

Growthpoint Properties Australia (ASX Code: GOZ)

Growthpoint Properties Australia Trust ARSN 120 121 002

Growthpoint Properties Australia Limited ABN 33 124 093 901 AFSL 316409

[www.growthpoint.com.au](http://www.growthpoint.com.au)

# Half Year Results Presentation

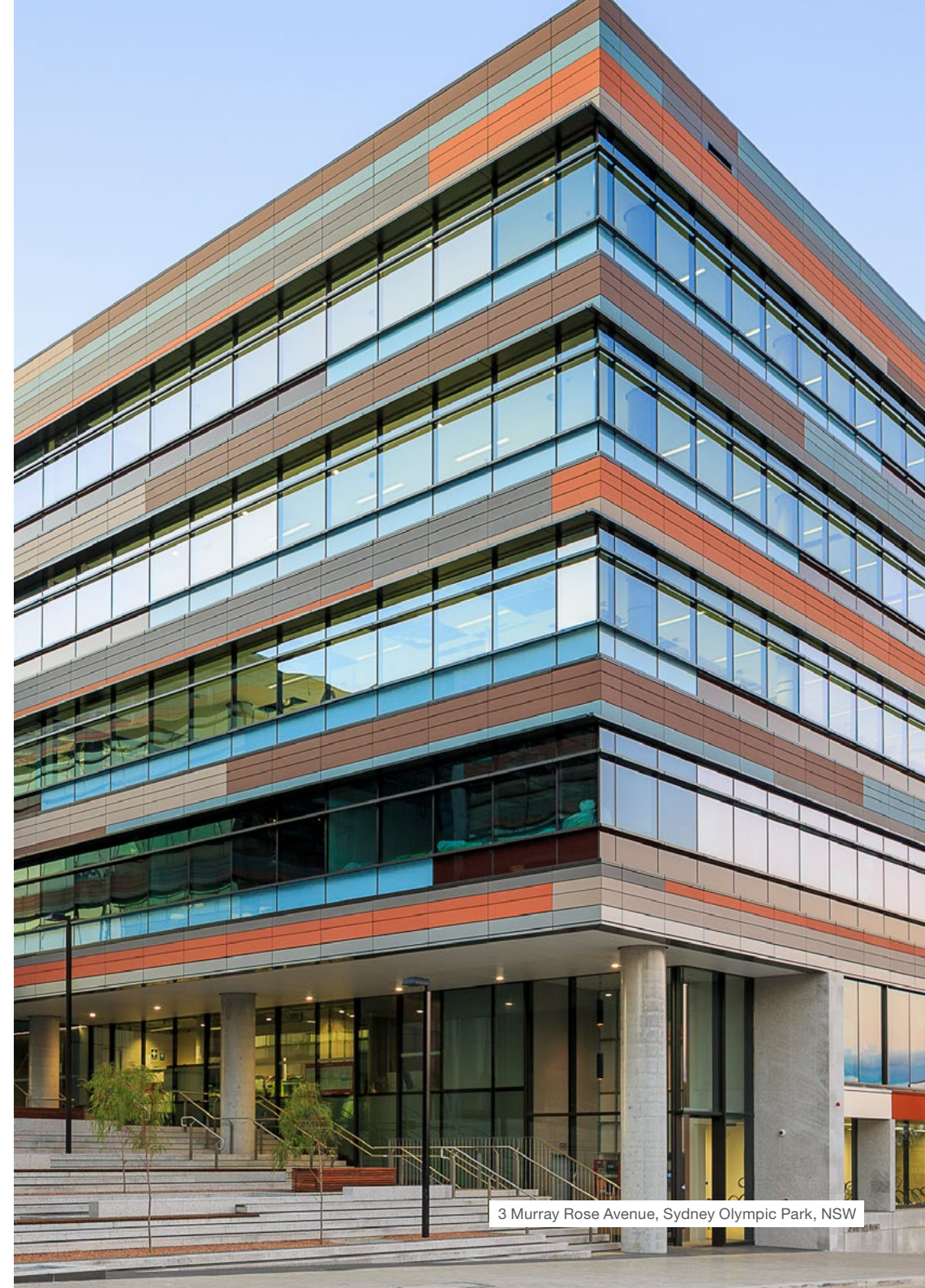
For the six months ended 31 December 2016

**21 February 2017**

**GROWTHPOINT**  
PROPERTIES



SPACE TO THRIVE



3 Murray Rose Avenue, Sydney Olympic Park, NSW

# Important information

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## Executive Management Team



**Timothy Collyer**  
Managing Director



**Dion Andrews**  
Chief Financial Officer



**Aaron Hockly**  
Chief Operating Officer



**Michael Green**  
Head of Property



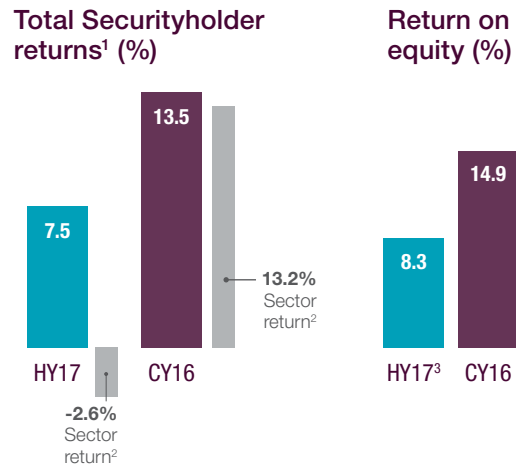
1231-1241 Sandgate Rd, Nundah, QLD

# Overview

- ✓ **16.8% increase in distributable income per security HY16 to HY17**
- ✓ **4.2% increase in NTA per security over HY17**
- ✓ **Reweighting of property portfolio into office (66%) and NSW (26%)**
- ✓ **GMF takeover complete; assets fully integrated**
- ✓ **Sale of \$152.3m of industrial property**
- ✓ **Balance sheet gearing of 42.5%**

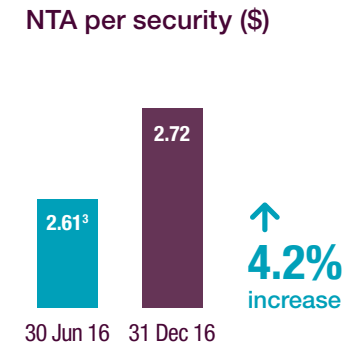
# Highlights of HY17

## Returns continue to grow

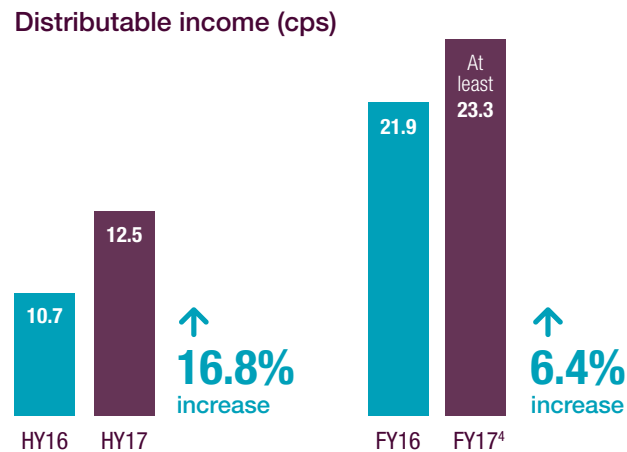


## NTA increased due to:

- property revaluation gains
- raising equity above NTA per security



## Distributable income and distributions continue to increase



1. Source: UBS Investment Research.

2. S&P / ASX300 (GICS) Prop. Acc Index. Source: UBS Investment Research.

3. Restated. Refer to slide 13 for further detail.

4. Guidance only.

# Highlights of HY17 (continued)

## Property portfolio enhanced by value and sector



GMF takeover completed, adding **\$440.3m** and six office properties



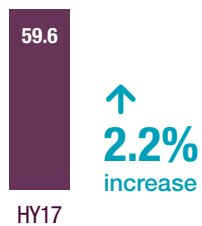
Five industrial properties sold for **\$152.3m** in two transactions

## Leases extended and portfolio occupancy increased to 99%

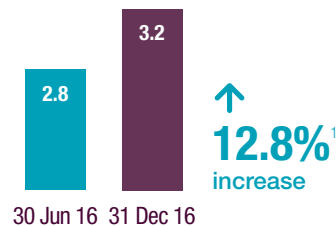


**55,126sqm** leasing completed during HY17

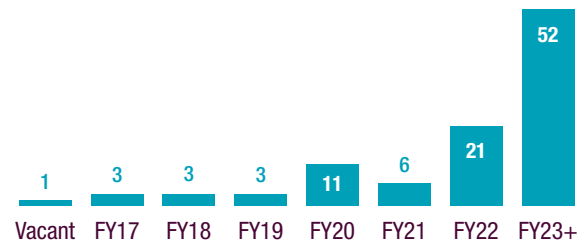
### Like-for-like property valuation gain (\$m)



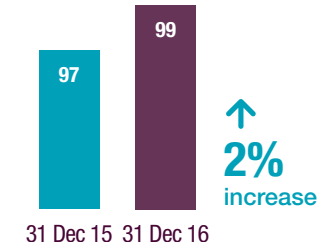
### Property portfolio value (\$b)



### Lease expiry profile (%)



### Portfolio occupancy (%)



1. Figures do not sum due to rounding.

# Highlights of HY17 (continued)

## Increased exposure to NSW and office sector; lowered VIC industrial exposure



NSW exposure increased to **26%** from 20% at 30 June 2016

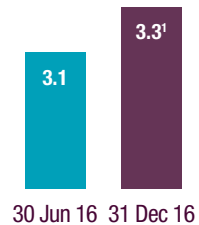


Office sector exposure increased to **66%** from 56% at 30 June 2016

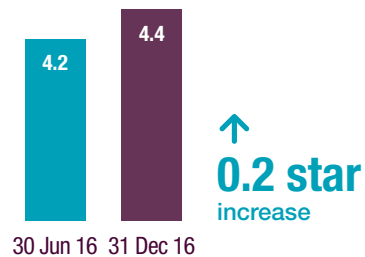


Victoria industrial exposure reduced to **13%** from 20% at 30 June 2016

### Weighted average rent review (%)



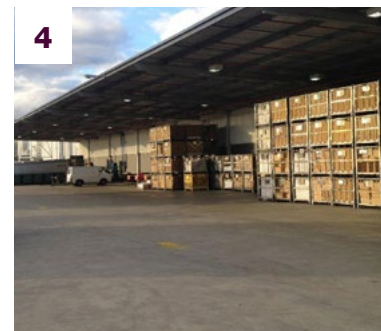
### Average NABERS energy rating (stars)



