



AUSTRALIAN
INDUSTRIAL
REIT



FY15 Results Presentation

26 August 2015



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Section 1

FY15 RESULT HIGHLIGHTS



Financial highlights

Full year result ahead of guidance for the year

- 1 Statutory net profit of \$36.3 million or 37.73 cents per unit for the year ended 30 June 2015**
 - Includes the impact of \$19.2 million in fair value gains during the period resulting from revaluations during the year

- 2 Distributable earnings¹ of \$18.8 million or 19.54 cents per unit for the year ended 30 June 2015**
 - Distributable earnings ahead of guidance of 19.4 cents per unit
 - Increase of 6.84 cents per unit over the period ended 30 June 2014²
 - Result reflects the impact of additional rental income from “built-to-suit” acquisition during the year

- 3 Distributions of \$17.5 million declared during the year or 18.20 cents per unit**
 - Distributions in line with guidance
 - Increase of 6.81 cents per unit over the period ended 30 June 2014²
 - Equivalent to a payout ratio of 93.2%, consistent with policy of paying out 90% to 100% of earnings

- 4 NTA increased to \$2.13 per unit, up from \$1.94 as at 30 June 2014**
 - Increase driven by portfolio revaluations achieved during the year

Note:

- 1 Appendix A contains a summarised version of the statutory income statement together with a reconciliation to distributable earnings for the period ended 30 June 2015.
- 2 ANI listed on the ASX and commenced trading on 21 October 2013, and the FY14 result reflects a shorter period.



Operational highlights

ANI continues to progress its investment objectives

1

Acquisition of a “built-to-suit” property in Erskine Park, NSW for \$13.8 million

- Acquired on a fixed-price basis under a development management agreement with a Fife Capital managed entity
- Pre-leased to Premium Floors and Dutt Transport on two seven year leases¹
- Construction completed in late 2014, with further minor extension works completed in February 2015

2

Continued focus on active asset management to address near term lease expiries

- Post balance date, entered into a new 10 year lease over a portion of the property at 324-332 Frankston-Dandenong Road, Dandenong South, VIC
- Executed a new 15 year lease² over the Fund’s property at 2 Keon Parade, Keon Park, VIC in August 2015
- Portfolio remains 100% leased with a 4.9 year WALE as at 30 June 2015³

3

Revaluations contribute to increase in portfolio value to \$330.1 million as at 30 June 2015

- Portfolio of 16 assets was revalued during the year, resulting in \$21.2 million or 6.9% increase in value⁴
- ANI portfolio value has increased \$154.3 million since listing, reflecting acquisition of eight properties

Note:

1 One lease is subject to a five year break clause that can be exercised by the tenant under certain circumstances.

2 The lease is subject to a 12 year break clause that can be exercised by the tenant under certain circumstances.

3 Pro forma for two new leases announced post balance date at 324-332 Frankston-Dandenong Road, Dandenong South, VIC and 2 Keon Parade, Keon Park, VIC.

4 Excluding the impact of the acquisition of Erskine Park, NSW in September 2014 for a total cost of \$13.8 million.



Section 2

FINANCIAL RESULTS



Financial results

Strong full year result driven by execution of strategy

Key earnings metrics	12 months to 30 June 2015	18 Sep 2013 to 30 June 2014 ¹	Change
Statutory net profit ²	\$36.3m	\$9.5m	↑ \$26.8m
Distributable earnings ²	\$18.8m	\$9.9m	↑ \$8.9m
Distributions	\$17.5m	\$9.9m	↑ \$7.6m
Distribution payout ratio	93.2%	99.6%	↓ 6.4%
Distributable earnings per unit	19.54 cents	12.70 cents	↑ 6.84 cents
Distribution per unit	18.20 cents	11.39 cents	↑ 6.81 cents

Key balance sheet metrics	As at 30 Jun 2015	As at 30 Jun 2014	Change
Total assets	\$331.1m	\$296.8m	↑ \$34.4m
Gearing ³	34.2%	33.3%	↑ 0.9%
Net tangible assets per unit	\$2.13	\$1.94	↑ \$0.19

- Full year result reflects full 12 month benefit of acquisitions conducted during the prior year, additional rental income from “built-to-suit” acquisition in September 2014, and reduced interest cost resulting from interest rate swap restructure in January 2015
- Full year result in line with or ahead of guidance provided in January 2015
 - distributable earnings of 19.54 cents, 0.14 cents ahead of guidance
 - distribution in line with guidance
- Net fair value gains of \$19.2 million resulting from revaluations contributed to statutory net profit and increase in NTA per unit
- Gearing remains within target range of 25% to 40%

Notes:

- 1 ANI listed on the ASX and commenced trading on 21 October 2013.
- 2 Appendix A contains a summarised version of the statutory income statement together with a reconciliation to distributable earnings for the relevant period.
- 3 Interest bearing liabilities less cash divided by total assets less cash.



