decreased to $97.59 billion, reflecting an annual dollar value change of -$0.17 billion.

Changes in retail spending are best explained by seasonally adjusted sales volume which aims to eliminate the impact of regular seasonal events (i.e., annual cycles in agricultural production, winter, or annual holidays) on time series. This makes the data for adjacent quarters more comparable. On a quarterly basis, retail sales increased by 27.8% q-o-q in the September quarter. Seasonally adjusted retail sales volumes increased by 7.1% y-o-y or $1,767 million compared with the same quarter last year.

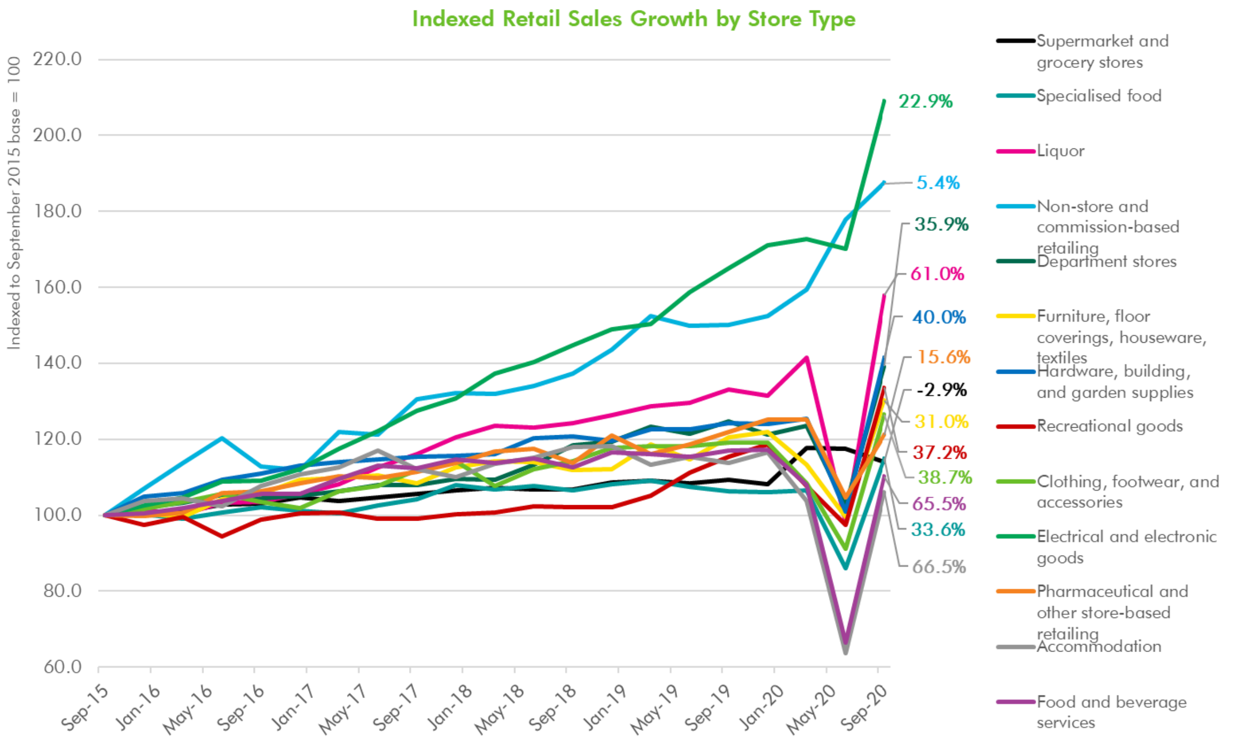


The graph overleaf, which shows seasonally adjusted core retail sales volumes by store type (excluding motor vehicle parts and fuel retailing), indicates that 12 out of the 13 store types recorded increases in sales volumes in the September 2020 quarter.



The largest increase in core retail sales was recorded in 'Accommodation' which increased by 66.5%. The retail category which saw the largest overall decline in sales was 'Supermarket and grocery stores' which fell 2.9%.

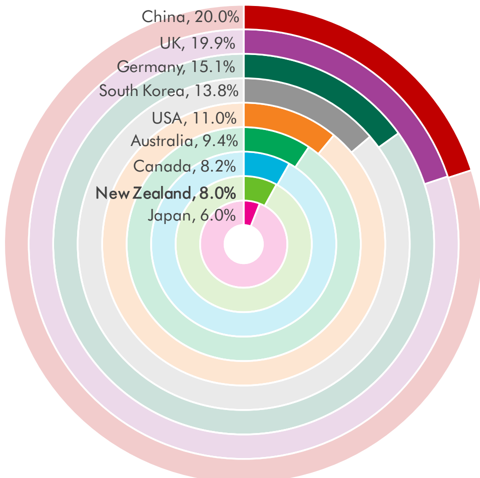
In early 2020 we saw a short term boost from panic buying followed by a severe downturn in spending from the lockdown restrictions, and now a re-opening surge (strong in some sectors due to spending deferral. A buoyant housing market has created a 'wealth effect' and boosted consumer confidence. Border closures have partly diverted previous offshore tourism expenditure into domestic retail spending. We have not yet seen the results of aggregated Christmas spending (data was not yet available at the date of this report). In the longer term we expect a slow-down in spending from 2022 onwards.

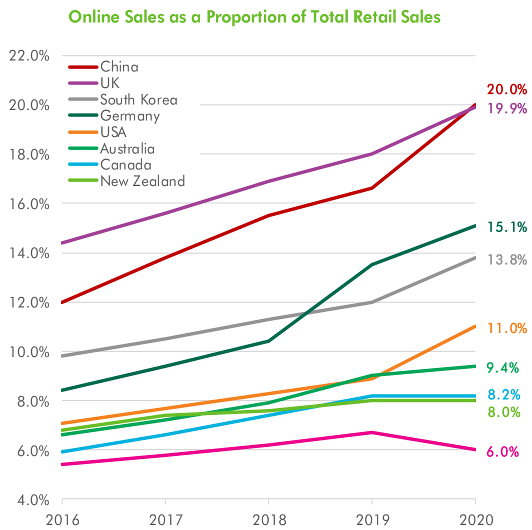


7.3.1 INTERNET RETAILING

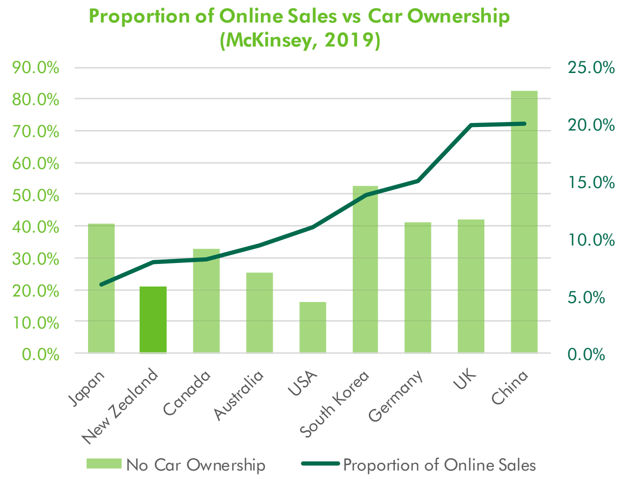
The uptake in online spending has been strong in New Zealand and globally. The chart to the right shows the latest statistics for online sales against the traditional bricks-and-mortar retail sales.

Within China and the UK, approximately one fifth of all retail spend is now conducted online. New Zealand currently sits at 8.0% which has increased at a compound annual growth rate of approximately 6.1% since 2016.





Some categories are affected more than others. Some retailers in New Zealand such as supermarkets are embracing the internet as part of their overall sales strategy ("bricks-and-clicks"), whereas others appear to be lagging. It is possible that international and national retailers will further dominate given their more advanced internet infrastructure, and times ahead could be even more challenging for local retailers if they do not fully embrace an omni-channel model. Continued expansion of online sales is a given.



There is widespread concern about the resilience of shopping centres to online retail. However almost all of the growth in total retail sales is coming from bricks and mortar, because online in New Zealand is still a small share.

Furthermore the rate of increase in online sales by New Zealand residents has slowed (indeed it has remained at 8.0% for the last two years), partly due to expansion of GST treatment to goods ordered from overseas. And a factor often overlooked is that countries that have high rates of car ownership appear to shop bricks-and-mortar more regularly (compare NZ to USA, versus China & UK). Well parked shopping centres will be partly insulated from online sales if Kiwis continue to own cars. However the COVID-19 crisis may continue to sharply accelerate online sales, particularly for supermarkets.

7.3.2 SUMMARY

Retailing is becoming a more challenging sector, and notably:

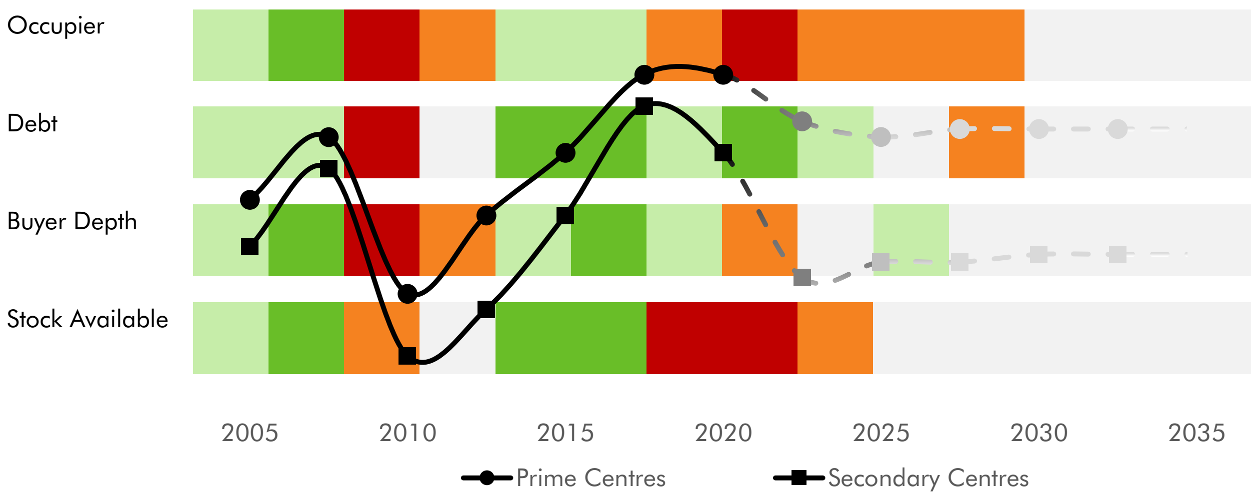
- Online based retailing, electrical and electronic goods, and liquor are performing strongly;
- Most other retail categories have bounced back to pre-COVID levels, reflecting some pent-up demand;
- It is still unclear how retail sales might be impacted following the easing of government stimulus.

7.4 RETAIL INVESTMENT MARKET COMMENTARY

7.4.1 SHOPPING CENTRE PRICE/VALUE TRENDS

Like many markets, retail property has shown a cyclical pattern.

Prices and values grew strongly over the mid to late 2000's, and the Global Financial Crisis in 2008 led to a significant correction, especially for secondary centres. A sustained recovery followed and a scarceness of prime stock again narrowed the differential from non-prime assets. The following image conceptually displays these factors, noting that individual properties and sub-markets may have performed differently:



A sharp reduction in values is expected for large multi-tenanted retail properties, based on a likely deterioration in some of the key factors that underpin retail property. Many retailers are under pressure (competition from new international retailers, affordability, appetite, and multi-channel changes), and the balance of demand and supply looks set to change due to a likely flood of property on to the market over the next 12 to 24 months (largely non-prime). Fortunately at present banks are willing and able to lend to existing customers, although we expect a more selective approach to assets they consider are more at risk, particularly if there are concerns about major tenants on short remaining leases. Banks are not chasing new lending however. We anticipate ongoing buyer demand due to a steady weight of capital seeking placement in property, although purchasers will look to enter at more favourable returns. Prime property should fare better, and assets in both groups will outperform the general trend indicated above if truly underpinned by vertical intensification and (even partial) market supported change in use.

It should be noted however that predicting future trends is complex and is generally unreliable, especially in the longer run, and so limited reliance should be placed on CBRE's representations.

7.4.2 STANDALONE MAJOR TENANT PRICE/VALUE TRENDS

Standalone major tenants have shown a different pattern to shopping centres, with much less swing from peak to trough, and a relatively short period of pricing impact post-COVID. Values are now higher than before the pandemic, especially for supermarkets and hardware stores. Standalone major tenants are generally highly sought after investments with appeal to a wide range of buyer types, especially when remaining leases are long. This class of property is generally passive, is resilient in a downturn, and now attracts very low yields and high prices. Their smaller size increases liquidity, and the covenant on offer is regarded by many as sitting not far below that of a government tenant. Some investors view supermarkets as essential infrastructure.

Unlike offshore, most major tenants in New Zealand are generally in good health. Each major retail category (e.g. supermarkets, department stores, discount department stores, cinemas, and hardware stores) in New Zealand is represented by two to three brands, and in a global context this pool of tenants is small. However so is the market, and these established majors dominant their segments and create a high barrier to entry. Both New Zealand supermarket operators have strong market shares, and are well capitalised, as are Bunnings and Mitre 10 in the hardware store sector. The private owners of the Farmers Trading Company are also rumoured to be well capitalised, with little debt. Kmart's star continues to rise in New Zealand, and whilst The Warehouse has been impacted, they still appear to trade solidly in most locations.

Viewed another way, New Zealand has avoided the situation where some major tenants are housed in formats that are now far too large (especially over multiple levels) or are in locations that are now considered to overlap other stores in their networks. There are few major tenants that owners consider are a default risk. These retailers are however mobile and will exit centres and change locations to standalone formats, if the trading prospects are markedly better. Cinemas are trading poorly however, given the limited availability of product.

7.4.3 CURRENT & FUTURE ISSUES

Sustained strong management has often maximised tenant GOC%'s.

Increased globalisation and changes in demography will change customer demands.

CBRE

New international fast fashion and other major tenant rollouts with lessee favourable terms, creating the division of prime and secondary centre especially for fashion apparel. Whilst the leases proposed are onerous for owners, to maintain a fashion presence these new anchors are becoming essential.

Tenant defaults/closures (likely to be small scale local tenants and Australian chains), with stronger retailers acquiring competitors.

Internet sales and the embracing of multichannel retailing with adjusted distribution strategies. A trend that has been rapidly accelerated by the COVID-19 pandemic.

Low returns from non-property investments driving continued demand for property, especially syndication. The recent long term reduction in OCR is assisting.

Climate change (extreme weather events, sea level rise, and earthquake risk) affecting insurance costs and risk pricing. Green credentials.

Institutions raising capital and then shying away from secondary retail assets.

Construction costs continue to rise in the short term but fall for smaller commercial projects.

