INTERIM RESULT PRESENTATION 30 SEPTEMBER 2016

Our strategy at work

Kiwi Property

Delivering

A BIGGER, BETTER, STRONGER KIWI PROPERTY

Our vision is to be synonymous with New Zealand's best retail and workplace experiences and our strategy is purpose-built to target superior, risk-adjusted returns over time for our investors.

Contents

This interim result presentation for the period ended 30 September 2016 should be read in conjunction with the NZX announcement and online interim report also released on 21 November 2016. Refer to our website **kp.co.nz** or nzx.com.

Property statistics within this presentation represent owned assets only, i.e. property interests managed on behalf of third parties are excluded.

Due to rounding, numbers within this presentation may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

Refer to Appendix 6 of this presentation for definitions.

Our vision

> To be synonymous with New Zealand's best retail and workplace experiences

Our objective

> To provide investors with a reliable investment in New Zealand property, targeting superior, risk-adjusted returns over time through the ownership and active management of a diversified, high-quality portfolio

Our goals

Long-term total returns >9% per annum	10.1% Achieved ✓
Pre-tax funds from operations per share growth[1] >2% per annum	10.6% Achieved ✓

1. Calculated on a rolling 12-month basis for the year to 30 September 2016.

Our investment strategy and core portfolio

> To invest in a diversified portfolio of retail and office assets that are expected to outperform by consistently attracting high levels of tenant demand

> Focused on

Auckland

- We have a strong bias to Auckland given its superior prospects for economic, population and employment growth

Retail assets

- Through
  - dominant regional shopping centres
  - large format retail centres
- In
  - locations favoured by the proposed Auckland Unitary Plan
  - regions outside of Auckland with positive growth prospects

Office assets

- Prime-grade assets in Auckland
- Wellington assets supported by long-term government leases

Third party

- We also manage properties for third parties and joint-owners to diversify our investments and leverage returns

Our retail strategy at work

CREATING EXCEPTIONAL PLACES TO SHOP

For more information, refer to the following appendices
- 3.1–3.10 Sylvia Park
- 3.11 Westgate Lifestyle
- 4.1–4.4 Acquisition of The Base

APR 2016

MAY 2016

- Settled the acquisition of a 50% interest in **The Base** for $192.5m

  Commenced management of the entire centre

JUN 2016

JUL 2016

- Successfully opened all remaining tenancies at **Westgate Lifestyle**

AUG 2016

- Settled the sale of **Centre Place – South** for $46.8m

SEP 2016

- Fashion retailers H&M and Zara open their first ever stores in NZ at **Sylvia Park**

- Investing in dominant regional assets
- Increasing our exposure to large format retail
- Disposing of non-core assets
- Creating exceptional places at our core retail assets

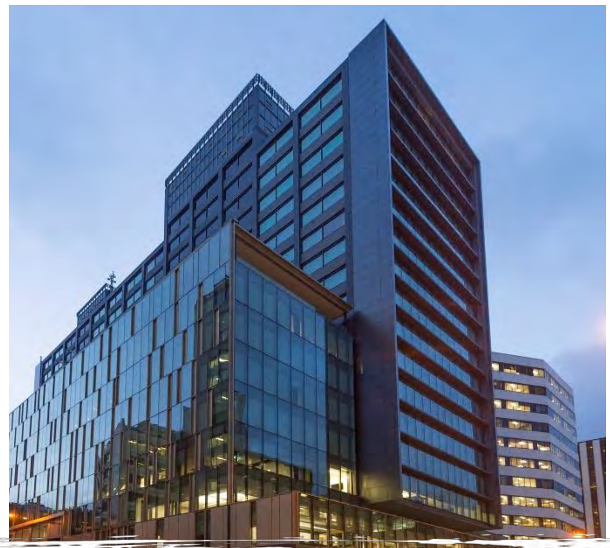
Our office strategy at work

CREATING EXCEPTIONAL PLACES TO WORK

For more information, refer to the following appendices
- 3.5 and 3.6 Sylvia Park
- 3.13 The Aurora Centre
- 3.14 44 The Terrace