1. Assumes CPI change of 1.5% per annum as per Australian Bureau of Statistics release for CY16.



# Sale of \$152.3m of industrial property



## Key metrics of properties sold

	Date of Purchase	Original purchase price	Book value at 30 June 2016	Date of Sale	Sale price	Settlement date	Increase in value from purchase to sale <sup>1</sup>	Passing Yield (Passing rent/BV)	Sale Yield (Passing rent/sale price)	Market Yield (Market rent/sale price)	IRR (per annum, ungeared)
		\$'000	\$'000		\$'000		%	%	%	%	%
<b>1</b> 670 MacArthur Avenue, Pinkenba, QLD	Sep 2010	8,195	9,916	Jun 2016	10,075	Sep 2016	22.9	7.9	7.7	7.3	10.6
<b>2</b> 28 Bilston Drive, Wodonga, VIC	Aug 2009 <sup>2</sup>	64,800 <sup>2</sup>	69,240	Dec 2016	68,200	Dec 2016	5.2	9.4	9.5	9.3	9.7
<b>3</b> 365 Fitzgerald Road, Derrimut, VIC	Jun 2011	12,200	17,843	Dec 2016	18,000	Dec 2016	47.5	7.8	7.6	7.2	14.8
<b>4</b> 213-215 Robinsons Road, Ravenhall, VIC	Dec 2013	23,200	26,959	Dec 2016	27,900	Dec 2016	20.3	8.0	7.7	6.4	12.4
<b>5</b> 101-103 William Angliss Drive, Laverton North, VIC	Apr 2014	19,850	27,731	Dec 2016	28,100	Dec 2016	41.6	6.8	6.7	6.7	15.9
<b>Total / weighted average<sup>3</sup></b>	–	<b>128,245</b>	<b>151,688</b>	–	<b>152,275</b>	–	<b>18.7</b>	<b>8.4</b>	<b>8.4</b>	<b>7.9</b>	<b>10.7</b>

1. Excludes rental income and costs.

2. Creation of Growthpoint Properties Australia.

3. Figures may not sum due to rounding.



# Top five office properties/ property groups by value

**56%**  
of office  
portfolio

**\$1,175.2m**  
total value of top five  
properties / property groups

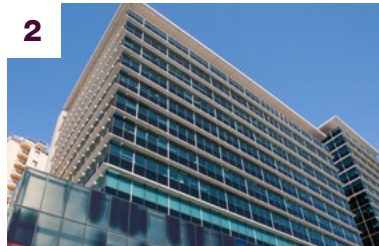
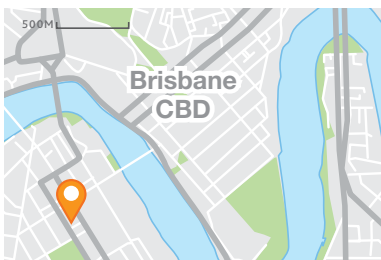
**7.0yrs**  
weighted average  
lease expiry

**3.6%**  
weighted average  
rent review<sup>3</sup>



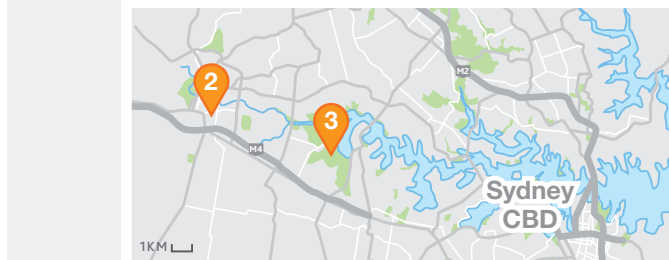
**1**  
**SW1 Complex,  
South Brisbane, QLD  
(5 properties)**

Book value:	Occupancy:
<b>\$329.3m</b>	<b>100%<sup>1</sup></b>
Cap rate:	Lettable area:
<b>6.4%</b>	<b>37,584 sqm</b>
WALE:	Site area:
<b>6.3 years</b>	<b>23,247 sqm</b>
% of office portfolio:	Major tenant:
<b>16%</b>	<b>Jacobs Group &amp; Downer</b>



**2**  
**1 Charles St, Parramatta,  
NSW**

Book value:	Occupancy:
<b>\$292.0m</b>	<b>100%</b>
Cap rate:	Lettable area:
<b>6.0%</b>	<b>32,356 sqm</b>
WALE:	Site area:
<b>7.4 years</b>	<b>6,460 sqm</b>
% of office portfolio:	Sole tenant:
<b>14%</b>	<b>NSW Police</b>



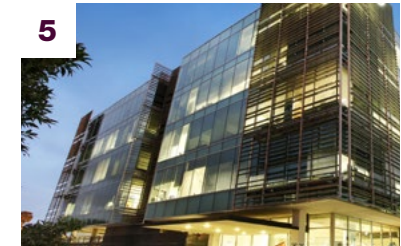
**3**  
**Sydney Olympic Park, NSW  
(4 properties)**

Book value:	Occupancy:
<b>\$242.9m</b>	<b>100%<sup>1</sup></b>
Cap rate:	Lettable area:
<b>6.6%</b>	<b>36,198 sqm</b>
WALE:	Site area:
<b>5.2 years</b>	<b>22,229 sqm</b>
% of office portfolio:	Major tenants:
<b>12%</b>	<b>Samsung &amp; Lion</b>



**4**  
**75 Dorcas St,  
South Melbourne, VIC**

Book value:	Occupancy:
<b>\$172.8m</b>	<b>100%<sup>1</sup></b>
Cap rate:	Lettable area:
<b>6.5%</b>	<b>23,811 sqm</b>
WALE:	Site area:
<b>4.9 years</b>	<b>9,632 sqm</b>
% of office portfolio:	Major tenant:
<b>8%</b>	<b>ANZ Banking Group</b>



**5**  
**Bldgs 1, 2, & 3, 572-576  
Swan St, Richmond, VIC  
(3 properties, incl. car park)**

Book value:	Occupancy:
<b>\$137.0m</b>	<b>100%</b>
Cap rate:	Lettable area:
<b>5.8%</b>	<b>24,910 sqm</b>
WALE:	Site area:
<b>14.2 years</b>	<b>27,776 sqm</b>
% of office portfolio:	Major tenant:
<b>7%</b>	<b>GE Capital Finance<sup>2</sup></b>

1. Occupancy is for office space and may exclude a small number of vacant car spaces.

2. Leases to Country Road/ David Jones, with a weighted average lease term from commencement of 14.5 years, will replace the existing leases to GE Capital Finance Australasia upon the lease expiry.

3. Assumes CPI change of 1.5% per annum as per Australian Bureau of Statistics release for CY16.

# Top five industrial properties/property groups by value

**82%**

of industrial portfolio

**\$897.9m**

total value of top five properties / property groups

**5.5yrs**

weighted average lease expiry

**2.6%**

weighted average rent review<sup>1</sup>



## 1 Woolworths Distribution Centres (5 properties)

Book value: **\$564.9m**    Occupancy: **100%**

Cap rate: **7.0%**    Lettable area: **350,185 sqm**

WALE: **5.8 years**    Site area: **1,119,536 sqm**

% of industrial portfolio: **51%**    Sole tenant: **Woolworths**



## 2 Linfox properties, Erskine Park, NSW (3 properties)

Book value: **\$137.4m**    Occupancy: **100%**

Cap rate: **6.3%**    Lettable area: **58,077 sqm**

WALE: **6.4 years**    Site area: **195,490 sqm**

% of industrial portfolio: **13%**    Sole tenant: **Linfox**



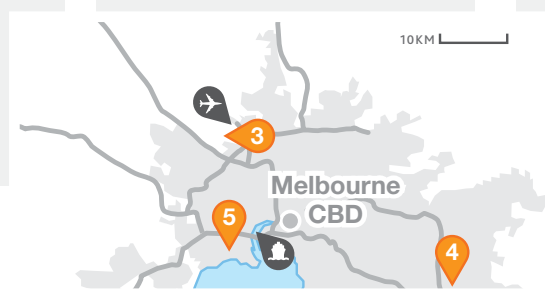
## 3 Melbourne Airport properties, VIC (6 properties)

Book value: **\$100.9m**    Occupancy: **100%**

Cap rate: **8.7%**    Lettable area: **139,679 sqm**

WALE: **3.5 years**    Site area: **250,660 sqm**

% of industrial portfolio: **9%**    Major tenants: **StarTrack, Laminex Group**



## 4 Knoxfield Industrial properties, VIC (3 properties)

Book value: **\$63.3m**    Occupancy: **100%**

Cap rate: **6.6%**    Lettable area: **37,694 sqm**

WALE: **6.1 years**    Site area: **68,389 sqm**

% of industrial portfolio: **6%**    Major tenant: **Brown & Watson International**



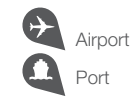
## 5 9-11 Drake Boulevard, Altona, VIC

Book value: **\$31.4m**    Occupancy: **100%**

Cap rate: **6.8%**    Lettable area: **25,743 sqm**

WALE: **4.7 years**    Site area: **41,730 sqm**

% of industrial portfolio: **3%**    Major tenant: **Peter Stevens Motorcycles**



1. Assumes CPI change of 1.5% per annum as per Australian Bureau of Statistics release for CY16.



27-49 Lenore Drive, Erskine Park, NSW

# Financial Management

- ✓ **Distributable income of 12.5 cps**, an increase of 16.8% on HY16
- ✓ **NTA per security of \$2.72** at 31 December 2016 (up 4.2% since 30 June 2016)
- ✓ **Balance sheet gearing at 42.5%** (within target range of 35% to 45%)
- ✓ **\$1.38 billion drawn debt**
- ✓ **Operating costs remain low** at 0.4% of gross assets

# Financial results

		<b>HY17</b>	HY16	Change	% Change
Statutory accounting profit	\$'000	<b>113,005</b>	124,736 <sup>1</sup>	(11,731)	(9.4)
Statutory accounting profit per security	¢	<b>17.6</b>	21.9 <sup>1</sup>	(4.3)	(19.6)
Distributable income	\$'000	<b>80,105</b>	61,024	19,081	31.3
Distributable income per security	¢	<b>12.5</b>	10.7	1.8	16.8
Distributions per security	¢	<b>10.6</b>	10.2	0.4	3.9
Payout ratio	%	<b>84.9</b>	95.2	-	(10.3)
Calendar year ICR	times	<b>4.1</b>	4.1	-	0.0
Calendar year MER	%	<b>0.4</b>	0.4	-	0.0
		<b>As at 31 Dec 2016</b>	<b>As at 30 Jun 2016</b>	<b>Change</b>	<b>% Change</b>
NTA per stapled security	\$	<b>2.72</b>	2.61 <sup>1</sup>	0.11	4.2
Balance Sheet gearing	%	<b>42.5</b>	43.1 <sup>1</sup>	-	(0.6)

- HY17 distribution is expected to be 41.4% tax deferred and 7.7% tax free. This will be confirmed when tax statements are released in August 2017.
- Foreign holders should refer to the fund payment notice which will be released on or shortly after the date of this presentation.

Decline solely due to higher valuation gains in HY16 than in HY17

1. Restated. Refer to slide 13 for further detail.

# Revised accounting treatment of tenant incentives<sup>1</sup>

Growthpoint has determined, as part of its HY17 accounting review process, to revise the accounting treatment of tenant incentives. This follows changed advice that tenant incentive assets should be treated as a reconciling item that reduces the fair value of the properties. Previously, the tenant incentive asset was treated as a separate asset to the fair value of the properties for the purposes of calculating net tangible assets.

This will not result in any change to Growthpoint's

- distributable income or distributions - historic or current;
- covenants under any funding arrangements; or
- tax obligations (historic or future).

The table at right outlines the changes to comparative figures that have been restated for consistency. None of these changes are considered material.







