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# AGENDA



### ANNUAL RESULT 2018

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|-----|--|-----------------------------------|
|     | SECTION                                | SPEAKER                           |
| 4   | 2018 Annual Result Highlights          | Bob Johnston                      |
|     | Financial Summary & Capital Management | Anastasia Clarke                  |
| 1   | Retail                                 | Mark Fookes                       |
|     | Office & Logistics                     | Matthew Faddy                     |
|     | Funds Management                       | Nicholas Harris                   |
|     | Summary & Outlook                      | Bob Johnston                      |
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A high quality portfolio of Australian real estate in the best markets

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To be the most respected property company in Australia in the eyes of our Investors, People, Customers and Communities





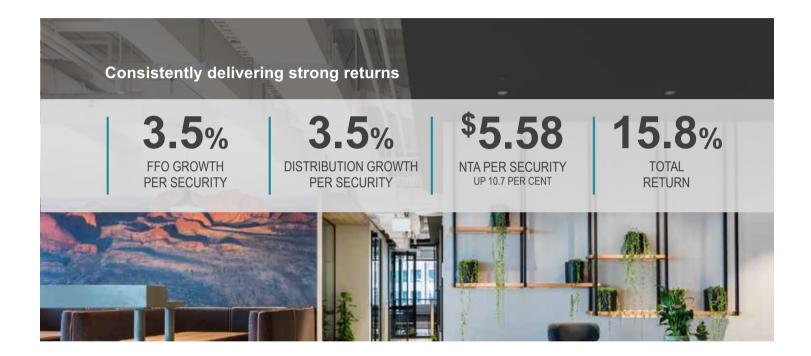
#### **OUR FOCUS**

Focus on quality assets and markets that we believe will provide long term growth for our investors





### 2018 Annual Result Financial Highlights



### **Progress on Strategic Priorities**

#### **Investment Portfolio**

- + Portfolio occupancy of 97.8%
- + Like for like income growth 3.8%
- + Revaluation gains of \$911 million
- + Weighted Average Capitalisation Rate 5.02%

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

- + Net gearing at 26.3%
- + Interest rate hedging at 83%
- + Credit ratings unchanged at A / A2
- + Weighted Average Debt Maturity of 6.3 years

#### **Development Pipeline**

- + Sunshine Plaza 97% leased
- + 4 Murray Rose Avenue completed
- + 32 Smith Street pre-commitment for 51% of NLA
- + Cockle Bay Park (Darling Park 4) DA progressed
- + Rouse Hill Town Centre revised DA lodged Q4 2018
- + Melbourne Central Office and Retail expansion

#### **Funds Management**

- + Market leading wholesale platform
- + Assets Under Management of \$12.6 billion
- + 12 month total return of 11.3%
- + Development pipeline of over \$1.2 billion
- + Office Fund raised \$275 million of new equity

# FINANCE & TREASURY

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### ANNUAL RESULT 2018

### **Financial Summary**

| 12 MONTHS TO 31 DECEMBER (\$ MILLION)              | 2018    | 2017    | CHANGE |
|--|---------|---------|--------|
| Funds From Operations (FFO)                        | 574.6   | 554.2   | 3.7%   |
| Valuation increases                                | 910.7   | 717.7   |        |
| Treasury items marked to market                    | (39.6)  | (2.9)   |        |
| Other items  | 6.0     | (1.0)   |        |
| Net Profit After Tax (NPAT)                        | 1,451.7 | 1,268.0 | 14.5%  |
| Funds From Operations (cents per stapled security) | 31.84   | 30.77   | 3.5%   |
| Funds From Operations (FFO)                        | 574.6   | 554.2   | 3.7%   |
| Maintenance capex                                  | (53.2)  | (54.4)  |        |
| Lease incentives                                   | (60.9)  | (53.5)  |        |
| Adjusted Funds From Operations (AFFO)              | 460.5   | 446.3   | 3.2%   |
| Distribution (cents per stapled security)          | 25.46   | 24.60   | 3.5%   |

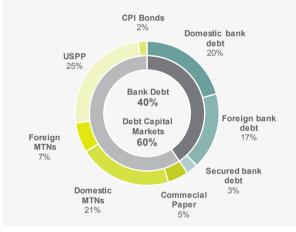
### Segment Result

| 12 MONTHS TO 31 DECEMBER<br>(\$ MILLION) | 2018    | 2017    |
|--|---------|---------|
| Retail                                   | 326.2   | 318.4   |
| Office                                   | 268.7   | 248.9   |
| Logistics                                | 109.9   | 94.0    |
| Funds Management                         | 42.6    | 37.0    |
| Net Income                               | 747.4   | 698.3   |
| Net interest expense                     | (124.4) | (102.4) |
| Corporate overheads                      | (34.2)  | (30.6)  |
| Tax expense                              | (14.2)  | (11.1)  |
| Corporate                                | (172.8) | (144.1) |
| Funds From Operations                    | 574.6   | 554.2   |

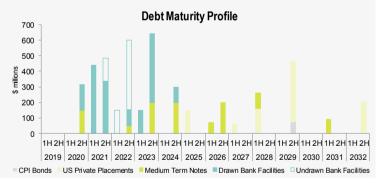
### **Capital Management**

- + Diversified sources of debt
- + Gearing policy of 25 35%
- + Targeting 'A-space' credit ratings

#### Sources of Drawn Debt



| KEY STATISTICS                    |           |           |
|-----------------------------------|-----------|-----------|
|                                   | DEC 2018  | JUN 2018  |
| Net tangible assets per security  | \$5.58    | \$5.31    |
| Net gearing                       | 26.3%     | 24.7%     |
| Weighted average cost of debt     | 4.2%      | 4.3%      |
| Weighted average term to maturity | 6.3 years | 6.6 years |
| Interest cover ratio              | 5.7x      | 6.0x      |
| Creditratings (S&P / Moody's)     | A / A2    | A / A2    |
| Weighted average term of hedging  | 4.4 years | 4.6 years |
| Drawn debt hedging                | 83%       | 79%       |





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# RETAIL



### ANNUAL RESULT 2018

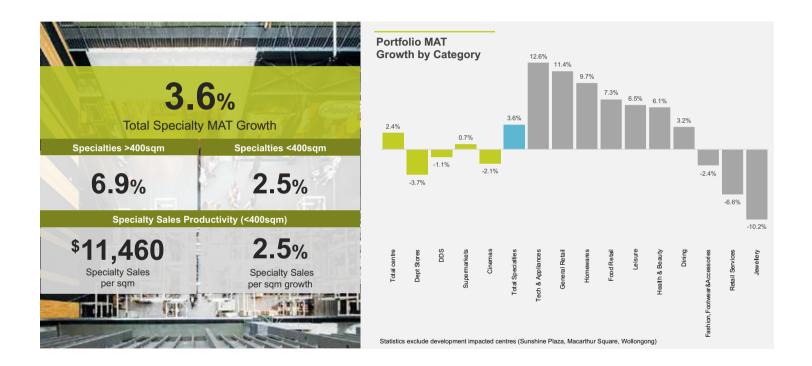
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### **Retail Highlights**



1. Weighted av erage capitalisation rate

### **Retail Sales**



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### **Retail Leasing**

- + High quality portfolio is well positioned with low vacancy and fixed increases of 4.7% achieved on deals completed in 2018
- + Delivered positive leasing spreads with holdovers reducing to 5.9%
- + Continuing to remix the portfolio, responding to customer demand and focused on driving sales productivity

#### **Portfolio Leasing Statistics**

|   | DEC 2018  | JUN 2018  |
|---|-----------|-----------|
| Portfolio Occupancy                       | 99.6%     | 99.7%     |
| Retention Rate                            | 71.3%     | 71.0%     |
| Avg. Annual Fixed Increase <sup>1,2</sup> | 4.7%      | 4.8%      |
| Avg. Lease Term <sup>1,2</sup>            | 4.7 years | 4.8 years |
| Leasing Spread <sup>2</sup>               | 0.2%      | 0.6%      |
| Specialty Occupancy Cost <sup>2</sup>     | 16.9%     | 17.0%     |

1. New leases

2. Specialties <400sqm

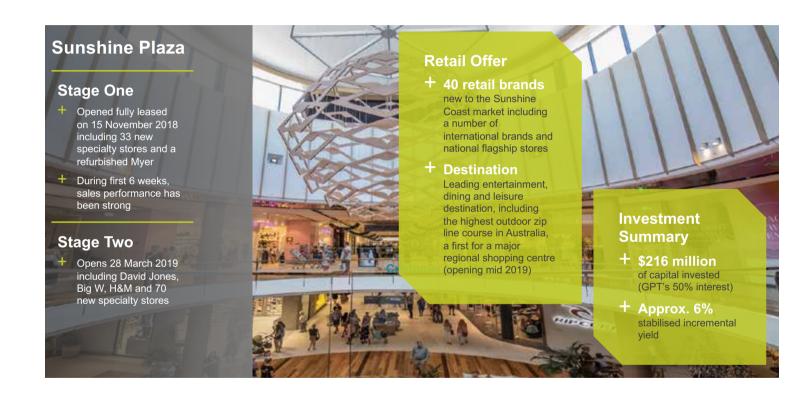
Statistics exclude development impacted centres (Sunshine Plaza, Macarthur Square, Wollongong) & holdovers

 Introduction of new retail concepts and remixing to growth categories at Highpoint as part of the re-leasing program in 2018



| Expanding<br>growth retailers             | seed    | MECCA MAXIMA |
|---|---------|--------------|
| Conversion of apparel into food/lifestyle | BUSTICA | MILLIGRAM    |
| First to market retailers                 | TOMS    |              |

### **Retail Development**



### **Retail Development**



#### **Melbourne Central**

- + Progressive enhancement of the existing asset | \$50 million during 2019 and 2020
- + Proposed Retail Expansion | \$70 million, approximately 7,000sqm of retail over two levels
  - + Expansion of leisure and entertainment precinct showcasing the best of Melbourne's "laneways and high streets" including dining, education, wellness and retail markets
  - + Forecast Return | over 6.5% stabilised yield
  - + Target Commencement late 2019 | Completion late 2021

#### **Rouse Hill Town Centre**

- + Proposed \$170 million expansion, including additional 16,300sqm of retail and 4,500sqm of commercial space
  - + Responding to demand and retail undersupply in this strong growth market introducing food, leisure, entertainment, health & wellness and international retailers
  - + Opportunity for residential to be integrated within retail scheme
  - + Development Applications lodged in December 2018
  - + Forecast Return | over 6.5% stabilised yield
  - + Target Commencement early 2020 | Completion early 2022

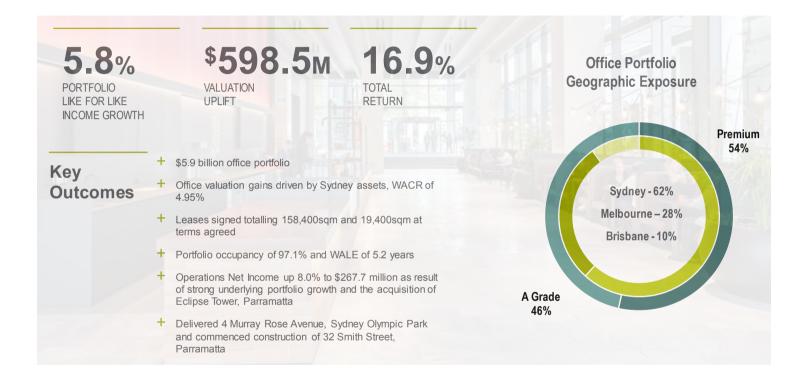
# OFFICE & LOGISTICS



ANNUAL RESULT 2018

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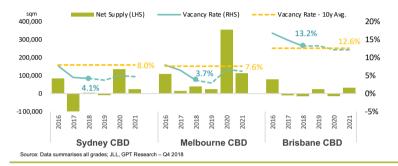
### **Office Highlights**

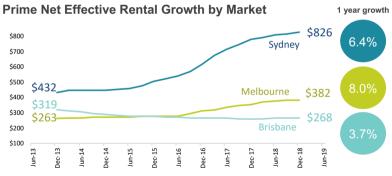


### **Office Valuation & Market Fundamentals**

- Valuation uplift for 12 months of \$598.5 million for the Office portfolio, representing an increase of 11%
- Sydney experienced greatest valuation growth, delivering uplift of \$485.0 million
- + Positive effective rental growth forecast across Eastern Seaboard markets in 2019
- Strong 12 month net absorption in Melbourne of ~168,000sqm

#### Net Supply vs Vacancy Rate by Market

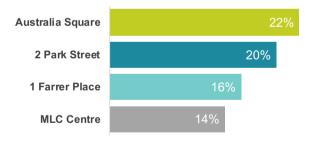




Source: JLL, GPT Research - Q4 2018

#### Valuation Uplift - Sydney CBD

1 Year to 31 December 2018

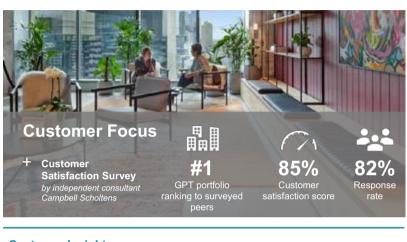


### **Office Leasing**

- + 158,400sqm of signed leases with a further 19,400sqm terms agreed
- + Increased occupancy to 97.1% with limited vacancy in Melbourne
- + Renewals secured with Mills Oakley, Baker McKenzie, AusNet Services and Microsoft
- + New leases agreed with CUB, Westpac and NIB

#### 2018 Leasing Success

|                                     | OFFICE<br>PORTFOLIO | SYDNEY    | MELBOURNE | BRISBANE  |
|-------------------------------------|---------------------|-----------|-----------|-----------|
| Leases<br>Signed                    | 158,400sqm          | 78,600sqm | 54,100sqm | 25,700sqm |
| Occupancy<br>Incl. Signed<br>Leases | 97.1%               | 96.1%     | 98.6%     | 94.8%     |
| WALE<br>by Income                   | 5.2 years           | 5.2 years | 5.0 years | 5.8 years |



#### **Customer Insights**

need more

office space

19% 28% expected to have alre

have already adopted activity based working with a further 16% likely to adopt in the next 3 years

#### 23%

are utilising flexible space on an as-needed basis,



as-needed basis, with 17% likely to adopt in next 3 years

<mark>ĕ</mark>CO.

### **Office Portfolio Growth**



#### Eclipse Tower, 60 Station St, Parramatta

| Acquisition Date | September 2018  |
|------------------|-----------------|
| Asset Area       | 25,700sqm       |
| Purchase Price   | \$277.6 million |
| Initial Yield    | 5.34%           |

- + 100% leased to blue chip occupiers
- + High profile quality A-grade asset, completed in 2012
- + Central Parramatta location adjacent to train station



#### 32 Smith, Parramatta

- + QBE pre-commitment across 13,600sqm, representing 51% of NLA
- + Target completion in late 2020
- + Expected yield on cost of ~6.75% and an end value in excess of \$300 million
- + Parramatta office market experiencing record low vacancy rates, limited uncommitted supply

#### 4 Murray Rose Avenue, Sydney Olympic Park

| Completed      | October 2018 |
|----------------|--------------|
| Asset Area     | 15,800sqm    |
| Yield on Cost* | 7.75%        |
|                |              |

- Valued at \$125 million
- + 81% leased, with NSW Rural Fire Service (9,300sqm) now in occupation
- \* Forecast yield on cost at full occupancy.



