

ASX announcement.

Growthpoint Properties Australia (ASX: GOZ)

16 November 2023

2023 Annual General Meeting – Chair and Managing Director Address and presentation

Growthpoint Properties Australia (Growthpoint, the Group) is pleased to attach a copy of the Chair's and Managing Director's addresses and presentation to be delivered at the 2023 combined Annual General Meeting of the shareholders of Growthpoint Properties Australia Limited and meeting of the unitholders of Growthpoint Properties Australia Trust.

The hybrid meeting will be held at 10.00 am AEDT today at Level 24, 80 Collins Street, Melbourne VIC 3000 and online at meetnow.global/GOZ2023.

Further information on how to participate in the meeting is available at <u>growthpoint.com.au/2023-AGM</u>. A link to a recording of the meeting will be available on Growthpoint's website shortly after the conclusion of the meeting.

This announcement was authorised for release by Growthpoint's Managing Director, Timothy Collyer.

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Growthpoint Properties Australia

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About Growthpoint

Growthpoint provides space for you and your business to thrive. Since 2009, we've been investing in high-quality industrial and office properties across Australia.

Today, we have \$6.6 billion total assets under management. We directly own and manage 57 high quality, modern office and industrial properties, valued at approximately \$4.8 billion. We manage a further \$1.8 billion on behalf of third-party investors through our funds management business, which manages funds that invest in office, retail and mixed-use properties across value-add and opportunistic strategies.

We actively manage our portfolio and invest in our existing properties, ensuring they meet our tenants' needs now and into the future. We are also focused on growing our property portfolio.

We are committed to operating in a sustainable way and reducing our impact on the environment. We are targeting net zero by 2025 across our 100% owned on balance sheet operationally controlled office assets and corporate activities.

Growthpoint Properties Australia (ASX: GOZ) is an internally managed real estate investment trust (REIT), listed on the ASX, and is part of the S&P/ASX 200. Moody's has issued us with an investment-grade rating of Baa2 for domestic senior secured debt.



Chair's Address

Welcome to the meeting of the shareholders of Growthpoint Properties Australia Limited and a meeting of the unitholders of Growthpoint Properties Australia Trust, which are being held concurrently as a hybrid meeting in person and online. I am your Chair, Andy Fay.

We have a quorum present for these meetings and I am pleased to declare the meetings officially open.

On behalf of Growthpoint, I would like to acknowledge the Traditional Custodians of country throughout Australia and their connections to land, sea and community. We pay our respect to their Elders past, present and emerging and extend that respect to all Aboriginal and Torres Strait Islander peoples today. More specifically for those attending in person, I acknowledge the Traditional Owners of the land on which we meet, the Wurundjeri People of the Kulin Nation and pay my respects to Elders past and present.

May I introduce my fellow Directors who are attending the meeting in person - Grant Jackson, Deborah Page, Estienne de Klerk, Josephine Sukkar, Norbert Sasse, Panico Theocharides, Michelle Tierney, and our Managing Director, Timothy Collyer.

Also in attendance are Jacquee Jovanovski, Company Secretary and Chief Operating Officer; Dion Andrews, Chief Financial Officer; Michael Green, Chief Investment Officer and Sam Sproats, Executive Director, Funds Management. David Shewring, a representative from our auditors, Ernst & Young also joins us.

Turning to the agenda for today. I'll start the meeting by walking you through a few procedural guidelines for voting and question submission for those in-person and online. I will then say a few words followed by the Managing Director's presentation and then proceed to the formal business. The Notice of Meeting and Explanatory Notes was made available to all Securityholders and I propose to take it as read.

By joining our hybrid meeting today, Securityholders and proxies will have the opportunity to ask questions and submit votes. To assist with the smooth running of the meeting, we will take questions after the Managing Director's address and as part of each formal items of business.

Online attendees can submit questions at any time. Please note that while the online platform is open for questions from now on, I will not address them until the relevant time in the meeting. To ask a question through the meeting platform, select the Q&A icon and select the topic your question relates to. Type your question in the text box and when you have finished press 'Send'.

Questions submitted on the online platform may be moderated to avoid repetition of similar questions or summarised in the interest of time. For those Securityholders online who wish to ask a verbal question, please follow the instructions on the online platform. For those attending in person today, to ask a question, please raise your Securityholder card, which will be either red or yellow. Questions from the floor will be addressed first, and we will then move to online platform questions.

Eligible Securityholders, their attorneys, proxies and representatives can vote on all resolutions. Voting will be conducted by way of a poll on all items of business. Christina Piccolo from Computershare is here today and will act as Returning Officer.

