

# INTERIM RESULT

# 2018

# AGENDA



### INTERIM RESULT 2018

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	SECTION	SPEAKER
R	2018 Interim Result Highlights	Bob Johnston
	Financial Summary & Capital Management	Anastasia Clarke
$\int$	Retail	Vanessa Orth
	Office & Logistics	Matthew Faddy
	Funds Management	Nicholas Harris
	Summary & Outlook	Bob Johnston
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### 2018 Interim Result Financial Highlights



### **Progress on Strategic Priorities**

### **Investment Portfolio**

- + Portfolio occupancy of 97.4%
- + Like for Like income growth 3.9%
- + Revaluation gains of \$457 million
- + Weighted Average Cap Rate 5.14%
- + Total Portfolio Return of 11.5%

### **Development Pipeline**

- + Sunshine Plaza 75% leased
- + 32 Smith Street terms agreed for 51% of NLA
- + Logistics developments underway and on-track
- + Rouse Hill Town Centre revised DA to be lodged in Q4 2018
- + Melbourne Central Office and Retail expansion

### **Balance Sheet & Capital Management**

- + Net Gearing at 24.7%
- + Interest rate hedging at 79%
- + Credit ratings A / A2
- + Weighted average debt maturity of 6.6 years

### **Funds Management**

- + Assets Under Management of \$12.4 billion
- + 12 month total return of 13.5%
- + Market leading wholesale platform
- + Development pipeline of over \$1.2 billion

# FINANCE & TREASURY

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# INTERIM RESULT 2018

# **Financial Summary**

6 MONTHS TO 30 JUNE (\$ MILLION)	2018	2017	CHANGE	\$700 5
Funds From Operations (FFO)	289.4	279.8	3.4%	\$ <b>728.5</b> ı
Valuation increases	456.7	480.0		STATUTORY NET PROFIT AFTER TAX
Treasury items marked to market	(8.9)	(3.7)		
Other items <sup>1</sup>	(8.7)	(4.9)		
Net Profit After Tax (NPAT)	728.5	751.2	(3.0%)	3.2%
Funds From Operations per stapled security (cps)	16.04	15.54	3.2%	FFO PER SECURITY GRO
Funds From Operations (FFO)	289.4	279.8	3.4%	
Maintenance capex	(26.7)	(21.4)		
Lease incentives	(29.8)	(23.4)		97.7%
Adjusted Funds From Operations (AFFO)	232.9	235.0	(0.9%)	PAYOUT RATIO
Distribution per stapled security (cps)	12.61	12.30	2.5%	

1. The comparative in the financial statements has been restated due to the adoption of the accounting standard AASB 9, as per note 12(a) of the Financial Statements.

### Segment Result

6 MONTHS TO 30 JUNE (\$ MILLION)	2018	2017	
Retail	157.8	157.0	▲ 0.5%
Office	133.5	127.9	▲ 4.4%
Logistics	57.8	46.2	▲ 25.1%
Funds Management	21.1	17.5	▲ 20.6%
Net Income	370.2	348.6	
Net interest expense	(58.8)	(47.2)	▲ 24.6%
Corporate overheads	(14.0)	(14.2)	
Tax expense	(8.0)	(7.4)	
Corporate	(80.8)	(68.8)	
Funds From Operations	289.4	279.8	

Operations net income has increased 3.2% as a result of structured rent increases. This was offset by lower Development net income.

As a result of continued high occupancy levels and strong income growth particularly at MLC Centre and Farrer Place.

Operations net income has increased as a result of continued high occupancy levels, strong rental growth, new acquisitions and development completions.

Fund Management fees have increased due to higher AUM driven by revaluation gains and the acquisition of an additional 25% interest in Highpoint Shopping Centre.

Interest expense has increased due to acquisitions and completed developments.

### **Capital Management**

- Issued A\$90 million HKD bond for 13 year term at 137 basis points margin
- + Further diversified funding sources with 53% sourced from debt capital markets
- + Continue to maintain a long weighted average debt term of 6.6 years
- + Liquidity remains strong with \$860 million of cash and undrawn committed facilities



#### **Sources of Financing Facilities**

KEY STATISTICS				
	JUN 2018	DEC 2017		
Net tangible assets per security	\$5.31	\$5.04		
Net gearing	24.7%	24.4%		
Weighted average cost of debt	4.3%	4.2%		
Weighted average term to maturity	6.6 years	7.1 years		
Interest cover ratio	6.0x	6.5x		
Credit ratings (S&P / Moody's)	A / A2	A / A2		
Weighted average term of hedging	4.6 years	4.8 years		
Drawn debt hedging	79%	76%		



■ CPI Bonds ■US Private Placements ■ Medium Term Notes ■ Drawn Bank Facilities □ Undrawn Bank Facilities

### **Debt Maturity Profile**



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### **Retail Portfolio**



### **Retail Sales**





### **Retail Leasing**

- + High quality portfolio continues to be in strong demand resulting in low vacancy and sustainable occupancy costs
- + Specialty rental CAGR of +4.5% (over the term of the lease) on new deals completed 1H 2018
- + Introduced 48 new retail brands to the portfolio

### **Portfolio Leasing Statistics**

	JUN 2018	DEC 2017
Portfolio Occupancy	99.7%	99.6%
Retention Rate	71%	74%
Avg. Annual Fixed Increase <sup>1</sup>	4.8%	4.7%
Avg. Lease Term <sup>1</sup>	4.8 years	4.7 years
Leasing Spread (Specialities <400sqm)	0.6%	(1.2%)
Specialty Occupancy Cost	17.0%	17.1%

1. New leases

Statistics exclude development impacted centres (Sunshine Plaza, Macarthur Square, Wollongong Central) & holdovers



### **Sunshine Plaza Development Update**

- + Works continue on \$420m retail expansion (100% interest)
- + Forecast completion Q2 2019
- + 75% of leasing deals completed, with flagship national and international retailers secured

# OFFICE & LOGISTICS



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# **Office Highlights**



### **Office Leasing**

### 53,300sqm

signed leases in H1 2018 with a further 28,600sqm terms agreed Leasing activity has resulted in an increased portfolio occupancy of

96.6%

#### SYDNEY

- + 18,900sqm of signed leases including NIB (1 Farrer Place) and ELMO Software (580 George Street)
- + Vacancy contraction and rent growth forecast for medium term with net supply to remain low until at least 2022

#### MELBOURNE

- + 30,600sqm of signed leases including CUB and Microsoft (2 Southbank Blvd)
- + Space&Co. expanding to four Melbourne sites 8 Exhibition Street opened in June, 2 Southbank Blvd due to open in August
- + Demand fuelled by strong Victorian economy and population growth

#### BRISBANE

- + 111 Eagle Street at 99.7% occupied following lease to Marsh & McLennan
- Leasing at Riverside Centre with 2,200sqm of signed leases and a further 10,300sqm at terms agreed
- Ongoing demand recovery has stabilised vacancy, with rental growth to turn positive

### Melbourne Central Tower | Accelerating income

- ACCC vacated 7,600sqm in December 201
- Asset occupancy including HoA up 8.6% in six months to 98.2%
- + Space&Co. a key differentiator in leasing and customer engagement



### **Office Valuations**

- + Valuation uplift of \$377.9m driving a 12 month Total Portfolio Return of 14.4%
- + Market rental growth has driven 72% of total valuation gains
- + Further growth expected from rising effective rents in Sydney and Melbourne in the order of 7-9% in the next 12 months









### **Logistics Highlights**



# **Office & Logistics Development**



### 32 Smith Street, Parramatta



### **Development Update**

- + Terms agreed over 13,600sqm, representing 51% of Office NLA
- + Demolition of existing building has commenced
- + Contractor to be appointed imminently and construction set to commence in Q4 2018 subject to finalisation of lease documentation
- + Target completion in Q4 2020
- + Expected yield on cost of 6.75%, with an expected end value greater than \$300 million
- + Parramatta office market experiencing record low vacancy rates, limited uncommitted supply
- Significant public and private investment in Western Sydney including WestConnex and the proposed Metro West rail





# FUNDS MANAGEMENT



# INTERIM RESULT 2018

750 COLLINS ST

### **Funds Management Highlights**



### **Fund Updates**



GPT Wholesale Shopping Centre Fund (GWSCF)

- Achieved an 8.4% total return for the 12 months to 30 June 2018
- Distribution reinvestment plan take-up of 28% (excluding GPT)
- Portfolio quality improved with \$1.2 billion of asset recycling over past 18 months
  - Super-regional weighting increased from 46% to 68%
- Wollongong Central focus on growing sales performance post the introduction of David Jones, H&M and Mecca Maxima
- Issued a \$200 million 10 year MTN with a fixed coupon of 4.49%



GPT Wholesale Office Fund (GWOF)

- Delivered a 13.9% total return for the 12 months to 30 June 2018
- Distribution reinvestment plan take-up of 56% (excluding GPT)
- Leasing success driving strong portfolio fundamentals including occupancy of 96.0% and WALE of 6.7 years
- DA submission imminent for the repositioning of 100 Queen Street, Melbourne
- Acquired 32 Flinders Street, Melbourne, as a medium-term precinct development opportunity

### Summary & Outlook



### Disclaimer

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Information is stated as at 30 June 2018 unless otherwise indicated.

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 2018. 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.

Certain images on page 18, and all images on pages 13 and 19, represent artist impressions.



Riverside Centre, Brisbane





DATA PACK



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Note: All information included in this pack includes GPT owned assets and GPT's interest in the Wholesale Funds (GWOF and GWSCF) unless otherwise stated.



### **GPT** Overview

GPT's core portfolio consists of high quality properties in the retail, office and logistics sectors. The portfolio includes some of the most iconic buildings in Australia and award winning developments.

### **Retail Portfolio**

- 13 shopping centres
- 940,000 sqm GLA
- 3,200 + tenants
- \$6.0b portfolio
- \$9.8b AUM

### **Office Portfolio**

- 22 assets
- 1,110,000 sgm NLA • 510 + tenants
- \$5.4b portfolio
- \$11.2b AUM

- **Logistics Portfolio**
- 29 assets
- 830,000 sqm GLA
- 70 + tenants
- \$1.7b portfolio
- \$1.7b AUM

TNT Erskine Park, Sydney



Highpoint Shopping Centre, Victoria



580 George Street, Sydney





**GPT Portfolio Diversity** 

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Across the three sectors, GPT has maintained high occupancy and a long WALE.

	Portfolio Size	Comparable Income Growth <sup>1</sup>	WALE	Occupancy	WACR
Retail	\$5.99b	2.3%	4.1 years	99.7%	4.97%
Office	\$5.35b	5.5%	5.3 years	96.6%	5.02%
Logistics	\$1.67b	3.6%	7.4 years	96.6%	6.17%
Total	\$13.02b	3.9%	5.1 years	97.4%	5.14%

Structured Rental Increases<sup>2</sup>



Income for the 6 months to 30 June 2018 compared to the previous corresponding period.
Structured rent reviews for the 12 months to 31 December 2018. Other includes market reviews and expiries in 2018.

