# Experience First





Artist's render, Rouse Hill Town Centre redevelopment, NSW.

Retail platform presentation & Rouse Hill Town Centre site tour

21 October 2025



We acknowledge the Darug people of the land we have gathered on today.

We pay our respects to the Elders past and present, for they hold the memories, the traditions, the culture and hopes of First Nations peoples across the nation.

Rouse Hill Town Centre Welcome to Country (featuring Rhiannon Wright from Darug Education).

Photography: Blacklock Media.

# Agenda

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# Experience First



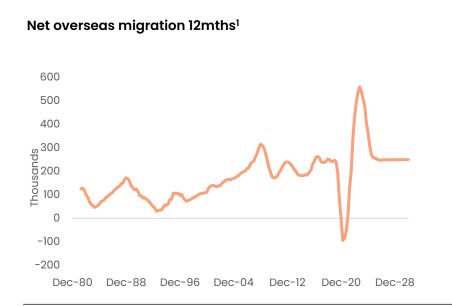


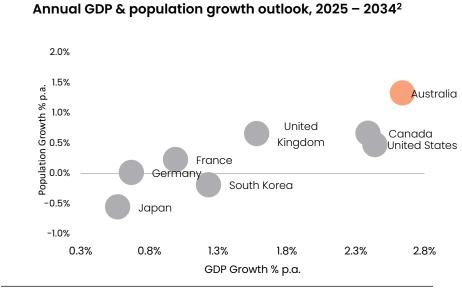
Highpoint Shopping Centre, VIC.

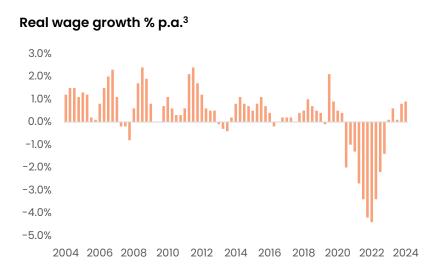
Our Research view
Australian Retail sector
October 2025

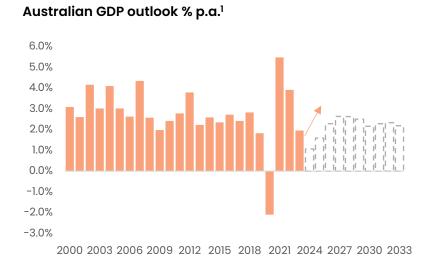
# Australian Market

The retail investment proposition is underpinned by a relatively stable economic environment, stabilising inflation, strong population growth, a resilient labour market and the easing of monetary policy settings through 2025









1. Deloitte Access Economics. 2. Capital Economics. 3. ABS.

# Why retail - structural market advantages

Australian shopping centres have been resilient and are expected to continue to adapt and thrive

Strong population growth



Australia has the highest population growth of any major mature economy, underpinning spending growth in the medium to long term.

Limited supply



Tight planning regulation and high replacement costs are driving incremental investment into existing retail assets. Australia also benefits from a considerably lower retail stock per capita (~0.9sqm) than that of the US (~2.12sqm) and Canada (~1.51sqm)<sup>1</sup>.

Favourable category exposure



Australian regional shopping centres are less reliant on department stores than those in the US, and unlike those in the US, supermarkets (grocery) are part of the anchor tenant mix, which helps to drive foot traffic.

Excess land optionality



Retail presents attractive income yields with growth delivered through stepped specialty rental increases from a diversified tenant base. There is also the potential to add value from land rich sites via mixed use schemes.

