



asx release+

Goodman Group Investor Day

Date	14 June 2018
Release	Immediate

Goodman Group (Goodman or Group) advises that it will host an institutional investor and analyst update today. The attached presentation was issued as a supporting document for the briefing.

Ends –

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About Goodman

Goodman Group is an integrated property group with operations throughout Australia, New Zealand, Asia, Europe, the United Kingdom, North America and Brazil. Goodman Group, comprised of the stapled entities Goodman Limited, Goodman Industrial Trust and Goodman Logistics (HK) Limited, is the largest industrial property group listed on the Australian Securities Exchange and one of the largest listed specialist fund managers of industrial property and business space globally.

Goodman's global property expertise, integrated own+develop+manage customer service offering and significant fund management platform ensures it creates innovative property solutions that meet the individual requirements of its customers, while seeking to deliver long-term returns for investors.

Goodman Group

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Goodman Group Investor Day



14 June 2018



Rochedale Motorway Estate, QLD, Australia

Important notice and disclaimer

- + This document has been prepared by Goodman Group (Goodman Limited (ABN 69 000 123 071), Goodman Funds Management Limited (ABN 48 067 796 641; AFSL Number 223621) as the Responsible Entity for Goodman Industrial Trust (ARSN 091 213 839) and Goodman Logistics (HK) Limited (Company Number 1700359; ARBN 155911142 – A Hong Kong company with limited liability). This document is a presentation of general background information about the Group's activities current at the date of the presentation. It is information in a summary form and does not purport to be complete. It is to be read in conjunction with the Goodman Group Interim Financial Report for the half year ended 31 December 2017, the Financial Report for the year ended 30 June 2017 and Goodman Group's other announcements released to ASX (available at www.asx.com.au). It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered, with professional advice, when deciding if an investment is appropriate. This presentation is not an offer or invitation for subscription or purchase of securities or other financial products.
- + This document contains certain "forward-looking statements". The words "anticipate", "believe", "expect", "project", "forecast", "estimate", "likely", "intend", "should", "could", "may", "target", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Due care and attention has been used in the preparation of forecast information. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of the Group, that may cause actual results to differ materially from those expressed or implied in such statements. There can be no assurance that actual outcomes will not differ materially from these statements. Neither the Group, nor any other person, gives any representation, warranty, assurance or guarantee that the occurrence of the events expressed or implied in any forward looking-statements in this document will actually occur.



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Regional updates



Australia – Jason Little

Snapshot ¹	
Assets under management	A\$13.0bn
Stabilised properties	152
Investment GLA (sqm)	5.6m
Occupancy	96%
Managed Partnerships	4
People ²	286

