



Goodman

Making space for *greatness*

Goodman Property Trust

Annual Meeting 2019

Meeting agenda

- + Review the strategy and performance of the Trust
- + Consider and vote on two ordinary resolutions
 - 1) re-appointment of Keith Smith as an Independent Director
 - 2) re-appointment of Peter Simmonds as an Independent Director

Board and executives

- + Phil Pryke Non-executive Director
- + Leonie Freeman Independent Director
- + Greg Goodman Non-executive Director
- + Susan Paterson Independent Director
- + Andy Eakin Chief Financial Officer
- + John Dakin Executive Director and Chief Executive Officer
- + Keith Smith Chairman and Independent Director

Apology

- + Peter Simmonds Independent Director

Advisors

- + Trustee Covenant Trustee Services Limited
- + Solicitors Russell McVeagh
- + Auditor PricewaterhouseCoopers
- + Tax advisors KPMG

Meeting formalities

- + Nominated chairman presiding
- + Notice of meeting properly given
- + Quorum confirmed



Year in review

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Overview

- + Portfolio repositioning completed
- + GMT now 100% Auckland industrial
- + Strong investment performance
- + Record profit



Earnings and returns

\$90.4m

Cash earnings

Year ended 31 March 2019

6.65cpu

Cash distributions

Year ended 31 March 2019

\$2.5bn

Market capitalisation

As at 30 June 2019

36.1%

Total Unitholder return¹

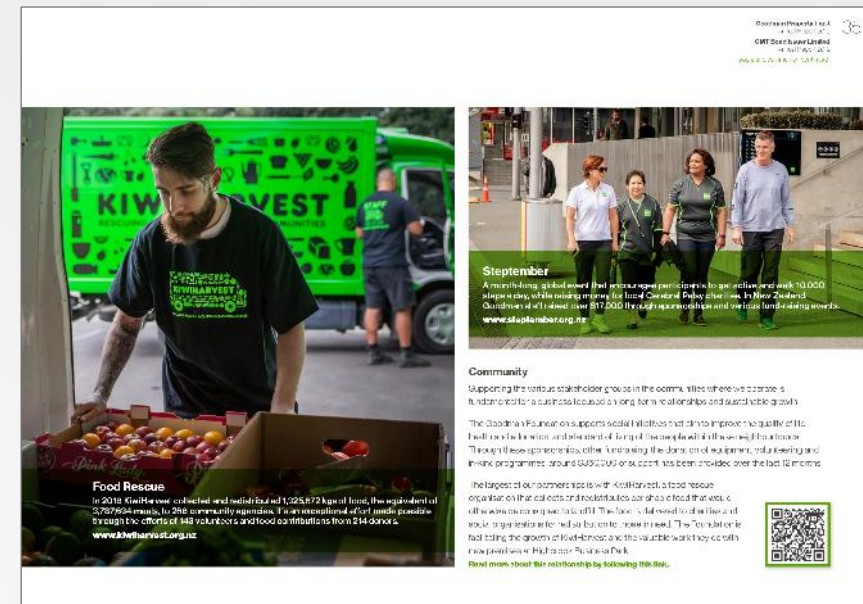
Year ended 31 March 2019

¹ GMT's stock market performance including unit price appreciation and distributions paid

- + GMT designated an equity issuer under the new NZX listing rules
 - Continues the Board's strong governance focus
 - Positive for investors with additional protections and reporting requirements
 - Permits wider use of electronic communication

Corporate reporting

- + Annual report supplemented with dedicated website
 - Additional functionality including video content
 - More timely
- + Business strategy, health and safety, diversity, community engagement and sustainability initiatives all described





