

Growthpoint Properties Australia

# 1H24

half year results.

22 February 2024

space to thrive.



**GROWTH-POINT**  
PROPERTIES AUSTRALIA



# Agenda.

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**Timothy Collyer**  
Managing Director



**Michael Green**  
Chief Investment Officer



**Dion Andrews**  
Chief Financial Officer

### Acknowledgement of Country

Growthpoint Properties Australia acknowledges the Traditional Custodians of Country throughout Australia and recognise their continued connection to land, water, and community. We pay our respects to Elders past and present and extend that respect to First Nations people.

# 1H24 overview & strategy.



**Timothy Collyer**  
Managing Director



Woolworths DC, 599 Main North Road, Gepps Cross, SA



# Strategy execution in 1H24.

**Our goal** is to provide Securityholders with sustainable income returns and capital appreciation over the long term



## Invest in **high-quality Australian assets**

A long track record of high-quality, accretive acquisitions. Continue to maintain a disciplined approach to acquisitions and anticipate quality opportunities to be available during 2024



## Maximise **value**

Completed the sale of 1-3 Pope Court, Beverley, SA for \$35.0 million<sup>1</sup>, c.15% above the 30 June 2023 book value

Sale price represents an unlevered IRR of c.12% since being purchased in 2015 for c.\$21 million



## Maintain **high occupancy**

22,976 sqm of office leasing completed in 1H24, representing 6.1% of office portfolio income, increasing office occupancy to 93% (30 June 2023: 90%)

Portfolio occupancy increased to 95% from 93% (30 June 2023)



## FUM **Growth**

Actively bidding on countercyclical and income-focused assets

FUM declined to \$1.7 billion predominantly due to asset revaluations

Anticipate transaction markets to improve throughout 2024, increasing opportunities to grow FUM in the future



## Disciplined **capital management**

Well hedged at 77%

Entered into \$200 million of new interest rate hedges for a weighted average term to expiry of c.3.5 years

Moody's credit opinion reaffirmed long-term credit rating of Baa2, 'stable outlook'

1. Gross sale price

# 1H24 overview.

**Property  
portfolio value**  
**\$4.6b**

30 June 2023: \$4.8b, -4.2%

Office portfolio \$2.9b  
Industrial portfolio \$1.7b

**Portfolio occupancy**  
**95%**

30 June 2023: 93%

**WALE**  
**5.8 years**

30 June 2023: 6.0 years

**Loss after tax**  
**-\$120.4m**

1H23: loss after tax \$109.6m

**FFO**  
**12.1cps**

1H23: 15.3cps, -20.9%

**Distribution**  
**9.65cps**

1H23: 10.7cps, -9.8%

**NTA per security**  
**\$3.75**

30 June 2023: \$4.00, -6.3%

**Gearing**  
**38.4%**

Target 35-45%

**Hedging**  
**77.0%**

30 June 2023: 70.5%

**Weighted average  
cost of debt (WACD)**  
**4.7% p.a**

at 31 December 2023

**Third-party funds  
under management**  
**\$1.7b**

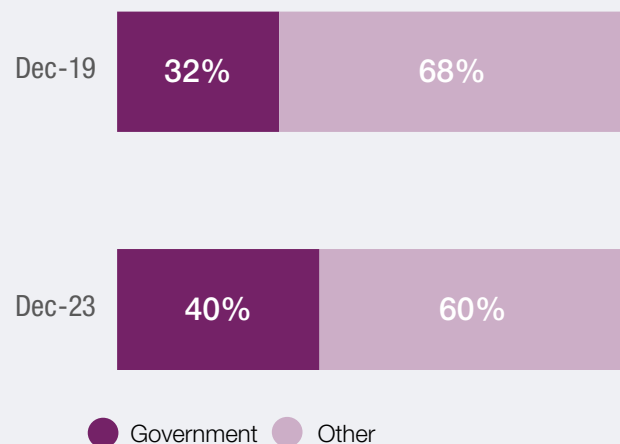
30 June 2023: \$1.8b

# Flight to quality evident in GOZ office markets.

**Growthpoint offices attract high-quality tenants, c.69% of all leases over the past three years are Government or listed companies**

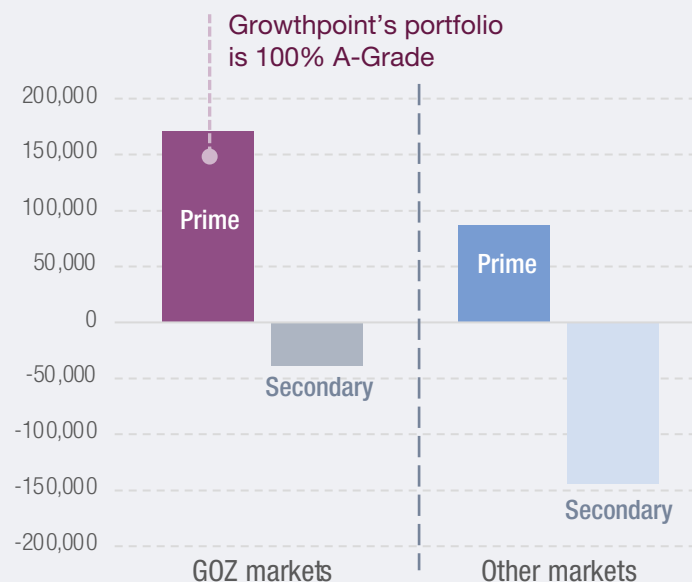
## High-calibre tenants attracted to GOZ A-Grade properties

Change in tenant mix (by portfolio income)



## Strong demand for prime assets in GOZ markets

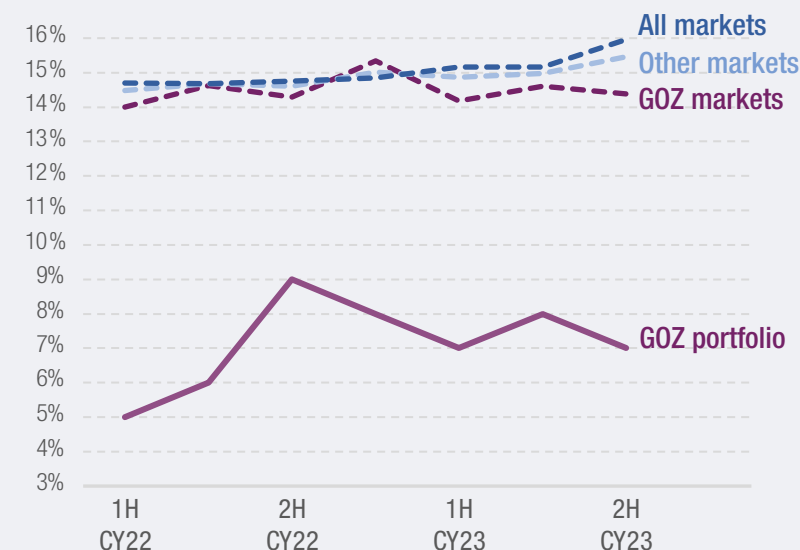
Net absorption by building Grade (CY23, sqm)



Source: JLL

## Vacancy in GOZ portfolio consistently lower than market

Office market vacancy



Source: JLL.

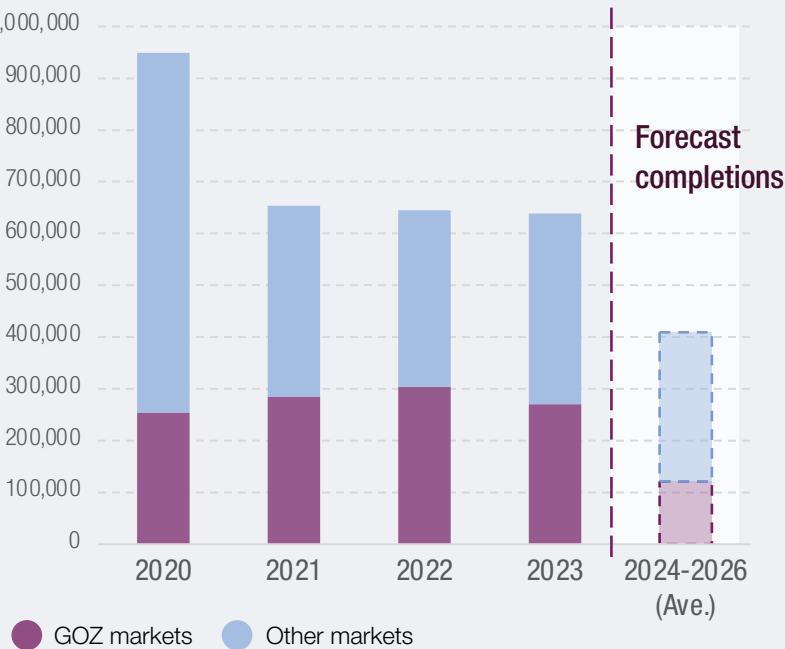
All markets comprises all markets covered by JLL (19 in total).

Other markets comprises all markets excluding GOZ markets.

# Office supply in GOZ markets is moderating.

## Supply (completions)

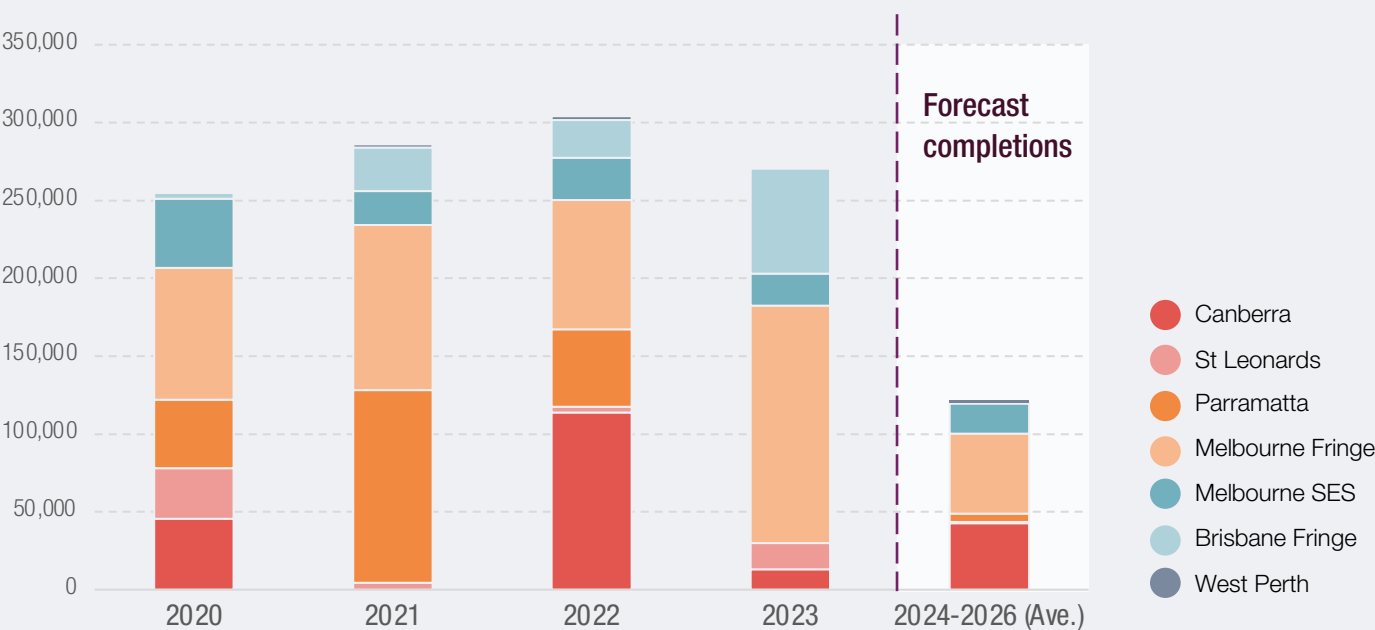
All markets (sqm)



Source: JLL

## Supply (completions)

GOZ markets (sqm)



Source: JLL

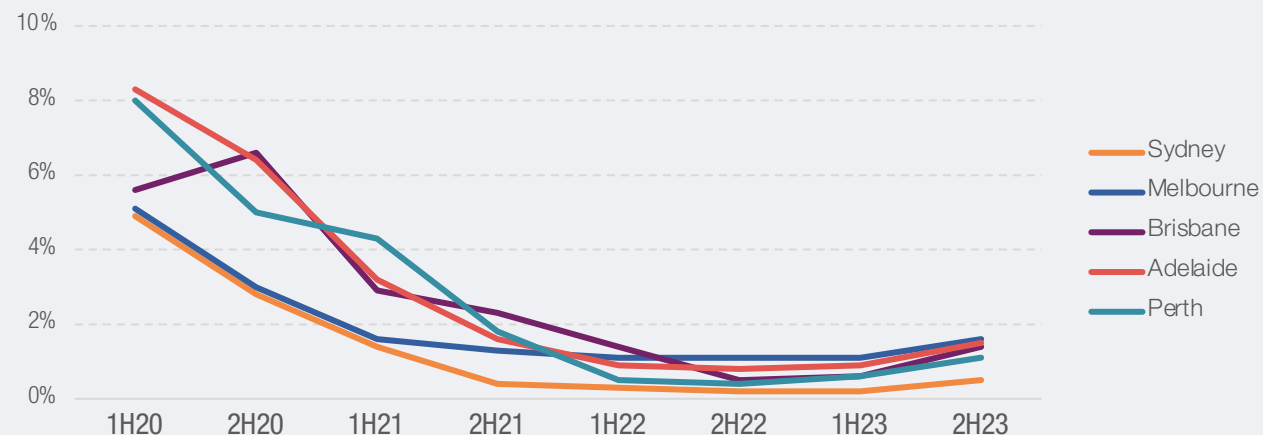


# Industrial portfolio, continued rent growth

- Supply remains limited, whilst demand is being supported by population growth
- The supply/demand mismatch and the ongoing challenges for businesses seeking modern, efficient warehouse space is still placing upward pressure on rents<sup>1</sup>
- Forecast 2023-25 population growth of 1.1 million (+4.4%), translating to an additional 5.2 million sqm of industrial space required<sup>2</sup>
- The national average vacancy rate continues to be one of the lowest globally at 1.1%<sup>3</sup>

