

**GROWTHPOINT AUSTRALIA**  
(ASX Code: GOZ)  
**ANNUAL RESULTS**

*Financial Year Ended 30 June 2009*

**GROWTHPOINT**  
PROPERTIES

# AGENDA

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**INTRODUCTION AND SUMMARY**

**FINANCIAL REVIEW**

**OPERATIONAL OVERVIEW**

**ACQUISITIONS AND DEVELOPMENTS**

**PROSPECTS**

**QUESTIONS**

# INTRODUCTION AND SUMMARY



Perth Airport, 2 Horrie Miller Drive

**GROWTH-POINT**  
PROPERTIES

# GROWTHPOINT AUSTRALIA IN SUMMARY

- ❖ Growthpoint Properties Australia (ASX Code: GOZ) is an ASX listed stapled entity that invests in quality income producing property in Australia
- ❖ Major security holder is Growthpoint Properties Limited of South Africa (JSE Code: GRT). GRT is the largest South African listed property company with property assets valued at AUD 4.5 billion, a market capitalisation of AUD 2.8 billion and a diversified portfolio of 438 properties
- ❖ Previously Orchard Industrial Property Fund, the Fund (post balance sheet date) has been restructured and recapitalised. Key features have been:
  - A\$55.6 million placement to GRT, providing a holding of 50.1%
  - Internalisation of management and creation of a stapled entity
  - Name change, changes to the Board and a 1 for 10 stapled security consolidation

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# GROWTHPOINT AUSTRALIA IN SUMMARY (cont'd)

- A\$144 million renounceable rights issue, underwritten by GRT is to be completed by late September
- ❖ Quality property portfolio, to be diversified to office, retail and industrial property markets over time



- ❖ Only A-REIT to have a solely domestic property focus with pure rental income, without development, funds management or other corporate activity

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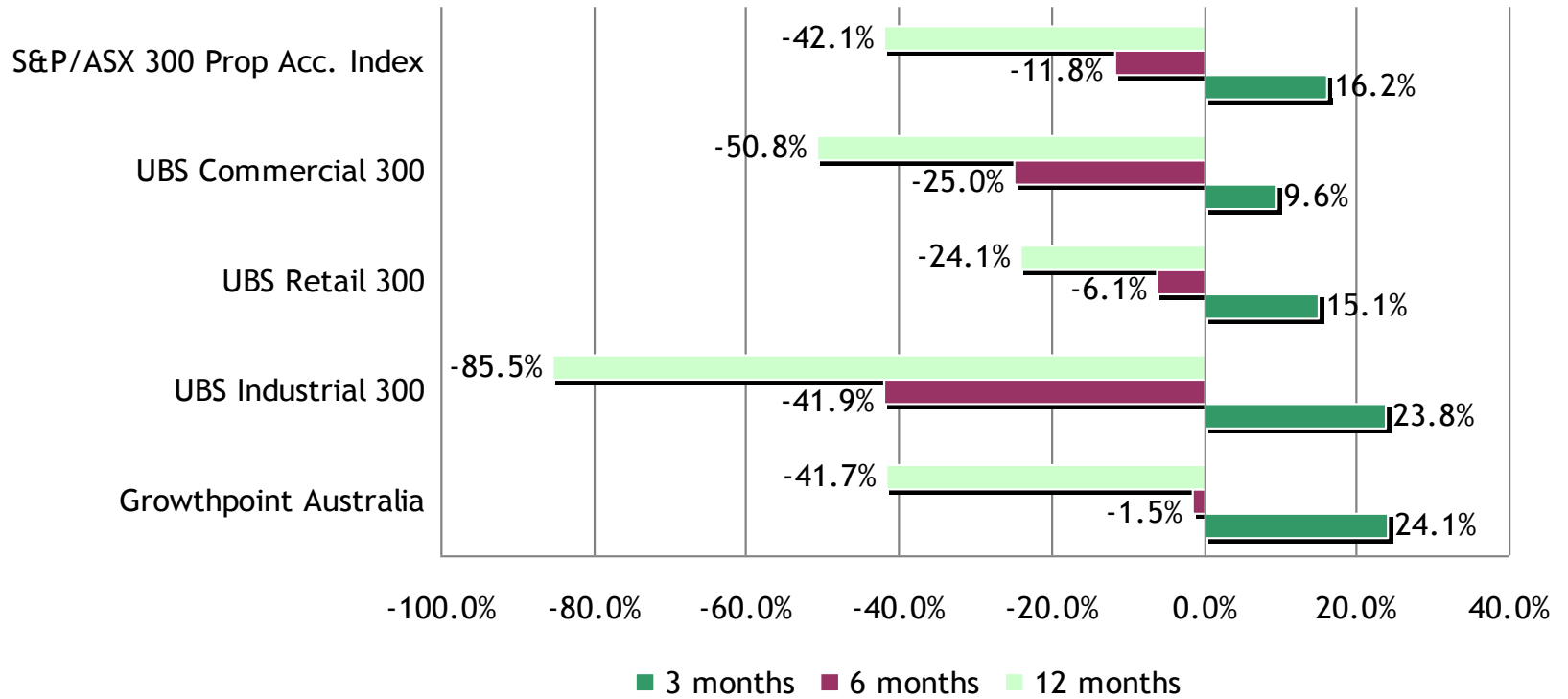
# SUMMARY OF RESULTS