		Historical value	Restated value	Change	% Change
<b>As at 30 June 2016</b>					
NTA	\$'000	1,556,841	<b>1,522,412</b>	(34,429)	(2.2)
NTA per stapled security	\$	2.67	<b>2.61</b>	(0.06)	(2.2)
Balance sheet gearing	%	42.5	<b>43.1</b>	-	0.6
<b>For the six months to 31 December 2015</b>					
Statutory accounting profit	\$'000	125,818	<b>124,736</b>	(1,082)	(0.9)
Statutory accounting profit per security	<i>cents</i>	22.1	<b>21.9</b>	(0.2)	(0.9)

1. Refer to Appendix 4 on slide 40 for details of average lease incentives for HY17 and their accounting treatment.

# Analysis of distributable income per security (DIPS)

- HY17 DIPS increased by 16.8% to 12.5 cents per security primarily due to acquisitions in CY16
- FY17 DIPS guidance is at least 23.3cps, 6.4% above FY16
- The table opposite shows the contributors to HY17 DIPS and why this is expected to moderate in 2H17

**FY17 guidance assumes no further acquisitions, includes the net impact of the takeover of GMF and the industrial properties sold and an allowance for further capital management initiatives<sup>2</sup>**

	HY17	Impact on DIPS from prior 6 months	2H17	Impact on DIPS from prior 6 months
<b>\$726 million of office acquisitions</b>	Assets not owned for the prior period so increased NPI increases DIPS		Assets owned for all of FY17 so equal contributor to both half years	
<b>\$152.3 million of industrial disposals</b>	Assets owned for most of HY17 so no significant impact on DIPS		Reduction in DIPS as the industrial assets sold provided a passing yield of approximately 8.4%	
<b>Debt and gearing</b>	<ul style="list-style-type: none"> <li>• Acquisitions were majority debt funded with \$381 million increase in debt over CY16</li> <li>• Gearing peaked at 46%</li> </ul>		<ul style="list-style-type: none"> <li>• Gearing reduced to 42.5% following announced capital management initiatives<sup>1</sup></li> <li>• Further capital management initiatives to lower gearing towards the midpoint of its target range of 35% to 45% still being considered<sup>2</sup></li> </ul>	
<b>Payout ratio</b>	Payout ratio below average due to spike in HY17 earnings		Payout ratio expected to return to historical average (above 90%)	

1. Repayment of debt following property disposals and underwritten DRP for the HY17 distribution.

2. Sale of assets and/or equity raising.

# Movements in net tangible assets

## Movements in net tangible assets

per stapled security



- 4.2% increase in NTA per security over HY17 achieved after fully accounting for the GMF takeover costs including:
  - writing off to property revaluations the premium paid to GMF NTA at the time of the transaction and other property acquisition costs, including the facilitation fee paid to GPT; and
  - writing off other equity raising costs associated with the transaction (these costs were partly offset by raising equity at a price well above Growthpoint's NTA per security)

1. Restated. Refer to slide 13 for further detail.



1 Charles Street, Parramatta, NSW

# Debt Management: Gearing

## Summary of debt facilities

Secured bank loans	Limit (\$'000)	Drawn (\$'000)	Maturity
<i>Syndicated Facility</i>			
- Facility A	255,000	255,000	Mar-18
- Facility B	255,000	255,000	Dec-18
- Facility C	245,000	41,715	Dec-19
- Facility D	70,000	0	Dec-19
- Facility E	100,000	100,000	Jun-19
- Facility G <sup>1</sup>	150,000	136,429	Sep-17
- Facility I	75,000	72,500	Nov-20
- Facility J	75,000	72,500	Sep-20
<i>Loan note 1</i>	200,000	200,000	Mar-25
<i>Loan note 2</i>	100,000	100,000	Dec-22
<i>Loan note 3</i>	60,000	60,000	Dec-22
<i>Fixed bank facility 1</i>	90,000	90,000	Dec-22
<b>Total loans</b>	1,675,000	1,383,144	

As at 31 December 2016, the Group had debt headroom of \$291.8 million. The incremental cost of deploying it would be an additional 2.38% per annum<sup>2</sup> on the amount drawn as line and upfront fees have already been paid.

Weighted average debt term of

**3.5yrs**

Balance sheet gearing of

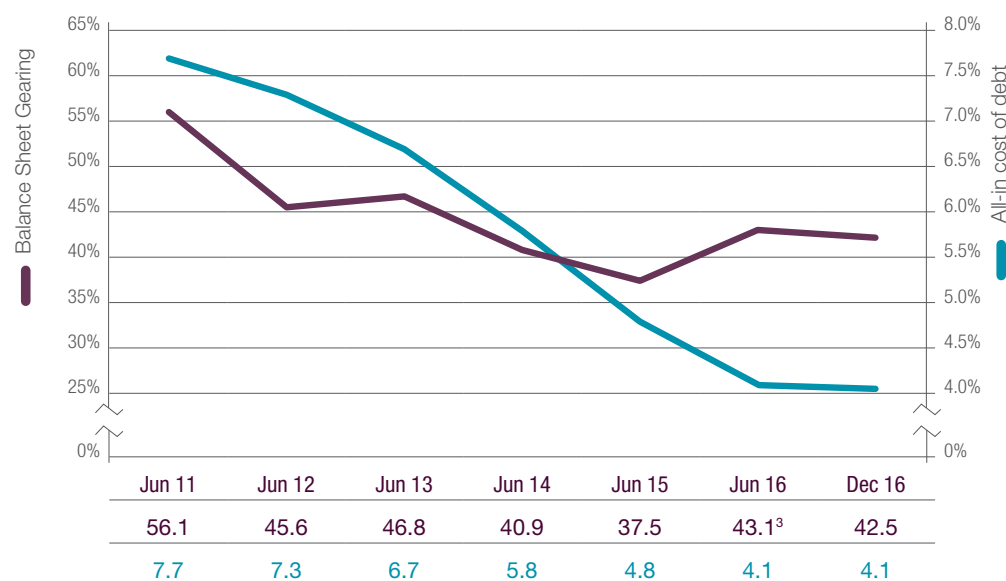
**42.5%**

All-in cost of debt of

**4.1%**

Balance sheet gearing target range  
**35%-45%**

## Change in gearing and cost of debt (%)



1. \$100 million of this debt is extendable for a further four years at Growthpoint's option on pre-agreed terms.

2. Based on a floating rate of 1.67% on 31 December 2016.

3. Restated. Refer to slide 13 for further detail.



# Debt Management: Interest rate hedging and fixed interest

- The weighted average hedging maturity of interest rate swaps at 31 December 2016 was 3.5 years
- Including \$450 million of fixed rate debt, total fixed rate debt maturity increases to 5.1 years while the weighted average maturity of debt was 3.5 years
- Growthpoint aims to maintain the target of fixed debt at 75% to 100% of total debt in line with its policies.
- As at 31 December 2016 fixed debt was 71%, up from 65% at 30 June 2016
- Growthpoint will look to increase fixed debt at or above 75% during 2H17 (likely via debt capital markets issuance to repay bank debt)

## Weighted average fixed debt

as at 31 December 2016

### Interest Rate Swaps (IRS)

Maturity date	Time to maturity	Fixed rate	
Jul-2018	1.5yrs	3.20%	\$50m
Feb-2019	2.1yrs	3.57%	\$50m
Feb-2019	2.1yrs	3.55%	\$50m
Nov-2019	2.8yrs	3.70%	\$60m
Jun-2020	3.5yrs	2.36%	\$25m
Jun-2020	3.5yrs	2.36%	\$25m
Dec-2020	4.0yrs	2.42%	\$50m
May-2021	4.4yrs	2.10%	\$75m
Jun-2021	4.5yrs	2.48%	\$50m
Jun-2021	4.5yrs	2.33%	\$50m
Nov-2021	4.9yrs	2.20%	\$50m
<b>Weighted Average IRS</b>	<b>3.5yrs</b>	<b>2.78%</b>	

### Fixed Rate Debt Facilities (FRDF)

Dec-2022	6.0yrs	4.42%	\$250m
Mar-2025	8.3yrs	4.67%	\$200m
<b>Weighted average FRDF</b>	<b>7.0yrs</b>	<b>4.53%</b>	

Weighted average fixed debt (term)

**5.1yrs**

Weighted average fixed debt (rate)

**3.58%**

Targeting fixed/hedged  
**75%-100%**  
of drawn debt

**\$535m**  
interest rate swaps

**\$450m**  
fixed rate debt

# Operating and capital expenses

## Operating expenses

		CY16	CY15
Total operating expenses	\$'000	11,198	9,672
Average gross asset value	\$'000	2,881,697	2,363,764 <sup>1</sup>
<b>Operating expenses to average gross assets</b>	<b>%</b>	<b>0.39</b>	0.41

Expected to remain around  
**0.4%**  
based on current portfolio

## Capital expenditure

		CY16	CY15
Total portfolio capital expenditure	\$'000	4,265	9,543
Average property asset value	\$'000	2,881,191	2,322,721
<b>Capital expenditure to average property portfolio value</b>	<b>%</b>	<b>0.15</b>	0.41

Expected to average  
**0.3%-0.5%**  
over medium-term based on current portfolio

- Growthpoint's capital expenditure is relatively low due to its modern office portfolio and high percentage of industrial property.

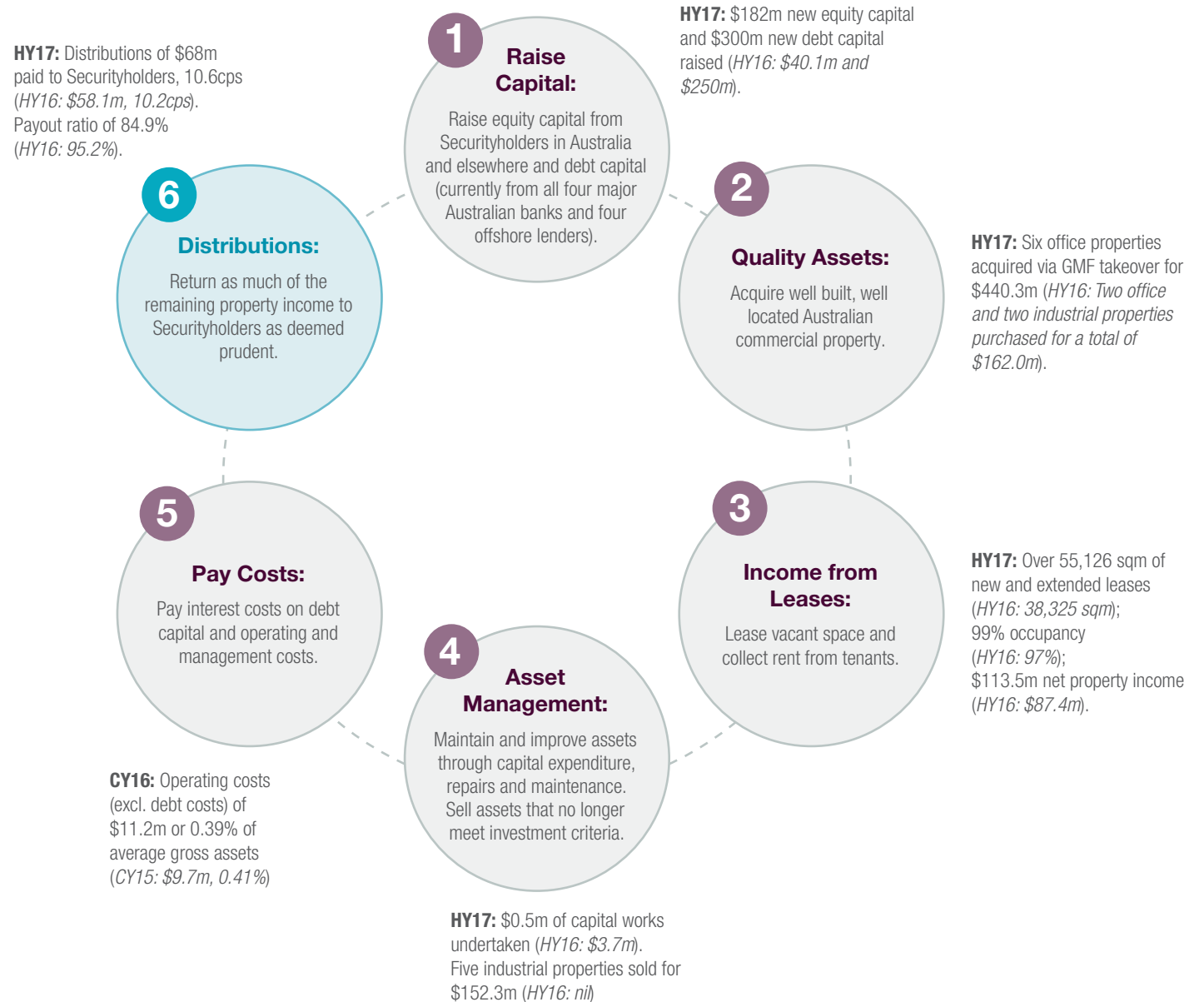
1. Restated. Refer to slide 13 for further detail.