Online sales reliant on stores

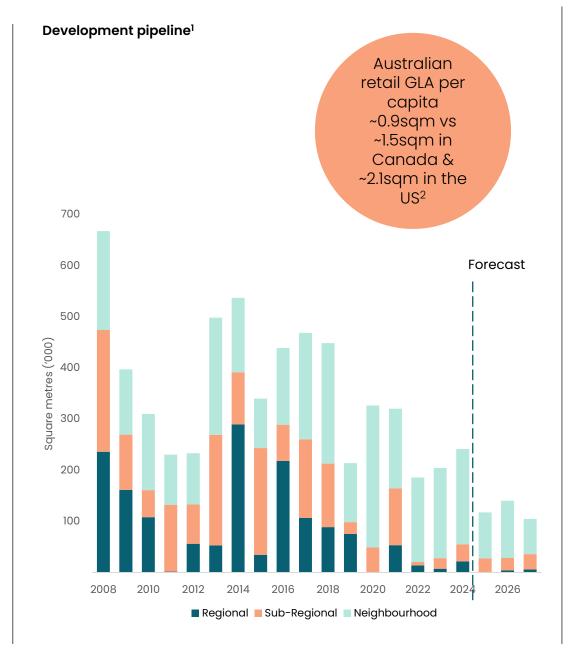


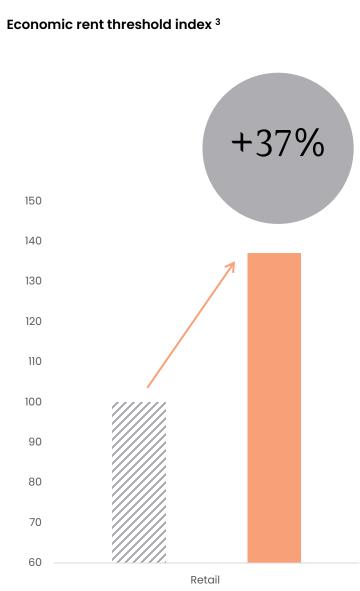
Omni-channel is the preferred distribution channel for most retailers and more convenient for customers. Over 90% of retail sales growth is expected to be fulfilled in-store, or via click & collect, direct-to-boot or online sales fulfilled through retail stores<sup>2</sup>.

# Supply shortfall to drive rental growth

Constrained supply under challenging feasibility metrics (particularly for regional and sub-regional centres) and the high benchmark for economic rents, provides a runway for rental growth within existing assets

 <sup>1.</sup> JLL Research, January 2025. Development pipeline refers to regional, sub-regional and neighbourhood sub-sectors projects under construction and probability adjusted supply for pre-construction phases. 2. Colliers Australia, 2023. 3. GPT Research. Based on Sydney regional, sub-regional and neighbourhood. Rent required were the same space to be developed using current building cost and assuming land acquisition.

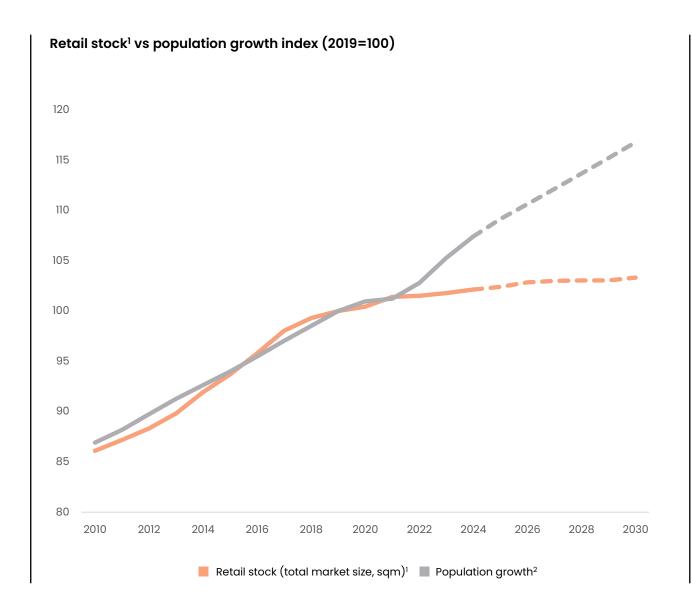




Existing market rent (base) Estimated economic rent

# Limited new supply and strong population to underpin performance

The divergence between population and total retail stock is expected to widen in the next five years, fuelling retail sales per sqm to grow at 3.3% p.a. by 2030, compared with 2.5% p.a. over the decade to 2024



5-year outlook

7.3%

Population growth

VS

0.9%

Retail stock growth by 2030

2.5% p.a.

