



16 December 2014

The Manager  
Company Notices Section  
ASX Limited  
Exchange Centre  
20 Bridge Street  
SYDNEY NSW 2000

Dear Sir / Madam,

**GOODMAN GROUP (GOODMAN) – Dispatch of investor newsletter to Securityholders**

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

Please contact the undersigned in relation to any queries.

Yours sincerely

Carl Bicego  
**Company Secretary**

**Goodman Group**

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Goodman Funds Management Limited | ABN 48 067 796 641 | AFSL Number 223621

as responsible entity of Goodman Industrial Trust | ARSN 091213 839

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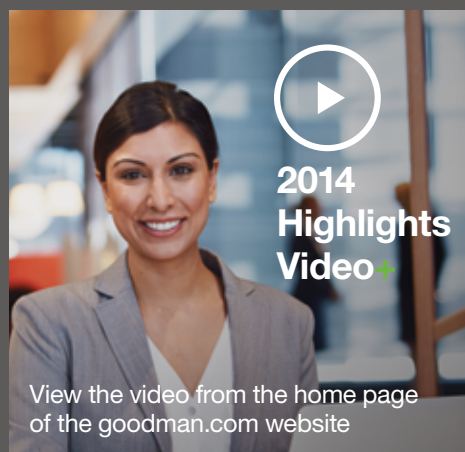
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**\$27.7bn**  
total assets under management



**2014  
Highlights  
Video+**

View the video from the home page  
of the [goodman.com](http://goodman.com) website

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As 2014 draws to a close, we are pleased to provide you with an update on recent initiatives and activities undertaken by the Group and its operations around the world.

This includes a wrap-up of Goodman's recently held Annual General Meetings (AGM), together with operational highlights for the first quarter of the 2015 financial year. As part of this, we provide an overview of some of the development projects we have underway and the leasing results being achieved.

We also take a closer look at the innovative customer event held last month in Japan, what's happening in our Brazil joint venture, as well as some of the many community activities that Goodman people have been participating in.



**Delivering innovation+**  
\$2.7bn of development work  
in progress

2014+

**We are benefitting from our size and scale and diverse global operating platform which spans 16 countries.**



# A world-class business

Goodman held its AGM in Sydney on 20 November, which included an overview of the Group's results and key achievements for the 2014 financial year, its strategic positioning and outlook for the year ahead.

Securityholders were also updated on the positive start that Goodman has made to the current financial year, delivering a strong operating performance across all parts of our business in the first quarter. We are well positioned as an Australian-listed, leading specialist provider of prime industrial property and business space, and are benefitting from our size and scale and diverse global operating platform which spans 16 countries.

In the first quarter, Goodman increased total assets under management to \$27.7 billion, up from \$26.8 billion at 30 June 2014. This was achieved through organic growth and was mainly driven by our development completions.

Our Property Services teams around the world were successful in leasing over 800,000 sqm of space, which represents \$91 million in annual net property income and a weighted average lease expiry of 4.1 years. The robust leasing activity reflects the significant contributions particularly from Australia, Greater China and Continental Europe, which has enabled Goodman to maintain occupancy at a high 96% across its portfolio of 432 properties.

**96%**  
occupancy

**69**  
developments currently  
underway globally

Goodman has also achieved strong pre-leasing success in its development workbook in markets where we are undertaking a development-led strategy, particularly in Asia and Brazil. This has seen our overall development pre-commitments increase to 61% from 53% at 30 June 2014.

We secured \$0.5 billion of new development commitments during the quarter, highlighting the momentum across our development business. This has increased our development work in progress to \$2.7 billion across 69 projects in 12 countries, ensuring Goodman continues to be one of the largest developers of industrial property globally. Importantly, and in line with the Group's prudent development approach, we do not focus on being the largest operator in each market, but on the quality and consistent delivery of our development product and the service we offer. Please refer to pages 8 and 9 of this newsletter for more information on some of the development projects we are currently undertaking around the world.