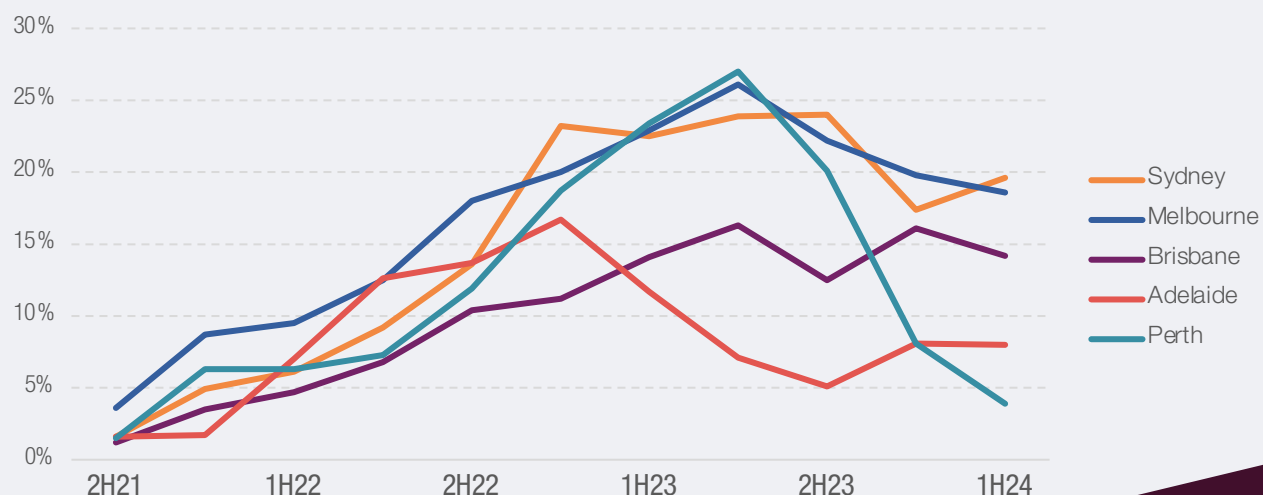
1. Source: JLL  
2. Source: CBRE  
3. Source: CBRE

## Average vacancy rate (%)



Source: CBRE Research

## Prime net rent growth (YOY% change)



Source: JLL



# Funds management.

- **Total FUM** \$1.7 billion as at 31 December 2023
- Actively bidding on countercyclical and income focussed assets and anticipate transaction markets to improve throughout 2024
- Completed the sale of **Taylor's House** c.\$87 million, achieving a levered IRR of c.11% over the 7-year fund term
- **Extended** the term of several funds representing around **25%** of total FUM
- **Targeting sustainable and accretive** growth in FUM through the cycle



Fund completion:  
Fortius Green Square Commercial Trust

Gross sale price:

**c.\$87m**

IRR (levered)

**c.11%**

over the 7-year  
fund term

**Taylor's House,**  
965 Bourke Street,  
Waterloo, NSW

Sold in October 2023  
following an extensive  
marketing campaign.  
Settled in January 2024



# Portfolio update.



**Michael Green**  
Chief Investment Officer



109 Burwood Road, Hawthorn, VIC



# Portfolio leasing.

**1H24 leasing**, 6.1% of office portfolio income (4.2% of total income),  
1.5% of total portfolio income leased post 31 December 2023<sup>1</sup>



## Office leasing

7.4 years

average lease term

3.6%

WARR<sup>2</sup>

22,976 sqm

of leasing completed

**Industrial portfolio  
remains fully occupied  
with no new leases  
signed in 1H24**

### National Heavy Vehicle Regulator



**Term: 10.6 years**

**NLA: 4,328 sqm**

**100 Skyring Terrace,  
Newstead, QLD**

Bank of Queensland surrendered  
two floors, space re-leased to the  
National Heavy Vehicle Regulator  
(Commonwealth Government)

### SA Government



**Term: 10 years**

**NLA: 4,771 sqm**

**33-39 Richmond Road,  
Keswick, SA**

Signed a new 10-year lease  
(commencing July 2024) with a  
Government tenant to occupy the  
space surrendered by the previous  
tenant



**Term: 5.0 years**

**NLA: 4,427 sqm**

**15 Green Square Close,  
Fortitude Valley, QLD**

Occupancy in this building has  
increased from 56% to 81%

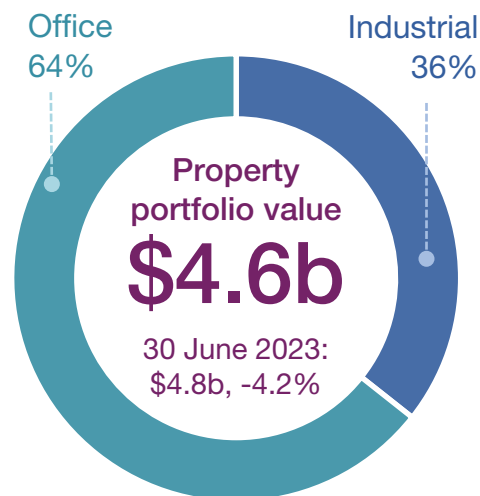
1. Including Heads of Agreement

2. Weighted average rent review. Assumes CPI change of 4.1% per annum as per December 2023 ABS release

# Portfolio snapshot.



**14.5 year** weighted average portfolio age<sup>1</sup>  
**5.2 stars** portfolio NABERS Energy rating



Total assets  
**57**  
30 June 2023: 58

Portfolio occupancy  
**95%**  
30 June 2023: 93%

WALE  
**5.8yrs**  
30 June 2023: 6.0yrs

WACR  
**5.9%**  
30 June 2023: 5.6%

Growthpoint maintains a **c.15.5% security holding in Dexus Industria REIT** (ASX: DXI) valued at c.\$141m<sup>2</sup>, representing an FY24 forecast distribution yield of 5.7%<sup>2</sup>

## Top tenants



1. Calculated from year completed or last major refurbishment

2. Based on closing price of \$2.87 on 21 February 2024 and FY24 distribution guidance of 16.4 cps

# Portfolio key metrics.



## Office portfolio

Portfolio  
occupancy

**93%**

30 June 2023: 90%

Office  
portfolio value

**\$2.96b**

30 June 2023: \$3.12b

WALE

**6.2yrs**

30 June 2023: 6.3yrs

WACR

**6.0%**

30 June 2023: 5.7%

### Office property valuation change, by value<sup>1</sup>

30 June 2023 to 31 December 2023

3% stable



97% decreased

1 property

26 properties

Like-for-like  
decrease  
of \$167.4m,  
**-5.4%**



## Industrial portfolio

Portfolio  
occupancy

**100%**

30 June 2023: 100%

Industrial  
portfolio value

**\$1.66b**

30 June 2023: \$1.70b

WALE

**4.9yrs**

30 June 2023: 5.4yrs

WACR

**5.7%**

30 June 2023: 5.4%

### Industrial property valuation change, by value<sup>1</sup>

30 June 2023 to 31 December 2023

31% increased

6 properties

34% stable

10 properties

35% decreased

14 properties

Like-for-like  
decrease  
of \$14.7m or  
**-0.9%**

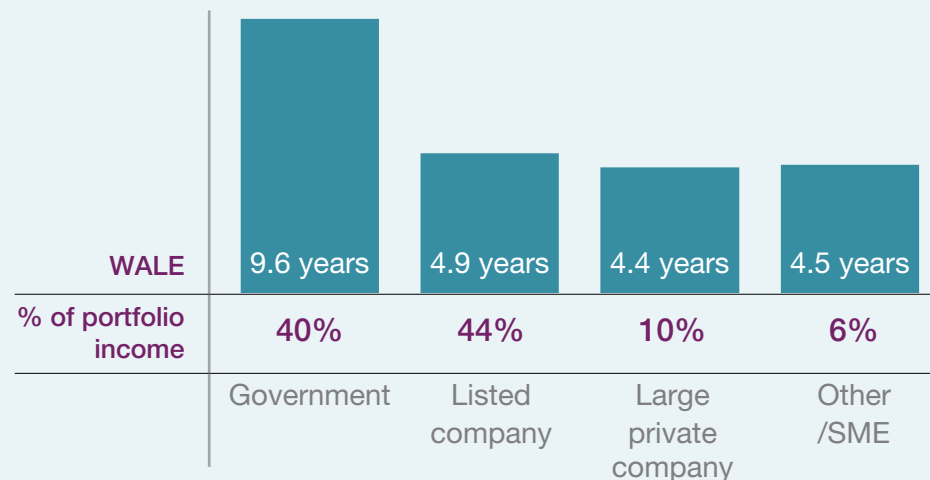
1. Increased: more than 1%, Stable: between -1% and 1%, Decreased: reduced more than 1%

# High-quality tenants.

- **Secure, defensive income** streams from high-quality tenants with long WALE
- **Portfolio tenancy well diversified** across a range of industries
- **94%** of portfolio leased to **Government, listed or large companies**
- **Government tenants** account for around **40% of office income** and have a WALE of 9.6 years
- **Major Australian corporates** Woolworths and Linfox account for around **50% of industrial income** with a combined **WALE of 5.2 years**

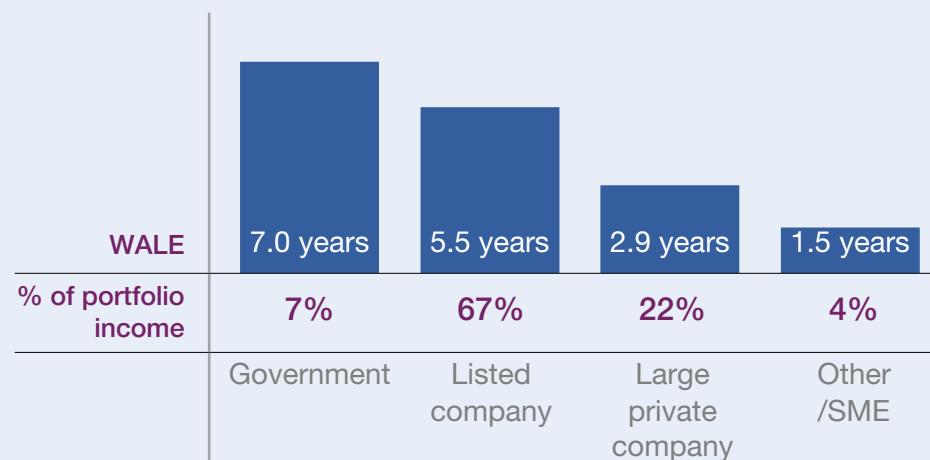
## Office portfolio tenants

as at 31 December 2023



## Industrial portfolio tenants

as at 31 December 2023



Woolworths DC, 599 Main North Road, Gepps Cross, SA



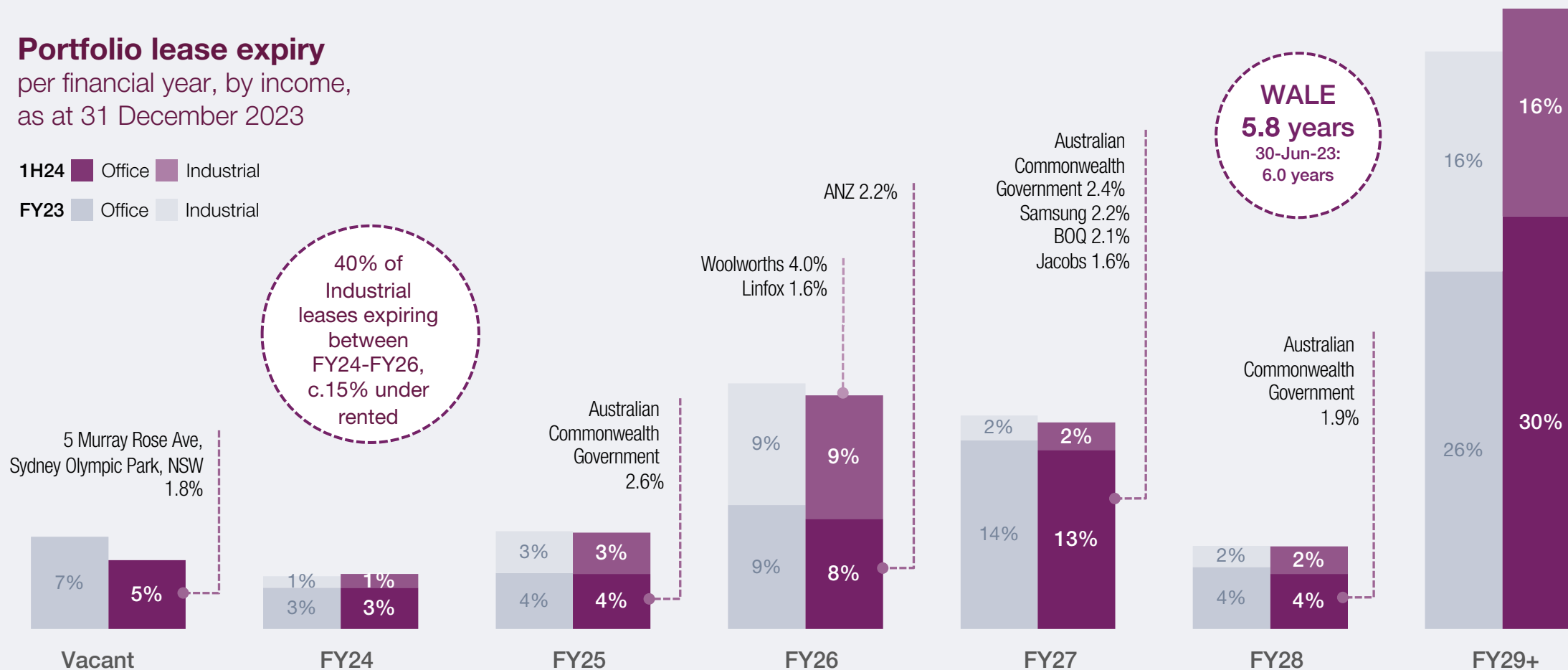
# Long WALE.