# Strategy and performance

- **\$592.6 million of acquisitions and disposals** completed during HY17
- **4.9% growth in distributions** forecast FY16 to FY17
- **\$182 million of new equity capital** raised
- Market capitalisation above \$2.1 billion, **free float over \$750 million**
- **\$68 million distributed** to Securityholders in HY17
- **Employee numbers increased** as a result of expanded portfolio
- **Sustainability targets** being achieved

# Adding value for Securityholders through our transparent business model



# Sustainability



Average NABERS energy rating<sup>1</sup> of

**4.4 stars**

up from 4.2 stars at 30 June 2016



Average NABERS water rating<sup>2</sup> of

**4.9 stars**

up from 4.5 stars at 30 June 2016



Other sustainability targets underway (refer to [growthpoint.com.au/sustainability](http://growthpoint.com.au/sustainability) for more details)

1. Excludes Buildings B & C, 211 Wellington Road, Mulgrave, VIC (first NABERS ratings not due yet) and 3 Murray Rose Avenue, Sydney Olympic Park, NSW (first ratings due in CY17)
2. Only seven office properties currently rated (1231-1241 Sandgate Road, 5 Murray Rose Avenue, Quad 2, Quad 3, 15 Green Square Close, 109 Burwood Road and 255 London Circuit). Growthpoint intends to undertake water ratings for the balance of its office assets under operational control during CY17.

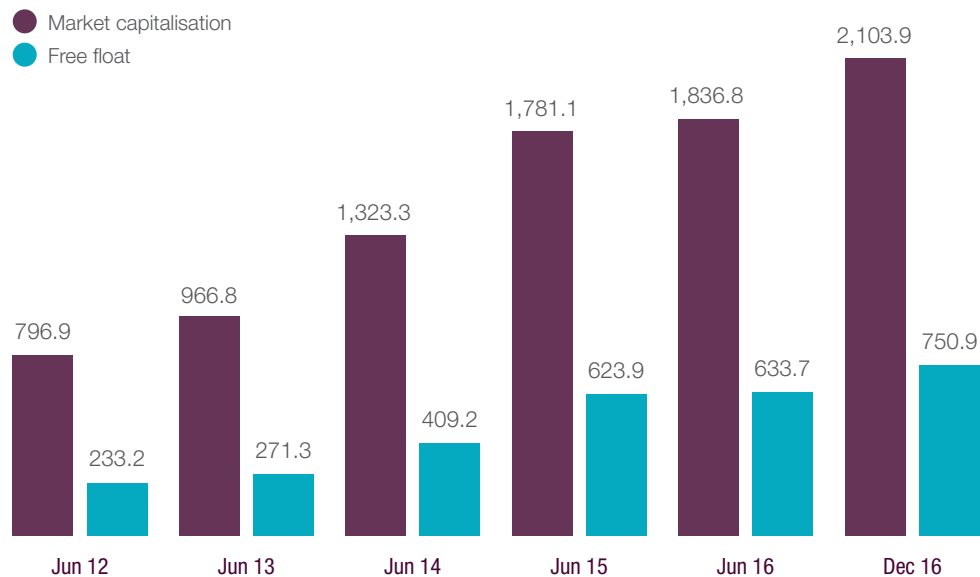


5 Murray Rose Avenue is the third office building in Australia to have been issued with a 6 star NABERS rating

5 Murray Rose Avenue, Sydney Olympic Park, NSW

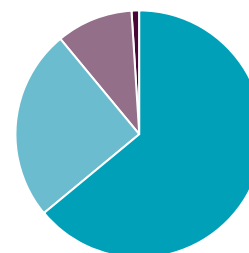
# Equity Capital

## Market capitalisation and free float (\$m)



## Growthpoint Securityholders<sup>1</sup>

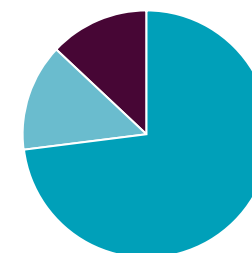
As at 31 December 2016



- GRT **64.3%**
- Institutional **25.1%**
- Retail **9.9%**
- Directors and employees **0.7%**

## Location of Growthpoint Securityholders<sup>1</sup>

As at 31 December 2016



- South Africa **73.0%<sup>2</sup>**
- Australia **14.0%**
- Rest of World **13.0%**

1. Figures are approximate and based on beneficial ownership.
2. 4.2% excluding GRT and Emira (JSE listed).

## New securities issued in HY17<sup>1</sup>

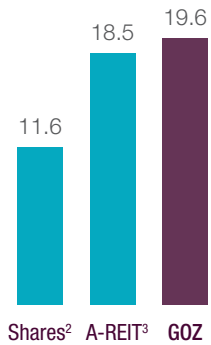
	Number	Issue price	Value
	<i>million</i>	<i>cps</i>	<i>\$m</i>
GMF takeover	44.4	3.15	139.8
August 2016 DRP	13.6	3.10	42.2
Employee incentive plan	0.3	3.24	- <sup>2</sup>
<b>Total / weighted average</b>	<b>58.3</b>	<b>3.14</b>	<b>182.0</b>

1. Figures may not sum due to rounding.
2. Listed as zero value to match financial statements. Value at time of issue approximately \$0.8 million.

# Total Securityholder returns<sup>1</sup>

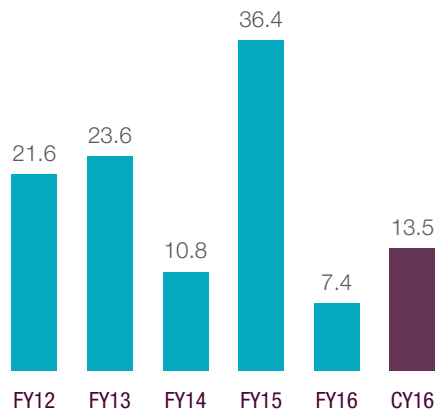
## Total Securityholder return comparison (%)

per annum over 5 years to 31 December 2016<sup>1</sup>



## Total Securityholder return (%)

per annum



Total Securityholder return for CY16

**13.5%**

Total Securityholder return for HY17

**7.5%**

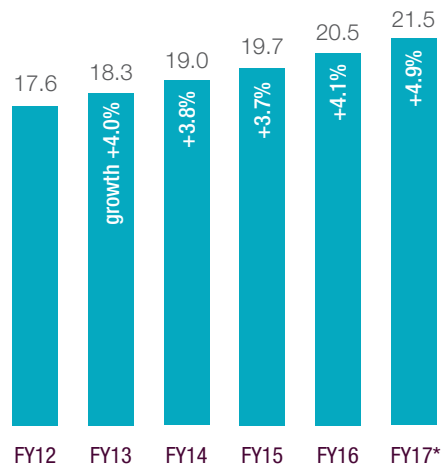


6-7 John Morphet Place, Erskine Park, NSW

1. Source: UBS Investment Research.  
 2. S&P/ASX 300 Acc. Index  
 3. S&P/ASX 300 Prop Index

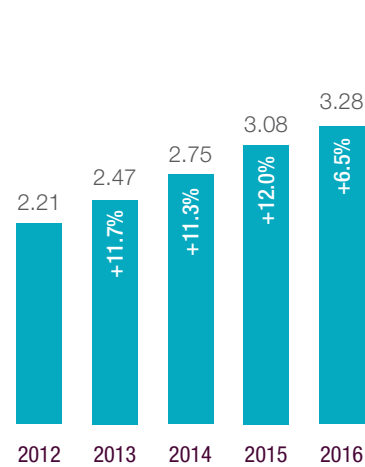
# Distributions and security price

**Distributions (¢)**  
per stapled security



\*Distribution guidance only.

**Security price (\$)**  
as at 31 December



- Distribution growth average of 4.2% per annum FY12 to FY17
- 48.4% increase in security price since 31 December 2012