The operating environment continues to be characterised by limited supply and strong investor demand for quality industrial property. These conditions are in turn providing Goodman with a broad range of opportunities to enhance the overall quality of our portfolio and maximise returns by developing our own product and repositioning or selectively selling assets. In this context, we completed \$322 million of asset sales during the quarter, with a further \$1.3 billion of the Group's property assets currently under offer or in due diligence (excluding urban renewal sites). The proceeds from the sale of assets will be reinvested in Goodman's global development business to help fund our development activities.

We are making good progress on our urban renewal strategy, with the Group achieving positive planning outcomes on a number of its Sydney sites in the first quarter. Our urban renewal pipeline has been maintained at 35,000 apartments and has the potential to further grow over time. Reflecting the strong demand for zoned residential sites, Goodman currently has over \$500 million of urban renewal sites on the market, under due diligence or conditionally transacted in Australia and the United Kingdom. Recent planning changes and comparable sales will result in the revaluation of a number of Goodman's urban renewal sites to reflect current saleable values. This is expected to result in a valuation uplift in the range of \$150 to \$170 million and has the potential to be a recurring feature of our business over the long-term.

## Europe

**333,395 sqm**

leasing area

**\$23.7m**

annual rent

## Total leasing activity Group and Managed Funds

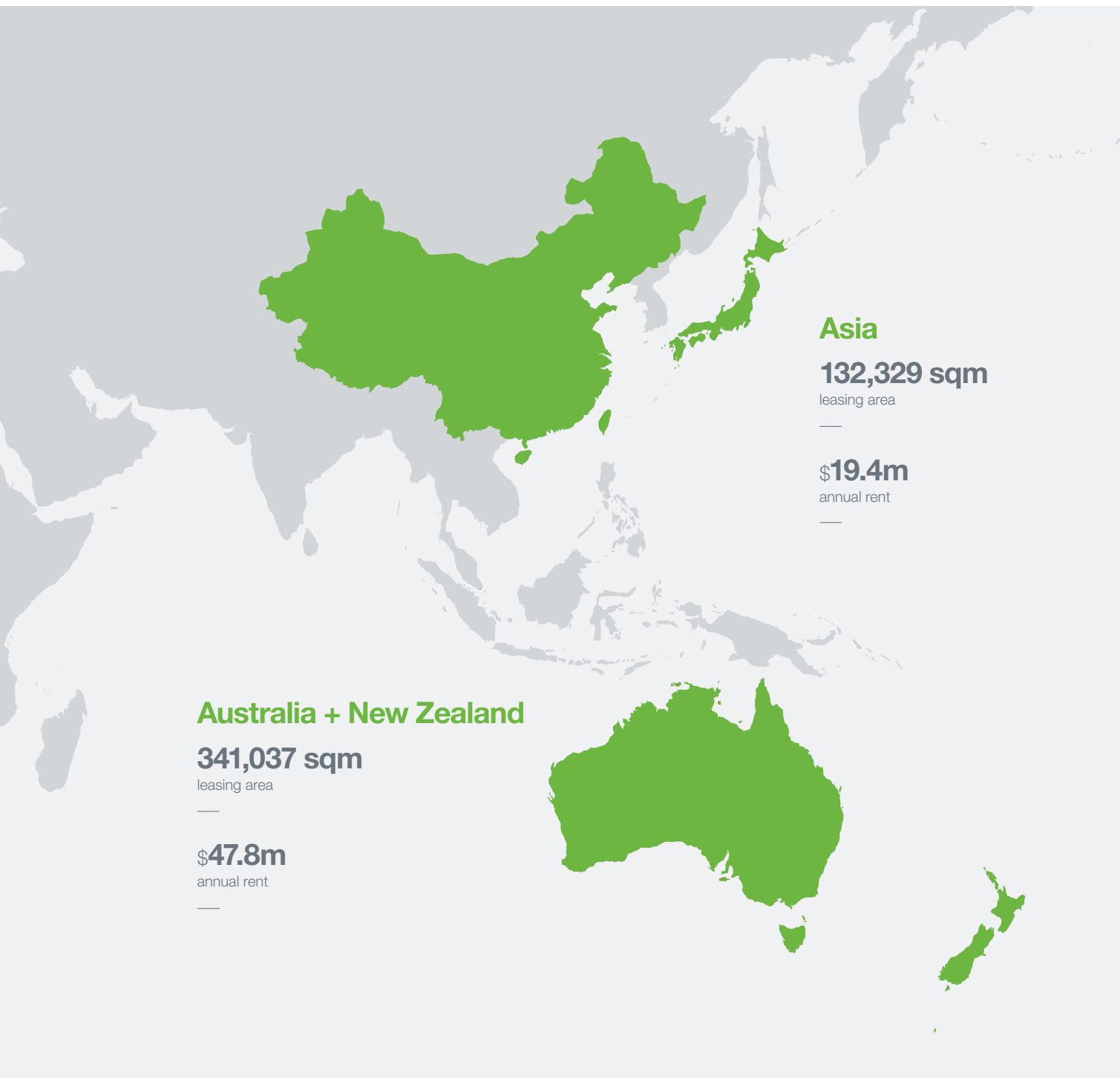
**806,761 sqm**

total leasing area

**\$90.9m**

total annual rent

**In the current operating environment Goodman has a broad range of opportunities available to enhance the overall quality of our portfolio and maximise returns.**





Via Varejo, Rio de Janeiro, Brazil