Financial performance

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Financial highlights

\$334.8m

Profit before tax
61.6% increase

\$319.5m

Profit after tax
64.7% increase

\$201.9m

Portfolio revaluation
8.2% increase in asset values

157.0cpu

Net tangible asset backing
13.0% increase

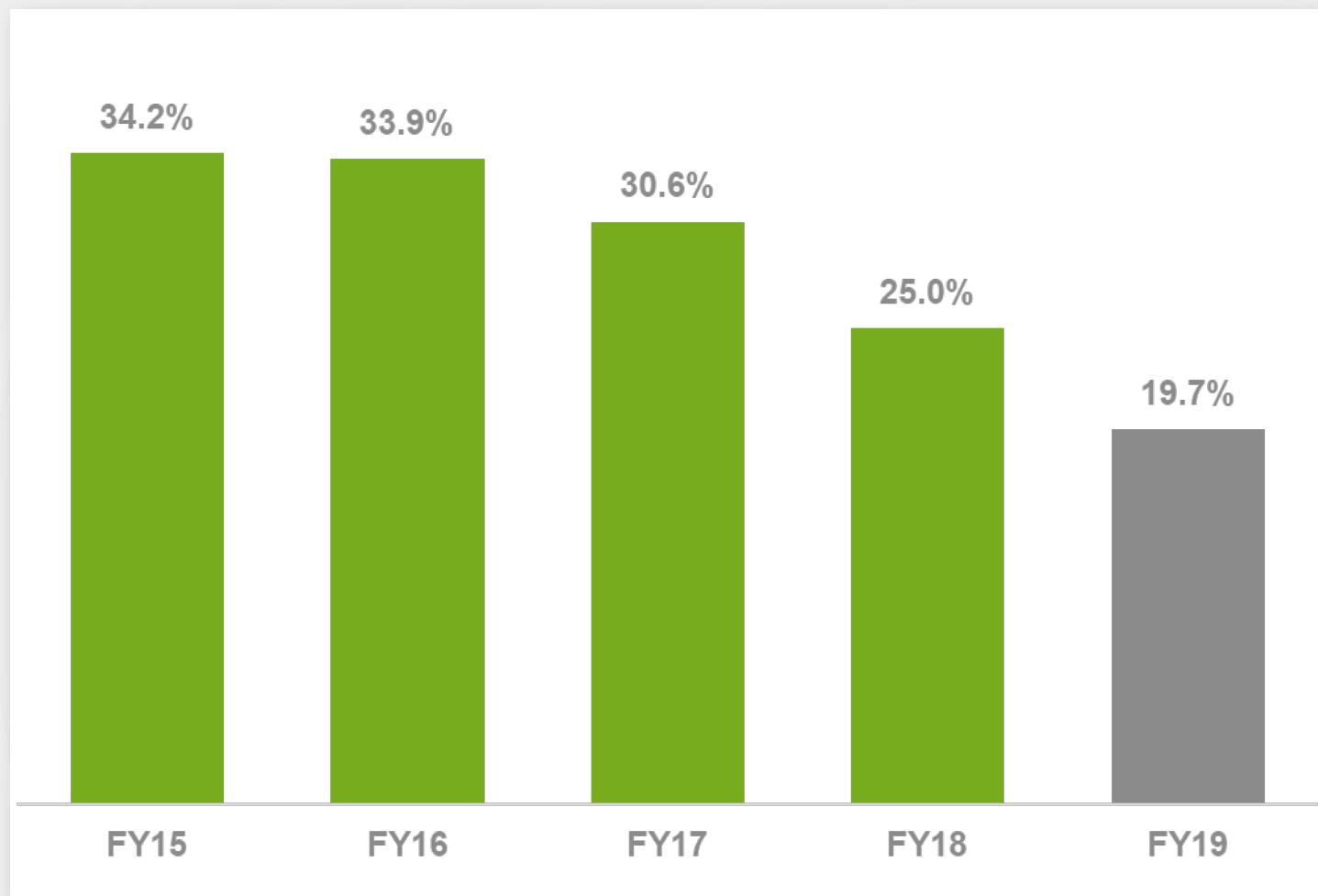
Balance sheet strength

- + Asset disposals have deleveraged the balance sheet
 - \$370.5 million in FY19
 - \$1.2 billion since 2014
- + Sales programme now complete