#### 300 Lonsdale Street, Melbourne Central

- + Seeking pre-commit for ~20,000sqm complex above retail centre
- + Unique opportunity to further enhance Melbourne Central as a dominant mixed use precinct
- Expected yield on cost for office component over 6.50% and end value in excess of \$200 million



### **Logistics Highlights**



### **Logistics Portfolio Growth**

- + Three prime logistics assets acquired, totalling \$102 million, in Sunshine, Derrimut and Truganina in Melbourne's West
- + Replenishing the Logistics land bank through the acquisition of 8.9 hectares of land in Truganina with capacity to deliver 48,000sqm of GLA
- + Completion of logistics developments at Huntingwood 1B and 50 Old Wallgrove Road at Eastern Creek
- + Six new developments completed over past 18 months, delivering \$240 million of investment assets



Huntingwood 1B Sydney

| End Value     | \$26 million |  |
|---------------|--------------|--|
| Asset Area    | 11,300sqm    |  |
| Yield on Cost | 6.7%         |  |
|               |              |  |

Leased to Cahill Transport Group



| 50 Old Wallgrove Road, Eastern Creek<br>Sydney |              |  |
|--|--------------|--|
| Forecast End Value                             | \$66 million |  |
| Asset Area                                     | 30,100sqm    |  |
| Yield on Cost*                                 | 6.6%         |  |

Leased to ACR Supply Partners<sup>1</sup>

\* Forecast yield on cost at full occupancy.1. Includes leasing completed post-balance date.



#### Sunshine Business Estate Melbourne

| Located approximately 6km from Port Melbourne |              |  |
|---|--------------|--|
| Acquisition Price                             | \$74 million |  |
| Initial Yield                                 | 6.1%         |  |

Four assets fully leased to ASX listed IVE Group for a remaining 8 years

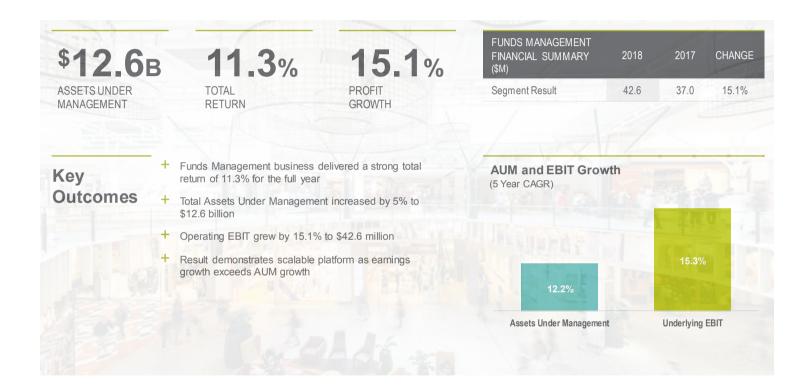
# FUNDS MANAGEMENT



### ANNUAL RESULT 2018



### **Funds Management Highlights**



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### **Fund Update**

#### GPT Wholesale Office Fund

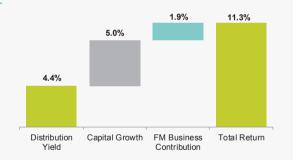
- Achieved a 12.7% total return for the year to 31 December 2018
- Leading its unlisted office fund peers over five, seven and ten years
- Acquired 32 Flinders Street, Melbourne, as a medium-term precinct development opportunity
- Successfully completed a long-dated US Private Placement (USPP) for US\$250m (A\$351m) at a low margin of 167 bps
- Raised \$275 million of equity from a mix of existing and new investors, with funds initially used to reduce gearing to 15.5%

| FUND  | TOTAL         | FUND RETURN |         | GPT        |
|-------|---------------|-------------|---------|------------|
|       | ASSETS 1 year |             | 3 years | INVESTMENT |
| GWOF  | \$7.8b        | 12.7%       | 13.6%   | \$1.5b     |
| GWSCF | \$4.8b        | 4.8%        | 9.6%    | \$1.0b     |
| Total | \$12.6b       |             |         | \$2.5b     |

#### GPT Total Return for 12 months to 31 December 2018

#### GPT Wholesale Shopping Centre Fund

- Achieved a 4.8% total return for the year to 31 December 2018
- Leading its unlisted retail fund peers with a 9.6% total return over three years
- Progressed its strategy to re-weight portfolio towards superregional shopping centres
- Maribyrnong Homemaker Centre was sold for \$67.1 million, a 12% premium to book value



# Summary & Outlook

| ECONOMIC OUTLOOK   | SECTOR OUTLOOK  | GROUP OUTLOOK  |
|--|---|--|
| <ul> <li>Economic outlook has softened but expected to remain healthy</li> <li>Sydney &amp; Melbourne beneficiaries of public &amp; private investment, low unemployment and population growth</li> <li>Fiscal and monetary policy remains accommodative and flexible</li> </ul> | <ul> <li>Retail assets in strong catchments with a compelling proposition will grow productivity</li> <li>Sydney and Melbourne office market fundamentals remain robust</li> <li>Logistics values will continue to benefit from strong investor demand</li> </ul> | <ul> <li>Office and logistics sectors will continue to<br/>outperform</li> <li>Strategic investment will ensure our retail<br/>assets remain preferred destinations</li> <li>Developments on-track and provide growth<br/>opportunities</li> <li>Disciplined capital allocation and strong capital<br/>position</li> </ul> |
|  | 2019 GUIDANCE   |  |
| FFO per security growth of 4%<br>DPS growth of 4%  |   |  |

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### Disclaimer

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Information is stated as at 31 December 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 12 months ended 31 December 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. Key statistics for the Retail and Office divisions include GPT Group's weighted interest in the GPT Wholesale Shopping Centre Fund (GWSCF) and the GPT Wholesale Office Fund (GWOF) respectively.

The images for Melbourne Central and Rouse Hill Town Centre on page 15, and for 32 Smith Street and Melbourne Central on page 20, represent artist impressions.





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
- \$6.2b portfolio
- \$10.0b AUM

#### Office Portfolio

- 25 assets
- 1,150,000 sqm NLA
  550 + tenants
- \$5.9b portfolio
- \$12.1b AUM

#### **Logistics Portfolio**

- 28 assets
- 870,000 sqm GLA
- 80 + tenants
- \$1.9b portfolio
- \$1.9b AUM

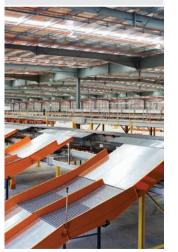
# GPT Portfolio Diversity As at 31 December 2018



Highpoint Shopping Centre, Victoria



580 George Street, Sydney



TNT Erskine Park, Sydney



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    | \$6.20b        | 2.2%                                  | 4.0 years | 99.6%     | 4.88% |
| Office    | \$5.93b        | 5.8%                                  | 5.2 years | 97.1%     | 4.95% |
| Logistics | \$1.89b        | 2.8%                                  | 7.1 years | 97.2%     | 5.78% |
| Total     | \$14.02b       | 3.8%                                  | 4.9 years | 97.8%     | 5.02% |

#### Structured Rental Increases<sup>2</sup>



1. Income for the 12 months to 31 December 2018 compared to the previous corresponding period. 2. Structured rent reviews for the 12 months to 31 December 2019. Other includes market reviews and expiries in 2019.

### 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<br>defined as FFO less maintenance capex, leasing incentives and one-off<br>items calculated in accordance with the PCA 'Voluntary Best Practice<br>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,<br>Department Stores and Cinemas                                       |
| MAT                | Moving Annual Turnover  |
| MER                | Management Expense Ratio: Management Expense Ratio is defined as<br>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:<br>The ASX defines ordinary securities as those securities that carry no<br>special or preferred rights. Holders of ordinary securities will usually have<br>the right to vote at a general meeting of the company, and to participate in<br>any dividends or any distribution of assets on winding up of the company<br>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<br>in Net Tangible Assets (NTA) per security plus distributions per security<br>declared over the year, divided by the NTA per security at the beginning of<br>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   |  |  |

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FINANCIAL PERFORMANCE

### **Financial Summary**

| 12 months to 31 December                       | 2018      | 2017      | Change      |
|--|-----------|-----------|-------------|
| Funds From Operations (\$m)                    | 574.6     | 554.2     | ▲ 3.7%      |
| Net profit after tax (\$m)1                    | 1,451.7   | 1,268.0   | ▲ 14.5%     |
| FFO per ordinary security (cents)              | 31.84     | 30.77     | ▲ 3.5%      |
| FFO yield (based on period end price)          | 6.0%      | 6.0%      |             |
| Distribution per ordinary security (cents)     | 25.46     | 24.60     | ▲ 3.5%      |
| Distribution yield (based on period end price) | 4.8%      | 4.8%      |             |
| Net interest expense (\$m)                     | (124.4)   | (102.4)   | ▲ 21.5%     |
| Interest capitalised (\$m)                     | 13.7      | 8.6       | ▲ 5.1m      |
| Weighted average cost of debt                  | 4.2%      | 4.2%      | No Change   |
| Interest cover                                 | 5.7 times | 6.5 times | ▼ 0.8 times |

The weighted average number of ordinary stapled securities was 1,804.4 million for 2018 and 1,801.1 million for 2017. The period end price was \$5.34 at 31 December 2018 and \$5.11 at 31 December 2017.

|  | As at 31 Dec 18    | As at 31 Dec 17    | Change         |
|--|--------------------|--------------------|----------------|
| Total assets (\$m)1                            | 14,778.0           | 12,957.3           | ▲ 14.1%        |
| Total borrowings (\$m)                         | 4,114.9            | 3,300.6            | <b>^</b> 24.7% |
| NTA per security (\$)                          | 5.58               | 5.04               | ▲ 10.7%        |
| Net gearing                                    | 26.3%              | 24.4%              | 🔺 190 bps      |
| Net look through gearing                       | 29.0%              | 27.7%              | 🔺 130 bps      |
| Weighted average term to maturity of debt      | 6.3 years          | 7.1 years          | ▼ 0.8 years    |
| Credit ratings (S&P/Moody's)                   | A stable/A2 stable | A stable/A2 stable | Unchanged      |
| Weighted average term of interest rate hedging | 4.4 years          | 4.8 years          | ▼ 0.4 years    |

1. The 31 December 2017 net profit after tax and total assets have been restated as a result of the adoption of new accounting standards.

### **Results Summary**

| Segment performance 12 months to 31 December (\$m)                                | 2018    | 2017    |
|---|---------|---------|
| Retail  |         |         |
| Operations net income   | 318.6   | 313.1   |
| Development net income  | 7.6     | 5.3     |
|   | 326.2   | 318.4   |
| Office  |         |         |
| Operations net income   | 267.7   | 247.8   |
| Development net income  | 1.0     | 1.1     |
|   | 268.7   | 248.9   |
| Logistics   |         |         |
| Operations net income   | 104.8   | 93.3    |
| Development net income  | 5.1     | 0.7     |
|   | 109.9   | 94.0    |
| Funds Management  | 42.6    | 37.0    |
| Net financing costs   | (124.4) | (102.4) |
| Corporate management expenses   | (34.2)  | (30.6)  |
| Tax expenses  | (14.2)  | (11.1)  |
| Funds From Operations (FFO)   | 574.6   | 554.2   |
| Valuation increase  | 910.7   | 717.7   |
| Financial instruments mark to market movements and net foreign exchange movements | (39.6)  | (2.9)   |
| Other items   | 6.0     | (1.0)   |
| Net Profit After Tax (NPAT) <sup>1</sup>  | 1,451.7 | 1,268.0 |

1. The 31 December 2017 net profit after tax has been restated as a result of the adoption of new accounting standards.

### Funds From Operations to Adjusted Funds From Operations

| 12 months to 31 December (\$m)                           | 2018    | 2017    |
|--|---------|---------|
| Core business  | 747.4   | 698.3   |
| Financing and corporate overheads                        | (172.8) | (144.1) |
| Funds From Operations                                    | 574.6   | 554.2   |
| Maintenance capital expenditure                          | (53.2)  | (54.4)  |
| Lease incentives (including rent free and leasing costs) | (60.9)  | (53.5)  |
| Adjusted Funds From Operations                           | 460.5   | 446.3   |



Highpoint Shopping Centre, VIC

### **NTA Movement**

| Securities on Issue            | Number of Securities (million) |
|--------------------------------|--------------------------------|
| Opening balance 1 January 2018 | 1,801.6                        |
| Issue of securities            | 3.3                            |
| 31 December 2018 balance       | 1,804.9                        |

| NTA Movement                                     | Net Assets<br>(\$m) | No. of Securities<br>(million) | NTA per Security<br>(\$) |
|--|---------------------|--------------------------------|--------------------------|
| NTA position as at 31 December 2017 <sup>1</sup> | 9,075.0             | 1,801.6                        | 5.04                     |
| FFO  | 574.6               |                                | 0.32                     |
| Revaluations                                     | 910.7               |                                | 0.50                     |
| Mark to market of Treasury                       | (32.0)              |                                | (0.02)                   |
| Distribution                                     | (459.5)             |                                | (0.26)                   |
| Issue of securities                              | 11.1                | 3.3                            | -                        |
| Other  | (6.1)               |                                | -                        |
| Movement in NTA                                  | 998.8               |                                | 0.54                     |
| NTA position as at 31 December 2018              | 10,073.8            | 1,804.9                        | 5.58                     |

1. The 31 December 2017 net assets have been restated as a result of the adoption of new accounting standards.

# **Capital Management Summary**

| Gearing (\$m)                              | As at 31 December 2018 |
|--|------------------------|
| Total assets                               | 14,778.0               |
| Less: intangible assets                    | (26.8)                 |
| Less: Cross currency swap assets           | (265.4)                |
| Total tangible assets                      | 14,485.8               |
| Current borrowings                         | 516.0                  |
| Non-current borrowings                     | 3,598.9                |
| Less: Fair value of foreign currency bonds | (267.4)                |
| Total borrowings <sup>1</sup>              | 3,847.5                |
| Net Gearing <sup>2</sup>                   | 26.3%                  |

1. Includes unamortised establishment costs and other adjustments. As at 31 December 2018, drawn debt is \$3,826 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)                    | 31 December 2018 |
|---|------------------|
| Funds From Operations                   | 574.6            |
| Add: taxes deducted                     | 14.2             |
| Add: Finance Costs for the period       | 125.8            |
| Earnings Before Interest and Tax (EBIT) | 714.6            |
| Finance Costs                           | 125.8            |
| Interest Cover                          | 5.7 times        |

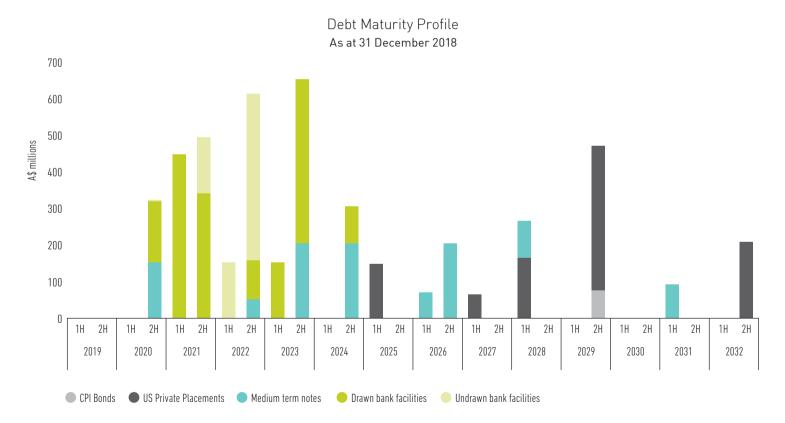
### Look Through Gearing

| Look Through Gearing as at 31 December 2018                   | GPT Group | GWOF      | GWSCF     | Other <sup>2</sup> | Total     |
|---|-----------|-----------|-----------|--------------------|-----------|
| Share of assets of non-consolidated entities                  |           |           |           |                    |           |
| Group total tangible assets                                   | 14,485.8  |           | •         |                    | 14,485.8  |
| Plus: GPT share of assets of non-consolidated entities        |           | 1,857.7   | 1,383.8   | 1,396.3            | 4,637.8   |
| Less: total equity investment in non-consolidated entities    |           | (1,524.0) | (1,013.7) | (1,368.2)          | (3,905.9) |
| Less: GPT loans to non-consolidated entities                  |           |           | •         | 0.0                | 0.0       |
| Total look through assets                                     | 14,485.8  | 333.7     | 370.1     | 28.1               | 15,217.7  |
| Group total borrowings  | 3,847.5   |           |           |                    | 3,847.5   |
| Plus: GPT share of external debt of non-consolidated entities |           | 295.4     | 339.8     | 0.0                | 635.2     |
| Total look through borrowings                                 | 3,847.5   | 295.4     | 339.8     | 0.0                | 4,482.7   |
| Total Look through cash                                       | 58.7      | 8.8       | 3.6       | 29.0               | 100.1     |
| Look through gearing based on net debt <sup>1</sup>           |           |           |           |                    | 29.0%     |

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).