## Brazil progressing well

Goodman is successfully undertaking the strategic rollout of its development-led approach in Brazil since entering the market in November 2012 through the formation of its WTGoodman joint venture. Over the past two years, WTGoodman has maintained its development pipeline at approximately 900,000 sqm across five sites, primarily in the key São Paulo and Rio de Janeiro logistics markets.

The joint venture currently has 287,000 sqm of development projects underway, and is benefitting from higher development volumes and increased customer demand for new built-to-suit facilities. To highlight this, WTGoodman recently secured a pre-commitment from Via Varejo, one of Brazil's leading consumer goods retailers, for a 145,000 sqm distribution centre in Campo Grande, Rio de Janeiro, and has further built-to-suit opportunities currently in negotiation.

In São Paulo, Goodman has commenced development of the 58,000 sqm first phase of Itupeva, a new warehouse scheme. On a fully developed basis, Itupeva will provide a total lettable area of 270,000 sqm, with the first phase expected to be delivered in 2015.

**Over the past two years, WTGoodman has maintained its development pipeline at approximately 900,000 sqm across five sites.**







Itupeva, São Paulo, Brazil



## Japan customer event

Goodman Japan hosted a customer event at the Australian embassy in Tokyo on 13 November to celebrate the start of the “Australian” summer, with over 250 of its valued customers, financiers, investors and business partners. Australia’s Ambassador to Japan, Mr Bruce Miller attended as a special guest.

During the course of the evening, Goodman Japan announced the launch of Goodman Business Park Chiba, a unique, master-planned, multi-use logistics and business park, which on completion will have a value in excess of US\$1 billion.

The event was very successful for Goodman, with a number of lease negotiations commencing with customers for its new and current development projects in Japan as a direct result of the event.



