Rural Funds Group ASX:





Disclaimer and glossary of terms



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Glossary of terms

Adjusted NAV - Net asset value (NAV) adjusted for the independent valuation of water entitlements, Adjusted total assets - Total assets adjusted for the independent valuation of water entitlements, ASX - Australian Securities Exchange, AFFO - Adjusted funds from operations, a financial metric used in the REIT sector to measure available cash flow from operations (adjustment relates to non-cash tax expense), CAGR - Compound annual growth rate, Capex - Capital expenditure, cpu - Cents per unit, DPU - Distributions per unit, Earnings - Calculated TCI/weighted average units, EBITDA - Earnings Before Interest, Taxes, Depreciation and Amortisation, f - Forecast, Fair value - Value of an asset as determined by an independent valuation, FY - Financial year, FY24 - Full-year ended 30 June 2024, FY25 - Full-year ended 30 June 2025, FY25f revenue - Full-year ending 30 June 2025 forecast, unless otherwise stated includes AFFO contribution from farming operations, FY26 - Full-year ended 30 June 2026, Gearing - Calculated as external borrowings/adjusted total assets, Group - Term used for the Rural Funds Group, ha - Hectare(s), ICR - Interest Cover Ratio, a bank covenant calculated as EBITDA for previous 12 months divided by Interest Expense for previous 12 months, IRR - Internal rate of return, LVR - Loan to valuation ratio, a bank covenant calculated as bank debt and J&F quarantee divided by tangible assets (including water entitlements), ML - Megalitre, m - Million(s), NAV - Net asset value, calculated as assets minus the value of liabilities (does not recognise fair value of water entitlements), Owner-occupied properties - Unleased properties which are operated by RFF including macadamia orchards (Swan Ridge, Moore Park, Beerwah and Bauple); sugar cane (Maryborough x5); and cattle (Yarra and Kaiuroo), P&E - Plant and equipment, RFA - RF Active, RFF - Rural Funds Group (ASX: RFF), RFM - Rural Funds Management Limited, manager and responsible entity for RFF, RFT - Rural Funds Trust, TCI - Total comprehensive income, Total assets - Total value of assets as presented on the balance sheet (water entitlements recorded at the lower of cost or fair value), TRG JV - Joint venture between TRG (The Rohatyn Group) and a global institutional investor, WALE - Weighted average lease expiry, calculated as the FY25 forecast rent and the year of lease expiry (excludes J&F Australia guarantee fee, operating income from owner-occupied properties and other income), x - Times, 1H25 - First-half 2025 (ending 31 December 2024), 2H25 - Second-half 2025 (ending 30 June 2025).



Contents

- Portfolio and strategy overview
- 1H25 results overview
- Conclusion and appendix

Presenter



James Powell General Manager - Investor Relations, Corporate Affairs and Sustainability

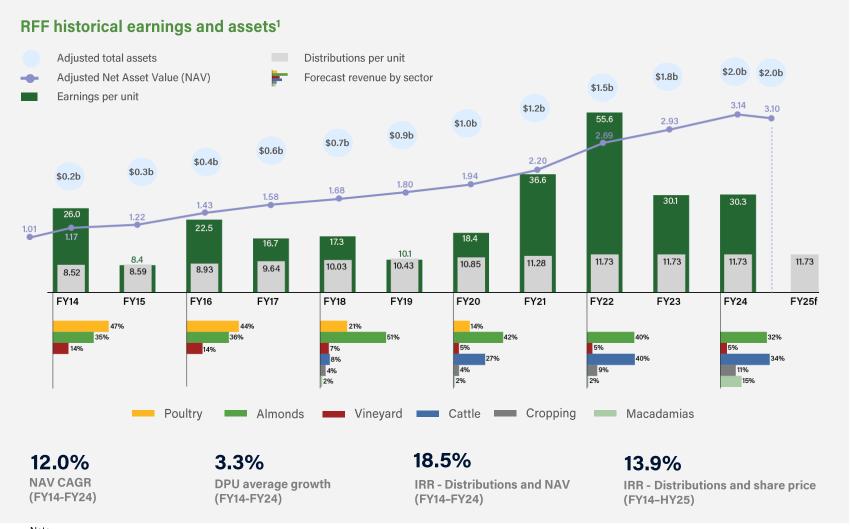


Australia's first agricultural REIT



Rural Funds Group (ASX: RFF), Australia's first ASX listed diversified agricultural Real Estate Investment Trust (REIT), listed in 2014 and included in the S&P/ASX 300 index.





