

# Financial report

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### About the Financial Report

This report covers Growthpoint Properties Australia Limited, Growthpoint Properties Australia Trust and its controlled entities, together being a stapled group. Growthpoint Properties Australia Limited is the Responsible Entity for Growthpoint Properties Australia Trust. The financial report is presented in Australian currency.

Growthpoint Properties Australia Trust and its Responsible Entity, Growthpoint Properties Australia Limited, are both domiciled in Australia. The Responsible Entity's registered office and principal place of business is Level 31, 35 Collins Street, Melbourne, Victoria, 3000, Australia.

A description of the nature of the stapled group's operations and its principal activities is included in the Directors' Report which is not part of the financial report.

The financial report was authorised for issue by the Directors on 16 August 2018. The Directors have the power to amend and reissue the financial report.

References to "the year" or "FY18" in this report refer to the year ended 30 June 2018 unless the context requires otherwise. References to "FY19" and "FY20" relate to the twelve months ending 30 June in the year listed.

References to "balance date" in this report refer to 30 June 2018 unless the context requires otherwise.

## Consolidated Statement of Profit or Loss and Other Comprehensive Income

For the year ended 30 June 2018	Notes	<b>2018</b>	2017
		\$'000	\$'000
<b>Revenue</b>			
Property revenue	2.1	<b>254,239</b>	261,463
Distributions from investment in securities		<b>4,886</b>	-
Straight line adjustment to property revenue		<b>5,962</b>	2,522
Net changes in fair value of investment properties	2.2	<b>166,958</b>	118,157
Profit / (loss) on sale of investment properties		<b>24,419</b>	(1,123)
Net change in fair value of investment in securities	2.3	<b>10,368</b>	-
Net change in fair value of derivatives		<b>(573)</b>	16,161
Loss on settlement of derivatives		-	(13,779)
<b>Net investment income</b>		<b>466,259</b>	383,401
<b>Expenses</b>			
Property expenses	2.1	<b>(40,614)</b>	(38,145)
Other expenses from ordinary activities		<b>(13,362)</b>	(12,385)
<b>Total expenses</b>		<b>(53,976)</b>	(50,530)
<b>Profit from operating activities</b>		<b>412,283</b>	332,871
Interest income		<b>316</b>	501
Borrowing costs	3.2	<b>(54,797)</b>	(55,232)
<b>Net finance costs</b>		<b>(54,481)</b>	(54,731)
<b>Profit before income tax</b>		<b>357,802</b>	278,140
Income tax expense	4.3	<b>(93)</b>	(50)
<b>Profit for the period</b>		<b>357,709</b>	278,090
<b>Profit attributable to:</b>			
Owners of the Trust		<b>358,762</b>	279,324
Owners of the Company		<b>(1,053)</b>	(1,234)
		<b>357,709</b>	278,090
Distribution to Securityholders	3.6	<b>(148,432)</b>	(140,077)
<b>Change in net assets attributable to Securityholders / Total Comprehensive Income</b>		<b>209,277</b>	138,013
<b>Basic and diluted earnings per stapled security (cents)</b>	3.7	<b>53.5</b>	42.7

The above Consolidated Statement of Profit or Loss and Other Comprehensive Income should be read in conjunction with the accompanying notes.

## Consolidated Statement of Financial Position

As at 30 June 2018	Notes	2018	2017
		\$'000	\$'000
<b>Current assets</b>			
Cash and cash equivalents		31,463	31,459
Trade and other assets	2.5	6,583	10,891
Assets held for sale	2.4	64,250	103,500
<b>Total current assets</b>		<b>102,296</b>	<b>145,850</b>
<b>Non-current assets</b>			
Plant & equipment		930	1,197
Investment properties	2.2	3,291,800	3,180,275
Investment in securities	2.3	78,497	-
Derivative financial instruments	3.3	-	121
Net deferred tax assets	4.3	1,046	929
<b>Total non-current assets</b>		<b>3,372,273</b>	<b>3,182,522</b>
<b>Total assets</b>		<b>3,474,569</b>	<b>3,328,372</b>
<b>Current liabilities</b>			
Trade and other liabilities	2.6	37,370	48,750
Distribution to Securityholders	3.6	75,643	72,086
Current tax payable		67	235
<b>Total current liabilities</b>		<b>113,080</b>	<b>121,071</b>
<b>Non-current liabilities</b>			
Trade and other liabilities	2.6	69	-
Interest bearing liabilities	3.1	1,197,555	1,299,380
Derivative financial instruments	3.3	6,892	6,440
<b>Total non-current liabilities</b>		<b>1,204,516</b>	<b>1,305,820</b>
<b>Total liabilities</b>		<b>1,317,596</b>	<b>1,426,891</b>
<b>Net assets</b>		<b>2,156,973</b>	<b>1,901,481</b>
<b>Securityholders' funds</b>			
Contributed equity	3.5	1,698,702	1,653,735
Reserves		7,616	6,369
Accumulated profits		450,655	241,377
<b>Total Securityholders' funds</b>		<b>2,156,973</b>	<b>1,901,481</b>

The above Consolidated Statement of Financial Position should be read in conjunction with the accompanying notes.

## Consolidated Statement of Changes in Equity

For the year ended 30 June 2018	Contributed equity	Share- based payments reserve	Deferred tax expenses charged to equity	Profits reserve	Accumulated profits	<b>Total</b>
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
<b>Balance at 30 June 2017</b>	1,653,735	5,825	537	7	241,377	<b>1,901,481</b>
<b>Total comprehensive income for the year</b>						
Profit after tax for the year	-	-	-	-	357,709	<b>357,709</b>
Total other comprehensive income	-	-	-	-	-	-
<b>Total comprehensive income for the year</b>	-	-	-	-	357,709	<b>357,709</b>
<b>Transactions with Securityholders in their capacity as Securityholders:</b>						
Contributions of equity, net of transaction costs	44,968	-	-	-	-	<b>44,968</b>
Distributions provided or paid	-	-	-	-	(148,432)	<b>(148,432)</b>
Share-based payment transactions	-	1,229	-	-	-	<b>1,229</b>
Deferred tax expense charged to equity	-	-	18	-	-	<b>18</b>
<b>Total transactions with Securityholders</b>	44,968	1,229	18	-	(148,432)	<b>(102,218)</b>
<b>Balance at 30 June 2018</b>	1,698,702	7,054	555	7	450,655	<b>2,156,973</b>
Total recognised income and expense for the year is attributable to:						
- Trust						<b>358,762</b>
- Company						<b>(1,053)</b>
<b>Growthpoint Properties Australia</b>						<b>357,709</b>

<b>For the year ended 30 June 2017</b>	Contributed equity	Share- based payments reserve	Deferred tax expenses charged to equity	Profits reserve	Accumulated profits	<b>Total</b>
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
<b>Balance at 30 June 2016</b>	1,414,012	4,506	522	7	103,365	<b>1,522,412</b>
<b>Total comprehensive income for the year</b>						
Profit after tax for the year	-	-	-	-	278,090	<b>278,090</b>
Total other comprehensive income	-	-	-	-	-	-
<b>Total comprehensive income for the year</b>	-	-	-	-	278,090	<b>278,090</b>
<b>Transactions with Securityholders in their capacity as Securityholders:</b>						
Contributions of equity, net of transaction costs	239,723	-	-	-	-	<b>239,723</b>
Distributions provided or paid	-	-	-	-	(140,077)	<b>(140,077)</b>
Share-based payment transactions	-	1,319	-	-	-	<b>1,319</b>
Deferred tax expense charged to equity	-	-	15	-	-	<b>15</b>
<b>Total transactions with Securityholders</b>	239,723	1,319	15	-	(140,077)	<b>100,980</b>
<b>Balance at 30 June 2017</b>	1,653,735	5,825	537	7	241,377	<b>1,901,481</b>
Total recognised income and expense for the year is attributable to:						
- Trust						<b>279,324</b>
- Company						<b>(1,234)</b>
<b>Growthpoint Properties Australia</b>						<b>278,090</b>

The above Consolidated Statement of Changes in Equity should be read in conjunction with the accompanying notes.

## Consolidated Cash Flow Statement

For the year ended 30 June 2018	Notes	<b>2018</b>	2017
		\$'000	\$'000
<b>Cash flows from operating activities</b>			
Cash receipts from customers		247,928	268,716
Cash payments to suppliers		(52,604)	(53,125)
Cash generated from operating activities		195,324	215,591
Interest paid		(56,568)	(53,496)
Taxes paid		(360)	(595)
<b>Net cash inflow from operating activities</b>	2.7 (b)	<b>138,396</b>	161,500
<b>Cash flows from investing activities</b>			
Interest received		317	501
Distributions received from investment in securities		3,673	-
Receipts from sale of investment properties		194,766	161,574
Payments for investment properties		(66,943)	(227,845)
Payments for investment in securities		(68,129)	-
Payments for plant & equipment		(25)	(1,281)
<b>Net cash inflow / (outflow) from investing activities</b>		<b>63,659</b>	(67,051)
<b>Cash flows from financing activities</b>			
Proceeds from external borrowings		322,547	903,354
Repayment of external borrowings		(424,691)	(981,000)
Proceeds from equity raising		44,968	103,864
Equity raising costs		-	(6,013)
Payment for settlement of derivatives		-	(13,779)
Distributions paid to Securityholders		(144,875)	(140,077)
<b>Net cash outflow from financing activities</b>		<b>(202,051)</b>	(133,651)
Net inflow in cash and cash equivalents		4	(39,202)
Cash and cash equivalents at the beginning of the period		31,459	70,661
<b>Cash and cash equivalents at the end of the period</b>	2.7 (a)	<b>31,463</b>	31,459

The above Consolidated Cash Flow Statement should be read in conjunction with the accompanying notes.

## Notes to the Financial Statements

### Section 1: Basis of preparation



#### in this section ...

This section shows the basis of reporting for the Group and relevant new accounting standards, amendments and interpretations, whether these are effective in FY18 or later years. We explain how these changes are expected to impact the financial position and performance of the Group.

#### Reporting entity

Growthpoint Properties Australia was formed by the stapling of two entities: Growthpoint Properties Australia Limited (“the Company”) and Growthpoint Properties Australia Trust (“the Trust”). In this report, the Trust includes all of its controlled entities. The Company is the Responsible Entity for the Trust. Growthpoint Properties Australia is also referred to as “the Group”.

The Group was established for the purpose of facilitating a joint quotation of the Company and the Trust and its controlled entities on the Australian Securities Exchange (ASX Code: GOZ). The constitutions of the Company and the Trust ensure that, for so long as the two entities remain jointly quoted, the number of shares in the Company and the number of units in the Trust shall be equal and the shareholders of the Company and the unitholders in the Trust are identical. The Company, both in its personal capacity and in its capacity as the Responsible Entity of the Trust, must at all times act in the best interests of the Group. The Group is a for profit entity.

The consolidated financial report includes financial statements for Growthpoint Properties Australia, the stapled consolidated Group, which is domiciled in Australia as at, and for the twelve months ended, 30 June 2018. The Group’s registered address is Level 31, 35 Collins Street, Melbourne, Victoria 3000, Australia.

The ultimate parent entity of the Group is Growthpoint Properties Limited.

#### Working capital deficiency

The Group has unutilised facilities of \$320 million and sufficient working capital and cashflows in order to fund all requirements arising from the net current asset deficiency as at 30 June 2018. The deficiency is largely driven by the provision for the 30 June 2018 distribution.

#### Statement of compliance

The consolidated financial statements are general purpose financial statements which have been prepared in accordance with Australian Accounting Standards (AASB’s) adopted by the Australian Accounting Standards Board (AASB) and the *Corporations Act 2001*. The consolidated financial statements comply with International Financial Reporting Standards (IFRS) adopted by the International Accounting Standards Board (IASB).

The consolidated financial statements were authorised for issue by the Board on 16 August 2018.

#### Basis of measurement

The consolidated financial statements have been prepared on the historical cost basis except for the following material items in the Consolidated Statement of Financial Position:

- > derivative financial instruments measured at fair value;
- > assets held for sale are measured at fair value;
- > investment in securities is measured at fair value;
- > investment property is measured at fair value; and
- > share-based payment arrangements are measured at fair value.

#### Functional and presentation currency

These consolidated financial statements are presented in Australian dollars, which is the Group’s functional currency.

The Group is of a kind referred to in ASIC Corporations (Rounding in Directors’ / Financial Reports) Instrument 2016/191 and in accordance with that Instrument, all financial information presented in Australian dollars has been rounded to the nearest thousand unless otherwise stated.

## Notes to the Financial Statements continued

### Use of estimates, assumptions and judgements

The preparation of financial statements in conformity with IFRS requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimates are revised and in any future periods affected.

Information about critical judgements in applying accounting policies that have the most significant effect on the amounts recognised in the consolidated financial statements and information about assumptions and estimation uncertainties that have a significant risk of resulting in a material adjustment within the next financial year are included in the following notes:

- › Note 2.2 – Investment properties;
- › Note 2.3 – Assets held for sale;
- › Note 3.3 – Derivative financial instruments; and
- › Note 3.8 – Share-based payment arrangements.

