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## Dispatch of investor newsletter to Securityholders

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Date	11.06.2020
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Attached is the Goodman investor newsletter dispatched to Securityholders today and available on the Goodman website at [www.goodman.com](http://www.goodman.com)

– ENDS –

*Authorised for release to the ASX by Carl Bicego, Company Secretary and Group Head of Legal.*

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### **About Goodman**

Goodman Group is an integrated property group with operations throughout Australia, New Zealand, Asia, Continental 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 investment managers of industrial property and business space globally.

Goodman's global property expertise, integrated own+develop+manage customer service offering and significant investment 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.

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June 2020

# INVESTOR INSIGHT



In our recent quarterly update to the market, Goodman Group acknowledged the terrible impact COVID-19 is having on people’s lives and livelihoods around the world. Notwithstanding this, Goodman remains in a solid position, and reaffirmed its FY20 earnings guidance of 57.3 cents per share, up 11% on FY19, and full year distribution of 30 cents per share.



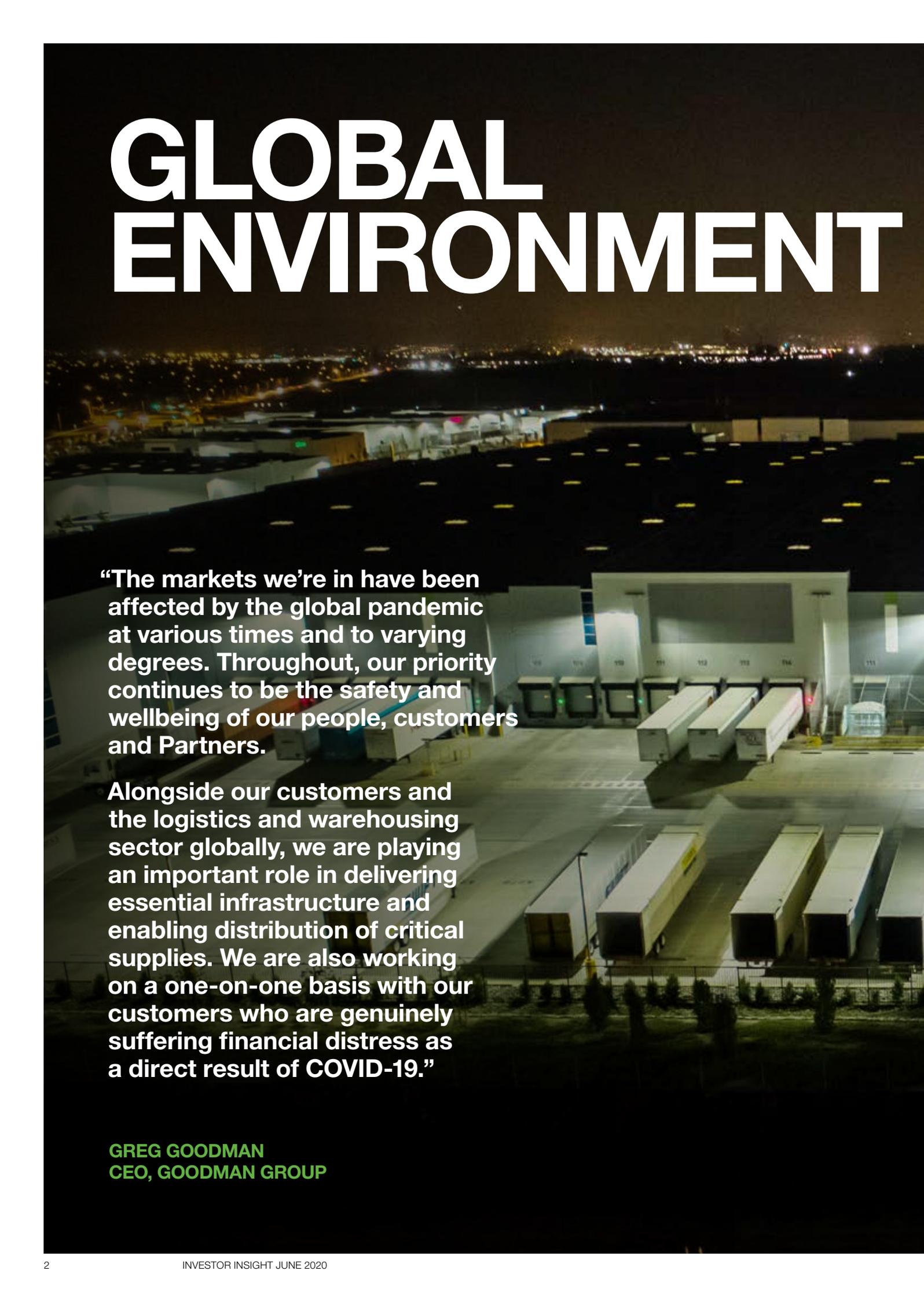
Take a look at our new Investor Centre  
[goodman.com/investor-centre](http://goodman.com/investor-centre)



