

SUPR

SUPERMARKET INCOME REIT

ShareSoc Presentation

20 MARCH 2025



INVESTING IN THE FUTURE OF GROCERY



Welcome and introduction

Financial results

Delivering on our strategic initiatives

Investment market

Q&A



Robert Abraham

Fund Manager

Focused investment strategy



**LONG INFLATION-LINKED
INCOME**



**FUTURE PROOFED
STORES**



**REAL ASSET BACKING
LARGE FLEXIBLE SITES**

Portfolio let to leading supermarket operators



82

Supermarkets⁽¹⁾

6.0%

Net Initial
Yield⁽²⁾

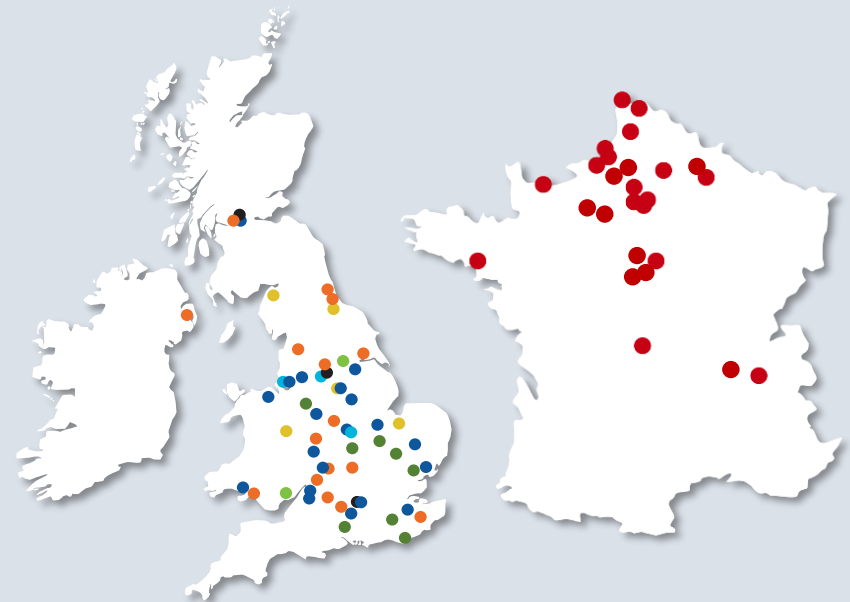
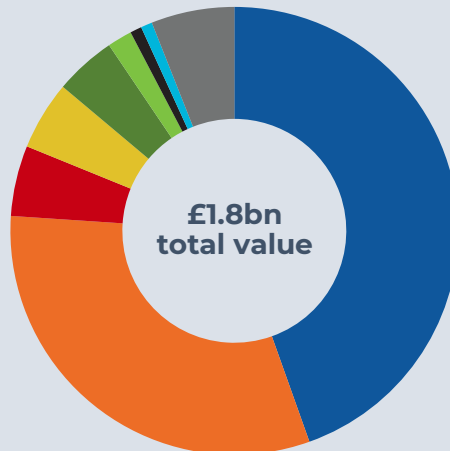
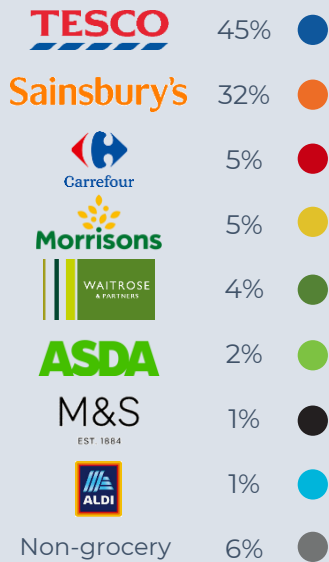
94%

Omnichannel
stores⁽³⁾

79%

Investment
grade⁽³⁾

Exposure by value⁽²⁾



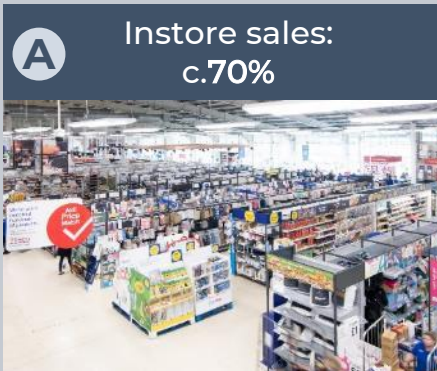
Map locations are
indicative only.

Omnichannel stores as revenue centres



Tesco Thetford

Total site revenue: c.£70m pa⁽¹⁾



This graphic is for illustrative purposes only.

Omnichannel store characteristics



Tesco Thetford



13 acres

Site size
(5 hectares)



520

Car parking
spaces



7.3k sq.m.

Gross
internal area
(78k sq.ft.)



5000

New
homes



4.4k sq.m.

Net sales
area
(48k sq.ft.)



13

Delivery
vans



c.350

employees



Strong
site
revenue

Positioned for growth



Operational
performance
supported by
resilient sector

Significant
progress on key
strategic
initiatives

Internalisation:
well positioned
for future
growth

Photo: Tesco, Prescot

Significant progress on key strategic initiatives



Cost Reductions ✓

Management fee cut - £2m saving⁽¹⁾

Internalisation - £4m saving⁽²⁾

Target EPRA cost ratio <9%⁽²⁾

Lease Renewals ✓

15-year leases (RPI)

35% above MSCI index⁽³⁾

13% above valuer ERV⁽³⁾

Capital Recycling ✓

£64 million disposals

£80 million acquisitions

Joint Venture



Further capital recycling opportunity

Driving earnings growth and enhancing dividend cover

- 1) Estimated savings from changes to the Investment Advisory fee basis from NAV to Market Capitalisation plus additional savings from AIFM and CoSec services as announced 5 November 2024
- 2) Saving based on annual budgeted expenditure under internalised structure compared with current external management structure and using a 12 month average share price as at 28 February 2025 of 72.6p to calculate the advisory fee payable on a market capitalisation basis, which is due to take effect from 1 July 2025
- 3) As at 31 December 2024



