



3 June 2015

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.

Please contact the undersigned in relation to any queries.

Yours sincerely

Carl Bicego
Company Secretary

Goodman Group

Goodman Limited | ABN 69 000 123 071

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

as responsible entity of Goodman Industrial Trust | ARSN 091213 839

Level 17, 60 Castlereagh Street, Sydney NSW 2000 | GPO Box 4703, Sydney NSW 2001 Australia

Tel +61 2 9230 7400 | Fax +61 2 9230 7444

Goodman Logistics (HK) Limited | Company No. 1700359 | ARBN 155 911 149 | a Hong Kong company with limited liability
Suite 2008, Three Pacific Place, 1 Queen's Road East, Hong Kong | Tel +852 2249 3100 | Fax +852 2525 2070

info-au@goodman.com | www.goodman.com



\$30.3bn

total assets under management



View our new video from the home page of the goodman.com website

With 2015 well underway, we are pleased to update you on the recent initiatives and activities that Goodman's team around the world has been undertaking.

In this edition of investor insight+, we include an overview of our operational highlights for the third quarter of the 2015 financial year, which looks at the progress we are making on our asset sales programme and how this is helping us to improve asset and income quality. We also update you on our global development activities and the leasing success we have achieved.

We feature the opening of Goodman Chongqing Airport Logistics Park by the Governor-General of the Commonwealth of Australia, as well as some of our sustainability initiatives and the community activities that our Goodman people have participated in.

Inside

02

Operational update

06

Regional activities

08

Property development

10

In the community

12

Securityholder information

2015



\$3.0bn

development work in progress

Goodman continues to build on the strong operational performance delivered in the first half of the financial year, sustaining robust activity levels into the second half.



Focused on asset + income quality

Goodman has continued its strong operating performance into the second half of the 2015 financial year, with sustained activity levels and development momentum across our highly diversified platform, spanning 16 countries. Combined with the consistent and disciplined execution of our business strategy, this is positioning the Group for significant financial and operational flexibility in future periods.

We have increased total assets under management to \$30.3 billion, with the main drivers being \$1.8 billion of development completions and favourable currency movements. For the 2015 financial year, Goodman is estimating \$700 million in property revaluations, with significant contribution from urban renewal sites and rising property values, as investors seek higher yielding assets.

Our property services teams around the world have achieved solid leasing results in the financial year to date, with overall leasing activity of 2.5 million sqm for the Group and our Partnerships. This leasing success has underpinned stable occupancy of 96% across our total portfolio.

96%
occupancy

71
developments currently
underway globally

A key focus for Goodman in the current low growth, low interest rate environment is on our capital recycling initiatives, to improve the quality of our assets and income. To achieve this, we are selectively selling assets across the Group and our Partnerships where value has been maximised. This has seen \$1.4 billion of properties sold in the financial year to date, mainly in Australia and the United Kingdom (UK), with \$320 million and \$415 million of sales respectively.

In the UK, this activity has already helped to improve overall portfolio quality, with occupancy in our UK Business Parks portfolio increasing to its highest level of 98% at the end of the March quarter. Goodman has a further \$500 million of assets currently on the market, which reflects the ongoing strong investor demand for high quality industrial properties.

The proceeds from our asset sales programme are being reinvested into the strength of our diversified and growing development business and in targeted investment opportunities. This in turn will drive higher long-term returns and value creation for our investment partners.



Operational update continued

With the strategic focus of Goodman's Partnerships also on selective asset recycling initiatives, together with significant uncalled capital, they are well positioned to access high quality growth opportunities not typically available on the market, particularly development opportunities.

Goodman's development business is performing strongly, driven by growing volumes and customer demand for efficient, modern and well-located logistics space. At the end of the March quarter, our development work book was \$3 billion, with 71 projects currently underway across all of our operating regions. This ensures the Group continues to be one of the largest and most diversified developers of industrial property globally, at a point in the property cycle where development is providing the best risk adjusted returns. In turn, our proven development expertise, which enables us to build new product at an average yield on cost of 8.8%, provides a strong competitive advantage. Our prudent approach to minimising development risk is evident through the 92% of all development completions pre-sold to our Partnerships or third parties.