### Determination of fair values

A number of the Group's accounting policies and disclosures require the determination of fair value, for both financial and non-financial assets and liabilities. When applicable, information regarding the method of determining fair value and about the assumptions made in determining fair value is disclosed in the note specific to that asset or liability.

### New Standards and interpretations not yet adopted

A number of new standards, amendments to standards and interpretations effective for annual periods beginning on or after 1 January 2018 have not been applied in preparing these consolidated financial statements. Those which may be relevant to the Group are set out below. The Group does not plan to adopt these standards early.

#### IFRS 9 *Financial Instruments*

IFRS 9, published in July 2014, replaces the existing guidance in IAS 39 *Financial Instruments: Recognition and Measurement*. IFRS 9 includes revised guidance on the classification and measurement of financial instruments including a new expected credit loss model for calculating impairment on financial assets and the new general hedge accounting requirements. It also carries forward the guidance on recognition and derecognition of financial instruments from IAS 39.

IFRS 9 is effective for annual reporting periods beginning on or after 1 January 2018, with early adoption permitted. The effect of the Standard has been examined and would not have any material impact on the Group once implemented.

#### IFRS 15 *Revenue from contracts with customers*

IFRS 15 establishes a comprehensive framework for determining whether, how much and when revenue is recognised. It replaces existing revenue recognition guidance, including IAS 18 *Revenue*, IAS 11 *Construction Contracts* and IFRIC 13 *Customer Loyalty Programmes*.

IFRS 15 is effective for annual reporting periods beginning on or after 1 January 2018, with early adoption permitted. The effect of the Standard has been examined and would not have any material impact on the Group once implemented.

#### IFRS 16 *Leases*

IFRS 16 removes the classification of leases as either operating leases or finance leases, for the lessee, effectively treating all leases as finance leases.

Short-term leases (less than 12 months) and leases of low-value assets (such as personal computers) are exempt from the lease accounting requirements.

There are also changes in accounting over the life of the leases. In particular, companies will now recognise a front-loaded pattern of expense for most leases, even when they pay constant annual rentals.

Lessor accounting remains similar to current practice (i.e. lessors continue to classify leases as finance and operating leases).

IFRS 16 is effective for annual reporting periods beginning on or after 1 January 2019, with early adoption permitted. The effect of the Standard has been examined and would not have any material impact on the Group once implemented.



## Section 2: Operating results, assets and liabilities



### in this section ...

This section shows the assets used to generate the Group's trading performance and provides information on the office and industrial property segments that make up that performance. It also shows the liabilities incurred as a result. Liabilities relating to the Group's financing activities are addressed in Section 3.

On the following pages there are sections covering investment property, other non-current assets, acquisitions and disposals and other payables.

### 2.1 Revenue and segment information

#### Accounting policies

##### Revenue recognition

Revenue is recognised at the fair value of the consideration received or receivable as detailed below for each category of revenue. All revenue is stated net of the amount of goods and services tax (GST). Revenue from investment properties is recognised on a straight-line basis over the life of the lease for leases where the revenue under the lease terms is fixed and determinable. For leases where the revenue is determined with reference to market reviews, inflationary measures or other variables, revenue is not straight-lined and is recognised in accordance with the lease terms applicable for the period.

##### Segment results

Segment results that are reported to the Group's Managing Director (the chief operating decision maker) include items directly attributable to a segment as well as those that can be allocated on a reasonable basis. Unallocated items comprise mainly distributions from investment in securities, change in fair value of investment in securities, head office expenses, interest expense and income tax assets and liabilities.

#### Segmental information

The Group operates wholly within Australia and derives rental income solely from property investments. The Group segments net property income and property revaluations into Office and Industrial segments and those results are shown below:

	Office	Industrial	Total
	\$'000	\$'000	\$'000
<b>Statement of Profit or Loss and Other Comprehensive Income for the year ended 30 June 2018</b>			
Revenue, excluding straight line lease adjustment	158,030	96,209	254,239
Property expenses	(25,471)	(15,143)	(40,614)
<b>Net Property Income Segment results</b>	<b>132,559</b>	<b>81,066</b>	<b>213,625</b>
Profit on sale of investment properties	-	24,419	24,419
Net changes in fair value of investment properties	76,461	90,497	166,958
<b>Segment results</b>	<b>209,020</b>	<b>195,982</b>	<b>405,002</b>
Income not assigned to segments			20,959
Expenses not assigned to segments			(68,159)
<b>Net profit before income tax</b>			<b>357,802</b>

## Notes to the Financial Statements continued

### 2.1 Revenue and segment information (continued)

#### Segmental information (continued)

	Office	Industrial	<b>Total</b>
	\$'000	\$'000	\$'000
<b>Statement of Profit or Loss and Other Comprehensive Income for the year ended 30 June 2017</b>			
Revenue, excluding straight line lease adjustment	160,396	101,067	<b>261,463</b>
Property expenses	(23,583)	(14,562)	<b>(38,145)</b>
<b>Net Property Income Segment results</b>	<b>136,813</b>	<b>86,505</b>	<b>223,318</b>
Loss on sale of investment properties	-	(1,123)	<b>(1,123)</b>
Net changes in fair value of investment properties	72,221	45,936	<b>118,157</b>
<b>Segment results</b>	<b>209,034</b>	<b>131,318</b>	<b>340,352</b>
Income not assigned to segments			<b>5,405</b>
Expenses not assigned to segments			<b>(67,617)</b>
<b>Net profit before income tax</b>			<b>278,140</b>

Property values are also reported by segment and this information is reported in note 2.2.

#### *Major customer*

Revenues from one customer, Woolworths Limited, of the Group's Industrial segment represents \$41,400,000 (2017: \$45,650,000) of the Group's total revenues.

### 2.2 Investment properties

#### Accounting policies

##### *Investment property*

Investment property is property held either to earn rental income or for capital appreciation or both, but not for sale in the ordinary course of business, use in the production or supply of goods or services or for administrative purposes. Investment properties are initially measured at cost including transaction costs. Costs incurred subsequent to initial acquisition are capitalised when it is probable that future economic benefits in excess of the originally assessed performance of the asset will flow to the entity and the cost of that capital expenditure can be measured reliably. All other costs are expensed in the profit and loss in the period incurred.

Subsequent to initial recognition as assets, investment properties are revalued to fair value. Directors revalue the property investments on the basis of valuations determined by them or independent valuers on a periodic basis. The Group assesses at each balance date whether these valuations appropriately reflect the fair value of investment properties.

Any gains or losses arising from changes in fair value of the properties are recognised in the consolidated statement of profit or loss and other comprehensive income in the period in which they arise.

##### *Lease incentives and commissions*

Any lease incentives provided to a tenant under the terms of a lease such as fit-outs or rent free periods are recognised as a reduction of revenue on a straight-line basis over the term of the lease.

Leasing commissions paid to agents on signing of lease agreements are recognised as a reduction of revenue on a straight-line basis over the term of the lease.

##### *Determination of fair value*

An external, independent valuation company, having appropriate recognised professional qualifications and recent experience in the location and category of property being valued generally, values the Group's entire investment property portfolio each financial year. The fair values are based on market values, being the estimated amount for which a property could be exchanged on the date of the valuation between a willing buyer and a willing seller in an arm's length transaction after proper marketing wherein the parties had each acted knowledgeably and willingly.

## 2.2 Investment properties (continued)

### Determination of fair value (continued)

In the absence of current prices in an active market, the valuations are prepared on the basis of a discounted cash flow valuation where the net annual cash flows derived from the property are discounted to a net present value at a target internal rate of return or discount rate.

Valuations reflect, where appropriate, the types of tenants actually in occupation or responsible for meeting lease commitments or likely to be in occupation, the allocation of maintenance and insurance responsibilities between the Group and the lessee, and the remaining economic life of the property. When rent reviews or lease renewals are pending with anticipated reversionary increases, it is assumed that all notices and when appropriate, counter-notices, have been served validly and within the appropriate time frame.

### Investment Properties Value

Industrial Properties				Latest External Valuation		Consolidated Book Value	
				Date	Valuation	30-Jun-18	30-Jun-17
					\$'000	\$'000	\$'000
<b>Victoria</b>							
120 Northcorp Boulevard	Broadmeadows	VIC	30-Jun-18	77,400	<b>77,400</b>	77,700	
522-550 Wellington Road (i)	Mulgrave	VIC	31-Dec-16	65,500	-	65,900	
1500 Ferntree Gully Road & 8 Henderson Road	Knoxfield	VIC	30-Jun-18	44,000	<b>44,000</b>	42,300	
40 Annandale Road	Melbourne Airport	VIC	30-Jun-18	34,800	<b>34,800</b>	33,000	
9-11 Drake Boulevard	Altona	VIC	31-Dec-17	33,500	<b>34,500</b>	31,350	
120-132 Atlantic Drive	Keysborough	VIC	31-Dec-17	25,000	<b>25,250</b>	24,100	
130 Sharps Road	Melbourne Airport	VIC	31-Dec-17	25,300	<b>25,100</b>	24,500	
Lots 2-4, 44-54 Raglan Street	Preston	VIC	31-Dec-17	24,300	<b>24,500</b>	23,100	
120 Link Road	Melbourne Airport	VIC	31-Dec-17	17,000	<b>17,000</b>	15,500	
20 Southern Court	Keysborough	VIC	30-Jun-18	15,800	<b>15,800</b>	15,250	
6 Kingston Park Court	Knoxfield	VIC	30-Jun-18	12,300	<b>12,300</b>	12,150	
60 Annandale Road	Melbourne Airport	VIC	30-Jun-18	11,700	<b>11,700</b>	13,000	
3 Millennium Court	Knoxfield	VIC	31-Dec-17	11,500	<b>11,500</b>	11,000	
31 Garden Street	Kilsyth	VIC	31-Dec-17	10,250	<b>11,200</b>	10,100	
101-111 South Centre Road	Melbourne Airport	VIC	31-Dec-17	8,300	<b>8,800</b>	7,850	
19 Southern Court	Keysborough	VIC	30-Jun-18	8,100	<b>8,100</b>	8,100	
75 Annandale Road	Melbourne Airport	VIC	30-Jun-18	7,650	<b>7,650</b>	7,150	
<b>Queensland</b>							
70 Distribution Street	Larapinta	QLD	31-Dec-17	215,000	<b>220,000</b>	205,000	
13 Business Street	Yatala	QLD	31-Dec-17	15,000	<b>13,750</b>	15,000	
5 Viola Place	Brisbane Airport	QLD	31-Dec-17	8,700	<b>8,700</b>	8,000	
3 Viola Place	Brisbane Airport	QLD	31-Dec-17	2,450	<b>2,450</b>	2,100	
<b>Western Australia</b>							
20 Colquhoun Road	Perth Airport	WA	31-Dec-17	160,000	<b>163,750</b>	152,800	
2 Hugh Edwards Drive (ii)	Perth Airport	WA	30-Jun-18	17,150	<b>17,150</b>	-	
10 Hugh Edwards Drive (ii)	Perth Airport	WA	30-Jun-18	8,900	<b>8,900</b>	-	
36 Tarlton Crescent (ii)	Perth Airport	WA	30-Jun-18	8,500	<b>8,500</b>	-	
58 Tarlton Crescent (ii)	Perth Airport	WA	30-Jun-18	13,350	<b>13,350</b>	-	

(i) This property was sold in December 2017.

(ii) These properties were acquired in October 2017.