Financial Results



Photo: Tesco, Colchester

Growing earnings and robust balance sheet



£58m

+10%

Net rental
income

13.6%

-1.5%

EPRA Cost
Ratio

3.0p

+3%

Adjusted
EPS

£1.8bn

+0.5% LFL

Portfolio
value

88p

+0.6%

EPRA NTA
per share

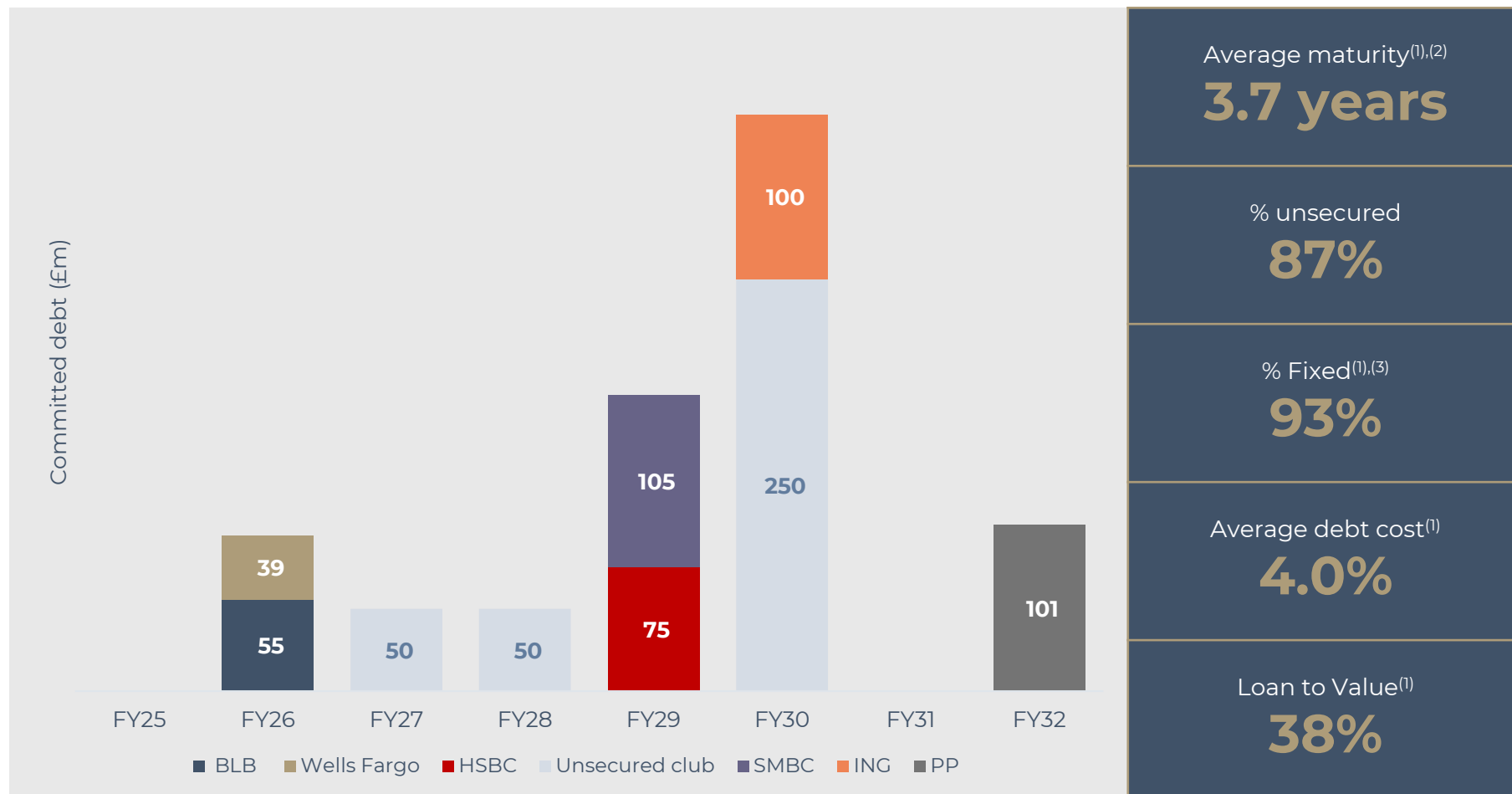
38%

Loan to
Value⁽¹⁾

Past performance is not indicative of future results

Photo: Sainsbury's, Ashford

Strong balance sheet – BBB+ credit rating





**Cost
Reductions**

**Lease
Renewals**

**Capital
Recycling**

**Joint
Venture**

Internalisation delivers significant benefits for SUPR



Material cost savings of at least £4 million per annum⁽¹⁾



New EPRA cost ratio target < 9%, one of the lowest in the sector⁽¹⁾



Greater balance sheet flexibility and optionality including long dated debt



Increased alignment between the Company, management and shareholders

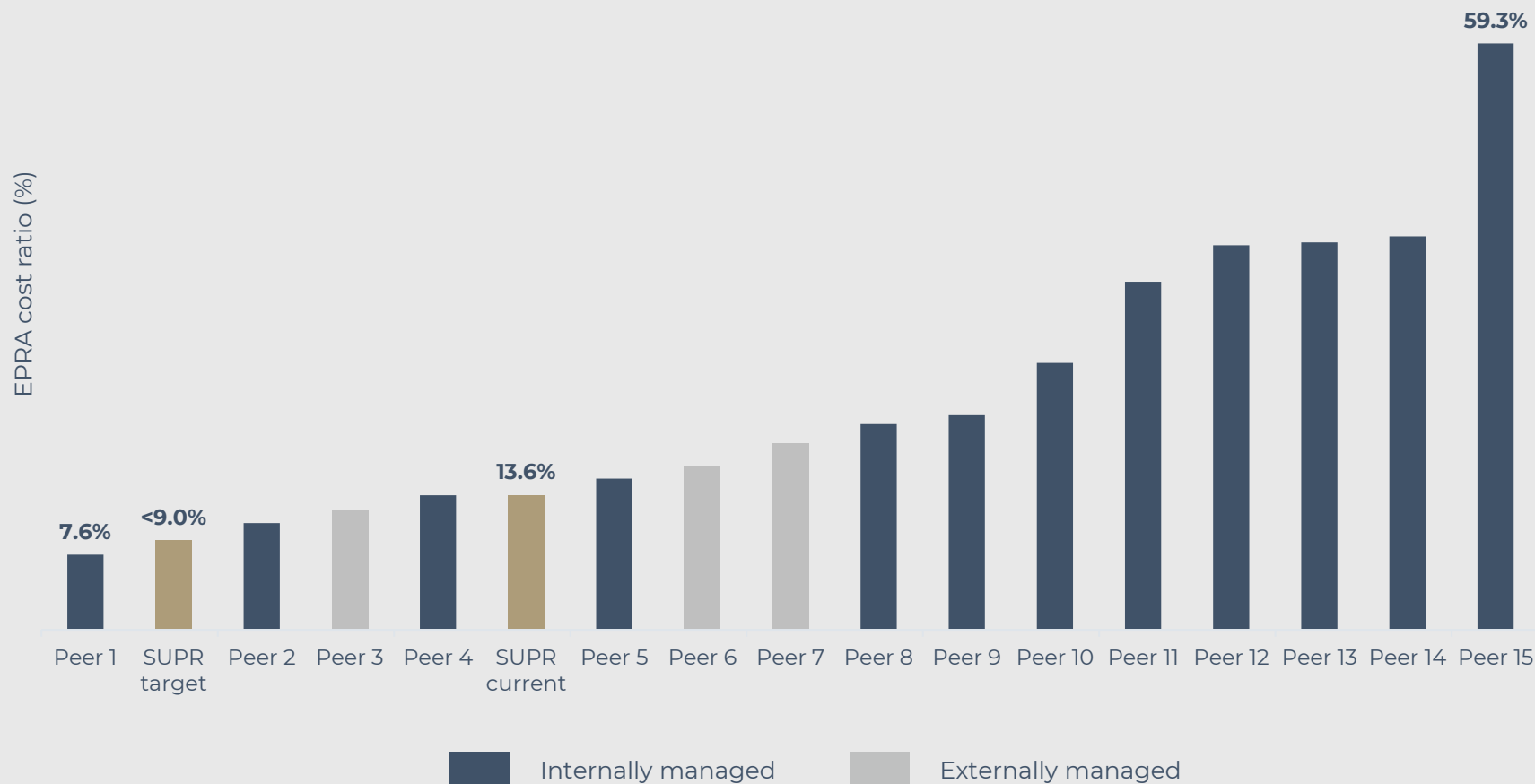


