

# Macquarie Goodman Group

Results for the half year ended 31 December 2006

Macquarie Goodman





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# Half Year in Review

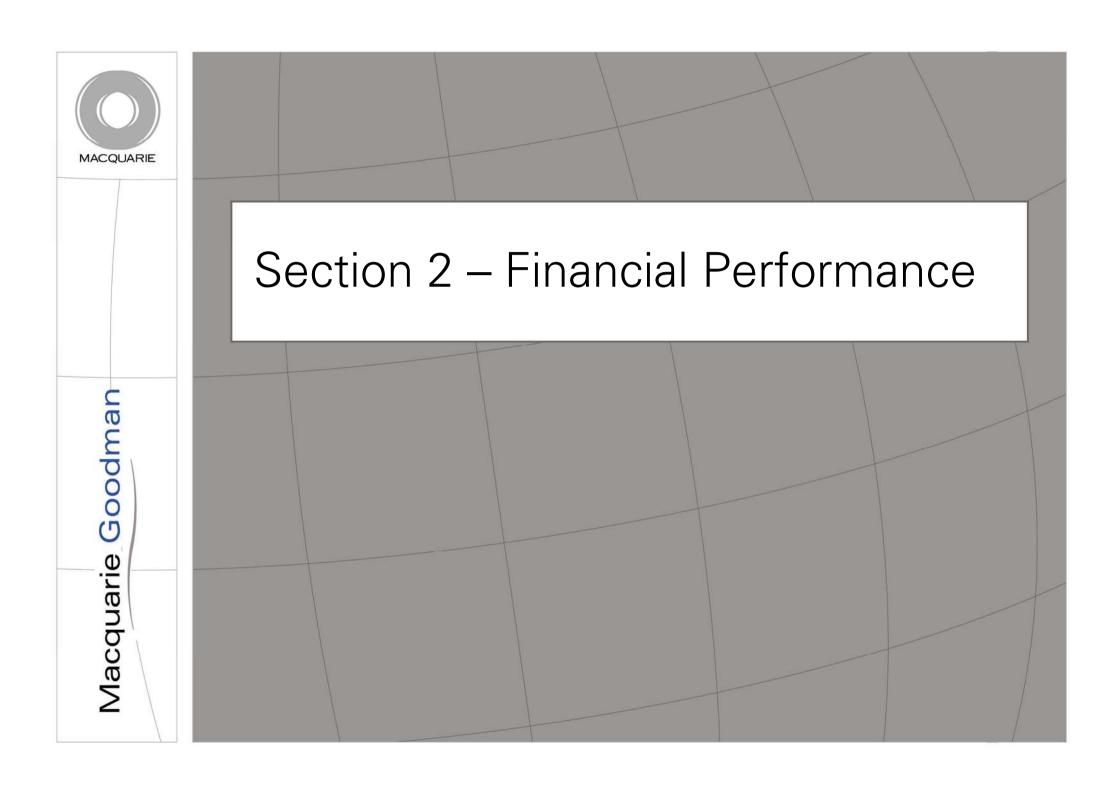
- → Reported Profit for the period of \$303 million with Operating Income of \$253 million
- → Operating Earnings Per Security ("EPS") up 22% on previous corresponding period to 15.75 cents and Distributions Per Security ("DPS") up 15% to 15.75 cents
- → Gearing ratio of 36.7% remains at the mid point of target range
- → Strong operating performance across all business units
  - Property Investments yielding 7.6% and performing well
  - → Development robust in all regions running at an annualised Return on Capital ("ROC") of 17%
  - → Management Services income up 14% since June half



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# Half Year in Review

- → Operationally it was a period of capitalisation on the established platform
  - → Net acquisition of \$0.5 billion of property on balance sheet
  - → Acquisition of cornerstone investments of \$0.6 billion
  - → New development commitments of \$0.8 billion
  - → Growth in AUM of 17% to \$33.3 billion
- → Delivery of major strategic initiatives
  - → Akeler acquisition
  - → European Logistics Fund ("AELF") launch
  - → Commenced UK Logistics strategy
- → Total return to securityholders of 29.7% over the half year





# Financial Performance

## Results Comparison

- → EPS and DPS up 22% and 15% respectively
- → Focus on efficient capital management to maintain balance sheet strength

	Half Year Ending 31 Dec 2006	Half Year Ending 31 Dec 2005	Increase/ (decrease) %
Operating earnings per security** (cents)	15.75	12.92	21.9
Distribution per security (cents)	15.75	13.75	14.5
Payout ratio (%)	100.0	106.4	(6.0)
	As at 31 Dec 2006	As at 30 Jun 2006	Increase/ (decrease) %
Total assets (\$million)	7,745.1	6,753.2	14.7
Gearing*(%)	36.7	32.2	14.0
NTA per security (\$)	1.87	1.73	8.1
Units on issue (million)	1,659.8	1,608.8	3.2
Market capitalisation (\$million) (closing price \$6.00 at 30 June 06 and \$7.60 at 31 Dec 2006)	12,614	9,653	30.7

<sup>\*</sup>Gearing is calculated as Total Interest Bearing Liabilities over Total Assets.