The Aurora Centre and 44 The Terrace
WELLINGTON

> **Our Government office precinct is complete**



15.6 years
COMBINED WALT

- 35,000 sqm of office space in adjacent buildings created
- $85 million of refurbishment works complete
- Crown tenants now in occupation of 32,000 sqm, over 90% of the buildings' net lettable area

Office at Sylvia Park
AUCKLAND

> **Creating a truly exceptional workplace**

$80.2m
COST

TARGET
~7%
INITIAL YIELD

- Construction underway on a 12,200 sqm, 10-level office tower to link seamlessly with the existing centre
- Anchored by a 3,324 sqm 12-year lease to IAG New Zealand
- Construction commenced in August 2016

Positive six-month period

GROWTH IN REVENUE, PROFIT AND DIVIDENDS

For more information, refer to the following appendices

- 1.1 Rental income
- 1.2 Profit after tax
- 1.5 Funds from operations
- 1.6 Dividends

Profit after tax

$45.6m

+$9.6m +26.7%

Funds from operations

$47.7m

+$2.4m +5.3%

Cash dividend

3.375 cps

+0.075 cps +2.3%

Key contributors

- ✓ Improved rental performance
  - Contribution from recently completed developments and acquisitions
  - Underpinned by fixed rental income structures
- ✓ Robust retail sales growth
- ✓ Lower cost of debt
- ✓ Positive property fundamentals

Positive six-month period

ROBUST BALANCE SHEET AND PROACTIVE CAPITAL MANAGEMENT

For more information, refer to the following appendices

- 1.7 Balance sheet
- 1.9 Net finance debt mvmt
- 1.10 Finance debt facilities
- 1.11 Fixed-rate debt profile

Property assets	Gearing	Net asset backing per share
$2.88b	34.7%	$1.35
+$209m +7.8%	+440 bps	+$0.01

Finance debt

Weighted average term to maturity	Weighted average cost
4.0 years	4.72%
FY16: 3.9 years	FY16: 4.88%

Successful bond issue

Proceeds	$125m
Term	7 years
Coupon	4.00% pa

Kiwi Property

Bigger, better, stronger

OUR STRATEGY AT WORK

For more information, refer to the following appendices

- 1.1 Rental income
- 2.9 New leasing and rent reviews
- 2.10 Portfolio statistics

> Portfolio value $2.88 billion

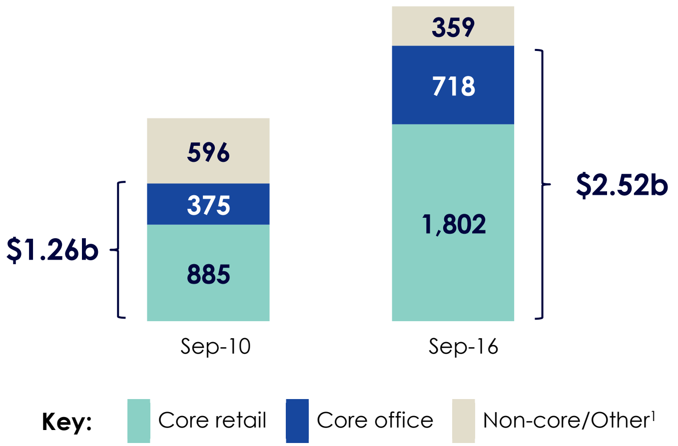
> Net rental income growth
- 13.9% total rental income growth
- 3.9% like-for-like rental income growth

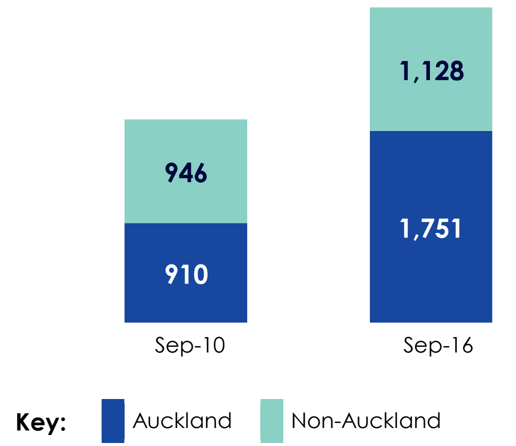
> Robust key portfolio metrics
- Occupancy steady at 98.6%
- WALT extended to 5.5 years

