GOODMAN GROUP 1H FY22 RESULTS

Strong positioning and business conditions support an increase in projected FY22 operating EPS growth to 20%.

17 February 2022

IMPORTANT NOTICE AND DISCLAIMER

- This document has been prepared by Goodman Group (Goodman Limited (ABN 69 000 123 071), Goodman Funds Management Limited (ABN 48067 796 641; AFSL Number 223621) as the Responsible Entity for Goodman Industrial Trust (ARSN 091 213 839) and Goodman Logistics (HK) Limited (Company Number 1700359; ARBN 155911142 – A Hong Kong company with limited liability)). This document is a presentation of general background information about the Group's activities current at the date of the presentation. It is information in a summary form and does not purport to be complete. It is to be read in conjunction with the Goodman Group Financial Report for the half year ended 31 December 2021 and Goodman Group's other announcements released to ASX (available at www.asx.com.au). It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered, with professional advice, when deciding if an investment is appropriate.
- This Presentation uses operating profit and operating earnings per security (EPS) to present a clear view of the underlying profit from operations. Operating profit comprises profit attributable to Securityholders adjusted for profit on disposal of investment properties, net property valuations gains, non-property impairment losses, net gains/losses from the fair value movements on derivative financial instruments and unrealised fair value and foreign exchange movements on interest bearing liabilities and other non-cash adjustments or non-recurring items e.g. the share based payments expense associated with Goodman's Long Term Incentive Plan (LTIP). A reconciliation to statutory profit is provided in summary on page 10 of this Presentation and in detail on page 5 of the Directors' Report as announced on ASX and available from the Investor Centre at www.goodman.com.
- The calculation of fair value requires estimates and assumptions which are continually evaluated and are based on historical experience and expectations of future events that are believed to be reasonable in the circumstances.
- This document contains certain "forward-looking statements". The words "anticipate", "believe", "expect", "project", "forecast","estimate", "likely", "intend", "should", "could", "may", "target", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward- looking statements. Due care and attention has been used in the preparation of forecast information. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of the Group, that may cause actual results to differ materially from those expressed or implied in such statements. There can be no assurance that actual outcomes will not differ materially from these statements. Neither the Group, nor any other person, gives any representation, warranty, assurance or guarantee that the occurrence of the events expressed or implied in any forward looking- statements in this document will actually occur.
- This document does not constitute an offer, invitation, solicitation, recommendation, advice or recommendation with respect to the issue, purchase, or sale of any stapled securities or other financial products in the Group.
- This document does not constitute an offer to sell, or the solicitation of an offer to buy, any securities in the United States or to any "US person" (as defined in Regulation S under the US Securities Act of 1933, as amended (Securities Act) (US Person)). Securities may not be offered or sold in the United States or to US Persons absent registration or an exemption from registration The stapled securities of Goodman Group have not been, and will not be, registered under the Securities Act or the securities laws of any state or jurisdiction of the United States.

CONTENTS

01 HIGHLIGHTS

HIGHLIGHTS

The deliberate positioning of our portfolio and focus on infill locations is driving increased development activity, more valuable projects, rental growth, and strong performance from our Partnerships.

$786.2m
OPERATING PROFIT

$12.7bn
WORK IN PROGRESS

+ Strong customer demand is benefitting all business segments through:
  - Rental growth and occupancy
  - Increased volume of development demand and consequently;
    - Sustained margins across the development business
    - Significant valuation growth, aided by continuing cap rate compression
+ Goodman continues to grow organically through development activity. This is increasingly reflected in the investment and management business performance as we focus on delivering sustainable opportunities for our customers and investors.

+ Key financial metrics for the period include:
  - Operating profit[1] of $786.2 million, up 28% on 1H FY21
  - Statutory profit of $2,002.8 million
  - Significant revaluation gains of $6.0 billion across the Group and Partnerships
  - Group NTA up 15% to $7.69, primarily driven by Groups share of revaluations
  - Operating earnings per security (EPS)[2] of 41.9. cents, up 27% on 1H 21
  - Gearing at 7.2%[3] (4.8% at FY21) and 18.7% on a look-through basis.

+ Development work in progress (WIP) was stable at $12.7 billion
  - Average annual production rate is around $7 billion and is expected to remain broadly at these levels through FY22
  - Development timing slightly skewed to 1H22 with FY22 development earnings expected to approach $1 billion
  - Workbook value per sqm at $3,700 reflects the prime location, cap rates and expected growth in rents
  - The intensification of sites in our target markets has continued where supply is limited, demand is growing and values are rising
  - WIP is 63% pre-committed with an average 14.2 year WALE
  - WIP yield on cost of 6.7%
  - Multi-storey developments now contribute $6.8 billion of current WIP.

1. Operating profit comprises profit attributable to Securityholders adjusted for property valuations, derivative and foreign currency mark to market and other non-cash or non-recurring items
2. Operating EPS is calculated using operating profit and weighted average diluted securities of 1,876.0 million which includes 15.5 million LTIP securities which have achieved the required performance hurdles and will vest in September 2022 and September 2023
3. Gearing is calculated as total interest bearing liabilities over total assets, both net of cash and the fair values of certain derivative financial instruments included in other financial assets of $125.6 million (30 June 2021: $134.1 million). Total interest bearing liabilities are grossed up for the fair values of certain derivative financial instruments included in other financial liabilities of $70.9 million (30 June 2021: $62.3 million).

HIGHLIGHTS

+ Strong revaluation gains and acquisitions across the Group and Partnerships combined with development activity is driving AUM growth
  - External AUM up 32% to $64.1 billion, with total AUM up 32% to $68.2 billion on 1H21
  - $6.0 billion in re-valuation gains across the Group and Partnerships
  - Acquisitions of $3.3 billion completed in the half
+ Location driving strong underlying investment fundamentals
  - Continued high occupancy at 98.4%
  - Like for like net property income (NPI) growth of 3.4%
  - Partnership total returns are expected to be around 20% for FY22
+ Continued progress on ESG initiatives:
  - Increased commitments to renewable energy
  - Maintained operational carbon neutrality and commenced offsetting embodied carbon emissions
  - A focus on improving the work spaces for our people to provide greater flexibility and adaptability
  - The Group's sustainability strategy continues to evolve, with additional objectives and aspirations where appropriate, including Science Based Targets.

+ Capital management to support growth with significant investment capacity
+ Low gearing maintained at 7.2%
+ Significant available liquidity of over $2 billion
  (Excludes available equity commitments[1], cash and undrawn debt of $17.3 billion in Partnerships)
+ The business is performing strongly across all segments, including our development projects, leasing success, rental growth, significant valuation uplift and the stronger than expected performance of our Partnerships.
  - COVID related disruptions in FY22 have been managed such that they have had less impact on the full year projections than we had initially assumed
+ Consequently we are upgrading our guidance for FY22, with Operating EPS growth projected to be 20%
  - Forecast distribution for FY22 remains at 30.0 cents per security given the attractive opportunity to deploy retained earnings into investments and development inventory and is in keeping with the Group's financial risk management policy.

$68.2bn
TOTAL AUM

$6.0bn
REVALUATION GAINS

1. Partnership investments are subject to Investment Committee approval

GROUP AND PARTNERSHIP HIGHLIGHTS

OWN

98%
OCCUPANCY
High occupancy maintained at 98%[1] and WALE of 4.9 years[1]

3.4%
NPI GROWTH
Like for like NPI growth at 3.4%

4.5m
SQUARE METRES LEASED
Across the global portfolio equating to $619 million of annual rental property income across the Group and Partnerships

7.2%
GEARING
Headline gearing of 7.2%, with look through gearing of 18.7%

DEVELOP

$12.7bn
WORK IN PROGRESS
With space in 12 countries across 81 projects with a forecast yield on cost of 6.7%

89%
IN PARTNERSHIPS
89% of current WIP is being undertaken within Partnerships or for third parties

$5.4bn
DEVELOPMENT COMMENCEMENTS
with 53% pre-committed

$4.1bn
DEVELOPMENTS COMPLETIONS
with 99% committed

MANAGE

$6.0bn
VALUATION GROWTH
Across the Group and Partnerships. Global WACR tightened 29bps to 4.0%

$68.2bn
TOTAL AUM
with external AUM increasing to $64.1 billion, up 32% on 1H21

$17.3bn
AVAILABLE LIQUIDITY
across the Partnership platform, comprising equity commitments, cash and undrawn debt

17.7%
GEARING
Average Partnership gearing of 17.7%

ESG

CARBON
NEUTRAL
Certified carbon neutral status for our FY22 global operations is on track, following our achievement last year.

200MW
SOLAR
Global solar installations or commitments forecasted to increase by 75MW and reach 200MW in FY22

AA
RATING
Achieved a MSCI ESG rating of 'AA', and also received a Risk rating of '9.5' from Sustainalytics.

$7.8m
GOODMAN FOUNDATION
Contributed $7.8 million to community and philanthropic causes in 1H22 including $121k raised directly by staff.

1. Partnership Portfolio

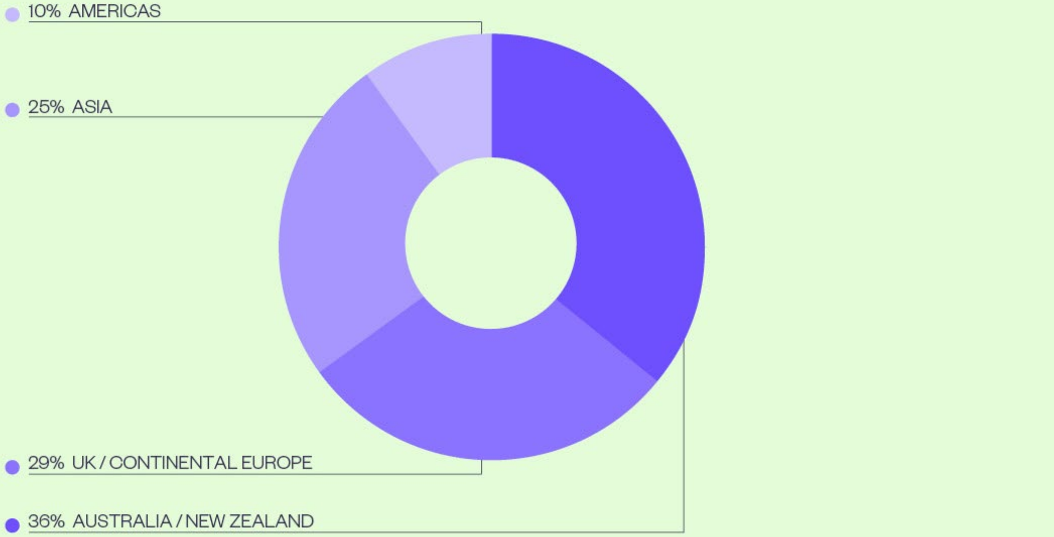
02

RESULTS OVERVIEW

RESULTS OVERVIEW

+ Cash backed Operating profit of $786.2 million up 28% on 1H21
  - Operating cash flow for the period reflects the timing differences and the significant investments made into inventories, commensurate with the growth in development activity levels
+ Statutory accounting profit of $2,002.8 million
  - Includes significant property valuation gains, derivative and foreign currency mark-to-market movements and other non-cash, non-recurring items
+ Operating EPS[1] of 41.9 cents[1] per security, up 27% on 1H21
+ DPS of 15.0 cents per security
+ Net tangible assets increased to $7.69 per security.