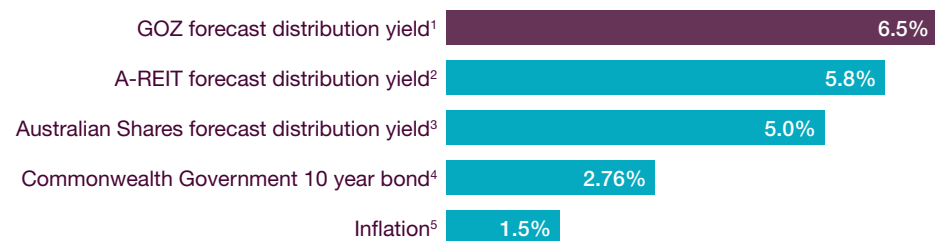


Building C, Gore Hill Technology Park, 219-247 Pacific Hwy, Artarmon, NSW

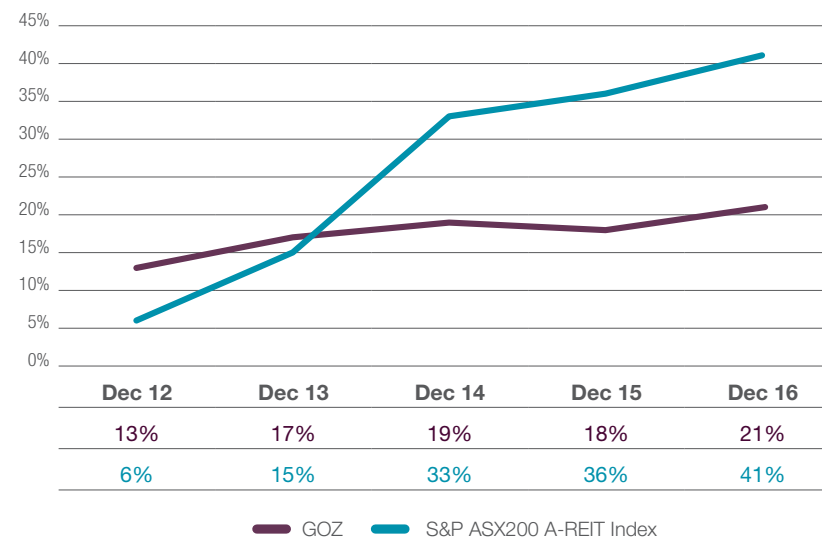


# Relative income yields and trading premium

## Relative income yields



## Security price premium (discount) to NTA<sup>6</sup>




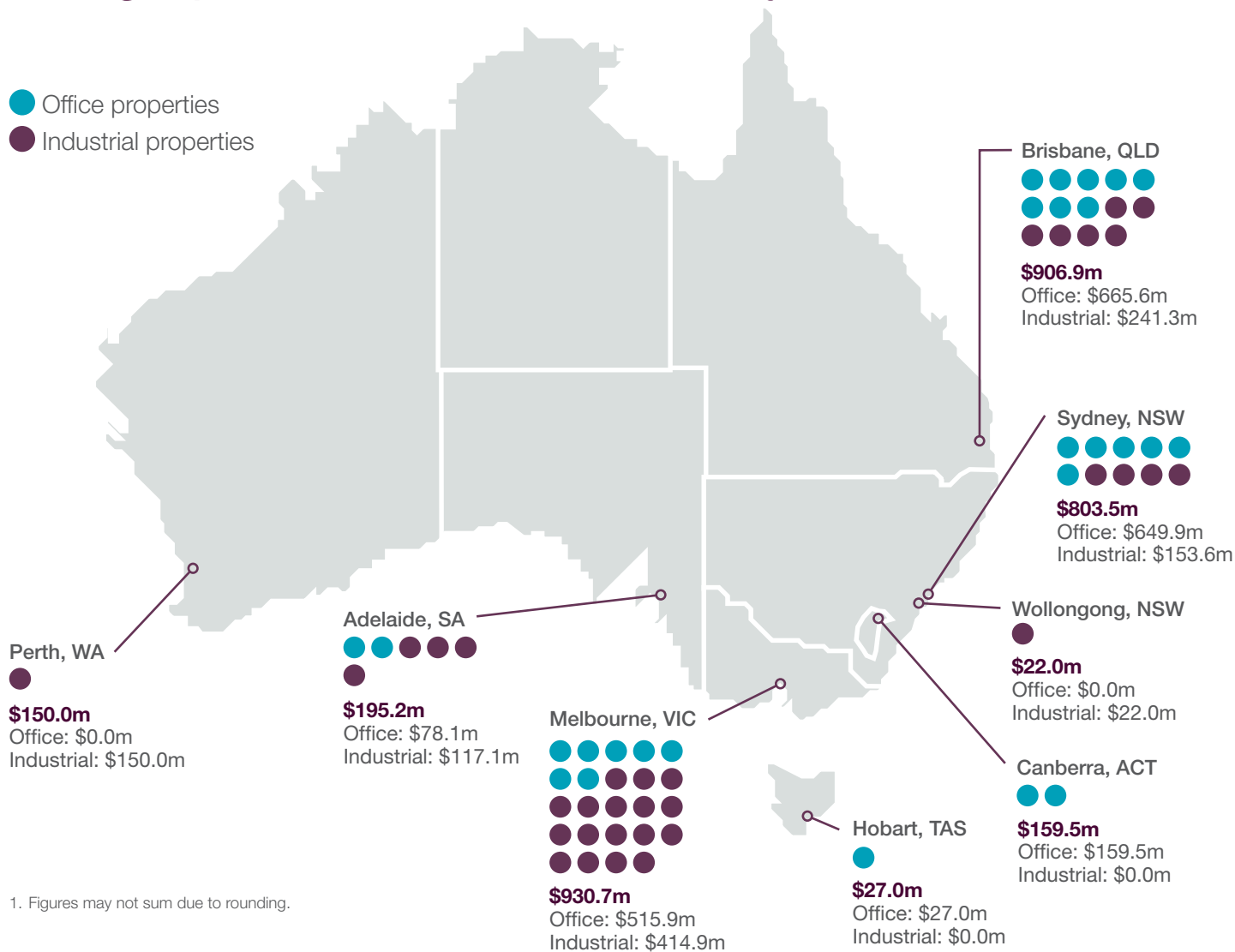
1. FY17 distribution yield based on 31 December 2016 closing price of \$3.28 and FY17 distribution guidance of 21.5 cps.  
 2. FY17 estimated distribution yield for S&P/ASX A-REIT 200. Source: Petra Capital.  
 3. FY17 estimated dividend yield for S&P/ASX 200. Source: Petra Capital.  
 4. As at 31 December 2016. Source: Reserve Bank of Australia.  
 5. CPI All Groups (weighted average of eight capital cities) movement for the year ended 31 December 2016 as released by the Australian Bureau of Statistics on 25 January 2017.  
 6. Source: Petra Capital.

# Property Portfolio

- **\$2.1 billion office portfolio** acquired since 2010, 95% of which is located on Australia's Eastern Seaboard
- **\$1.1 billion industrial portfolio** continues to perform well with 76% located on Australia's Eastern Seaboard
- **29.8% increase in NPI** HY16 to HY17
- Majority of vacancy and upcoming office expiries leased
- Focus for next 18 months on:
  - potential industrial expiries; and
  - development/expansion of office and industrial properties

# Portfolio overview: Geographic and sector diversity<sup>1</sup>

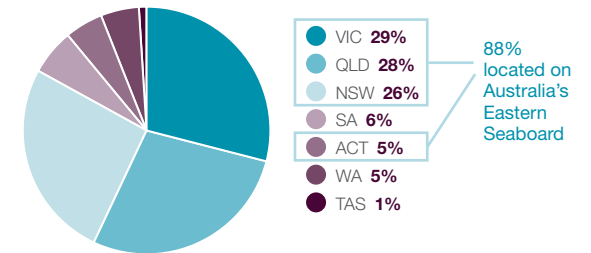
 Office properties  
 Industrial properties



1. Figures may not sum due to rounding.

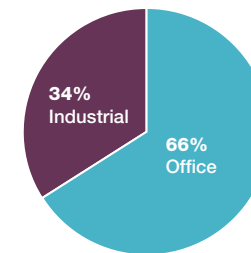
## Geographic diversity

by property value as at 31 December 2016



## Sector diversity

by property value as at 31 December 2016



26

Office properties – up from 19 at 31 Dec 2015

\$2.1b

valuation – up from \$1.4b at 31 Dec 2015 due to acquisitions and valuation growth



33

Industrial properties – down from 38 at 31 Dec 2015

\$1.1b

valuation – down from \$1.2b at 31 Dec 2015 due to sales

# Portfolio overview: Key metrics

## Top ten tenants

by passing rent as at 31 December 2016

	%	WALE (yrs)
Woolworths	16	5.8
NSW Police (NSW State Govt)	8	7.4
Commonwealth of Australia	6	9.2
GE Capital Finance Australasia <sup>1</sup>	5	14.2
Linfox	4	6.4
Samsung Electronics	3	5.2
Jacobs Group	3	7.0
Lion	2	7.3
Energex (QLD State Govt)	2	10.9
ANZ Banking Group	2	3.2
<b>Total / weighted average</b>	<b>51</b>	<b>7.5</b>
Balance of portfolio	49	5.1
<b>Total portfolio</b>	<b>100</b>	<b>6.3</b>

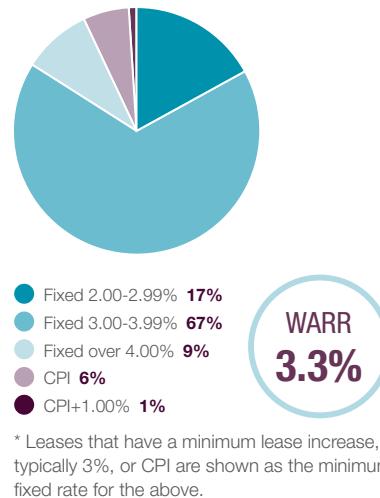
1. Leases to Country Road/ David Jones, with a weighted average lease term from commencement of 14.5 years, will replace the existing leases to GE Capital Finance Australasia upon the lease expiry.

## Like-for-like NPI growth:

	Office	Industrial	Total
	%	%	%
HY16 to HY17	4.9	1.2	3.1
2H16 to HY17	0.3	2.0	1.2
CY15 to CY16	0.1	2.2	1.1

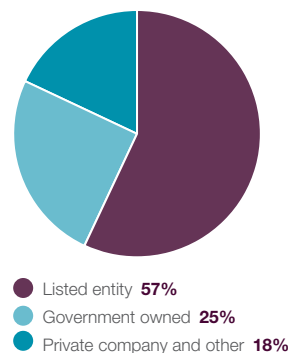
## Annual rent review type (%)\*

as at 31 December 2016

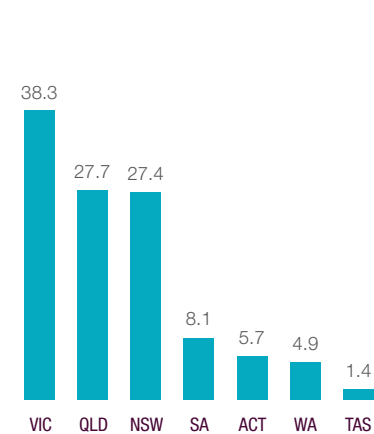


## Tenant type (%)

by income as at 31 December 2016

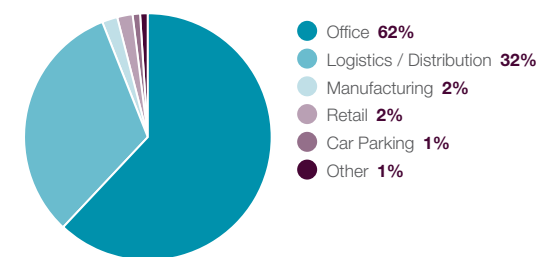


## Net property income per State / Territory for HY17 (\$m)



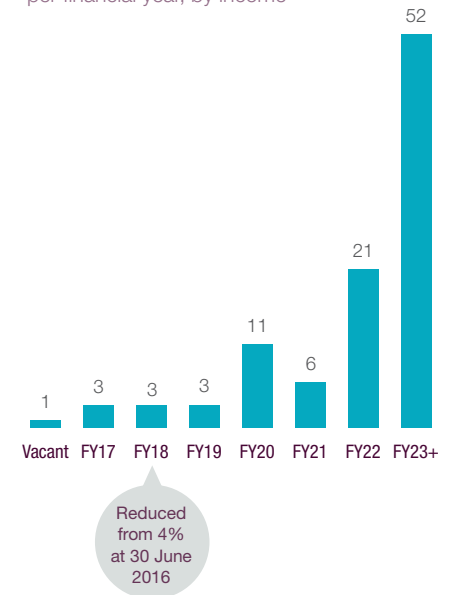
## Tenants use (%)

by income as at 31 December 2016



## Portfolio lease expiry profile (%)

per financial year, by income



**New tenants for HY17 include Lion, Samsung Electronics and Country Road / David Jones**

## Portfolio overview: Five year performance summary

As at 31 December		2016	2015	2014	2013	2012
Number of properties	<i>no.</i>	59	57	51	49	44
Total value	<i>\$m</i>	3,194.7	2,611.5	2,233.6	1,800.8	1,674.0
Occupancy	<i>%</i>	99	97	98	98	98
HY like-for-like value change	<i>\$m / % of asset value</i>	59.6 / 2.2	77.0 / 3.2	95.2 / 4.5	22.9 / 1.3	3.3 / 0.2
Total lettable area	<i>sqm</i>	1,065,623	1,085,041	1,023,681	995,964	916,030
Weighted average property age	<i>years</i>	9.1	8.4	7.8	7	6
Weighted average valuation cap rate	<i>%</i>	6.7	7.1	7.6	8.2	8.4
WALE	<i>years</i>	6.3	6.6	6.5	6.6	7
WARR <sup>1</sup>	<i>%</i>	3.3	3.1	3.1	3.1	3.2
Average value (per sqm)	<i>\$</i>	2,998	2,407	2,182	1,808	1,827
Average rent (per sqm, per annum)	<i>\$</i>	227	188	182	158	160
HY net property income	<i>\$m</i>	113.5	87.4	85.4	72.4	63.4
Number of tenants	<i>no.</i>	144	108	93	89	87