# Glossary

A-Grade	As per the Property Council of Australia's 'A Guide to Office Building Quality'
AFFO	Adjusted Funds From Operations: Adjusted Funds From Operations is defined as FFO less maintenance capex, leasing incentives and one-off items calculated in accordance with the PCA 'Voluntary Best Practice Guidelines for Disclosing FFO and AFFO'
AREIT	Australian Real Estate Investment Trust
ASX	Australian Securities Exchange
AUM	Assets under management
Bps	Basis Points
Сарех	Capital expenditure
CBD	Central Business District
C02	Carbon Dioxide
CPI	Consumer Price Index
срѕ	Cents per security
DPS	Distribution per security
EBIT	Earning Before Interest and Tax
EPS	Earnings per security: Earnings per security is defined as Funds From Operations per security
FFO	Funds From Operations: Funds From Operations is defined as the underlying earnings calculated in accordance with the PCA 'Voluntary Best Practice Guidelines for Disclosing FFO and AFFO'
FUM	Funds under management
Gearing	The level of borrowings relative to assets
GFA	Gross Floor Area

GLA	Gross Lettable Area
GWOF	GPT Wholesale Office Fund
GWSCF	GPT Wholesale Shopping Centre Fund
HoA	Heads of Agreement
IFRS	International Financial Reporting Standards
IPD	Investment Property Databank
IRR	Internal Rate of Return
LBP	Logistics & Business Parks
Major Tenants	Retail tenancies including Supermarkets, Discount Department Stores, Department Stores and Cinemas
MAT	Moving Annual Turnover
MER	Management Expense Ratio: Management Expense Ratio is defined as management expenses divided by assets under management
Mini-Major Tenants	Retail tenancies with a GLA above 400 sqm not classified as a Major Tenant
MTN	Medium Term Notes
N/A	Not Applicable
NABERS	National Australian Built Environment Rating System
NAV	Net Asset Value
Net Gearing	Calculated net of cash and excludes any fair value adjustment to foreign bonds and its associated cross currency derivative asset positions
NLA	Net Lettable Area
NPAT	Net Profit After Tax

NTA	Net Tangible Assets
Ordinary Securities	Ordinary securities are those that are most commonly traded on the ASX: The ASX defines ordinary securities as those securities that carry no special or preferred rights. Holders of ordinary securities will usually have the right to vote at a general meeting of the company, and to participate in any dividends or any distribution of assets on winding up of the company on the same basis as other ordinary securityholders
PCA	Property Council of Australia
Premium Grade	As per the Property Council of Australia's 'A Guide to Office Building Quality'
Prime Grade	Includes assets of Premium and A-Grade quality
psm	Per square metre
PV	Present Value
Retail Sales	Based on a weighted GPT interest in the assets and GWSCF portfolio. GPT reports retail sales in accordance with the Shopping Centre Council of Australia (SCCA) guidelines
ROCE	Return on capital employed

Specialty Tenants	Retail tenancies with a GLA below 400 sqm
Sqm	Square metre
TR	Total Return: Total Return at GPT Group level is calculated as the change in Net Tangible Assets (NTA) per security plus distributions per security declared over the year, divided by the NTA per security at the beginning of the year
TSR	Total Securityholder Return: Total Securityholder Return is defined as distribution per security plus change in security price
Total Tangible Assets	Total tangible assets is defined as per the Constitution of the Trust and equals Total Assets less Intangible Assets reported in the Statement of Financial Position
USPP	United States Private Placement
VWAP	Volume weighted average price
WACD	Weighted average cost of debt
WACR	Weighted average capitalisation rate
WALE	Weighted average lease expiry
USPP VWAP WACD WACR	equals Total Assets less Intangible Assets reported in the Statement of Financial Position United States Private Placement Volume weighted average price Weighted average cost of debt Weighted average capitalisation rate

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FINANCIAL PERFORMANCE

# **Financial Summary**

6 months to 30 June	2018	2017	Change
Funds From Operations (\$m)	289.4	279.8	▲ 3.4%
Net profit after tax (\$m)1	728.5	751.2	▼ 3.0%
FFO per ordinary security (cents)	16.04	15.54	▲ 3.2%
FFO yield (based on period end price)	6.4%	6.5%	
Distribution per ordinary security (cents)	12.61	12.30	<b>^</b> 2.5%
Distribution yield (based on period end price)	5.0%	5.2%	
Net interest expense (\$m)	(58.8)	(47.2)	▲ 11.6m
Interest capitalised (\$m)	6.5	11.8	▼ 5.3m
Weighted average cost of debt	4.3%	4.2%	🔺 10 bps
Interest cover	6.0 times	7.0 times	▼ 1.0 times

The weighted average number of ordinary stapled securities was 1,803.9 million for 2018 and 1,800.5 million for 2017. The period end price was \$5.06 at 30 June 2018 and \$5.11 at 31 December 2017.

	As at 30 Jun 18	As at 31 Dec 17	Change
Total assets (\$m)1	13,654.2	12,957.3	▲ 5.4%
Total borrowings (\$m)	3,522.2	3,300.6	<b>6</b> .7%
NTA per security (\$)	5.31	5.04	▲ 5.4%
Net gearing	24.7%	24.4%	🔺 30 bps
Net look through gearing	27.9%	27.7%	🔺 20 bps
Weighted average term to maturity of debt	6.6 years	7.1 years	▼ 0.5 years
Credit ratings (S&P / Moody's)	A stable / A2 stable	A stable / A2 stable	Unchanged
Weighted average term of interest rate hedging	4.6 years	4.8 years	▼ 0.2 years

1. The comparative in the financial statements has been restated due to the adoption of accounting standard AASB 9, as per note 12(a) of the Financial Statements.

### **Results Summary**

Segment performance 6 months to 30 June (\$m)	2018	2017
Retail		
Operations net income	156.8	152.0
Development net income	1.0	5.0
	157.8	157.0
Office		
Operations net income	132.9	127.3
Development net income	0.6	0.6
	133.5	127.9
Logistics		
Operations net income	51.8	45.1
Development net income	6.0	1.1
	57.8	46.2
Funds Management	21.1	17.5
Net financing costs	(58.8)	(47.2)
Corporate management expenses	(14.0)	(14.2)
Tax expenses	(8.0)	(7.4)
Funds From Operations (FFO)	289.4	279.8
Valuation increase	456.7	480.0
Financial instruments mark to market movements and net foreign exchange movements	(8.9)	(3.7)
Other items <sup>1</sup>	(8.7)	(4.9)
Net Profit After Tax (NPAT)	728.5	751.2

1. The comparative in the financial statements has been restated due to the adoption of accounting standard AASB 9, as per note 12(a) of the Financial Statements.

### Funds From Operations to Adjusted Funds From Operations

6 months to 30 June (\$m)	2018	2017
Net Operating Income	370.2	348.6
Financing and corporate overheads	(80.8)	(68.8)
Funds From Operations	289.4	279.8
Maintenance capital expenditure	(26.7)	(21.4)
Lease incentives (including rent free)	(29.8)	(23.4)
Adjusted Funds From Operations	232.9	235.0



Highpoint Shopping Centre, VIC
### **NTA Movement**

NTA Movement	Net Assets (\$m)	No. of Securities (million)	NTA per Security (\$)
NTA position as at 31 December 2017 <sup>1</sup>	9,075.0	1,801.6	5.04
FFO	289.4		0.16
Revaluations	456.7		0.25
Mark to market of Treasury	(1.1)		(0.00)
Distribution	(227.6)		(0.13)
Issue of securities	11.1	3.3	0.00
Other	(15.1)		(0.01)
Movement in NTA	513.4		0.27
NTA position as at 30 June 2018	9,588.4	1,804.9	5.31

NTA position as at 30 June 2018 9,588.4

Note: Differences due to rounding.

1. The 31 December 2017 net assets have been restated due to the adoption of accounting standard AASB 9, as per note 12(a) of the Financial Statements.

# **Capital Management Summary**

Gearing (\$m)	As at 30 June 2018
Total assets	13,654.2
Less: Intangible assets	(29.2)
Less: Cross currency swap assets	(172.7)
Total tangible assets	13,452.3
Current borrowings	498.7
Non-current borrowings	3,023.5
Less: Fair value of foreign currency bonds	(164.3)
Total borrowings <sup>1</sup>	3,357.9
Net Gearing <sup>2</sup>	24.7%

1. Includes unamortised establishment costs and other adjustments. As at 30 June 2018, drawn debt is \$3,332.7 million.

 Calculated net of cash and excludes any fair value adjustment to foreign bonds and their associated cross currency derivative asset positions.

Interest Cover (\$m)	30 June 2018
Funds From Operations	289.4
Add: Income tax expense	8.0
Add: Finance Costs	59.5
Earnings Before Interest and Tax (EBIT)	356.9
Finance Costs	59.5
Interest Cover	6.0 times

## Look Through Gearing

Look Through Gearing as at 30 June 2018	GPT Group	GWOF	GWSCF	Other <sup>2</sup>	Total
Share of assets of non-consolidated entities					
Group total tangible assets	13,452.3	•	•	<b>.</b>	13,452.3
Plus: GPT share of assets of non-consolidated entities		1,861.7	1,398.0	1,314.3	4,574.0
Less: total equity investment in non-consolidated entities		(1,495.3)	(1,013.9)	(1,274.6)	(3,783.8)
Less: GPT loans to non-consolidated entities		•	•	(2.1)	(2.1)
Total look through assets	13,452.3	366.4	384.1	37.6	14,240.4
Group total borrowings	3,357.9				3,357.9
Plus: GPT share of external debt of non-consolidated entities		330.4	353.9	0.0	684.3
Total look through borrowings	3,357.9	330.4	353.9	0.0	4,042.2
Look through gearing based on net debt <sup>1</sup>					27.9%

1. Calculated net of cash and excludes any fair value adjustment to foreign bonds and its associated cross currency derivative asset positions. 2. Retail, office and other assets (held in joint ventures).

### Debt

Debt Cost Average for period ending 30 June 2018	Average Debt (\$m)	% of Average Debt (%)	Interest Rate (%)
Hedged debt	2,388	73%	2.7%
Floating debt	901	27%	1.9%
Total debt	3,289	100%	2.5%
Margin			1.3%
Fees			0.5%
All-in cost of funds			4.3%
Note: Differences due to rounding			

Note: Differences due to rounding.



655 Collins Street, Melbourne



# **Debt Maturity Profile**

Undrawn committed facilities of \$812 million.



Assumes Commercial Paper is refinanced with committed bank facilities.