<sup>\*\*</sup>Operating EPS excludes unrealised gains on property revaluations, AIFRS and other non-cash adjustments





# Financial Performance

MGQ Results	Half Year ending 31 Dec 2006 (\$M)	Half Year ending 31 Dec 2005 (\$M)
Property Investment	195.4	197.5
Management Services	95.1	11.4
Development	100.0	29.5
Operating revenue net of property expenses	390.5	238.4
Unrealised gains on investment properties	40.7	55.6
Total income	431.2	294.0
Expenses from operations	(61.5)	(8.8)
Net interest expense	(51.0)	(42.0)
Tax	(16.0)	(3.8)
Minority interests	(0.2)	0.5
Profit after tax attributable to Securityholders	302.5	239.9
Less Unrealised gains on investment properties	(40.7)	(55.6)
Less Other AIFRS adjustments	(8.5)	-
Operating profit after tax attributable to Securityholders	253.3	184.3
Transfer from reserves	1.6	13.2
Total distributable income	254.9	197.5
Operating basic earnings per security (cents)*	15.75	12.92
Distribution per security (cents)	15.75	13.75
Weighted average number of securities – EPS (million)	1,607.5	1,426.1

<sup>\*</sup>Operating EPS excludes unrealised gains on property revaluations, AIFRS and other non-cash adjustments



# Reconciliation of Distributions

MGQ Results	Half Year ending 31 Dec 2006 (\$M)
Profit after tax attributable to Securityholders	302.5
Less unrealised gains on investment property revaluations Less unrealised gains included in associate share of profits	(31.1) (9.6)
	261.8
Add / (Subtract) other AIFRS adjustments:	
Straight-lining of rent and amortisation of lease incentives	(8.0)
Fair value of derivatives and deferred tax on derivative valuations	(1.6)
Employee LTIP, and Other	1.1
Operating profit after tax applicable to Securityholders	253.3
Reconciliation of Transfer from Reserves	
Pari Passu	1.6
Total distributable income	254.9



# Financial Position

- → Headline Gearing at 36.7% maintained at the mid point of stated target range
- → 41.7% Gearing on a "look through" basis
- → Interest cover ratio# of 4.5 times
- → Capital allocation to Property Investments and Development within target ranges

Capital Allocation	30 June 2006 \$B	31 Dec 2006 \$B	31 Dec 2006 Allocation	Target Allocation Range %
Property Investments	4.6	5.5	88%	85 - 95
Development Land and WIP	0.7	0.8	12%	5 - 15
Other*	1.5	1.4	N/A	N/A
Total Assets	6.8	7.7	100%	100
Interest Bearing Liabilities	2.2	2.8		
Other Liabilities	0.6	0.6		
Total Liabilities	2.8	3.4		
Net Assets	4.0	4.3		
Gearing (%)	32.2	36.7		35 - 40

<sup>#</sup> Operating EBIT / Gross Interest

<sup>\*</sup> Other includes Intangible assets of \$1.24 billion

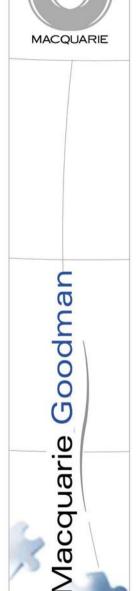


# **Business Composition**

## Earnings

- → Property Investment providing 57% of earnings for the half
  - → Reduction in direct property income supplemented by cornerstone investment
  - → Opportunity to grow cornerstone investments through growth in third party AUM
- → Management services EBIT up 14%
  - → Driven by 17% AUM growth
- → Contribution from development on track to meet annualised target
  - → Represents 29% of 1H FY07 EBIT as a result of transactions with managed fund platform
- → On track to achieve desired EBIT mix targets in FY07
  - → Focus on >80% from recurrent income sources (investments and management services)
  - → Manage exposure to less than 20% from development

Earnings Type (EBIT)	2H FY06		1H FY	)7	Target
	\$M	%	\$M	%	% range
Property Investment	178	69	195	57	50-60
Management Services	44	17	50	14	20-30
Development	35	14	100	29	15-20
Unallocated expenses	(15)	-	(16)	-	-
Total	242	100	329	100	_



# **Business Composition**

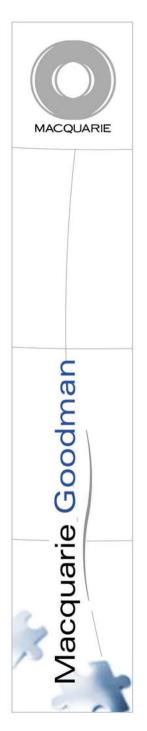
## Earnings (cont.)

→ Geographic earnings (1H FY07) diversification provided by expansive platform

REGION	% EBIT	
ASIA PACIFIC	61	
EUROPE	39	

## Capital

- → Property Investments will continue to underpin the strength of Balance Sheet
- → Balance Sheet capacity provides the ability to facilitate new AUM initiatives
  - → \$0.6 billion of warehoused assets at balance date plus the development workbook
  - → Gross transaction volume on MGQ balance sheet of \$1.5 billion of capital over the half (acquired \$0.7 billion with disposals of \$0.8 billion)
- → Maintain focus on ROC metrics to maximise long term securityholder value



# Property Investment

## Total Property Investment Capital Allocation

→ Total property investment portfolio up \$0.9 billion to \$5.5 billion



### Changes since 30 June 2006:

- → Australian Direct Assets down \$0.2 billion with asset sales (\$0.3 billion) partially offset by developments and revaluations (\$0.1billion)
  - → MGWF sales \$171 million (including Erskine Park)
  - → Third party sales \$147 million (primarily Suburban Office)
- → Cornerstones up \$0.6 billion
  - → Primarily MGWF (\$0.2 billion), ABPP (\$0.1 billion), AELF (\$0.1 billion), Other (\$0.2 billion)
- → Warehoused investments increased by \$0.5 billion
  - → UK Logistics and Office Park assets





