



GARDA

GARDA PROPERTY GROUP (ASX: GDF)

Interim Results Presentation | December 2023

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GROUP OVERVIEW

Real Estate Platform



\$495 Million¹
PORTFOLIO VALUE



83%
INDUSTRIAL PORTFOLIO



5.2 Years²
PRO-FORMA WALE



~145,000m²
DEVELOPMENT PIPELINE

Financial Position



\$1.73
PRO-FORMA NTA PER SECURITY



30.1%³
PRO-FORMA GEARING



6.3 CPS
FY24 DPS GUIDANCE



5.2%⁴
FORECAST FY24 DISTRIBUTION YIELD

1. Portfolio value calculated as 31 December 2023 total property investment assets less assets held for sale which have since settled, add value accretive capital expenditure.
2. 31 December 2023 pro-forma WALE following the sale of Botanicca 7 and 9 office assets on 31 January 2024.
3. 31 December 2023 pro-forma gearing adjusting for the repayment of proceeds from the Botanicca 7 and 9 office sales and a further \$12 million debt draw for development activities.
4. FY24 forecast distribution of 6.3 cents per security, divided by 7 February 2024 ASX closing trading price of \$1.21 per security.

HIGHLIGHTS



FINANCIAL

- 1 Distributions are reaffirmed at 6.3cps:
 - A full year payout ratio of approximately 105% of FFO is expected due to the impact from the divestment of the Melbourne office portfolio, completed on 31 January 2024.
 - The Richlands project completed at the end of December 2023 and will contribute \$0.9 million revenue in 2HFY24 (\$1.8 million annualised).
- 2 Gearing remains conservative at 30.1% and within GARDA's 30-35% target range.
- 3 Half the portfolio was revalued for the half year, and these outcomes continue to demonstrate that:
 - industrial market rent is offsetting capitalisation rate expansion; and
 - industrial land values are holding or increasing.
- 4 NTA per security reduced to \$1.73 per security (FY23: \$1.96) primarily due to the exit from the Melbourne commercial office portfolio.



PROPERTY

- 1 GARDA's portfolio is comprised entirely of its high quality, established Brisbane industrial portfolio of 115,000m² NLA, and the Cairns Corporate Tower.
- 2 GARDA continues to develop out its 145,000m² Brisbane industrial pipeline:
 - the 13,000m² Bandara Street, Richlands project completed in December 2023;
 - the 15,000m² 38-56 Peterkin Street, Acacia Ridge project commenced construction late CY23 and will complete late CY24;
 - bulk earthworks are nearing completion at the 25ha North Lakes industrial project. Civil works will commence Q2CY24 and complete by December 2024; and
 - the 15,000m² Pinnacle East, Wacol project is now construction-ready with all material external approvals received.
- 3 The industrial sector is expected to continue to outperform with historically low vacancy, material take-up of new supply and scarcity of land causing further upward pressure on rents and land values.

KEY OUTCOMES



Portfolio composition

- 11 of 12 properties, representing 83% by value, are industrial assets.
- Industrial concentration increases with delivery of development pipeline.
- Prime Brisbane industrial capitalisation rates appear to have stabilised between 5.25% and 5.75%.
- Vacancy rates in Brisbane remain low: 1.9% for 5,000m² + and 0.0% for 15,000 – 20,000m², driving continued rental growth.
- Strong rental growth continues across the sector.



Projects and Revenue Growth

- Richlands project completed and the 10-year lease commenced on 22 December 2023, contributing \$1.8 million annualised income.
- Negotiations with a full building tenant at Acacia Ridge are advanced.
- Construction of Acacia Ridge is due to complete late 2024 and is expected to provide \$2.6 million annualised income when leased.
- North Lakes bulk earth works are expected to be completed by April 2024. Built form construction will be able to start after this time. Internal and external civil works (intersection) are due to complete calendar year-end.