OPERATING EARNINGS BY GEOGRAPHIC SEGMENT



	1H21	1H22
Operating profit ($M)	614.9	786.2
Statutory accounting profit ($M)	1,041.5	2,002.8
Operating EPS (cents)[1]	33.1	41.9
Distribution per security (cents)	15	15
	AS AT 30 JUNE 2021	AS AT 31 DECEMBER 2021
NTA per security ($)	6.68	7.69
Gearing (balance sheet) (%)[2]	6.8	7.2
Available liquidity ($B)	1.9	2.1
WACR (look through) (%)	4.3	4.0

1. Operating profit and operating EPS comprises profit attributable to Securityholders adjusted for property and valuations, derivative and foreign currency mark-to-market and other non-cash or non-recurring items and calculated based on weighted average securities of 1,876.0 million which includes 15.5 million LTIP securities which have achieved the required performance hurdles and will vest in September 2022 and September 2023.
2. Gearing is calculated as total interest bearing liabilities over total assets, both net of cash and the fair values of certain derivative financial instruments included in other financial assets of $125.6 million (30 June 2021: $134.1 million). Total interest bearing liabilities are grossed up for the fair values of certain derivative financial instruments included in other financial liabilities of $70.9 million (30 June 2021: $62.3 million).

PROFIT AND LOSS

- Half year statutory accounting profit of $2,002.8 million, includes property valuations, derivative mark-to-markets and other non-cash or non-recurring movements
  - The Group's share of global property revaluation gains for 1H22 were $1.5 billion
  - Average A$ exchange rates were steady compared to prior corresponding period
- Strong half year operating profit of $786 million
  - Property investment up due to net investment and growth in rents
  - Management earnings ahead of forecasts due to higher AUM driving base fees and increased performance fees. Average Partnership total returns for the full year are expected to be around 20%, supporting future performance
- Development earnings skewed to 1H22 with FY22 development earnings approaching $1 billion
  - The increase in the annualised production rate, depth of customer demand and strong margins, is supporting a robust outlook for development earnings into FY23
- Operating expenses are up due mainly to earlier timing of expense recognition (particularly higher STI accrual in 1H22), a reduction in expenses allocated to the development COGS and charitable donations. On a like for like basis, operating expenses are expected to be up <5% for the full year
- Interest and tax rates steady
  - The Group and Partnerships have low leverage and significant hedging and / or fixed rate debt in place. On a look through basis, 72% is hedged for one year and average 69% over three years with average hedge duration of 4.5 years. This results in the Group having minimal earnings sensitivity to potential changes in interest rates over the next few years.

Income statement

	1H21 $M	1H22 $M
Property investment	196.1	234.0
Management[1]	219.2	258.2
Development[1]	397.2	562.8
Operating expenses	(138.9)	(196.1)
Operating EBIT[2]	**673.6**	**858.9**
Net borrowing costs	(28.4)	(20.7)
Tax expense	(30.3)	(52.0)
Operating profit	**614.9**	**786.2**
Weighted average securities (million)[3]	1,857.7	1,876.0
Operating EPS (cps)	33.1	41.9
Non operating items[4]		
Property valuation related movements	346.2	1,542.3
Fair value adjustments and unrealised foreign currency exchange movements related to capital management	196.4	(119.5)
Other non-cash adjustments or non-recurring items	(116.0)	(206.2)
Statutory profit	**1,041.5**	**2,002.8**

1. Fee revenues from single contractual arrangements involving a combination of inextricable Investment Management and Development Management services and recognised over the life of the underlying developments projects are classified as development income for statutory reporting purposes. During the period $38.6 million (1H FY21: $39.2 million) of such income was recognised.
2. Look through Operating EBIT is $920.9 million and reflects $62.0 million adjustment to GMG proportionate share of Partnerships interest and tax (1H FY21: $730.8 million)
3. Includes 15.5 million securities which have achieved the required performance hurdles and will vest in September 2022 and September 2023 (1H FY21: 16.6 million)

4 Refer slide 24.

BALANCE SHEET

+ Strong balance sheet maintained
  - Gearing 7.2%[4] (6.8% in FY21) and 18.7%[5] on a look-through basis
  - Period end FX strength marginally increased A$ translated value of foreign denominated assets and liabilities
+ Movement in Partnership investments reflects development completions, equity contributions, asset sales and capital returns
+ Total property revaluations across the Group and Partnerships of $6.0 billion with Goodman's share $1.5 billion
  - NTA increased 15% to $7.69 per security since June 2021.

$1.5bn

1H22 REVALUATION GAINS

15%

INCREASE IN NTA

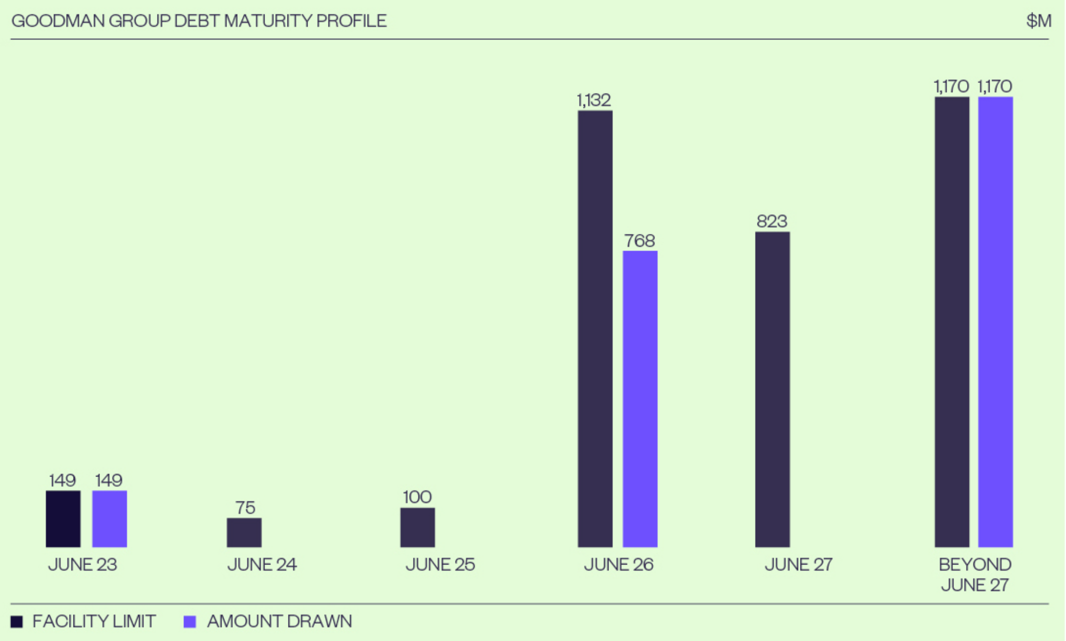
Balance sheet

	AS AT 30 JUNE 2021 $M	AS AT 31 DECEMBER 2021 $M
Stabilised investment properties	2,022	2,384
Partnership investments[1]	8,669	10,669
Development holdings[2]	3,645	3,790
Intangibles	823	820
Cash	920	720
Other assets	788	771
Total assets	16,867	19,154
Interest bearing liabilities	(2,060)	(2,088)
Other liabilities	(1,645)	(1,874)
Total liabilities	(3,706)	(3,962)
Net assets	13,161	15,192
Net asset value ($)[3]	7.12	8.13
Net tangible assets ($)[3]	6.68	7.69
Balance sheet gearing (%)[4]	6.8	7.2

1. Includes Goodman's investments in its Partnerships and other investments
2. Includes inventories, investment properties under development and the Group's proportionate interest in development assets within the Partnerships
3. Based on 1,868.2 million securities on issue (FY21: 1,847.4 securities on issue)
4. Gearing is calculated as total interest bearing liabilities over total assets, both net of cash and the fair values of certain derivative financial instruments included in other financial assets of $125.6 million (30 June 2021: $134.1 million). Total interest bearing liabilities are grossed up for the fair values of certain derivative financial instruments included in other financial liabilities of $70.9 million (30 June 2021: $62.3 million).
5. Look through gearing includes the proportionate consolidation of gross assets and liabilities of equity accounted investments.

GROUP LIQUIDITY POSITION

+ Cash and available lines of credit (excluding Partnership debt and equity) of $2.1 billion as at 31 December 2021
  - $719.6 million in cash, $1,340.6 million of available lines
  - Weighted average debt maturity profile of 6.0 years
+ Gearing at 7.2%[1] (18.7%[2] look-through) and consistent with previous guidance, the Group has an ongoing desire to remain in the lower half of the 0-25% Financial Risk Management policy range near-term given the quantity of development being undertaken
  - Provides substantial headroom to financial covenants, Interest Cover Ratio (ICR) 147.8x (look-through 21.5x)
  - The Group is undertaking more development activity over the next few years. Profitability remains attractive from these activities and as a result, more capital is being allocated to development and Partnership investments on a consistent basis. Forecast distribution for FY22 remains at 30.0 cents per security given this opportunity to deploy retained earnings and is in keeping with the Group's financial risk management policy
+ Stable and sustainable investment grade credit ratings
  - BBB+ / Baa1 from S&P and Moody's respectively.



$2.1bn
LIQUIDITY

7.2%[1]
GEARING

1. Gearing is calculated as total interest bearing liabilities over total assets, both net of cash and the fair values of certain derivative financial instruments included in other financial assets of $125.6 million (30 June 2021: $134.1 million). Total interest bearing liabilities are grossed up for the fair values of certain derivative financial instruments included in other financial liabilities of $70.9 million (30 June 2021: $62.3 million).
2. Based on $4.1 billion net debt on $22.0 billion net assets of Group and proportionate share of Partnerships
3. Interest cover is operating profit before net finance expense (operating) and income tax (operating) divided by net finance expense (operating). The calculation is in accordance with the financial covenants associated with the Group's unsecured bank loans and includes certain adjustments to the numerator and denominator, including reversing the impacts of the new lease accounting standard.

03

OPERATIONAL PERFORMANCE

ENVIRONMENTAL, SOCIAL AND GOVERNANCE

+ During FY22, Goodman continued its concerted efforts to make ESG fundamental to our business and core operations.
+ Our 2030 Sustainability Strategy provides a blueprint and is a fundamental contributor to our strong performance and long-term strategy.