Sales growth p/sqm 10 years to 2024<sup>3</sup>

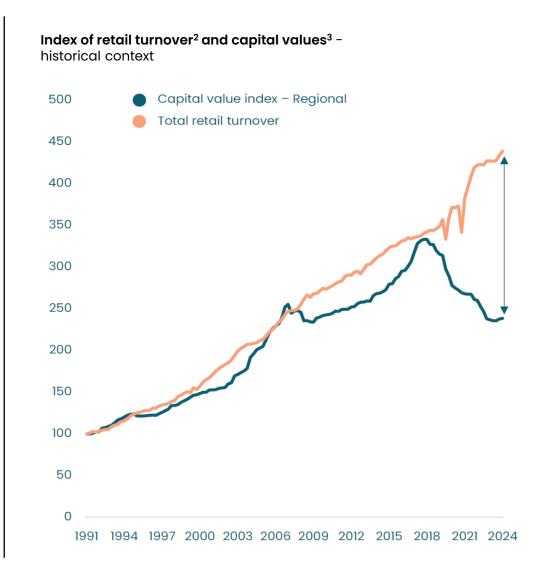
3.3% p.a.

Expected sales growth p/sqm by 2030<sup>3</sup>

<sup>1.</sup> JLL Research. Regional & sub-regional sub-sectors. 2. Deloitte Access Economics. 3. GPT Research.

# Why now – passing the inflection point

1	Fundamentals improved significantly	Sales growth accelerated, rents have re-based and vacancy rates are low
2	Valuations stabilised in 2024	Regional shopping centre values troughed in 2H24 <sup>1</sup>
3	Capital rotation back into retail	Institutional investors have re-engaged with the sector after an extended hiatus
4	Risks appropriately considered	Divergence between valuation assumptions and actual operating fundamentals
5	Positioned for income-led returns	Income growth will be a key driver for returns



# Experience First



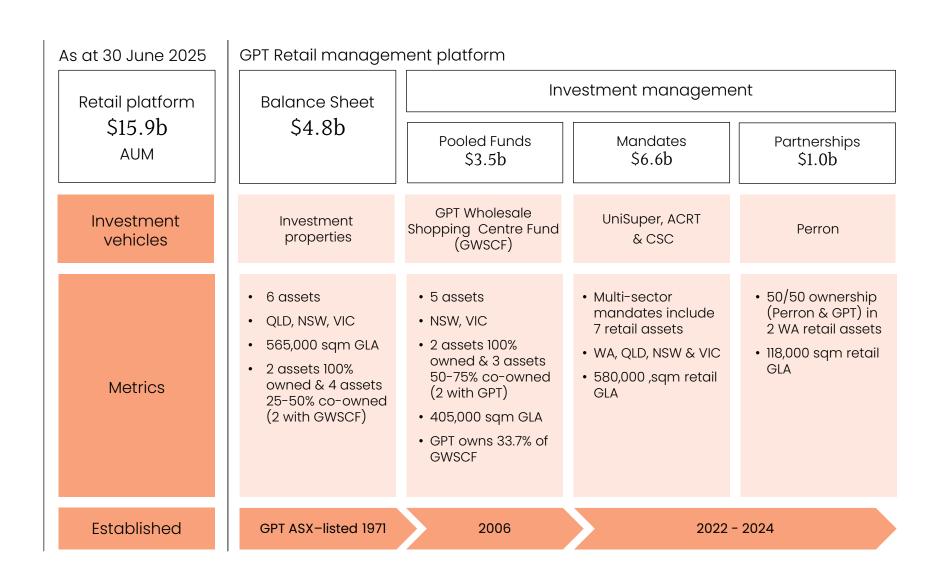


Macquarie Centre, NSW.