# Property Investment

### Total Property Investment Capital Allocation (cont.)

	Direct Assets \$M	Warehoused Assets \$M	Cornerstone Investments \$M	Total Investments \$M	Development WIP (on MGQ B/S) \$M
Asia Pacific	3,586	86	853	4,525	568
Europe	-	485	448	933	199
Total	3,586	571	1,301	5,458	766

### Direct Australian Property Investment

- → 83 properties located across key markets
- → Intensive management and buoyant market conditions delivering strong performance
  - → 114,887 sqm (\$16.6 million net annual rental) of existing space leased
  - → Customer retention of 77%
  - → Average increases of 3.2% on passing rentals
- → Average portfolio valuation cap rate of 7.6%
- → 98% occupancy and a weighted average lease expiry of 4.9 years



# Property Investment (cont)

### Warehoused Investments

- → Continue to utilise capacity of balance sheet to seed existing and new fund initiatives
- → \$571 million in warehoused investments as at 31 December 2006

EUROPE	85%	
ASIA PACIFIC	15%	

- → UK Logistics
  - → \$242 million portfolio acquired September 2006
  - → Will continue to acquire assets (over \$750 million in various stages of due diligence)
  - → Expected divestment primarily into proposed UK Logistics Fund over the next 12 months
- → European Business Parks
  - → Further \$111 million acquired in development property for potential sale to existing funds





# Property Investment (cont)

### Cornerstone Investments

- → Provides alignment of interests between MGQ and investors in our funds
- → Supplements direct investment income
- → Total investment of \$1,301 million (up \$624 million since 30 June 2006)
- → Strong investment performance:
  - → Average income return of 6.6%
  - → Average Total Return 15.6% (for 1H FY07)

### Largest cornerstone investments

		MGP	A-REIT	MGWF	MGHKWF	ABPP	AELF
MGQ Investment	A\$M	180	185	385	103	194	107
Cornerstone Share	%	28	7	30	17	11	40
Annualised Yield *	%	8.0	6.6	7.5	5.6	4.5	6.3

# latest period vs previous corresponding

<sup>\*</sup> Based on opening security value



# Management Services

## Growth and Profitability

- → Strong organic AUM growth of 15% since June 2006
  - → Total AUM up 17% from \$28.5 billion to \$33.3 billion
- → Underlying AUM driven by growth in existing funds and new fund initiatives (AELF \$0.5 billion)
- → Positive performance of European platform in first 12 months since acquisition
  - → 34% growth in AUM since acquisition

Fund	30 Jun 2006	31 Dec 2006	Variance	Variance
	\$B	\$B	\$B	%
Existing Funds				
MGQ	4.2	4.8	0.6	14
A-REIT	2.4	2.5	0.1	4
MGP	0.8	0.9	0.1	13
MGWF	1.2	1.7	0.5	42
MGHK	0.8	1.0	0.2	25
UK Wholesale	6.2	8.1	1.9	31
UK Mandates	12.9	13.8	0.9	7
Sub Total	28.5	32.8	4.3	15
New Funds				
AELF	NA	0.5	0.5	NA
Total	28.5	33.3	4.8	17



# Management Services

## Major Initiatives In The Period

- → Launch of AELF
  - → Total committed equity of \$1 billion (€625 million)
  - → Open ended sector specific fund
  - → MGQ holds 40%, currently in the process of reducing to between 20-25%
- → Acquisition of Akeler
  - → \$1.6 billion (£649 million) total cost shared by MGQ and our managed funds
  - → \$1.5 billion (£600 million) of completed UK Business parks and development properties with an estimated end value of another \$2.3 billion (£900 million) acquired by ABPP
  - → Consolidates the ABPP position as the pre-eminent UK business Park fund at \$4.5 billion (£1.8 billion) of assets today and a built out value of \$8.3 billion (£3.3 billion)
- → Commenced seeding for UK Logistics Fund
  - → \$0.3 billion (£125 million) of end value already acquired, over \$0.8 billion (£300 million) in various stages of due diligence
  - → Launch expected over the next 12 months





# Management Services

## Investment Performance

- → MGQ benefits directly from the performance of its co-investment but also indirectly through the ability to grow management services income
- → The integration of the Management, Development and Acquisition disciplines strengthens each of them in our experience, differentiating our business model and service offering
- → Solid operational and financial results for all key funds

Fund	Performance Since Inception* %	Relative to Performance Benchmark#	Occupancy %	WALE Years	Retention %
A-REIT	39.1	Outperform	96	6.3	84
MGP	21.6	In Line	98	5.9	83
MGWF	12.5	Outperform	99	8.5	79
MGHKWF	13.0	Outperform	97	2.0	78
ABPP (UK)	27.8	Outperform	94	11.0	NA
AELF (Europe)	NA	NA	100	8.2	NA

<sup>\*</sup> Annualised to 31 December 2006

<sup>#</sup> AREIT (DPU>2.5%pa), MGP (NZX Property ex MGP), MGWF (10 Yr CGS + 350bps), MGHK, (10 year HIBOR +450bps), ABPP (IPD +100bps).

