



EXEMPLAR

UNAUDITED INTERIM RESULTS

FOR THE 6 MONTHS ENDED 31 AUGUST

2023



Exemplar REITail Limited
(Incorporated in the Republic of South Africa)

Registration number:

2018/022591/06

JSE share code: EXP

ISIN: ZAE000257549

LEI: 3789000558287E37F130

Approved as a REIT by the JSE
("Exemplar" or "the Group" or
"the Company")

UNAUDITED INTERIM RESULTS
FOR THE 6 MONTHS ENDED
31 AUGUST 2023

CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

FOR THE 6 MONTHS ENDED 31 AUGUST 2023

R'000	Unaudited as at 31 August 2023	Unaudited as at 31 August 2022	Audited as at 28 February 2023
Assets			
Non-Current Assets			
Investment property	8 307 880	7 201 157	8 045 587
Operating lease asset	191 884	180 941	190 145
Property, plant and equipment	27 541	19 336	19 865
Derivative financial instruments	-	50 519	-
	8 527 305	7 451 953	8 255 597
Current Assets			
Derivative financial instruments	27 832	-	43 131
Loans receivable	51 590	45 268	35 192
Trade and other receivables	82 242	67 839	70 616
Cash and cash equivalents	52 988	89 808	59 219
	214 652	202 915	208 158
Total Assets	8 741 957	7 654 868	8 463 755
Equity and Liabilities			
Equity			
Equity Attributable to Equity Holders of Parent			
Stated capital	3 310 533	3 310 533	3 310 533
Retained income	1 492 442	1 018 148	1 371 869
Share-based payment reserve	7 721	845	3 866
	4 810 696	4 329 526	4 686 268
Non-controlling interest	249 061	276 544	224 401
	5 059 757	4 606 070	4 910 669
Liabilities			
Non-Current Liabilities			
Financial liabilities	2 761 613	2 667 847	2 545 877
Lease liabilities	49 528	26 586	46 395
Deferred tax	198 932	133 166	165 864
	3 010 073	2 827 599	2 758 136
Current Liabilities			
Financial liabilities	435 000	-	435 000
Trade and other payables	234 368	219 670	226 954
Lease liabilities	2 759	1 529	3 897
Dividends payable	-	-	12 599
Vendor finance payable	-	-	116 500
	672 127	221 199	794 950
Total Liabilities	3 682 200	3 048 798	3 553 086
Total Equity and Liabilities	8 741 957	7 654 868	8 463 755



CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

FOR THE 6 MONTHS ENDED 31 AUGUST 2023

R'000	Unaudited for the 6 months ended 31 August 2023	Unaudited for the 6 months ended 31 August 2022	Audited for the 12 months ended 28 February 2023
Property portfolio	581 523	498 098	1 047 495
Rental and recovery income	579 784	466 231	1 006 424
Straight-line lease income adjustments	1 739	31 867	41 071
Property operating costs	(217 558)	(166 956)	(354 958)
Net rental and related income	363 965	331 142	692 537
Other income	12 074	106 330	55 389
Administrative expenses and corporate costs	(30 206)	(23 334)	(50 982)
Profit from operations	345 833	414 138	696 944
Investment income	6 590	26 866	34 666
Insurance claim on material loss	-	-	69 166
Finance costs	(132 925)	(97 303)	(200 414)
Profit before fair value adjustments	219 498	343 701	600 362
Fair value adjustments on investment property	214 705	-	467 611
Fair value adjustments on derivative financial instruments	(15 300)	19 620	12 232
Profit before taxation	418 903	363 321	1 080 205
Taxation	(33 068)	(18 788)	(51 486)
Profit for the period	385 835	344 533	1 028 719
Total comprehensive income attributable to:			
Owners of the parent	361 175	331 921	975 342
Non-controlling interest	24 660	12 612	53 377
Profit for the period	385 835	344 533	1 028 719
Reconciliation between earnings and headline earnings			
Profit for the year attributable to equity holders of Exemplar	361 175	331 921	975 342
Fair value adjustment to investment properties	(214 705)	-	(467 611)
Non-controlling interest in fair value adjustment to investment properties	15 085	-	31 713
Insurance claim on material loss	-	-	(69 166)
Headline earnings	161 555	331 921	470 278
Weighted average number of shares in issue	332 290 686	332 290 686	332 290 686
Diluted weighted average number of shares in issue	342 140 686	338 115 686	338 115 686
Basic earnings per share (cents)	108.69	99.89	293.52
Headline earnings per share (cents)	48.62	99.89	141.53
Diluted earnings per share (cents)	105.56	98.17	288.46
Diluted headline earnings per share (cents)	47.22	98.17	139.09



CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

FOR THE 6 MONTHS ENDED 31 AUGUST 2023

R'000	Stated capital	Share-based payment reserve	Retained income	Non-controlling interest	Total equity
Balance at 28 February 2022	3 310 533	-	926 319	263 932	4 500 784
Profit for the period	-	-	331 921	12 612	344 533
IFRS 2 charge on share scheme	-	845	-	-	845
Dividends declared	-	-	(240 092)	-	(240 092)
Balance at 31 August 2022	3 310 533	845	1 018 148	276 544	4 606 070
Profit for the period	-	-	643 421	40 765	684 186
IFRS 2 charge on share scheme	-	3 021	-	-	3 021
Dividends declared	-	-	(228 334)	(23 686)	(252 020)
Acquisition of non-controlling interest	-	-	-	(69 222)	(69 222)
Premium paid on acquisition of non-controlling interest	-	-	(61 366)	-	(61 366)
Balance at 28 February 2023	3 310 533	3 866	1 371 869	224 401	4 910 669
Profit for the period	-	-	361 175	24 660	385 835
IFRS 2 charge on share scheme	-	3 855	-	-	3 855
Dividends declared	-	-	(240 602)	-	(240 602)
Balance at 31 August 2023	3 310 533	7 721	1 492 442	249 061	5 059 757



CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

FOR THE 6 MONTHS ENDED 31 AUGUST 2023

R'000	Unaudited for the 6 months ended 31 August 2023	Unaudited for the 6 months ended 31 August 2022	Audited for the 12 months ended 28 February 2023
Cash flows from operating activities			
Cash generated from operations	348 470	328 355	688 955
Interest income	6 590	26 866	34 666
Finance costs	(129 775)	(95 175)	(214 275)
Dividends paid	(253 201)	(251 311)	(490 732)
Net cash (utilised in)/from operating activities	(27 916)	8 735	18 614
Cash flows from investing activities			
Additions to investment property	(38 618)	(276 018)	(500 398)
Proceeds on material loss insurance claim	-	69 166	69 166
Additions to property, plant and equipment	(20 799)	(3 767)	(7 810)
Loans receivable advanced	(18 914)	-	-
Loans receivable repaid	2 516	2 316	12 392
Vendor finance settled	(116 500)		
Net cash (utilised in) investing activities	(192 316)	(208 303)	(426 650)
Cash flows from financing activities			
Acquisition of non-controlling interest	-	-	(133 282)
Payment of lease liabilities	-	(1 851)	(977)
Proceeds from financial liabilities	360 000	1 713	312 000
Repayment of financial liabilities	(146 000)	-	-
Net cash from/(utilised in) financing activities	214 000	(138)	177 741
Net (decrease)/increase in cash and cash equivalents	(6 231)	(199 706)	(230 295)
Total cash at beginning of the period	59 219	289 514	289 514
Total cash at end of the period	52 988	89 808	59 219



COMMENTARY ON RESULTS

FOR THE 6 MONTHS ENDED 31 AUGUST 2023

BACKGROUND AND INTRODUCTION

TOTAL GLA UNDER
MANAGEMENT IS
612 050m²

Exemplar is a market-leading developer, owner and manager of township and rural retail space. We are the only South African fund focused exclusively on rural and township retail. We target sustainable rental levels, operational cost management and viable development models in the pursuit of sustainable dividend growth.

Portfolio GLA has increased to 414 420m² (from 407 942m² at FY23) with the opening of the final phase of Edendale Mall after the rebuild. Total GLA under management is 612 050m².