# Liquidity Profile



# **Hedging Profile**

### Hedging Profile as at 30 June 2018

Hedging Position	Average Rate on Hedged Balance excl Margins	Principal Amount of Derivative Financial Instruments (\$m)	Principal Amount of Fixed Rate Borrowings (\$m)
30 June 2018	2.82%	1,915	725
30 June 2019	2.68%	2,215	475
30 June 2020	2.60%	1,845	475
30 June 2021	3.21%	1,945	325
30 June 2022	3.08%	1,175	475
30 June 2023	3.22%	650	425





### **Retail Portfolio Overview**

GPT is a leading owner, manager and developer of Australian retail property. GPT's retail investments of \$6.0 billion include a portfolio of assets held on the Group's Balance Sheet and an investment in the GPT Wholesale Shopping Centre Fund (GWSCF).



### **New South Wales**

#### **GPT Owned**

- Charlestown Square
- Rouse Hill Town Centre
- Westfield Penrith (50%)<sup>1</sup>

#### **GWSCF** Owned

- Macarthur Square (50%)<sup>1</sup>
- Norton Plaza
- Wollongong Central

### Victoria

#### GPT Owned

- Melbourne Central
- Highpoint Shopping Centre (16.67%)

### GWSCF Owned

- Chirnside Park
- Highpoint Shopping Centre (83.33%)
- Northland Shopping Centre (50%)<sup>1</sup>
- Parkmore Shopping Centre

#### 1. Not managed by GPT.

Note: GLA and number of tenancies is updated on an annual basis, as at 31 December 2017. All totals and averages are based on GPT's balance sheet portfolio and weighted ownership interest in the GWSCF portfolio.

### **Northern Territory**

#### GPT Owned

• Casuarina Square (50%)

#### **GWSCF** Owned

• Casuarina Square (50%)

#### Queensland

#### GPT Owned

• Sunshine Plaza (50%)<sup>1</sup>

## **Retail Portfolio Summary**



1. Based on gross rent (including turnover rent).

## **Retail Portfolio Summary**

	State	Ownership	GLA (100% Interest) (sqm)	30 Jun 18 Fair Value (\$m)	30 Jun 18 Cap Rate (%)	External or Internal Valuation	Occupancy	Centre MAT (\$m)	Specialty Occupancy Cost <sup>2</sup>	Specialty MAT <sup>2</sup> (\$psm)
GPT Portfolio										
Casuarina Square	NT	50%	55,000	302.2	5.50%	Independent	99.5%	\$355.9m	18.2%	10,317
Charlestown Square	NSW	100%	94,100	968.0	5.25%	Independent	99.4%	\$574.0m	14.2%	12,671
Highpoint Shopping Centre	VIC	17%	154,300	447.0	4.13%	Independent	99.8%	\$1,017.4m	19.1%	11,221
Melbourne Central	VIC	100%	56,700	1,397.4	4.75%	Internal	99.4%	\$556.6m	18.6%	12,869
Rouse Hill Town Centre	NSW	100%	69,500	618.5	5.50%	Internal	100.0%	\$439.8m	14.6%	9,046
Sunshine Plaza	QLD	50%	73,400	530.2	5.38%	Independent	99.4%	\$506.9m	18.6%	11,842
Westfield Penrith	NSW	50%	91,400	713.5	4.75%	Independent	99.9%	\$650.5m	18.2%	12,211
GWSCF Portfolio										
Casuarina Square	NT	50%	55,000	302.2	5.50%	Independent	99.5%	\$355.9m	18.2%	10,317
Chirnside Park	VIC	100%	37,500	299.3	5.50%	Internal	99.8%	\$280.7m	15.5%	12,213
Highpoint Shopping Centre	VIC	83%	154,300	2,234.7	4.13%	Independent	99.8%	\$1,017.4m	19.1%	11,221
Macarthur Square	NSW	50%	107,000	613.8	4.75%	Internal	97.9%	\$556.8m	18.6%	8,911
Northland Shopping Centre	VIC	50%	98,200	505.9	5.25%	Internal	99.7%	\$529.6m	18.0%	9,129
Norton Plaza	NSW	100%	11,900	144.0	5.50%	Independent	99.1%	\$117.1m	14.8%	11,702
Parkmore Shopping Centre	VIC	100%	36,800	262.2	6.00%	Internal	99.7%	\$258.8m	14.6%	9,545
Wollongong Central	NSW	100%	54,800	481.5	5.75%	Independent	98.1%	\$308.7m	15.4%	8,705
GPT Weighted Total			940,600		4.97%		<b>99.7</b> % <sup>1</sup>	\$2,801.8m <sup>1</sup>	<b>17.0%</b> <sup>1</sup>	11,404 <sup>1</sup>

1. Excludes development impacted centres (Sunshine Plaza, Macarthur Square and Wollongong Central). 2. Represents Specialty Tenancies less than 400sqm.

### Income and Fair Value Schedule

	Income 6 months to 30 Jun (\$m)			6 months to						nciliation				
	2017	2018	Variance	Fair Value 31 Dec 17 (\$m)	Development Capex (\$m)	Maintenance Capex (\$m)	Lease Incentives (\$m)	Acquisitions (\$m)	Sales (\$m)	Net Revaluations (\$m)	Other Adjustments (\$m)	Fair Value 30 Jun 18 (\$m)	% of Portfolio (%)	
GPT Portfolio														
Casuarina Square	9.4	9.4	0.0	322.6	2.5	1.1	0.7	0.0	0.0	(24.7)	0.0	302.2	5.0	
Charlestown Square	25.9	27.2	1.3	931.4	2.5	1.0	1.3	0.0	0.0	31.8	0.0	968.0	16.2	
Highpoint Shopping Centre	9.7	9.5	(0.2)	445.9	0.2	1.1	0.5	0.0	0.0	(0.7)	0.0	447.0	7.5	
Melbourne Central	35.8	37.8	2.0	1,383.2	8.4	3.3	2.5	0.0	0.0	0.0	0.0	1,397.4	23.3	
Rouse Hill Town Centre	18.4	19.0	0.6	606.8	3.7	5.8	2.2	0.0	0.0	0.0	0.0	618.5	10.3	
Sunshine Plaza	12.5	11.4	(1.1)	486.5	41.7	0.4	0.6	0.0	0.0	1.0	0.0	530.2	8.9	
Westfield Penrith	16.9	17.3	0.4	669.5	0.2	0.7	0.5	0.0	0.0	42.6	0.0	713.5	11.9	
Equity Interests														
GPT Equity Interest in GWSCF (28.7%) <sup>1</sup>	21.2	22.9	1.7	1,008.2	0.0	0.0	0.0	0.0	0.0	3.5	2.2	1,013.9	16.9	
Total Retail Portfolio	149.8	154.5	4.7	5,854.1	59.2	13.4	8.3	0.0	0.0	53.5	2.2	5990.7		

1. Represents GPT's equity accounted interest in the net assets of the Fund, including net revaluations of investment property and mark to market movements of financial instruments. Net income for the 6 months to 30 June 2018 represents GPT's share of FFO for the period.

Note: Differences due to rounding.

### Lease Expiry Profile

#### Weighted Average Lease Expiry (by base rent) as at 30 June 2018<sup>1</sup>

Weighted Total	4.1 years
Specialty Tenants < 400sqm	2.9 years
Specialty Tenants > 400sqm	4.6 years
Major Tenants	9.3 years





Total Specialty Tenants < 400sqm



### **Retail Sales Summary**

	Centre MAT (\$m)	Comparable Centre MAT Growth	Comparable Specialty MAT Growth <sup>4</sup>	Specialty MAT" (\$psm)	Specialty Occupancy Cost <sup>4</sup>
GPT Portfolio					
Casuarina Square	\$355.9m	(8.0%)	(8.8%)	10,317	18.2%
Charlestown Square	\$574.0m	2.3%	1.6%	12,671	14.2%
Highpoint Shopping Centre	\$1,017.4m	2.3%	1.5%	11,221	19.1%
Melbourne Central	\$556.6m	10.8%	4.6%	12,869	18.6%
Rouse Hill Town Centre	\$439.8m	1.0%	5.2%	9,046	14.6%
Westfield Penrith <sup>1</sup>	\$650.5m	0.6%	0.5%	12,211	18.2%
GWSCF Portfolio					
Casuarina Square	\$355.9m	(8.0%)	(8.8%)	10,317	18.2%
Chirnside Park	\$280.7m	2.8%	1.7%	12,213	15.5%
Highpoint Shopping Centre	\$1,017.4m	2.3%	1.5%	11,221	19.1%
Northland Shopping Centre <sup>2</sup>	\$529.6m	(0.9%)	(2.8%)	9,129	18.0%
Norton Plaza	\$117.1m	(5.8%)	(3.6%)	11,702	14.8%
Parkmore Shopping Centre	\$258.8m	0.2%	4.6%	9,545	14.6%
GPT Weighted Total <sup>3</sup>	\$2,801.8m	2.3%	1.7%	11,404	17.0%

1. Analysis provided by Scentre Group. 2. Analysis provided by Vicinity Centres. 3. Excludes development impacted centres (Sunshine Plaza, Macarthur Square and Wollongong Central). 4. Represents Specialty Tenancies less than 400sqm.

# Comparable Change in Retail Sales by Category

Comparable Change in Retail Sales by Category as at 30 June 2018	MAT (\$m)	12 Months Growth
Department Store	\$106.9m	(4.1%)
Discount Department Store	\$222.1m	(3.2%)
Supermarket	\$422.2m	(0.6%)
Cinemas	\$62.8m	(6.8%)
Other Retail <sup>1</sup>	\$166.3m	2.7%
Total Specialties	\$1,821.4m	4.4%
• Specialties >400sqm	\$471.6m	12.8%
• Specialties <400sqm	\$1,349.8m	1.7%
Total Centre	\$2,801.8m	2.3%
Total Specialty Sales Split		
Fashion, Footwear & Accessories	\$551.8m	(2.7%)
Technology & Appliances	\$319.0m	17.4%
Dining	\$273.1m	3.9%
Health & Beauty	\$261.5m	7.5%
Leisure	\$128.0m	10.4%
Food Retail	\$96.1m	0.5%
Jewellery	\$79.5m	(7.3%)
General Retail	\$72.3m	12.0%
Homewares	\$32.0m	6.9%
Retail Services	\$8.1m	(2.4%)
Total Specialties	\$1,821.4m	4.4%

Note: Excludes development impacted centres (Sunshine Plaza, Macarthur Square and Wollongong Central).

1. Other Retail includes: automotive accessories, car wash, general entertainment, fitness, lotto, pad sites/bulky goods and travel agencies.

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### **Retail Sales**



Note: From December 2014, based on GPT weighted interest.

Excludes development impacted centres (Sunshine Plaza, Macarthur Square and Wollongong Central).