Potentially a change (or partial change) in use for poorly performing centres e.g. office, hotels, private hospitals, distribution centres.

Seismic issues impacting on the saleability of large centres. Transactions are unlikely to proceed without recent DSA's and associated costings to strengthen all parts to at least 67% of NBS. Upgrade costs likely to increase in the future as will the awareness of materiality.

New centre supply especially in Auckland, Tauranga, and potentially Wellington – pressure on rents/incentives/vacancy.

Strong demand for well leased single tenant retail property (e.g. supermarkets and hardware stores).

Significant erosion in value of some secondary shopping centres in the future – many appear over-priced and over-valued in light of the challenges they face.

Mixed use intensification especially in Auckland, but this is site specific and is often hampered by the location of existing buildings and controls in majors leases. It is not a panacea.

Syndicator appetite continuing, motivated by investors chasing yield and perhaps less responsive to longer term threats and issues.

Syndicators listing in the future or selling to release capital.

Banks becoming more selective in the short term, and debt remains cheap. Risk margins may increase.

Introduction
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Over time the relative desirability of living in and investing in New Zealand should increase. Strong net migration in the short term, followed by a slow "brain drain".

Closer link between turnovers and rent, due to already maximised tenant affordability. More GOC % caps in leases.

A "wealth effect" from strong growth in house prices boosting spending, plus 2020 has seen an increase in global household savings.

The importance of public transport is set to continue.

Major tenants and off-shore brands are likely to remain stable but will become more challenging/assertive over time.

Travel aversion, loss of offshore investor participation. Reduced liquidity for large assets >$100m given border closures.

Reintroduction of depreciation of building structure and services, which has slightly improved returns.

In the longer term, increased taxation of wealth because of a reduced taxpayer base to pay for an ageing population and COVID-19 impacts.

Any outbreak of COVID-19 and possible lockdowns impacting turnovers, requiring rent rebates from owners. Acquisition volatility due to investor sentiment.

After a rebound following the removal of social distancing, we expect a prolonged period of reduced spending from 2023/2024.

Despite COVID-19, in the longer run centres are likely to continue to evolve into social hubs.

Disruptions in the supply chain and shortages of stock.

7.5 RENTAL EVIDENCE

In assessing market rental levels for the various components of the subject property, we have had regard to rentals currently being achieved within comparable retail properties throughout New Zealand, in addition to recent leasing transactions achieved within the subject complex. Confidentiality obligations prevent us from disclosing details of most benchmarks.

7.5.1 MAJORS RENTAL EVIDENCE

Most recent supermarket lettings have averaged between $250 and $350 per sqm gross, but this range is now increasing.

We have considered the recent evidence at Countdown Coastlands, Countdown The Palms, Countdown Auckland Airport, Countdown Fraser Cove, FreshChoice Papamoa, and the subject renewal in 2018.

New leases for modern The Warehouse stores have attracted gross rentals in the order of $200 to $240 per sqm. Those rentals were influenced by the costs of developing those stores – the rents needed to be at those levels otherwise the space was most likely unfeasible to develop. Kmart are entering terms at between

$200 per sqm and $260 per sqm gross at present for new stores, and normally $200 to $225 per sqm gross.

We have considered the recent evidence at Kmart Ashburton South, The Warehouse Wagener Place, Kmart Invercargill, Kmart Sylvia Park, Kmart Bayfair, and The Warehouse Tauranga Crossing.

We have considered a variety of bulk retail rents when arriving at our opinion of gross market rent for Smiths City. Gross rentals for the smaller major tenancies are reasonably varied depending on the centre and size of the tenancy. In general terms there is a decline in rental rates per sqm as tenancies increase in size.

7.5.2 SPECIALTY RENTAL EVIDENCE

We have assessed market rentals using both objective and subjective benchmarks. We have also investigated the rental that could be payable based on retailer affordability, referencing a database of over 5,600 New Zealand shopping centre tenancies. The weighting adopted reflects the next rent event, with expiries driven by a higher proportion of affordability, and market reviews by more objective rental tests.

The following table summarises the recent gross rentals achieved for a cross section of leasing transactions within the subject property:

Shop	Tenant	Rent Event Date	Area sqm	Gross Rental $pa	Gross Rental $psm
D01	Smiths City		2,201.6		
		25-Nov-19		$91,125	$325
		20-Nov-19		$242,055	$246
		15-May-21		$43,388	$519
		1-Sep-20		$46,477	$668
		1-Sep-20		$61,852	$353
		1-Aug-21		$116,152	$328
		29-Feb-20		$66,308	$417
		10-Feb-20		$140,708	$555
		1-Oct-20		$56,537	$466
		1-Jul-21		$84,633	$596
		12-Feb-20		$334,327	$1,096
TOTAL			**5,298.3**	**$1,818,916**	**$343**

7.6 MARKET RENTAL ASSESSMENT

Based on our understanding of rental levels within comparable shopping centre facilities, the current rentals over the majority of specialty tenancies are considered to be below typical market parameters, and we have accordingly adjusted for this within our calculations. We consider the centre (including all occupied tenancies) to be under rented by approximately 3.6%, and occupied specialties (including monthly tenancies) to be under rented in the order of 1.8%.

The following table outlines our opinion of market rentals and calculates reversionary analysis for those tenancies which are considered to be leased at rentals above, or below, market levels. Note the rentals detailed are a gross comparison.

No.	Tenant (Note: Gross Rentals)	Area sqm	Passing Rental $pa	Passing Rental $psm	Market Rental $pa	Market Rental $psm	Current GOC %	Revised GOC %	Rent Variation	Reversion Date	Capitalised Reversion
Majors											
Major 2	Kmart	5,548.4									
Major 1	Countdown	3,708.8									
D01	Smiths City	2,201.6									
Specialties											
A01	Immerse Nail & Beauty Therapy	143.4									
A03	Bethlehem Ultrasound	88.6									
A04	Jetts	280.3									
A06	Vivo Hair & Beauty	134.6									
A07	Vacant	70.7									
A08	Unichem Pharmacy	174.5									
A10	Just Cuts	58.8									
A11	Vacant	89.4									
A12	ANZ Bank	190.5									
B01	You Travel	130.4									
B02	Wild South	306.7									
C01	Dilworth Hearing	264.1									
C02	Chadwick Healthcare	228.6									
C04	Pathlab	100.8									
C05	Paper Plus	720.1									
C07	Hammer Hardware	600.9									
C08	Triton Hearing	99.8									
C09	Chemist Warehouse	982.4									
E01A	Subway	83.5									
E01B	Omnitech	69.1									
E02	Bayview Roast and Fish & Chips	85.7									
E03	Noodle Canteen	109.2									
E04	Turkish To Go	127.8									
E05	Tank Juice Bar	49.8									
E06	Hello Sushi	126.5									
E07	LJs	69.6									
E08	Domino's Pizza	116.2									
E09	Burger Fuel	102.9									
E10	BNZ ATM	1.0									
G01	Professionail	67.4									
G02	Caroline Eve	183.1									
G03	Bethlehem Eyecare	94.0									
G04	George Edward	120.6									
G05	Shoo	100.9									
G06	Urban Vogue	91.1									
G07	Options Gifts & Homeware	70.8									
G08	Options Gifts & Homeware	195.1									
G09	Gateway Games	175.3									
G10	La-Z-Boy	354.3									
G11A	Vacant	430.5									
G11B	Panztel Limited	159.1									
H01	Eves Real Estate	253.3									
H01B	Patrick's Pies	150.9									
H02	The Coffee Club	182.7									
H03	Rodney Wayne	113.9									
H03a	Tango's Shoes	119.5									
H04	Vacant	81.1									
H05	After Hours Eventwear	121.4									
H06	Columbus Coffee	141.9									
H07	Bin Inn	149.3									
J08	The Orchard Bethlehem	384.7									
J09	House of Spice	120.1									
J10	Bottle-O	268.7									
Office01	NZ Wine Home	134.8									
BP	BP	305.0									
CMO	Centre Management Office	34.5									
Total		**21,668.5**	**7,264,026**	**335**	**7,769,995**	**359**			**269,344**		**4,048,899**

7.7 SALES EVIDENCE

In order to assess the market value of the subject, we have considered the following cross section of sales transactions which have occurred within the wider retail market, some of which were concluded in pre-COVID-19 times:

Centre Name	Sale Price	Sale Date	Area sqm	Initial Yield	Equiv. Yield	IRR	Majors WALT	Rate /sqm
67 Cavendish Drive Manukau, Auckland	$30,000,000	Apr-2021	5,386					$5,570
Albany Lifestyle Centre Albany, Auckland	$87,500,000	Feb-2021	26,687					$3,279
Tauranga Crossing Lifestyle Centre	Con.	Nov-2020	9,990					Con.
Gilmours TX	Con.	Nov-2020	4,489					Con.
Farmers / Bed Bath & Beyond TX	Con.	Nov-2020	5,502					Con.
Brackenfields Amberley, Canterbury	$16,800,000	Oct-2020	5,790					$2,901
Stonefields Market Stonefields, Auckland	$19,500,000	May-2020	2,887					$6,755
Kelston Shopping Centre Kelston, Auckland	$43,400,000	Mar-2020	7,741					$5,607
The Landing Frankton, Queenstown	Con.	Jan-2020	3,160					Con.
Tauranga Crossing Shopping Centre Tauriko, Tauranga *(contract terminated)	$315,000,000 (100% Interest)	Nov-2019	45,746					$6,886
Northwood Supa Centa Belfast, Christchurch	$81,700,000	Jan-2019	32,884					$2,485
North City Porirua, Wellington	$100,000,000	Apr-2018	25,396					$3,938
The Base (100.0% Interest)	$390,000,000	May-2016	85,535					$4,466
Te Awa (Excl. L1 Shell)	*$221,260,000*	May-2016	*31,381*					*$7,051*
The Base LFR	*$110,620,000*	May-2016	*38,439*					*$2,878*
Te Rapa (Excl. Surplus Land)	*$54,520,000*	May-2016	*15,715*					*$3,469*
Freehold Titles	*$3,600,000*	May-2016	-					-

\\nzaklfnp03\departments\Valuations\RETAIL\Centres\Bethlehem Town Centre\CMV 0521\[Bethlehem Town Centre CMV 0521.xlsb]Centre Sales Evidence

The most recent sales of comparable shopping centres have demonstrated Equivalent Yields generally ranging from 6.0% to 8.0%, Internal Rates of Return of between 6.0% to 8.0% and overall value rates of between $3,000 and $7,000 per sqm of lettable area.

Centres of Regional status have been relatively tightly held. Ownership remains dominated by Scentre Group/Westfield, Kiwi Property Group, AMP, Stride, NZRPG, Lend Lease and Fisher Funds. It is anticipated that the listed vehicles and institutions will continue to feature strongly in prime Major Regional and Regional shopping centre ownership, although syndicators are now becoming notable participants. Good quality smaller centres are generally still sought after. Regional and Sub-Regional centres are expected to experience a considerable erosion in value, especially secondary assets.

7.8 OTHER EVIDENCE – POST COVID-19

There is little doubt that the COVID-19 global pandemic has markedly changed the pricing of large shopping centres in New Zealand. In the absence of large centre transactions concluded in post-COVID-19 times (i.e. over $100m), we have observed the following:

- Sentiment. We have regular discussions with various owners of retail property. This includes active, and once active, buyers and sellers. Some are still in defensive mode. There is ongoing acknowledgement that the management of retail property (other than supermarkets and essential services) is still challenging, but there is a reluctance to accept too adverse a value impact on their portfolios without hard transactional evidence. Other parties see opportunities to buy and are proceeding more positively. Sentiment improved following the move to Alert Level 1 and did not appear to deteriorate unduly as a result of Auckland's move back to Level 3 in late 2020.

- Stalled Transactions. It should be noted that large retail transactions have recently stalled or failed. The withdrawal of one portfolio was linked to a combination of seismic issues and pricing, another centre also due to seismic and pricing, and three others stalled due to concern about COVID-19. This suggests a downward change in pricing and value, particularly from early/mid-March 2020. The potential vendor of Albany Lifestyle Centre exercised an option in late April 2020 to cancel the contract for sale and instead take the deposit which was equivalent to approximately 5% of the purchase price. Therefore that would-be purchaser potentially considered the post COVID-19 value drop from March 2019 to be more than 5% for that Bulky Goods Centre, although there will have been other factors (indicating the vendor was not willing to accept a drop in price of more than 5%).
- Equities Markets. REITs saw rapid reductions in share price from early March 2020 but have now largely recovered, as evidenced by the following:

New Zealand REITs	% of Retail by Value	NTA p/s 2-Mar-20	Share Price ($NZD) 2-Mar-20	Share Price ($NZD) 4-May-21	Change (%)	NTA p/s 4-May-21
Kiwi Property Group	66%	98%	1.41	1.27	-10%	88%
Stride Property Group	49%	110%	2.18	2.35	8%	119%
Investore Property	100%	102%	1.75	2.12	21%	124%
Asset Plus	76%	84%	0.58	0.33	-43%	47%
Average	**73%**	**99%**	**1.48**	**1.52**	**-6%**	**95%**

Australian REITs	% of Retail by Value	Share Price ($AUD) 2-Mar-20	Share Price ($AUD) 4-May-21	Change (%)
Scentre Group	100%	3.37	2.72	-19%
Vicinity Centres	100%	2.12	1.58	-25%
Stockland Corporation	65%	4.60	4.70	2%
GPT Group	52%	5.65	4.64	-18%
Average	**79%**	**3.94**	**3.41**	**-15%**

Whilst the pricing of equities differs from that of property, investors initially saw potential for a reduction in values, and many portfolios containing retail property remain discounted. The exception is the 21% increase in Investore Property, which has a large proportion of essential services (supermarkets) within their portfolio, along with hardware stores and some small Neighbourhood or Bulky Goods shopping centres (only 10%). As such their income exposure is minimal.

Asset Plus' retail properties are largely externally trading, but only include one supermarket, and their share price is down a substantial 43%, which we understand may relate to issues other than just the performance of their retail properties.

Stride Property are up 8% and they are arguably more exposed to enclosed mall formats with discretionary retailing, although they are lowly geared.

Kiwi Property Group are down 10%, most likely influenced by a high proportion of large enclosed malls that feature income from discretionary retailing, however as at 4 May 2021 their shares traded only at a 2% discount to NTA. This follows a substantial reduction in some Book Values in 2020.

All of the REITs discussed above (other than Investore) have diversified portfolios therefore giving some protection to overall portfolio book values from the disproportionately negative impact of the likely write down in the retail segments. Put another way, the non-retail properties in those portfolios have potentially reduced the overall falls in share price and discounts to NTA.

The re-rating of share prices in the Australian equities market was more severe, as these REITS feature higher proportions of value from large shopping centres with non-discretionary mixes. These are dedicated retail REITS. The average reduction is now 15%.

