

Strategy



Invested in South-Africa, sub-Saharan Africa and South-Eastern Europe

Ownership in dominant shopping centres distinguished by quality and location

Preferred shopping destination in high-density metropolitan areas or key cities

Balanced tenant mix attractive to customers

Continuously focus on improving the customer experience

Strong internal management



Canal Walk (Western Cape)

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Financial highlights

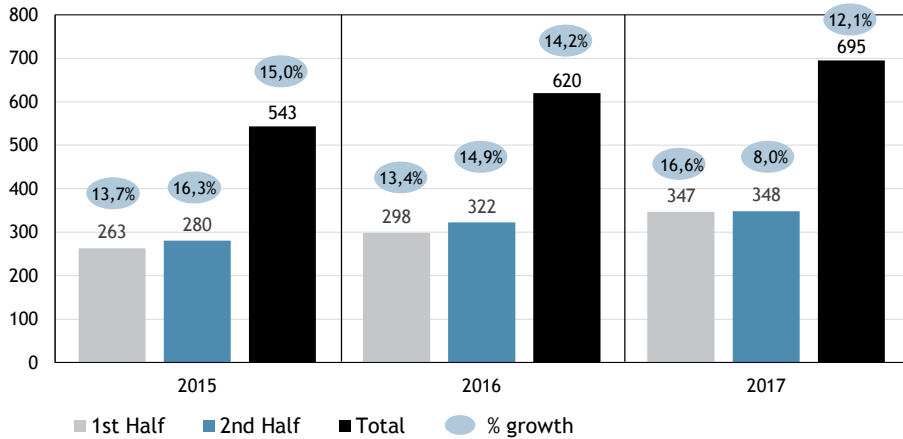


	Jun 2017	Jun 2016	% Change
Distribution	695,1 cps	619,9 cps	▲ 12,1
Market capitalisation (Rbn)	29,0	31,6	▼ (8,2)
Total assets (Rbn)	36,8	35,3	▲ 4,4
Loan to value (%)	28,9	30,8	▼ (6,1)
NAV (R per share)	99,78	94,50	▲ 5,6
Gross cost to income ratio (SA)(%)	33,3	33,2	▲ 0,3

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Distribution growth

Cents per share



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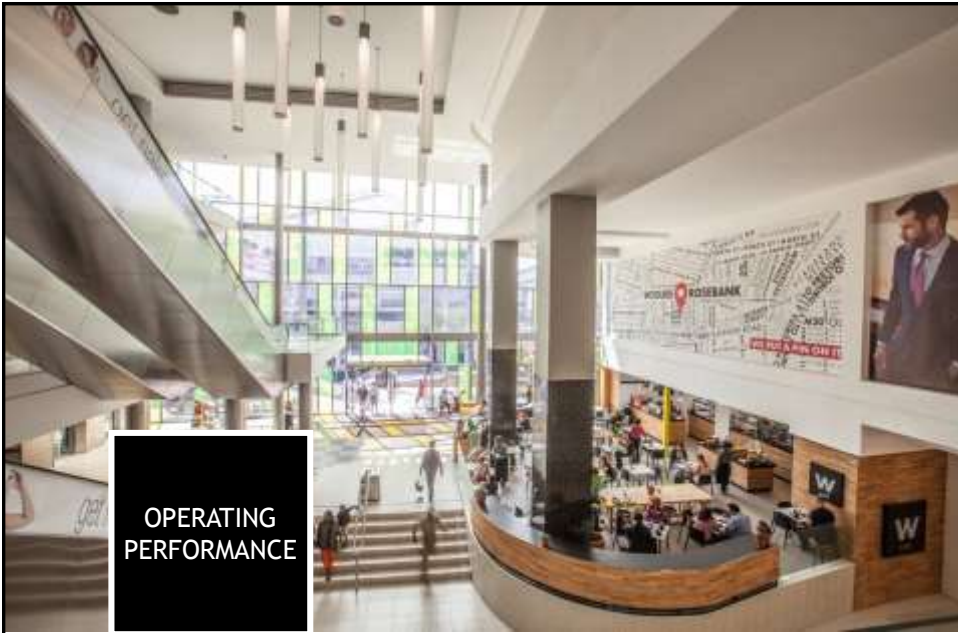
Disposals Sale of non-core assets

Retail	Price (Rm)	Size (m ²)	Transfer date
Somerset Value Mart	185	12 546	Sep 2016
Willowbridge South	460	25 268	Mar 2017
Willowbridge North	225	17 547	Sep 2017
Total retail	870	55 361	
% of rentable area		7,8%	
Offices			
Glenfield Office Park	180	10 320	Dec 2016
Glenwood Offices	42	3 470	May 2017
Total offices	222	13 790	
% of rentable area		18,2%	
Total	1 092	69 151	
% of rentable area		8,8%	
Under negotiation			
Lakefield Office Park		15 859	