1. Assumes CPI change of 1.5% per annum as per Australian Bureau of Statistics release for CY16

# Leasing

## Leases completed since 30 June 2016

Address	Sector	Tenant	Start date	Term (yrs)	Annual rent increases (%)	NLA (sqm)	Car Parks
333 Ann Street, Brisbane, QLD	Office	St Hilliers Property	Q2, FY17	5.0	Fixed 3.75%	503	-
15 Green Square Close, Fortitude Valley, QLD	Office	Duy Khuong Nguyen	Q2, FY17	7.0	Fixed 4.00%	85	-
109 Burwood Road, Hawthorn, VIC	Office	Watermark Australasia	Q2, FY17	7.0	Fixed 3.75%	1,585	50
109 Burwood Road, Hawthorn, VIC	Office	Armus Persia	Q2, FY17	5.0	CPI	126	3
A1, 32 Cordelia Street, South Brisbane, QLD	Office	Jacobs Group (Australia)	Q2, FY17	0.5	Fixed 3.75%	1,311	11
A4, 52 Merivale Street, South Brisbane, QLD	Office	Sabre Travel Network	Q2, FY17	4.0	Fixed 4.00%	622	10
109 Burwood Road, Hawthorn, VIC	Office	Future Medical Imaging Group	Q2, FY17	7.0	Fixed 4.50%	536	14
A1, 32 Cordelia Street, South Brisbane, QLD	Office	University of the Sunshine Coast	Q3, FY17	9.0	Fixed 3.75%	208	-
Building C, 219-247 Pacific Highway, Artarmon, NSW	Office	Richard Crookes Constructions	Q3, FY17	7.0	Fixed 3.75%	2,350	19
A1, 32 Cordelia Street, South Brisbane, QLD	Office	Kokoro Bento	Q3, FY17	5.0	Fixed 4.00%	87	-
A4, 52 Merivale Street, South Brisbane, QLD	Office	University of the Sunshine Coast	Q4, FY17	8.5	Fixed 3.75%	142	-
Building 1, 572-576 Swan Street, Richmond, VIC	Office	Country Road Group	Q1, FY18	15.0	Fixed 3.00%	8,554	191
81 Derby Street, Silverwater, NSW	Industrial	IVE Group Australia	Q1, FY18	5.0	Greater of CPI & 3.0%	7,984	83
33-39 Richmond Road, Keswick, SA	Office	Funk Leasing	Q1, FY18	5.0	Fixed 3.50%	155	-
Building 2, 572-576 Swan Street, Richmond, VIC	Office	Country Road Group	Q4, FY18	14.3	Fixed 3.00%	14,602	488
60 Annandale Road, Melbourne Airport, VIC	Industrial	Willow Ware Australia	Q4, FY18	10.0	Fixed 3.25%	16,276	104
<b>Total / Weighted Average</b>				<b>11.0</b>	<b>3.2%</b>	<b>55,126</b>	<b>973</b>



Industrial portfolio

**100%**

Occupied



Office portfolio

**98%**

Occupied

All office properties fully occupied other than:

333 Ann St, Brisbane, QLD – 82% occupied, 2,983 sqm available for lease

15 Green Square Cl, Fortitude Valley, QLD – 97% occupied, 463 sqm available for lease

109 Burwood Rd, Hawthorn, VIC – 89% occupied, 1,334 sqm available for lease

# Development and capital expenditure

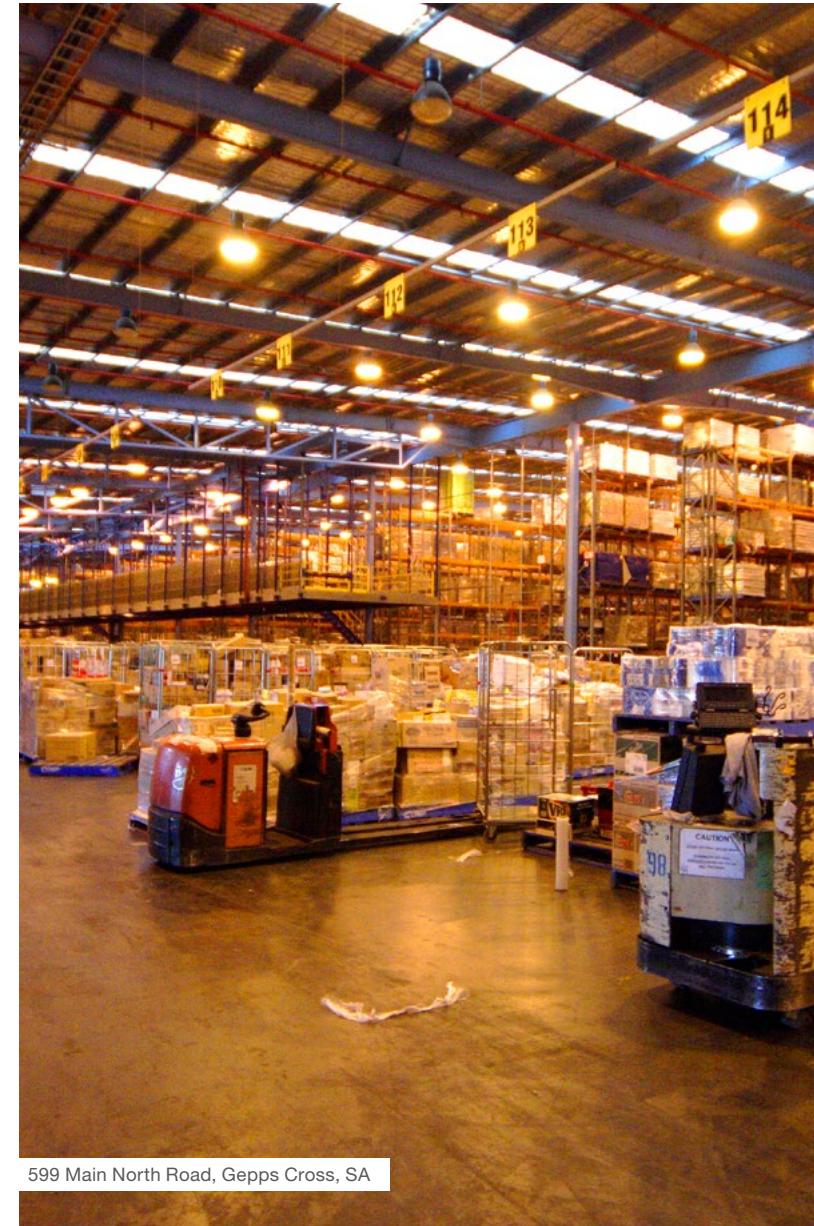
Growthpoint has an in-house capital projects and development team to enhance its existing investments.

Growthpoint has a potential pipeline of approximately \$200 million of major capital improvement projects over the next five years, subject to tenant pre-commitment.

Potential projects include:

- Building 3, 572-576 Swan Street, Richmond, Victoria  
– **new office development**
- Building 5, 572-576 Swan Street, Richmond, Victoria  
– **new retail development**
- 5/7a Viola Place, Brisbane Airport, Queensland  
– **industrial expansion**
- 34 Reddalls Road, Kembla Grange, New South Wales  
– **industrial expansion**
- 60 Annandale Road, Melbourne Airport, Victoria  
– **industrial expansion**
- 599 Main North Road, Gepps Cross, South Australia  
– **industrial expansion**

**The proposed capital improvement programme is expected to result in increased rental revenue, longer leases and associated valuation uplifts**



599 Main North Road, Gepps Cross, SA



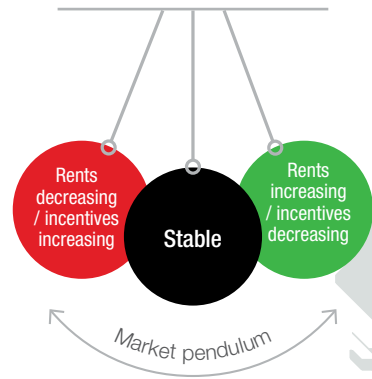
10-12 Mort Street, Canberra, ACT

# Market Outlook and Conclusion



# State of key office markets

R Average rent per sqm per annum  
I Indicative incentives  
Y Average core market yield