We also note that share prices often show greater volatility and wilder swings than property prices, because shares are more liquid than say large shopping centres and are therefore more exposed to sentiment. The sentiment of a small scale investor in a listed vehicle can differ from the sentiment of the senior executives of a property trust that make the decisions about real estate purchases and disposals. Thus we regard the initial movements in share price and discounts to NTA of the listed property vehicles as being in excess of the likely movement in property values.

- Offshore Markets. There is little evidence at hand yet from offshore to show a movement in pricing, although the impacts have clearly been negative. CBRE is mindful that some transactions may have been largely concluded before the recent rapidly escalation in COVID-19 and thus could reflect pre-COVID-19 pricing. Large shopping centres remain relatively illiquid in Australia, but some transactions are pending.

7.9 KEY SALES EVIDENCE COMPARABILITY

For context, we include our commentary on key sales evidence below, noting that the most comparable transactions have occurred during pre-COVID times.

Albany Lifestyle Centre, Auckland

Description: Albany Lifestyle Centre transacted in February 2021 for $87,500,000. The property is a split level Bulky Goods shopping centre of approximately 26,500 sqm anchored on the lower level by Mitre 10 MEGA, with Freedom, Danske Mobler and Hunter Furniture above. There are 9 specialty tenancies (including large office tenancies). Carparking resources are poor to average, with the upper level carparks being patronised mainly by staff and office tenants, and there was some expectation of additional revenue from spill-over Park and Ride customers. The linkage between the major tenant and the smaller format retailers is indirect, leaving most smaller tenants less robustly anchored. Loading access is also challenging.

. The centre has not shown a great deal of specialty rental growth in recent years and has required the use of incentives. There is opportunity to subdivide the centre, own Mitre 10 MEGA, and dispose of the remaining tenancies.

The property was purchased by a local syndicator. The property was previously under contract for $88,976,951 in late 2019, however the vendor cancelled the sale and purchase agreement in early 2020 during the various lockdowns in response to COVID-19, which resulted in the purchaser forfeiting the $4,525,000 deposit under the terms that were binding the parties.

Comparability: A useful transaction given its recent transaction date and its quantum, and it indicates current pricing for larger retail assets. However the Auckland location would be considered slightly superior to Tauranga. The layout of Albany Lifestyle Centre is inferior given its vertical nature. The majors WALT at Albany Lifestyle Centre is longer than the subject (years versus 5 years), but the subject has stronger rental growth prospects. On balance this sale provide a good guide for the subject parameters and we expect a similar IRR (albeit slightly lower) and a similar Equivalent Yield.

Farmers, Gilmours, & Bed Bath & Beyond Tauranga Crossing Lifestyle Centre, Tauranga

Description: Gilmours, Farmers, and Bed, Bath & Beyond at Tauranga Crossing Lifestyle Centre transacted in November 2020. The property is anchored by Gilmours and Farmers with one specialty (Bed Bath & Beyond). Both Gilmours and Farmers have long term leases.

The remaining surplus development land did not form part of this transaction. There were multiple underbidders, some at higher offers than the transaction price, however these were disregarded in favour of the winning bid which presented a full cash offer and the prospects of a long term adjoining owner. Separate prices were allocated to Gilmours and Farmers/Bed Bath & Beyond. The transaction details remain confidential, however the yields are broadly in the 4.0% to 5.0% range and the sale price was over $40m.

Comparability: When compared to the subject the Tauranga Crossing Lifestyle Centre transaction comprises a simpler cashflow and a smaller investment quantum. The improvements at Tauranga Crossing are near new and the Foodstuffs/Farmers covenant is very appealing. Overall, we expect this transaction to set a lower limit for the subject.

Tauranga Crossing Shopping Centre, Tauranga

Description: A 60.0% interest in Tauranga Crossing went under contract conditionally to Oyster Property for $189,000,000 with management rights in November 2019. The property comprises an externally trading 'Bulky Goods' centre (Stage 1) which commenced trading in late 2016, and an enclosed 'Regional' centre (Stage 2), which partly opened in October 2018 and more substantially in April 2019. Tauranga Crossing has an additional circa 19,000 sqm of surplus land situated to the east of Stage 2 which has Resource Consent for further retail development and carparking (Stage 3). This component of the overall development is known as "Tauranga Crossing Shopping Centre". The property is also supplemented by an externally trading 'Bulky Goods' centre with circa 34,000 sqm of surplus land, known as "Tauranga Crossing Lifestyle Centre". The centres provide an excellent standard of physical improvements with a high level of finishes and presentation, including market leading landscaping, and an extensive outdoor garden and play area. On site carparking is provided for approximately 1,737 vehicles (including 1,430 bays at Tauranga Crossing and 307 bays at Tauranga Crossing Lifestyle). The centre is anchored by PAK'nSAVE, The Warehouse, Event Cinemas, H&M, Gilmours, and Farmers with 115 specialty tenancies. There was a long majors WALT of years at the time of sale. The catchment has strong population growth but the centre will require a few years to stabilise given existing competition. We understand that the syndicate was close to being fully subscribed prior to COVID-19, however in late April 2020 the purchaser cancelled the contract. Whilst this sale did not eventuate, the parameters were agreed to by both parties thereby resulting in a market test at the date of agreement.

Comparability: The most recent market pricing of a prime shopping centre in New Zealand. Although not a completed transaction it provides useful guidance for market benchmarking for the subject property. Tauranga Crossing is new built centre with its improvements presenting to an excellent standard. The majors WALT at Tauranga Crossing of years is longer than the subject's 5 years. Both properties are within a high growth catchment, with strong rental growth expected, although the subject does not feature the same level of "trade up" risk. Prior to the COVID-19 crisis we would have expected a higher Equivalent Yield to apply at the subject but a lower IRR (given the trade-up risk of Tauranga Crossing). An upward adjustment to both the Equivalent Yield and IRR should be made given the reduced buyer pool and risk around future centre performance following the COVID-19 pandemic.

7.10 INVESTMENT PARAMETERS ASSESSMENT

In concluding the adopted investment parameters we have particularly taken note of the following value drivers for the subject property:

- The subject property services a catchment with a moderate socio-economic profile, and strong population growth projections.
- Further competition is expected from Tauranga Crossing.
- The complex is well serviced by arterial roading connections and enjoys ample road frontages, offering reasonable access and good exposure to State Highway 2.
- Tenure is Freehold in Fee Simple.
- Seismic uncertainty costs have been deducted, including Profit and Risk allowances.
- Major, national and chain tenants represent approximately 82.7% of the total lettable area of the centre and the revenue derived from these tenants underpins approximately 79.3% of the total gross passing rental income from the complex.
- The centre achieved a total turnover of $117,495,190 for the 12 month period ending 31 March 2021 reflecting a decrease of 9.0% over the previous 12 month period. Annualised specialty turnover equates to $5,566 per sqm, which is adequate in the context of New Zealand Sub Regional Centre averages. Turnovers have increased since reopening, reflecting a surge in pent-up customer demand and following a relatively strong Christmas trading period.
- The average gross occupancy cost ratio for the specialty tenancies within the subject complex equates to 7.8% which is below the CBRE average gross occupancy cost figure for Sub Regional Centre shopping centres of 11.4%. The specialties are comfortable.
- The specialty tenancies (including monthly tenancies) are under-rented, and have rental growth potential.
- Demand for major retail investments was strong but has deteriorated from early/mid-March 2020. There are widespread concerns about the cashflow impacts on large shopping centres.
- Credit has been generally readily available within the market at low cost for many years now, with positive leverage generated typically.
- The property market has been at an unprecedented high for a prolonged period, and is unlikely to return back to those levels in the short to medium term for large shopping centres and secondary assets, this potentially being a cyclical correction.

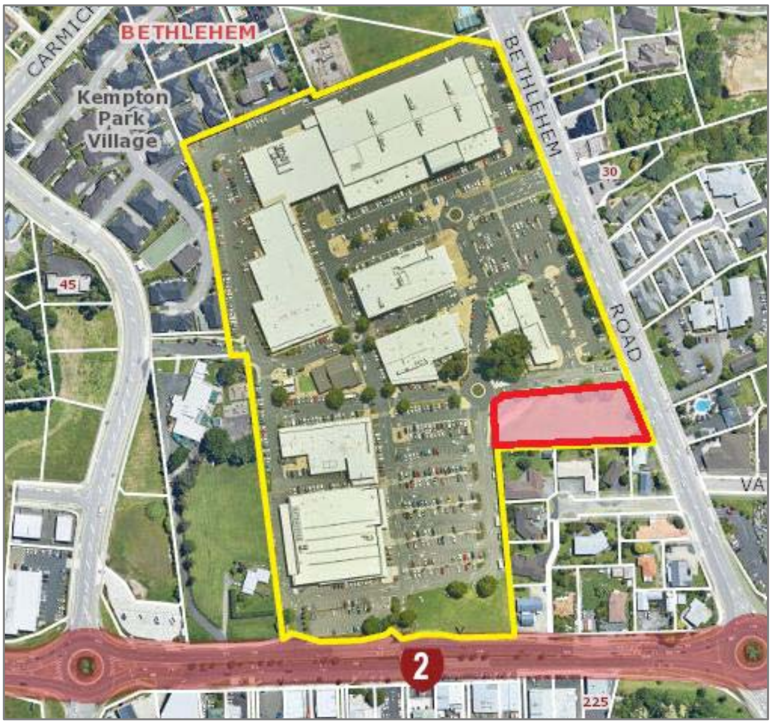
Considering all of the sales evidence discussed, together with the asset specific attributes in the SWOT & Risk Analysis Section of this report, we conclude post COVID-19 investment parameters for the subject property as follows:

Capitalisation Rate:	6.375% (including a 12.5 basis point elevation for COVID-19)
Target IRR:	6.875% (including a 12.5 basis point elevation for COVID-19)
Terminal Yield:	6.875% (alternatively a 7.01% Terminal Yield on Market income)

8 SURPLUS LAND

8.1 INTRODUCTION

The surplus land at the subject property is outlined in red below:



We note the following characteristics about the surplus land:

- We have estimated an area of 3,500 sqm;
- It does not have a separate Title but isn't subject to the subdivision controls in the lease;
- It has frontage to Bethlehem Road;
- Town planning allows for commercial development;
- The land is partly serviced by way of nearby roading and access;
- The site is relatively level;
- The lease prevents a DDS of greater than 1,000 sqm being developed on the land; and
- There is considerable critical mass created by the subject centre.

8.2 EVIDENCE

In arriving at our opinion of the surplus land value, we have sourced comparable land sales within Tauranga. However, given the paucity of commercial land sales of a comparable size to the subject land we have also considered large commercial land sales nationally. These are noted as follows:

Address	Sale Price	Sale Date	Area sqm	Rate $psm of Land	Zoning
Local Land Sales					
	$6,500,000	Feb-2021	2,192	$3,000	City Centre Business
	$4,376,565	Dec-2020	10,606	$413	Industrial
	$3,300,000	Nov-2020	2,385	$1,384	Commercial
	$440,000	Nov-2020	2,019	$2,110	City Centre Business
	$4,000,000	Oct-2020	10,082	$397	Industrial
	$1,036,000	Oct-2020	1,823	$568	Industrial
	$2,886,800	Oct-2020	7,217	$400	Industrial
	$2,090,000	Feb-2020	781	$2,676	City Centre Business
	$2,120,000	Jul-2020	2,710	$782	Industrial
	$3,025,000	Nov-2019	863	$3,505	City Centre Business
	$2,800,000	Nov-2019	816	$3,070	Commercial
	$10,800,000	Nov-2019	7,681	$1,406	Commercial
	$3,100,000	Jul-2019	2,502	$1,270	Commercial
	$2,585,600	Mar-2019	2,959	$874	Commercial

Address	Sale Price	Sale Date	Area sqm	Rate $psm of Land	Zoning
	$3,043,478	Mar-2019	800	$3,870	Commercial
	$580,000	Nov-2018	999	$581	Industrial
	$3,425,000	Apr-2018	8,149	$420	Commercial
National Land Sales					
	$7,250,000	Dec-2019	4,195	$1,728	Metropolitan Centre
	$655,000	Jul-2019	685	$956	Town Centre
	$11,425,936	Jul-2019	11,246	$1,016	Mixed Use
	$19,753,000	Jun-2019	18,707	$1,056	Metropolitan Centre
	$23,270,825	Jun-2019	27,601	$843	Industrial
	Con.	Jan-2019	3,400	Con.	Industrial
	$5,380,000	Dec-2018	3,406	$1,580	Metropolitan Centre
	Con.	Oct-2018	20,000	Con.	Industrial

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Recent land sales within Tauranga CBD range between $1,500 per sqm and $3,500 per sqm, and set an upper limit for the subject surplus land given the CBD location, generally smaller sites, and more intensive zoning. The commercially zoned Auckland land sales also set upper limits given the superior location (larger scale catchment and population growth factors). Conversely the industrial sales within Tauriko ranging between $400 per sqm and $580 per sqm set a lower limit for the subject due to the less intensive zoning.

A useful sale is the confidential transaction of 1010-1042 Te Rapa Road in Hamilton. A 3,400 sqm, industrial zoned site, with frontage to Te Rapa Road. The catchment has a lot of similarities to the subject with significant population growth forecasts. The Industrial zoning does not permit retail development and there would be consenting hurdles. The sale represented a land rate of between $950 per sqm and $1,250 per sqm providing guidance for the subject if it had a separate Title.

The sale of 6 Te Paeroa Road is useful given its proximity to the subject and similar zoning. A slightly irregular shaped site of approximately 2,959 sqm adjoining the Gull service station. Purchased by a residential developer with the intention of developing medium density terraced housing/apartments. The sale reflected a rate $874 per sqm, reflecting a lower limit for the subject (if it were on a separate Title) given the subject's superior frontage and regular shape. Furthermore the market has firmed since March 2019.

There is a pending contract over 250R State Highway 2 North, which adjoins the subject centre to the west. The site is improved with a childcare facility and residential dwelling, and has a short remaining lease term (approximately 2 years). The site is under contract for $7,769,400, reflecting $600 per sqm over 12,949 sqm of land, hence setting a lower limit due to the larger land area.

8.3 APPROACH

We have undertaken a Direct Comparison Approach. This approach considers sales of development sites analysed on a rate per sqm of site area basis. If any of the sites are improved, allowances are added to the purchase price to provide for the estimated costs to remove the improvements and render the site ready for redevelopment. A range of positive and negative adjustments have been made to the rates indicated by the sales of the comparable properties to reflect differences between the evidence and the subject site.

Based on the evidence we consider the subject land if it were on a separate Title would attract $1,000 per sqm. However an adjustment needs to be made to reflect that it forms part of the parent site. We have adopted a discount of 10.0% to acknowledge the cost of creating a separate Title for the surplus land.

A surplus land value of $3,150,000 results or $900 per sqm.