## Notes to the Financial Statements continued

## 2.2 Investment properties (continued)

## Investment Properties Value (continued)

Industrial Properties					Latest External Valuation	Consolidated Book Value		
					Date	Valuation	30-Jun-18	30-Jun-17
						\$'000	\$'000	\$'000
<b>New South Wales</b>								
27-49 Lenore Drive	Erskine Park	NSW	30-Jun-18	68,750	<b>68,750</b>	63,500		
6-7 John Morphett Place	Erskine Park	NSW	31-Dec-17	45,600	<b>46,500</b>	45,000		
51-65 Lenore Drive	Erskine Park	NSW	31-Dec-17	33,750	<b>34,500</b>	32,000		
34 Reddalls Road	Kembla Grange	NSW	30-Jun-18	26,000	<b>26,000</b>	24,000		
81 Derby Street	Silverwater	NSW	31-Dec-17	18,000	<b>18,500</b>	16,600		
<b>South Australia</b>								
599 Main North Road	Gepps Cross	SA	31-Dec-17	77,500	<b>79,000</b>	73,400		
1-3 Pope Court	Beverley	SA	30-Jun-18	22,500	<b>22,500</b>	21,250		
12-16 Butler Boulevard	Adelaide Airport	SA	31-Dec-17	15,600	<b>15,800</b>	14,300		
10 Butler Boulevard	Adelaide Airport	SA	31-Dec-17	9,100	<b>9,100</b>	8,400		
<b>Total Industrial Properties</b>				1,198,250	<b>1,146,800</b>	1,103,400		

Office Properties					Latest External Valuation	Consolidated Book Value		
					Date	Valuation	30-Jun-18	30-Jun-17
						\$'000	\$'000	\$'000
<b>Victoria</b>								
75 Dorcas Street	South Melbourne	VIC	30-Jun-18	190,000	<b>190,000</b>	180,000		
Vantage, 109 Burwood Road	Hawthorn	VIC	30-Jun-18	106,000	<b>106,000</b>	89,250		
Building 2, 572-576 Swan Street	Richmond	VIC	30-Jun-18	90,600	<b>90,600</b>	80,900		
Buildings 1&3, 572-576 Swan Street	Richmond	VIC	31-Dec-17	80,750	<b>82,750</b>	62,000		
Building B, 211 Wellington Road	Mulgrave	VIC	31-Dec-17	73,500	<b>74,000</b>	72,400		
Building C, 211 Wellington Road	Mulgrave	VIC	31-Dec-17	57,000	<b>57,250</b>	55,500		
Car Park, 572-576 Swan Street	Richmond	VIC	30-Jun-18	1,200	<b>1,200</b>	1,125		
<b>Queensland</b>								
Optus Centre, 15 Green Square Close	Fortitude Valley	QLD	30-Jun-18	144,000	<b>144,000</b>	138,000		
333 Ann Street	Brisbane	QLD	30-Jun-18	130,000	<b>130,000</b>	121,000		
CB1, 22 Cordelia Street	South Brisbane	QLD	30-Jun-18	104,500	<b>104,500</b>	99,000		
A1, 32 Cordelia Street	South Brisbane	QLD	31-Dec-17	83,000	<b>84,000</b>	81,200		
A4, 52 Merivale Street	South Brisbane	QLD	30-Jun-18	82,500	<b>82,500</b>	79,000		
CB2, 42 Merivale Street	South Brisbane	QLD	31-Dec-17	59,500	<b>60,000</b>	57,200		
Car Park, 32 Cordelia Street & 52 Merivale Street	South Brisbane	QLD	31-Dec-17	27,000	<b>27,000</b>	26,000		
<b>South Australia</b>								
World Park, 33-39 Richmond Road	Keswick	SA	30-Jun-18	62,000	<b>62,000</b>	62,000		
7 Laffer Drive	Bedford Park	SA	31-Dec-17	19,500	<b>20,000</b>	15,500		

**2.2 Investment properties** (continued)

## Investment Properties Value (continued)

Office Properties				Latest External Valuation	Consolidated Book Value	
	Date	Valuation		<b>30-Jun-18</b>	30-Jun-17	
				\$'000	\$'000	\$'000
<b>New South Wales</b>						
1 Charles Street	Parramatta	NSW	31-Dec-17	310,000	<b>310,000</b>	303,500
Building C, 219-247 Pacific Highway	Artarmon	NSW	31-Dec-17	124,000	<b>123,500</b>	115,000
3 Murray Rose Avenue	Sydney Olympic Park	NSW	30-Jun-18	101,000	<b>101,000</b>	97,000
5 Murray Rose Avenue	Sydney Olympic Park	NSW	31-Dec-17	100,000	<b>100,500</b>	97,000
Quad 2, 6 Parkview Drive (iii)	Sydney Olympic Park	NSW	31-Dec-16	28,500	-	28,500
Quad 3, 102 Bennelong Parkway (iii)	Sydney Olympic Park	NSW	30-Jun-17	29,800	-	29,800
<b>Tasmania</b>						
89 Cambridge Park Drive	Cambridge	TAS	31-Dec-17	27,000	<b>26,700</b>	27,000
<b>Australian Capital Territory</b>						
10-12 Mort Street	Canberra	ACT	30-Jun-18	93,500	<b>93,500</b>	87,000
255 London Circuit	Canberra	ACT	31-Dec-17	73,000	<b>74,000</b>	72,000
<b>Total Office Properties</b>				2,197,850	<b>2,145,000</b>	2,076,875
<b>Total investment properties</b>				3,396,100	<b>3,291,800</b>	3,180,275

(iii) These properties have been transferred to assets held for sale.

**Valuation basis**

The basis of the valuation of investment properties is fair value being the amounts for which the properties could be exchanged between willing parties in an arm's length transaction, based on current prices in an active market for comparable properties in similar location and condition and subject to similar leases.

External valuations were conducted by JLL, Savills, Urbis, CBRE, Knight Frank, Colliers and m3property. The fair value of properties not externally valued as at 30 June 2018 were based solely on Director valuations.

At each reporting date, the Directors update their assessment of the fair value of each property in accordance with the Group's accounting policy detailed above.

The Group determines a property's value within a range of reasonable fair value estimates and, in making that assessment, considers information from a variety of sources including:

- Current prices for comparable investment properties, as adjusted to reflect differences for location, building quality, tenancy profile and other factors.
- Discounted cash flow projections based on estimates of future cash flows.
- Capitalised income projections based upon a property's estimated net market income, and a capitalisation rate derived from analysis of market evidence.

## Notes to the Financial Statements continued

### 2.2 Investment properties (continued)

#### Valuation basis (continued)

At reporting date, the key assumptions and inputs into the valuation techniques used by the Group in determining fair value were in the following ranges for the Group's portfolio of industrial properties:

	<b>2018</b>	2017
Discount rate	<b>6.8%-8.8%</b>	7.3%-8.5%
Terminal yield	<b>6.0%-10.0%</b>	6.3%-10.0%
Capitalisation rate	<b>5.8%-8.8%</b>	5.8%-9.0%
Expected vacancy period	<b>3-12 months</b>	3-12 months
Rental growth rate	<b>2.5%-4.0%</b>	2.5% - 5.0%

For the office portfolio the following ranges were used:

	<b>2018</b>	2017
Discount rate	<b>6.8%-9.0%</b>	6.8%-10.5%
Terminal yield	<b>6.0%-8.5%</b>	6.3%-10.3%
Capitalisation rate	<b>5.3%-14.4%</b>	5.5%-13.4%
Expected vacancy period	<b>6-12 months</b>	6-12 months
Rental growth rate	<b>3.0%-4.5%</b>	3.0% - 4.5%

#### Commentary on Discount Rates

<b>Date of Valuation</b>	<b>30-Jun-18</b>	30-Jun-17
Weighted average 10-year discount rate used to value the Group's properties	<b>7.11%</b>	7.49%
10-year Australian Government bond rate	<b>2.63%</b>	2.60%
Implied property risk premium	<b>4.48%</b>	4.89%

As the above table shows, over the 12 months to 30 June 2018 discount rates utilised in the valuation of the Group's property portfolio have tightened (lowered) by approximately 38 basis points. Over the same period the implied property risk premium has decreased by approximately 41 basis points. The implied property risk premium is the difference between the weighted average discount rate and the 10-year Australian Government bond rate. The decrease in the implied property risk premium is largely due to further tightening of the Group's weighted average discount rate.

#### Commentary on Capitalisation Rates

##### Office

Australian office markets, particularly Eastern seaboard markets, continue to attract significant volumes of capital and remain attractive relative to international investment markets given healthy yields, improving leasing fundamentals and near historically low borrowing rates. Melbourne and Sydney remain the focal point of investor attention given the strength of their local economies and occupier markets, while Brisbane and Adelaide continue to attract investment given their favourable yield spreads (yield premiums) over Melbourne and Sydney. Improving leasing market fundamentals in Perth have also encouraged counter-cyclical investor activity over the past year. Transactional evidence over the past 12 months has demonstrated yield compression of between 12.5 and 50 basis points in most major office markets. The weighted average capitalisation rate used in valuing the office portfolio has firmed from 6.3% to 6.0% over the year to 30 June 2018.

##### Industrial

Strong investor demand and a re-assessment of return expectations led to further yield compression in the major Australian industrial markets over the past 12 months. The Eastern seaboard remains the focus for both domestic and foreign capital, although a lack of opportunity in both markets and improved confidence in local market conditions has encouraged investors to consider the Brisbane and Perth markets. Prime yields are now generally placed between 5.75% and 6.50% for modern, well located assets with long-term leases, while assets considered 'super prime' (modern assets with lease terms longer than 10 years) are now generally priced at or below 5.50%. Transactional evidence over the past 12 months has provided good evidence for the Group's own industrial properties. The weighted average capitalisation rate used to value the industrial portfolio firmed from 6.9% to 6.6% over the year to 30 June 2018.

## 2.2 Investment properties (continued)

### Uncertainty around property valuations

Fair value of investment property is the price at which the property could be exchanged between knowledgeable, willing parties in an arm's length transaction. A "willing seller" is not a forced seller prepared to sell at any price. The best evidence of fair value is given by current prices in an active market for comparable property in terms of investment characteristics such as location, lettable area and land area, building characteristics, property condition, lease terms and rental income potential, amongst others.

The fair value of investment property has been assessed to reflect market conditions at the end of the reporting period. While this represents the best estimates of fair value as at the balance sheet date, the current market uncertainty means that if investment property is sold in future the price achieved may be higher or lower than the most recent valuation, or higher or lower than the fair value recorded in the financial statements.

An increase in discount rates, terminal yields, capitalisation rates and expected vacancy periods would decrease the value of investment property. Conversely, a decrease in these inputs would increase the value of investment property.

An increase in rental growth rates would increase the value of investment property, where as a decrease would decrease the value of investment property.

### Contractual obligations

At 30 June 2018, the following contractual obligations relating to development and expansions at existing investment property are in place:

- > Under an expansion clause in the current lease to Symbion at 120-132 Atlantic Drive, Keysborough, Victoria the tenant can request a 3,000 sqm expansion at any point during the term (which currently expires on 20 December 2028). The Group would be responsible for funding this expansion. Upon completion, the lease would be re-set so that at least seven years remained and rent would be charged on the additional lettable area constructed under the expansion clause.
- > Under a warehouse expansion clause in the current lease to Brown & Watson International Pty Ltd at 1500 Ferntree Gully Road, Knoxfield, Victoria, the tenant can request an expansion of the warehouse over the vacant land at any point during the initial term prior to the latest date for exercising the first option (which is 13 August 2024). The Group would be responsible for funding this expansion. Upon completion, the lease would be re-set so that at least seven years remained and rent would be charged on a formula utilising the construction costs under the warehouse expansion clause.

The property expansions detailed above have an estimated aggregate cost of not more than \$5.0 million.

Construction contract for Building 3, 572-576 Swan Street, Richmond, Victoria with Hacer Group for development of a new 19,300 sqm office property with a contract value of approximately \$80.0 million.

The Group also has an obligation in June 2019 to make available \$6.0 million to the tenant at 1 Charles Street, Parramatta, New South Wales to spend on capital expenditure or refurbishment at the property.

The Group has an obligation in FY19, under a lease at Building 2, 572-576 Swan Street, Richmond, Victoria, to pay for lessor works totalling \$3.8 million.

### Amounts recognised in profit and loss for investment properties

	2018	2017
	\$'000	\$'000
Rental income	254,239	261,463
Straight line adjustment to rental income	5,962	2,522
Net gain from fair value adjustment	166,958	118,157
Profit / (loss) on sale of investment properties	24,419	(1,123)
Direct operating expenses from property that generated rental income	(40,614)	(38,145)
	<b>410,964</b>	<b>342,874</b>

## Notes to the Financial Statements continued

### 2.2 Investment properties (continued)

#### Leasing arrangements

The majority of the investment properties are leased to tenants under non-cancellable, long-term operating leases with rent payable monthly. The minimum lease payments under these leases are receivable as follows:

	<b>2018</b>	2017
	<i>\$'000</i>	<i>\$'000</i>
Within one year	<b>226,109</b>	228,397
Later than one year but not later than five years	<b>747,117</b>	819,366
Later than five years	<b>345,803</b>	476,081
	<b>1,319,029</b>	1,523,844

10 (2017: 10) of the investment properties are held on a leasehold basis with non-cancellable, long-term operating leases with ground rent payable monthly. The minimum lease payments under these leases payable by the Trust are as follows:

	<b>2018</b>	2017
	<i>\$'000</i>	<i>\$'000</i>
Within one year	<b>3,646</b>	2,261
Later than one year but not later than five years	<b>8,551</b>	4,722
Later than five years	<b>930</b>	148
	<b>13,127</b>	7,131

#### Reconciliation of value of investment properties

	<b>2018</b>	2017
	<i>\$'000</i>	<i>\$'000</i>
<b>At fair value</b>		
Opening balance	<b>3,180,275</b>	2,651,144
Acquisitions	<b>48,847</b>	510,867
Capital expenditure	<b>10,315</b>	10,042
Lease incentives and leasing costs	<b>25,934</b>	17,238
Amortisation of lease incentives and leasing costs	<b>(16,327)</b>	(9,969)
Disposals	<b>(65,914)</b>	(16,226)
Reclassification (to) / from held for sale	<b>(64,250)</b>	(103,500)
Straight lining of revenue adjustment	<b>5,962</b>	2,522
Net gain from fair value adjustment	<b>166,958</b>	118,157
<b>Closing balance at 30 June</b>	<b>3,291,800</b>	3,180,275



## 2.3 Investment in securities

### Determination of fair value

Investment in securities contains a financial asset designated at fair value through profit or loss at inception. The fair value of investment in securities is the price that would be received to sell this asset in an orderly transaction between market participants at the measurement date. This fair value is based on the last traded market price from the Australian Securities Exchange (ASX) of the relating security at reporting date.

The following table represents the fair value movement in investment in securities for the year ended 30 June 2018.