Simplified structure, securing the specialist team and platform



Broaden investor appeal with potential to change listing⁽²⁾

One of the lowest EPRA cost ratios in the sector



Highest return on capital allocation



19%

Internalisation
yield⁽¹⁾

8%

Buyback
yield⁽²⁾

9%

Unlevered IRR on
acquisitions⁽³⁾

Internalisation is the most accretive capital allocation option



**Cost
Reductions**

**Lease
Renewals**

**Capital
Recycling**

**Joint
Venture**

Evidencing higher affordable rents



Renewal of the three shortest leases in the portfolio

Bracknell



Bristol



Thetford



15 yrs

Annual inflation-linked uplifts⁽¹⁾

20%

Average passing rent reduction

4%

Rent to turnover⁽²⁾

35%

Above MSCI Supermarkets ERV⁽³⁾

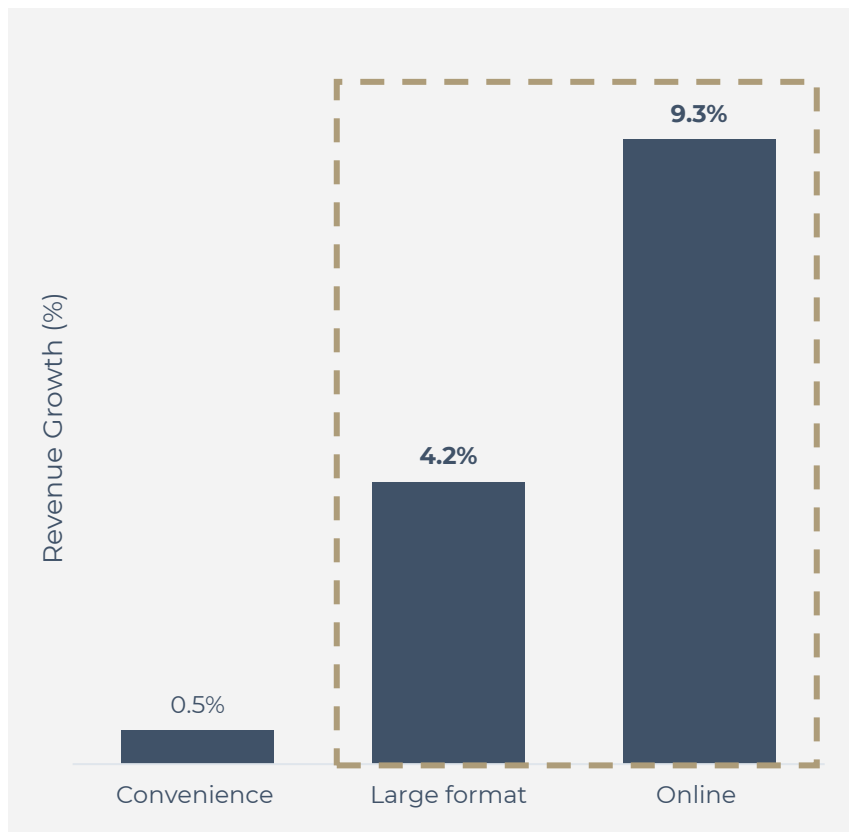
13%

Valuer's ERV⁽³⁾

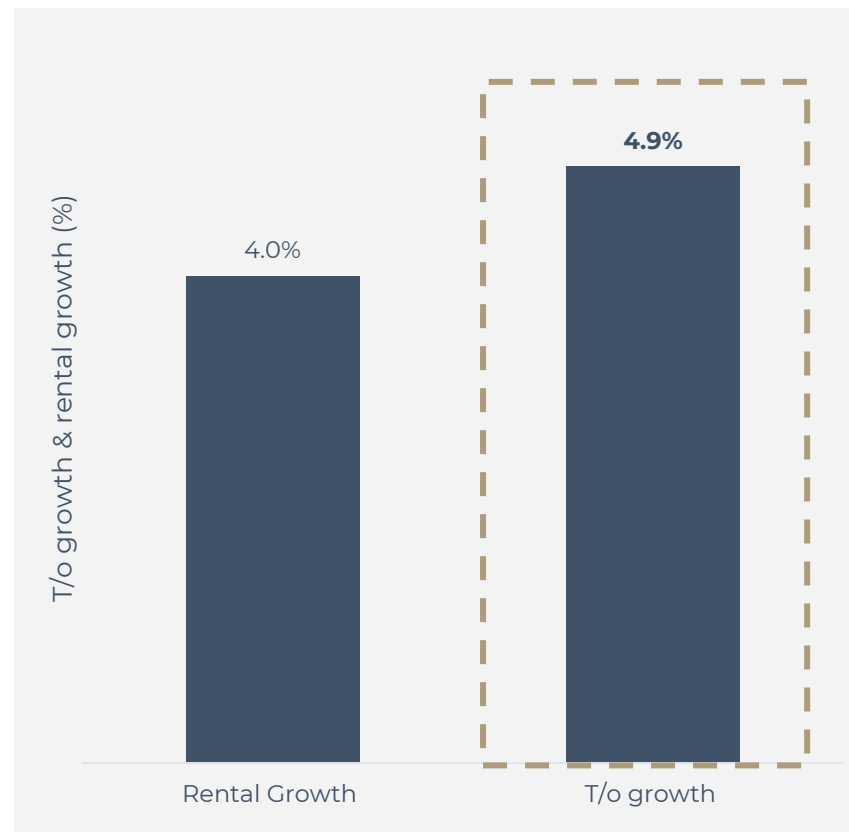
Omnichannel stores: higher affordable rents