## Portfolio lease expiry

per financial year, by income,  
as at 31 December 2023

1H24 ■ Office ■ Industrial

FY23 ■ Office ■ Industrial

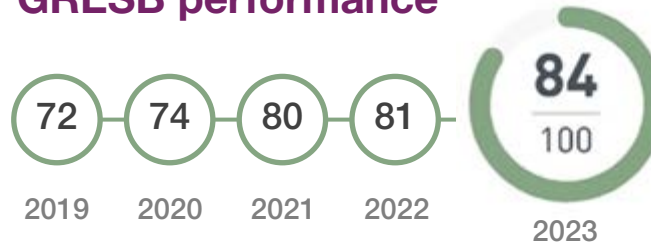


Figures may not sum to 100%

# Continued strong performance on **sustainability**.

- **Solar photovoltaic (PV) systems have been completed at six assets**, with another two to reach completion in the second half of FY24 (combined capacity: 683 kW)
- **20% of our office assets have fully electric base building services** and we are evaluating options for the remainder of the office portfolio
- **On target to achieve net zero by 1 July 2025**<sup>2</sup>

## Continuing improvement in GRESB performance



Member of  
**Dow Jones Sustainability Indices**

Powered by the S&P Global CSA

## Maintained high portfolio average NABERS ratings

**NABERS Energy rating**  
**5.2 stars**

30 June 2023: 5.2 stars

**NABERS Water rating**  
**5.1 stars**

30 June 2023: 5.1 stars

**NABERS Indoor Environment rating**  
**4.6 stars**

30 June 2023: 4.5 stars

Rooftop solar PV System at  
52 Merivale Street, South Brisbane, QLD

1. Overall Regional Sector Leader - Diversified – Office/Industrial  
2. Balance sheet and operationally controlled office assets and corporate activities



# Financial results.



**Dion Andrews**  
Chief Financial Officer



3 Maker Place, Truganina, VIC



# 1H24 financial results.

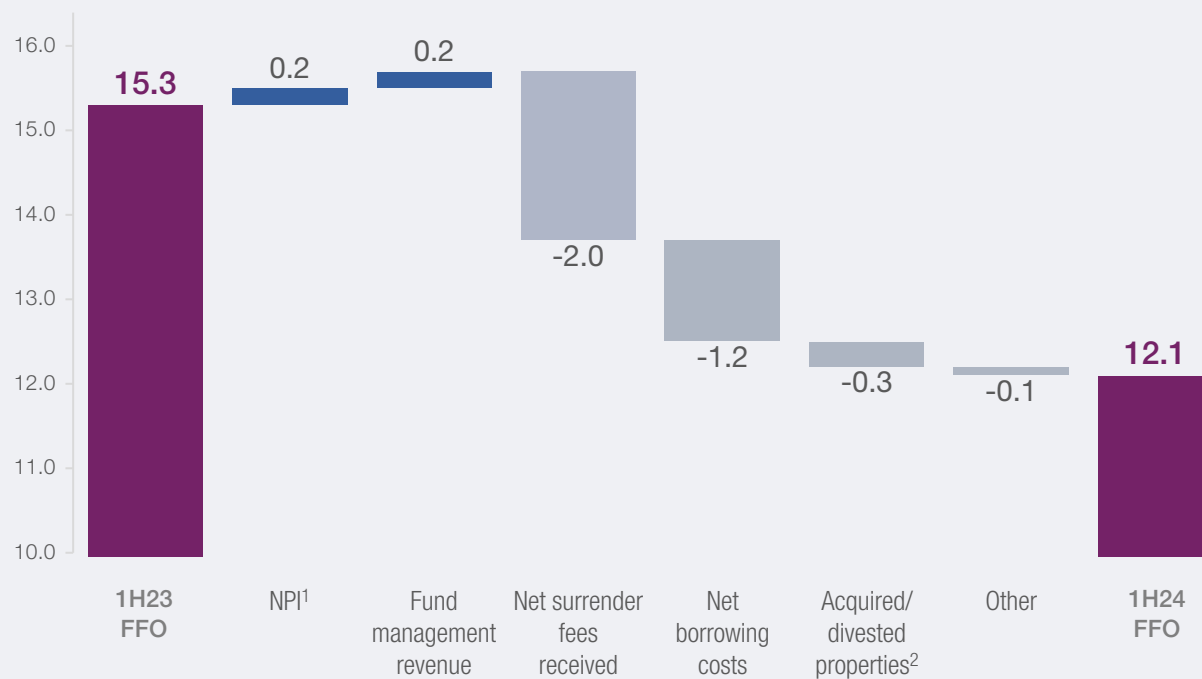
- **NPI** – decrease driven by divestments of 333 Ann Street, Brisbane, QLD and 1-3 Pope Court, Beverley, SA, and lower lease surrender fees received in 1H24 relative to 1H23
- Excluding the net change in lease surrender fees of c.\$15 million, **like-for-like NPI**, down 0.1%
- **Funds management revenue** – increased due to full half year of revenue following acquisition of funds management business in September 2022
- **Net finance costs** – driven by higher weighted average cost of debt at 31 December 2023 of 4.7% vs 4.3% at 31 December 2022
- **Operating and trust expenses** – up due to full half year of funds management related expenses and inflationary pressures
- Reduction in **weighted average number of securities** due to the securities buy-back in FY23
- **Distribution payout ratio** within target range 75%-85%

| Components of FFO                                           |            | 1H24         | 1H23         | % change       |
|-------------------------------------------------------------|------------|--------------|--------------|----------------|
| NPI (includes investment distributions)                     | \$m        | 125.9        | 144.0        | (12.6%)        |
| Add back amortisation of incentives                         | \$m        | 19.5         | 20.0         | (2.5%)         |
| <b>NPI excluding amortisation of incentives</b>             | <b>\$m</b> | <b>145.4</b> | <b>164.0</b> | <b>(11.3%)</b> |
| Funds management revenue                                    | \$m        | 4.1          | 2.8          | 46.4%          |
| Net finance costs                                           | \$m        | (43.0)       | (36.2)       | 18.8%          |
| Operating and trust expenses (less depreciation)            | \$m        | (16.5)       | (13.4)       | 23.9%          |
| Income tax benefit (excluding deferred tax expense/benefit) | \$m        | 1.1          | 0.3          | 300.0%         |
| <b>FFO<sup>1</sup></b>                                      | <b>\$m</b> | <b>91.1</b>  | <b>117.5</b> | <b>(22.5%)</b> |
| Weighted average securities                                 | m          | 753.8        | 768.1        | (1.9%)         |
| FFO per security                                            | cents      | 12.1         | 15.3         | (20.9%)        |
| Distribution per security                                   | cents      | 9.65         | 10.70        | (9.8%)         |
| Distribution payout ratio <sup>2</sup>                      | %          | <b>79.8%</b> | <b>69.8%</b> | <b>10.0%</b>   |

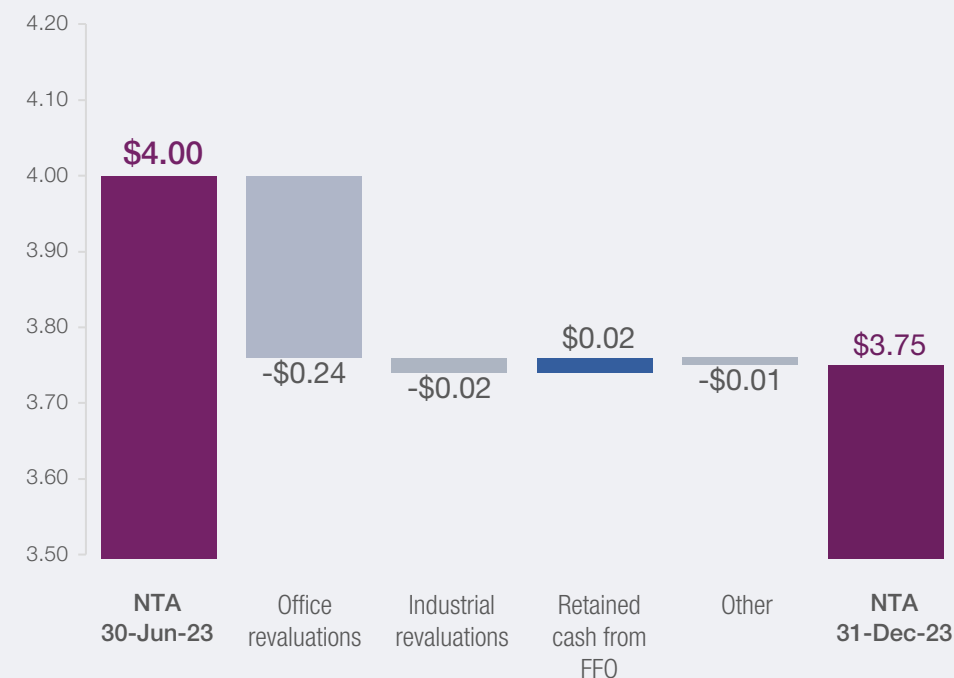
1. Reconciliation of FFO to profit after tax is provided in the supplementary slides
2. Distributions (\$ million) divided by FFO (\$ million)

# Financial performance.

## FFO per security movement



## NTA per security movement



1. Excluding acquisitions and divestments

2. Includes divestment of 1-3 Pope Court, Beverley, SA and 333 Ann Street, Brisbane, QLD, offset by the acquisition of GSO Building, Dandenong, VIC

# Gearing within target range.

- Gearing supported by secure income profile underpinned by a long WALE of 5.8 years and 100% of properties income producing
- Ample headroom to debt covenants which provides flexibility
- No development pipeline to fund, reducing external funding requirements
- Moody's credit opinion reaffirmed long-term credit rating of Baa2, 'stable outlook'

## Key debt covenants

at 31 Dec 2023

LVR<sup>2</sup> < 60%

**40.5%**

To breach this covenant, GOZ cap rate would need to rise by 278 bps<sup>3</sup>

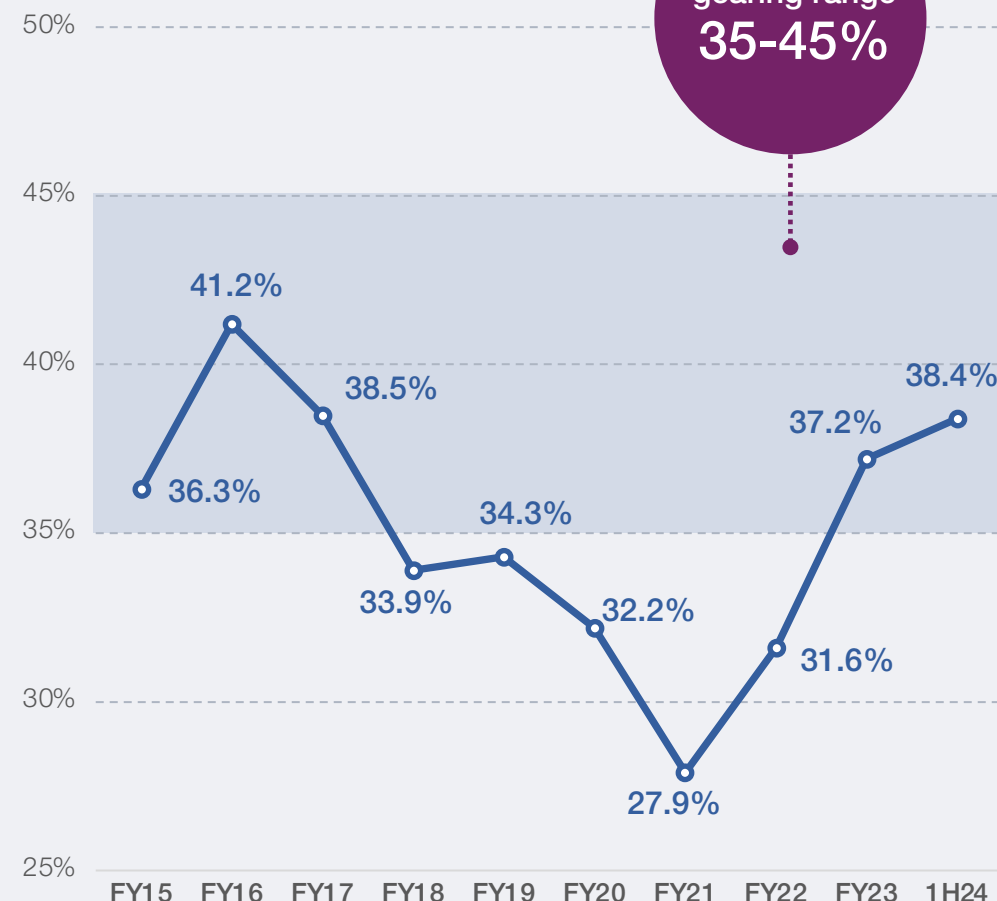
ICR > 1.6X

**2.9x**

To breach this covenant, NPI would need to fall by 44.2%<sup>3</sup>

## Gearing<sup>1</sup>

as at 31 December 2023



1. Interest bearing liabilities less cash divided by total assets less ground leasehold assets, intangible assets and cash.  
 2. Interest-bearing liabilities (not adjusted for fair value) divided by secured property investment assets  
 3. As at 31 December 2023. For illustrative purposes only. Assumes no change to other inputs that could impact the calculation of this metric