We summarise our workings below:

Area	Land Value $psm	Discount - No Title	Adopted Land Value	
			$psm	Total
3,500 sqm	1,000	10.0%	900	**3,150,000**

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9 VALUATION

9.1 VALUATION APPROACHES

In arriving at our opinion of value, we have considered relevant general and economic factors and have investigated recent sales and leasing transactions of comparable properties (as previously detailed).

A variety of approaches have been considered and we detail below our principal approaches to value:

- Capitalisation Approach – plus Surplus Land
- Discounted Cash Flow Approach – plus Surplus Land

9.2 VALUATION APPROACH TO COVID-19

We have modelled the following (now minor) changes within our valuation:

- Generally increased turnover substantially in Year 1 to reflect a full year's trading following the disrupted trading of the 12 months prior, stabilising in Year 2, with subdued growth forecasts over the short to medium term;
- Decreased specialty market rents in Year 1, rebounding in Year 2, with subdued growth forecasts over the short to medium term (refer to Appendix 11.1);
- Increased the vacancy and bad debts allowance, but not greatly so because this is a long term allowance;
- Increases in downtime and reductions in renewal probabilities in Years 1 to 4 of the DCF;
- Increased incentive allowances;
- Maintenance of all existing contractual lease mechanisms unless contrary terms have been agreed between the lessee and lessor. For deals not concluded, we expect that most owners will maintain the fabric of the lease and deal with affordability issues by way of rental relief (i.e. protection of NOI by using "below the line" capital);
- Adopted forecast rental rebates and deferrals based on the following parameters:
  - Tenants have been assigned as "High, Medium, or Little Impact" based on tenant category and relationship to the Alert Level system in New Zealand. For example; food and beverage and entertainment trade categories, cinemas, and gyms have been classified as "High Impact", fashion, footwear, general merchandising, and electronic have been classified as "Medium Impact", and supermarkets, pharmacies, banks, government tenants, telcos and external ATMs have been classified as "Low Impact". Our assignment of the categories takes into account Central Government's earlier position on the COVID-19 Alert Levels.
  - If an ongoing rebate and deferral agreements have been reached between the Landlord and Tenant, we have modelled these;
- The adopted rental rebates for each impact category have been calculated monthly and are included in the appendices. We have tracked the benefits from the rebates on projected viability. We summarise this on an annual basis as follows:

CBRE Adopted Rebates Year End	Year 1 May-22	Year 2 May-23	Year 3 May-24
High Impact	90% of gross rent payable	96% of gross rent payable	98% of gross rent payable
Adopted Rental Rebate	$126,705	$54,308	$27,825
Medium Impact	98% of gross rent payable	100% of gross rent payable	100% of gross rent payable
Adopted Rental Rebate	$60,364	$1,727	$0
Low Impact	100% of gross rent payable	100% of gross rent payable	100% of gross rent payable
Adopted Rental Rebate	$0	$0	$0
Total Rebates	**$187,069**	**$56,035**	**$27,825**
Rebate:Gross Rent	**3%**	**1%**	**0%**

- Major tenants within a high risk category only (e.g. cinemas) will continue to receive rebates;
- Tenants with GOC% caps do not receive rebates;
- Maintained the same Terminal Yield;
- Increased the IRR from pre-COVID-19 times (i.e. 2 March 2020) by **12.5 Basis Points** to **6.875%**, and;
- Increased the Capitalisation Rate from pre-COVID-19 times by **12.5 Basis Points** to **6.375%.**

9.2.1 FUTURE CHANGE

The COVID-19 situation is now abating as a risk but could foreseeably be more severe if shopping centres were again required to close. Furthermore, large shopping centres were already identified (for right or wrong) as a sector at risk, and the COVID-19 crisis has re-rated pricing. This will further exacerbate the likely decline of secondary centres.

9.3 CAPITALISATION APPROACH

In undertaking our valuation analysis, we have considered an investment approach whereby the estimated gross passing income has been adjusted to reflect anticipated operating costs, potential future income from existing vacancies and an ongoing vacancy and bad debts allowance to produce a net income on a fully leased basis (after a vacancy allowance).

The adopted fully leased net income is capitalised in perpetuity from the valuation date at an appropriate investment yield. The adopted yield reflects the nature, location and tenancy profile of the property together with current market investment criteria, as evidenced by the sales evidence previously detailed. Thereafter, various capital adjustments are made to the calculated core value.

We consider a capitalisation rate of between 6.25% and 6.75% is appropriate, and we have adopted **6.375%**.

Based on the above assumptions, our capitalisation approach calculations indicate a value of $95,300,000.

Our full valuation calculations are detailed overleaf:

CAPITALISATION APPROACH

		Area	Base	Outgoings	% Rent	Total
Income	Kmart	5,548.4				
	Countdown	3,708.8				
	Smiths City	2,201.6				
	Specialties	10,209.8	3,696,368	620,973	25,840	4,343,180
	Total	21,668.5	6,136,410	1,028,826	98,791	
GROSS PASSING RENTAL						7,264,026
Other Income	Storage Income			17,000		
	Casual Leasing Income			-		
	Mall Merchandising Income			5,000		
	Telecommunications Facility Income			-		
	Extended Trading Hours			-		
	Sundry Recoveries			-		
	Signage & Billboard Income			34,945		
	Car Parking Income			-		
	Sundry & Other Income			-		56,945
GROSS PASSING INCOME (Excluding electricity profit)						7,320,971
Outgoings	Statutory Expenses (including land tax):			(328,594)		
	Operating Expenses:			(1,098,284)		
	Non-Recoverable Outgoings:			(99,714)		(1,526,592)
NET PASSING INCOME (Excluding electricity profit)						5,794,380
Income Adjustments	Potential Future Income - Vacant Tenancies			236,626		
	Spec Vacancy/Bad Debts Allowance		4.00%	(183,192)		53,433
FULLY LEASED NET INCOME (After vacancy allowance)						5,847,813
CAPITALISED VALUE		Capitalise In Perpetuity @		6.375%		91,730,397
Capital Adjustments	Vacant Tenancies - Letting Up Allowance				(232,968)	
	Vacant Tenancies - Agents Commissions				(35,494)	
	Vacant Tenancies - Incentive Allowance				(69,890)	
	Unexpired Tenant Incentives:				-	
	Rental Shortfall - New Tenancies:				(58,355)	
	Present Value of Capitalised Rental Reversions				4,048,899	
	Electricity Profit (capitalised @ 10%)			33,880	338,800	
	Added Value of Balance Land		$900	3,500	3,150,000	
	Present Value of Remaining Tenant Fitout Rentals			-	-	
	Present Value of Abatements - COVID-19			3 years	(263,860)	
	Present Value of Deferrals - COVID-19			4 years	-	
	Present Value of Other Capital Allowance			2 years	(85,190)	
	Present Value of Future Net Letting Up Allowances			2 years	(2,079)	
	Present Value of Future Leasing Commissions			2 years	(43,966)	
	Present Value of Future Incentive Allowances			2 years	(180,373)	
	Present Value of Capital Expenditure			2 years	(781,758)	
	Present Value of Seismic Capital Expenditure			3 years	(1,896,696)	
	Present Value of Future Refurbishment Allowances			2 years	(296,654)	3,590,415
						95,320,812
Adopt						95,300,000

Sensitivity Analysis	
6.13%	99,200,000
6.38%	95,300,000
6.63%	91,700,000

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9.4 DISCOUNTED CASHFLOW APPROACH

This form of analysis allows an investor or owner to make an assessment of the long term return that is likely to be derived from a property with a combination of both rental and capital growth over an assumed investment horizon. In undertaking this analysis, a wide range of assumptions are made including a target or pre-selected Internal Rate of Return, rental growth, sale price of the property at the end of the investment horizon, costs associated with the initial purchase of the property and also its disposal at the end of the investment period.

Having regard to these factors, we have carried out a discounted cash flow analysis over a 10 year investment horizon in which we have assumed that the property is sold at the commencement of the eleventh year of the cash flow. The cash flow analysis, which comprises annual income streams, is based upon the following assumptions:

Valuation Period	1	2	3	4	5	6	7	8	9	10	11	
Year Ending	May-22	May-23	May-24	May-25	May-26	May-27	May-28	May-29	May-30	May-31	May-32	Average
CPI (NZIER Forecast)	0.84%	1.95%	2.00%	2.05%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	1.88%
Specialty Rent Growth	-1.55%	4.77%	4.32%	2.89%	2.31%	3.06%	2.97%	2.94%	2.45%	1.96%	1.71%	2.61%
Sales Growth												
Kmart												0.77%
Countdown												-0.28%
Smiths City												0.59%
Sundry/Other Income	3.45%	4.77%	4.32%	2.89%	2.31%	3.06%	2.97%	2.94%	2.45%	1.96%	1.71%	3.11%
Vacancy Allowance	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
Outgoing Escalation	13.12%	2.61%	2.66%	2.49%	2.45%	2.46%	2.47%	2.47%	2.48%	2.49%	2.50%	3.57%
Capital Expenditure	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
(% of Gross Income)												
Renewal Probability	68%	70%	73%	70%	70%	73%	75%	75%	78%	78%	78%	73%
Letting Up Allowance	12 mths	12 mths	11 mths	10 mths	9 mths	8 mths	8 mths	8 mths	8 mths	8 mths	8 mths	9 mths
Incentive Allowance	4 mths	4 mths	3 mths	4 mths	4 mths	3 mths	3 mths	3 mths	3 mths	3 mths	3 mths	3 mths
Acquisition Cost	0.38%											
Disposal Cost											1.19%	
Terminal Yield											6.88%	
Target Internal Rate of Return		6.88%										
Current 10 year Bond Rate		1.69%										
Indicated Margin		5.19%										
Net Income Growth (10yrs)		1.82%										

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Please refer to the appendices for a more detailed breakdown of our specialty market rental growth forecasts. As you will note, we consider that both turnover and rental performance will be driven by the following issues:

- CPI movement.
- Real population growth.
- Real growth in per capita spend.
- Market dominance issues, competitive elements, and occupancy cost considerations.

You will note that we have also given consideration to operating expense and rates escalations, and analysed performance on a gross occupancy cost and affordability basis.

The analysis proceeds on a before tax basis, and whilst we have not qualified any potential taxation benefits associated with the property, we are of the view that this is an issue which a prospective purchaser would reflect in its consideration.

The analysis is based on the assumption of a cash purchase. No allowance for interest and other funding costs have been made.

We have discounted the income for each year of the cash flow on a midpoint basis which assumes an income of six months in arrears and six months in advance.

We have investigated the current market expectations for an investment return over a 10 year period from retail property. We hold regular discussions with investors active in the market, both as purchasers and owners of shopping centres. From this evidence, we conclude that market expectations for the subject property are currently in the order of 6.75% to 7.25%.

The derived value of $94,200,000 reflects an Internal Rate of Return of 6.875%. The Internal Rate of Return appears realistic when compared to returns available from alternative forms of investment and indicates a reasonable premium over the prevailing 10 year bond rate which is currently trending between 1.3% and 2.0%. This margin reflects the risk premium associated with direct property investment and its illiquidity compared to other forms of investment. However the IRR's resulting from recent transactions of secondary centres are lower than those of prime centres, and total returns at this level are likely to be unsustainable in the long run.

A Terminal Yield of 6.9% has been adopted, higher to reflect the assumption of a weaker investment market (the current market still being a little stronger than 'average'), plus the shorter lease term (assumed) remaining at reversion.

In terms of key variables, it should be noted that while many market participants adopt a similar methodology (i.e. DCF), the treatment of certain key variables, such as the term of the cashflow, treatment of refurbishments, growth rates and the terminal yield, vary significantly. Therefore key variables discussed in the wider market place need to be treated with caution.

Our discounted cash flow analysis is detailed overleaf:

Valuation Period	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**	**9**	**10**	**11**
Year Ending	**May-22**	**May-23**	**May-24**	**May-25**	**May-26**	**May-27**	**May-28**	**May-29**	**May-30**	**May-31**	**May-32**
Growth Forecast											
CPI (NZIER Forecast)	0.84%	1.95%	2.00%	2.05%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Average compound CPI					5yrs	1.77%				10yrs	1.88%
Market Rent Growth	-1.55%	4.77%	4.32%	2.89%	2.31%	3.06%	2.97%	2.94%	2.45%	1.96%	1.71%
Average compound market rental growth					5yrs	2.53%				10yrs	2.60%
Statutory Expenses Growth	5.00%	5.00%	5.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
Average compound rates growth					5yrs	4.60%				10yrs	4.30%
Sundry/Other Income Growth	3.45%	4.77%	4.32%	2.89%	2.31%	3.06%	2.97%	2.94%	2.45%	1.96%	1.71%
Average compound sundry rental growth					5yrs	3.55%				10yrs	3.11%

Purchase Considerations

Purchase Price	94,200,000	
Stamp Duty	-	0.00%
Legals/Due Dilligence	353,250	0.38%
	94,553,250	
Selling Considerations		
Terminal Yield		6.88%
Agents Commission		1.00%
Legal Fees		0.19%

Target Internal Rate of Return

I R R	PRICE
6.88%	91,060,000
Add Land:	3,150,000
ADOPT:	$94,200,000
Year 1 Cashflow Yield	4.34%
Income %	42.02%
Terminal Value %	57.98%

Sensitivity Analysis

		Terminal Yield		
		6.63%	6.875%	7.13%
Internal Rate of Return	6.63%	98,000	95,900	94,000
	6.875%	96,200	94,200	92,400
	7.13%	94,500	92,600	90,700
			7.01%	
			Terminal Yield on Mkt	

Cashflow Criteria

Assumed New Lease Term (yrs) 6 | Assumed New Lease Review Type Fixed | Fixed Review % Inc. 3.0%
Assumed New Lease Review Frequency (Yrs) 1 | Leasing Commission (new leases) 15.0%

		1	2	3	4	5	6	7	8	9	10	11
Renewal Probability		68%	70%	73%	70%	70%	73%	75%	75%	78%	78%	78%
Specialty Expiry for year (sqm)		1,769	561	1,113	1,487	1,663	659	2,602	1,641	1,676	1,581	1,493
Leaseup	Retail (mths)	12	12	11	10	9	8	8	8	8	8	8
Incentive	Retail (mths)	4	4	3	4	4	3	3	3	3	3	3
Vacancy & Bad Debts Allowance		4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%
Capital Expenditure (% of Gross Income)			1.0%									
Future Building Refurbishment Allowance			Year 2	$15 psm		Year 8	$38 psm					

CASHFLOW FORECAST (All figures shown as $1,000's)