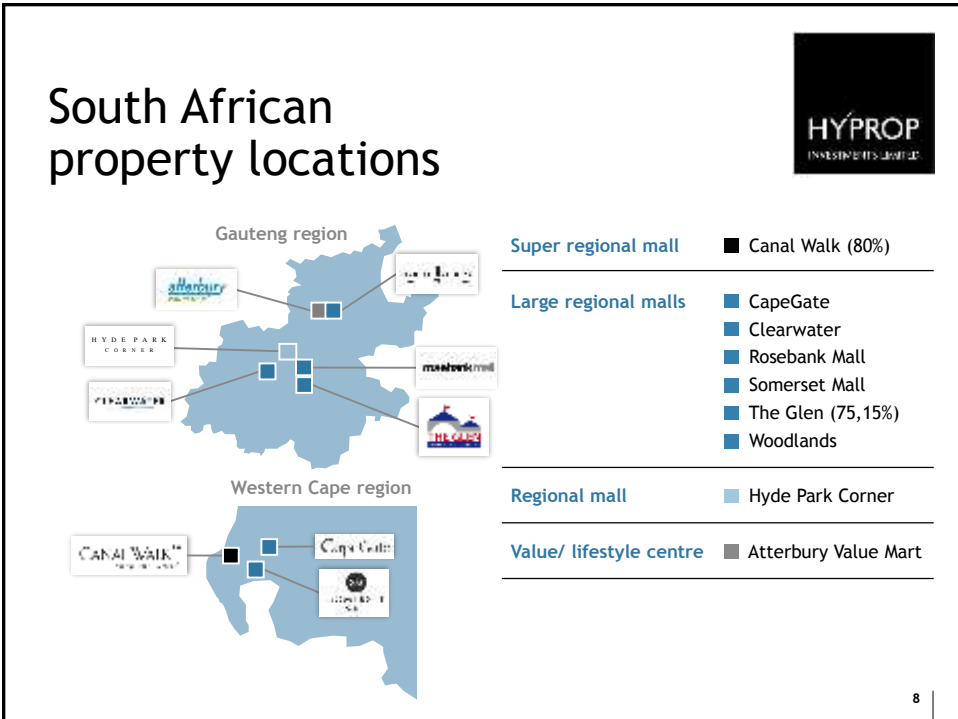


Willowbridge (Western Cape)

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Rosebank Mall (Gauteng)



Performance and market conditions



Retaining good rental growth in retail

Retaining good escalations

Rental areas remain low

Vacancies still within market average

Further slowdown in trading densities

New retail trends

Edcon

H&M



Canal Walk (Western Cape)

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Leasing activity 30 June 2017



Leasing	% of total portfolio	Rentable area (m ²)	Rental growth (%)	Contractual escalation (%)	No. of leases
Retail	15,4	103 286	6,1	7,9	355
Offices	37,6	22 290	(9,7)	8,1	47
Total	17,2	125 576	4,0	7,9	402

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Lease expiry profile

Retail	2017 / 2018		2018 / 2019	
	Expiring area (m ²)	% Rentable area of centre	Expiring area (m ²)	% Rentable area of centre
Canal Walk	19 510	13	18 954	13
Somerset Mall	17 021	25	19 685	29
CapeGate	14 972	23	3 399	5
The Glen	12 582	17	5 659	8
Atterbury Value Centre	6 895	14	9 355	19
Woodlands Boulevard	5 246	7	5 070	7
Rosebank Mall	4 933	8	14 463	23
Hyde Park Corner	4 625	16	5 681	20
Clearwater	3 896	4	3 119	4
Willowbridge North	3 197	18	686	4
Retail	92 877	14	86 071	13
Offices	15 938	27	10 507	18
Total	108 815	15	96 579	13

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Vacancies

Vacancies	30 Jun 2017	30 Jun 2016	30 Jun 2015
Retail (%)	1,9	0,8	1,3
Offices (%)	7,9	4,5	8,3
Total (%)	2,4	1,1	2,0

Stuttafords	m ²
Vacant at 1 Jun 2017	11 082
Let :	
Canal Walk (H&M)	(4 628)
Rosebank (various)	(2 802)
Clearwater (Mr Price & other)	(2 003)
Balance left (Clearwater)	1 649



Clearwater Mall (Gauteng)

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Comparison to IPD Trading Density Index March 2017