> Grown third party assets under management to over $350 million

> Continued sustainability leadership position

We have a stronger core portfolio and a significant investment in Auckland ($m)





1. Non-core properties primarily represents Centre Place – North, North City and The Majestic Centre.

Robust retail sales

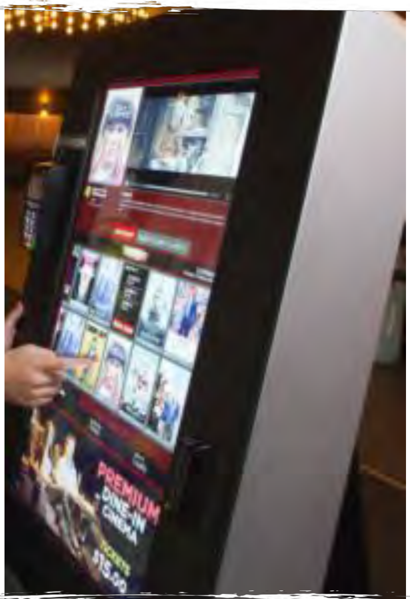
For more information, refer to the following appendices

- 2.6 and 2.7 Retail sales

> Total retail sales of $1.64 billion
- +5.8% over prior year
- Like-for-like sales growth of +3.4%

> Most major categories continue to perform positively
- home improvement +9.3%
- mini-majors +7.2%
- department stores +4.5%
- cinemas +3.8%

> Discretionary specialty categories have shown good growth
- commercial services +9.3%
- home and living +6.4%
- beauty, health, personal services and wellbeing +6.3%
- food +4.1%