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Profit from operations	\$14.9 m 2008: \$18.2 m	Higher interest cost and management fees
Net loss	(\$210.1) m 2008: \$35.5 m	AIFRS, non-cash adjustments (below)
Major (non-cash) items - Revaluations - Interest Rate SWAPS	(\$186.0m) (46.0m)	- Yield change +210 bps - Loss on swaps as rates have fallen
NTA per unit	34 cents 2008: 98 cents	Asset devaluation and gearing effects

# TOTAL RETURN PERFORMANCE

## Total returns to 30 June 2009



Source: IRESS & UBS Australia

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# FINANCIAL REVIEW



Broadmeadows 120 Northcorp Boulevard

**GROWTH-POINT**  
PROPERTIES



# INCOME STATEMENT (Extracts)

ITEM	YE June 2009 \$ million	YE June 2008 \$ million	Increase/ (decrease)	HY Dec 2008 \$ million
Net property income	55.0	52.5	2.5	27.5
Net interest	(37.4)	(31.9)	(5.5)	16.8
Management fee	(1.9)	(1.4)	(0.5)	(1.0)
Funds expenses	(0.8)	(0.9)	0.1	(0.5)
<b>Profit from operations after tax</b>	<b>14.9</b>	<b>18.2</b>	<b>(3.3)</b>	<b>9.2</b>
Non-cash and non-recurring items	(224.9)	17.3	(242.2)	(146.8)
<b>Net profit/(loss) attributable to Unitholders</b>	<b>(210.0)</b>	<b>35.5</b>	<b>(245.5)</b>	<b>(137.6)</b>
Profit from operations and tax	14.9	18.2	(3.4)	9.2
Add back capitalising interest	-	10.8	(10.8)	-
<b>Distributable income available</b>	<b>14.9</b>	<b>29.0</b>	<b>(14.2)</b>	<b>9.2</b>
<b>Distributions paid / payable</b>	<b>11.2</b>	<b>28.0</b>	<b>(16.8)</b>	<b>8.6</b>

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# BALANCE SHEET (Extracts)

ITEM	As at June 2009 \$ million	As at June 2008 \$ million	Increase/ (decrease)	As at Dec 2008 \$ million
<b><i>Current assets</i></b>				
Cash and cash equivalents	7	17	(10)	28
Other assets	3	11	(8)	1
<b>Total current assets</b>	<b>10</b>	<b>28</b>	<b>(18)</b>	<b>29</b>
<b><i>Non-current assets</i></b>				
Investment property	662	820	(158)	748
Less Straight line rental adjustments	(19)	(10)	(9)	(14)
Other assets	19	25	(6)	14
<b>Total non-current assets</b>	<b>662</b>	<b>835</b>	<b>(173)</b>	<b>748</b>
<b>Total assets</b>	<b>672</b>	<b>863</b>	<b>(191)</b>	<b>777</b>
<b><i>Current liabilities</i></b>				
Trade and other payables	24	2	(22)	23
Derivative financial instruments	15	-	(15)	10
Provision for distribution	3	7	4	4
<b>Total current liabilities</b>	<b>42</b>	<b>9</b>	<b>(33)</b>	<b>37</b>
<b><i>Non-current liabilities</i></b>				
Derivative financial instruments	7	-	(7)	33
Interest bearing debt	506	517	11	515
<b>Total non-current liabilities</b>	<b>513</b>	<b>517</b>	<b>4</b>	<b>548</b>
<b>Total liabilities</b>	<b>555</b>	<b>526</b>	<b>(29)</b>	<b>585</b>
<b>Net assets</b>	<b>117</b>	<b>337</b>	<b>(220)</b>	<b>192</b>