	Trading density growth		Rent to turnover ratio	
	Hyprop	IPD	Hyprop	IPD
Super Regional				
Canal Walk	1,9%	(4,6%)	9,3%	10,4%
Regional				
Clearwater, Rosebank Mall, Somerset Mall, CapeGate, Woodlands, Hyde Park Corner	2,3%	2,3%	7,9%	8,7%
Small Regional				
Atterbury Value Mart	9,7%	4,1%	8,6%	7,2%
Community Centre				
Willowbridge North	6,2%	7,3%	3,8%	5,6%
	Trading density growth		Rent to turnover ratio	
Hyprop	Jun 2017	Jun 2016	Jun 2017	Jun 2016
Total	1,4%	5,0%	8,5%	8,0%
Total (excl. The Glen)	2,0%			

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Trading performance



Primary category	Trading density % growth	% of total turnover
Department stores: <i>Clicks, Dis-Chem, Edgars, Game, Woolworths</i>	0,8	27,7
Apparel	(1,5)	17,5
Food/supermarket	2,8	12,6
Electronic/photography/music/mobile	12,9	7,3
Food service	1,3	6,2
Sporting/outdoor goods & wear	5,1	5,6
Home furnishings	(0,8)	5,3
Speciality/toys	(1,1)	4,3
Jewellery	(3,3)	2,6
Health & beauty	0,6	2,4
Books/cards/stationery	1,0	2,1
Shoes	(6,8)	2,0
Eyewear	2,1	1,1
Entertainment/movies	15,3	0,9

Note: IPD/MSCI allocations

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Sub-Saharan Africa property locations

HYPROP
INVESTMENT GROUP

Hyprop ownership

Accra, Ghana

- West Hills Mall 16,8%
- Accra Mall 17,6%
- Achimota Retail Centre 28,1%

Kumasi, Ghana

- Kumasi City Mall 28,1%

Lagos, Nigeria

- Ikeja City Mall 75,0%

Lusaka, Zambia

- Manda Hill Shopping Centre 68,8%

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Performance and market conditions Sub-Saharan Africa



Improved macro economic conditions

Zambia: stronger currency, improved copper prices and good rainfall

Ghana: benefitted from recovery in commodities and industry

Nigeria: stronger oil prices and improved USD liquidity

Accra Mall, Manda Hill & Ikeja are dominant malls and attract the best retailers

Improvement in rent collections

No significant improvement in rental levels



Manda Hill Shopping Centre
(Lusaka, Zambia)



West Hills Mall (Accra, Ghana)

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Income producing properties Investment in Sub-Saharan Africa (excl. SA)



Centre	City & country	Rentable area m ²	Vacancy % rentable area 30 Jun 2017	Vacancy % rentable area 30 Jun 2016
Ikeja City Mall	Lagos, Nigeria	22 223	-	2,3
Manda Hill	Lusaka, Zambia	40 561	5,4	4,7
Accra Mall	Accra, Ghana	21 349	-	-
West Hills Mall	Accra, Ghana	27 560	5,3	5,0
Achimota Retail Centre	Accra, Ghana	15 006	6,1	27,7
Kumasi City Mall	Kumasi, Ghana	17 948	26,5	n/a
Average vacancies		144 647	6,5	4,0

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INVESTMENT
IN SOUTH-
EASTERN
EUROPE

The Mall (Sofia, Bulgaria)

South-Eastern Europe Property locations



Hyprop ownership (60%)	Rentable area m ²
Macedonia, Skopje	
▪ Skopje City Mall	37 479
Serbia, Belgrade	
▪ Delta City Belgrade	29 879
Montenegro, Podgorica	
▪ Delta City Belgrade	23 718
Bulgaria, Sofia (New acquisition)	
▪ The Mall	52 300

Performance and market conditions South-Eastern Europe



Trading conditions and consumer spend positive

Net income exceeded budget in first year

No vacancies in portfolio

Average trading density growth of 6%

Average foot count growth of 6%



Skopje City Mall (Macedonia)

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Acquisition The Mall in Sofia (Bulgaria)



Location	Dominant mall in fast growing residential and office node
Acquisition cost	EUR 155 million
Existing bank loan	EUR 60 million (no recourse to Hyprop)
Rentable area	52 300m ²
Number of stores	200
Average monthly rent	EUR 18,30 /m ²
Major tenants	Indetex Group, P&C, H&M, Reserved, LC Waikiki
Vacancy	142m ²
Centre management	23 people
Transfer date	September 2017
Opportunity	Secure the right to purchase hypermarket space for EUR 19 million Payment deferred - Jun 2018 to Jun 2020 Can create 12 000m ² of new stores including supermarket of 3 000m ²

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South-Eastern Europe Strategy