^{1.} Final adjusted NAV and adjusted total assets data points are as at 31 December 2024.

Fund overview

Strategy to generate capital growth and income from developing and leasing agricultural assets.





Diversification

64 properties, five sectors and multiple climatic zones.



Long WALE

13.0 years WALE, 84% portfolio leased, majority triple net leases.

Shiraz grapes at the Geier vineyard, Barossa Valley, South Australia, February 2025.



Structural rental growth

Mix of lease indexation mechanisms and market rent reviews.

Largest lessees by FY25f revenue



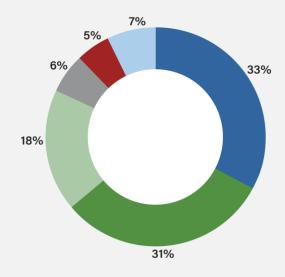
Lessees	Description	Sector	Percentage (by FY25f revenue)
W Olam	Subsidiary of Olam Group, Singapore-listed (SGX: O32)	Almonds	21%
THE ROHATYN GROUP	US asset manager joint venture with global institutional investor	Macadamias Cropping	18%
(JBS)	Subsidiary of JBS SA, Brazil- listed (BVMF: JBSS3)	Cattle	10%1
SELECT HARVESTS	ASX-listed (ASX: SHV)	Almonds	9%
STONE AXE PASTORAL COMPANY	Institutionally owned cattle operator	Cattle	6%
TCAMP AGRICULTURAL GROUP	Large privately owned cattle operator	Cattle	6%
THE ART OF AUSTRALIAN BEEF	ASX-listed (ASX: AAC)	Cattle	5%
TREASURY WINE ESTATES	ASX-listed (ASX: TWE)	Vineyards	4%

^{1.} JBS revenue includes J&F Australia guarantee fee.

Sector overview

\$1.93b total property portfolio value.1

Revenue by sector (FY25f)





Active management

Strategy to develop assets to improve productivity and convert to higher and better use. Income generated during development phase by operating assets (prior to leasing).



Investment criteria

Preference agricultural sectors where low-cost production assets can be acquired or developed. Focus on commodities where RFM has operating experience or Australia has a comparative advantage.





Almonds

\$453m Portfolio value

\$32.4m FY25f revenue

100% Leased

10.7yrs WALE



Cattle

\$721m Portfolio value

\$30.0m FY25f revenue

84% Leased

4.2yrs WALE



Macadamias

\$403_m Portfolio value

\$19.0m FY25f revenue

72% Leased

37.0vrs WALE



Cropping

\$126_m Portfolio value

\$6.0m FY25f revenue

52% Leased

7.3vrs WALE



Vineyards

\$57m Portfolio value

\$4.7m FY25f revenue

100% Leased

12.7_{Vrs} WALE



Other (inc. water)

\$174m Portfolio value

\$6.9m¹ FY25f revenue

91% Leased

2.5_{vrs} WALE

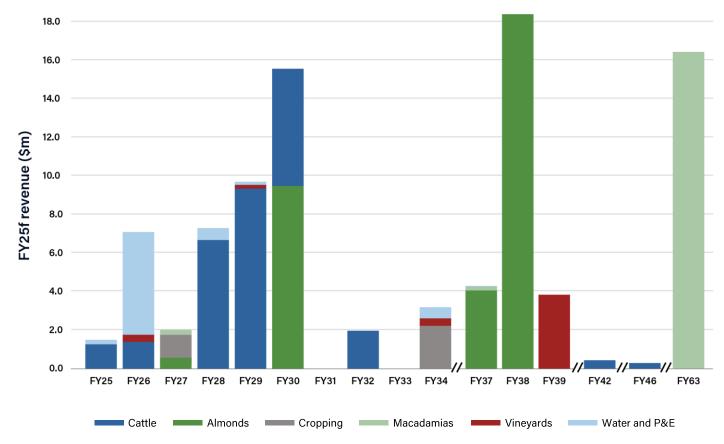
1. For further details see property compendium slides 20-21.