PROFIT FROM OPERATIONS

R'000	Unaudited for the 6 months ended 31 August 2023	Unaudited for the 6 months ended 31 August 2022	Audited for the 12 months ended 28 February 2023
Profit from operations before adjustments	345 833	414 138	696 944
Adjustments made in determining distribution:			
Insurance claim on material loss*	-	(69 166)	-
Straight-line lease income adjustments	(1 739)	(31 867)	(41 071)
Lease - rent paid	(2 268)	(1 851)	(3 607)
Lease - interest charge	3 682	2 100	5 179
IFRS 2 charge on equity-settled share scheme	3 854	845	3 866
Profit from operations after adjustments	349 362	314 199	661 311
		11.19%	

When adjusting for various IFRS-necessitated accounting treatments as detailed above, which similarly we reverse for purposes of determining distributable income, profit from operations has increased by 11.19%.

*In the interim results for the 6 months ended 31 August 2022 the insurance claim on material loss of R69 166m was included in other income. In the audited results for the 12 months ended 28 February 2023 it was disclosed separately on the face of the statement of comprehensive income below profit from operations.



GROWTH IN RENTAL AND RECOVERY INCOME

The growth in rental and recovery income is partially a consequence of the recently added KwaBhaca Mall, Bizana Walk and Mamelodi Square as well as the opening of the third and final phase of Edendale Mall after the rebuild. On a like-for-like basis rental and recovery income has increased by 9.7%.



LEASE RENEWALS

During the current financial year leases in respect of 90 724 m² of GLA have expired or will expire.

37 391m² (41.2%) of this has been renewed or re-let at a weighted average escalation of 7.2%. Tenants representing 3 645m² (4.0%) of GLA have informed us that they will not be renewing and 1 454m² (1.6%) of this has been re-let. We expect most of the balance of the leases to be renewed in due course.



TRADING DENSITIES

Notwithstanding the resilience that our sector of the market and our portfolio, for that matter, has displayed in recent times, we have seen some pressure on the trading densities of our tenants. The like-for-like weighted average trading density of our anchor tenants for the 6 months ended 31 August 2023 was R4 900/m² compared to R4 714/m² for the 6 months ended 31 August 2022, an increase of 3.9%. The economy and consumers generally are clearly struggling, and disposable income, even for essential goods and services such as those supplied through the tenants in our centres, is being eroded.

WEIGHTED AVERAGE ANCHOR
TRADING DENSITY INCREASED BY **3.9%**

VACANCIES

The portfolio vacancy rate is 3.36%, the equivalent of 13 927m² of GLA. This remains slightly higher than our target but is largely a consequence of troubled Acornhoek Megacity.

Excluding this centre, vacancies are 2.69%.



OPERATING COSTS

Operating costs have increased by R57,657m or 31.8%. Similarly to the increase in rental and recovery income, the increase in operating costs is partially a consequence of the recently added KwaBhaca Mall, Bizana Walk and Mamelodi Square, as well as the opening of the third and final phase of Edendale Mall following the rebuild. On a like-for-like basis, operating costs have increased by 17.2% when compared to the comparative reporting period.

OPERATING COSTS
INCREASED BY **17.2%**

ON A LIKE-FOR-LIKE BASIS
COMPARED TO THE COMPARATIVE
REPORTING PERIOD

We have seen increases in many of our input costs, including security and cleaning where regulated wage increases have been in excess of inflation, as well as rates and taxes, and of course, diesel. Some of these costs are partially recovered from our tenants but naturally the tenants are only able to absorb them to a point.

We have also increased our provision for expected credit losses in the case of tenant arrears, most notably those of the SA Post Office, by R6,831m during the period. In light of the continued non-payment by the SA Post Office, we have taken the painful but commercially necessary decision to replace this tenant across our portfolio, which decision is aided by the fact that many of our other tenants have filled the void in terms of paying social welfare grants. In the comparative period, there was an earnings-enhancing reversal of the expected credit loss provision of R3,639m as we recovered previously provided-for arrears. As a result there is a net increase in the doubtful debt expense of R10,470m relative to the comparative period, equivalent to a reduction of 3.15cps in the dividend for this period.

With regards to the administrative cost-to-income ratio, the increase is mainly a result of the IFRS 2 charge of R3,855m recognised in terms of the equity-settled employee share scheme. Excluding this charge, the ratio would be 3.0%.

