

GROWTHPOINT PROPERTIES AUSTRALIA (ASX CODE: GOZ)

MERRILL LYNCH 4TH AUSTRALIAN REIT CONFERENCE - SYDNEY GOZ OVERVIEW

24 October 2013

Growthpoint Properties Australia Trust
ARSN 120 121 002
Growthpoint Properties Australia Limited
ABN 33 124 093 901 AFSL 316409

GROWTHPOINT
PROPERTIES

Overview

- ASX listed A-REIT with market capitalisation of approx \$1.1 billion, being the 146th largest entity on the ASX (at 21 October 2013)
- Mandate to invest in Australian commercial property in industrial, office and retail sectors
- Pure landlord with four pillars investment strategy:
 - 100% investment in Australia
 - Not a developer
 - No funds management
 - Internalised management
- The objective of the Group is to provide investors with a tradeable security producing consistently growing income returns and long-term capital appreciation
- Major security holder is Growthpoint Properties Limited of South Africa the largest REIT on the JSE, with a market capitalisation of AUD 5.5 billion
- Strategy of growing the property portfolio, via acquisition and internal portfolio expansion:
 - Diversify the portfolio by tenant, geography and sector
 - Increase free-float for greater trading/liquidity and eventual ASX/S&P index inclusion
 - Lower gearing so a credit rating can be obtained and debt can be diversified to capital markets



Property Portfolio

- \$1.8 billion property portfolio, which has grown from \$650 million in late 2009
- Acquired 27 properties valued at \$1.06 billion, by single asset acquisition, portfolio purchases, developments fund-throughs and the take-over of an ASX listed A-REIT

Portfolio overview

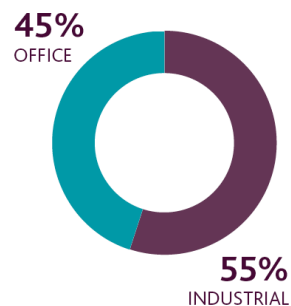
as at 30 Sept 2013

	INDUSTRIAL	OFFICE	TOTAL
NO. OF PROPERTIES	32	15	47
TOTAL / AVERAGE VALUE	\$957.6m / \$29.9m	\$797.3m / \$53.2m	\$1,754.8m / \$37.3m
% OF PORTFOLIO VALUE	55%	45%	100%
TOTAL / AVERAGE LETTABLE AREA	826,946 m ² / 25,842 m ²	141,375 m ² / 9,825 m ²	974,321 m ² / 20,730 m ²
AVERAGE PROPERTY AGE	8.3 years	9.0 years	6.8 years
AVERAGE VALUATION CAP RATE	8.3%	8.4%	8.3%
OVER (UNDER) RENTING	(0.1%)	3.2%	1.5%
WALE	7.6 years	5.6 years	6.7 years
WEIGHTED AVERAGE RENT REVIEW ¹	2.8%	3.5%	3.1%
AVERAGE VALUE (PER m ²)	\$1,157	\$5,410	\$1,801
AVERAGE RENT (PER m ²)	\$98	\$499	\$158

1. Assumes CPI of 2.5%.

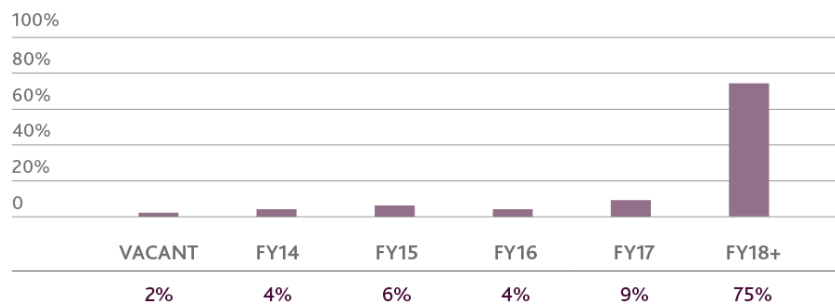
Property Portfolio

SECTOR DIVERSITY



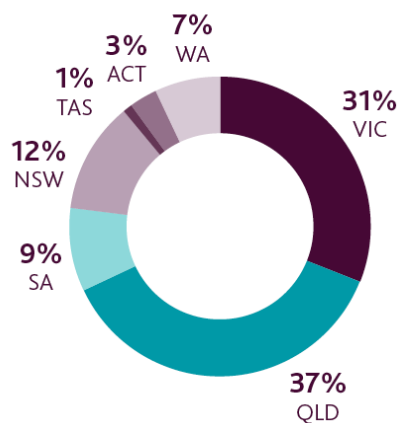
PORTFOLIO RENT EXPIRING

PER FINANCIAL YEAR



GEOGRAPHIC DIVERSITY

BY MARKET VALUE



TOP TEN TENANTS

BY PASSING RENT

TENANT	%
WOOLWORTHS	27%
GE CAPITAL FINANCE AUSTRALASIA	7%
LINFOX AUSTRALIA	5%
COMMONWEALTH OF AUSTRALIA	5%
SINCLAIR KNIGHT MERZ	3%
ENERGEX	3%
FOX SPORTS	2%
STAR TRACK EXPRESS	2%
RUNGE PINCOCK MINARCO	2%
DOWNER MINING	2%
TOTAL	58%

Returns

- Attractive yield and total returns for the last 3 years

TOTAL RETURNS FOR THE PERIOD ENDING 21 OCTOBER 2013

		ONE MONTH	THREE MONTHS	SIX MONTHS	ONE YEAR	TWO YEARS	THREE YEARS
GROWTHPOINT PROPERTIES AUSTRALIA	GOZ	1.6%	9.2%	8.5%	31.0%	24.4%	18.5%
S&P / ASX 300 (GICS) PROP ACC. INDEX	A-REIT	2.0%	2.9%	(1.2%)	14.7%	22.8%	13.0%
S&P / ASX 300 ACC. INDEX	Shares	1.5%	9.1%	10.8%	21.7%	18.5%	9.5%
GOZ PERFORMANCE RELATIVE TO A-REIT		(0.5%)	6.3%	9.7%	16.2%	1.7%	5.5%
GOZ PERFORMANCE RELATIVE TO SHARES		0.1%	0.0%	(2.3%)	9.3%	5.9%	9.0%

- FY14 distribution yield of 7.25% based upon guidance of 19.0 cents per security and price of \$2.62. A-REIT sector average of 5.6%



Summary

Attractive risk adjusted returns

- Provide defensive and sustainable income returns
- Sustainable growth in earnings and distributions

Income security with quality property portfolio

- High occupancy (98%) and long WALE (6.8 years)
- High proportion of leases to government, investment grade and national tenants
- Modern industrial and office buildings

Income growth

- Organic growth through fixed rental growth averaging 3.1% per annum (weighted by rent at 30 June 2013)
- FY14, 3.8% growth in forecasted distribution, after 4.0% growth in FY13

Simple, low risk business model

- 100% domestic, wholly owned portfolio
- Pure landlord, with no funds management or development business
- Internally managed with low corporate overheads (MER of 0.40%)

Continued growth of Group

- Larger, more diversified property portfolio
- Equity based expanded with greater free-float and liquidity
- Reduce gearing so can access debt capital markets over time



Thank you

For more information contact us at:

Growthpoint Properties Australia
Level 22, 357 Collins Street
Melbourne VIC 3000

P: +61 3 8681 2900

F: +61 3 8681 2910

E: info@growthpoint.com.au

Investor services line: 1800 260 453

www.growthpoint.com.au

