

Pre-Quotation Disclosure

The following information is required to be provided to ASX Limited for release to the market in connection with the admission to the official list and official quotation on a conditional and deferred settlement trading basis of the fully paid stapled securities (**Securities**) in Industria REIT (which comprises Industria Trust No. 1 ARSN 125 862 875, Industria Trust No. 2 ARSN 125 862 491, Industria Trust No. 3 ARSN 166 150 938, Industria Trust No. 4 ARSN 166 163 186 (**Trusts**) and Industria Company No. 1 Ltd ACN 010 794 957 (**Industria Co**)) (**Industria**).

Basis of allocation and procedures for determining allocations

The basis of allocation and the procedures by which Applicants may determine their precise allocation of Securities are described in the attached advertisement - see Attachment 1. This advertisement has been published in this morning's edition of the Australian Financial Review, The Australian, The Sydney Morning Herald and The Melbourne Age.

As stated in the attached advertisement, Applicants under the Broker Firm Offer can confirm their allocation of Securities by phoning their Broker. Applicants under the Priority Offer may confirm their allocations by telephoning the Industria Information Line on 1800 132 009 (within Australia) and +61 1800 132 009 (outside Australia) from 9am Melbourne Time on Tuesday, 3 December 2013.

Applicants may make general enquiries regarding the Offer by also contacting the Industria Information Line.

Conditions for the Conditional Market

The conditions for the conditional market as set out in the Prospectus are:

- the Stapling of the units in the Trusts and shares in Industria Co occurring;
- the Securities held by Securityholders who have elected to sell their Securities through the Sale Facility having been transferred to the Sale Facility Agent; and
- the Sale Facility Agent having sold the Securities held by Exiting Securityholders to successful applicants under the Offer; and
- settlement under the Institutional Offer and Broker Firm Offer having occurred.

It is expected that these conditions will be satisfied and notification provided to ASX on or about Thursday, 5 December 2013.

The issue and sale price and number of Securities issued or transferred under the Offer

The issue and sale price for each Security under the Offer is \$2.00 (with the exception of Securities issued under the Broker Firm Retail Offer, for which the issue price was \$1.97).

The number of Securities allocated under each part of the Offer is:

- Broker Firm Retail Offer - 13,350,649
- Broker Firm Sophisticated Offer – 40,731,425
- Priority Offer – 7,750,000
- Institutional Offer – 37,642,860

The total number of Securities issued or transferred under the Offer is 99,474,934.

Despatch date

The intended date for issuing and transferring Securities to Applicants is Thursday, 5 December 2013.

The intended date for sending CHESS allotment notices, issuer sponsored holding statements and any refund money is Monday, 9 December 2013.

Indicative statement of the 20 largest securityholders and indicative distribution schedule of securityholders

Please refer to Attachment 2 for an indicative statement of the 20 largest securityholders and indicative distribution schedule of securityholders.

ASX reservation of right

ASX reserves the right (but without limiting its absolute discretion) to remove any or all of Industria Co and the Trusts if any of the units in the Trusts and shares in Industria Co cease to be stapled together, or any equity securities are issued by any of the Trusts or Industria Co which are not stapled to corresponding securities in the other entities.

Further information

Applicants with any questions regarding the Offer, should contact the Industria Information Line on 1800 132 009 (within Australia) and +61 1800 132 009 (outside Australia) between 9am and 5:30pm (Melbourne Time) on Monday to Friday.

Attachment 1

Advertisement



IMPORTANT NOTICE TO ALL APPLICANTS UNDER THE INDUSTRIA REIT ("INDUSTRIA") INITIAL PUBLIC OFFERING OF STAPLED SECURITIES ("OFFER")

The Industria initial public offering of stapled securities ("Securities") under the Priority Offer and Broker Firm Offer closed at 5.00pm (Melbourne time) on Wednesday, 27 November 2013.

OFFER DETAILS

As set out in the Disclosure Document, the price to be paid under the Broker Firm Retail Offer is \$1.97 and \$2.00 for all other investors. The size of the Offer is approximately \$198.95 million and Industria's indicative market capitalisation is approximately \$250 million.² Approximately 37.64 million Securities were allotted under the Institutional Offer, approximately 7.75 million Securities were allotted under the Priority Offer (including Securities to APN Property Group) and approximately 54.08 million Securities were allotted under the Broker Firm Offer.

ALLOCATION POLICY

Broker Firm Offer

For Broker Firm Offer Applicants, it is a matter for Brokers as to how they allocate firm stock amongst their clients. Applicants under the Broker Firm Offer may confirm their allocations by telephoning their Broker. Applications received after the close of the Broker Firm Offer, or that were accompanied by cheques that were subsequently dishonoured, have not been allocated any Securities. It is a matter for Brokers if any unfulfilled Application Monies need to be refunded to Applicants.

Priority Offer

Applicants under the Priority Offer received at least a guaranteed minimum allocation of \$20,000 of Securities (or such lower number of Securities applied for, subject to the minimum application size of \$2,000 of Securities and in multiples of \$500 of Securities thereafter).