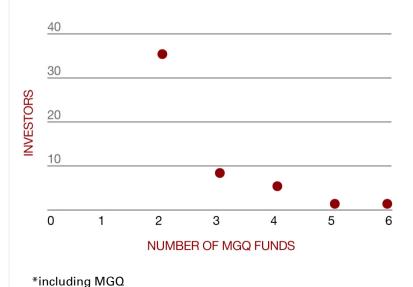


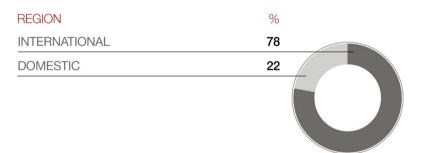
# Management Services

## Diversity of capital partners

- → MGQ funds provide investment opportunity across 6 regions/economies
  - → Diversity of both equity partners and economic cycles
- → 50 global investors in two or more MGQ Funds\*
  - → Strong MGQ and investor relationships
  - → Ability to source long term capital from existing investor base
- → 78% (by value) of investors in two or more funds are internationally based

### **Investors with multiple holdings**





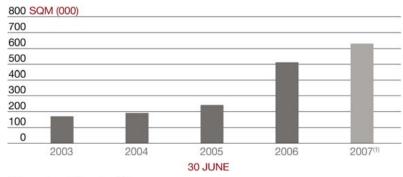




## **Development Completions**

- → Significant development completions during the half year \$840 million
  - → 9.5% weighted average yield on total project cost
  - → 6.3 years weighted average lease term
  - → 83% pre-committed
- → Mixture of developments between Group and third party managed funds
  - → 63% completed on balance sheet
  - → 37% completed for third party managed funds

### MGQ Development Completions (net lettable area)

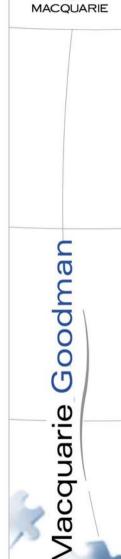




### Development Commitments and Workbook

- → Substantial new development commitments of \$817 million for the half
  - → 8.2% weighted average yield
  - → 8.7 years weighted average lease term
  - → 81% pre-committed
  - → 63% on MGQ balance sheet with 37% in third party funds
- → \$2.9 billion of new product currently under development
  - → 64% (\$1.8 billion) under development in third party funds
  - → 62% pre-committed
- → Geographically diversified development book mitigates risk
  - → 54% Europe
  - → 40% Australia/New Zealand

Work In Progress By Region	On Balance Sheet End Value	Third Party Funds End Value	Total End Value	Third Party Funds % of total
	\$M	\$M	\$M	
Australia/New Zealand	452	717	1,169	61
Asia	40	122	162	75
Europe	557	988	1,545	64
Total	1,049	1,827	2,876	64



## Case Study: Interlink Distribution Centre, Erskine Park

- → Development arrangement agreed with Brickworks in June 2006 over 40ha
- > Pre-leased 50% of site within 6 months
- → Completed projects acquired by Brickworks-MGWF JV Trust

Parties	Land Phase	Development Phase	Investment Phase
Customers: Woolworths & Kimberley- Clark	Identify location as suitable, agree to efficient specification of buildings and lease terms	Agree to works	Maintain long term relationship with owner and developer
Brickworks	Holds land	Shares development funding and profits	Invests in Brickworks-MGWF Trust offering diversity and capital efficiency
Brickworks-MGWF Trust		Enters fixed price contract from Brickworks and MGQ	Buys property cost effectively
MGWF		Subscribes for capital in Brickworks-MGW Trust	Invests in Brickworks-MGWF Trust offering diversity and capital efficiency
MGQ	Planning and pre-lease	Enters fixed price contract with Brickworks-MGWF Trust Employs construction contractor Shares development funding and profits Earns development management fees Uses scale to deliver cost effective outcome for all parties and uses MGQ capital efficiently	Invests in MGWF Receives management fees



### Capital Allocation

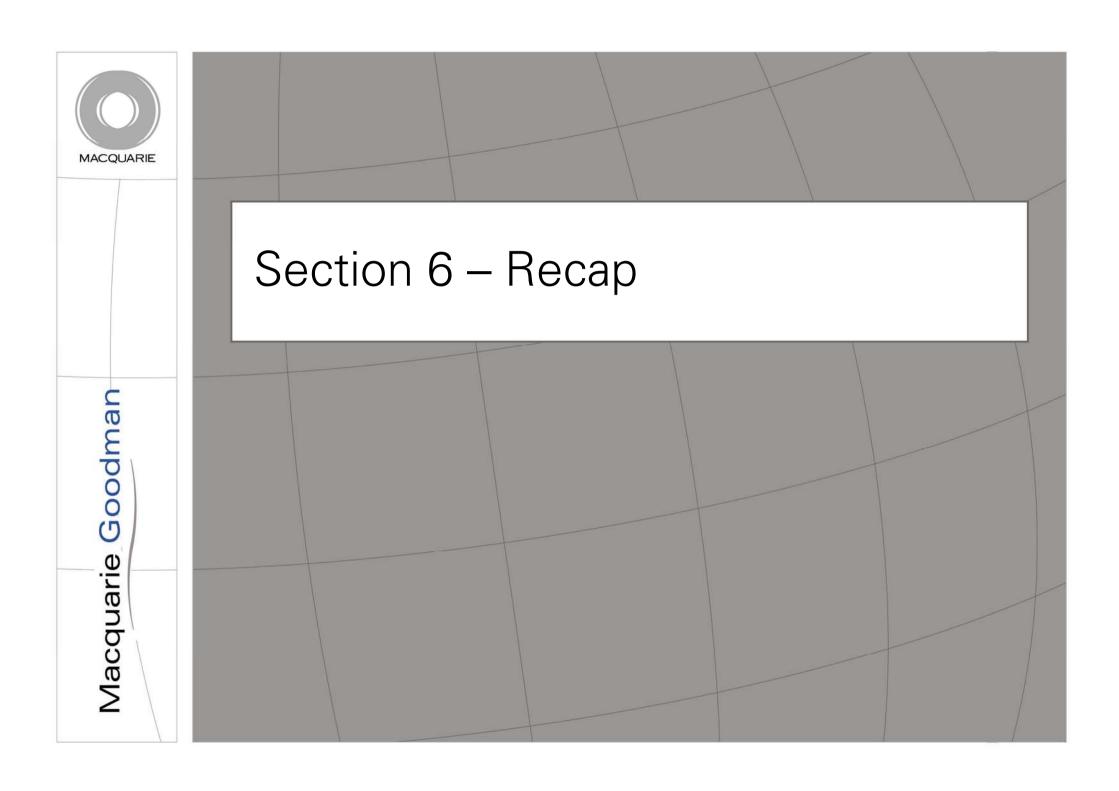
- → Allocation of capital to development business marginally increased from June 2006
  - → Lower proportion of overall assets
  - → Development completions significantly increased
- → Demonstrates intensive use of capital
  - → Increasing proportion of developments within third party funds
  - → Efficient land holding structuring
- → Greater allocation of development capital to UK/Europe in the near future

