



Overview of Growthpoint Properties Australia

Growthpoint Properties Australia (also referred to in this document as “GOZ” or “the Group”) is an ASX listed real estate investment trust or A-REIT (ASX Code: GOZ), with a **mandate to invest in Australian property in the industrial, office and retail sectors.**

Our mission

The Group seeks to provide investors with a tradeable security producing **consistently growing income returns and long-term capital appreciation.**

Our investment philosophy

To be a pure landlord, with 100% of income derived from rent under leases to quality tenants for commercial real estate.



Building B,
211 Wellington Rd,
Mulgrave, VIC

Key statistics

(as at 31 March 2016)

- **20.5cps distribution forecast** for the 12 months to 30 June 2016, 4.1% above FY15
- **6.5% FY16 distribution yield** based on 31 March 2016 closing price of \$3.14
- **9.8% total Securityholder return** for the 12 months to 31 March 2016
- **19.5% p.a. total Securityholder return** for the five years to 31 March 2016¹
- **\$2.6 billion portfolio value** a 10.1% increase from 30 June 2015
- **\$1.8 billion market capitalisation**
- **115th largest entity on the ASX²** as at 31 March 2016
- **14th largest A-REIT on the ASX²** as at 31 March 2016

1. Source: UBS Investment Research.

2. By market capitalisation. Source: Goldman Sachs.

Our strategy:

100% investment in Australia

All of the Group’s properties are located in Australia where our management understands the key markets. We have increased the diversification of the portfolio to cover every State in Australia and the Australian Capital Territory.

Not a developer

The Group does not operate a property development business and does not intend to take on any significant development risk. It will likely continue to purchase properties to be developed, fund construction of developments, or enter a joint venture where the Group becomes the owner of the property on completion but only where material leases are in place.

No funds management

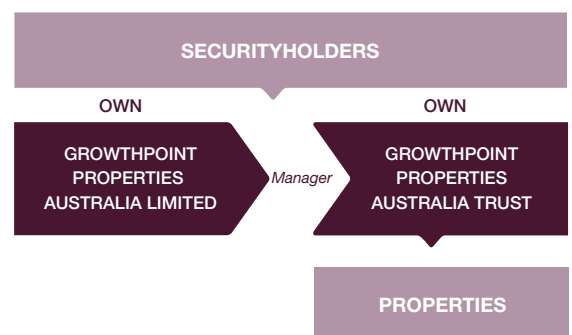
The Group does not have a funds management business nor does it intend to become a fund manager. The Group intends only to manage a portfolio of properties that it owns, and accordingly the Group’s income is, and will continue to be, derived solely from rental income.

Internalised management

The Group has internalised management via a stapled entity structure. Securityholders own both the property trust and the manager/responsible entity. There are no fees payable to external managers for operating the business and no conflicts of interest between Securityholders and the manager/responsible entity.

Stapled Group Structure

The Group has a stapled entity structure, with internalised management, comprising Growthpoint Properties Australia Limited (the Responsible Entity) and Growthpoint Properties Australia Trust.





Property Portfolio Overview

As at 31 March 2016

		Industrial	Office ¹	Total
Number of properties	no.	38	19	57
Total value	\$m	1,222.5	1,389.0	2,611.5
% of portfolio value	%	47	53	100
Occupancy	%	100	96	98
Like-for-like value change HY16	\$m / % of asset value	15.5 / 1.3	61.5 / 5.1	77.0 / 3.2
Total lettable area	sqm	874,156	211,611	1,085,767
Average property age	years	9.6	7.8	8.7
Average valuation cap rate	%	7.3	6.8	7.1
Over / (under) renting	%	4.2	7.5	5.9
WALE	years	6.0	6.8	6.4
WARR ²	%	2.8	3.3	3.1
Capital expenditure HY16	\$m / % of asset value	2.0 / 0.16	1.5 / 0.11	3.5 / 0.13
HY16 net property income	\$m	46.3	41.1	87.4
Number of tenants ³	no.	39	70	108
Major tenants		Woolworths, Linfox, Star Track	NSW Police, GE Capital Finance, Commonwealth of Australia	

1. Includes Building C, 211 Wellington Road, Mulgrave, Victoria at its 'on completion' valuation. 2. Assumes Consumer Price Index change of 1.7% per annum as per Australian Bureau of Statistics release for CY15. 3. Fuji Xerox is both an office and an industrial tenant.