PROPERTY

+ Goodman's global operations are on track to remain carbon neutral for FY22 following certification as a Carbon Neutral Organisation by Climate Active last year
+ On track to increase our solar PV installations or commitments across the global portfolio by 75MW and reach 200MW in FY22
+ Transition to 100% certified GreenPower electricity for Goodman's Australian operations from July 2021, increasing the Group's global renewable energy usage to approximately 62%
+ Embodied carbon of our developments is being measured in order to reduce and offset these emissions with many projects now carbon neutral
+ Goodman has committed to Science Base Targets with assessment and verification underway for implementation this year.

PEOPLE AND CULTURE

+ Reached a gender ratio of 44% female and 56% male with 30% senior female executives
+ Goodman Australia has committed to implementing a Reflect Reconciliation Action Plan (RAP), to help set a vision for how we can create meaningful relationships and promote opportunities for Aboriginal and Torres Strait Islander peoples
+ Launch of the refreshed Goodman Values; Sustainability, Innovation, Determination and Integrity
+ Introduced mid-year performance review process for Goodman's workforce to support career development and performance.

CORPORATE PERFORMANCE

+ Introduction of specific ESG KPI's into the overall performance and remuneration assessment of Goodman's senior leadership team
+ Contributed $7.8 million to community and philanthropic causes including $121k raised directly by staff
+ Achieved Sector Leader in the Global Real Estate Sustainability Benchmark (GRESB) for the Goodman Japan Partnership
+ Achieved an MSCI ESG rating of 'AA', the 2nd highest category. Also received an ESG Risk Rating of '9.5' from Sustainalytics and was assessed to be at 'Negligible' risk of experiencing material financial impacts from ESG factors[1].

PROPERTY INVESTMENT

+ **Property fundamentals remain strong throughout the portfolio supporting occupancy, rent growth and positive re-valuations**
  - Occupancy of 98.4%
  - WALE of 4.9 years, and is expected to increase as developments underway complete
  - Like-for-like net property income growth of 3.4%
+ **Location of the global portfolio and demand for logistics assets generally is reflected in the significant revaluation gains of $6.0 billion across the Group and Partnerships**
  - 29bps tightening in WACR to 4.0% over the period
  - $1.1 billion resulting from revaluations on development within the Partnerships and IPUD. Goodman's Share of this was $0.4 billion
+ **The Group's existing investment portfolio in infill locations provides future development and growth opportunities**
  - These locations provide value add opportunities through multi-storey logistics, data centre's and other commercial uses.

98.4%
OCCUPANCY

4.0%
WACR

Property investments

	1H21	1H22
Direct ($M)	32.8	52.6
Partnership investments ($M)	163.3	181.4
Property investment earnings	196.1	234.0

Key metrics

	1H21	1H22
WACR (%)[1]	4.7	4.0
WALE (yrs)[1]	4.4	4.9
Occupancy (%)	98	98

1. Key metrics relate to Goodman and managed Partnership properties

DEVELOPMENT

- **+ Significant global development activity combined with scarcity of supply supporting both value and volume, and WIP now at $12.7 billion**
  - Increased scale and higher value projects has seen the average development period for projects in WIP increase to 22 months, up from (18 months in 1H21)
  - Annual production rate is maintained at approximately $7 billion
  - Strong development metrics reflect the quality of our workbook focused on infill locations
  - WIP 63% pre-committed and completed projects averaging 99% leased, reflecting the desirability of our sites and customer demand
  - Continued investment partnering with 89% of developments undertaken in the Partnerships or for third parties
  - Development yield on cost at 6.7%
  - Margins remain strong given current weighted average cap rates and rental growth
- **+ Cost increases globally across construction processes have risen due to supply chain, labour and material shortages. This has been managed proactively through the Groups procurement practices and contingencies for time and cost. In addition, rental growth and value add activities across our portfolio and development projects have provided the ability to offset these costs**
- **+ We remain focused on regeneration of existing land and buildings, enhancing value through intensification, while adding to our portfolio of opportunities incrementally, supporting future development work in constrained markets and reducing our impact on the environment.**

Developments

	1H21	1H22
Development earnings ($M)	397.2	562.8

Key metrics

	1H21	1H22
Work in progress ($B)	8.4	12.7
Work in progress (million sqm)	2.5	3.4
Number of developments	56	81
Development for third parties or Partnerships (%)	80	89
Committed (%)	69	63
Yield on cost (%)	6.6	6.7

Work in progress (end value)

	$B
Opening (June 2021)	10.6
Completions	(4.1)
Commencements	5.4
FX and other	0.8
Closing (December 2021)	12.7

MANAGEMENT

- + External AUM of $64.1 billion, up 32% on 1H21
  - – Management earnings up 18% following strong revaluation gains, development completions and acquisitions
  - – Following consistent outperformance of the Partnerships, performance fees of $74 million recognised in 1H22 and expected to be higher in the second 2H22
- + AUM growth over the next few years to be supported organically by increased development activity and revaluations
  - – Rental growth to support further valuation upside
- + Increased AUM to drive higher base management fees
- + Partnerships remain well funded to take advantage of growth opportunities
- + $17.3 billion of equity commitments[1], cash and undrawn debt available across the Partnership platform
  - – $6.0 billion in undrawn debt facilities and cash
  - – $11.3[1] billion in undrawn equity.

$64.1bn

EXTERNAL AUM

$828m

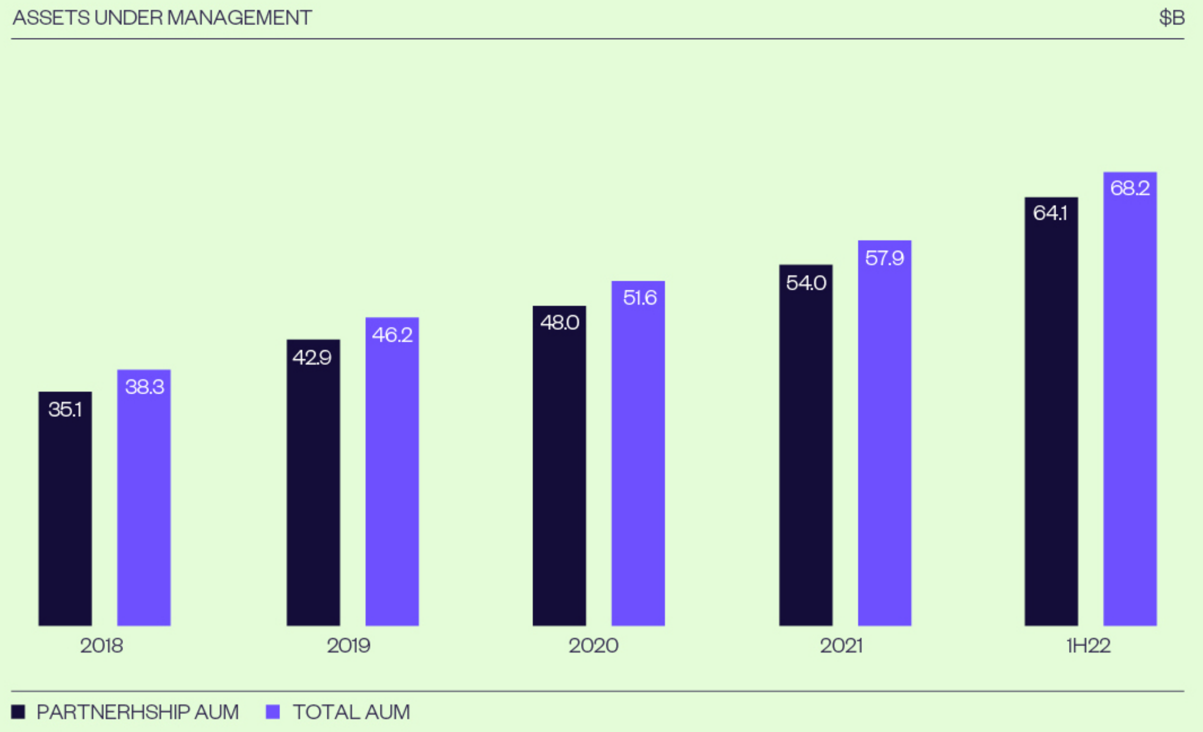
AVERAGE PARTNER COMMITMENT

Management

	1H21	1H22
Management earnings ($M)	219.2	258.2

Key metrics

	1H21	1H22
Number of Partnerships	15	16
External AUM ($B)	48.5	64.1



1. Partnership investments are subject to Investment Committee approval

MANAGEMENT PLATFORM

	GAIP AUSTRALIA	GHKLP HONG KONG	GCLP CHINA	GNAP USA	GAP AUSTRALIA	GEP EUROPE	GJCP JAPAN	GMT[3] NEW ZEALAND	GUKP[4] UK
Total assets ($B)	12.8	9.9	6.9	6.6	6.5	6.2	4.5	4.1	2.5
GMG co-investment (%)	29.1	20.3	20	55	19.9	20.4	14.3	24.8	35.5
GMG co-investment ($B)	2.8	1.6	1.0	3.1	1.0	0.8	0.4	0.8	0.7
Number of properties	104	12	39	22	37	91	19	11	11
Occupancy[1] (%)	97	97	98	100	99	99	99	100	95
Weighted average lease expiry[1] (years)	4.8	3.2	3.3	7.5	4.7	5.0	4.3	5.8	8.0
WACR (%)	3.9	3.9	5.3	4.0	3.8	3.7	4.0	4.2	3.7
Gearing[2] (%)	18.5	17.4	9.3	13.6	17.7	16.9	30.9	17.5	20.8
Weighted average debt expiry (years)	4.3	3.8	3.3	6.4	3.9	6.3	5.4	4.7	3.9

1. WALE and occupancy of stabilised portfolio as at 31 December 2021
2. Gearing calculated as total interest bearing liabilities over total assets, both net of cash
3. GMT: Results are as at 30 September 2021 as reported to the New Zealand Stock Exchange
4. Consists of GUKP1, GUKP2 and GUKP3.

04

OUTLOOK

OUTLOOK

The concentration of Goodman's business in targeted locations over the past decade has seen it emerge as a specialist provider of logistics real estate in urban infill markets to service the digital economy.