**0% of Growthpoint Portfolio**

**Perth - CBD**

Vacancy 22.5%

	Prime	Secondary
R	\$575 net	\$400 net
I	45%	45%
Y	7.00-8.00%	8.00-9.00%

**2% of Growthpoint Portfolio**

**Adelaide - Fringe**

Vacancy 11.3%

	Prime	Secondary
R	\$440 gross	\$345 gross
I	18%	19%
Y	7.25-8.25%	8.00-8.75%

**0% of Growthpoint Portfolio**

**Adelaide - CBD**

Vacancy 16.2%

	Prime	Secondary
R	\$500 gross	\$380 gross
I	29%	30%
Y	7.00-7.50%	8.00-9.25%

**3% of Growthpoint Portfolio**

**Brisbane - CBD**

Vacancy 15.3%

	Prime	Secondary
R	\$700 gross	\$555 gross
I	37%	40%
Y	6.00-7.10%	7.55-9.55%

**14% of Growthpoint Portfolio**

**Brisbane - Fringe**

Vacancy 12.6%

	Prime	Secondary
R	\$545 gross	\$440 gross
I	36%	38%
Y	6.60-7.65%	7.75-9.10%

**9% of Growthpoint Portfolio**

**Sydney - Parramatta**

Vacancy 4.3%

	Prime	Secondary
R	\$560 gross	\$460 gross
I	22%	25%
Y	6.50-7.00%	7.25-8.00%

**8% of Growthpoint Portfolio**

**Sydney Olympic Park**

Vacancy 7.7%

	Prime
R	\$470 gross
I	19%
Y	6.75-8.50%

**0% of Growthpoint Portfolio**

**Sydney - CBD**

Vacancy 6.2%

	Prime	Secondary
R	\$1,050 gross	\$750 gross
I	27%	26%
Y	5.00-5.75%	6.00-6.75%

**0% of Growthpoint Portfolio**

**Melbourne - CBD**

Vacancy 6.4%

	Prime	Secondary
R	\$530 net	\$370 net
I	28%	28%
Y	5.00-6.00%	5.75-6.75%

**12% of Growthpoint Portfolio**

**Melbourne - Fringe**

Vacancy 10.4%

	Prime	Secondary
R	\$410 net	\$350 net
I	13%	n/a
Y	5.75-6.25%	7.00-7.50%

**4% of Growthpoint Portfolio**

**Melbourne - SE Suburbs**

Vacancy 12.0%

	Prime	Secondary
R	\$265 net	\$200 net
I	25%	n/a
Y	6.50-7.50%	7.50-8.00%

**5% of Growthpoint Portfolio**

**Canberra**

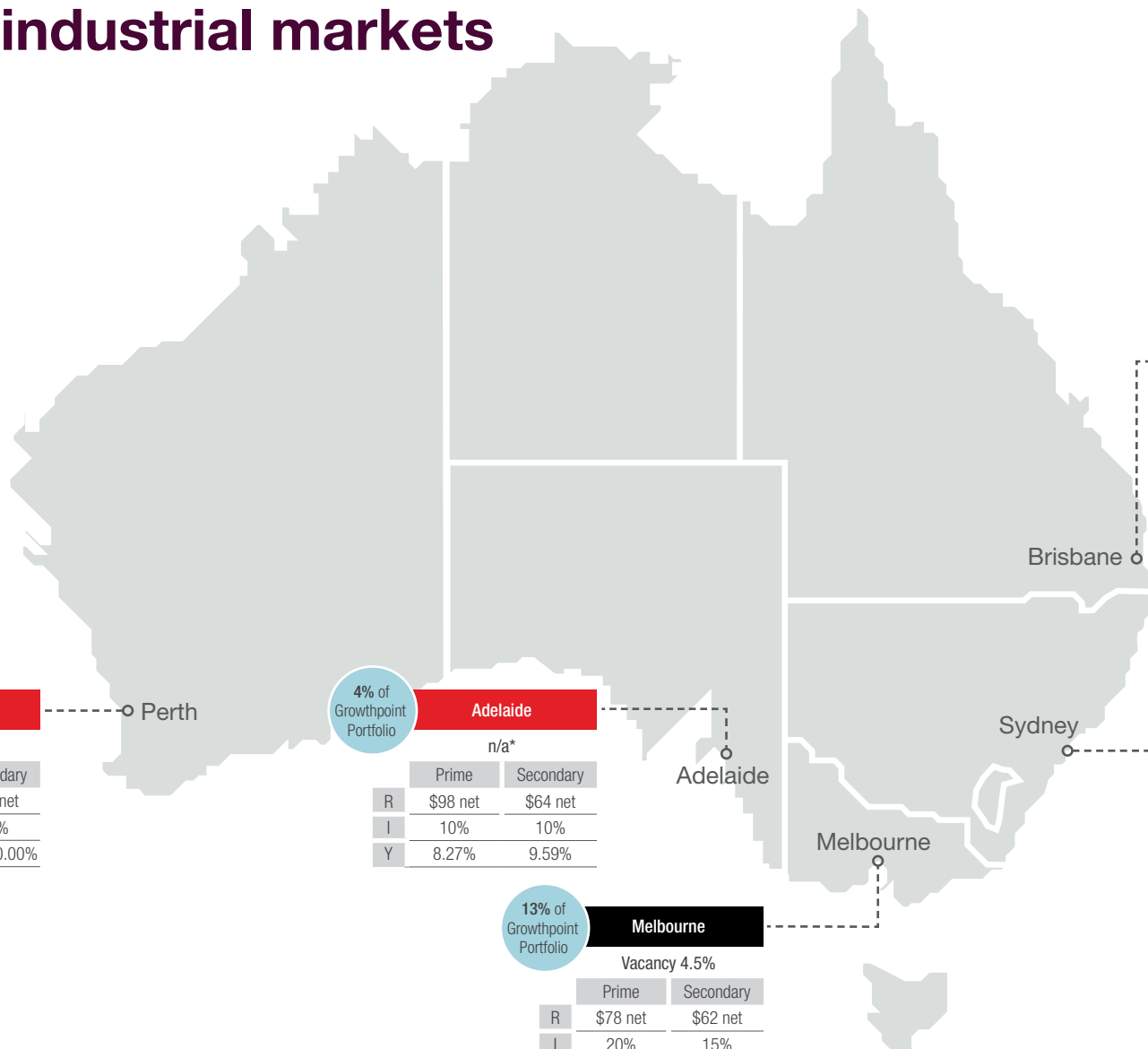
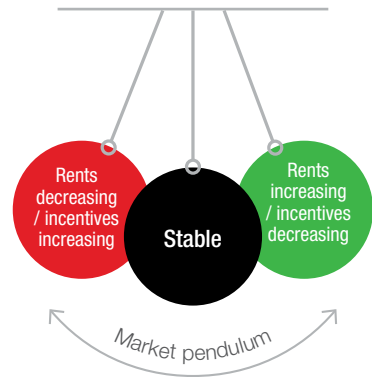
Vacancy 12.6%

	Prime	Secondary
R	\$445 gross	\$380 gross
I	21%	27%
Y	7.00-7.50%	8.00-9.00%

Source: Knight Frank, Property Council of Australia, Growthpoint research

# State of key industrial markets

R Average rent per sqm per annum  
 I Indicative incentives  
 Y Average core market yield



**Perth**  
 534,329sqm\*  
 5% of Growthpoint Portfolio

	Prime	Secondary
R	\$88 net	\$64 net
I	8%	13%
Y	7.17-8.25%	8.50-10.00%

**Adelaide**  
 n/a\*  
 4% of Growthpoint Portfolio

	Prime	Secondary
R	\$98 net	\$64 net
I	10%	10%
Y	8.27%	9.59%

**Melbourne**  
 Vacancy 4.5%  
 13% of Growthpoint Portfolio

	Prime	Secondary
R	\$78 net	\$62 net
I	20%	15%
Y	6.55-7.25%	7.80-8.65%

**Brisbane**  
 Vacancy 8.9%  
 8% of Growthpoint Portfolio

	Prime	Secondary
R	\$104 net	\$84 net
I	10%	12%
Y	6.95-7.65%	7.65-8.72%

**Sydney**  
 540,960sqm\*  
 5% of Growthpoint Portfolio

	Prime	Secondary
R	\$134 net	\$114 net
I	15%	10%
Y	6.15-7.00%	7.15-8.10%

Source: Knight Frank, Property Council of Australia, Growthpoint research

\*Vacancy rates (%) unavailable

# Focus for the year ahead

## Property portfolio

- Seek further office investment opportunities in Melbourne and Sydney; expect portfolio weighting to shift further towards office over next 2 to 3 years
- Industrial leasing at Melbourne and Brisbane Airports (potential expiries over next 24 months)
- Office leasing (minimal existing vacancy plus potential expiries over the next 24 months)
- Seek tenant pre-commitment(s) for the development of Building 3, 572-576 Swan Street, Richmond, Vic
- Potential divestment of non-core properties
- Smooth integration of David Jones to their National Headquarters at 572-576 Swan Street, Richmond, VIC
- Consider property acquisitions with WALE and occupancy levels lower than portfolio average where leasing expertise can be used in strong markets to enhance earnings growth

## Financial management

- Consider reducing gearing towards middle of target gearing range of 35%-45%
- Considered debt capital markets issuance to:
  - extend debt maturity profile
  - increase fixed debt to within 75%-100% of drawn debt
  - bring total debt capital markets issuance close to total bank debt

## Strategy and performance

- Consider M&A opportunities
- Seek to grow distributions by 3-4% per annum over the medium term
- Continue to increase liquidity and freefloat
- Achievement of sustainability targets



255 London Circuit, Canberra, ACT

# Appendices

# Appendix 1: Growthpoint Properties Limited - South Africa (GRT)

Growthpoint Properties Limited of South Africa (“GRT”) owns 64.3% of the securities of Growthpoint (at 31 December 2016) and is its major Securityholder.

## Other information about GRT as of 30 June 2016

- GRT is the largest primary listed South African REIT
- Included in the JSE Top 40 Index
- Top five constituent of FTSE EPRA / NAREIT Emerging Index
- Included in the JSE Socially Responsible Investment (SRI) Index
- Underpinned by high-quality, physical property assets, diversified across sectors (Retail, Office and Industrial)
- Consistent record of growth and creating value for investors with 7.01% compound average annual growth in distributions over the past 7 years
- Sustainable quality of earnings that can be projected with a high degree of accuracy

- Well capitalised and conservatively geared
- Good corporate governance with transparent reporting
- Proven management track record
- Recipient of multiple sustainability, governance and reporting awards
- Baa2 global scale rating from Moody’s

## Growthpoint Represents:

- 27.5% of GRT’s gross property assets
- 28.4% of GRT’s net property income
- 15.2% of GRT’s total distributable income

Key Facts	30 June 2016
<b>Listing</b>	GRT is listed on the Johannesburg Stock Exchange (JSE)
<b>Ranking on the JSE</b>	35th by market capitalisation
<b>Closing exchange rate used</b>	AUD:ZAR=11.04
<b>Market capitalisation</b>	R71,5B / AUD6.5B
<b>Gross assets</b>	R112,5B / AUD10,2B
<b>Net assets</b>	R74,2B / AUD6.7B
<b>Gearing (SA only)</b>	30.5%
<b>Distributable Income</b>	R5,1B/ AUD462m
<b>ICR (SA only)</b>	3.2 times
<b>No. of employees (SA only)</b>	657
<b>Properties</b>	526 properties in South Africa, including 50% ownership of the prestigious V&A Waterfront

1. All information supplied by GRT (figures as at 30 June 2016).

## Appendix 2: Sydney Olympic Park, NSW

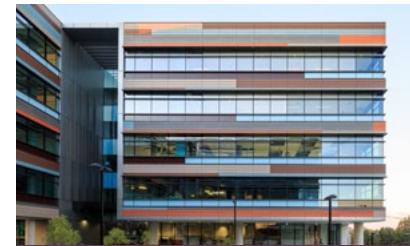
### Sydney Olympic Park highlights

- Located 16 kilometres west of Sydney's CBD, Sydney Olympic Park was redeveloped for the 2000 Sydney Olympics and is home to many of New South Wales' key cultural and sporting facilities including ANZ Stadium as well as several corporate head offices
- Central Sydney location with established public transport links and approved light rail infrastructure connecting with Parramatta CBD. Master Plan 2030<sup>1</sup> is a blueprint for the sustainable development of Sydney Olympic Park into a vibrant suburb in the heart of Sydney, targeting:
  - 1,500,000 sqm development
  - 6,000 dwellings with 14,000 residents
  - 31,500 workers, 5,000 students
  - 33,000 sqm for shops and services
- Evidence of positive rental growth

### Growthpoint's Sydney Olympic Park assets, key statistics

(as at 31 December 2016)

- **\$242.9 million** total property value
  - **6.6%** average capitalisation rate
  - **8%** of Growthpoint's property portfolio
  - **99.6%** occupancy
  - **5.2 years** WALE
  - **3.5%** WARR
  - **100%** A-grade office
- Falling vacancy rates (down to 4.3% at end CY16)<sup>2</sup>
  - Downward pressure on incentives
  - Sydney Olympic Park Authority proposal likely to result in Growthpoint's Quad 2 & 3 assets being rezoned from mixed use to residential, with increased height limits
  - First right of refusal remaining over Quad 1, Quad 4 and 4 Murray Rose Avenue



3 Murray Rose Avenue,  
Sydney Olympic Park, NSW  
Major tenant: Samsung



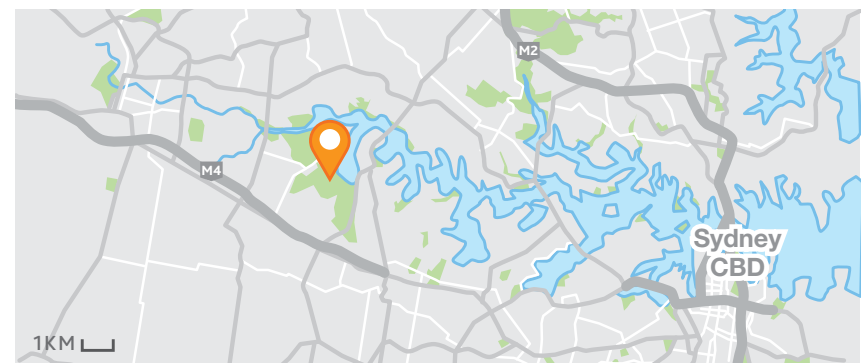
5 Murray Rose Avenue,  
Sydney Olympic Park, NSW  
Major tenant: Lion



Quad 2, 6 Parkview Drive,  
Sydney Olympic Park, NSW  
Major tenant: Universities Admissions Centre



Quad 3, 102 Bennelong Parkway,  
Sydney Olympic Park, NSW  
Major tenant: Alstom Australia



1. Sydney Olympic Park Authority.

2. Knight Frank.

## Appendix 3: Securityholder calendar\*

### 21 February

- Results for the half year ended 31 December 2016 announced to ASX

### 28 February

- Distribution paid for the half year ended 31 December 2016

### 1 March

- Half year report sent to Securityholders

### 21 August

- Results for the year ended 30 June 2017 announced to ASX

### 31 August

- Distribution paid for the half year ended 30 June 2017
- Annual Tax Statement for year ended 30 June 2017 mailed
- FY17 Annual Report sent to Securityholders

### 22 November

- Annual General Meeting (webcast available for Securityholders unable to attend)

\* Dates indicative and subject to change by the Board.