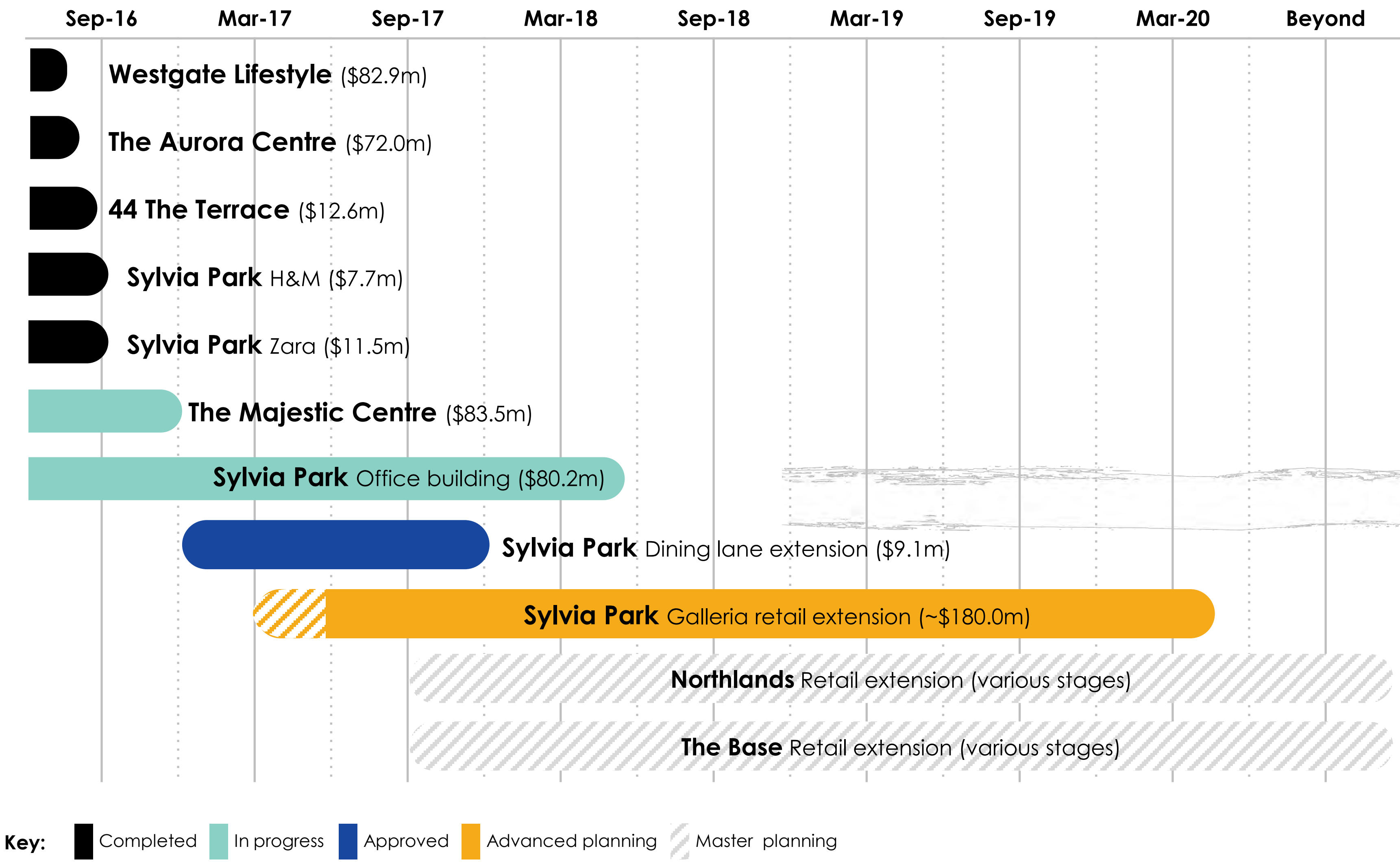


Development activity

INTERNAL PIPELINE OF OPPORTUNITIES

For more information, refer to the following appendices

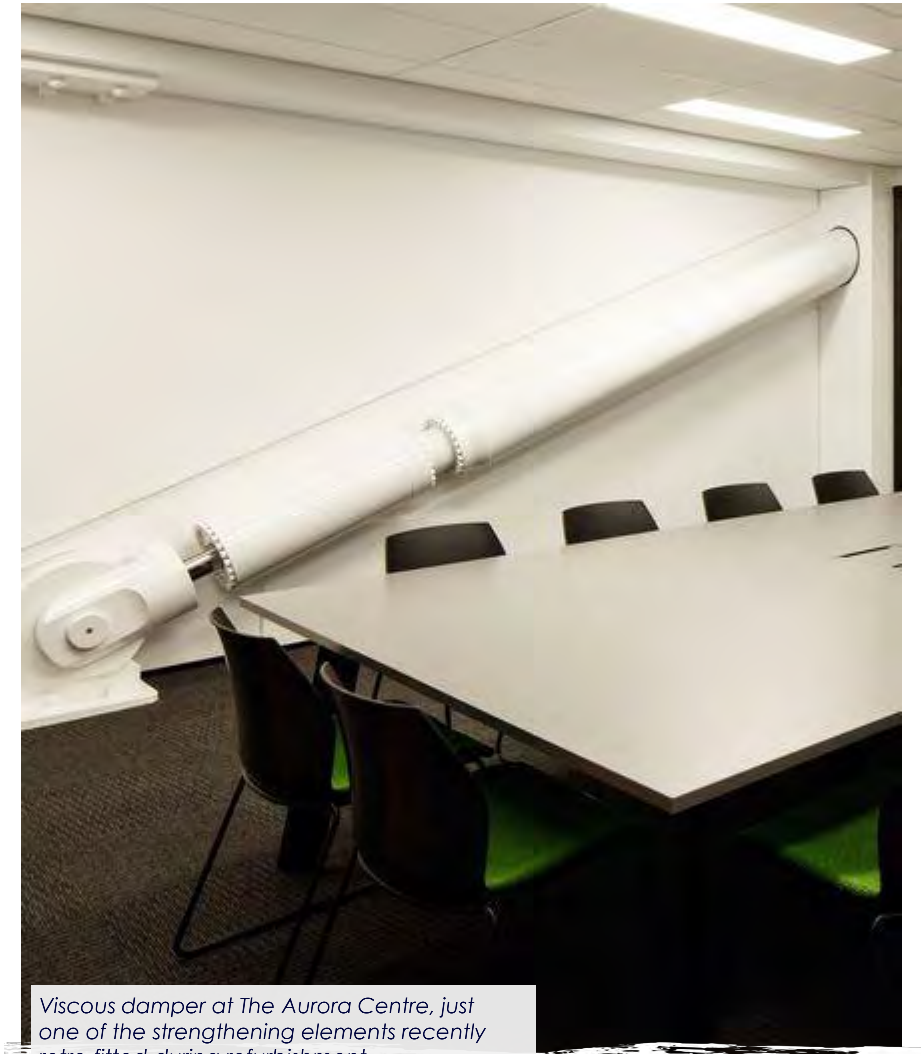
- Section 03 Development update



Earthquake update

STRENGTHENED BUILDINGS PERFORM WELL

- Our significant investment in strengthening works meant our Wellington assets performed to expectations with minor, non-structural damage only following the 14 November earthquake events
- After passing same-day engineering evaluations, the buildings were progressively re-occupied from 15 November



Viscous damper at The Aurora Centre, just one of the strengthening elements recently retro-fitted during refurbishment

Our onward journey

CONTINUE TO DELIVER ON STRATEGY

Retail