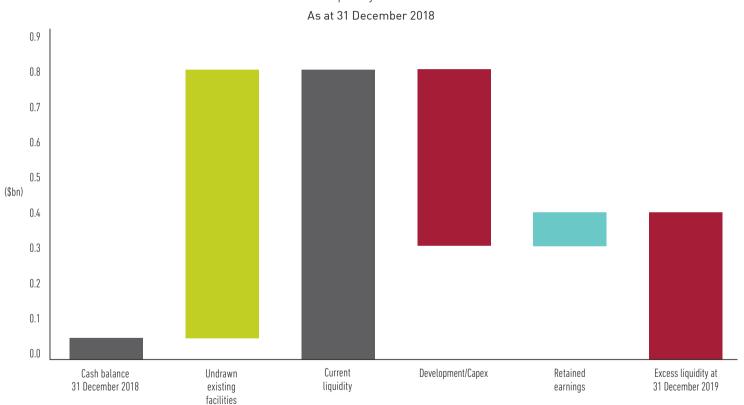
### **Debt Maturity Profile**

Undrawn committed facilities and cash of \$810 million.



Adjusted for \$250 million MTN maturity in January 2019, and assumes CP is refinanced with committed bank facilities.

# **Liquidity Profile**

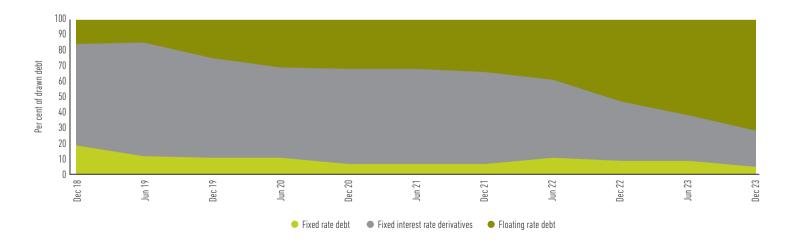


Liquidity Profile

### **Hedging Profile**

### Hedging Profile as at 31 December 2018

| Hedging Position | Average Rate on Hedged Balance<br>excl Margins | Principal Amount of Derivative<br>Financial Instruments (\$m) | Principal Amount of<br>Fixed Rate Borrowings (\$m) |
|------------------|--|---|--|
| 31 December 2018 | 2.56%  | 2,465   | 725  |
| 31 December 2019 | 2.56%  | 2,665   | 475  |
| 31 December 2020 | 2.88%  | 2,695   | 325  |
| 31 December 2021 | 2.91%  | 2,595   | 325  |
| 31 December 2022 | 3.05%  | 1,650   | 425  |
| 31 December 2023 | 3.53%  | 1,000   | 225  |





Riverside Centre, Brisbane



### **Retail Portfolio Overview**

GPT is a leading owner, manager and developer of Australian retail property. GPT's retail investments of \$6.2 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 (83.3%)
- 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 2018. 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

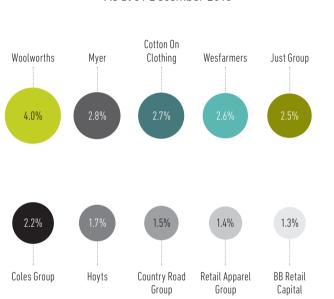
• Casuarina Square (50%)

#### Queensland

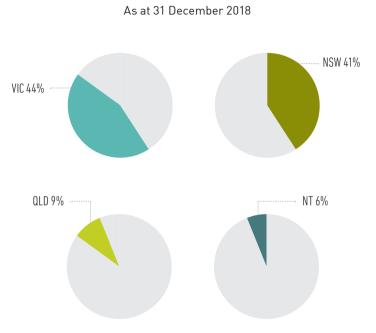
#### GPT Owned

• Sunshine Plaza (50%)<sup>1</sup>

### **Retail Portfolio Summary**



Top Ten Tenants<sup>1</sup> As at 31 December 2018



Geographic Weighting

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

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### **Retail Portfolio Summary**

|                           | State | Ownership | GLA<br>(100% Interest)<br>(sqm) | 31 Dec 18<br>Fair Value<br>(\$m) | 31 Dec 18<br>Cap Rate<br>(%) | Occupancy                  | Centre<br>MAT<br>(\$m)  | Specialty<br>Occupancy<br>Cost <sup>2</sup> | Specialty<br>MAT <sup>2</sup><br>(\$psm) |
|---------------------------|-------|-----------|---------------------------------|----------------------------------|------------------------------|----------------------------|-------------------------|---|--|
| GPT Portfolio             |       |           |                                 |                                  |                              |                            |                         |   |  |
| Casuarina Square          | NT    | 50%       | 55,100                          | 300.8                            | 5.50%                        | 98.9%                      | \$366.4m                | 17.9%                                       | 9,872                                    |
| Charlestown Square        | NSW   | 100%      | 94,800                          | 977.3                            | 5.25%                        | 99.3%                      | \$584.2m                | 14.8%                                       | 12,221                                   |
| Highpoint Shopping Centre | VIC   | 17%       | 152,500                         | 435.0                            | 4.13%                        | 99.8%                      | \$1,022.4m              | 19.0%                                       | 11,355                                   |
| Melbourne Central         | VIC   | 100%      | 56,300                          | 1,513.0                          | 4.50%                        | 100.0%                     | \$572.2m                | 18.0%                                       | 13,432                                   |
| Rouse Hill Town Centre    | NSW   | 100%      | 69,800                          | 635.2                            | 5.50%                        | 99.6%                      | \$453.7m                | 14.1%                                       | 9,460                                    |
| Sunshine Plaza            | QLD   | 50%       | 73,400                          | 607.5                            | 5.00%                        | N/A                        | \$501.2m                | 17.8%                                       | 12,121                                   |
| Westfield Penrith         | NSW   | 50%       | 91,600                          | 716.3                            | 4.75%                        | 99.7%                      | \$653.6m                | 18.8%                                       | 11,919                                   |
| GWSCF Portfolio           |       |           |                                 |                                  |                              |                            | ·                       |   |  |
| Casuarina Square          | NT    | 50%       | 55,100                          | 300.8                            | 5.50%                        | 98.9%                      | \$366.4m                | 17.9%                                       | 9,872                                    |
| Chirnside Park            | VIC   | 100%      | 37,800                          | 308.7                            | 5.50%                        | 100.0%                     | \$300.6m                | 15.2%                                       | 12,454                                   |
| Highpoint Shopping Centre | VIC   | 83%       | 152,500                         | 2,175.0                          | 4.13%                        | 99.8%                      | \$1,022.4m              | 19.0%                                       | 11,355                                   |
| Macarthur Square          | NSW   | 50%       | 107,600                         | 614.5                            | 4.75%                        | 98.1%                      | \$565.9m                | 17.6%                                       | 8,904                                    |
| Northland Shopping Centre | VIC   | 50%       | 98,600                          | 504.0                            | 5.25%                        | 99.5%                      | \$541.9m                | 18.8%                                       | 8,976                                    |
| Norton Plaza              | NSW   | 100%      | 11,800                          | 149.3                            | 5.50%                        | 100.0%                     | \$119.1m                | 15.0%                                       | 11,538                                   |
| Parkmore Shopping Centre  | VIC   | 100%      | 36,800                          | 264.1                            | 6.00%                        | 99.9%                      | \$266.2m                | 14.7%                                       | 9,704                                    |
| Wollongong Central        | NSW   | 100%      | 54,900                          | 485.6                            | 5.75%                        | 97.9%                      | \$318.3m                | 15.5%                                       | 8,751                                    |
| GPT Weighted Total        |       |           | 940,900                         |                                  | 4.88%                        | <b>99.6</b> % <sup>1</sup> | \$2,859.7m <sup>1</sup> | <b>16.9%</b> <sup>1</sup>                   | 11,460 <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<br>12 months to<br>31 Dec (\$m) |       |          |                                  |  |                               | Fair Value Reco              | onciliation           |                |                              |                               |                                  |                          |
|---|--|-------|----------|----------------------------------|--|-------------------------------|------------------------------|-----------------------|----------------|------------------------------|-------------------------------|----------------------------------|--------------------------|
|   | 2017                                   | 2018  | Variance | Fair Value<br>31 Dec 17<br>(\$m) | Development<br>& Other<br>Capex<br>(\$m) | Maintenance<br>Capex<br>(\$m) | Lease<br>Incentives<br>(\$m) | Acquisitions<br>(\$m) | Sales<br>(\$m) | Net<br>Revaluations<br>(\$m) | Other<br>Adjustments<br>(\$m) | Fair Value<br>31 Dec 18<br>(\$m) | % of<br>Portfolio<br>(%) |
| GPT Portfolio                                     |  |       |          |                                  |  |                               |                              |                       |                |                              |                               |                                  |                          |
| Casuarina Square                                  | 18.9                                   | 18.1  | (0.8)    | 322.6                            | 7.3                                      | 4.5                           | 1.4                          | 0.0                   | 0.0            | (35.0)                       | 0.0                           | 300.8                            | 4.9                      |
| Charlestown Square                                | 52.1                                   | 55.8  | 3.7      | 931.4                            | 6.9                                      | 4.3                           | 3.0                          | 0.0                   | 0.0            | 31.7                         | 0.0                           | 977.3                            | 15.8                     |
| Highpoint Shopping Centre                         | 18.6                                   | 18.4  | (0.2)    | 434.2                            | 0.7                                      | 1.6                           | 1.1                          | 0.0                   | 0.0            | (2.6)                        | 0.0                           | 435.0                            | 7.0                      |
| Melbourne Central                                 | 74.1                                   | 78.4  | 4.3      | 1,383.2                          | 16.7                                     | 9.7                           | 3.8                          | 0.0                   | 0.0            | 99.6                         | 0.0                           | 1,513.0                          | 24.4                     |
| Rouse Hill Town Centre <sup>1</sup>               | 37.0                                   | 38.1  | 1.1      | 606.8                            | 12.2                                     | 2.8                           | 3.2                          | 0.0                   | 0.0            | 19.2                         | (9.0)                         | 635.2                            | 10.2                     |
| Sunshine Plaza                                    | 24.9                                   | 22.3  | (2.6)    | 486.5                            | 112.0                                    | 1.8                           | 2.8                          | 0.0                   | 0.0            | 4.4                          | 0.0                           | 607.5                            | 9.8                      |
| Westfield Penrith                                 | 34.9                                   | 35.6  | 0.7      | 669.5                            | 0.1                                      | 1.7                           | 2.4                          | 0.0                   | 0.0            | 42.6                         | 0.0                           | 716.3                            | 11.6                     |
| Assets Sold During the Period                     |  |       |          |                                  |  |                               |                              |                       |                | ·                            |                               |                                  |                          |
| Homemaker Maribyrnong                             | 0.8                                    | 0.8   | 0.0      | 11.7                             | 0.0                                      | 0.1                           | 0.0                          | 0.0                   | (12.0)         | 0.2                          | 0.0                           | (0.0)                            | 0.0                      |
| Equity Interests                                  |  |       |          |                                  |  |                               |                              |                       |                |                              |                               |                                  |                          |
| GPT Equity Interest in GWSCF (28.6%) <sup>2</sup> | 46.5                                   | 46.3  | (0.2)    | 1,008.2                          | 0.0                                      | 0.0                           | 0.0                          | 0.0                   | 0.0            | 0.9                          | 4.6                           | 1,013.7                          | 16.4                     |
| Total Retail Portfolio                            | 307.8                                  | 313.8 | 6.0      | 5,854.1                          | 155.9                                    | 26.5                          | 17.7                         | 0.0                   | (12.0)         | 161.0                        | (4.4)                         | 6,198.8                          |                          |

1. Rouse Hill 'Other Adjustment' represents the fair value of land transferred to Inventory during the period.

2. 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 12 months to 31 December 2018 represents GPT's share of FFO for the period.

Note: Differences due to rounding.

### **Retail Sales Summary**

|  | Centre MAT<br>(\$m) | Comparable<br>Centre MAT<br>Growth | Comparable<br>Specialty MAT<br>Growth <sup>4</sup> | Specialty MAT"<br>(\$psm) | Specialty<br>Occupancy Cost <sup>4</sup> |
|--|---------------------|------------------------------------|--|---------------------------|--|
| GPT Portfolio                          |                     |                                    |  |                           |  |
| Casuarina Square                       | \$366.4m            | (7.0%)                             | (6.4%)   | 9,872                     | 17.9%                                    |
| Charlestown Square                     | \$584.2m            | 0.7%                               | (0.6%)   | 12,221                    | 14.8%                                    |
| Highpoint Shopping Centre              | \$1,022.4m          | 2.6%                               | 1.3%   | 11,355                    | 19.0%                                    |
| Melbourne Central                      | \$572.2m            | 8.9%                               | 6.7%   | 13,432                    | 18.0%                                    |
| Rouse Hill Town Centre                 | \$453.7m            | 4.1%                               | 9.2%   | 9,460                     | 14.1%                                    |
| Westfield Penrith <sup>1</sup>         | \$653.6m            | 0.8%                               | 0.5%   | 11,919                    | 18.8%                                    |
| GWSCF Portfolio                        |                     |                                    |  |                           |  |
| Casuarina Square                       | \$366.4m            | (7.0%)                             | (6.4%)   | 9,872                     | 17.9%                                    |
| Chirnside Park                         | \$300.6m            | 2.9%                               | 4.7%   | 12,454                    | 15.2%                                    |
| Highpoint Shopping Centre              | \$1,022.4m          | 2.6%                               | 1.3%   | 11,355                    | 19.0%                                    |
| Northland Shopping Centre <sup>2</sup> | \$541.9m            | (1.4%)                             | (5.5%)   | 8,976                     | 18.8%                                    |
| Norton Plaza                           | \$119.1m            | (0.7%)                             | (4.1%)   | 11,538                    | 15.0%                                    |
| Parkmore Shopping Centre               | \$266.2m            | 3.0%                               | 3.2%   | 9,704                     | 14.7%                                    |
| GPT Weighted Total <sup>3</sup>        | \$2,859.7m          | 2.4%                               | 2.5%   | 11,460                    | 16.9%                                    |

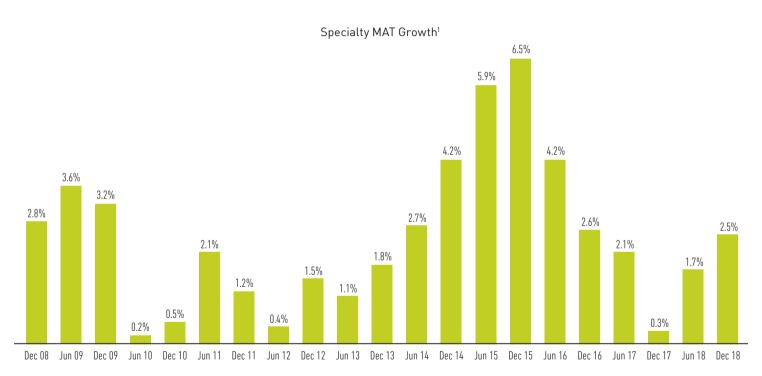
1. Analysis provided by Scentre Group. 2. Analysis provided by Vicinity Centres. 3. Excludes development impacted centres (Sunshine Plaza, Macarthur Square and Wollongong Central). 4. Represents Specialty Tenancies less than 400 sqm.