Exit of Melbourne Office

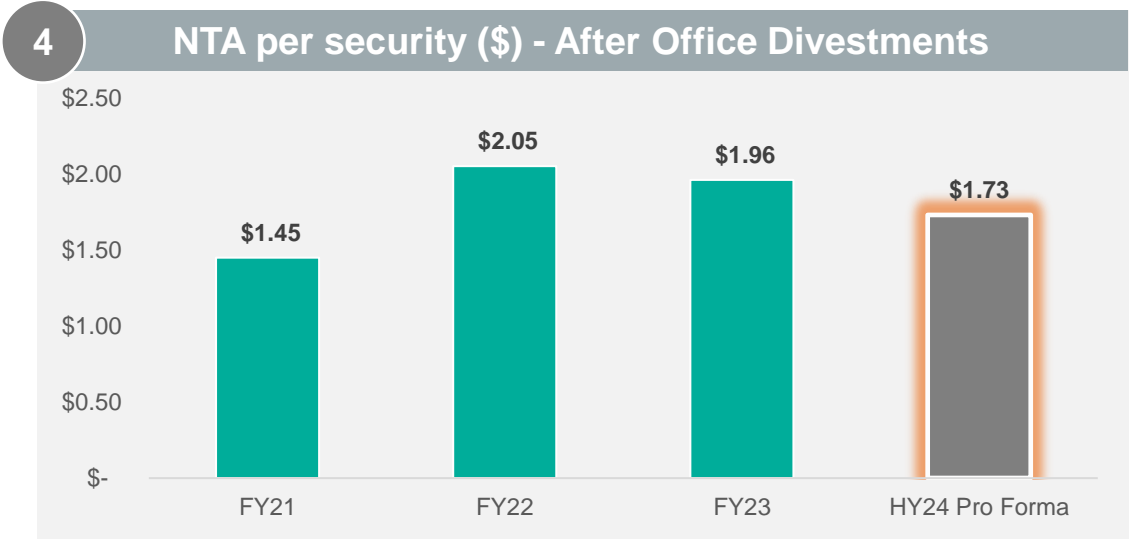
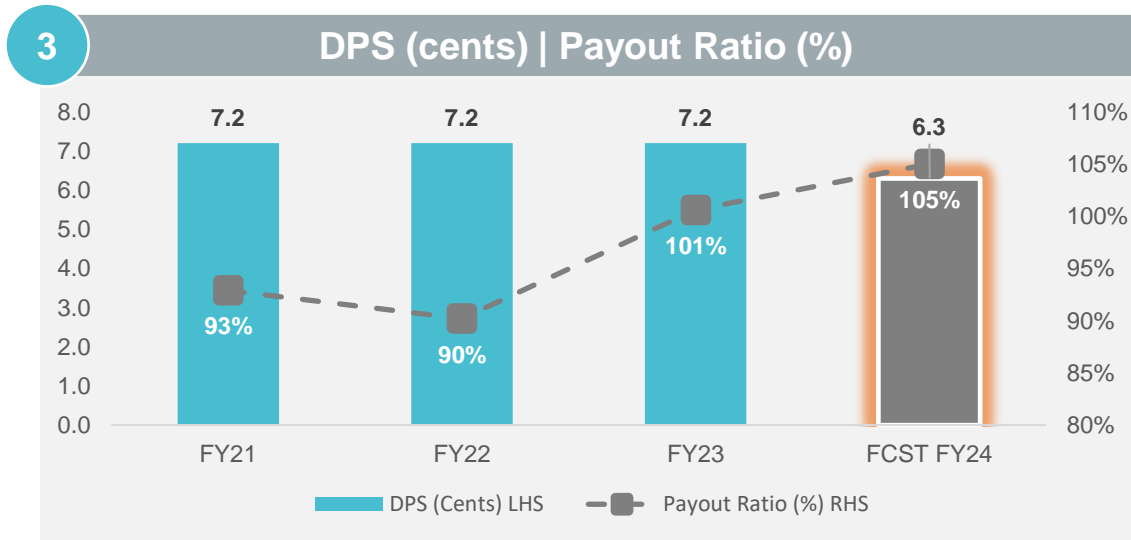
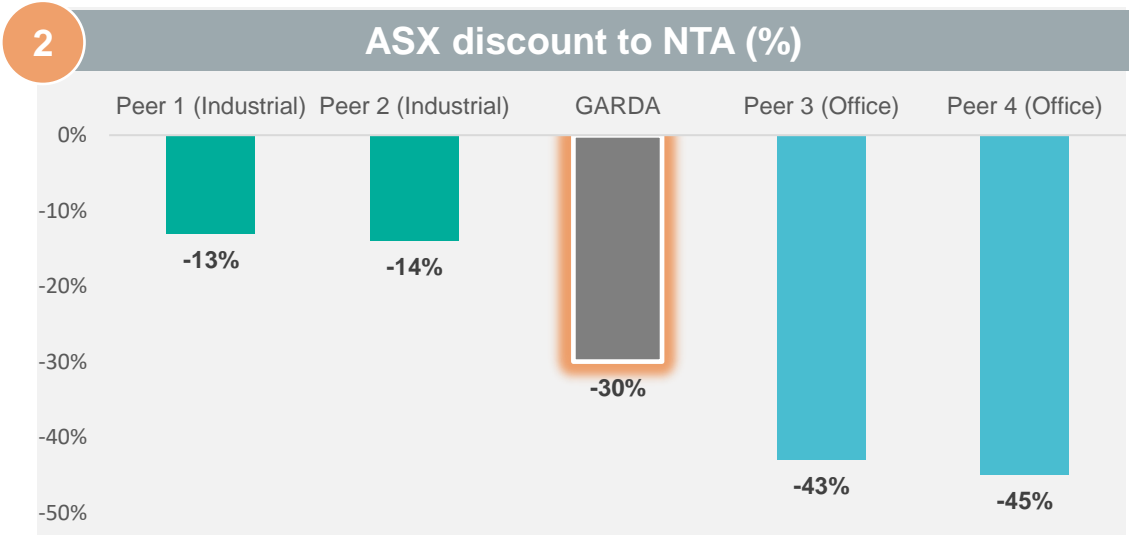
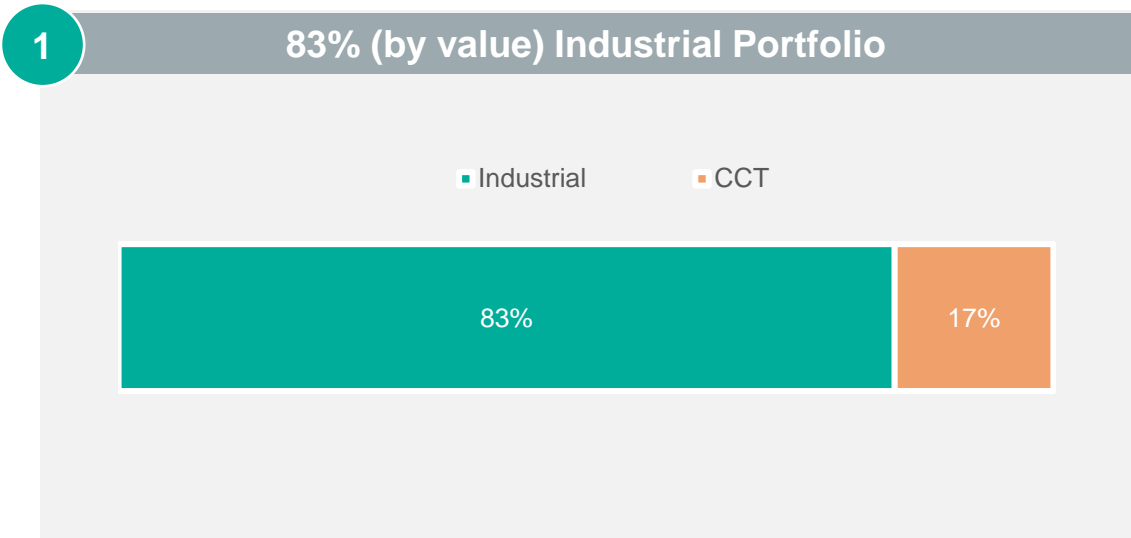
- Successful divestment of Melbourne office portfolio.
- Hawthorn East settled in December 2023 for \$24.1 million and Botanicca 7 and 9 settled in January 2024 for \$80.0 million, before costs.
- Successfully exited the four asset Melbourne office portfolio over an 11-month period at a 21% discount to the collective independent book value.



Capital Management - Debt

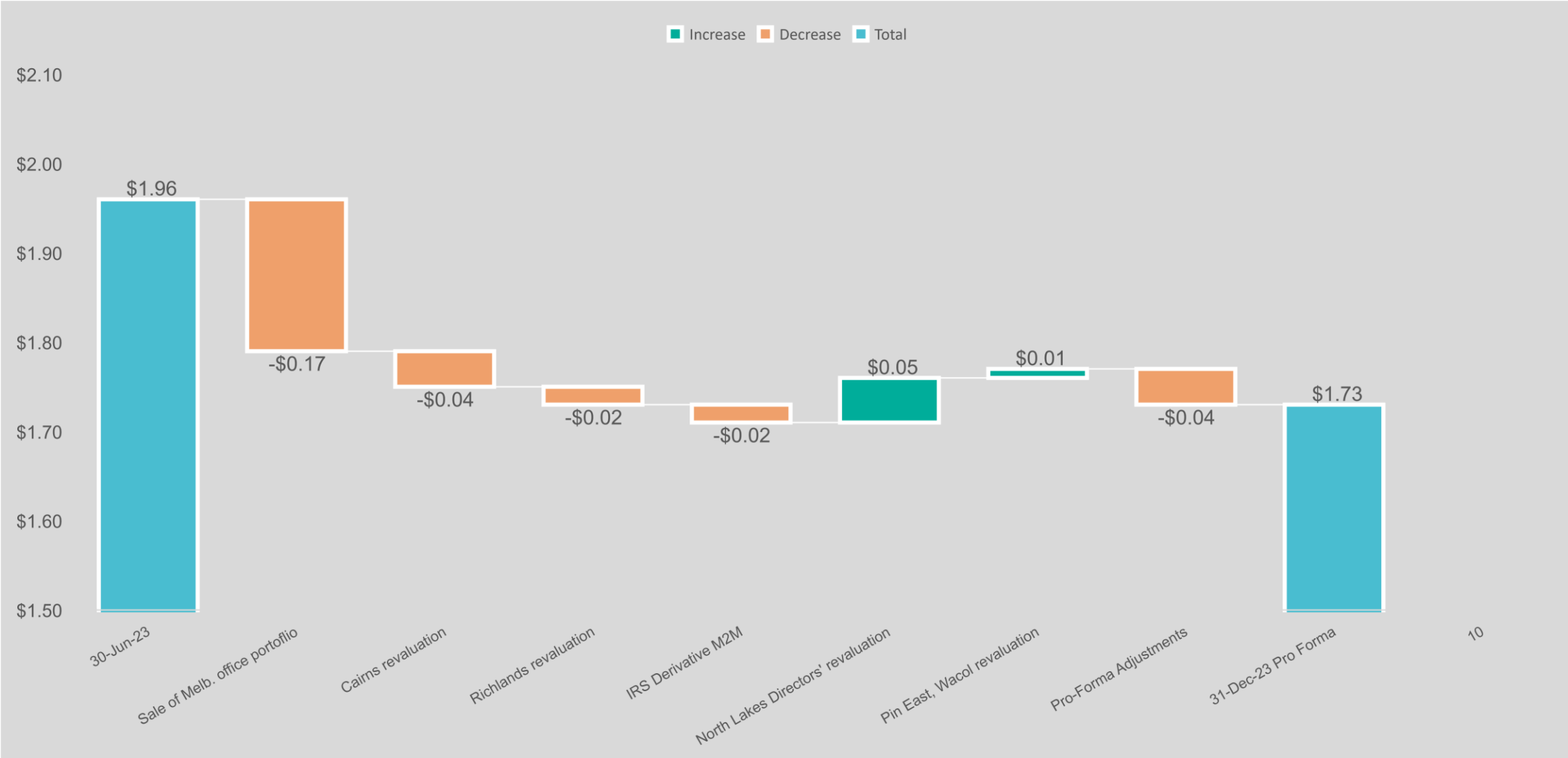
- Net sale proceeds from three Melbourne office assets have reduced drawn debt by \$96.8 million.
- Debt facilities are currently drawn to \$187.2 million, providing \$102.8 million of headroom, subject to LVR covenants.
- Conservative gearing of 30.1% following office asset sales.
- 80% of drawn debt is currently hedged with a weighted hedge term of 3.4 years.