**Thought starters +**

*A thought leadership series about the key trends shaping business*

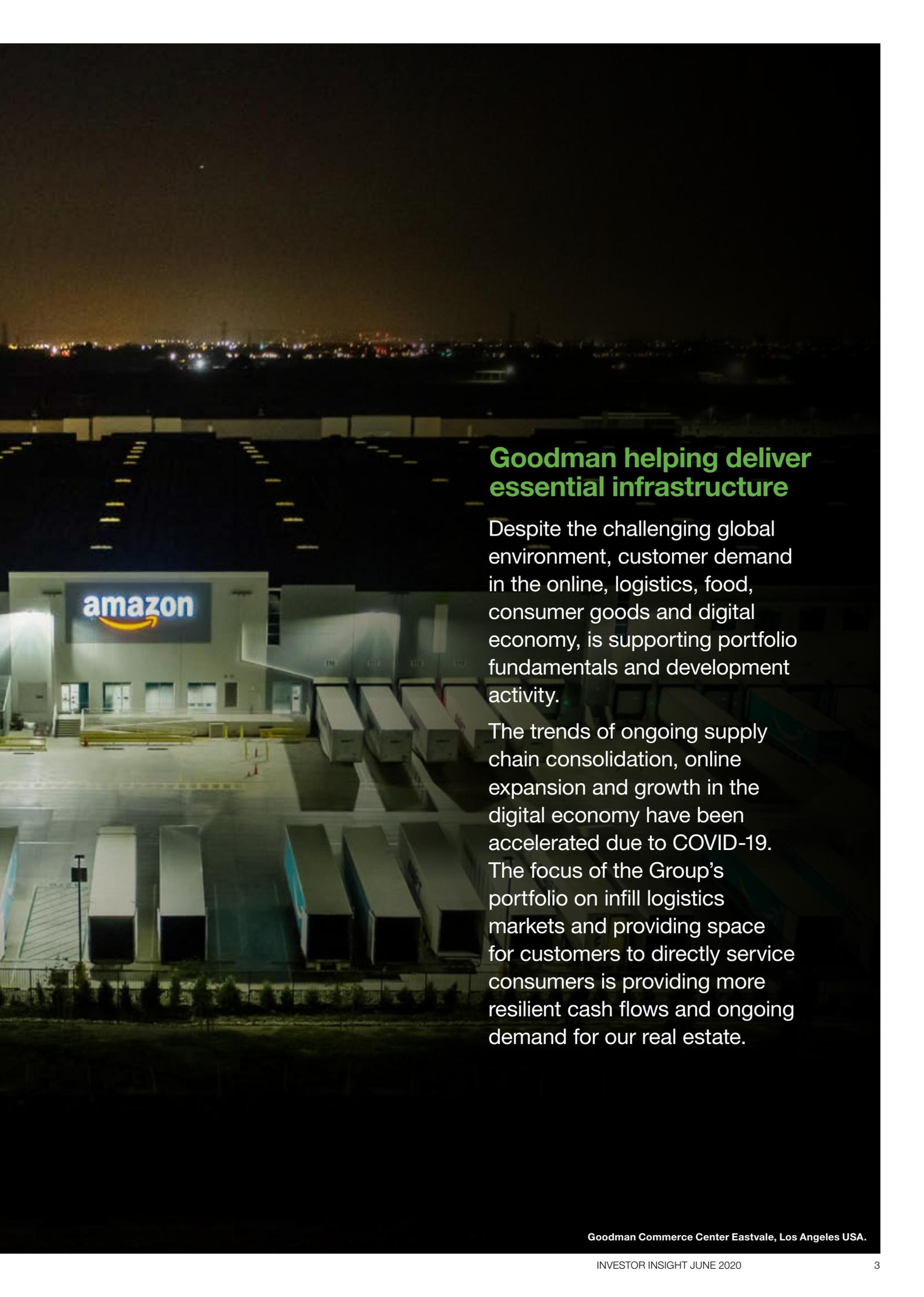
# GLOBAL ENVIRONMENT



**“The markets we’re in have been affected by the global pandemic at various times and to varying degrees. Throughout, our priority continues to be the safety and wellbeing of our people, customers and Partners.**

**Alongside our customers and the logistics and warehousing sector globally, we are playing an important role in delivering essential infrastructure and enabling distribution of critical supplies. We are also working on a one-on-one basis with our customers who are genuinely suffering financial distress as a direct result of COVID-19.”**

**GREG GOODMAN  
CEO, GOODMAN GROUP**



## Goodman helping deliver essential infrastructure

Despite the challenging global environment, customer demand in the online, logistics, food, consumer goods and digital economy, is supporting portfolio fundamentals and development activity.

The trends of ongoing supply chain consolidation, online expansion and growth in the digital economy have been accelerated due to COVID-19. The focus of the Group's portfolio on infill logistics markets and providing space for customers to directly service consumers is providing more resilient cash flows and ongoing demand for our real estate.

# THOUGHT STARTERS



Goodman consistently thinks of the big picture. We understand the world is constantly changing and to be part of the future, we must remain agile.

With all the changes surrounding COVID-19, it's more important than ever to study the market and the trends that will shape our customers' businesses and our own.

