

Interim Result 2021

Market Briefing
16 August 2021

The GPT Group
acknowledges the
Traditional Custodians of
the lands on which our
business and assets
operate, and recognises
their ongoing connection
to land, waters and
community.

We pay our respects to First Nations Elders past, present and emerging.







2018/2021 RECONCILIATION ACTION PLAN

2021 Half Year in Review Bob Johnston	4
Finance and Treasury Anastasia Clarke	9
Office and Logistics Matthew Faddy	13
Retail Chris Barnett	28
Funds Management Nicholas Harris	36
Summary and outlook Bob Johnston	39



Interim Result 2021

Agenda

Strong first half recovery interrupted by recent COVID-19 restrictions

- » Strong momentum in six months to 30 June 2021
 - Operating environment strengthened from economic recovery
 - Minimal disruptions from COVID-19
 - Robust recovery in retail sales
 - 104% of 1H 2021 Retail net billings collected
 - Continued to execute on strategy
 - Solid capital position maintained
- » From late June 2021, trading conditions impacted by COVID-19 lockdowns
- » 2021 Funds From Operations and distribution guidance withdrawn in July 2021
- » Recovery in retail sales expected following the lifting of restrictions



2021 Interim Result

Financial summary

15.64 cents

Funds From Operations per security, up 24.6%

\$5.86

Net Tangible Assets per security, up 5.2%1 13.3 cents

Distribution per security, up 43.0%

10.2%

Total Return²

Investment portfolio

declared from 1 July 2020 to 30 June 2021, divided by the NTA per security at 1 July 2020

Portfolio occupancy 95.6%

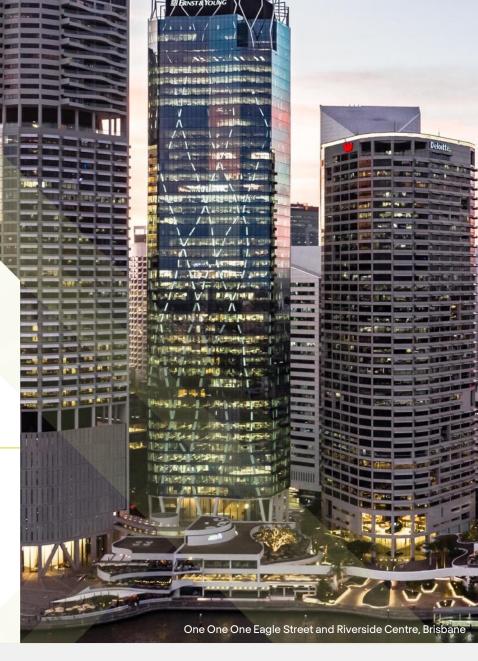
Assets under management \$25.3b

Weighted average lease expiry

4.8yrs

Weighted average capitalisation rate

4.85%





Logistics driving increased portfolio valuation

Overall portfolio valuation increased \$471.7m (+3.3%)

- » Office portfolio valuation metrics supported by strong investor demand and transactions
- » Logistics portfolio significant valuation gain driven by firming investment metrics and unprecedented investor demand
- » Retail portfolio valuations remained stable reflecting leasing transactions and occupancy







At 30 June 2021	Office	Logistics	Retail
1H 2021 Valuation Movement	+2.2%	+10.6%	+0.6%
(6 months to 30 June 2021)	+\$121.2m	+\$314.7m	+\$35.8m
Capitalisation Rate	4.87%	4.38%	5.05%
	(-2 bps since December 2020)	(-46 bps since December 2020)	(-1 bps since December 2020)
Discount Rate	6.08%	5.81%	6.30%
	(-11 bps since December 2020)	(-39 bps since December 2020)	(-3 bps since December 2020)
Key Valuation Assumptions	Incentives ~33%	Incentives ~20%	Incentives ~10%
	Growth rate 3.3%	Growth rate 3.2%	Growth rate 2.8%



Delivering on strategic priorities

- » Logistics portfolio more than doubled since 2017 to \$3.4b, with extensive \$1.4b development pipeline¹
- » GPT QuadReal Logistics Trust targeted investment increased to \$1b, with 53% of initial \$800m committed
- » \$780m of Office development completions at 32 Smith and Queen & Collins, and >\$3.5b development pipeline¹
- » GWOF's 51 Flinders Lane development to commence 4Q 2021
- » Rouse Hill Town Centre \$140m retail and \$130m residential development planned to commence 2022
- » Using customer insights to inform decisions delivering leading Retail offers and customer experiences, flexible Office design solutions including healthy building initiatives
- » Gearing at 24.5% providing investment capacity
- » ESG leadership progress toward 2024 carbon neutral target