Progress continues to be made on our urban renewal strategy, focusing on optimising returns for individual properties. Positive planning outcomes are being achieved on a number of Goodman's sites and we are working through our current urban renewal pipeline, which remains at in excess of 35,000 apartments. We expect this to increase meaningfully over time, as urban renewal precincts continue to evolve and new sites are identified.

At the end of the quarter, Goodman had \$0.7 billion of sites conditionally contracted in Sydney. This reflects the strong investor demand for zoned residential sites. We expect to realise these sale proceeds over the next two years, which will provide a source of capital over the longer term to fund opportunities for the Group and our Partnerships.



Goodman Citylink, Hebei Province, China



Lytton Distribution Centre, Brisbane, Australia



\$30.3bn

total assets under management



\$3.0bn

development work in progress



433

properties under management



19.5m

sqm of industrial and business space under management



32

offices worldwide



1,800

customers globally (approximately)



Our ongoing focus in the current low growth, low interest rate environment is on improving the quality of our assets and income by selectively recycling assets across the Group and our Partnerships.



Goodman Ictershausen Logistics Centre, Germany



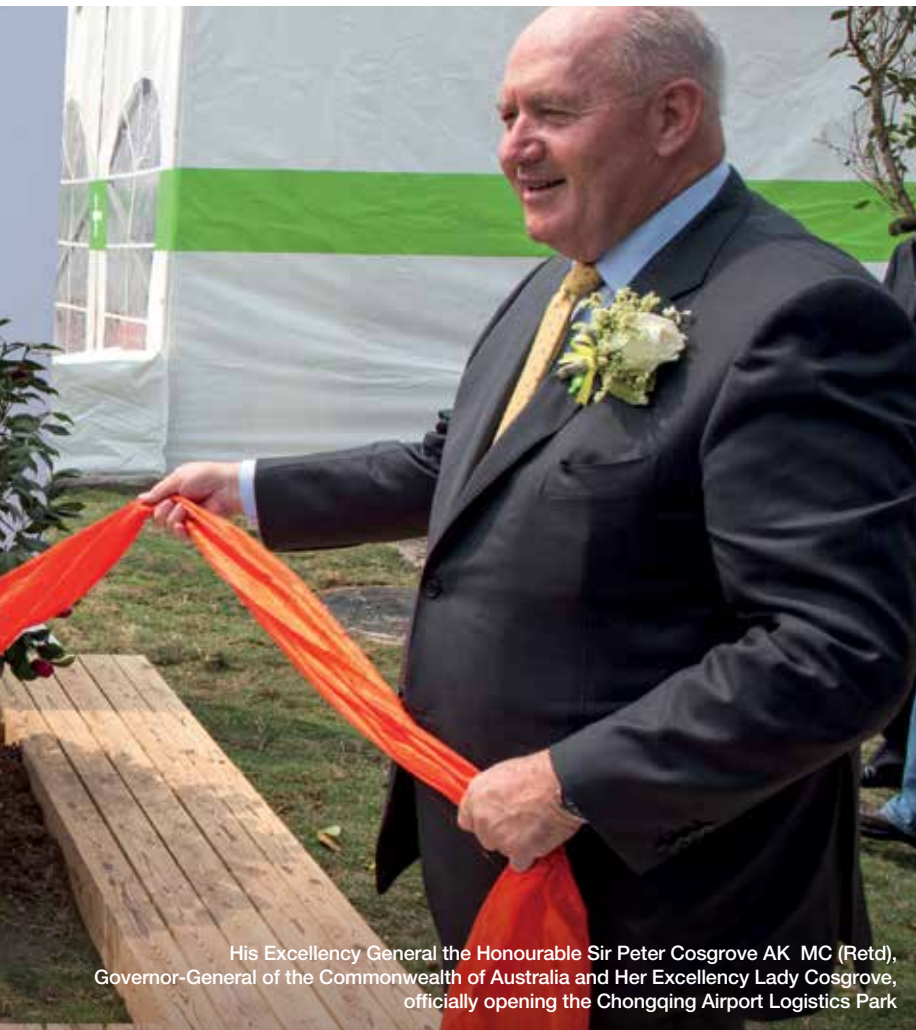
Opening of Chongqing Airport Logistics Park

On 30 March, Goodman held an official ceremony for the opening of Goodman Chongqing Airport Logistics Park in Western China. The development was formally declared open by His Excellency General the Honourable Sir Peter Cosgrove AK MC (Retd), Governor-General of the Commonwealth of Australia.