R'000	Unaudited for the 6 months ended 31 August 2023	Unaudited for the 6 months ended 31 August 2022	Audited for the 12 months ended 28 February 2023
Property operating costs	(217 558)	(166 956)	(354 958)
Administrative expenses and corporate costs	(30 206)	(23 334)	(50 982)
Property management and leasing fees included in other income	8 991	9 174	23 735
Operating costs	(238 773)	(181 116)	(382 205)
Rental and recovery income	579 784	488 586	1 028 779
Rental and recovery income, as reported	579 784	466 231	1 006 424
Loss of rent insurance proceeds included in other income	-	22 355	22 355
Cost-to-income ratio	41.2%	37.1%	37.2%
Administrative cost-to-income ratio	3.7%	2.9%	2.6%



OTHER INCOME

Other income consists mainly of property management and leasing fees charged to third parties. As mentioned above, other income for the comparative period also includes R22,355m insurance claim proceeds for loss of rent.

STAFF SHARE INCENTIVE SCHEME

In terms of the staff share incentive scheme, the rights to subscribe for 4 175 000 new Exemplar shares were granted to employees during the period. This brings the total number of unvested rights granted to 9 850 000.

FACILITIES AND FINANCE COSTS

Total facilities at 31 August 2023:

Lender	Type	Expiry	Amount R'm	Interest basis	Margin including participation fee	Base rate 1 Sep 2023	All-in rate 1 Sep 2023
Absa	Term loan	17 Dec 2023	435	3m JIBAR	2.27%	8.358%	10.628%
Absa	Term loan	4 Nov 2024	609	3m JIBAR	1.75%	8.358%	10.108%
Absa	RCF	4 Nov 2024	200	Prime	-1.55%	11.750%	10.200%
Standard Bank	RCF	4 Nov 2024	200	3m JIBAR	1.78%	8.358%	10.138%
Absa	Term loan	4 Nov 2025	91	3m JIBAR	1.85%	8.358%	10.208%
Standard Bank	Term loan	4 Nov 2025	91	3m JIBAR	1.85%	8.358%	10.208%
Nedbank	Term loan	4 Nov 2025	500	3m JIBAR	1.85%	8.358%	10.208%
Standard Bank	Term loan	4 Nov 2025	335	3m JIBAR	1.85%	8.358%	10.208%
Absa	Term loan	4 Nov 2026	750	3m JIBAR	1.95%	8.358%	10.308%
Standard Bank	Term loan	4 Nov 2026	259	3m JIBAR	1.95%	8.358%	10.308%
Nedbank	Term loan	4 Nov 2026	100	3m JIBAR	1.95%	8.358%	10.308%
Total facilities			3 570				10.269%
Utilised facilities at 31 August 2023			(3 197)				
Unutilised facilities			373				

Interest rate hedges:

Absa	Swap	11 Dec 2023	850	3m JIBAR	N/A	4.295%	N/A
Absa	Swap	15 Jan 2024	435	3m JIBAR	N/A	4.130%	N/A
			1 285				

Refinancing of the term loan expiring on 17 December 2023 is advanced and will be completed by November 30th.

Net finance costs have escalated to R126,335m from R70,437m in the comparative period, an increase of R55,898m or 79.4%.

The increase is partially a consequence of the increase in interest-bearing debt net of positive cash balances (c.60% of the increase) and partially a consequence of increases in interest rates (c.40% of the increase). The additional debt was incurred mainly to fund the acquisition of a 50% undivided share in Mamelodi Square and the non-controlling interest in the Mall of Thembisa, to fund the development of Bizana Walk and KwaBhaca Mall, and to fund the continued roll-out of roof-top mounted solar plants.



LOAN TO VALUE

R'000	Unaudited as at 31 August 2023	Unaudited as at 31 August 2022	Audited as at 28 February 2023
Financial liabilities	3 196 613	2 667 847	2 980 877
Vendor finance	-	-	116 500
Cash and cash equivalents	(52 988)	(89 808)	(59 219)
Derivative financial instruments	(27 832)	(50 519)	(43 131)
Net debt	3 115 793	2 578 039	2 995 027
Carrying amount of property related assets	8 547 520	7 404 859	8 258 307
Total assets per statement of financial position	8 741 957	7 654 868	8 463 754
Cash and cash equivalents	(52 988)	(89 808)	(59 219)
Derivative financial assets	(27 832)	(50 519)	(43 131)
Staff share scheme loans	(31 375)	(41 843)	(32 481)
Trade and other receivables	(82 242)	(67 839)	(70 616)
LOAN-TO-VALUE RATIO	36.5%	34.8%	36.3%

The LTV ratio at 36.5% is virtually unchanged from the position at FY23 and remains well within the level at which the board and management are comfortable.