> Progress development plans for the retail expansion at Sylvia Park and commence construction of the dining lane
> Continue enhancing our customer experiences through continued roll-out of
- carpark management systems
- WiFi and digital media solutions

> Investigate expansion plans at Northlands and The Base

Office

> Progress expansion and upgrade of the ground floor retail at 44 The Terrace
> Progress development and leasing of the Sylvia Park office building
> Target 100% portfolio occupancy

Portfolio

> Add value through acquisitions and asset improvements
> Divest non-core assets

H&M, Sylvia Park

Outlook and dividend guidance

KIWI PROPERTY REMAINS IN GREAT SHAPE

For more information, refer to the following appendices

- 1.6 Dividends

Outlook

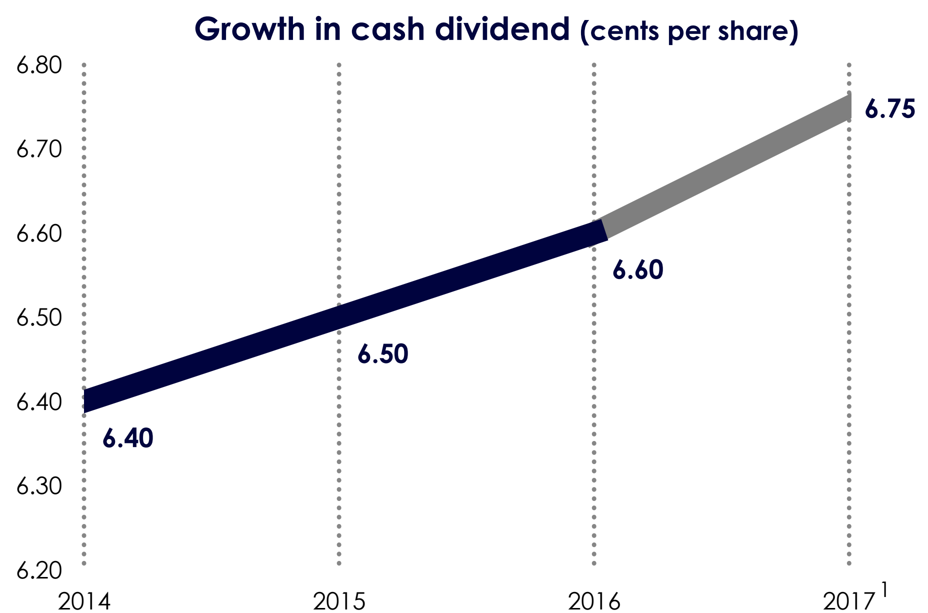
> Kiwi Property is in great shape and set to benefit from