+ **The significant level of customer demand, high utilisation of available space, combined with barriers to entry and supply restrictions in our markets, is creating a shortage of available space**
  - This is underpinning occupancy and cash flows in our portfolio, with increasing rental growth
+ **Strong demand from our customers, driven by growth in the digital economy and its impact on supply chains, continues to sustain activity and drive positive property fundamentals for our business**
  - This demand is broad based and concentrated in urban infill markets strategic positioning can allow customers to provide sustainable and competitive services in the future
  - Our development work book is focused on these infill locations supporting strong demand, rental growth and increasing the end value of our projects.
  - This increased activity is expected to be prolonged, supporting the positive growth outlook.
+ **Scarcity of land and an increased focus on reducing greenfield development, is driving increased intensity of use from existing sites. This is providing value add opportunities through multi-storey logistics, data centres, and other commercial uses in our locations**
+ **We remain focused on our development led strategy, which is providing access to well located assets for the Group and our partners**
  - Development work in progress has grown to $12.7 billion with the production rate expected to average approximately $7.0 billion for the year
  - Opportunities for the regeneration of existing assets are growing and continue to remain a focus. This both supports our future development workbook and reduces our impact on the environment
  - The increase in the annualised production rate, depth of customer demand and strong margins, is supporting robust outlook for development earnings into FY23.

OUTLOOK

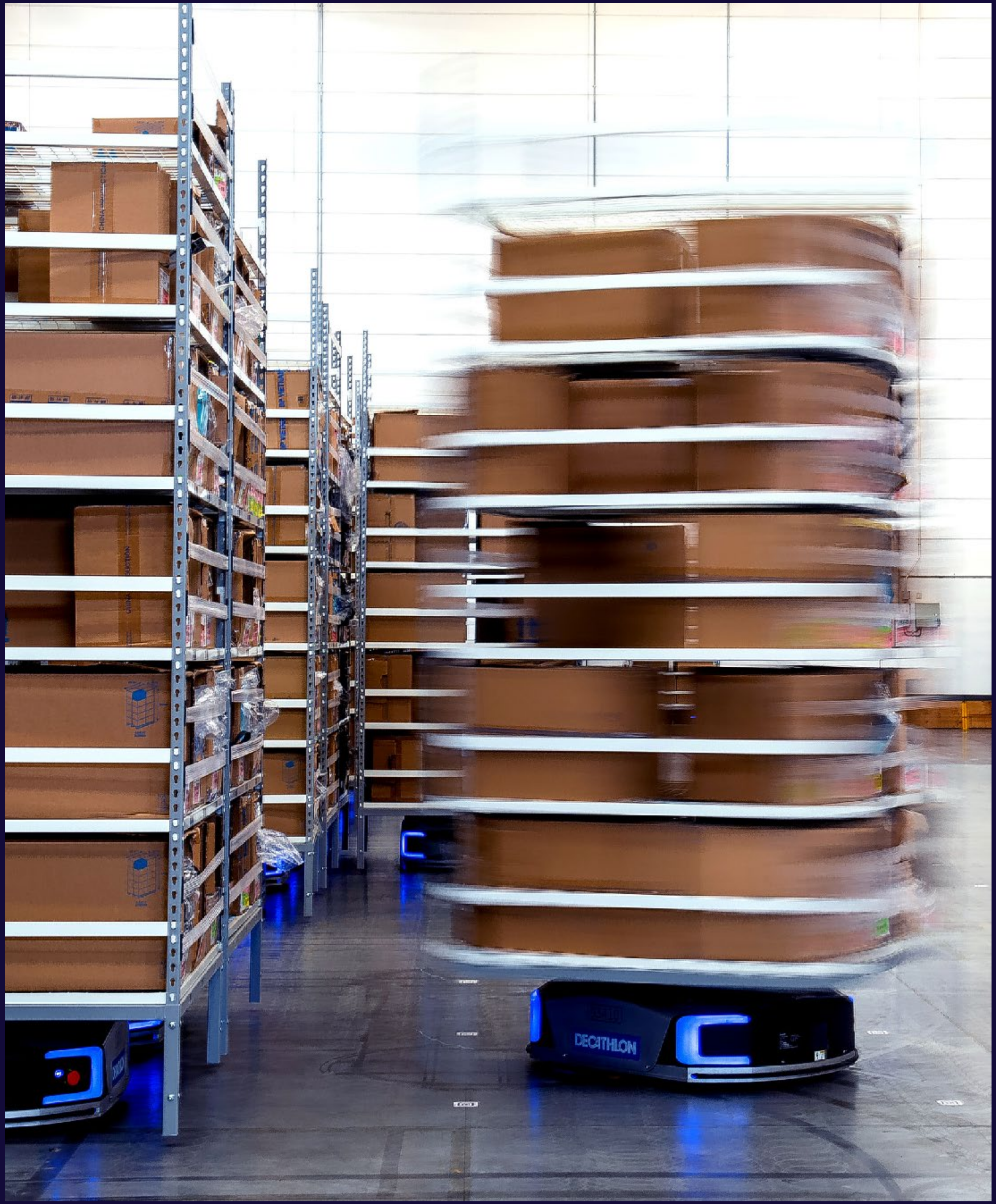
+ Over the past seven years, management and investment earnings growth has been impacted by our asset sales program
+ This has materially improved the quality of the portfolio and underlying cashflow. In addition the Group expects strong organic development activity over the next few years to contribute to stronger portfolio AUM growth and therefore growth in management and investment earnings
+ Partnership performance and outlook remains strong with returns expected to be around 20%. We expect further strong revaluation outcomes driven by
  – Increasing rental growth and occupancy in our markets
  – The value added to our properties through intensification of use
  – Continued investor appetite for logistics real estate
+ Combined with increased ongoing development activity, this is expected to see AUM in excess of $70 billion by June 2022
+ We continue to progress and have increased our commitment to renewable energy and carbon neutrality, having achieved operational carbon neutrality in FY21. We are focused on reducing embodied carbon emissions from our global development workbook and have commenced the process to reduce and offset this over time
  – The Group's workspaces have been and continue to be improved in order to provide the business and its people with greater flexibility and efficiency and to support a more diverse environment.
+ Maintaining a strong balance sheet and retaining income, provides significant liquidity, stability and financial resources for growth and agility to optimise returns
+ The business is performing strongly across all segments, including our development projects, leasing success, rental growth, significant valuation uplift and the stronger than expected performance of our Partnerships
  – In addition, COVID related disruptions in FY22 have been managed such that they have had less impact on the full year projections than we had initially assumed
  – Consequently we are upgrading our guidance for FY22, with Operating EPS growth projected to be 20%
  – Forecast distribution for FY22 remains at 30.0 cents per security given the attractive opportunity to deploy retained earnings into investments and development inventory and is in keeping with the Group's financial risk management policy
  – The Board sets targets annually and reviews forecasts regularly. Forecasts are subject to there being no material adverse change in the market conditions or the occurrence of other unforeseen events.

30.0¢

FY22 DPS

20%

FORECAST FY22 OPERATING EPS GROWTH



01

APPENDIX

RESULTS ANALYSIS

PROFIT AND LOSS

Category	Total $M	Property investment $M	Management $M	Development $M	Operating expenses $M	Non-operating items $M
Gross property income	69.3	69.2	–	–	–	0.1
Management income	219.6	–	219.6	–	–	–
Development income[1]	745.1	–	38.6	706.5	–	–
Net gain from fair value adjustments on investment properties	93.6	–	–	–	–	93.6
Net gain on disposal of investment properties	74.4	–	–	74.4	–	–
Net gain on disposal of assets held for sale	12.5	–	–	12.5	–	–
Share of net results of equity accounted investments	1,793.4	181.4	–	55.0	–	1,557.0[2]
Net gain on disposal of equity investments	–	–	–	–	–	–
Total income[1]	3,007.9	250.6	258.2	848.4	–	1,650.7
Property and development expenses	(308.4)	(16.6)	–	(291.8)	–	–
Employee, administrative and other expenses	(397.9)	–	–	–	(196.1)	(201.8)
EBIT / Segment operating earnings	2,301.6	234.0[3]	258.2[3]	556.6[3]	(196.1)	1,448.9
Net gain from fair value adjustments on investment properties	(93.6)	–	–	–	–	(93.6)
Share of net gain from fair value adjustments on investment properties, unrealised derivative gains and non-recurring items within associates and JVs	(1,557.0)	–	–	–	–	(1,557.0)
Straight lining of rental income	(0.1)	–	–	–	–	(0.1)
Share based payments expense	201.8	–	–	–	–	201.8
Operating EBIT[4] / Segment operating earnings	852.7	234.0	258.2	556.6	(196.1)	–
Net finance expense (statutory)	(134.4)	–	–	6.2	(140.6)	–
Add: fair value adjustments on derivative financial instruments	*119.9*	–	–	–	*119.9*	–
Net finance expense (operating)	(14.5)	–	–	6.2	(20.7)	–
Income tax expense (statutory)	(164.4)	–	–	–	(164.4)	–
Add: deferred tax on fair value adjustments on investment properties	*109.7*	–	–	–	*109.7*	–
Add: deferred tax on other non-operating items	*2.7*	–	–	–	*2.7*	–
Income tax expense (operating)	(52.0)	–	–		(52.0)	–
Operating profit available for distribution	786.2	234.0	258.2	562.8	(268.8)	–
Net cash provided by operating activities[5]	279.1					

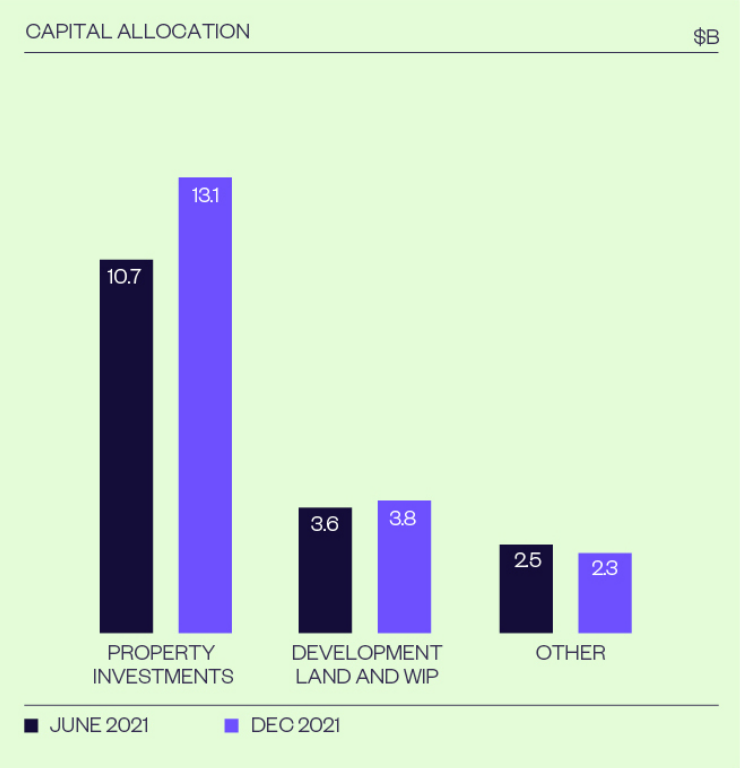
1. Fee revenues from single contractual arrangements involving a combination of inextricable Investment Management and Development Management services and recognised over the life of the underlying developments projects are classified as development income for statutory reporting purposes. During the period $38.6 million (HY21: $39.2 million) of such income was recognised.
2. Includes share of associate and joint venture property valuation gains of $1,558.4 million, share of fair value adjustments of derivative financial instruments in associates and joint ventures of $0.4 million and other non-cash, non-recurring items within associates of $(1.8) million
3. Segment operating earnings is total income less property and development expenses (excludes employee, administrative and other expenses)
4. Look through Operating EBIT is $920.9 million and reflects $62.0 million adjustment to GMG proportionate share of Partnerships interest and tax (1H FY21: $730.8 million)
5. Difference between operating profit and cash provided by operating activities of $(507.1) million relates to:
   - $(241.6) million development activities including capitalised and prepaid interest
   - $(86.9) million of development cashflows recognised in investment activities
   - $(37.6) million cash share of equity accounted income
   - $(141.0) million of other working capital movements.