# Capital management.

## Metrics

at 31 December 2023

WACD

**4.7%**<sub>p.a</sub>

With WADM of 3.2 years

Fixed debt

**77%**

WACD - fixed

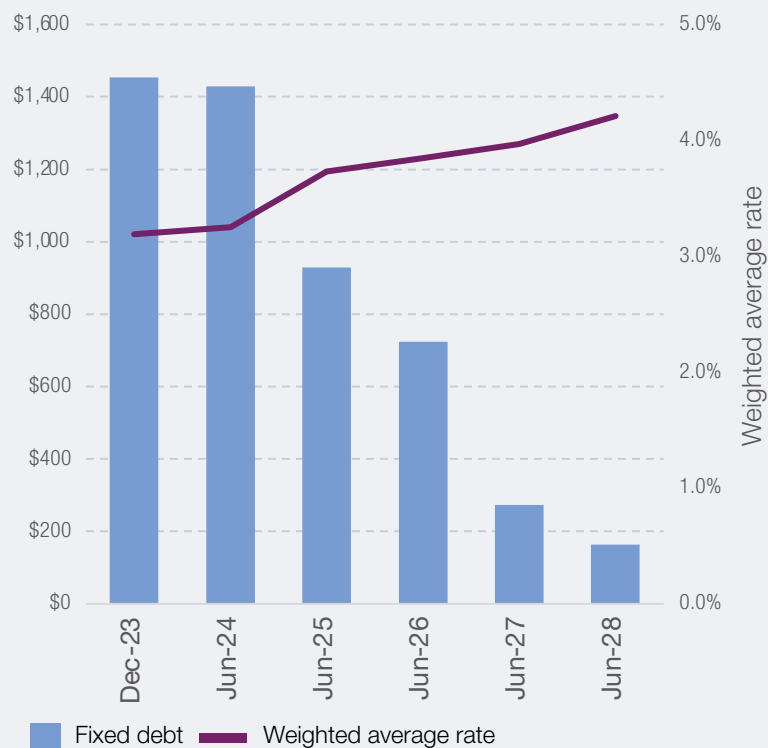
**3.2%**<sub>p.a</sub>

With WADM-fixed  
of 2.7 years

Sustainability  
Linked Loans

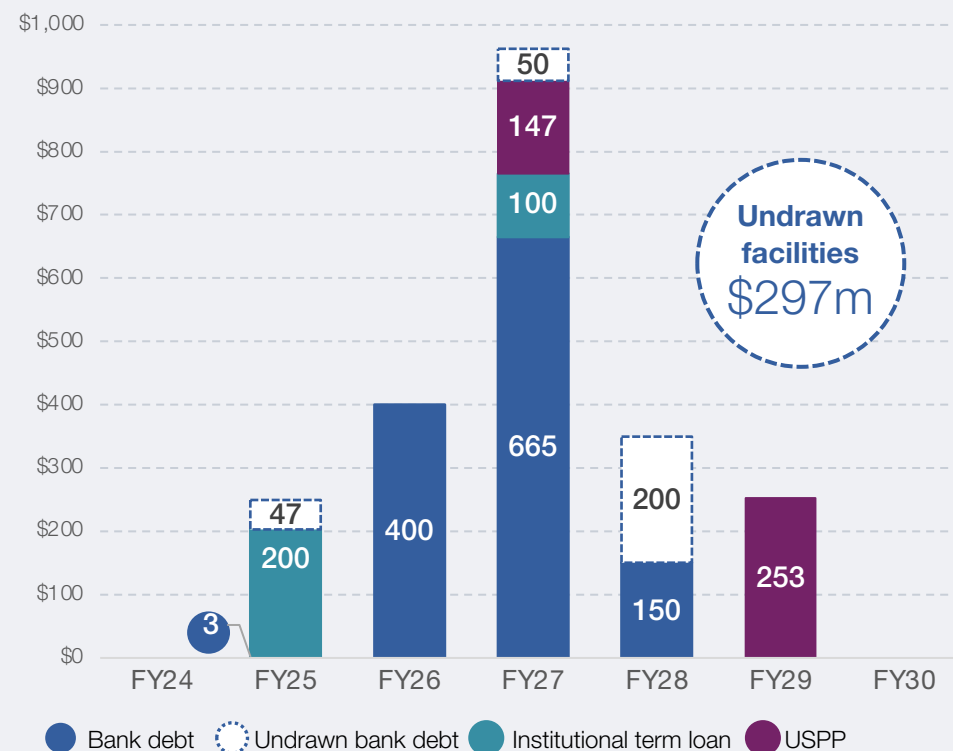
**\$520m**

## Hedge maturity profile



## Group debt maturity profile

at 31 December 2023 (\$ million)



# Outlook.



**Timothy Collyer**  
Managing Director

836 Wellington Street, West Perth, WA



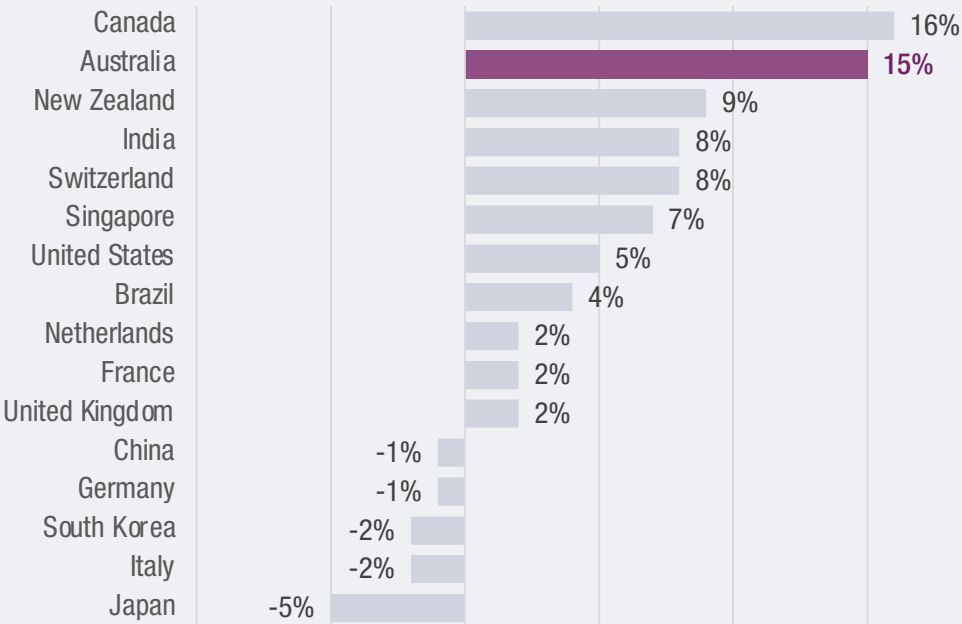
# Current market expectations.

Inflation continues to moderate, reducing pressure on interest rates



Source: ABS, RBA, ASX.  
1. ASX 30-Day interbank cash rate futures, 20 February 2024  
2. Average of ANZ, WBC, CBA and NAB forecasts, February 2024  
3. RBA Statement on Monetary Policy, February 2024

Australia retains one of the highest forecast rates of population growth globally 2023-2033



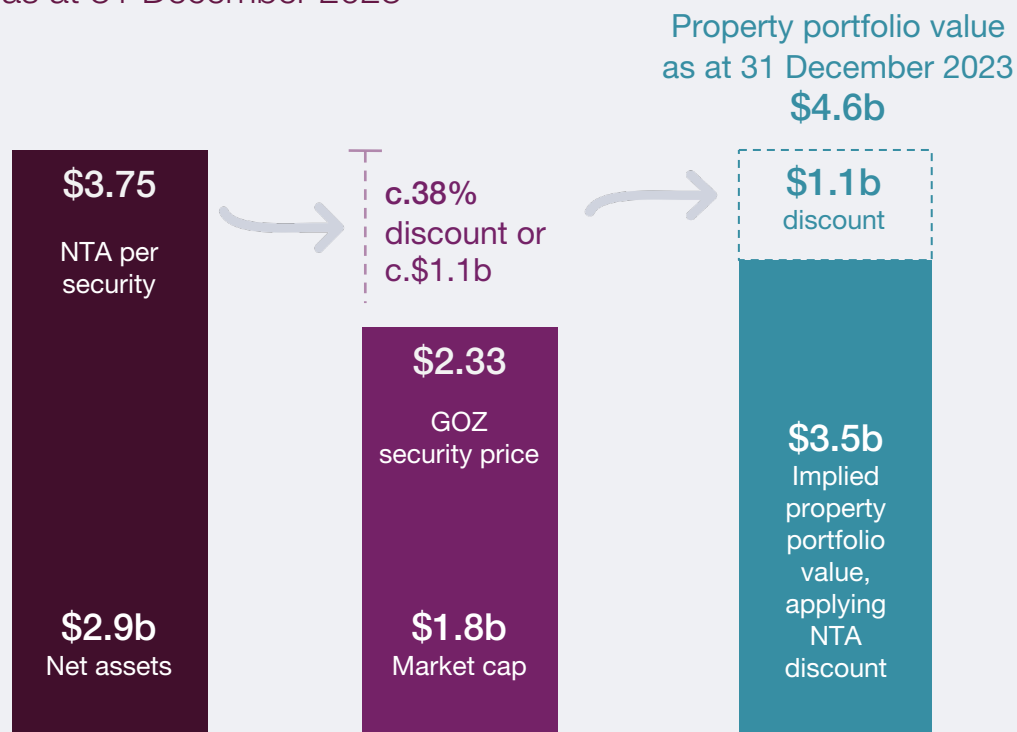
Source: CBRE 2024 Market Outlook



# Security price discount to NTA.

## GOZ security price relative to NTA<sup>1</sup>

as at 31 December 2023



For GOZ NTA to fall by 38% as implied by the 31 December 2023 security price discount to NTA (all else being equal), **the weighted average capitalisation rate of the Group's property portfolio would need to expand by c.180 bps** from 5.9% (as at 31 December 2023) to 7.7%

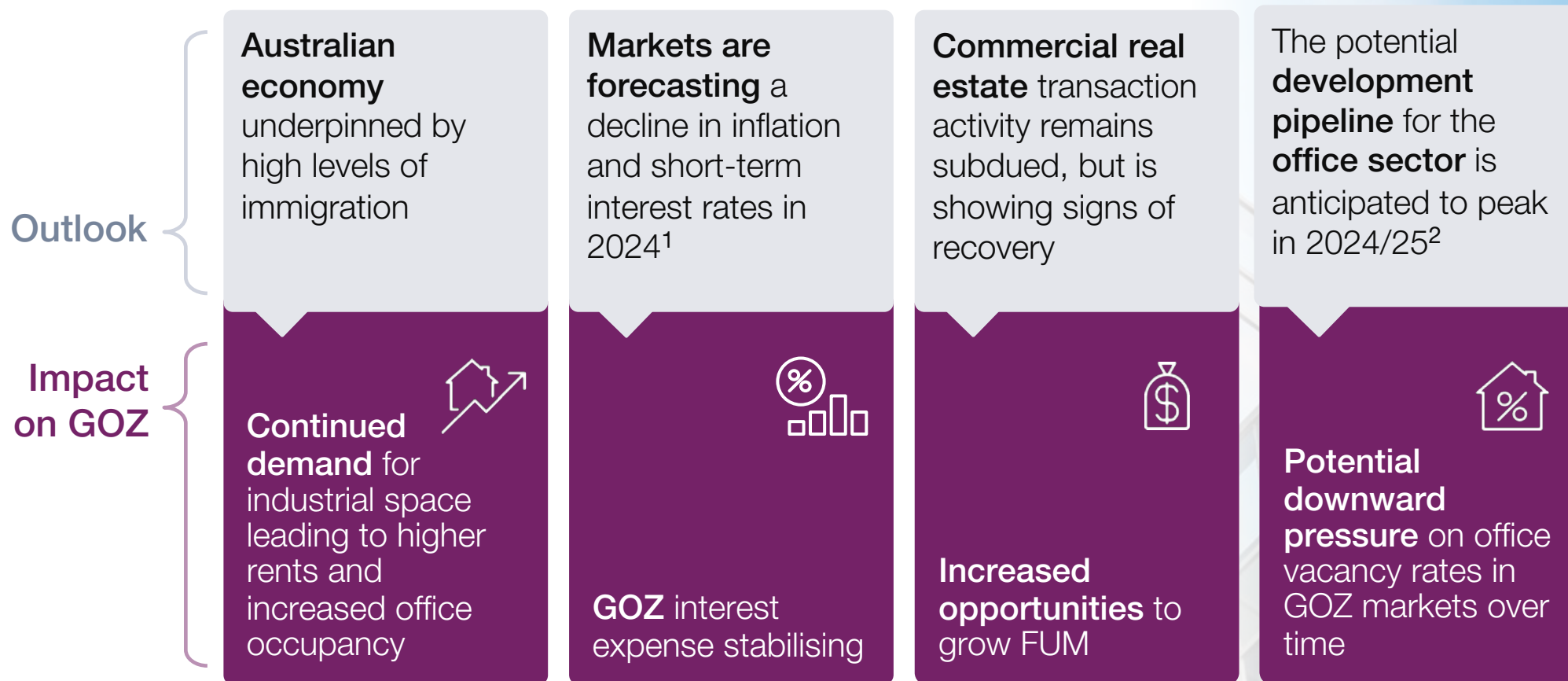
This would imply a further 23% reduction in portfolio values and thus a total **reduction in GOZ portfolio value of c.31%** from 30 June 2022

### Portfolio weighted average cap rate movement

|              | Cap rate | Movement    |
|--------------|----------|-------------|
| 30-Jun-22    | 5.0%     |             |
| 31-Dec-22    | 5.2%     | 0.2%        |
| 30-Jun-23    | 5.6%     | 0.4%        |
| 31-Dec-23    | 5.9%     | 0.3%        |
| <b>Total</b> |          | <b>0.9%</b> |

1. NTA includes other assets, example is approximate only

# Market outlook.



1. RBA Statement on Monetary Policy 6 February 2024. ASX 30-Day interbank cash rate futures, 20 February 2024. NAB, Westpac, ANZ, and CBA average 10-year Australian Government bond forecasts, February 2024
2. ANZ Research 'Australian Property Insights', 11 January 2024

# FY24 guidance.

**Strong leasing performance and a positive start to CY2024, reaffirming guidance**

## FY24 FFO guidance

**22.5 – 23.1 cps**

A key assumption to guidance is in respect of interest rates, with the Group assuming an average FY24 floating rate of 4.35%

## FY24 distribution guidance

**19.3 cps**

Forecast  
distribution  
yield<sup>1</sup>  
**8.5%**

1. FY24 distribution guidance divided by the closing ASX price on 21 February 2024 of \$2.27

Thank you  
for joining us.