GARDA PERFORMANCE



NET TANGIBLE ASSETS RECONCILIATION

NTA RESET FOLLOWING MELBOURNE OFFICE PORTFOLIO SALE



VALUATION OVERVIEW



5.01%

INDUSTRIAL CAP RATE



7.75%

CAIRNS CAP RATE



5.62%

PORTFOLIO CAP RATE

Valuation Date	Property	Sector	Valuation (\$m)	Cap Rate (%)	Movement (%)
Dec-23	Acacia Ridge, 69 Peterkin St	Industrial	22.1	5.50%	0.75%
Dec-23	Acacia Ridge, 38-56 Peterkin St	Industrial Land	19.7	-	-
Dec-23	North Lakes, 109-135 Boundary Rd	Industrial Land	87.2 ¹	-	-
Dec-23	Wacol, Pinnacle East	Industrial Land	15.5	-	-
Dec-23	Richlands, 56-72 Bandara St	Industrial	37.8	5.25%	-
Oct-23	Cairns, 7-19 Lake St	Office	82.0	7.75%	-
May-23	Berrinba, 1-9 Kellar St	Industrial	15.4	5.25%	-
May-23	Heathwood, 67 Noosa St	Industrial	15.5	5.50%	-
May-23	Morningside, 326 & 340 Thynne Rd	Industrial	54.5	5.25%	-
May-23	Pinkenba, 70-82 Main Beach Rd	Industrial	35.5	4.50%	-
May-23	Wacol, 41 Bivouac Pl	Industrial	58.5	4.75%	-
May-23	Wacol, Pinnacle West	Industrial	45.9	4.75%	-
	Total property value		489.6		
	Value accretive capex ²		6.3		
	Total Portfolio		495.9	5.62%	

1. The independent value 'on completion' of the 25 hectares adopted by the valuer in the current 31 December 2023 valuation is \$116.8 million or \$467/m² of developable land. The difference between the adopted Directors' valuation of \$87.2 million and the assessed gross realisation of \$116.8 million is accounted for by the estimated 'cost to complete'.

2. Represents value accretive capital expenditure on independently valued properties.

- Six properties (approximately 50% by value) were independently valued for the purposes of the half year report including:
 - Richlands - \$37.8 million on a capitalisation rate of 5.25% (\$170/m² market rent).
 - Acacia Ridge (69 Peterkin St) | \$22.1 million – an increase of \$0.7 million. The capitalisation rate expanded 75 basis points since May 23 to 5.50%, offset by a 25% (\$35/m²) increase in market rent to \$170/m².
 - Acacia Ridge (38-56 Peterkin St) | \$19.7 million – an increase of \$1.4 million to the 'as is' land valuation following the completion of remediation works.
 - North Lakes – 'on completion' land value was assessed at \$116.8 million, however a Directors' valuation of \$87.2 million was adopted, calculated as a gross realisation of the site, less estimated cost to complete.
 - Pinnacle East, Wacol | \$15.5 million – an increase of \$4.5 million to the 'as is' land valuation following completion of remediation works and development approval.
 - Cairns – a decrease of \$5.8 million to \$82.0 million on a 7.75% capitalisation rate.
- The remaining six established Brisbane industrial assets will be independently valued for 30 June 2024 financial reporting.

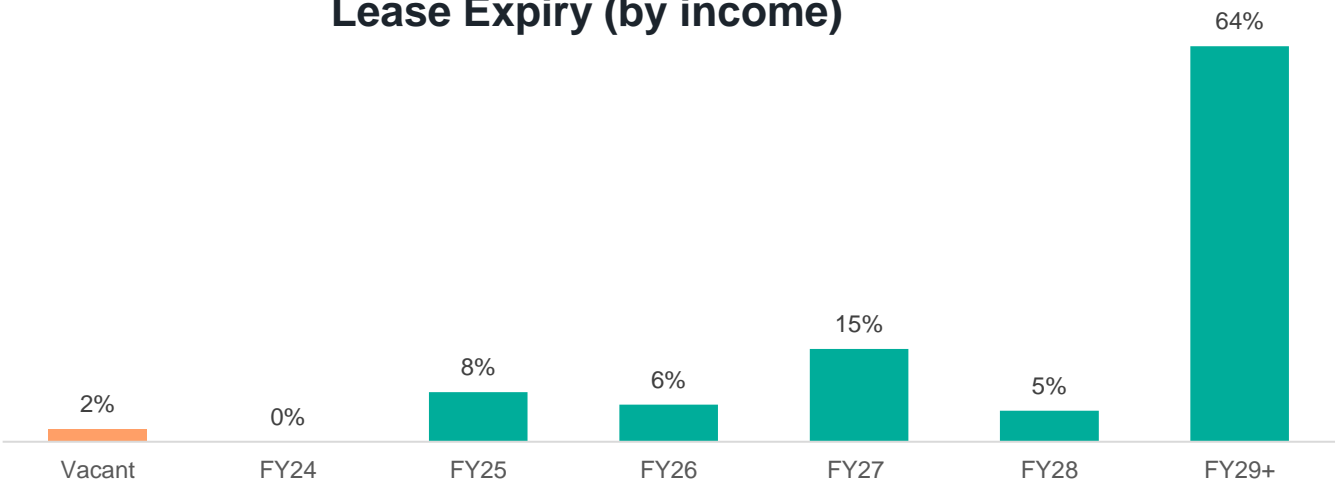
LEASE EXPIRY PROFILE

LIMITED AT RISK REVENUE

At Risk Income

- FY25 expiry is isolated to the strongly performing Cairns Corporate Tower, GARDA's only office asset, where 3,444m² of NLA is due to expire across seven tenancies.
- The primary focus is the renewal of two full floor tenants:
 - Qld government (898m²); and
 - GHD (869m²).
- In addition to market rent reversion for lease expiries throughout the established portfolio, 145,000m² of industrial development pipeline provides immediate access to new market rents.

