## APPENDIX 4D GOODMAN GROUP

# (comprising Goodman Limited, Goodman Industrial Trust and Goodman Logistics (HK) Limited) RESULTS FOR ANNOUNCEMENT TO THE MARKET For the half year ended 31 December 2016

The Appendix 4D should be read in conjunction with the annual report of Goodman Limited for the year ended 30 June 2016. The information included in the Appendix 4D and the interim financial report for the half year ended 31 December 2016 comprises all the information required by ASX Listing Rule 4.2A.

| Highlights of results  | 31 Dec 2016 | 31 Dec 2015 | Chan | ge      |
|--|-------------|-------------|------|---------|
| Operating profit (before specific non-cash and other significant items) attributable to Securityholders (\$M)                | 388.2       | 356.6       | up   | 8.9%    |
| Revenue and other income (\$M)   | 1,286.4     | 1,747.1     | down | (26.4%) |
| Profit (statutory) attributable to Securityholders (\$M)   | 556.8       | 919.3       | down | (39.4%) |
| Diluted operating profit per security (cents)  | 21.6        | 20.1        | ир   | 7.5%    |
| Interim distribution per GMG security (cents)  | 12.7        | 11.9        | ир   | 6.7%    |
| Interim distribution (\$M)   | 227.2       | 210.6       | ир   | 7.9%    |
| Franked amount per security/share (cents)  | -           | -           | -    | 0.0%    |
| Conduit foreign income   | -           | -           | -    | 0.0%    |
| Record date for determining entitlements to the distributions  | 30 Dec 2016 | 31 Dec 2015 |      |         |
| Date interim distribution is payable   | 24 Feb 2017 | 22 Feb 2016 |      |         |
| <b>Distribution reinvestment plan</b> Goodman Group's Distribution Reinvestment Plan (DRP) did not operate in respect of the |             |             |      |         |
| Total assets (\$M)   | 12,816.8    | 12,262.2    | up   | 4.5%    |
| Total liabilities (\$M)  | 4,135.9     | 4,045.5     | up   | 2.2%    |
| Net assets (\$M)   | 8,680.9     | 8,216.7     | up   | 5.6%    |
| Net tangible assets per security/share (cents)   | 424.1       | 389.5       | up   | 8.9%    |
| Total borrowings to net assets ratio (%)   | 33.4        | 34.7        | down | (3.5%)  |
| Contributed equity (\$M)   | 8,031.7     | 7,981.6     | up   | 0.6%    |
| Security price (\$)  | 7.13        | 6.27        | ир   | 13.7%   |
| Number of securities on issue on the ASX (M)   | 1,789.1     | 1,770.1     | ир   | 1.1%    |
| Market capitalisation (\$M)  | 12,756.4    | 11,098.5    | up   | 14.9%   |
| Number of Securityholders  | 24,198      | 21,707      | up   | 11.5%   |

#### Controlled entities acquired or disposed

There were no material acquisitions or disposals of controlled entities during the half year.

#### Associates and joint venture entities

Goodman's Group's associates are set out in note 5 to the financial statements.

Goodman Group's joint ventures and its percentage holding in these joint ventures are set out below:

BGMG1 Oakdale South Trust (50%)

BGMG1 Oakdale West Trust (50%)

BGMG2 Rochedale North Trust (50%)

Brickwords Industrial Developments Pty Ltd & Goodman Vineyard No.2 Pty Ltd Partnership (50%)

Euston Road Subtrust No.2 Trust (50%)

Goodman Australia Development Partnership (20%)

Goodman China Logistics Partnership (20%)

Goodman Japan Development Partnership (50%)

Goodman North America Partnership (55%)

Goodman Princeton Partnership (Jersey) Ltd (20%)

Goodman UK Partnership L.P (33.3%)

KWASA Goodman Germany (24.1%)

KWASA Goodman Industrial Partnership (40%)

Pochin Goodman (Deeside) Ltd (50%)

South East Asia Joint Venture (50%)

Toll Goodman Property Services Pty Ltd (50%)

## **Goodman Limited**

# ABN 69 000 123 071 and its controlled entities Interim financial report for the half year ended 31 December 2016

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| 1 Resul 2 3 4 Opera 5 6 Capita 7 8 9 10 | Basis of preparation Basis of preparation Its for the half year Profit before income tax Profit per security Segment reporting ating assets Property assets Intangible assets tal management Net finance expense Interest bearing liabilities Financial instruments Dividends and distributions | 15<br>16<br>17<br>17<br>20<br>25<br>26<br>27<br>30<br>31 |
| 11<br>Other                             | Issued capital r items  | 31   |
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The directors (Directors) of Goodman Limited (Company) present their Directors' report together with the interim financial report of the consolidated entity consisting of the Company and the entities it controlled (Goodman or Consolidated Entity) at the end of, or during, the half year ended 31 December 2016 (half year) and the review report thereon.

Shares in the Company, units in Goodman Industrial Trust (GIT) and CHESS Depositary Interests (CDIs) over shares in Goodman Logistics (HK) Limited (GLHK) are stapled to one another and are quoted as a single security on the Australian Securities Exchange (ASX).

#### **Directors**

The Directors at any time during, or since the end of, the half year were:

| Directors   | Appointment date                       |
|---|--|
| Mr Ian Ferrier, AM (Independent Chairman)               | 1 September 2003                       |
| Mr Gregory Goodman (Group Chief Executive Officer)      | 7 August 1998                          |
| Mr Philip Fan (Independent Director)                    | 1 December 2011                        |
| Mr John Harkness (Independent Director)                 | 23 February 2005                       |
| Mr Stephen Johns (Independent Director)                 | 1 January 2017                         |
| Ms Anne Keating (Independent Director)                  | 23 February 2005                       |
| Ms Rebecca McGrath (Independent Director)               | 3 April 2012                           |
| Mr Philip Pearce (Managing Director, Greater China)     | 1 January 2013 (resigned 12 July 2016) |
| Mr Danny Peeters (Executive Director, Corporate)        | 1 January 2013                         |
| Mr Phillip Pryke (Independent Director)                 | 13 October 2010                        |
| Mr Anthony Rozic (Deputy Group Chief Executive Officer) | 1 January 2013                         |
| Mr Jim Sloman, OAM (Independent Director)               | 1 February 2006                        |

#### **Company Secretary**

The Company Secretary at any time during, or since the end of, the half year was:

| Company Secretary | Appointment date |
|-------------------|------------------|
| Mr Carl Bicego    | 24 October 2006  |

#### **Dividends and distributions**

No dividends were declared by the Company during the half year (2015: \$nil).

Interim distributions declared by a controlled entity, GIT, during the half year totalled 12.7 cents per security, which amounted to \$227.2 million (2015: \$210.6 million). This interim distribution will be paid on 24 February 2017.

On 26 August 2016, GLHK, a controlled entity of the Company, declared and paid a final dividend of 1.0 cent per security amounting to \$17.8 million relating to performance in the 2016 financial year (FY16).

## Operating and financial review

## Financial highlights

|  | Consolidated |         |          |
|--|--------------|---------|----------|
|  | 2016         | 2015    | Change % |
| Revenue and other income before fair value adjustments on investment |              |         |          |
| properties (\$M)   | 961.7        | 1,100.4 | (12.6%)  |
| Fair value adjustments on investment properties including share of   |              |         |          |
| adjustments for associates and joint ventures (\$M)                  | 324.7        | 646.7   | (49.8%)  |
| Revenue and other income (\$M)                                       | 1,286.4      | 1,747.1 | (26.4%)  |
| Profit attributable to Securityholders (\$M)                         | 556.8        | 919.3   | (39.4%)  |
| Total comprehensive income attributable to Securityholders (\$M)     | 511.9        | 980.4   | (47.8%)  |
| Operating profit (\$M)   | 388.2        | 356.6   | 8.9%     |
| Basic profit per security (¢)  | 31.2         | 52.1    | (40.1%)  |
| Operating profit per security (operating EPS) (¢) <sup>1</sup>       | 21.6         | 20.1    | 7.5%     |
| Interim distribution in relation to the half year (\$M)              | 227.2        | 210.6   | 7.9%     |
| Interim distribution per security in relation to the half year (¢)   | 12.7         | 11.9    | 6.7%     |
| Weighted average number of securities on issue (M)                   | 1,785.5      | 1,764.6 | 1.2%     |

|  | 31 Dec 2016 | 30 Jun 2016 | Change % |
|--|-------------|-------------|----------|
| Total equity attributable to Securityholders (\$M) | 8,355.1     | 8,067.5     | 3.6%     |
| Number of securities on issue (M)                  | 1,789.1     | 1,778.3     | 0.6%     |
| Net tangible assets per security (\$) <sup>2</sup> | 4.24        | 4.10        | 3.4%     |
| Net assets per security (\$) <sup>2</sup>          | 4.67        | 4.54        | 2.9%     |
| External assets under management (\$B)             | 30.1        | 29.3        | 2.7%     |
| Development work in progress (\$B) <sup>3</sup>    | 3.5         | 3.4         | 2.9%     |
| Gearing (%) <sup>4</sup>                           | 8.7         | 11.8        | (26.3%)  |
| Liquidity (\$B)                                    | 2.8         | 2.6         | 7.7%     |
| Weighted average debt maturity (years)             | 4.1         | 4.4         | (6.8%)   |

Operating profit per security (operating EPS) is the operating profit divided by the weighted average number of securities on issue during the half year, including securities relating to performance rights that have not yet vested but where the performance hurdles have been achieved.

<sup>2.</sup> Net tangible assets and net assets per security are stated after deducting amounts due to other non-controlling interests.

<sup>3.</sup> Development work in progress is the end value of ongoing developments across Goodman and its managed partnerships.

<sup>4.</sup> Gearing is calculated as total interest bearing liabilities over total assets, both net of cash and the asset component of the fair values of USD/EUR and USD/GBP cross currency interest rate swaps equating to \$252.1 million (30 June 2016: \$258.2 million) that hedge Goodman's net investment in Continental Europe and the United Kingdom.

## Operating and financial review (cont)

## **Operating profit**

Operating profit comprises profit attributable to Securityholders adjusted for net property valuations gains, non-property impairment losses (when applicable), net gains/losses from the fair value movements on derivative financial instruments and unrealised foreign exchange movements on interest bearing liabilities and other non-cash adjustments or non-recurring items.

The reconciliation of operating profit to profit attributable to Securityholders for the half year can be summarised in the table below:

|   |      | Consolida | ıted   |
|---|------|-----------|--------|
|   |      | 2016      | 2015   |
|   | Note | \$M       | \$M    |
| Operating profit  |      | 388.2     | 356.6  |
| Adjustments for:  |      |           |        |
| Property valuation movements  |      |           |        |
| - Net gain from fair value adjustments on investment properties                     | 5(d) | 132.0     | 253.6  |
| - Share of net gains from fair value adjustments attributable to                    |      |           |        |
| investment properties in associates and joint ventures after tax                    | 2    | 192.7     | 393.1  |
| - Impairment losses   | 2    | (42.3)    | (12.6) |
| - Deferred tax on fair value adjustments on investment properties                   |      | (7.2)     | (11.5) |
| Total property valuation movements  |      | 275.2     | 622.6  |
| Derivative mark to market and unrealised foreign exchange movements                 |      |           |        |
| - Fair value adjustments on derivative financial instruments                        | 7    | 4.1       | 27.6   |
| - Share of fair value adjustments on derivative financial instruments in associates |      |           |        |
| and joint ventures  | 2    | (39.1)    | (2.5)  |
| - Unrealised foreign exchange losses  | 7    | (25.1)    | (58.4) |
| Total derivative mark to market and unrealised foreign exchange movements           |      | (60.1)    | (33.3) |
| Other non-cash adjustments or non-recurring items                                   |      |           |        |
| - Share based payments expense  |      | (45.8)    | (33.3) |
| - Net capital losses not distributed and tax deferred adjustments                   |      | (2.0)     | (1.6)  |
| - Profit on disposal of investment properties                                       |      | 2.0       | -      |
| - Straight lining of rental income  |      | (0.7)     | 8.3    |
| Total other non-cash adjustments or non-recurring items                             |      | (46.5)    | (26.6) |
| Profit attributable to Securityholders  |      | 556.8     | 919.3  |

#### Operating and financial review (cont)

#### Analysis of business unit performance

Goodman's operational performance may be analysed into investment earnings, development earnings and management earnings.