For those attending the meeting online and eligible to vote, a 'Vote' icon will be visible on your screen. Selecting this icon will bring up a list of resolutions and present you with voting options. To cast your vote, simply select one of the options. There is no need to hit submit as the vote is automatically recorded. You are able to change your vote, up until the time I declare voting closed.

For Securityholders, proxies, and corporate representatives attending in-person, I'll ask you to vote once we've gone through all items of business today by completing your voting card that was provided to you when you registered.

I now declare voting open on all items of business. I will advise you before I move to close voting at the end of the meeting. A recording of the meeting and our presentation will be available on our website shortly after the meeting.



This is my first "official" AGM at Growthpoint having been appointed as a Director in December 2022 and Chair in March this year following a three-month hand over period. I would like to take this opportunity to thank my predecessor Geoff Tomlinson for his nine years of outstanding contribution and service to the Board.

At the outset, I believe it's important to briefly touch on the security price performance over the last 12 months. As a fellow Securityholder, I am as disappointed with the price performance as many of you are. The last 12-18 months have been challenging, highlighted by an environment of high inflation, higher interest rates and expectations of a slowing economy, which has impacted property valuations and transaction volumes.

In addition, as investors attempt to predict the extent to which the current work from home trend will persist, its ramifications on future vacancy rates and capital expenditure requirements, a pervasive negative sentiment towards the office sector has arisen, significantly impacting the security price.

Despite this shifting macroeconomic and property sector back drop, Growthpoint delivered funds from operations in the year to June 23 above guidance provided at last year's AGM and distributions in line with guidance.

Pleasingly, Growthpoint's office portfolio has recently seen a further improvement in occupancy rates to 92% and rental arrears continue to be immaterial. At the same time our industrial portfolio, which accounts for 35% of our total assets, continues to perform well and is fully occupied. Both portfolios are underpinned by high-quality tenants with long average lease terms which Tim will expand on in his presentation.

The management team remains focused on our strategic priorities of driving resilient and growing income from our high-quality property portfolio, whilst also expanding into funds management. The acquisition of the Fortius Funds Management platform in September 2022 is an important achievement for the Group as we seek to expand and diversify our income base in the coming years.

Capital management remains a key priority for the Group. In FY23, we completed the buy-back of 2.5% of the total securities on issue at an average discount of 17.9% to the 30 June 2023 net tangible assets of \$4.00 per security. More recently, we announced the sale of a non-strategic industrial asset at around a 15% premium to its book value and the proceeds, representing over half of the total buyback costs, will be used to repay debt. We remain well within our debt covenants, appropriately hedged and remain vigilant that Growthpoint's capital structure is fit for purpose as we move through the current property cycle.

Board renewal and succession were also key features in FY23. Two Directors retired during the period and three joined the Board, bringing valuable insight and experience, as well as delivering on both our gender diversity objectives of at least 30% of each gender and a majority of independent non-executive Directors.

I would like to welcome our two newest Directors, Michelle and Panico to the Board, both of whom you will hear from shortly in relation to their formal election to the Board. At the close of today's meeting, Grant Jackson will retire from the Board. Grant joined the Board of Growthpoint Properties Australia in August 2009 and on behalf of the Board, I would like to thank him for his contribution and commitment and wish him the very best for the future. Grant's vacancy will be filled by an independent Director in due course and he or she will stand for election at the next Annual General Meeting.

As announced in July, Tim advised of his intended retirement plans after 14 years in the role. He is expected to continue as Managing Director until July 2024, allowing time for a smooth transition to his successor. A formal process to select Tim's replacement is well advanced and includes both internal and external candidates consistent with the Board approved succession plan. As this is Tim's last AGM at Growthpoint, I would like to thank him for his service, dedication, and leadership of Growthpoint. Tim has made an outstanding contribution to the business, its growth, culture, and reputation in the market as a leading ASX-listed REIT.

On behalf of the Board, I would also like to thank the broader management team and all employees for their contribution to Growthpoint over the past year.

In conclusion, we expect commercial real estate markets to remain challenging in the year ahead, but the Board and management believe by executing on our strategic priorities and appropriate capital management we can maximise outcomes for you, our Securityholders, over the medium term and ensure your continuing support.

Thank you, I will now hand over to Tim, who will provide an update on the business.



Managing Director's Address

Thank you, Andy.

And good morning to everyone here in the room and online.

Today I will provide an overview of our business, a snapshot of the FY23 financial results including our key operational highlights, and the outlook for the year ahead.

Growthpoint is a leading integrated property REIT with \$6.6 billion in total assets under management. We directly own and manage a portfolio of high-quality, modern office and industrial properties valued at \$4.8 billion as at 30 June 2023. We also manage a further \$1.8 billion of funds under management on behalf of third-party investors through our recently acquired funds management business.