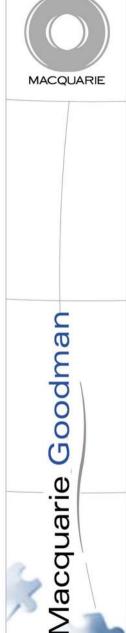
	30 June 2006	31 December 2006
Allocation of Capital \$B	0.74	0.77
Proportion of Total Assets %	10.8	9.9
Development Completions \$B	0.50	0.84



### Financial Performance

- → Annualised ROC of 17% on developments
  - → The half year result was positively influenced by large transactions executed with our managed funds
- → Opportunities to enhance ROC through the early transfer of investments into third party managed funds
- → Current work in progress to deliver in excess of \$1.6 billion per annum in completed development product







Capitalisation on existing platform to deliver strong performance

### **Operating Performance**

- → AUM up 17% to \$33.3 billion
- → Substantial development workbook of \$2.9 billion underpins future AUM growth
- → Performance of managed funds in line or ahead of benchmarks
- → Property Investments performing strongly

### Strategic Initiatives

- AELF launched with excess demand
- → ABPP positioned as the pre-eminent UK Business Park fund via Akeler acquisition
- → Commenced seeding of portfolio for proposed UK logistics fund

### **Financial Outcomes**

- → Strong EPS and DPS growth, 100% payout maintained
  - → EPS +22% on pcp
- → Balance Sheet and Interest Cover within target ranges
- → Capital allocation and mix of earnings within the desired ranges for the full year

Remain comfortable with consensus EPS - 31.5c for FY07, +18% on FY06



# Appendices

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# Total Income by Business Segment

for the half year ended 31 December 2006

Category	Total	Net Property Investment Income	Net Management Income	Net Development income	Unrealised Gains on Investment Properties
	\$M	\$M	\$M	\$M	\$M
Net property income	166.6	166.6			
Net gain from fair value adjustment on investment properties: -Unrealised	31.1				31.1
Net gain on disposal of investment properties  Net gain on disposal of controlled entities	20.2 79.8			20.2 79.8	
Share of net results from equity accounted investments	31.6	18.0	4.0	70.0	9.6
Net gain on disposal of equity investments	-				
Funds management	55.8		55.8		
Property services	9.1		9.1		
Net Development management	26.2		26.2		
Distributions from listed investments	10.8	10.8			
Total income	431.2	195.4	95.1	100.0	40.7



# Total Income by Geographic Segment

for the half year ended 31 December 2006

Category	Total \$M	Australasia \$M	Asia \$M	Europe \$M
Net Property Investment Income*	195.4	167.3	8.3	19.8
Net Management Income	95.1	22.1	5.7	67.3
Net Development Income	100.0	20.9	-	79.1
Unrealised gains	40.7	36.2	4.5	-
Total	431.2	246.5	18.5	166.2



# Movement in Net Assets

Net Tangible Asset Reconciliation	\$M	\$M	Per Security*
Net assets at 1 July 2006		3,971.3	2.44
Less: Minority interests		(21.2)	0.01
Net assets attributable to security holders		3,950.1	2.43
Revaluation of non-current investments during the year			
Revaluation of investments properties in associates	9.6		
Revaluation of investment properties	31.1	40.7	0.02
Revaluation of investments (incl A-REIT)		38.8	0.02
Movements in equity			
Equity issues (DRP and RePS conversion, net of issue costs, effect of ESAP, and minority interests)		249.3	0.15
Other			
Transfer from reserves (EPS/DPS gap, Pari Passu, other AIFRS adjustments)		16.1	0.01
Change in fair value of derivatives and foreign exchange losses		(5.1)	0.00
Share of profit attributable to minority interest		(0.2)	0.00
Net assets attributable to security holders at 31 December 2006		4,289.7	2.63
Less Intangibles		(1,237.4)	(0.76)
Net tangible assets at 31 December 2006		3,052.3	1.87

<sup>\*</sup> Calculated on 1,629.0 million securities being closing securities on issue of 1,659.8 million less 30.8 million securities related to ESAP