Investment earnings comprise gross property income, net of property expenses and the Consolidated Entity's share of the operating results of managed partnerships that arise from investment activities.

Development earnings comprise development income (including development management fees), income from sales of properties (primarily inventories) and the Consolidated Entity's share of the operating results of managed partnerships that arise from development activities, net of development expenses, inventory cost of sales and employee and administrative expenses.

Management earnings comprise investment management and property services fees, net of employee and administrative expenses.

|  | Consolidated |        |  |
|--|--------------|--------|--|
|  | 2016         | 2015   |  |
|  | \$M          | \$M    |  |
| Analysis of operating profit                                       |              |        |  |
| Investment   | 196.1        | 205.9  |  |
| Management   | 110.2        | 99.3   |  |
| Development  | 198.4        | 177.2  |  |
| Unallocated operating expenses                                     | (30.3)       | (30.1) |  |
| Operating profit before net finance expense and income tax expense | 474.4        | 452.3  |  |
| Net finance expense (operating) <sup>1</sup>                       | (38.9)       | (47.8) |  |
| Income tax expense <sup>2</sup>                                    | (37.8)       | (37.9) |  |
|  | 397.7        | 366.6  |  |
| Less: Attributable to non-controlling interests                    | (9.5)        | (10.0) |  |
| Operating profit   | 388.2        | 356.6  |  |
| Interest cover <sup>3</sup> (times)                                | 6.9          | 5.3    |  |

- 1. Net finance expense excludes derivative mark to market and unrealised foreign exchange movements.
- Income tax expense excludes the deferred tax movements relating to investment property valuations.
- 3. Interest cover is operating profit before net finance expense and income tax (EBIT) divided by net finance expense (before capitalised borrowing costs).

Goodman reported an operating profit of \$388.2 million for the half year, an 8.9% increase on the prior half year, which equates to operating profit per security (operating EPS) of 21.6 cents, up 7.5% on the prior half year. Goodman's statutory profit attributable to Securityholders for the half year was \$556.8 million. The Consolidated Entity's international operations contributed 60% of operating earnings before interest and income tax and unallocated operating expenses.

#### Investment

The investment business has performed in line with expectations, with cornerstone investments achieving a return on assets of 6% per annum. Investment operating EBIT of \$196.1 million has decreased by 4.8% compared to the prior half year and comprises 39% of total operating EBIT before unallocated operating expenses (2015: 43%).

The decrease in investment operating EBIT has been primarily due to the asset rotation program that has continued into FY17. During the half year, Goodman and its managed partnerships have completed the disposal of a further \$1.9 billion of properties, primarily in Australia, New Zealand, Japan, United Kingdom and Continental Europe. Asset rotation for FY17 is expected to be consistent with FY16 levels but should moderate into future years as targeted sales are completed. Proceeds from these disposals reflected in the increasing cash held on Goodman's statement of financial position, have reduced gearing for both Goodman and its managed partnerships and provide capital for reinvestment into developments, improving overall portfolio and income quality, strengthening Goodman's presence in its identified gateway cities and positioning the business for long-term growth.

During the half year, 1.7 million square metres of space has been leased ensuring that occupancy has been maintained at 96% with a weighted average lease expiry of 4.8 years. Like-for-like rental net property income growth across the portfolio has been 2.6% and reversions on new leasing deals has been 2.9%.

#### Operating and financial review (cont)

#### Analysis of business unit performance (cont)

#### Investment (cont)

#### Urban renewal

During the half year, there have been a further \$280 million of Sydney sites conditionally contracted and over \$1 billion of settlements are expected in the second half of FY17. As this initial phase of urban renewal comes to an end, the key focus is on the planning and rezoning of future precincts. Goodman has maintained its potential pipeline across the Australian portfolio of 35,000 apartments.

#### Property valuations

Investment markets continue to be strong in most of Goodman's regions and this has resulted in Goodman's share of property valuation gains being \$0.3 billion, with the weighted average capitalisation rate tightening from 6.4% to 6.0%. Urban renewal has contributed \$50 million of valuation gains during the half year compared to \$200 million in the prior half year.

#### Development

Development continues to provide the best risk-adjusted returns in this part of the property cycle and development demand has been driven by the continued evolution of e-commerce, customers seeking efficiencies in their supply chain networks and undersupply and obsolescence in certain markets. Development operating EBIT of \$198.4 million has increased 12% compared to the prior half year and comprises 39% of total operating EBIT before unallocated operating expenses for the half year (2015: 37%).

The strong activity levels across Goodman's regions have been reflected in \$1.5 billion of development commencements during the half year and the growth in the development work in progress to \$3.5 billion, based on end value (30 June 2016: \$3.4 billion). This includes 81 projects in 14 countries with a forecast yield on cost of 7.6%.

#### Management

The management division has contributed operating EBIT (including performance fees) of \$110.2 million, an increase of 11.0% compared to the prior half year. Management EBIT comprises 22% of total operating EBIT before unallocated operating expenses for the half year (2015: 20%).

Asset rotation and ongoing development activity continue to strengthen Goodman's presence in its identified gateway cities and enhance the overall quality of the portfolios. During the half year, external assets under management have increased to \$30.1 billion from \$29.3 billion at 30 June 2016, an increase of 2.7%.

In addition, two of Goodman's managed partnerships have accessed the debt capital markets to raise funds for ongoing development opportunities. Goodman Australia Industrial Partnership issued US\$600 million United States 144A/Reg S notes on a 10 year term and Goodman European Partnership (GEP) issued €650 million Euro medium-term notes in two tranches of 6 and 10 years. Separately, Goodman Japan Core Partnership (GJCP) completed a US\$200 million equity raising to fund the acquisition of Stage 1 of Goodman Business Park at Chiba New Town.

#### Capital management

Goodman has maintained its prudent approach to capital management. At 31 December 2016, Goodman has available liquidity of \$2.8 billion and had a weighted average debt maturity profile of 4.1 years, with debt maturities fully covered up to June 2021. Gearing remains low at 8.7% (30 June 2016: 11.8%) and interest cover is 6.9 times (30 June 2016: 5.5 times), which provides significant headroom relative to Goodman's financing covenants.

#### Operating and financial review (cont)

#### Statement of financial position

|   | Consolidated |             |  |
|---|--------------|-------------|--|
|   | 31 Dec 2016  | 30 Jun 2016 |  |
|   | \$M          | \$M         |  |
| Stabilised investment properties                | 2,373.3      | 2,552.5     |  |
| Cornerstone investments in managed partnerships | 4,938.6      | 4,950.2     |  |
| Asset held for sale                             | 213.0        | -           |  |
| Development holdings                            | 2,278.3      | 2,238.5     |  |
| Intangible assets                               | 767.3        | 780.6       |  |
| Cash  | 1,709.5      | 1,337.0     |  |
| Other assets                                    | 536.8        | 528.3       |  |
| Total assets                                    | 12,816.8     | 12,387.1    |  |
| Interest bearing liabilities                    | 2,902.9      | 2,865.2     |  |
| Other liabilities                               | 1,233.0      | 1,128.6     |  |
| Total liabilities                               | 4,135.9      | 3,993.8     |  |
| Non-controlling interests                       | 325.8        | 325.8       |  |
| Net assets attributable to Securityholders      | 8,355.1      | 8,067.5     |  |

The value of stabilised investment properties has decreased by \$179.2 million to \$2,373.3 million, which has been primarily due to the asset rotation during the half year. The majority of the stabilised investment properties are in Australia and include a number of sites with longer-term potential for urban renewal.

The value of Goodman's cornerstone investments in managed partnerships has decreased by \$11.6 million to \$4,938.6 million, despite valuation uplifts in most regions. This has been to both asset rotation and also the reclassification of Arlington Business Parks Partnership (ABPP) as held for sale. Goodman's investment in ABPP is expected to be sold by 30 June 2017.

Goodman's development holdings (which include Goodman's share of development activities in the managed partnerships) have increased during the half year by \$39.8 million to \$2,278.3 million. Development activity continues to be a significant contributor in most regions.

The principal intangible asset balances are in Continental Europe and the United Kingdom. The movement in the half year has been a result of changes in foreign currency exchange rates.

Interest bearing liabilities, net of cash, are \$1,193.4 million compared to \$1,528.2 million at 30 June 2016. The decrease has been due to the net cash inflow of \$372.5 million during the half year which has again benefited from receipts of proceeds associated with urban renewal and Goodman's asset rotation program. Movements in other assets and liabilities have mainly reflected the changes in Goodman's derivative financial instruments.

## Cash flow

|                                  | Consolida | Consolidated |  |  |
|----------------------------------|-----------|--------------|--|--|
|                                  | 2016      | 2015         |  |  |
|                                  | \$M       | \$M          |  |  |
| Operating cash flows             | 406.5     | 444.8        |  |  |
| Investing cash flows             | 192.7     | (194.2)      |  |  |
| Financing cash flows             | (226.7)   | (152.4)      |  |  |
| Net increase in cash held        | 372.5     | 98.2         |  |  |
| Cash at the end of the half year | 1,709.5   | 844.7        |  |  |

Operating cash flows have been lower than the prior half year, primarily due to the timing of development cash flows. The receipts and payments for Goodman's development activities create volatility as these are often dependent on the timing of development completions relative to the reporting date.

Investing cash flows primarily related to proceeds from the disposal of stabilised properties and the net investments in the Consolidated Entity's managed partnerships. During the half year, Goodman has received proceeds of \$406.8 million from urban renewal settlements and ongoing asset rotation and invested \$148.6 million in its managed partnerships, principally in GJCP, GEP and Goodman North America Partnership to fund development activities.

Financing cash flows include the drawdowns and repayments associated with Goodman's interest bearing liabilities. The principal financing cash outflow related to Goodman's distributions to Securityholders and holders of hybrid securities issued by Goodman PLUS Trust (Goodman PLUS).

## Events subsequent to balance date

In the opinion of the Directors, other than disclosed elsewhere in the interim financial report, there were no events subsequent to balance date, and up to the date of signature of this interim financial report, which would require adjustment or disclosure in the interim financial report.

## Lead auditor's independence declaration under section 307C of the Corporations Act 2001

The lead auditor's independence declaration is set out on page 9 and forms part of the Directors' report for the half year.

#### Rounding

The Consolidated Entity is an entity of a kind referred to in ASIC Corporations (Rounding in Financial/ Directors' Reports) Instrument 2016/191. In accordance with that Instrument, amounts in this Directors' report and the consolidated financial report have been rounded to the nearest hundred thousand dollars, unless otherwise stated.

The Directors' report is made in accordance with a resolution of the Directors.

lan Ferrier, AM Independent Chairman

Sydney, 16 February 2017

Gregory Goodman

Group Chief Executive Officer



# Lead Auditor's Independence Declaration under Section 307C of the Corporations Act 2001

## To the Directors of Goodman Limited

I declare that, to the best of my knowledge and belief, in relation to the review for the half-year ended 31 December 2016 there have been:

(i) no contraventions of the auditor independence requirements as set out in the *Corporations Act 2001* in relation to the review; and

(ii) no contraventions of any applicable code of professional conduct in relation to the review.

