Experience First

2023 Interim Result Market Briefing

Agenda

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GPT acknowledges the Traditional Custodians of the lands on which our business operates. We pay our respects to Elders past, present and emerging; and to their knowledge, leadership and connections. We honour our responsibility for Country, culture and community in the places we create and how we do business.

Artwork:
Aunty Denise

2023 Interim Result

Financial summary

16.53c

Funds From Operations per security, down 3.0%

12.5c

Distribution per security, down 1.6%

$5.85

Net Tangible Assets per security, down 2.2%

$32.2b

Assets under management

Investment portfolio

97.9%

Portfolio Occupancy (Incl. HoA)

4.7yrs

Weighted average lease expiry

5.11%

Weighted average capitalisation rate

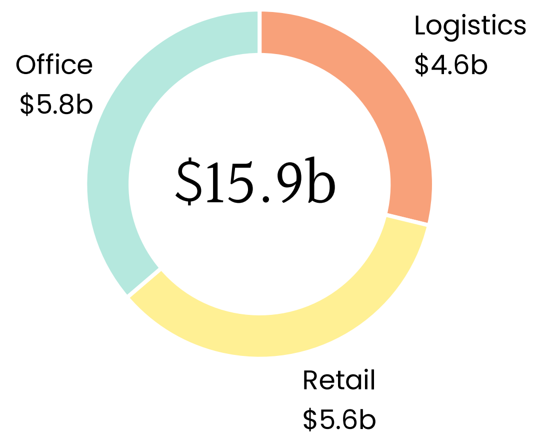
Overview of operations

- Strong performance in Retail portfolio
  - Occupancy 99.5%, with high sales productivity and sustainable occupancy cost
  - Melbourne Central occupancy 99.7% and sales up 26.5% on 1H 2022
- Strong leasing outcomes in Logistics portfolio
  - Continued strength in tenant demand, limited uncommitted supply and low vacancy
  - Development pipeline, with $2b estimated end value provides future opportunity
- Office portfolio occupancy maintained at 88.5%[1] despite challenging leasing market
  - Customers attracted to our portfolio of modern assets with high sustainability credentials
  - Differentiated fitted and flexible workplace offerings remain a key attractor for customers
- Balance sheet remains in good shape at 28.1% net gearing despite investment property valuation declines
- First full period Funds Management contribution from the $2.8b UniSuper direct real estate mandate and $2.7b Australian Core Retail Trust
- Commitment to ESG leadership maintained, with Group on track for all owned and managed Office and Retail assets to be certified operating carbon neutral by December 2024

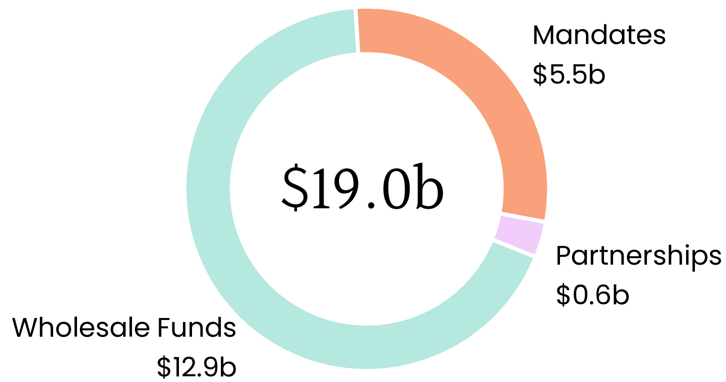
$32.2b

Assets under management

GPT Portfolio[2]



Funds under management



1. Includes heads of agreement (HoA).
2. Includes co-investments in wholesale funds.

Portfolio valuation metrics

Investment property valuation movements of negative $341.3m[1]	Office	Retail	Logistics
2023 Valuation movement (6 months to 30 Jun 2023)	−$241.8m −4.0%	−$103.7m −1.8%	+$3.2m +0.1%
Capitalisation Rate	5.24% (+21 bps since Dec 2022)	5.23% (+20 bps since Dec 2022)	4.78% (+38 bps since Dec 2022)
Discount Rate	6.25% (+19 bps since Dec 2022)	6.52% (+21 bps since Dec 2022)	6.33% (+58 bps since Dec 2022)

1. Includes +$1.0m of revaluations on other assets.

Results and Capital management

Financial result

($m)	June 2023	June 2022	Change
Net (loss)/profit after tax	**(1.1)**	**529.7**	
Valuation (decreases) / increases	(341.3)	219.5	
Treasury instruments marked to market and other items	23.5	(16.3)	
Funds from operations (FFO)	**316.7**	**326.5**	**(3.0%)**
FFO per security (cents)	**16.53**	**17.04**	**(3.0%)**
AFFO	**265.8**	**270.6**	**(1.8%)**
Free Cash Flow	**249.7**	**243.3**	**2.6%**
Distribution per security (cents)	**12.5**	**12.7**	**(1.6%)**
Payout Ratio	**95.9%**	**100.0%**	

($1.1m)

Net Loss After Tax

$316.7m

Funds From Operations

Segment result

($m)	1H2023	1H2022	Change	Comments
Retail	158.8	145.0	9.5%	Rent reviews and higher turnover rent (+$15.5m), debtor collections (+$4.1m) and asset divestments (-$5.8m)
Office	143.7	148.9	(3.5%)	Lower average occupancy offset by rent reviews (-$0.3m), and lower GWOF FFO due to higher interest costs (-$4.9m)
Logistics	97.6	91.2	7.0%	Rent reviews and positive leasing spreads (+$3.2m), development completions (+$5.3m) and asset divestments (-$2.1m)
Funds Management	34.3	27.5	24.7%	Management fees from new mandates
Finance costs	(82.5)	(54.1)	52.5%	Increased average cost of debt to 4.1%
Corporate and tax	(35.2)	(32.0)	10.0%	Higher income tax (-$2.7m) and corporate costs (-$0.5m)
FFO	**316.7**	**326.5**	**(3.0%)**	
Maintenance capex	(15.8)	(14.8)	6.8%	
Lease incentives	(35.1)	(41.1)	(14.6%)	Primarily driven by lower Office lease commencements
AFFO	**265.8**	**270.6**	**(1.8%)**	