Property revaluations

Revaluations and acquisitions drive increase in portfolio value

- The Fund's portfolio of 16 industrial properties was revalued during the year, resulting in a value uplift of \$21.2 million
 - seven of ANI's properties were independently revalued as at 30 June 2015
 - the weighted average capitalisation rate tightened from 8.5% to 7.8%
- Revaluations primarily due to a combination of income growth and tightening in capitalisation rates
- Including the acquisition of the property at Erskine Park, NSW, the value of the portfolio has increased by 12% since 30 June 2014

Property	30 June 2015 value (\$m)	30 June 2014 value (\$m)	Change (%)	Cap. rate (%)
Sydney				
92-98 Cosgrove Road, Enfield	36.5	35.3	3.5%	8.00
10 Williamson Road, Ingleburn	35.0	30.9	13.3%	7.75
29 Glendenning Road, Glendenning	34.5	30.5	13.1%	7.00
12 Williamson Road, Ingleburn	33.0	31.0	6.5%	7.50
74-94 Newton Road, Wetherill Park	24.1	23.9	0.8%	8.00
6 Macdonald Road, Ingleburn	17.5	16.2	8.4%	7.50
30 Clay Place, Eastern Creek	15.4	13.8	11.6%	6.75
52-74 Quarry Road, Erskine Park	14.4	— ²	— ²	7.50
75 Owen Street, Glendenning	7.0	6.6	5.7%	7.50
Melbourne				
24-32 Stanley Drive, Somerton	27.0	25.8	4.7%	8.00
324-332 Frankston-Dandenong Road, Dandenong South	26.0	24.6	5.6%	7.75
49 Temple Drive, Thomastown ¹	13.0	13.0	—	8.75
2 Keon Parade, Keon Park ¹	10.0	9.3	8.1%	8.75
9 Fellowes Court, Tullamarine	3.4	3.1	11.2%	8.00
Perth				
23 Selkis Road, Bibra Lake	17.1	15.8	8.6%	9.25
99 Quill Way, Henderson	16.2	15.5	4.5%	9.00
Total	330.1	295.1		7.85

Notes:

- 49 Temple Drive, Thomastown and 2 Keon Parade, Keon Park are held on one title.
- 52-74 Quarry Road, Erskine Park was acquired in September 2014.



Capital management

Capital management initiatives drive reduced interest cost

Key metrics	30 June 2015	30 June 2014
Gearing ¹	34.2%	33.3%
Debt facility limit	\$170.0 million ²	\$130.0 million
Amount drawn	\$114.0 million	\$100.0 million
Headroom	\$56.0 million ²	\$30.0 million
Weighted average debt duration	4.2 years ²	3.9 years
Weighted average interest rate ³	4.6%	5.1%
Hedging policy	50% – 100% of drawn borrowings	
Proportion hedged	79%	69%
Weighted average hedge duration	4.3 years	3.4 years

Key facility covenants	Actual	Limit	Headroom
LVR ⁴	34.5%	≤ 50.0%	15.5%
Interest Cover Ratio ⁵	4.5x	≥ 2.0x	2.5x

- Gearing¹ of 34.2%, within the Board's target gearing range of 25% to 40%
- Post balance date, the Fund has extended its existing debt facility from \$130 million to \$170 million in tranches with terms of three and five years
 - reduction in margin and line fees on new facility
- Borrowing costs substantially reduced following the restructure of hedging arrangements in January 2015
 - \$90 million of interest rate swaps now in place
 - weighted average hedge duration of 4.3 years
- June 2014 DRP proceeds used to part-fund acquisition of “built-to-suit” property in Erskine Park in September 2014

Note:

- 1 Interest bearing liabilities less cash divided by total assets less cash.
- 2 Pro forma for the extension of the Fund's debt facility.
- 3 Inclusive of interest rate swaps, margin, line fees and amortisation of debt establishment costs.
- 4 Loan to value ratio is calculated by dividing the total principal outstanding under the debt facility by the aggregate value of the Fund's properties.
- 5 The ratio of earnings before interest, income tax, minority interests, amortisation, depreciation and other non-cash items of the Fund, divided by the interest expense for the period.



Section 3

OPERATIONAL PERFORMANCE



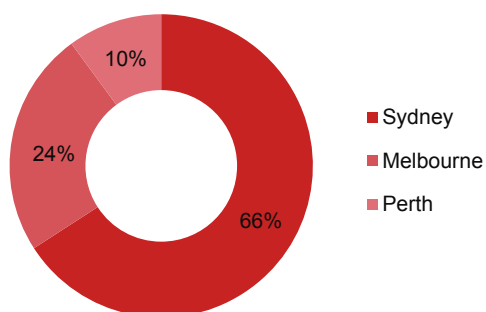
Portfolio summary

Quality portfolio of Australian industrial properties located in major markets

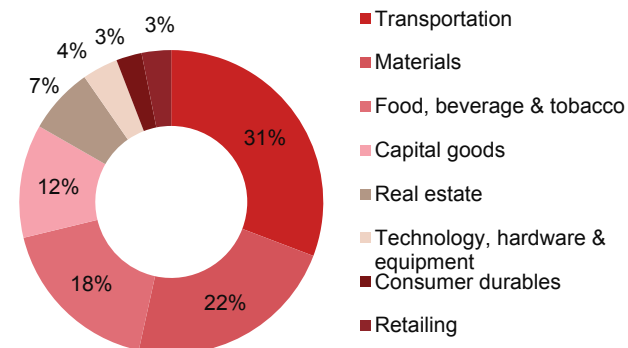
- Portfolio value of \$330.1 million, increased from \$295.1 million as at 30 June 2014
- Diversified across 16 industrial properties located in major metropolitan areas of Sydney, Melbourne and Perth
- All properties have remained 100% leased since listing
- Predominantly new and/or refurbished assets with limited short term capex requirements