- increased rental income from recent acquisitions and completed developments
- stable occupancy and structured rent reviews
- a healthy balance sheet
- organic growth opportunities through development pipeline
- supportive property market fundamentals

Cash dividend guidance for FY17

6.75

cents per share[1]



1. Guidance is subject to a continuation of reasonable economic conditions.

APPENDICES

2017 INTERIM RESULT PRESENTATION
21 NOVEMBER 2016

Index


APPENDIX 01
FINANCIAL REVIEW
2017 INTERIM RESULT PRESENTATION
21 NOVEMBER 2016
Kiwi Property

Rental income

RECENT ACQUISITIONS AND COMPLETED DEVELOPMENTS PROVIDE RENTAL INCOME UPLIFT

	30-Sep-16	30-Sep-15		Variance		Like-for-like var.	
For the six months ended	**$m**	**$m**		**$m**	**%**	**$m**	**%**
Sylvia Park[1]	18.4	19.0	▼	-0.6	-2.7	+0.7	+3.7
Sylvia Park Lifestyle	2.4	2.2	▲	+0.2	+7.3	+0.1	+4.8
LynnMall	9.0	7.6	▲	+1.4	+18.8		
Westgate Lifestyle	1.5	-	▲	+1.5	+100.0		
The Base	3.8	-	▲	+3.8	+100.0		
Centre Place	3.4	3.8	▲	-0.4	-10.5	-	+0.3
The Plaza	7.9	7.9	▼	-	-0.4	-	-0.4
North City	4.4	4.2	▲	+0.2	+5.4	+0.2	+5.4
Northlands	9.6	9.8	▼	-0.2	-1.8	-0.2	-1.8
Retail portfolio	**60.4**	**54.5**	▲	**+5.9**	**+10.9**	**+0.8**	**+1.8**
Vero Centre	11.4	9.9	▲	+1.5	+15.4	+1.5	+15.4
ASB North Wharf	5.8	5.7	▲	+0.1	+0.8	+0.1	+0.8
The Majestic Centre	3.5	2.9	▲	+0.6	+19.2		
The Aurora Centre	1.4	-0.3	▲	+1.7	+538.6		
44 The Terrace	1.1	1.0	▲	+0.1	+14.4		
Office portfolio	**23.2**	**19.2**	▲	**+4.0**	**+20.7**	**+1.6**	**+10.0**
Other properties	1.4	1.4	▲	-	+1.0	-	+1.0
Net operating income	**85.0**	**75.1**	▲	**+9.9**	**+13.2**	**+2.4**	**+3.9**
Straight-lining of fixed rental increases	1.9	1.2	▲	+0.7	+54.1		
Net rental income	**86.9**	**76.3**	▲	**+10.6**	**+13.9**		

Lift in total net rental income

> Positive contributions provided from
- completion of development activity at Westgate Lifestyle and Wellington office properties
- full period contribution from 'The Brickworks' at LynnMall (completed Nov-15)
- acquisition of The Base

> Offset by
- sale of Centre Place – South

Strong like-for-like rental income

> Like-for-like growth was positive across all properties except Northlands

1. Sylvia Park like-for-like rental income has been adjusted to remove the impact of the H&M and Zara development activity.

Profit after tax

27% UPLIFT IN PROFIT DRIVEN BY STRONG UNDERLYING OPERATING PERFORMANCE

	30-Sep-16	30-Sep-15		Variance	
For the six months ended	**$m**	**$m**		**$m**	**%**
Property revenue [Appendix 1.1]	114.2	101.4	▲	+12.8	+12.6
Property management income	0.4	0.2	▲	+0.2	+100.0
Interest and other income	0.2	0.1	▲	+0.1	+100.0
Litigation settlement income	-	5.9	▼	-5.9	-100.0
Total income	**114.8**	**107.6**	▲	**+7.2**	**+6.7**
Direct property expenses [Appendix 1.1]	-27.3	-25.0	▼	-2.3	-9.2
Interest and finance charges [Appendix 1.3]	-20.1	-17.0	▼	-3.1	-18.2
Employment and administration expenses	-9.2	-8.1	▼	-1.1	-13.6
Net fair value loss on investment properties	-	-2.6	▲	+2.6	+100.0
Net fair value loss on interest rate derivatives	-2.6	-9.9	▲	+7.3	+73.7
Loss on disposal of investment properties	-1.1	-	▼	-1.1	-100.0
Total expenses	**-60.3**	**-62.6**	▲	**+2.3**	**+3.7**
Profit before tax	**54.5**	**45.0**	▲	**+9.5**	**+21.1**
Income tax expense	-8.9	-9.0	▲	+0.1	+1.1
Profit after tax	**45.6**	**36.0**	▲	**+9.6**	**+26.7**