Assets under management

THE GPT GROUP | 2021 INTERIM RESULT

Demonstrating leadership in sustainability

Maximum

5 Star status for GPT, **GWOF and GWSCF**



2nd globally

in real estate

Sustainability Award Silver Class 2021

S&P Global

Industry-leading

ESG performance



World-leading

GWOF carbon neutral portfolio certification²





Industry-leading

carbon neutral target



75% reduction

in emissions intensity since 20053



5.8 Star

weighted average Energy Rating for Office portfolio4



Employer of Choice

for third consecutive year



\$450,000

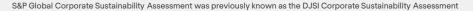
direct funding to Foundation and non-profit partners in 2020³



Stretch RAP

Stretch Reconciliation Action Plan 2018-2021





The Green Building Council of Australia has recognised this outcome as a first for a national property portfolio within the World Green Building Council network

^{5.8.} Star weighted average NABERS Energy Rating (including GreenPower) for the Office portfolio, as at 30 June 2021



Financial summary 1H 2021

\$760.5m

\$302.3m

Statutory Net Profit After Tax

Funds From Operations

(\$m)	1H 2021	1H 2020	Change
Funds From Operations (FFO)	302.3	244.5	23.6%
Valuation increases/(decreases)	471.7	(711.3)	
Treasury instruments marked to market	0.5	(51.5)	
Other items	(14.0)	(2.1)	
Net Profit / (Loss) After Tax	760.5	(520.4)	
Funds From Operations per security (cents)	15.64	12.55	24.6%
Operating Cash Flow	289.0	204.1	41.6%
Free Cash Flow	255.1	182.0	40.2%
Distribution per security (cents)	13.3	9.3	43.0%
Payout Ratio (% of free cash flow)	99.9%	99.6%	



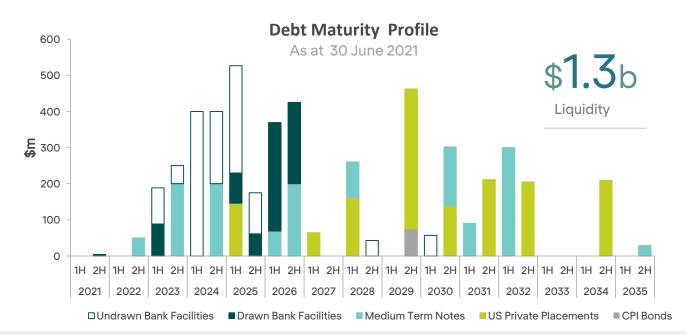
Segment result

(\$m)	1H 2021	1H 2020	Change	Comments
Retail	140.8	79.2	77.8%	Cash collections 104%, outstanding net debt of \$22m. Reduction in COVID-19 allowances, offset by normalisation of operating expenses
Office	134.5	139.9	(3.9%)	Cash collections 100%. Sale of Farrer Place in December 2020 offset by reduced COVID-19 allowances
Logistics	75.5	64.4	17.2%	Cash collections 100%. Contribution from acquisitions and development completions
Funds Management	23.9	24.2	(1.2%)	Lower base management fees reflecting GWSCF devaluations
Finance Costs	(44.3)	(49.1)	(9.8%)	Cost of debt 2.7%, saving 40 bps on prior period
Corporate	(28.1)	(14.1)	99.3%	1H 2020 result supported by withdrawal of remuneration incentive schemes and JobKeeper. Higher D&O insurance premiums in 1H 2021
Funds From Operations	302.3	244.5	23.6%	
Maintenance capex	(12.9)	(18.5)	(30.3%)	Reduction of non-essential capex in Retail and Logistics
Lease incentives	(23.1)	(28.9)	(20.1%)	Decrease in line with lower leasing in Office and Logistics
Adjusted Funds From Operations	266.3	197.1	35.1%	



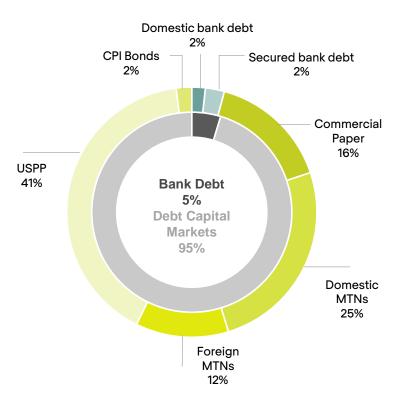
Capital management

Key Statistics	Jun 2021	Dec 2020
Net Tangible Assets per security	\$5.86	\$5.57
Net Gearing	24.5%	23.2%
Weighted average cost of debt	2.7%	3.1%
Weighted average term to maturity	7.4 years	7.8 years
Interest cover ratio	7.9x	6.4x
Credit ratings (S&P / Moody's)	A / A2	A / A2