		1	2	3	4	5	6	7	8	9	10	11
Major Tenant Income												
Kmart												
Countdown												
Smiths City												
Specialty Tenant & Other Income												
Base Rental		3,974	4,135	4,226	4,279	4,456	4,551	4,702	4,868	5,017	5,159	5,288
Recoverable Outgoings		621	702	721	740	758	777	796	816	836	857	878
Specialty Tenant Percentage Rental		103	83	80	51	43	41	42	39	35	32	30
Other Income		57	59	62	64	66	68	70	72	74	76	77
Electricity Profit		34	34	35	36	36	37	38	38	39	40	41
Total Income		**7,736**	**7,814**	**8,084**	**8,236**	**8,175**	**8,523**	**8,758**	**8,675**	**9,225**	**9,406**	**9,577**
Less												
Statutory Expenses		330	345	362	380	396	411	428	445	463	481	501
Operating Expenses		1,113	1,257	1,296	1,321	1,348	1,376	1,403	1,431	1,460	1,489	1,519
Non-Recoverable Outgoings		100	101	103	105	107	109	111	113	116	118	120
Vacancy/Bad Debts Allowance		188	197	201	203	210	215	222	229	236	242	248
NET INCOME	1.82%	**6,006**	**5,915**	**6,123**	**6,227**	**6,114**	**6,413**	**6,594**	**6,457**	**6,952**	**7,076**	**7,190**
Capital Adjustments												
1) Net Letting Up Allowances		241	(7)	12	45	95	(38)	30	30	2	(7)	13
2) Leasing Commissions		59	23	33	45	67	29	65	66	61	58	70
3) Future Incentive Provisions		172	90	120	175	263	104	211	216	179	171	205
4) Capital Expenditure (% Income)		435	399	399	399	399	313	313	313	313	313	96
4a) Seismic Capital Expenditure		698	698	698	-	-	-	-	-	-	-	-
5) Future Refurbishment Allowance		-	328	-	-	-	-	-	923	-	-	125
6) Tenant Fitout Rentals		-	-	-	-	-	-	-	-	-	-	-
7) Other Capital Allowance		60	30									
8) Unexpired Tenant Incentives		-										
9) Rental Shortfall - New Tenancies		58										
10) Abatements - COVID-19		193	58	29								
11) Deferrals - COVID-19		-	-	-	-							
Selling Considerations											Sale Price	104,072
											Agent's Commission	(833)
											Legal Fees	(195)
NET CASH FLOW	5.03%	**4,089**	**4,296**	**4,832**	**5,563**	**5,289**	**6,005**	**5,976**	**4,909**	**6,397**	**6,542**	**103,044**
Running Yield (Cash Flow)		4.34%	4.56%	5.13%	5.91%	5.61%	6.37%	6.34%	5.21%	6.79%	6.94%	

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9.5 VALUATION RECONCILIATION

Having regard to these analyses and the available market evidence, we have reconciled the market value for the subject property as follows:

Valuation Reconciliation		
Capitalisation Approach:	Assessed Value:	95,300,000
	Capitalisation Rate:	6.38%
Discounted Cash Flow Approach:	Assessed Value:	94,200,000
	Target IRR:	6.88%
	Terminal Yield:	6.88%
ADOPTED VALUE		94,800,000
	Initial Yield (excluding balance land):	6.36%
	Initial Yield (excl. surplus land and seismic capex):	6.22%
	Initial Yield (excl. surplus land, seismic capex and incl. Y1 COVID-19 rebates):	6.02%
	Indicated IRR:	6.79%
	Value per square metre of lettable area (excluding balance land):	4,230

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We have applied an equal weighting between the adopted approaches, but considerable focus has been placed on the conclusions from the Discounted Cashflow when choosing our Capitalisation Rate.

The Initial Yield (excluding surplus land) of 6.4% sits appropriately above the pre-COVID market pricing of Tauranga Crossing and in line with the post-COVID Albany Lifestyle Centre transaction . We note that the Initial Yield will differ from the pre-COVID-19 Initial Yields from comparable transactions, and we consider a minor elevation to Initial Yield is appropriate in light of the uncertainty remaining in the current market for large shopping centres.

Viewed alternatively, if the rebate was adopted in Year 1 the Initial Yield would reduce to 6.0%.

This valuation is on a plus GST (if any) basis.

9.6 MORTGAGE RECOMMENDATION

Our report is undertaken for mortgage security purposes and may be relied upon by ASB Bank Limited as Security Trustee for the advance of first mortgage funds only. In undertaking our valuation, we have observed the requirements of International Valuation Standards – Asset Standards – IVS 400 Real Property Interests and PINZ ANZV TIP 12 – Valuations for Mortgage and Loan Security Purposes. We confirm that the property is satisfactory for the advance of first mortgage funds only and recommend lending within normal first mortgage lending parameters.

9.7 LAND & BUILDINGS APPORTIONMENT

We provide a hypothetical apportionment of our market value as follows:

Value Component Apportionment				
Land Value	78,344 sqm	@	$500 psm	39,200,000
Improvements Value				55,600,000
Adopted Value				**94,800,000**

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We retain relevant land sales evidence supporting the above assessment on file. Note the above apportionment has been undertaken for financial reporting only and cannot be used for any other purposes, including reinstatement insurance valuations.

9.8 AS IF COMPLETE ASSESSMENT

We have been advised by Daniel Lem of Property Managers Group that DSA's are currently underway but will not be available prior to the finalisation of this report. The engineer completing the DSA's, Stephen Mitchell of Stephen Mitchell Engineers Limited, has verbally confirmed to Daniel Lem that it is likely that the DSA's will conclude that the subject buildings meet at least 67% of NBS.

We have been requested to undertake an assessment which removes the seismic uncertainty allowance. Please see our As If Complete assessment below:

Valuation Reconciliation		
Capitalisation Approach:	Assessed Value:	97,200,000
	Capitalisation Rate:	6.38%
Discounted Cash Flow Approach:	Assessed Value:	96,100,000
	Target IRR:	6.88%
	Terminal Yield:	6.88%
ADOPTED VALUE		**96,700,000**
	Initial Yield (excluding balance land):	6.23%
	Initial Yield (excl. surplus land and incl. Y1 COVID-19 rebates):	6.03%
	Indicated IRR:	6.79%
	Value per square metre of lettable area (excluding balance land):	4,317

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The reader should be aware that the above assessment is not Market Value as at 4 May 2021 as the DSA's have not been completed, hence the seismic uncertainty still remains. However should within 3 months DSA's confirm that the buildings meet at least 67% of NBS (or the costs to upgrade the buildings are not greater than the seismic uncertainty allowance made in the valuation contained within Section 9.5), and there are no other significant changes in the property over that period, then the above assessment would be considered Market Value.

9.9 ADDITIONAL REQUIREMENTS

Previous Sale:	According to public records, there is no recorded sale of the subject property within the last 3 years.
Contract of Sale:	The property is under-contract for approximately $94,500,000 which is 0.3% lower than our assessment (final price subject to finalised income and outstanding incentive calculations). As discussed in Section 9.8, our valuation includes deductions for seismic uncertainty, once DSA's confirm that the buildings meet at least 67% of NBS then the seismic uncertainty allowance would be removed, increasing our assessment to $96,700,000, hence the purchase price of approximately $94,500,000 would be 2.3% lower than our assessment. We consider that the purchaser has negotiated a favourable deal.
Reasonable Selling Period:	Circa 3 to 6 months assuming a typical marketing campaign.
Anticipated buyer demand/liquidity:	Moderate.
Likely purchaser profile:	Syndicators, private investors, and some institutions. Offshore buyers may be unable to treat in a normal manner until border controls are lifted.

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10 DISCLAIMERS

Valuation Subject To Change	This valuation is current as at the date of valuation only. The value assessed herein may change significantly and unexpectedly over a relatively short period (including as a result of general market movement or factors specific to the particular property). For the avoidance of doubt, this may include global financial crises or force majeure events. We do not accept liability for losses arising from such subsequent changes in value. Furthermore, values vary from time to time in response to changing market circumstances. The valuation is based on available information as at the date of valuation. No warranty can be given as to the maintenance of this value into the future. Therefore, it should be reviewed periodically.
Extent of Investigations	We are not engaged to carry out all possible investigations in relation to the property. Where in our report we identify certain limitations to our investigations, this is to enable the Reliant Party to instruct further investigations where considered appropriate or where we recommend as necessary prior to Reliance. CBRE is not liable for any loss occasioned by a decision not to conduct further investigations.
Information Supplied By Others	This document contains information which is derived from other sources. Where this information is provided by experts and experienced professionals, we have relied upon the expertise of such experts and by necessity we have relied upon the information provided being accurate, whether prepared specifically for valuation purposes or not. Unless otherwise specifically instructed, we have not independently verified that information, nor adopted it as our own. Notwithstanding the above, we have reviewed the provided information to the extent that such a review would be reasonably expected from a professional and experienced valuer having regard to normal industry practice undertaking a similar valuation/consultancy service. The Reliant Parties acknowledge that the valuer is not a specialist in the areas from which the expert information is derived and accepts the risk that if any of the information/advice provided by others and referred to in the valuation is incorrect, then this may have an effect on the valuation.
Lease Documentation	Where applicable, our assessment of value is provided on the assumption that all leases are executed and that individual lease provisions are in accordance with the tenancy information provided.
Disclosure	CBRE must be advised in the event that the Reliant Party becomes aware of any changes relating to the information and advice provided by the Instructing/Reliant Party during the Reliance Period. This includes, without limitation, any changes to information and advice provided in relation to encumbrances, registered/unregistered interests, title, and land area/dimensions. In any such event, this valuation must not be relied upon without consulting CBRE first to reassess any effect on the valuation.
Future Matters	To the extent that the valuation includes any statement as to a future matter, that statement is provided as an estimate and/or opinion based on the information known to CBRE at the date of this document. CBRE does not warrant that such statements are accurate or correct.
Taxation & GST	Unless otherwise stated, all financial information and valuation calculations and assessments in this report are on a plus GST (if any) basis. We are not tax experts and have not been provided with tax or legal advice. The Reliant Party must make its own enquiries if they consider that GST applies.
Site Survey	We do not commission site surveys and a site survey has not been provided to us. We have assumed there are no encroachments by or on the property, and the Reliant Parties should confirm this status by obtaining a current survey report and/or advice from a registered surveyor.
Property Titles	We have assumed that there are no further easements, unregistered interests or encumbrances not disclosed by this brief title search which may affect market value. However, in the event that

a future title search is undertaken which reveals additional easements or encumbrances, CBRE should be consulted to reassess any effect on the value stated herein.

Environmental Conditions	Unless otherwise stated, we have assumed that the site is free of elevated levels of contaminants or subsoil asbestos that would prevent the continuation of the current use of the property. Note our visual inspection is an inconclusive indicator of the actual site condition. We make no representation as to the actual environmental status of the subject property. If any formal testing is undertaken to assess the degree, if any, of contamination of the site and this is found to be positive, this valuation must not be relied upon without first consulting CBRE to reassess any effect on the valuation.
Flooding Caution	The quality, completeness and accuracy of flood mapping varies widely between localities and Councils. We have not verified, and make no representation as to the appropriateness, accuracy, reliability or currency of the flood mapping reviewed. The Reliant Party may wish to confirm the flood mapping information by obtaining an expert hydrologist's report. If further flooding data is obtained, we reserve the right to review and if necessary amend the valuation.
Asbestos/ Hazardous Materials	Unless otherwise noted, we have assumed that the improvements are free of asbestos and hazardous materials, or should these materials be present then they do not pose significant risk to human health, nor require immediate removal. Our visual inspection is an inconclusive indicator of the actual condition/presence of asbestos/hazardous materials within the property. We make no representation as to the actual status of the subject property. If any testing is undertaken and the presence of any asbestos/hazardous materials on site is found to be positive, this valuation must not be relied upon before first consulting CBRE to reassess the valuation.
Planning Information	We assume information provided by the relevant responsible authority is current and accurate. We do not commission formal investigations to verify information provided to us. In the event that a Land Information Memorandum (LIM) report is obtained and the information therein is later found to be materially different to the town planning information detailed within the valuation, we reserve the right to amend the valuation.
Inclusions & Exclusions	Our valuation includes those items that form (or will form) part of the building service installations such as heating and cooling equipment, lifts, sprinklers, lighting, etc., that would normally pass with the sale of the property, but excludes all items of plant, machinery, equipment, partitions, furniture and other such items which may have been installed (by the occupant/operator) or are used in connection with the enterprise carried on within the property.
Side Agreements	In the event that the Reliant Party becomes aware of any side agreements, this valuation must not be relied upon before first consulting CBRE to reassess any effect on the valuation.
Floor Areas	Unless stated otherwise in the valuation, we have assumed that the floor areas have been calculated in accordance with the Property Council of New Zealand (PINZ PCNZ) Guide to Measurement of Rentable Areas or as specifically instructed by the party who we have agreed to provide this valuation. We recommend that the person or entity relying upon this report should obtain a survey to determine whether the areas provided differ from PINZ PCNZ guidelines. In the event that the survey reveals a variance in areas, then the relevant person or entity should not rely upon the valuation and should provide all relevant survey details to CBRE for consideration and possible review of the valuation.
Condition & Repair	We are not building/structural experts and are therefore unable to certify the structural soundness of the improvements. Unless otherwise stated, we have not sighted a qualified engineer's structure survey of the improvements, or its plant and equipment. Any Reliant Parties would need to make their own enquiries in this regard. Unless otherwise stated, we have not sighted a structural report on the property, nor have we inspected unexposed or inaccessible portion of the premises. We therefore cannot comment on the structural integrity, defect, rot or

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	infestation of the improvements nor can we comment on any knowledge of the use in construction of material such as asbestos or other materials considered hazardous.
Currency	All dollars are NZ$.
LIM & PIM	Unless otherwise stated, we have not obtained Land Information Memoranda (LIM) or Project Information Memoranda (PIM) from the Territorial Authority.
Lease Covenant Strength	We do not make detailed enquiries into the covenant strength of occupational tenants but rely on our judgement of the market's perception of them. Any comments on covenant strength should therefore be read in this context. We assume that tenants are capable of meeting their financial obligations and there are no undisclosed rental arrears or breaches of covenant.
Site Conditions	We do not commission site investigations to determine the suitability of ground conditions and services, nor do we undertake environmental or geotechnical surveys. We have assumed that these aspects are satisfactory and also that the site is clear of underground mineral or other workings, methane gas or other noxious substances. In the case of property which may have redevelopment potential, we proceed on the basis that the site has load bearing capacity suitable for the anticipated form of redevelopment without the need for additional and expensive foundations or drainage systems (unless stated otherwise).
Not a Structural Survey	We state that this is a valuation report, and not a Structural Survey.
Director's Clause	Under required circumstances, this report may have been co-signed by a Director of CBRE. In accordance with our internal Quality Assurance procedures, the co-signing Director certifies that he has discussed the valuation methodology and calculations with the prime signatory, however the opinion of value expressed herein has been arrived at by the prime signatory alone. The co-signing Director may or may not have inspected the subject property.