Lease Expiry (by income)



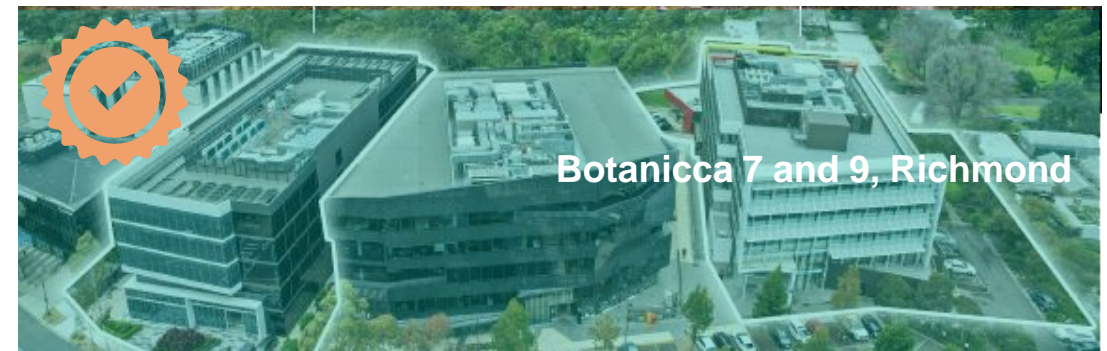
MELBOURNE OFFICE ASSETS SOLD

Exited Melbourne Office Portfolio

- Following the initial Melbourne office divestment in April 2023 where Box Hill was sold for \$40.3 million, GARDA has successfully sold its remaining three Melbourne office properties.
- Hawthorn East, which was acquired in March 2022 for \$20.1 million and then underwent a substantial modernisation and refurbishment, settled on 8 December 2023 for \$24.1 million.
- Botanicca 7 and 9 both settled on 31 January 2024 for \$80.0 million.
- The four property Melbourne office portfolio was divested over an 11-month period for \$144.4 million, representing a 21% discount to the combined independent valuations.



\$104m
Office sales



INDUSTRIAL DEVELOPMENT



56-72 BANDARA ST, RICHLANDS

CONSTRUCTION COMPLETED IN DECEMBER 2023



Construction of the 12,912m² industrial facility completed in December 2023.



Ausdeck has commenced its 10-year lease, contributing \$1.8 million (\$140/m²) in annualised net property income.



Ausdeck is one of Australia's leading manufacturers and suppliers of patios, carports, sheds, roofing, and modular structures



On completion independent valuation of \$37.8 million, using a 5.25% cap rate, \$170/m² market rent and 7.25% discount rate.

VALUATION SUMMARY

Valuation Date	31 December 2023
Capitalisation Rate / Discount Rate	5.25% / 7.25%
Independent Valuation	\$37,800,000
Total Historical Project Costs	\$37,409,683
Net Lettable Area	12,912m ²
WALE	10.0 years
Occupancy	100%
Annualised Net Income	\$1.8 million

'BUILD TO OWN' INDUSTRIAL DEVELOPMENT PIPELINE



~ 145,000M² INDUSTRIAL PIPELINE WITH ACCESS TO MARKET RENTS AS CONSTRUCTION IS COMPLETED

Morningside

★ Asset extension

5,700

Acacia Ridge Stage 1

★ Asset extension

5,684

Wacol, Pinnacle East

- Strong tenant inquiry for rear building at rent of \$170/m².
- Integrated bulk earth works and built form program being considered.

15,000

North Lakes

104,000

- Bulk earths works to compete by April 2024, allowing handover for built form.
- Intersection and internal civil works expected to complete by December 2024.



Acacia Ridge Stage 2

15,000

- Early works program completed. Site is now benched and serviced.
- Advanced discussion with a full building tenant that may require increased scope.
- Construction to occur over the course of CY24.

Net Lettable Area (m²)

■ Under Development ■ Asset Extension ■ Bulk and Civil Works

INDUSTRIAL DEVELOPMENT PIPELINE

PROJECT CAPITAL REQUIREMENTS

- Immediate development
- Bulk and civil works prior to development of built form



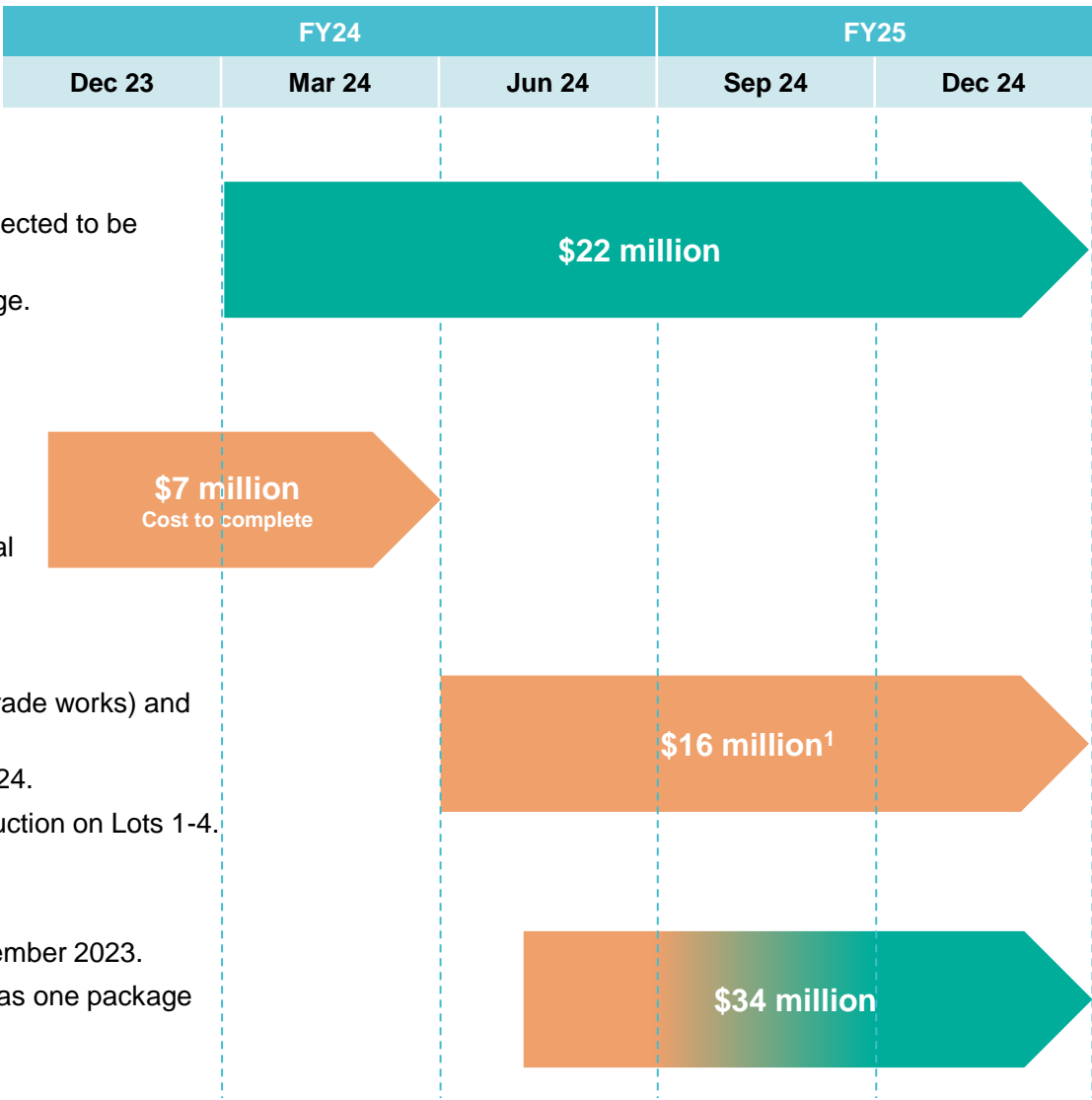
- Early works completed.
- Construction of the 15,000m² industrial facility is expected to be completed by calendar year end.
- ★ Full building tenant negotiations at an advanced stage.