Sources of Drawn Debt

As at 30 June 2021







Office overview

\$134.5m

Segment contribution, comparable growth up 1.8%

5.0yrs

Weighted average lease expiry

5.8stars

NABERS Energy (average)¹ 4.87%

Weighted average capitalisation rate

Development Completions

\$780m

Occupancy – Stabilised² 92.0%

Signed leases 5

37,900sqm

Occupancy – Incl. Development Completions

88.9%

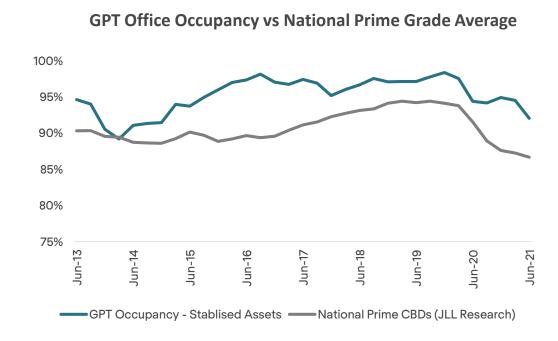


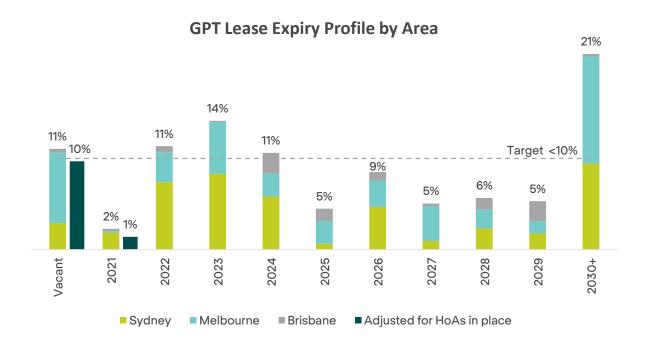


^{1. 5.8} stars with Green Power and 5.1 without Green Power

Achieving leasing in a challenging environment

- » Signed leases of 37,900sqm with Heads of Agreement (HoA) of 23,200sqm in 1H 2021
- » Negotiations well advanced across 51,400sqm
- » Leasing sentiment in Sydney CBD ran ahead of Melbourne in 1H 2021, with smaller occupiers most active
- » GPT occupancy sustained well above prime market average, expect portfolio occupancy to increase in 2H 2021
- » Continued de-risking through forward solving future expiries







Development completions of \$780m



32 Smith Parramatta, NSW

100% **GPT Ownership**

January 2021 **Practical Completion**

6 Star

Green Star - Design rating¹

\$325.0m Fair Value 30 June 2021

75% Office Leasing Progress²

27,000sqm Office Area

300sqm Retail Area



Queen & Collins Melbourne, VIC

100% **GWOF** Ownership

June 2021 **Practical Completion**

6 Star Green Star - Design rating¹

\$454.0m Fair Value 30 June 2021

41% Office Leasing Progress²

34,000sqm Office Area

1,300sqm Retail Area



Development pipeline of >\$3.5b1

- » Development pipeline delivering portfolio growth and enhanced returns
- » Targeting unlevered project IRRs of >12%
- » Sustainability focus targeting 6 Star Green Star ratings, creating assets that are carbon neutral from first day of operation, reducing embodied carbon footprint and undertaking climate adaptation planning
- » Pursuing value-add opportunities across eastern seaboard



51 Flinders Lane, Melbourne 100% GWOF



300 Lonsdale, Melbourne 100% GPT



Cockle Bay Park, Sydney 25% GPT / 50% GWOF



George Street, Parramatta 100% GWOF



Skygarden, Brisbane 100% GWOF



Cnr George & Bathurst, Sydney
100% GWOF



Listening to customers; investing to drive high occupancy and rental growth

Agility

- » Speed to transact with inhouse leasing and asset management teams
- » Fast-tracking return of space to market, with 108 furnished turn-key suites leased to tenants and a further 70 under construction / planned
- » Short form leases to reduce complexity and support quicker documentation turnaround

Flexibility

- » Leveraging Space&Co. to facilitate leasing transactions, for project requirements and to incubate SMEs and start-ups
- » Space&Co. Sydney CBD venue 99% occupied, demonstrating strong customer take-up of flexible space when economies are open
- » Introduction of more collaboration spaces and business lounge facilities, with a new space-on-demand service at Queen & Collins

Asset Investments

- » Healthy building upgrades including touch-free lift / building access and up-specification of air filtration
- Reducing environmental impact with
 97% reduction in CO₂ emissions and
 76% reduction in water use since 2005
- » Upgrades of customer amenities including lobbies and end of trip facilities