11 APPENDICES

11.1 SPECIALTY FORECAST GROWTH

SPECIALTY RENTAL GROWTH FORECAST

Valuation Period	0	1	2	3	4	5	6	7	8	9	10	Comp.
Year End	May-21	May-22	May-23	May-24	May-25	May-26	May-27	May-28	May-29	May-30	May-31	Avg.
CPI (NZIER Forecast)		0.84%	1.95%	2.00%	2.05%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	1.88%
Real growth popn		1.61%	1.32%	1.32%	1.34%	1.31%	1.06%	0.97%	0.94%	0.95%	0.96%	1.18%
Real growth per capita spend		0.00%	0.00%	-0.50%	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%	-0.75%
COVID-19		-4.00%	1.50%	1.00%	0.50%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	-0.11%
Market dominance/competition/GOC%		0.00%	0.00%	0.50%	0.00%	0.00%	1.00%	1.00%	1.00%	0.50%	0.00%	0.40%
Market Rental Growth	0.0%	-1.5%	4.8%	4.3%	2.9%	2.3%	3.1%	3.0%	2.9%	2.4%	2.0%	2.6%
Operating Expenses Growth		15.53%	1.95%	2.00%	2.05%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	3.28%
Statutory Expenses Growth		5.00%	5.00%	5.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.30%
Weighted Opex Growth		13.1%	2.6%	2.7%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	3.5%
CPI (NZIER Forecast)		0.84%	1.95%	2.00%	2.05%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	1.88%
Real growth popn		1.61%	1.32%	1.32%	1.34%	1.31%	1.06%	0.97%	0.94%	0.95%	0.96%	1.18%
Real growth per capita spend		0.00%	0.00%	-0.50%	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%	-0.75%
COVID-19		5.00%	1.00%	0.50%	0.50%	0.50%	0.00%	0.00%	0.00%	0.00%	0.00%	0.74%
Market dominance/competition		-2.00%	-1.50%	-1.00%	-7.50%	-2.50%	-1.00%	0.00%	0.00%	-0.50%	-1.00%	-1.72%
Turnover Growth		5.5%	2.8%	2.3%	-4.6%	0.3%	1.1%	2.0%	1.9%	1.4%	1.0%	1.3%
Specialty Component - All Tenants (Turnover Reporters)												
Turnover psm	5,566	5,870	6,033	6,173	5,888	5,907	5,969	6,087	6,205	6,295	6,355	6,078
Rent psm	368	392	410	420	422	441	451	469	485	499	515	451
Opex psm	64	64	72	74	76	78	80	82	84	86	88	78
Gross Rent psm	432	456	482	494	498	519	531	551	569	585	603	529
Occupancy Cost Ratio	7.8%	7.8%	8.0%	8.0%	8.5%	8.8%	8.9%	9.0%	9.2%	9.3%	9.5%	8.7%
Specialty Component - Excl Upper Level (Turnover Reporters)												
Turnover psm	5,566	5,870	6,033	6,173	5,888	5,907	5,969	6,087	6,205	6,295	6,355	6,078
Gross Rent psm	432	456	482	494	498	519	531	551	569	585	603	529
Occupancy Cost Ratio	7.8%	7.8%	8.0%	8.0%	8.5%	8.8%	8.9%	9.0%	9.2%	9.3%	9.5%	8.7%
Specialty Component - Excl Upper Level & Mini Majors (Turnover Reporters)												
Turnover psm	5,950	6,275	6,449	6,598	6,294	6,314	6,381	6,506	6,633	6,729	6,793	6,497
Gross Rent psm	516	551	584	598	600	626	640	662	681	700	722	636
Occupancy Cost Ratio	8.7%	8.8%	9.1%	9.1%	9.5%	9.9%	10.0%	10.2%	10.3%	10.4%	10.6%	9.8%

Source Population Statistics: NZ Stats & CBRE — *Turnover, GOC and Gross Rent reflect annualised trading*

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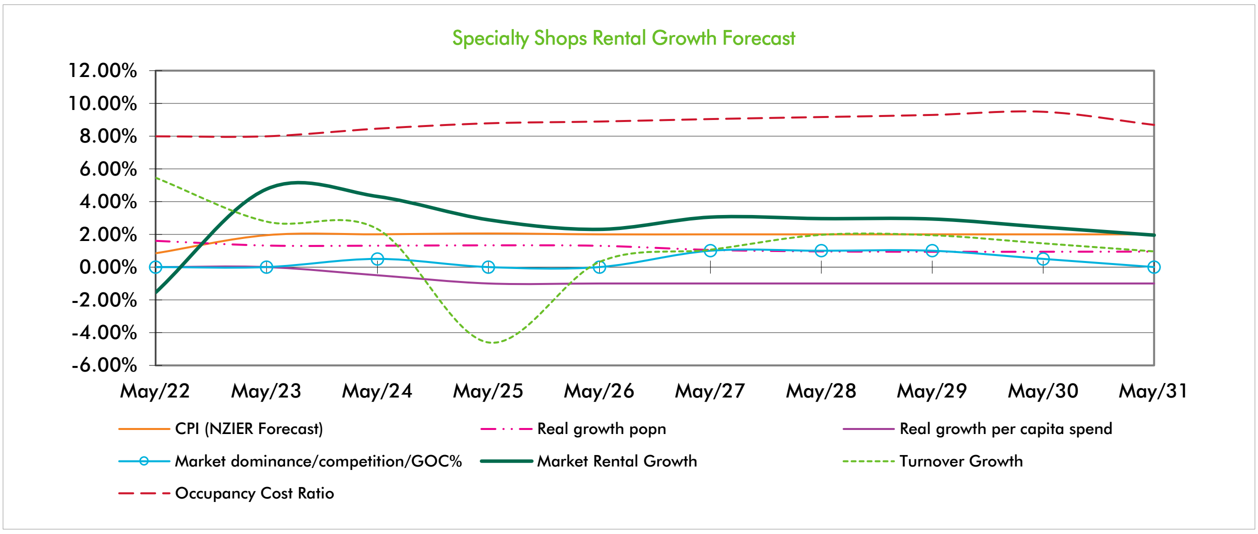

11.2 DEMOGRAPHIC ANALYSIS

Population, Sex & Age Distribution Census 2018	Adopted Catchment	Bay of Plenty Region	New Zealand
Usual Resident Population	12,618	308,406	4,699,191
% Males	48.1%	48.7%	49.4%
% Females	51.9%	51.3%	50.6%
Weighted Median Age	42.5	40.0	38.0
Age Distribution			
0-14 Years	19.8%	20.8%	19.6%
15-19 Years	6.1%	6.0%	6.4%
20-29 Years	10.1%	11.4%	14.1%
30-39 Years	10.8%	11.5%	13.0%
40-49 Years	13.0%	12.6%	13.0%
50-59 Years	13.1%	13.1%	13.0%
60+ Years	27.1%	24.5%	20.8%

Ethnic Distribution Census 2018	Adopted Catchment	Bay of Plenty Region	New Zealand
% New Zealand Born	78.4%	81.1%	72.6%
% Overseas Born	21.6%	18.9%	27.4%
Ethnic Distribution			
European	74.5%	63.9%	62.3%
Maori	15.0%	25.3%	14.7%
Pacific Island	2.3%	3.1%	7.2%
Asian	6.6%	6.2%	13.4%
Other	1.6%	1.5%	2.4%

Labour, Occupation and Education Census 2018	Adopted Catchment	Bay of Plenty Region	New Zealand
Labour Force Statistics			
Employed Full Time	45.9%	46.8%	50.1%
Employed Part Time	15.7%	15.3%	14.7%
Unemployed	3.2%	4.5%	4.0%
Not in Labour Force	35.2%	33.4%	31.3%
Occupation			
Managers & Professionals	40.9%	38.2%	41.0%
Technicians & Trades Workers	12.9%	12.6%	12.1%
Community Workers	9.3%	9.8%	9.5%
Administrators	11.4%	10.5%	10.9%
Sales Workers	9.3%	9.0%	9.2%
Machinery Operators & Labourers	16.3%	19.8%	17.3%
Highest Qualification Gained			
No Qualification	17.9%	20.4%	18.2%
Secondary School Qualification	38.2%	38.3%	38.3%
Diploma	22.5%	22.4%	18.7%
Bachelor Degree	13.1%	11.8%	14.6%
Post Graduate Qualification	8.2%	7.1%	10.2%

Student Population Census 2018	Adopted Catchment	Bay of Plenty Region	New Zealand
Not Studying	76.6%	76.7%	75.5%
Part Time Study	3.2%	2.9%	3.2%
Full Time Study	20.3%	20.4%	21.3%

Personal Income Distribution Census 2018	Adopted Catchment	Bay of Plenty Region	New Zealand
Weighted Median Personal Income	$32,930	$30,400	$33,400
Weighted Median Household Income	$72,021	$68,100	$76,300
Personal Income Distribution			
Up to $5,000	10.8%	11.1%	12.9%
$5,001-$10,000	3.9%	4.4%	4.7%
$10,001-$20,000	17.6%	19.4%	16.9%
$20,001-$30,000	16.3%	16.3%	13.7%
$30,001-$50,000	21.4%	21.0%	20.2%
$50,001-$70,000	14.1%	13.4%	14.4%
$70,001+	15.9%	14.4%	17.2%

Dwelling Ownership Census 2018	Adopted Catchment	Bay of Plenty Region	New Zealand
Occupier or Family Trust	70.2%	66.9%	64.6%
Not Owned by Occupier or Family Trust	29.8%	33.1%	35.4%

Dwelling Owner Census 2018	Adopted Catchment	Bay of Plenty Region	New Zealand
Private Person, Trust or Business	89.6%	88.5%	83.9%
Local Authority	1.5%	1.6%	2.1%
Housing New Zealand	5.2%	6.7%	11.8%
Other State Owned Entity	0.7%	0.7%	0.8%

Median Rent Census 2018	Adopted Catchment	Bay of Plenty Region	New Zealand
Weighted Median Rent $pw.	$369	$330	$350

Population Growth Annualised Population Growth Projections	Adopted Catchment	Bay of Plenty Region	New Zealand
2018-2023	1.1%	1.0%	1.1%
2023-2028	0.8%	0.7%	0.9%
2028-2033	0.7%	0.6%	0.7%
2033-2038	0.6%	0.5%	0.6%
2038-2043	0.5%	0.4%	0.5%

11.3 DETAILED TENANCY SCHEDULE

No.	Tenant Name	Category	Area sqm	Base Rent $pa	Base Rent $psm	Outgoings $pa	Outgoings $psm	Percentage Rent Rate	Percentage Rent $pa	Gross Rent $pa	Gross Rent $psm	Term yrs	Opt. yrs	Com Date	Expiry Date	Next Review	Review Type
Majors																	
Major 2	Kmart		5,548.4														
Major 1	Countdown		3,708.8														
D01	Smiths City		2,201.6														
Specialties																	
A01	Immerse Nail & Beauty Therapy	Service	143.4														
A03	Bethlehem Ultrasound	Service	88.6														
A04	Jetts	Service	280.3														
A06	Vivo Hair & Beauty	Service	134.6														
A07	Vacant	Vacant	70.7														
A08	Unichem Pharmacy	Pharmacy/Cosmetics	174.5														
A10	Just Cuts	Service	58.8														
A11	Vacant	Vacant	89.4														
A12	ANZ Bank	Service	190.5														
B01	You Travel	Service	130.4														
B02	Wild South	Mixed Fashion	306.7														
C01	Dilworth Hearing	Service	264.1														
C02	Chadwick Healthcare	Service	228.6														
C04	Pathlab	Service	100.8														
C05	Paper Plus	General	720.1														
C07	Hammer Hardware	Homewares	600.9														
C08	Triton Hearing	Service	99.8														
C09	Chemist Warehouse	Pharmacy/Cosmetics	982.4														
E01A	Subway	Prepared Food	83.5														
E01B	Omnitech	Service	69.1														
E02	Bayview Roast and Fish & Chips	Prepared Food	85.7														
E03	Noodle Canteen	Prepared Food	109.2														
E04	Turkish To Go	Prepared Food	127.8														
E05	Tank Juice Bar	Prepared Food	49.8														
E06	Hello Sushi	Prepared Food	126.5														
E07	LJs	Prepared Food	69.6														
E08	Domino's Pizza	Prepared Food	116.2														
E09	Burger Fuel	Prepared Food	102.9														
E10	BNZ ATM	ATM	1.0														
G01	Professionail	Service	67.4														
G02	Caroline Eve	Womens Fashion	183.1														
G03	Bethlehem Eyecare	Service	94.0														
G04	George Edward	Womens Fashion	120.6														
G05	Shoo	Footwear	100.9														
G06	Urban Vogue	Womens Fashion	91.1														
G07	Options Gifts & Homeware	Homewares	70.8														
G08	Options Gifts & Homeware	Homewares	195.1														
G09	Gateway Games	General	175.3														
G10	La-Z-Boy	Homewares	354.3														
G11A	Vacant	Vacant	430.5														
G11B	Panztel Limited	Office	159.1														
H01	Eves Real Estate	Service	253.3														
H01B	Patrick's Pies	Fresh Food	150.9														
H02	The Coffee Club	Cafes/Restaurants	182.7														
H03	Rodney Wayne	Service	113.9														
H03a	Tango's Shoes	Footwear	119.5														
H04	Vacant	Vacant	81.1														
H05	After Hours Eventwear	Womens Fashion	121.4														
H06	Columbus Coffee	Cafes/Restaurants	141.9														
H07	Bin Inn	Prepared Food	149.3														
J08	The Orchard Bethlehem	Cafes/Restaurants	384.7														
J09	House of Spice	Prepared Food	120.1														
J10	Bottle-O	Prepared Food	268.7														
Office01	NZ Wine Home	Office	134.8														
BP	BP	Freestanding	305.0														
CMO	Centre Management Office	Monthly	34.5														
Total	**59**	**-**	**21,668.5**	**6,136,410**	**283**	**1,028,826**	**47**		**98,791**	**7,264,026**	**335**						

11.4 MAJOR TENANT LEASE SUMMARIES

Lessee:	Kmart
Tenancy Area (sqm):	5,548.4
Lease Term (yrs):	
Option Period/s (yrs):	
Commencement Date:	
Expiry Date:	
Next Review:	

Rental

Base Rental
Current Outgoings
Percentage Rental
Gross Rental

Outgoings Contribution:

Percentage Rental:

Rental Reviews:

Permitted Use:

Turnover Analysis

Comments

Cashflow Forecast

		1	2	3	4	5	6	7	8	9	10	11
Lease Year Ending		Mar-22	Mar-23	Mar-24	Mar-25	Mar-26	Mar-27	Mar-28	Mar-29	Mar-30	Mar-31	Mar-32
Turnover - CPI												
Turnover - Adopted Catchment Popn Growth												
Turnover - Var. in Per Capita Retail Spend												
COVID-19												
Turnover - Market Dominance/Competition												
Turnover Forecast Growth Adopted												
Turnover / m2												
Turnover pa												
Gross Rent based on Turnover												
Actual Base Rent After Vacancy and Incentives												
Outgoings												
% Rent												
Gross Rent												
GOC%												
Note: All dollar pa amounts are per $'000												
Market GOC %												
Gross Market Rental												
Over-Under-renting												
Fully Occupied Base Rent												
Renewal Probability												
Leaseup	Retail (m											
Incentive	Retail (m											
Leasing Commissions (new lease)	20.0%											
Actual Base Rent After Vacancy and Incentives												
Rental - CPI												
Rental - Adopted Catchment Popn Growth												
Rental - Variance in Per Capita Retail Spend												
COVID-19												
Rental - Mkt Dominance/Competition/GOC%												
Rental - Forecast Growth Adopted												
Net Market Rental / m2												
Allocated Outgoings												
Allocated Statutory Expenses												
Allocated Insurance Expenses												
Allocated Operating Expenses												
Total Allocated Outgoings pa												
Total Allocated Outgoings / m2												
Recoverable Outgoings												
Recoverable Statutory Expenses Growth												
Recoverable Operating Expenses Growth												
Recoverable Statutory Expenses												
Recoverable Insurance Expenses												
Recoverable Operating Expenses												
Total Recoverable Outgoings												
Recoverable Outgoings Charge / m2												
Gross Market Rental / m2												
Retail Net Market Rental pa												
Outgoings Charge pa												

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Lessee:	Countdown
Tenancy Area (sqm):	3,708.8
Lease Term (yrs):	
Option Period/s (yrs):	
Commencement Date:	
Expiry Date:	
Next Review:	

Rental
Base Rental
Current Outgoings
Percentage Rental
Gross Rental

Outgoings Contribution:

Percentage Rental:

Rental Reviews:

Permitted Use:

Turnover Analysis

Comments

Cashflow Forecast

		1	2	3	4	5	6	7	8	9	10	11
Lease Year Ending		Dec-21	Dec-22	Dec-23	Dec-24	Dec-25	Dec-26	Dec-27	Dec-28	Dec-29	Dec-30	Dec-31
Turnover - CPI												
Turnover - Adopted Catchment Popn Growth												
Turnover - Var. in Per Capita Retail Spend												
COVID-19												
Turnover - Market Dominance/Competition												
Turnover Forecast Growth Adopted												
Turnover / m2												
Turnover pa												
Gross Rent based on Turnover												
Actual Base Rent After Vacancy and Incentives												
Outgoings												
% Rent												
Gross Rent												
GOC%												
Note: All dollar pa amounts are per $'000												
Market GOC %												
Gross Market Rental												
Over-Under-renting												
Fully Occupied Base Rent												
Renewal Probability												
Leaseup	Retail (mths)											
Incentive	Retail (mths)											
Leasing Commissions (new lease)	20.0%											
Actual Base Rent After Vacancy and Incentives												
Rental - CPI												
Rental - Adopted Catchment Popn Growth												
Rental - Variance in Per Capita Retail Spend												
COVID-19												
Rental - Mkt Dominance/Competition/GOC%												
Rental - Forecast Growth Adopted												
Net/Base Market Rental / m2												
Allocated Outgoings												
Allocated Statutory Expenses												
Allocated Operating Expenses												
Total Allocated Outgoings pa												
Total Allocated Outgoings / m2												
Recoverable Outgoings												
Recoverable Statutory Expenses Growth												
Recoverable Operating Expenses Growth												
Recoverable Statutory Expenses												
Recoverable Operating Expenses												
Total Recoverable Outgoings												
Recoverable Outgoings Charge / m2												
Gross Market Rental / m2												
Retail Net Market Rental pa												
Outgoings Charge pa												

\\nzaklfnp03\departments\Valuations\RETAIL\Centres\Bethlehem Town

Lessee:	Smiths City
Tenancy Area (sqm):	2,201.6
Lease Term (yrs):	
Option Period/s (yrs):	
Commencement Date:	
Expiry Date:	
Next Review:	

Rental

Base Rental
Current Outgoings
Percentage Rental
Gross Rental

Outgoings Contribution:

Percentage Rental:

Rental Reviews:

Permitted Use:

Turnover Analysis

Comments

Cashflow Forecast

		1	2	3	4	5	6	7	8	9	10	11
Lease Year Ending		Jul-21	Jul-22	Jul-23	Jul-24	Jul-25	Jul-26	Jul-27	Jul-28	Jul-29	Jul-30	Jul-31
Turnover - CPI												
Turnover - Adopted Catchment Popn Growth												
Turnover - Var. in Per Capita Retail Spend												
COVID-19												
Turnover - Market Dominance/Competition												
Turnover Forecast Growth Adopted												
Turnover / m2												
Turnover pa												
Gross Rent based on Turnover												
Actual Base Rent After Vacancy and Incentives												
Outgoings												
% Rent												
Gross Rent												
GOC%												
Note: All dollar pa amounts are per $'000												
Market GOC %												
Gross Market Rental												
Over-Under-renting												
Base Rent												
Improvements Rent												
Fully Occupied Base Rent												
Renewal Probability												
Leaseup	Retail (mths)											
Incentive	Retail (mths)											
Leasing Commissions (new lease)	20.0%											
Actual Base Rent After Vacancy and Incentives												
Rental - CPI												
Rental - Adopted Catchment Popn Growth												
Rental - Variance in Per Capita Retail Spend												
COVID-19												
Rental - Mkt Dominance/Competition/GOC%												
Rental - Forecast Growth Adopted												
Net Market Rental / m2												
Allocated Outgoings												
Allocated Statutory Expenses												
Allocated Operating Expenses												
Total Allocated Outgoings pa												
Total Allocated Outgoings / m2												
Recoverable Outgoings												
Recoverable Statutory Expenses Growth												
Recoverable Operating Expenses Growth												
Recoverable Statutory Expenses												
Recoverable Operating Expenses												
Total Recoverable Outgoings												
Recoverable Outgoings Charge / m2												
Gross Market Rental / m2												
Retail Net Market Rental pa												
Outgoings Charge pa												

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11.5 VALUATION DEFINITIONS AND TERMINOLOGY

Valuation Terminology Definitions	
Net Income Est., Fully Leased	The total current net income for the centre plus the estimated income from vacant tenancies. The total current net income is the sum of the current base and percentage rental, recoverable outgoings and sundry income, less un-recovered outgoings and non recoverable expenses. The estimated income from vacant tenancies reflects our market assessment of base rent and recoverable outgoings.
Net Passing Income	The sum of the current base and percentage rental, recoverable outgoings and sundry income, less un-recovered outgoings and non recoverable expenses.
Outstanding Tenant Incentives	The sum of rental shortfall relating to unexpired rent free periods and outstanding fitout or cash contributions.
Passing Initial Yield (excl. Land)	The net passing income (as defined above) as a percentage of the assessed value less the value of any excess land.
Reversionary Yield (excl. land)	The gross market income plus sundry income less recoverable outgoings, non recoverable expenses and ground rent (if applicable), as a percentage of assessed value less the value of any excess land.
Quoted Capitalisation Rate	The capitalisation rate applied within our valuation to the Net Income Est., Fully Leased (as defined above), although excluding electricity profit and including a negative adjustment for ongoing vacancy (the ongoing vacancy allowance is a percentage of the Net Income Est., Fully Leased). The resultant figure is the Capital Value before Capital Adjustments: $91,730,397.
Terminal Yield	The capitalisation rate applied within our valuation to the net passing income (less an allowance for vacancy) at the end of Year 11. From this capitalised amount capital adjustments are made to arrive at a selling price at the end of Year 11.
Target IRR	The discount rate applied to the net cash flow of the property to arrive at the adopted value (excluding any balance land) using the Discounted Cashflow Approach.
Ten Year IRR (Indicated - excl. land)	The Internal Rate of Return which the property would achieve over a 10 year period given the forecast Net Cash Flow and Assessed Value. This analysis excludes the value of any balance land.
Value psm of GLA (excl. land)	The Adopted Value (excluding the value of any balance land) per square metre of Gross Lettable Area.
Vacancy Allowance (Spec. G.R.)	A percentage of fully leased income from specialty tenants applied as an income deduction to allow for vacancy within the Capitalisation Approach.
Current Vacancy Rate (Spec. G.R.)	The estimated rental from vacant specialty tenants as a percentage of the fully leased income from specialty tenants.

\\nzaklfnp03\departments\Valuations\RETAIL\Centres\Bethlehem Town Centre\CMV 0521\[Bethlehem Town Centre CMV 0521.xlsb]Definitions Sheet

11.6 TITLE DOCUMENTATION

RECORD OF TITLE
UNDER LAND TRANSFER ACT 2017
FREEHOLD

Search Copy

R.W. Muir
Registrar-General
of Land

Identifier **596929**
Land Registration District **South Auckland**
Date Issued 19 September 2012

Prior References
SA22B/1429

Estate Fee Simple
Area 7.8218 hectares more or less
Legal Description Section 3 Survey Office Plan 439821
Registered Owners
F. H. Thompson and Sons Limited as to a 1/2 share
PSPIB/CPPIB Waiheke Inc. as to a 1/2 share

Interests

Subject to a right (in gross) to convey gas over part marked H, I, J, K, L, M, N, O, P, Q, R and S on SO 439821 in favour of Vector Gas Limited created by Easement Instrument 8077974.1 - 19.2.2009 at 9:00 am

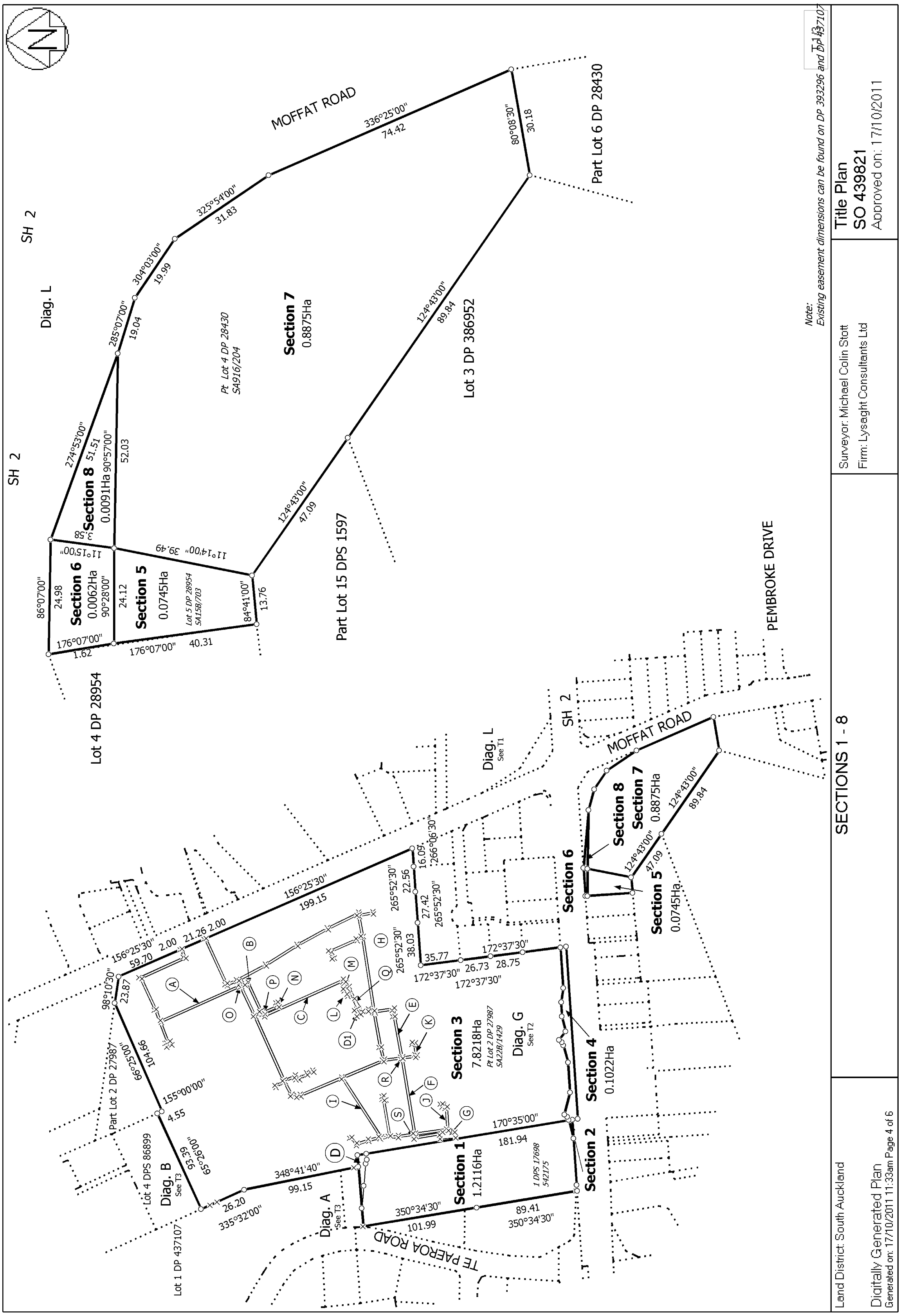
Subject to a right (in gross) to convey electricity over part marked A, B, C, D1, E, F, G, O P, Q, R and S on SO 439821 in favour of Powerco Limited created by Easement Instrument 8285076.1 - 14.9.2009 at 9:00 am

Appurtenant hereto is a right of way and rights to drain water and convey water, electricity, telecommunications, computer media and gas created by Easement Instrument 8659391.2 - 24.12.2010 at 4:44 pm

The easements created by Easement Instrument 8659391.2 are subject to Section 243 (a) Resource Management Act 1991