Leasing

84% portfolio leased with a 13.0yr WALE.

- Leasing activity during the 1H25 for eight properties with a total asset value of \$119m for a weighted average term of 9.7 years, including:
 - · cropping properties Mayneland and Baamba Plains leased to TRG JV for a 10-year term
 - · lease extensions secured over five vineyards to Treasury Wine Estates (ASX: TWE), representing 93% of the vineyard portfolio by value, of 11.9 years (weighted average)
 - · cattle property Cerberus leased to a private farming enterprise for a 5-year term.
- · Market rent reviews based on independent valuations for three cattle properties representing 34% uplift in rent on a full-year basis benefiting 1H25.

Weighted average lease expiry (WALE) profile

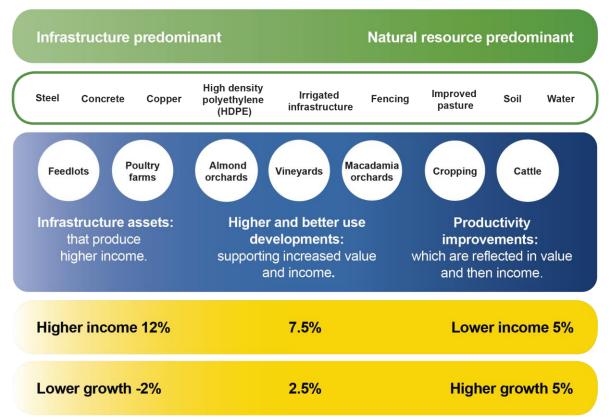


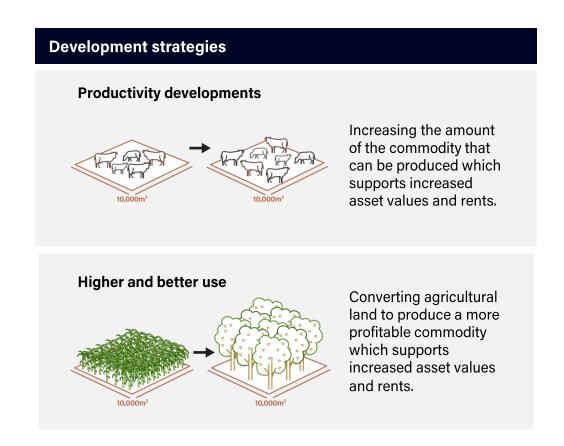
Investment and development strategy



To generate income and capital growth from developing and leasing agricultural assets.

Spectrum of investment opportunities¹





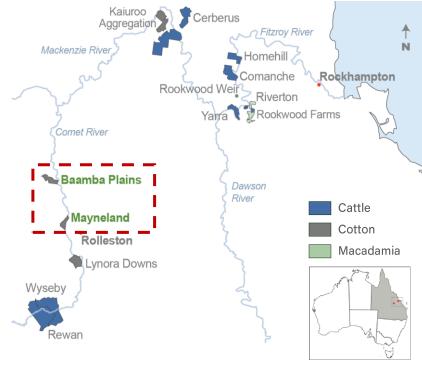
The income and growth figures presented in the chart above have been provided to differentiate the profile of income and growth that can be derived from different assets. They are based on RFM's experience and historical observations of agricultural lease transactions and historical rates of growth. They are neither forecasts nor projections of future returns. Past performance is not a guide to future performance.

Case study: development and leasing transaction



Cropping properties Mayneland and Baamba Plains lease and partial-sale following productivity developments.

- Properties acquired with the strategy to develop for improved productivity to seek higher asset values and lease income.
- RFM managed the developments including increased water storage and expanded irrigated cropping area
 - · income generated by RFF through development phase through a combination of operating and shortterm leasing.
- Following developments, the properties were leased 1H25 for a 10-year term to a global institutional investor
 - lease includes profit-share mechanism to provide RFF exposure to upside performance of the farms.
- The transaction included the sale of a 50% interest in the properties
 - providing capital for RFF to reduce bank debt
 - confirming asset values.