**KPMG** 

John Teer

Partner

Sydney

16 February 2017

## Goodman Limited and its controlled entities Consolidated interim statement of financial position as at 31 December 2016

|  |          | Consolidated |                 |  |
|--|----------|--------------|-----------------|--|
|  | 3        | 1 Dec 2016   | 30 Jun 2016     |  |
|  | Note     | \$M          | \$M             |  |
| Current assets   |          | 4 700 5      | 4 007 0         |  |
| Cash   |          | 1,709.5      | 1,337.0         |  |
| Receivables  | - 4 >    | 304.9        | 403.2           |  |
| Inventories  | 5(b)     | 745.3        | 687.0           |  |
| Asset held for sale  | 5(b)     | 213.0        | -               |  |
| Current tax receivables  |          | 2.0          | 0.9             |  |
| Other financial assets   |          | 10.2         |                 |  |
| Other assets   |          | 15.4         | 15.7            |  |
| Total current assets   |          | 3,000.3      | 2,443.8         |  |
| Non-current assets Receivables   |          | 28.5         | 34.3            |  |
| Inventories  | 5(b)     | 709.9        | 688.8           |  |
|  | 5(b)     |              |                 |  |
| Investment properties  | 5(b)     | 2,551.9      | 2,720.7         |  |
| Investments accounted for using the equity method  | 5(b)     | 5,429.1      | 5,348.1         |  |
| Deferred tax assets Other financial assets   |          | 9.4          | 12.3            |  |
|  |          | 299.7        | 330.1           |  |
| Plant and equipment  | 0        | 18.8         | 19.7            |  |
| Intangible assets  | 6        | 767.3        | 780.6           |  |
| Other assets   |          | 1.9          | 8.7             |  |
| Total non-current assets   |          | 9,816.5      | 9,943.3         |  |
| Total assets   |          | 12,816.8     | 12,387.1        |  |
| Current liabilities  |          | 074.0        | 407.4           |  |
| Payables   |          | 371.6        | 407.4           |  |
| Current tax payables   |          | 62.9         | 62.1            |  |
| Interest bearing liabilities   | 8        | 34.8         | 20.3            |  |
| Provisions   |          | 250.2        | 211.5           |  |
| Other financial liabilities  |          | 81.1         | 0.1             |  |
| Total current liabilities  |          | 800.6        | 701.4           |  |
| Non-current liabilities  |          | 200.6        | 05.4            |  |
| Payables   | 0        | 200.6        | 85.1            |  |
| Interest bearing liabilities   | 8        | 2,868.1      | 2,844.9         |  |
| Deferred tax liabilities   |          | 51.4         | 44.7            |  |
| Provisions Other for a restal line likition  |          | 44.3         | 43.4            |  |
| Other financial liabilities  |          | 170.9        | 274.3           |  |
| Total non-current liabilities  |          | 3,335.3      | 3,292.4         |  |
| Total liabilities  |          | 4,135.9      | 3,993.8         |  |
| Net assets   |          | 8,680.9      | 8,393.3         |  |
| Equity attributable to Goodman Limited (GL) Issued capital   | 11       | 483.2        | 483.2           |  |
| Reserves   | 11<br>12 | 483.2<br>1.9 | 483.2<br>(24.1) |  |
|  |          |              |                 |  |
| Accumulated losses   | 13       | (47.0)       | (11.7)          |  |
| Total equity attributable to GL Equity attributable to Goodman Industrial Trust (GIT) (non-controlling interests)  |          | 438.1        | 447.4           |  |
|  | 11       | 6.01.4.1     | 6.014.1         |  |
| Issued capital Reserves  | 11       | 6,914.1      | 6,914.1         |  |
|  | 12       | (84.7)       | (47.3)          |  |
| Accumulated losses   | 13       | (67.6)       | (344.0)         |  |
| Total equity attributable to GIT   | uaa4=\   | 6,761.8      | 6,522.8         |  |
| Equity attributable to Goodman Logistics (HK) Limited (GLHK) (non-controlling interpretation of the leaved conited | -        | 0044         | 004.4           |  |
| Issued capital   | 11       | 634.4        | 634.4           |  |
| Reserves   | 12       | 70.8         | 104.2           |  |
| Retained earnings  | 13       | 450.0        | 358.7           |  |
| Total equity attributable to GLHK  |          | 1,155.2      | 1,097.3         |  |
| Total equity attributable to Securityholders   |          | 8,355.1      | 8,067.5         |  |
| Other non-controlling interests  |          | 325.8        | 325.8           |  |
| Total equity   |          | 8,680.9      | 8,393.3         |  |

The consolidated interim statement of financial position is to be read in conjunction with the accompanying notes.

## Goodman Limited and its controlled entities Consolidated interim income statement for the half year ended 31 December 2016

|   |      | Consolidated |         |
|---|------|--------------|---------|
|   |      | 2016         | 2015    |
|   | Note | \$M          | \$M     |
| Revenue   |      |              |         |
| Gross property income   |      | 94.4         | 108.7   |
| Management income   |      | 156.3        | 147.0   |
| Development income  | 2    | 510.2        | 627.0   |
|   |      | 760.9        | 882.7   |
| Property and development expenses                             |      |              |         |
| Property expenses   |      | (25.2)       | (30.8)  |
| Development expenses  | 2    | (366.5)      | (494.3) |
|   |      | (391.7)      | (525.1) |
| Other income  |      |              |         |
| Net gain from fair value adjustments on investment properties | 5(d) | 132.0        | 253.6   |
| Net gain on disposal of investment properties                 |      | 40.4         | 0.1     |
| Share of net results of equity accounted investments          | 2    | 353.1        | 600.5   |
| Net gain on disposal of equity investments                    | 2    | -            | 10.2    |
|   |      | 525.5        | 864.4   |
| Other expenses  |      |              |         |
| Employee expenses   |      | (93.5)       | (80.8)  |
| Share based payments expense                                  |      | (45.8)       | (33.3)  |
| Administrative and other expenses                             |      | (41.9)       | (38.0)  |
| Impairment losses   | 2    | (42.3)       | (12.6)  |
| ·   |      | (223.5)      | (164.7) |
| Profit before interest and tax                                |      | 671.2        | 1,057.3 |
| Net finance income/(expense)                                  |      |              | ·       |
| Finance income  | 7    | 14.3         | 32.4    |
| Finance expense   | 7    | (74.2)       | (111.0) |
| Net finance expense   |      | (59.9)       | (78.6)  |
| Profit before income tax                                      |      | 611.3        | 978.7   |
| Income tax expense  |      | (45.0)       | (49.4)  |
| Profit for the half year                                      |      | 566.3        | 929.3   |
| (Loss)/profit attributable to GL                              | 13   | (34.3)       | 76.4    |
| Profit attributable to GIT (non-controlling interests)        | 13   | 470.1        | 741.6   |
| Profit attributable to GLHK (non-controlling interests)       | 13   | 121.0        | 101.3   |
| Profit attributable to Securityholders                        |      | 556.8        | 919.3   |
| Profit attributable to other non-controlling interests        |      | 9.5          | 10.0    |
| Profit for the half year                                      |      | 566.3        | 929.3   |
| Basic profit per security (¢)                                 | 3    | 31.2         | 52.1    |
| Diluted profit per security (¢)                               | 3    | 30.2         | 50.2    |

The consolidated interim income statement is to be read in conjunction with the accompanying notes.

# Goodman Limited and its controlled entities Consolidated interim statement of comprehensive income for the half year ended 31 December 2016

|   |       | Consol | idated |
|---|-------|--------|--------|
|   |       | 2016   | 2015   |
|   | Note  | \$M    | \$M    |
| Profit for the half year  |       | 566.3  | 929.3  |
| Other comprehensive income for the half year                                |       |        |        |
| Items that will not be reclassified to profit or loss                       |       |        |        |
| Actuarial losses on defined benefit superannuation funds                    | 12(e) | (2.6)  | -      |
| Effect of foreign currency translation                                      | 12(e) | 1.3    | 0.3    |
|   |       | (1.3)  | 0.3    |
| Items that are or may be reclassified subsequently to profit or loss        |       |        |        |
| Decrease due to revaluation of other financial assets                       | 12(a) | (0.4)  | (0.1)  |
| Cash flow hedges:   |       |        |        |
| - Change in value of financial instruments                                  | 12(b) | 2.6    | 0.2    |
| Effect of foreign currency translation                                      | 12    | (45.8) | 60.7   |
|   |       | (43.6) | 60.8   |
| Other comprehensive income for the half year, net of income tax             |       | (44.9) | 61.1   |
| Total comprehensive income for the half year                                |       | 521.4  | 990.4  |
| Total comprehensive income attributable to GL                               |       | (30.7) | 76.9   |
| Total comprehensive income attributable to GIT (non-controlling interests)  |       | 468.0  | 777.3  |
| Total comprehensive income attributable to GLHK (non-controlling interests) |       | 74.6   | 126.2  |
| Total comprehensive income attributable to Securityholders                  |       | 511.9  | 980.4  |
| Total comprehensive income attributable to other non-controlling interests  |       | 9.5    | 10.0   |
| Total comprehensive income for the half year                                |       | 521.4  | 990.4  |

The consolidated interim statement of comprehensive income is to be read in conjunction with the accompanying notes.

## Goodman Limited and its controlled entities Consolidated interim statement of changes in equity for the half year ended 31 December 2016

## Half year ended 31 December 2015

| Consolidated                                  |       | Α                 | ttributable to |                    |         |  |              |
|---|-------|-------------------|----------------|--------------------|---------|--|--------------|
|   |       | Issued<br>capital | Reserves       | Accumulated losses | Total   | Other non-<br>controlling<br>interests | Total equity |
|   | Note  | \$M               | \$M            | \$M                | \$M     | \$M                                    | \$M          |
| Balance at 1 July 2015                        |       | 7,936.2           | (132.4)        | (753.5)            | 7,050.3 | 325.8                                  | 7,376.1      |
| Total comprehensive income for the half year  |       |                   |                |                    |         |  |              |
| Profit for the half year                      | 13    | -                 | -              | 919.3              | 919.3   | 10.0                                   | 929.3        |
| Other comprehensive income for the half year, |       |                   |                |                    |         |  |              |
| net of income tax                             |       | -                 | 61.1           | =                  | 61.1    | -                                      | 61.1         |
| Total comprehensive income for the half year, |       |                   |                |                    |         |  |              |
| net of income tax                             |       | -                 | 61.1           | 919.3              | 980.4   | 10.0                                   | 990.4        |
| Transfers                                     |       | -                 | 93.0           | (93.0)             |         | -                                      | -            |
| Contributions by and distributions to owners  |       |                   |                |                    |         |  |              |
| - Distribution reinvestment plan              | 11    | 45.4              | =              | =                  | 45.4    | -                                      | 45.4         |
| - Distributions on stapled securities         | 10(b) | -                 | -              | (210.6)            | (210.6) | -                                      | (210.6)      |
| - Distributions on Goodman PLUS               | 10(d) | -                 | -              | =                  |         | (10.0)                                 | (10.0)       |
| - Equity settled share based payments expense | 12(d) | -                 | 25.4           | =                  | 25.4    | -                                      | 25.4         |
| Balance at 31 December 2015                   |       | 7,981.6           | 47.1           | (137.8)            | 7,890.9 | 325.8                                  | 8,216.7      |

## Half year ended 31 December 2016

| Consolidated                                  |             | A                 | attributable to Se | curityholders        |         |  |              |
|---|-------------|-------------------|--------------------|----------------------|---------|--|--------------|
|   |             | Issued<br>capital | Reserves           | Retained<br>earnings | Total   | Other non-<br>controlling<br>interests | Total equity |
|   | Note        | \$M               | \$M                | \$М                  | \$M     | \$M                                    | \$M          |
| Balance at 1 July 2016                        |             | 8,031.7           | 32.8               | 3.0                  | 8,067.5 | 325.8                                  | 8,393.3      |
| Total comprehensive income for the half year  |             |                   |                    |                      |         |  |              |
| Profit for the half year                      | 13          | -                 | -                  | 556.8                | 556.8   | 9.5                                    | 566.3        |
| Other comprehensive income for the half year, |             |                   |                    |                      |         |  |              |
| net of income tax                             |             | -                 | (44.9)             | -                    | (44.9)  | -                                      | (44.9)       |
| Total comprehensive income for the half year, |             |                   |                    |                      |         |  |              |
| net of income tax                             |             | -                 | (44.9)             | 556.8                | 511.9   | 9.5                                    | 521.4        |
| Transfers                                     |             | -                 | (33.3)             | 33.3                 |         | -                                      | -            |
| Contributions by and distributions to owners  |             |                   |                    |                      |         |  |              |
| - Distributions on stapled securities 1       | 0(b), 10(c) | -                 | -                  | (245.0)              | (245.0) | -                                      | (245.0)      |
| - Distributions on Goodman PLUS               | 10(d)       | -                 | -                  | -                    | -       | (9.5)                                  | (9.5)        |
| - Equity settled share based payments expense | 12(d)       | -                 | 33.4               | -                    | 33.4    | -                                      | 33.4         |
| Acquisition of non-controlling interest       | 13          | -                 | -                  | (12.7)               | (12.7)  | -                                      | (12.7)       |
| Balance at 31 December 2016                   |             | 8,031.7           | (12.0)             | 335.4                | 8,355.1 | 325.8                                  | 8,680.9      |

The consolidated interim statement of changes in equity is to be read in conjunction with the accompanying notes.