Increased profit

> Predominantly driven by growth in underlying net rental income, including contribution from recently completed developments and acquisitions

Interest and finance charges

INCREASED INTEREST EXPENSE DRIVEN BY HIGHER DEBT LEVELS, PARTIALLY OFFSET BY LOWER INTEREST RATES

For the six months ended	30-Sep-16 $m	30-Sep-15 $m		Variance $m	Variance %
Interest on bank debt	-18.0	-15.3	▲	*-2.7*	*-17.6*
Interest on bonds	-4.2	-4.0	▲	*-0.2*	*-5.0*
Interest expense incurred	**-22.2**	**-19.3**	▲	***-2.9***	***-15.0***
Interest capitalised to					
Sylvia Park	0.2	0.2	■	-	-
LynnMall	-	0.4	▼	*-0.4*	*-100.0*
Westgate Lifestyle	1.3	0.1	▲	*+1.2*	*+1200.0*
The Majestic Centre	0.2	0.7	▼	*-0.5*	*-71.4*
The Aurora Centre	0.3	0.9	▼	*-0.6*	*-66.7*
44 The Terrace	0.1	-	▲	*+0.1*	*+100.0*
Total capitalised interest	**2.1**	**2.3**	▼	***-0.2***	***-8.7***
Interest and finance charges	**-20.1**	**-17.0**	▲	***-3.1***	***-18.2***

Increased interest expense

> Driven by higher debt levels due to acquisitions and developments [Appendix 1.9], partially offset by a lower cost of debt [Appendix 1.10]

Management expense ratio (MER)

COMPETITIVE MER MAINTAINED

	30-Sep-16	30-Sep-15		Variance
Twelve months ended	**$m**	**$m**		**$m**
Employment and administration expenses	17.3	15.6	▲	*-1.7*
Less property management fee recoveries	-6.6	-5.9	▲	*+0.7*
Net expenses	**10.7**	**9.7**	▲	***-1.0***
Average property assets	**2,634.7**	**2,246.5**	▲	***+388.2***
Management expense ratio	**0.41 bps**	**0.44 bps**	▼	***-0.03 bps***

Growth in expenses

> Driven by

- the underlying number of assets owned, and leases managed by the Company
- additional resources delivering new digital, casual leasing and advertising revenues
- services brought in-house, resulting in a reduction in direct property expenditure

Lower MER

> Continue to maintain one of the lowest MERs in the property sector

Funds from operations (FFO)