1. Represents Specialty Tenancies less than 400sqm.

# **External Valuation Summary**

	State	Ownership	Date	Valuer	Valuation (\$m)	Capitalisation Rate (%)
GPT Portfolio						
Casuarina Square	NT	50%	30 Jun 18	Savills	302.2	5.50%
Charlestown Square	NSW	100%	30 Jun 18	KF	968.0	5.25%
Highpoint Shopping Centre	VIC	17%	30 Jun 18	CBRE	447.0	4.13%
Melbourne Central	VIC	100%	31 Dec 17	CBRE	1,383.2	4.75%
Rouse Hill Town Centre	NSW	100%	31 Dec 17	M3	606.8	5.50%
Sunshine Plaza	QLD	50%	30 Jun 18	M3	530.2	5.38%
Westfield Penrith	NSW	50%	30 Jun 18	M3	713.5	4.75%
GWSCF Portfolio						
Casuarina Square	NT	50%	30 Jun 18	Savills	302.2	5.50%
Chirnside Park	VIC	100%	31 Mar 18	Colliers	298.3	5.50%
Highpoint Shopping Centre	VIC	83%	30 Jun 18	CBRE	2,234.7	4.13%
Macarthur Square	NSW	50%	31 Mar 18	KF	611.5	4.75%
Northland Shopping Centre	VIC	50%	31 Mar 18	CBRE	500.0	5.25%
Norton Plaza	NSW	100%	30 Jun 18	Colliers	144.0	5.50%
Parkmore Shopping Centre	VIC	100%	31 Mar 18	Savills	261.0	6.00%
Wollongong Central	NSW	100%	30 Jun 18	CBRE	481.5	5.75%

Note: Valuations include ancillary assets.

# **Retail Sustainability**

	Area GLA	Water (Total) Litres/m²	Emissions kg CO <sub>2</sub> -e/m <sup>2</sup>	Waste % Recycled/Reused
GPT Portfolio			- 1	-
Casuarina Square	55,000	1,994	80	24%
Charlestown Square	94,100	538	12	66%
Highpoint Shopping Centre	154,300	965	47	38%
Melbourne Central	56,700	2,099	99	17% <sup>1</sup>
Rouse Hill Town Centre	69,500	1,206	18	67%
Sunshine Plaza	73,400	1,175	77	52%
Westfield Penrith	91,400	1,503	90	42%
GWSCF Portfolio				
Casuarina Square	55,000	1,994	80	24%
Chirnside Park	37,500	896	29	28%
Highpoint Shopping Centre	154,300	965	47	38%
Macarthur Square	107,000	1,176	71	33%
Northland Shopping Centre	98,200	913	123	35%
Norton Plaza	11,900	1,417	42	45%
Parkmore Shopping Centre	36,800	860	47	44%
Wollongong Central	54,800	679	55	34%
Total Portfolio Average		1,138	63	40%

Note: Sustainability data as at 31 December 2017.

1. Figure reflects combined Melbourne Central and Melbourne Central Tower recycling service.

### Investing in our Assets



# **Retail Sales Categories**

RETAIL

Broad Category	Sub Category	Tenant Examples
Department Store	Department Store	David Jones, Myer
Discount Department Store	Discount Department Store	Kmart, Big W, Target
Supermarkets	Supermarket	Waolworths, Coles
Fashion, Footwear & Accessories	Unisex, Womenswear, Menswear, Footwear, Fashion Accessories, Childrenswear	H&M, Uniqlo, Zara, Country Road, Peter Alexander, Witchery, Sportsgirl, Portmans, Tarocash, Mimco, Colette, Lovisa, Nine West, Wittner
Dining	Cafes, Restaurants, Food Court, Takeaway	The Bavarian, Grill'd, Max Brenner, The Coffee Club, Guzman y Gomez, Sushi Train, McDonalds, Muffin Break, Top Juice
Food Retail	Bakeries/Cakes/Pastries, Butcher, Delicatessen, Fruit & Vegetables, Liquor, Poultry, Seafood, Other Specialty Food	Bakers Delight, Michel's Patisserie, Craig Cook Butcher, Deliland, Harris Farm, Dan Murphy, Liquorland, Healthy Life, The Source Bulk Foods, Lenard's, Costi Seafood
Health & Beauty	Cosmetics, Hairdressing/Beauty/Laser, Massage & Nail Bars, Optometrist, Pharmacy	Mecca, Sephora, Just Cuts, Laserclinics, Ella Bache, OPSM, Terry White, Priceline
General Retail	Car Show Room, Discount Variety, Educational, Florist, Giftware, Pets, Toys, Miscellaneous	Toyota, Daiso, The Reject Shop, Australian Geographic, Riot Art & Craft, T2, Lincraft, RSPCA, Build a Bear, Casey Toys
Homewares	General Homewares	Adairs, Bed Bath and Table, Habitania, Dusk, Robins Kitchen
Jewellery	Jewellery	Angus & Coote, Prouds, Swarovski, Pandora
Leisure	Athleisure, Books, Newsagents, Sports, Stationery	Nike, Puma, Lorna Jane, Dymocks, Berkelouw, Rebel, Kathmandu, Anaconda, InSport, Kikki K, Typo, Smiggle
Retail Services	Key Cutting/Watch Repair & Shoe Repair, Other Retail Services	Mister Minit, Maurice, Looksmart Alterations
Technology & Appliances	Aggregators, Film Processing/Photography, Mobile & Accessories, Music/Video/Games, Pure Brands	Apple, Samsung, JB Hi Fi, Camera House, Telstra, Optus, Shaver Shop, EB Games, Sanity
Cinemas	Cinemas	Hoyts, Reading Cinemas
Other Retail	Car Wash, Automotive, Entertainment – General, Fitness, Lotto, Pad Sites/Bulky Goods, Travel Agent	Star Car Wash, Kmart Tyre and Auto, Strike Bowling, Timezone, Holey Moley, Fitness First, Anytime Fitness, Flight Centre
Non-retail	ATM, Banks/Insurance/OtherFinancial, Education, Medical, Petrol Station, Other Non Retail	ANZ, CBA, Westpac, BUPA, Medicare, Currency Exchange, Kumon, Australia Post, TAB, Mortgage Choice

### Rouse Hill Town Centre



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Highpoint Shopping Centre, VIC







**OFFICE PORTFOLIO** 

### **Office Portfolio Overview**

GPT's office portfolio comprises ownership in 22 high quality assets with a total investment of \$5.4 billion. The portfolio includes assets held on the Group's balance sheet and an investment in the GPT Wholesale Office Fund (GWOF).



All totals and averages are based on GPT's balance sheet portfolio and weighted ownership interest in the GWOF portfolio.

### New South Wales

#### GPT Owned

- Australia Square (50%)
- Citigroup Centre (50%)
- MLC Centre (50%)
- 1 Farrer Place (25%)

#### GWOF Owned

- Liberty Place (50%)
- Darling Park 1 & 2 (50%)
- Darling Park 3
- 580 George Street
- workplace<sup>6</sup>

### Victoria

#### GPT Owned

- Melbourne Central Tower
- CBW, Melbourne (50%)

#### **GWOF** Owned

- 2 Southbank Boulevard (50%)
- 8 Exhibition Street (50%)
- 100 Queen Street
- 150 Collins Street
- 530 Collins Street
- 655 Collins Street
- 750 Collins Street
- CBW, Melbourne (50%)
- 800/808 Bourke Street

### Queensland

#### GPT Owned

• One One One Eagle Street (33.33%)

#### GWOF Owned

- One One One Eagle Street (66.67%)
- Riverside Centre

# **Office Portfolio Summary**

The GPT office portfolio has exposure to 100% Prime Grade office assets and benefits from a diversified tenant base.



## Income and Fair Value Schedule

							I	air Value Reco	nciliation				
		Income 6 months to 30 Jun (\$m)			Capex								
	2017	2018	Variance	Fair Value 31 Dec 17 (\$m)	Development Capex (\$m)	Maintenance Capex (\$m)	Lease Incentives (\$m)	Acquisitions (\$m)	Sales (\$m)	Net Revaluations (\$m)	Other Adjustments (\$m)	Fair Value 30 Jun 18 (\$m)	% of Portfolio (%)
GPT Portfolio													
Australia Square, Sydney	11.8	12.7	0.9	444.2	0.8	2.0	1.8	-	-	77.7	_	526.5	9.8
Citigroup Centre, Sydney	17.8	17.9	0.1	630.0	-	1.6	3.4	-	-	65.0	-	700.0	13.1
MLC Centre, Sydney	13.9	16.5	2.6	662.2	4.3	3.5	1.9	-	-	54.3	-	726.2	13.6
1 Farrer Place, Sydney	10.2	12.8	2.6	476.7	0.9	2.5	3.7	-	-	57.5	-	541.3	10.1
Melbourne Central Tower, Melbourne	16.0	17.1	1.1	546.7	2.3	2.1	5.8	-	-	16.0	-	572.9	10.7
CBW, Melbourne	9.8	10.5	0.7	360.0	0.1	-	0.9	-	-	9.0	-	370.0	6.9
One One One Eagle Street, Brisbane	11.0	10.5	(0.5)	293.7	-	0.3	0.1	-	-	0.7	-	294.8	5.5
Assets Under Development					·								
4 Murray Rose Avenue, Sydney Olympic Park	-	-	_	33.0	35.8	_	_	_	-	16.2	-	85.0	1.6
32 Smith Street, Parramatta	-	-	_	39.6	3.2	-	_	_	-	_	-	42.8	0.8
Equity Interests													
GPT Equity Interest in GWOF (24.7%) <sup>1</sup>	38.1	35.3	(2.8)	1,409.7	_	_	_	-	-	81.5	4.1	1,495.3	27.9
Total Office Portfolio	128.6	133.3	4.7	4,895.8	47.4	12.0	17.6	-	-	377.9	4.1	5,354.8	

1. GPT Equity Interest in GWOF represents GPT's equity accounted interest in the net assets of the Fund, including net revaluations of investment property and mark to market movements of financial instruments. Net income for the 6 months to 30 June 2018 represents GPT's share of FFO for the period. Other adjustments include restatement of the 31 December 2017 balance as a result of the adoption of new accounting standards.