# Financial Position

- → Headline gearing of 36.7%
- → Look through 41.7%
- → ICR 4.5X

As at 31 December 2006	Australasia \$M	Asia \$M	Europe \$M	Total \$M
Investment properties	4,125.0	38.7	586.6	4,777.3
Investments in managed funds	567.0	111.4	233.9	912.3
Other assets*	154.2	255.5	1,645.8	2,055.5
Total assets	4,873.2	405.6	2,466.3	7,745.1
Interest bearing liabilities	562.5	274.5	2,002.1	2,839.1
Other liabilities	219.4	38.7	334.9	593.0
Total liabilities	781.9	313.2	2,337.0	3,432.1
Net assets	4,091.3	92.4	129.3	4,313.0
Gearing				36.7%

<sup>\*</sup> Other assets include intangibles of \$1,237.4m



# Capital Management

### Summary

- New equity raised during the year including
  - → Distribution reinvestment plan ("DRP") \$126.3 million
  - → RePs conversion \$33.8 million
  - → Institutional placement \$28.3 million
  - → Shareholder Purchase Plan \$48.9 million
- → Total group borrowings at \$2,839.1 million with gearing at 36.7%
- → Interest Cover of 4.5 times
- → Interest rates are hedged to 83% over the next 12 months at 4.61% with a weighted average maturity of 5.89 years
- → Offshore operations are fully debt funded in the local currency, reducing the need for derivatives



# Capital Management (cont.)

### Debt Management

- Current Debt Platform
  - → A\$1.4 billion Syndicated Multi Currency debt facility
  - → \$603 million CMBS matured in November 2006.
    - → Refinanced by the issue of unrated notes as a 6 month Bridge

### **Funding Diversification**

SMCF - SECURED	45%	
CMBS – BRIDGE	20%	
OVERSEAS - SECURED	19%	
OVERSEAS - UNSECURED	16%	
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### **Currency Mix**

CURRENCY	%	
USD	1	
HKD	3	
SGD	6	
AUD	7	
NZD	13	
EURO	24	
GBP	46	



# Capital Management (cont.)

### Debt Management

- → Interest rates are hedged to 83% over next 12 months
- → Weighted average hedge rate of 4.61%

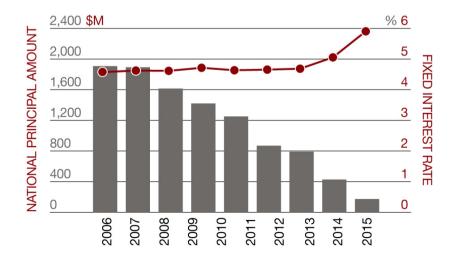
AUD - 5.89% HKD - 4.66%

NZD - 6.67% GBP - 4.69%

SGD - 3.71% Euro - 3.93%

→ Weighted average maturity of 5.89 years

### **Interest Rate Hedging Profile**







# Property Investment

- → 83 properties with a total value of \$3.6 billion located across key Australian markets
- Intensive management and buoyant market conditions delivering strong underlying performance
  - → 114,887 sqm (\$16.6 million net annual rental) of existing space leased
  - → Customer retention of 77%
  - → Average increases of 3.2% on passing rentals
- → Average portfolio valuation cap rate of 7.6%
- → 98% occupancy and a weighted average lease expiry of 4.9 years
- → Revaluations adding \$37.2 million in value for the 6 months

### Geographic Diversification

1%	
3%	
15%	
81%	
	3% 15%

### **Asset Class Diversification**

SUBURBAN OFFICE	1%	
INDUSTRIAL ESTATE	16%	
WAREHOUSE/DISTRIBUTION	27%	
BUSINESS PARK	31%	
OFFICE PARK	25%	





## Occupancy and Lease Expiry

- → Positive performance in most regions
- → WALE of 4.9 years in line with historical average
- → Occupancy maintained at 98%

Region	% of Portfolio	WALE Dec 2005	WALE Dec 2006	Occupancy Dec 2005	Occupancy Dec 2006
		YEARS	YEARS	%	%
Sydney South	18	4.2	4.1	99	99
Sydney West	23	4.1	4.2	99	97
Sydney Outer West	18	6.4	6.2	100	99
Sydney North	22	4.7	4.4	96	99
Victoria	15	6.1	5.9	98	99
Queensland	3	4.8	3.7	100	98
Other	1	7.0	7.2	100	100
Total	100	5.1	4.9	98	98



## Leasing Deals

- → Leased 114,887sqm of existing space
- → \$16.6 million net annual rental (6% of the portfolio)
- → Average lease term on new deals of 5.9 years
- → Average rental increases of 3.2% on new lease transactions

Region	Area	Net Annual Rental \$M	Average Lease Term	Increase on Passing Rental
	SQM		YEARS	%
Sydney South	18,890	4.2	6.0	1.4
Sydney West	20,429	2.3	3.9	3.2
Sydney Outer West	7,121	0.8	5.4	2.6
Sydney North	22,011	6.0	6.6	3.8
Victoria	44,268	3.1	6.2	4.2
South Australia	-	-	-	-
Queensland	2,168	0.2	5.0	11.6
Total	114,887	16.6	5.9	3.2



### **Customer Retention**

- → Solid retention in all key regions:
  - → 77% for the year
  - → 81% rolling four years