RECONCILIATION NON-OPERATING ITEMS

Non-operating items in statutory income statement	Total $M	Half year ended 31 December 2021 $M
Property valuation related movements		
Net gain from fair value adjustments attributable to investment properties	93.6	
Share of net gain from fair value adjustments attributable to investment properties in associates and joint ventures after tax	1,558.4	
Deferred tax on fair value adjustments on investment properties	(109.7)	
Subtotal		1,542.3
Fair value adjustments and unrealised foreign currency exchange movements related to capital management		
Fair value adjustments on derivative financial instruments – GMG	(119.9)	
Share of fair value adjustments on derivative financial instruments in associates and joint ventures	0.4	
Unrealised foreign exchange loss	–	
Subtotal		(119.5)
Other non-cash adjustments or non-recurring items		
Share based payments expense	(201.8)	
Straight lining of rental income and tax deferred adjustments	(4.4)	
Subtotal		(206.2)
TOTAL		1,216.6

FINANCIAL POSITION

As at 31 December 2021	Direct Assets $M	Property investment $M	Development $M	Other $M	Total $M
Cash	–	–	–	719.6	719.6
Receivables	–	–	183.3	370.7	554.0
Inventories	663.6	–	1,110.8	–	1,774.4
Investment properties	1,709.4	–	56.1	–	1,765.5
Investments accounted for using equity method	–	10,665.9	2,428.0	–	13,093.9
Intangibles	–	–	–	820.3	820.3
Other assets	10.6	3.2	11.7	401.3	426.8
Total assets	2,383.6	10,669.1	3,789.9	2,311.9	19,154.5
Interest bearing liabilities				(2,087.7)	(2,087.7)
Other liabilities				(1,874.6)	(1,874.6)
Total liabilities				(3,962.3)	(3,962.3)
Net assets/(liabilities)				(1,650.4)	15,192.2
Gearing[1] %					7.2
NTA (per security)[2] $					7.69
Australia / New Zealand	1,457.8	4,710.5	1,188.9	234.5	7,591.7
Asia	434.7	2,518.4	662.1	391.8	4,007.0
CE	491.1	882.0	439.1	678.3	2,490.5
UK	–	336.6	589.1	128.5	1,054.2
Americas	–	2,221.6	910.7	108.1	3,240.4
Other	–	–	–	770.7	770.7
Total assets	2,383.6	10,669.1	3,789.9	2,311.9	19,154.5

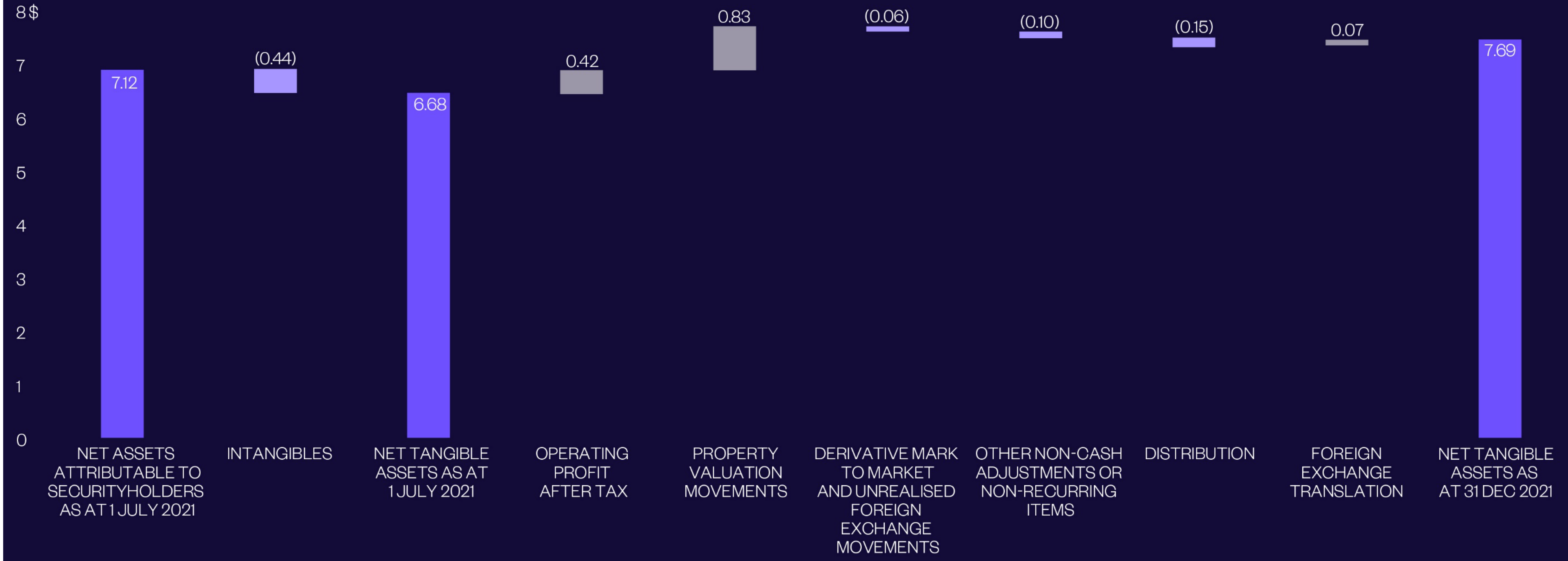


1. Gearing is calculated as total interest bearing liabilities over total assets, both net of cash and the fair values of certain derivative financial instruments included in other financial assets of $125.6 million (30 June 2021: $134.1 million). Total interest bearing liabilities are grossed up for the fair values of certain derivative financial instruments included in other financial liabilities of $70.9 million (30 June 2021: $62.3 million).
2. Calculated based on 1,868.2 million securities on issue.

NET TANGIBLE ASSET MOVEMENT

NET TANGIBLE ASSET MOVEMENT – AS AT 31 DECEMBER 2021[1]

$ PER SECURITY



1. Calculated on 1,867.0 million securities being closing securities on issue

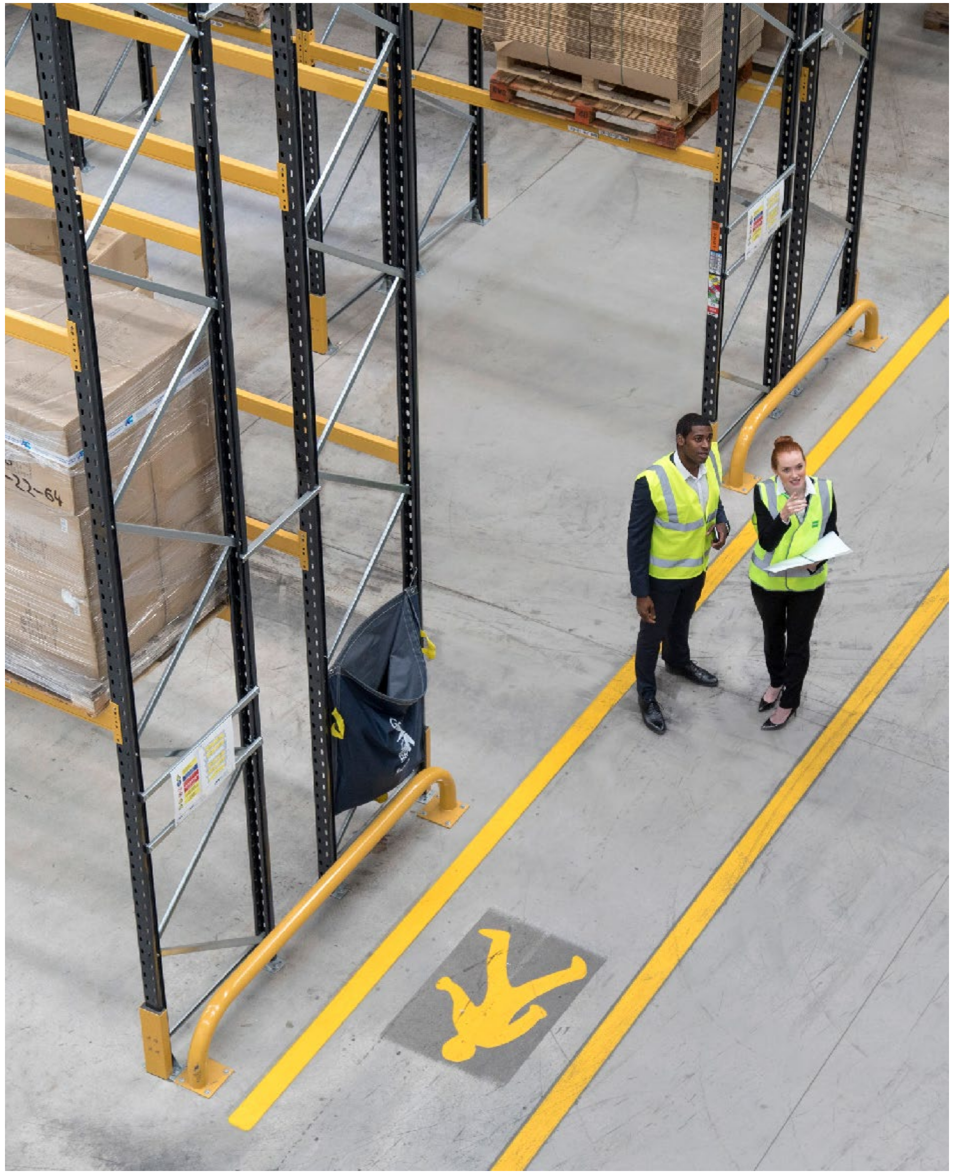
PROPERTY VALUATIONS

+ Continued investment demand for logistics assets and a favourable occupational market has supported the valuation growth over the half
+ Market rental growth, cap rate compression, development completions within the Partnerships and FX have been drivers of the valuation increase
+ The global portfolio cap rate has compressed by 29bps to 4.0% over 1H22
+ Revaluation gains across the global portfolio for the half year totalled $6.0 billion, with the Group's share $1,683.1[1] million.