## Goodman Limited and its controlled entities Consolidated interim cash flow statement for the half year ended 31 December 2016

| Cash flows from operating activities                                | <b>2016</b><br><b>\$M</b><br>99.7 | 2015<br>\$M |
|---|-----------------------------------|-------------|
| Cash flows from operating activities                                | ·                                 | \$M         |
| Cash flows from operating activities                                | 99.7                              |             |
| Cash nows from operating activities                                 | 99.7                              |             |
| Property income received  | 55.1                              | 103.5       |
| Cash receipts from development activities                           | 646.5                             | 930.8       |
| Other cash receipts from services provided                          | 145.5                             | 148.3       |
| Property expenses paid  | (22.4)                            | (31.2)      |
| Payments for development activities                                 | (513.1)                           | (668.4)     |
| Other cash payments in the course of operations                     | (166.5)                           | (172.0)     |
| Distributions/dividends received from equity accounted investments  | 317.0                             | 217.4       |
| Interest received   | 22.7                              | 4.7         |
| Finance costs paid  | (87.9)                            | (86.9)      |
| Net income taxes paid   | (35.0)                            | (1.4)       |
| Net cash provided by operating activities                           | 406.5                             | 444.8       |
| Cash flows from investing activities                                |                                   |             |
| Proceeds from disposal of investment properties                     | 406.8                             | 0.1         |
| Proceeds from disposal of controlled entities, net of cash disposed | -                                 | 4.7         |
| Proceeds from disposal of equity investments                        | -                                 | 26.2        |
| Payments for equity investments                                     | (148.6)                           | (189.0)     |
| Payments for investment properties                                  | (63.0)                            | (32.6)      |
| Payments for plant and equipment                                    | (2.5)                             | (3.6)       |
| Net cash provided by/(used in) investing activities                 | 192.7                             | (194.2)     |
| Cash flows from financing activities                                |                                   |             |
| Net cash flows from loans to related parties                        | (18.7)                            | (4.5)       |
| Proceeds from borrowings  | 53.4                              | 170.3       |
| Repayments of borrowings  | (41.4)                            | (159.0)     |
| Distributions paid  | (220.0)                           | (159.2)     |
| Net cash used in financing activities                               | (226.7)                           | (152.4)     |
| Net increase in cash held   | 372.5                             | 98.2        |
| Cash at the beginning of the half year                              | 1,337.0                           | 746.5       |
| Cash at the end of the half year                                    | 1,709.5                           | 844.7       |

The consolidated interim cash flow statement is to be read in conjunction with the accompanying notes.

#### **Basis of preparation**

#### 1 Basis of preparation

Goodman Limited (Company or Parent Entity) is a company domiciled in Australia. The interim financial statements of the Company as at and for the half year ended 31 December 2016 comprise the Company and its controlled entities (together Goodman or Consolidated Entity) and Goodman's interests in associates and joint ventures (JVs).

#### (a) Statement of compliance

The interim financial report is a general purpose financial report which has been prepared in accordance with Australian Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Act 2001*. The interim financial report is presented in Australian dollars and was authorised for issue by the Directors on 16 February 2017.

The interim financial report does not include all of the information required for a full annual financial report and should be read in conjunction with the annual report of the Consolidated Entity as at and for the year ended 30 June 2016.

There are no significant changes to the Consolidated Entity's interim income statement, statement of comprehensive income or statement of financial position as a result of the application of the new and amended standards and interpretations mandatory for annual reporting periods beginning on or after 1 July 2016. The Consolidated Entity has not applied any Australian Accounting Standards available for early adoption in the preparation of these financial statements.

#### (b) Rounding

The Consolidated Entity is an entity of a kind referred to in ASIC Corporations (Rounding in Financial/Directors' Reports) Instrument 2016/191. In accordance with that Instrument, amounts in this Directors' report and the consolidated financial report have been rounded to the nearest hundred thousand dollars, unless otherwise stated.

#### (c) Critical accounting estimates used in the preparation of the financial statements

The preparation of consolidated financial statements requires estimates and assumptions concerning the application of accounting policies and the future to be made by the Consolidated Entity. Estimates are regularly evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year can be found in:

- Note 5 Property assets; and
- + Note 9 Financial instruments.

The accounting impacts of revisions to estimates are recognised in the period in which the estimate is revised and in any future periods affected.

## Measurement of fair values

A number of the Consolidated Entity's accounting policies and disclosures require the measurement of fair values, for both financial and non-financial assets and liabilities.

When measuring the fair value of an asset or a liability, the Consolidated Entity uses market observable data as far as possible. Fair values are categorised into different levels in a fair value hierarchy and have been defined as follows:

- + Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities;
- + Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices); and
- + Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs).

Further information about the assumptions made in measuring fair values is included in the following notes:

- + Note 5 Property assets; and
- Note 9 Financial instruments.

## Results for the half year

## 2 Profit before income tax

Profit before income tax has been arrived at after crediting/(charging) the following items:

|  |          | Consolid | ated    |
|--|----------|----------|---------|
|  |          | 2016     | 2015    |
|  | Note     | \$M      | \$M     |
| Development activities   |          |          |         |
| Income from disposal of inventories                            |          | 124.3    | 339.2   |
| Net gain on disposal of special purpose development entities   |          | 5.2      | 0.6     |
| Other development income                                       |          | 380.7    | 287.2   |
| Development income   |          | 510.2    | 627.0   |
| Inventory cost of sales  |          | (101.0)  | (274.3) |
| Other development expenses                                     |          | (265.5)  | (220.0) |
| Development expenses   |          | (366.5)  | (494.3) |
| Equity accounted investments                                   |          |          |         |
| Share of net results of investments in associates              |          |          |         |
| - Operating results after tax (before revaluations)            | 5(e)(i)  | 111.5    | 161.3   |
| - Fair value adjustments attributable to investment properties | 5(e)(i)  | 126.3    | 321.1   |
| - Fair value adjustments on derivative financial instruments   | 5(e)(i)  | (39.8)   | (2.0)   |
| Share of net results of investments in JVs                     |          |          |         |
| - Operating results after tax (before revaluations)            | 5(e)(ii) | 88.0     | 48.6    |
| - Fair value adjustments attributable to investment properties | 5(e)(ii) | 66.4     | 72.0    |
| - Fair value adjustments on derivative financial instruments   | 5(e)(ii) | 0.7      | (0.5)   |
| Share of net results of equity accounted investments           |          | 353.1    | 600.5   |
| Disposal of equity investments                                 |          |          |         |
| Net consideration from disposal of associates and JVs          |          | 3.4      | 26.9    |
| Carrying value of associates and JVs disposed                  |          | (3.4)    | (16.7)  |
| Net gain on disposal of equity investments                     |          | -        | 10.2    |
| Impairment losses  |          |          |         |
| Impairment of receivables                                      |          | -        | (2.1)   |
| Impairment of inventories                                      |          | (42.3)   | (10.5)  |
| Impairment losses  |          | (42.3)   | (12.6)  |

## Results for the half year (cont)

## 3 Profit per security

|   | 2016  | 2015 |
|---|-------|------|
|   | ¢     | ¢    |
| Profit per security                     |       |      |
| Basic profit per security               | 31.2  | 52.1 |
| Diluted profit per security             | 30.2  | 50.2 |
| (Loss)/profit per Company share         |       |      |
| Basic (loss)/profit per Company share   | (1.9) | 4.3  |
| Diluted (loss)/profit per Company share | (1.9) | 4.2  |

## (a) Profit (for basic and diluted calculation)

|   |      | 2016   | 2015  |
|---|------|--------|-------|
|   | Note | \$M    | \$M   |
| Profit per security   |      |        |       |
| Profit after tax used in calculating basic profit per security                      | 13   | 556.8  | 919.3 |
| Distribution on Goodman PLUS  |      | 9.5    | 10.0  |
| Profit after tax used in calculating diluted profit per security                    |      | 566.3  | 929.3 |
| (Loss)/profit per Company share   |      |        |       |
| (Loss)/profit after tax used in calculating basic (loss)/profit per Company share   | 13   | (34.3) | 76.4  |
| Impact on conversion of Goodman PLUS  |      | -      | 1.1   |
| (Loss)/profit after tax used in calculating diluted (loss)/profit per Company share | е    | (34.3) | 77.5  |

### (b) Weighted average number of securities/Company shares

|  | 2016          | 2015             |
|--|---------------|------------------|
|  | Numbe         | er of securities |
| Weighted average number of securities used in calculating basic profit   |               |                  |
| per security   | 1,785,539,875 | 1,764,632,099    |
| Effect of performance rights on issue                                    | 41,227,489    | 34,563,458       |
| Effect of issue of securities to Goodman PLUS holders                    | 47,387,788    | 53,033,993       |
| Weighted average number of securities used in calculating diluted profit |               |                  |
| per security   | 1,874,155,152 | 1,852,229,550    |

|   | 2016                 | 2015          |  |
|---|----------------------|---------------|--|
|   | Number of securities |               |  |
| Weighted average number of shares used in calculating basic   |                      |               |  |
| (loss)/profit per Company share                               | 1,785,539,875        | 1,764,632,099 |  |
| Effect of performance rights on issue                         | -                    | 34,563,458    |  |
| Effect of issue of securities to Goodman PLUS holders         | -                    | 53,033,993    |  |
| Weighted average number of shares used in calculating diluted |                      |               |  |
| (loss)/profit per Company share                               | 1,785,539,875        | 1,852,229,550 |  |

## 4 Segment reporting

The Consolidated Entity is based in Australia and has separately managed divisions in Australia and New Zealand, Asia, Continental Europe, United Kingdom and the Americas.

The activities and services undertaken by the divisions include:

- direct and indirect ownership of investment properties;
- development; and
- + investment management and property services.

Information regarding the operations of each reportable segment is included on the following page.

## Results for the half year (cont)

## 4 Segment reporting (cont)

## Information about reportable segments

|   | Aust           | ralia and      |                |                |                |                |                |                |                |                |                |                |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|   | New            | Zealand        |                | Asia           | Continenta     | al Europe      | United         | Kingdom        | A              | mericas        |                | Total          |
|   | 2016           | 2015           | 2016           | 2015           | 2016           | 2015           | 2016           | 2015           | 2016           | 2015           | 2016           | 2015           |
| Income statement  | \$M            |
| External revenues   |                |                |                |                |                |                |                |                |                |                |                |                |
| Gross property income   | 75.7           | 96.1           | 0.6            | 1.1            | 4.4            | 5.7            | 2.3            | 5.8            | 11.4           | -              | 94.4           | 108.7          |
| Management income   | 46.7           | 58.1           | 79.6           | 45.7           | 22.8           | 21.9           | 6.1            | 9.5            | 1.1            | 11.8           | 156.3          | 147.0          |
| Development income  | 94.7           | 40.8           | 28.0           | 8.4            | 362.3          | 524.3          | 14.9           | 48.6           | 10.3           | 4.9            | 510.2          | 627.0          |
| Total external revenues   | 217.1          | 195.0          | 108.2          | 55.2           | 389.5          | 551.9          | 23.3           | 63.9           | 22.8           | 16.7           | 760.9          | 882.7          |
| Reportable segment profit before tax  | 249.7          | 215.3          | 178.0          | 118.7          | 84.1           | 135.7          | 4.3            | 34.5           | 19.4           | 2.4            | 535.5          | 506.6          |
| Share of net results of equity accounted investments  | 201.0          | 275.0          | 133.0          | 205.9          | 17.0           | 40.8           | (29.4)         | 52.6           | 31.5           | 26.2           | 353.1          | 600.5          |
| Material non-cash items not included in reportable segment profit before tax  Net gain/(loss) from fair value adjustments on investment | 420.0          | 200.0          |                |                |                | (2.4)          |                | (2.5)          |                |                | 422.0          | 050.0          |
| properties  | 132.0          | 260.2          | -              | -              |                | (3.1)          | -              | (3.5)          | -              | -              | 132.0          | 253.6          |
| Impairment losses   | -              | (5.0)          | (0.1)          | -              | 0.2            | (7.6)          | (42.4)         | -              | -              | -              | (42.3)         | (12.6)         |
|   | 31 Dec<br>2016 | 30 Jun<br>2016 |
| Statement of financial position   | \$M            |
| Reportable segment assets   | 5,365.6        | 5,365.1        | 1,953.1        | 1,848.3        | 1,631.9        | 1,695.6        | 1,043.7        | 1,102.0        | 1,059.3        | 908.6          | 11,053.6       | 10,919.6       |
| Non-current assets  | 5,177.5        | 5,155.6        | 1,780.5        | 1,687.8        | 1,354.2        | 1,375.1        | 495.3          | 782.5          | 697.4          | 596.6          | 9,504.9        | 9,597.6        |
| Included in reportable segment assets are:  |                |                |                |                |                |                |                |                |                |                |                |                |
| Investment properties   | 2,478.3        | 2,645.0        | -              | -              | 44.4           | 45.2           | 29.2           | 30.5           | -              | -              | 2,551.9        | 2,720.7        |
| Investments accounted for using the equity method <sup>1</sup>  | 2,611.4        | 2,425.6        | 1,510.5        | 1,483.6        | 564.6          | 542.9          | 268.0          | 308.5          | 687.6          | 587.5          | 5,642.1        | 5,348.1        |
| Reportable segment liabilities  | 256.6          | 129.9          | 76.2           | 70.8           | 95.2           | 97.2           | 35.8           | 45.1           | 67.1           | 56.0           | 530.9          | 399.0          |

<sup>1.</sup> Investments accounted for using the equity method in the United Kingdom included the investment in ABPP of \$213.0 million, which is classified as held for sale (refer to note 5(b)).