Earlier this year, we released new episodes of our Thought starters series. It's interesting to see that not only are many of the trends discussed still holding true, but some have in fact been accelerated due to the global pandemic.

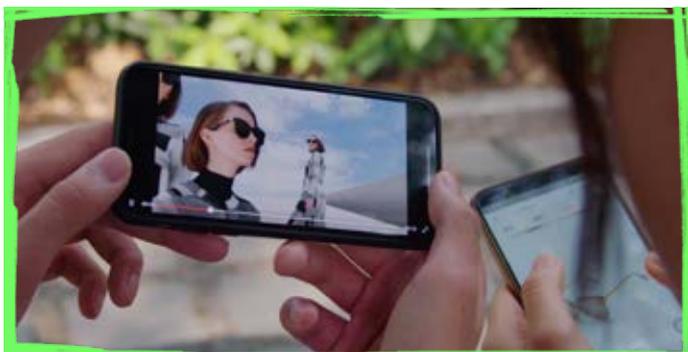
 TO WATCH THE FULL VIDEO SERIES, GO TO [GOODMAN.COM/THOUGHTSTARTERS](https://www.goodman.com/thoughtstarters)



## TRAVIS ERRIDGE

### Supply chain success

Travis Erridge – Founder and Director of TM Insight, explains the fundamentals of supply chain success, where keeping up to date is essential if customers want to manage costs and meet growing consumer expectations.



## KIM LEITZES

### E-commerce sales

According to Kim Leitzes, CEO and Founder of PARKLU, you drive e-commerce sales and influence customers to purchase with quality content through digital marketing, social media and live streaming.



## YONG ZHENG

### Robotics in warehouses

Founder and CEO of Geek+ Yong Zheng shares insights on how to improve supply chains, by managing capacity and reducing costs with robotics and people working together in smart warehouses.

## Adapting and innovating in a COVID-19 world

The COVID-19 pandemic has led to many organisations having to adapt and rethink the way they do business in order to meet new demands.

With a heightened demand for essential items such as food staples and medical equipment, local manufacturing has escalated, and warehousing is playing a critical role in keeping these items in supply.

Supply chains and businesses around the world are stepping up to help get critical goods to where they're needed most.

From re-purposing operations to produce vital protective equipment for frontline workers, to rethinking the customer experience for online shopping, our industry innovation video series looks at how organisations are adapting and innovating in the era of COVID-19.