Key portfolio metrics	30 Jun 2015	30 Jun 2014
Number of assets	16	15
Portfolio value (\$m)	330.1	295.1
Weighted average cap rate	7.8%	8.5%
Gross building area (sqm)	274,940 ²	266,073 ²
Proportion leased	100%	100%
WALE (years) ³	4.9 ⁴	5.1

GEOGRAPHIC DIVERSIFICATION¹



TENANT INDUSTRY DIVERSIFICATION⁵



Notes:

- 1 By value.
- 2 Includes 13,840 sqm of container rated hardstand.
- 3 By gross building area.
- 4 Pro forma for two new leases announced post balance date at 324-332 Frankston-Dandenong Road, Dandenong South, VIC and 2 Keon Parade, Keon Park, VIC.
- 5 Based on the annualised rent payable by the tenant to the Fund (excluding recovery of any outgoings) as at 30 June 2015.

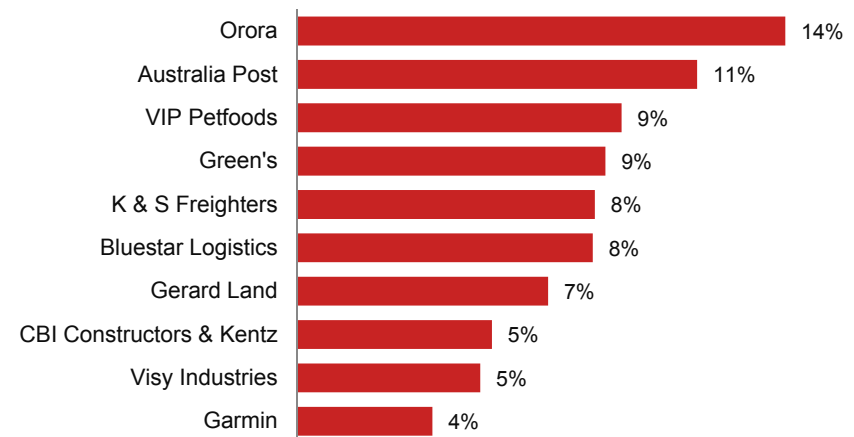


Rental income profile

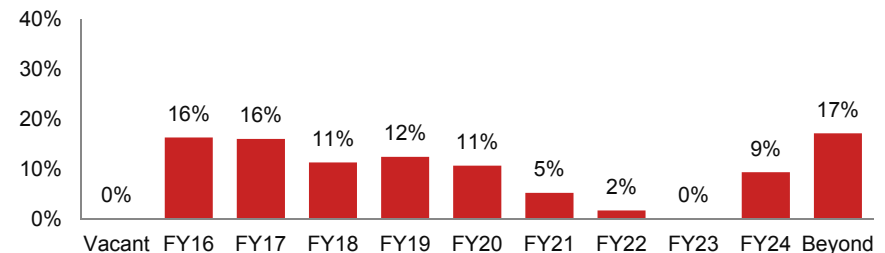
Diversified rental stream secured by leases to reputable tenants

- Portfolio remains 100% leased as at 30 June 2015
 - no lease expiries until January 2016
- Portfolio leased to 19 tenants, with the top 10 representing 81% of net passing rent^{1,4}
- Continued focus on active asset management to address potential near term lease expiries:
 - secured a new 10 year lease over a portion of 324-332 Frankston-Dandenong Road, Dandenong South, VIC
 - executed a new 15 year lease² over 2 Keon Parade, Keon Park, VIC
- Acquisition of a “built-to-suit” warehouse asset at Erskine Park, NSW introduced Premium Floors and Dutt Transport into the portfolio
 - both tenants commenced new seven year leases³ in late 2014

TOP 10 TENANTS BY NET PASSING RENT^{1,4}



WEIGHTED AVERAGE LEASE EXPIRY^{4,5}



Notes:

1 Based on the annualised rent payable by the tenant to the Fund (excluding recovery of any outgoings) as at 30 June 2015.

2 The lease is subject to a 12 year break clause that can be exercised by the tenant under certain circumstances.

3 One lease is subject to a five year break clause that can be exercised by the tenant under certain circumstances.

4 Pro forma for two new leases announced post balance date at 324-332 Frankston-Dandenong Road, Dandenong South, VIC and 2 Keon Parade, Keon Park, VIC.

5 By gross building area as at 30 June 2015.



Erskine Park acquisition

“Built-to-suit” development that delivers on core strategy

- Consistent with the Fund’s strategy, ANI acquired an industrial property located in Erskine Park, Sydney in September 2014
- The property was developed into two “built-to-suit” warehouses under a fixed price development agreement with a Fife Capital managed entity, providing acquisition efficiencies
- Both warehouses were wholly pre-committed with seven year leases³ to Premium Floors and Dutt Transport at the time of acquiring the property
- Practical completion was achieved in late 2014, and further extensions to the premises have since been completed for the Dutt Transport tenancy, further enhancing the asset and income profile
- Total purchase price and development cost of \$13.8 million¹, inclusive of the expansion works²
- Demonstrates the Responsible Entity’s ability to execute the Fund’s strategy
 - located in major metropolitan industrial area of Sydney
 - long leases to reputable tenants with fixed rental increases of at least 3% per annum
 - “built-to-suit” development sourced through Fife Capital Group’s relationships
 - no material development or delivery risk borne by ANI