## Results for the half year (cont)

## 4 Segment reporting (cont)

## Reconciliation of reportable segment revenues, profit or loss, assets and liabilities

|   |           | 2016           | 2015           |
|---|-----------|----------------|----------------|
|   | Note      | \$M            | \$M            |
| Revenues  |           |                |                |
| Total revenue for reportable segments   |           | 760.9          | 882.7          |
| Consolidated revenues   |           | 760.9          | 882.7          |
| Profit or loss  |           |                |                |
| Total profit before tax for reportable segments                               |           | 535.5          | 506.6          |
| Corporate expenses not allocated to reportable segments                       |           | (61.1)         | (54.3)         |
| Operating profit before net interest and income tax                           |           | 474.4          | 452.3          |
| Valuation and other adjustments not included in reportable segment profit bef | fore tax: |                |                |
| - Net gain from fair value adjustments on investment properties               | 5(d)      | 132.0          | 253.6          |
| - Impairment losses   | 2         | (42.3)         | (12.6)         |
| - Fair value adjustments relating to associates and JVs                       | 2         | 153.6          | 390.6          |
| - Share based payments expense  |           | (45.8)         | (33.3)         |
| - Net capital losses not distributed and tax deferred adjustments             |           | (2.0)          | (1.6)          |
| - Profit on disposal of investment properties                                 |           | 2.0            | -              |
| - Straight lining of rental income  |           | (0.7)          | 8.3            |
| Profit before interest and tax  |           | 671.2          | 1,057.3        |
| Net finance expense   | 7         | (59.9)         | (78.6)         |
| Consolidated profit before income tax   |           | 611.3          | 978.7          |
|   |           | 31 Dec<br>2016 | 30 Jun<br>2016 |
|   |           | \$M            | \$M            |
| Assets  |           |                |                |
| Assets for reportable segments  |           | 11,053.6       | 10,919.6       |
| Other unallocated amounts   |           | 1,763.2        | 1,467.5        |
| Consolidated total assets   |           | 12,816.8       | 12,387.1       |
| Liabilities   |           |                |                |
| Liabilities for reportable segments   |           | 530.9          | 399.0          |
| Interest bearing liabilities  |           | 2,902.9        | 2,865.2        |
| Provisions for distributions  |           | 231.9          | 197.4          |
| Other unallocated amounts   |           | 470.2          | 532.2          |
| Consolidated total liabilities  |           | 4,135.9        | 3,993.8        |

## **Operating assets**

## 5 Property assets

#### (a) Types of property assets

Goodman's investment in property assets includes both inventories and investment properties, which may be held either directly or through its investments in managed partnerships (both associates and JVs).

#### **Inventories**

Inventories relate to land and property developments that are held for sale or development and sale in the normal course of the Consolidated Entity's business. Inventories are carried at the lower of cost or net realisable value. The calculation of net realisable value requires estimates and assumptions which are regularly evaluated and are based on historical experience and expectations of future events that are believed to be reasonable under the circumstances.

#### Investment properties

Investment properties comprise investment interests in land and buildings held for the purpose of leasing to produce rental income and/or for capital appreciation. Investment properties are carried at fair value. The calculation of fair value requires estimates and assumptions which are regularly evaluated and are based on historical experience and expectations of future events that are believed to be reasonable under the circumstances.

## (b) Summary of Goodman's investment in property assets

|   |          | Cons        | olidated    |
|---|----------|-------------|-------------|
|   |          | 31 Dec 2016 | 30 Jun 2016 |
|   | Note     | \$M         | \$M         |
| Inventories                                       |          |             |             |
| Current   |          | 745.3       | 687.0       |
| Non-current                                       |          | 709.9       | 688.8       |
|   |          | 1,455.2     | 1,375.8     |
| Investment properties                             |          |             |             |
| Stabilised investment properties                  |          | 2,373.3     | 2,552.5     |
| Investment properties under development           |          | 178.6       | 168.2       |
|   | 5(d)     | 2,551.9     | 2,720.7     |
| Investments accounted for using the equity method |          |             |             |
| Current   |          |             |             |
| Associate - held for sale                         | 5(e)(i)  | 213.0       | -           |
|   |          | 213.0       | -           |
| Non-current                                       |          |             |             |
| Associates  | 5(e)(i)  | 3,661.0     | 3,733.0     |
| JVs   | 5(e)(ii) | 1,768.1     | 1,615.1     |
|   |          | 5,429.1     | 5,348.1     |
| Total property assets                             |          | 9,649.2     | 9,444.6     |

#### **Operating assets (cont)**

## 5 Property assets (cont)

## (c) Estimates and assumptions in determining property carrying values

#### Inventories

For both inventories held directly and inventories held in managed partnerships, external valuations are not performed but instead valuations are determined using the feasibility studies supporting the land and property developments. The end values of the developments in the feasibility studies are based on assumptions such as capitalisation rates, letting up periods and incentives that are consistent with those observed in the relevant market. Where the feasibility study calculations indicate that the forecast cost of a completed development will exceed the net realisable value, then the inventories are impaired.

#### **Investment properties**

#### Stabilised investment properties

Stabilised investment properties refer to investment properties which are not under development. The fair value of stabilised investment properties is based on current prices in an active market for similar properties in the same location and condition and subject to similar lease and other contracts. The current price is the estimated amount for which a property could be exchanged between a willing buyer and a willing seller in an arm's length transaction after proper marketing wherein the parties had each acted knowledgably, prudently and without compulsion.

#### Market assessment

At 31 December 2016, all markets in which Goodman operated were observed to be active and no adjustments were made to the carrying value of stabilised investment properties arising from internal valuations using discounted cash flow calculations. The overall weighted average capitalisation rates for the divisional portfolios (including managed partnerships) are as set out in the table below:

|                                 | ı otal portfol<br>average capit | alisation rate |
|---------------------------------|---------------------------------|----------------|
|                                 |                                 | 30 Jun 2016    |
| Division                        | %                               | %              |
| Australia <sup>1</sup>          | 6.2                             | 6.7            |
| New Zealand                     | 7.0                             | 7.0            |
| Hong Kong                       | 5.3                             | 5.4            |
| China <sup>2</sup>              | 6.3                             | 6.5            |
| Japan                           | 4.7                             | 4.9            |
| Logistics - Continental Europe  | 6.2                             | 6.3            |
| Logistics - United Kingdom      | 6.3                             | 6.9            |
| Business Parks - United Kingdom | 6.9                             | 6.5            |
| North America                   | 4.5                             | 4.5            |

<sup>1.</sup> Excludes urban renewal sites which are valued on a rate per residential unit basis.

#### Investment properties under development

External valuations are generally not performed for investment properties under development, but instead valuations are determined using the feasibility studies supporting the developments. The end values of the developments in the feasibility studies are based on assumptions such as capitalisation rates, letting up periods and incentives that are consistent with those observed in the relevant market adjusted for a profit and risk factor. This profit and risk factor is dependent on the function, location, size and current status of the development and is generally in a market range of 10% to 15%. This adjusted end value is then compared to the forecast cost of a completed development to determine whether there is an increase or decrease in value.

This practice of determining fair value by reference to the development feasibility is generally also applied for Goodman's investments in managed partnerships. However, certain managed partnerships do obtain independent valuations for investment properties under development each financial year.

Total partfalia waighted

<sup>2.</sup> In order to align with market practice, the weighted average capitalisation rates for the China portfolio at 31 December 2016 and the comparative at 30 June 2016 have been presented net of property taxes. In Goodman's 2016 annual report, the weighted average capitalisation rate for the China portfolio of 8.1% was disclosed on a gross basis.

## Operating assets (cont)

## 5 Property assets (cont)

## (d) Investment properties

## Reconciliation of carrying amount of directly held investment properties

|   | Consc   | lidated |
|---|---------|---------|
|   | 2016    | 2015    |
|   | \$M     | \$M     |
| Carrying amount at the beginning of the half year | 2,720.7 | 2,906.0 |
| Cost of acquisition:                              |         |         |
| Capital expenditure                               | 50.1    | 46.0    |
| Disposals:  |         |         |
| - Carrying value of properties sold               | (349.0) | (1.0)   |
| Transfers from inventories                        | -       | 1.5     |
| Net gain from fair value adjustments              | 132.0   | 253.6   |
| Effect of foreign currency translation            | (1.9)   | 2.2     |
| Carrying amount at the end of the half year       | 2,551.9 | 3,208.3 |
| Analysed by segment:                              |         |         |
| Australia and New Zealand                         | 2,478.3 | 3,122.7 |
| Continental Europe                                | 44.4    | 51.0    |
| United Kingdom                                    | 29.2    | 34.6    |
|   | 2,551.9 | 3,208.3 |

## Operating assets (cont)

## 5 Property assets (cont)

## (e) Investments accounted for using the equity method

Investments accounted for using the equity method comprise associates and JVs, which are collectively referred to as managed partnerships.

#### (i) Investments in associates

The Consolidated Entity's investments in associates are summarised below:

|                                | 31 Dec 2016 | 30 Jun 2016 |
|--------------------------------|-------------|-------------|
|                                | \$M         | \$M         |
| Associates                     |             |             |
| Current assets - held for sale | 213.0       | -           |
| Non-current assets             | 3,661.0     | 3,733.0     |
|                                | 3,874.0     | 3,733.0     |

During the half year, the investors in ABPP commenced a process to sell their units in ABPP. This process is ongoing and the Directors consider it appropriate to classify the Consolidated Entity's investment as held for sale. There were no adjustments to the carrying value of ABPP as a consequence of this reclassification.