# Questions.

104 Melbourne Street, South Brisbane, QLD



# Supplementary information.

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## Financial information

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## Property portfolio

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## Key market metrics

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## Additional information

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75 Dorcas Street, South Melbourne, VIC

# Financial information.



# Summary financials.

|                                        |       | 1H24           | 1H23    | Change | % Change |
|----------------------------------------|-------|----------------|---------|--------|----------|
| NPI <sup>1</sup>                       | \$m   | <b>125.9</b>   | 144.0   | (18.1) | (12.6)   |
| Like-for-like NPI                      | \$m   | <b>120.8</b>   | 136.4   | (15.6) | (11.4)   |
| Fund management revenue                | \$m   | <b>4.1</b>     | 2.8     | 1.3    | 46.4     |
| Statutory accounting loss              | \$m   | <b>(120.4)</b> | (109.6) | (10.8) | (9.9)    |
| Statutory accounting loss per security | ¢     | <b>(16.0)</b>  | (14.3)  | (1.7)  | (11.9)   |
| FFO                                    | \$m   | <b>91.1</b>    | 117.5   | (26.4) | (22.5)   |
| Distributions                          | \$m   | <b>72.7</b>    | 82.0    | (9.3)  | (11.3)   |
| Payout ratio                           | %     | <b>79.8</b>    | 69.8    |        | 10.0     |
| FFO per security                       | ¢     | <b>12.1</b>    | 15.3    | (3.2)  | (20.9)   |
| Distributions per security             | ¢     | <b>9.65</b>    | 10.70   | (1.05) | (9.8)    |
| ICR                                    | times | <b>2.9</b>     | 4.4     |        |          |

|                          |    | As at<br>31 Dec 2023 | As at<br>30 Jun 2023 | Change | % Change |
|--------------------------|----|----------------------|----------------------|--------|----------|
| NTA per stapled security | \$ | <b>3.75</b>          | 4.00                 | (0.25) | (6.3)    |
| Gearing                  | %  | <b>38.4</b>          | 37.2                 |        | 1.2      |

|                                   |            | 1H24         | 1H23         | Change        | % Change      |
|-----------------------------------|------------|--------------|--------------|---------------|---------------|
| Office NPI                        | \$m        | <b>82.8</b>  | 101.5        | (18.7)        | (18.4)        |
| Industrial NPI                    | \$m        | <b>39.1</b>  | 38.3         | 0.8           | 2.1           |
| Distributions from securities     | \$m        | <b>4.0</b>   | 4.2          | (0.2)         | (4.8)         |
| <b>Total NPI</b>                  | <b>\$m</b> | <b>125.9</b> | <b>144.0</b> | <b>(18.1)</b> | <b>(12.6)</b> |
| LFL office                        | \$m        | <b>78.2</b>  | 94.9         | (16.7)        | (17.6)        |
| LFL industrial                    | \$m        | <b>38.6</b>  | 37.5         | 1.1           | 2.9           |
| LFL distributions from securities | \$m        | <b>4.0</b>   | 4.0          | –             | –             |
| <b>Total LFL</b>                  | <b>\$m</b> | <b>120.8</b> | <b>136.4</b> | <b>(15.6)</b> | <b>(11.4)</b> |

Excluding one-off significant surrender fees and bank guarantees drawn in 1H23 relative to 1H24, office like-for-like NPI reduction was (1.6%).

1. Net property income plus distributions from equity related investments



# Reconciliation from statutory profit to FFO.

|                                                                                  | 1H24           | 1H23           | Change        | Change        |
|----------------------------------------------------------------------------------|----------------|----------------|---------------|---------------|
|                                                                                  | \$m            | \$m            | \$m           | %             |
| <b>Loss after tax</b>                                                            | <b>(120.4)</b> | <b>(109.6)</b> | <b>(10.8)</b> | <b>9.9</b>    |
| <b>Adjustment for non-FFO items:</b>                                             |                |                |               |               |
| - Straight line adjustment to property revenue                                   | (5.4)          | (5.4)          | –             |               |
| - Net loss in fair value of investment properties                                | 198.0          | 206.4          | (8.4)         |               |
| - Net gain in fair value of investment in securities                             | (9.5)          | (10.0)         | 0.5           |               |
| - Net loss in fair value of derivatives                                          | 24.6           | 11.9           | 12.7          |               |
| - Net (gain) / loss on exchange rate translation of interest-bearing liabilities | (11.0)         | 3.7            | (14.7)        |               |
| - Amortisation of incentives and leasing costs                                   | 19.5           | 20.0           | (0.5)         |               |
| - Amortisation of intangible assets                                              | 0.6            | 0.4            | 0.2           |               |
| - Deferred tax benefit                                                           | (2.8)          | (4.3)          | 1.5           |               |
| - Other                                                                          | (2.5)          | 4.4            | (6.9)         |               |
| <b>FFO</b>                                                                       | <b>91.1</b>    | <b>117.5</b>   | <b>(26.4)</b> | <b>(22.5)</b> |

# Financial position.

|                           | 31 December 2023 | 30 June 2023   |
|---------------------------|------------------|----------------|
|                           | \$m              | \$m            |
| <b>Assets</b>             |                  |                |
| Cash and cash equivalents | 62.3             | 49.4           |
| Investment properties     | 4,703.7          | 4,917.2        |
| Investment in securities  | 138.8            | 129.5          |
| Intangible assets         | 35.3             | 38.2           |
| Other assets              | 61.8             | 76.4           |
| <b>Total assets</b>       | <b>5,001.9</b>   | <b>5,210.8</b> |
| <b>Liabilities</b>        |                  |                |
| Borrowings                | 1,911.4          | 1,918.7        |
| Distributions payable     | 72.7             | 80.6           |
| Lease liabilities         | 107.6            | 107.0          |
| Other liabilities         | 48.0             | 50.2           |
| <b>Total liabilities</b>  | <b>2,139.7</b>   | <b>2,156.5</b> |
| <b>Net assets</b>         | <b>2,862.2</b>   | <b>3,054.3</b> |
| Securities on issue       | m                | 753.9          |
| NTA per security          | \$               | 3.75           |
| Balance sheet gearing     | %                | 38.4           |

# Additional financial information.

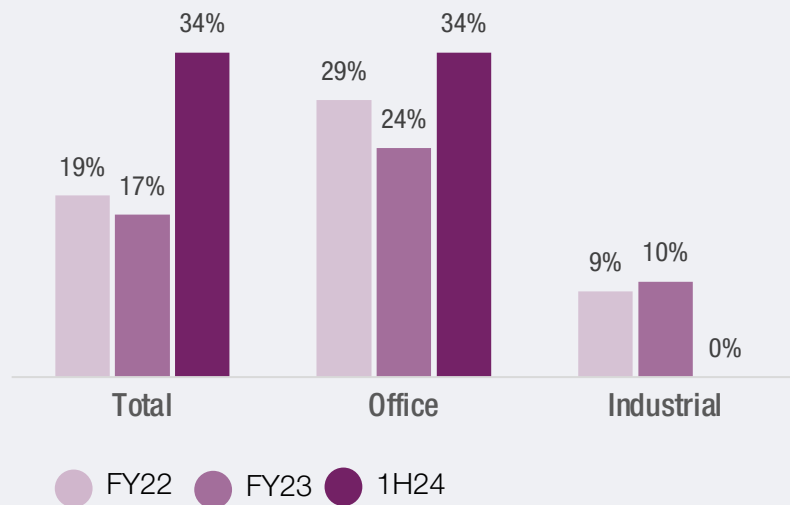
## Reconciliation of operating cashflow to FFO

|                                                              | 1H24        | 1H23         | Change        |
|--------------------------------------------------------------|-------------|--------------|---------------|
|                                                              | \$m         | \$m          |               |
| <b>Operating cashflow</b>                                    | <b>74.5</b> | <b>97.7</b>  | <b>(23.2)</b> |
| Lease incentives and leasing costs                           | 15.5        | 13.7         | 1.8           |
| Net (prepaid)/accrued operating activities                   | 1.2         | 3.7          | (2.5)         |
| COVID deferrals                                              | –           | 0.5          | (0.5)         |
| Provision for income tax                                     | 1.4         | 1.7          | (0.3)         |
| Lease liability repayments classified as financing cashflows | (0.8)       | (0.5)        | (0.3)         |
| Unamortised upfront costs                                    | (0.7)       | 0.7          | (1.4)         |
| <b>FFO</b>                                                   | <b>91.1</b> | <b>117.5</b> | <b>(26.4)</b> |
| <b>Distributions provided for</b>                            | <b>72.7</b> | <b>82.0</b>  | <b>(9.3)</b>  |

# Lease incentives.

Lease incentives include fit out, rent free, rental abatement and cash payments. The table on the right shows the financial impact of incentives on Growthpoint's financial statements<sup>1</sup>

## Weighted average incentives for new leases



| Consolidated Statement of Profit and Loss                            | 1H24         | 1H23         |
|----------------------------------------------------------------------|--------------|--------------|
|                                                                      | \$m          | \$m          |
| Property revenue (excluding incentives)                              | 175.6        | 194.2        |
| Amortisation of tenant incentives                                    | (19.5)       | (20.0)       |
| <b>Property revenue</b>                                              | <b>156.1</b> | <b>174.2</b> |
| Net changes in value of investment properties (excluding incentives) | (194.0)      | (200.2)      |
| Net value of tenant incentive changes during the period              | (4.0)        | (6.2)        |
| Net changes in value of investment properties                        | (198.0)      | (206.4)      |

| Consolidated Cash Flow Statement                                | 1H24        | 1H23        |
|-----------------------------------------------------------------|-------------|-------------|
|                                                                 | \$m         | \$m         |
| Cash generated from operating activities (excluding incentives) | 78.3        | 99.4        |
| Incentives paid <sup>2</sup>                                    | (3.8)       | (1.7)       |
| <b>Cash generated from operating activities</b>                 | <b>74.5</b> | <b>97.7</b> |

| Consolidated Statement of Financial Position                                                       | 1H24 | 1H23 |
|----------------------------------------------------------------------------------------------------|------|------|
|                                                                                                    | \$m  | \$m  |
| Unamortised lease incentives, recognised within investment property as a reconciling item          | 62.7 | 70.3 |
| Unamortised leasing costs recognised within investment property as a reconciling item <sup>3</sup> | 5.5  | 5.5  |

1. The financial impact includes all relevant historical impacts but not necessarily all future ones. For example, a cash payment would be captured here regardless of when a lease commences but rent free for a future period would not be captured until the relevant period
2. Includes cash incentives and fit out incentives only. Other non-cash tenant incentives provided in 1H24 were rent abatement of \$7.5 million and rent-free incentives of \$3.5 million. These two amounts form part of the unamortised lease incentives balance in the Consolidated Statement of Financial Position. Leasing costs of \$0.7 million were also paid in 1H24
3. Includes establishment costs such as legal costs and agent fees

# Capital expenses.

## Capital expenditure

|                                                         |     | CY23    | CY22    |
|---------------------------------------------------------|-----|---------|---------|
| Portfolio maintenance capex                             | \$m | 28.5    | 19.2    |
| Average property asset value                            | \$m | 4,971.6 | 5,282.3 |
| Capital expenditure to average property portfolio value | %   | 0.57    | 0.36    |

Expected to  
average  
**0.3%-0.6%**  
over medium-term  
based on current  
portfolio

# Capital management.

|                                    | 31-Dec-23                   |                     | 30-Jun-23                   |                     |
|------------------------------------|-----------------------------|---------------------|-----------------------------|---------------------|
|                                    | Carrying<br>amount<br>(\$m) | Fair value<br>(\$m) | Carrying<br>amount<br>(\$m) | Fair value<br>(\$m) |
| <b>Non-current liabilities</b>     |                             |                     |                             |                     |
| Bank loans                         | 1,218.0                     | 1,184.6             | 1,215.0                     | 1,171.6             |
| US Private Placement Notes         | 400.3                       | 383.9               | 411.3                       | 380.3               |
| Loan notes                         | 300.0                       | 291.9               | 300.0                       | 286.8               |
| Total loans                        | 1,918.3                     | 1,860.4             | 1,926.3                     | 1,838.7             |
| Less: amortised upfront costs      | (6.9)                       | –                   | (7.6)                       | –                   |
| Total interest bearing liabilities | 1,911.4                     | 1,860.4             | 1,918.7                     | 1,838.7             |
| <b>Undrawn facilities</b>          | 297.0                       |                     | 300.0                       |                     |



|                                           | FY24 | FY25 | FY26 | FY27  | FY28 | FY29  | Total |
|-------------------------------------------|------|------|------|-------|------|-------|-------|
| <b>Cross currency interest rate swaps</b> |      |      |      |       |      |       |       |
| Notional                                  | –    | –    | –    | 130.3 | –    | 52.1  | 182.5 |
| Average fixed interest rate (%)           | –    | –    | –    | 5.28  | –    | 5.45  | 5.33  |
| <b>Cross currency swap</b>                |      |      |      |       |      |       |       |
| Notional                                  | –    | –    | –    | –     | –    | 161.0 | 161.0 |
| 3 months BBSW+ (%)                        | –    | –    | –    | –     | –    | 6.60  | 6.60  |

## Interest rate swap contracts

The following table summarises the maturity profile of the Group's interest rate swap contracts:

|                                 | FY24 | FY25  | FY26  | FY27  | FY28  | FY29 | Total |
|---------------------------------|------|-------|-------|-------|-------|------|-------|
| Notional (\$m)                  | 25.0 | 300.0 | 205.0 | 220.0 | 110.0 | 85.0 | 945.0 |
| Average fixed interest rate (%) | 0.22 | 0.79  | 3.30  | 3.13  | 3.61  | 3.09 | 2.40  |