Interest rate hedge profile 2023–2026

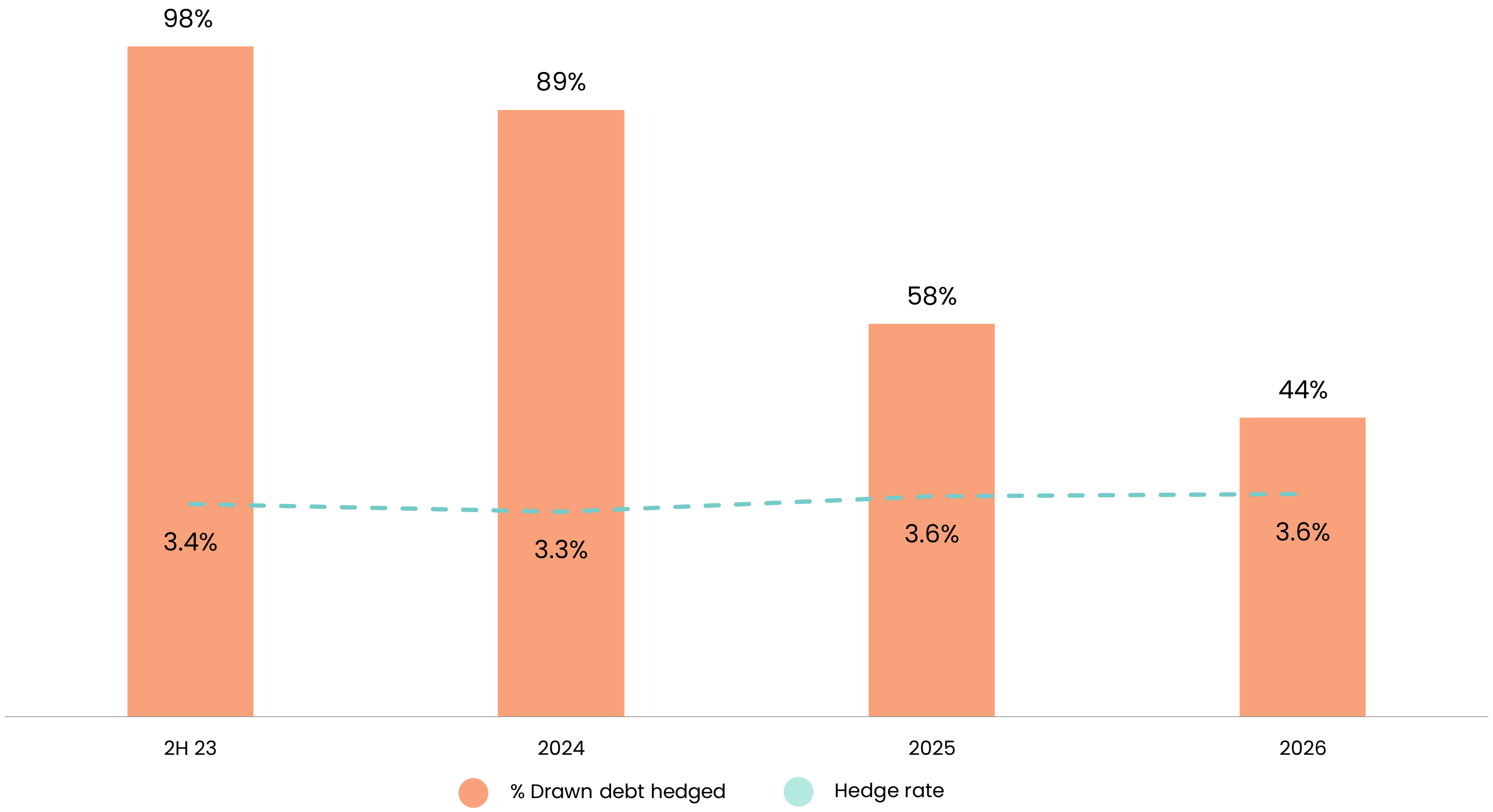
72%

hedged over the next 3.5 years
at an average fixed rate of 3.5%

~4.7%

Full year 2023 forecast
all-in-cost of debt

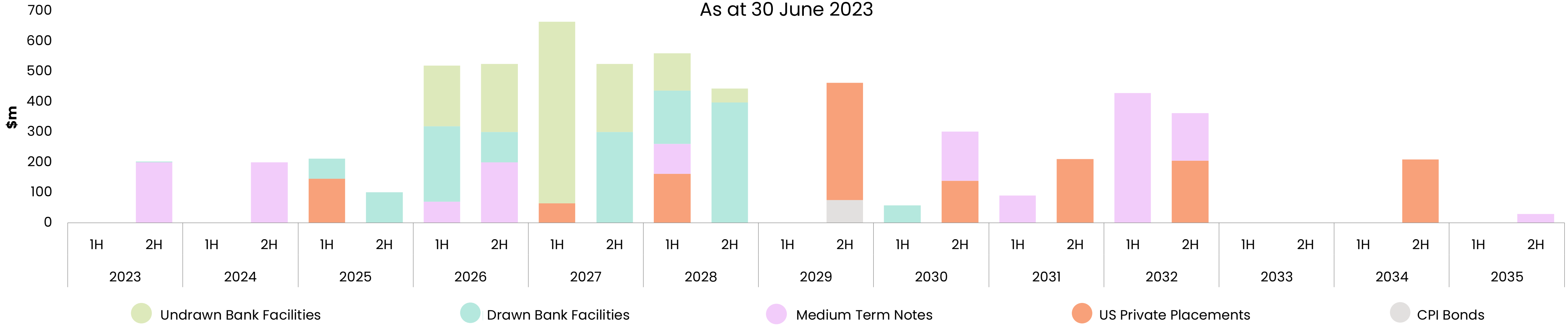
Hedge Profile



Capital management

Key Statistics	Jun 2023	Dec 2022	Comments
Net Tangible Assets per security	$5.85	$5.98	Driven by a valuation decrease of $341.3m
Net gearing	28.1%	28.5%	Within stated range of 25%-35% and material headroom to 50% covenant
Liquidity	$1.5b	$1.1b	Funds capital commitments and debt maturities through to mid-2026
Weighted average cost of debt	4.1%	3.2%	Increased cost of debt due to RBA rate rises of 400bps in 2022/23
Weighted average term to maturity	6.1 years	6.2 years	Long debt maturity maintained
Interest cover ratio	4.6x	5.5x	2.6x headroom to covenant of 2.0x
Credit ratings (S&P/Moody's)	A(neg)/A2(stable)	A(neg)/A2(stable)	Credit ratings within the target "A" range