31 December 2021 property valuations (look through)

As at 31 December 2021	Book value (GMG exposure) $M	Valuation movement since June 2021 $M[1]	WACR %	WACR movement since June 2021 %
Australia / New Zealand	8,657.0	996.9	3.9	-0.5
Asia	4,441.5	71.5	4.4	-0.1
UK / Continental Europe	3,472.2	263.6	3.7	-0.2
Americas	3,674.4	351.1	4.0	–
Total / Average	20,245.1	1,683.1	4.0	-0.3

1. Excludes deferred taxes and other transfers of $140.8 million. Net revaluation for Goodman share of $1,542.3 million.



02

APPENDIX

PROPERTY INVESTMENT

LEASING

4.5m

SPACE LEASED

98.4%

OCCUPANCY

Across the Group and Partnerships:

+ 4.5 million sqm leased over the 12 months, equating to $619.0 million of annual property income
+ High occupancy at 98.4%.

Region	Leasing area SQM	Net annual rent $M	Average lease term YEARS
Australia / New Zealand	1,620,612	227.5	4.8
Asia	1,852,783	283.1	3.4
UK / Continental Europe	1,045,304	108.4	5.3
TOTAL	4,518,699	619.0	4.4

CUSTOMERS

TOP 20 GLOBAL CUSTOMERS (BY NET INCOME – LOOK THROUGH BASIS)

CUSTOMER	INCOME %
AMAZON	11.4
DEUTSCHE POST (DHL)	1.9
A.P. MOLLER – MAERSK	1.5
KUNCHI	1.3
BMW GROUP	1.1
SF EXPRESS	1.0
IRON MOUNTAIN	1.0
KOCH	0.9
JD.COM	0.9
COLES GROUP	0.9
DB SCHENKER	0.8
GLOBAL EXPRESS	0.8
AUSTRALIA POST	0.8
EQUINIX	0.7
KUEHNE + NAGEL	0.7
MAINFREIGHT	0.6
NOBLE HOUSE HOME FURNISHINGS	0.6
FEDEX	0.6
SYNCREON TECHNOLOGY (USA)	0.6
OMLOG	0.6

DIRECT PORTFOLIO DETAIL

- Long term strategic portfolio with potential for higher and better use, re-zoning and redevelopment
- 33 properties with a total value of $2.4[1] billion located primarily in the Sydney market
  - Represents a significant part of the urban renewal portfolio
- Leasing transactions remain strong across the portfolio
  - 224,922 sqm ($25.5 million net annual rental) of existing space leased
- 93.8% occupancy and a weighted average lease expiry of 6.8 years
- Average portfolio valuation cap rate of 4.5%[1].

Key metrics[1]

	1H 22
Total assets ($B)	2.4
Customers	279
Number of properties	33
Occupancy (%)	93.8
Weighted average cap rate (%)	4.5[1]

1. Stabilised properties.

03

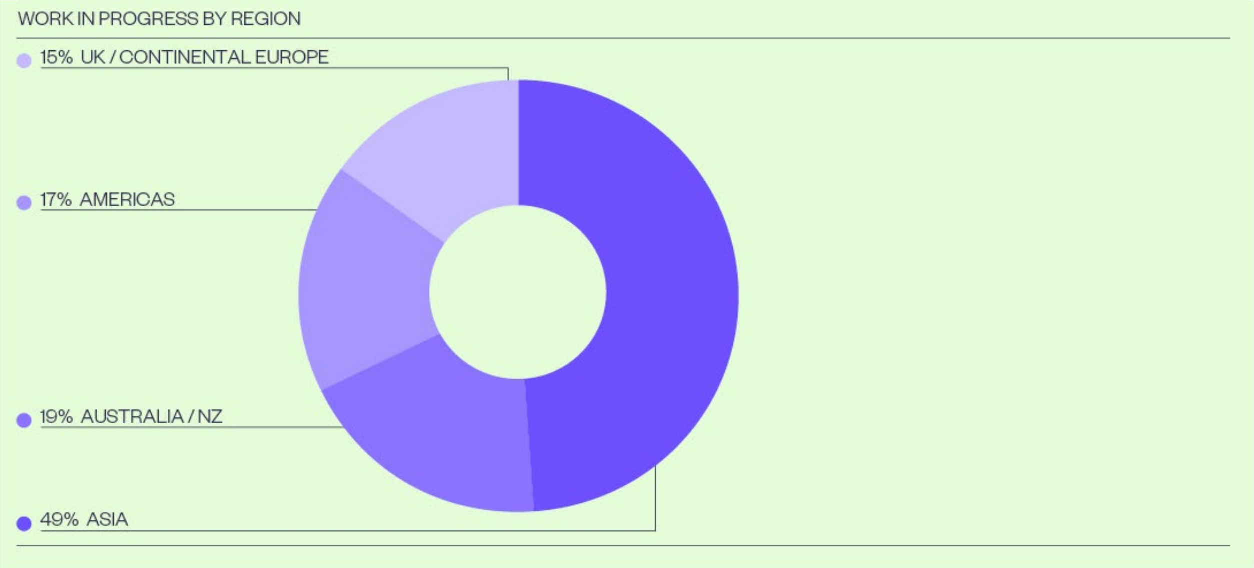
APPENDIX

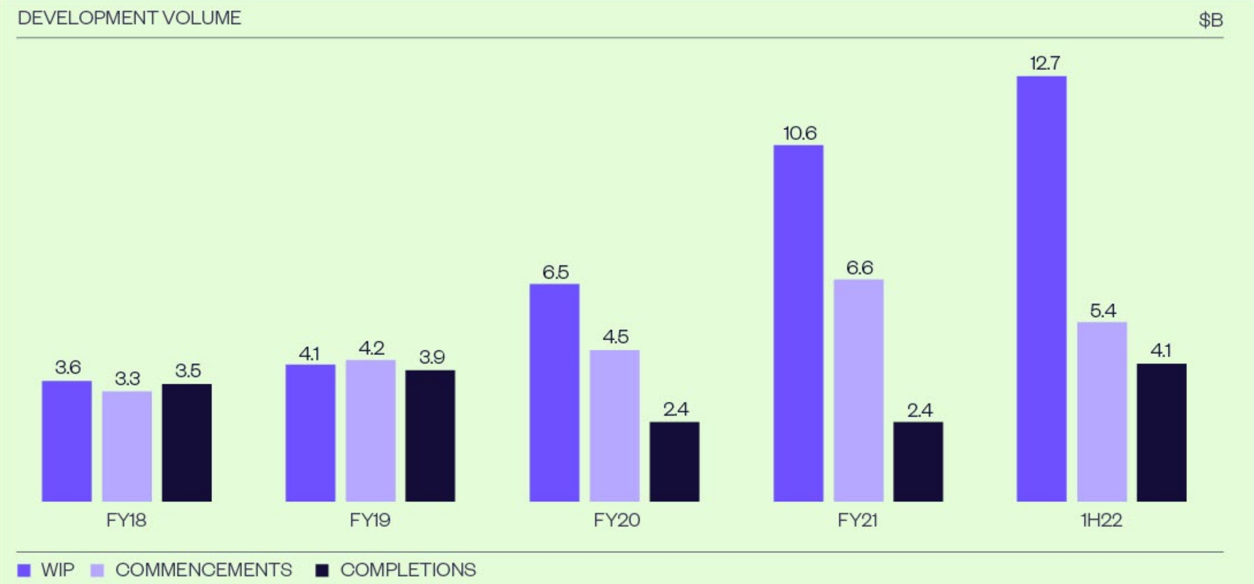
DEVELOPMENT

DEVELOPMENTS

1H 22 developments

As at 31 December 2021	Completions	Commencements	Work in progress
Value ($B)	4.1	5.4	12.7
Area (m sqm)	1.4	1.5	3.4
Yield (%)	6.8	6.4	6.7
Committed (%)	99	53	63
Weighted average lease term (years)	11.2	16.1	14.2
Development for third parties or Partnerships (%)	65	86	89
Australia / New Zealand (%)	34	19	19
Asia (%)	26	31	49
Americas (%)	10	24	17
UK / Continental Europe (%)	30	26	15