Office portfolio outlook

High quality assets in deepest office markets

- » Delivered a 12 month total return of 7.6%
- » \$5.8b on balance sheet and \$13.3b of assets under management
- » All prime grade assets and eastern seaboard focus
- » Sustainability leadership with NABERS Energy rating averaging 5.8 stars¹

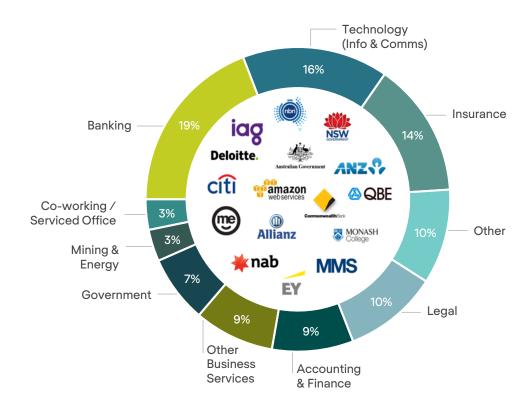
Diverse customer base, with strong covenants

- » 100% of 2021 net billings collected in the first half
- » Majority financial and insurance institutions, technology and professional services

1H 2021 demonstrated return of business confidence that emerged as restrictions eased

- » Job advertisements in June 2021 sitting 23.7% above June 2019 levels²
- » Unemployment below pre-COVID levels³
- » Prime net absorption in Sydney CBD of +27,300sqm in 2Q 2021⁴

Customer Industry – Office Tenant Income





With GreenPower, 5.1 stars without GreenPower

SEEK Employment Report, June 2021

^{3.} Australian Bureau of Statistics, Unemployment in seasonally adjusted terms, June 2021

^{4.} JLL Research, 2Q 2021



Logistics overview

\$75.5m

Segment contribution up 17.2%, comparable growth up 1.6% **6.6**yrs

Weighted average lease expiry

\$3.4b

Logistics portfolio up 13% in 1H 2021

4.38%

Weighted average capitalisation rate

Total Return – 12 months

24.2%

Signed leases

Completions and acquisitions exchanged¹

\$350m

Occupancy





Developments and acquisitions driving growth

- » Completed \$51.2m development at Glendenning, now leased for a 10 year term
- » Secured two fund-through acquisitions and two land parcels for future development with an estimated end value of \$370m
- » In August 2021 additional land acquired by GPT QuadReal Logistics Trust at Crestmead, QLD with an estimated end value of \$90m



42 Cox Place, Glendenning, NSWCompleted 1H 2021 | Fair Value \$51.2m
100% GPT



772-782 Mamre Road, Kemps Creek, NSW 100% GPT | Estimated End Value >\$60m



917 Boundary Road, Tarneit, VICCompletion 1H 2022 | Purchase Price \$137.1m¹
GPT QuadReal Logistics Trust



149 & 153 Coulson Street, Wacol, QLD
GPT QuadReal Logistics Trust | Estimated End Value \$40m¹



26-46 Bend Road, Keysborough, VIC
Completion 2H 2022 & 1H 2023 | Estimated End Value >\$130m¹
GPT QuadReal Logistics Trust



Crestmead Logistics Estate Lot 52, Crestmead, QLD
GPT QuadReal Logistics Trust | Estimated End Value \$90m¹



High quality portfolio with diverse customer base

- » High quality tenants, predominantly distribution centres, warehousing and cold storage
- » >70% income from ASX listed companies and multinationals
- » Strong WALE of 6.6 years
- » Broadening embedded customer relationships and expanding our footprint to provide network coverage

GPT Logistics Customers







snackbrands

THEHUTGROUP'



PACT

LINFOX







QBE

Computershare



























Developments of \$170m underway

- » Four developments on track for completion in 2H 2021
- » Leasing progressing well with 80% committed



Wembley Business Park – Stage 4 Berrinba, QLD

\$37m Forecast End Value

16,300sqm Forecast GLA

100% GPT Ownership Practical completion

July 2021

HoAs in place across



Metroplex Place Wacol, QLD

\$40m Forecast End Value¹

17,100sqm Forecast GLA

50% GPT Ownership Targeting

5 Star Green

Star



Gateway Logistics Hub – Stage 3 Truganina, VIC

\$53m Forecast End Value

29,800sqm Forecast GLA

100% GPT Ownership to
The Hut Group



Gateway Logistics Hub – Stage 2 Truganina, VIC

\$43m Forecast End Value

24,000sqm Forecast GLA

100% GPT Ownership HoA in place across

100%



Progressing Yiribana Logistics Estate in Kemps Creek

- » Delivery of first facility expected in 2022
- » Acquisition of additional land in 1H 2021 provides a 37.2 hectare site fronting Mamre Road
- » Combined site has capacity for ~182,000sqm of prime logistics space, with an estimated end value of \$600m
- » State Significant Development Application has been submitted
- » Sustainability focus, targeting minimum 5 Star Green Star ratings
- » Strong tenant demand for large scale facilities and pre-leases to consolidate and automate operations
- » In close proximity to key transport links and the future Western Sydney Airport