Goodman Chongqing Airport Logistics Park, which provides a total area of 190,000 sqm of prime logistics space, is Goodman's first development in Chongqing. Its customers include Grundfos, the world's leading Danish pump manufacturer and three integrated logistics companies: Nikkon Logistics, an international Japanese logistics company, Best Logistics, one of China's largest operators and Yunda Express, one of the largest privately-owned express delivery companies in China.

His Excellency General the Honourable Sir Peter Cosgrove AK MC (Retd), Governor-General of the Commonwealth of Australia, said, "I'm delighted to be here today to open the Goodman Airport Logistics Park in Chongqing."





His Excellency General the Honourable Sir Peter Cosgrove AK MC (Retd), Governor-General of the Commonwealth of Australia and Her Excellency Lady Cosgrove, officially opening the Chongqing Airport Logistics Park



This logistics park is a landmark Australian investment and a tangible example of Australia's strong presence here in Western China. The story of Goodman in China is an Australian success story.

Sustainability

LED lighting project launches in Continental Europe

Goodman has launched a major LED lighting project across Continental Europe, with LED lighting integrated and installed into many pre-lease agreements for new development projects. Separately, LED lighting is being successfully negotiated as an incentive for major lease extensions, most recently in France and Belgium.

These initiatives will provide significant cost-savings to our customers and will increase the value of our properties. When all of the installation projects are completed, Goodman will manage more than 700,000 sqm of logistics space equipped with LED lighting within its Continental European portfolio.

Quality development opportunities



Artist's impression of Goodman Commerce Centre Eastvale, Southern California, USA

Some of our recently announced developments include:

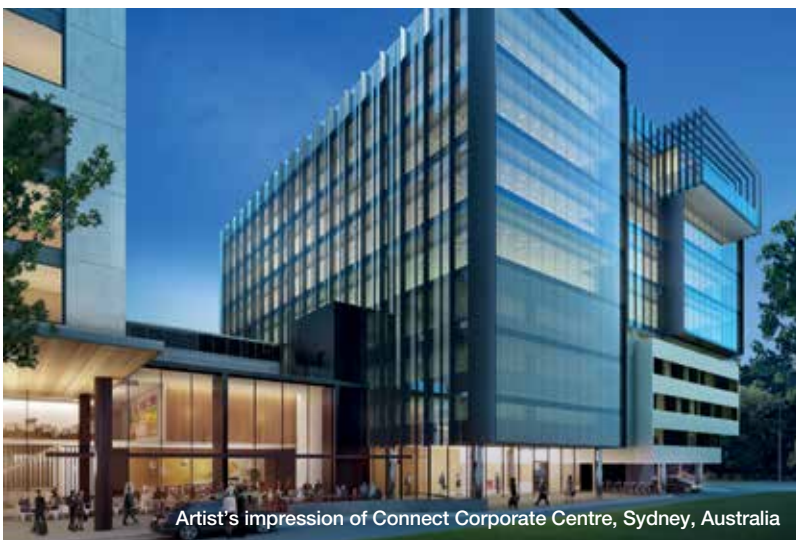
- + 34,250 sqm mixed-use estate at Mascot, Sydney. Stage 1 of Connect Corporate Centre is currently being developed and comprises a 5-star Sydney Airport Pullman Hotel and a 6,165 sqm eight level office tower, which is over 50% pre-leased to Qantas Credit Union.
- + 11,140 sqm across three developments at Highbrook Business Park in Auckland, New Zealand. The new projects consist of a 4,600 sqm built-to-suit facility for tool specialist, Machine House and a second 3,400 sqm uncommitted industrial facility, together with a 3,140 sqm uncommitted office building.
- + 50,000 sqm logistics facility at Akamatsudai in Kobe, Japan for third party logistics provider, Marubeni Logistics Corporation.
- + 42,875 sqm warehouse for global sporting goods and apparel manufacturer, Decathlon at Wuhan in China and 40,000 sqm in Barcelona, Spain.
- + 40,000 sqm fulfilment centre for Cdiscount, France's leading e-commerce provider, at Saint Mard, near Paris.
- + 61,000 sqm across two logistics developments on behalf of home and furnishings manufacturer, WMF Group near Dortmund (40,000 sqm) and near Ulm (21,000 sqm), Germany. Goodman is consolidating 33 of WMF Group's existing logistics locations into two strategic hubs, to enhance the efficiency of the customer's international supply chain.
- + 20,000 sqm multi-customer development at Lyons Park, Coventry in the UK, which is comprised of five industrial and distribution units, ranging in size from 3,000 sqm to 4,600 sqm.
- + 9,700 sqm office development at Uxbridge Business Park, UK consisting of two office buildings of 7,200 sqm and 2,500 sqm respectively.
- + 93,600 sqm mixed-use development, providing industrial, business park, medical and retail space, at Eastvale in Southern California, USA.