	Existing	Developed	Total
Mayneland			
Water storage	4,435 ML	4,943 ML	9,378 ML
Irrigated cropping area	485 ha	542 ha	1,027 ha
Baamba Plains			
Water storage	5,600 ML	7,900 ML	13,500 ML
Irrigated cropping area	386 ha	556 ha	942 ha



Pump station, Baamba Plains, November 2022.



Water storage, Baamba Plains, February 2024.



Irrigated cropping, Baamba Plains, May 2024.

Development and operated assets



Developments seek higher asset values and lease income. Assets operated during development to generate income.

- · Majority of unleased assets are being operated (including whilst developments are occurring).
- Operating conditions improving for macadamias, price increased from \$1.80/kg (2023) to \$3.40/kg (2024) and \$4.20/kg (2025)
 - higher macadamia price improves operating return and leasing prospects on mature assets.
- Developments funded through existing bank debt facility headroom of \$155.9m (2H25 and FY26 committed capex \$104.6m)
 - asset sales identified to reduce gearing towards target range of 30-35%.

Unleased development and operated assets

Sector	Property	Value	Status	Comments				
Macadamias	Bundaberg Aggregation	\$39.1m	\$	Mature orchards				
	Southern Aggregation	\$56.6m	\$ 60	Productivity improvements ongoing				
	Rookwood Farms (inc water)	\$29.7m	CA	 Plans being finalised for next stage of macadamia conversion (includes capex not committed) 				
Cattle	Yarra	\$34.8m	\$	Productivity improvements recently completed				
	Kaiuroo	\$78.9m	\$ 60	Conversion of areas to irrigated cropping				
Cropping	Sugarcane and cropping (x10)	\$35.9m	\$	Held for future potential macadamia conversions				
Total		\$275.0m						

Sustainability update



Sustainability elements are incorporated into macadamia orchard developments, seeking to achieve more efficient operations and improved yields.

Sustainability updates

Sustainable macadamia production¹



GHG emissions disclosure

Scope 1 and Scope 2 emissions disclosed in FY24 annual report (September 2024).



Carbon feasibility studies

Continued work on feasibility studies of various carbon projects in cattle and cropping sectors.



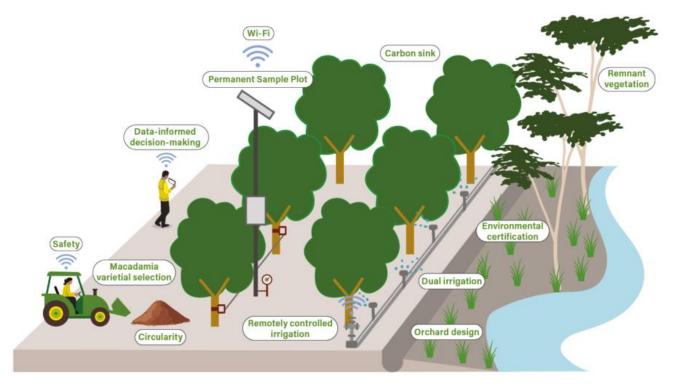
Modern slavery statement

First modern slavery statement completed December 2024 (currently under review by the Attorney General's office).



ASRS alignment progress

Continued progress to align with Australian Sustainability Reporting Standards (ASRS). RFF expected to be Group 3 and will therefore be required to align in FY28.



Permanent Sample Plot (PSP): Data collection points from trees, irrigation and soils.

Data-informed decision making: Seeking to maximise yields and optimise inputs.

Wi-Fi: provide for transmission of data, remote control of infrastructure and other benefits.

Varietal selection: Higher yielding cultivars capable of producing quality nuts are planted throughout the orchard.

Circularity principles: Macadamia husks and prunings are composted and applied across the orchards to enhance soil health, carbon levels, and water holding capacity.

Dual irrigation systems: Efficient water application supports trees and interrow grasses, improves soil health, reduces erosion and assists in managing heatwave impacts.