### Comparable Change in Retail Sales by Category

| Comparable Change in Retail Sales by Category as at 31 December 2018 | MAT (\$m)  | 12 Months Growth |
|--|------------|------------------|
| Department Store   | \$104.2m   | (3.7%)           |
| Discount Department Store  | \$222.5m   | (1.1%)           |
| Supermarket  | \$449.2m   | 0.7%             |
| Cinemas  | \$63.0m    | (2.1%)           |
| Other Retail   | \$170.6m   | 4.2%             |
| Total Specialties  | \$1,850.3m | 3.6%             |
| • Specialties >400sqm  | \$478.9m   | 6.9%             |
| • Specialties <400sqm  | \$1,371.4m | 2.5%             |
| Total Centre   | \$2,859.7m | 2.4%             |
| Total Specialty Sales Split  |            |                  |
| Fashion, Footwear & Accessories                                      | \$539.7m   | (2.4%)           |
| Technology & Appliances  | \$327.5m   | 12.6%            |
| Dining   | \$290.9m   | 3.2%             |
| Health & Beauty  | \$270.3m   | 6.1%             |
| Leisure  | \$130.4m   | 6.5%             |
| Food Retail  | \$101.4m   | 7.3%             |
| General Retail   | \$74.3m    | 11.4%            |
| Jewellery  | \$74.2m    | (10.2%)          |
| Homewares  | \$33.9m    | 9.7%             |
| Retail Services  | \$7.7m     | (6.6%)           |
| Total Specialties  | \$1,850.3m | 3.6%             |

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.

### **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 400 sqm.

# **External Valuation Summary**

|                           | State | Ownership | Date      | Valuer   | Valuation<br>(\$m) | Capitalisation Rate<br>(%) |
|---------------------------|-------|-----------|-----------|----------|--------------------|----------------------------|
| GPT Portfolio             |       |           |           |          |                    |                            |
| Casuarina Square          | NT    | 50%       | 31 Dec 18 | Savills  | 300.8              | 5.50%                      |
| Charlestown Square        | NSW   | 100%      | 30 Jun 18 | KF       | 968.0              | 5.25%                      |
| Highpoint Shopping Centre | VIC   | 17%       | 31 Dec 18 | CBRE     | 435.0              | 4.13%                      |
| Melbourne Central         | VIC   | 100%      | 31 Dec 18 | Savills  | 1,513.0            | 4.50%                      |
| Rouse Hill Town Centre    | NSW   | 100%      | 31 Dec 18 | CBRE     | 635.2              | 5.50%                      |
| Sunshine Plaza            | QLD   | 50%       | 31 Dec 18 | CBRE     | 607.5              | 5.00%                      |
| Westfield Penrith         | NSW   | 50%       | 30 Jun 18 | M3       | 713.5              | 4.75%                      |
| GWSCF Portfolio           |       |           |           |          |                    |                            |
| Casuarina Square          | NT    | 50%       | 31 Dec 18 | Savills  | 300.8              | 5.50%                      |
| Chirnside Park            | VIC   | 100%      | 30 Sep 18 | Colliers | 307.3              | 5.50%                      |
| Highpoint Shopping Centre | VIC   | 83%       | 31 Dec 18 | CBRE     | 2,175.0            | 4.13%                      |
| Macarthur Square          | NSW   | 50%       | 30 Sep 18 | KF       | 611.5              | 4.75%                      |
| Northland Shopping Centre | VIC   | 50%       | 30 Sep 18 | CBRE     | 500.0              | 5.25%                      |
| Norton Plaza              | NSW   | 100%      | 31 Dec 18 | Colliers | 149.3              | 5.50%                      |
| Parkmore Shopping Centre  | VIC   | 100%      | 30 Sep 18 | Savills  | 263.0              | 6.00%                      |
| Wollongong Central        | NSW   | 100%      | 31 Dec 18 | CBRE     | 484.5              | 5.75%                      |

Note: Valuations include ancillary assets.

# **Retail Sustainability**

|                           | Area GLA | Water (Total)<br>Litres/m² | Emissions<br>kg CO <sub>2</sub> -e/m <sup>2</sup> | Waste %<br>Recycled/Reused |
|---------------------------|----------|----------------------------|---|----------------------------|
| GPT Portfolio             |          |                            | <b>3</b> Z  |                            |
| Casuarina Square          | 55,100   | 1,753                      | 72  | 23%                        |
| Charlestown Square        | 94,800   | 514                        | 60  | 59%                        |
| Highpoint Shopping Centre | 152,500  | 1,080                      | 73  | 38%                        |
| Melbourne Central         | 56,300   | 1,991                      | 162   | 26%                        |
| Rouse Hill Town Centre    | 69,800   | 1,387                      | 32  | 69%                        |
| Sunshine Plaza            | 73,400   | 1,112                      | 76  | 50%                        |
| Westfield Penrith         | 91,600   | 1,679                      | 79  | 44%                        |
| GWSCF Portfolio           |          |                            |   |                            |
| Casuarina Square          | 55,100   | 1,753                      | 72  | 23%                        |
| Chirnside Park            | 37,800   | 964                        | 43  | 30%                        |
| Highpoint Shopping Centre | 152,500  | 1,080                      | 73  | 38%                        |
| Macarthur Square          | 107,600  | 1,079                      | 86  | 26%                        |
| Northland Shopping Centre | 98,600   | 731                        | 105   | 36%                        |
| Norton Plaza              | 11,800   | 1,490                      | 79  | 39%                        |
| Parkmore Shopping Centre  | 36,800   | 876                        | 77  | 44%                        |
| Wollongong Central        | 54,900   | 716                        | 82  | 37%                        |
| Total Portfolio Average   |          | 1,135                      | 79  | 40%                        |

Note: Sustainability data as at 31 December 2018. 1. Figure reflects combined Melbourne Central and Melbourne Central Tower recycling service.

# **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   | Woolworths, Coles   |
| Fashion, Footwear &<br>Accessories | Unisex, Womenswear, Menswear, Footwear, Fashion Accessories,<br>Childrenswear   | H&M, Uniqlo, Zara, Country Road, Peter Alexander, Witchery, Sportsgirl, Portmans, Tarocash,<br>Mimco, Colette, Lovisa, Nine West, Wittner |
| Dining                             | Cafes, Restaurants, Food Court, Takeaway  | The Bavarian, Grill'd, The Coffee Club, Guzman y Gomez, Sushi Train, McDonalds,<br>Muffin Break, Top Juice                                |
| Food Retail                        | Bakeries/Cakes/Pastries, Butcher, Delicatessen, Fruit &<br>Vegetables, Liquor, Poultry, Seafood, Other Specialty Food | Bakers Delight, Michel's Patisserie, Craig Cook Butcher, Deliland, Harris Farm, Dan Murphy,<br>Liquorland, Healthy Life, Costi Seafood    |
| Health & Beauty                    | Cosmetics, Hairdressing/Beauty/Laser, Massage & Nail Bars,<br>Optometrist, Pharmacy                                   | Mecca, Sephora, Just Cuts, Laserclinics, Ella Bache, OPSM, Terry White, Priceline   |
| General Retail                     | Car Show Room, Discount Variety, Educational, Florist, Giftware,<br>Pets, Toys, Miscellaneous                         | Toyota, Daiso, The Reject Shop, Australian Geographic, Riot Art & Craft, T2, Lincraft, RSPCA,<br>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,<br>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 &<br>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,<br>Pad Sites/Bulky Goods, Travel Agent                 | Star Car Wash, Kmart Tyre and Auto, Strike Bowling, Timezone, Holey Moley, Fitness First,<br>Anytime Fitness, Flight Centre               |
| Non-retail                         | ATM, Banks/Insurance/OtherFinancial, Education, Medical, Petrol Station, Other Non Retail                             | ANZ, CBA, Westpac, BUPA, Medicare, Currency Exchange, Australia Post, TAB,<br>Mortgage Choice   |

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**OFFICE PORTFOLIO** 

### **Office Portfolio Overview**

GPT's office portfolio comprises ownership in 25 high quality assets with a total investment of \$5.9 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%)
- 60 Station Street
- 4 Murray Rose Avenue

#### 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
- 32 Flinders Street

#### Queensland

#### GPT Owned

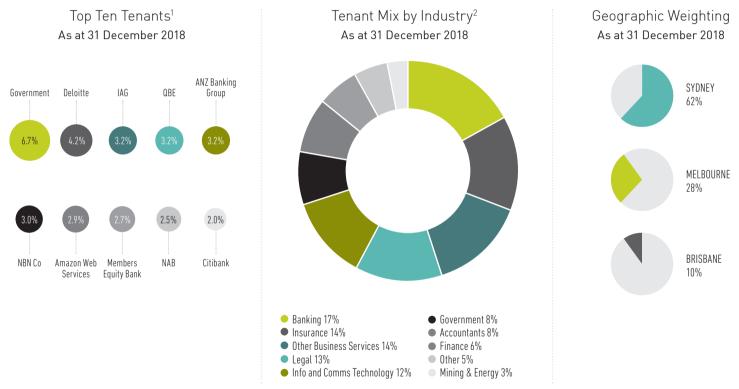
• One One One Eagle Street (33.3%)

#### GWOF Owned

- One One One Eagle Street (66.7%)
- Riverside Centre

# **Office Portfolio Summary**

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



1. Based on gross rent. 2. By area. Includes future IAG lease at Darling Park 2. 53

### Income and Fair Value Schedule

|  |       | Income                |          |                                  |  |                               | I                            | air Value Reco        | nciliation     |                              |                               |                                  |                          |
|--|-------|-----------------------|----------|----------------------------------|--|-------------------------------|------------------------------|-----------------------|----------------|------------------------------|-------------------------------|----------------------------------|--------------------------|
|  |       | 2 month<br>31 Dec (\$ |          |                                  |  | Capex                         |                              |                       |                |                              |                               |                                  |                          |
|  | 2017  | 2018                  | Variance | Fair Value<br>31 Dec 17<br>(\$m) | Development<br>& Other<br>Capex<br>(\$m) | Maintenance<br>Capex<br>(\$m) | Lease<br>Incentives<br>(\$m) | Acquisitions<br>(\$m) | Sales<br>(\$m) | Net<br>Revaluations<br>(\$m) | Other<br>Adjustments<br>(\$m) | Fair Value<br>31 Dec 18<br>(\$m) | % of<br>Portfolio<br>(%) |
| GPT Portfolio                                      |       |                       |          |                                  |  |                               |                              |                       |                |                              |                               |                                  |                          |
| Australia Square, Sydney                           | 23.8  | 26.7                  | 2.9      | 444.2                            | 1.0                                      | 4.6                           | 5.5                          | -                     | -              | 102.2                        | _                             | 557.5                            | 9.4                      |
| Citigroup Centre, Sydney                           | 35.1  | 35.9                  | 0.8      | 630.0                            | -  | 2.1                           | 4.9                          | -                     | -              | 125.5                        | -                             | 762.5                            | 12.9                     |
| MLC Centre, Sydney                                 | 29.6  | 32.0                  | 2.4      | 662.2                            | 8.0                                      | 7.4                           | 4.5                          | -                     | -              | 92.9                         | -                             | 775.0                            | 13.1                     |
| 1 Farrer Place, Sydney                             | 22.2  | 25.3                  | 3.1      | 476.7                            | 2.1                                      | 3.2                           | 6.5                          | -                     | -              | 76.0                         | -                             | 564.5                            | 9.5                      |
| 60 Station Street, Parramatta                      | -     | 4.7                   | 4.7      | -                                | -  | -                             | -                            | 292.9                 | -              | (14.9)                       | -                             | 278.0                            | 4.7                      |
| 4 Murray Rose Avenue, Sydney Olympic Park          | -     | 0.8                   | 0.8      | 33.0                             | 53.0                                     | -                             | -                            | -                     | -              | 39.0                         | -                             | 125.0                            | 2.1                      |
| Melbourne Central Tower, Melbourne                 | 32.8  | 34.9                  | 2.1      | 546.7                            | 4.4                                      | 3.0                           | 12.6                         | -                     | -              | 36.3                         | -                             | 603.0                            | 10.2                     |
| CBW, Melbourne                                     | 19.9  | 21.1                  | 1.2      | 360.0                            | 0.5                                      | 0.4                           | 1.8                          | -                     | -              | 17.3                         | -                             | 380.0                            | 6.4                      |
| One One One Eagle Street, Brisbane                 | 18.2  | 18.8                  | 0.6      | 293.7                            | -  | 0.4                           | 0.4                          | -                     | -              | 5.5                          | -                             | 300.0                            | 5.1                      |
| Assets Under Development                           |       |                       |          |                                  |  |                               |                              |                       |                |                              |                               | •                                |                          |
| 32 Smith Street, Parramatta                        | -     | -                     | _        | 39.6                             | 12.4                                     | _                             | _                            | _                     | -              | 10.0                         | _                             | 62.0                             | 1.0                      |
| Equity Interests                                   |       |                       |          |                                  |  |                               |                              |                       |                |                              |                               |                                  |                          |
| GPT Equity Interest in GWOF (23.8%) <sup>1,2</sup> | 68.8  | 69.8                  | 1.0      | 1,408.6                          | -  | -                             | _                            | _                     | -              | 108.7                        | 6.7                           | 1,524.0                          | 25.7                     |
| Total Office Portfolio                             | 250.4 | 270.0                 | 19.6     | 4,894.7                          | 81.4                                     | 21.1                          | 36.2                         | 292.9                 | -              | 598.5                        | 6.7                           | 5,931.5                          | 100.0                    |

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 represents GPT's share of FFO for the year.

2. GPT's Equity Interest in GWOF includes restatement of the 31 December 2017 balance as a result of the adoption of new accounting standards.

# **Office Portfolio Summary**

|   |        |           | Office NLA                  |                                  |                              | 0                                       | ffice Occupancy       |                               |                              |  |
|---|--------|-----------|-----------------------------|----------------------------------|------------------------------|---|-----------------------|-------------------------------|------------------------------|--|
|   | State  | Ownership | (100%<br>Interest)<br>(sqm) | 31 Dec 18<br>Fair Value<br>(\$m) | 31 Dec 18<br>Cap Rate<br>(%) | Actual                                  | Inc. Signed<br>Leases | Inc.<br>Heads of<br>Agreement | WALE<br>by Income<br>(Years) |  |
| GPT Portfolio                             |        |           |                             |                                  |                              |   |                       |                               |                              |  |
| Australia Square, Sydney                  | NSW    | 50%       | 51,600                      | 557.5                            | 4.92%                        | 91.7%                                   | 91.7%                 | 93.0%                         | 3.6                          |  |
| Citigroup Centre, Sydney                  | NSW    | 50%       | 73,400                      | 762.5                            | 4.88%                        | 99.0%                                   | 99.0%                 | 99.0%                         | 4.7                          |  |
| MLC Centre, Sydney                        | NSW    | 50%       | 66,900                      | 775.0                            | 4.86%                        | 92.7%                                   | 96.0%                 | 96.8%                         | 4.4                          |  |
| 1 Farrer Place, Sydney                    | NSW    | 25%       | 84,400                      | 564.5                            | 4.63%                        | 98.1%                                   | 98.1%                 | 98.7%                         | 5.5                          |  |
| 60 Station Street, Parramatta             | NSW    | 100%      | 25,100                      | 278.0                            | 5.25%                        | 100.0%                                  | 100.0%                | 100.0%                        | 3.8                          |  |
| 4 Murray Rose Avenue, Sydney Olympic Park | NSW    | 100%      | 15,700                      | 125.0                            | 5.50%                        | 59.1%                                   | 80.9%                 | 80.9%                         | 11.4                         |  |
| Melbourne Central Tower, Melbourne        | VIC    | 100%      | 65,500                      | 603.0                            | 5.13%                        | 99.3%                                   | 99.3%                 | 99.3%                         | 3.1                          |  |
| CBW, Melbourne                            | VIC    | 50%       | 76,100                      | 380.0                            | 5.00%                        | 100.0%                                  | 100.0%                | 100.0%                        | 4.6                          |  |
| One One Cone Eagle Street, Brisbane       | QLD    | 33.3%     | 63,700                      | 300.0                            | 5.00%                        | 99.1%                                   | 99.1%                 | 99.1%                         | 5.6                          |  |
|   | •••••• |           |                             |                                  |                              | ••••••••••••••••••••••••••••••••••••••• |                       |                               |                              |  |