Debt maturity profile
As at 30 June 2023



gpt

Retail

Retail overview

$171.5m
Segment contribution, up 13.7%

6.4%
Comparable income growth

99.5%
Portfolio occupancy

5.23%
Weighted average capitalisation rate, up 20bps on Dec 2022

$12.9b
Assets under management, down 0.8% on Dec 2022

$12,716psm
Specialty sales productivity

11.8%
Total Centre sales growth

Retailer performance

Retail sales moderating following 3 years of above average growth

- FY2022 growth up 11.4% on 2021 and 1H 2023 up 5.5% on 2022
  - Sales growth has been supported by a tight labour market, high household savings levels and population growth

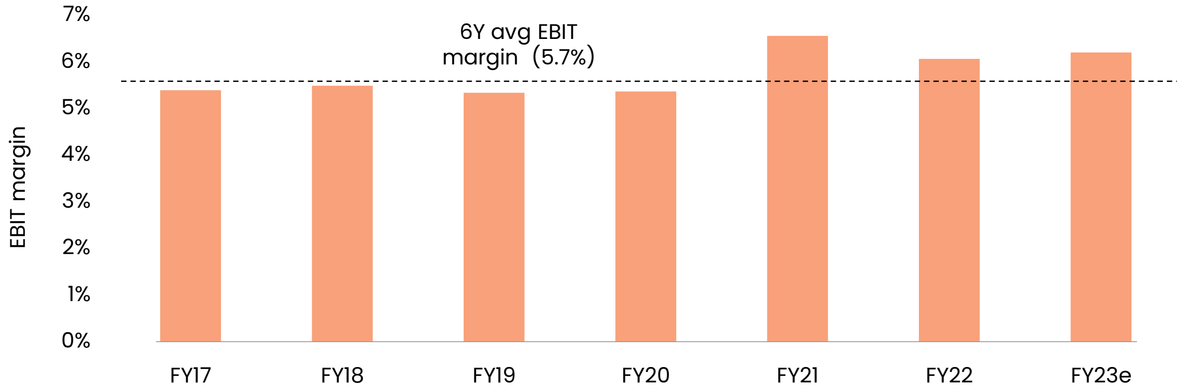
Performance

- ASX-listed retailers (~43% of Australian retail sales) achieved FY2021 and FY2022 performance above trend
- FY2023 also expected to be above trend, despite softening in the second half in line with market conditions

Stores recapturing sales share

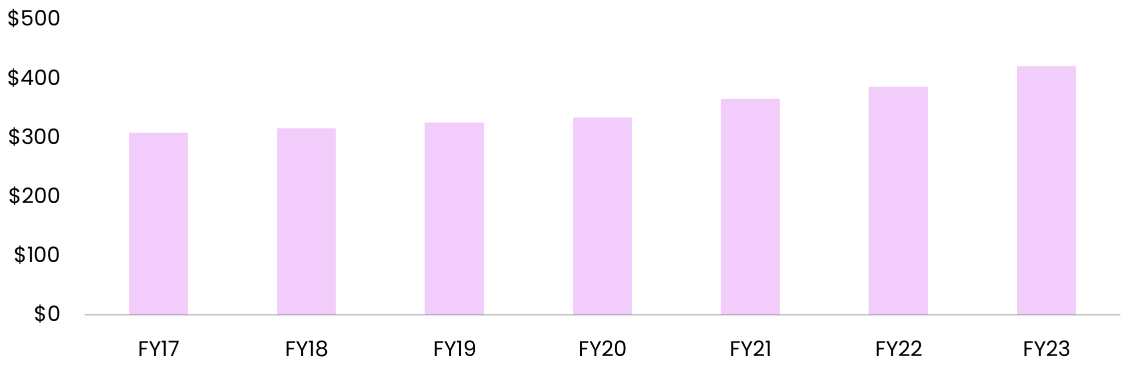
- Online share has fallen 2.0% over the last 12 months
- Over 90% of retail sales are attached to physical stores, through in-store purchase or online fulfilment (Source: GPT Research & Urbis)

Retailer profit margins since 2017



Source: Company reports, Forecast - MST Marquee and Visible Alpha June 2023

Total Value Australian Retail sales ($b)



Source: ABS Retail Trade June 2023

Leasing demand and occupancy resilient

- Strong occupancy with high levels of deal activity and tenant retention
- Positive leasing spreads achieved across renewals and new leases
- Specialty occupancy cost of 15.7%
- Average lease terms of 5.2 years all with fixed base rents and annual increases
- 46 new brands added to the portfolio

