



## NATIONAL STORAGE REIT ASX ANNOUNCEMENT

13 June 2024

### SELF-STORAGE VENTURES FUND

National Storage REIT (**NSR**) has entered into binding agreements with GIC (**GIC**) to establish the new National Storage Ventures Fund (**Ventures JV**) that will pursue the development and operation of self-storage centres across Australia.

### ABOUT THE VENTURES JV

---

The Ventures JV will acquire and develop an initial portfolio of 10 foundation assets sourced from NSR's existing development portfolio (**Foundation Assets**).

- NSR and GIC will hold approximately 25% and 75% equity interests respectively in the Ventures JV.
- For the purpose of developing and operating the Foundation Assets, NSR and GIC will deploy approximately \$270 million of total capital over the initial 12 – 18 month period.
- The Ventures JV is intended to have an Initial term of not less than five years, with the option to extend by mutual agreement.
- Acquisition by the Ventures JV of the Foundation Assets is subject to:
  - the finalisation and execution of Business and Property Sale Agreements to facilitate the novation or assignment of the Foundation Assets to the Ventures JV;
  - Regulatory Approval (including but not limited to FIRB approval) with respect to the acquisition of Foundation Assets;
  - Finalisation of external financing arrangements; and
  - Settlement of the Foundation Assets by 13 September 2024, unless otherwise agreed by the parties.
- NSR and GIC have also agreed to work together to identify future development opportunities.
- The acquisition of the Foundation Assets by the Ventures JV is expected to result in net sale proceeds of approximately \$120 million for NSR which will be used to repay debt.

NSR will act as manager of the Ventures JV and identify, acquire and develop the Foundation Assets and any other self storage assets acquired for and on behalf of the Ventures JV and will earn fees for services provided. These developments will be undertaken independently of, and in addition to NSR's own ongoing development activity and NSR will continue with its own developments utilising its distinct balance sheet capacity and proven in-house development capability.

Managing Director Mr. Andrew Catsoulis said, "Partnering with a respected investment partner such as GIC in the new National Storage Ventures Fund represents a significant opportunity for National Storage to accelerate and diversify its development pipeline and increase operational scale, while maintaining a conservative level of gearing. The Ventures JV will assist NSR to maintain a stable earnings trajectory as it accelerates the development pipeline and the new assets are being stabilised. In addition, NSR will be able to further leverage its world class development expertise and utilise its existing platform to improve returns as a result of the fee arrangements forming part of the Ventures JV".

Citigroup Global Markets Australia Pty Limited and J.P. Morgan Securities Australia Limited have been appointed as financial advisers to NSR.

### OUTLOOK

---

NSR reaffirms its FY24 underlying earnings per security to be a minimum of 11.3 cps, subject to no material changes in market conditions or operating environment.

NSR reaffirms its policy to distribute 90% - 100% of underlying earnings.

Authorised by the Board of National Storage Holdings Limited.

**ENDS**

**NATIONAL STORAGE REIT (NSR)**

National Storage Holdings Limited (ACN 166 572 845)

National Storage Financial Services Limited (ACN 600 787 246 AFSL 475 228) as responsible entity for National Storage Property Trust (ARSN 101 227 712)

For personal use only

For further information, please contact:

Andrew Catsoulis  
Managing Director  
07 3218 8100

Stuart Owen  
Chief Financial Officer & Chief Investment Officer  
07 3218 8100

## **ABOUT**

National Storage is the largest self-storage provider in Australia and New Zealand, with over 250 locations providing tailored storage solutions to in excess of 90,000 residential and commercial customers. NSR is the first independent, internally managed and fully integrated owner and operator of self-storage centres to be listed on the Australian Securities Exchange (ASX).

For personal use only

### **NATIONAL STORAGE REIT (NSR)**

National Storage Holdings Limited (ACN 166 572 845)

National Storage Financial Services Limited (ACN 600 787 246 AFSL 475 228) as responsible entity for National Storage Property Trust (ARSN 101 227 712)