The Consolidated Entity's associates are set out below:

|   |                | Consolidated |         | Cons     | solidated | Cor      | solidated |
|---|----------------|--------------|---------|----------|-----------|----------|-----------|
|   | share of net   |              | OV      | vnership | in        | vestment |           |
|   |                |              | results |          | interest  | carryin  | g amount  |
|   |                |              |         | 31 Dec   | 30 Jun    | 31 Dec   | 30 Jun    |
|   | Country of     | 2016         | 2015    | 2016     | 2016      | 2016     | 2016      |
| Name of associate                               | establishment  | \$M          | \$M     | %        | %         | \$M      | \$M       |
| Property investment                             |                |              |         |          |           |          |           |
| Goodman Australia Industrial Partnership (GAIP) | Australia      | 94.0         | 164.2   | 27.5     | 27.5      | 1,247.1  | 1,186.6   |
| Goodman Australia Partnership (GAP)             | Australia      | 67.2         | 87.7    | 19.9     | 19.9      | 611.4    | 549.8     |
| Goodman Property Trust (GMT)                    | New Zealand    | 10.5         | 8.4     | 20.9     | 20.7      | 322.4    | 313.7     |
| Goodman Hong Kong Logistics Partnership         |                |              |         |          |           |          |           |
| (GHKLP)   | Cayman Islands | 28.9         | 134.1   | 20.0     | 20.0      | 796.2    | 754.9     |
| Goodman Japan Core Partnership (GJCP)           | Japan          | 18.2         | 11.1    | 16.8     | 20.0      | 210.1    | 215.3     |
| Goodman European Partnership (GEP)              | Luxembourg     | 12.2         | 22.8    | 20.4     | 20.4      | 473.8    | 456.1     |
| Arlington Business Parks Partnership (ABPP)     | United Kingdom | (33.0)       | 52.1    | 43.1     | 43.1      | 213.0    | 256.6     |
|   |                | 198.0        | 480.4   |          |           | 3,874.0  | 3,733.0   |

The reconciliation of the carrying amount of investments in associates is set out as follows:

|   | Consol      | idated      |
|---|-------------|-------------|
| Movement in carrying amount of investments in associates              | 2016<br>\$M | 2015<br>\$M |
| Carrying amount at the beginning of the half year                     | 3,733.0     | 3,195.3     |
| Share of net results after tax (before revaluations)                  | 111.5       | 161.3       |
| Share of fair value adjustments attributable to investment properties | 126.3       | 321.1       |
| Share of fair value adjustments on derivative financial instruments   | (39.8)      | (2.0)       |
| Share of net results  | 198.0       | 480.4       |
| Share of movements in reserves  | 2.0         | 0.1         |
| Acquisitions  | 53.8        | 71.5        |
| Disposals   | -           | (16.6)      |
| Distributions received and receivable                                 | (102.5)     | (134.4)     |
| Effect of foreign currency translation                                | (10.3)      | 68.2        |
| Carrying amount at the end of the half year                           | 3,874.0     | 3,664.5     |

## Operating assets (cont)

## 5 Property assets (cont)

## (e) Investments accounted for using the equity method (cont)

## (ii) Investments in JVs

A summary of the results and ownership interest of the Consolidated Entity's principal JVs is set out below:

|   |  |             | olidated<br>re of net<br>results |                     | solidated<br>vnership<br>interest | ir                    | nsolidated<br>nvestment<br>ng amount |
|---|--|-------------|----------------------------------|---------------------|-----------------------------------|-----------------------|--------------------------------------|
| Name of JV                                  | Country of establishment/incorporation | 2016<br>\$M | 2015<br>\$M                      | 31 Dec<br>2016<br>% | 30 Jun<br>2016<br>%               | 31 Dec<br>2016<br>\$M | 30 Jun<br>2016<br>\$M                |
| Property investment                         |  |             |                                  |                     |                                   |                       |                                      |
| KWASA Goodman Industrial Partnership (KGIP) | Australia                              | 21.3        | 14.6                             | 40.0                | 40.0                              | 145.4                 | 213.5                                |
| Property development                        |  |             |                                  |                     |                                   |                       |                                      |
| Goodman Japan Development Partnership       |  |             |                                  |                     |                                   |                       |                                      |
| (GJDP)                                      | Japan                                  | 55.0        | 33.0                             | 50.0                | 50.0                              | 46.1                  | 95.9                                 |
| Property investment and development         |  |             |                                  |                     |                                   |                       |                                      |
| Goodman China Logistics Partnership (GCLP)  | Cayman Islands                         | 30.9        | 27.7                             | 20.0                | 20.0                              | 453.5                 | 414.3                                |
| Goodman North America Partnership (GNAP)    | USA                                    | 31.5        | 34.7                             | 55.0                | 55.0                              | 687.6                 | 587.5                                |
| Other JVs                                   |  | 16.4        | 10.1                             |                     |                                   | 435.5                 | 303.9                                |
|   |  | 155.1       | 120.1                            |                     |                                   | 1,768.1               | 1,615.1                              |

The reconciliation of the carrying amount of investments in JVs is set out as follows:

|   | Consoli | idated  |  |
|---|---------|---------|--|
|   | 2016    | 2015    |  |
| Movement in carrying amount of investments in JVs                     | \$M     | \$M     |  |
| Carrying amount at the beginning of the half year                     | 1,615.1 | 1,313.5 |  |
| Share of net results after tax (before revaluations)                  | 88.0    | 48.6    |  |
| Share of fair value adjustments attributable to investment properties | 66.4    | 72.0    |  |
| Share of fair value adjustments on derivative financial instruments   | 0.7     | (0.5)   |  |
| Share of net results  | 155.1   | 120.1   |  |
| Share of movements in reserves  | (23.8)  | -       |  |
| Acquisitions  | 212.2   | 147.8   |  |
| Disposals   | (3.4)   | -       |  |
| Distributions/dividends received and receivable                       | (214.0) | (90.7)  |  |
| Effect of foreign currency translation                                | 26.9    | 15.7    |  |
| Carrying amount at the end of the half year                           | 1,768.1 | 1,506.4 |  |

## Operating assets (cont)

## 6 Intangible assets

|                   | Consc         | olidated                |  |  |
|-------------------|---------------|-------------------------|--|--|
|                   | 31 Dec 2016 3 | 31 Dec 2016 30 Jun 2016 |  |  |
|                   | \$M           | \$M                     |  |  |
| Goodwill          | 663.2         | 678.1                   |  |  |
| Management rights | 104.1         | 102.5                   |  |  |
|                   | 767.3         | 780.6                   |  |  |

An analysis of the goodwill and management rights by division at 31 December 2016 is set out below:

|                                | 31 Dec 2016 30 Jun 201 |
|--------------------------------|------------------------|
| Carrying amounts               | \$M \$                 |
| Goodwill                       |                        |
| Continental Europe - Logistics | 555.4 565.             |
| United Kingdom - Logistics     | 84.2 87.               |
| Other                          | 23.6 25.               |
| Subtotal - goodwill            | 663.2 678.             |
| Management rights              |                        |
| Continental Europe - Logistics | 31.6 32.               |
| Other                          | 72.5 70.               |
| Subtotal - management rights   | 104.1 102.             |
| Total                          | 767.3 780.             |

## Impairment

The present value of the intangible assets for each division was calculated as at 30 June 2016 and the results for the significant balances are disclosed in Goodman's 2016 annual report.

At 31 December 2016, management has assessed that there have been no changes in factors or circumstances that would significantly impact the cash flows and discount rates used at 30 June 2016 and accordingly there have been no impairments or reversals of impairments during the half year.

## **Capital management**

## 7 Net finance expense

|   | Consolidate |         |
|---|-------------|---------|
|   | 2016        | 2015    |
|   | \$M         | \$M     |
| Finance income  |             |         |
| Interest income from:   |             |         |
| - Related parties   | -           | 0.2     |
| - Other parties   | 10.2        | 4.6     |
| Fair value adjustments on derivative financial instruments          | 4.1         | 27.6    |
|   | 14.3        | 32.4    |
| Finance expense   |             |         |
| Interest expense from third party loans, overdrafts and derivatives | (67.6)      | (91.1)  |
| Other borrowing costs   | (7.2)       | (7.4)   |
| Foreign exchange loss <sup>1</sup>                                  | (25.6)      | (58.7)  |
| Capitalised borrowing costs   | 26.2        | 46.2    |
|   | (74.2)      | (111.0) |
| Net finance expense   | (59.9)      | (78.6)  |

Includes unrealised foreign exchange losses of \$25.1 million (2015: losses of \$58.4 million) relating to the translation of interest bearing liabilities which do not qualify for net investment hedging.

## Capital management (cont)

## 8 Interest bearing liabilities

|                              |      | Conso        | lidated    |
|------------------------------|------|--------------|------------|
|                              | 3    | 1 Dec 2016 3 | 0 Jun 2016 |
|                              | Note | \$M          | \$M        |
| Current                      |      |              |            |
| Secured:                     |      |              |            |
| - Bank loans                 | 8(a) | 23.6         | 12.0       |
| - Foreign securitised notes  | 8(b) | 11.8         | 8.7        |
| Borrowing costs              |      | (0.6)        | (0.4)      |
|                              |      | 34.8         | 20.3       |
| Non-current                  |      |              |            |
| Secured:                     |      |              |            |
| - Bank loans                 | 8(a) | 44.6         | 52.9       |
| - Foreign securitised notes  | 8(b) | 130.7        | 85.9       |
| Unsecured:                   |      |              |            |
| - Bank loans                 | 8(c) | 306.5        | 306.5      |
| - Euro medium-term notes     | 8(d) | 427.6        | 445.4      |
| - United States senior notes | 8(e) | 1,835.9      | 1,779.2    |
| - Foreign private placements | 8(f) | 148.5        | 202.8      |
| Borrowing costs              | ,,   | (25.7)       | (27.8)     |
| -                            |      | 2,868.1      | 2,844.9    |

## (a) Bank loans, secured

Secured bank loans at 31 December 2016 are summarised as follows:

## Amounts drawn down in A\$M equivalents

| Facility limit -          |                        |                 |      |       |  |
|---------------------------|------------------------|-----------------|------|-------|--|
| Facility                  | Facility maturity date | A\$M equivalent | BRL  | Total |  |
| Bank loan 1               | 26 Sep 2023            | 40.8            | 40.8 | 40.8  |  |
| Bank loan 2               | 10 Jan 2022            | 27.4            | 27.4 | 27.4  |  |
| Total bank loans, secured | at 31 Dec 2016         | 68.2            | 68.2 | 68.2  |  |
|                           | at 30 Jun 2016         | 64.9            | 64.9 | 64.9  |  |

## (b) Foreign securitised notes

Goodman owns an entity in Brazil that has issued notes which are secured by a property asset and are non-recourse to the Consolidated Entity. As at 31 December 2016, the entity has issued A\$142.5 million (BRL 334.7 million) of the notes, of which A\$96.1 million expires on 9 August 2030 and A\$46.4 million expires on 10 January 2029. The notes have ongoing monthly repayments of both capital and interest.

#### Capital management (cont)

## 8 Interest bearing liabilities (cont)

## (c) Bank loans, unsecured

## Amounts drawn down in A\$M equivalents

|                        | Facility limit -   |  |   |  |
|------------------------|--|--|---|--|
| Facility maturity date | A\$M equivalent  | NZD  | JPY   | Total  |
| 31 Jul 2019            | 50.0   | -  | -   | -  |
| 31 Jul 2018            | 163.5  | 91.5   | -   | 91.5   |
| 31 Jul 2018            | 146.1  | -  | -   | -  |
| 30 Sep 2019            | 52.0   | -  | -   | -  |
| 30 Sep 2019            | 37.5   | -  | -   | -  |
| 31 Jul 2019            | 85.5   | -  | -   | -  |
| 14 Apr 2021            | 152.5  | 48.1   | -   | 48.1   |
| 31 Mar 2021            | 122.5  | 48.1   | -   | 48.1   |
| 31 Mar 2019            | 30.0   | -  | -   | -  |
| 31 Mar 2021            | 146.1  | -  | -   | -  |
| 25 Sep 2019            | 95.0   | -  | 41.6  | 41.6   |
| 29 Sep 2019            | 178.2  | -  | 77.2  | 77.2   |
| 31 Mar 2021            | 178.2  | -  | -   | -  |
| at 31 Dec 2016         | 1,437.1  | 187.7  | 118.8   | 306.5  |
| at 30 Jun 2016         | 1,564.3  | 176.4  | 130.1   | 306.5  |
|                        | 31 Jul 2019 31 Jul 2018 31 Jul 2018 30 Sep 2019 30 Sep 2019 31 Jul 2019 14 Apr 2021 31 Mar 2021 31 Mar 2021 25 Sep 2019 29 Sep 2019 31 Mar 2021 at 31 Dec 2016 | Facility maturity date         A\$M equivalent           31 Jul 2019         50.0           31 Jul 2018         163.5           31 Jul 2018         146.1           30 Sep 2019         52.0           30 Sep 2019         37.5           31 Jul 2019         85.5           14 Apr 2021         152.5           31 Mar 2021         122.5           31 Mar 2019         30.0           31 Mar 2021         146.1           25 Sep 2019         95.0           29 Sep 2019         178.2           31 Mar 2021         178.2           31 Dec 2016         1,437.1 | Facility maturity date         A\$M equivalent         NZD           31 Jul 2019         50.0         -           31 Jul 2018         163.5         91.5           31 Jul 2018         146.1         -           30 Sep 2019         52.0         -           30 Sep 2019         37.5         -           31 Jul 2019         85.5         -           14 Apr 2021         152.5         48.1           31 Mar 2021         122.5         48.1           31 Mar 2019         30.0         -           31 Mar 2021         146.1         -           25 Sep 2019         95.0         -           29 Sep 2019         178.2         -           31 Mar 2021         178.2         -           31 Mar 2021         178.2         -           31 Mar 2021         178.2         - | Facility maturity date         A\$M equivalent         NZD         JPY           31 Jul 2019         50.0         -         -           31 Jul 2018         163.5         91.5         -           31 Jul 2018         146.1         -         -           30 Sep 2019         52.0         -         -           30 Sep 2019         37.5         -         -           31 Jul 2019         85.5         -         -           14 Apr 2021         152.5         48.1         -           31 Mar 2021         122.5         48.1         -           31 Mar 2019         30.0         -         -           31 Mar 2021         146.1         -         -           25 Sep 2019         95.0         -         41.6           29 Sep 2019         178.2         -         77.2           31 Mar 2021         178.2         -         -           41 31 Dec 2016         1,437.1         187.7         118.8 |

#### (d) Euro medium-term notes

As at 31 December 2016, Goodman Australia Finance Pty Limited, a controlled entity of GIT, has on issue A\$427.6 million (30 June 2016: A\$445.4 million) Euro medium-term notes. All notes were issued at a fixed coupon of 9.75% payable annually. The notes mature on 16 July 2018. The notes are listed on the Singapore Stock Exchange and the market value of the notes using the quoted price at 31 December 2016 was A\$480.5 million (30 June 2016: A\$512.0 million).