Potential expansion opportunities

Internally managed: 80 people employed at regional and centre management

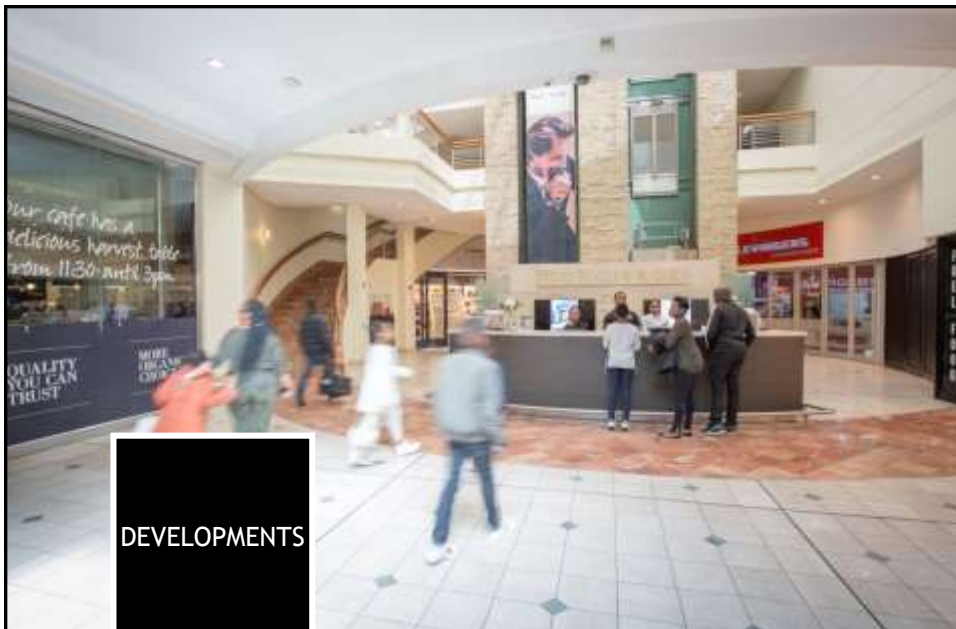
Asset manager operational from August 2017

To expand management team further

Working towards a listing to position for growth



The Mall - Sofia (Bulgaria)



DEVELOPMENTS

Hyde Park Corner (Gauteng)

Rosebank Mall extension



Extension of Rosebank Mall by 4 344m² rentable area

Budget: R127 million

Overall completion: April 2018



rosebankmall

New tenants:

H&M	2 814m ²
Sportmans Warehouse	1 092m ²
Ackermans	1 012m ²
Various line shops	

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Canal Walk La Piazza project



Enclosure of the La Piazza open-air court adding 2 800m² of rentable area

Budget: R41,6 million

Overall completion: November 2017



CANAL WALK^{CW}
shop the world

New tenants:

Sportscene	1 469m ²
Exact	999m ²
Several small line shops	

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The Glen foodcourt redevelopment



Enclosure of foodcourt to create contemporary retail / leisure offering: 1 069m² additional rentable area

Budget: R90,9 million

Overall completion: April 2018



New tenants:



PEP	500m ²
Mugg & Bean	338m ²
Ocean Basket	307m ²
Toys R Us	874m ²
Exclusive Books	201m ²
Various line shops	

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HYPROP sustainability Clearwater Mall Solar PV phase-3



Capacity: 1 400 kW (increasing total on completion to 2 900 kW at peak, 15% of mall consumption)

Budget: R15 million

Payback: 5-years,
25% yield

CLEARWATER

Fully commissioned by September 2017



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HYPROP sustainability (continued)

Roof paint projects



Undertaken at Woodlands and Atterbury Value Mart

Reduction in solar heat gain, 30% less reliance on air-conditioning

Water attenuation

The Glen: attenuation of ground and storm-water for use in toilets and urinals

CapeGate: options are being explored to filter borehole water to potable standards

Water saving initiatives

Clearwater Mall: waterless urinals installed in all bathrooms

Air-cooled air-conditioning plant installed at Hyde Park Corner (Nu-metro), and Atterbury Value Mart (Checkers)

Bulk water smart-meters being installed to allow tracking of consumption (identify anomalies)

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The Rosebank node



Recently completed developments:

- Oxford and Glenhove (22 000m² offices)

Developments in process (on-site):

- 290 000m² of offices, retail / mixed-use development incl. offices, residential, retail and hotel
- 320 apartments



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The Somerset Mall node



Developments in process:

- Paardevlei: Residential, offices, retail (approx. 100 000m²)

Planned development:

- Expansion of Somerset Mall, 37 000m²
- City of Cape Town; Phase-1, 100-hectare semi-low cost housing (20-year development) Phase-2 to follow