 TO WATCH THE VIDEO SERIES, GO TO:  
[GOODMAN.COM/OUR-PURPOSE/  
INNOVATING-AND-ADAPTING-DURING-COVID-19](https://www.goodman.com/our-purpose/innovating-and-adapting-during-covid-19)

# KEY FACTS

All figures are in AUD and are for the nine months to 31 March, 2020.

OWN

**\$55.1 bn**

TOTAL ASSETS UNDER MANAGEMENT

Total assets under management have grown to \$55.1 billion located in key consumer markets of the world.

**97.5%**



OCCUPANCY

In general, Goodman has experienced relatively limited closure or disruption of warehouse facilities over the past few months.

**2.4m**



SQUARE METRES LEASED

New leases over the last nine months equates to \$344.5 million of property income per annum with rolling 12 month like-for-like rental growth of 3.0%.

DEVELOP

**\$4.8 bn**



DEVELOPMENT WORK IN PROGRESS

Strong demand for our properties in urban locations continues and is expected to exceed \$5 billion at June 2020.

**\$2.5 bn**

DEVELOPMENT COMMENCEMENTS

Lease terms are getting longer, with the average lease term on commencements of 14.3 years as customers make greater investments in technology in their facilities.

**\$2.3 bn**

DEVELOPMENT COMPLETIONS

The majority of our developments are pre-committed, with 82% leased upon completion.

MANAGE

**\$51.3 bn**

EXTERNAL ASSETS UNDER MANAGEMENT

Continued progress of development projects, positive revaluations and foreign currency gains, have seen AUM across the Partnerships grow.

**76%**



DEVELOPMENT WITHIN PARTNERSHIPS

With 76% of developments undertaken within Partnerships, we have further aligned our interests with our investors.

**368**



PROPERTIES IN PARTNERSHIPS

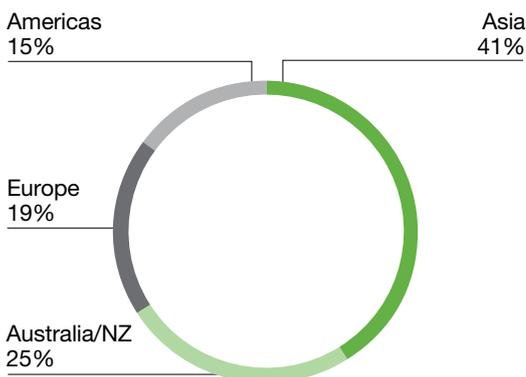
The capital position of the Partnerships remains strong with significant liquidity and low leverage, providing flexibility to commence further projects as appropriate.

# PROPERTY HIGHLIGHTS

**The Group is seeing strong demand for new space in line with ongoing supply chain consolidation, online expansion and growth in the digital economy. Our development book continues to be a key driver of growth, and now stands at \$4.8 billion.**

Our concentration on urban logistics developments, close to consumers and key logistics infrastructure, combined with the limited supply of land in our markets, is contributing to our growing workbook which currently sits at \$4.8 billion and is forecast to be in excess of \$5 billion by June 2020.

Development work in progress by region as at 31 March 2020



## ► AMSTERDAM I

Amsterdam, The Netherlands

This 11,300 sqm brownfield development has been pre-let to international parcel delivery service DPD. Ideally situated close to Schiphol airport and the port of Amsterdam, it's an infill location with a population of more than six million people accessible within a 60-minute truck-drive\*. Built with sustainability in mind, the new facility has a 650kw solar PV system and is capable of managing 250,000 parcels a day thanks to its significant automation. An adjacent plot of land is also being developed, due for completion by the end of next year.



\*Source: ESRI

## ► CHIFLEY BUSINESS PARK

Melbourne, Australia

Located within the 123 hectare Moorabbin Airport business park precinct, development activity at Chifley Business Park has gathered momentum with over 67,000 sqm of new warehouse facilities recently completed. Convenience to Melbourne's major arterial roads and future road networks continues to attract a wide range of customers from across the automotive, manufacturing, retail and distribution sectors, with eight new customers moving into the estate in recent months.