#### (e) United States senior notes

As at 31 December 2016, the Consolidated Entity has notes on issue in the United States 144A/Reg S bond market as follows:

- + A\$450.3 million (US\$325.0 million) maturing on 12 November 2020. The senior unsecured notes were issued at a fixed coupon of 6.375% payable semi-annually;
- + A\$692.8 million (US\$500.0 million) maturing on 15 April 2021. The senior unsecured notes were issued at a fixed coupon of 6.375% payable semi-annually; and
- + A\$692.8 million (US\$500.0 million) maturing on 22 March 2022. The senior unsecured notes were issued at a fixed coupon of 6.0% payable semi-annually.

#### (f) Foreign private placements

As at 31 December 2016, the Consolidated Entity had A\$148.5 million (¥12.5 billion) denominated in Japanese yen. The facility has a fixed coupon of 3.32% payable semi-annually and expires on 3 April 2023.

## Capital management (cont)

## 8 Interest bearing liabilities (cont)

## (g) Finance facilities

|                                | Consc      | lidated    |  |
|--------------------------------|------------|------------|--|
|                                | Facilities | Facilities |  |
|                                | available  | utilised   |  |
|                                | \$M        | \$M        |  |
| At 31 December 2016            |            |            |  |
| Secured:                       |            |            |  |
| - Bank loans                   | 68.2       | 68.2       |  |
| - Foreign securitised notes    | 142.5      | 142.5      |  |
| Unsecured:                     |            |            |  |
| - Bank loans                   | 1,437.1    | 306.5      |  |
| - Euro medium-term notes       | 427.6      | 427.6      |  |
| - United States senior notes   | 1,835.9    | 1,835.9    |  |
| - Foreign private placements   | 148.5      | 148.5      |  |
| - Bank guarantees <sup>1</sup> | -          | 42.5       |  |
|                                | 4,059.8    | 2,971.7    |  |
| At 30 June 2016                |            |            |  |
| Secured:                       |            |            |  |
| - Bank loans                   | 64.9       | 64.9       |  |
| - Foreign securitised notes    | 94.6       | 94.6       |  |
| Unsecured:                     |            |            |  |
| - Bank loans                   | 1,564.3    | 306.5      |  |
| - Euro medium-term notes       | 445.4      | 445.4      |  |
| - United States senior notes   | 1,779.2    | 1,779.2    |  |
| - Foreign private placements   | 202.8      | 202.8      |  |
| - Bank guarantees <sup>1</sup> | -          | 38.0       |  |
|                                | 4,151.2    | 2,931.4    |  |

<sup>1.</sup> Bank guarantees are drawn from facilities available under unsecured bank loans.

## **Capital management (cont)**

#### 9 Financial instruments

#### Fair values of financial instruments

The fair values of derivative financial instruments are determined using generally accepted pricing models which discount estimated future cash flows based on the terms and maturity of each contract and current market interest rates and/or foreign currency rates. Fair values also reflect the current creditworthiness of the derivative counterparties.

The carrying amounts shown in the statement of financial position and fair values of financial assets and liabilities are as follows:

|   | Carrying    |             | Carrying    |             |
|---|-------------|-------------|-------------|-------------|
|   | amount      | Fair value  | amount      | Fair value  |
|   | 31 Dec 2016 | 31 Dec 2016 | 30 Jun 2016 | 30 Jun 2016 |
| Consolidated                                      | \$M         | \$M         | \$M         | \$M         |
| Financial assets                                  |             |             |             |             |
| Cash  | 1,709.5     | 1,709.5     | 1,337.0     | 1,337.0     |
| Receivables                                       | 333.4       | 333.4       | 437.5       | 437.5       |
| Other financial assets:                           |             |             |             |             |
| - Interest rate swaps                             | 39.9        | 39.9        | 57.4        | 57.4        |
| - Cross currency interest rate swaps <sup>1</sup> | 265.7       | 265.7       | 272.4       | 272.4       |
| - Forward exchange contracts                      | 3.7         | 3.7         | -           | -           |
| - Investments in unlisted securities              | 0.6         | 0.6         | 0.3         | 0.3         |
|   | 2,352.8     | 2,352.8     | 2,104.6     | 2,104.6     |
| Financial liabilities                             |             |             |             |             |
| Payables  | 572.2       | 572.2       | 492.5       | 492.5       |
| Interest bearing liabilities <sup>2</sup>         | 2,902.9     | 3,212.3     | 2,865.2     | 3,097.6     |
| Other financial liabilities:                      |             |             |             |             |
| - Interest rate swaps                             | 13.3        | 13.3        | 36.8        | 36.8        |
| - Cross currency interest rate swaps              | 219.7       | 219.7       | 218.1       | 218.1       |
| - Forward exchange contracts                      | 19.0        | 19.0        | 19.5        | 19.5        |
| -   | 3,727.1     | 4,036.5     | 3,632.1     | 3,864.5     |

<sup>1.</sup> Includes the fair values of USD/EUR and USD/GBP cross currency interest rate swaps equating to \$252.1 million (30 June 2016: \$258.2 million) that hedge Goodman's net investment in Continental Europe and the United Kingdom.

## Fair value hierarchy

The table below analyses financial instruments carried at fair value, by valuation method (refer to note 1(c)):

|                                     | Level 1 | Level 2 | Level 3 | Total |
|-------------------------------------|---------|---------|---------|-------|
|                                     | \$M     | \$M     | \$M     | \$M   |
| As at 31 December 2016              |         |         |         |       |
| Available for sale financial assets | -       | -       | 0.6     | 0.6   |
| Derivative financial assets         | -       | 309.3   | -       | 309.3 |
|                                     | -       | 309.3   | 0.6     | 309.9 |
| Derivative financial liabilities    | -       | 252.0   | -       | 252.0 |
|                                     | -       | 252.0   | -       | 252.0 |
| As at 30 June 2016                  |         |         |         |       |
| Available for sale financial assets | -       | -       | 0.3     | 0.3   |
| Derivative financial assets         | -       | 329.8   | -       | 329.8 |
|                                     | -       | 329.8   | 0.3     | 330.1 |
| Derivative financial liabilities    | -       | 274.4   | -       | 274.4 |
|                                     | -       | 274.4   | -       | 274.4 |

<sup>2.</sup> The fair value of certain fixed rate interest bearing liabilities has been determined by reference to the quoted market prices at 31 December 2016.

## **Capital management (cont)**

#### 10 Dividends and distributions

### (a) Dividends declared by the Company

No dividends were declared or paid by the Company during the half year and up to the date of this interim financial report (2015: \$nil).

## (b) Distributions declared and paid by GIT

|  | Distribution<br>cpu | Total<br>amount<br>\$M | Date of payment |
|--|---------------------|------------------------|-----------------|
| Interim distributions for the half years ended |                     |                        |                 |
| - 31 Dec 2016                                  | 12.7                | 227.2                  | 24 Feb 2017     |
| - 31 Dec 2015                                  | 11.9                | 210.6                  | 22 Feb 2016     |

## (c) Dividends declared and paid by GLHK

On 26 August 2016, GLHK declared and paid a final dividend of 1.0 cent per security amounting to \$17.8 million relating to performance in FY16. GLHK did not pay a dividend in the prior half year.

#### (d) Distributions declared and paid by Goodman PLUS Trust

Goodman PLUS Trust, a controlled entity of the Consolidated Entity, has hybrid securities on issue which have been accounted for as equity.

During the half year, interim distributions declared by Goodman PLUS Trust to holders of hybrid securities were \$9.5 million (2015: \$10.0 million), or 289.5 cents per unit (2015: 305.1 cents per unit).

## 11 Issued capital

|  | 31 Dec 2016   | 30 Jun 2016   | 31 Dec 2016 | 30 Jun 2016 |
|--|---------------|---------------|-------------|-------------|
|  | Number of s   | ecurities     | \$M         | \$M         |
| Stapled securities - issued and fully paid | 1,789,121,143 | 1,778,318,630 | 8,192.2     | 8,192.2     |
| Less: Accumulated issue costs              |               |               | (160.5)     | (160.5)     |
| Total issued capital                       |               |               | 8,031.7     | 8,031.7     |

#### Terms and conditions

Stapled security means one share in the Company stapled to one unit in GIT and one Chess Depositary Interest over an ordinary share of GLHK. Holders of stapled securities are entitled to receive dividends or distributions as declared from time to time and are entitled to one vote per security at Securityholders' meetings. In the event of a winding up, Securityholders rank after creditors and are fully entitled to any proceeds of liquidation.

|             |   |               | Issue |        |         |       | Security- |
|-------------|---|---------------|-------|--------|---------|-------|-----------|
|             |   | Number of     | price | GL     | GIT     | GLHK  | holders   |
| Date        | Details                                       | securities    | \$    | \$M    | \$M     | \$M   | \$M       |
| 30 Jun 2015 | Balance before accumulated issue costs        | 1,753,035,922 |       | 482.5  | 6,990.8 | 623.4 | 8,096.7   |
| 26 Aug 2015 | Distribution reinvestment plan                | 7,196,343     | 6.31  | 4.8    | 35.1    | 5.5   | 45.4      |
| 31 Aug 2015 | Securities issued to employees under the      |               |       |        |         |       |           |
|             | Long Term Incentive Plan (LTIP)               | 9,824,337     | -     | -      | -       | -     | -         |
| 23 Sep 2015 | Securities issued to employees under the      |               |       |        |         |       |           |
|             | Goodman Tax Exempt Plan                       | 41,712        | -     | -      | -       | -     | -         |
| 22 Feb 2016 | Distribution reinvestment plan                | 8,220,316     | 6.09  | 7.3    | 36.7    | 6.1   | 50.1      |
| 30 Jun 2016 | Balance before accumulated issue costs        | 1,778,318,630 |       | 494.6  | 7,062.6 | 635.0 | 8,192.2   |
| 31 Aug 2016 | Securities issued to employees under the LTIP | 10,802,513    |       | -      | -       | -     | -         |
|             | Less: Accumulated issue costs                 |               |       | (11.4) | (148.5) | (0.6) | (160.5)   |
| 31 Dec 2016 | Closing balance                               | 1,789,121,143 |       | 483.2  | 6,914.1 | 634.4 | 8,031.7   |

## Other items

## 12 Reserves

|  | Consolidated |             |             |  |  |
|--|--------------|-------------|-------------|--|--|
|  |              | 31 Dec 2016 | 30 Jun 2016 |  |  |
|  | Note         | \$M         | \$M         |  |  |
| Asset revaluation reserve                      | 12(a)        | (5.8)       | (5.3)       |  |  |
| Cash flow hedge reserve                        | 12(b)        | (3.4)       | (5.9)       |  |  |
| Foreign currency translation reserve           | 12(c)        | (73.8)      | (28.2)      |  |  |
| Employee compensation reserve                  | 12(d)        | 102.6       | 102.5       |  |  |
| Defined benefit funds actuarial losses reserve | 12(e)        | (31.6)      | (30.3)      |  |  |
| Total reserves                                 |              | (12.0)      | 32.8        |  |  |