Retail management platform

# GPT Retail platform investment structure

Generating sustainable income growth from our Retail management platform with the creation of new investment vehicles seeded with balance sheet assets, and further development of aligned capital partnerships



# GPT Retail management platform

The Retail Management platform comprises direct ownership in \$4.8 billion of assets held on GPT's balance sheet, with a further \$11.1 billion of assets managed on behalf of the GPT Wholesale Shopping Centre Fund (GWSCF), the UniSuper, ACRT and CSC mandates, and the Perron partnership at 30 June.



18

Owned or managed assets



1.5m sqm

Gross Lettable Area



285+

Retail property professionals



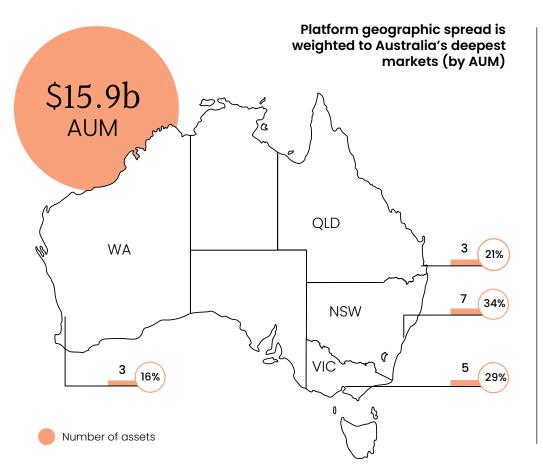
\$12.4b

Moving Annual Turnover (MAT)



243m

Annual
Customer visits



Key 1H 2025 Investment portfolio metrics

5.5%
Investment portfolio
IH2025 like for like NPI growth

• Strong Total Specialty +4.2% lease spreads<sup>1</sup>

High portfolio occupancy<sup>2</sup>

 Weighted average capitalisation rate

• Future development pipeline

5.42% 3 projects

99.7%

identified

Note: all metrics at 30 June unless otherwise stated.

Total Specialty deals completed during 1H2025.

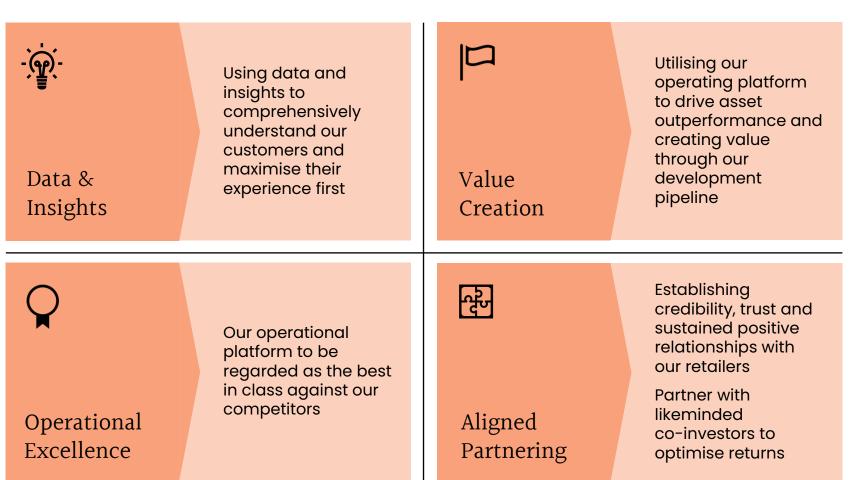
2. Managed weighted basis

# GPT's Retail ambition

Our ambition is to be acknowledged as the leading retail platform, focused on driving our assets to outperform, maximising the value for our customers, people, owners and investors.

### The GPT Retail Platform





# Experience First





Macarthur Square, NSW.

Leasing & Asset management capability

# Tenant selection - Brand Scope analytics

GPT's 'Brand Scope' is a leasing analysis tool to assist in retail tenant selection and produce customised collateral.