	<b>Fair value of Industria REIT stapled securities</b>
	<i>\$'000</i>
Opening balance	-
Purchases	68,129
Sales	-
<b>Closing balance</b>	<b>78,497</b>
Gain in the net change in fair value of investment in securities	10,368

An off-market purchase of 29,621,555 Industria REIT (IDR) stapled securities was completed in July 2017. The last traded market price of an IDR stapled security on the ASX was \$2.65 as at 30 June 2018.

### Fair value hierarchy

The fair value of investments in securities has been classified as Level 1 in the fair value hierarchy based on quoted prices in an active market.

## 2.4 Non-current assets held for sale

### Accounting policy

Non-current assets that are expected to be recovered primarily through sale rather than through continuing use are classified as held for sale. Immediately before classification as held for sale, the assets are re-measured in accordance with the Group's accounting policies. Thereafter the assets are measured at the lower of their carrying amount and fair value with the exception of investment property which continues to be measured in accordance with accounting policy note 2.2.

As at 30 June 2018, there were two properties classed as held for sale (2017: 1) and their value is shown on the table below:

	<b>2018</b>	2017
	<i>\$'000</i>	<i>\$'000</i>
1231-1241 Sandgate Road, Nundah, QLD	-	103,500
Quad 2, 6 Parkview Drive, Sydney Olympic Park, NSW	<b>32,500</b>	-
Quad 3, 102 Bennelong Parkway, Sydney Olympic Park, NSW	<b>31,750</b>	-
<b>Total</b>	<b>64,250</b>	103,500

## Notes to the Financial Statements continued

### 2.5 Trade and other assets

#### Accounting policy

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest rate method, less provision for impairment. Trade receivables are generally due for settlement within 30 days.

Collectability of trade and other assets is reviewed on an ongoing basis. Debts which are known to be uncollectible are written off. A provision for impairment of receivables is established when there is objective evidence that all amounts due will not be able to be collected according to the original terms of the receivables. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation, and default or significant delinquency in payments are considered indicators that the trade receivable is impaired. The amount of the impairment allowance is the difference between the asset's carrying amount and the present value of the estimated future cash flows, discounted at the original effective interest rate. Cash flows relating to short-term receivables are not discounted if the effect of discounting is immaterial.

The amount of the impairment loss is recognised in the Consolidated Statement of Profit or Loss and Other Comprehensive Income within property revenue. When a trade receivable for which an impairment allowance had been recognised becomes uncollectible in a subsequent period, it is written off. Subsequent recoveries of amounts previously written off are credited against property revenue in the Consolidated Statement of Profit or Loss and Other Comprehensive Income.

#### Impairment

A financial asset not carried at fair value through profit or loss (meaning the asset value has not been increased or decreased to accord with its assessed market value) is assessed at each reporting date to determine whether there is objective evidence that it is impaired. A financial asset is impaired if objective evidence indicates that a loss event has occurred after the initial recognition of the asset, and that the loss event had a negative effect on the estimated future cash flows of that asset that can be estimated reliably.

Objective evidence that financial assets (including equity securities) are impaired can include default or delinquency by a debtor, restructuring of an amount due to the Group on terms that the Group would not otherwise normally consider, indications that a debtor or issuer will enter bankruptcy and the disappearance of an active market for a security. In addition, for an investment in an equity security, a significant or prolonged decline in its fair value below its cost is objective evidence of impairment.

The Group considers evidence of impairment for receivables at both a specific asset and collective level. All individually significant receivables are assessed for specific impairment. All individually significant receivables found not to be specifically impaired are then collectively assessed for any impairment that has been incurred but not yet identified. Receivables that are not individually significant are collectively assessed for impairment by grouping together receivables with similar risk characteristics.

In assessing collectively for impairment, the Group uses historical trends of the probability of default, timing of recoveries and the amount of loss incurred, adjusted for management's judgement as to whether current economic and credit conditions are such that the actual losses are likely to be greater or less than suggested by historical trends.

An impairment loss in respect of a financial asset measured at amortised cost is calculated as the difference between its carrying amount and the present value of the estimated future cash flows discounted at the asset's original effective interest rate. Losses are recognised in the Consolidated Statement of Profit or Loss and Other Comprehensive Income and reflected in an allowance account against receivables.

If, in a subsequent period, the fair value of an impaired available-for-sale debt security increases and the increase can be related objectively to an event occurring after the impairment loss was recognised in the Consolidated Statement of Profit or Loss and Other Comprehensive Income, then the impairment loss is reversed, with the amount of the reversal recognised in the Consolidated Statement of Profit or Loss and Other Comprehensive Income. However, any subsequent recovery in the fair value of an impaired available-for-sale equity security is recognised in Other Comprehensive Income.

## 2.5 Trade and other assets (continued)

### Determination of fair value

The fair value of trade and other assets is estimated as the present value of future cash flows, discounted at the market rate of interest at the reporting date. This fair value is determined for disclosure purposes.

Trade and other assets can be analysed as follows:

	<b>2018</b>	2017
	<i>\$'000</i>	<i>\$'000</i>
<b>Current</b>		
Rent receivables	<b>538</b>	1,335
Distribution receivables	<b>1,244</b>	-
Prepayments	<b>4,801</b>	4,756
Proceeds from sale of investment properties	<b>-</b>	4,800
	<b>6,583</b>	10,891

### Impaired rent receivables

As at 30 June 2018, there were no impaired rent receivables (2017: nil).

## 2.6 Trade and other liabilities

### Accounting policies

These amounts represent liabilities for goods and services provided to the Group prior to the end of the reporting period and which are unpaid. The amounts are unsecured and are usually paid within 30 days of recognition. Trade and other liabilities are initially recognised at fair value, net of transaction costs incurred and are subsequently measured at amortised cost.

Trade and other liabilities can be analysed as follows:

	<b>2018</b>	2017
	<i>\$'000</i>	<i>\$'000</i>
<b>Current</b>		
Trade payables	<b>2,340</b>	2,350
Non-trade payables	<b>865</b>	586
GST payable	<b>1,881</b>	2,040
Accrued expenses - other	<b>12,378</b>	21,238
Prepaid rent	<b>18,052</b>	20,321
Other liabilities (i)	<b>1,854</b>	2,215
	<b>37,370</b>	48,750
<b>Non-current</b>		
Non-trade payables	<b>69</b>	-
	<b>69</b>	-

(i) Other liabilities represents an obligation to fund capital expenditure by the Company as the custodian of the Charles Street Property Trust. An equal amount was received and is held as cash (see Note 2.7)

## Notes to the Financial Statements continued

### 2.7 Cash flow information

#### Accounting policies

##### Cash and cash equivalents

Cash and cash equivalents comprise cash balances and call deposits with maturities of three months or less from the acquisition date that are subject to an insignificant risk of changes in their fair value, and are used by the Group in the management of its short-term commitments.

##### Restricted cash

Cash and cash equivalents includes a balance of \$1,854,000 (30 June 2017: \$2,215,000) in restricted cash which is being held by the Company as the custodian of the Charles Street Property Trust. These funds are not available for general use by the Group.

#### Cash flow information

	<b>2018</b>	2017
	\$'000	\$'000
<b>(a) Reconciliation of cash at end of year</b>		
Cash and cash equivalents balance	<b>31,463</b>	31,459
<b>(b) Reconciliation of net operating profit to net cash inflow from operating activities</b>		
Net profit for the period	<b>357,709</b>	278,090
Distributions from investment in securities	<b>(4,886)</b>	-
Fair value adjustment to investment properties	<b>(166,958)</b>	(118,157)
(Profit)/ loss on sale of investment properties	<b>(24,419)</b>	1,123
Fair value adjustment to investment in securities	<b>(10,368)</b>	-
Fair value adjustment to derivatives	<b>573</b>	(16,161)
Loss on settlement of derivatives	-	13,779
Amortisation of borrowing costs	<b>1,583</b>	2,412
Interest received	<b>(317)</b>	(501)
Depreciation	<b>293</b>	162
Change in operating assets and liabilities, net of effects from purchase of controlled entity:		
– Increase in Lease incentives and leasing costs	<b>(9,607)</b>	(7,304)
– Decrease/ (Increase) in receivables	<b>5,568</b>	(5,141)
– Increase in prepayments	<b>(1,308)</b>	(2,612)
– Increase in deferred tax asset	<b>(104)</b>	(221)
– Increase/ (decrease) in payables	<b>(9,363)</b>	16,031
<b>Net cash inflow from operating activities</b>	<b>138,396</b>	161,500

## Section 3: Capital structure and financing costs



### in this section ...

This section outlines how the Group manages its capital and related financing costs.

### 3.1 Interest bearing liabilities

#### Accounting policies

Borrowings are initially recognised at fair value, net of transaction costs incurred. Borrowings are subsequently measured at amortised cost. Any difference between the proceeds (net of transaction costs) and the redemption amount is recognised in the Consolidated Statement of Profit or Loss and Other Comprehensive Income over the period of the borrowings using the effective interest method.

Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the date of the Consolidated Statement of Financial Position.

#### Interest bearing liabilities

The table below summarises the movements in the Group's interest bearing liabilities during the year.

	Opening balance 1 July 2017	Movement during period	Balance as at 30 June 2018	Facility limit	Maturity
	\$'000	\$'000	\$'000	\$'000	
<b>Secured loans</b>					
<i>Syndicated bank facility</i>					
– Facility B	100,000	-	<b>100,000</b>	100,000	Mar-23
– Facility C	245,000	-	<b>245,000</b>	245,000	Dec-21
– Facility D	52,144	17,856	<b>70,000</b>	70,000	Dec-21
– Facility E	100,000	-	<b>100,000</b>	150,000	Jun-23
– Facility G	150,000	(120,000)	<b>30,000</b>	150,000	Sep-21
– Facility I	-	-	-	75,000	Nov-20
– Facility H	-	-	-	75,000	Sep-20
<i>Loan note 1</i>	200,000	-	<b>200,000</b>	200,000	Mar-25
<i>Loan note 2</i>	100,000	-	<b>100,000</b>	100,000	Dec-22
<i>Loan note 3</i>	60,000	-	<b>60,000</b>	60,000	Dec-22
<i>Fixed bank facility 1</i>					
<i>USPP 1</i>	130,344	-	<b>130,344</b>	130,344	Jun-27
<i>USPP 2</i>	52,138	-	<b>52,138</b>	52,138	Jun-29
<i>USPP 3</i>	26,000	-	<b>26,000</b>	26,000	Jun-29
<b>Total loans</b>	<b>1,305,626</b>	<b>(102,144)</b>	<b>1,203,482</b>	<b>1,523,482</b>	
Less unamortised upfront costs	(6,246)	319	<b>(5,927)</b>		
<b>Total interest bearing liabilities</b>	<b>1,299,380</b>	<b>(101,825)</b>	<b>1,197,555</b>		

The weighted average all-in interest rate on interest bearing liabilities (including bank margin and amortisation of upfront fees paid) at 30 June 2018 was 4.44% per annum (2017: 4.29% per annum). Refer to note 3.3 for details on interest rate and cross currency swaps.

#### Fair value

The carrying amounts are not materially different to the fair values of borrowings at balance sheet date since the interest payable on those borrowings is close to current market rates.

## Notes to the Financial Statements continued

### 3.1 Interest bearing liabilities (continued)

#### Interest bearing liabilities (continued)

##### Assets pledged as security

The bank loans, Loan Notes, USPP and bills payable by the Group are secured by first ranking mortgages over the Group's real property interests, including those classified as investment properties.

The carrying amounts of assets pledged as security for current and non-current borrowings are:

	<b>2018</b>	2017
	<i>\$'000</i>	<i>\$'000</i>
<b>Current</b>		
<i>Floating charge</i>		
Cash and cash equivalents	<b>31,463</b>	31,459
Receivables	<b>6,583</b>	10,891
Assets held for sale	<b>64,250</b>	103,500
	<b>102,296</b>	145,850
<b>Non-current</b>		
<i>First mortgage</i>		
Investment properties	<b>3,291,800</b>	3,180,275
<i>Floating charge</i>		
Plant and equipment	<b>930</b>	1,197
Deferred tax assets	<b>1,046</b>	929
Total non-current assets pledged as security	<b>3,293,776</b>	3,182,401
Total assets pledged as security	<b>3,396,072</b>	3,328,251

### 3.2 Borrowing costs

#### Accounting policies

Borrowing costs are interest and other costs incurred in connection with interest bearing liabilities including derivatives and recognised as expenses in the period in which they are incurred, except where they are incurred for the construction of any qualifying asset where they are capitalised during the period of time that is required to complete and prepare the asset for its intended use.

Borrowing costs can be analysed as follows:

	<b>2018</b>	2017
	<i>\$'000</i>	<i>\$'000</i>
Bank interest expense and charges	<b>53,215</b>	52,821
Amortisation of borrowing costs	<b>1,582</b>	2,411
	<b>54,797</b>	55,232

### 3.3 Derivative financial instruments

#### Accounting policies

Derivatives are initially recognised at fair value on the date a derivative contract is entered into and are subsequently re-measured to their fair value. The method of recognising the resulting gain or loss depends on whether the derivative is designated as a hedging instrument. The Group takes out certain derivative contracts as part of its financial risk management, however, it has elected not to designate these to qualify for hedge accounting under AASB 139.