Delivering outsized revenue growth⁽¹⁾



Turnover growth above rents⁽²⁾



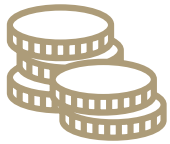


**Cost
Reductions**

**Lease
Renewals**

**Capital
Recycling**

**Joint
Venture**



Selling above book value, supporting portfolio valuation



Redeploying capital to enhance earnings



Maintaining robust tenant credit strength

Selective disposals of lower yielding assets



Highlights the critical nature of omnichannel store estate to operators

Sold at 7.4% premium to book value⁽²⁾

Proceeds provide optionality for redeployment⁽³⁾

Enhancing earnings through accretive acquisitions



Sainsbury's Huddersfield



£49.7m – 7.6% NIY⁽¹⁾



106k sq.ft. GIA



1.6% spread to cost of debt⁽³⁾



Investment grade



Omnichannel

Carrefour Portfolio



€36.7m – 6.8% NIY⁽²⁾



40k sq.ft. GIA⁽⁴⁾



2.7% spread to cost of debt⁽⁵⁾



Investment grade



Omnichannel



**Cost
Reductions**

**Lease
Renewals**

**Capital
Recycling**

**Joint
Venture**

Joint Ventures provide further strategic benefits



	Single store sales	Joint Ventures
Supporting valuation <i>Driving NTA growth</i>	✓	✓
Financial flexibility <i>Reduced LTV provides capacity</i>	✓	✓
Scale through third party capital <i>Supporting investment thesis</i>	✗	✓
Management fee <i>Additional earnings generation</i>	✗	✓
Retaining ownership <i>Medium term pipeline</i>	✗	✓