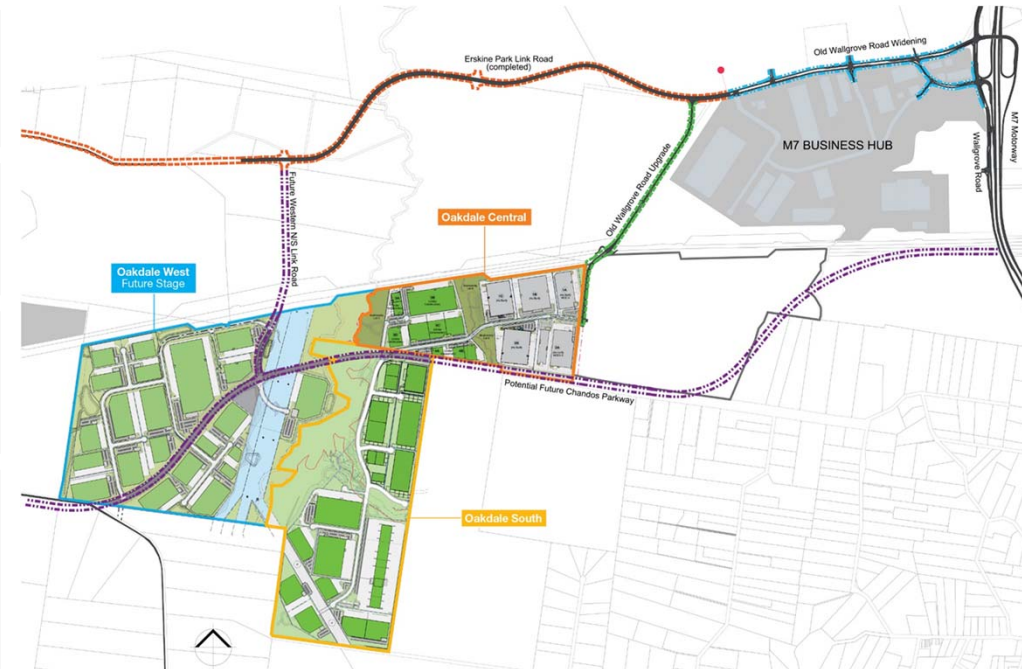
1. As at 31 March 2018

2. Includes MAC and Group corporate services



Australia – Jason Little

<p>Market</p>	<ul style="list-style-type: none"> + Oakdale, Western Sydney
<p>Investment type</p>	<ul style="list-style-type: none"> + Development / investment properties
<p>Strategy</p>	<ul style="list-style-type: none"> + Large scale, multi-stage development
<p>Location</p>	<ul style="list-style-type: none"> + Located within western Sydney's logistics hub of Eastern Creek + Offers direct access to the M4 and M7 Motorways and unrivalled connections to the greater Sydney metropolitan area
<p>Background and status</p>	<ul style="list-style-type: none"> + Comprising 3 stages (Central, South and West) + Total area of approximately 204 hectares, 24 buildings in Central and South precincts



Australia – Jason Little

South Sydney inventory converted to mixed use since 2008



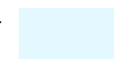
Mixed use zone -
Tenants displaced



Mixed use zone (existing or planned) -
Tenants in-situ



Upzone from IN1 to B6/B7 -
Commercial now H&B use



Goodman owned assets



New Zealand – John Dakin

Snapshot ¹	
Assets under management	A\$2.6bn
Stabilised properties	13
Investment GLA (sqm)	0.9m
Occupancy	99%
Managed Partnerships	2
People	61

1. As at 31 March 2018



New Zealand – John Dakin

Market	+ Auckland, Otanuhu
Investment type	+ Development / investment properties
Strategy	+ Warehouse development
Location	+ GMT's only estate with direct access to the main rail corridor + Rail freight becoming more desirable with increased road congestion + Asset now sits directly between two main Auckland motorways post completion of SH20 (direct link between Airport and Auckland CBD)
Background and status	+ Total site area of 30.5 hectares, developed by Goodman since 2004, now 93% complete + 100% occupancy and a WALE of 8.5 years
Site area	+ 30.5 hectares (total site area)
Net lettable area	+ 106,000 sqm



Asia – Paul McGarry

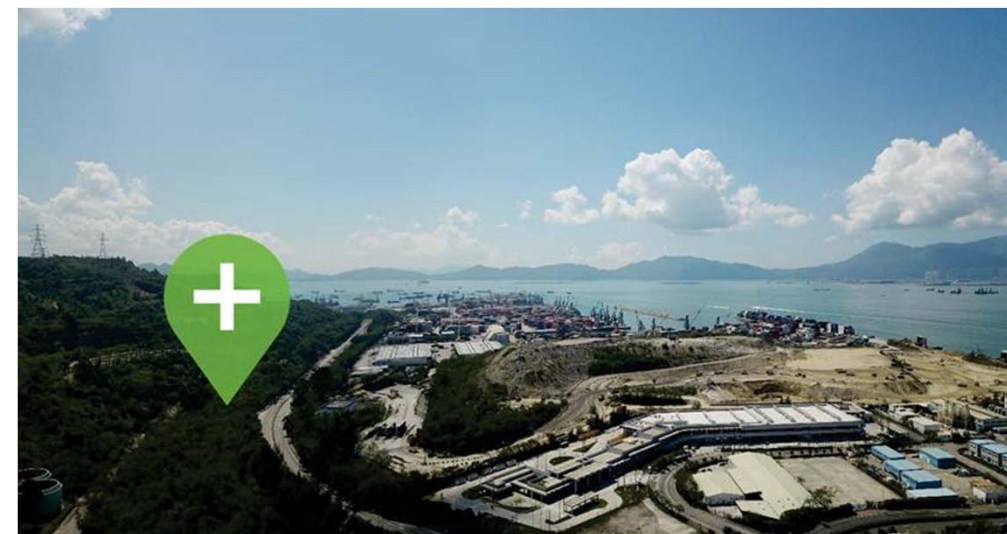
Snapshot ¹	
Assets under management	A\$11.6bn
Stabilised properties	57
Investment GLA (sqm)	4.6m
Occupancy	99%
Managed Partnerships	2
People	286