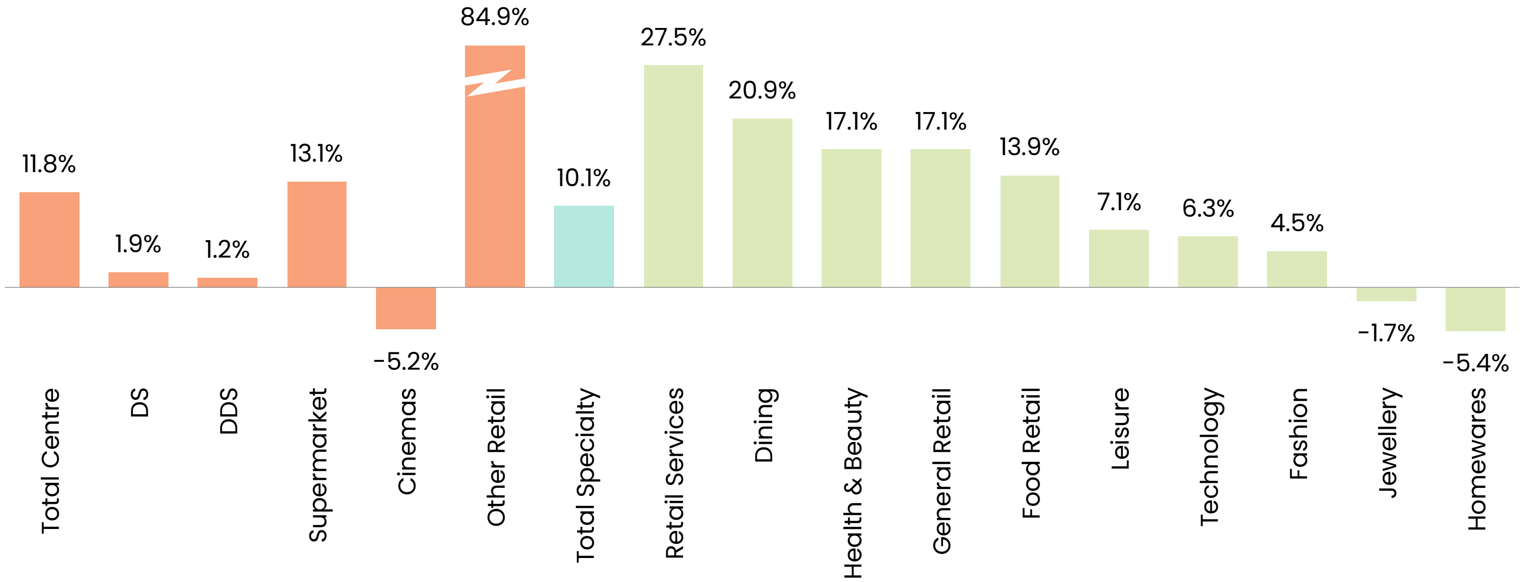
	6 months to June 2023	12 months to Dec 2022
Portfolio occupancy at period end	**99.5%**	**99.4%**
Total Specialty leasing metrics:		
Deals completed	343	581
Retention rate	71%	73%
Average annual fixed increase	4.8%	4.4%
Average lease term	5.2 years	4.7 years
Leasing spreads	3.4%	(2.8%)
Holdovers as % of base rent at period end	5.8%	2.7%

Rouse Hill Town Centre, NSW

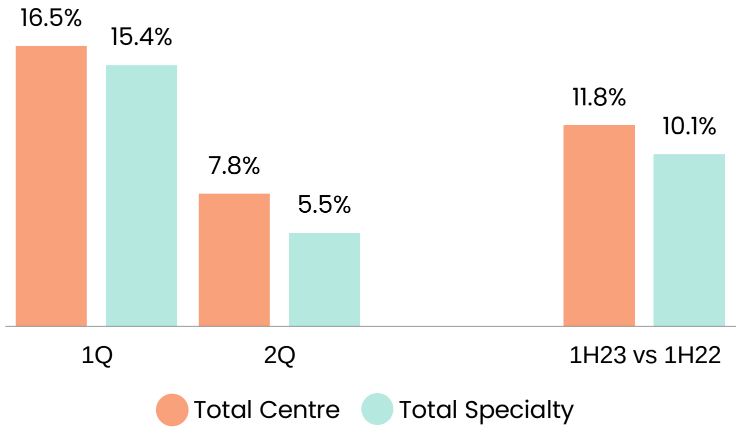
Centre sales performance

- Total Centre sales continued above average growth of 11.8% on 1H 2022
- Total Centre sales up 16.9% on pre-pandemic 1H 2019
- Sales growth has eased in Q2 2023 to long term trend

Sales half year growth by category 2023 vs 2022



Sales half year growth 2023 vs 2022



Leading assets in strong growth markets

Melbourne Central

- Total Centre MAT $578.5m exceeding pre-pandemic levels with growth of 26.5% on 1H 2022
- Total Specialty sales $15,200 psm
- Strong leasing demand improving occupancy to 99.7% (Dec 22: 98.0%)
- Leasing spread on renewal +7.2%
- New brand openings include National Geographic, Bath & Body Works, Koko Black, Chemist Warehouse, LSKD, Nude Lucy, Stylerunner

Highpoint Shopping Centre

- Top 3 retail asset in Australia with Total Centre MAT of $1.2b and growth of 11.4% on 1H 2022
- Specialty sales >$13,000 psm
- Positive leasing spreads +6.3% on deals concluded
- Continued accretive investment focused on entertainment, experiential and first to market brands such as Foodle and SuperPark

GPT Retail platform

Pacific Fair Shopping Centre, QLD

Karrinyup Shopping Centre, WA

GPT is a leading retail property and asset management platform in Australia

4,000+
Retail tenants

1.3m sqm
GLA

$9.2b
Total MAT

16
Assets owned and/or managed

+225
Retail Property Professionals

188m
Customer Visits

New South Wales
- Charlestown Square
- Dapto Mall
- Macarthur Square (50%)
- Macquarie Centre (50%)
- Marrickville Metro
- Rouse Hill Town Centre
- Westfield Penrith (50%)

Victoria
- Chirnside Park
- Highpoint Shopping Centre
- Malvern Central
- Melbourne Central
- Northland Shopping Centre (50%)
- Parkmore Shopping Centre

