2018 General Meetings

Chairman's script

[Slide 1 - Cover]

[Introduction]

Good morning Ladies and Gentlemen and welcome to the fifth Annual General Meetings for **Industria REIT**. As it is now 9:00 am and we have a quorum present, I have pleasure in declaring the meeting open.

[Quorum for all 5 entities is two securityholders present in person or by proxy, representing at least 10% of issued units]

[Slide 2 - Agenda]

My name is Geoff Brunsdon and I am the Independent Chairman of APN Funds Management Limited, the Responsible Entity of Industria Trusts 1 to 4 and of Industria Company No 1 Limited, which together comprise Industria REIT.

The meeting today has three principal objectives:

- To review the results and activities of the Fund for the 2018 financial year and the prospects for the current financial year;
- To vote on two resolutions necessary for the continued good governance of the Fund; and
- To give you the opportunity to ask any questions you may have of Directors, Management or Advisers who are present here today.

[Slide 3 - Directors]

I would like to begin by introducing my fellow directors and some key members of the Management and Advisory teams. Our Directors:

- **Michael Johnstone –** who has been an independent Director since the Fund's inception and is also Chair of the Nomination & Remuneration Committee.
- **Jennifer Horrigan** – who has also been an independent Director since the Fund's inception and is also Chair of the Audit & Risk Committee.
- **Howard Brenchley –** who has been a Director since the Fund's inception.

[Slide 4 – Directors and Management]

- **Michael Groth** who is an Executive Director of Industria Company No 1 Limited and CFO of APN Property Group is not able to join us today due to commitments overseas. He sends his apologies

I would also like to introduce

- **Alex Abell** who many of you will know, is the Fund Manager of Industria REIT;

and present in the audience, from APN Property Group:

- **Chantal Churchill** – who is the Company Secretary of APN Property Group.

and our external advisors:

- **Neil Brown** - from our auditor, Deloitte Touche Tohmatsu;
- **Tony Macvean** - from our lawyers, Hall & Wilcox; and
- **Roz Johnston** – from our share registry, Link Market Services who will supervise the conduct of a poll, if one is required during the meeting.

[Slide 5 – Industria REIT overview]

[Slide 6 – The Industria REIT opportunity]

The strategy for Industria REIT is to grow through investing in office and industrial assets that provide businesses with attractively priced and well-located workspaces. Core to our value proposition to our clients is leveraging technology and innovation to proactively deliver improved client satisfaction and retention, which reduces downtime and underpins the sustainable income profile of the Fund and prospects for capital growth.

The opportunity for investors in Industria REIT is benefiting from a growing rent profile with no potential volatility from active earnings, such as development or funds management fees. APN Property Group, the manager and co-investor, has over 20 years of experience in managing real estate and this continues to be harnessed to deliver superior outcomes for the clients of Industria REIT – as we fundamentally believe the better we service our clients, the tenants across the portfolio, the better the long term performance of the assets will be.

The assets within the portfolio are well-located, in close proximity to major arterial roads and often public transport, and will benefit over the coming years from infrastructure upgrades in close proximity. Improved infrastructure will mean greater accessibility and widen the tenant base, underpinning long term performance for investors.

Finally, Industria REIT has a strong balance sheet that is well-positioned to endure periods of future uncertainty. We have observed some complacency across the market following the rise of asset values over recent years, and we have intentionally positioned the portfolio and the balance sheet to be able to withstand challenging market conditions, which whilst not foreseeable in the near future, will undoubtedly unfold at some stage.

[Slide 7 – At a glance]

Whilst many of you in the audience know Industria REIT well, I thought it would be worth reiterating the key metrics. The portfolio has grown to $686 million, which is up from $418 million just two years ago, and the market capitalisation has climbed to $440 million. Being included in the S & P / ASX 300 index provides us with access to a wide pool of equity to support growth where we see value, and the current 6.3% distribution yield is underpinned by a 6.9 year weighted average lease expiry profile and 3% average rent reviews across the portfolio. Gearing post the recent acquisitions is approximately 34%, a conservative position especially when Industria REIT does not have exposure to active earnings from funds management or development.

[Slide 8 – APN Property Group]

I would like to take the opportunity to acknowledge the contribution of the management team across the APN Property Group, many of whom are in the audience today. Their dedication and commitment has been critical to the overall performance of Industria REIT.

APN is a specialist real estate investor established in 1996 and now has over $2.8 billion under management, across direct and listed real estate mandates. APN and its associated entities are the funds largest investor, with a co-investment exceeding $94 million. This creates an alignment that is arguably the strongest in the REIT sector, taking into consideration internal and externally managed structures and this alignment, combined with a simple and competitive management fee structure of 55 basis points of gross asset value provides a compelling management and governance proposition for investors.

APN Funds Management Limited is the Responsible Entity of Industria REIT. The Board of APN Funds Management Limited is independent, including myself as the independent Chairman, and has an average of 30 years' experience with complementary Directorships across multiple industries that adds value by bringing broader perspectives and knowledge to the platform.