1. As at 31 March 2018



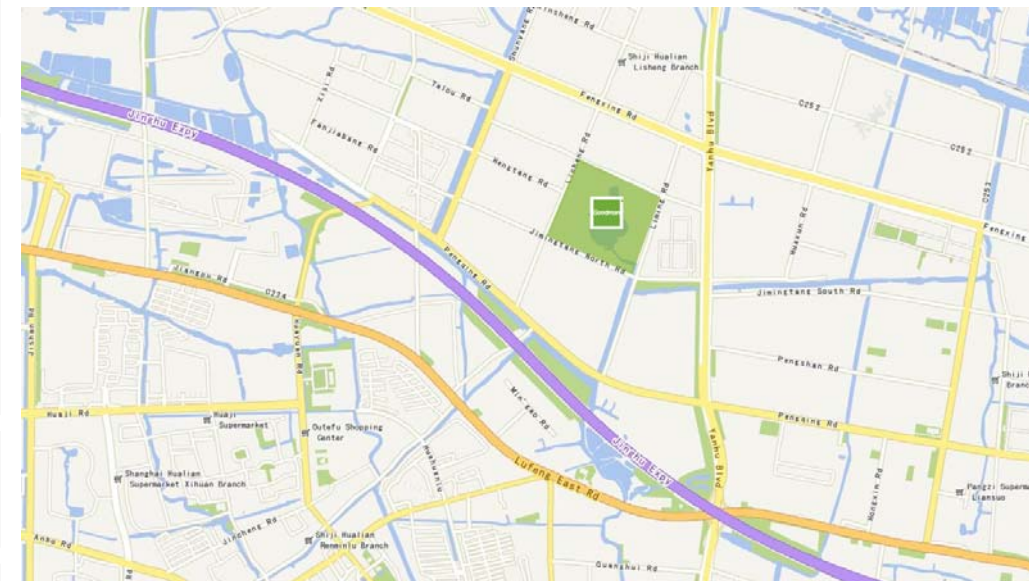
Asia – Paul McGarry

<p>Market</p>	<p>+ Tuen Mun South - Hong Kong</p>
<p>Investment type</p>	<p>+ Development</p>
<p>Strategy</p>	<p>+ Large scale multi storey development</p>
<p>Location</p>	<ul style="list-style-type: none"> + Strategically located adjacent to new major infrastructure projects connecting Hong Kong and the Greater Bay Area + Hong Kong airport busiest global airport by cargo volume and expanding further cross-border + “Greater Bay Area” home to a population of 100 million people with GDP larger than Australia
<p>Background and status</p>	<ul style="list-style-type: none"> + Acquired site in May 2018 via Government tender + Rare opportunity to offer a brand new, high specification facility capable of accommodating automation and robotics + Ability to move top-tier customers out of older industrial buildings into a new, modern logistics facility



Asia – Paul McGarry

Market	+ Shanghai, China
Investment type	+ Brownfield redevelopment
Strategy	+ Large scale multi-storey development
Location	+ Well-connected by the extensive highway network which provides convenient access to some of the most prominent industrial parks and cities in the Yangtze River Delta + Only 35 km to downtown Shanghai and 13 km to downtown Kunshan
Background and status	+ Large site which took three years to acquire + Underwritten as a single level development comprising ~49,000 sqm + Now proposing ~170,000 sqm over four levels + Strong demand and limited supply driving development intensification
Site area	+ 73,000 sqm
Net lettable area	+ 170,000 sqm (proposed)



Asia – Paul McGarry

Market	+ Greater Tokyo, Japan
Investment type	+ Development / investment properties
Strategy	+ Master-planned multi-stage, integrated logistics and business precinct
Location	+ Located between Tokyo Narita Airport and Tokyo CBD along a major east-west arterial road in east Tokyo providing easy access to Greater Tokyo + Serviced by multiple toll-free access routes and on a train line providing direct access to central Tokyo as well as both Narita and Haneda airports
Background and status	+ Goodman Business Park (“GBP”) is a unique, master-planned logistics and business precinct on 50 hectares of land + Upon full build-out, GBP will comprise logistics, technology and retail space with an end value of ~A\$2 billion + 250,000 sqm of space has been leased or preleased
Site area	+ 500,000 sqm