# Office Portfolio Summary

			Office NLA				01	ffice Occupancy		
	State	Ownership	(100% Interest) (sqm)	30 Jun 18 Fair Value (\$m)	30 Jun 18 Cap Rate (%)	Independent or Internal Valuation	Actual	Inc. Signed Leases	Inc. Heads of Agreement	WALE by Income (Years)
GPT Portfolio										
Australia Square, Sydney	NSW	50%	51,500	526.5	5.02%	Independent	94.2%	96.2%	96.5%	3.3
Citigroup Centre, Sydney	NSW	50%	73,400	700.0	5.00%	Independent	99.0%	99.0%	99.0%	5.0
MLC Centre, Sydney	NSW	50%	67,000	726.2	4.98%	Independent	91.8%	91.8%	93.8%	4.3
1 Farrer Place, Sydney	NSW	25%	84,300	541.3	4.75%	Independent	90.1%	94.8%	98.4%	5.8
Melbourne Central Tower, Melbourne	VIC	100%	65,500	572.9	5.13%	Independent	91.0%	97.1%	98.2%	3.5
CBW, Melbourne	VIC	50%	76,100	370.0	5.13%	Independent	100.0%	100.0%	100.0%	5.5
One One One Eagle Street, Brisbane	QLD	33.33%	63,700	294.8	5.13%	Independent	97.8%	99.7%	99.7%	5.7
		•••••••••••••••••••••••••••••••••••••••	•••••••••••••••••••••••••••••••••••••••		•••••••••••••••••••••••••••••••••••••••		•••••••••••••••••••••••••••••••••••••••		•••••••••••••••••••••••••••••••••••••••	



655 Collins Street, Melbourne



8 Exhibition Street, Melbourne



Australia Square, Sydney

			Office NLA				0	ffice Occupancy	y	
	State	Ownership	(100%) Interest) (sqm)	30 Jun 18 Fair Value (\$m)	30 Jun 18 Cap Rate (%)	Independent or Internal Valuation	Actual	Inc. Signed Leases	Inc. Heads of Agreement	WALE by Income (Years)
GWOF Portfolio										
Liberty Place, 161 Castlereagh Street, Sydney	NSW	50%	56,400	710.0	4.63%	Independent	92.2%	92.2%	100.0%	10.3
Darling Park 1 & 2, Sydney	NSW	50%	101,800	943.2	DP1: 5.40% DP2: 5.05%	Internal	DP1: 100.0% DP2: 33.9%	DP1: 100.0% DP2: 98.3%	DP1: 100.0% DP2: 98.3%	DP1: 3.5 DP2: 9.9
Darling Park 3, Sydney	NSW	100%	29,800	543.5	5.05%	Internal	74.9%	100.0%	100.0%	7.2
580 George Street, Sydney	NSW	100%	37,000	594.5	5.13%	Independent	81.3%	91.3%	94.8%	4.7
workplace <sup>6</sup> , Sydney	NSW	100%	16,300	283.0	5.38%	Independent	100.0%	100.0%	100.0%	4.7
2 Southbank Boulevard, Melbourne	VIC	50%	53,400	279.9	5.13%	Internal	77.5%	92.6%	94.5%	4.9
8 Exhibition Street, Melbourne	VIC	50%	44,500	254.5	4.88%	Independent	93.1%	97.6%	97.6%	5.2
100 Queen Street, Melbourne	VIC	100%	34,900	284.0	5.00%	Independent	100.0%	100.0%	100.0%	1.0
150 Collins Street, Melbourne	VIC	100%	19,100	243.7	5.00%	Internal	97.3%	97.3%	97.3%	8.1
530 Collins Street, Melbourne	VIC	100%	65,700	670.0	5.00%	Independent	89.3%	89.3%	89.3%	4.1
655 Collins Street, Melbourne	VIC	100%	16,600	154.5	4.88%	Internal	100.0%	100.0%	100.0%	11.4
750 Collins Street, Melbourne	VIC	100%	37,300	284.0	4.75%	Internal	100.0%	100.0%	100.0%	17.3
800/808 Bourke Street, Melbourne	VIC	100%	59,600	581.0	4.88%	Independent	100.0%	100.0%	100.0%	9.1
CBW, Melbourne	VIC	50%	76,100	370.0	5.13%	Independent	100.0%	100.0%	100.0%	5.5
One One Eagle Street, Brisbane	QLD	66.67%	63,700	589.7	5.13%	Independent	97.8%	99.7%	99.7%	5.7
Riverside Centre, Brisbane	QLD	100%	51,500	668.0	5.50%	Internal	81.7%	86.1%	92.1%	4.4
Total			1,105,300		5.02%		92.8%	96.6%	97.7%	5.3

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# **External Valuation Summary**

The entire GPT office portfolio was valued externally in the 6 months to 30 June 2018.

	State	Ownership	Date	Valuer	Valuation (\$m)	Capitalisation Rate (%)
GPT Portfolio						
Australia Square, Sydney	NSW	50%	30 Jun 18	Colliers	526.5	5.02%
Citigroup Centre, Sydney	NSW	50%	30 Jun 18	CBRE	700.0	5.00%
MLC Centre, Sydney	NSW	50%	30 Jun 18	JLL	726.2	4.98%
1 Farrer Place, Sydney	NSW	25%	30 Jun 18	Savills	541.3	4.75%
Melbourne Central Tower, Melbourne	VIC	100%	30 Jun 18	CBRE	572.9	5.13%
CBW, Melbourne	VIC	50%	30 Jun 18	Urbis	370.0	5.13%
One One Eagle Street, Brisbane	QLD	33.33%	30 Jun 18	CBRE	294.8	5.13%



Space & Co. 530 Collins Street, Melbourne

	State	Ownership	Date	Valuer	Valuation (\$m)	Capitalisation Rate (%)
GWOF Portfolio						
Liberty Place, 161 Castlereagh Street, Sydney	NSW	50%	30 Jun 18	KF	710.0	4.63%
Darling Park 1 & 2, Sydney	NSW	50%	31 Mar 18	JLL	928.0	DP1: 5.40% DP2: 5.05%
Darling Park 3, Sydney	NSW	100%	31 Mar 18	JLL	540.0	5.05%
580 George Street, Sydney	NSW	100%	30 Jun 18	CBRE	594.5	5.13%
workplace <sup>6</sup> , Sydney	NSW	100%	30 Jun 18	KF	283.0	5.38%
2 Southbank Boulevard, Melbourne	VIC	50%	31 Mar 18	CBRE	278.7	5.13%
8 Exhibition Street, Melbourne	VIC	50%	30 Jun 18	JLL	254.5	4.88%
100 Queen Street, Melbourne	VIC	100%	30 Jun 18	Colliers	284.0	5.00%
150 Collins Street, Melbourne	VIC	100%	31 Mar 18	Urbis	242.5	5.00%
530 Collins Street, Melbourne	VIC	100%	30 Jun 18	KF	670.0	5.00%
655 Collins Street, Melbourne	VIC	100%	31 Mar 18	CBRE	154.5	4.88%
750 Collins Street, Melbourne	VIC	100%	31 Mar 18	Colliers	284.0	4.75%
800/808 Bourke Street, Melbourne	VIC	100%	30 Jun 18	Urbis	581.0	4.88%
CBW, Melbourne	VIC	50%	30 Jun 18	Urbis	370.0	5.13%
One One Eagle Street, Brisbane	QLD	66.67%	30 Jun 18	CBRE	589.7	5.13%
Riverside Centre, Brisbane	QLD	100%	31 Mar 18	Urbis	665.0	5.50%

# **Office Sustainability**

	NABERS Energy Rating (including Green Power)					NABERS Energy Rating (excluding Green Power)				NABERS Water Rating					
	2014	2015	2016	2017	2018	2014	2015	2016	2017	2018	2014	2015	2016	2017	2018
GPT Portfolio															
Australia Square, Sydney (Tower)	4.0	4.5	4.5	4.5	5.0	3.5	4.0	4.0	4.5	4.5	3.0	3.5	3.5	3.5	3.5
Australia Square, Sydney (Plaza)	5.5	5.5	5.5	5.0	5.5	5.0	5.0	5.0	5.0	5.5	4.0	4.0	3.5	4.0	n/a
Citigroup Centre, Sydney	5.0	5.0	5.0	5.0	5.0	4.5	4.5	4.5	4.5	4.5	3.5	3.5	3.5	4.0	4.0
MLC Centre, Sydney	5.0	5.0	5.5	5.5	5.5	5.0	5.0	4.5	4.5	4.5	4.0	4.0	2.5	2.5	2.5
1 Farrer Place, Sydney (GMT)	4.0	4.5	-	4.0	4.5	3.5	4.0	-	3.0	4.0	3.5	3.0	-	3.5	3.5
1 Farrer Place, Sydney (GPT)	4.5	4.0	3.5	4.5	5.0	3.0	3.0	3.0	4.0	4.5	3.5	3.0	2.5	3.5	3.5
Melbourne Central, Melbourne	4.5	4.5	5.0	5.0	5.0	4.5	4.5	4.5	4.5	4.5	3.0	3.0	3.0	3.0	3.0
CBW, Melbourne	5.0/5.0	5.0/5.0	5.0/5.0	5.0/5.0	5.5/5.5	5.0/5.0	5.0/5.0	5.0/5.0	5.0/5.0	5.0/5.0	4.5/4.5	4.5/4.5	4.5/4.5	4.0/4.0	3.5/3.5
One One One Eagle Street, Brisbane	5.5	5.5	5.5	6.0	5.5	5.5	5.5	5.5	5.5	5.5	4.5	4.5	4.5	4.5	4.5



800-808 Bourke Street, Melbourne

	NABERS Energy Rating (including Green Power)					NABERS Energy Rating (excluding Green Power)				NABERS Water Rating					
	2014	2015	2016	2017	2018	2014	2015	2016	2017	2018	2014	2015	2016	2017	2018
GWOF Portfolio															
Liberty Place, 161 Castlereagh Street, Sydney	5.0	5.0	5.0	5.5	5.5	5.0	5.0	5.0	5.0	5.0	-	3.5	3.5	4.0	4.0
Darling Park 1, Sydney	5.0	5.5	5.5	5.5	5.5	5.0	5.0	5.0	5.0	5.0	3.0	3.0	3.5	3.5	3.5
Darling Park 2, Sydney	5.5	5.5	6.0	6.0	6.0	5.5	5.5	5.5	5.5	5.5	3.5	3.5	3.0	3.5	3.5
Darling Park 3, Sydney	5.0	5.5	5.5	5.5	5.5	5.0	5.0	5.0	5.0	5.0	3.5	3.5	3.5	3.5	3.5
580 George Street, Sydney	5.0	5.0	5.5	5.5	5.0	4.5	4.5	4.0	4.0	3.0	3.0	3.5	3.0	3.0	3.0
workplace <sup>6</sup> , Sydney	5.0	5.5	5.5	5.5	5.5	5.0	5.0	5.0	5.0	5.0	5.0	4.0	3.5	4.5	4.5
2 Southbank Boulevard, Melbourne	4.5	5.0	5.5	5.5	5.5	4.5	4.5	4.5	4.5	4.5	3.5	3.5	4.0	3.5	3.5
8 Exhibition Street, Melbourne	4.5	4.5	4.5	5.0	5.0	4.5	4.5	5.0	4.5	4.5	4.0	4.5	3.5	3.5	3.5
100 Queen Street, Melbourne <sup>1</sup>	-	-	3.0	3.0	3.0	-	-	3.0	3.0	3.0	-	-	-	2.0	2.0
150 Collins Street, Melbourne	-	-	-	4.5	5.0	-	-	-	3.5	4.5	-	-	-	2.5	4.0
530 Collins Street, Melbourne	4.5	5.0	5.5	5.5	5.5	4.5	4.5	4.5	4.5	4.5	2.0	3.0	2.5	3.0	3.0
655 Collins Street, Melbourne	4.5	4.0	5.0	5.0	5.0	4.5	4.0	4.0	4.0	4.0	5.5	4.5	3.5	3.0	3.5
750 Collins Street, Melbourne	4.5	4.5	5.5	5.5	6.0	4.5	5.0	5.0	5.0	5.0	4.5	4.0	5.0	5.0	4.5
CBW, Melbourne	5.0/5.0	5.0/5.0	5.0/5.0	5.0/5.0	5.5/5.5	5.0/5.0	5.0/5.0	5.0/5.0	5.0/5.0	5.0/5.0	4.5/4.5	4.5/4.5	4.5/4.5	4.0/4.0	3.5/3.5
800/808 Bourke Street, Melbourne	5.0	5.0	5.5	5.5	5.5	5.0	5.0	5.0	5.0	5.0	3.0	3.5	3.0	3.0	3.5
One One One Eagle Street, Brisbane	5.5	5.5	5.5	6.0	5.5	5.5	5.5	5.5	5.5	5.5	4.5	4.5	4.5	4.5	4.5
Riverside Centre, Brisbane	5.0	5.0	5.5	5.5	5.0	5.0	4.5	4.5	4.5	4.5	3.5	3.5	3.5	3.5	3.5

Note: NABERS rating: 1 to 6 stars, 1 = poor performance, 6 = exceptional performance. Ratings are as at 31 December, except for 2018 which reflects ratings as at 30 June 2018. 1. Asset acquired in 2016, energy rating is for whole of building including tenant effects and is excluded from the portfolio average.