#### *Interest rate and cross currency swaps*

Changes in fair value of such derivative instruments that do not qualify for hedge accounting are recognised immediately in the Consolidated Statement of Profit or Loss and Other Comprehensive Income.

#### Determination of fair value

The fair value of interest rate and cross currency swaps are based on broker quotes. Those quotes are tested for reasonableness by discounting estimated future cash flows based on the terms and maturity of each contract and using market interest rates for a substitute instrument at the measurement date.

Fair values reflect the credit risk of the instrument and include adjustments to take account of the credit risk of the Group and counterparty when appropriate.

#### Derivative financial instruments

Derivative financial instruments can be analysed as follows:

	<b>2018</b>	2017
	\$'000	\$'000
<b>Interest rate swap contracts – carried at fair value through profit and loss:</b>		
Total non-current derivative financial instrument assets	-	121
Total non-current derivative financial instrument liabilities	<b>(6,892)</b>	(6,440)
	<b>(6,892)</b>	(6,319)

## Notes to the Financial Statements continued

### 3.3 Derivative financial instruments (continued)

#### Derivative financial instruments (continued)

##### *Instruments used by the Group*

The Group is party to derivative financial instruments in the normal course of business in order to hedge exposure to fluctuations in interest and currency rates in accordance with the Group's financial risk management policies (refer to note 3.4). The gain or loss from re-measuring the interest rate and cross currency swaps at fair value is recognised in the Consolidated Statement of Profit or Loss and Other Comprehensive Income immediately.

##### *Interest rate swap contracts – carried at fair value through profit and loss*

Swaps in effect at 30 June 2018 covered 27% (30 June 2017: 25%) of the loan principal outstanding. With total fixed interest rate debt of \$984 million outstanding (30 June 2017: \$984 million), the total fixed interest rate coverage of outstanding principle is 82% (30 June 2017: 75%).

The average fixed interest rate of swaps at 30 June 2018 was 2.30% per annum (2017: 2.30% per annum) and the variable interest rate (excluding bank margin) is 1.97% per annum (30 June 17: 1.68% per annum) at balance date. See table below for further details of swaps in effect at 30 June 2018:

Counter Party	Amount of Swap	Swap Expiry	Fixed Rate	Term to Maturity
	\$'000		%	Years
<b>Interest rate swaps</b>				
NAB	25,000	Jun-2020	2.36	2.0
CBA	75,000	Nov-2021	2.20	3.4
CBA	25,000	Jun-2020	2.36	2.0
ANZ	50,000	Dec-2020	2.42	2.5
Westpac	50,000	May-2021	2.10	2.9
Westpac	50,000	Jun-2021	2.48	3.0
ANZ	50,000	Jun-2021	2.33	3.0
<b>Total / Weighted average</b>	<b>325,000</b>		<b>2.30</b>	<b>2.8</b>

These contracts require settlement of net interest receivable or payable each 30 days. The settlement dates generally coincide with the dates on which interest is payable on the underlying debt. These contracts are settled on a net basis.

At balance date these contracts were a total liability with a fair value of \$6,892,000 (30 June 17: net liability of \$6,319,000) for the Group. For the year ended 30 June 2018 there was a loss from the decrease in fair value of \$573,000 for the Group (2017: gain of \$16,161,000).

##### *Cross currency swap contracts – carried at fair value through profit and loss*

Counter Party	Amount of Swap	Swap Expiry	Fixed Rate	Term to Maturity
	\$'000		%	Years
<b>Cross Currency Swaps</b>				
NAB	32,586	Jun-2027	5.29	9.0
Westpac	32,586	Jun-2027	5.29	9.0
ANZ	32,586	Jun-2027	5.27	9.0
CBA	32,586	Jun-2027	5.26	9.0
NAB	13,034	Jun-2029	5.47	11.0
Westpac	13,034	Jun-2029	5.47	11.0
ANZ	13,034	Jun-2029	5.45	11.0
CBA	13,034	Jun-2029	5.44	11.0
<b>Total / Weighted average</b>	<b>182,482</b>		<b>5.33</b>	<b>9.5</b>



### 3.3 Derivative financial instruments (continued)

#### Derivative financial instruments (continued)

##### Fair value hierarchy

The table below analyses financial instruments carried at fair value by valuation method. The different levels have been defined as follows:

- > **Level 1:** quoted prices (unadjusted) in active markets for identical assets or liabilities.
- > **Level 2:** inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- > **Level 3:** inputs for the asset or liability that are not based on observable market data (unobservable inputs).

The fair value of investment properties has been categorised as Level 3 in the fair value hierarchy based on the significant unobservable inputs into the valuation techniques used.

	Level 1	Level 2	Level 3	Total
	\$'000	\$'000	\$'000	\$'000
<b>30 June 2018</b>				
Derivative financial assets	-	-	-	-
Derivative financial liabilities	-	6,892	-	<b>6,892</b>
	-	6,892	-	<b>6,892</b>
<b>30 June 2017</b>				
Derivative financial assets	-	(121)	-	<b>(121)</b>
Derivative financial liabilities	-	6,440	-	<b>6,440</b>
	-	6,319	-	<b>6,319</b>

### 3.4 Financial risk management

#### Overview

The Group has exposure to the following risks from their use of financial instruments:

- > credit risk;
- > liquidity risk; and
- > market risk (including interest rate risk).

This note presents information about the Group's exposure to each of the above risks, their objectives, policies and processes for measuring and managing risk, and the management of capital as well as relevant quantitative disclosure on risks.

#### Risk management framework

The Board has overall responsibility for the establishment and oversight of the risk management framework. The Board has established an Audit, Risk and Compliance Committee, which is responsible for developing and monitoring risk management policies and making appropriate recommendations to the Board. The Committee reports regularly to the Board on its activities. In addition, the Managing Director provides a regular report to the Board in relation to risks facing the Group.

Risk management policies are established to identify and analyse the risks faced by the Group, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Group's activities. The Group, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment in which all employees understand their roles and obligations.

The Audit, Risk and Compliance Committee oversees how management monitor compliance with the Group's risk management policies and procedures and reviews the adequacy of the risk management framework in relation to the risks faced by the Group.



Refer to page 46 of the Group's 2018 Sustainability Report for more details.

## Notes to the Financial Statements continued

### 3.4 Financial risk management (continued)

#### Financial instruments used by the Group

The Group's principal financial instruments, other than derivatives, comprise bank loans and Loan Notes (including USPP Notes).

The main purpose of these financial instruments is to raise finance for the Group's operations. The Group has various other financial assets and liabilities such as other receivables and payables, which arise directly from its operations. The Group also enters into derivative transactions (interest rate and cross currency swaps) to manage the interest rate risks arising from the Group's operations. It is the Group's policy that no speculative trading in financial instruments shall be undertaken. The main risks arising from the Group's financial instruments are cash flow interest rate risk and foreign exchange risk. The Board of Directors reviews and agrees policies for managing these risks and these are summarised below.

Details of the significant accounting policies and methods adopted, including the criteria for recognition, the basis of measurement and the basis on which income and expenses are recognised, in respect of each class of financial asset, financial liability and equity instruments are disclosed in the relevant note to the financial statements.

#### *Derivative financial instruments – interest rate swaps*

The Group is exposed to financial risk from movement in interest rates. To reduce its exposure to adverse fluctuations in interest rates, the Group has employed the use of interest rate swaps whereby the Group agrees with a bank to exchange at specified intervals, the difference between fixed rate and floating rate interest amounts calculated by reference to an agreed notional principal amount. Any amounts paid or received relating to interest rate swaps are recognised as adjustments to interest expense over the life of each swap contract, thereby adjusting the effective interest rate on the underlying obligations.

The gain or loss from re-measuring the interest rate swaps at fair value is recognised in the Consolidated Statement of Profit or Loss and Other Comprehensive Income immediately, as hedge accounting under AASB 139 has not been adopted.

#### *Derivative financial instruments – cross currency swaps*

The Group is exposed to financial risk from the movement in foreign exchange rates based on its USD denominated debt. To remove its exposure to adverse fluctuations in foreign exchange rates, the Group has employed the use of cross currency swaps which convert foreign currency exposures into AUD exposures and convert all future payments of interest in USD to AUD. Sensitivity to foreign exchange fluctuations is therefore removed.

#### *Credit risk*

Credit risk is the risk that counterparties to a financial asset will fail to discharge their obligations, causing the Group to incur a financial loss.

For cash and current receivables, the maximum exposure to credit risk at the reporting date is the carrying amount of each class of receivable.

The Group has significant derivative financial instruments held with four major Australian banks, NAB, Westpac, ANZ and CBA, counterparties which are considered to be high quality financial institutions. At balance sheet date, the fair value of the financial instruments is in a liability position (refer to Note 3.3).

The Group manages credit risk and the losses which could arise from default by ensuring that parties to contractual arrangements are of an appropriate credit rating, or do not show a history of defaults. Cash at bank is held with a major Australian bank.

Tenants for each of the properties held by the Group are assessed for creditworthiness before a new lease commences. This assessment is also undertaken where the Group acquires a tenanted property. If necessary, a new tenant will be required to provide lease security (such as personal, director or bank guarantees, a security deposit, letter of credit or some other form of security) before the tenancy is approved. Tenant receivables are monitored by property managers and the Group's asset managers on a monthly basis. If any amounts owing under a lease are overdue these are followed up for payment. Where payments are outstanding for a longer period than allowed under the lease, action to remedy the breach of the lease can be pursued, including legal action or the calling of security held by the Group under the lease. Where it is assessed it is not likely that the amount outstanding will be received by the Group an allowance is made for the debt being doubtful.

For developers from whom coupon interest is receivable by the Group over the course of a development, the Group assesses the creditworthiness of a developer counterparty prior to entering into a binding contractual relationship.

#### *Net fair values*

The carrying values of the Group's financial assets and liabilities included in the Statement of Financial Position approximate their fair values. Refer to the individual notes to these accounts regarding these assets and liabilities for the methods and assumptions adopted in determining net fair values.

### 3.4 Financial risk management (continued)

#### Financial instruments used by the Group (continued)

##### Market risk

Market risk is the risk that changes in market prices (such as foreign exchange rates, interest rates and equity prices) will affect the Group's income or the value of its holding of financial instruments.

A potential market risk to the Group arises from changes in interest rates relating to its Syndicated Facility with a principal amount outstanding of \$545,000,000 at balance sheet date (2017: \$647,144,000).

The Group is party to derivative financial instruments in the normal course of business in order to hedge exposure to fluctuations in interest rates.

The following table sets out the carrying amount of the financial instruments that are exposed to interest rate risk.

	Fixed/Floating	2018	2017
		\$'000	\$'000
<b>Financial assets</b>			
Cash and cash equivalents	Floating	31,463	31,459
Derivative financial instruments	Floating	-	121
		<b>31,463</b>	31,580
<b>Financial liabilities</b>			
Derivative financial instruments	Floating	6,892	6,440
Interest bearing liabilities – fixed debt	Fixed	658,482	658,482
Interest bearing liabilities – hedged (i)	Fixed	325,000	325,000
Interest bearing liabilities – unhedged	Floating	220,000	322,144
		<b>1,210,374</b>	1,312,066

(i) Note – hedge accounting has not been adopted.

The following sensitivity analysis is based on the interest rate risk exposures in existence at balance sheet date. At 30 June 2018, if interest rates had moved, as illustrated in the table below, with all other variables held constant, net profit and equity would have been affected as follows:

	Post Tax Profit Higher / (Lower)	
	2018	2017
	\$'000	\$'000
<b>+100 bps</b>		
Cash and borrowings	(1,885)	(2,907)
Interest rate derivatives	(8,933)	(9,032)
Cross currency derivatives	(2,178)	(3,055)
	<b>(12,996)</b>	(14,994)
<b>-100 bps</b>		
Cash and borrowings	1,885	2,907
Interest rate derivatives	13,188	14,549
Cross currency derivatives	16,566	14,077
	<b>31,639</b>	31,533

As can be seen from the table above, the movements in profit are primarily due to fair value gains or losses on financial derivatives from an interest rate increase or decrease. These fair value gains or losses would be unrealised and non-cash in nature unless the interest rate swaps were closed or sold.

## Notes to the Financial Statements continued

### 3.4 Financial risk management (continued)

#### Financial instruments used by the Group (continued)

##### *Other market price risk*

The Group is exposed to equity price risk, which arises from its investment in securities measured at fair value through profit and loss. The management of the Group monitors the proportion of equity securities in its investment portfolio based on market indices. Material investments within the portfolio are managed on an individual basis and all buy and sell decisions are approved by the Board.

The primary goal of the Group's investment strategy is to maximise investment returns. Certain investments are designated as at fair value through profit and loss because their performance is actively monitored and they are managed on a fair value basis.

##### *Sensitivity analysis – equity price risk*

The Group's listed equity investments are listed on the Australian Securities Exchange (ASX). For such investments classified as fair value through profit and loss, a 10% increase/decrease in the equity value would have increased/decreased post tax profit by \$7,850,000 (2017: nil).