Brand Scope ranks the suitability of retail brands for a given Centre based on 9 different factors

Guides Consolidates and ranks brand level data leasing decisions Informs tenant selection Projects sales and rental expectations Broad Aligns centre customer and tenant profiles Quantifies potential cannibalisation risk assessment set · Accounts for brand penetration and momentum (locally and nationally) Improves tenant retention **Tenant** Reduces down time Reduces incentives retention Increases net income · Automates collateral production Cost Professional and informative pitch packs Improves conversion savings Reduces cost GPT built and owned tool **Proprietary** Competitive advantage Platform differentiation



9 Input factors

16 centres

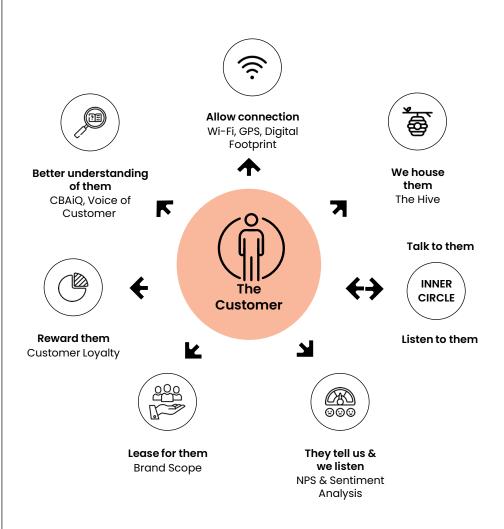
1200 brands

# Voice of Customer

Capturing and actively responding to customer insights enables GPT to align and refine our assets to best cater to the needs and wants of Shoppers

Creates a positively reinforced feedback loop with the aim of growing market share through increased penetration, visitation and share of wallet

#### The Hive Customer data platform Houses +1.6 million customer members Track engagement, influence behaviour with targeted campaigns Create value through building customer loyalty with our retailers and our centres Inner Circle **Engaged customers** · Panel of customers engaged in qualitative and quantitative research CX Connex Voice of the Customer RX Connex Voice of the Retailer NPS and Sentiment · The platform uses AI to classify free flow text comments into sentiment to enrich the feedback results and actions External Market share and spend data (CBA iQ) data





Sunshine Plaza, QLD.

Investment management capability

# Asset selection – Market Scope analytics

GPT's 'Market Scope' rates and ranks Australian Shopping Centres based on market strength and Centre-based factors

The tool supports assessment of shopping centre acquisitions and divestments, together with guiding capital allocation decisions

True market assessment	<ul> <li>Markets defined based on the estimated trade area of each Centre</li> </ul>	
Future focused	<ul> <li>Accounts for forecast population growth (10-year) and retail supply (5-year)</li> </ul>	
Scalability	Centre and data depth can be built upon in future	\$\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\
Cost savings	<ul> <li>Reduces due diligence costs e.g. the need for (or scope of) consultant reports</li> </ul>	
Proprietary	<ul><li> GPT built and owned tool</li><li> Competitive advantage</li><li> Platform differentiation</li></ul>	<b>⊕</b> <b>0</b> <b>0</b>



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# GPT owned and managed retail asset portfolio

#### VIC



**Chirnside Park, Melbourne** GLA 38,800 sqm



**Malvern Central, Melbourne** GLA 14,767sqm



Parkmore Shopping Centre, Melbourne GLA 36,900 sqm



**Highpoint Shopping Centre, Melbourne** GLA 149,600 sqm



**Melbourne Central, Melbourne** GLA 55,700 sqm

### NSW



Charlestown Square, Newcastle GLA 91,000 sqm



Dapto Mall, Sydney GLA 22,500 sqm



Macarthur Square, Sydney GLA 108,100 sqm



Marrickville Metro, Sydney GLA 34,300 sqm



Rouse Hill Town Centre, Sydney GLA 70,100 sqm



**Westfield Penrith, Sydney** GLA 91,500 sqm



Macquarie Centre,Sydney GLA 135,500 sqm

#### QLD



**Sunshine Plaza, Maroochydore** GLA 107,000 sqm



Pacific Fair Shopping Centre, Gold Coast GLA 151,000 sqm



Indooroopilly Shopping Centre, Brisbane GLA 116,000 sqm

#### WA



Karrinyup Shopping Centre, Perth GLA 109,000 sqm



**Belmont Forum, Perth** GLA 48,000 sqm



**Cockburn Gateway, Perth** GLA 69,000 sqm

# GPT Peer comparison June 2025

Retail Investment portfolio outperformed listed peers across multiple performance measures at 30 June 2025 including occupancy, like for like net property income (NPI) growth, MAT growth and Specialty productivity



Charlestown Square, NSW.