Development pipeline of \$1.4b

			GPT	Completions	Pipeline	Estimated End	Expected Timing			
	Suburb	State	Ownership (%)	2H 2021 (sqm)	(sqm) ¹	Value (\$m) ²	2021	2022	2023	2024+
Gateway Logistics Hub	Truganina	VIC	100	53,800	61,600	205				
Boundary Road	Truganina	VIC	100		128,200	250				
Foundation Estate	Truganina	VIC	100		10,000	20				
Austrak Business Park	Somerton	VIC	50		121,300	100				
Yiribana Logistics Estate	Kemps Creek	NSW	100		182,000	600				
Pembroke Road	Minto	NSW	50		19,500	25				
Wembley Business Park	Berrinba	QLD	100	16,300	21,800	85				
Metroplex Place	Wacol	QLD	50	17,100		40				
Coulson Street	Wacol	QLD	50		17,400	40				
Crestmead Estate, Lot 52 ³	Crestmead	QLD	50		40,000	90				





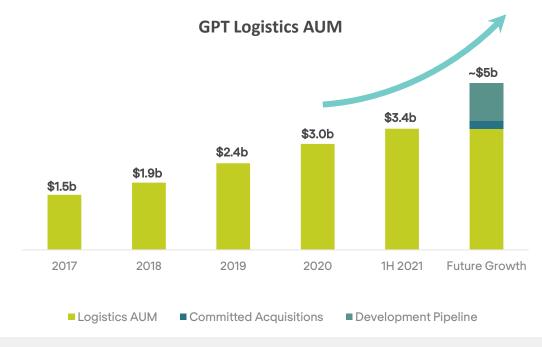
Lettable area subject to authority approvals AUM basis, inclusive of GPT QuadReal Logistics Trust share

Exchange occurred in August 2021

Logistics portfolio outlook

- » Modern portfolio, low maintenance capex delivering attractive cash yield
- » Focused on product creation, with half of portfolio developed by GPT
- » Strategically located in key transport corridors
- » Sustainability investments including solar, water harvesting and batteries
- » Positive tailwinds with acceleration of e-commerce, urbanisation, investments in the supply chain and infrastructure
- » Strong tenant demand, with eastern seaboard take-up in 2Q 2021 double the long-term quarterly average¹
- » Low market vacancy in Sydney of 1.4% and Melbourne of 1.6%²







JLL Research 2Q 2021
 CBRE Industrial & Logistics Vacancy Report, 1H 2021



Retail

Retail overview

\$140.8m

Segment contribution

98.9%

Portfolio Occupancy

5.05%

Weighted Average Capitalisation Rate

Total Specialty Sales Growth¹ (1H 2021 v 1H 2019)

+6.5%

Specialty Sales Productivity²

\$9,769psm

Leasing Deals Completed 412

Average Fixed Lease Terms

4.5yrs



Strong leasing momentum evident

- Highest deal count in any first half period since 2013
- Higher portfolio occupancy, improved leasing spreads and reduction in holdovers compared to December 2020
- Base rents with fixed annual rent increases being achieved on all deals, averaging 4.5 years

