

## CASE STUDY

# MPG Retail Brands Property Trust

Term Rollover 2022



Seacrest Shopping Centre, Wandina WA

## About the Trust

The MPG Retail Brands Property Trust (“Trust” or “RBPT”) is a diversified investment portfolio of nine retail properties and unit holdings in other property Trusts, that are leased to brand name tenants including: Bunnings, Coles, Woolworths and Kmart, amongst others.

Over the duration of the most recently completed investment term of the Trust (from 2015 to 2022), which included the COVID-19 Pandemic, the RBPT performed remarkably well. Distributions were paid quarterly over this period and we saw the Total Assets of the Trust grow from \$59.7 million to \$152.5 million at the end of the term in June 2022.

The supermarket turnover for the anchor tenants (Coles and Woolworths) at the Neighbourhood Shopping Centres continued to increase due to population growth in the carefully selected locations.

The Trust was available to retail investors and has successfully raised \$65.97 million since inception until the most recent rollover in June 2022.

## Returns to Investors at the last rollover

Investors who exited the MPG Retail Brands Property Trust at the term rollover in June 2022 received a total return (comprising distributions and capital gain) of approximately 20.35% per annum. This means an initial investment of \$100,000 at \$0.70 per unit in 2015 realised \$242,471.43 in distributions, capital gains and principal repayment over the seven-year investment term.

## Value Add Activities by MPG

Over the period of the first term, MPG undertook the following activities to improve the value of the assets:

- Using our internal Project Management Team, MPG completed external façade and carpark works to improve the look and feel of the Village Lakeside Shopping Centre in Pakenham, VIC.
- Post completion of the works at Village Lakeside Shopping Centre in Pakenham, MPG extended the Lease with anchor tenant Coles for a further 7-year term and at an improved rental rate.
- The Village Lakeside Shopping Centre was sold in 2023 for \$25 million, almost double the price for which the Trust acquired the property in 2013, greatly enhancing the return to investors.
- MPG worked with Target to extend their lease at the Kadina, SA property and to complete works rebranding the store to a K hub (a Kmart brand focused on regional customers).
- Working with Bunnings and the local council, MPG obtained permits to expand the Bunnings store at the Homemaker Centre in Warrnambool, VIC and successfully extended the lease with Bunnings at the completion of the works.
- Shade sails were installed at Woolworths Beaudesert, QLD and Woolworths Sarina, QLD to enhance the customer experience.

- Seacrest Shopping Centre, which includes a Woolworths supermarket and specialty stores, was added to the Trust. MPG organised the leasing of the vacancies at the Centre in Geraldton, WA, which is now fully let.
- At the Rocks Central Shopping Centre in South West Rocks, NSW, MPG successfully leased the vacancies and the Centre is now fully let. Roof and air-conditioning works have also been carried out at the Centre.
- Solar panels have been installed on rooftops at a number of sites to reduce energy costs, ESG carbon footprint and to enhance returns to investors.
- Additional revenue sources have been identified and installed by MPG such as: bottle recycling, charity bins, vending machines, amusements, ATMs etc.
- MPG successfully negotiated the renewal of leases on more favourable terms.
- Generally, MPG enhanced the look and feel of the centres with more regular cleaning, and improved access to the carparks.



Rocks Central Shopping Centre, South West Rocks NSW



Beaudesert Central Shopping Centre, Beaudesert QLD

## Performance History

We are proud of the performance of the RBPT during the most recently completed seven-year term, with the NTA increasing from \$0.70 in 2015 to \$1.23 per unit as outlined in the table below.

Year ended	NTA Value	Tax-Deferred Portion	Cash distribution cents per unit
30 June 2022	\$1.23	63.50%	7.25c
30 June 2021	\$1.10	74.30%	6.00c
30 June 2020	\$0.92	81.40%	6.33c
30 June 2019	\$0.93	79.60%	7.25c
30 June 2018	\$0.94	75.23%	7.25c
30 June 2017	\$0.90	70.15%	6.65c
30 June 2016	\$0.77	63.80%	6.00c
<b>Total</b>			<b>46.73c</b>

For those investors who chose to exit at that point, over the seven years they received \$1.70 for their starting NTA of \$0.70 per unit in 2015. This consisted of the total distribution of \$0.47 over the seven-year term and the payout of \$1.23 per unit which was calculated based on the anticipated Net Tangible Asset Value of the RBPT as at 30 June 2022.

The average total return over the first seven-year term was 20.35% per annum, with 63.5% to 81.40% of the cash distributions being tax-deferred, offering further tax savings to investors.



HomeCentral, Warrnambool VIC

**Disclaimer** Please note, past performance is not indicative of future performance. Any case studies on past sales provide a selection of historical information relating to the sale or rollover of these particular Trusts. The case studies are in summary form only and have no correlation to any other MPG Trusts. Total returns include capital gains as well as distributions paid during the life of completed funds shown on a per annum basis. Performance has been determined after the properties are wound up or rolled over for a further term. Each fund managed by MPG will have different characteristics, properties and risk, and should be assessed by an investor independently of the performance of completed funds. Before considering any investment, please read the PDS/IM in its entirety and consult with your financial adviser prior to making an investment decision. **13 March 2026**