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Somerset Mall (Western Cape)

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Distributable earnings



	30 Jun 2017 (R'000)	30 Jun 2016 (R'000)	% Change
South African property portfolio	1 916 927	1 848 151	▲ 3,7%
- Continuing operations	1 880 595	1 773 186	▲ 6,1%
- Properties sold	36 332	74 965	▼ (51,5%)
Investments in sub-Saharan Africa (excl. SA)	56 972	83 654	▼ (31,9%)
Investments in South-Eastern Europe	101 823	24 572	▲ 314,4%
Fund management expenses	(67 347)	(63 922)	▲ 5,4%
Net interest	(321 337)	(394 310)	▼ (18,5%)
Other income	36 533	7 372	
Antecedent dividend		16 704	
Distributable earnings	1 723 572	1 522 221	▲ 13,2%

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Reconciliation to dividend declared



	30 Jun 2017 (R'000)	30 Jun 2016 (R'000)
Distributable earnings	1 723 572	1 522 221
Total shares in issue at year-end	248 441 278	243 256 092
Treasury shares	(542 246)	(410 659)
Shares issued - July 2016		5 185 186
Shares in issue for distributable earnings	247 899 032	248 030 619
Dividend per share (cents)	695,1	619,9
Dividend per share growth (%)	12,1	14,2

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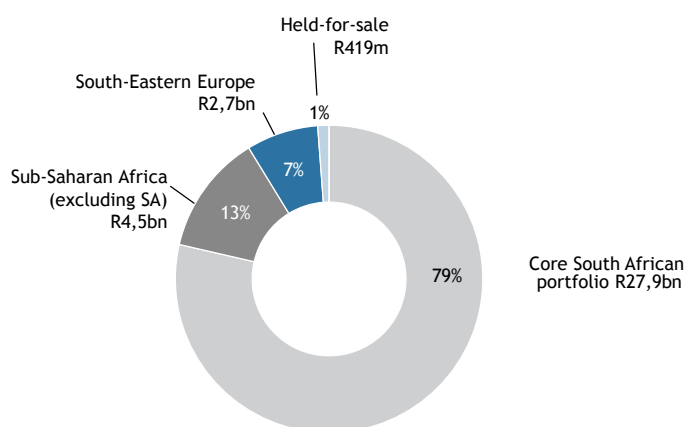
See-through Balance Sheet



	30 Jun 2017 (Rm)	30 Jun 2016 (Rm)	% Change
Hyprop's share			
Investment property (South Africa)	27 860	26 502	↑ 5,1%
Investments in sub-Saharan Africa (excluding South Africa)	4 482	5 061	↓ (11,4%)
South-Eastern Europe	2 681	2 029	↑ 32,2%
Held-for-sale	427	1 244	
Other assets (includes cash)	1 362	427	
Total assets	36 813	35 262	↑ 4,4%
Total debt	11 407	10 984	↑ 3,9%
Net asset value per share (R)	99,78	94,50	↑ 5,6%

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Investment profile



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Property valuations South African portfolio



Category	Rentable area (m ²)	Hyprop share (Rm)	% change (from Jun 2016)	Value (R/m ²)	Cap rate (%)
Shopping centres	644 196	26 491	4,8%	45 181	6,3 - 7,0
Value centres*	66 395	1 473	11,5%	22 186	7,8
Stand-alone offices	20 328	311	7,5%	15 289	8,3
Total	730 918	28 274	5,1%	42 261	6,3 - 8,3

* Includes Willowbridge North - sold post year end

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Property valuations Sub-Saharan Africa (Excluding SA)



	30 June 2017 USD million	30 June 2016 USD million
Total value	629	616
Hyprop share	282	285

Rentable area (m ²)	Value / m ²	Cap rate (%)
144 647	USD 4 346	8,0 - 9,0

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Property valuations South-Eastern Europe