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# DEBT OVERVIEW

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ITEM	\$ million	LVR **
Beginning of Period - 30 June 2008	517	63%
Change During Period	(11)	
Closing Balance - 30 June 2009	506	76%
Debt repayment		
- Placement	(45)	
- Rights Issue	(131)	
Est. closing balance *	330	50%

\* Post recapitalisation

\*\* Based upon book values

# DEBT FACILITY

- ❖ New facility (post balance date) - NAB and Westpac to 30 June 2012
- ❖ Facility limit - \$480 million, with options to upsize
- ❖ Key covenants:
  - Loan to value ratio (LVR)
    - Default LVR 70% to 31 December 2010, 65% thereafter
    - Operating LVR 60%: between 60% to 65% no redraw and >65% cashflow used to reduce debt
  - Interest coverage ratio (ICR)
    - Default ICR of 1.4 times
- ❖ Margin and line fee - dependent on ICR, commencing at total 220 bps
- ❖ Post recapitalisation LVR of 50%, ICR circa 2.0 times and undrawn debt of \$150 million

# INTEREST RATE HEDGING

- ❖ Fund policy to remain hedged 75% of debt
- ❖ As at 30 June 2009, interest rate swaps outstanding were \$512.7 million, covering 101% of current debt, with an average maturity of 3.6 years and average cost of 6.24% per annum excluding margin
- ❖ Mark to market interest rate swap liability of \$22.1 million (\$23.9 million asset June 2008), as interest rates have fallen
- ❖ Recapitalisation provides for the breaking of interest rate swaps (up to \$9.0 million cost) to align hedging with lower debt balance