# Office Sustainability

	Area NLA	Water (Total) Litres/m²	Emissions kg C0,-e/m²	Waste % Recycled/Reused
GPT Portfolio			L	
Australia Square, Sydney	51,500	917	70	54%
Citigroup Centre, Sydney	73,400	612	71	43%
MLC Centre, Sydney	67,000	992	57	32%
1 Farrer Place, Sydney	84,300	687	79	56%
Melbourne Central Tower, Melbourne	65,500	630	40	N/A <sup>1</sup>
CBW, Melbourne	76,100	641	35	26%
One One Eagle Street, Brisbane	63,700	517	38	28%



150 Collins Street, Melbourne

	Area NLA	Water (Total) Litres/m²	Emissions kg CO <sub>2</sub> -e/m²	Waste % Recycled/Reused
GWOF Portfolio				
Liberty Place, 161 Castlereagh Street, Sydney	56,400	745	12	53%
Darling Park 1 & 2, Sydney	101,800	608	30	39%
Darling Park 3, Sydney	29,800	584	31	30%
580 George Street, Sydney	37,000	507	51	41%
workplace <sup>6</sup> , Sydney	16,300	571	31	49%
2 Southbank Boulevard, Melbourne	53,400	457	41	42%
8 Exhibition Street, Melbourne	44,500	356	46	44%
100 Queen Street, Melbourne <sup>2</sup>	34,900	N/A	N/A	N/A
150 Collins Street, Melbourne	19,100	424	36	30%
530 Collins Street, Melbourne	65,700	568	41	34%
655 Collins Street, Melbourne	16,600	548	54	35%
750 Collins Street, Melbourne	37,300	398	27	33%
800/808 Bourke Street, Melbourne	59,600	560	27	29%
CBW, Melbourne	76,100	641	35	26%
One One Eagle Street, Brisbane	63,700	517	38	28%
Riverside Centre, Brisbane	51,500	824	57	47%
Portfolio Average		632	45	42%

Note: Sustainability data as at 31 December 2017.

Melbourne Central Tower recycling number is reported as part of the Melbourne Central retail centre number.
100 Queen Street was acquired in December 2016 and is under external management. The asset is scheduled for redevelopment.

# Lease Expiry Profile



Lease Expiry Profile

Note: Includes Signed Leases.

### Office – Sydney CBD

- A rebound in net absorption and further negative net supply due to withdrawals has maintained downward pressure on the vacancy rate to being at the lowest level in the last 16 years.
- Very low vacancy has continued to fuel both face rental growth and a reduction in incentives, resulting in continued double digit effective rental growth.
- Yields continue to compress to record low levels although the rate of change is slowing.



JLL Research Q2 2018, GPT Research.





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## Office – Melbourne CBD

- Melbourne's solid state economic backdrop has maintained strong net absorption levels, which have significantly exceeded negative net supply and resulted in strong compression in the vacancy rate in the last 12 months to be in line with Sydney's.
- Face rents and incentives have benefitted as a result and effective rental growth has started to surpass that of Sydney.
- Yields continue to compress to record low levels.



JLL Research Q2 2018, GPT Research.





#### Office – Brisbane CBD

- Brisbane's recovery and tightening vacancy rate continued due to demand exceeding supply, however, demand is still tepid and down on last year, whilst negative net supply due to no new completions and withdrawals has also assisted.
- This has resulted in a modest increase in face rents, however, due to incentives yet to peak, effective rents have remained stable.
- Lower prime yields tightened strongly during the past year.



JLL Research Q2 2018, GPT Research.





### Metropolitan & Mixed Use Opportunities

Parramatta





- Second largest CBD in NSW
- 23km west of Sydney CBD
- Regional centre for Greater Western Sydney's est. population of 2.3m
- Office market comprises c.740,000sqm of space
- Construction planned to commence by late 2018 on GPT's 26,000sqm office tower in Parramatta on corner Phillip and Smith Street
- Draft Camellia Town Centre Master Plan exhibited in 2018, identifying GPT's 8ha land parcel as part of future mixed-use zone
- Camellia earmarked as "Major Mixed-Use Precinct" within Priority Growth Area
- Formal rezoning expected in 2019
- Authorities currently finalising wider infrastructure plans
- First stage of Parramatta light rail route confirmed to have a stop at Camellia



#### Sydney Olympic Park



- SOPA Masterplan 2030 (2016 Review) gazettal expected 2018
- Vision is for Sydney Olympic Park to become a thriving "Lifestyle Super Precinct" and Greater Parramatta to Olympic Peninsula's eastern economic anchor
- Authorities currently finalising the wider infrastructure and transport plans
- GPT holds 5.3ha within a future "Town Centre" precinct

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LOGISTICS PORTFOLIO



#### Logistics Portfolio Overview

GPT's logistics portfolio consists of ownership in 29 high quality logistics and business park assets located across Australia's Eastern Seaboard.



All totals and averages are based on GPT's balance sheet portfolio.

#### **New South Wales**

- Rosehill Business Park, Camellia
- 10 Interchange Drive, Eastern Creek
- 16-34 Templar Road, Erskine Park
- 36-52 Templar Road, Erskine Park
- 54-70 Templar Road, Erskine Park
- 67-75 Templar Road, Erskine Park
- 29-55 Lockwood Road, Erskine Park
- 407 Pembroke Road, Minto (50%)
- 4 Holker Street, Newington
- 83 Derby Street, Silverwater
- 3 Figtree Drive, Sydney Olympic Park
- 5 Figtree Drive, Sydney Olympic Park
- 7 Figtree Drive, Sydney Olympic Park
- 6 Herb Elliott Avenue, Sydney Olympic Park
- 8 Herb Elliott Avenue, Sydney Olympic Park
- Quad 1, Sydney Olympic Park
- Quad 4, Sydney Olympic Park
- 372-374 Victoria Street, Wetherill Park
- 38 Pine Road, Yennora
- 18-24 Abbott Road, Seven Hills
- 1 Huntingwood Drive, Huntingwood
- 54 Eastern Creek Drive, Eastern Creek

#### Victoria

- Citiwest Industrial Estate, Altona North
- Citiport Business Park, Port Melbourne
- Austrak Business Park, Somerton (50%)
- Sunshine Business Estate, Sunshine

#### Queensland

- 16-28 Quarry Road, Yatala
- 59 Forest Way, Karawatha
- 55 Whitelaw Place, Wacol

# **Logistics Portfolio Summary**

The logistics portfolio delivered a Total Portfolio Return of 10%, underpinned by a high occupancy level of 96.6% and a long weighted average lease expiry of 7.4 years.



1. Based on net rent.

QLD 11%

# Lease Expiry Profile



Note: Includes Signed Leases.

## Income and Fair Value Schedule

		come 6 months to 30 Jun (\$m) Fair Value Reconciliation											
	2017	2018	Variance	Fair Value 31 Dec 17 (\$m)	Development Capex (\$m)	Maintenance Capex (\$m)	Lease Incentives (\$m)	Acquisitions (\$m)	Sales (\$m)	Net Revaluations (\$m)	Other Adjustments (\$m)	Fair Value 30 Jun 18 (\$m)	% of Portfolio (%)
GPT Portfolio													
Rosehill Business Park, Camellia	3.3	2.7	(0.6)	81.4	0.4	0.2	0.3	-	-	-	-	82.3	4.9
10 Interchange Drive, Eastern Creek	1.3	1.3	0.0	33.2	-	-	-	-	-	-	-	33.2	2.0
16-34 Templar Road, Erskine Park	1.8	1.9	0.1	58.3	-	-	-	-	-	-	-	58.3	3.5
36-52 Templar Road, Erskine Park	2.9	3.0	0.1	98.3	-	-	-	-	-	1.8	-	100.1	6.0
54-70 Templar Road, Erskine Park	5.1	5.2	0.1	145.0	-	-	-	-	-	4.5	-	149.5	8.9
67-75 Templar Road, Erskine Park	0.9	0.9	0.0	24.2	-	-	-	-	-	-	-	24.2	1.4
29-55 Lockwood Road, Erskine Park	2.6	2.8	0.2	98.1	-	0.1	-	-	-	1.6	-	99.8	6.0
407 Pembroke Road, Minto	1.3	1.3	0.0	25.5	-	-	-	-	-	-	-	25.5	1.5
4 Holker Street, Newington	1.1	1.1	0.0	33.0	-	-	1.0	-	-	-	-	34.0	2.0
83 Derby Street, Silverwater	1.1	1.2	0.1	34.8	-	0.1	-	-	-	-	-	34.9	2.1
3 Figtree Drive, Sydney Olympic Park	1.0	1.1	0.1	24.5	-	-	-	-	-	-	-	24.5	1.5
5 Figtree Drive, Sydney Olympic Park	1.1	1.1	0.0	26.7	-	-	_	_	-	1.8	_	28.5	1.7
7 Figtree Drive, Sydney Olympic Park	0.5	0.2	(0.3)	15.3	-		_	_	-	0.2	-	15.5	0.9
6 Herb Elliott Avenue, Sydney Olympic Park	0.1	0.1	0.0	12.0	-		_	_	-	0.4	-	12.4	0.7
8 Herb Elliott Avenue, Sydney Olympic Park	0.4	0.4	0.0	. 11.7	-		-	_	-	0.4	-	12.1	0.7
Quad 1, Sydney Olympic Park	0.9	1.0	0.1	24.0	-	0.1		-	-	2.4	-	26.5	1.6
Quad 4, Sydney Olympic Park	1.6	1.7	0.1	51.5	-	0.1		-	-	3.2	-	54.8	3.3
372-374 Victoria Street, Wetherill Park	1.0	1.0	0.0	24.8	-	0.1		-	-	-	-	24.9	1.5
38 Pine Road, Yennora	1.9	1.9	0.0	52.9	0.3	-	-	-	-	0.8	-	54.0	3.2
18-24 Abbott Road, Seven Hills	0.2	1.1	0.9	34.6	-	_		-	_	2.7	_	37.3	2.2
1 Huntingwood Drive, Huntingwood <sup>1</sup>	-	1.2	1.2	50.9	7.1		_	_	-	3.2	-	61.2	3.7