Artist's impression of WMF Group, Dortmund, Germany



Artist's impression of Goodman Akamatsudai, Kobe, Japan



Artist's impression of Connect Corporate Centre, Sydney, Australia



Through the active participation of our people around the world and the support of the Goodman Foundation, we are striving to make a positive difference by contributing to the valuable work of a number of charities in the communities in which Goodman operates.

”

In the community

Our activities include:

- + **Endure for a Cure** – the Goodman Green Machine cycling team took part in this 12 hour endurance ride, raising funds to help the Children’s Cancer Institute find a cure for childhood cancer. The event was held at Sydney Motorsport Park at Eastern Creek in Sydney, with the aim of this challenge being for each team member to ride as many laps of the 3.93 kilometre motorway circuit as possible. The Green Machine rode a total of 718 kilometres, at an average distance of 180 kilometres per rider!
- + **Good360’s ‘Green Carpet Premiere’** – Good360 is one of the Goodman Foundation’s newest charity partners and recently hosted a premiere event to launch their innovative GivingPlace technology platform in Sydney. Good360 bring together organisations that have excess goods and products and connect them with charities. Good360 take care of all of the logistics, making sure these excess goods and products go to charities around Australia, who in turn give them to the people who need them most. Recently they ‘recycled’ hundreds of thousands of dollars of office fitout from Goodman’s Botany Grove Business Park that was destined for demolition. Instead, 14 charities were able to benefit from the furniture, which in turn was saved from landfill.
- + **FareShare** – the Goodman Melbourne team recently volunteered for their annual cooking night at FareShare, preparing and cooking ‘rescued’ food (that would have otherwise gone to landfill) into healthy and nutritious meals for charities in Melbourne. The team valued learning about food insecurity and food waste, as well as picking up a few cooking skills and enjoying some team bonding time with their colleagues.
- + **Goodman QCQ Great Australian BBQ** – to celebrate the Goodman Foundation’s new partnership with Shanghai Qingcongquan Training Center for Children with Special Needs (QCQ), both parties joined forces to co-host the Goodman QCQ Great Australian BBQ fundraising event in Shanghai. Over 220 guests were treated to live music, wine tasting, silent and live auctions and a kids playground. The event raised RMB 850,000 (A\$200,000), with all funds going toward the renovation and refurbishment of new training premises for QCQ. This will enable it to expand the professional rehabilitation training and tutorial services it offers autistic children and their families, while easing the pressure on the existing waiting list.

+ Interlink Magic Mile Charity Ramp Run – over 340 runners competed in the fourth annual Interlink Magic Mile Charity Ramp Run held in March, which is a race up the 15-floor cargo ramp of Goodman Interlink in Hong Kong. The event raised a record HK\$1 million (A\$160,000) for Feeding Hong Kong, the first food bank in Hong Kong dedicated to redistributing surplus food to people in need. The funds raised will enable Feeding Hong Kong to purchase a ten-ton truck and cover its on-road costs for two years. The truck will be used to deliver surplus bread and breakfasts to school children, while enabling more schools to be added to the organisation's Breakfast Club food run.