## Appendix 4: Lease incentives

Lease incentives for leasing completed in HY17 averaged 24% (26% office and 9% industrial). This includes fit-out, rent free, rental abatement and cash payments.

### Financial impact of incentives and leasing costs<sup>1</sup>

The impact of tenant incentives on Growthpoint's HY17 financial statements are:

- Consolidated Cash Flow Statement
  - Reduction in “Cash receipts from customers” by \$11.1 million as incentives were paid
- Consolidated Statement of Profit or Loss and Other Comprehensive Income
  - Reduction in “Property revenue” by \$3.6 million due to the amortisation of tenant incentives granted
  - Reduction in Net changes in fair value of investment properties by \$7.5 million which represents the net value of new tenant incentives recognised during the period
- Consolidated Statement of Financial Position
  - Unamortised lease incentives of \$36.9 million recognised within investment property as a reconciling item
  - Unamortised leasing costs of \$5.0 million<sup>2</sup> recognised within investment property as a reconciling item

1. The financial impact includes all relevant historical impacts but not necessarily all future ones. For example, a cash payment would be captured here regardless of when a lease commences but rent free for a future period would not be captured until the relevant period.

2. Includes establishment costs such as legal costs and agent fees.



## Appendix 5: Reconciliation from statutory profit to distributable income

	HY17	HY16	Change	Change
	\$'000	\$'000	\$'000	%
<b>Profit after tax</b>	<b>113,005</b>	<b>124,736<sup>1</sup></b>	<b>(11,731)</b>	<b>(9.4)</b>
<b>Less non-distributable items:</b>				
- Straight line adjustment to property revenue	1,072	(2,140)	3,212	
- Net changes in fair value of investment property	(27,438)	(62,125) <sup>1</sup>	34,687	
- Loss on sale of investment property	1,312	-	1,312	
- Net (gain) / loss on derivatives	(7,908)	487	(8,395)	
- Depreciation	62	66	(4)	
<b>Distributable income</b>	<b>80,105</b>	<b>61,024</b>	<b>19,081</b>	<b>31.3</b>

1. Restated. Refer to slide 13 for further detail.

## Appendix 6: Components of distributable income

	<b>HY17</b>	<b>HY16</b>	<b>Change</b>	<b>Change</b>
	<i>\$'000</i>	<i>\$'000</i>	<i>\$'000</i>	<i>%</i>
Property income	131,517	100,422	31,095	31.0
Property expenses	(18,041)	(13,029)	(5,012)	38.5
<b>Net property income</b>	<b>113,476</b>	<b>87,393</b>	<b>26,083</b>	<b>29.8</b>
Interest income	252	315	(63)	(20.0)
<b>Total operating income</b>	<b>113,728</b>	<b>87,708</b>	<b>26,020</b>	<b>29.7</b>
Borrowing costs	(27,647)	(21,527)	(6,120)	28.4
Operating and trust expenses (less depreciation)	(5,733)	(4,938)	(795)	16.1
<b>Total operating and trust expenses</b>	<b>(33,380)</b>	<b>(26,465)</b>	<b>(6,915)</b>	<b>26.1</b>
Tax expense	(243)	(219)	(24)	11.0
<b>Distributable income</b>	<b>80,105</b>	<b>61,024</b>	<b>19,081</b>	<b>31.3</b>
<b>Tax components</b>	<b>7.7% tax free and 41.4% tax deferred (forecast)</b>	<b>56.4% tax deferred</b>	<b>-</b>	<b>-</b>

## Appendix 7: Financial position

	as at 31 Dec 2016	as at 30 Jun 2016 <sup>1</sup>
	\$'000	\$'000
<b>Assets</b>		
Cash and cash equivalents	37,795	70,661
Investment properties	3,184,420	2,651,145
Other assets	16,781	157,799
<b>Total assets</b>	<b>3,184,420</b>	<b>2,879,605</b>
<b>Liabilities</b>		
Borrowings	1,377,247	1,242,226
Distributions payable	67,991	60,062
Derivative financial instrument liabilities	8,764	15,353
Other liabilities	77,214	39,552
<b>Total liabilities</b>	<b>1,531,216</b>	<b>1,357,193</b>
<b>Net assets</b>	<b>1,707,780</b>	<b>1,522,412</b>
Securities on issue (no.)	641,424,257	583,125,744
NTA per security (\$)	2.72	2.61
<b>Balance sheet gearing (%)</b>	<b>42.5</b>	<b>43.1</b>

1. Restated. Refer to slide 13 for further detail.

## Appendix 8: Board of Directors



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5



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7



Full bios on all Directors can be found online at [growthpoint.com.au/about/board/](http://growthpoint.com.au/about/board/)

### 1 Geoffrey Tomlinson (69)

Independent Chairman (since 1 July 2014) and Director (since 1 September 2013)

BEC

44 years experience in the financial services industry.

### 2 Timothy Collyer (48)

Managing Director (since 12 July 2010)

B.Bus (Prop), Grad Dip Fin & Inv, AAPI, F Fin, MAICD

Over 28 years' experience in A-REITS and unlisted property funds, property investment, development and valuations.

### 3 Maxine Brenner (54)

Independent Director (since 19 March 2012)

BA, LLB

Maxine has over 26 years experience in corporate advisory, mergers and acquisition, financial and legal advisory work.

### 4 Estienne de Klerk (47)

Director\* (since 5 August 2009)

BCom (Industrial Psych), BCom (Hons) (Marketing), BCom (Hons) (Accounting), CA (SA)

Over 20 years' experience in banking and property finance.

### 5 Grant Jackson (50)

Independent Director (since 5 August 2009)

Assoc. Dip. Valuations, FAPI

Over 30 years' experience in the property industry, including 27 years as a qualified valuer.

### 6 Francois Marais (62)

Independent Director (since 5 August 2009)

BCom, LLB, H Dip (Company Law)

Over 26 years' experience in the listed property market.

### 7 Norbert Sasse (52)

Director+ (since 5 August 2009)

BCom (Hons) (Acc), CA (SA)

Over 21 years' experience in corporate finance and 11 years' experience in the listed property market.

\* Not deemed independent as Managing Director of GRT.

+ Not deemed independent as CEO of GRT.

# Glossary

<b>2HY17</b>	the six months ending 30 June 2017
<b>A-REIT</b>	Australian Real Estate Investment Trust
<b>ASX</b>	Australian Securities Exchange
<b>B</b>	billion
<b>Baa2</b>	a debt rating issued by Moody's equivalent to BBB issued by S&P. The Moody's system runs from highest to lowest Aaa Aa A Baa Ba B Caa Ca C with the numbers 1-3 denominating modifiers of this rating i.e. Baa2 is higher than Baa3 or Ba1.
<b>Board</b>	the board of directors of the Company
<b>Cap rate</b>	in full, "capitalisation rate". Refers to the market income produced by an asset divided by its value or cost
<b>Company</b>	Growthpoint Properties Australia Limited
<b>cps</b>	cents per security
<b>CY15, CY16, CY17</b>	the calendar year ended 31 December in the year listed i.e. "CY16" means the calendar year ended 31 December 2016
<b>dps</b>	distribution per security
<b>FY12, FY13, FY14, FY15 and FY16</b>	the 12 months ended on 30 June in the year listed i.e. "FY16" means the 12 months ended 30 June 2016
<b>FY17, FY18, FY19, FY20 and FY21</b>	the 12 months ending on 30 June in the year listed i.e. "FY17" means the 12 months ending 30 June 2017
<b>freefloat</b>	securities considered available for trading on the ASX. For Growthpoint, this is the market capitalisation less securities held by GRT in accordance with S&P's released guidelines
<b>fund through</b>	a mechanism under which an entity (in this report typically Growthpoint) funds development as completion of works occur
<b>Gearing</b>	interest bearing liabilities divided by total assets
<b>GMF</b>	previously GPT Metro Office Fund which traded on the ASX as GMF (renamed Growthpoint Metro Office Fund)
<b>GOZ</b>	the ASX trading code that Growthpoint trades under
<b>Growthpoint or the Group</b>	Growthpoint Properties Australia comprising the Company, the Trust and their controlled entities

<b>Growthpoint SA or GRT</b>	Growthpoint Properties Limited of South Africa (Growthpoint's majority Securityholder) which trades on the JSE under the code "GRT"
<b>HY12, HY13, HY14, HY15, HY16 and HY17</b>	the six months ended on 31 December in the prior calendar year listed i.e. "HY17" means the six months ended 31 December 2016
<b>HY18, HY19, HY20 and HY21</b>	the six months ending on 31 December in the prior calendar year listed i.e. "HY18" means the six months ending 31 December 2017
<b>ICR</b>	Interest coverage ratio
<b>IRR</b>	internal rate of return. Provides the annual return of a property before gearing and corporate costs
<b>JSE</b>	Johannesburg Stock Exchange
<b>NABERS</b>	National Australian Built Environment Rating System (a national system for measuring environmental performance of buildings)
<b>NLA</b>	net lettable area
<b>NPI</b>	net property income
<b>NTA</b>	net tangible assets
<b>m</b>	million
<b>MER</b>	management expense ratio comprising all the Group's costs other than interest divided by the average gross assets for the year
<b>REIT</b>	real estate investment trust
<b>Securityholder</b>	an owner of Growthpoint securities
<b>S&amp;P</b>	Standard & Poor's
<b>sqm</b>	square metres
<b>Trust</b>	Growthpoint Properties Australia Trust
<b>WARR</b>	weighted average rent review
<b>WALE</b>	weighted average lease expiry



## Contact details:

### Retail Investors:

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GPO Box 2975, Melbourne VIC 3001 Australia

Phone (within Australia): 1300 850 505

Phone (outside Australia): +61(0)3 9415 4000

Fax: +61(0)3 9473 2500

Email: [webqueries@computershare.com.au](mailto:webqueries@computershare.com.au)

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Daniel Colman – Investor Relations Manager

Deseree Ventrice – Investor Relations  
Administrator

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