Safety: Online safety platform.

Remotely controlled irrigation: Improving precision of water application.

Environmental certification: Including Hort360 Reef standards.

Orchard design elements and remnant vegetation: Seek to minimise sediment loss. maintain soil integrity and promote biodiversity.

Carbon sink: The macadamia trees, remnant vegetation and soil serve as carbon sinks by sequestering carbon.

Graphic for illustrative purposes only. Not all of the systems outlined are included across all RFF orchards. For more information see FY24 Annual Report dated September 2024.



Earnings summary



Net property income increased 17% primarily due to macadamia developments.

- **Net property income** from leased assets increased 17.3%
 - driven by additional rental income on capital expenditure, primarily macadamia orchards, indexation and rental review mechanisms.
- **Net farming income** improved primarily due to higher commodity prices
 - farming income forecast to increase in 2H25 as crops are harvested.
- **Earnings** impact mainly due to negative movement from revaluations of interest rate swaps and property revaluations.
- AFFO and DPU in line with forecasts
 - 1H25 AFFO increase compared to prior period, full-year AFFO forecast of 11.4 cpu.

AFFO, earnings and distributions (\$m)

	1H25	1H24
Net property income	45.5	38.8
Net farming income	0.8	(2.5)
Other income	2.2	1.7
Fund expenses	(13.2)	(11.9)
Interest on debt	(12.3)	(10.3)
Other	(0.7)	(0.3)
AFFO	22.3	15.5
AFFO per unit	5.73 cents	4.02 cents
Earnings	13.1	71.0
Earnings per unit	3.35 cents	18.39 cents
Distributions	22.8	22.7
Distributions per unit	5.87 cents	5.87 cents

Balance sheet summary



Gearing maintained with capital expenditure programs funded by proceeds of divestments.

- Adjusted total assets decreased by \$3.8m, or 0.2%, primarily due to:
 - divestments of \$54.9m
 - offset by valuation movement of \$42.7m, primarily due to capital expenditure on macadamia orchard developments.
- Adjusted NAV per unit decreased \$0.04 to \$3.10 primarily due to revaluations of interest rate swaps.
- Gearing has remained materially unchanged with capital expenditure programs funded by proceeds of divestments.

Balance sheet summary (\$m)

	31 December 2024	30 June 2024
Cash	7.0	7.2
Property assets (inc. plant & equipment)	1,933.6	1,945.8
Other assets	103.3	94.7
Adjusted total assets	2,043.9	2047.7
Interest bearing liabilities	788.3	787.7
Other liabilities	33.8	30.3
Distribution payable	12.0	11.9
Total liabilities	834.1	829.9
Adjusted net assets	1,209.8	1,217.8
Units on issue	389.7	388.2
Adjusted NAV per unit	3.10	3.14
Gearing	38.6%	38.5%

Valuations overview



Asset sales in line with book values. Independent valuations conducted on 30% of property assets.

- **Divested** of \$54.9m of assets in line with book values, including:
 - two cropping properties (50% sale) for \$38.7m
 - other assets including plant and equipment for \$10.4m
 - three sugarcane properties for \$5.8m.
- Independent valuations completed for 30% of the portfolio (by value) during the period in the macadamia, cropping and cattle sectors providing positive revaluation movement \$1.2m
 - directors' valuations applied to the remaining portion of the portfolio, depreciating assets in line with accounting standards.1
- Policy to independently revalue all assets at least every twoyears
 - 70% of portfolio was revalued in the 12-months prior to 30 June.

Total property assets valuation movements (\$m)²

Sector	30 Jun 2024	Divestments	Сарех	Revaluation movement	31 Dec 2024
Cattle	713.7	-	6.5	0.4	720.6
Almonds	453.4	-	3.1	(3.2)	453.3
Macadamias	378.4	-	27.6	(3.1)	402.9
Cropping	162.7	(44.5)	5.4	2.6	126.2
Vineyards	55.9	-	1.5	(0.6)	56.8
Other	181.7	(10.4)	5.2	(2.7)	173.8
Total	1,945.8	(54.9)	49.3	(6.6)	1,933.6
Revaluation movement					(0.3%)

Independent valuations summary (\$m)

	30 Jun 2024	Сарех	Revaluation movement	Valuation date
Independent valuations 1H25	577.9	26.2	1.2	605.3
Revaluation movement				0.2%

Bearer plants and owner-occupied properties.