Applicants under the Priority Offer may confirm their allocations by telephoning the Industria Information Line on 1800 132 009 (within Australia) and +61 1800 132 009 (outside Australia) from 9am Melbourne Time on Tuesday, 3 December 2013.

Applications received after the close of the Offer, or that were accompanied by cheques that were subsequently dishonoured, have not been allocated any Securities.

The amount of any unfulfilled Application Monies will be refunded to Applicants except that no refund will be made in the event the refund amount is less than or equal to five Australian dollars. In this event, the Application Monies will

be applied to a charitable organisation nominated by the Issuers (see section 10.8 of the Disclosure Document).

Institutional Offer

The Issuers had absolute discretion regarding the basis of allocation of Securities among Institutional Investors. Participants in the Institutional Offer have been advised of their allocation of Securities, if any, by the Bookrunners.

CONDITIONAL AND DEFERRED SETTLEMENT TRADING

Securities are expected to commence trading on ASX today, Tuesday, 3 December 2013 at midday (Melbourne time), initially on a conditional and deferred settlement basis, under the ASX code of "IDR".

The contracts formed on acceptance of applications will be conditional on the conditions to unconditional trading have been satisfied, including completion of the Stapling and settlement of the Broker Firm Offer and Institutional Offer. Trades occurring on ASX before Settlement will be conditional on Settlement occurring.

Conditional trading will continue until Industria has advised ASX that the conditions have been satisfied, which is expected to be on Thursday, 5 December 2013. Trading will then be on an unconditional but deferred delivery basis until Industria has advised ASX that holding statements have been despatched to Securityholders. Normal Settlement trading is expected to commence on or about Tuesday, 10 December 2013.

All Applicants are responsible for determining and confirming the number of Securities allocated to them prior to selling any Securities. Applicants who sell Securities before receiving their allotment confirmation do so at their own risk.

FURTHER INFORMATION

Applicants with any questions regarding the Industria Security Offer should contact the Industria Information Line on 1800 132 009 (within Australia) and +61 1800 132 009 (outside Australia). The Information Line operates between 9am and 5:30pm Melbourne Time, Monday to Friday. Applicants under the Broker Firm Offer wishing to confirm their allocations should contact their Broker.

1. Capitalised terms not defined in this notice have the meaning given to them in the Product Disclosure Statement and Prospectus dated 28 October 2013.
2. Based on the Offer Price and the total number of Securities on issue on Completion of the Offer. Securities may not trade at the Offer Price post Listing.

Attachment 2

Indicative distribution schedule of securityholders and indicative statement of the 20 largest securityholders

1 Indicative statement of the 20 largest securityholders

No	Securityholder	Securities	% of Securities
1	RBC INVESTOR SERVICES AUSTRALIA NOMINEES PTY LIMITED A/C APNUPF	9,321,327	7.46%
2	M F CUSTODIANS LIMITED	7,373,754	5.90%
3	APN PROPERTY GROUP LIMITED	6,250,000	5.00%
4	CITICORP NOMINEES PTY LIMITED <COLONIAL FIRST STATE INV A/C>	6,000,000	4.80%
5	CITICORP NOMINEES PTY LIMITED	4,169,812	3.34%
6	JP MORGAN NOMINEES AUSTRALIA LIMITED <CASH INCOME A/C>	3,965,803	3.17%
7	JPM MORGAN NOMINEES AUSTRALIA LIMITED	3,694,513	2.96%
8	UBS NOMINEES PTY LTD	3,631,198	2.90%
9	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	3,562,142	2.85%
10	NATIONAL NOMINEES LIMITED	3,385,651	2.71%
11	THE TRUST COMPANY LIMITED ACF APN DIRECT PROPERTY FUND	3,178,673	2.54%
12	ANZ NOMINEES PTY LIMITED	2,542,500	2.03%
13	BNP PARIBAS NOMS PTY LTD	1,576,183	1.26%
14	THE AUSTRALIAN NATIONAL UNIVERSITY	1,499,871	1.20%
15	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED - A/C 3	1,467,999	1.17%
16	RBC INVESTOR SERVICES AUSTRALIA NOMINEES PTY LIMITED	1,325,000	1.06%
17	RBC INVESTOR SERVICES AUSTRALIA NOMINEES PTY LIMITED A/C PCPIP	1,179,801	0.94%

18	IDAMENEO NOMINEES PTY LTD	1,074,000	0.86%
19	BNP PARIBAS NOMINEES PTY LTD <AGENCY LENDING DRP A/C>	773,189	0.62%
20	BUTTONWOOD NOMINEES PTY LTD	700,000	0.56%
Top 20 holders of Securities		53.34%	53.34%
Balance of Securities		46.66%	46.66%
Total Securities on issue		125,000,000	125,000,000

2 Indicative distribution schedule of securityholders

Range	Holders
1 to 1,000	36
1,001 to 5,000	668
5,001 to 10,000	667
10,001 to 100,000	1,159
100,001 and over	144
Total	2,674

There are no securityholders with parcels of Securities with a value of less than \$2,000 based on the Offer Price.