Period ending	30 June 2025	Ranked
Portfolio occupancy	99.7%	=1/7
Like for like NPI growth	5.6%	1/7
Total Centre MAT Growth	4.0%	1/7
Total Specialty MAT Growth	5.5%	1/4
Specialty Productivity	\$13,417 psm	1/6
Total Specialty Leasing spreads	4.2%	2/7



Artist's render Rouse Hill Town Centre redevelopment, NSW.

Development capability

# Retail platform development pipeline

Planned Retail development pipeline totaling >\$1.5b

#### **Under Construction**



Rouse Hill Town Centre Sydney - Expansion

50% GPT, 50% GWSCF

Estimated project cost \$200m

Retail expansion underway, on-track for Q4 2026 completion.



Chirnside Park, Melbourne - Refresh

100% GWSCF

Stage 1 ambience \$10m to be completed in November 2025

Stage 2 includes 13,000 sqm retail expansion planned to commence construction in 2026/7

#### Planned



Melbourne Central, Melbourne

100% GPT

Rooftop retail, entertainment, dining precinct and Flagship Retail



Cockburn Gateway, Perth

50% GPT, 50% Perron Group

Cinema, Entertainment, Leisure and Fashion extension

#### Master Planning



Pacific Fair Shopping Centre, Queensland

**ACRT** owned

13,000 sqm retail entertainment and leisure precinct planned to commence construction in 2027