Other includes water entitlements, finance leases and P&E.

Capital management



Development expenditure fully funded from bank debt facilities headroom.

- Refinanced syndicated debt facility during term with:
 - limit increase of \$80m
 - extension of debt tranche tenor (2-years).
- Undrawn debt headroom of \$155.9m, sufficient for committed capital expenditure.
- Dividend Reinvestment Plan suspended during the period with consideration to the trading price relative to the adjusted net asset value.
- Gearing remained materially unchanged with capital expenditure funded by divestments settled during the period.

Debt facility metrics¹

		31 December 2024
Key	Gearing	38.6%
metrics	Weighted average cost of debt	4.83%
	Total facility limit	\$939.2m
Facilities	Drawn debt	\$783.3m
Facilities	Headroom	\$155.9m
	Weighted average debt facility maturity	2.6 years
Lladaina	Proportion debt hedged or fixed	76.3%
Hedging	Weighted average hedge maturity	3.7 years
	Loan to Value Ratio (LVR)	46.0%
Key covenants	LVR covenant	60%
	Interest Cover Ratio (ICR)	2.20x
	ICR covenant	1.50x

3 Conclusion and appendix



Outlook and conclusion

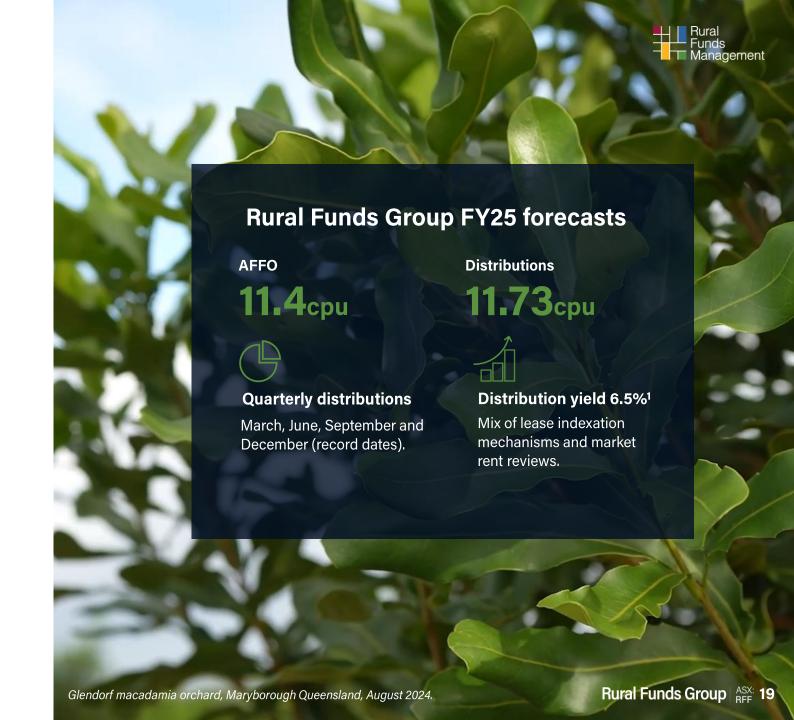
Full-year forecasts on track.

Forecasts:

- AFFO forecast for FY25 of 11.4 cpu reaffirmed
 - representing 4% growth
- Distribution forecast for FY25 of 11.73 cpu reaffirmed
- Distribution forecast for FY26 of 11.73 cpu.

Priorities:

- Continue to progress funded developments of macadamia orchards, cattle and cropping properties
- Progress asset sales to seek to bring gearing towards target range of 30-35%.



Appendix – Property compendium¹



Policy to conduct independent valuations at least every two years.