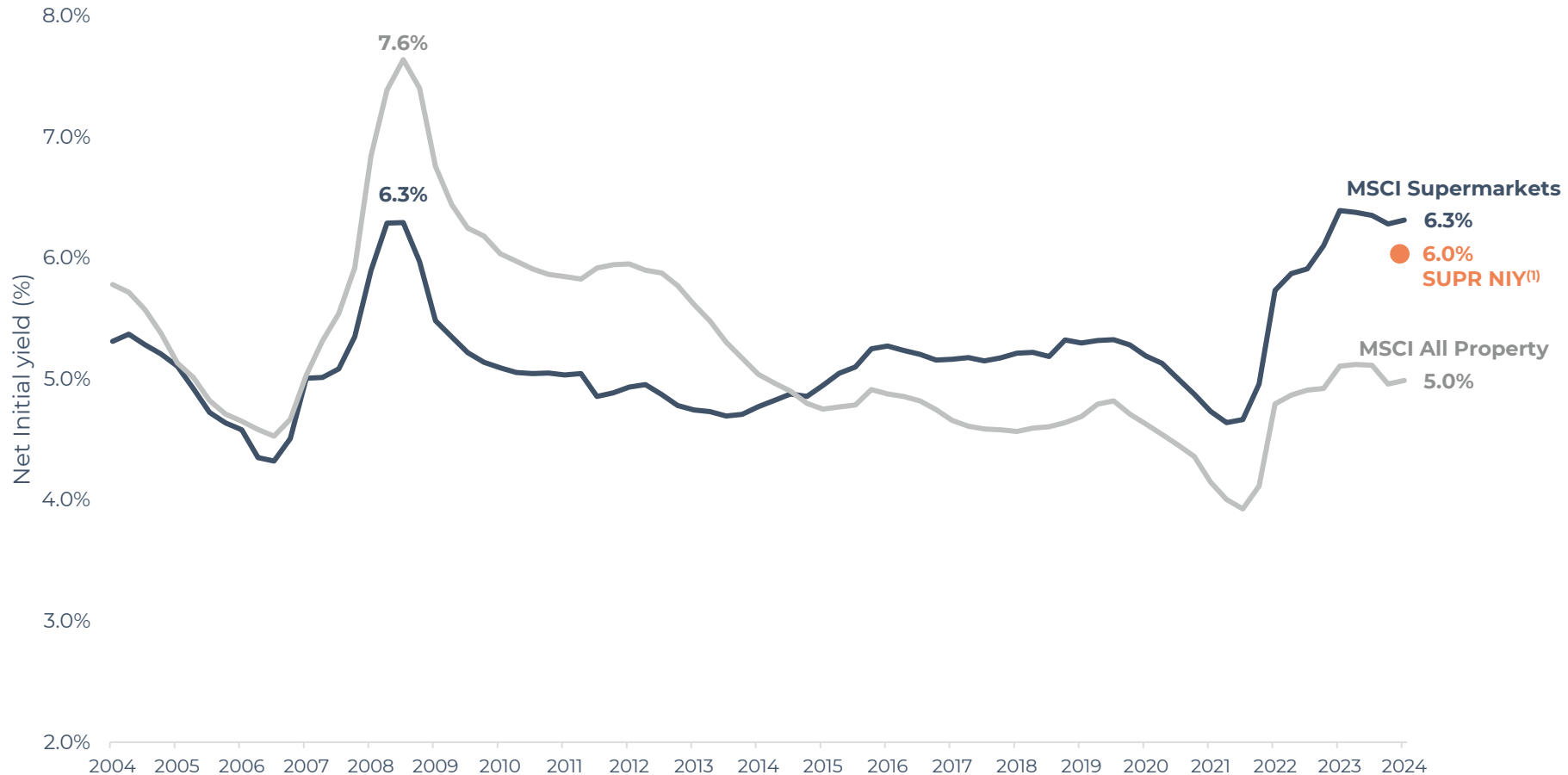


Investment Market



Photo: Sainsbury's, Ashford

Supermarket investment yields have peaked



Supermarket yields supported by transactions



Purchaser

Sainsbury's Wantage



£38.1m

4.6%
NIY

25yrs
WAULT

lgps

Sainsbury's Halifax



£43.0m

6.1%
NIY

14yrs
WAULT

ICG

Tesco Congleton



£20.6m

7.0%
NIY

7yrs
WAULT

TESCO

Competition for assets provide upwards pressure on portfolio valuations

SUPR's investment case



Defensive sector, resilient throughout economic cycles



Highly secure income – 79% investment grade⁽¹⁾



Excellent visibility of income – 12 year WAULT⁽²⁾ with 81% inflation-linked⁽³⁾



Future proofed stores acting as last mile omnichannel fulfilment hubs



Growing store revenues provide sustainable rental growth

Photo: Sainsbury's, Newcastle

Well positioned for future growth



Resilient and highly attractive grocery sector

Focus on enhancing earnings and closing discount to NTA

Targeting further progress on strategic initiatives



Photo: Tesco, Prescot

Key near term deliverables



Deliver
internalisation
and pursue
change of listing

Strategic JV and
review of capital
allocation
options

Refinancing of
debt and extend
maturity



Q&A



Sainsbury's

Photo: Sainsbury's, Ashford

Proposed Internalised structure: experienced team



Management Team



Rob Abraham
CEO

- Fund Manager, for 3 years, with Atrato for 6 years, helping grow SUPR's portfolio from 7 to 82 supermarkets
- 14 years of experience across real estate, finance, capital markets and investment
- CFA qualified



Mike Perkins
CFO

- Finance Director, Supermarkets, for 1 year
- Previously CFO at Logistics Asset Management, IA to Urban Logistics REIT
- 15 years' experience in the real estate and financial services sector
- 8 years of listed real estate experience
- Fellow, ACCA

Simplified leadership structure

Experienced team of 14 full time employees including Fund Management, Asset Management, Investor Relations and Finance functions

Efficient operational transition of entire platform

Team which is 100% focused on SUPR

Board of Directors



Nick Hewson
Chair



Sapna Shah
SID



Jon Austen
Audit Chair



Vince Prior
NED



Frances Davies
NED



Cathryn Vanderspar
NED



Roger Blundell
NED

Outsourced services

- HR
- IT
- Cosec
- ESG

Delivering cost savings of at least £4m per annum



Units: £000s	FY24 adjusted for Dec-24 IA fee change ⁽¹⁾	Pro-forma 12 month run rate ⁽³⁾	Notes
Investment adviser fees	7,786	-	Market cap based fee ⁽²⁾
Salaries, social security costs	-	4,200	Transferred management team, allows for 50% vesting of LTIPs
Director's remuneration	410	580	New NED fees following internalisation
Corporate administration fees	740	600	Key savings – AIFM ⁽¹⁾
Legal and professional fees	1,475	1,400	No material change
Other administrative expenses	2,812	1,820	Key savings – Accounting and Payment Services ⁽¹⁾
Office, IT and other costs	-	500	
Total	13,223	9,100	c.£4m total saving vs market cap based fee

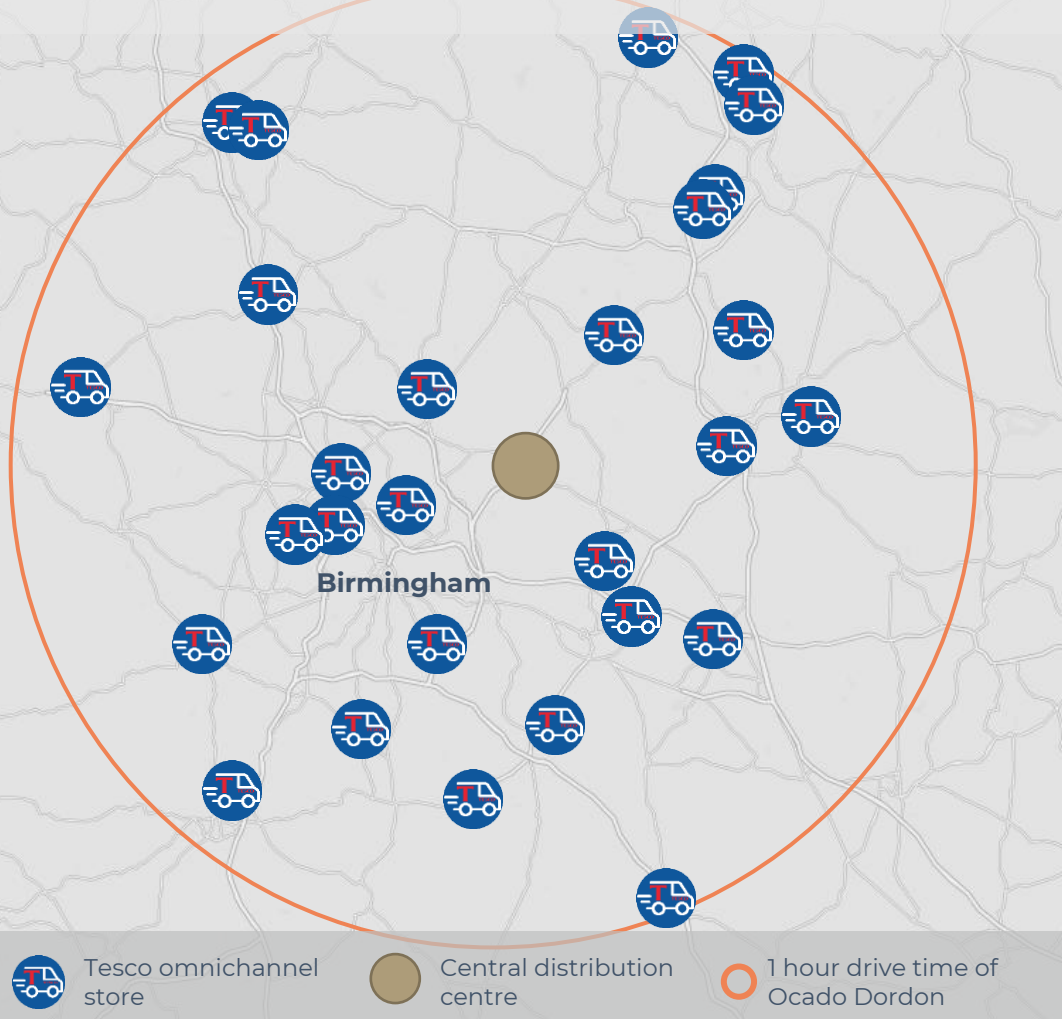
Past performance is not indicative of future results