|                                    |       |           | Office NLA                   |                                  |                              | 0                         | ffice Occupancy            |                               |                              |
|------------------------------------|-------|-----------|------------------------------|----------------------------------|------------------------------|---------------------------|----------------------------|-------------------------------|------------------------------|
|                                    | State | Ownership | (100%)<br>Interest)<br>(sqm) | 31 Dec 18<br>Fair Value<br>(\$m) | 31 Dec 18<br>Cap Rate<br>(%) | Actual                    | Inc. Signed<br>Leases      | Inc.<br>Heads of<br>Agreement | WALE<br>by Income<br>(Years) |
| GWOF Portfolio                     |       |           |                              |                                  |                              |                           |                            |                               |                              |
| Liberty Place, Sydney              | NSW   | 50%       | 56,500                       | 725.0                            | 4.50%                        | 100.0%                    | 100.0%                     | 100.0%                        | 10.0                         |
| Darling Park 1 & 2, Sydney         | NSW   | 50%       | 101,800                      | 969.9                            | DP1: 5.40%<br>DP2: 4.94%     | DP1: 100.0%<br>DP2: 34.5% | DP1: 100.0%<br>DP2: 100.0% | DP1: 100.0%<br>DP2: 100.0%    | DP1: 3.0<br>DP2: 9.3         |
| Darling Park 3, Sydney             | NSW   | 100%      | 29,800                       | 550.1                            | 5.06%                        | 100.0%                    | 100.0%                     | 100.0%                        | 6.8                          |
| 580 George Street, Sydney          | NSW   | 100%      | 37,000                       | 622.0                            | 5.00%                        | 94.2%                     | 96.5%                      | 99.8%                         | 4.9                          |
| workplace <sup>6</sup> , Sydney    | NSW   | 100%      | 16,300                       | 285.0                            | 5.38%                        | 100.0%                    | 100.0%                     | 100.0%                        | 4.2                          |
| 2 Southbank Boulevard, Melbourne   | VIC   | 50%       | 53,400                       | 294.6                            | 5.00%                        | 94.5%                     | 94.5%                      | 94.5%                         | 6.2                          |
| 8 Exhibition Street, Melbourne     | VIC   | 50%       | 44,500                       | 267.8                            | 4.88%                        | 98.9%                     | 98.9%                      | 98.9%                         | 4.8                          |
| 32 Flinders Street, Melbourne      | VIC   | 100%      | N/A                          | 87.2                             | N/A                          | N/A                       | N/A                        | N/A                           | N/A                          |
| 100 Queen Street, Melbourne        | VIC   | 100%      | 34,900                       | 285.0                            | 5.00%                        | 100.0%                    | 100.0%                     | 100.0%                        | 0.5                          |
| 150 Collins Street, Melbourne      | VIC   | 100%      | 19,100                       | 250.3                            | 4.88%                        | 100.0%                    | 100.0%                     | 100.0%                        | 7.5                          |
| 530 Collins Street, Melbourne      | VIC   | 100%      | 65,700                       | 676.0                            | 5.00%                        | 89.3%                     | 89.3%                      | 89.3%                         | 4.4                          |
| 655 Collins Street, Melbourne      | VIC   | 100%      | 16,600                       | 155.9                            | 4.75%                        | 100.0%                    | 100.0%                     | 100.0%                        | 10.9                         |
| 750 Collins Street, Melbourne      | VIC   | 100%      | 37,300                       | 290.2                            | 4.75%                        | 100.0%                    | 100.0%                     | 100.0%                        | 16.8                         |
| 800/808 Bourke Street, Melbourne   | VIC   | 100%      | 59,600                       | 586.0                            | 4.88%                        | 100.0%                    | 100.0%                     | 100.0%                        | 8.6                          |
| CBW, Melbourne                     | VIC   | 50%       | 76,100                       | 380.0                            | 5.00%                        | 100.0%                    | 100.0%                     | 100.0%                        | 4.6                          |
| One One One Eagle Street, Brisbane | QLD   | 66.7%     | 63,700                       | 600.0                            | 5.00%                        | 99.1%                     | 99.1%                      | 99.1%                         | 5.6                          |
| Riverside Centre, Brisbane         | QLD   | 100%      | 51,500                       | 693.6                            | 5.13%                        | 77.5%                     | 83.8%                      | 87.4%                         | 6.6                          |
| Total                              |       |           | 1,146,200                    |                                  | 4.95%                        | 94.8%                     | 97.1%                      | 97.4%                         | 5.2                          |

# **External Valuation Summary**

|   | State | Ownership                               | Date                                    | Valuer                          | Valuation<br>(\$m)                      | Capitalisation Rate<br>(%) |
|---|-------|---|---|---------------------------------|---|----------------------------|
| GPT Portfolio                             |       |   |   |                                 |   |                            |
| Australia Square, Sydney                  | NSW   | 50%                                     | 31 Dec 18                               | Colliers                        | 557.5                                   | 4.92%                      |
| Citigroup Centre, Sydney                  | NSW   | 50%                                     | 31 Dec 18                               | CBRE                            | 762.5                                   | 4.88%                      |
| MLC Centre, Sydney                        | NSW   | 50%                                     | 31 Dec 18                               | JLL                             | 775.0                                   | 4.86%                      |
| 1 Farrer Place, Sydney                    | NSW   | 25%                                     | 31 Dec 18                               | Savills                         | 564.5                                   | 4.63%                      |
| 60 Station Street, Parramatta             | NSW   | 100%                                    | 31 Dec 18                               | Colliers                        | 278.0                                   | 5.25%                      |
| 4 Murray Rose Avenue, Sydney Olympic Park | NSW   | 100%                                    | 31 Dec 18                               | C&W                             | 125.0                                   | 5.50%                      |
| Melbourne Central Tower, Melbourne        | VIC   | 100%                                    | 31 Dec 18                               | CBRE                            | 603.0                                   | 5.13%                      |
| CBW, Melbourne                            | VIC   | 50%                                     | 31 Dec 18                               | Savills                         | 380.0                                   | 5.00%                      |
| One One Eagle Street, Brisbane            | QLD   | 33.3%                                   | 31 Dec 18                               | CBRE                            | 300.0                                   | 5.00%                      |
|   |       | ••••••••••••••••••••••••••••••••••••••• | ••••••••••••••••••••••••••••••••••••••• | ••••••••••••••••••••••••••••••• | ••••••••••••••••••••••••••••••••••••••• |                            |



Space & Co. 530 Collins Street, Melbourne

|                                  | State | Ownership | Date      | Valuer   | Valuation<br>(\$m) | Capitalisation Rate<br>(%) |
|----------------------------------|-------|-----------|-----------|----------|--------------------|----------------------------|
| GWOF Portfolio                   |       |           |           |          |                    |                            |
| Liberty Place, Sydney            | NSW   | 50%       | 31 Dec 18 | C&W      | 725.0              | 4.50%                      |
| Darling Park 1 & 2, Sydney       | NSW   | 50%       | 30 Sep 18 | JLL      | 965.0              | DP1: 5.40%<br>DP2: 4.94%   |
| Darling Park 3, Sydney           | NSW   | 100%      | 30 Sep 18 | JLL      | 550.0              | 5.06%                      |
| 580 George Street, Sydney        | NSW   | 100%      | 31 Dec 18 | CBRE     | 622.0              | 5.00%                      |
| workplace <sup>6</sup> , Sydney  | NSW   | 100%      | 31 Dec 18 | C&W      | 285.0              | 5.38%                      |
| 2 Southbank Boulevard, Melbourne | VIC   | 50%       | 30 Sep 18 | CBRE     | 290.0              | 5.00%                      |
| 8 Exhibition Street, Melbourne   | VIC   | 50%       | 30 Sep 18 | JLL      | 265.0              | 4.88%                      |
| 32 Flinders Street, Melbourne    | VIC   | 100%      | 30 Sep 18 | JLL      | 87.1               | N/A                        |
| 100 Queen Street, Melbourne      | VIC   | 100%      | 31 Dec 18 | JLL      | 285.0              | 5.00%                      |
| 150 Collins Street, Melbourne    | VIC   | 100%      | 30 Sep 18 | Savills  | 250.5              | 4.88%                      |
| 530 Collins Street, Melbourne    | VIC   | 100%      | 31 Dec 18 | KF       | 676.0              | 5.00%                      |
| 655 Collins Street, Melbourne    | VIC   | 100%      | 30 Sep 18 | CBRE     | 155.9              | 4.75%                      |
| 750 Collins Street, Melbourne    | VIC   | 100%      | 30 Sep 18 | Colliers | 290.0              | 4.75%                      |
| 800/808 Bourke Street, Melbourne | VIC   | 100%      | 31 Dec 18 | Colliers | 586.0              | 4.88%                      |
| CBW, Melbourne                   | VIC   | 50%       | 31 Dec 18 | Savills  | 380.0              | 5.00%                      |
| One One Eagle Street, Brisbane   | QLD   | 66.7%     | 31 Dec 18 | CBRE     | 600.0              | 5.00%                      |
| Riverside Centre, Brisbane       | QLD   | 100%      | 30 Sep 18 | Urbis    | 685.0              | 5.13%                      |

# Office Sustainability

|                                    | NABERS E | nergy Rati | ng (includi | ng Green P | ower) |      | NABER | S Water Ra | ting |      | NABERS E | nergy Rati | ng (excludi | ng Green F | 'ower) |
|------------------------------------|----------|------------|-------------|------------|-------|------|-------|------------|------|------|----------|------------|-------------|------------|--------|
|                                    | 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         | 5.0        | 5.0   | 3.0  | 3.5   | 3.5        | 3.5  | 3.5  | 3.5      | 4.0        | 4.0         | 4.5        | 4.5    |
| Australia Square, Sydney (Plaza)   | 5.5      | 5.5        | 5.5         | 5.5        | 5.5   | 4.0  | 4.0   | 3.5        | 4.0  | -    | 5.0      | 5.0        | 5.0         | 5.0        | 5.5    |
| Citigroup Centre, Sydney           | 5.0      | 5.0        | 5.0         | 5.0        | 5.0   | 3.5  | 3.5   | 3.5        | 4.0  | 4.0  | 4.5      | 4.5        | 4.5         | 4.5        | 4.5    |
| MLC Centre, Sydney                 | 5.0      | 5.0        | 5.5         | 5.5        | 5.0   | 4.0  | 4.0   | 2.5        | 2.5  | 2.5  | 5.0      | 5.0        | 4.5         | 4.5        | 4.5    |
| 1 Farrer Place, Sydney (GMT)       | 4.0      | 4.5        | 4.5         | 4.0        | 4.5   | 3.5  | 3.0   | 3.0        | 3.5  | 3.5  | 3.5      | 4.0        | 4.0         | 3.0        | 4.0    |
| 1 Farrer Place, Sydney (GPT)       | 4.5      | 4.0        | 3.5         | 4.5        | 5.0   | 3.5  | 3.0   | 3.0        | 3.5  | 3.5  | 3.0      | 3.0        | 3.0         | 4.0        | 4.5    |
| 60 Station Street, Parramatta      | •        | •••••      |             | ••••       | 5.0   |      |       | •          |      | 4.0  | •        |            | ••••        |            | 5.0    |
| Melbourne Central, Melbourne       | 4.5      | 4.5        | 5.0         | 5.0        | 5.0   | 3.0  | 3.0   | 3.0        | 3.0  | 3.0  | 4.5      | 4.5        | 4.5         | 4.5        | 4.5    |
| CBW, Melbourne                     | 5.0      | 5.0        | 5.0         | 5.0        | 5.5   | 4.5  | 4.5   | 4.5        | 4.0  | 3.5  | 5.0      | 5.0        | 5.0         | 5.0        | 5.0    |
| One One One Eagle Street, Brisbane | 5.5      | 5.5        | 5.5         | 6.0        | 5.5   | 4.5  | 4.5   | 4.5        | 4.5  | 4.5  | 5.5      | 5.5        | 5.5         | 5.5        | 5.5    |



800-808 Bourke Street, Melbourne

|  | NABERS E | nergy Rati | ng (includi | ng Green P | ower) |      | NABER | 6 Water Ra | ting |      | NABERS E | nergy Rati | ng (excludi | ing Green P | ower) |
|--|----------|------------|-------------|------------|-------|------|-------|------------|------|------|----------|------------|-------------|-------------|-------|
|  | 2014     | 2015       | 2016        | 2017       | 2018  | 2014 | 2015  | 2016       | 2017 | 2018 | 2014     | 2015       | 2016        | 2017        | 2018  |
| GWOF Portfolio                           |          |            |             |            |       |      |       |            |      |      |          |            |             |             |       |
| Liberty Place, Sydney                    | 5.0      | 5.0        | 5.0         | 5.5        | 5.0   | _    | 3.5   | 3.5        | 4.0  | 4.0  | 5.0      | 5.0        | 5.0         | 5.0         | 5.0   |
| Darling Park 1, Sydney                   | 5.0      | 5.0        | 5.0         | 5.0        | 5.5   | 3.5  | 3.5   | 3.5        | 4.0  | 3.5  | 5.0      | 5.0        | 5.0         | 5.0         | 5.0   |
| Darling Park 2, Sydney                   | 5.0      | 5.5        | 5.5         | 5.5        | 5.0   | 3.0  | 3.0   | 3.5        | 3.5  | 3.5  | 5.5      | 5.5        | 5.5         | 5.5         | 4.0   |
| Darling Park 3, Sydney                   | 5.5      | 5.5        | 6.0         | 6.0        | 5.0   | 3.5  | 3.5   | 3.0        | 3.5  | 3.5  | 5.0      | 5.0        | 5.0         | 5.0         | 4.5   |
| 580 George Street, Sydney                | 5.0      | 5.0        | 5.5         | 5.5        | 5.0   | 3.0  | 3.5   | 3.0        | 3.0  | 3.0  | 4.5      | 4.5        | 4.0         | 3.0         | 4.5   |
| workplace <sup>6</sup> , Sydney          | 5.0      | 5.5        | 5.5         | 5.5        | 5.5   | 5.0  | 4.0   | 3.5        | 4.5  | 4.5  | 5.0      | 5.0        | 5.0         | 5.0         | 5.0   |
| 2 Southbank Boulevard, Melbourne         | 4.5      | 5.0        | 5.5         | 5.5        | 4.5   | 3.5  | 3.5   | 4.0        | 3.5  | 3.5  | 4.5      | 4.5        | 4.5         | 4.5         | 4.5   |
| 8 Exhibition Street, Melbourne           | 4.5      | 4.5        | 4.5         | 5.0        | 4.5   | 4.0  | 4.5   | 3.5        | 3.5  | 3.5  | 4.5      | 4.5        | 5.0         | 4.5         | 4.5   |
| 100 Queen Street, Melbourne <sup>1</sup> | -        | -          | 3.0         | 3.0        | 3.0   | -    | -     | -          | 2.0  | 2.0  | -        | -          | 3.0         | 3.0         | 3.0   |
| 150 Collins Street, Melbourne            | -        | -          | -           | 4.5        | 5.0   | -    | -     | -          | 2.5  | 4.0  | -        | -          | -           | 3.5         | 5.0   |
| 530 Collins Street, Melbourne            | 4.5      | 5.0        | 5.5         | 5.5        | 5.0   | 2.0  | 3.0   | 3.0        | 3.0  | 3.0  | 4.5      | 4.5        | 4.5         | 4.5         | 4.5   |
| 655 Collins Street, Melbourne            | 4.5      | 4.0        | 5.0         | 5.0        | 4.5   | 5.5  | 4.5   | 3.5        | 3.0  | 3.0  | 4.5      | 4.0        | 4.0         | 4.0         | 4.5   |
| 750 Collins Street, Melbourne            | 4.5      | 4.5        | 5.5         | 5.5        | 5.0   | 4.5  | 4.0   | 5.0        | 5.0  | 4.5  | 4.5      | 5.0        | 5.0         | 5.0         | 5.0   |
| CBW, Melbourne                           | 5.0      | 5.0        | 5.0         | 5.0        | 5.5   | 4.5  | 4.5   | 4.5        | 4.0  | 3.5  | 5.0      | 5.0        | 5.0         | 5.0         | 5.0   |
| 800/808 Bourke Street, Melbourne         | 5.0      | 5.0        | 5.5         | 5.5        | 5.5   | 3.0  | 3.5   | 3.0        | 3.0  | 3.5  | 5.0      | 5.0        | 5.0         | 5.0         | 5.0   |
| One One One Eagle Street, Brisbane       | 5.5      | 5.5        | 5.5         | 6.0        | 5.5   | 4.5  | 4.5   | 4.5        | 4.5  | 4.5  | 5.5      | 5.5        | 5.5         | 5.5         | 5.5   |
| Riverside Centre, Brisbane               | 5.0      | 5.0        | 5.5         | 5.5        | 5.0   | 3.5  | 3.5   | 3.5        | 3.5  | 3.5  | 5.0      | 4.5        | 4.5         | 4.5         | 4.5   |