# OPERATIONAL OVERVIEW



Tullamarnie, 60 Annandale Road

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PROPERTIES

# OPERATIONAL OVERVIEW

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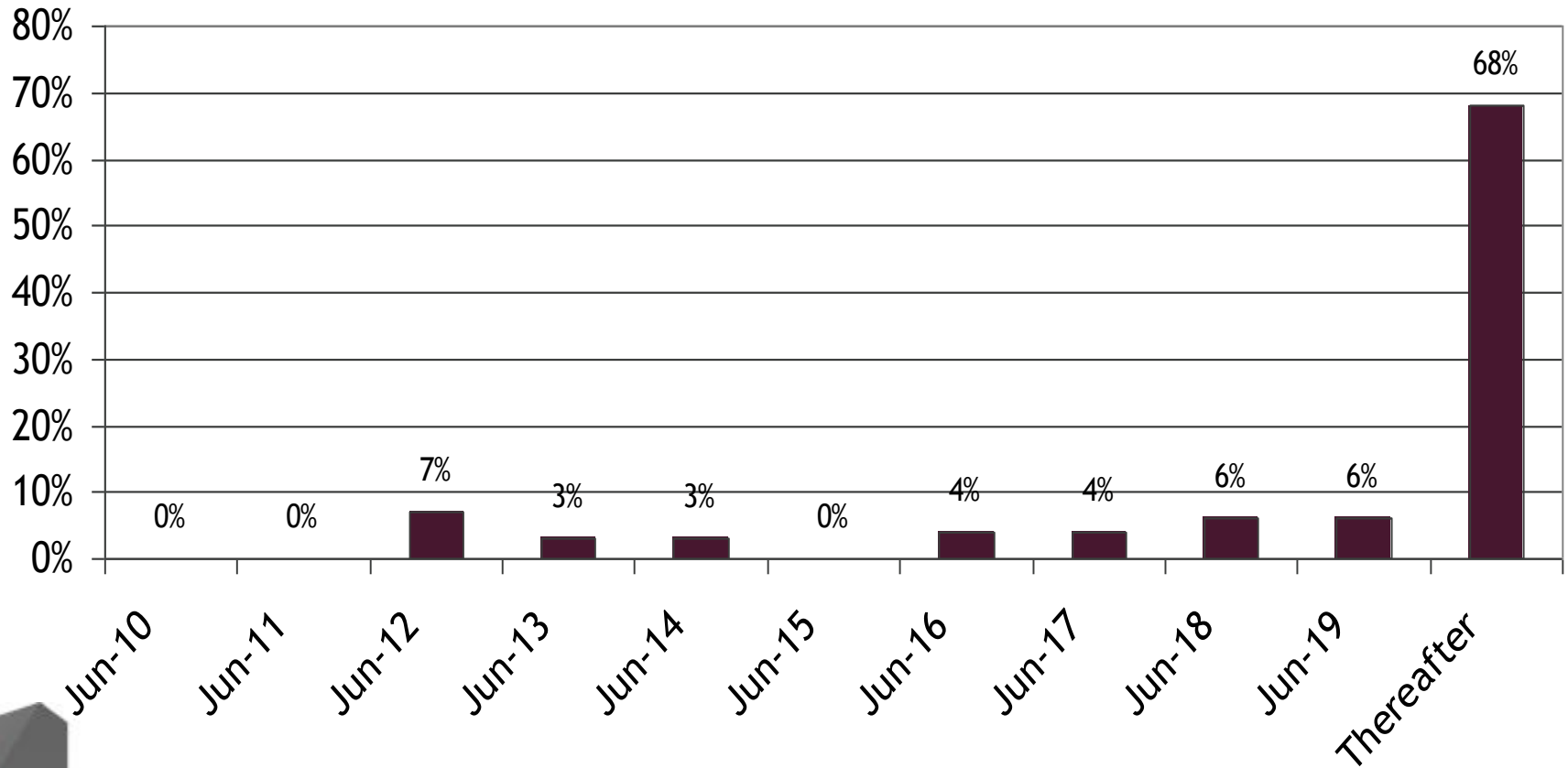
	GLA m2	VACANCY m2	VACANCY %
<b>Balance at 1 July 2008</b>	<b>687,106</b>	-	<b>0%</b>
Gross lettable area (GLA) adjustments	-	-	
Disposals	(24,184)	-	<b>0%</b>
Acquisitions (existing buildings)	-	-	
Developments and extensions	<b>26,527</b>	-	<b>0%</b>
Lease expired in the period	-	-	
Renewals of expired leases	-	-	
New letting of expired leases	-	-	
Lease terminated	-	<b>14,082</b>	<b>2%</b>
<b>Balance at 30 June 2009</b>	<b>689,449</b>	<b>14,082</b>	<b>2%</b>

- (1) Four properties sold
- (2) Two properties expanded
- (3) 45-55 South Centre Road, Tullamarine - tenant went into receivership, with bank guarantee now applying. Property vacant and available for lease

❖ Low vacancy of 2% of gross lettable area (GLA)