[Slide 9 – FY18 Results]

I would now like to hand over to the Fund Manager, Alex Abell, who will take you through the operational aspects of FY18.

[Alex to lectern]

[Refer to separate presentation attached]

[Slide 10 – IDR Slide]

[After Alex presentation, Geoff Brunsdon to Lectern]

Thank you Alex.

[Pause]

I will now move to the formal business of the meeting.

[Admission cards]

You should have received a coloured admission card when you registered at the meeting here today. These cards will be required by those wishing to participate in the formal business of the meeting.

Yellow cards have been issued to all securityholders and proxyholders entitled to speak and vote at this meeting.

Blue cards have been issued to non-voting securityholders.

Red cards have been issued to visitors who are not entitled to speak or vote.

Securityholders attending in their own right who have also been appointed as a proxy will have been issued with more than one yellow card.

If you have been issued with an incorrect card, please see the registration staff now.

You will have an opportunity to ask specific questions on the resolutions to be considered. It would be appreciated if you could please hold any general questions you may have until after the formal business is completed.

[Presentation of Accounts]

The first item of business is

"To receive and consider the Financial Report, the Directors' Report and the Auditor's Report, each for the financial year ended 30 June 2018."

This item does not require a vote; however, the reports are open for discussion. If any securityholder has questions or comments relating to this item, please raise your yellow admission card. Would you please begin by stating your name clearly.

[Questions / Discussion]

Thank you

[Preamble to resolutions]

The remaining items of business are resolutions for your consideration.

There are two resolutions and each must be considered separately, I propose to keep the process as short as possible by noting in advance, the following items:

- Resolutions 1 and 2 relating to the re-election of directors of Industria Company No 1 Limited, are ordinary resolutions. They will be passed if more than 50% of the votes of those present and eligible to vote are cast in favour of the resolution;
- The resolutions are set out in the Notice of Meeting and as each is considered it will be shown on the screen behind me together with a summary of the proxy instructions received by the Company Secretary in respect of that resolution;
- I intend to vote all open proxies that I hold **in favour** of each resolution;
- Finally, when called upon to vote would you please do so by raising your hand showing clearly the yellow card.

[Slide 11 – Resolution 1]

All resolutions involve the re-election of directors of Industria Company No 1 Limited, which is the only company within the stapled group.

Resolution 1 is for the re-election of Michael Johnstone as a director of Industria Company No. 1 Limited.

Michael Johnstone will resign as a director of the Company in accordance with clause 4.10(a) of the Company's constitution and, being eligible, offers himself for re-election. The following information has been provided by Michael in support of his re-election as a director.

Michael has been a non-executive, independent director since 2013 (the year Industria REIT became listed on ASX). He has also been director of APN Funds

Management Limited since 2009 and is the Chairman of the Nomination & Remuneration Committee and a member of the Audit, Risk & Compliance Committee.

Michael has 40 years of global business experience in chief executive and general management roles and more recently in non-executive directorships. He has lived and worked in overseas locations including the USA, has been involved in a range of industries and has specialised in corporate and property finance and investment, property development and funds management. His career has included lengthy periods in corporate roles including 10 years as one of the Global General Managers of the National Australia Bank Group. He has extensive experience in mergers and acquisitions, capital raising and corporate structuring.

Michael is a non-executive director of the responsible entity of the ASX-listed Folkestone Education Trust. He is also a non-executive director of a number of unlisted companies and has had considerable involvement in the not-for-profit sector.

[Questions / Discussion]

Does any securityholder wish to speak in relation to the resolution or ask any questions?

[When questions complete]

Thank you.

[Put to vote]

I now put to the meeting the resolution **to re-elect Michael Johnson as a director of Industria Company No. 1 Limited**.

[Slide 12 – Resolution 2]

Resolution 2 is for the re-election of Howard Brenchley as a director of Industria Company No 1 Limited.

Howard Brenchley will resign as a director of the Company in accordance with clause 4.10(a) of the Company's constitution and, being eligible, offers himself for re-election. The following information has been provided by Howard in support of his re-election as a director.

Howard has a long history in the Australian property investment industry with over 30 years' experience analysing and investing in the sector. Howard has been a non-executive director since 2013 (the year Industria REIT became listed on ASX). He is also a non-executive director of APN Funds Management Limited and the board determined that Howard should be regarded as an independent director from March 2018.

Howard joined APN in 1998 and was responsible for establishing the APN Funds Management Limited business. In this capacity he developed a suite of new property securities and direct property funds, including the flagship APN AREIT Fund and the APN Property for Income Fund. Prior to joining APN Funds Management Limited, Howard was co-founder and research director of Property Investment Research Pty Limited, one of Australia's leading independent research companies, specialising in the property fund sector.

Howard is also a director of APN Property Group Limited (since 1998) (ASX Code: APD) and National Storage Holdings Limited (since 2014) and National Storage Financial Services Limited (since 2015), both listed on the ASX as National Storage REIT (ASX Code: NSR).

[Questions / Discussion]

Does any security-holder wish to speak in relation to the resolution or ask any questions?

[When questions complete]

Thank you.