Karrinyup Shopping Centre, Perth

UniSuper owned

Luxury retail precinct planned to commence construction in 2027/8



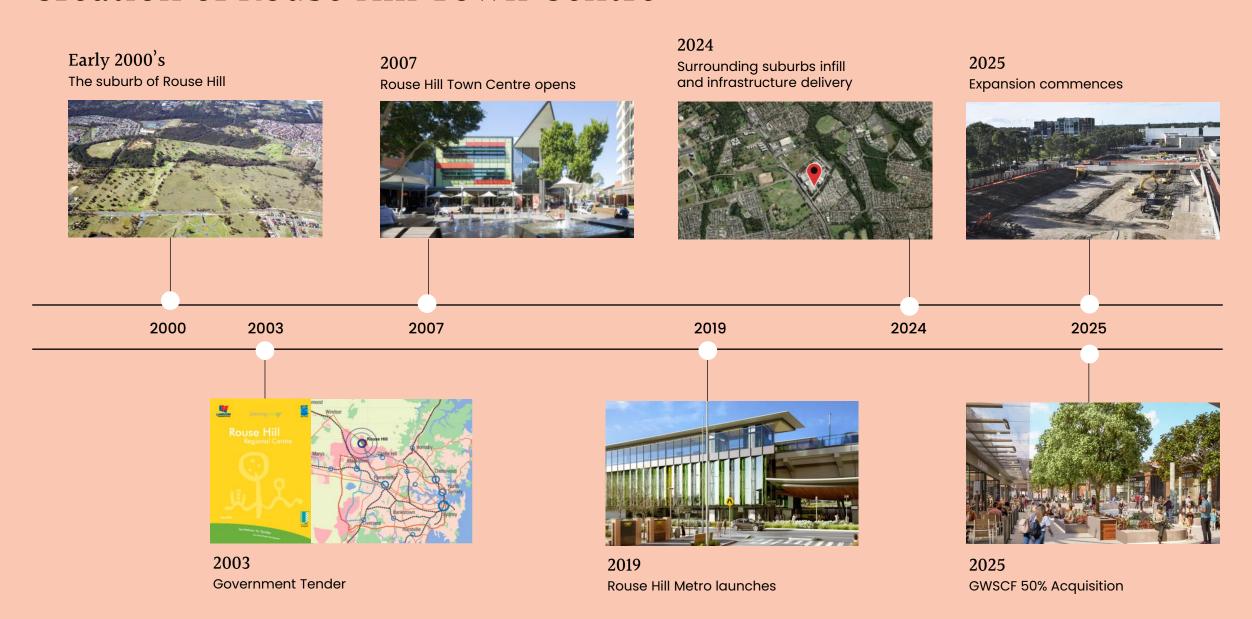
Highpoint Shopping Centre, Melbourne

25% GPT, 75% GWSCF

Mixed use master plan authority approval secured

Note: All images are Artist's renders.

## Creation of Rouse Hill Town Centre



# Rouse Hill Case study

One of the most affluent catchment areas both in Sydney and Australia overall

#### **Highest Quality Demographic profile**

• Prosperous Families – 38.8% of existing Centre Spend

#### Affluent Income

- The market is also characterised by above average household income levels across all trade area sectors.
- PTA household income at \$160,448 is 46% higher than Australian average.

#### **Prosperous Families**

- Prioritising education, health and adventure, these affluent suburban families work hard to get the very best for their family.
- · Over-index in eating out and outdoor gear purchases.

#### Visitation and spend1

619,000

The second secon						
12.6m total visits		\$51.00 Spend	d per visit	1hr 3mins dwell time (annual avg.)		
Catchment Area <sup>2</sup>						
619,000 (TTA) \$10.3b TTA Sales People						
Total	Populat	ion growth <sup>2</sup>		\$ in mar	ket <sup>3</sup>	
Trade Area	2025	2031	2041	2025	2031	2041
(TTA)	010 000	714000	000 000	#10.0k	<b>410.0</b> 1-	#10 OF

806,000

\$10.3b

\$13.6b

\$19.6b

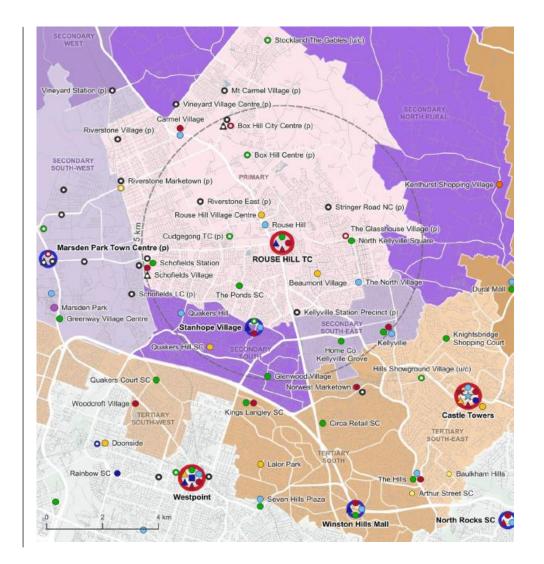
Core Customers 74.3% of Centre Spend



38.8% Prosperous Families







714,000

<sup>1.</sup> As at March 2025 2. 2021 Census data updated by Location IQ. 3. Location IQ, Census 2021

# Strategic context & Market drivers

#### Large scale land developments

- The Gables Town Centre (Stockland) 2,900 houses
- · The Hills of Carmel 2,000 houses