52-74 Quarry Road, Erskine Park

Ownership	100% (freehold)
Total purchase price and development cost	\$13.8 million ¹
Value (as at 30 June 2015)	\$14.4 million
Initial yield	7.8% p.a.
Proportion leased	100%
WALE	5.4 years ^{3,4}
Tenants	Dutt Transport, Premium Floors

Note:

- 1 Comprises land purchase price of \$5.5 million and development payments totalling \$8.3 million.
- 2 ANI received a site access fee of approximately 7.8% per annum on amounts paid to the vendor and developer until practical completion of construction and lease commencement.
- 3 One lease is subject to a five year break clause that can be exercised by the tenant under certain circumstances.
- 4 By gross building area as at 30 June 2015.



Leasing update

Leasing transactions address near-term expiries

2 Keon Park, Keon Parade, VIC

- Heads of agreement signed in April 2015
- New 15 year lease signed in August 2015 with Orora Limited, an S&P / ASX 100 listed company that was previously part of Amcor Limited
- Lease includes refurbishment and extension to existing facility, enhancing the productivity of the property
 - development to be managed by a Fife Capital entity
 - extension works to be funded from newly extended debt facility



2 Keon Park, Keon Parade, VIC

324-332 Frankston-Dandenong Road, Dandenong South, VIC

- Heads of agreement signed in May 2015
- New 10 year lease signed in July with Complete Supply Co over a portion of the property
- Commencing rent is in line with heads of agreement and market rates



324-332 Frankston-Dandenong Road, Dandenong South, VIC



Section 4

STRATEGY & OUTLOOK



Fund strategy

ANI continues to progress execution of its strategy

- 1 Exposure to quality Australian industrial properties located in major metropolitan areas**
 - The Fund owns 16 properties independently valued at \$330.1 million across key metropolitan areas of Sydney, Melbourne and Perth, which have remained 100% leased since listing
 - Focus on acquiring well-located assets in major metropolitan markets that produce long term sustainable value growth
- 2 Stable earnings and structured rental growth from reputable tenants**
 - Relationships with tenants underpins stability of earnings profile
 - Continued emphasis on addressing near-term lease expiries ahead of schedule, with discussions advanced on several key tenancies
- 3 Potential for capital growth over time**
 - Revaluations during the year of \$21.2 million reflects the strength of the direct industrial market and the Responsible Entity's ongoing success in acquiring and actively managing high quality industrial assets
- 4 Conservative capital structure**
 - Gearing to be maintained within target range of 25% to 40%
 - Prudent approach to assessing and funding acquisitions will continue to be maintained
- 5 Future acquisition and investment opportunities through utilising Fife Capital Group's relationships**
 - Board will assess acquisition opportunities that meet the Fund's investment criteria as they arise



Corporate activity

Independent Board Committee recommends ANI unitholders REJECT the TIX Offer

- On 19 December 2014, 360 Capital Investment Management Limited (**CIML**) as responsible entity for 360 Capital Industrial Fund (**TIX**) announced an unsolicited off-market all scrip takeover offer for all the units in ANI (the **Offer**)
 - CIML amended the terms of the Offer and declared it final (in the absence of a competing proposal) on 24 March 2015
 - the Offer was declared unconditional on 6 May 2015
- In response to the Offer, the Independent Board Committee (**IBC**), consisting of Rod Pearse, Michael Allen and Peter Dransfield, recommended that ANI unitholders reject the Offer
- On 27 April 2015, CIML issued a Notice of Meeting calling an extraordinary general meeting of ANI unitholders to vote on resolutions to replace Fife Capital Funds Limited as the responsible entity of ANI with a member of the 360 Capital Group
 - the meeting was held on 25 May 2015, with ANI unitholders firmly rejecting the proposal
 - excluding units voted by CIML, 98% of ANI units that voted on the proposal supported Fife Capital Funds Limited being retained as the responsible entity
- TIX currently holds an interest of approximately 33% of ANI units and the Offer is due to expire on 28 September 2015 (unless extended or withdrawn)
 - the IBC continues to recommend that ANI unitholders reject the Offer



Summary and outlook

ANI continues to perform, supported by portfolio quality

- The Fund continues to execute its investment strategy, and the result for the year ended 30 June 2015 reflects strong financial and operational performance
- Active portfolio management will continue to be a key focus for FY16 with a particular focus on continuing to progress leasing prior to current lease expiries
 - potential to add further value to portfolio through asset enhancement opportunities, demonstrated by 2 Keon Parade, Keon Park, VIC leasing outcome
- Distributable earnings guidance for the year ending 30 June 2016 is approximately 20.4 cents per unit, while distribution guidance is approximately 19.2 cents per unit



52-74 Quarry Road, Erskine Park, NSW



75 Owen Street, Glendenning, NSW



74-94 Newton Road, Wetherill Park, NSW



Appendix A

SUMMARY FINANCIALS



Summarised income statement

For the year ended 30 June 2015

Summarised statutory income statement	12 months to 30 Jun 2015 \$m	18 Sep 2013 to 30 Jun 2014 ¹ \$m	% change
Revenue			
Rental income	32.7	17.7	
Finance and other income	0.0	0.1	
Total revenue	32.8	17.8	↑ 84%
Expenses			
Property expenses	(4.8)	(2.4)	
Responsible Entity fees	(1.9)	(1.0)	
Finance costs	(5.0)	(2.9)	
Other expenses	(3.3)	(0.4)	
Total expenses	(15.0)	(6.6)	↑ 127%
Sub total	17.7	11.2	↑ 59%
Unrealised fair value adjustments and reserve transfers	18.6	(1.6)	
Statutory net profit	36.3	9.5	↑ 280%