- Bulk earthworks nearing completion.
- Retaining wall to be completed by April 2024.
- Lots 1-4 then construction ready, subject to individual building development approvals.

- Full civil package for both external (intersection upgrade works) and internal civils being finalised.
- Completion of all civil works expected December 2024.
- All works can run concurrently with built form construction on Lots 1-4.

- Development approval amendment received in December 2023.
- Bulks, civil and construction works can be executed as one package with an estimated 12 months duration.

★ Strong tenant inquiry



1. Gross cost of intersection upgrade works and internal civil works before land resumption payment due from the Moreton Bay Regional Council.

38-56 PETERKIN STREET

ACACIA RIDGE, QUEENSLAND

ASSET SUMMARY

Land Area (m ²)	34,275
Lettable Area (m ²)	15,000
Occupancy (by income) 'on completion'	n/a
WALE (by income) 'on completion'	n/a

'AS IS' VALUATION SUMMARY

Valuation Date	31 December 2023
Capitalisation Rate / Discount Rate	n/a
Valuation – development land with DA	\$19,700,000
Gross Value (\$) per square metre of developable land	\$575/m ²

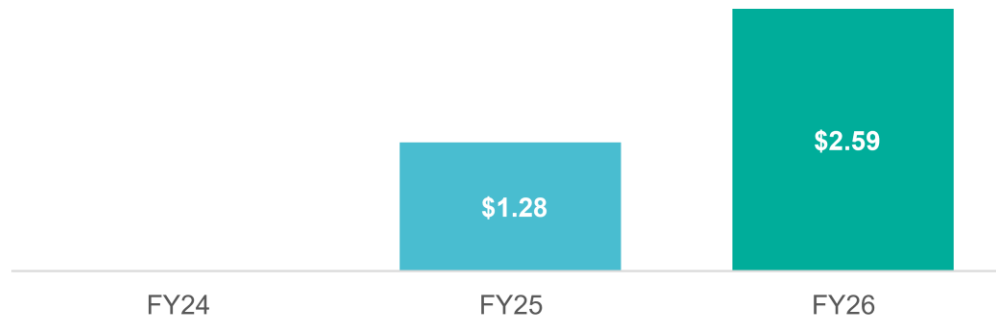
PROJECT OVERVIEW

- An early works program has been completed on site including servicing the site and construction of retaining walls and basins.
- Construction is expected to be completed by December 2024 at an estimated cost of \$22 million.
- Lease negotiations with a full building tenant are advanced.
- Current market rents indicate that \$170/m² rent is achievable resulting in net property income of \$2.6 million in the first 12 months.
- The site has been independently valued at 31 December 2023 on an 'as is' land basis for \$19.7 million representing \$575/m².



WHEN FULLY LEASED, THE PROPERTY IS EXPECTED TO PROVIDE \$2.6 MILLION IN ANNUALISED NET INCOME

Net Property Income Contribution (\$m)





Acacia Ridge – render

109-135 BOUNDARY ROAD

NORTH LAKES, QUEENSLAND

'AS IS' VALUATION SUMMARY	
Independent Valuation Date	31 Dec 2023
Independent Gross Realisation Value	\$116,850,000
Directors' Valuation – 31 December 2023	\$87,200,000 ¹
Total Useable Land (m ²)	250,950
Value (\$) per square metre of useable land	\$348/m ²
Planned Net Lettable Area (m ²)	~ 104,000

 Bulk earthworks due to complete by April 2024

 Civil works to conclude by December 2024

 Built form construction capable of commencing by June 2024

1. The independent value on completion of the 25 hectares adopted by the valuer in the current 31 December 2023 valuation is \$116.8 million or \$467/m² of developable land. The difference between the adopted Directors' valuation of \$87.2 million and the assessed gross realisation of \$116.8 million is accounted for by the 'cost to complete'.

109-135 BOUNDARY ROAD

NORTH LAKES, QUEENSLAND



North-west aspect render of Lot 2 built form. Lot 2 is expected to provide approximately 23,280m² of NLA, across 6 – 8 tenancies. Four tenancies of approximately 3,000m² and two of approximately 5,500m² (capable of subdivision).



Lots 1 & 3 will also provide smaller tenancies (~1,300m² to ~3,000m²). The 13.5 ha Lot 4 provides ample area for larger built form.



109-135 BOUNDARY ROAD

NORTH LAKES, QUEENSLAND



A Site view with access road trimmed in foreground



B 800 metre retaining wall construction progress



C Lot 4 building pad level set

Bulk and Civil Works Update

- Bulk earth works are now largely complete with a total of 460,000m³ of soil moved across the site.
- Fourth layer of the retaining wall cages has been laid with the approximate 800m wall expected to be completed by April 2024.
- Internal roads have been set out and trimmed.
- \$6.0 million was spent during the half year with \$7.1 million cost-to-complete at 31 December 2023 (\$5.6 million at 31 January 2024).
- Full civil package for external (intersection upgrade works) and internal civils being finalised with expected cost of \$16.0 million.
- Completion of all civil works expected December 2024.
- All civil works can run concurrently with built form construction on Lots 1-4.
- A land resumption payment is expected from the local Regional Council upon completion of the intersection upgrade.



PINNACLE EAST, WACOL

12 MONTH CONSTRUCTION DURATION

PINNACLE
ON PROGRESS EAST

BY GARDA

PINNACLE
ON PROGRESS WEST

BY GARDA

Western Corridor Development

- Pinnacle West, a 17,525m² industrial complex across three buildings reached practical completion in June 2023.
- Pinnacle East, Wacol is a 4.1 hectare site adjacent to Pinnacle West, located at 372 Progress Rd, Wacol
- 14,875m² NLA across two buildings is approved.
- A single bulk, civil and construction contract is anticipated with a 12 months duration at a cost of \$34 million.
- Pinnacle East is expected to generate approximately \$2.7 million annualised net income.