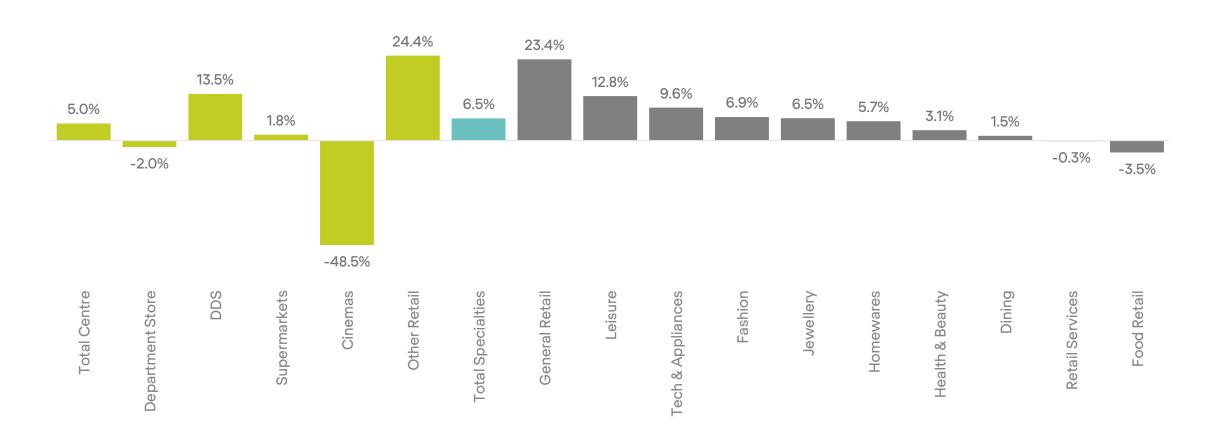
	6 months	12 months
	to	to
	June 2021	Dec 2020
Deals Completed	412	404
Portfolio Occupancy ¹	98.9%	98.0%
Retention Rate	67%	72%
Average Annual Fixed Increase ²	4.4%	4.3%
Average Lease Term ²	4.5 years	4.0 years
Leasing Spreads ²	(9.4%)	(14.1%)
Holdovers as % of Base Rent ¹	7.3%	7.7%





Sales growth well exceeding pre-COVID-19 levels

Sales Growth by Category (1H 2021 v 1H 2019)1





Physical retail captures 87% share of growing market

- Physical store sales continue to grow along with online retail sales
- 32% of e-commerce transactions involve a physical store¹
- Sophisticated omni-channel retailers in our portfolio experiencing stronger growth







Brands continue to value physical footprints

- » Strong retailer demand with more than 90 brands introduced to GPT's portfolio in 1H 2021
- » Retailer groups are investing in flagship stores and opening new concepts



Highpoint Shopping Centre, VIC

- » Remixes underway with existing brands investing in flagship stores
- » New concepts introduced

FRENCH CONNECTION









STYLERUNNER

Calvin Klein



Melbourne Central, VIC

- » Attracting first to CBD retail offers
- » Investment in flagship stores by existing on-trend retail brands



Expanding existing stores





Enhancing our retail and mixed-use assets

Rouse Hill Town Centre, NSW

- » Total return 11.3% (12 months to June 2021)
- » 100% occupancy, June 2021 specialty sales \$10,881psm (+18% yoy)
- » High population growth, household income25% higher than Sydney metro average
- » Government investment with metro train and proposed hospital
- » Mixed-use development: \$140m retail (15,000sqm GLA) and \$130m residential (220 units) planned to commence 2022

Highpoint Shopping Centre, VIC

- » One of Australia's leading retail assets, located in a strong growth market with over 1 million people
- » Repositioning investment (2019-2022) including proactive resizing of major stores and upgrades to centre ambience
- » Plans lodged for longer term mixed-use development, leverages significant land holdings (28 hectares) and proximity to Melbourne CBD

Sunshine Plaza, QLD

- » Dominant asset in SE QLD, trade area population 10 year forecast growth of ~20%¹
- » \$3b government investment new hospital, road and airport upgrades, expanded university
- » Major re-development completed March 2019
- » Attracting first to market retail brands
- » Strong specialty sales (+20% yoy) and customer visitations (+9% yoy)
- » Mixed-use development planning underway leveraging sizeable land holdings (20 hectares)







GPT

Source: Location IQ – June 2021

THE GPT GROUP | 2021 INTERIM RESULT

Retail portfolio outlook

Quality assets in growth markets

- » \$5.6b on balance sheet with \$8.4b assets under management
- » Largest exposure to strong population growth markets of NSW and VIC relative to peers