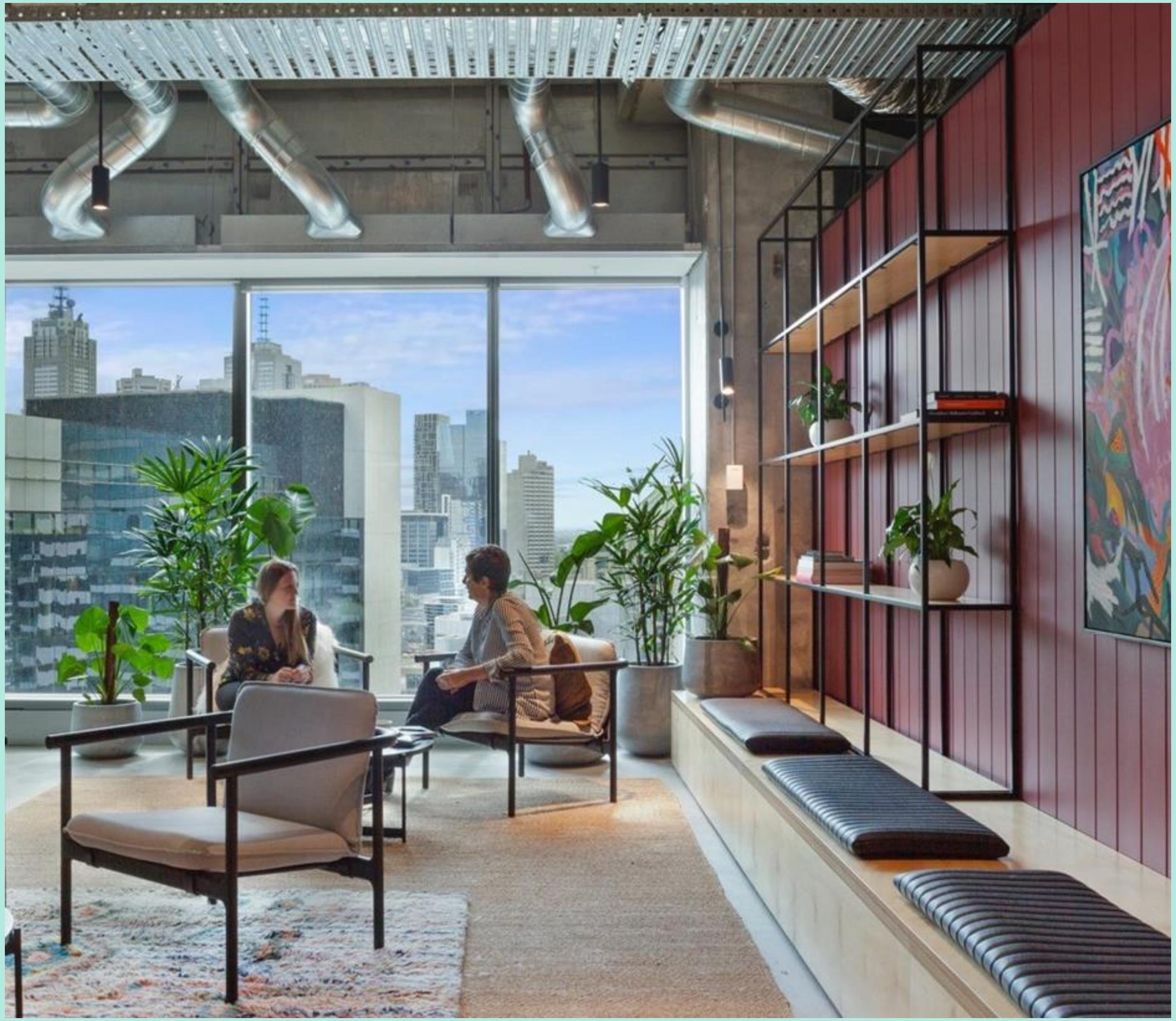
Western Australia
- Karrinyup Shopping Centre

Queensland
- Pacific Fair Shopping Centre
- Sunshine Plaza (50%)

Retail outlook

- Our outlook for 2023 remains positive
- Retailers have experienced high levels of profitability and low occupancy costs
- Continue leasing strategies to drive sales productivity and position our assets to attract first to market retailers
- Excess in household savings and population growth to provide ongoing support to future consumption rates, however we anticipate retailers' sales will soften in 2H 2023
- The Group will continue exploring retail development opportunities, subject to favorable market conditions

Highpoint Shopping Centre, VIC



Office

Office overview

$163.9m
Segment contribution, down 3.4%

−3.4%
Comparable income growth

88.5%
Portfolio occupancy (incl. HoA)

5.24%
Weighted average capitalisation rate, up 21 bps on Dec 2022

4.8yrs
Weighted average lease expiry

$14.4b
Assets under management, down 2.2% on Dec 2022

Highly competitive office leasing market

- Vacancy remains elevated across major CBD markets
- Preference for prime over secondary assets is evident, with high quality, amenity rich workplaces sought after to attract and retain talent
- Strong demand continues for space under 1,000sqm, with increasing activity from medium sized occupiers
- Notwithstanding the challenging market, face rents are increasing and incentives remain high

Office CBD market metrics	Sydney	Melbourne	Brisbane
Total Vacancy	14.4%	16.2%	12.6%
Prime Net Absorption (12 mths, sqm)	-11,495	42,715	58,407
Secondary Net Absorption (12 mths, sqm)	-40,401	-34,158	1,937
Prime Net Face Rental Growth (12 mths)	7.99%	2.72%	6.75%
Prime Incentive (year on year change)	Gross: 34.5% (+25 bps)	Net: 40.1% (+149 bps)	Gross: 42.5% (-51 bps)