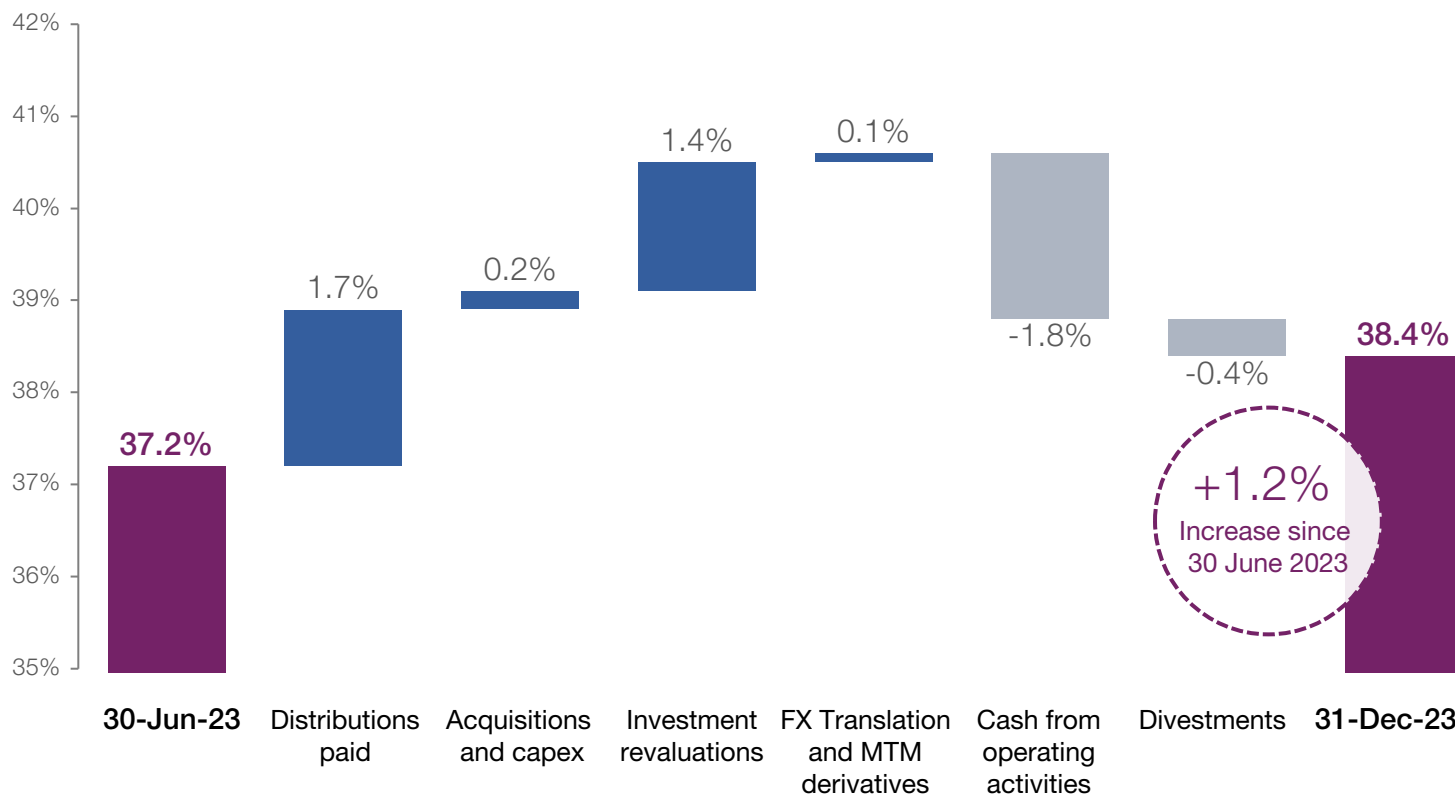
# Key debt metrics and changes during 1H24.

|                                                     |       | 31 December 2023 | 30 June 2023 | Change    |
|-----------------------------------------------------|-------|------------------|--------------|-----------|
| Gross assets                                        | \$m   | 5,001.9          | 5,210.8      | (208.9)   |
| Interest bearing liabilities                        | \$m   | 1,911.4          | 1,918.7      | (7.3)     |
| Total debt facilities                               | \$m   | 2,215.3          | 2,226.3      | (11.0)    |
| Undrawn debt                                        | \$m   | 297.0            | 300.0        | (3.0)     |
| Gearing                                             | %     | 38.4             | 37.2         | 1.2       |
| Weighted average cost of debt (based on drawn debt) | %     | 4.7              | 4.6          | 0.1       |
| Weighted average debt maturity                      | years | 3.2              | 3.4          | (0.2)     |
| Annual ICR / covenant ICR                           | times | 2.9 / 1.6        | 3.4 / 1.6    | (0.5) / - |
| Actual LVR / covenant LVR                           | %     | 40.5 / 60        | 38.7 / 60    | 1.8 / -   |
| Weighted average fixed debt maturity                | years | 2.7              | 2.9          | (0.2)     |
| % of debt fixed                                     | %     | 77.0%            | 70.5%        | 6.5%      |
| Debt providers                                      | no.   | 22               | 22           | –         |

# Capital management.

## Gearing movement

for the six months ended 31 December 2023



## Stress testing covenants

ICR >1.6x

GOZ: 2.9x

To breach this covenant, NPI would need to fall by 44.2%<sup>1</sup>

LVR <60%

GOZ: 40.5%

To breach this covenant, GOZ cap rate would need to rise by 278 bps<sup>1</sup>

Secured property percentage >85%

GOZ: 96.3%

Percentage must remain above 85%

1. As at 31 December 2023. For illustrative purposes only. Assumes no change to other inputs that could impact the calculation of this metric

Building C, 219-247 Pacific Highway, Artarmon, NSW

# Property portfolio.

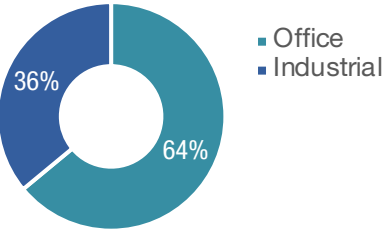


# Portfolio summary.

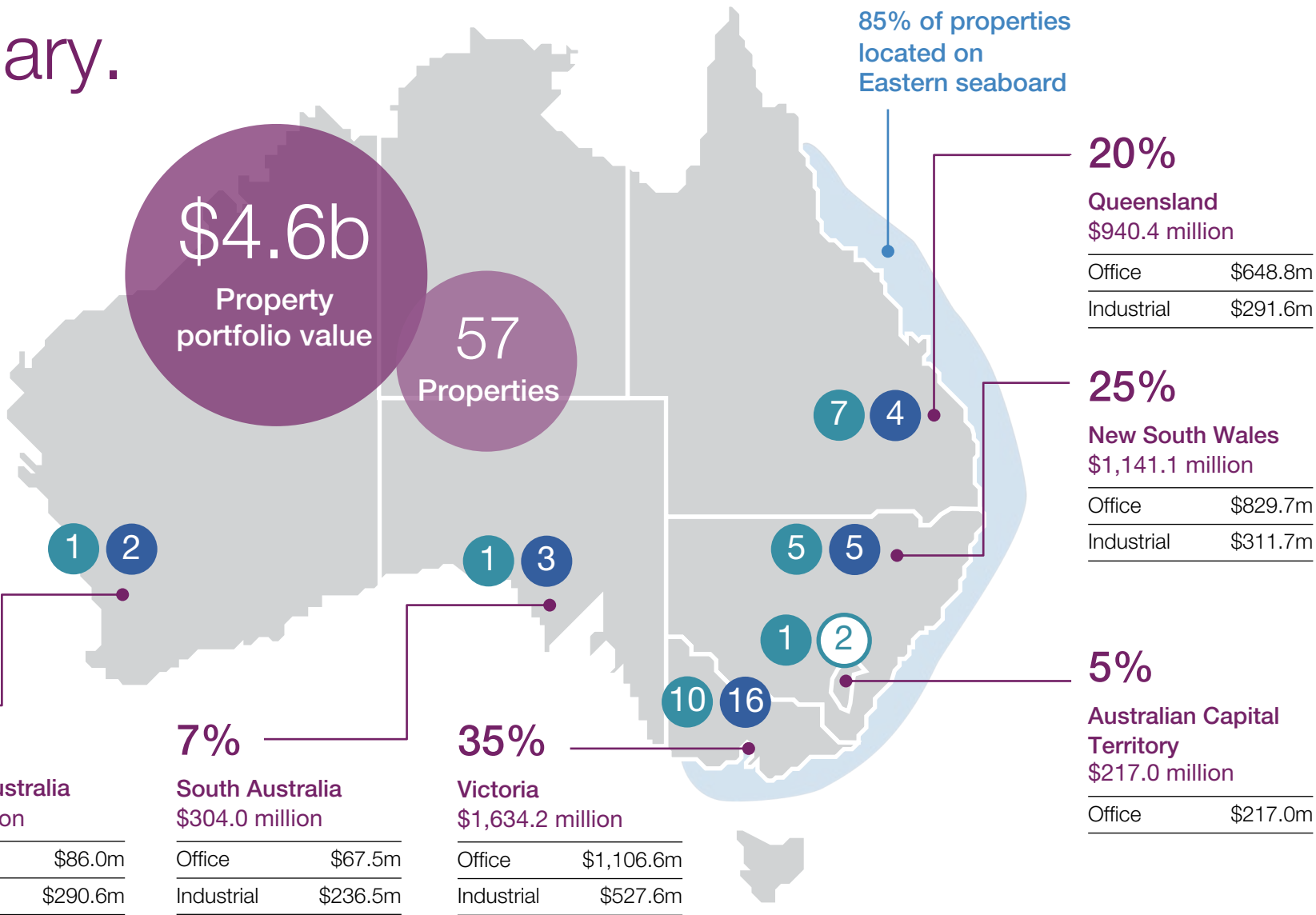
As at 31 December 2023

- Office metropolitan properties (25 assets)
- Office CBD properties (2 assets)
- Industrial properties (30 assets)

## Sector diversity by value

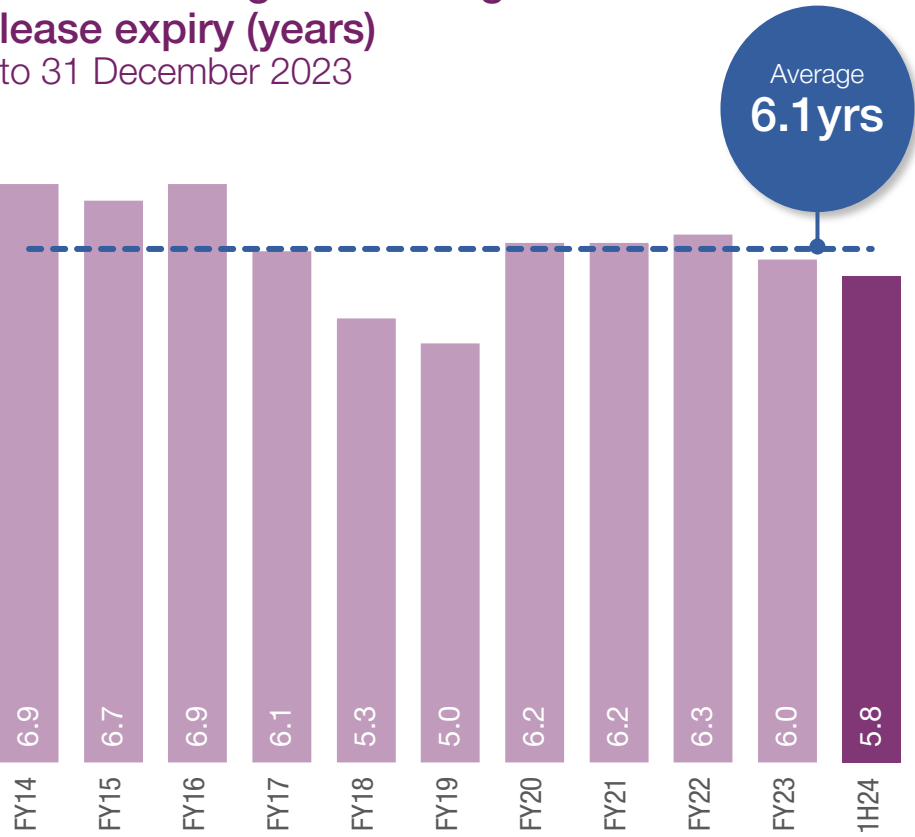


May not sum due to rounding.

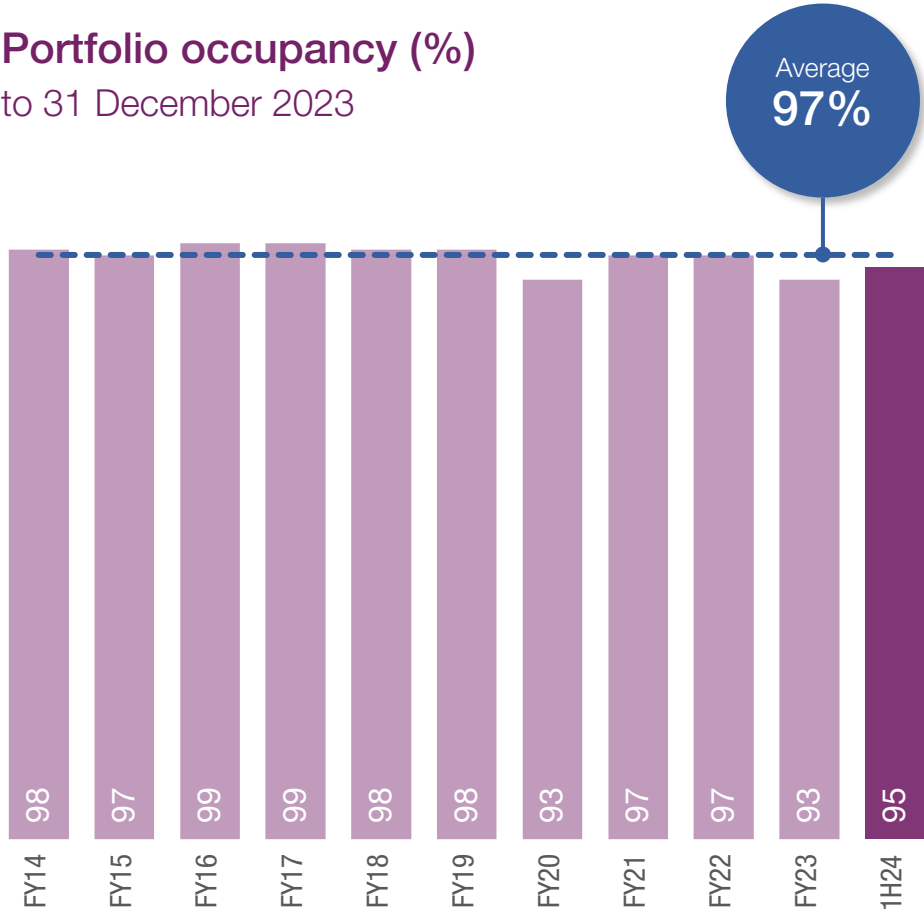


# Portfolio metrics over the long term.

Portfolio weighted average  
lease expiry (years)  
to 31 December 2023



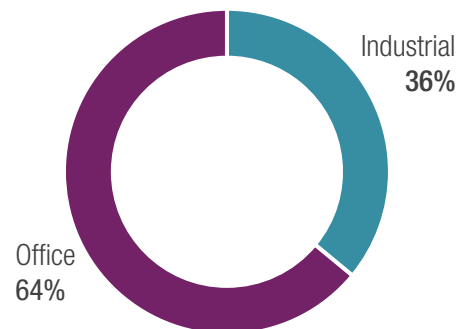
Portfolio occupancy (%)  
to 31 December 2023



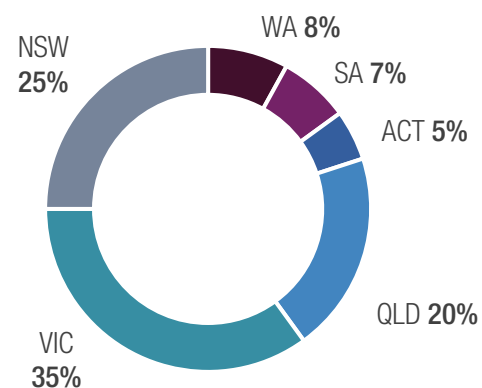
# Portfolio summary.