	30 June 2017 EUR million	30 June 2016 EUR million
Total value	300	206
Hyprop share	180	124

Rentable area (m ²)	Value / m ²	Cap rate (%)
91 076	EUR 3 293	8,25 - 9,25

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Effective Debt management

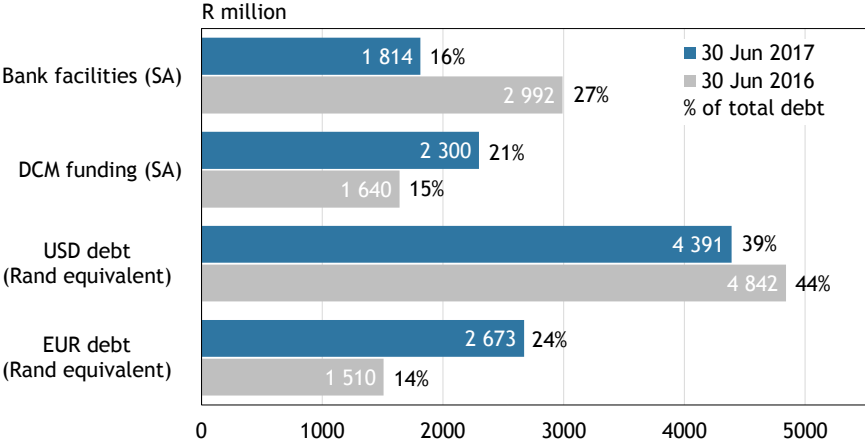


	30 Jun 2017 (Rm)	30 Jun 2016 (Rm)
South African debt	4 114	4 632
▪ Bank debt	1 814	2 992
▪ Corporate bonds	2 300	1 200
▪ Commercial paper		440
USD debt (Rand equivalent)	4 391	4 842
EUR debt (Rand equivalent)	2 673	1 510
Cash and cash equivalents	(1 126)	(239)
Net borrowings	10 052	10 745
Loan to value	28,9%	30,8%

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Sources of funding



Debt maturities

	30 Jun 2017 (years)	30 Jun 2016 (years)
Fixed rates and swaps		
▪ South African debt	3,9	4,9
▪ USD debt	2,7	3,7
Facilities		
▪ South African debt	2,2	2,4
▪ USD debt	2,6	3,6

Debt at fixed rates*



	30 Jun 2017 (%)	30 Jun 2016 (%)
▪ South African debt	100,9	89,6
▪ USD debt	70,4	72,4

* EUR debt not fixed

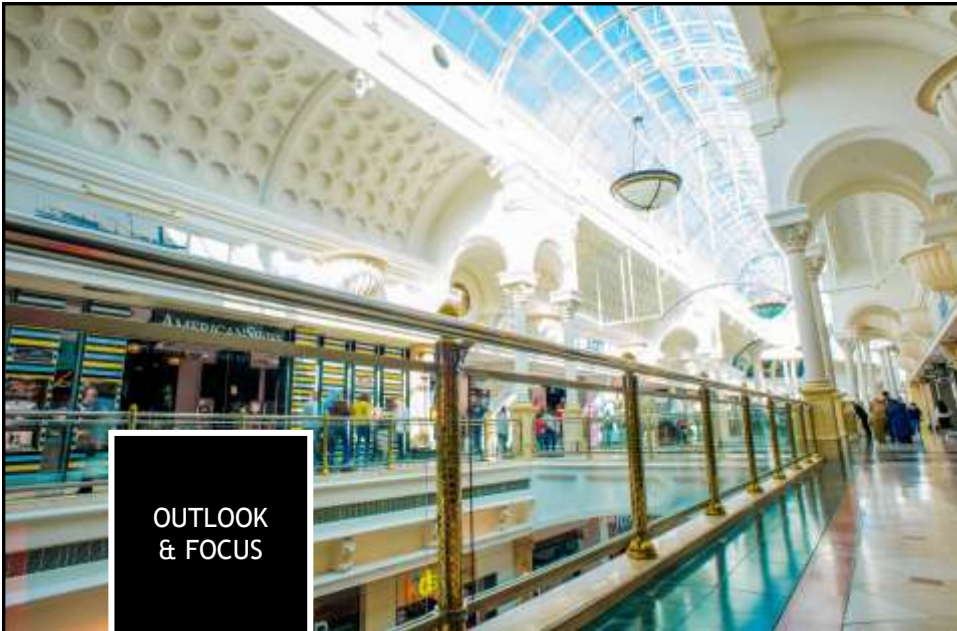
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Low average cost of funding



	30 Jun 2017 (%)	30 Jun 2016 (%)
Weighted average cost of funding	5,7	6,0
▪ South African debt	8,9	8,9
▪ USD debt	4,7	4,6
▪ EUR debt	2,2	1,7

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**OUTLOOK
& FOCUS**

Canal Walk (Western Cape)

Outlook & focus



South Africa

- Adapt to market changes and attract quality tenants
- Complete refurbishments and extensions
- Disposal of non-core asset

Sub-Saharan Africa

- More involved on an operational level
- Simplify corporate structures
- Improve income and cash flow

South-Eastern Europe

- Work towards a potential listing of Hystead
- Continue building a management presence
- Position Hystead for growth (developments & acquisitions)