#### Northern Frame Precinct

- 1,500 dwellings75,000sqm office

#### The new Metro

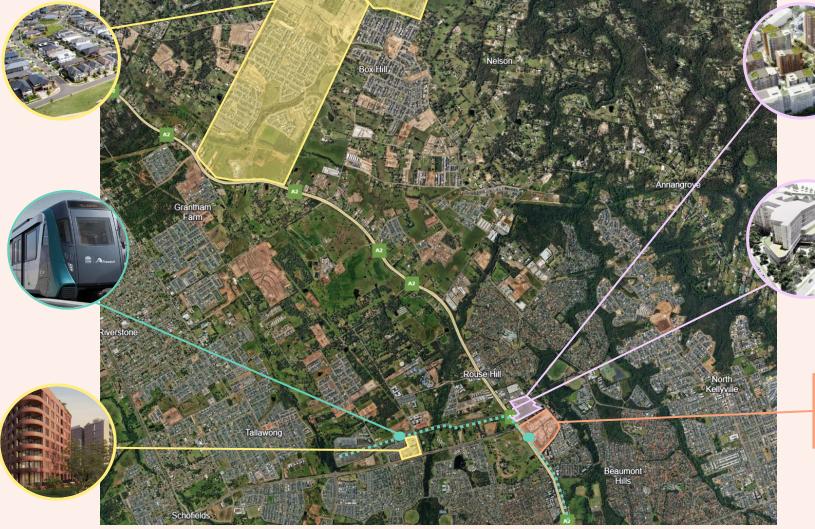
45min to CBD

Convenient access to Rouse Hill for potential customers

Easy access to jobs in the CBD for residents - wealth driver

#### High density infill projects

Tallawong Village approx 1,000 apartments



#### **Rouse Hill** Hospital

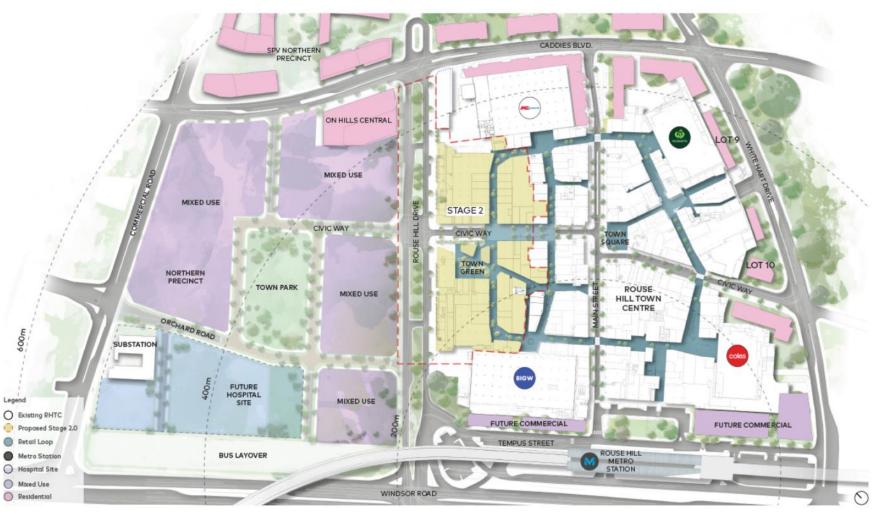
**NSW Health** ~\$1b hospital in planning phase

Rouse Hill Town Centre

Rouse Hill

### Rouse Hill Town Centre

Masterplan



Existing Centre ~70,000sqm GLA

- Retail Expansion (yellow)
  - ~10,500sqm incremental GLA
  - Adding 50+ tenancies
  - ~ \$200m Development Cost
  - Completion anticipated Q4 2026
- Northern Precinct
  (purple)
  in planning, 1,500 dwellings
  & 70,000sqm commercial

# Rouse Hill Town Centre – expansion underway

Best in class retail mix – expand & elevate























Best-in-class retailers across key growth categories:

- Elevated fashion & beauty offer
- Expanded apparel & athleisure
- New food catering & dining spaces

Secured key mini-majors, specialty and food tenants

Centre sales expected to increase from ~\$635 million to ~\$800 million

# On-Site Progress

In-line with approved program

17 Oct









# Rouse Hill Town Centre

A meeting place for the local community





Experience First



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Key metrics for the Retail sector relate to GPT owned Investment properties, GPT's weighted ownership interests in the GPT Wholesale Shopping Centre Fund (**GWSCF**) and Perron Partnership (**Perron**) respectively and where applicable, assets under management of GPT but owned by its external mandate clients.



21 October 2025