[Put to vote]

I now put to the meeting the resolution **to re-elect Howard Brenchley as a director of Industria Company No 1 Limited**.

[Slide 13 – IDR Slide]

[General business]

Ladies and Gentlemen, this completes the formal business of the meeting. However, as I indicated earlier, I would be happy to take any general questions you may have.

[Questions]

[Meeting close]

[If no Poll to be conducted]

If there are no further questions, I will close the meeting.

Thank you for your attendance today and to those securityholders who participated by proxy.

The Directors and Management would be pleased if you would join them for light refreshments and an opportunity to ask additional questions.

2018 AGM

Fund Manager’s script

[Slide 1 – FY18 Results]

Thank you Geoff and good morning ladies and gentlemen.

Firstly, thank you all for making the effort to come to today’s Annual General Meeting of Industria REIT.

In this morning’s address I will cover the highlights for financial year 2018 and the outlook as we move forward.

[Slide 2 – Highlights and outcomes]

FY18 was another year of delivering for Industria REIT investors. The result of 18.5 cents per security was in-line with the guidance of 18.4 – 18.6 cents per security, reflecting 2.2% growth on the prior year. The balance sheet is strongly positioned, with investment property assets increasing 5% to $661 million, or $2.70 per security of Net Tangible Assets. We completed the refinance of $71 million of debt, whilst also improving the terms and conditions with our financiers that provides greater flexibility moving forward.

Leased activity continued, with 13,600 square metres being completed – including fully leasing Industria REIT’s assets at Rhodes Corporate Park and completing 6,800 square metres of leasing at Brisbane Technology Park. This leasing activity has resulted in a predictable income profile – with only 2% of income expiring in FY19.

[Slide 3 – 30 June 2018 financials]

Statutory net profit was $48.2 million, with contracted leases across the majority of the portfolio contributing the backbone of revenue that was boosted by $20.2 million in valuation uplifts.

Funds From Operations increased 7.9% to $30.1 million, or 2.2% to 18.5 cents per security, after taking into consideration the higher number of securities on issue.

The distribution also increased, up 3.1% to 16.5 cents per security.

The balance sheet is well placed with gearing of 31.0% at 30 June 2018, rising to approximately 34% post the recent acquisitions of industrial warehouses in Epping and Derrimut. This is towards the middle of our target gearing range of 30 – 40%.

[Slide 4 – Strong balance sheet post refinance and valuation gains]

On slide 10 I mentioned a key highlight was the $71 million refinance. The facilities were taken on 5 year terms and improved the weighted average debt term to 3.3 years. Future refinancing events are now staggered over the next 4 financial years, consistent with our approach of managing refinancing risk by minimising bullet debt maturities in any given year.

Independent valuations were completed across the industrial assets in the portfolio. Rental growth and new pricing benchmarks resulted in WesTrac Newcastle increasing $13 million to $197 million; leasing at Adelaide Airport resulted in the valuation increasing 14% to $14 million; and there was another $5.5 million of valuation uplifts across the remaining 5 assets.

[Slide 5 – Portfolio performance]

[Slide 6 – Summary of FY18 activity]

This slide captures the key components of the portfolio and key activities during the year. At Rhodes the successful execution of our small suite strategy resulted in leasing ahead of our expectations, whilst also planning the installation of 180 Kilowatts of solar, which has now been installed.

4,300 square metres was leased across our industrial warehouses, and our first solar installation was completed with 100 Kilowatts at 89 West Park Drive, Derrimut.

At Brisbane Technology Park we completed 21 deals over 6,800 square metres. Our on the ground presence and focus is driving performance, with leasing completed or discussions continuing over 1,500 square metres of vacancy.

The acquisition of WesTrac Newcastle for $158.6 million in September 2016 has proven to be an outstanding addition to the portfolio. More than 16 years are remaining on the lease, where income is growing at the higher of 3% or CPI annually, and WesTrac are incredibly busy on-site where they continue to invest in improvements in the property that deliver greater efficiencies.

[Slide 7 – BTP – driving value through innovation]

We have not hesitated in capitalising on ideas to innovate across the portfolio. In Q2 2017 it became apparent to us that the cost curve for solar had dropped to the extent that we could install a significant number of solar arrays at BTP to deliver less volatile and lower energy costs to our tenants, whilst also delivering an attractive yield on cost of 15% to our investors. We were pleased to complete the first phase of the installations in FY18 and we are exceeding our assumptions regarding energy production, with 43% of energy met by PV.

Further solar arrays are being planned, and we’re also seeking to partner with innovative businesses to further enhance the performance of our assets.

[Slide 8 – Portfolio is strongly positioned]

The portfolio is strongly positioned, with occupancy of 95% providing potential upside in coming periods from lease-up, and 82% of the portfolio benefiting from 3% or higher annual rent reviews. Leasing over the past 4 years has been 83,900 square metres, a result of our focus and determination to deliver sustainable income outcomes. With only 2% of income expiring in FY19, we’ve got excellent visibility with the benefit of income upside from leasing.