		me 6 mo 30 Jun (\$		Fair Value Reconciliation									
	2017	2018	Variance	Fair Value 31 Dec 17 (\$m)	Development Capex (\$m)		Lease Incentives (\$m)	Acquisitions (\$m)	Sales (\$m)	Net Revaluations (\$m)	Other Adjustments (\$m)	Fair Value 30 Jun 18 (\$m)	% of Portfolio (%)
54 Eastern Creek Drive, Eastern Creek	-	1.2	1.2	42.7	3.2	-	-	-	-	2.1	-	48.0	2.9
Citiwest Industrial Estate, Altona North	3.4	3.1	(0.3)	81.6	-	0.1	1.8	-	-	-	-	83.5	5.0
Citiport Business Park, Port Melbourne	2.6	3.1	0.5	75.8	-	0.4	0.6	-	-	1.2	-	78.0	4.7
Austrak Business Park, Somerton	5.4	5.7	0.3	170.5	-	-	0.2	-	-	-	-	170.7	10.2
Sunshine Business Estate, Sunshine	-	2.0	2.0	-	-	-	-	78.3	-	(3.8)	-	74.5	4.5
16-28 Quarry Road, Yatala	1.1	1.1	0.0	44.3	-	0.1	-	-	-	-	-	44.4	2.7
59 Forest Way, Karawatha	3.4	3.6	0.2	108.0	-	-	-	-	-	2.0	-	110.0	6.6
55 Whitelaw Place, Wacol	0.1	0.5	0.4	15.0	-	-	-	-	-	0.8	-	15.8	0.9
Assets Under Development													
407 Pembroke Road, Minto – Land	-	-	_	5.6	-	-	_	_	-	-	-	5.6	0.3
Lot 21 Old Wallgrove Road, Eastern Creek	-	-	_	21.7	4.0	-	-	-	-	-	-	25.7	1.5
Austrak Business Park, Somerton – Land			-	21.7	0.5	-	-					22.2	1.3
Total Logistics Portfolio	46.1	52.5	6.4	1,547.6	15.5	1.3	3.9	78.3	-	25.3	-	1,671.9	

1. Includes 1B development.

# Logistics Portfolio Summary

							Log	jistics Occupanc	у	
	State	Ownership	GLA (100% Interest) (sqm)	30 Jun 18 Fair Value (\$m)	30 Jun 18 Cap Rate (%)	Independent or Internal Valuation	Actual	Inc. Signed Leases	Inc. Heads of Agreement	WALE by Income (Years)
GPT Portfolio										
Rosehill Business Park, Camellia	NSW	100%	41,900	82.3	6.00%	Internal	83.3%	100.0%	100.0%	2.3
10 Interchange Drive, Eastern Creek	NSW	100%	15,100	33.2	6.00%	Internal	100.0%	100.0%	100.0%	2.0
16-34 Templar Road, Erskine Park	NSW	100%	15,200	58.3	6.00%	Internal	100.0%	100.0%	100.0%	11.0
36-52 Templar Road, Erskine Park	NSW	100%	24,500	100.1	5.75%	Independent	100.0%	100.0%	100.0%	16.6
54-70 Templar Road, Erskine Park	NSW	100%	21,000	149.5	5.75%	Independent	100.0%	100.0%	100.0%	17.0
67-75 Templar Road, Erskine Park	NSW	100%	12,700	24.2	6.25%	Internal	100.0%	100.0%	100.0%	3.6
29-55 Lockwood Road, Erskine Park	NSW	100%	32,200	99.8	5.50%	Independent	100.0%	100.0%	100.0%	11.5
407 Pembroke Road, Minto	NSW	50%	15,300	25.5	7.00%	Independent	100.0%	100.0%	100.0%	1.5
4 Holker Street, Newington	NSW	100%	7,400	34.0	6.50%	Internal	100.0%	100.0%	100.0%	8.3
83 Derby Street, Silverwater	NSW	100%	17,000	34.9	6.00%	Internal	100.0%	100.0%	100.0%	7.5
3 Figtree Drive, Sydney Olympic Park	NSW	100%	6,800	24.5	7.50%	Independent	100.0%	100.0%	100.0%	1.5
5 Figtree Drive, Sydney Olympic Park	NSW	100%	8,800	28.5	7.50%	Independent	100.0%	100.0%	100.0%	5.4
7 Figtree Drive, Sydney Olympic Park <sup>1</sup>	NSW	100%	3,500	15.5	N/A	Independent	100.0%	100.0%	100.0%	0.1
6 Herb Elliott Avenue, Sydney Olympic Park <sup>1</sup>	NSW	100%	4,100	12.4	N/A	Independent	100.0%	100.0%	100.0%	0.6
8 Herb Elliott Avenue, Sydney Olympic Park <sup>1</sup>	NSW	100%	3,300	12.1	N/A	Independent	100.0%	100.0%	100.0%	1.6
Quad 1, Sydney Olympic Park	NSW	100%	4,700²	26.5	6.75%	Independent	100.0%	100.0%	100.0%	3.6
Quad 4, Sydney Olympic Park	NSW	100%	8,100²	54.8	6.00%	Independent	100.0%	100.0%	100.0%	11.7
372-374 Victoria Street, Wetherill Park	NSW	100%	20,500	24.9	7.00%	Internal	100.0%	100.0%	100.0%	1.7
38 Pine Road, Yennora	NSW	100%	33,200	54.0	7.00%	Independent	100.0%	100.0%	100.0%	0.7

							Log	istics Occupanc	у	
	State	Ownership	GLA (100% Interest) (sqm)	30 Jun 18 Fair Value (\$m)	30 Jun 18 Cap Rate (%)	Independent or Internal Valuation	Actual	Inc. Signed Leases	Inc. Heads of Agreement	WALE by Income (Years)
18-24 Abbott Road, Seven Hills	NSW	100%	18,100	37.3	5.75%	Independent	100.0%	100.0%	100.0%	6.2
1 Huntingwood Drive, Huntingwood <sup>3</sup>	NSW	100%	21,000	61.2	5.57%	Independent	100.0%	100.0%	100.0%	9.1
54 Eastern Creek Drive, Eastern Creek	NSW	100%	25,400	48.0	5.75%	Independent	100.0%	100.0%	100.0%	4.6
Citiwest Industrial Estate, Altona North	VIC	100%	90,100	83.5	6.72%	Internal	100.0%	100.0%	100.0%	3.5
Citiport Business Park, Port Melbourne	VIC	100%	27,000	78.0	6.50%	Independent	78.2%	78.2%	78.2%	2.7
Austrak Business Park, Somerton	VIC	50%	210,000	170.7	6.25%	Internal	100.0%	100.0%	100.0%	6.2
Sunshine Business Estate, Sunshine	VIC	100%	52,800	74.5	6.00%	Independent	100.0%	100.0%	100.0%	8.5
16-28 Quarry Road, Yatala	QLD	100%	40,800	44.4	7.50%	Internal	55.1%	55.1%	55.1%	1.7
59 Forest Way, Karawatha	QLD	100%	44,000	110.0	6.00%	Independent	100.0%	100.0%	100.0%	10.7
55 Whitelaw Place, Wacol	QLD	100%	5,600	15.8	6.00%	Independent	100.0%	100.0%	100.0%	13.9
Total			830,100		6.17%		95.7%	96.6%	96.6%	7.4

1. Valued on a rate per sqm of potential Gross Floor Area (GFA). Allowances for costs of demolition and deferment of development have been made. The Present Value (PV) of the current lease has then been added to the value. 2. NLA. 3. Includes 1B development.

66% of the logistics portfolio was valued independently in the 6 months to 30 June 2018.

	State	Ownership	Date	Valuer	Valuation (\$m)	Capitalisation Rate (%)
GPT Portfolio						
Rosehill Business Park, Camellia	NSW	100%	31 Dec 17	CBRE	81.4	6.50%
10 Interchange Drive, Eastern Creek	NSW	100%	31 Dec 17	JLL	33.2	6.00%
16-34 Templar Road, Erskine Park	NSW	100%	31 Dec 17	Colliers	58.3	6.00%
36-52 Templar Road, Erskine Park	NSW	100%	30 Jun 18	JLL	100.1	5.75%
54-70 Templar Road, Erskine Park	NSW	100%	30 Jun 18	М3	149.5	5.75%
67-75 Templar Road, Erskine Park	NSW	100%	31 Dec 17	Savills	24.2	6.25%
29-55 Lockwood Road, Erskine Park	NSW	100%	30 Jun 18	Savills	99.8	5.50%
407 Pembroke Road, Minto	NSW	50%	30 Jun 18	JLL	25.5	7.00%
4 Holker Street, Newington	NSW	100%	31 Dec 17	CBRE	33.0	6.50%
83 Derby Street, Silverwater	NSW	100%	31 Dec 17	JLL	34.8	6.00%
3 Figtree Drive, Sydney Olympic Park	NSW	100%	30 Jun 18	JLL	24.5	7.50%
5 Figtree Drive, Sydney Olympic Park	NSW	100%	30 Jun 18	JLL	28.5	7.50%
7 Figtree Drive, Sydney Olympic Park <sup>1</sup>	NSW	100%	30 Jun 18	JLL	15.5	N/A
6 Herb Elliott Avenue, Sydney Olympic Park <sup>1</sup>	NSW	100%	30 Jun 18	JLL	12.4	N/A
8 Herb Elliott Avenue, Sydney Olympic Park <sup>1</sup>	NSW	100%	30 Jun 18	JLL	12.1	N/A
Quad 1, Sydney Olympic Park	NSW	100%	30 Jun 18	М3	26.5	6.75%
Quad 4, Sydney Olympic Park	NSW	100%	30 Jun 18	М3	54.8	6.00%
372-374 Victoria Street, Wetherill Park	NSW	100%	31 Dec 17	CBRE	24.8	7.00%

	State	Ownership	Date	Valuer	Valuation (\$m)	Capitalisation Rate (%)
38 Pine Road, Yennora	NSW	100%	30 Jun 18	M3	54.0	7.00%
18-24 Abbott Road, Seven Hills	NSW	100%	30 Jun 18	Savills	37.3	5.75%
1 Huntingwood Drive, Huntingwood <sup>2</sup>	NSW	100%	30 Jun 18	CBRE	61.2	5.57%
54 Eastern Creek Drive, Eastern Creek	NSW	100%	30 Jun 18	CBRE	48.0	5.75%
Citiwest Industrial Estate, Altona North	VIC	100%	31 Dec 17	CBRE	81.6	6.71%
Citiport Business Park, Port Melbourne	VIC	100%	30 Jun 18	JLL	78.0	6.50%
Austrak Business Park, Somerton	VIC	50%	31 Dec 17	JLL	170.5	6.25%
Sunshine Business Estate, Sunshine	VIC	100%	30 Jun 18	CBRE	74.5	6.00%
16-28 Quarry Road, Yatala	QLD	100%	31 Dec 17	CBRE	44.3	8.00%
59 Forest Way, Karawatha	QLD	100%	30 Jun 18	Savills	110.0	6.00%
55 Whitelaw Place, Wacol	QLD	100%	30 Jun 18	Savills	15.8	6.00%

1. Valued on a rate per sqm of potential Gross Floor Area (GFA). Allowances for costs of demolition and deferment of development have been made. The Present Value (PV) of the current lease has then been added to the value. 2. Includes 1B development.