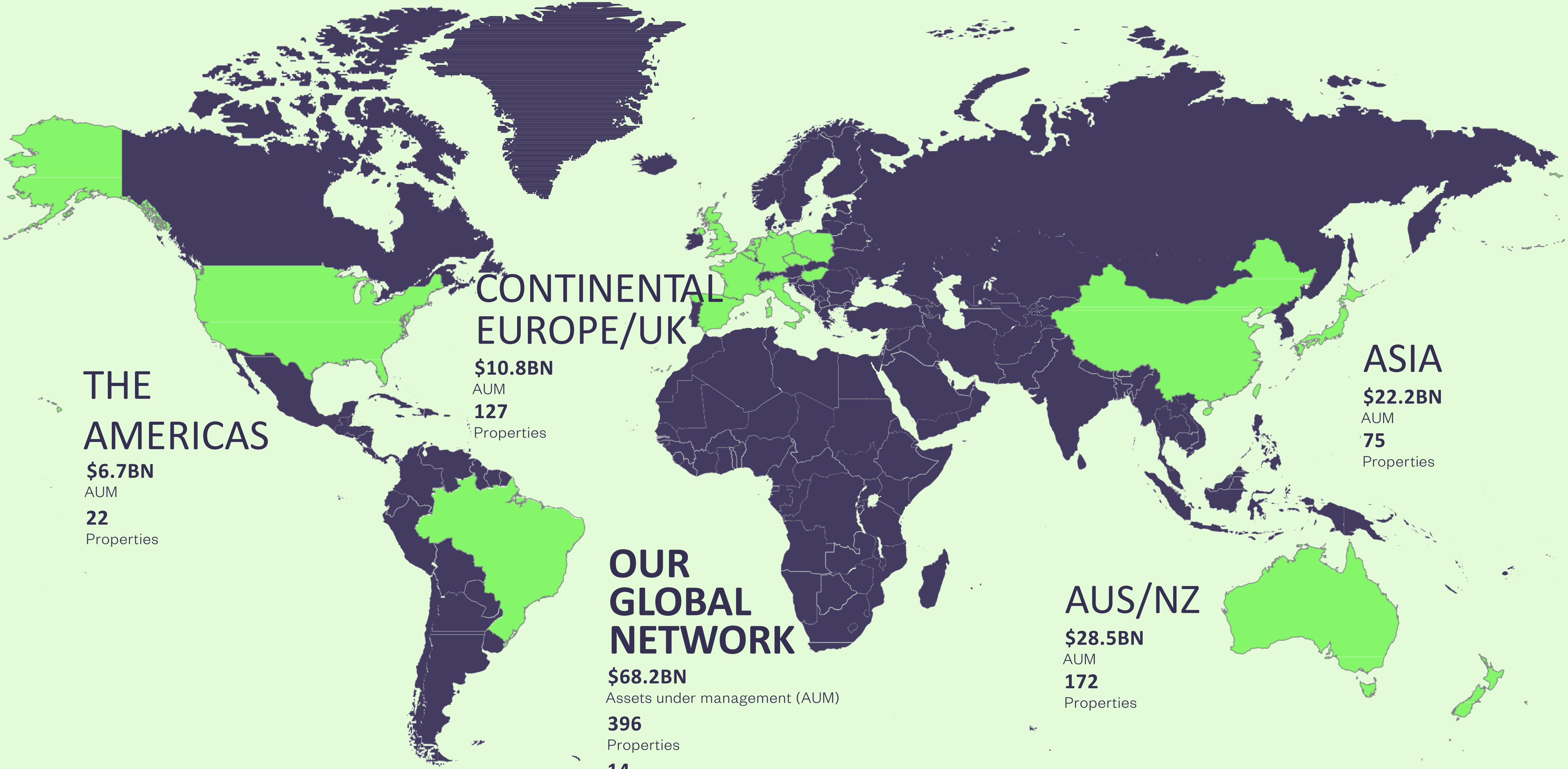


04

APPENDIX

MANAGEMENT

GLOBAL PLATFORM



THE AMERICAS
$6.7BN
AUM
22
Properties

CONTINENTAL EUROPE/UK
$10.8BN
AUM
127
Properties

ASIA
$22.2BN
AUM
75
Properties

AUS/NZ
$28.5BN
AUM
172
Properties

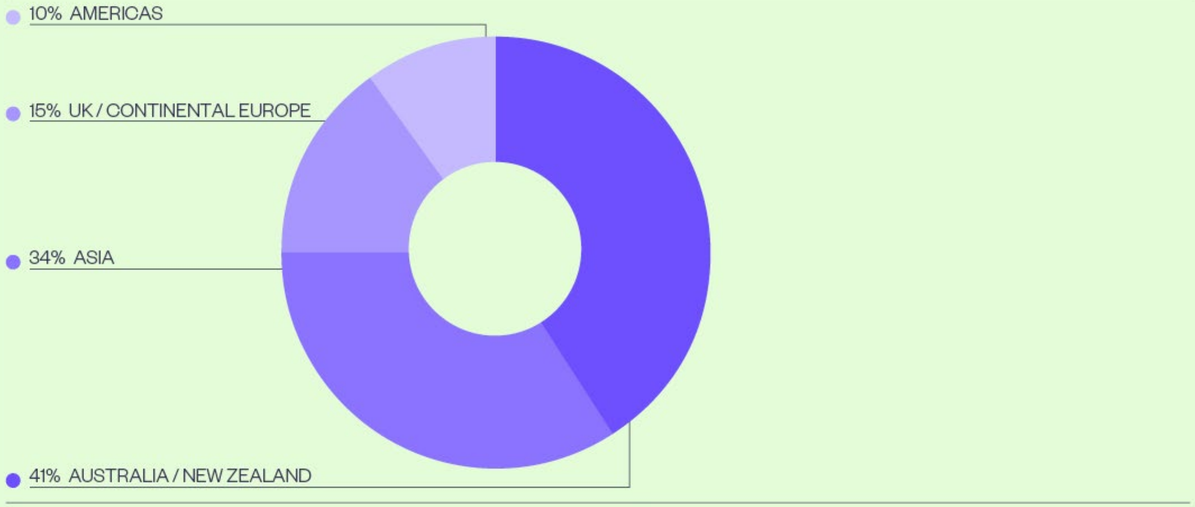
OUR GLOBAL NETWORK
$68.2BN
Assets under management (AUM)
396
Properties
14
Countries

MANAGEMENT – AUM

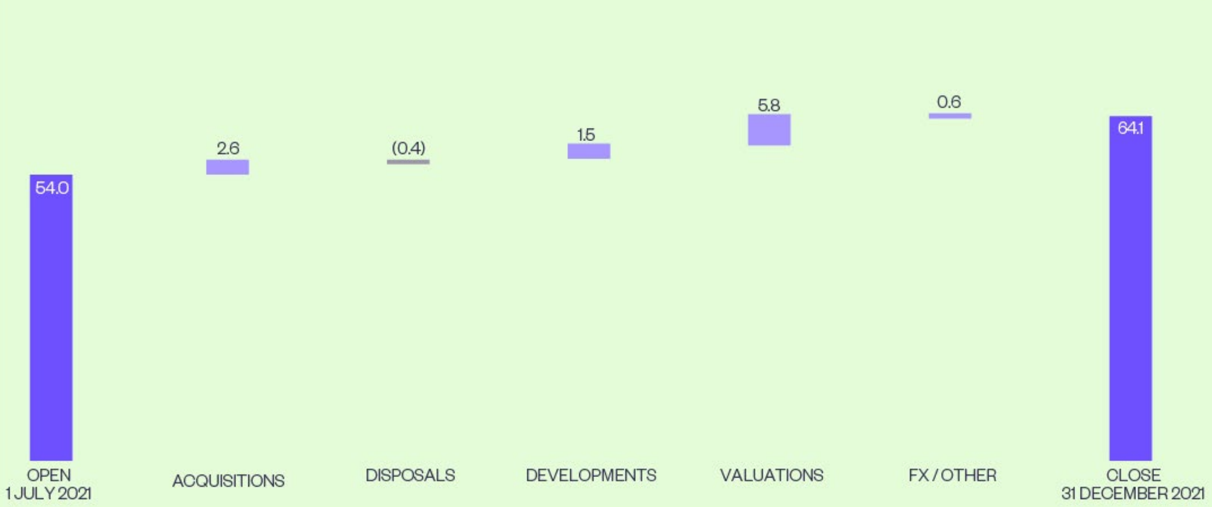
+ The majority of Goodman's assets reside in Partnerships

- The Group manages 16 Partnerships with 47 investors who are represented on the Boards and Investment Committees independent of Goodman
- Goodman maintains a 27% average equity cornerstone position in the Partnerships to ensure alignment and exposure to a high quality globally diversified portfolio
- Partnership average gearing is 17.7%
- The average drawn and committed equity per partner is $828 million (excluding GMT).