- 1) Figures as per the audited financial statements from year ended 30 June 2024, adjusted for previously announced cost saving initiatives
- 2) Assumes investment adviser fee calculated on market capitalisation based on an average share price of 72.60 pence for the 12 months to 28 February 2025
- 3) The pro-forma 12 month run rate as presented above is not intended as a profit forecast or estimate for any period and does not allow for one-off or exceptional costs

Omnichannel is more efficient for last mile fulfilment



Ocado Dordon and Tesco stores in 1 hour catchment⁽¹⁾



Fulfilment capability

TESCO	CFC
Number of locations	
28	1
c.7.5m catchment drive time ⁽²⁾	
22 mins	60 mins

>80% of online grocery is fulfilled from omnichannel stores⁽³⁾

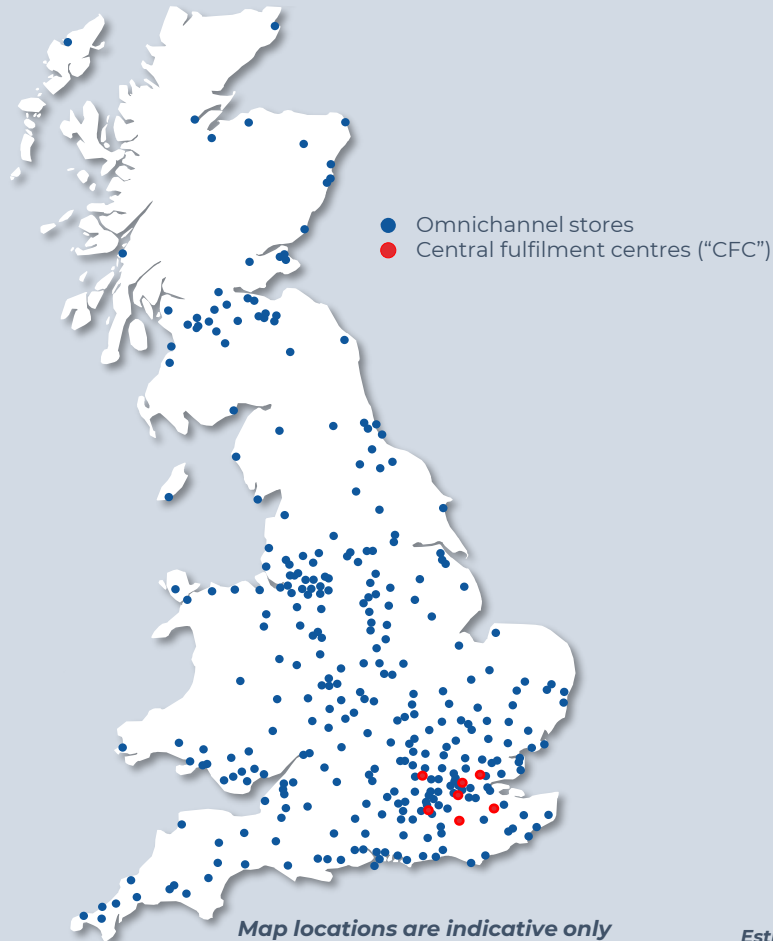
For illustrative purposes only. Estimates are not a reliable indicator of future performance.

- 1) Tesco omnichannel network based on Atrato Capital research using StorePoint Geo, operator reports, mapping software and planning portals
- 2) Catchment population data from StorePoint Geo
- 3) Based on Atrato Capital research "Omnichannel Supermarkets – The future of UK grocery"

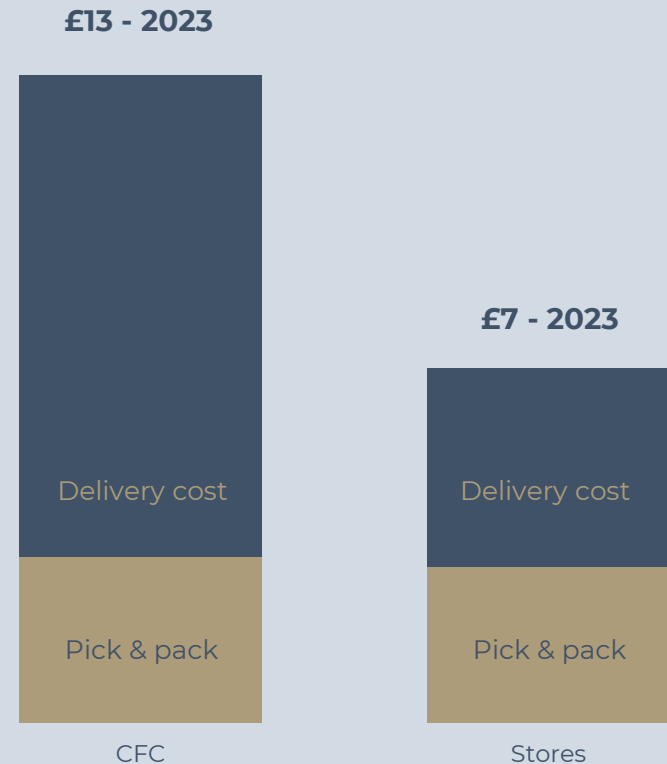
Proximity to customers key to lower fulfilment cost



Tesco's online distribution network⁽¹⁾



Drive time is the biggest impact on economics of UK grocers offering online fulfilment⁽²⁾



Atrato Capital research. Based on operators that offer online fulfilment.

Estimates, are based on assumptions, opinions and hypothetical performance analysis. Actual results may vary, perhaps materially, from the results contained here.

1) Tesco's online distribution network based on Tesco announcements and Atrato Capital research.
2) Estimated online fulfilment cost per order based on (a) delivery per hour (DPH) 4 for in-store pick and 1.7 for centralised fulfilment and average £20 per hour van cost and (b) pick rate productivity per labour hour (IPH) of, 200 for in-store pick and of, 170 for centralised fulfilment and average £11 per hour labour cost.