	Property	State	Description	Ownership %	Value \$m	Occupancy	WALE	No. of Last extenal properties valuation date	Valuer	Capex 1H25a	Forecast 2H25f	capex FY26f
Almonds	Yilgah	NSW	935 ha orchard	100%	\$ 111.9	100%	5.2	1 May-24	LAWD			
	Tocabil	NSW	603 ha orchard	100%	\$ 61.9	100%	12.0	1 May-24	LAWD			
	Kerarbury	NSW	2,530 ha orchard	100%	279.4	100%	13.3	1 May-24	LAWD			
Total					\$ 453.3	100%	10.7	3		3.1	5.5	0.0
Cattle	Rewan	QLD	17,479 ha property	100%	\$ 72.7	100%	4.8	1 Jul-24	LAWD			
	Mutton Hole & Oakland Park	QLD	225,800 ha properties	100%	\$ 29.5	100%	0.2	2 Jun-23	HTW			
	Natal Aggregation	QLD	390,600 ha property	100%	\$ 184.9	100%	2.8	1 Oct-23	LAWD			
	Comanche	QLD	7,600 ha property	100%	\$ 36.2	100%	7.3	1 May-24	LAWD			
	Cerberus	QLD	8,280 ha property	100%	\$ 26.2	100%	10.6	1 May-24	LAWD			
	Homehill	QLD	4,925 ha property	100%	\$ 20.8	100%	7.3	1 May-24	LAWD			
	Yarra	QLD	4,090 ha property	100%	\$ 34.8	0%	n/a	1 May-24	LAWD			
	Dyamberin	NSW	1,728 ha property	100%	\$ 23.2	100%	3.8	1 Sep-23	CBRE			
	Woodburn	NSW	1,063 ha property	100%	\$ 12.5	100%	4.0	1 Sep-23	CBRE			
	Cobungra	VIC	6,497 ha property	100%	\$ 52.9	100%	4.2	1 Feb-24	CBRE			
	WA properties	WA	6,196 ha properties	100%	\$ 35.1	100%	5.1	3 Jun-23	LAWD			
	JBS feedlots	NSW/QLD	150,000 hd feedlots	100%	\$ 65.2	100%	3.5	5 n/a	n/a			
	Coolibah Aggregation	QLD	724 ha property	100%	\$ 5.6	100%	17.2	1 May-24	LAWD	i		
	Thirsty Creek	QLD	503 ha property	100%	\$ 7.0	100%	17.2	1 Nov-24	CBRE	i		
	Kaiuroo	QLD	27,879 ha property	100%	\$ 78.9	0%	n/a	1 Aug-24	CBRE	i		
	Wyseby	QLD	14,071 ha property (RFF area)	57%	\$ 35.0	100%	1.5	1 Jun-23	LAWD			
Total					\$ 720.6	84%	4.2	23		6.5	9.8	7.4
Cropping	Lynora Downs	QLD	4,963 ha property	100%	\$ 50.4	50%	2.3	1 Jul-24	LAWD			
	Mayneland	QLD	2,942 ha property	50%	\$ 16.7	100%	9.5	1 Jun-23	CBRE			
	Baamba Plains	QLD	4,130 ha property	50%	\$ 23.2	100%	9.5	1 Jun-23	CBRE			
	Swan Ridge South	QLD	123 ha property	100%	\$ 2.0	0%	n/a	1 Sep-24	CBRE			
	Maryborough properties	QLD	2,059 ha properties	100%	\$ 33.9	0%	n/a	9 Oct-23	CBRE			
Total					\$ 126.2	52%	7.3	13		5.4	1.5	0.0

^{1.} For full details of asset valuation methodology please refer to Financial Statements. Property assets (inc. plant and equipment) excludes other receivables \$9.4m and cattle other assets \$0.6m. Value \$m\$ is adjusted property asset value as at 31 December 2024. Forecast capex includes rentable and non-rentable amounts.

Appendix – Property compendium¹ (continued)



Policy to conduct independent valuations at least every two years.