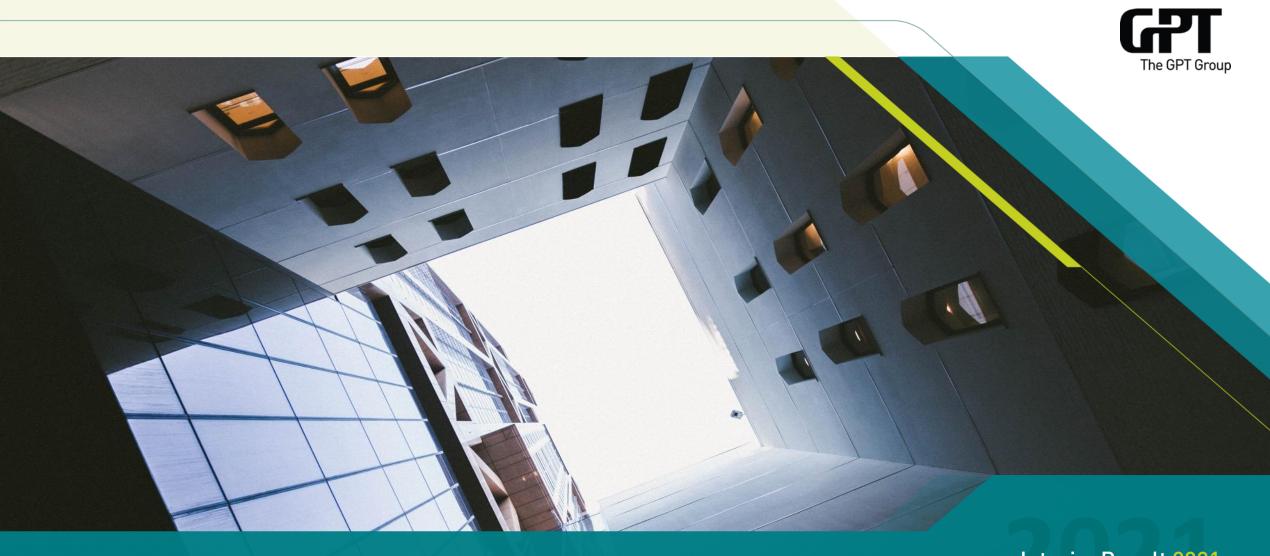
Assets well positioned to meet shifting customer demands

- » Leasing activity underpinned by on-trend retailer groups expanding store networks and opening new concepts
- » Recent asset investment ensures compelling and attractive destinations for retailers and shoppers
- » Mixed-use development opportunities across the portfolio provide a pathway to enhance growth

Economic conditions support retail spending

- » Impacts on trading environment due to COVID-19 are expected to be followed by a recovery in retail sales as previously experienced once restrictions are eased
- » Robust jobs growth, house price appreciation, record low interest rates and high levels of household savings will provide ongoing support for discretionary spending





Funds Management

Interim Result 2021

Funds management overview

\$13.5b

Assets under management up 4.7%

7.9%
Contribution to Group

earnings

Office 68%
Retail 29%
Logistics 3%

Sector diversity¹

Assets under management

Wholesale Office Fund Managed by GPT

\$9.3b

Wholesale Shopping Centre Fund Managed by GPT

\$3.9b

QuadReal[™] Logistics Trust

\$0.3b2







Queen & Collins, Melbourne (Artist's impression)

Leveraging the platform for expansion

GPT QuadReal Logistics Trust capital commitment increased to \$1b

- » 53% of initial \$800m target committed with five opportunities secured this year¹
 - Two fund-through acquisitions with Bend Road, Keysborough and Boundary Road, Tarneit
 - One development underway at Metroplex Place, Wacol
 - Two parcels of land for future development at Wacol and Crestmead²

Organic growth of existing platform through developments and acquisitions

- » GWOF progressing its ~\$3b pipeline¹ providing pathway to grow portfolio to > \$12b
 - Queen & Collins, Melbourne achieved practical completion in June 2021
 - 51 Flinders Lane, Melbourne to commence 4Q 2021
- » GWSCF focus on near term asset enhancement and longer term value creation, with mixed-use masterplans progressing at Highpoint, Northland and Macarthur Square