Europe – Philippe Van der Beken

Snapshot ¹	
Assets under management	A\$6.8bn
Stabilised properties	135
Investment GLA (sqm)	5.2m
Occupancy	98%
Managed Partnerships	2
People	199



1. As at 31 March 2018

Europe – Philippe Van der Beken

Market	+ Port of Hamburg, Germany
Investment type	+ Development
Strategy	+ Development of pre-committed logistics warehouse
Location	<ul style="list-style-type: none"> + Within a 5 km proximity range to Hamburg CBD, the second largest city in Germany (1.7 million inhabitants) + Located in the port of Hamburg, one of the world's most high performing ports (~8.8 million TEU, 43 km of quay walls)
Background and status	<ul style="list-style-type: none"> + The development project will be an urban logistics centre, pre-leased to Amazon for a fixed term + Amazon will use the facility to provide parcel delivery services (i.e. same-day delivery) to the Hamburg metropolitan area + The estate is developed on a 1.8 hectare leasehold land site
Site area	+ 18,376 sqm
Net lettable area	+ 9,472 sqm



United Kingdom – Charles Crossland

Snapshot ¹	
Assets under management	A\$0.9bn
Stabilised properties	7
Investment GLA (sqm)	0.2m
Occupancy	86%
Managed Partnerships	2
People	42

1. As at 31 March 2018



United Kingdom – Charles Crossland

Market	+ Midlands, United Kingdom
Investment type	+ Development / investment properties
Strategy	+ Development of 2 buildings, one speculative and one pre-let
Location	+ Coventry, UK + Located 20 miles east of Birmingham + Prime logistics location in the heart of the midlands region, close to the M6 motorway providing access north and south
Background and status	+ 466,920 sqft pre-let to Amazon + 135,000 sqft speculative building let to Jaguar Land Rover in February 2018 + Combined end value of £80m
Site area	+ 150,000 sqm
Net lettable area	+ 56,000 sqm



North America – Anthony Rozic

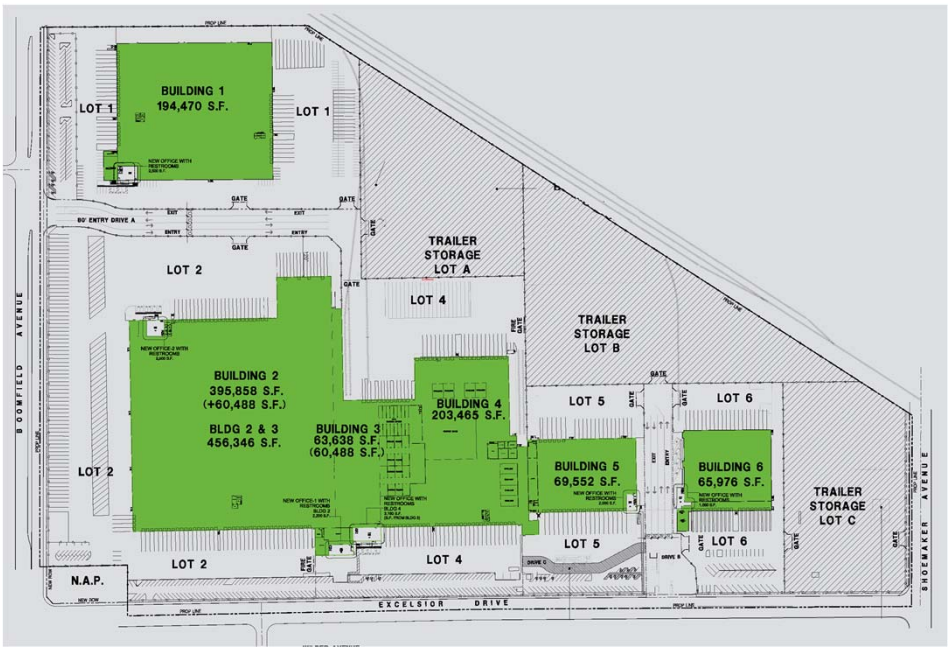
Snapshot ¹	
Assets under management	A\$1.6bn
Stabilised properties	7
Investment GLA (sqm)	0.5m
Occupancy	100%
Managed Partnerships	1
People	44