Note: NABERS rating: 1 to 6 stars, 1 = poor performance, 6 = exceptional performance. Ratings are as at 31 December for the respective year. 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<br>Litres/m <sup>2</sup> | Emissions<br>kg CO <sub>2</sub> -e/m² | Waste<br>% Recycled/Reused |
|------------------------------------|----------|--------------------------------|---------------------------------------|----------------------------|
| GPT Portfolio                      |          |                                |                                       |                            |
| Australia Square, Sydney           | 51,600   | 901                            | 71                                    | 48%                        |
| Citigroup Centre, Sydney           | 73,400   | 609                            | 55                                    | 35%                        |
| MLC Centre, Sydney                 | 66,900   | 1,284                          | 95                                    | 32%                        |
| 1 Farrer Place, Sydney             | 84,400   | 678                            | 89                                    | 48%                        |
| Melbourne Central Tower, Melbourne | 65,500   | 583                            | 45                                    | 26% <sup>1</sup>           |
| CBW, Melbourne                     | 76,100   | 655                            | 37                                    | 25%                        |
| One One Eagle Street, Brisbane     | 63,700   | 606                            | 23                                    | 21%                        |
|                                    |          |                                |                                       |                            |

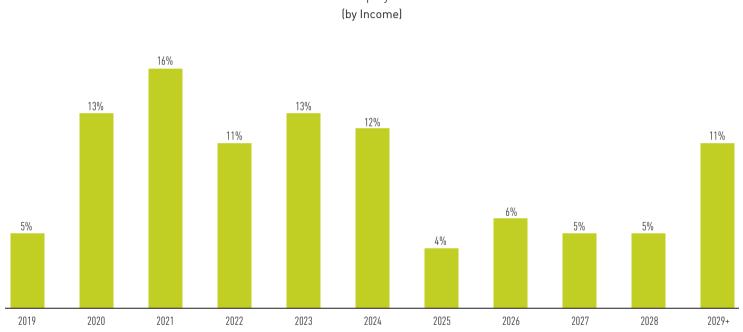


150 Collins Street, Melbourne

|  | Area NLA | Water<br>Litres/m <sup>2</sup> | Emissions<br>kg CO <sub>2</sub> -e/m <sup>2</sup> | Waste<br>% Recycled/Reused |
|--|----------|--------------------------------|---|----------------------------|
| GWOF Portfolio                           |          |                                |   |                            |
| Liberty Place, Sydney                    | 56,500   | 732                            | 14  | 48%                        |
| Darling Park 1 & 2, Sydney <sup>3</sup>  | 101,800  | 557                            | 38  | 45%                        |
| Darling Park 3, Sydney                   | 29,800   | 759                            | 36  | 29%                        |
| 580 George Street, Sydney                | 37,000   | 550                            | 45  | 39%                        |
| workplace <sup>6</sup> , Sydney          | 16,300   | 597                            | 30  | 44%                        |
| 2 Southbank Boulevard, Melbourne         | 53,400   | 504                            | 40  | 66%                        |
| 8 Exhibition Street, Melbourne           | 44,500   | 410                            | 32  | 55%                        |
| 100 Queen Street, Melbourne <sup>2</sup> | 34,900   | NA                             | NA  | NA                         |
| 150 Collins Street, Melbourne            | 19,100   | 577                            | 5   | 40%                        |
| 530 Collins Street, Melbourne            | 65,700   | 529                            | 44  | 47%                        |
| 655 Collins Street, Melbourne            | 16,600   | 586                            | 50  | 27%                        |
| 750 Collins Street, Melbourne            | 37,300   | 352                            | 30  | 47%                        |
| 800/808 Bourke Street, Melbourne         | 59,600   | 577                            | 0   | 42%                        |
| CBW, Melbourne                           | 76,100   | 655                            | 37  | 25%                        |
| One One Eagle Street, Brisbane           | 63,700   | 606                            | 23  | 21%                        |
| Riverside Centre, Brisbane               | 51,500   | 718                            | 39  | 41%                        |
| Portfolio Average                        |          | 652                            | 44  | 41%                        |

Note: Sustainability data as at 31 December 2018, as presented for third party assurance. 1. Melbourne Central Tower recycling number is reported as part of the Melbourne Central retail centre number. 2. 100 Queen Street was acquired in December 2016 and is under external management. The asset is scheduled for redevelopment. 3. Darling Park 1 & 2, Sydney includes Cockle Bay Wharf.

# Lease Expiry Profile

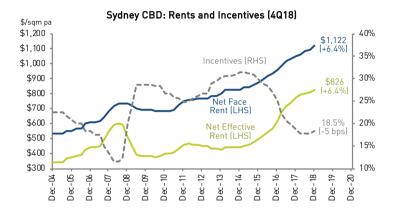


Lease Expiry Profile

Note: Includes Signed Leases.

### Office – Sydney CBD

- Vacancy continues to tighten to a rate of 4.1%, driven by moderate net absorption and a near flat level of net supply.
- Face and effective rents continue to grow strongly, whilst tenant incentives appear to have plateaued.
- Yields are at record low levels and have been relatively stable for the past 12 months.





Sydney CBD: Demand, Supply & Vacancy (4Q18)

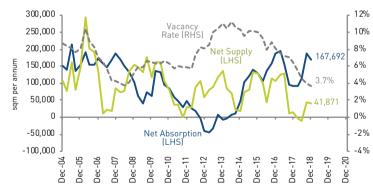
#### Sydney CBD: Upper & Lower Prime Yields (4Q18)



JLL Research Q4 2018. GPT Research.

### Office – Melbourne CBD

- Melbourne continues to experience strong net ٠ absorption levels, significantly exceeding a low level of net supply, causing the vacancy rate to reach a record low level of 3 75%
- Effective rental growth at 8.0% pa was the strongest ٠ of all CBD's, driven by solid face rental growth and continued tightening in incentives.
- Similar to Sydney, yields are at historical lows, with ٠ compression continuing in the past 12 months.



#### Melbourne CBD: Demand, Supply & Vacancy (4Q18)

\$/sam pa \$600 45% \$580 Net Face (+5.2%)Rent (LHS)

Melbourne CBD: Rents and Incentives (4Q18)



#### Melbourne CBD: Upper & Lower Prime Yields (4Q18)



JLL Research Q4 2018. GPT Research

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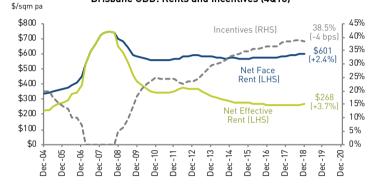
### Office – Brisbane CBD

- Brisbane's vacancy rate continued to tighten to a rate of 13.2%, due to moderate demand from an improving State economy and negative net supply as a result of no new construction delivery and building withdrawals.
- Face rents continued their recovery in 2018 and effective rents grew for the first time in 6 years, assisted by incentives having peaked mid year and have started to tighten.
- Average prime yields compressed by 25 bps during the past 12 months.



Brisbane CBD: Demand, Supply & Vacancy (4Q18)

Brisbane CBD: Rents and Incentives (4Q18)





Brisbane CBD: Upper & Lower Prime Yields (4Q18)

JLL Research Q4 2018, GPT Research.



Highpoint Shopping Centre, VIC



2018 ANNUAL RESULT

LOGISTICS PORTFOLIO

### Logistics Portfolio Overview

GPT's logistics portfolio consists of ownership in 28 high quality logistics and business park assets located across Australia's Eastern Seaboard.



#### **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
- Sydney Olympic Park Town Centre<sup>1</sup>
- 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
- 1A Huntingwood Drive, Huntingwood
- 1B Huntingwood Drive, Huntingwood
- 54 Eastern Creek Drive, Eastern Creek

### 1. Includes properties at 3, 5, 7 Figtree Drive and 6, 8 Herb Elliot Drive, Sydney Olympic Park. All totals and averages are based on GPT's balance sheet portfolio.

Victoria

•

Citiwest Industrial Estate, Altona North

Citiport Business Park, Port Melbourne

Austrak Business Park, Somerton (50%)

Sunshine Business Estate, Sunshine

• 396 Mount Derrimut Road. Derrimut

• 399 Boundary Road, Truganina

• 16–28 Quarry Road, Yatala

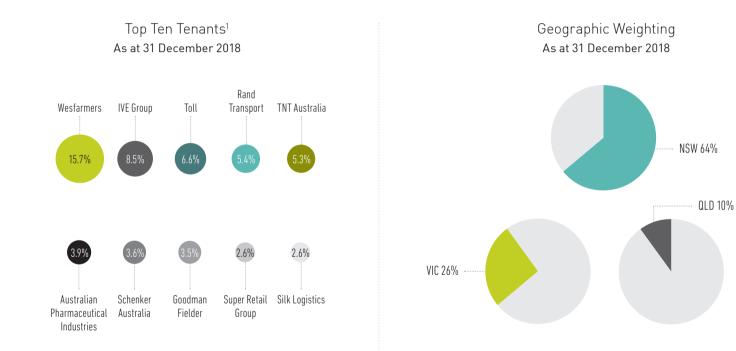
• 59 Forest Way, Karawatha

55 Whitelaw Place, Wacol

Queensland

## **Logistics Portfolio Summary**

The logistics portfolio delivered a Total Portfolio Return of 15.2%, underpinned by a high occupancy level of 97.2% and a long weighted average lease expiry of 7.1 years.



1. Based on net rent.

### Lease Expiry Profile



Note: Includes Signed Leases.

### Income and Fair Value Schedule

|  |      | Incom<br>12 month<br>31 Dec (\$ | s to     |                                  |                                       |                               | F                            | air Value Recon       | ciliation      |                              |                               |                                  |                          |
|--|------|---------------------------------|----------|----------------------------------|---------------------------------------|-------------------------------|------------------------------|-----------------------|----------------|------------------------------|-------------------------------|----------------------------------|--------------------------|
|  | 2017 | 2018                            | Variance | Fair Value<br>31 Dec 17<br>(\$m) | Development<br>& Other Capex<br>(\$m) | Maintenance<br>Capex<br>(\$m) | Lease<br>Incentives<br>(\$m) | Acquisitions<br>(\$m) | Sales<br>(\$m) | Net<br>Revaluations<br>(\$m) | Other<br>Adjustments<br>(\$m) | Fair Value<br>31 Dec 18<br>(\$m) | % of<br>Portfolio<br>(%) |
| GPT Portfolio                            |      |                                 |          |                                  |                                       |                               |                              |                       |                |                              |                               |                                  |                          |
| Rosehill Business Park, Camellia         | 6.3  | 5.9                             | (0.4)    | 81.4                             | 0.5                                   | 0.5                           | 1.4                          | -                     | -              | 2.2                          | -                             | 86.0                             | 4.5                      |
| 10 Interchange Drive, Eastern Creek      | 2.6  | 2.7                             | 0.1      | 33.2                             | -                                     | -                             | -                            | -                     | -              | 0.1                          | -                             | 33.3                             | 1.8                      |
| 16-34 Templar Road, Erskine Park         | 3.7  | 3.8                             | 0.1      | 58.3                             | -                                     | -                             | -                            | -                     | -              | 6.7                          | -                             | 65.0                             | 3.4                      |
| 36-52 Templar Road, Erskine Park         | 5.8  | 5.9                             | 0.1      | 98.3                             | -                                     | -                             | -                            | -                     | -              | 8.7                          | -                             | 107.0                            | 5.7                      |
| 54-70 Templar Road, Erskine Park         | 10.3 | 10.6                            | 0.3      | 145.0                            | -                                     | -                             | _                            | -                     | -              | 7.0                          | -                             | 152.0                            | 8.0                      |
| 67-75 Templar Road, Erskine Park         | 1.9  | 1.9                             | 0.0      | 24.2                             | -                                     | -                             | _                            | -                     | -              | 1.8                          | _                             | 26.0                             | 1.4                      |
| 29-55 Lockwood Road, Erskine Park        | 5.3  | 5.7                             | 0.4      | 98.1                             | -                                     | 0.1                           | _                            | -                     | -              | 6.3                          | -                             | 104.5                            | 5.5                      |
| 407 Pembroke Road, Minto                 | 2.5  | 2.6                             | 0.1      | 25.5                             | -                                     | 0.1                           | 0.5                          | -                     | -              | 4.4                          | -                             | 30.5                             | 1.6                      |
| 4 Holker Street, Newington               | 2.2  | 2.2                             | 0.0      | 33.0                             |                                       | -                             | 1.0                          | _                     | -              | 1.5                          | _                             | 35.5                             | 1.9                      |
| 83 Derby Street, Silverwater             | 2.2  | 2.3                             | 0.1      | 34.8                             | _                                     | 0.8                           | -                            | _                     | -              | 4.4                          | _                             | 40.0                             | 2.1                      |
| Sydney Olympic Park Town Centre          | 6.2  | 5.6                             | (0.6)    | 90.2                             | 9.4                                   | -                             | 0.1                          | _                     | -              | 21.8                         | _                             | 121.5                            | 6.4                      |
| Quad 1, Sydney Olympic Park              | 1.9  | 2.0                             | 0.1      | 24.0                             | _                                     | 0.3                           | 0.3                          | _                     | -              | 3.4                          | _                             | 28.0                             | 1.5                      |
| Quad 4, Sydney Olympic Park              | 3.2  | 3.4                             | 0.2      | 51.5                             | _                                     | 0.1                           | _                            | _                     | -              | 6.4                          | _                             | 58.0                             | 3.1                      |
| 372-374 Victoria Street, Wetherill Park  | 2.0  | 2.0                             | 0.0      | 24.8                             | _                                     | 0.4                           | _                            | _                     | -              | 1.3                          | _                             | 26.5                             | 1.4                      |
| 38 Pine Road, Yennora                    | 3.8  | 3.9                             | 0.1      | 52.9                             | 0.3                                   | 0.1                           | 0.1                          | -                     | -              | 7.6                          | -                             | 61.0                             | 3.2                      |
| 18-24 Abbott Road, Seven Hills           | 1.2  | 2.2                             | 1.0      | 34.6                             | -                                     | 0.1                           | _                            | -                     | -              | 4.6                          | -                             | 39.3                             | 2.1                      |
| 1A Huntingwood Drive, Huntingwood        | 1.0  | 2.4                             | 1.4      | 41.3                             | 0.3                                   | -                             | _                            | -                     | -              | 4.4                          | -                             | 46.0                             | 2.4                      |
| 1B Huntingwood Drive, Huntingwood        | -    | 0.6                             | 0.6      | 9.6                              | 11.4                                  | -                             | _                            | -                     | -              | 4.5                          | -                             | 25.5                             | 1.3                      |
| 54 Eastern Creek Drive, Eastern Creek    | -    | 2.6                             | 2.6      | 42.7                             | 3.1                                   | -                             | _                            | -                     | -              | 6.0                          | -                             | 51.8                             | 2.7                      |
| Citiwest Industrial Estate, Altona North | 6.4  | 6.2                             | (0.2)    | 81.6                             | -                                     | 1.3                           | 2.3                          | -                     | _              | 4.8                          | _                             | 90.0                             | 4.8                      |
| Citiport Business Park, Port Melbourne   | 5.5  | 5.5                             | 0.0      | 75.8                             | -                                     | 1.0                           | 1.2                          | -                     | -              | 4.5                          | -                             | 82.5                             | 4.4                      |