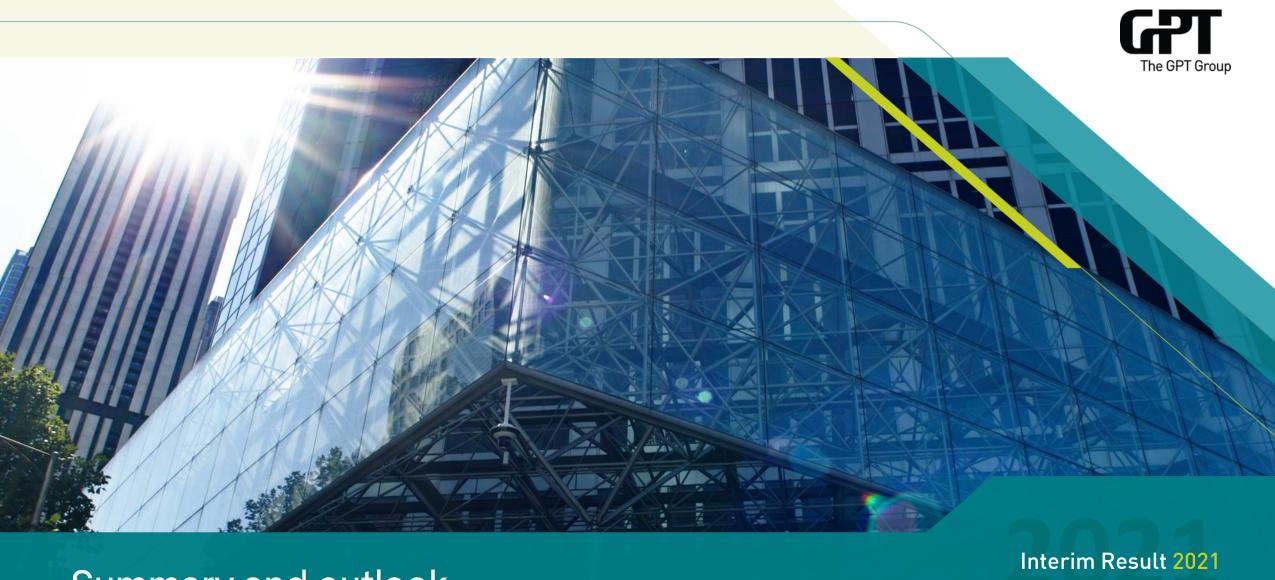








Estimated end value

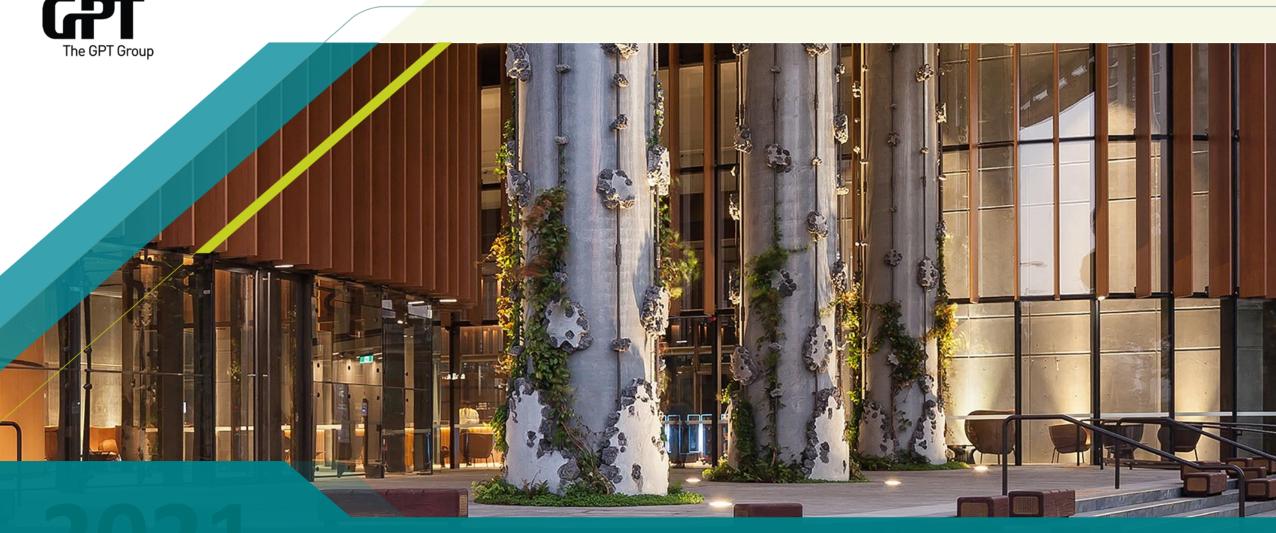


Summary and outlook

Summary and outlook

- » Strong first half momentum interrupted by recent COVID-19 restrictions. Impacts expected to be transitory with a recovery anticipated when restrictions are lifted
- » Further growth in Logistics through developments and acquisitions
- » Growth of Funds Management including delivery of increased QuadReal capital partnership and execution of GWOF development pipeline
- » Maintain leading sustainability credentials and progress on milestones to achieve 2024 carbon neutral target
- » Balance sheet strength provides capacity to fund developments and growth opportunities
- » Security buy-back is not active as the Group continues to invest in the development pipeline and other potential growth opportunities
- » FFO and distribution guidance not provided given uncertainty in terms of the duration and nature of government measures being implemented to manage COVID-19





Interim Result 2021

Thank you for joining us

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All values are expressed in Australian currency unless otherwise indicated.

Funds from Operations (FFO) is reported in the Segment Note disclosures which are included in the financial report of The GPT Group for the 6 months ended 30 June 2021. FFO is a financial measure that represents The GPT Group's underlying and recurring earnings from its operations. This is determined by adjusting statutory net profit after tax under Australian Accounting Standards for certain items which are non-cash, unrealised or capital in nature. FFO has been determined based on guidelines established by the Property Council of Australia. A reconciliation of FFO to Statutory Profit is included in this presentation.

Key statistics for the Retail and Office divisions include GPT Group's weighted interest in the GPT Wholesale Shopping Centre Fund (GWSCF) and the GPT Wholesale Office Fund (GWOF) respectively.