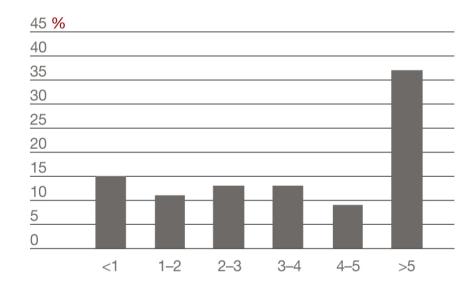
Region	Expiry in period %	Retention rate %
Sydney South	23	65
Sydney West	15	79
Sydney Outer West	20	88
Sydney North	15	62
Victoria	19	62
Queensland	7	76
Total	100	77



# Property Investment (cont.)

# Weighted Average Lease Expiry\*

- → Stable lease expiry profile
- → 37% of income expiring beyond five years





# **Expiry Profile**

→ Manageable lease expiry profile over the next 12 months

Region	% of portfolio net income expired in the 12 months to December 2006	% of portfolio net income expiring in the 12 months to December 2007
Sydney South	2.7	3.1
Sydney West	1.9	3.8
Sydney Outer West	1.9	1.8
Sydney North	2.2	3.5
Victoria	2.3	2.0
Queensland	0.4	0.2
Other	0.2	0.3
Total	11.6	14.7



### **Property Revaluations**

- → \$1.4 billion of properties revalued for the half year ended 31 December 2006
- → 2.6% increase over previous book values
- → Revalued portfolio weighted average capitalisation rate of 7.2%
- → MGQ portfolio weighted average capitalisation rate of 7.6%

Region	Book Value	Valuation	Value Addition	Increase	Weighted Cap Rate on Revalued
negion	\$M	\$M	\$M	%	Portfolio %
New South Wales	1,199.6	1,232.6	33.0	2.7	7.2
Victoria	199.9	203.6	3.7	1.9	7.2
Queensland	16.1	16.5	0.4	2.5	8.5
Other	4.4	4.5	0.1	2.8	9.8
Total	1,420.0	1,457.2	37.2	2.6	7.2





# Funds Management

### Overview

- → Management of third party funds on behalf of investors
- → Total assets under management of \$33.3 billion
- → Diversified across public and private markets in Australia, New Zealand, Hong Kong, Singapore, UK and Europe

REGION	\$ BILLION	
HONG KONG/CHINA	1.0	
NEW ZEALAND	1.1	
SINGAPORE	2.5	
AUSTRALIA	5.6	
EUROPE	23.1	

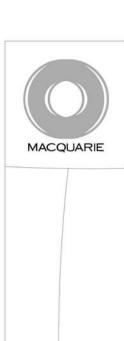




# Funds Management (cont.)

### Australia - Macquarie Goodman Wholesale Fund

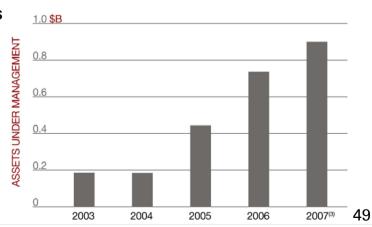
- → Financial performance remains strong
  - → Total return of 6.1% for the half year with anticipated full year total return of 11.5% to 12.0% (net of fees)
  - → Total distributions in line to achieve the forecast 7.5 cents per security
- → Assets under management of \$1.7 billion
  - → Up 36% for 6 months and 70% growth since launch
  - → Portfolio of 62 properties (100% increase since launch)
  - → Development pipeline with \$270 million committed
- → Increased capacity for growth
  - → Gearing 22.2% post issue of Tranche 2 securities
  - → Additional gearing capacity of \$500 million
  - → 80% DRP take-up which generates additional \$80 million per annum



# Funds Management (cont.)

### New Zealand - MGP(1)

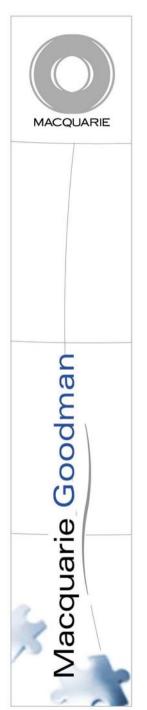
- → Critical market coverage:
  - → Total assets of NZ\$1.0 billion and market capitalisation of NZ\$0.9 billion
  - → 2nd largest LPT in New Zealand, top 25 entity on NZX
- → Active asset management of portfolio (2)
  - → NZ\$165 million of acquisitions and NZ\$82 million of divestments
- → Strong financial position with gearing at 34.3% (within target range)
- → Greater capacity to grow development pipeline and secure portfolio growth
  - → Completion of 91,500 sqm of development projects
  - → Secured 17,300 sqm new pre-commitments



<sup>(1)</sup> Reflects 1HFYO7 period for the respective vehicle.

<sup>(2)</sup> Including acquisitions and divestments announced post September 2006

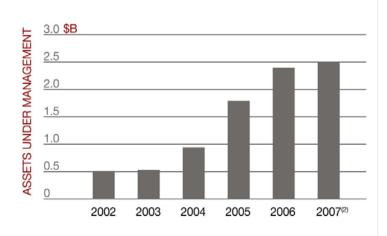
<sup>(3) 1</sup>H FY07



# Funds Management (cont.)

### Singapore - A-REIT<sup>(1)</sup>

- → Market capitalisation of S\$3.4 billion
- → 3<sup>rd</sup> largest REIT in Singapore, top 50 entity on the SGX-ST
- → Strong investment performance
  - → 7.9% distribution growth (YTD pcp)
  - → 36.9% capital growth (12 months)
- → Assets under management of S\$3.0 billion
  - → Higher than market portfolio occupancy of 96.1%
  - → Committed investments of S\$214 million pending completion
- → Acquisition capacity through strong balance sheet position
  - → Gearing at 39.5% within target range