On 17 October 2023, a circular was issued with the intention of obtaining shareholder approval for the issue of less than 30% new shares in the Company. If the equity raise is successfully concluded, the proceeds will be used initially to reduce debt and thereby reduce the LTV to sub-25%. The intention thereafter, however, would be to apply this newly created borrowing capacity to debt-fund at least some of the numerous development and acquisition opportunities available to the Company.

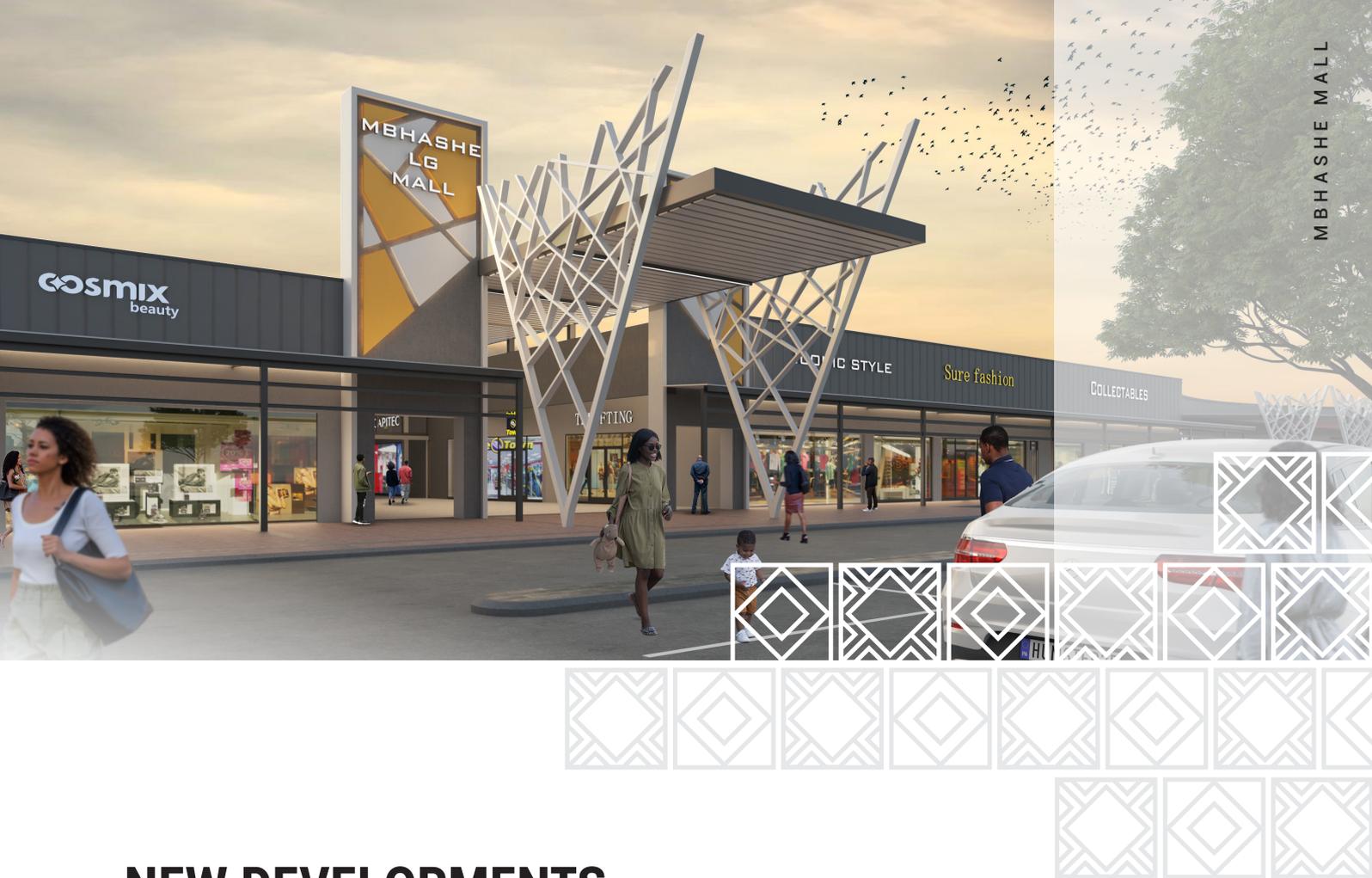
NET ASSET VALUE

R'000	Unaudited as at 31 August 2023	Unaudited as at 31 August 2022	Audited as at 28 February 2023
Reported net asset value	4 810 696	4 329 526	4 686 269
Dividend to be declared	(213 571)	(228 333)	(240 602)
Derivative financial instruments	(27 832)	(50 519)	(43 131)
Non-controlling interest in derivative financial instruments	-	9 234	-
Deferred tax liability	198 932	133 166	165 864
Non-controlling interest in deferred tax liability	(2 798)	(6 082)	(2 649)
Total net asset value	4 765 427	4 186 992	4 565 751
Number of shares in issue	332 290 686	332 290 686	332 290 686
NET ASSET VALUE PER SHARE (RAND)	14.34	12.60	13.74

The increase of 60cps in net asset value is mainly a consequence of fair value adjustments on investment property of R214,705m.

This represents a 2.59% increase on the sum of the FY23 fair values plus the additions since then. The increases in fair values are supported by increases in earnings and sustainable positive cash flows from the investment property portfolio and are not the result of valuation yield compression assumptions.





NEW DEVELOPMENTS AND ACQUISITIONS

MBHASHE MALL

Mbashe Mall is a new R340m development in the Eastern Cape with a GLA of 18 902m². Earthworks have commenced and the scheduled opening date is 31 October 2024.



ACQUISITION OPPORTUNITIES

As mentioned above and in the recently issued circular, there are currently numerous acquisition opportunities in the market which are congruent to our portfolio. As detailed in the circular, our intention is to issue new shares to third-party investors and apply the capital raised ultimately to acquire some of these. We believe that with our in-house property management expertise and our specialised knowledge of and focus on the sector in which we operate there is value to be extracted through these acquisitions.