[Slide 9 – Qld and Vic set to benefit from infrastructure investment growth]

Infrastructure investment is high across the nation, although recent growth in committed projects in Melbourne will significantly increase the pipeline, and Brisbane will also increase rapidly with the investment in Cross River Rail.

Business conditions also provide a solid backdrop for growth, and Brisbane Technology Park in particular is well-placed to benefit given it is a knowledge hub for engineering and construction.

[Slide 10 – Recent acquisitions]

Our two most recent acquisitions have been in the Melbourne industrial hubs of Derrimut and Epping. We like the fundamentals of Melbourne, which is underpinned by rents 36% lower than Sydney – at $70 – 80 per square metre in the west of

Melbourne; a muted supply pipeline totalling less than 200,000 square metres; and a population forecast of 10 million by 2050, and growing larger than Sydney in the mid 2030's. Land values in Melbourne have also increased from $25 per square metre to over $100 per square metre in 5 years, increasing the cost base for developers on top of rising construction and servicing costs. We believe that these factors all point to rising rents in Melbourne over the medium term and we're well positioned to capture that without taking on significant risk.

With regards to our recent acquisitions, the purchase at Derrimut was built in 2008, is leased for another 4.6 years to Downer, and is prominently located in the heart of the industrial precinct. We were particularly attracted to this property as the 6.6% yield was underpinned by a low passing rent, which provides the potential for value-add at lease expiry.

The acquisition at Epping featured a 6.3 year weighted average lease expiry to a successful privately-owned business that has a history extending almost 100 years, in a prominent location close to Melbourne markets. The pricing of $15.7 million reflected an initial yield of 7.45%, a level we considered a very attractive entry point that provides ability to add-value over time.

During the period we reviewed over $700 million of acquisition opportunities. In the majority of cases our pricing – which considers future risks and rewards; portfolio construction; and how the property may meet the needs of our clients, which will ultimately underpin a sustainable distribution yield – was not as attractive as other purchasers, as was the case with the recent sale of the Kmart distribution centre in Truganina. This reflects the volume of capital seeking out large transactions, be it single assets or portfolio's. We will continue to pursue larger transactions, however we see better value in smaller asset acquisitions, as demonstrated by our recent actions.

[Slide 11 – Outlook]

Our focus moving into FY19 will remain consistent: proactively managing the portfolio by being present and engaging with the market, and collaborating with our clients to create solutions that drive value. This approach will ensure Industria REIT maintains a consistently high occupancy rate, good organic growth of 3% or more across the majority of leases, and high levels of income visibility with only 2% of income expiring in FY19.

There is no potential volatility from active earnings that may rely on development or fund management fees, a point of difference that contrasts with many other REIT's, resulting in IDR having a lower risk profile.

FFO guidance for FY19 is 19.05 – 19.25 cents per security, reflecting 3 – 4% growth. Distributions will continue to be paid quarterly and guidance is 17.0 cents per security (3% growth). Guidance is subject to current market conditions continuing and no unforeseen events.

2018 ANNUAL GENERAL MEETING

16 October 2018

www.industriareit.com.au
ASX: IDR

INDUSTRIAREIT

Agenda

Geoff Brunsdon
Chairman

01	**2018 Highlights**
02	**Activities and performance**
03	**Resolutions**
	Questions

Directors

Michael Johnstone
Independent
Director

Jennifer Horrigan
Independent
Director

Howard Brenchley
Independent
Director

Directors and management

Michael Groth
Executive Director of Industria Company No. 1 Ltd and Chief Financial Officer

Chantal Churchill
Company Secretary

Alex Abell
Fund Manager

01 Industria REIT overview

WesTrac Newcastle

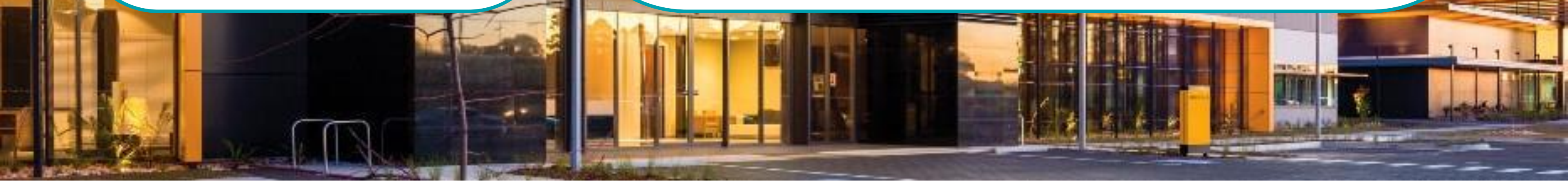
The Industria REIT opportunity

Strategy to grow through investing in office and industrial assets

- Providing businesses with attractively priced and well located workspaces
- Proactively approaching innovation to deliver improved tenant satisfaction and retention
- Producing sustainable income and capital growth returns