(1) MGQ holds 40% interest in the Ascendas-MGM JV sharing Fund Management, performance fees and acquisition fees. Period represents A-REIT results for 3Q-FY07. (2) Result to 3Q FY07



MACQUARIE

# Funds Management (cont.)

### Hong Kong – Macquarie Goodman Wholesale Fund

- → Solid financial returns
  - → Total return of 13.0% since inception (post-performance fees)
  - → 8.7% capital return
- → Assets under management of HK\$5.9 billion
  - → HK\$0.6 billion acquisitions since launch
  - → HK\$1.2 billion approved acquisitions to be completed
- → Strong leasing result
  - → Customer retention rate of 78%
  - → Portfolio occupancy of 97.2%
- → Gearing 37.1% within the 35% to 40% preferred band
- → Property market conditions buoyant and returns are on track



# Funds Management (cont.)

### United Kingdom and Europe

- → Continued expansion of funds management platform
  - → £649 million acquisition of Business Parks in November 2006
  - → Launched €625 million European Logistics Fund in December 2006
  - → United Kingdom Logistics Fund targeted for next 12 months
- → 34% AUM growth since acquisition
  - → Wholesale Funds £3.4 billion and Mandates £5.6 billion
  - → 17% growth in 6 months
- → Property market conditions robust
- → Investor demand strong
- → Internal asset creation capability enhances future growth prospect



# Acquisitions and Disposals

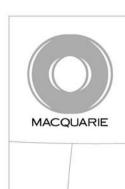
## Acquisitions

- → \$702 million in acquisitions for the year
  - → \$628 million in Europe
  - → \$54 million in Australia

### Disposals

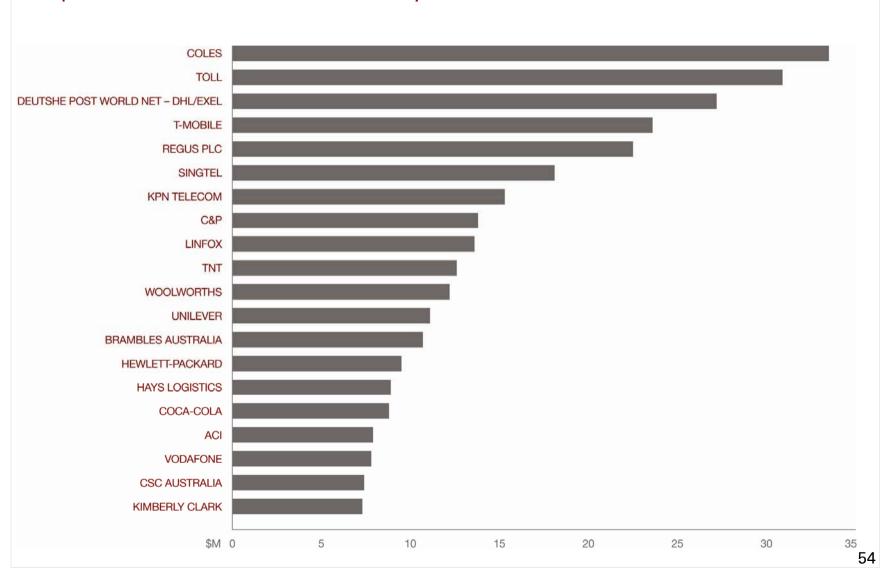
- → \$824 million in disposals for the year
  - → \$458 million in Europe
    - → Creation of European Logistics Fund
  - → \$321 million in Australia
    - → \$171 million to the Australian Wholesale Fund

Region	Acquisitions \$M	Disposals \$M
Australia	54	321
New Zealand	-	37
Asia	20	-
Europe	628	458
Total	702	816



# Customer Base

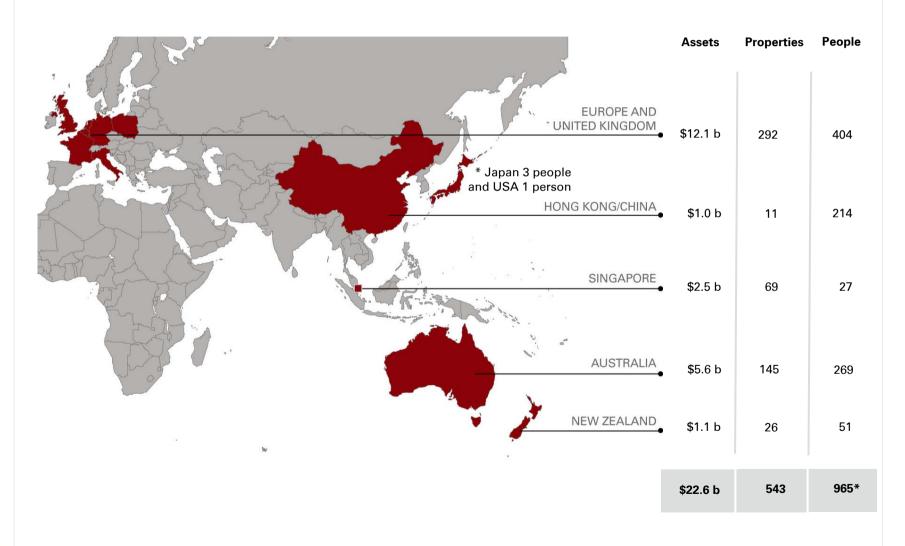
Top 20 MGQ Customers (by net income)





# Geographic Coverage

→ Total industrial and business space assets under management of \$22.6 billion





# Thank You

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