# Robust development activity

Some of our recently announced developments include:

- + 27,781 sqm pre-committed warehouse and office facility for leading express delivery company, TNT Australia at Redbank Motorway Estate in Brisbane.
- + 19,771 sqm, comprising two warehouse pre-commitments of 10,821 sqm by logistics solutions provider, Silk Contract Logistics and 8,950 sqm by global freight forwarder and contract logistics provider, Yusen Logistics at Lytton Industrial Estate, Brisbane.
- + 76,400 sqm in Nanjing, China for Best Logistics, a leading Chinese integrated logistics and supply chain management services provider. The development consists of the refurbishment and expansion of an existing warehouse to 52,000 sqm and a new 24,000 sqm built-to-suit facility.
- + 12,270 sqm expansion of an initial 33,000 sqm built-to-suit facility for BMW Brilliance Automotive at Goodman Citylink development in Hebei Province, Northern China.
- + 120,000 sqm multi-customer logistics facility, 25% pre-leased to a leading Japanese third party logistics provider, and representing the first phase of development at Goodman Chiba Logistics Park in Tokyo, Japan.
- + 27,616 sqm fulfilment centre for e-commerce and online auction services provider, eBay in Germany's Leipzig-Halle region.
- + 35,000 sqm logistics centre near Berlin, Germany for the country's largest online furniture retailer, Home24.
- + 145,000 sqm built-to-suit distribution centre at Campo Grande in Rio de Janeiro, Brazil for Via Varejo, a leading Brazilian consumer goods retailer.





Goodman's development activities around the world experienced solid growth over the first quarter, with active projects underway in all of our operating regions.



TNT, Redbank Motorway Estate, Brisbane, Australia



Goodman Business Park Chiba, Tokyo, Japan



Home24, Berlin, Germany



The ongoing work of the Goodman Foundation and the active participation of our staff around the world in a range of activities, is helping to make a positive difference to a number of charities and the valuable services they provide in the communities in which Goodman operates.

”

# Building communities

Our activities include:

- + **MS Sydney to the Gong Bike Ride** – The ‘Goodman Green Machine’ once again participated in this year’s annual event to support MS Australia’s fantastic work to help improve the quality of life of people suffering from Multiple Sclerosis. A total of 13 staff tackled the 58km and 90km rides, with a number of the team taking part for the first time.
- + **OzHarvest** – The Goodman Foundation has proudly supported OzHarvest since 2006 and recently donated new warehouse space at Goodman’s Alexandria Industrial Estate, Sydney. This has become OzHarvest’s new headquarters and will enable the significant growth of their storage and logistics operations, as well as housing a commercial kitchen for their Nourish Program. Many of Goodman’s suppliers also provided their skills and expertise pro bono to deliver this new space for OzHarvest so that they can reach even more people that depend on them for fresh food on a daily basis.
- + **Good Beginnings** – Goodman’s Sydney team are participating again this year in Good Beginnings’ Christmas Toy Drive. Staff are able to make either a cash donation toward the Toy Drive or choose a specific Christmas gift to purchase and donate from the ‘wishing list’. All donated toys help to support the work of Play2Learn Taree, which delivers supported playgroups and other group initiatives for disadvantaged children.
- + **Property Industry Foundation** – Goodman participated in the Property Industry Foundation’s (PIF) National Hard Hat & Workplace Giving Campaign, which is an annual fund raising event for young homeless people to provide rehabilitation, an education and an opportunity to participate in a positive and healthy life. Goodman staff were recognised by PIF for their overall fund raising efforts and commitment to the Campaign.
- + **SOS Children’s Villages** – Goodman’s Continental Europe team continues to build on its partnership with SOS Children’s Villages, a charity located across 133 countries that provides care and support programmes for children who can no longer grow up in their biological families. Staff from our Brussels office rolled up their sleeves to help refurbish the SOS Children’s Village property, Simba House in Western Belgium. The newly renovated house offers temporary shelter, for one to two years, for children aged 0-12 years that are living in extreme and difficult circumstances.
- + **Stepتمبر** – This is the first global charity challenge the Goodman Foundation has participated in. Stepتمبر raises funds for vital research into cerebral palsy, which is the most common disability affecting children. 97 Goodman teams from all around the world took on the challenge, with each team of four people putting on their pedometers and walking at least 10,000 steps each day for four weeks, with the aim of virtually climbing the seven highest peaks in the world.