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|  |      | Incom<br>2 month<br>31 Dec (S | is to    |                                  |                                       |                               | F                            | air Value Recon       | ciliation      |                              |                               |                                  |                          |
|--|------|-------------------------------|----------|----------------------------------|---------------------------------------|-------------------------------|------------------------------|-----------------------|----------------|------------------------------|-------------------------------|----------------------------------|--------------------------|
|  | 2017 | 2018                          | Variance | Fair Value<br>31 Dec 17<br>(\$m) | Development<br>& Other Capex<br>(\$m) | Maintenance<br>Capex<br>(\$m) | Lease<br>Incentives<br>(\$m) | Acquisitions<br>(\$m) | Sales<br>(\$m) | Net<br>Revaluations<br>(\$m) | Other<br>Adjustments<br>(\$m) | Fair Value<br>31 Dec 18<br>(\$m) | % of<br>Portfolio<br>(%) |
| Austrak Business Park, Somerton                | 11.4 | 11.7                          | 0.3      | 170.5                            | -                                     | 0.3                           | 0.1                          | _                     | -              | 11.5                         | -                             | 182.4                            | 9.6                      |
| Sunshine Business Estate, Sunshine             | -    | 4.3                           | 4.3      | -                                | -                                     | -                             | -                            | 78.3                  | -              | (0.3)                        | -                             | 78.0                             | 4.1                      |
| 396 Mount Derrimut Road, Derrimut              | -    | 0.1                           | 0.1      | -                                | -                                     | -                             | -                            | 13.1                  | -              | (0.7)                        | -                             | 12.4                             | 0.7                      |
| 399 Boundary Road, Truganina                   | -    | 0.0                           | 0.0      | -                                | -                                     | -                             | -                            | 16.7                  | -              | (1.1)                        | -                             | 15.6                             | 0.8                      |
| 16-28 Quarry Road, Yatala                      | 2.2  | 2.1                           | (0.1)    | 44.3                             | -                                     | 0.5                           | -                            | -                     | -              | -                            | -                             | 44.8                             | 2.4                      |
| 59 Forest Way, Karawatha                       | 7.0  | 7.3                           | 0.3      | 108.0                            | -                                     | -                             | -                            | -                     | -              | 6.0                          | -                             | 114.0                            | 6.0                      |
| 55 Whitelaw Place, Wacol                       | 0.5  | 0.9                           | 0.4      | 15.0                             | -                                     | -                             | -                            | -                     | -              | 1.5                          | -                             | 16.5                             | 0.9                      |
| Assets Under Development                       |      |                               |          |                                  |                                       |                               |                              |                       |                |                              |                               |                                  |                          |
| 50 Old Wallgrove Road, Eastern Creek           | -    | -                             | _        | 21.7                             | 25.4                                  | -                             | -                            | -                     | -              | 13.1                         | -                             | 60.2                             | 3.2                      |
| 407 Pembroke Road, Minto – Land                | -    | -                             | -        | 5.6                              | -                                     | -                             | -                            | -                     | -              | 0.2                          | -                             | 5.8                              | 0.3                      |
| Austrak Business Park, Somerton – Land         | -    | -                             | -        | 21.7                             | 1.2                                   | -                             | -                            | -                     | -              | 9.9                          | -                             | 32.8                             | 1.7                      |
| Shiny Dr. and Prosperity St., Truganina – Land | -    | -                             | -        | -                                | -                                     | -                             | -                            | 22.3                  | -              | (1.3)                        | -                             | 21.0                             | 1.1                      |
| Total Logistics Portfolio                      | 95.1 | 106.4                         | 11.3     | 1,547.6                          | 51.6                                  | 5.6                           | 7.0                          | 130.4                 | -              | 151.2                        | -                             | 1,893.4                          | 100.0                    |

# Logistics Portfolio Summary

|  |       |           |                                 |                                  |                              | Log    | jistics Occupancy     |                               |                              |
|--|-------|-----------|---------------------------------|----------------------------------|------------------------------|--------|-----------------------|-------------------------------|------------------------------|
|  | State | Ownership | GLA (100%<br>Interest)<br>(sqm) | 31 Dec 18<br>Fair Value<br>(\$m) | 31 Dec 18<br>Cap Rate<br>(%) | Actual | Inc. Signed<br>Leases | Inc.<br>Heads of<br>Agreement | WALE<br>by Income<br>(Years) |
| GPT Portfolio                                |       |           |                                 |                                  |                              |        |                       |                               |                              |
| Rosehill Business Park, Camellia             | NSW   | 100%      | 41,900                          | 86.0                             | 5.75%                        | 100.0% | 100.0%                | 100.0%                        | 1.8                          |
| 10 Interchange Drive, Eastern Creek          | NSW   | 100%      | 15,100                          | 33.3                             | 5.75%                        | 100.0% | 100.0%                | 100.0%                        | 1.5                          |
| 16-34 Templar Road, Erskine Park             | NSW   | 100%      | 15,200                          | 65.0                             | 5.25%                        | 100.0% | 100.0%                | 100.0%                        | 10.5                         |
| 36-52 Templar Road, Erskine Park             | NSW   | 100%      | 24,500                          | 107.0                            | 5.25%                        | 100.0% | 100.0%                | 100.0%                        | 16.1                         |
| 54-70 Templar Road, Erskine Park             | NSW   | 100%      | 21,000                          | 152.0                            | 5.50%                        | 100.0% | 100.0%                | 100.0%                        | 16.5                         |
| 67-75 Templar Road, Erskine Park             | NSW   | 100%      | 12,700                          | 26.0                             | 5.75%                        | 100.0% | 100.0%                | 100.0%                        | 3.1                          |
| 29-55 Lockwood Road, Erskine Park            | NSW   | 100%      | 32,200                          | 104.5                            | 5.25%                        | 100.0% | 100.0%                | 100.0%                        | 11.0                         |
| 407 Pembroke Road, Minto                     | NSW   | 50%       | 18,400                          | 30.5                             | 6.25%                        | 100.0% | 100.0%                | 100.0%                        | 5.9                          |
| 4 Holker Street, Newington                   | NSW   | 100%      | 7,400                           | 35.5                             | 6.25%                        | 100.0% | 100.0%                | 100.0%                        | 7.7                          |
| 83 Derby Street, Silverwater                 | NSW   | 100%      | 17,000                          | 40.0                             | 5.50%                        | 100.0% | 100.0%                | 100.0%                        | 7.0                          |
| Sydney Olympic Park Town Centre <sup>1</sup> | NSW   | 100%      | 26,500                          | 121.5                            | N/A                          | 100.0% | 100.0%                | 100.0%                        | 2.8                          |
| Quad 1, Sydney Olympic Park                  | NSW   | 100%      | 4,700 <sup>2</sup>              | 28.0                             | 6.50%                        | 100.0% | 100.0%                | 100.0%                        | 3.1                          |
| Quad 4, Sydney Olympic Park                  | NSW   | 100%      | 8,100 <sup>2</sup>              | 58.0                             | 5.75%                        | 100.0% | 100.0%                | 100.0%                        | 11.2                         |
| 372-374 Victoria Street, Wetherill Park      | NSW   | 100%      | 20,500                          | 26.5                             | 6.50%                        | 100.0% | 100.0%                | 100.0%                        | 1.1                          |
| 38 Pine Road, Yennora                        | NSW   | 100%      | 33,200                          | 61.0                             | 6.13%                        | 100.0% | 100.0%                | 100.0%                        | 1.2                          |
| 18-24 Abbott Road, Seven Hills               | NSW   | 100%      | 18,100                          | 39.3                             | 5.50%                        | 100.0% | 100.0%                | 100.0%                        | 5.7                          |
| 1A Huntingwood Drive, Huntingwood            | NSW   | 100%      | 21,000                          | 46.0                             | 5.25%                        | 100.0% | 100.0%                | 100.0%                        | 8.6                          |
| 1B Huntingwood Drive, Huntingwood            | NSW   | 100%      | 11,300                          | 25.5                             | 5.50%                        | 100.0% | 100.0%                | 100.0%                        | 4.7                          |
| 54 Eastern Creek Drive, Eastern Creek        | NSW   | 100%      | 25,400                          | 51.8                             | 5.50%                        | 100.0% | 100.0%                | 100.0%                        | 4.1                          |

|  |       |           |                                 |                                  |                              | Log    | gistics Occupancy     | 1                             |                              |
|--|-------|-----------|---------------------------------|----------------------------------|------------------------------|--------|-----------------------|-------------------------------|------------------------------|
|  | State | Ownership | GLA (100%<br>Interest)<br>(sqm) | 31 Dec 18<br>Fair Value<br>(\$m) | 31 Dec 18<br>Cap Rate<br>(%) | Actual | Inc. Signed<br>Leases | Inc.<br>Heads of<br>Agreement | WALE<br>by Income<br>(Years) |
| Citiwest Industrial Estate, Altona North       | VIC   | 100%      | 90,100                          | 90.0                             | 6.29%                        | 100.0% | 100.0%                | 100.0%                        | 3.4                          |
| Citiport Business Park, Port Melbourne         | VIC   | 100%      | 27,000                          | 82.5                             | 6.25%                        | 89.1%  | 89.1%                 | 89.1%                         | 2.6                          |
| Austrak Business Park, Somerton                | VIC   | 50%       | 210,000                         | 182.4                            | 5.85%                        | 100.0% | 100.0%                | 100.0%                        | 5.8                          |
| Sunshine Business Estate, Sunshine             | VIC   | 100%      | 52,800                          | 78.0                             | 5.75%                        | 100.0% | 100.0%                | 100.0%                        | 7.9                          |
| 396 Mount Derrimut Road, Derrimut <sup>3</sup> | VIC   | 100%      | 10,700                          | 12.4                             | 6.50%                        | 100.0% | 100.0%                | 100.0%                        | 3.0                          |
| 399 Boundary Road, Truganina <sup>3</sup>      | VIC   | 100%      | 11,000                          | 15.6                             | 5.75%                        | 100.0% | 100.0%                | 100.0%                        | 10.1                         |
| 16-28 Quarry Road, Yatala                      | QLD   | 100%      | 40,800                          | 44.8                             | 7.25%                        | 55.1%  | 55.1%                 | 55.1%                         | 1.2                          |
| 59 Forest Way, Karawatha                       | QLD   | 100%      | 44,000                          | 114.0                            | 5.75%                        | 100.0% | 100.0%                | 100.0%                        | 10.2                         |
| 55 Whitelaw Place, Wacol                       | QLD   | 100%      | 5,600                           | 16.5                             | 5.75%                        | 100.0% | 100.0%                | 100.0%                        | 13.4                         |
| Total  |       |           | 866,200                         |                                  | 5.78%                        | 97.2%  | 97.2%                 | 97.2%                         | 7.1                          |

Valued on 'highest and best use' basis following gazettal of Sydney Olympic Park Authority masterplan.
 NLA.
 Metrics reflect acquisition valuations as at November 2018.

100% of the logistics portfolio was valued independently in the 12 months to 31 December 2018.

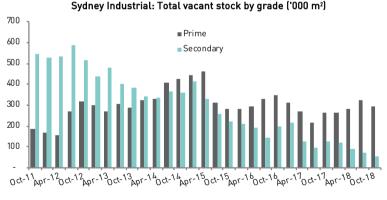
|  | State | Ownership | Date      | Valuer   | Valuation<br>(\$m) | Capitalisation Rate<br>(%) |
|--|-------|-----------|-----------|----------|--------------------|----------------------------|
| GPT Portfolio                                |       |           |           |          |                    |                            |
| Rosehill Business Park, Camellia             | NSW   | 100%      | 31 Dec 18 | Savills  | 86.0               | 5.75%                      |
| 10 Interchange Drive, Eastern Creek          | NSW   | 100%      | 31 Dec 18 | JLL      | 33.3               | 5.75%                      |
| 16-34 Templar Road, Erskine Park             | NSW   | 100%      | 31 Dec 18 | Colliers | 65.0               | 5.25%                      |
| 36-52 Templar Road, Erskine Park             | NSW   | 100%      | 31 Dec 18 | JLL      | 107.0              | 5.25%                      |
| 54-70 Templar Road, Erskine Park             | NSW   | 100%      | 31 Dec 18 | m3       | 152.0              | 5.50%                      |
| 67-75 Templar Road, Erskine Park             | NSW   | 100%      | 31 Dec 18 | CBRE     | 26.0               | 5.75%                      |
| 29-55 Lockwood Road, Erskine Park            | NSW   | 100%      | 31 Dec 18 | Savills  | 104.5              | 5.25%                      |
| 407 Pembroke Road, Minto                     | NSW   | 50%       | 31 Dec 18 | CBRE     | 30.5               | 6.25%                      |
| 4 Holker Street, Newington                   | NSW   | 100%      | 31 Dec 18 | JLL      | 35.5               | 6.25%                      |
| 83 Derby Street, Silverwater                 | NSW   | 100%      | 31 Dec 18 | Savills  | 40.0               | 5.50%                      |
| Sydney Olympic Park Town Centre <sup>1</sup> | NSW   | 100%      | 31 Dec 18 | JLL      | 121.5              | N/A                        |
| Quad 1, Sydney Olympic Park                  | NSW   | 100%      | 31 Dec 18 | m3       | 28.0               | 6.50%                      |
| Quad 4, Sydney Olympic Park                  | NSW   | 100%      | 31 Dec 18 | m3       | 58.0               | 5.75%                      |
| 372-374 Victoria Street, Wetherill Park      | NSW   | 100%      | 31 Dec 18 | m3       | 26.5               | 6.50%                      |
| 38 Pine Road, Yennora                        | NSW   | 100%      | 31 Dec 18 | Colliers | 61.0               | 6.13%                      |
| 18-24 Abbott Road, Seven Hills               | NSW   | 100%      | 31 Dec 18 | Savills  | 39.3               | 5.50%                      |
| 1A Huntingwood Drive, Huntingwood            | NSW   | 100%      | 31 Dec 18 | CBRE     | 46.0               | 5.25%                      |
| 1B Huntingwood Drive, Huntingwood            | NSW   | 100%      | 31 Dec 18 | CBRE     | 25.5               | 5.50%                      |

|  | State | Ownership | Date      | Valuer  | Valuation<br>(\$m) | Capitalisation Rate<br>(%) |
|--|-------|-----------|-----------|---------|--------------------|----------------------------|
| 54 Eastern Creek Drive, Eastern Creek    | NSW   | 100%      | 31 Dec 18 | CBRE    | 51.8               | 5.50%                      |
| Citiwest Industrial Estate, Altona North | VIC   | 100%      | 31 Dec 18 | Savills | 90.0               | 6.29%                      |
| Citiport Business Park, Port Melbourne   | VIC   | 100%      | 31 Dec 18 | JLL     | 82.5               | 6.25%                      |
| Austrak Business Park, Somerton          | VIC   | 50%       | 31 Dec 18 | JLL     | 182.4              | 5.85%                      |
| Sunshine Business Estate, Sunshine       | VIC   | 100%      | 31 Dec 18 | CBRE    | 78.0               | 5.75%                      |
| 396 Mount Derrimut Road, Derrimut        | VIC   | 100%      | 1 Nov 18  | Savills | 12.4               | 6.50%                      |
| 399 Boundary Road, Truganina             | VIC   | 100%      | 2 Nov 18  | Savills | 15.6               | 5.75%                      |
| 16-28 Quarry Road, Yatala                | QLD   | 100%      | 31 Dec 18 | Savills | 44.8               | 7.25%                      |
| 59 Forest Way, Karawatha                 | QLD   | 100%      | 31 Dec 18 | Savills | 114.0              | 5.75%                      |
| 55 Whitelaw Place, Wacol                 | QLD   | 100%      | 31 Dec 18 | Savills | 16.5               | 5.75%                      |

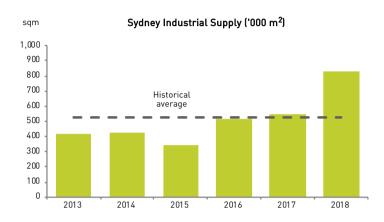
1. Valued on 'highest and best use' basis following gazettal of Sydney Olympic Park Authority masterplan.

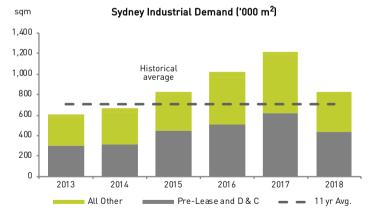
### Logistics – Sydney

- Economic conditions are positive with infrastructure investment benefiting key logistics hubs and should underpin the demand drivers.
- Supply is forecast to moderate in 2019 and vacancy remains low. Strong rent growth of 4.0% achieved in the past 12 months.
- The momentum in rent growth should be maintained given the positive outlook for supply and demand fundamentals.