Around a third of our directly owned portfolio assets are industrial, which are primarily used for logistics and warehousing. The other two-thirds of our portfolio are offices, which are positioned on the fringe of CBDs or in prime metropolitan locations.

The office portfolio is focused on modern A-grade assets with high green credentials, and are predominantly leased to Government, listed, or large organisations. We are the largest ASX-listed landlord focussed on city fringe and metro market office assets.

Our funds management business manages funds that invest in office, retail, and mixed-use properties across valueadd and opportunistic strategies.

I'm pleased to be able to present another solid year for the Group, despite the challenging market conditions. Funds from operations or FFO was 26.8 cents per security, above initial guidance provided at the FY22 results of 25 to 26 cents per security.

Distributions declared for the period were up 2.9%. A great outcome given the higher interest rates experienced throughout FY23. As a result of higher interest rates and the consequential impact on capitalisation and discount rates, the Group's property portfolio value decreased by 6.5% on a like-for-like basis, over the 12 months to 30 June 2023. This was the primary driver of the lower NTA per security.

Our goal remains to provide Securityholders with sustainable income returns and capital appreciation over the long term. Growthpoint has a long track record of delivering value by investing in high-quality assets to maximise value for Securityholders. In FY23, we purchased the GSO building in Dandenong with a 9.4 year WALE and divested 333 Ann Street, Brisbane with a 3.7 year WALE.

The Group's leasing performance was strong, with over 156,000 square metres leased, equivalent to 11.2% of income, resulting in occupancy of 93% across the portfolio. We also successfully completed the integration of the Fortius funds management platform which we acquired in September 2022.

Lastly, capital management remains in sharp focus given the higher interest rate environment. Our gearing remains at the low end of the target range, and we also completed the securities buy-back program in May 2023.

Our portfolio is exemplified by secure tenants with long leases with positive industry fundamentals. Around 40% of our office portfolio income is derived from Government tenants. Our high-quality, energy efficient buildings are attractive for Government tenants and importantly in this period of uncertainty, the WALE of our Government office tenants is 10.3 years. Tenant engagement is a major focus for Growthpoint and this has been reflected by achieving industry leading tenant satisfaction results in the independent annual tenant survey.

Our portfolio continues to achieve a high average NABERS Energy rating of 5.2 stars and we increased our GRESB score and remain a sector leader in our space. Progress has been made with respect to the Group's 2025 net zero target through the execution of new electricity contracts, which include GreenPower purchases. GreenPower will substantially contribute to achieving Growthpoint's 2025 target. We have significantly increased our onsite solar rollout, with seven additional installations progressed over the year.

We also issued our first sustainability linked loan, converting \$520 million of the Group's existing debt arrangements and established an overarching Sustainable Finance Governance Framework. Interest margin reductions are tied to



the successful achievement of sustainability KPIs and targets. The KPIs will be measured against reductions in Scope 1, Scope 2 and Scope 3 emissions, and performance measured against the NABERS and GRESB ratings.

We are very pleased with our first quarter of FY24, especially on the leasing front, where we completed 13,139 sqm of office leasing, representing 2.6% of portfolio income. Our WALE remained stable relative to 30 June 2023 at 6.0 years. Occupancy of the directly owned portfolio increased to 95% from 93% at 30 June 2023.

As Andy touched on earlier, we completed the sale of 1-3 Pope Court, Beverley, South Australia for \$35.0 million, circa 15% above the 30 June 2023 valuation, a great outcome for Securityholders.

We also recently received our 2023 GRESB score, which increased by 3 points relative to the prior year to 84/100, maintaining our sector leading position.

Our capital position remains solid, with 70% of debt hedged and no facility maturities until the middle of FY25. As highlighted on the slide, Moody's reaffirmed our long-term credit rating of Baa2 with a stable outlook. Lastly, we maintain FY24 FFO guidance of between 22.5 to 23.1 cents per security and distribution guidance of 19.3 cents per security.

Our investment proposition is very simple, invest in high-quality office and industrial real estate, grow funds management, and manage the balance sheet prudently. We have a strong team with deep experience, and we are very committed to delivering for Securityholders.

The rate of inflation has been declining since the December 2022 quarter, whilst interest rate futures indicate that the official cash rate is near the peak, however, A-REIT prices remain at a substantial discount to NTA.

Commercial real estate transaction activity remains low relative to longer-term historical averages, although volumes may increase as development pipelines and redemption requests require funding. Growthpoint is well placed to manage through the cycle, with a portfolio of high-quality modern assets with strong WALE, from Government, ASX listed, and larger corporate tenants.