Source: JLL Q2 2023

2 Park Street, Sydney

Positive leasing result

Currently targeting portfolio occupancy (including HoA) of ~90% by December 2023

58,800 sqm leased

Across 86 deals (incl. HoA) GPT and GWOF NLA

4.9 years

Average lease term

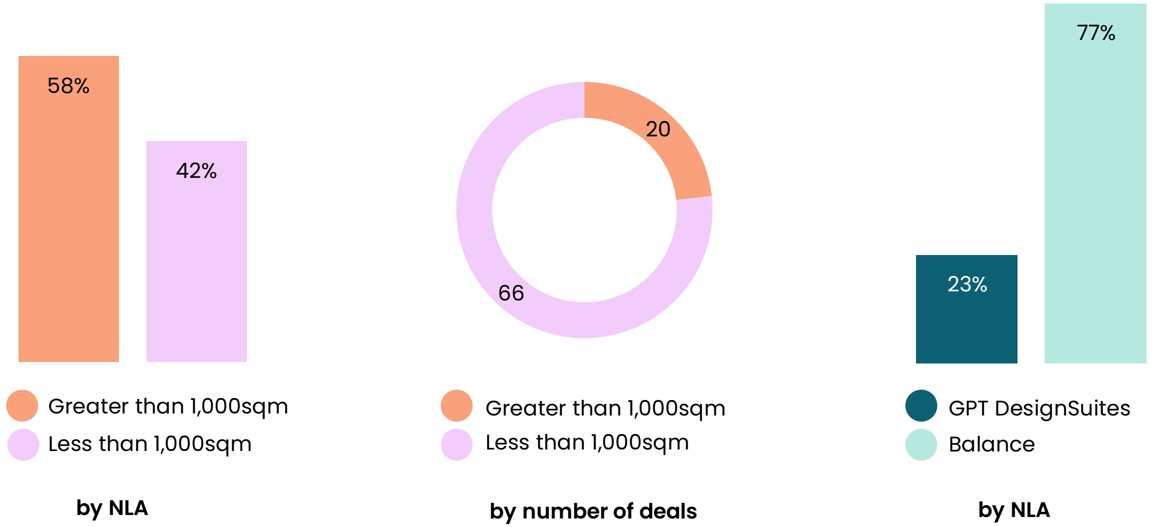
6% up

Gross face leasing spread

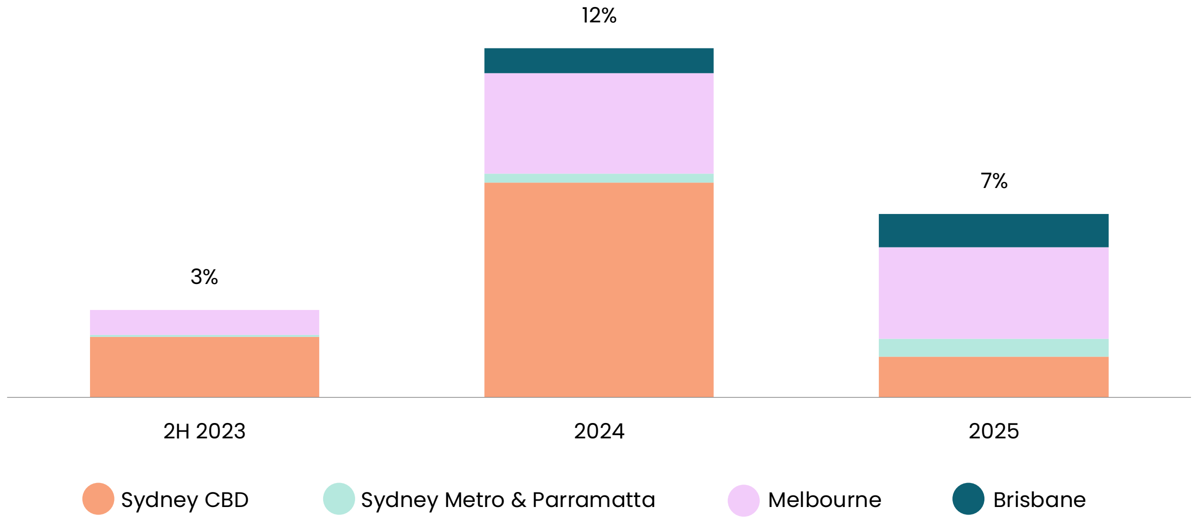
36%

Average gross incentive level

Leasing activity breakdown



Upcoming lease expiry by income



Fitted out space continues to drive leasing activity

GPT DesignSuites provide high quality, fully fitted and technology enabled workplaces for customers to move straight into

Melbourne Central Tower, Melbourne

60 Station St, Parramatta

181 William St, Melbourne

550 Bourke St, Melbourne

The Urban Developer Awards

2023 FINALIST FOR 3 AWARDS

INNOVATION& EXCELLENCE AWARDS

2023 PROJECT INNOVATION FINALIST

~9%
Face rent premium

Compared to June 2023 independent valuation market rents for vacant whole floors

48,800sqm
Total suites delivered since Jan 2022

13 assets
Number of assets with GPT DesignSuites

4.3 months
Average time to lease post PC

4.3 years
Average lease term achieved

Flexible space enhances asset appeal

Through GPT Space&Co.
we provide our customers a
'core & flex' workplace solution

Established in
2014

~14,000sqm

8 assets

98 meeting rooms

1,943desks

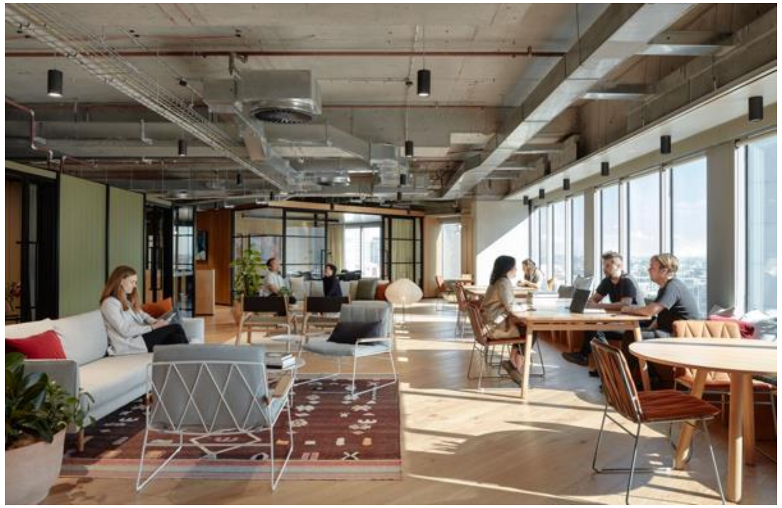
25 months average tenure

In the pipeline

3 assets

~5,000sqm

530 Collins St, Melbourne



580 George St, Sydney

Melbourne Central Tower, Melbourne

8 Exhibition St, Melbourne

High sustainability credentials are a necessity

Leadership in ESG is core to GPT's strategy

100%
carbon neutral
Portfolio operating carbon neutral[1]