##### *Liquidity risk*

Liquidity risk is the risk that the Group will not be able to meet its obligations in relation to investment activities or other operations of the Group. The Group manages its liquidity risk by ensuring that on a daily basis there is sufficient cash on hand or available loan facilities to meet the contractual obligations of financial liabilities as they fall due. The Board sets budgets to monitor cash flows. In addition, the Company, as an Australian Financial Services Licensee, is required to prepare a rolling 12 month cashflow projection approved by the Directors. As at the balance sheet date, the Group had cash and cash equivalents totalling \$31,463,000 (2017: \$31,459,000).

##### *Financing arrangements*

The Group had access to the following borrowing facilities as at the balance sheet date:

	<b>2018</b>	2017
	\$'000	\$'000
<b>Syndicated bank facility</b>		
Total facility	<b>865,000</b>	815,000
Used at balance date	<b>545,000</b>	647,144
Unused at balance date	<b>320,000</b>	167,856
<b>Fixed debt</b>		
Total facility	<b>658,482</b>	658,482
Used at balance date	<b>658,482</b>	658,482
Unused at balance date	-	-
<b>Total unused bank facilities</b>	<b>320,000</b>	167,856

**3.4 Financial risk management** (continued)

## Financial instruments used by the Group (continued)

*Maturities of financial liabilities*

The maturity of financial liabilities (including trade and other payables, provision for distribution, provision for current tax payable, derivative financial instruments and interest bearing liabilities) at reporting date is shown below, based on the contractual terms of each liability in place at reporting date. The amounts disclosed are based on undiscounted cash flows, including interest payments based on variable rates at 30 June 2018.

	Carrying amount	Total contractual cashflows	6 months or less	6 to 12 months	1 to 5 years	More than 5 years
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
<b>2018</b>						
<i>Non-derivative financial liabilities</i>						
Bank loans and Loan Notes	1,203,482	1,903,320	(16,029)	80,935	293,832	1,544,582
Trade and other liabilities	94,731	94,799	93,533	721	545	-
	1,298,213	1,998,119	77,504	81,656	294,377	1,544,582
<i>Derivative financial liabilities</i>						
Interest rate swaps used for hedging	6,892	1,713	873	736	104	-
	6,892	1,713	873	736	104	-
<b>2017</b>						
<i>Non-derivative financial liabilities</i>						
Bank loans	1,305,626	1,320,005	(148,157)	63,436	231,727	1,172,999
Trade and other liabilities	100,688	100,688	95,787	4,901	-	-
	1,406,314	1,420,693	(52,370)	68,337	231,727	1,172,999
<i>Derivative financial liabilities</i>						
Interest rate swaps used for hedging	6,440	4,508	1,208	1,113	2,187	-
	6,440	4,508	1,208	1,113	2,187	-

## Notes to the Financial Statements continued

### 3.5 Contributed Equity and reserves

#### Accounting policies

##### Share capital

Stapled securities are classified as equity. Incremental costs directly attributable to the issue of stapled securities are recognised as a deduction from equity, net of any tax effects.

##### Distributions and dividends

Provision is made for the amount of any distribution or dividend declared, determined or publicly recommended by the Directors on or before the end of the period but not distributed at the balance sheet date.

#### Contributed Equity

Contributed equity can be analysed as follows:

	2018	2018	2017	2017
	No. ('000)	\$'000	No. ('000)	\$'000
<b>Opening balance at 1 July</b>	<b>661,341</b>	<b>1,653,735</b>	583,126	1,414,012
<b>Issue of ordinary stapled securities during the year:</b>				
Securities issued on acquisition of assets	-	-	44,380	139,808
Distribution reinvestment plans	<b>13,668</b>	<b>44,967</b>	33,528	105,928
Securities issued through Employee Incentive Plans	<b>376</b>	-	307	-
Costs of raising capital	-	-	-	(6,013)
	<b>14,044</b>	<b>44,967</b>	78,215	239,723
<b>Closing balance at 30 June</b>	<b>675,385</b>	<b>1,698,702</b>	661,341	1,653,735

#### Ordinary stapled securities

Ordinary stapled securities entitle the holder to participate in dividends and distributions and the proceeds on winding up of the Group in proportion to the number of and the amounts paid on the stapled securities held.

On a show of hands every holder of ordinary stapled securities present at a meeting in person or by proxy, is entitled to one vote, and upon a poll each unit is entitled to one vote.

#### Distribution reinvestment plan

The Distribution Reinvestment Plan is operative for the 31 December 2017 and 30 June 2018 distributions of the Group.

#### Capital risk management

The Group's objective when managing capital is to safeguard its ability to continue as a going concern, so that the Group can continue to provide returns for Securityholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends and distributions paid to Securityholders, return capital to Securityholders, vary the level of borrowings, issue new securities or sell assets.

During the year, the Group implemented several capital management initiatives, namely:

- > The Distribution Reinvestment Plan was in operation for the 31 December 2017 distribution, raising a total of \$44,967,000 for the issue of 13,667,999 new stapled securities.
- > In April 2018, the Group extended two tranches of bank debt with a facility limit of \$315,000,000 by two years to 31 December 2021.
- > In June 2018, the Group extended a tranche of bank debt with a facility limit of \$100,000,000 by four years to 31 March 2023.
- > In June 2018, the Group increased a tranche of bank debt by \$50,000,000 to a facility limit of \$150,000,000. It also extended the maturity date by 4 years to 30 June 2023.
- > The Distribution Reinvestment Plan was in operation for the 30 June 2018 distribution.

### 3.5 Contributed Equity and reserves (continued)

#### Capital risk management (continued)

The Group also holds an independent credit rating to aid it accessing debt capital markets. In April 2018, Moody's confirmed the Group's independent credit rating of Baa2 on senior secured debt with a stable outlook.

The Group maintains undrawn debt facilities to aid in capital management. As at 30 June 2018 the Group had total debt facilities of \$1,523,482,000 of which \$320,000,000 was undrawn at balance date.

The Group monitors capital by using a number of measures, such as gearing, interest cover and loan to valuation ratio. The gearing ratio is calculated by dividing interest bearing liabilities less cash by total assets less cash.

The Group has a target gearing range of 35% - 45%. At 30 June 2018, the gearing ratio was 33.9% (30 June 17: 38.5%). The gearing ratios at 30 June 2018 and 30 June 2017 were calculated as follows:

	<b>2018</b>	2017
	\$'000	\$'000
Total interest bearing liabilities less cash	<b>1,166,092</b>	1,267,921
Total assets less cash	<b>3,444,415</b>	3,296,913
Gearing ratio	<b>33.9%</b>	38.5%

#### Nature and purpose of reserves

##### Share-based payments reserve

The share-based payments reserve comprises the transfer of the portion of the fair value of the total cost recognised under the Employee Incentive Plans in operation and is the portion of the fair value of the total cost recognised of the unissued securities, which remain conditional on employment with the Group at the relevant vesting date. Refer to Note 3.8 for more information.

##### Deferred tax expense charged to equity

This reserve comprises deferred tax balances attributable to amounts that are also recognised directly in equity. Refer to Note 4.3 for further information.

##### Profits reserve

The profits reserve comprises the transfer of net profit in the Company for the year (if any) and contains profits available for distribution as dividends in future years. There were no dividends distributed from the profits reserve during the year (2017: nil).

### 3.6 Distributions

Period for distribution	<b>Total distribution</b>	Total stapled securities	Distributions per stapled security
	\$'000	('000)	(cents)
Half year to 31 December 2017	<b>72,789</b>	661,716	11.00
Half year to 30 June 2018	<b>75,643</b>	675,384	11.20
<b>Total distribution for FY18</b>	<b>148,432</b>		22.20
Half year to 31 December 2016	<b>67,991</b>	641,424	10.60
Half year to 30 June 2017	<b>72,086</b>	661,340	10.90
<b>Total distribution for FY17</b>	<b>140,077</b>		21.50

## Notes to the Financial Statements continued

### 3.7 Earnings per stapled security ("EPS")

#### Earnings per stapled security

Basic EPS is determined by dividing the profit or loss attributable to Securityholders of the Group by the weighted average number of equivalent securities outstanding during the financial year.

Diluted EPS adjusts the figures used in the determination of basic EPS by taking into account amounts unpaid on securities and the effect of all dilutive potential ordinary securities.

	2018	2017
Profit attributable to Securityholders of the Group (\$)	357,709,000	278,090,000
Weighted average number of stapled securities on issue for the year (no.)	668,456,752	651,245,952
Basic & diluted earnings per stapled security (cents)	53.5	42.7

### 3.8 Share-based payment arrangements

#### Accounting policies

##### Share-based payment transactions

The grant-date fair value of share-based payment awards granted to employees is recognised as an employee expense, with a corresponding increase in equity, over the period that the employees unconditionally become entitled to the awards. The amount recognised as an expense is adjusted to reflect the number of awards for which the related service and non-market performance conditions are expected to be met, such that the amount ultimately recognised as an expense is based on the number of awards that meet the related service and non-market performance conditions at the vesting date.

#### Determination of fair values

Fair value is calculated based on the present value of the performance right on the date of issuance in future periods, discounted at a market-related discount rate.

#### Share-based payment arrangements

At 30 June 2018, the Group has the following share-based payment arrangements:

##### Employee Incentive Plans FY15, FY16, FY17, FY18

The Group has introduced employee incentive plans for all employees (including the Managing Director). The plans are designed to link employees' remuneration with the long-term goals and performance of the Group and the maximisation of wealth for its Securityholders. The current measures for the plans, which are reviewed regularly by the Nomination, Remuneration & HR Committee and/or the Board are described in full on page 43 (in the remuneration report section of the Directors' report).

Under each plan, each eligible employee is sent a letter of invitation to the plan which outlines the percentage of their base salary that they can earn as performance rights. Acceptance of this invitation is the grant date for those performance rights. The percentage of the maximum possible earnings for each employee is determined by the percentage of the measures under each plan that are achieved.

Subject to the employee remaining employed by the Group, on or about 30 September of each year the employee will receive 25% of his or her performance rights, as they vest through the issue of stapled securities in the Group. Securities will be issued for an equivalent amount at an issue price per security based on the volume weighted average price of the securities over the first 20 trading days in September prior to the vesting date of the first tranche of each plan.

Any director in the plan will have their grant ratified at the Group's Annual General Meeting and following approval will be issued their securities on the same basis as the employees. The performance rights are cumulative and, subject to some exceptions, immediately vest in the case of a takeover of the Group or a redundancy.



### 3.8 Share-based payment arrangements (continued)

#### Share-based payment arrangements (continued)

During the year, the first tranche of the FY17, the second tranche of the FY16, the third tranche of the FY15 and the fourth tranche of the FY 14 Employee Incentive Plan performance rights was determined with the results shown on the table below:

Plan identification	Plan participants	Tranche	Cost
			\$
FY17 Plan	Director	1	175,230
FY17 Plan	Employees	1	300,222
FY16 Plan	Director	2	83,427
FY16 Plan	Employees	2	112,019
FY15 Plan	Director	3	129,540
FY15 Plan	Employees	3	140,308
FY14 Plan	Director	4	128,653
FY14 Plan	Employees	4	125,944

The first tranche of the FY17 Employee Incentive Plan performance rights vested during the year.

The fair value of performance rights under the FY18 Employee Incentive Plan was determined on the grant date of those rights and then "trued-up" at 30 June 2018 where allowed. The fair value of these rights for the director is estimated as \$368,160 and for other employees \$705,201. This estimate is based on achieving 50.0% of the maximum payable under the FY18 plan. This is seen as a reasonable estimate of fair value as it is based on the percentage achieved for comparable elements from the FY16 plan, adjusted for information available on likely achievement as at 30 June 2018. The actual costs of performance rights cannot be determined until FY19 and the first issue of securities under the FY18 plan will not occur until FY19.

During the year, \$1,229,000 was recognised in the share based payments reserve (June 17: \$1,319,000). This represents the amounts recognised under the four plans in operation and is the portion of the fair value of the total cost recognised of the unissued securities, which remain conditional on employment with the Group at the relevant vesting date.

As of the date of the report, the number of equity shares to be granted and vested in the future cannot be determined until the rights fully vest.

The table below outlines the value of performance rights granted during the year to 30 June 2018, where those values can be determined. It also outlines the value of performance rights that were issued as stapled securities in the Group.

Plan identification	Plan participants	Issue date	Value of securities issued on conversion of performance rights	Number of securities issued on conversion of performance rights	Value of performance rights still to vest	Percentage of plan that vested during FY18
			\$	No.	\$	%
FY17 Plan	Director	23-Nov-17	175,230	55,104	N/A	25%
FY17 Plan	Employees	4-Oct-17	300,222	94,410	N/A	25%
FY16 Plan	Director	4-Oct-17	83,427	26,235	N/A	25%
FY16 Plan	Employees	4-Oct-17	112,019	35,227	N/A	25%
FY15 Plan	Director	4-Oct-17	129,540	40,736	N/A	25%
FY15 Plan	Employees	4-Oct-17	140,308	44,123	N/A	25%
FY14 Plan	Director	4-Oct-17	128,653	40,457	N/A	25%
FY14 Plan	Employees	4-Oct-17	125,944	39,605	N/A	25%

## Notes to the Financial Statements continued

### Section 4: Other notes

#### 4.1 Key management personnel compensation

##### Accounting policies

##### *Employee benefits - Defined contribution plans*

A defined contribution plan is a post-employment benefit plan under which an entity pays fixed contributions into a separate entity and will have no legal or constructive obligation to pay further amounts. Obligations for contributions to defined contribution plans are recognised as an employee benefit expense in the Consolidated Statement of Profit or Loss and Other Comprehensive Income in the periods during which services are rendered by employees. Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in future payments is available. Contributions to a defined contribution plan that are due more than 12 months after the end of the period in which the employees render the service are discounted to their present value.