### Logistics – Sydney

- Sydney remains a strong market, with land availability becoming more constrained which is reflected in land price growth.
- New supply will end the year on a high in response to record demand and pre-lease activity in 2017.
- Vacancy remains low, contributing to rent growth particularly in higher and better use locations.
- The solid state final demand growth forecast should underpin future growth in the sector.



#### Sydney Industrial: Total vacant stock by grade ('000 m<sup>2</sup>)

Source: Knight Frank, JLL, GPT Research.





#### Logistics – Melbourne

- Gross take-up has been strong during 2018, driven by demand for existing stock.
- Population growth and a pipeline of infrastructure should continue to support demand.
- Prime vacancy continues to decline and new supply activity is forecast to be lower in the near term.
- The state economy is forecast to grow steadily, driven by improved business sentiment.





Source: Knight Frank, JLL, GPT Research.





### Logistics – Brisbane

- Demand was steady during the first half due to a strong second quarter.
- The outlook for economic growth has improved.
- Vacancy is steady and is supported by relatively low supply.
- Whilst over the worst, Brisbane is yet to provide consistent indicators that would imply stability in the market.



#### Brisbane Industrial: Total vacant stock by grade ('000 m²)

Source: Knight Frank, JLL, GPT Research.





## Sydney Industrial Market



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Sunshine Business Estate, Sunshine, VIC



# **Development Overview**

			Forecast	Forecast Cos	Target	
	Sector	Ownership Interest (%)	Total Cost (\$m)	GPT's Share (\$m)	Fund's Share (\$m)	Completion Date
Underway						
Lot 21 Old Wallgrove Road, Eastern Creek, NSW	Logistics	100% GPT	50	24	0	2H 2018
1B Huntingwood, Huntingwood, NSW	Logistics	100% GPT	21	5	0	2H 2018
4 Murray Rose Avenue, Sydney Olympic Park, NSW	Office	100% GPT	96	27	0	2H 2018
Sunshine Plaza, QLD	Retail	50% GPT	211	91	0	1H 2019
Melbourne Central, VIC	Office	100% GPT	35	33	0	2H 2019
32 Smith Street, Parramatta	Office	100% GPT	266	223	0	2H 2020
Total Underway			679	403	0	



Charlestown Square, NSW

## Development Overview (continued)

			Forecast	Forecast Cost	Forecast Cost to Complete		
	Sector	Ownership Interest (%)	Total Cost (\$m)	GPT's Share (\$m)	Fund's Share (\$m)		
Future Pipeline							
MLC Centre, Sydney	Office	50% GPT	35	35	0		
100 Queen Street, Melbourne	Office	100% GWOF	150	0	150		
Melbourne Central, VIC	Office	100% GPT	250	250	0		
Cockle Bay Park, Sydney	Office	50% GWOF	650	0	645		
Austrak Business Park, Minto, NSW	Logistics	50% GPT	15	9	0		
Austrak Business Park, Somerton, VIC	Logistics	50% GPT	67	45	0		
Metroplex, Wacol, QLD	Logistics	50% GPT	97	31	0		
38 Pine Road, Yennora, NSW	Logistics	100% GPT	10	7	0		
Wembley Business Park, Berrinba, QLD	Logistics	100% GPT	109	76	0		
Rouse Hill Town Centre, NSW	Retail	100% GPT	200	200	0		
Casuarina Square, NT	Retail	50% GPT / 50% GWSCF	80	40	40		
Chirnside Park Vic	Retail	100% GWSCF	85	0	85		
Highpoint Shopping Centre, VIC	Retail	16.67% GPT / 83.33% GWSCF	120	20	100		
Parkmore Shopping Centre, VIC	Retail	100% GWSCF	30	0	30		
Other			600	600	0		
Total Future			2,498	1,313	1,050		
Total Underway and Future Pipeline			3,177	1,716	1,050		





FUNDS MANAGEMENT

## **GPT Funds Management Summary**

The Group's Funds Management platform provides GPT with an important source of income through funds management, property management and development management fees. In addition, the platform provides GPT investors with access to a steady income stream through a significant co-investment in the Group's managed funds. GPT's Funds Management platform is made up of the GPT Wholesale Office Fund (GWOF) and the GPT Wholesale Shopping Centre Fund (GWSCF).



Fund Summary as at 30 June 2018	GWOF	GWSCF
Number of Assets	17	8
Total Assets	\$7.5b	\$4.9b
Net Gearing	17.4%	25.2%
One Year Equity IRR (post-fees)	13.9%	8.4%

#### Fund Details as at 30 June 2018

GPT's Ownership Interest	24.7%	28.7%
GPT's Investment	\$1,495.3m	\$1,013.9m
Established	July 2006	March 2007
Weighted Average Capitalisation Rate	5.06%	4.82%
Portfolio Occupancy	96.0%	99.7%
GPT's Share of Fund FFO	\$35.3m	\$22.9m
GPT Base Management Fee	\$17.7m	\$10.9m

## **GPT Funds Management Overview**



Historical Growth in Funds under Management

#### GWOF performance versus benchmark



Growth in Funds under Management for the 12 months to 30 June 2018



GWSCF performance versus benchmark



Source: Mercer/IPD.

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### **GWOF** Overview

GWOF provides wholesale investors with exposure to 17 high quality office assets, located across Australia's key CBD office markets. At 30 June 2018, the Fund had a value of \$7.5 billion.

	June 2018	June 2017
Number of Assets	17	17
Total Assets	\$7.5b	\$6.8b
Net Gearing	17.4%	16.9%
One Year Equity IRR (post-fees)	13.9%	13.5%

#### Fund Details as at 30 June 2018

GPT's Ownership Interest (%)	24.7%
GPT's Ownership Interest (\$m)	\$1,495.3m
Established	July 2006
Weighted Average Capitalisation Rate	5.06%
Portfolio Occupancy (%)	96.0%
GPT's Share of Fund FFO (\$m)	\$35.3m
GPT Base Management Fee (\$m)	\$17.7m

Equity IRR	1 July 2017 to 30 June 2018	Inception to Date (Annualised) 21 July 2006 to 30 June 2018
Post fees	13.9%	9.7%



## **GWOF** Capital Management

Total borrowings for the Fund at 30 June 2018 were \$1,339 million resulting in net gearing of 17.4%.



750 Collins Street, Melbourne

#### GWOF Capital Management Summary as at 30 June 2018

Net Gearing			17.4%
Weighted Average Cost of Debt			4.2%
Fees and Margins (included in above)			1.6%
Weighted Average Debt Term			5.3 years
Drawn Debt Hedging			79%
Weighted Average Hedge Term			4.1 years
GWOF Loan Facilities	Facility Limit (\$m)	Facility Expiry	Amount Currently Drawn (\$m)
Bilateral Facility	50.0	29 July 20191	50.0
Bilateral Facility	50.0	1 October 2019 <sup>1</sup>	50.0
Bilateral Facility	50.0	30 November 2019	50.0
Bilateral Facility	50.0	31 January 2020	50.0
Bilateral Facility	50.0	29 September 2020	50.0
Bilateral Facility	50.0	30 September 2020	50.0
Bilateral Facility	100.0	2 October 2020	100.0
Bilateral Facility	100.0	2 October 2020	100.0
Bilateral Facility	150.0	30 May 2021	0.0
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Bilateral Facility	100.0	2 October 2020	100.0
Bilateral Facility	150.0	30 May 2021	0.0
Bilateral Facility	50.0	1 July 2021	50.0
Bilateral Facility	100.0	30 September 2021	0.0
Bilateral Facility	150.0	25 November 2021	141.0
Medium Term Notes	150.0	18 May 2022	150.0
Bilateral Facility	100.0	31 May 2023	100.0
Medium Term Notes	200.0	22 February 2027	200.0
US Private Placement	99.0	18 June 2029	99.0
US Private Placement	99.0	18 June 2030	99.0
Total	1,598.0		1,339.0

1. Quarterly extension facility.

## **GWSCF** Overview

GWSCF provides wholesale investors with exposure to 8 high quality retail assets. At 30 June 2018, the Fund had a value of \$4.9 billion.

	June 2018	June 2017
Number of Assets	8	8
Total Assets	\$4.9b	\$3.9b
Net Gearing	25.2%	11.0%
One Year Equity IRR (post-fees)	8.4%	13.4%

#### Fund Details as at 30 June 2018

GPT's Ownership Interest (%)	28.7%
GPT's Ownership Interest (\$m)	\$1,013.9m
Established	March 2007
Weighted Average Capitalisation Rate	4.82%
Portfolio Occupancy (%)	99.7%
GPT's Share of Fund FFO (\$m)	\$22.9m
GPT Base Management Fee (\$m)	\$10.9m

Equity IRR	1 July 2017 to 30 June 2018	Inception to Date (Annualised) 31 March 2007 to 30 June 2018
Post fees	8.4%	6.0%



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### **GWSCF** Capital Management

Total borrowings for the Fund at 30 June 2018 were \$1,239 million resulting in net gearing of 25.2%.



#### GWSCF Capital Management Summary as at 30 June 2018

Net Gearing	25.2%
Weighted Average Cost of Debt	4.1%
Fees and Margins (included in above)	1.7%
Weighted Average Debt Term	5.0 years
Drawn Debt Hedging	75%
Weighted Average Hedge Term	3.1 years

GWSCF Loan Facilities	Facility Limit (\$m)	Facility Expiry	Amount Currently Drawn (\$m)
Bilateral Facility	50.0	8 January 2020	50.0
Bilateral Facility	50.0	1 July 2020	50.0
Bilateral Facility	50.0	1 October 2020	50.0
Bilateral Facility	75.0	30 October 2020	75.0
Bilateral Facility	75.0	29 April 2021	70.0
Bilateral Facility	100.0	30 September 2021	100.0
Bilateral Facility	125.0	31 December 2021	125.0
Bilateral Facility	100.0	31 March 2022	100.0
Bilateral Facility	50.0	1 April 2022	0.0
Bilateral Facility	200.0	14 September 2022	119.0
Bilateral Facility	100.0	31 October 2022	100.0
Medium Term Notes	200.0	11 September 2024	200.0
Medium Term Notes	200.0	28 February 2028	200.0
Total	1,375.0	•••••••••••••••••••••••••••••••••••••••	1,239.0

Casuarina Square, NT