Upfront
embodied carbon neutral
Target for all new Office developments

5.1 Star
★★★★★
NABERS Energy portfolio rating

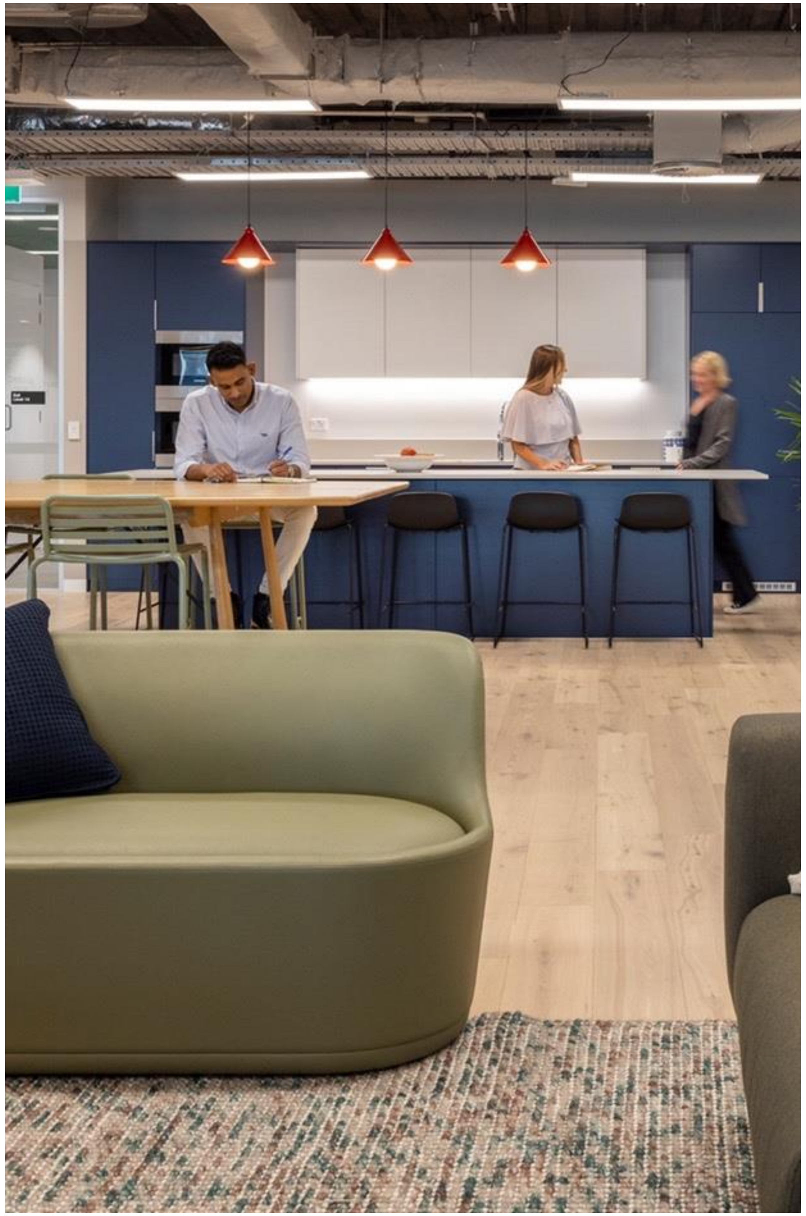
4.8 Star
★★★★★
NABERS Water portfolio rating

↓58%
Energy intensity reduction on our 2005 baseline

↓75%
Water intensity reduction on our 2005 baseline

39%
Closed loop waste recovery in 2022

1 GPT and GWOF operational office assets. Excludes assets under or held for development or under the operational control of the tenant.



GPT DesignSuites, 550 Bourke Street, Melbourne

Sustainability in action: GPT DesignSuites

Upfront
embodied carbon neutral
Target certification using Green Star and Climate Active

>75%
of furniture verified by Environmental Product Declarations

20%
of materials sourced from existing fitouts

50%
of furniture procured through Spatial Hub – a First Nations owned business, certified by Supply Nation

6 Star
★★★★★★
Targeting 6 Star Green Star – Interiors rating

Demand strongest for high quality new space

78% of portfolio constructed or refurbished since 2012

Prime portfolio
in key eastern seaboard markets

Amenity rich
F&B, concierge, end of trip, wellness

~6 minutes
Average asset walking distance to train station

71 Net Promoter Score
High customer satisfaction

Office portfolio outlook

Portfolio well positioned for successful 2H 2023 leasing

- Market vacancy is expected to remain elevated however quality assets with appealing amenity will continue to be in demand
- Significant investment made in the assets and workplace products, with ~18,000sqm of GPT DesignSuites expected to lease in 2H 2023
- Development approvals being progressed for next cycle
- We expect the leasing market to remain competitive, and we are currently targeting occupancy (including HoA) of ~90% by the end of the year

181 William Street, Melbourne

Logistics

Logistics overview

$99.0m
Segment contribution, up 7.4%

5.1%
Comparable income growth

99.8%
Portfolio occupancy (Incl. HoA)

4.78%
Weighted average capitalisation rate, up 38bps on Dec 2022

5.7yrs
Weighted average lease expiry

$4.9b
Assets under management, up 4% on Dec 2022

Eastern seaboard occupier demand outpacing supply

- Historic low market vacancy with occupiers unable to access space in current market, resulting in sustained rental growth of ~8% in 6 months[1]
- Supply / demand dynamics to result in continued low vacancy
- Market leasing enquiry currently ~2.7 million sqm

Industrial & Logistics Market	Sydney	Melbourne	Brisbane
Vacancy[2]	0.2%	1.1%	0.6%
Prime net face rental growth (6 months)[1]	+9%	+8%	+5%
Under construction supply due to complete in next 12 months and precommitment level[2]	1.4m sqm 47%	1.2m sqm 76%	0.4m sqm 68%

1. JLL Research, 2Q 2023.
2. CBRE Research, 1H 2023.

42 Cox Place, Glendenning, NSW

Strong leasing outcomes achieved

- High portfolio occupancy[1] of 99.8% and WALE of 5.7 years
- Total leasing[1] of 109,100sqm including 31,700sqm in developments

+40%

Portfolio leasing spread

Key Operational Leasing

Seven Hills, NSW[1]
Re-leased facility at market rents

Berrinba, QLD
Expanded DHL in Wembley estate by ~50%

Altona North, VIC[1]
HoA to renew a major tenant

Development Leasing

Wacol, QLD
Leased 17,600sqm to Mainfreight

Keysborough, VIC
Leased to trade and transport users

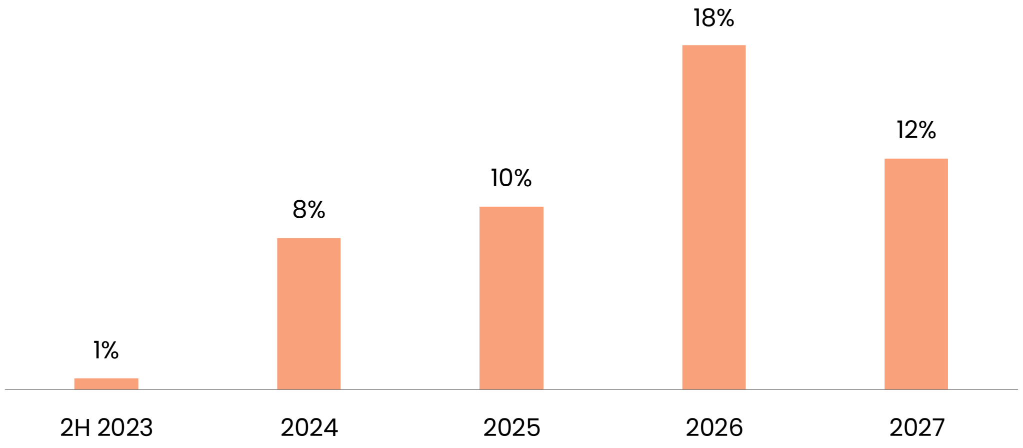
1. Including HoA.