# TOTAL LEASE EXPIRY PROFILE

## GOZ Lease Expiry Profile (by Current Rental)



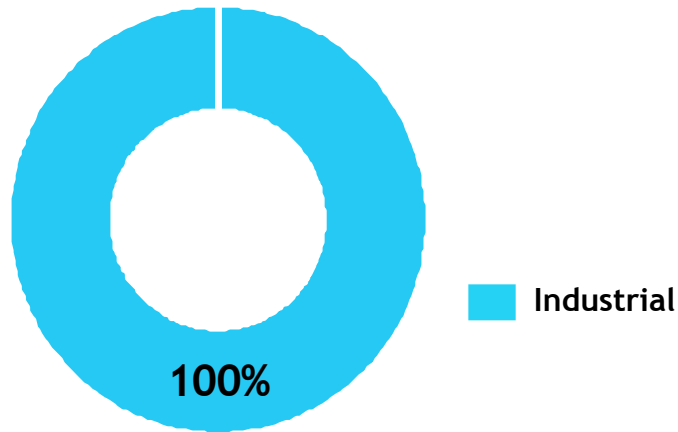
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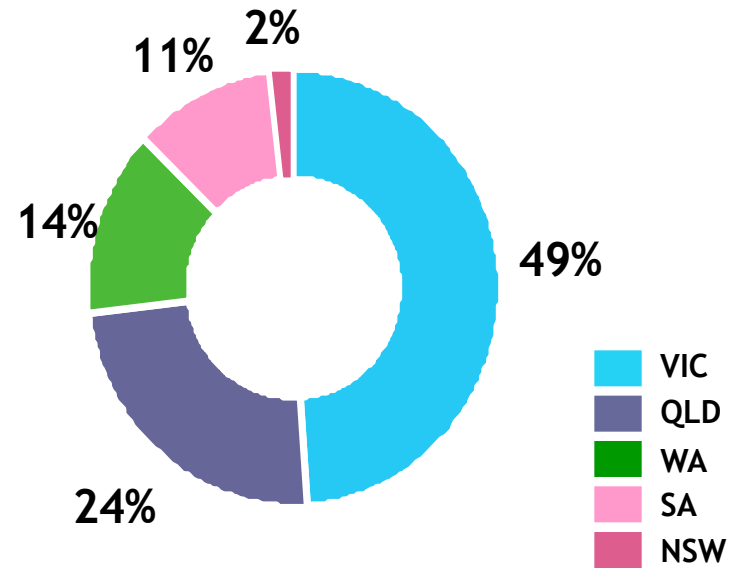
# SECTORAL ANALYSIS\*

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## Value



## Geographic diversity



\* Based upon property value

# PROPERTY VALUATIONS

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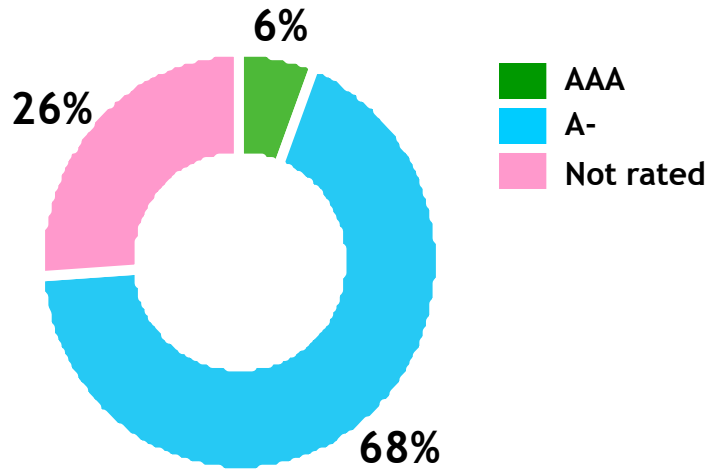
ITEM	\$ million	Cap rate
Opening balance - 30 June 2008	820	6.8%
Add		
Capital Expenditure	45	7.3%
Less		
Property Sales	(24)	8.7%
Loss of Sale	(2)	
Revaluation of Property	(167)	
Closing balance - 30 June 2009	662	8.9%

- ❖ Valuation as at 30 June 2009 at average capitalisation rate of 8.9%, + 130-basis points on December 2008 and + 210 basis points on the June 2008 capitalisation rate