Summarised distribution statement

For the year ended 30 June 2015

Reconciliation to distributable earnings	12 months to 30 Jun 2015 \$m	18 Sep 2013 to 30 Jun 2014 ¹ \$m	% change
Statutory net profit	36.3	9.5	
Straight lining of rental income and amortisation of incentives, rental guarantees and associated amounts	(1.4)	(1.2)	
Site access fees, net of capitalised interest	0.1	–	
Unrealised (gain) / loss in fair value of investment properties	(19.2)	1.6	
Transfer from cash flow hedge reserve	0.4	–	
Unrealised (gain) / loss in fair value of derivatives	0.3	–	
Non-recurring corporate activity expenses	2.5	–	
Distributable earnings	18.8	9.9	↑ 89%
Distributable earnings per unit (cents)	19.54	12.70	↑ 54%
Distribution per unit (cents)	18.20	11.39	↑ 60%



Summarised balance sheet

As at 30 June 2015

Summarised balance sheet	As at 30 Jun 2015 \$m	As at 30 Jun 2014 \$m
Assets		
Cash	0.1	0.6
Investment properties	329.9	294.9
Rental guarantees	0.2	0.2
Other assets	0.9	1.1
Total assets	331.1	296.8
Liabilities		
Interest bearing liabilities	113.3	99.1
Derivative financial instruments	0.3	1.7
Other liabilities	12.4	10.0
Total liabilities	126.1	110.8
Net assets	205.1	186.0
Units on issue (m)	96.3	95.8
Net tangible assets per unit (\$)	2.13	1.94
Gearing¹	34.2%	33.3%



Appendix B

PROPERTY PORTFOLIO



Portfolio details

Property	State	Interest	Last Independent value date	Book value (\$m)	Cap rate	Gross building area (sqm)	Proportion leased ¹	WALE (years) ^{1,2}
Sydney								
92-98 Cosgrove Road, Enfield	NSW	100%	Dec 2014	36.5	8.00	33,863 ³	100%	3.7
10 Williamson Road, Ingleburn	NSW	100%	Jun 2015	35.0	7.75	27,260	100%	3.5
29 Glendenning Road, Glendenning	NSW	100%	Jun 2015	34.5	7.00	21,298	100%	13.4
12 Williamson Road, Ingleburn	NSW	100%	Dec 2014	33.0	7.50	25,666	100%	8.2
74-94 Newton Road, Wetherill Park	NSW	100%	Jun 2015	24.1	8.00	17,044	100%	1.0
6 Macdonald Road, Ingleburn	NSW	100%	Dec 2014	17.5	7.50	12,375	100%	3.2
30 Clay Place, Eastern Creek	NSW	100%	Dec 2014	15.4	6.75	6,012	100%	10.4
52-74 Quarry Road, Erskine Park	NSW	100%	Dec 2014	14.4	7.50	8,867	100%	5.4
75 Owen Street, Glendenning	NSW	100%	Dec 2014	7.0	7.50	4,600	100%	3.5
Melbourne								
24-32 Stanley Drive, Somerton	VIC	100%	Dec 2014	27.0	8.00	24,350	100%	3.0
324-332 Frankston-Dandenong Road, Dandenong South	VIC	100%	Jun 2015	26.0	7.75	28,316	100%	3.5
49 Temple Drive, Thomastown ⁴	VIC	100%	Jun 2015	13.0	8.75	13,438	100%	1.0
2 Keon Parade, Keon Park ⁴	VIC	100%	Jun 2015	10.0	8.75	13,125	100%	12.8
9 Fellowes Court, Tullamarine	VIC	100%	Dec 2014	3.4	8.00	4,072	100%	1.5
Perth								
23 Selkis Road, Bibra Lake	WA	100%	Jun 2015	17.1	9.25	18,235	100%	2.0
99 Quill Way, Henderson	WA	100%	Dec 2014	16.2	9.00	16,419	100%	2.7
Total				330.1	7.85	274,940	100%	4.9

Notes:

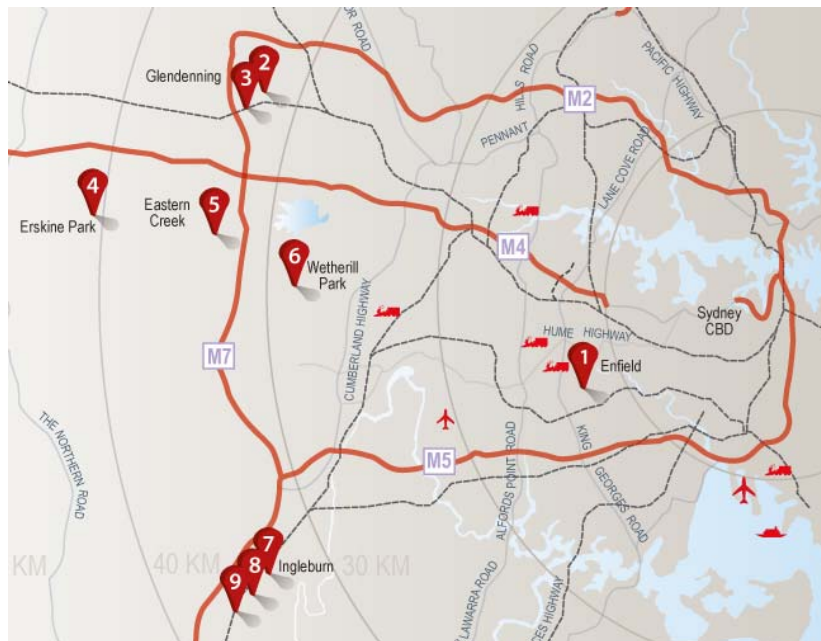
- 1 By gross building area as at 30 June 2015.
- 2 Pro forma for two new leases announced post balance date at 324-332 Frankston-Dandenong Road, Dandenong South, VIC and 2 Keon Parade, Keon Park, VIC.
- 3 Includes 13,840 sqm of container rated hardstand.
- 4 49 Temple Drive, Thomastown and 2 Keon Parade, Keon Park are held on one title.



Portfolio location

Located in key industrial areas in Sydney, Melbourne and Perth within close proximity to strategic road, port and rail infrastructure

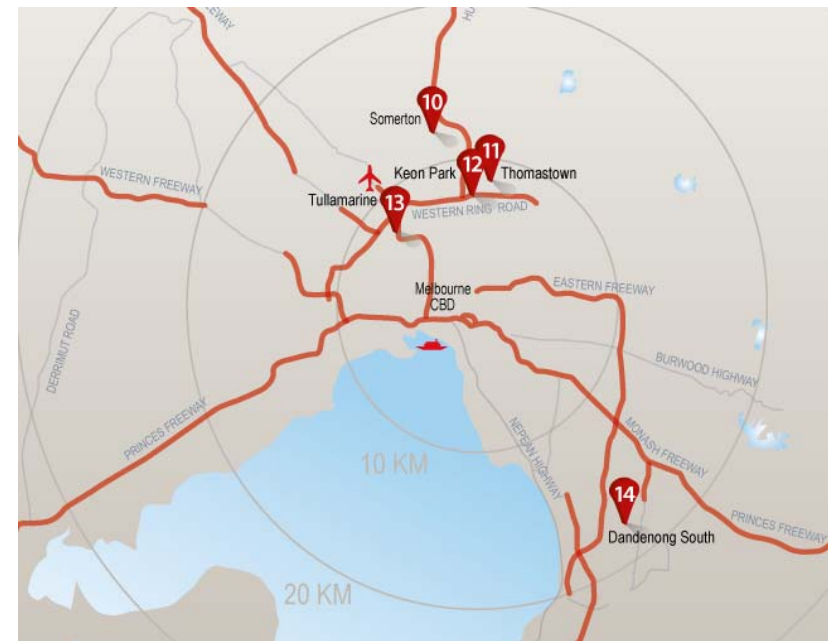
PORTFOLIO LOCATION—SYDNEY



Legend for Sydney:

- | | |
|-------------------------------------|--------------------------------------|
| 1. 92-98 Cosgrove Road, Enfield | 6. 74-94 Newton Road, Wetherill Park |
| 2. 75 Owen Street, Glendenning | 7. 6 Macdonald Road, Ingleburn |
| 3. 29 Glendenning Road, Glendenning | 8. 12 Williamson Road, Ingleburn |
| 4. 52-74 Quarry Road, Erskine Park | 9. 10 Williamson Road, Ingleburn |
| 5. 30 Clay Place, Eastern Creek | |

PORTFOLIO LOCATION—MELBOURNE



Legend for Melbourne:

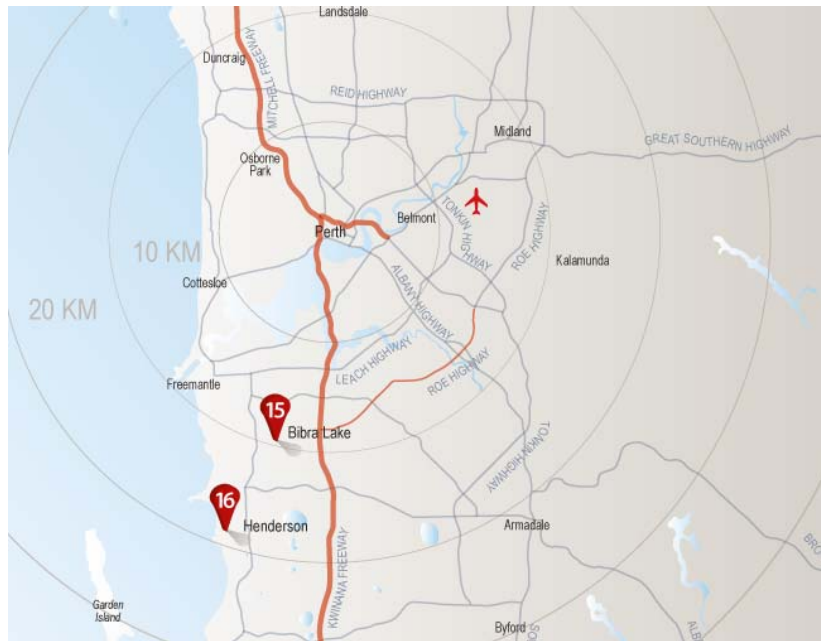
- | | |
|-----------------------------------|---|
| 10. 24-32 Stanley Drive, Somerton | 14. 324-332 Frankston-Dandenong Road, Dandenong South |
| 11. 49 Temple Drive, Thomastown | |
| 12. 2 Keon Parade, Keon Park | |
| 13. 9 Fellowes Court, Tullamarine | |