## ► GOODMAN BOLUO LOGISTICS PARK

Greater Bay Area, China

With easy access to the Greater Bay Area covering Shenzhen, Dongguan and Huizhou, this strategic location is in high demand from e-commerce (JD.com), logistics (Zhaohu), retail (Zhongshang) and high tech companies in southern China. Customers are attracted by not only the location, but also the high-quality amenities. Over 55,000 sqm of premium warehouse space was recently completed, taking the total building size at the estate to 128,000 sqm.



# SUSTAINABILITY

**We view sustainability as an approach that leads to positive economic, environmental and social outcomes for our business, our stakeholders and the world more broadly.**

Goodman's Group's 2030 Sustainability Strategy takes into account our continued growth and strong financial performance. It sets our path and objectives for the next stage in our sustainability progression.

The strategy aligns with our purpose of 'Making space for greatness' and takes a proactive approach to the challenges and opportunities of the future.

Our 2030 strategy is structured around three pillars. These are linked to a set of material issues, with each pillar backed by short and long-term environmental, social and governance (ESG) targets. These represent key ESG priorities most relevant to Goodman, its stakeholders and the world more broadly.



**PROPERTY**



**PEOPLE &  
CULTURE**



**CORPORATE  
PERFORMANCE**





## Sustainability highlight

### A world first in sustainable design

Goodman continues to look for ways to improve the sustainability of our buildings, so they remain adaptable to meet the challenges of tomorrow. Goodman Pudong Airport Logistics Park, Shanghai, in China is a leading example of sustainable warehouse design having won the world's first Platinum award under the new LEED v4.1 O+M tool for warehouses in 2019. During the year, the existing façade panelling was replaced with solar panels to further enhance the building's sustainability credentials.

This double-storey 200,000 sqm prime warehouse facility is located adjacent to Shanghai Pudong International Airport, one of the busiest airports in the world.

The estate accommodates 18 customers including Kuehne + Nagel, Rokin Logistics, China Post and Atlas Copco.

Sustainability features include:

- Vertical 181kW solar panel installation to generate green energy
- LED lighting throughout common area to reduce energy consumption
- Skylight system to maximise natural light usage
- Automated irrigation system for landscaping
- High-quality warehouse space to accommodate future purposes and automation
- Additional customer amenity and recreation facilities are in planning.

## “World’s first Platinum award under LEED v4.1 Existing Building Warehouse & Distribution Center”

# DOING GOOD



**Through the Goodman Foundation, we are providing further support to our charity partners, who are experiencing increased demand for their services as a result of the pandemic, and the aftermath of the Australian bushfires.**

## **AUSTRALIA** Goodman Group pledges \$5 million to bushfire recovery

Following the devastation of the bushfires that impacted Australia over the summer, the Goodman Foundation, has pledged \$5 million for bushfire recovery efforts.

The Foundation kicked off distribution of the funds with a \$750,000 donation to the NSW Farmers Natural Disaster Relief Fund, to support the bushfire recovery process for farmers in NSW. The funds initially helped provide fodder and water to farmers in the north east and south east bushfire affected regions. They are now also being used to provide small financial grants to farmers who are located in bushfire disaster areas.

Long-term charity partner Good360 Australia, also received first round funding. As a founding partner, Goodman's support has enabled the establishment of Good 360 Australia's disaster recovery arm which provides a central distribution point that matches the needs of the communities with the right goods, at the right time, during all stages of disaster recovery.

The Foundation is currently evaluating additional projects. Jo Cameron, CEO of the Goodman Foundation explained, "We understand that it will take some time to effectively manage the lifecycle of this unprecedented disaster. Our initiatives will be focused on funding projects, that will provide tangible and sustainable benefits to the community, now and in the future."

**"We understand that it will take some time to effectively manage the lifecycle of this unprecedented disaster. Our initiatives will be focused on funding projects, that will provide tangible and sustainable benefits to the community, now and in the future."**

**Jo Cameron**  
CEO the Goodman Foundation



Donating PPE equipment to St Vincents Hospital, Sydney, to support frontline health workers.



Second Harvest Food Bank Orange County, Los Angeles, USA.

**GLOBAL**

**Response to COVID-19**

In addition to assisting our customers during the pandemic, the Goodman Foundation is providing funding to charities who are helping vulnerable people by supplying food, clothing and other essential items, supporting people’s mental health and wellbeing, and assisting those who are confronted with domestic violence.