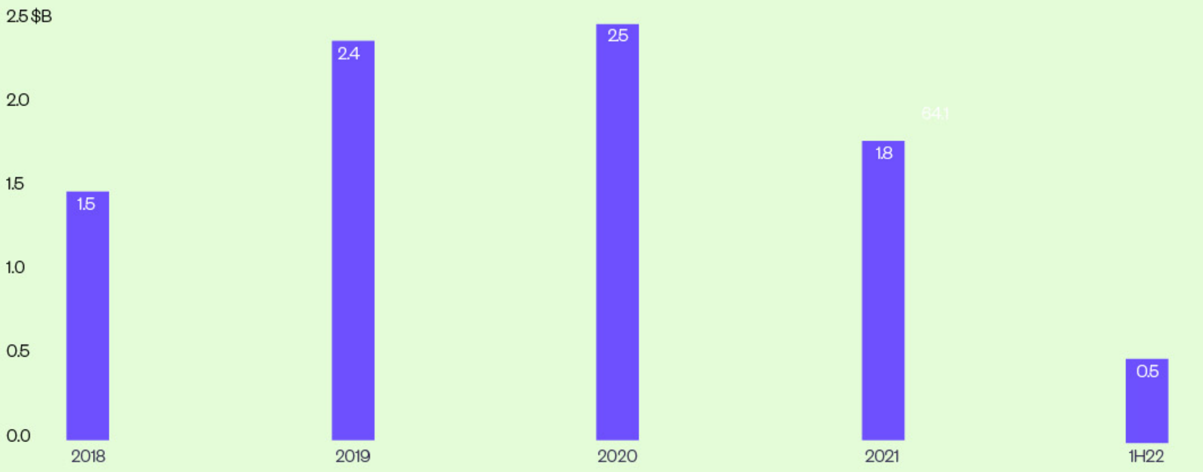
THIRD PARTY AUM BY REGION



THIRD PARTY AUM



THIRD PARTY EQUITY RAISED WITHIN PARTNERSHIPS



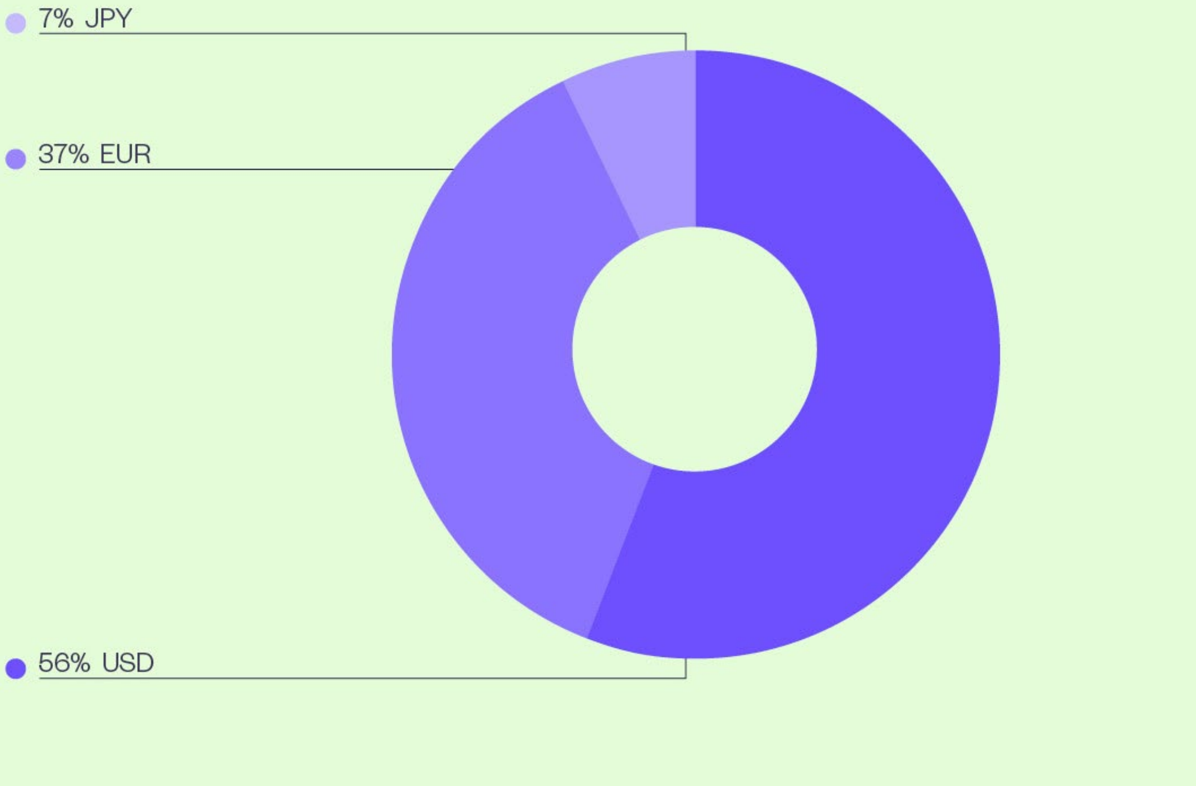
05

APPENDIX

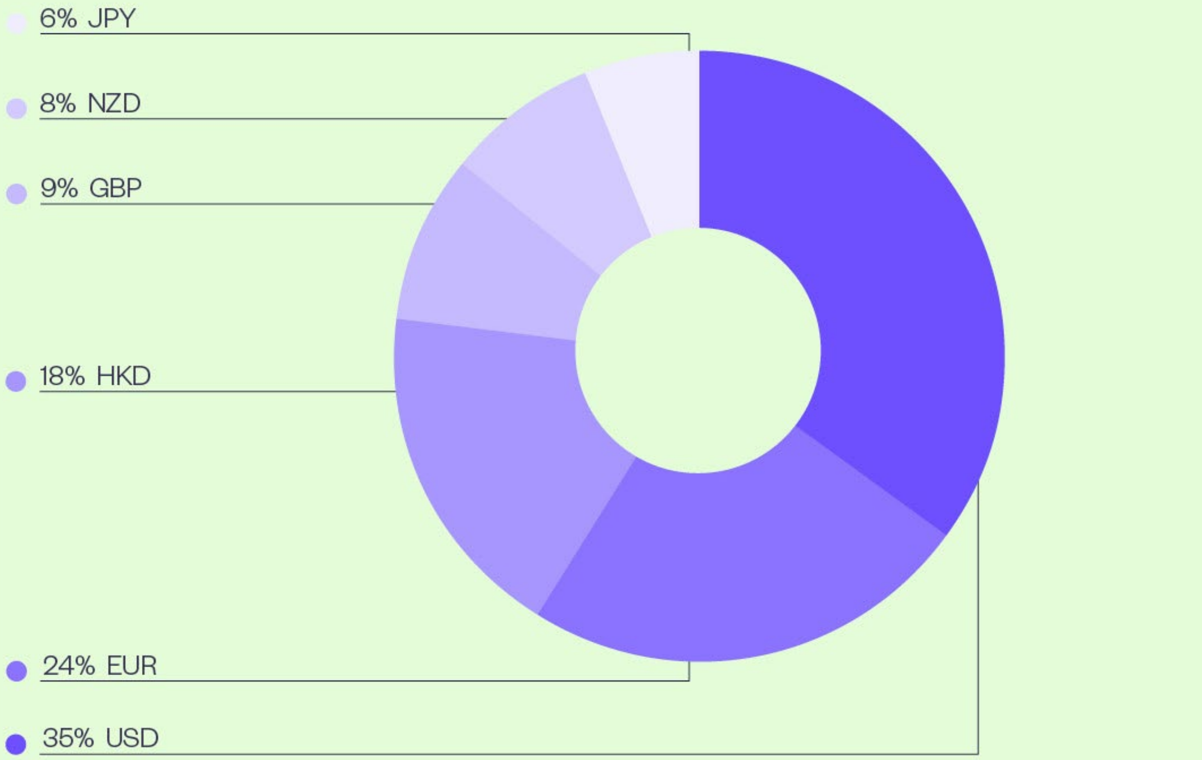
CAPITAL

CURRENCY MIX

CURRENCY MIX – OUTSTANDING DEBT



CURRENCY MIX – INCLUDING THE IMPACT OF CAPITAL HEDGING FX SWAPS



FINANCIAL RISK MANAGEMENT

The Group has a robust capital management framework

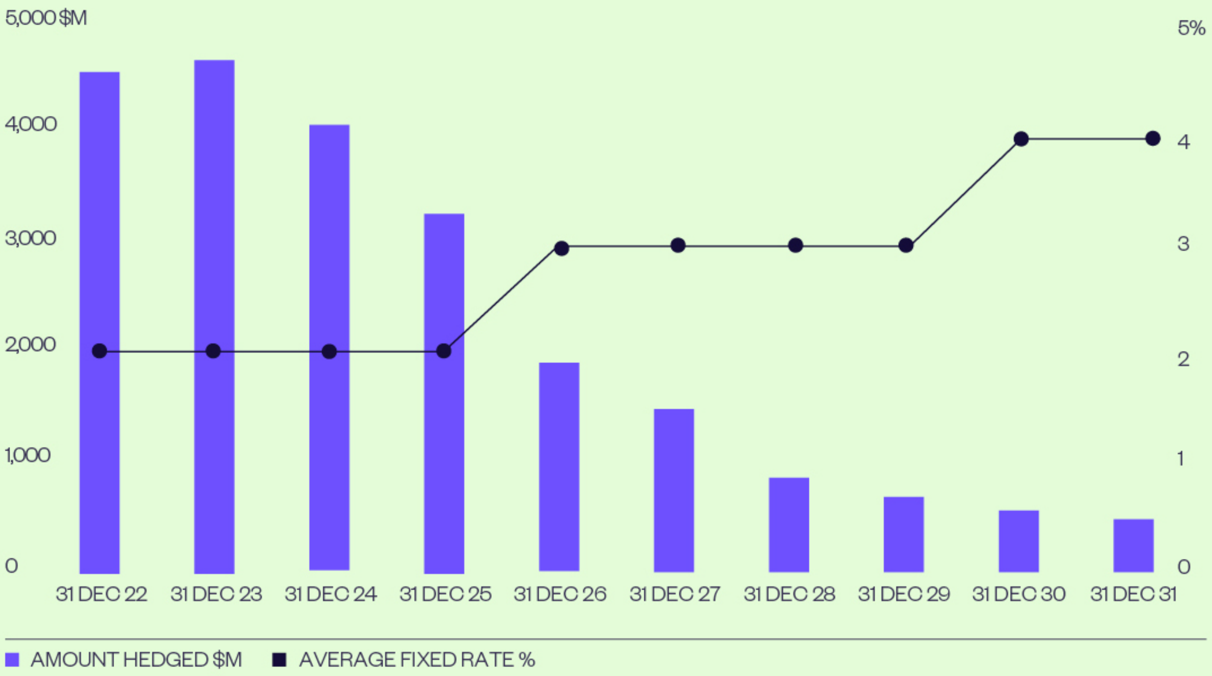
+ **The Group has a robust capital management framework, under its Financial Risk Management (FRM) policy. This provides:**
  - Stronger balance sheet which has been reflected in our credit ratings from S&P and Moody's BBB+ / Baa1 respectively
  - Covenants that are appropriate for our operations
  - Diversified sources of funding
  - Long-term debt sources to stabilise the funding base
+ **The Group has been actively reducing financial leverage in the business:**
  - Group target gearing range 0%–25%
  - Gearing level will be determined with reference to mix of earnings and ratios consistent with credit rating but expected to remain low
+ **Interest risk management:**
  - Policy to ensure between 60% and 100% of current year interest rates are fixed
  - 66% hedged over next 12 months
  - Weighted average hedge maturity of 4.9 years
  - Weighted average hedge rate of 1.82%[1,2]
+ **Foreign currency risk management:**
  - Policy to hedge between 65% and 90% of foreign currency denominated net assets
  - 73% hedged as at 31 December 2021, of which 33% is debt and liabilities and 67% is derivatives
  - Weighted average maturity of derivatives 3.7 years.

1. Includes the strike rate on interest rate cap hedges
2. Includes the 8 year Reg S €500 million at 1.375% fixed rate

FINANCIAL RISK MANAGEMENT (CONT)

+ Interest rates are hedged to 66% over the next 12 months
  - Weighted average hedge rate of 1.82%[1]
  - NZD – hedge rate 1.20%
  - JPY – hedge rate 1.41%
  - HKD – hedge rate 1.38%
  - GBP – hedge rate 1.51%
  - Euro – hedge rate 0.72%[2]
  - USD – hedge rate 3.59%
+ Weighted average hedge maturity of 4.9 years.

INTEREST RATE HEDGE PROFILE



1 Includes the strike rate on interest rate cap hedges

2 Incudes the 8 year Reg S €500 million at 1.375% fixed rate

FINANCIAL RISK MANAGEMENT (CONT)

Foreign currency denominated balance sheet hedging maturity profile

	Weighted average maturity	Weighted average exchange rate	Amount receivable[1]	Amount payable[1]
NZ$	3.1 years	1.0748	A$605.0m	NZ$650.0m
HK$	2.7 years	5.7598	A$1,346.6m	HK$7,740.0m
US$	3.7 years	0.7252	A$1,455.5m	US$1,050.0m
¥	4.0 years	77.5413	A$297.2m	¥23,000.0bn
€	4.1 years	0.6214	A$1,086.7m	€675.0m
£	4.7 years	0.5403	A$703.4m	£380.0m
CNY[2]	2.5 years	7.5753	US$600.0m	CNY4,545.2m

1. Floating rates apply for the payable and receivable legs for the cross currency swaps
2. Forward exchange contract, net settled in USD.

EXCHANGE RATES

Statement of financial position – exchange rates as at 31 December 2021

Currency	Exchange rate
AUDGBP – 0.5432	(30 June 2021: 0.5432)
AUDEUR – 0.6327	(30 June 2021: 0.6327)
AUDHKD – 5.8222	(30 June 2021: 5.8222)
AUDBRL – 3.7528	(30 June 2021: 3.7528)
AUDNZD – 1.0739	(30 June 2021: 1.0739)
AUDUSD – 0.7497	(30 June 2021: 0.7497)
AUDJPY – 83.278	(30 June 2021: 83.278)
AUDCNY – 4.8412	(30 June 2021: 4.8412)

Statement of financial performance – average exchange rates for the 6 months to 31 December 2021

Currency	Exchange rate
+ AUDGBP – 0.5546	(30 June 2021: 0.5546)
+ AUDEUR – 0.6262	(30 June 2021: 0.6262)
+ AUDHKD – 5.7958	(30 June 2021: 5.7958)
+ AUDBRL – 4.0236	(30 June 2021: 4.0236)
+ AUDNZD – 1.0745	(30 June 2021: 1.0745)
+ AUDUSD – 0.7472	(30 June 2021: 0.7472)
+ AUDJPY – 79.6101	(30 June 2021:79.6101)
+ AUDCNY – 4.9419	(30 June 2021: 4.9419)

THANK YOU

Goodman

For more information visit

goodman.com