The Exemplar shares are currently tightly-held and the proposed equity raise would have the additional benefit of broadening the shareholder base and spread, thereby enhancing the liquidity in the share.



DIVIDEND PER SHARE RECONCILIATION

R'000	Unaudited as at 31 August 2023	Unaudited as at 31 August 2022	Audited as at 28 February 2023
Profit for the period attributable to equity holders of Exemplar	361 175	331 921	975 342
Fair value adjustment to investment properties	(214 705)	-	(467 611)
Non-controlling interest in fair value adjustment to investment properties	15 085	-	31 713
Straight-line lease income adjustments	(1 739)	(31 867)	(41 071)
Non-controlling interest in straight-line lease income adjustments	863	2 340	1 935
Lease liability adjustment - rent paid	(2 268)	(1 851)	(3 607)
Lease liability adjustment - interest on finance lease	3 682	2 100	5 179
Non-controlling interest in lease liability adjustments	(595)	(255)	(952)
Fair value adjustment to derivative financial instruments	15 299	(19 620)	(12 232)
Non-controlling interest in fair value adjustment to derivative financial instruments	-	3 261	-
Insurance claim proceeds retained to finance rebuild costs	-	(69 166)	(69 166)
Deferred tax movement	33 068	18 788	51 486
Non-controlling interest in deferred tax movement	(149)	(3 148)	(932)
IFRS 2 charge on Share Scheme	3 855	845	3 866
Distributable income	213 571	233 348	473 950
Settlement costs of derivative financial instruments amortised	-	(5 015)	(5 015)
Dividend	213 571	228 333	468 935
Interim dividend (R'000)	213 571	228 333	228 333
Dividend per share (cents)	64.27220	68.71483	68.71483
Number of shares	332 290 686	332 290 686	332 290 686
Final dividend (R'000)	-	-	240 602
Dividend per share (cents)	-	-	72.40709
Number of shares	-	-	332 290 686
Dividend per share (cents)	64.27220	68.71483	141.12192

We have declared a dividend for the six months ended 31 August 2023 of 64.27220cps, being 100% of distributable income.