The opportunity

- Benefit from a growing rent profile from low-risk portfolio – no potential volatility from "active earnings"
- Leveraging APN's market knowledge and experience to enhance the product offering and drive occupancy
- Maximising synergies and minimising downtime by engaging with clients to execute initiatives including building efficiency works that reduce operational costs – such as solar PV
- Benefit from supply constraints and significant infrastructure upgrades in close proximity to existing and future investments
- Utilise balance sheet strength and capital market support to grow through portfolio recycling initiatives and acquisitions



At a glance

$686
MILLION TOTAL ASSETS

$440
MILLION MARKET CAPITALISATION

S&P/ASX 300
INDEX MEMBER

6.3%
CASH DISTRIBUTION YIELD

~34%
GEARING

6.9
YEAR WALE

3%
AVG RENT REVIEWS

HIGH QUALITY ASSETS DELIVERING STRONG INCOME PROFILE
ALIGNED MANAGEMENT WITH ~$71 MILLION CO-INVESTED
CONSERVATIVE BALANCE SHEET WITH CAPACITY TO GROW

Note: Total assets, market capitalisation, yield and gearing are as at 10 October 2018; all other metrics as at 30 June 2018

APN Property Group – aligned and experienced manager

Strong investor alignment

- APN is strongly aligned to delivering investor returns – with the manager and associated entities owning a $94 million stake
- Simple and transparent sliding fee structure – no additional transactional or performance fees

Focused and dedicated management team

- Dedicated Fund Manager and management team
- Leveraging 18 average years of experience in real estate

Governance overseen by an Independent Board

- Independent Board, ensuring robust governance framework
- 30 years average experience and Director roles on Boards including Sims Metal, MetLife, QV Equities, Folkestone, and the Chairman was a member of the Takeovers Panel for nine years

Manager with long track record and deep relationships across capital and investment markets

- Relationships generate leasing, investment opportunities and access to multiple capital sources
- Founded in 1996 and grown to $2.8 billion under management – including direct and listed real estate mandates

02 FY18 Results

Rhodes Building C, Rhodes NSW

Highlights and outcomes

Result in-line with guidance –

FFO 18.5 cents per security, 2.2% growth

NTA ▲ 5%
Balance sheet well-positioned following $71 million refinance

~13,600 square metres of leasing – active asset management generating outcomes

Only 2% of income expiring in FY19 - strong income visibility

30 June 2018 financials

- Statutory net profit $48.2 million - contracted leases with fixed growth boosted by valuation uplifts of $20.2 million:
  - $53.4 million lower than pcp – largely due to higher valuation outcomes in prior period
- FFO up $2.2 million to $30.1 million:
  - Increased from 18.1 to 18.5 cents per security and in-line with guidance of 2 – 3% growth
- Net Property Income up ~9% to $37.9 million:
  - 3% fixed rental uplifts across 82% of portfolio
  - Full period contribution from WesTrac Newcastle
  - Partially offset by downtime at selected assets
- Gearing 31.0% at 30 June 2018:
  - Increasing to ~34% following post-balance date acquisitions of 13 Ricky Way, Epping, and 1 West Park Drive, Derrimut

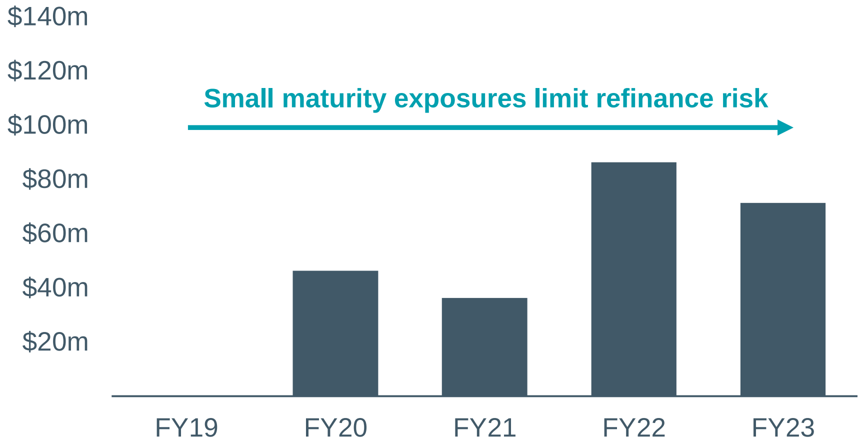
	FY18	FY17	Change
Statutory net profit ($m)	$48.2	$101.6	▼ 52.6%
FFO ($m)	$30.1	$27.9	▲ 7.9%
FFO (cents per security)	18.5	18.1	▲ 2.2%
Distribution declared ($m)	$26.9	$26.1	▲ 3.1%
Distributions (cents per security)	16.5	16.0	▲ 3.1%
FFO payout ratio (%)	89.3%	88.6%	▲ 0.7%
Tax deferred component of distribution / non assessable income	49.9%	41.4%	▲ 8.5%

	Jun 2018	Dec 2017	Change
Gearing	31.0%	32.2%	▼ 1.2%
Net Tangible Assets per security	$2.70	$2.57	▲ 5.1%