##### *Employee benefits - Termination benefits*

Termination benefits are recognised as an expense when the Group is demonstrably committed, without realistic possibility of withdrawal, to a formal detailed plan to either terminate employment before the normal retirement date, or to provide termination benefits as a result of an offer made to encourage voluntary redundancy. Termination benefits for voluntary redundancies are recognised as an expense if the Group has made an offer of voluntary redundancy, it is probable that the offer will be accepted, and the number of acceptances can be estimated reliably. If benefits are payable more than 12 months after the reporting period, they are discounted to their present value.

##### *Employee benefits - Short-term benefits*

Short-term employee benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided.

A liability is recognised for the amount expected to be paid under short-term cash bonus or profit-sharing plans if the Group has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be estimated reliably.

##### Compensation

The key management personnel compensation comprised:

	<b>2018</b>	2017
	\$	\$
Short-term employee benefits	<b>4,530,409</b>	3,715,568
Other long-term employee benefits	<b>9,368</b>	-
Post-employment benefits	<b>144,412</b>	155,796
Share-based payments	<b>913,548</b>	1,024,316
	<b>5,597,737</b>	4,895,680

##### *Individual directors' and executives' compensation disclosures*

Information regarding individual directors' and executives' compensation and equity instruments disclosure as required by Corporations Regulation 2M.3.03 is provided in the remuneration report section of the Directors' Report.

Apart from the details disclosed in this note, no Director has entered into a material contract with the Group since the end of the previous financial year and there were no material contracts involving Directors' interests existing at year-end.

**4.1 Key management personnel compensation** (continued)

## Compensation (continued)

*Movements in securities*

The movement in the number of ordinary stapled securities in the Group held, directly, indirectly or beneficially, by each key management person, including their related parties, is as follows:

**2018**

Securityholder	Opening securities 1 July	Securities granted as compensation	Acquired securities	Disposed securities	Closing securities 30 June
	No.	No.	No.	No.	No.
G. Jackson	164,799	-	5,510	-	170,309
N. Sasse	1,470,908	-	49,179	-	1,520,087
E. de Klerk	1,549,983	-	51,821	-	1,601,804
T. Collyer	790,960	162,532	-	-	953,492
F. Marais	150,322	-	-	-	150,322
A. Hockly	-	45,005	-	-	45,005
D. Andrews	42,257	43,558	-	-	85,815
M. Green	47,370	43,831	-	(46,000)	45,201
G. Tomlinson	78,831	-	2,636	-	81,467
M. Brenner	7,245	-	-	-	7,245
J. Sukkar	-	-	-	-	-

During the year to 30 June 2018, a total of 294,926 stapled securities with a total value of \$937,865 were issued to key management personnel upon vesting of performance rights under Employee Incentive Plans.

**2017**

Securityholder	Opening securities 1 July	Securities granted as compensation	Acquired securities	Disposed securities	Closing securities 30 June
	No.	No.	No.	No.	No.
G. Jackson	144,707	-	20,092	-	164,799
N. Sasse	1,293,762	-	177,146	-	1,470,908
E. de Klerk	1,354,592	-	195,391	-	1,549,983
T. Collyer	625,612	150,033	15,315	-	790,960
F. Marais	134,451	-	15,871	-	150,322
A. Hockly	107,558	35,719	8,482	(151,759)	-
D. Andrews	120,851	33,511	9,396	(121,501)	42,257
M. Green	32,399	33,321	-	(18,350)	47,370
G. Tomlinson	59,332	-	19,499	-	78,831
M. Brenner	7,245	-	-	-	7,245

During the year to 30 June 2017, a total of 252,584 stapled securities with a total value of \$818,372 were issued to key management personnel upon vesting of performance rights under Employee Incentive Plans.

*Key management personnel loan disclosures*

The Group has not made, guaranteed or secured, directly or indirectly, any loans to the key management personnel or their personally related entities at any time during the reporting period.

## Notes to the Financial Statements continued

### 4.2 Related party transactions

#### Responsible Entity

The current Responsible Entity of Growthpoint Properties Australia Trust is Growthpoint Properties Australia Limited. It has acted in that role since its appointment on 5 August 2009.

#### Responsible Entity's/manager's fees and other transactions

Under the current stapled structure, the management of the Trust is internalised and no Responsible Entity or management fees are paid to external parties. No performance fee or other fees were paid or payable during the year.

#### Director transactions

A number of Directors, or their related parties, hold positions in other entities that result in them having control or significant influence over the financial or operating policies of those entities.

One of these entities transacted with the Group in the reporting period. The terms and conditions of the transaction were no more favourable than those available, or which might reasonably be expected to be available, on similar transactions with non-related parties on an arm's length basis.

The aggregate value of transactions and outstanding balances relating to directors and entities over which they have significant control or significant influence were as follows:

Director	Transaction	2018	2017
		\$	\$
G. Jackson (i)	Valuation	68,720	52,150

(i) The Group used the valuation services of m3property, a company that Mr Jackson is a director of, to independently value 12 properties (2017: 7). Amounts were billed based on normal market rates for such services and were due and payable under normal payment terms and Mr Jackson was not directly involved in the Group's engagement of m3property. The expense of valuation services provided by m3property represented 16% of the total valuation expense for the year (2017: 11%).

At 30 June 2018, \$26,500 was payable for valuation services to m3property (2017: \$11,500).

#### Transactions with significant shareholders

During the year there were no transactions with significant shareholders (FY 17: the ultimate parent entity, Growthpoint Properties Limited, provided underwriting for the December 2016 half year DRP. No fees were charged for this underwriting and Securityholder approval was obtained at the November 2016 Annual General Meeting for this underwriting.).

There were no balances outstanding from transactions with significant shareholders as at 30 June 2018 (2017: nil).

### 4.3 Taxation

#### Accounting policies

##### Income Tax

Under current income tax legislation, no income tax is payable by the Trust provided taxable income is fully distributed to Securityholders or the Securityholders become presently entitled to all the taxable income.

For the Company, income tax expense comprises current and deferred tax. Current and deferred tax are recognised in profit or loss except to the extent that they relate to a business combination, or items recognised directly in equity or in other comprehensive income.

Current tax is the expected tax payable or receivable on the taxable income or loss for the year, using tax rates enacted or substantively enacted at reporting date, and any adjustment to tax payable in respect of previous years.

Deferred tax is recognised in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is not recognised for the following temporary differences: the initial recognition of assets or liabilities in a transaction that is not a business combination and that affects neither accounting nor taxable profit or loss, and taxable temporary differences arising on the initial recognition of goodwill. Deferred tax is measured at the tax rates (and laws) that have been enacted or substantively enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred tax assets are recognised for deductible temporary differences and unused tax losses only if it is probable that future taxable amounts will be available to utilise those temporary differences and losses. Deferred tax assets are reviewed each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

### 4.3 Taxation (continued)

#### Accounting policies (continued)

Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets and liabilities and when the deferred tax balances relate to the same taxation authority. Current tax assets and tax liabilities are offset where the entity has a legally enforceable right to offset and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

Current and deferred tax balances attributable to amounts recognised directly in equity are also recognised directly in equity.

#### Income tax expense

The tables below relate to income tax for the Company only.

##### *Income tax expense:*

	<b>2018</b>	2017
	<i>\$'000</i>	<i>\$'000</i>
Current tax expense	<b>210</b>	217
Deferred tax benefit	<b>(117)</b>	(185)
Over provision from prior year	-	18
	<b>93</b>	50

##### *Numerical reconciliation of income tax expense to prima facie tax payable:*

	<b>2018</b>	2017
	<i>\$'000</i>	<i>\$'000</i>
Loss before income tax expense	<b>(960)</b>	(1,184)
Income tax benefit using the Company's domestic rate of 30%	<b>(288)</b>	(355)
<b>Increase in income tax due to:</b>		
Non-deductible expenses	<b>381</b>	405
	<b>93</b>	50

The weighted average tax rate for FY18 and FY17 is not meaningful as there is a loss before tax expenses but for tax purposes there is a profit.

As at 30 June 2018, the Company had franking credits of \$2,256,486 available to it (30 June 2017: \$1,896,021).

## Notes to the Financial Statements continued

### 4.3 Taxation (continued)

#### Income tax expense (continued)

##### Movement in temporary differences during the year

	Opening balance 1 July 2017	Charged to profit and loss	Charged to equity	<b>Balance 30 June 2018</b>
	\$'000	\$'000	\$'000	\$'000
<b>Non-current assets:</b>				
Property, plant and equipment	-	35	-	<b>35</b>
Equity raising costs	83	(31)	-	<b>53</b>
<b>Total</b>	<b>83</b>	<b>4</b>	<b>-</b>	<b>88</b>
<b>Current liabilities:</b>				
Accrued expenses	164	64	-	<b>228</b>
Employee benefits	663	48	-	<b>711</b>
Prepayments	19	-	-	<b>19</b>
<b>Total</b>	<b>846</b>	<b>112</b>	<b>-</b>	<b>958</b>
<b>Total movement in temporary differences</b>	<b>929</b>	<b>116</b>	<b>-</b>	<b>1,046</b>

	Opening balance 1 July 2016	Charged to profit and loss	Charged to equity	<b>Balance 30 June 2017</b>
	\$'000	\$'000	\$'000	\$'000
<b>Non-current assets:</b>				
Equity raising costs	69	(71)	85	<b>83</b>
<b>Total</b>	<b>69</b>	<b>(71)</b>	<b>85</b>	<b>83</b>
<b>Current liabilities:</b>				
Accrued expenses	146	18	-	<b>164</b>
Employee benefits	471	192	-	<b>663</b>
Prepayments	23	(4)	-	<b>19</b>
<b>Total</b>	<b>640</b>	<b>206</b>	<b>-</b>	<b>846</b>
<b>Total movement in temporary differences</b>	<b>709</b>	<b>135</b>	<b>85</b>	<b>929</b>

### 4.4 Contingent liabilities

The Group has no contingent liabilities as at the date of this report (2017: nil).

### 4.5 Commitments

For details of commitments on properties to be expanded see Note 2.2.

The Group has no other significant capital, lease or remuneration commitments in existence at reporting date, which have not been recognised as liabilities in these financial statements (2017: nil).

## 4.6 Controlled entities

### Accounting policies

#### *Basis of consolidation*

#### *Subsidiaries*

Subsidiaries are entities controlled by the Group. Where control of an entity is obtained during a period, its results are included in the consolidated income statement from the date on which control commences. Where control of an entity ceases during a period its results are included only for that part of the period during which control existed. The accounting policies of subsidiaries have been changed when necessary to align them with the policies adopted by the Group.

#### *Transaction eliminated on consolidation*

Intra-group balances and transactions, and any unrealised income and expense arising from intra-group transactions, are eliminated in preparing the consolidated financial statements. Unrealised gains arising from transactions with equity accounted investees are eliminated against the investment to the extent of the Group's interest in the investee. Unrealised losses are eliminated in the same way as unrealised gains, but only to the extent that there is no evidence of impairment.

#### *Controlled entities*

The controlled entities of the Group listed below were all domiciled in Australia and were wholly owned during the current year and prior year, unless otherwise stated:

Wholesale Industrial Property Fund	Derrimut Property Trust
19 Southern Court Property Trust	Dandenong South Property Trust
Kilsyth 1 Property Trust	Nundah Property Trust
Kilsyth 2 Property Trust	Rabinov Property Trust
Queensland Property Trust	Rabinov Property Trust No. 2
New South Wales Property Trust	Rabinov Property Trust No. 3
Coolaroo Property Trust	Ann Street Property Trust
Broadmeadows Leasehold Trust	CB Property Trust
Atlantic Drive Property Trust	New South Wales 2 Property Trust
20 Southern Court Property Trust	Richmond Car Park Trust
Ravenhall Property Trust	Mort Street Property Trust
Laverton Property Trust	Erskine Park Pharmaceutical Trust
Drake Boulevard Property Trust	Erskine Park Truck Trust
Preston 2 Property Trust	Erskine Park Warehouse Trust
Goulburn Property Trust	William Angliss Drive Trust
Growthpoint Properties Australia Limited	Charles Street Property Trust
Growthpoint Nominees (Aust) Pty Limited	Wellington Road Property Trust
Growthpoint Nominees (Aust) 2 Pty Limited	1500 Ferntree Gully Road Property Trust
Eagle Farm Property Trust	6 Kingston Park Court Property Trust
Yatala 1 Property Trust	3 Millennium Court Property Trust
Yatala 2 Property Trust	Pope Street Property Trust
Yatala 3 Property Trust	Kembla Grange Property Trust
South Brisbane 1 Property Trust	211 Wellington Road Property Trust
South Brisbane 2 Property Trust	Building C, 211 Wellington Road Property Trust
SW1 Car Park Trust	255 London Circuit Trust
World Park Property Trust	75 Dorcas Street Trust
Building 2 Richmond Property Trust	Growthpoint Metro Office Fund
Lot S5 Property Trust	Growthpoint Developments Pty Ltd
	Kewlink East Trust (i)

(i) Indicates entities established or purchased during the financial year ended 30 June 2018.