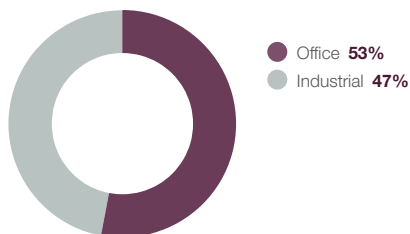
Leasing since 31 December 2015

Address		Sector	Tenant	Start date	Term (years)	NLA (sqm)	Car Parks	Annual rent increases (%)	
333 Ann Street	Brisbane	QLD	Office	MasterCard	Q3, FY16	5.6	1,300*	5	Fixed 3.50%
A4, 52 Merivale Street	South Brisbane	QLD	Office	Fuji Xerox	Q2, FY17	7.0	1,425	16	Fixed 3.75%
Total / Weighted Average						6.3	2,725	21	3.6%

* Final area subject to survey.

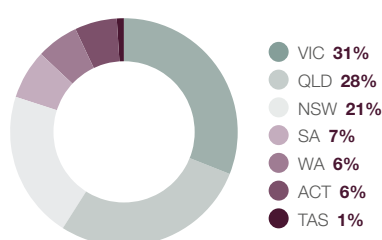
Sector diversity (%)

by property value as at 31 March 2016



Geographic diversity (%)

by property value as at 31 March 2016



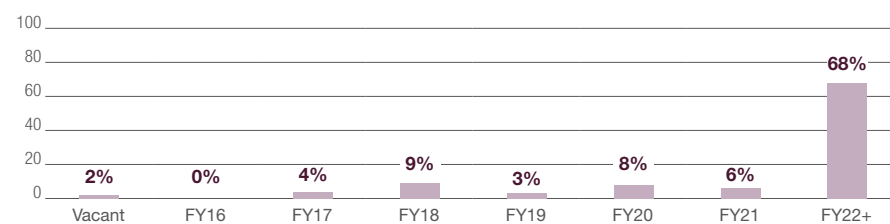
Top ten Tenants

By passing rent as at 31 March 2016

	%	WALE (yrs)
Woolworths	22	6.4
NSW Police	10	8.2
Commonwealth of Australia	6	10.0
GE Capital Finance Australasia	6	1.9
Linfox	4	7.2
Jacobs Engineering	3	7.7
Energex	3	11.6
Fox Sports	2	6.7
Star Track Express	2	3.3
Downer EDI Mining	2	6.2
Total / weighted average	60	6.9
Balance of portfolio	40	5.7
Total portfolio	100	6.4

Portfolio lease expiry profile (%)

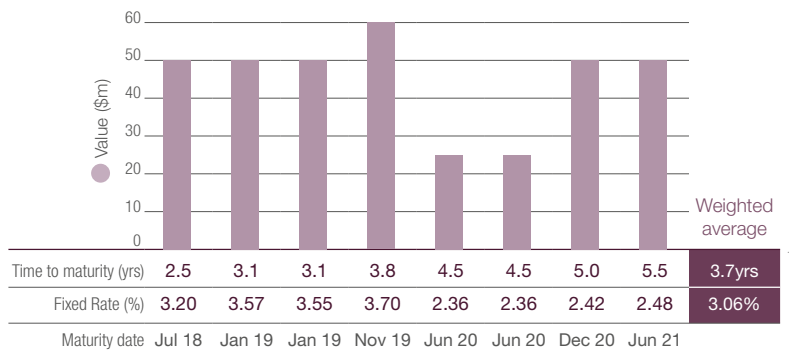
per financial year





Financial Management

Interest rate hedging



1. When the \$450 million of fixed debt is included, the weighted average maturity of fixed debt increases to 6.0 years and the weighted average fixed rate reduces to 2.88%.