Dividend growth 7% to 9%



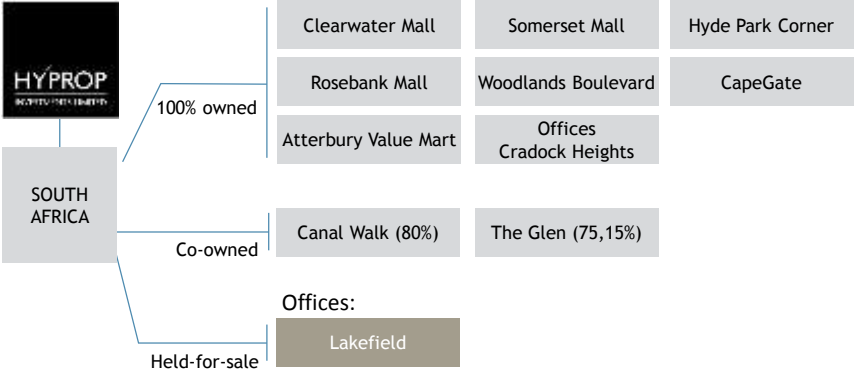
Rosebank Mall (Gauteng)



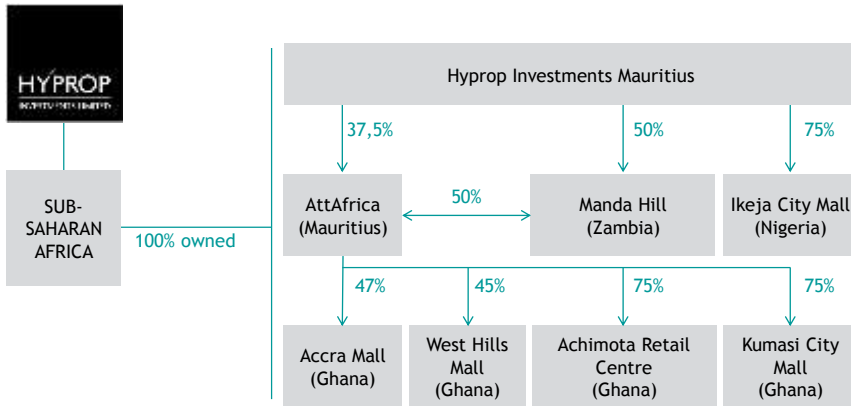
APPENDICES

Delta City (Belgrade, Serbia)

Company structure South African portfolio

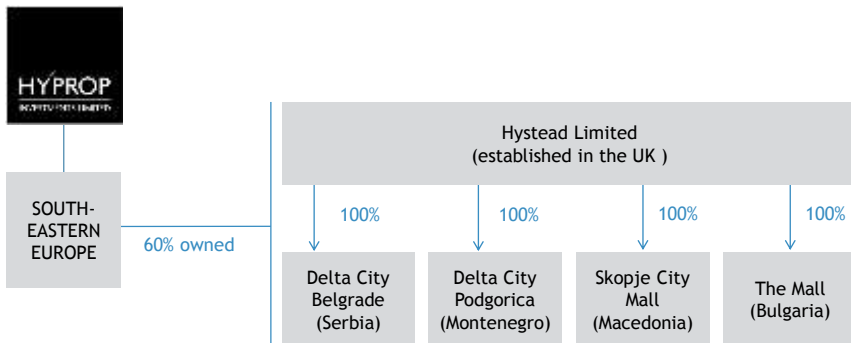


Company structure Sub-Saharan African portfolio



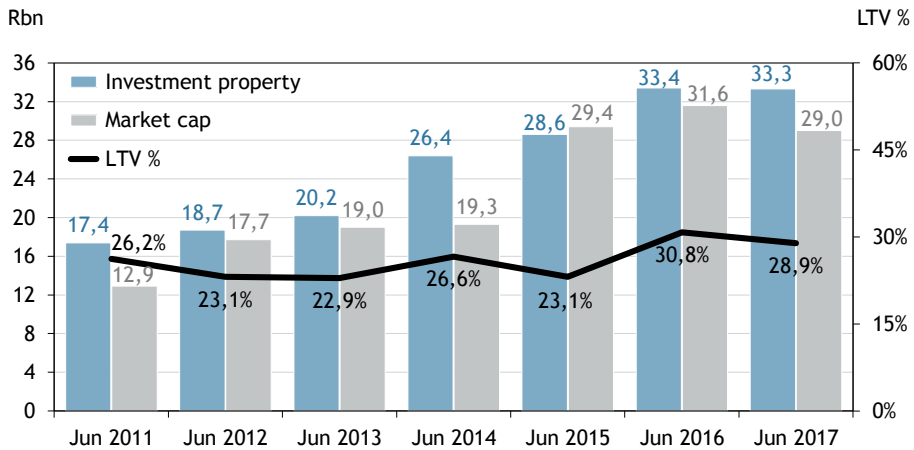
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Company structure South-Eastern Europe portfolio