10062504.2 Mortgage to Bank of New Zealand - 20.5.2015 at 3:58 pm

10891870.1 CAVEAT BY POWERCO LIMITED - 30.8.2017 at 4:46 pm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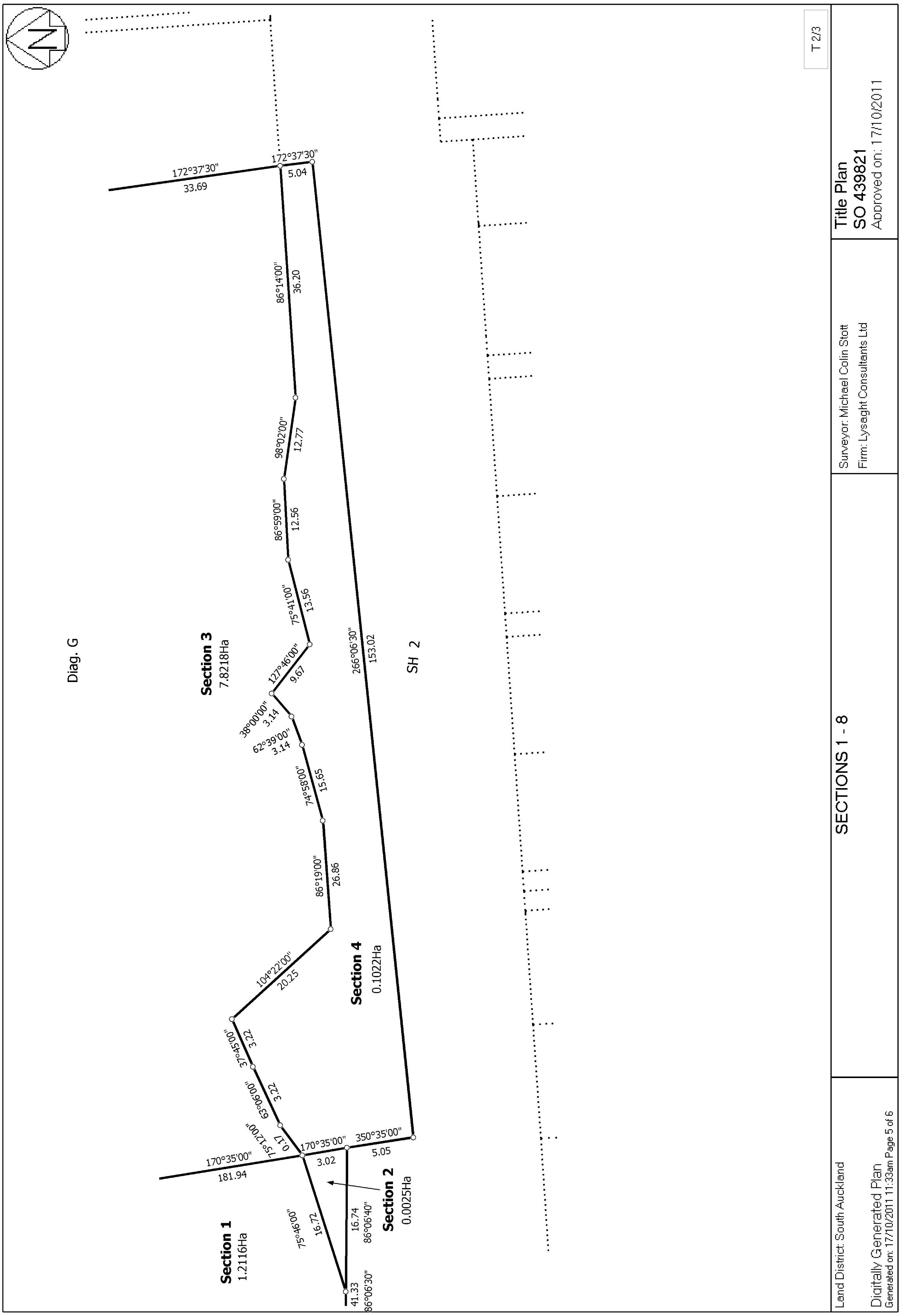
SO 439821
Approved on: 17/10/2011
Surveyor: Michael Colin Stott
Firm: Lysaght Consultants Ltd
Land District: South Auckland
Digitally Generated Plan
Generated on: 17/10/2011 11:33am Page 4 of 6
SECTIONS 1 - 8
Note:
Existing easement dimensions can be found on DP 393296 and DP 437107
MOFFAT ROAD
TE PAEROA ROAD
PEMBROKE DRIVE
SH 2
Section 1
1.2116Ha
Section 2
Section 3
7.8218Ha
Section 4
0.1022Ha
Section 5
0.0745Ha
Section 6
0.0062Ha
Section 7
0.8875Ha
Section 8
0.0091Ha
Part Lot 6 DP 28430
Lot 3 DP 386952
Part Lot 15 DPS 1597
Lot 4 DP 28954
Pt Lot 4 DP 28430
SA916/204
Lot 5 DP 28954
SA15B/703
Pt Lot 2 DP 27987
SA22B/1429
1 DPS 17698
S42175
Part Lot 2 DP 27987
Lot 4 DPS 86899
Lot 1 DP 437107
Diag. A
Diag. B
Diag. G
Diag. L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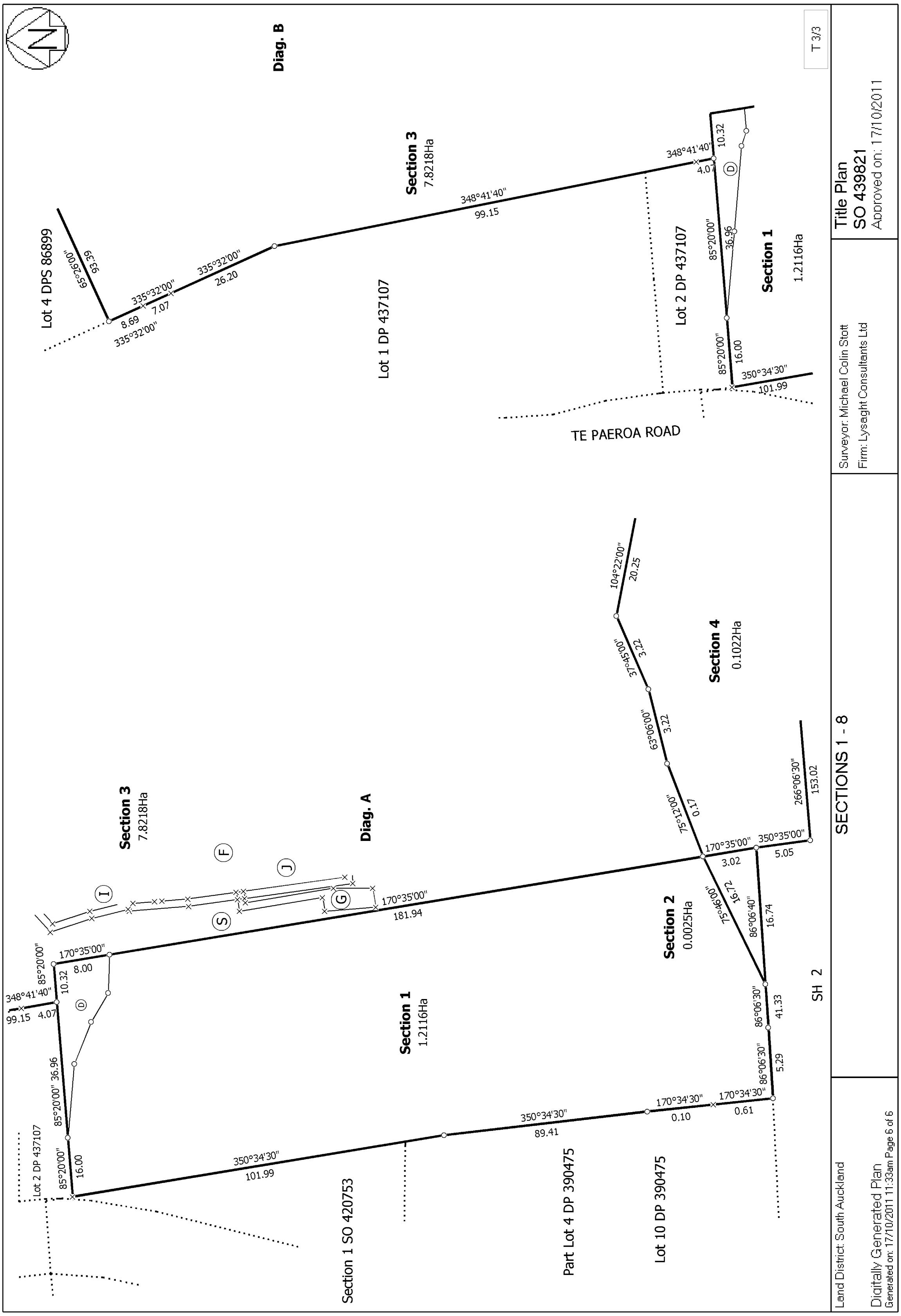
Title Plan
SO 439821
Approved on: 17/10/2011
Surveyor: Michael Colin Stott
Firm: Lysaght Consultants Ltd
SECTIONS 1 - 8
Land District: South Auckland
Digitally Generated Plan
Generated on: 17/10/2011 11:33am Page 5 of 6
Diag. G
Section 3
7.8218Ha
Section 4
0.1022Ha
Section 1
1.2116Ha
Section 2
0.0025Ha
SH 2
172°37'30"
33.69
172°37'30"
5.04
86°14'00"
36.20
98°02'00"
12.77
86°59'00"
12.56
75°41'00"
13.56
127°46'00"
9.67
38°00'00"
3.14
62°39'00"
3.14
74°58'00"
15.65
86°19'00"
26.86
104°22'00"
20.25
37°45'00"
3.22
63°06'00"
3.22
15°12'00"
0.17
266°06'30"
153.02
170°35'00"
181.94
170°35'00"
3.02
350°35'00"
5.05
75°46'00"
16.72
16.74
86°06'40"
41.33
86°06'30"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SO 439821
Approved on: 17/10/2011
Surveyor: Michael Colin Stott
Firm: Lysaght Consultants Ltd
SECTIONS 1 - 8
Land District: South Auckland
Digitally Generated Plan
Generated on: 17/10/2011 11:33am Page 6 of 6
T 3/3
Diag. A
Diag. B
Section 1
1.2116Ha
Section 2
0.0025Ha
Section 3
7.8218Ha
Section 4
0.1022Ha
Lot 1 DP 437107
Lot 2 DP 437107
Lot 4 DPS 86899
Section 1 SO 420753
Part Lot 4 DP 390475
Lot 10 DP 390475
TE PAEROA ROAD
SH 2

RECORD OF TITLE
UNDER LAND TRANSFER ACT 2017
FREEHOLD

Search Copy

R.W. Muir
Registrar-General
of Land

Identifier **SA1728/51**
Land Registration District **South Auckland**
Date Issued 30 May 1960

Prior References
WA S181685

Estate Fee Simple
Area 126 square metres more or less
Legal Description Allotment 679 Parish of Te Papa
Registered Owners
F. H. Thompson and Sons Limited as to a 1/2 share
PSPIB/CPPIB Waiheke Inc. as to a 1/2 share

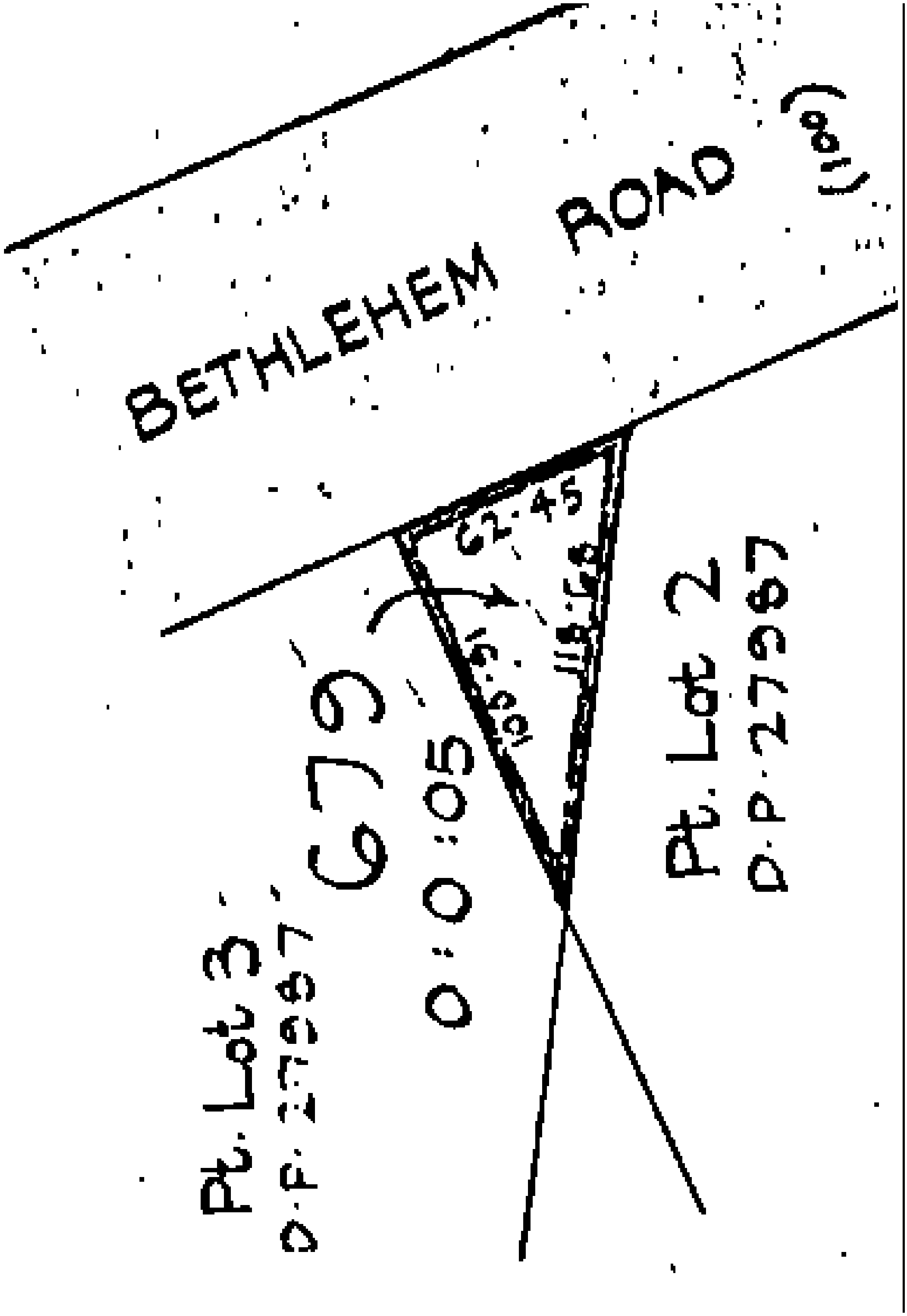
Interests

Subject to Section 8 Coal Mines Amendment Act 1950

Appurtenant hereto is a right of way and rights to drain water and convey water, electricity, telecommunications, computer media and gas created by Easement Instrument 8659391.2 - 24.12.2010 at 4:44 pm

The easements created by Easement Instrument 8659391.2 are subject to Section 243 (a) Resource Management Act 1991

10062504.2 Mortgage to Bank of New Zealand - 20.5.2015 at 3:58 pm


BETHLEHEM ROAD
62.45
Pt. Lot 2
Pt. Lot 3

CBRE VALUATION & ADVISORY SERVICES

Tim Arnott
Registered Valuer
Director

+64 21 22 66 333
+64 9 359 5382
tim.arnott@cbre.com

Anisha Segar
Registered Valuer
Director

+64 21 981 890
+64 9 359 5338
anisha.segar@cbre.com

Liam Kelly
Registered Valuer

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