As at 31 December 2023

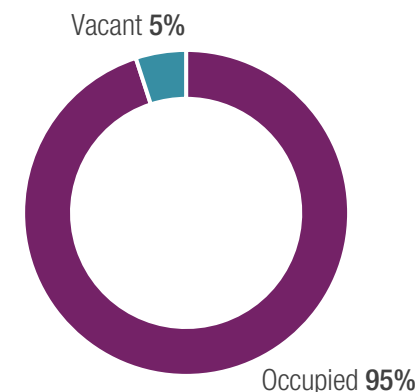
**Sector diversity**  
by value



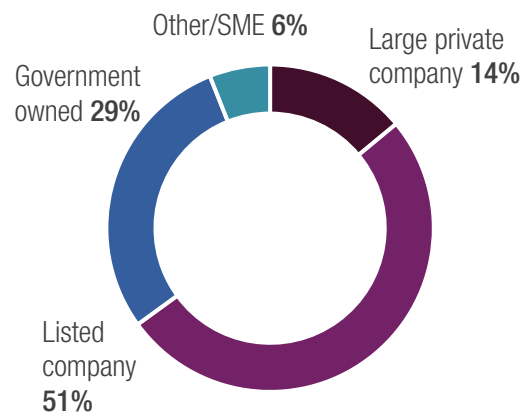
**Geographic diversity**  
by value



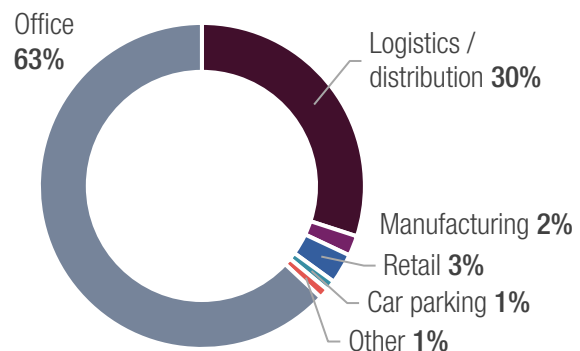
**Occupancy**  
by income



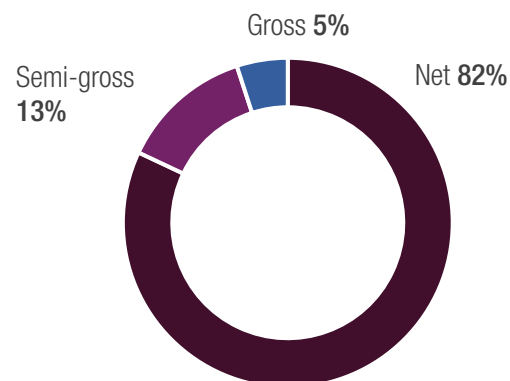
**Tenant type**  
by income



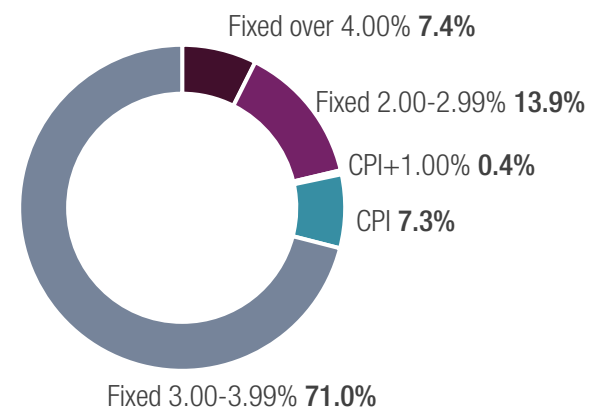
**Tenant use**  
by income



**Lease type**  
by income



**Annual rent review type**  
by income



# Office portfolio – top five assets (by value)



**1 Charles Street,  
Parramatta, New South Wales**

|                             |                         |
|-----------------------------|-------------------------|
| <b>Title</b>                | Freehold                |
| <b>Site area</b>            | 6,460 sqm               |
| <b>Lettable area</b>        | 32,356 sqm              |
| <b>Occupancy</b>            | 100%                    |
| <b>WALE (by income)</b>     | 21.0 years              |
| <b>Major tenant</b>         | NSW Government (Police) |
| <b>NABERS Energy rating</b> | 5.0 stars               |
| <b>Book value</b>           | \$472.0m                |
| <b>Cap rate</b>             | 4.50%                   |
| <b>Discount rate</b>        | 6.50%                   |



**75 Dorcas Street,  
South Melbourne, Victoria**

|                             |                   |
|-----------------------------|-------------------|
| <b>Title</b>                | Freehold          |
| <b>Site area</b>            | 9,632 sqm         |
| <b>Lettable area</b>        | 28,284 sqm        |
| <b>Occupancy</b>            | 86%               |
| <b>WALE (by income)</b>     | 4.9 years         |
| <b>Major tenant</b>         | ANZ Banking Group |
| <b>NABERS Energy rating</b> | 4.5 stars         |
| <b>Book value</b>           | \$262.0m          |
| <b>Cap rate</b>             | 5.63%             |
| <b>Discount rate</b>        | 6.50%             |



**100 Skyring Terrace,  
Newstead, Queensland**

|                             |                    |
|-----------------------------|--------------------|
| <b>Title</b>                | Freehold           |
| <b>Site area</b>            | 5,157 sqm          |
| <b>Lettable area</b>        | 24,665 sqm         |
| <b>Occupancy</b>            | 100%               |
| <b>WALE (by income)</b>     | 4.8 years          |
| <b>Major tenant</b>         | Bank of Queensland |
| <b>NABERS Energy rating</b> | 6.0 stars          |
| <b>Book value</b>           | \$217.0m           |
| <b>Cap rate</b>             | 6.50%              |
| <b>Discount rate</b>        | 6.50%              |



**Building 3, 570 Swan Street,  
Richmond, Victoria**

|                             |                    |
|-----------------------------|--------------------|
| <b>Title</b>                | Freehold           |
| <b>Site area</b>            | 8,525 sqm          |
| <b>Lettable area</b>        | 19,334 sqm         |
| <b>Occupancy</b>            | 100%               |
| <b>WALE (by income)</b>     | 6.1 years          |
| <b>Major tenant</b>         | Bunnings Warehouse |
| <b>NABERS Energy rating</b> | 5.5 stars          |
| <b>Book value</b>           | \$177.0m           |
| <b>Cap rate</b>             | 5.75%              |
| <b>Discount rate</b>        | 6.25%              |



**165-169 Thomas Street,  
Dandenong, Victoria**

|                             |                |
|-----------------------------|----------------|
| <b>Title</b>                | Freehold       |
| <b>Site area</b>            | 2,502 sqm      |
| <b>Lettable area</b>        | 15,071 sqm     |
| <b>Occupancy</b>            | 100%           |
| <b>WALE (by income)</b>     | 8.0 years      |
| <b>Major tenant</b>         | VIC Government |
| <b>NABERS Energy rating</b> | 5.5 stars      |
| <b>Book value</b>           | \$143.0m       |
| <b>Cap rate</b>             | 5.75%          |
| <b>Discount rate</b>        | 6.50%          |

# Industrial portfolio – top five assets (by value)



**70 Distribution Street,  
Larapinta, Queensland**

|                         |             |
|-------------------------|-------------|
| <b>Title</b>            | Leasehold   |
| <b>Site area</b>        | 250,900 sqm |
| <b>Lettable area</b>    | 76,109 sqm  |
| <b>Occupancy</b>        | 100%        |
| <b>WALE (by income)</b> | 5.7 years   |
| <b>Major tenant</b>     | Woolworths  |
| <b>Book value</b>       | \$255.0m    |
| <b>Cap rate</b>         | 6.06%       |
| <b>Discount rate</b>    | 7.00%       |



**20 Colquhoun Road,  
Perth Airport, Western Australia**

|                         |             |
|-------------------------|-------------|
| <b>Title</b>            | Leasehold   |
| <b>Site area</b>        | 193,936 sqm |
| <b>Lettable area</b>    | 80,374 sqm  |
| <b>Occupancy</b>        | 100%        |
| <b>WALE (by income)</b> | 1.8 years   |
| <b>Major tenant</b>     | Woolworths  |
| <b>Book value</b>       | \$220.0m    |
| <b>Cap rate</b>         | 5.85%       |
| <b>Discount rate</b>    | 6.75%       |



**599 Main North Road,  
Gepps Cross, South Australia**

|                         |             |
|-------------------------|-------------|
| <b>Title</b>            | Freehold    |
| <b>Site area</b>        | 233,500 sqm |
| <b>Lettable area</b>    | 91,686 sqm  |
| <b>Occupancy</b>        | 100%        |
| <b>WALE (by income)</b> | 11.4 years  |
| <b>Major tenant</b>     | Woolworths  |
| <b>Book value</b>       | \$200.0m    |
| <b>Cap rate</b>         | 5.25%       |
| <b>Discount rate</b>    | 6.75%       |



**27-49 Lenore Drive,  
Erskine Park, New South Wales**

|                         |            |
|-------------------------|------------|
| <b>Title</b>            | Freehold   |
| <b>Site area</b>        | 76,490 sqm |
| <b>Lettable area</b>    | 29,476 sqm |
| <b>Occupancy</b>        | 100%       |
| <b>WALE (by income)</b> | 1.7 years  |
| <b>Major tenant</b>     | Linfox     |
| <b>Book value</b>       | \$112.5m   |
| <b>Cap rate</b>         | 5.25%      |
| <b>Discount rate</b>    | 7.00%      |



**6-7 John Morphett Place,  
Erskine Park, New South Wales**

|                         |            |
|-------------------------|------------|
| <b>Title</b>            | Freehold   |
| <b>Site area</b>        | 82,280 sqm |
| <b>Lettable area</b>    | 24,881 sqm |
| <b>Occupancy</b>        | 100%       |
| <b>WALE (by income)</b> | 1.2 years  |
| <b>Major tenant</b>     | Linfox     |
| <b>Book value</b>       | \$84.0m    |
| <b>Cap rate</b>         | 5.50%      |
| <b>Discount rate</b>    | 7.00%      |

# Portfolio metrics.

## Key metrics

|                                            | 31 December 2023        | 30 June 2023      |
|--------------------------------------------|-------------------------|-------------------|
| Number of assets                           | <b>57</b>               | 58                |
| Property portfolio value                   | <b>\$4.6 billion</b>    | \$4.8 billion     |
| Number of tenants                          | <b>165</b>              | 161               |
| Portfolio occupancy                        | <b>95%</b>              | 93%               |
| Tenant retention <sup>1</sup>              | <b>43%</b>              | 62%               |
| WALE                                       | <b>5.8 years</b>        | 6.0 years         |
| Weighted average property age <sup>2</sup> | <b>14.5 years</b>       | 13.9 years        |
| Weighted average cap rate                  | <b>5.9%</b>             | 5.6%              |
| WARR                                       | <b>3.4%<sup>3</sup></b> | 3.6% <sup>4</sup> |

1. Weighted by income, includes tenant renewals in future periods

2. Calculated from year completed or last major refurbishment

3. Assumes CPI change of 4.1% per annum as per ABS release at December 2023

4. Assumes CPI change of 6.0% per annum as per ABS release at June 2023

# Top ten tenants – by income.



| <b>Total portfolio</b><br>as at 31 December 2023 | <b>% portfolio<br/>income</b> | <b>WALE<br/>(yrs)</b> |
|--------------------------------------------------|-------------------------------|-----------------------|
| Woolworths                                       | 12                            | 6.1                   |
| Australian Commonwealth Government               | 8                             | 2.4                   |
| NSW Government (Police)                          | 8                             | 21.0                  |
| Country Road Group                               | 4                             | 8.5                   |
| Linfox                                           | 4                             | 2.1                   |
| Bank of Queensland                               | 3                             | 5.6                   |
| VIC Government                                   | 3                             | 8.1                   |
| Bunnings Warehouse                               | 3                             | 6.4                   |
| Samsung Electronics                              | 2                             | 3.2                   |
| ANZ Banking Group                                | 2                             | 2.2                   |
| <b>Total / weighted average</b>                  | <b>49</b>                     | <b>7.5</b>            |
| Balance of portfolio <sup>1</sup>                | 51                            | 4.1                   |
| <b>Total portfolio</b>                           | <b>100</b>                    | <b>5.8</b>            |



| <b>Office tenants</b><br>as at 31 December 2023 | <b>% portfolio<br/>income</b> | <b>WALE<br/>(yrs)</b> |
|-------------------------------------------------|-------------------------------|-----------------------|
| Australian Commonwealth Government              | 12                            | 2.4                   |
| NSW Government (Police)                         | 12                            | 21.0                  |
| Country Road Group                              | 5                             | 8.5                   |
| Bank of Queensland                              | 5                             | 5.6                   |
| VIC Government                                  | 5                             | 8.1                   |
| Bunnings Warehouse                              | 4                             | 6.4                   |
| Samsung Electronics                             | 3                             | 3.2                   |
| ANZ Banking Group                               | 3                             | 2.2                   |
| Fox Sports                                      | 3                             | 7.0                   |
| Jacobs Group                                    | 2                             | 2.8                   |
| <b>Total / weighted average</b>                 | <b>54</b>                     | <b>8.3</b>            |
| Balance of portfolio <sup>1</sup>               | 46                            | 3.8                   |
| <b>Total portfolio</b>                          | <b>100</b>                    | <b>6.2</b>            |



| <b>Industrial tenants</b><br>as at 31 December 2023 | <b>% portfolio<br/>income</b> | <b>WALE<br/>(yrs)</b> |
|-----------------------------------------------------|-------------------------------|-----------------------|
| Woolworths                                          | 39                            | 6.1                   |
| Linfox                                              | 12                            | 2.1                   |
| Australia Post                                      | 6                             | 7.5                   |
| 101 Warehousing                                     | 3                             | 5.8                   |
| Brown & Watson International                        | 3                             | 9.6                   |
| Laminex Group                                       | 3                             | 1.5                   |
| The Workwear Group                                  | 2                             | 3.5                   |
| Eagers Automotive                                   | 2                             | 9.1                   |
| Symbion                                             | 2                             | 8.0                   |
| Autocare Services                                   | 2                             | 6.8                   |
| <b>Total / weighted average</b>                     | <b>74</b>                     | <b>5.6</b>            |
| Balance of portfolio <sup>1</sup>                   | 26                            | 2.9                   |
| <b>Total portfolio</b>                              | <b>100</b>                    | <b>4.9</b>            |