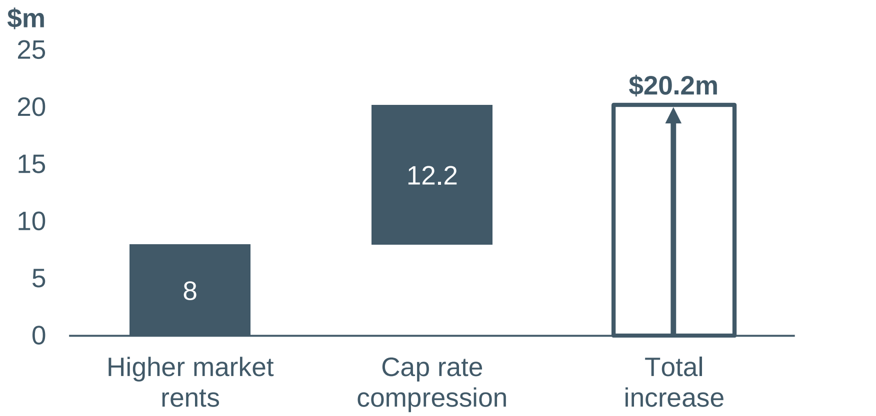
Strong balance sheet post refinance and valuation gains

- Weighted average interest rate of 3.4% and 5.8x interest cover
- Refinanced to club structure with a Common Terms Deed and bi-lateral Facility Agreements:
  - Weighted average debt maturity increases to 3.3 years with new 5 year facilities
  - Improved terms, conditions and flexibility, including being able to introduce new lenders on pre-agreed terms
  - Nearest debt maturity ~$46 million in Sept 2019
- Independent valuations across all industrial assets – reporting $20.2 million of gains:
  - New pricing benchmarks and rental growth resulted in WesTrac Newcastle increasing $13 million (7%)
  - Adelaide Airport increased valuation by $1.7 million (14%) following strong leasing outcomes
  - $5.5 million across remaining properties

Debt maturity profile – limited refinance risk



Leasing and cap rate contributions to valuation uplift



03 Portfolio performance

StarTrack Express, 140 Sharps Rd, Tullamarine

Summary of FY18 activity

Rhodes Corporate Park
Inner west Sydney,
~$193 million invested
2 buildings; 3.8 year WALE

- Successful execution of small suite strategy – fully leased
- Installed 180Kw of solar to future-proof asset and improve net rents

Industrial Melbourne and Adelaide
Key industrial precincts
~$135 million invested
8 buildings; 4.9 year WALE

- Leased 4,300sqm; vacancy limited to one ~1,400sqm unit
- 100Kw of solar installed; engaging with tenants on >1MW to deliver lower operating costs

Brisbane Technology Park
15 minutes south of CBD
~$152 million invested
12 buildings; 2.9 year WALE

- Completed 21 deals over 6,800sqm
- On-the-ground management and expertise driving leasing pipeline and reducing vacancy – leased and in discussions over ~1,500sqm of vacancy

WesTrac Newcastle
Located adjacent to
M1 motorway
~$197 million invested
16.2 year WALE

- >16 years remaining on triple-net lease
- WesTrac continue to invest in upgrades at the facility to enhance the efficiencies

BTP – driving value through innovation

43% energy met by solar PV

$1.0m investment delivering 15% return on cost[1]

Lowers volatility of energy costs for Industria's tenants

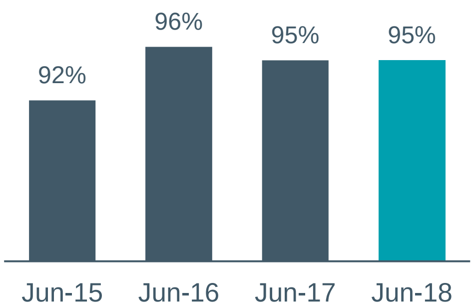
Equivalent of planting 1,600 trees p.a.

ACTING SWIFTLY TO CAPITALISE ON OPPORTUNITIES TO ADD VALUE

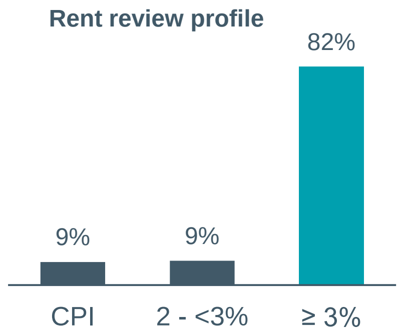
[1] Additional ~220 Kilowatt installation to be completed in FY19