PROPERTY PORTFOLIO

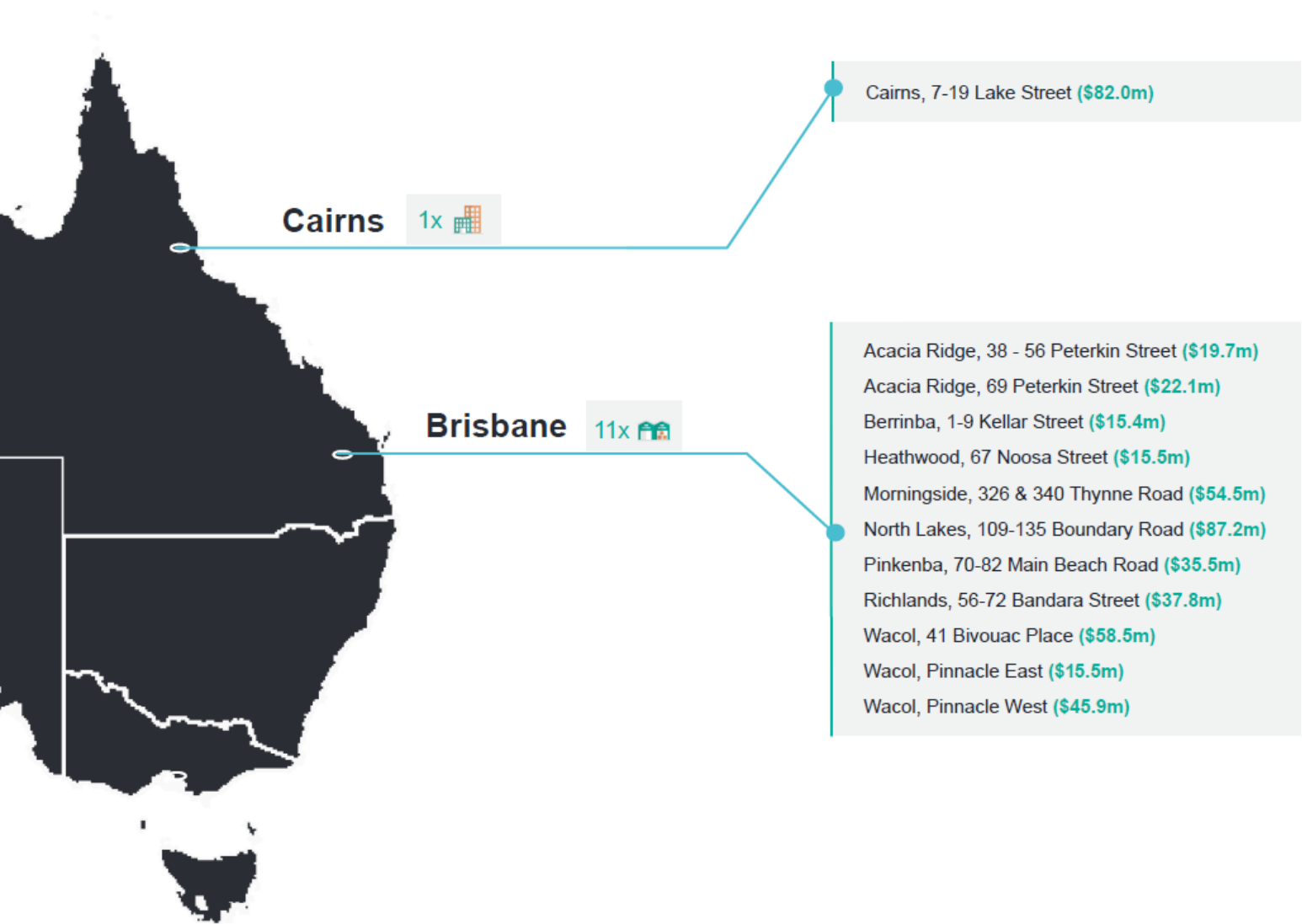


41 Bivouac Pl, Wacol

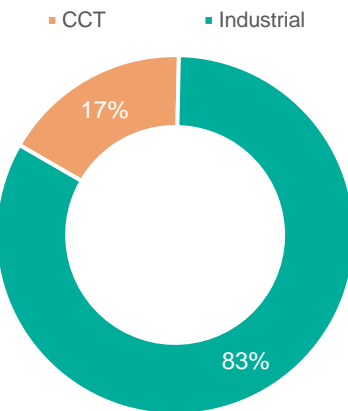
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PROPERTY PORTFOLIO

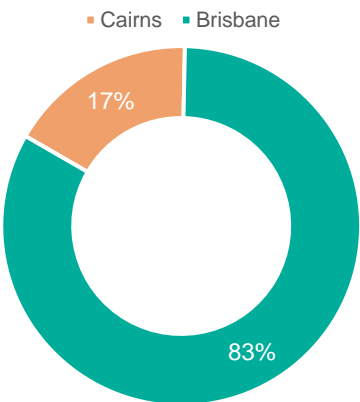
INTEGRATED INDUSTRIAL PROPERTY PLATFORM



Sector (by Value)



Geography (by value)



Tenant	Property	Gross Income (%)
Volvo Group	Wacol	13.4%
Komatsu	Morningside	9.5%
Ausdeck	Richlands	8.7%
Pinkenba Operations	Pinkenba	8.4%
Qld Gov (DTMR)	Cairns	5.2%
Austrans	Acacia Ridge	4.6%
James Energies	Heathwood	4.5%
CNW Pty Ltd	Morningside	4.1%
YHI	Wacol (Pinnacle West)	4.0%
BDO	Cairns	2.9%
Top 10 Portfolio Tenants		65.3%

FINANCE



41 Bivouac Pl, Wacol

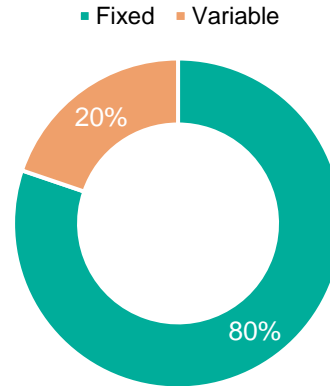
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CAPITAL MANAGEMENT

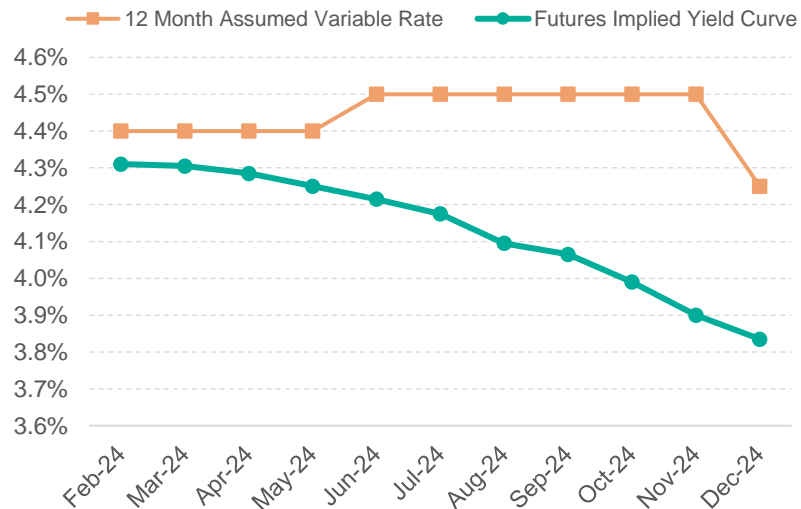
CONSERVATIVE GEARING LEVELS | VARIABLE RATES REACHED THEIR PEAK?