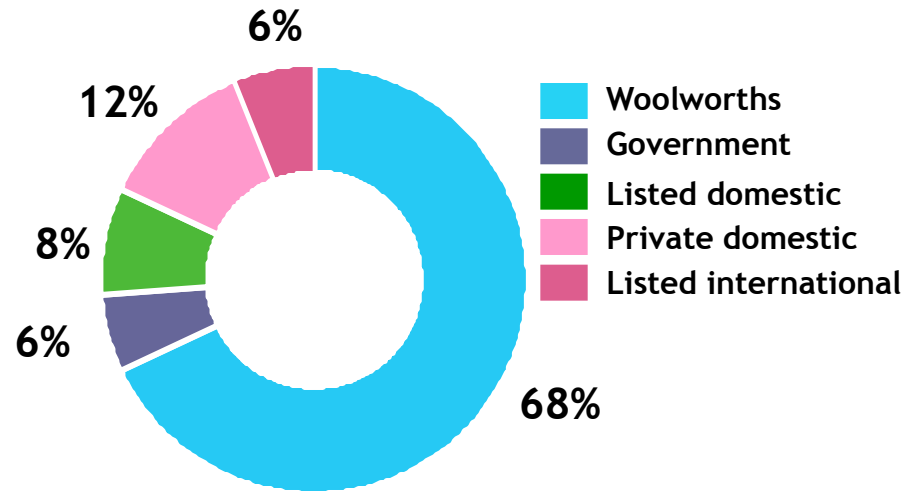
# TENANT ANALYSIS\*

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## Tenant Rating \*\*



## Tenant breakdown



\* Based upon percentage of rent income as at 30 June 2009

\*\* Star Track Express is 50% owned by the Commonwealth of Australia (Australia Post) - S&P credit rating AAA and 50% by Qantas - S&P credit rating BBB. This analysis uses a AAA credit rating

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# ACQUISITIONS, DISPOSALS AND DEVELOPMENTS



Tullamarine, 75 Annandale Road

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# ACQUISITIONS AND DISPOSALS

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PROPERTY	DATE	SALE PRICE \$m <sup>(1)</sup>	INITIAL YIELD
<b>Acquisitions</b>			
Nil			
<b>Disposals</b>			
91 Transport Avenue, Adelaide Airport, SA	Dec 2008	\$7.6	8.0%
50-52 Koornang Road, Scoresby, VIC	Jan 2009	\$5.5	9.5%
26 William Angliss Drive, Laverton, VIC	May 2009	\$3.6	8.0%
830 Wellington Road, Scoresby, VIC	May 2009	\$8.0	9.1%
<b>Total</b>		<b>\$24.7</b>	<b>8.8%</b>

<sup>(1)</sup> Contracted sale price prior to capex and sale costs

- ❖ Four non-core properties sold at an average initial yield of 8.8%

# DEVELOPMENTS COMPLETED AND IN PROGRESS

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ITEM	Total cost \$ million	Spent to 30 June 2009 \$ million	Tenant	m <sup>2</sup>	Expected yield
2 Horrie Miller Drive, Perth Airport	32	20	Woolworths	15,549	7.0%
40 Annandale Road, Tullamarine	8	7	Star Track Express	10,939	9.0%
<b>Total</b>	<b>40</b>	<b>27</b>		<b>26,488</b>	<b>7.4%</b>

- ❖ Significant property expansions have improved properties for key tenants and extend lease expiry for whole of property. Woolworths, Perth lease expiry 2025 (+ 3 years) and Star Track Express, Tullamarine lease expiry 2019 (+2 years)

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# PROSPECTS



Brisbane Airport, 3 Viola Place

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- ❖ A-REITs recapitalised - \$17.6 billion raised during 2008 and 2009, significantly reducing gearing
- ❖ Property transaction volumes increasing, with greater liquidity in markets
- ❖ Major challenges during next 12 - 24 months
  - Debt markets remain constrained. Significant property CMBS debt to rollover
  - Interest rate increases
  - Increased vacancies, arrears and bad debts as a “lag”
- ❖ Major opportunities during the next 12 - 24 months
  - Pro-active asset management in expanding key properties for tenants, leasing vacant space and renewing leases with expiries to 2012
  - Distressed sellers in the market
  - Access to equity is improving as investors see value
  - Yields higher (+200 to +300 basis points from peak), with lower cost of debt



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- ❖ Recapitalisation and restructure provides a stable financial platform. Rights issue of \$144.4 million is to be completed by late September
- ❖ Fund will be able to review accretive acquisition opportunities in office, retail and industrial property sectors, diversifying portfolio over time
- ❖ Only A-REIT stapled entity to have a solely domestic property investment focus with pure rental income, without development, funds management or other corporate activity
- ❖ Strong long term cashflow from quality tenants provides a level of security should tenant financial capacity and demand weaken
- ❖ Growthpoint Properties Australia confirms the distribution forecast for the year to 30 June 2010 at 14.0 cents per stapled security

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**THANK YOU**



Wodonga 28 Bilston Drive, Barnawatha

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