The movements in reserves of the Consolidated Entity are analysed below:

|  | GI     | _       | GI'     | Т       | GLH    | IK    | Securityholders |         |
|--|--------|---------|---------|---------|--------|-------|-----------------|---------|
|  | 2016   | 2015    | 2016    | 2015    | 2016   | 2015  | 2016            | 2015    |
|  | \$M    | \$M     | \$M     | \$M     | \$M    | \$M   | \$M             | \$M     |
| (a) Asset revaluation reserve              |        |         |         |         |        |       |                 |         |
| Balance at the beginning of the half year  | (21.6) | (326.0) | 28.2    | 191.3   | (11.9) | (8.1) | (5.3)           | (142.8) |
| (Decrease)/increase due to revaluation of  |        |         |         |         |        |       |                 |         |
| other financial assets                     | -      | (4.9)   | (0.4)   | 4.8     | -      | -     | (0.4)           | (0.1)   |
| Transfers to/from retained                 |        |         |         |         |        |       |                 |         |
| earnings/(accumulated losses)              | 21.6   | 302.3   | (33.5)  | (183.4) | 11.9   | 1.2   | -               | 120.1   |
| Effect of foreign currency translation     | -      | (3.3)   | (0.1)   | 13.7    | -      | 6.9   | (0.1)           | 17.3    |
| Balance at the end of the half year        | -      | (31.9)  | (5.8)   | 26.4    | -      | -     | (5.8)           | (5.5)   |
| (b) Cash flow hedge reserve                |        |         |         |         |        |       |                 |         |
| Balance at the beginning of the half year  | -      | (0.1)   | (5.9)   | (4.9)   | -      | -     | (5.9)           | (5.0)   |
| Change in value of financial instruments   | -      | -       | 2.6     | 0.2     | -      | -     | 2.6             | 0.2     |
| Effect of foreign currency translation     | -      | -       | (0.1)   | (0.1)   | -      | -     | (0.1)           | (0.1)   |
| Balance at the end of the half year        | -      | (0.1)   | (3.4)   | (4.8)   | -      | -     | (3.4)           | (4.9)   |
| (c) Foreign currency translation reserve   |        |         |         |         |        |       |                 |         |
| Balance at the beginning of the half year  | 17.3   | (155.4) | (150.5) | 21.8    | 105.0  | 104.9 | (28.2)          | (28.7)  |
| Net exchange differences on conversion of  |        |         |         |         |        |       |                 |         |
| foreign operations                         | 4.9    | 8.4     | (4.1)   | 17.1    | (46.4) | 18.0  | (45.6)          | 43.5    |
| Balance at the end of the half year        | 22.2   | (147.0) | (154.6) | 38.9    | 58.6   | 122.9 | (73.8)          | 14.8    |
| (d) Employee compensation reserve          |        |         |         |         |        |       |                 | _       |
| Balance at the beginning of the half year  | 10.5   | 6.9     | 80.9    | 64.7    | 11.1   | 6.7   | 102.5           | 78.3    |
| Equity settled share based payments        |        |         |         |         |        |       |                 |         |
| expense                                    | 34.1   | 19.4    | (1.8)   | -       | 1.1    | 6.0   | 33.4            | 25.4    |
| Transfers to retained earnings/            |        |         |         |         |        |       |                 |         |
| (accumulated losses)                       | (33.3) | (27.1)  | -       | -       | -      | -     | (33.3)          | (27.1)  |
| Other transfers                            | -      | 8.7     | -       | (4.2)   | -      | (4.5) | -               |         |
| Balance at the end of the half year        | 11.3   | 7.9     | 79.1    | 60.5    | 12.2   | 8.2   | 102.6           | 76.6    |
| (e) Defined benefit funds actuarial losses |        |         |         |         |        |       |                 |         |
| reserve                                    |        |         |         |         |        |       |                 |         |
| Balance at the beginning of the half year  | (30.3) | (34.2)  | -       | -       | -      | -     | (30.3)          | (34.2)  |
| Actuarial losses on defined benefit        |        |         |         |         |        |       |                 |         |
| superannuation funds                       | (2.6)  | -       | -       | -       | -      | -     | (2.6)           | -       |
| Effect of foreign currency translation     | 1.3    | 0.3     | -       | -       | -      | -     | 1.3             | 0.3     |
| Balance at the end of the half year        | (31.6) | (33.9)  | -       | -       | -      | -     | (31.6)          | (33.9)  |
| Total reserves                             | 1.9    | (205.0) | (84.7)  | 121.0   | 70.8   | 131.1 | (12.0)          | 47.1    |

#### Other items (cont)

#### 13 (Accumulated losses)/retained earnings

The (accumulated losses)/retained earnings of the Consolidated Entity are apportioned below between the amounts Securityholders are entitled to by virtue of their shareholding in the Company and GLHK and their unitholding in GIT:

|  | GL     |         | GIT     |           | GLHK   |       | Securityholders |         |
|--|--------|---------|---------|-----------|--------|-------|-----------------|---------|
|  | 2016   | 2015    | 2016    | 2015      | 2016   | 2015  | 2016            | 2015    |
|  | \$M    | \$M     | \$M     | \$M       | \$M    | \$M   | \$M             | \$M     |
| Balance at the beginning of the half year            | (11.7) | 398.7   | (344.0) | (1,338.5) | 358.7  | 186.3 | 3.0             | (753.5) |
| (Loss)/profit for the half year                      | (34.3) | 76.4    | 470.1   | 741.6     | 121.0  | 101.3 | 556.8           | 919.3   |
| Acquisition of non-controlling interest <sup>1</sup> | (12.7) | -       | -       | -         | -      | -     | (12.7)          | -       |
| Transfers to/from asset revaluation reserve          | (21.6) | (302.3) | 33.5    | 183.4     | (11.9) | (1.2) | -               | (120.1) |
| Transfers from employee compensation                 |        |         |         |           |        |       |                 |         |
| reserve  | 33.3   | 27.1    | -       | -         | -      | -     | 33.3            | 27.1    |
| Dividends/distributions declared                     | -      | -       | (227.2) | (210.6)   | (17.8) | -     | (245.0)         | (210.6) |
| Balance at the end of the half year                  | (47.0) | 199.9   | (67.6)  | (624.1)   | 450.0  | 286.4 | 335.4           | (137.8) |

<sup>1.</sup> During the half year, Goodman acquired the remaining interest in the shares of a subsidiary it did not already own.

#### 14 Significant non-cash transactions

During the half year, there were no significant non-cash transactions.

In the prior half year, the significant non-cash transactions were as follows:

- + the Consolidated Entity's distribution reinvestment plan was in place. In relation to the distribution paid in August 2015, \$45.4 million was issued in the form of stapled securities; and
- + the Consolidated Entity received units in GMT amounting to \$34.5 million as consideration for the sale of its interest in Highbrook Development Limited.

## 15 Commitments

#### **Development activities**

At 31 December 2016, the Consolidated Entity was committed to expenditure in respect of \$488.1 million (30 June 2016: \$393.2 million) on inventories and other development activities.

#### Investment properties

At 31 December 2016, capital expenditure commitments on the Consolidated Entity's investment property portfolio were \$55.6 million (30 June 2016: \$69.7 million).

## Managed partnerships

At 31 December 2016, the Consolidated Entity had an equity commitment of \$58.4 million (30 June 2016: \$89.7 million) into GEP.

In relation to GAIP and GEP, the Consolidated Entity offers limited liquidity facilities to investors, which allow the investors to sell to the Consolidated Entity some or all of their investment in these managed partnerships. Limits apply to these liquidity facilities and Goodman is only required to offer to purchase up to \$7.5 million of the issued capital of GAIP each quarter and EUR 25 million of the issued capital of GEP each half year. Furthermore, the Consolidated Entity is only required to purchase units where its co-investment in GAIP or GEP is either below a prescribed limit or a maximum amount of liquidity has been provided. Currently, Goodman's interest (together with its custodian's interest) in GAIP and GEP is below the prescribed limit and both liquidity facilities are open for investors.

Furthermore, in respect of certain managed partnerships, Goodman and its investment partners have committed to invest further capital, subject to the unanimous approval by the partners of the relevant property acquisition and/or development for which the funding is required. Goodman's commitment in respect of these partnerships is set out below:

- + \$482.1 million (30 June 2016: \$467.2 million) into GCLP;
- + \$419.9 million (30 June 2016: \$411.2 million) into GJDP;
- \$308.1 million (30 June 2016: \$327.2 million) into Goodman UK Partnership;
- + \$904.8 million (30 June 2016: \$1,200.3 million) into GNAP; and
- + \$4.9 million (30 June 2016: \$10.6 million) into other development partnerships.

## Other items (cont)

## 16 Related parties

#### Transactions with associates and JVs

A summary of the transactions with associates and JVs is set out as follows:

|            | Revenue from disposal |      | Revenue from           |       | Interest            |      |  |
|------------|-----------------------|------|------------------------|-------|---------------------|------|--|
|            | of investment         |      | management and         |       | charged on loans to |      |  |
|            | properties            |      | development activities |       | related parties     |      |  |
|            | 2016                  | 2015 | 2016                   | 2015  | 2016                | 2015 |  |
|            | \$M                   | \$M  | \$M                    | \$M   | \$M                 | \$M  |  |
| Associates | 262.0                 | -    | 382.9                  | 535.4 | -                   | 0.1  |  |
| JVs        | -                     | -    | 187.1                  | 108.6 | -                   | 0.1  |  |

## 17 Events subsequent to balance date

In the opinion of the Directors, other than disclosed elsewhere in the interim financial report, there were no events subsequent to balance date, and up to the date of signature of this interim financial report, which would require adjustment or disclosure in the interim financial report.

## Goodman Limited and its controlled entities Directors' declaration

In the opinion of the directors of Goodman Limited:

- (a) the interim financial statements and the accompanying notes of the Consolidated Entity are in accordance with the *Corporations Act 2001*, including:
  - (i) giving a true and fair view of the financial position of the Consolidated Entity as at 31 December 2016 and of its performance for the half year ended on that date; and
  - (ii) complying with Australian Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001; and
- (b) there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

Signed in accordance with a resolution of the Directors.

lan Ferrier, AM Independent Chairman

Sydney, 16 February 2017

Gregory Goodman

Group Chief Executive Officer



## Independent Auditor's Review Report

## To the members of Goodman Limited

## Report on the Interim Financial Report

#### Conclusion

We have reviewed the accompanying **Interim Financial Report** of Goodman Limited.

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the Interim Financial Report of Goodman Limited is not in accordance with the *Corporations Act 2001*, including:

- giving a true and fair view of the Consolidated Entity's financial position as at 31 December 2016 and of its performance for the Half-year ended on that date; and
- complying with Australian Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001.

The Interim Financial Report comprises:

- Consolidated statement of financial position as at 31 December 2016
- Consolidated statement of profit or loss, Consolidated statement of comprehensive income, Consolidated statement of changes in equity and Consolidated statement of cash flows for the Half-year ended on that date
- Notes 1 to 17 comprising a summary of significant accounting policies and other explanatory information
- The Directors' Declaration.

The **Consolidated Entity** comprises Goodman Limited (the Company) and the entities it controlled at the Half year's end or from time to time during the Half-year.

## Responsibilities of the Directors for the Interim Financial Report

The Directors of the Company are responsible for:

- the preparation of the Interim Financial Report that gives a true and fair view in accordance with Australian Accounting Standards and the Corporations Act 2001
- for such internal control as the Directors determine is necessary to enable the preparation of the Interim Financial Report that is free from material misstatement, whether due to fraud or error.



#### Auditor's responsibility for the review of the Interim Financial Report

Our responsibility is to express a conclusion on the Interim Financial Report based on our review. We conducted our review in accordance with Auditing Standard on Review Engagements ASRE 2410 Review of a Financial Report Performed by the Independent Auditor of the Entity, in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the Interim Financial Report is not in accordance with the Corporations Act 2001 including: giving a true and fair view of the Consolidated Entity's financial position as at 31 December 2016 and its performance for the half-year ended on that date; and complying with Australian Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001. As auditor of Goodman Limited, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

A review of an Interim Financial Report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with *Australian Auditing Standards* and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

## Independence

In conducting our review, we have complied with the independence requirements of the *Corporations Act 2001*.

Partner

John Teer

Sydney

16 February 2017