Before concluding, as this is my last AGM, I would like to take the opportunity to thank Securityholders, Stakeholders, the Board, and the Growthpoint Team for their support, dedication, and commitment to the Company over the last 14 years.

I will now hand you back to Andy.

2023 AGM.

16 November 2023

space to thrive.



Growthpoint Properties Australia **Board of Directors and Executive Management.**



Andrew Fay Independent Chair



Timothy Collyer Managing Director



Estienne de Klerk Director



Grant Jackson Independent Director



Deborah Page AM Independent Director



Dion Andrews Chief Financial Officer



Michael Green Chief Investment Officer



Norbert Sasse Director



Josephine Sukkar AM Independent Director



Director



Panico Theocharides



Michelle Tiernev Independent Director



Jacquee Jovanovski Company Secretary and Chief **Operating Officer**



Sam Sproats Executive Director, Funds Management

Agenda.

- Chair's address
- Managing Director's address

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– Formal business

How to participate online

Online attendees – written and verbal questions



- To ask a written question select the 'Q & A' icon
- Select the topic your question relates to from the drop-down list
- Type your question in the text box and press 'Send'
- To ask a verbal question, follow the instructions below the broadcast window on the meeting platform

How to participate online

Online attendees – voting



- When the Chair declares the poll open select the 'Vote' icon
- The voting options will appear on your screen
- To vote, select your voting direction
- A tick will appear to confirm receipt of your vote
- To change your vote, select 'Click here to change your vote' and press a different option to override

Chair's address.

Andrew Fay





Managing Director's address.

Timothy Collyer



FY23 portfolio snapshot.

95% of portfolio leased to government, listed or large private companies¹



1. Growthpoint's estimate of tenants with revenue above \$50 million per annum.

2. Based on closing price of \$2.72 on 15 August 2023 and FY24 distribution guidance of 16.4 cps.

FY23 acquisitions and divestments



FY23 overview.

Property portfolio value \$4.8b 30 June 2022: \$5.1b, -5.9%

Office portfolio \$3.1b Industrial portfolio \$1.7b

Portfolio occupancy 93% 30 June 2022: 97%

WALE 6.0 years 30 June 2022: 6.3 years Loss after tax -\$245.6m FY22: profit after tax \$459.2m

FFO 26.8cps FY22: 27.7cps, -3.2%

Distribution 21.4cps FY22: 20.8cps, +2.9%

NTA per security \$4.00 30 June 2022: \$4.56, -12.3% **Gearing 37.2%** Target 35-45% 100 Skyring Terrace, Newstead, QLD

Hedging 70.5% 30 June 2022: 60.9%

Weighted average cost of debt (WACD) 4.6% at 30 June 2023

Third-party funds under management \$1.8b 30 June 2022: \$0.0

Strategy execution in FY23.

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



Invest in highquality Australian assets

Completed acquisition of predominantly government leased A-Grade office asset GSO Dandenong, 165-169 Thomas Street, Dandenong, VIC with long WALE of 9.4 years for \$165.0m¹. Settled July 2022



Maximise value

Divested 333 Ann Street, Brisbane, QLD office asset for \$141.1m², WALE 3.7 years. Settled January 2023



Maintain **high** occupancy

156,142 sqm leasing completed across the portfolio in FY23, 11.2% of portfolio income

Fully leased 8,007 sqm vacancy at 100 Skyring Terrace, Newstead, QLD, to Government tenants



FUM Growth

Acquired Fortius funds management for \$45.0m in September 2022

Successfully completed integration

Significant retail leasing activity undertaken in FY23



Disciplined capital management

Maintained balance sheet flexibility and strength with gearing of 37.2%, within target range of 35%-45%

Completed on market securities buy-back of 2.5% of issued capital

1. Net sale price.

2. Gross sale price at book value.



High-quality tenants.

- Secure, defensive income streams from high-quality tenants with long WALE
- Portfolio tenancy well diversified across a range of industries
- 95% of portfolio leased to government, listed or large companies
- Government tenants account for around 40% of office income and have a WALE of 10.3 years
- **Major Australian corporates** Woolworths and Linfox account for around **50%** of industrial income with a combined WALE of 5.7 years



1. Tenant engagement survey conducted by property research specialists Brickfields

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Office portfolio tenants

as at 30 June 2023

10.3 years
5.1 years
4.3 years
5.0 years

Industrial portfolio tenants

as at 30 June 2023



Leading on sustainability.