Operating expenses

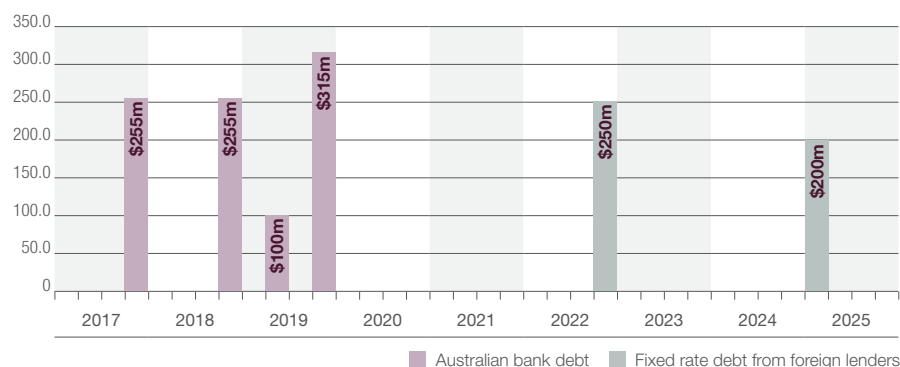
		CY15	CY14	Change	%Change
Total operating expenses	\$'000	9,672	8,677	995	11.5
Average gross asset value	\$'000	2,385,140	2,011,095	374,045	18.6
Operating expenses to average gross assets	%	0.41	0.43	N/A	(0.02)

Capital expenditure

		CY15	CY14	Change	% Change
Total portfolio capital expenditure	\$'000	9,543	5,878	3,575	60.8
Average property portfolio value	\$'000	2,322,721	1,984,904	337,817	17.0
Capital expenditure to average property portfolio value	%	0.41	0.30	N/A	0.11

- Based on its current portfolio, Growthpoint will seek to maintain operating expenses as a percentage of average gross assets at approximately 0.4% p.a.
- Growthpoint's capital expenditure is relatively low due to its modern office portfolio and high percentage of industrial property.

Debt Facilities (\$m)



Incremental cost of drawing headroom is 2.86% per annum at 31 March 2016.

Financial Management key statistics

(as at 31 March 2016)

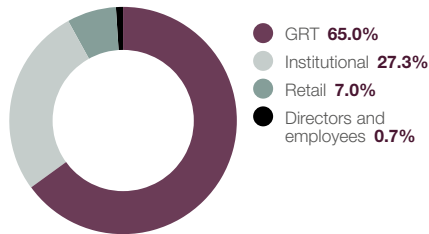
- NTA of **\$2.60** per stapled security as at 31 December 2015
- Balance sheet gearing of **39.7%**
- Target gearing range of **35%-45%**
- All-in cost of debt **4.44%**
- Total debt facilities of **\$1.38 billion**
- **\$1.06 billion** of drawn debt
- Debt headroom of **\$314.6 million**
- **4.5 years** average debt maturity
- **6.0 years** average fixed rate debt maturity
- **76%** debt fixed
- Target range of fixed debt **75%-100%**
- Debt covenants **LVR<60%; ICR>1.6 times**
- **0.41%** operating expenses/ average gross assets for CY15
- **0.41%** Capital expenditure/ average portfolio value CY15



Securityholders

Growthpoint Securityholders*

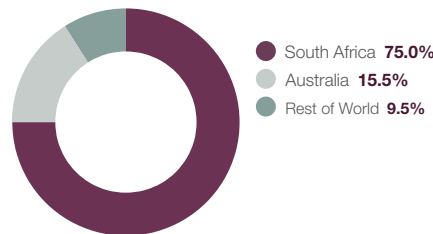
As at 31 March 2016



* Figures are approximate and based on beneficial ownership.

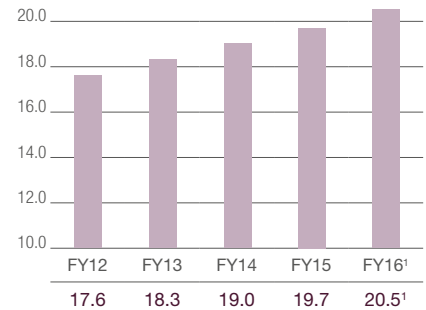
Location of Growthpoint Securityholders*

As at 31 March 2016



Distributions (c)