Portfolio location

Located in key industrial areas in Sydney, Melbourne and Perth within close proximity to strategic road, port and rail infrastructure

PORTFOLIO LOCATION—PERTH



Legend for Perth:

- 15. 23 Selkis Road, Bibra Lake
- 16. 99 Quill Way, Henderson



Property details - NSW

92-98 Cosgrove Road, Enfield, NSW



Enfield is an established industrial and logistics area, approximately 16km west of the Sydney CBD. The property is adjacent to the Enfield Intermodal Logistics Centre which is linked to Port Botany.

The site is occupied by three warehouses with associated offices and a large container yard.

Ownership / title	100%, freehold
Value	\$36.5m
Cap rate	8.00%
Gross building area	33,863 sqm ¹
Proportion leased ²	100%
WALE ²	3.7 years
Tenants	K&S Freighters, Lesandu (subsidiary of Harvey Norman)

10 Williamson Road, Ingleburn, NSW



Ingleburn is located approximately 47km south west of the Sydney CBD and has direct access to the M5 and M7 motorways.

The property comprises new and recently upgraded warehouse distribution buildings and associated offices. The property is divided into three separate tenancies and adjoins the Fund's property at 12 Williamson Road.

Ownership / title	100%, freehold
Value	\$35.0m
Cap rate	7.75%
Gross building area	27,260 sqm
Proportion leased ²	100%
WALE ²	3.5 years
Tenants	Visy Industries Australia, Steelforce Australia, Advanced Power

29 Glendenning Road, Glendenning, NSW



Glendenning is an established industrial precinct in north western Sydney located at the intersection of the M7 and M2 motorways.

The property consists of warehousing, manufacturing, and head office facilities.

Ownership / title	100%, freehold
Value	\$34.5m
Cap rate	7.00%
Gross building area	21,298 sqm
Proportion leased ²	100%
WALE ²	13.4 years
Tenant	Green's General Foods

Notes:

- 1 Includes 13,840 sqm of container rated hardstand.
- 2 By gross building area as at 30 June 2015.



Property details - NSW

12 Williamson Road, Ingleburn, NSW



Ingleburn is an established industrial and logistics location in south western Sydney with direct access to the M5 and M7 motorways.

The property comprises a substantial distribution warehouse, processing facility, and associated offices.

Ownership / title	100%, freehold
Value	\$33.0m
Cap rate	7.50%
Gross building area	25,666 sqm
Proportion leased ¹	100%
WALE ¹	8.2 years
Tenant	VIP Petfoods

74-94 Newton Road, Wetherill Park, NSW



Wetherill Park is strategically situated in Sydney's outer central west industrial region with access to the M4 and M5 motorways.

The property is a high capacity logistics facility with modern office and warehouse buildings surrounded by a heavy vehicle yard.

Ownership / title	100%, freehold
Independent valuation	\$24.1m
Cap rate	8.00%
Gross building area	17,044 sqm
Proportion leased ¹	100%
WALE ¹	1.0 years
Tenants	Australia Post (sub-leases to DHL and ITW Proline)

6 Macdonald Road, Ingleburn, NSW



Ingleburn is an established industrial and logistics area in south western Sydney with access to the M5 and M7 motorways.

The property was completed in 2009 and comprises a modern warehouse with associated office space which was designed to accommodate two tenancies.

Ownership / title	100%, freehold
Independent valuation	\$17.5m
Cap rate	7.50%
Gross building area	12,375 sqm
Proportion leased ¹	100%
WALE ¹	3.2 years
Tenants	Sekisui House Australia, Australia Post



Property details - NSW

30 Clay Place, Eastern Creek, NSW



The property is situated in the M7 Business Hub at Eastern Creek, near the M4 and M7 motorways.

The property is a modern warehouse distribution facility with associated office space that was 'built-to-suit' for Garmin Australasia and completed in 2013.

Ownership / title	100%, freehold
Independent valuation	\$15.4m
Cap rate	6.75%
Gross building area	6,012 sqm
Proportion leased ¹	100%
WALE ¹	10.4 years
Tenant	Garmin Australasia

52-74 Quarry Road, Erskine Park, NSW



Erskine Park is an established industrial suburb approximately 45km west of the Sydney CBD, close to the junction of the M4 and M7 motorways.

The property consists of two modern "built-to-suit" warehouses with associated offices that were completed in late 2014.

Ownership / title	100%, freehold
Independent valuation	\$14.4m
Cap rate	7.50%
Gross building area	8,867 sqm
Proportion leased ¹	100%
WALE ¹	5.4 years
Tenants	Premium Floors, Dutt Transport

75 Owen Street, Glendenning, NSW



Glendenning is an established industrial precinct located at the intersection of the M7 and M2 motorways.