Pathway to net zero 2025

- ✓ Announced target of net zero emissions by 2025
- \checkmark Carbon intensity: 39 kg CO2-e /sqm1
- **FY21**

- installations (combined capacity: 259 kW, total portfolio solar: 10 assets)
- \checkmark Developed an energy secure our medium-term energy needs
- \checkmark Carbon intensity: 34 kg CO2-e /sqm^{1,2}

FY22

- 1. Market-based carbon intensity.
- 2. Based on re-stated FY22 data.
- 3. Pending audit as part of FY23 sustainability reporting.

- ✓ Completed three solar
- procurement strategy to

✓ Nearing completion on seven solar installations (combined capacity: 458 kW, total portfolio solar: 17 assets)

- ✓ Executed our renewable energy strategy, including locking in GreenPower for the next five years
- ✓ Conducted electrification feasibility assessments for three commercial assets
- ✓ Chiller upgrade projects delivered at three assets
- \checkmark Carbon intensity: 28 kg CO2-e /sqm^{1,3}

FY23

- · Targeting one onsite solar installation (capacity: 65kW, total portfolio solar: 18 assets)
- Increase GreenPower coverage to c.50% of electricity needs
- Develop our carbon offset strategy
- Conduct electrification feasibility assessments for three commercial assets
- Carbon intensity target: 14 kg CO2-e /sqm¹

FY24

In progress

 Target more commercially feasible onsite solar installations

GRESB

REAL ESTATE

sector leader 2022

81

100

- Increase GreenPower **coverage** to supply c.75% of our electricity needs
- Consider buying carbon offsets

FY25

 Carbon intensity target: 7 kg CO2-e /sqm



Expected

achievement

target

1 July 2025

Average NABERS Energy rating 5.2 stars

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1Q24 update.

- **Completed 13,139 sqm of office leasing**, representing 2.6% of portfolio income
- Stable WALE of 6.0 years¹ (30 June 2023: 6.0 years), with occupancy of the directly owned portfolio increasing to 95%² (30 June 2023: 93%)
- Completed the sale of 1-3 Pope Court, Beverley, SA for \$35.0 million, circa 15% above the 30 June 2023 valuation
- **Moody's Credit Opinion reaffirmed** Growthpoint's longterm credit rating of Baa2, 'stable outlook'
- Solid capital position with 70%¹ of debt hedged and no facility maturities until the middle of FY25
- 2023 GRESB score of 84/100, 3 points higher than 2022, and maintained overall regional sector leader position for Diversified Office/Industrial
- Maintains FY24 FFO guidance of between 22.5 to 23.1 cps and FY24 distribution guidance of 19.3 cps

1. Pro Forma for the sale of 1-3 Pope Court, Beverley, South Australia

2. Pro Forma including new lease signed at 15 Green Square Close, Fortitude Valley, QLD commenced 1 October 2023



FY26

FY27

FY28

FY29

Portfolio lease expiry

FY24

Vacant

FY25

G

FY30+

Investment proposition.

Leading ASX listed property group, led by established executive team with deep sector experience and a track record of performance and disciplined capital management



Office

Largest ASX-listed owner of modern A-grade metropolitan office portfolio, with strong green credentials, predominantly leased to government, listed or large organisations

Office portfolio¹

\$3.1b



Industrial

Growth market with rising rents and historic low national vacancy rate

Investment in a diversified industrial logistics and warehouse portfolio leased to premium tenants

Industrial portfolio¹ **\$1.7b**



Funds management

Experienced and successful property funds management business, targeting sustainable and accretive growth in FUM through the cycle

Third-party FUM¹



Capital Management

Prudent gearing supported by secure WALE of 6.0 years¹

Well hedged with no facility maturities in FY24¹

Focussed on delivering stable income streams and long-term capital appreciation

Gearing² 37.7%

1. As at 30 June 2023.

2. As at 30 September 2023. Gearing is calculated as interest bearing liabilities less cash divided by total assets less ground leasehold assets, intangible assets/goodwill and cash. Pro Forma including sale proceeds from 1-3 Pope Court, Beverley, SA. Valuations as at 30 June 2023

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Important information.

This presentation has been prepared by Growthpoint Properties Australia Limited (ACN 124 093 901) in its personal capacity and as responsible entity of Growthpoint Properties Australia Trust (ARSN 120 121 002) about the activities of Growthpoint Properties Australia (ASX: GOZ) (Growthpoint). This presentation contains general information about Growthpoint and does not purport to be complete or comprehensive or contain any form of investment, legal or other advice. It is not an offer or invitation for subscription or purchase of securities or other financial products.

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The statements in this presentation are made as at 16 November 2023. All reference to dollars (\$) are to Australian dollars.