Portfolio is strongly positioned

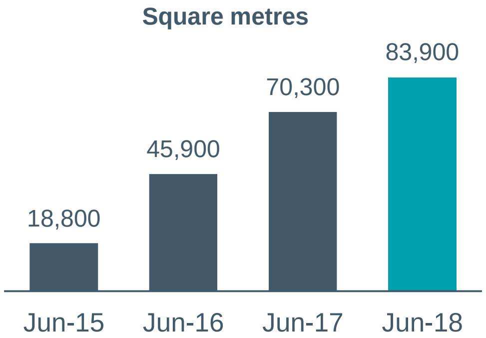
High occupancy



Generating organic growth



Cumulative leasing outcomes

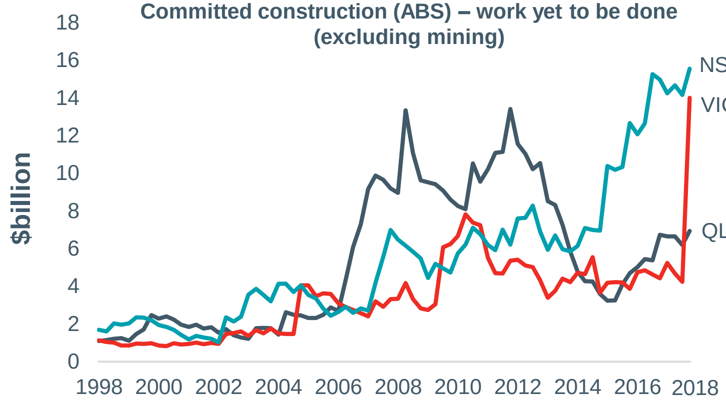


Strong income visibility - expiry profile (by income)

Qld and Vic set to benefit from infrastructure investment growth

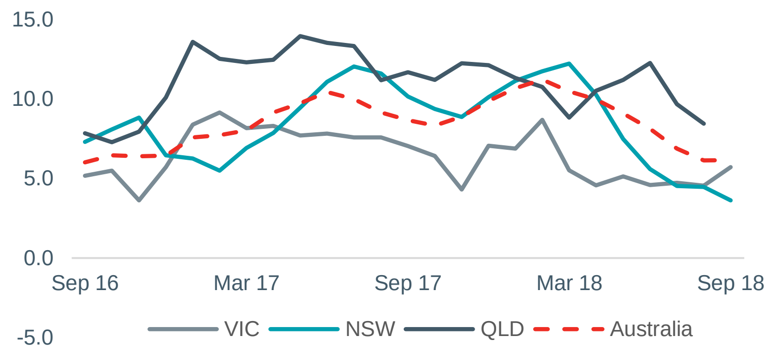
- Infrastructure pipeline growing – particularly in Melbourne:
  - West Gate Tunnel - $5.5bn
  - Metro Trains Project - $2.3bn
- NSW has a long investment pipeline that will benefit Industria's largest tenant - WesTrac
- Investment in Brisbane will increase rapidly – with Cross River Rail and Metro to add $6.3bn – double the current projects underway

Investment improving across the economy



- Business conditions and confidence building in Queensland:
  - Commodity prices have risen and productivity has improved with greater built capacity
  - Infrastructure pipeline boosting employment growth as the private sector gears up to bid for work and undertake construction
- Brisbane Technology Park is a knowledge hub for engineering and is positioned to benefit strongly

NAB Business confidence by state (net balance)[1]