Rental upside through re-leasing

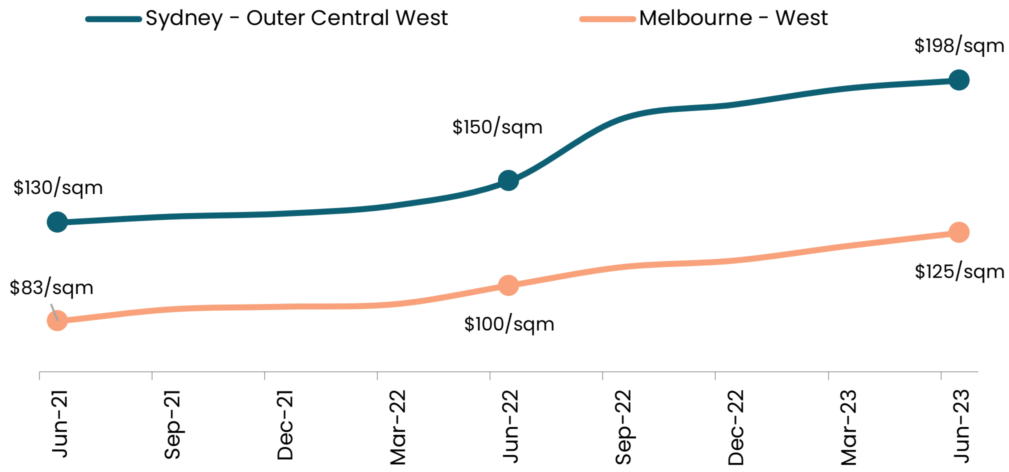
- Portfolio under-rented compared to market with ~50% expiring to December 2027
- Market rents have increased significantly in past 18 months, expect to see average rental spreads >15% for expiries over the next 3 years

25 Niton Drive, Truganina, VIC

GPT lease expiry profile by income



Market rental growth[1]



1. JLL Research (prime grade, existing).

Development completions

- Three completions in 1H 2023 of ~$170m AUM and two projects completing in 2H 2023 of ~$110m AUM, delivering a forecast yield on cost of 6.4%[1]
- Future pipeline has an estimated end value on completion of ~$2b AUM (50% Sydney, 39% Melbourne, 11% Brisbane)
- $2b target GPT QuadReal Logistics Trust (GQLT) now $600m AUM

Completions 1H 2023

24A & 24B Niton Drive, Truganina, VIC

Keylink Estate – North, Keysborough, VIC[2]

149 & 153 Coulson Street, Wacol, QLD[2]

Expected Completions 2H 2023

22 Hume Drive, Apex Business Park , Bundamba, QLD[2,3]


Artist's impression

30 Niton Drive, Gateway Logistics Hub, Truganina, VIC

1. Forecast Yield on Cost excludes project completed on a fund through basis at Keylink Estate North, Keysborough.
2. Held in GQLT (GPT 50.1%).
3. Reached completion in August 2023.

Tenant demand for efficient and sustainable assets

- Increased demand from tenants for assets with sustainability attributes, with ~53% of Australia's top 100 industrial/logistics occupiers now having net zero targets[1]
- GPT developments support sustainability outcomes and are future-proofed for introduction of new technologies

All new buildings targeting minimum 5 Star Green Star ratings and upfront embodied carbon neutral

Electric vehicle charging capacity and introducing battery technology

Rainwater harvesting/tanks and bio retention systems

Use of reduced carbon concrete where possible

Rooftop solar panels and energy efficient hot water units

Customer amenity and wellbeing

Preference for locally-made products

Energy efficient glazing and roof insulation

LED lighting and lighting controls

1. "Accelerating logistics and industrial sector sustainability", JLL Research (March 2023).

Logistics outlook

- Authority approval delays constraining market supply, particularly acute in Sydney
- Demand for well located, efficient and sustainable assets to continue
- Vacancy to remain low, with continuation of supply/demand imbalance with occupiers unable to access space
- Opportunity to capture income upside through the expiry profile and development
- Engaging with customers on future space requirements to secure early lease renewals
- Sector supported by strong fundamentals and ongoing investor preference

Yiribana Logistics Estate – East, Kemps Creek, NSW (artist's impression)

Outlook and 2023 Guidance

Outlook and 2023 Guidance

Outlook

- Economic growth is expected to slow due to higher interest rates and inflationary pressures
- Retail portfolio well positioned with high occupancy, ongoing tenant demand, fixed rental increases and sustainable retailer occupancy costs
- Office leasing market expected to remain competitive due to subdued customer demand. Currently targeting ~90% Office portfolio occupancy (including HoA) by year end
- Logistics portfolio well positioned to deliver further income growth through rental increases and development completions
- GPT has a high quality diversified portfolio, a strong balance sheet and an experienced management team focused on creating long term value for securityholders

2023 Guidance

- GPT expects to deliver FFO of approximately 31.3 cents per security and a distribution of 25.0 cents per security for 2023, in line with previous guidance

Keylink Estate – North, Keysborough, VIC

Thank you for joining us

Questions

Disclaimer

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All values are expressed in Australian currency unless otherwise indicated.

Funds from Operations (FFO) is reported in the Segment Note disclosures which are included in the financial report of The GPT Group for the 6 months ended 30 June 2023. FFO is a financial measure that represents The GPT Group's underlying and recurring earnings from its operations. This is determined by adjusting statutory net profit after tax under Australian Accounting Standards for certain items which are non-cash, unrealised or capital in nature. FFO has been determined based on guidelines established by the Property Council of Australia. A reconciliation of FFO to Statutory Profit is included in this presentation.

Key statistics for the Retail, Office and Logistics divisions include The GPT Group's weighted interest in the GPT Wholesale Shopping Centre Fund (GWSCF), the GPT Wholesale Office Fund (GWOF) and the GPT QuadReal Logistics Trust (GQLT) respectively.