This is a decrease of 4.44263cps or 6.47% on the comparative period. The higher interest rates in this period relative to the comparative one, being 3.42% higher on average, is the main contributor to the decrease. The higher rates have reduced distributable income by c.R22,359m or 6.73cps.



CONDENSED CONSOLIDATED SEGMENT ANALYSIS

	GLA m ²	Investment property R'000	Rental income and recoveries R'000	Property operating expenses R'000	Change in fair values R'000	Net property income R'000
Gauteng	181 023	4 209 335	278 240	(89 800)	120 123	308 563
Mpumalanga	85 924	1 568 748	106 232	(42 548)	36 775	100 459
KwaZulu-Natal	55 421	825 200	69 232	(32 441)	(6 831)	29 960
Limpopo	52 638	1 018 657	74 382	(31 487)	43 576	86 471
Eastern Cape	39 414	685 939	53 437	(21 282)	21 061	53 216
For the 6 months ended 31 August 2023	414 420	8 307 880	581 523	(217 558)	214 705	578 670

Gauteng	172 902	3 726 924	257 605	(79 281)	-	178 324
Mpumalanga	85 924	1 445 420	97 924	(37 698)	-	60 226
KwaZulu-Natal	55 424	649 046	59 514	(17 575)	-	41 939
Limpopo	52 665	897 508	66 576	(25 950)	-	40 626
Eastern Cape	13 597	482 259	16 479	(6 452)	-	10 027
For the 6 months ended 31 August 2022	380 512	7 201 157	498 098	(166 956)	-	331 142

Gauteng	181 170	4 080 197	533 441	(154 236)	222 740	601 945
Mpumalanga	85 924	1 532 264	204 777	(78 135)	83 296	209 938
KwaZulu-Natal	48 770	799 636	117 075	(43 011)	45 903	119 967
Limpopo	52 664	963 137	139 505	(56 909)	68 809	151 405
Eastern Cape	39 414	670 353	52 697	(22 667)	46 863	76 893
For the 12 months ended 28 February 2023	407 942	8 045 587	1 047 495	(354 958)	467 611	1 160 148



DIVIDEND DECLARATION

Dividend number 10 of 64.27220 cents per share for the 6 months ended 31 August 2023 will be paid to shareholders in accordance with the timetable set out below:

Last date to trade cum dividend	Tuesday, 21 November 2023
Shares trade ex-dividend	Wednesday, 22 November 2023
Record date	Friday, 24 November 2023
Payment date	Monday, 27 November 2023

Share certificates may not be dematerialised or rematerialised between Wednesday, 22 November 2023 and Friday, 24 November 2023, both days inclusive. The dividend will be transferred to dematerialised shareholders' CSDP/broker accounts on Monday, 27 November 2023. Certificated shareholders' dividend payments will be paid to certificated shareholders' bank accounts on or about Monday, 27 November 2023.

In accordance with Exemplar's status as a REIT, shareholders are advised that the dividend meets the requirements of a "qualifying distribution" for the purposes of section 25BB of the Income Tax Act, No. 58 of 1962 ("Income Tax Act").

The dividend received by or accrued to South African tax residents must be included in the gross income of such shareholders and will not be exempt from income tax (in terms of the exclusion to the general dividend exemption, contained in paragraph (aa) of section 10(1)(k)(i) of the Income Tax Act) because it is a dividend distributed by a REIT. This dividend is, however, exempt from dividend withholding tax in the hands of South African tax resident shareholders, provided that such shareholders provide the following forms to their Central Securities Depository Participant ("CSDP") or broker, as the case may be, in respect of uncertificated shares, or the Company, in respect of certificated shares:

- a) a declaration that the dividend is exempt from dividends tax; and
- b) a written undertaking to inform the CSDP, broker or the Company, as the case may be, should the circumstances affecting the exemption change or the beneficial owner ceases to be the beneficial owner,

both in the form prescribed by the Commissioner for the South African Revenue Service. Shareholders are advised to contact their CSDP, broker or the Company, as the case may be, to arrange for the abovementioned documents to be submitted prior to payment of the dividend, if such documents have not already been submitted.