Key Debt Metrics – 31 December 2023	
Total debt facilities	\$290.0 million
Drawn Debt ¹	\$187.2 million
Cash	\$17.1 million
Weighted average debt duration	2.1 years
Hedged debt	\$150 million
Weighted average hedge duration	3.4 years
Gearing ¹	30.1%
Interest Cover Ratio (covenant 1.5 times)	2.0 times

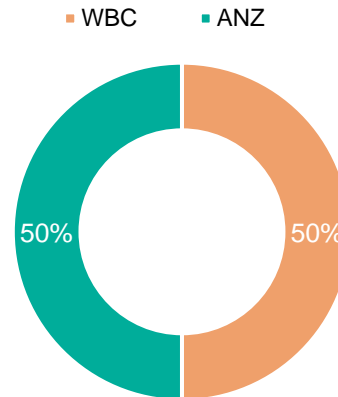
Hedge Profile



Variable Rate Assumptions Vs Implied Yield Curve



Participating Lenders



- At 31 December 2023 the facility was drawn to \$247.4 million but was subsequently reduced to \$187.2 million following settlement of the Melbourne office assets on 31 January 2024.
- Gearing¹ within targeted range at 30.1%.
- 80% of drawn debt is currently hedged via \$150 million of interest rate swaps including:
 - \$70 million expiring in March 2027 at 0.82%;
 - \$30 million expiring in March 2030 at 0.98%; and
 - \$50 million expiring in June 2026 at 3.30%.
- Weighted average hedged debt duration is 3.4 years.
- H1FY24 weighted average cost of debt (**WACD**), including all line fees, margins and establishment fees, was 4.7%.
- Forecast FY24 WACD is 4.8%.
- GARDA's variable rate forecast is pegged to the one-to-six-month BBSW rate which remains substantially higher than the ASX 30 Day Interbank Cash Rate Futures Implied Yield Curve.
- 31 December 2023 Interest Cover Ratio (**ICR**) of 2.0 times EBIT (covenant of 1.5 times).

1. Drawn debt and gearing are 31 December 2023 pro-forma, allowing for the repayment of drawn debt facilities following settlement of Botanicca 7 and 9 office sale on 31 January 2024 and a further \$12 million debt draw for development activities

GUIDANCE

PROJECT DELIVERY KEY TO REVENUE GROWTH



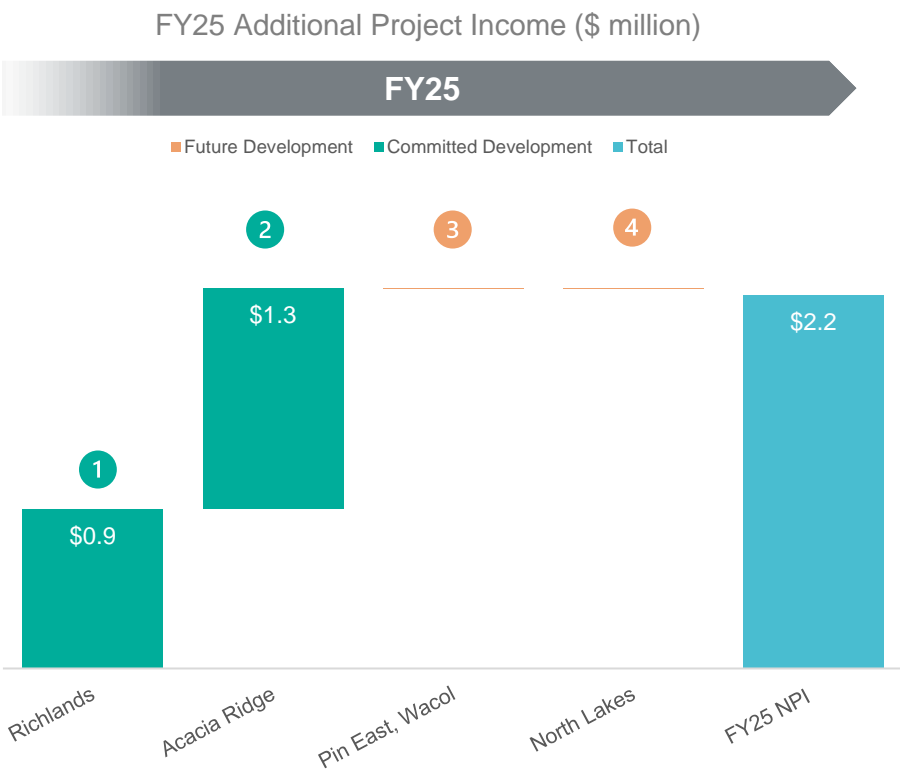
FY24 Distribution and FFO Guidance

- FY24 distribution guidance of \$0.063 per security, paid in \$0.01575 quarterly payments.
- The 7 February 2024 ASX closing price of \$1.21 per security reflects a distribution yield of 5.2% and 30% discount to pro-forma NTA per security of \$1.73.
- Following GARDA's exit from the Melbourne office market, the FY24 distribution payout ratio is expected to be approximately 105% of FFO (FY23: 100.6%).

Project Delivery = Revenue Growth



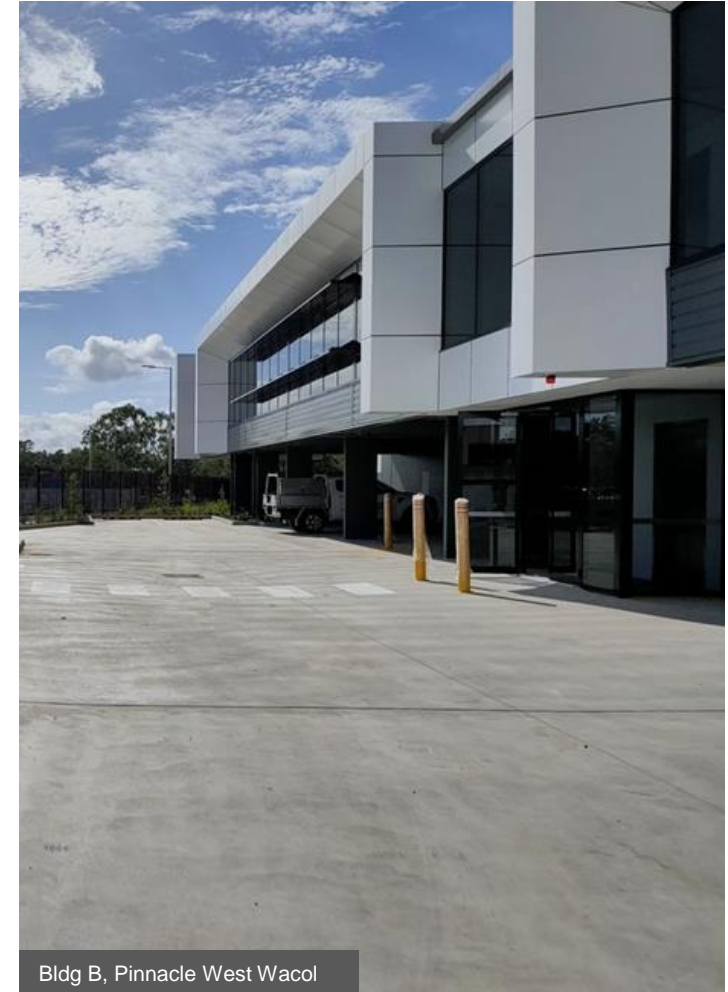
- 1 Richlands, a 12,912m² fully leased building providing \$1.8 million annualised income, reached practical completion on 21 December 2023. FY24 forecast includes \$0.9 million in income and the property will deliver an additional \$0.9 million in FY25.
- 2 Acacia Ridge construction will occur throughout CY24 with \$1.3 million forecast in FY25, commencing January 2025 when fully leased. Annualised net property income is \$2.6 million.
- 3 Pinnacle East, Wacol, a 14,875m² facility, may provide income in FY26 when developed and fully leased.
- 4 North Lakes bulks earth works are due to complete by April 2024. Although intersection works and other civils works will continue throughout CY24, it is anticipated built form construction will be possible during FY25, with potential revenue from FY26.