Capacity for growth

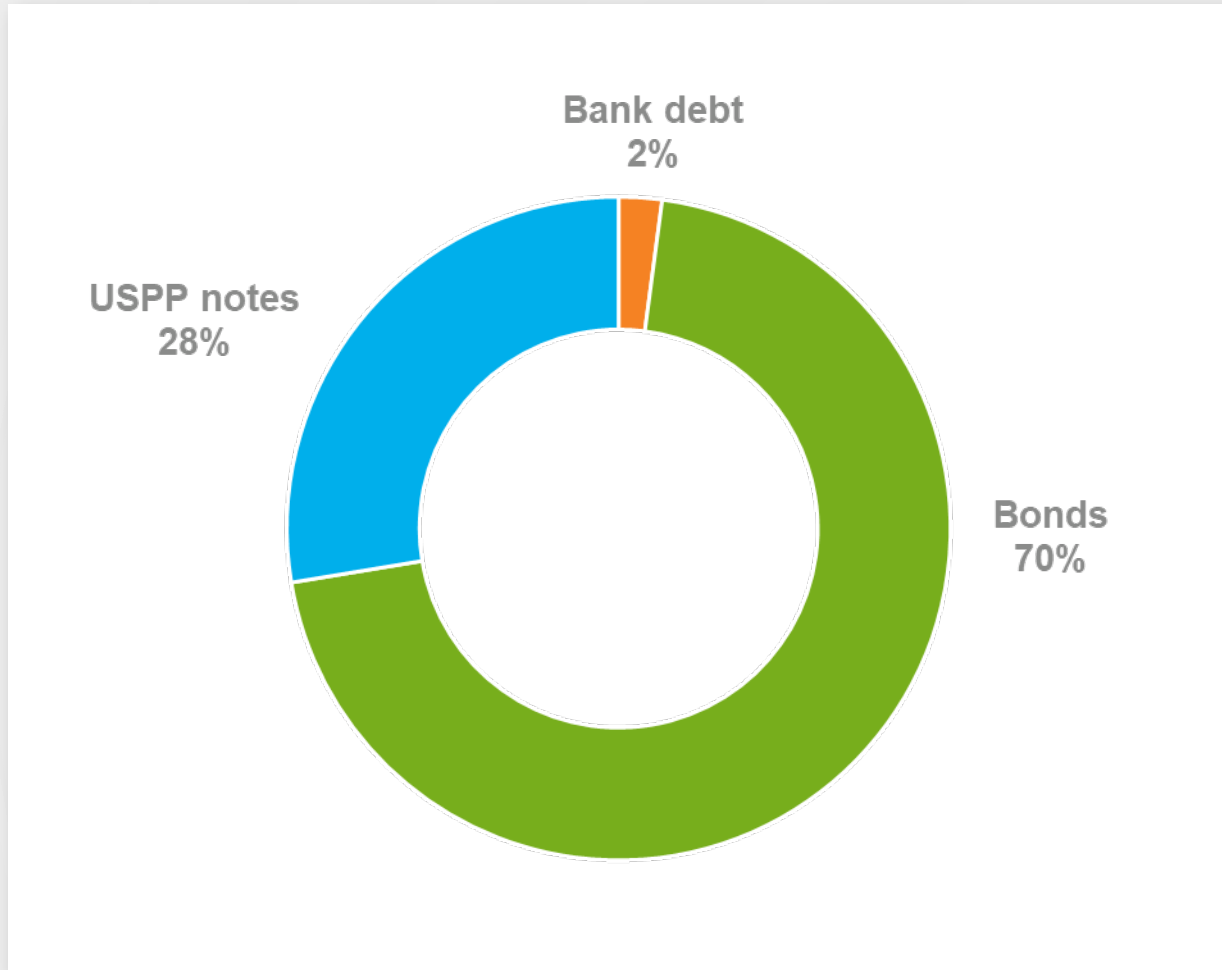
Loan to value ratio



- + Target gearing range is 25-35%
- + Committed gearing of 23.7% is well below debt covenant maximum of 50%
- + Gearing headroom provides around \$500 million of investment capacity

Loan to value ratio shown on a look-through basis (including interests in WPH) for FY15-FY18. WPH interests sold in FY19.