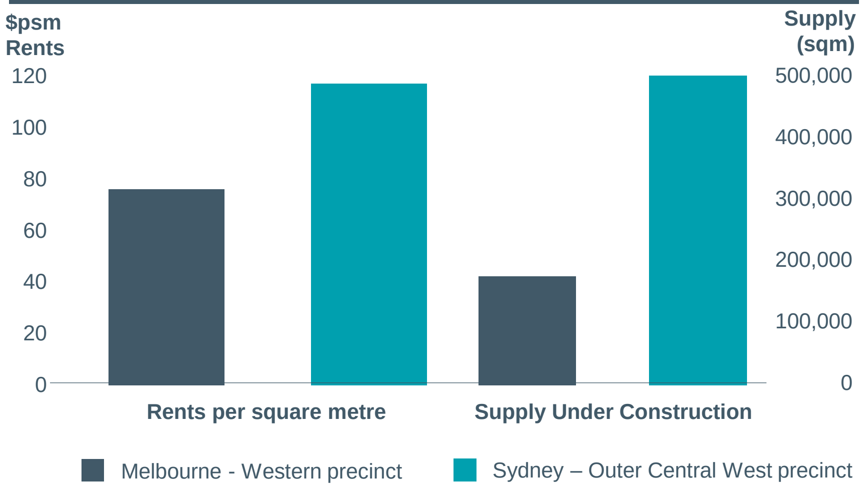


1. NAB Monthly Business Survey, Sept 2018

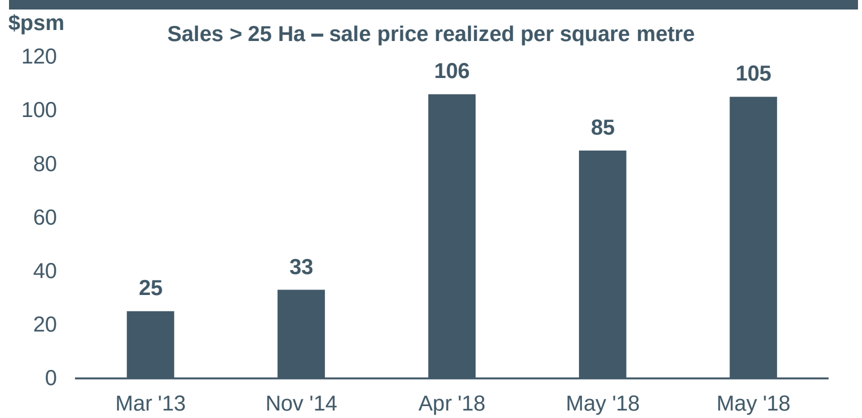
Recent acquisitions

- Melbourne is underpinned by strong fundamentals:
  - Lowest rents – 36% lower than Sydney with significant scope for growth
  - Lowest supply pipeline – 65% lower than Sydney
  - Population forecast to exceed Sydney
- 1 West Park Dr, Derrimut:
  - Built in 2008, leased to Downer for ~4.6 years
  - Prominent location – corner West Park Drive and Boundary Rd – a hub for transport and logistics
  - $10.575m; 6.6% initial yield; $1,050 psm
- 13 Ricky Way, Epping:
  - Built in 2008/2015, leased to Edlyn Foods (privately owned, operating since 1920's) for a further ~6.3 years (WALE)
  - Located in close proximity to Melbourne Markets and other major food companies
  - $15.7m; 7.45% initial yield; $1,470psm
- Very strong demand for industrial, particularly large-scale. In our views, IDR's acquisitions offer significantly higher value propositions in comparison:
  - Kmart DC (77,000sqm) in Truganina sold for $119m, 5.4% initial yield, $1,545psm

Rent and supply spreads for Sydney and Melbourne[1]



Englobo land transactions in Melbourne's west[1]



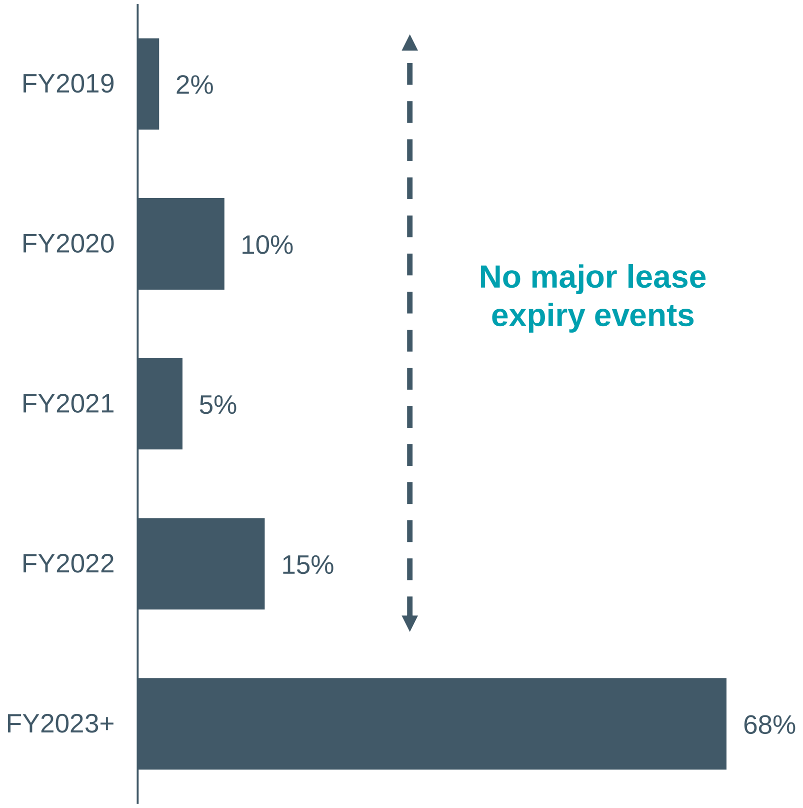
1. JLL, Q2 2018. Land values based on net developable area

Outlook

Sustainable returns underpinned by quality and affordable workspaces

- Industria is well positioned:
  - Desirable and well leased portfolio with potential for further income and value upside
  - Passive income stream with organic rental increases providing growth – no potential volatility from active earnings that may rely on development or fund management fees
  - Only 2% of income expiring in FY19
  - Management aligned to long term performance
- FY19 FFO guidance of 19.05 – 19.25cps reflecting 3 – 4% growth:
  - DPS guidance of 17.0 cps – 3% growth
  - Subject to current market conditions continuing and no unforeseen events

Lease expiry profile (by income)



Resolutions

Ordinary Resolution 1

“That Mr Michael Johnstone, who retires by rotation in accordance with clause 4.10(a) of the Company’s constitution, and being eligible, be re-elected as a director of the Company.”

Summary of Proxy instructions				
	For	**Open**	**Against**	**Abstain**
Votes	60,277,240	305,270	499,962	184,822
Percentage	98.68%	0.50%	0.82%	11.00%

Ordinary Resolution 2

"That Mr Howard Brenchley, who retires by rotation in accordance with clause 4.10(a) of the Company's constitution, and being eligible, be re-elected as a director of the Company."

Summary of Proxy instructions				
	For	**Open**	**Against**	**Abstain**
Votes	60,720,623	305,270	56,579	184,822
Percentage	99.41%	0.50%	0.90%	11.00%

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