FUNDS FROM OPERATIONS

	HY24 \$000	HY23 \$000
Net loss after tax¹	(34,612)	(741)
Adjustments for non-cash items and one-off items:		
Valuations – (deduct increases) / add back decreases:		
Investment properties	32,997	2,473
Derivatives	3,587	(49)
Asset disposals – (deduct gains) / add back losses:		
Investment properties	4,048	4,116
Other accounting reversals – (deduct income) / add back expenses:		
Security based payments expense	1,033	368
Net lease contract and rental items	(103)	1,417
Other	5	8
FFO	6,955	7,592
FFO per security (cents)	3.3	3.6
Distributions	6,587	7,517
Distributions per security (cents)	3.1	3.6
Payout ratio	94.7%	99.0%
Tax Advantaged Distribution Component	100.0%	96.5%

1. Pursuant to Australian Accounting Standards, Distributions exclude distributions made to treasury securities and to stapled securities (on which there is an outstanding loan) issued or transferred under the GARDA Employee Security Plan.



Bldg B, Pinnacle West Wacol

INCOME STATEMENT

		HY24 \$000	HY23 \$000
Revenue			
Revenue from ordinary activities		16,708	16,016
Other income		286	161
Net gain in fair value of financial instruments		-	49
Net gain in fair value of investment properties		-	-
Total revenue and other income		16,994	16,226
Expenses			
Property expenses		(3,631)	(3,584)
Corporate and trust administration expenses		(831)	(1,085)
Finance costs	①	(4,004)	(3,513)
Employee benefits expense		(1,607)	(1,673)
Depreciation		(66)	(72)
Security based payments expense	②	(1,033)	(368)
Net loss on sale of investment properties	③	(4,048)	(4,116)
Net loss on fair value of financial instruments	④	(3,587)	-
Net loss on fair value of investment properties	⑤	(32,997)	(2,473)
Total expenses		(51,804)	(16,884)
Loss before income tax		(34,810)	(658)
Income tax (expense) / benefit		198	(83)
Loss after income tax		(34,612)	(741)



- ① Net interest cost increased due to higher variable interest rate and a higher amount of drawn debt, partially offset by an increase in project interest capitalisation during construction of various projects.
- ② The increase in share-based payment expense is primarily attributed to the 1,762,000 securities issued during the half year pursuant to deferred security awards under the GARDA Equity Incentive Plan.
- ③ Loss related to the sale of Hawthorn East office building and gain on sale of Townsville land parcel.
- ④ Negative movement in mark-to-market valuation of \$150 million in interest rate swaps.
- ⑤ Negative movement in the carrying value of investment properties following independent valuation and net realisable value adjustments for properties held for sale.

BALANCE SHEET

PRO FORMA

		Pro Forma ¹ \$000	Movements \$000	31 Dec 2023 \$000	30 Jun 2023 \$000
Current assets					
Cash and cash equivalents		29,084	12,000	17,084	13,164
Receivables and other assets	①	13,398	-	13,398	12,210
Other assets – prepayments		2,443	-	2,443	1,215
Assets held for sale	② ③	-	(79,520)	79,520	111,750
Non-current assets					
Receivables and other assets		25	-	25	44
Investment properties		495,935	-	495,935	488,783
Derivative financial instrument	④	11,940	-	11,940	15,527
Right-of-use assets		352	-	352	-
Deferred tax assets		498	-	498	300
Total assets		553,675	(67,520)	621,195	642,993
Current liabilities					
Trade and other payables	⑤	1,695	-	1,695	4,430
Contract liabilities	⑥	1,035	-	1,035	1,232
Distribution payable		3,304	-	3,304	3,751
Provisions		63	-	63	51
Lease liabilities		139	-	139	-
Non-current liabilities					
Tenant security deposits		393	-	393	739
Borrowings	⑦ ⑧	186,454	(60,171)	246,625	224,269
Provisions		187	-	187	152
Lease liabilities		200	-	200	-
Total liabilities		193,470	(60,171)	247,405	234,624
Net assets		360,205		367,554	408,369
Gearing (%)		30.1%		38.1%	33.7%
NTA per security (\$)		1.73		1.77	1.96

- ① Receivables and other assets largely comprises commercial secured loans provided to external third parties.
- ② The decrease in property assets held for sale is due to the 31 December 23 value representing the contracted sale price for the Botanicca 7 and 9 office properties. 30 June 2023 value represented the then carrying book value and a small development land parcel in Townsville held at \$1.25 million which settled on 31 October 2023.
- ③ Pro-Forma - Botanicca 7 and 9 settled on 31 January 2024.
- ④ Mark to market movement on \$150 million worth of interest rate swap contracts.
- ⑤ Trade and other payables includes development construction expense accruals, statutory liabilities and accrued property expenses at reporting date.
- ⑥ Contract liabilities of \$1.0 million represent the reversal of tenant rental pre-payments that have been classified in cash and cash equivalents.
- ⑦ Non-current borrowings increased \$22.4 million during the reporting period funding development activities but offset by the receipt of sale proceeds from the Hawthorn sale.
- ⑧ Pro-Forma - Upon settlement of Botanicca 7 and 9, \$72.2 million of net sale proceeds were used to repay variable rate debt. The debt facilities were subsequently redrawn by \$12.0 million to fund development activities.

1. Pro-Forma adjusts the 31 December 2023 position for the sale and subsequent debt repayment associated with Botanicca 7 and 9 that occurred on 31 January 2024 and a further \$12 million debt draw for development activities.

GLOSSARY

DEFINITIONS AND EXPLANATIONS

Item / Term	Definition / Explanation
CCT	Cairns Corporate Tower office building located at 15 Lake Street, Cairns.
DPS	Distribution per security.
EBIT	Earnings before income tax as defined by GARDA's Syndicated Facility Agreement.
Forecast FY24 DPU Yield	Calculated as the forecast FY24 distribution rate of \$0.063 per security divided by GARDA's ASX closing price of \$1.21 per security on 7 February 2024.
FFO	Funds from Operations is the Group's underlying and recurring earnings from its operations. It is determined by adjusting statutory net profit (under AIFRS) for certain non-cash and other one-off items. FFO is not recognised or covered by Australian Accounting Standards and has not been audited or reviewed by the auditor of the Group.
Futures Implied Yield Curve	ASX 30 Day Interbank Cash Rate Futures Implied Yield Curve as of close of 6 February 2024.
Gearing	Calculated as: (total drawn interest-bearing liabilities less cash), divided by (total assets less cash).
ICR	Interest Cover Ratio as defined by GARDA's Syndicated Debt Facility.
NLA	Net Lettable Area.
NPI	Net Property Income.
NTA	Net Tangible Assets.
Pinnacle East	Industrial development project currently under development located at 372-402 Progress Rd, Wacol (QLD).
Pinnacle North Lakes	Industrial development project currently under development at 109-135 Boundary Road, North Lakes (QLD).
Pinnacle West	Industrial estate at 498 Progress Rd, Wacol (QLD).
Portfolio Value	Calculated as 31 December 2023 total property investment assets less assets held for sale which have since settled, add value accretive capital expenditure.
WALE	Weighted Average Lease Expiry (by gross income).
WACD	Weighted Average Cost of Debt.
WACR	Weighted Average Capitalisation Rate.

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