Dividends received by non-resident shareholders will not be taxable as income and instead will be treated as an ordinary dividend which is exempt from income tax in terms of the general dividend exemption in section 10(1)(k)(i) of the Income Tax Act. Any distribution received by a non-resident from a REIT will be subject to dividend withholding tax at 20%, unless the rate is reduced in terms of any applicable agreement for the avoidance of double taxation ("DTA") between South Africa and the country of residence of the shareholder. Assuming dividend withholding tax will be withheld at a rate of 20%, the net dividend amount due to non-resident shareholders is 51.41776 cents per share. A reduced dividend withholding rate in terms of the applicable DTA may only be relied on if the non-resident shareholder has provided the following forms to their CSDP or broker, as the case may be, in respect of uncertificated shares, or the Company, in respect of certificated shares:

- a) a declaration that the dividend is subject to a reduced rate as a result of the application of a DTA; and
- b) a written undertaking to inform their CSDP, broker or the Company, as the case may be, should the circumstances affecting the reduced rate change or the beneficial owner ceases to be the beneficial owner,

both in the form prescribed by the Commissioner for the South African Revenue Service. Non-resident shareholders are advised to contact their CSDP, broker or the Company, as the case may be, to arrange for the abovementioned documents to be submitted prior to payment of the dividend if such documents have not already been submitted, if applicable.

Shares in issue at the date of declaration of the dividend:
332 290 686

Exemplar income tax reference number: 9727063175



BASIS OF PREPARATION

Having assessed the forecast for the period ending 31 August 2024 and the fact that the Group has available undrawn debt facilities amounting to R373 million, the directors believe that the Group has adequate financial resources to continue in operation for the foreseeable future and accordingly, the unaudited interim results have been prepared on a going concern basis. The directors are not aware of any subsequent events that may adversely impact the Group.

These unaudited interim financial results for the period ended 31 August 2023 ("the interim results") have been prepared in accordance with International Financial Reporting Standards (IFRS), the SA financial reporting requirements, IAS34 Interim Financial Reporting and Financial Reporting Pronouncements as issued by the Financial Reporting Standards Council, the Companies Act of South Africa, No 71 of 2008 as amended and the JSE Listings Requirements.

Except for the adoption of revised and new standards that became effective during the year, all accounting policies applied in the preparation of these unaudited consolidated interim financial statements are consistent with those applied in the consolidated annual financial statements for the year ended 28 February 2023.

The interim results have been prepared by the Chief Financial Officer, DA Church CA(SA). They are unaudited and have not been reviewed or reported on by the Company's independent auditors, BDO South Africa Incorporated.

The directors are not aware of any matters or circumstances arising subsequent to 31 August 2023 that require additional disclosure or adjustment to the financial statements, other than as disclosed in this announcement.

BY ORDER OF THE BOARD

Exemplar REITail Limited

6 November 2023

Executive directors

Jason McCormick (CEO)
DA Church (CFO)
John McCormick (Executive director)

Non-executive directors

FM Berkeley (Chairman)
PJ Katzenellenbogen (Lead independent)
GVC Azzopardi
N Mandindi
EP Maponya

Company Secretary

A Booysen BA(Hons) LLB LLM

Registered Office

Sokatumi Estate, Cnr Lyttelton Road & Leyden Avenue, Clubview, Centurion, 0157
PO Box 12169, Clubview, 0014

Transfer Secretaries

Computershare Investor Services Proprietary Limited
Rosebank Towers, 15 Biermann Avenue, Rosebank, Johannesburg, 2196
Private Bag X9000, Saxonwold, 2132

Auditor

BDO South Africa Incorporated
Wanderers Office Park, 52 Corlett Drive, Illovo, 2196

Sponsor

Java Capital
6th Floor, 1 Park Lane, Wierda Valley, Sandton, 2196





EXEMPLAR

EXEMPLAR REITAIL LIMITED

Sokatumi Estate, Corner Lyttelton Road and Leyden Avenue, Clubview, Centurion, 0157
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