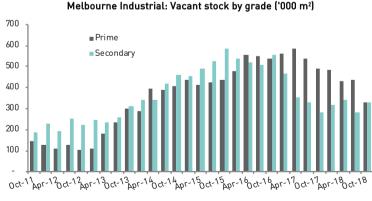
Source: Knight Frank, JLL, GPT Research.



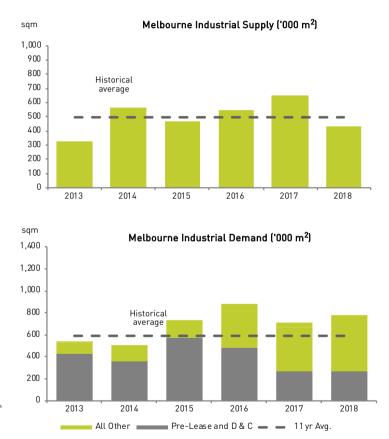


### Logistics – Melbourne

- Demand remained above historical averages in 2018 due to solid activity in the secondary market.
- Future supply expectations are subdued over the near term horizon.
- Declining vacancy has helped to spur rent growth in strategic locations, with 1.6% achieved in the past 12 months, led by the West at 4.8%.
- The state economy will continue to benefit from population growth, infrastructure investment and improving business sentiment.



Source: Knight Frank, JLL, GPT Research.

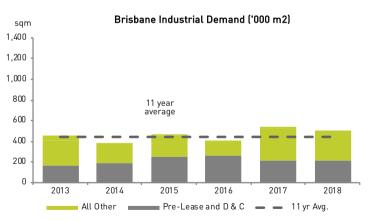


### Logistics – Brisbane

- Gross take-up remained steady in 2018 as the improving economic conditions filter through.
- Low levels of supply will help support the market as it gradually recovers.
- Rent growth of 1.0% achieved over the past 12 months, led by the Southern market at 4.3%.
- Vacancy has improved overall, with some markets experiencing limited vacancy, which should continue to support rent growth.



#### sam Brisbane Industrial Supply ('000 m2) 1.000 900 800 Historical 700 average 600 500 400 300 200 100 0 2013 2014 2015 2016 2017 2018



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### Sydney Industrial Market



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Sunshine Business Estate, Sunshine, VIC



# **Development Overview**

|   |           |                         | Forecast            | Forecast Cost to Complete |                    | Target             |
|---|-----------|-------------------------|---------------------|---------------------------|--------------------|--------------------|
|   | Sector    | Ownership Interest (%)  | Total Cost<br>(\$m) | GPT's Share (\$m)         | Fund's Share (\$m) | Completion<br>Date |
| Underway                                  |           |                         |                     |                           |                    |                    |
| 50 Old Wallgrove Road, Eastern Creek, NSW | Logistics | 100% GPT                | 53                  | 6                         | 0                  | 1H 2019            |
| Sunshine Plaza, QLD                       | Retail    | 50% GPT                 | 216                 | 33                        | 0                  | 1H 2019            |
| 38 Pine Road, Yennora, NSW                | Logistics | 100% GPT                | 10                  | 7                         | 0                  | 2H 2019            |
| Shiny Drive, Truganina, VIC               | Logistics | 100% GPT                | 32                  | 20                        | 0                  | 2H 2019            |
| 32 Smith Street, Parramatta, NSW          | Office    | 100% GPT                | 266                 | 214                       | 0                  | 2H 2020            |
| Total Underway                            |           |                         | 577                 | 280                       | 0                  |                    |
| Future Pipeline                           |           |                         |                     |                           |                    |                    |
| 100 Queen Street, Melbourne, VIC          | Office    | 100% GWOF               | 212                 | 0                         | 207                |                    |
| Melbourne Central, VIC                    | Office    | 1000/ CDT               | 180                 | 178                       | 0                  |                    |
|   | Retail    | 100% GPT ···            | 70                  | 69                        | 0                  |                    |
| Cockle Bay Park, Sydney, NSW              | Office    | 50% GWOF                | 650                 | 0                         | 644                |                    |
| 407 Pembroke Road, 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                  | 27                        | 0                  |                    |
| Wembley Business Park, Berrinba, QLD      | Logistics | 100% GPT                | 109                 | 76                        | 0                  |                    |
| Prosperity Street, Truganina, VIC         | Logistics | 100% GPT                | 28                  | 18                        | 0                  |                    |
| Rouse Hill Town Centre, NSW               | Retail    | 100% GPT                | 170                 | 170                       | 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    | 16.7% GPT / 83.3% GWSCF | 120                 | 20                        | 100                |                    |
| Parkmore Shopping Centre, VIC             | Retail    | 100% GWSCF              | 30                  | 0                         | 30                 |                    |
| Total Future                              |           |                         | 1,913               | 651                       | 1,106              |                    |
| Total Underway and Future Pipeline        |           |                         | 2,490               | 932                       | 1,106              |                    |

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### Rouse Hill



Rouse Hill is a significant regional centre in Sydney's North West, located within 600 metres of Metro Northwest.

- GPT plans to lodge a mixed-use Transport Oriented Master Plan Development Application by April 2019.
- The Master Plan covers an area of 10 hectares adjoining the existing Town Centre to the north.



### SYDNEY METRO NORTHWEST

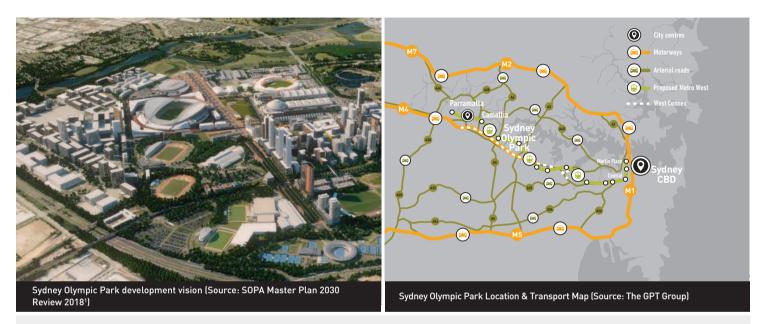
Due to become operational in 2019. Rouse Hill to Martin Place will take 45 minutes, with trains running every 4 minutes at peak times.



### NEW APARTMENTS

Masterplan includes 2,000 apartments, 20,000sqm of retail, commercial and community spaces.

### Sydney Olympic Park



Sydney Olympic Park (SOP) is located in the heart of metropolitan Sydney. GPT holds 5.3ha in the future town centre.

- Future growth is guided by SOPA Masterplan 2030 gazetted in August 2018.
- Vision is for SOP Town Centre to be an active and vibrant mixed-use hub incorporating Retail, Residential and Commercial use.



#### LIGHT RAIL & SYDNEY METRO

NSW Govt has announced plans for both Light Rail and Sydney Metro West to serve Sydney Olympic Park.



#### SQM

Permissible GFA uplift from 179,500sqm to 248,000sqm.

1. SOPA Master Plan 2030 Review 2018 https://www.sopa.nsw.gov.au/Developing-our-Park/Master-Plan-2030.

### Camellia



Camellia development vision (Source: The GPT Group)

Strategically located close to the geographic centre of the Sydney Metropolitan Region approximately 16km west of the Sydney CBD and 1.5 km east of the Parramatta CBD.<sup>1</sup>

| Current Value     | \$86 million                 |
|-------------------|------------------------------|
| Site Area         | 79,900 sqm                   |
| Net Lettable Area | 41,900sqm across 3 buildings |



#### PARRAMATTA LIGHT RAIL

Stage 1 is due to be completed in 2023 – providing fast and frequent services from Camellia to Parramatta.



#### POTENTIAL NEW **DWELLINGS**

GPT's land identified within the mixed-use area.

1. Draft Camellia Town Centre Master Plan Planning Report https://www.planning.nsw.gov.au/~/media/Files/DPE/Reports/draft-camellia-town-centre-master-plan-planning-report-2018-02-09.ashx



2018 ANNUAL RESULT

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).



Macarthur Square, New South Wales

| Fund Summary as at 31 December 2018 | GWOF   | GWSCF  |
|-------------------------------------|--------|--------|
| Number of Assets                    | 18     | 8      |
| Total Assets                        | \$7.8b | \$4.8b |
| Net Gearing                         | 15.5%  | 24.4%  |
| One Year Equity IRR (post-fees)     | 12.7%  | 4.8%   |

#### Fund Details as at 31 December 2018

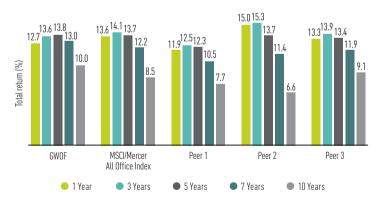
| GPT's Ownership Interest             | 23.8%      | 28.6%      |
|--------------------------------------|------------|------------|
| GPT's Investment                     | \$1,524.0m | \$1,013.7m |
| Established                          | July 2006  | March 2007 |
| Weighted Average Capitalisation Rate | 4.97%      | 4.80%      |
| Portfolio Occupancy                  | 96.8%      | 99.7%      |
| GPT's Share of Fund FFO              | \$69.8m    | \$46.3m    |
| GPT Base Management Fee              | \$36.3m    | \$21.9m    |

### **GPT Funds Management Overview**



Historical Growth in Funds under Management

GWOF performance versus benchmark



Source: MSCI/Mercer. Note: Differences due to rounding.

Growth in Funds under Management for the 12 months to 31 December 2018



GWSCF performance versus benchmark



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### **GWOF** Overview

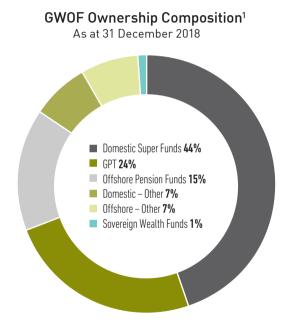
GWOF provides wholesale investors with exposure to 17 high quality office assets, located across Australia's key CBD office markets. At 31 December 2018, the Fund had a value of \$7.8 billion.

|                                 | December 2018   | December 2017 |
|---------------------------------|-----------------|---------------|
| Number of Assets                | 18 <sup>2</sup> | 17            |
| Total Assets                    | \$7.8b          | \$7.1b        |
| Net Gearing                     | 15.5%           | 17.9%         |
| One Year Equity IRR (post-fees) | 12.7%           | 13.4%         |

#### Fund Details as at 31 December 2018

| GPT's Ownership Interest (%)         | 23.8%      |
|--------------------------------------|------------|
| GPT's Ownership Interest (\$m)       | \$1,524.0m |
| Established                          | July 2006  |
| Weighted Average Capitalisation Rate | 4.97%      |
| Portfolio Occupancy (%)              | 96.8%      |
| GPT's Share of Fund FFO (\$m)        | \$69.8m    |
| GPT Base Management Fee (\$m)        | \$36.3m    |

| Equity IRR | 1 January 2018 to<br>31 December 2018 | Inception to Date<br>(Annualised) 21 July 2006<br>to 31 December 2018 |
|------------|---------------------------------------|---|
| Post fees  | 12.7%                                 | 9.7%  |



Differences due to rounding.
 Includes 32 Flinders Street carpark.

### **GWOF** Capital Management

Total borrowings for the Fund at 31 December 2018 were \$1,243 million resulting in net gearing of 15.5%.



#### GWOF Capital Management Summary as at 31 December 2018

| Net Gearing                          | 15.5%                  |
|--------------------------------------|------------------------|
| Weighted Average Cost of Debt        | 4.0%                   |
| Fees and Margins (included in above) | 1.6%                   |
| Weighted Average Debt Term           | 8.4 years <sup>1</sup> |
| Drawn Debt Hedging                   | 83%                    |
| Weighted Average Hedge Term          | 3.7 years              |

| GWOF Loan Facilities | Facility Limit (\$m) | Facility Expiry   | Amount Currently Drawn (\$m) |
|----------------------|----------------------|-------------------|------------------------------|
| Bilateral Facility   | 50.0                 | 29 September 2020 | 0.0                          |
| 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       | 145.0                        |
| 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  | 150.0                        |
| 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      |                              |
| US Private Placement | 175.0                | 7 February 2032   | 0.0                          |
| US Private Placement | 175.0                | 7 February 2034   | 0.0                          |
| Total                | 1,748.0              |                   | 1,243.0                      |

750 Collins Street, Melbourne

1. Weighted average debt term calculated including USPP issuance due to settle February 2019.

### **GWSCF** Overview

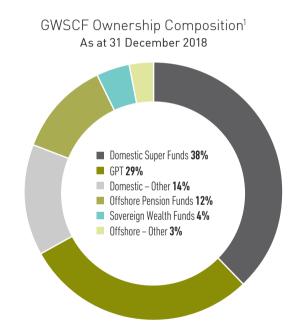
GWSCF provides wholesale investors with exposure to 8 high quality retail assets. At 31 December 2018, the Fund had a value of \$4.8 billion.

|                                 | December 2018 | December 2017 |
|---------------------------------|---------------|---------------|
| Number of Assets                | 8             | 8             |
| Total Assets                    | \$4.8b        | \$4.9b        |
| Net Gearing                     | 24.4%         | 24.7%         |
| One Year Equity IRR (post-fees) | 4.8%          | 12.5%         |

#### Fund Details as at 31 December 2018

| GPT's Ownership Interest (%)         | 28.6%      |
|--------------------------------------|------------|
| GPT's Ownership Interest (\$m)       | \$1,013.7m |
| Established                          | March 2007 |
| Weighted Average Capitalisation Rate | 4.80%      |
| Portfolio Occupancy (%)              | 99.7%      |
| GPT's Share of Fund FFO (\$m)        | \$46.3m    |
| GPT Base Management Fee (\$m)        | \$21.9m    |

| Equity IRR | 1 January 2018 to<br>31 December 2018 | Inception to Date<br>(Annualised) 31 March 2007<br>to 31 December 2018 |
|------------|---------------------------------------|--|
| Post fees  | 4.8%                                  | 6.0%   |



### **GWSCF** Capital Management

Total borrowings for the Fund at 31 December 2018 were \$1,194 million resulting in net gearing of 24.4%.



Casuarina Square, NT

#### GWSCF Capital Management Summary as at 31 December 2018

| Net Gearing                          | 24.4%                  |
|--------------------------------------|------------------------|
| Weighted Average Cost of Debt        | 4.0%                   |
| Fees and Margins (included in above) | 1.5%                   |
| Weighted Average Debt Term           | 5.2 years <sup>1</sup> |
| Drawn Debt Hedging                   | 69%                    |
| Weighted Average Hedge Term          | 3.3 years              |

| <b>GWSCF Loan Facilities</b> | Facility Limit (\$m) | Facility Expiry   | Amount Currently Drawn (\$m) |
|------------------------------|----------------------|-------------------|------------------------------|
| Bilateral Facility           | 50.0                 | 1 October 2020    | 50.0                         |
| Bilateral Facility           | 50.0                 | 8 January 2021    | 50.0                         |
| Bilateral Facility           | 50.0                 | 1 July 2021       | 45.0                         |
| Bilateral Facility           | 75.0                 | 30 August 2021    | 75.0                         |
| Bilateral Facility           | 100.0                | 1 October 2022    | 100.0                        |
| Bilateral Facility           | 50.0                 | 1 April 2022      | 0.0                          |
| Bilateral Facility           | 200.0                | 14 September 2022 | 152.0                        |
| Bilateral Facility           | 100.0                | 31 March 2023     | 100.0                        |
| Bilateral Facility           | 125.0                | 30 June 2023      | 125.0                        |
| Bilateral Facility           | 75.0                 | 30 August 2023    | 0.0                          |
| Bilateral Facility           | 100.0                | 31 October 2023   | 97.0                         |
| Medium Term Notes            | 200.0                | 11 September 2024 | 200.0                        |
| Medium Term Notes            | 200.0                | 28 February 2028  | 200.0                        |
| Total                        | 1,375.0              |                   | 1,194.0                      |

1. Includes credit approved facilities extensions.