## Notes to the Financial Statements continued

### 4.7 Parent entity disclosures

As at, and throughout, the financial year ended 30 June 2018 the parent of the Group was Growthpoint Properties Australia Trust.

	<b>2018</b>	2017
	\$'000	\$'000
<b>Result of the parent entity</b>		
Profit for the period	<b>358,762</b>	279,324
Other comprehensive expense	<b>(148,432)</b>	(140,077)
<b>Total comprehensive income for the period</b>	<b>210,330</b>	139,247
<b>Financial position of the parent entity at year end</b>		
Current assets	<b>86,322</b>	128,649
Total assets	<b>3,456,619</b>	3,308,924
Current liabilities	<b>159,547</b>	164,530
Total liabilities	<b>1,363,995</b>	1,470,229
<b>Net assets</b>	<b>2,092,624</b>	1,838,695
<b>Total equity of the parent entity comprising:</b>		
Contributed equity	<b>1,639,014</b>	1,595,415
Retained profits/ (losses)	<b>453,610</b>	243,280
<b>Total equity</b>	<b>2,092,624</b>	1,838,695

The contractual obligations of the parent entity are identical to those disclosed on Note 2.2

### 4.8 Remuneration of auditors

During the year to 30 June 2018 the following fees were paid or payable for services provided by the auditor of the Group:

	<b>2018</b>	2017
	\$	\$
<b>Audit services - KPMG</b>		
Audit and review of financial statements	<b>140,966</b>	124,522
Other regulatory audit services	<b>59,410</b>	58,728
<b>Non-audit services - KPMG</b>		
Other assurance and due diligence services	<b>9,000</b>	9,600
	<b>209,376</b>	192,850



#### 4.9 Subsequent events

On 18 July 2018, the Group announced that the issue price for securities to be issued under the DRP for the distribution to be paid on or around 31 August 2018 will be \$3.58 per stapled security.

Approximately 72.5% of Growthpoint's distribution payable on or around 31 August 2018 will be issued as new stapled securities under the DRP, raising, after allowing for withholding tax, \$46.7 million for the issue of 13.0 million new stapled securities. Total stapled securities on issue following the DRP will be approximately 688.4 million.

On 18 July 2018, the Group announced that it had entered into a put and call option to acquire 836 Wellington Road, West Perth, WA. The acquisition is scheduled to settle in October 2018 for a purchase price of \$91,325,000.

Other than noted above, there has not arisen a transaction or event of an unusual nature likely to affect significantly the operations of the business, the results of those operations or the state of affairs of the entity in future financial years from the end of the interim period to the date of this report.

## Directors' declaration

In the opinion of the Directors:

- (a) the attached Financial Statements and notes, and the Remuneration Report in the Directors' Report set out on pages 36 to 95 are in accordance with the *Corporations Act 2001* (Cth), including:
  - (i) complying with Australian Accounting Standards (including the Australian Accounting Interpretations) and the *Corporations Regulations 2001*; and
  - (ii) giving a true and fair view of the Group's financial position as at 30 June 2018 and of its performance for the financial year ended on that date; and
- (b) the financial report also complies with International Financial Reporting Standards as disclosed in Note 1; and
- (c) there are reasonable grounds to believe that the Group will be able to pay its debts as and when they become due and payable.

The Directors have been given the declarations required by Section 295A of the *Corporations Act 2001* (Cth) from the Managing Director and Chief Financial Officer for the financial year ended 30 June 2018.

This declaration is made in accordance with a resolution of the Directors of the Group.



Timothy Collyer  
**Managing Director**  
Growthpoint Properties Australia Limited

Melbourne, 16 August 2018

## Auditor's Independence declaration



### Lead Auditor's Independence Declaration under Section 307C of the Corporations Act 2001

To the Directors of Growthpoint Properties Australia Limited, being the Responsible Entity of Growthpoint Properties Australia Trust

I declare that, to the best of my knowledge and belief, in relation to the audit of Growthpoint Properties Australia Limited, being the Responsible Entity of Growthpoint Properties Australia Trust for the financial year ended 30 June 2018 there have been:

- i. no contraventions of the auditor independence requirements as set out in the *Corporations Act 2001* in relation to the audit; and
- ii. no contraventions of any applicable code of professional conduct in relation to the audit.

KPMG

Dean Waters  
Partner

Melbourne

16 August 2018

# Independent Auditor's report



## Independent Auditor's Report

To the stapled security holders of Growthpoint Properties Australia

### Report on the audit of the Financial Report

#### Opinion

We have audited the **Financial Report** of Growthpoint Properties Australia (the Stapled Group Financial Report).

In our opinion, the accompanying Stapled Group Financial Report is in accordance with the *Corporations Act 2001*, including:

- giving a true and fair view of the **Stapled Group's** financial position as at 30 June 2018 and of its financial performance for the year ended on that date; and
- complying with *Australian Accounting Standards* and the *Corporations Regulations 2001*.

The **Financial Report** of the Stapled Group comprises:

- Consolidated statement of financial position as at 30 June 2018
- Consolidated statement of profit or loss and other comprehensive income consolidated statement of changes in equity, and consolidated statement of cash flows for the year then ended
- Notes including a summary of significant accounting policies
- Directors' Declaration.

The **Stapled Group** consists of Growthpoint Properties Australia Trust and the entities it controlled at the year-end or from time to time during the financial year and Growthpoint Properties Australia Limited.

#### Basis for opinion

We conducted our audit in accordance with *Australian Auditing Standards*. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the Financial Report* section of our report.

We are independent of the Stapled Group, Growthpoint Properties Australia Trust and Growthpoint Properties Australia Limited (the Responsible Entity) in accordance with the *Corporations Act 2001* and the ethical requirements of the *Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants* (the Code) that are relevant to our audit of the Financial Report in Australia. We have fulfilled our other ethical responsibilities in accordance with the Code.

#### Key Audit Matters

The **Key Audit Matters** we identified for the Stapled Group are:

- Valuation of investment properties
- Recognition of rental income and straight line-adjustment to property revenue

**Key Audit Matters** are those matters that, in our professional judgment, were of most significance in our audit of the Financial Report of the current period.

These matters were addressed in the context of our audit of the Financial Report as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.



Valuation of Investment Properties (\$3,292 million)	
Refer to Note 2.2 to the Financial Report	
The key audit matter	How the matter was addressed in our audit
<p>The valuation of the Stapled Group's investment property portfolio, given it represents the majority of the total assets of the Stapled Group and requires significant judgement by us, is a key audit matter. The Stapled Group has \$3.3 billion of investment properties, which constitutes 95.2% of the Group's total assets as at 30 June 2018.</p> <p>The fair value of the investment properties was assessed by the Board of Directors based on a combination of external valuations conducted by Jones Lang LaSalle, Savills, Collier, Urbis, Knight Frank, m3property, and CBRE and internally prepared valuations. An external valuation is obtained for each property each year.</p> <p>The Stapled Group determines a property's value within a range of reasonable fair value estimates and, in making that assessment, considers information from a variety of sources including:</p> <ul style="list-style-type: none"> <li>• Current prices for comparable investment properties, as adjusted to reflect differences for location, building quality, tenancy profile and other factors.</li> <li>• Discounted cash flow projections based on estimates of future cash flows.</li> <li>• Capitalised income projections based upon a property's estimated net market income, and a capitalisation rate derived from analysis of market evidence.</li> </ul>	<p>Our procedures included:</p> <ul style="list-style-type: none"> <li>• Examining the valuations prepared by the external property valuers to evaluate the appropriateness of the valuation methodologies and assumptions used in accordance with industry practice and the accounting standards;</li> <li>• Assessing the scope, competence and objectivity of the external valuers engaged by the Stapled Group;</li> <li>• Checking a sample of internal and external valuations of the Stapled Group to published reports of industry commentators for comparable investment properties;</li> <li>• Checking a sample of internal and external valuer's assumptions and data by comparing key inputs to discounted cash flow projections, such as discount rate and capitalisation rate, to published reports of industry commentators. We also tested, on a sample basis, other key inputs to the valuations, such as, gross rent, occupancy rate, lease term remaining and lease commitments, for consistency to existing lease contracts or published statistics;</li> <li>• Checking property acquisitions and disposals to signed contracts; and</li> <li>• Considering the Stapled Group's disclosures in relation to the use of estimates and judgements regarding the fair value of investment properties and the Stapled Group's valuation policies adopted and fair value disclosures for compliance with the Australian Accounting Standards.</li> </ul>

## Independent Auditor's report continued



### Recognition of Rental Income (\$254.2m) and straight-line adjustment to property revenue (\$5.6m)

Refer to Note 2.1 to the Financial Report

#### The key audit matter

During the course of the year, the Stapled Group enters into new lease contracts with existing tenants or through investment property acquisitions. The revenue generated from all lease contracts constitutes 55.8% of net investment income.

Accounting recognition of rental income and straight line adjustment to property revenue is a key audit matter given rental income represents a significant portion of net investment income and the volume of new and amended leases results in additional audit effort around the straight line adjustment to property revenue.

Revenue from investment properties is recognised on a straight-line basis over the life of the lease for leases where the revenue under the lease terms is fixed and determinable. For leases where the revenue is determined with reference to market reviews, inflationary measures or other variables, revenue is not straight-lined and is recognised in accordance with the lease terms applicable for the period.

#### How the matter was addressed in our audit

Our procedures included:

- Checking a sample of rental income for leases subject to market reviews, to the original signed lease contract with the terms associated to the market reviews, and documentation between the parties of the revised market rates;
- For new, cancelled or variations to leases, we checked the lease terms to the Stapled Group's straight line schedule used to recognise revenue on a straight line basis;
- Performing a recalculation of the straight line adjustment to property revenue by using the fixed revenue over the lease term from the new or amended lease terms from the signed lease contract and comparing this to the Stapled Group's straight line schedule; and
- Created an expectation to compare to actual revenue reported by management by applying the weighted average annual rent increase to the office and the industrial base rent balances for FY17 and adjusting for changes in tenancy to arrive at an expected revenue balance for the year ended.

### Other Information

Other Information is financial and non-financial information in Growthpoint Properties Australia's annual reporting which is provided in addition to the Financial Report and the Auditor's Report. The Directors of the Responsible Entity are responsible for the Other Information.

Our opinion on the Financial Report does not cover the Other Information and, accordingly, we do not and will not express an audit opinion or any form of assurance conclusion thereon, with the exception of the Remuneration Report and our related assurance opinion.

In connection with our audit of the Financial Report, our responsibility is to read the Other Information. In doing so, we consider whether the Other Information is materially inconsistent with the Financial Report or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

We are required to report if we conclude that there is a material misstatement of this Other Information, and based on the work we have performed on the Other Information that we obtained prior to the date of this Auditor's Report we have nothing to report.



### Responsibilities of the Directors for the Financial Report

The Directors of the Responsible Entity are responsible for:

- preparing the Financial Report that gives a true and fair view in accordance with *Australian Accounting Standards* and the *Corporations Act 2001*
- implementing necessary internal control to enable the preparation of a Financial Report that gives a true and fair view and is free from material misstatement, whether due to fraud or error
- assessing the Stapled Group's ability to continue as a going concern and whether the use of the going concern basis of accounting is appropriate. This includes disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless they either intend to liquidate the Stapled Group or to cease operations, or have no realistic alternative but to do so.

### Auditor's responsibilities for the audit of the Financial Report

Our objective is:

- to obtain reasonable assurance about whether the Financial Report as a whole is free from material misstatement, whether due to fraud or error; and
- to issue an Auditor's Report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with *Australian Auditing Standards* will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error. They are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this Financial Report.

A further description of our responsibilities for the audit of the Financial Report is located at the Auditing and Assurance Standards Board website at: [http://www.auasb.gov.au/auditors\\_responsibilities/ar2.pdf](http://www.auasb.gov.au/auditors_responsibilities/ar2.pdf). This description forms part of our Auditor's Report.

### Report on the Remuneration Report of Growthpoint Properties Australia Limited

The information below is a reproduction of our opinion on the Remuneration Report of Growthpoint Properties Australia Limited (the Company) as the Responsible Entity of Growthpoint Properties Australia Trust.

#### Opinion

In our opinion, the Remuneration Report of Growthpoint Properties Australia Limited for the year ended 30 June 2018, complies with *Section 300A* of the *Corporations Act 2001*.

#### Directors' responsibilities

The Directors of Growthpoint Properties Australia Limited are responsible for the preparation and presentation of the Remuneration Report in accordance with *Section 300A* of the *Corporations Act 2001*.

#### Our responsibilities

We have audited the Remuneration Report included in pages 37 to 52 of the Directors' Report for the year ended 30 June 2018.

Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with *Australian Auditing Standards*.

KPMG

Dean Waters  
Partner

Melbourne  
16 August 2018