The property is a modern, generic industrial warehouse with associated office space.

Ownership / title	100%, freehold
Independent valuation	\$7.0m
Cap rate	7.50%
Gross building area	4,600 sqm
Proportion leased ¹	100%
WALE ¹	3.5 years
Tenant	Hyne & Son



Property details - VIC

24-32 Stanley Drive, Somerton, VIC



Somerton is a more recently established industrial area approximately 18km north of the Melbourne CBD.

The property comprises a modern warehouse distribution facility with three substantial high clearance warehouses and associated office accommodation.

Ownership / title	100%, freehold
Independent valuation	\$27.0m
Cap rate	8.00%
Gross building area	24,350 sqm
Proportion leased ¹	100%
WALE ¹	3.0 years
Tenant	Bluestar Logistics

324-332 Frankston-Dandenong Road, Dandenong South, VIC



Dandenong South is a well-established industrial precinct in Melbourne's south west corridor.

The property consists of three standalone buildings, offering high clearance functional warehouses and associated offices.

Ownership / title	100%, freehold
Independent valuation	\$26.0m
Cap rate	7.75%
Gross building area	28,316 sqm
Proportion leased ¹	100%
WALE ¹	3.5 years ²
Tenant	Complete Supply Co, Gerard Land ³

49 Temple Drive, Thomastown, VIC



Thomastown is situated in a well-established industrial location, approximately 17km north of the Melbourne CBD.

The building comprises a modern style industrial warehouse with associated office space and has been recently refurbished.

Ownership / title	100%, freehold ⁴
Independent valuation	\$13.0m
Cap rate	8.75%
Gross building area	13,438 sqm
Proportion leased ¹	100%
WALE ¹	1.0 years
Tenant	Orora

Notes:

- 1 By gross building area as at 30 June 2015.
- 2 Pro forma for a new ten year lease with Complete Supply Co which was announced to the ASX in July 2015.
- 3 Gerard Land have sublet two buildings to individual tenants, Schneider Electric and Sullair (formerly Champion Compressors).
- 4 49 Temple Drive, Thomastown and 2 Keon Parade, Keon Park are held on one title.



Property details - VIC

2 Keon Parade, Keon Park, VIC



Keon Park is situated in a well-established industrial location, approximately 17km north of the Melbourne CBD.

The property comprises an industrial warehouse and associated office space.

Ownership / title	100%, freehold ²
Independent valuation	\$10.0m
Cap rate	8.75%
Gross building area	13,125 sqm
Proportion leased ¹	100%
WALE ¹	12.8 years ³
Tenant	Orora

9 Fellowes Court, Tullamarine, VIC



Tullamarine is an established industrial precinct, approximately 16km north west of Melbourne's CBD.

The property consists of a clear span steel portal frame warehouse and a two level office.

Ownership / title	100%, freehold
Independent valuation	\$3.4m
Cap rate	8.00%
Gross building area	4,072 sqm
Proportion leased ¹	100%
WALE ¹	1.5 years
Tenant	McHugh & Eastwood

Notes:

- 1 By gross building area as at 30 June 2015.
- 2 49 Temple Drive, Thomastown and 2 Keon Parade, Keon Park are held on one title.
- 3 Pro forma for a new 15 year lease announced in August 2015. The lease is subject to a 12 year break clause that can be executed by the tenant under certain circumstances.



Property details - WA

23 Selkis Road, Bibra Lake, WA



Bibra Lake is a newly established industrial precinct south west of the Perth CBD.

The property comprises a large industrial warehouse with associated office space. The property consists of a recently extended warehouse, manufacturing warehouse and associated offices.

Ownership / title	100%, freehold
Independent valuation	\$17.1m
Cap rate	9.25%
Gross building area	18,235 sqm
Proportion leased ¹	100%
WALE ¹	2.0 years
Tenant	Orora

99 Quill Way, Henderson, WA



Henderson is an established marine port and related logistics precinct, south west of the Perth CBD.

The property consists of two standalone buildings, each with associated offices and yard storage areas.

Ownership / title	100%, freehold
Independent valuation	\$16.2m
Cap rate	9.00%
Gross building area	16,419 sqm
Proportion leased ¹	100%
WALE ¹	2.7 years
Tenant	CBI Constructors & Kentz



Appendix C

BOARD AND MANAGEMENT



Management team and Board

Australian Industrial REIT is externally managed and governed by a highly experienced management team and Board

Senior management team



Allan Fife
Managing Director

Founded Fife Capital Group in 2006

More than 30 years of domestic and international experience in property acquisition, divestment and corporate finance



Keir Barnes*
Chief Financial Officer and Company Secretary

Founding member of Fife Capital Group in 2006

More than 13 years experience in funds management, corporate advisory, finance and accounting



Ben Fife
Head of Property

Joined Fife Capital Group in 2007

More than 15 years of direct property experience

* Jenny Saliba is currently Chief Financial Officer (acting)

Majority independent Board



Rod Pearse

Independent Chairman

Previously CEO and Managing Director of Boral Limited



Peter Dransfield

Independent Non-executive Director

Previously held senior positions at Walker Corporation and Australand

Allan Fife

Managing Director



Michael Allen

Independent Non-executive Director

Previously Partner of King & Wood Mallesons



John Hudson

Non-executive Director

Previously CEO and Managing Director of Thakral Holdings Group



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