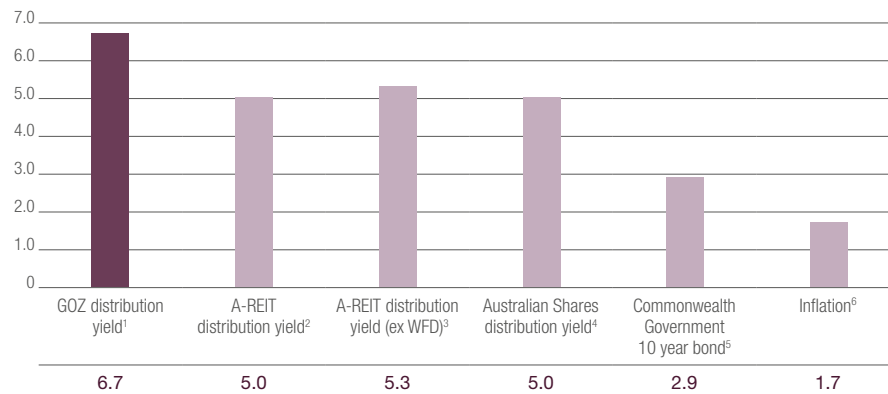
per stapled security



1. Distribution guidance only.

Relative forecast income yields (%)

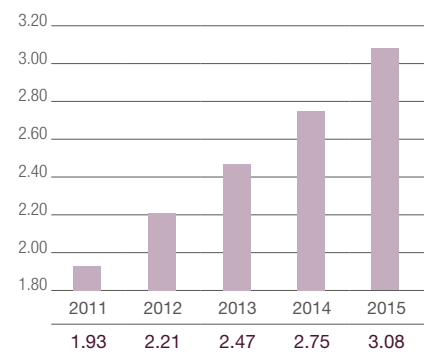
to 30 June 2016



1. FY16 distribution guidance of 20.5 cents divided by 31 December 2015 closing price of \$3.08. 2. S&P/ASX 300 Property Index (Source: UBS Investment Research). 3. S&P/ASX 300 Property Index excluding Westfield Corporation (Source: UBS Investment Research). 4. FY16 estimated dividend yield for S&P/ASX 300 (Source: Bloomberg). 5. As at 31 December 2015. Source: Reserve Bank of Australia. 6. CPI All Groups (weighted average of eight capital cities) movement for the year ended 31 December 2015 as released by the Australian Bureau of Statistics on 27 January 2016.

Security price (\$)

As at 31 December



About Growthpoint South Africa¹

Growthpoint Properties Limited of South Africa ("GRT") owns 65% of the securities of Growthpoint (at 31 December 2015) and is its major Securityholder.

Other information about GRT

- The largest primary listed South African REIT
- Included in the JSE Top 40 Index
- Top ten constituent of FTSE EPRA / NAREIT Emerging Index
- Included in the JSE Socially Responsible Investment (SRI) Index
- Underpinned by high-quality, physical property assets, diversified across sectors (Retail, Office and Industrial)
- Consistent record of growth and creating value for investors with 7.0% compound average annual growth in distributions over the past 5 years
- Sustainable quality of earnings that can be projected with a high degree of accuracy

- Well capitalised and conservatively geared
- Good corporate governance with transparent reporting
- Proven management track record
- Recipient of multiple sustainability, governance and reporting awards
- Baa2 global scale rating from Moody's

Growthpoint represents:

- 26.7% of GRT's gross property assets
- 22.3% of GRT's net property income
- 14.8% of GRT's total distributable income

Key Facts

Listing	GRT is listed on the Johannesburg Stock Exchange (JSE)
Ranking on the JSE	32nd by market capitalisation as of 31 December 2015
Closing exchange rate used	AUD:ZAR=11.43
Market capitalisation	R63.5B / AUD5.5B
Gross assets	R110.0B / AUD9.6B
Net assets	R73.8B / AUD6.3B
Gearing (SA only)	30.5%
Distributable Income	R2.4B / AUD446.8m
ICR (SA only)	3.3 times
No. of employees (SA only)	673
Properties	474 properties in South Africa, including 50% ownership of the prestigious V&A Waterfront

1. All information supplied by GRT (figures as at 31 December 2015).