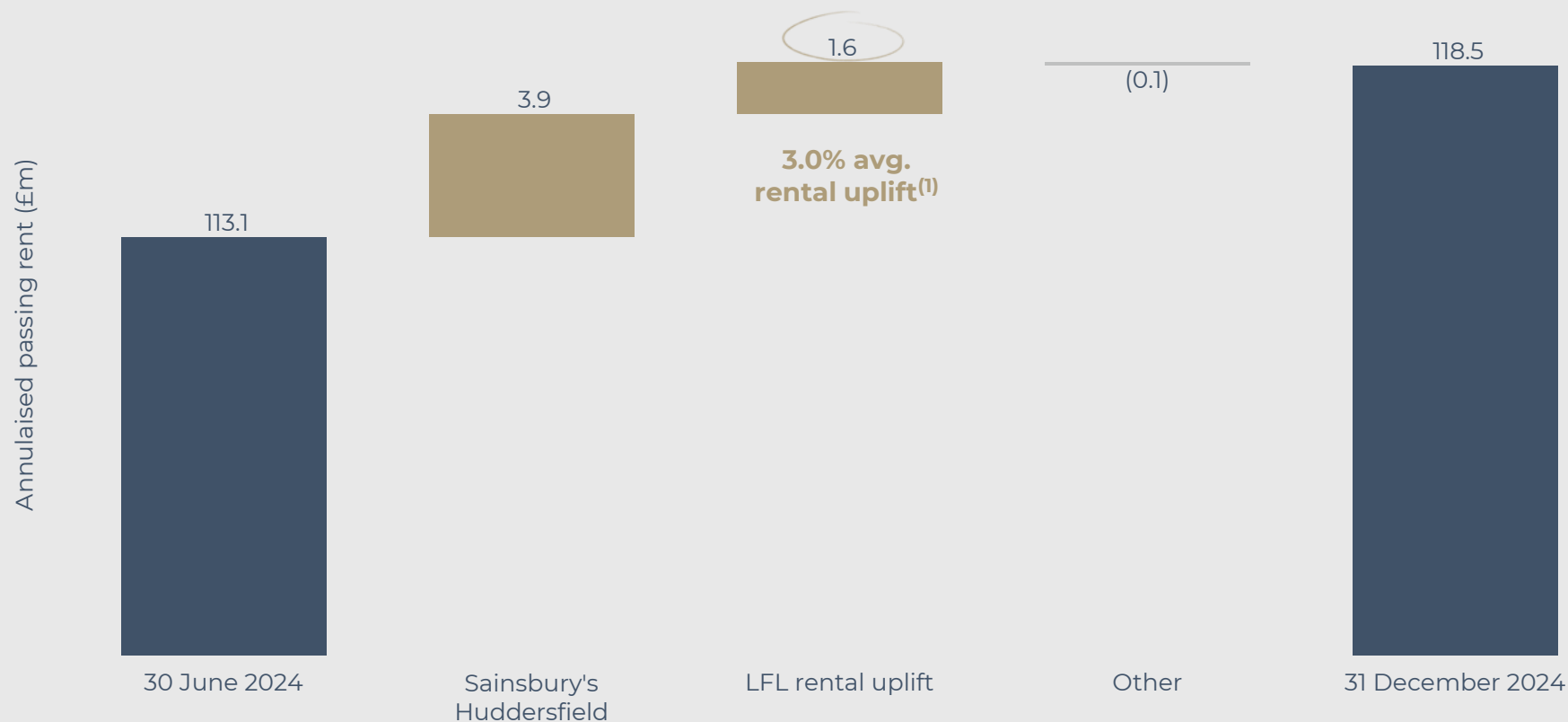
10% increase in net rental income



	Six months to 31-Dec-24 £m	Six months to 31-Dec-23 £m	Change
Net rental income	57.8	52.6	+10.0%
Administrative & other expenses ⁽¹⁾	(7.5)	(7.6)	
Net finance expense ⁽²⁾	(12.9)	(8.7)	
Adjusted earnings ⁽³⁾	37.4	36.3	
Gross to net rent margin	99.4%	99.3%	
EPRA cost ratio	13.6%	15.1%	
Adjusted earnings per share	3.0p	2.9p	
Dividend per share (declared)	3.1p	3.0p	
Dividend cover ⁽⁴⁾	0.99x	0.97x	

Past performance is not indicative of future results

Driven by growth in passing rent



Past performance is not indicative of future results

Tight cost control and improving cost ratio



	Six months to 31-Dec-24 £m	Six months to 31-Dec-23 £m	Change
Net rental income	57.8	52.6	
Administrative & other expenses⁽¹⁾	(7.5)	(7.6)	-1.9%
Net finance expense ⁽²⁾	(12.9)	(8.7)	
Adjusted earnings ⁽³⁾	37.4	36.3	
Gross to net rent margin	99.4%	99.3%	
EPRA cost ratio	13.6%	15.1%	
Adjusted earnings per share	3.0p	2.9p	
Dividend per share (declared)	3.1p	3.0p	
Dividend cover ⁽⁴⁾	0.99x	0.97x	

Past performance is not indicative of future results

- 1) Administrative costs have been adjusted for one-off expenditure relating to the Company's secondary listing on the Johannesburg Stock Exchange.
- 2) Net finance expense is adjusted for non-recurring debt restructuring costs
- 3) Adjusted earnings excludes one-off items which are non-recurring in nature
- 4) Calculated as Adjusted earnings divided by dividends paid during the year