Funding sources



Funding sources shown on a drawn basis as at 31 March 2019

- + Variety of funding sources provides diversity, these facilities have a weighted term to expiry of five years
- + Weighted average cost of borrowings was 4.9%
- + Undrawn bank facilities of around \$300 million retained for operational flexibility
- + GMT credit rating of BBB reaffirmed with debt rated BBB+



Operational review

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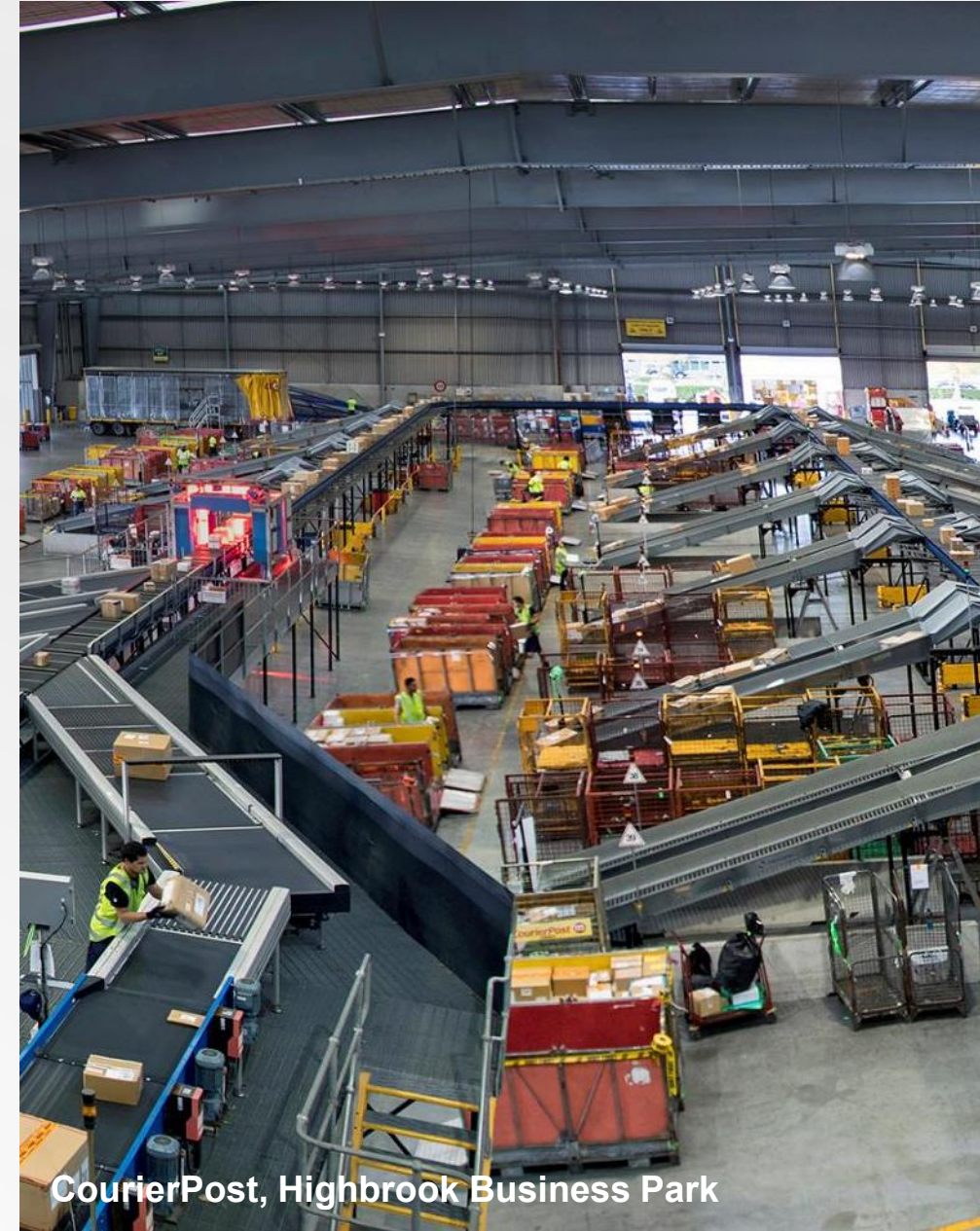


Investment focus

- + GMT repositioned as an industrial property specialist
- + 100% Auckland focused
- + Demographic trends, economic growth and the expansion of online retailing are contributing to the strong demand for well-located warehouse space

E-commerce

- + NZ's total retail spend on consumer goods grew by 3% in 2018
- + Online spending increased 16% to \$4.2 billion
- + E-commerce now makes up 9% of national retail spend
- + Auckland is the largest consumer market accounting for \$1.5 billion of online sales



CourierPost, Highbrook Business Park

With assets located in strategic locations, close to consumers and transport infrastructure, GMT's portfolio is positioned for growth.