1. Includes vacancies

# Leases executed in 1H24.

1H24 leases completed represent  
6.1% of office portfolio income

Average lease  
term: 7.4 years

| Location                            |                     |     | Tenant                                 | Start date | Term (yrs) | NLA (sqm)     | Car parks (no.) |
|-------------------------------------|---------------------|-----|----------------------------------------|------------|------------|---------------|-----------------|
| 104 Melbourne Street                | South Brisbane      | QLD | Spicy Bear                             | Jun-23     | 5.3        | 122           | -               |
| Building B, 211 Wellington Road     | Mulgrave            | VIC | M & F Pitts                            | Jun-23     | 1.0        | 101           | 2               |
| A4, 52 Merivale Street              | South Brisbane      | QLD | Bank Australia                         | Jul-23     | 7.0        | 287           | -               |
| A1, 32 Cordelia Street              | South Brisbane      | QLD | McNab                                  | Aug-23     | 10.3       | 1,311         | 25              |
| Building 3, 570 Swan Street         | Richmond            | VIC | Oko Café                               | Aug-23     | 7.0        | 47            | -               |
| Building C, 219-247 Pacific Highway | Artarmon            | NSW | Fox Sports                             | Sep-23     | 7.3        | 1,106         | 9               |
| Building C, 211 Wellington Road     | Mulgrave            | VIC | Vanlam Pty Ltd                         | Sep-23     | 5.0        | 145           | 3               |
| A1, 32 Cordelia Street              | South Brisbane      | QLD | DTS Group Queensland                   | Sep-23     | 3.0        | 315           | -               |
| 15 Green Square Close               | Fortitude Valley    | QLD | Undisclosed                            | Oct-23     | 5.0        | 4,427         | 11              |
| 75 Dorcas Street                    | South Melbourne     | VIC | Media 33                               | Oct-23     | 3.0        | 297           | 3               |
| 15 Green Square Close               | Fortitude Valley    | QLD | Duy Khuong Nguyen                      | Oct-23     | 3.0        | 84            | 1               |
| 5 Murray Rose Avenue                | Sydney Olympic Park | NSW | Bridgestone Mining Solutions           | Dec-23     | 5.0        | 1,520         | 29              |
| 33-39 Richmond Road                 | Keswick             | SA  | Aurizon Bulk Central                   | Jan-24     | 5.0        | 881           | 35              |
| A4, 52 Merivale Street              | South Brisbane      | QLD | Ramen Danbo South Brisbane             | Jan-24     | 10.0       | 108           | -               |
| 165-169 Thomas Street               | Dandenong           | VIC | Golden Hands Barber                    | Feb-24     | 5.0        | 47            | -               |
| A4, 52 Merivale Street              | South Brisbane      | QLD | EPEC Group                             | Mar-24     | 7.0        | 1,239         | 14              |
| 11 Murray Rose Avenue               | Sydney Olympic Park | NSW | Catholic Metropolitan Cemeteries Trust | Apr-24     | 5.0        | 414           | 4               |
| Building 3, 570 Swan Street         | Richmond            | VIC | Principle Media Group                  | Mar-24     | 3.0        | 564           | 11              |
| 100 Skyring Terrace                 | Newstead            | QLD | National Heavy Vehicle Regulator       | May-24     | 10.6       | 4,328         | 20              |
| 11 Murray Rose Avenue               | Sydney Olympic Park | NSW | Uhrig Road Development Pty Limited     | Jun-24     | 0.7        | 158           | -               |
| Building C, 219-247 Pacific Highway | Artarmon            | NSW | Fox Sports                             | Jul-24     | 6.5        | 490           | 4               |
| 33-39 Richmond Road                 | Keswick             | SA  | SA Government                          | Jul-24     | 10.0       | 4,771         | 70              |
| A1, 32 Cordelia Street              | South Brisbane      | QLD | RMA Engineers                          | Oct-24     | 3.0        | 215           | 4               |
| <b>Weighted average / total</b>     |                     |     |                                        |            | <b>7.4</b> | <b>22,976</b> | <b>245</b>      |

34-44 Raglan Street, Preston, VIC

# Key market metrics.



# Key market metrics.

|                      |     |                    |               | Prime                            |                    |                           | Secondary                        |                    |                           |
|----------------------|-----|--------------------|---------------|----------------------------------|--------------------|---------------------------|----------------------------------|--------------------|---------------------------|
| Market               |     | % of GOZ portfolio | Total vacancy | Average face rent per sqm / p.a. | Average incentives | Average core market yield | Average face rent per sqm / p.a. | Average incentives | Average core market yield |
| Office markets       |     |                    |               |                                  |                    |                           |                                  |                    |                           |
| Adelaide – CBD       | SA  | –                  | 18.0%         | \$597 gross                      | 39%                | 6.25% - 8.25%             | \$380 gross                      | 41%                | 7.50% - 10.50%            |
| Brisbane – CBD       | QLD | –                  | 11.1%         | \$891 gross                      | 41%                | 5.50% - 7.00%             | \$686 gross                      | 44%                | 7.00% - 8.00%             |
| Melbourne – CBD      | VIC | –                  | 18.2%         | \$664 net                        | 42%                | 5.00% - 7.00%             | \$487 net                        | 44%                | 5.38% - 7.00%             |
| Perth – CBD          | WA  | –                  | 17.3%         | \$651 net                        | 48%                | 6.00% - 8.25%             | \$386 net                        | 51%                | 7.25% - 10.00%            |
| Sydney – CBD         | NSW | –                  | 14.4%         | \$1,389 net                      | 35%                | 5.00% - 6.38%             | \$982 net                        | 35%                | 5.75% - 6.50%             |
| Melbourne – Fringe   | VIC | 28%                | 15.5%         | \$516 net                        | 33%                | 5.75% - 7.25%             | \$393 net                        | 34%                | 6.25% - 7.50%             |
| Brisbane – Fringe    | QLD | 22%                | 13.1%         | \$648 gross                      | 43%                | 6.00% - 7.75%             | \$525 gross                      | 43%                | 6.50% - 8.50%             |
| Sydney – Parramatta  | NSW | 16%                | 24.2%         | \$593 net                        | 46%                | 5.88% - 7.25%             | \$462 net                        | 37%                | 6.50% - 7.50%             |
| Melbourne – SES      | VIC | 9%                 | 12.2%         | \$406 net                        | 32%                | 6.25% - 7.25%             | \$319 net                        | 29%                | 6.50% - 8.00%             |
| Sydney Olympic Park  | NSW | 8%                 | 22.1%         | \$458 net                        | 40%                | 6.38% - 7.25%             | NA                               | NA                 | NA                        |
| Canberra             | ACT | 7%                 | 7.8%          | \$504 gross                      | 26%                | 6.00% - 7.50%             | \$419 gross                      | 27%                | 7.25% - 10.25%            |
| Sydney – St Leonards | NSW | 5%                 | 29.3%         | \$654 net                        | 40%                | 6.25% - 6.88%             | \$535 net                        | 44%                | 6.50% - 7.25%             |
| Perth – West Perth   | WA  | 3%                 | 15.1%         | \$387 net                        | 37%                | 6.75% - 7.75%             | \$269 net                        | 36%                | 7.00% - 9.25%             |
| Industrial markets   |     |                    |               |                                  |                    |                           |                                  |                    |                           |
| Melbourne            | VIC | 32%                | 1.6%          | \$129 - \$175 net                | 10% - 28%          | 5.00 - 6.00%              | \$117 - \$130 net                | 5% - 18%           | 5.75 % - 6.50%            |
| Sydney               | NSW | 19%                | 0.5%          | \$206 - \$375 net                | 5% - 12%           | 4.75% - 6.00%             | \$182 - \$347 net                | 5% - 12%           | 5.00% - 6.75%             |
| Brisbane             | QLD | 18%                | 1.4%          | \$141 - \$169 net                | 5% - 12%           | 5.25% - 6.50%             | \$125 - \$149 net                | 5% - 10%           | 5.50% - 7.00%             |
| Perth                | WA  | 17%                | 1.1%          | \$128 - \$140 net                | 5% - 10%           | 6.00% - 6.50%             | \$111 - \$116 net                | 5% - 10%           | 6.75% - 7.00%             |
| Adelaide             | SA  | 14%                | 1.5%          | \$78 - \$151 net                 | 0% - 10%           | 5.50% - 8.00%             | \$50 - \$99 net                  | 5% - 25%           | 6.75% - 9.50%             |

Sources: JLL, CBRE, Growthpoint research

Industrial market vacancy tracks 5,000 sqm and above in Sydney and Melbourne and 3,000 sqm and above in Brisbane, Perth and Adelaide



15 Green Square Close, Fortitude Valley, QLD

# Additional information.



# Glossary.

| Term                                   | Definition                                                          |
|----------------------------------------|---------------------------------------------------------------------|
| <b>ABS</b>                             | Australian Bureau of Statistics                                     |
| <b>ACT</b>                             | Australian Capital Territory, Australia                             |
| <b>All markets</b>                     | Comprises all markets covered by JLL (19 in total)                  |
| <b>A-REIT</b>                          | Australian Real Estate Investment Trust                             |
| <b>ASX</b>                             | Australian Securities Exchange                                      |
| <b>b</b>                               | Billion                                                             |
| <b>bps</b>                             | Basis points                                                        |
| <b>c.</b>                              | circa                                                               |
| <b>capex</b>                           | Capital expenditure                                                 |
| <b>cap rate or capitalisation rate</b> | The market income produced by an asset divided by its value or cost |
| <b>CBD</b>                             | Central business district                                           |
| <b>CBRE</b>                            | An international commercial real estate services firm               |
| <b>CPI</b>                             | Consumer price index                                                |
| <b>cps</b>                             | Cents per security                                                  |
| <b>Cushman &amp; Wakefield</b>         | An international professional services and property investment firm |
| <b>CY</b>                              | Calendar year                                                       |
| <b>DPS</b>                             | Distribution per security                                           |
| <b>DXI</b>                             | Dexus Industria REIT                                                |
| <b>FFO</b>                             | Funds from operations                                               |
| <b>FUM</b>                             | Funds under management                                              |
| <b>FY</b>                              | Financial year                                                      |

| Term                            | Definition                                                                                                                                                                                                                         |
|---------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>gearing</b>                  | Interest bearing liabilities less cash divided by total assets less finance lease assets less intangible assets less cash                                                                                                          |
| <b>GOZ</b>                      | Growthpoint or Growthpoint's ASX trading code or ticker                                                                                                                                                                            |
| <b>GRESB</b>                    | Global Real Estate Sustainability Benchmark                                                                                                                                                                                        |
| <b>Growthpoint or the Group</b> | Growthpoint Properties Australia comprising the Company, the Trust and their controlled entities                                                                                                                                   |
| <b>ICR</b>                      | Interest coverage ratio                                                                                                                                                                                                            |
| <b>IRR</b>                      | Internal rate of return                                                                                                                                                                                                            |
| <b>JLL</b>                      | The Australian arm of Jones Lang LaSalle, an international professional services and investment management firm                                                                                                                    |
| <b>LVR</b>                      | Loan to value ratio                                                                                                                                                                                                                |
| <b>m</b>                        | Million                                                                                                                                                                                                                            |
| <b>MER</b>                      | Management expense ratio                                                                                                                                                                                                           |
| <b>NABERS</b>                   | National Australian Built Environment Rating System                                                                                                                                                                                |
| <b>net zero 2025 target</b>     | Net zero emissions by 1 July 2025 for all scope 1 and scope 2 emissions from our 100% owned on balance sheet operationally controlled office assets and scope 1, scope 2 and some scope 3 emissions from our corporate activities. |
| <b>NLA</b>                      | Net lettable area                                                                                                                                                                                                                  |

| Term                               | Definition                                                                                                      |
|------------------------------------|-----------------------------------------------------------------------------------------------------------------|
| <b>NPI</b>                         | Net property income plus distributions from equity related investments                                          |
| <b>NSW</b>                         | New South Wales, Australia                                                                                      |
| <b>NTA</b>                         | Net tangible assets                                                                                             |
| <b>Other markets</b>               | Comprises all markets excluding GOZ markets                                                                     |
| <b>Payout ratio</b>                | Distributions (\$million) divided by FFO (\$million)                                                            |
| <b>Q</b>                           | Quarter                                                                                                         |
| <b>QLD</b>                         | Queensland, Australia                                                                                           |
| <b>RBA</b>                         | Reserve Bank of Australia                                                                                       |
| <b>ROE or return on equity</b>     | Calculated as the percentage change in NTA plus the distributions for a given period divided by the opening NTA |
| <b>SA</b>                          | South Australia, Australia                                                                                      |
| <b>SME</b>                         | Small and medium-sized enterprise                                                                               |
| <b>sqm</b>                         | Square metres                                                                                                   |
| <b>Total securityholder return</b> | Change in security price plus distributions paid or payable for the relevant period                             |
| <b>USPP</b>                        | United States Private Placement                                                                                 |
| <b>VIC</b>                         | Victoria, Australia                                                                                             |
| <b>WA</b>                          | Western Australia, Australia                                                                                    |
| <b>WALE</b>                        | Weighted average lease expiry                                                                                   |
| <b>WARR</b>                        | Weighted average rent review                                                                                    |
| <b>yr</b>                          | Year                                                                                                            |



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**GROWTH-POINT**  
PROPERTIES AUSTRALIA



## 2024 calendar.

- **18 April** – 3Q24 update
- **22 August** – FY24 results
- **21 November** – Annual General Meeting

Dates are indicative and subject to change.