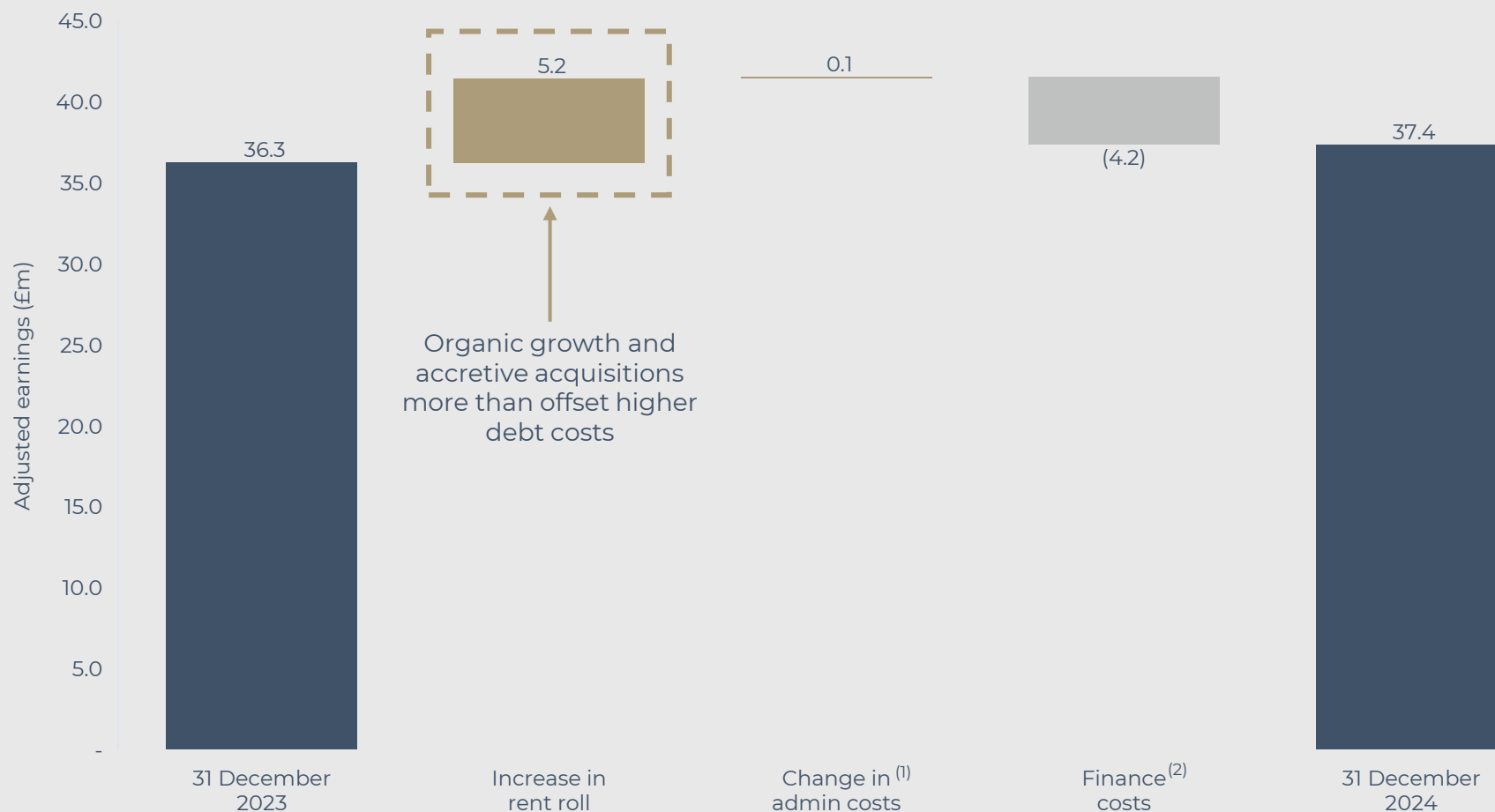
Finance costs have risen due to higher LTV



	Six months to 31-Dec-24 £m	Six months to 31-Dec-23 £m	Change
Net rental income	57.8	52.6	
Administrative & other expenses ⁽¹⁾	(7.5)	(7.6)	
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Dividend per share (declared)	3.1p	3.0p	
Dividend cover ⁽⁴⁾	0.99x	0.97x	

Past performance is not indicative of future results

3% growth in Adjusted Earnings



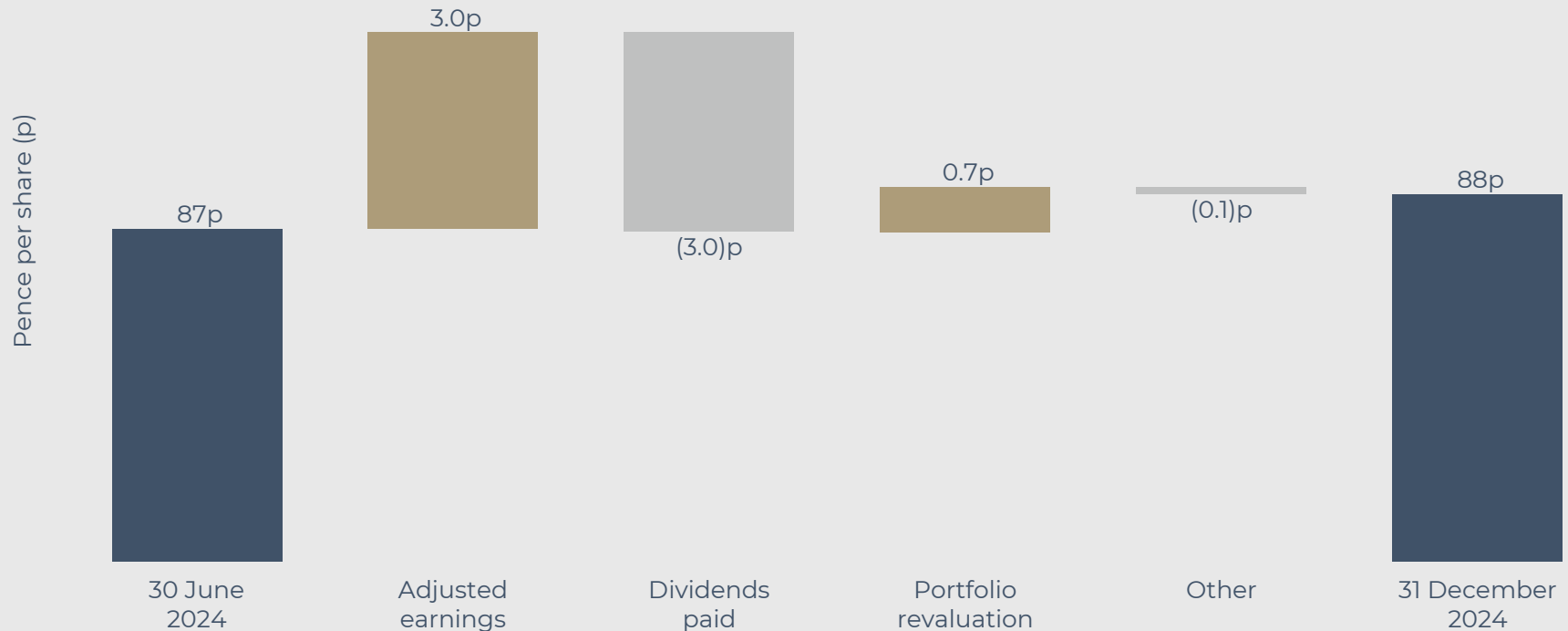
Past performance is not indicative of future results



	As at 31-December-24 £m	As at 30-June-24 £m
Portfolio valuation⁽¹⁾	1,833	1,776
Cash and cash equivalents	41	39
Other assets	11	12
Borrowings	(745)	(694)
Prepaid rents and other liabilities	(49)	(48)
EPRA net tangible assets (NTA)	1,091	1,085
EPRA NTA per share	88 pence	87 pence
Loan to value⁽²⁾	38%	37%

Past performance is not indicative of future results

Increased EPRA NTA over the period



4.1% total accounting return – 85% from income

Past performance is not indicative of future results

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