	Property	State	Description	Ownership %	Value \$m	Occupancy	WALE	No. of Last extenal properties valuation date	Valuer	Capex 1H25a	Forecast 2H25f	capex FY26f
Macadamias	Swan Ridge	QLD	130 ha orchard	100%	\$ 22.2	0%	n/a	1 Sep-24	CBRE	i		
	Moore Park	QLD	104 ha orchard	100%	\$ 16.8	0%	n/a	1 Sep-24	CBRE			
	Bonmac	QLD	27 ha orchard	100%	\$ 4.4	100%	12.0	1 Sep-24	CBRE			
	Cygnet	QLD	37 ha orchard	100%	\$ 4.4	100%	37.9	1 Nov-24	CBRE			
	Beerwah	QLD	340 ha orchard	100%	\$ 36.8	0%	n/a	1 Sep-24	CBRE	į		
	Bauple	QLD	135 ha orchard	100%	\$ 19.8	0%	n/a	1 Sep-24	CBRE	i		
	Maryborough properties	QLD	1,511 ha orchard	100%	\$ 141.6	100%	37.9	10 Nov-24	CBRE	į		
	Nursery Farm	QLD	41 ha orchard	100%	\$ 5.8	100%	21.4	1 Nov-24	CBRE	i		
	Riverton	QLD	422 ha orchard	100%	\$ 49.4	100%	37.9	1 Nov-24	CBRE	į		
	Rookwood Farms	QLD	1,002 ha orchard	100%	\$ 86.0	100%	37.9	1 Nov-24	CBRE			
	Rookwood Farms	QLD	For orchard development	100%	\$ 15.7	0%	n/a	0 Nov-24	CBRE	i		
Total					\$ 402.9	72%	37.0	19		27.6	48.4	30.8
Vineyards	Kleinig	SA	206 ha vineyard	100%	\$ 20.6	100%	14.5	1 Jun-24	JLL	- :		
	Geier	SA	244 ha vineyard	100%	\$ 24.1	100%	14.5	1 Jun-24	JLL	i		
	Hahn	SA	50 ha vineyard	100%	\$ 3.9	100%	1.5	1 Jun-24	JLL			
	Mundy & Murphy	SA	55 ha vineyard	100%	\$ 4.6	100%	9.5	2 Jun-24	JLL			
	Rosebank	VIC	83 ha vineyard	100%	\$ 3.7	100%	4.5	1 Jun-24	JLL			
Total					\$ 56.9	100%	12.7	6		1.5	1.2	0.0
Other	Ground water	NSW	8,338 ML	100%	\$ 34.9	100%	1.5	0 Dec-23	LAWD	i		
	River water (QLD)	QLD	600 ML	100%	\$ 0.4	0%	n/a	0 n/a	n/a			
	River water (QLD)	QLD	8,227 ML	100%	\$ 13.6	0%	n/a	0 n/a	n/a			
	River water (NSW)	NSW	8,754 ML	100%	\$ 76.6	100%	2.3	0 Jun-24	LAWD			
	Cattle finance leases	n/a	n/a	100%	\$ 20.8	100%	1.6	0 n/a	n/a			
	Plant & equipment - leased	n/a	n/a	100%	\$ 8.2	100%	9.7	0 n/a	n/a			
	Plant & equipment - developments	n/a	n/a	100%	\$ 19.4	n/a	n/a	0 n/a	n/a			
Total					\$ 173.8	91%	2.5	0		5.2	0.0	0.0
Total - portfol	lio				\$ 1,933.6	84%	13.0yrs	64		49.3	66.4	38.2

^{1.} For full details of asset valuation methodology please refer to Financial Statements. Property assets (inc. plant and equipment) excludes other receivables \$9.4m and cattle other assets \$0.6m. Value \$m is adjusted property asset value as at 31 December 2024. Forecast capex includes rentable and non-rentable amounts.

Rural Funds Group ASX:





Rural Funds Management Limited

ACN 077 492 838

AFSL 226701

Level 2, 2 King Street Deakin ACT 2600

T 02 6203 9700

E investorservices@ruralfunds.com.au

W www.ruralfunds.com.au

Follow us: In f

For further information:

James Powell:

E jpowell@ruralfunds.com.au

T +61 2 6203 9742



For more information on the RFM management team, visit the RFM website.

Beerwah orchard, central Queensland, September 2024.