1. As at 31 March 2018



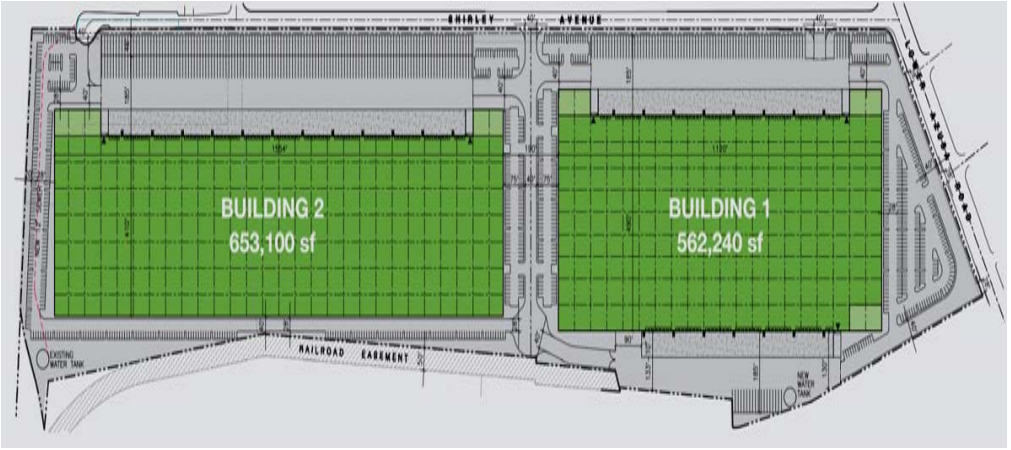
North America – Anthony Rozic

Market	+ Los Angeles – Mid Counties
Investment type	+ Value add opportunity to modernize property
Strategy	+ Reposition and lease estate or individual buildings and trailer parking
Location	+ 20 miles from Los Angeles International Airport and approximately 18 miles from the Port of Los Angeles / Long Beach + Within a nine mile radius, the property has access to seven major arterial freeways located in the LA Basin
Background and status	+ Acquired from Safeway with two-year leaseback + Pre-leased to Damco (Maersk) in April 2018, prior to expiry of the Safeway lease + Long-term multi-phase development opportunity
Site area	+ 78.2 acres
Net lettable area	+ 989,809 sqft warehouse space + 18 acres trailer parking



North America – Anthony Rozic

Market	+ Los Angeles – San Gabriel Valley
Investment Type	+ Development
Strategy	+ Redevelopment – planned two building logistics facility
Location	+ Located 20 miles from the Ports and 8 miles from downtown Los Angeles, the site is positioned in El Monte’s industrial zone
Background and Status	<ul style="list-style-type: none"> + Site acquired from Safeway with 2 year leaseback + Large scale infill multi phased development of two buildings + Strong pre-leasing enquiry across both buildings
Site Area	+ 55 acres
Net Lettable Area	+ 1.2m sqft



Brazil – Cesar Nasser

Snapshot ¹	
Assets under management	A\$0.3bn
Stabilised properties	4
Investment GLA (sqm)	0.3m
Occupancy	71%
Managed Partnerships	1
People	28

1. As at 31 March 2018



Brazil – Cesar Nasser

Market

+ São Paulo, São Bernardo do Campo

Investment type

+ Development

Strategy

- + Acquisition of well-located infill sites, with rezoning potential in the long term. Situated in low vacancy regions, with low land availability (high barrier to entry)
- + Partnership established

Location

- + The land is 20 km from São Paulo downtown, 35 km from Santos Port (South America's most important port)
- + The ABCD region is strategically located close to Imigrantes Highway, Anchieta Highway and the Ring Road

Background and status

- + Site acquired in 2016. The property will be transferred to the Partnership as part of the seed portfolio
- + Construction progress is advanced at 93%. Project completion expected in July 2018
- + Strong enquiry from national and multinational customers for leasing

Site area

+ 64,685 sqm

Net lettable area

+ 26,911 sqm



Thank you



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