\$2.6bn

Portfolio value

1.0m

sqm rentable area

Acquisition of Favona Road remains conditional

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Highbrook Business Park¹

107ha

Developable site area

90%

Proportion developed

100+

Customers

\$1.5bn

Asset value²

99%

Occupancy

5,000+

People employed

¹ At 30 May 2019

² On completion of current developments

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Completed projects



Plytech – new warehouse

Estate	Highbrook Business Park
Completion	December 2018
Net lettable area	5,132 sqm



MOVE Logistics – expansion

Estate	Highbrook Business Park
Completion	March 2019
Net lettable area (expansion space)	5,423 sqm

Completed projects



Quest serviced apartments

Estate	Highbrook Business Park
Completion	June 2019
Net lettable area	120 apartments



Gateway warehouses

Estate	Highbrook Business Park
Completion	January 2019
Net lettable area	22,305 sqm

Development capability

Project commencements (\$m)



Total project cost including land allocation

- + Goodman's development capability has helped create a high-quality industrial portfolio
- + More than 85% of our properties have been developed since 2004
- + \$195 million of work in progress

Future development pipeline

- + GMT's land holdings reduced to just 2.2% of portfolio value
- + Focus now on securing strategic sites that offer future development potential



Favona Road, Mangere (approximate boundary)

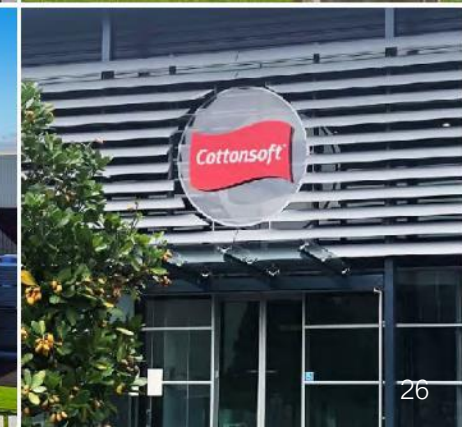


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Customer focused

- + 175+ customers in the portfolio
- + Represent a wide range of industries and include:
 - Automotive distributors
 - Building product and material suppliers
 - Logistics and freight operators
 - Warehousing providers
 - Retail businesses



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New Zealand Post



Nisbets



Ford



OfficeMax



New Zealand Post
Sarah Herrick, Sales Excellence Specialist

- + NZ Post is GMT's largest customer
- + National distribution network is at the forefront of delivery services for online retailing
- + Environmental focus is driving new sustainability initiatives



- + Office product reseller - moved to Highbrook in 2008
- + Distributes around nine million items annually
- + Facility being expanded by 7,344 sqm to 26,245 sqm, to accommodate business growth



OfficeMax New Zealand Limited
Kevin Obern, Managing Director



Nisbets New Zealand Limited
David Edkins, Regional Manager NZ

- + Catering supplies distributor and new customer for GMT
- + Showroom and warehouse facility supports multi-channel retail strategy
- + Nisbets same-day dispatch and online orders are freight free

- + Existing customer that moved from legacy premises in Wiri to purpose alternatives at Highbrook
- + Green star rated, 1,500 sqm office provided greater flexibility with multi-purpose spaces
- + 10,100 sqm parts warehouse maximises volumetric efficiency



Ford Motor Company
Philip Fretton, Warehouse manager

Technology trends

- + Modern racking systems, new forklift technology and greater automation are all improving the efficiency of industrial property
- + Consumers requirement for faster delivery is contributing to the increased use of robotics in the supply chain
- + Multi-level warehouses are being developed in cities where land availability is low



Summary and outlook

- + Portfolio quality and customer relationships underpin GMT's operational performance
- + Auckland industrial is the preferred investment market, a strategy supported by strong customer demand
- + Asset sales have repositioned the portfolio and deleveraged the balance sheet
- + The continuation of GMT's development programme is expected to deliver sustainable long-term growth



Questions

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Resolution 1

As an ordinary resolution, that, Unitholders approve the re-appointment of Keith Smith as an Independent Director of the Manager.

Resolution 2

As an ordinary resolution, that, Unitholders approve the re-appointment of Peter Simmonds as an Independent Director of the Manager.

Voting and close

We will now proceed to a poll and conclude the meeting

The result will be announced to the NZX



Thank you

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