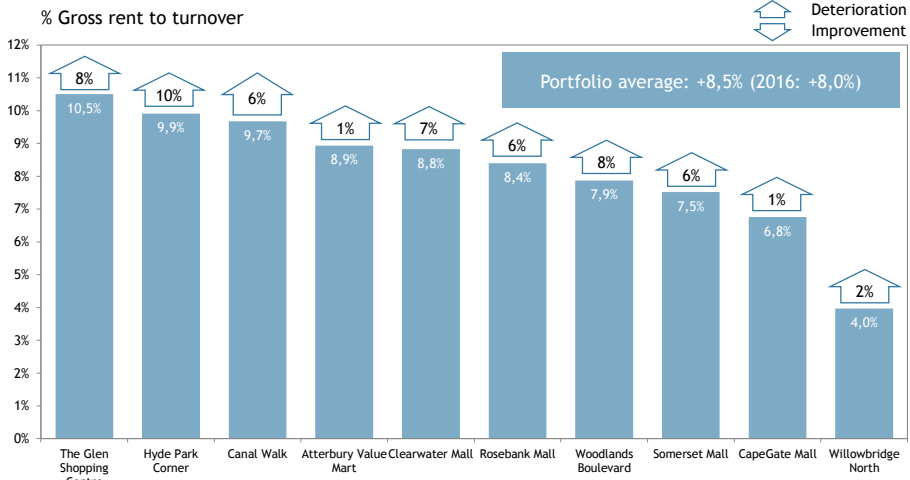
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Credible track record



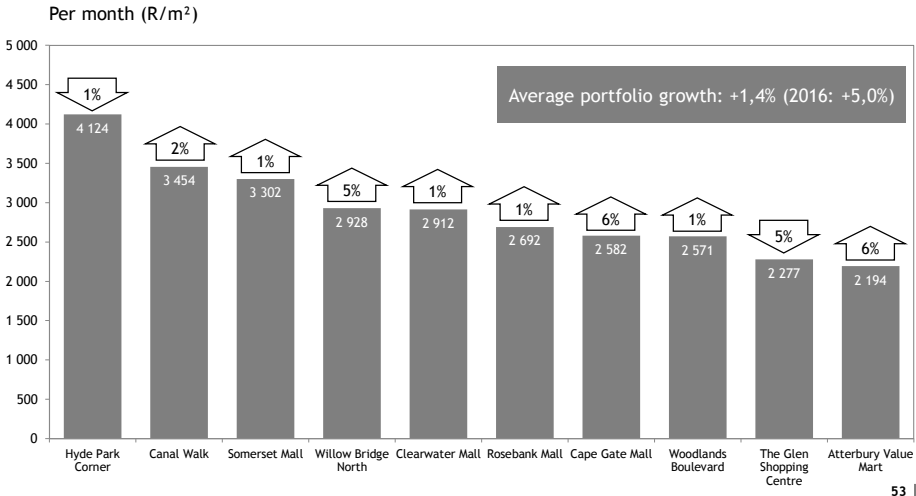
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% Gross rent to turnover



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Trading density



Top 8 SA properties

Property	Region	Total rentable area (m ²)	Vacancy levels	Foot count
Canal Walk (80% undivided share)	Cape Town	158 167	0%	19,9 million
Clearwater	Johannesburg	87 107	4,2%	10,3 million
Rosebank Mall	Johannesburg	62 266	4,8%	11,8 million
Woodlands	Pretoria	71 641	3,5%	8,3 million

Top 8 SA properties (cont.)



Somerset Mall		The Glen (75,15% undivided share)		Hyde Park Corner		CapeGate	
Region	Cape Town	Region	Johannesburg	Region	Johannesburg	Region	Cape Town
Total rentable area (m ²)	69 035	Total rentable area (m ²)	74 769	Total rentable area (m ²)	39 093	Total rentable area (m ²)	63 767
Vacancy levels	0,1%	Vacancy levels	2,0%	Vacancy levels	2,0%	Vacancy levels	2,4%
Foot count	11,1 million	Foot count	12,3 million	Foot count	4,7 million	Foot count	10,5 million

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Disclaimer Forward-looking statements



- This document contains forward-looking statements that, unless otherwise indicated, reflect the group's expectations as at 30 June 2017
- Actual results may differ materially from the group's expectations if known and unknown risks or uncertainties affect its business, or if estimates or assumptions prove inaccurate
- The group cannot guarantee that any forward-looking statement will materialise and, accordingly, readers are cautioned not to place undue reliance on any forward-looking statements
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