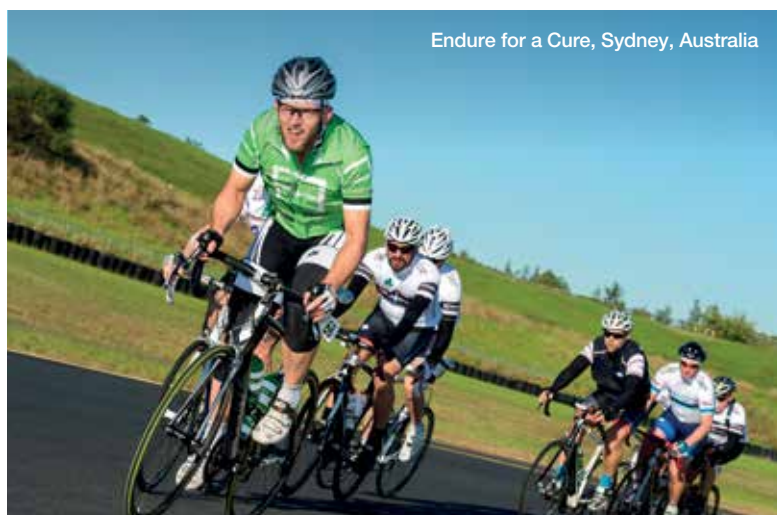
+ UK Land Trust Partnership – in partnership with the Land Trust, Natural England and the Environment Agency, Goodman's UK team recently completed works on a new, regulated tidal exchange at a former power station at West Thurrock. The tidal exchange will serve to re-introduce a wetland area for over-wintering wildfowl.



UK Land Trust Partnership, United Kingdom



Interlink Magic Mile Ramp Run, Hong Kong



Endure for a Cure, Sydney, Australia



Good360, Sydney, Australia

Image © Love Bytes 2015, used under license

Securityholder information

Upcoming key dates

23 June 2015	Announcement of estimated full year distribution
26 June 2015	Ex-distribution date
30 June 2015	Record date for the full year distribution
13 August 2015	Announcement of full year results
26 August 2015	Distribution payment date
25 November 2015	Annual General Meeting

Note: Future dates may be subject to change.

Goodman Group

Goodman Limited
ABN 69 000 123 071

Goodman Industrial Trust
ARSN 091 213 839

**Responsible Entity
Goodman Funds
Management Limited**
ABN 48 067 796 641
AFSL Number 223621

Goodman Logistics (HK) Limited
Company No. 1700359
ARBN 155 911 149

Office

Registered offices

Level 17
60 Castlereagh Street
Sydney NSW 2000
GPO Box 4703
Sydney NSW 2001
T: 1300 791 100
(within Australia)
+61 2 9230 7400
(outside Australia)
F: +61 2 9230 7444

Suite 2008, Three Pacific Place,
1 Queen's Road East, Hong Kong
T: +852 2249 3100
F: +852 2525 2070
E: info-au@goodman.com
www.goodman.com

Security registrar

Computershare Investor Services Pty Limited

Level 5
115 Grenfell Street
Adelaide SA 5000
GPO Box 1903
Adelaide SA 5001
T: 1300 723 040
(within Australia)
+61 3 9415 4043
(outside Australia)
F: +61 8 8236 2305
E: www.investorcentre.com/
contact
www.computershare.com

Securityholders can update the following information with Computershare online at 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.



This investor insight+ has been printed on Monza Satin. It contains 45% virgin fibre and 55% recycled fibre. It is manufactured by an ISO 14001 certified mill. Monza Satin is an FSC Mixed Sources Certified paper.

This document has been prepared by Goodman Group (Goodman Limited (ABN 69 000 123 071) and 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)). 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 document is not an offer or invitation for subscription or purchase of securities or other financial products. 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 (Securities Act) (US Person)). Securities may not be offered or sold in the United States or to US Persons unless they are registered under the US Securities Act of 1933 or an exemption from registration is available. The stapled securities of Goodman Group have not been, and will not be, registered under the Securities Act or the securities laws of any state or jurisdiction of the United States. 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 have 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 Goodman Group. These 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. All values are expressed in Australian currency unless otherwise stated. Images contained in this document have been used to enable the visualisation of development concepts only and are not intended to definitively represent the final product. June 2015

goodman.com