The Foundation has recently committed funding towards COVID-19 based initiatives including:

**OzHarvest, Australia, Second Harvest Foodbank, US and Kiwi Harvest, NZ**

- to enhance ongoing assistance to feed those who are in need

**Good360, Australia**

- helping match and provide disaster relief products

**The Raise Foundation, Australia**

- enabling online mentoring to vulnerable school children

**Cerebral Palsy Alliance, Australia**

- assisting to provide online therapy to over 400 families

**SOS Children’s Villages, France, Belgium and Germany**

- to provide at home education

**Infirmiers De Rue (street nurses), Belgium**

- to support the homeless

**Women’s Community Shelters, Australia**

- to support vulnerable women and children in seeking safety from exposure to family violence.

**NORTH AMERICA**

**Providing food for 420,000 people**

In order to help provide meals to those who need it most, the Goodman Foundation, has increased its support of Second Harvest Food Bank Orange County during COVID-19.

The donation of funds and staff volunteering will be used to help provide food directly to county residents through distribution services located at the Honda Center in Anaheim, California. Through these efforts, Second Harvest and the Goodman Foundation are able to feed hundreds of thousands of individuals who have been impacted by the pandemic in an area that has recently seen significant job losses.

According to Second Harvest Food Bank, every dollar donated provides three meals, turning Goodman’s US\$140,000 donation into 420,000 meals for the local community in need.

“Goodman Group is a longstanding and valued partner in joint efforts to fight hunger in our community. Its support has included funding of innovative concepts like “Park-It Market”, a market on wheels for seniors on fixed incomes,” said Harald Herrmann, CEO of Second Harvest Food Bank Orange County. “Goodman has taken a stance against hunger here in Orange County and globally, and we are grateful for our ongoing partnership.”

**“Goodman Group is a longstanding and valued partner in joint efforts to fight hunger in our community.”**

**Harald Herrmann**

CEO of Second Harvest Food Bank Orange County

To stay up to date with the latest news

visit [www.goodman.com](http://www.goodman.com)

or follow us on:

 LinkedIn – [Goodman](#)

 Twitter – [@Goodman\\_Group](#)

 YouTube – [Goodman Group](#)

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## UPCOMING KEY DATES

<b>24 June 2020</b>	Announcement of estimated 2H distribution
<b>29 June 2020</b>	Ex distribution date
<b>30 June 2020</b>	Record date for the full year
<b>13 August 2020</b>	Announcement of full year results
<b>27 August 2020</b>	Estimated distribution payment date and annual tax statement mailing

Note: Future dates may be subject to change. For our upcoming event calendar, go to [www.goodman.com/investor-centre](http://www.goodman.com/investor-centre)

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### GOODMAN GROUP

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#### Goodman Industrial Trust

ARSN 091 213 839

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AFSL Number 223621

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Securityholders can update the following information with Computershare online at [www.investorcentre.com](http://www.investorcentre.com):

- change of address details
- request to receive communication online
- request to have payments made directly to a bank account
- provision of tax file numbers or
- general queries about your securityholding.

If you would like to provide any feedback on the Investor Insight newsletter, please email us at [info-au@goodman.com](mailto:info-au@goodman.com).

The information in 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 155911149 – A Hong Kong company with limited liability). This document is a summary of general background information about the Group's activities current at the date of the document. 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 Financial Report for the year ended 30 June 2019 and Goodman Group's other announcements released to ASX (available at [www.asx.com.au](http://www.asx.com.au)). This document contains certain forward-looking statements, expectations, estimates and projections ("forward-looking statements") which involve known and unknown risks, uncertainties and other factors that may cause actual results and outcomes to differ materially from those expressed or implied in such statements. Due care and attention has been used in the preparation of, or sourcing from third parties, such forward-looking 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 and there can be no assurance that actual outcomes will not differ materially from these forward-looking statements. This document does not constitute an offer, invitation, solicitation, recommendation, advice or recommendation with respect to the issue, purchase, or sale of any stapled securities or other financial products in the Group. This document does not constitute an offer to sell, or the solicitation of an offer to buy, any securities in the United States or to any "US person" (as defined in Regulation S under the US Securities Act of 1933, as amended. This document 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. June 2020.