# Securityholder information

## Upcoming key dates

22 December 2014	Announcement of estimated half year distribution
29 December 2014	Ex-distribution date
31 December 2014	Record date for the half year distribution
12 February 2015	Announcement of half year results
20 February 2015	Distribution payment date

Note: Future dates may be subject to change.



## AGM voting results

Resolution	Number of votes	Total %	Resolution	Number of votes	Total %
<b>1 Appoint Auditors of Goodman Logistics (HK) Limited</b>			<b>6 Adoption of the Goodman Limited Remuneration Report</b>		
Votes cast FOR the resolution	1,433,456,700	<b>99.82</b>	Votes cast FOR the resolution	1,202,197,965	<b>87.31</b>
Votes cast AGAINST the resolution	2,564,992	<b>0.18</b>	Votes cast AGAINST the resolution	174,716,759	<b>12.69</b>
<b>2A Re-Election of Mr Ian Ferrier as a Director of Goodman Limited</b>			<b>7 Issue of Performance Rights under the Long Term Incentive Plan to Mr Gregory Goodman</b>		
Votes cast FOR the resolution	1,403,820,043	<b>98.13</b>	Votes cast FOR the resolution	1,175,148,157	<b>87.35</b>
Votes cast AGAINST the resolution	26,724,963	<b>1.87</b>	Votes cast AGAINST the resolution	170,194,975	<b>12.65</b>
<b>2B Re-Election of Mr Ian Ferrier as a Director of Goodman Logistics (HK) Limited Limited</b>			<b>8 Issue of Performance Rights under the Long Term Incentive Plan to Mr Philip Pearce</b>		
Votes cast FOR the resolution	1,398,500,032	<b>98.14</b>	Votes cast FOR the resolution	1,175,698,591	<b>87.36</b>
Votes cast AGAINST the resolution	26,471,237	<b>1.86</b>	Votes cast AGAINST the resolution	170,170,754	<b>12.64</b>
<b>3A Re-Election of Mr Philip Fan as a Director of Goodman Limited</b>			<b>9 Issue of Performance Rights under the Long Term Incentive Plan to Mr Danny Peeters</b>		
Votes cast FOR the resolution	1,390,423,034	<b>96.91</b>	Votes cast FOR the resolution	1,175,708,160	<b>87.36</b>
Votes cast AGAINST the resolution	44,346,204	<b>3.09</b>	Votes cast AGAINST the resolution	170,161,185	<b>12.64</b>
<b>3B Re-Election of Mr Philip Fan as a Director of Goodman Logistics (HK) Limited</b>			<b>10 Issue of Performance Rights under the Long Term Incentive Plan to Mr Anthony Rozic</b>		
Votes cast FOR the resolution	1,384,881,918	<b>96.90</b>	Votes cast FOR the resolution	1,175,627,317	<b>87.35</b>
Votes cast AGAINST the resolution	44,306,544	<b>3.10</b>	Votes cast AGAINST the resolution	170,243,228	<b>12.65</b>
<b>4 Re-Election of Mr John Harkness as a Director of Goodman Limited</b>			<b>11 Adoption of the New GLHK Articles of Association</b>		
Votes cast FOR the resolution	1,436,245,576	<b>99.61</b>	Votes cast FOR the resolution	1,390,819,756	<b>97.49</b>
Votes cast AGAINST the resolution	5,680,339	<b>0.39</b>	Votes cast AGAINST the resolution	35,808,109	<b>2.51</b>
<b>5 Re-Election of Ms Anne Keating as a Director of Goodman Limited</b>					
Votes cast FOR the resolution	1,437,229,221	<b>99.70</b>			
Votes cast AGAINST the resolution	4,272,077	<b>0.30</b>			

### Goodman Group

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**Goodman Industrial Trust**  
ARSN 091 213 839

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