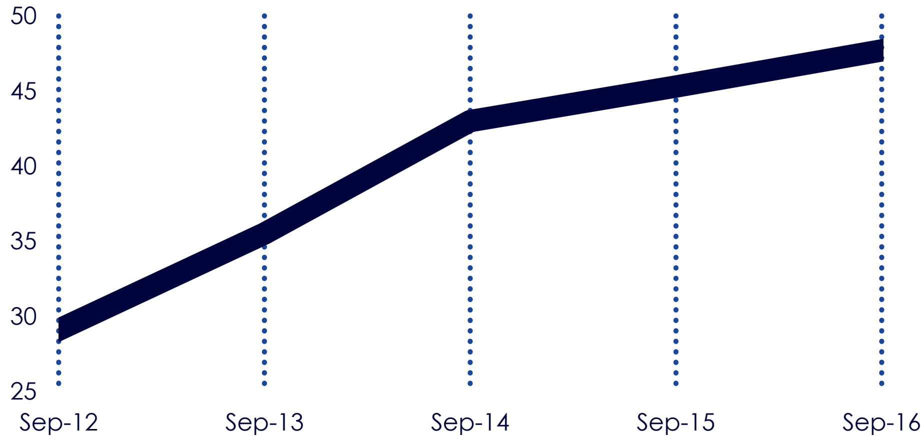
STRONG UNDERLYING OPERATING RESULT

For the six months ended	30-Sep-16 $m	30-Sep-15 $m		Variance $m	Variance %
Profit after tax [Appendix 1.2]	45.6	36.0	▲	+9.6	+26.7
Adjusted for					
Net fair value loss on investment properties	-	2.6		-2.6	-100.0
Loss on disposal of investment properties	1.1	-		+1.1	+100.0
Net fair value loss on interest rate derivatives	2.6	9.9		-7.3	-73.7
Litigation settlement income	-	-5.9		+5.9	+100.0
Straight-lining of fixed rental increases [Appendix 1.1]	-1.9	-1.2		-0.7	-54.1
Amortisation of tenant incentives	3.5	2.9		+0.6	+20.7
Deferred tax (benefit)/expense	-3.2	1.0		-4.2	-420.0
Funds from operations[1]	**47.7**	**45.3**	▲	**+2.4**	**+5.3**

> Another improved FFO result driven by growth in underlying rental income

+13.2%
COMPOUND GROWTH PER ANNUM
SINCE SEP-12

FFO trend ($m)



1. Funds from operations ('FFO') is an alternative performance measure used by Kiwi Property to assist investors in assessing the Company's underlying operating performance and to determine income available for distribution. FFO is calculated in accordance with guidelines issued by the Property Council of Australia.

Dividends

SHAREHOLDERS TO RECEIVE INTERIM DIVIDEND OF 3.375 CENTS PER SHARE

For the six months ended	30-Sep-16 $m	30-Sep-15 $m	30-Sep-16 cps[1]	30-Sep-15 cps[1]
Funds from operations [Appendix 1.5]	47.7	45.3	3.705	3.583
Amount retained	-4.3	-3.5	-0.330	-0.283
Cash dividend	**43.4**	**41.8** ▲	**3.375**	**3.300** ▲
Imputation credits	12.1	9.9	0.940	0.780
Gross dividend	**55.5**	**51.7**	**4.315**	**4.080**
Payout ratio	91.1%	92.1%		

1. Calculated using the number of shares entitled to the relevant dividend (Sep-16: 1,286,218,017 shares, Sep-15: 1,265,513,473 shares).
2. The Dividend Reinvestment Plan is operational for eligible shareholders and a 2% discount has been applied.

Balance sheet

BALANCE SHEET STRENGTH MAINTAINED

As at	30-Sep-16 $m	31-Mar-16 $m	Movement $m	Movement %
Investment properties [Appendix 1.8]	2,879.1	2,669.9	+209.2	+7.8
Cash [Appendix 1.9]	8.5	6.2	+2.3	+37.1
Deferred tax asset	7.7	6.9	+0.8	+11.6
Other assets	9.9	15.4	-5.5	-35.7
Total assets	**2,905.2**	**2,698.4**	**+206.8**	**+7.7**
Finance debt [Appendix 1.9]	1,004.2	814.2	+190.0	+23.3
Deferred tax liability	89.9	92.3	-2.4	-2.6
Other liabilities	77.0	75.1	+1.9	+2.5
Total liabilities	**1,171.1**	**981.6**	**+189.5**	**+19.3**
Total equity	**1,734.1**	**1,716.8**	**+17.3**	**+1.0**
Total equity and liabilities	**2,905.2**	**2,698.4**	**+206.8**	**+7.7**
Gearing ratio (requirement <45%)	***34.7%***	***30.3%***	***+440 bps***	
Net asset backing per share (NTA)	***$1.35***	***$1.34***	***+$0.01***	

Investment properties

> No independent valuations were undertaken at 30-Sep-16

> Increase due to the acquisition of The Base (50%) and capital expenditure, partially offset by the sale of Centre Place – South

Finance debt

> Increased following acquisition of The Base

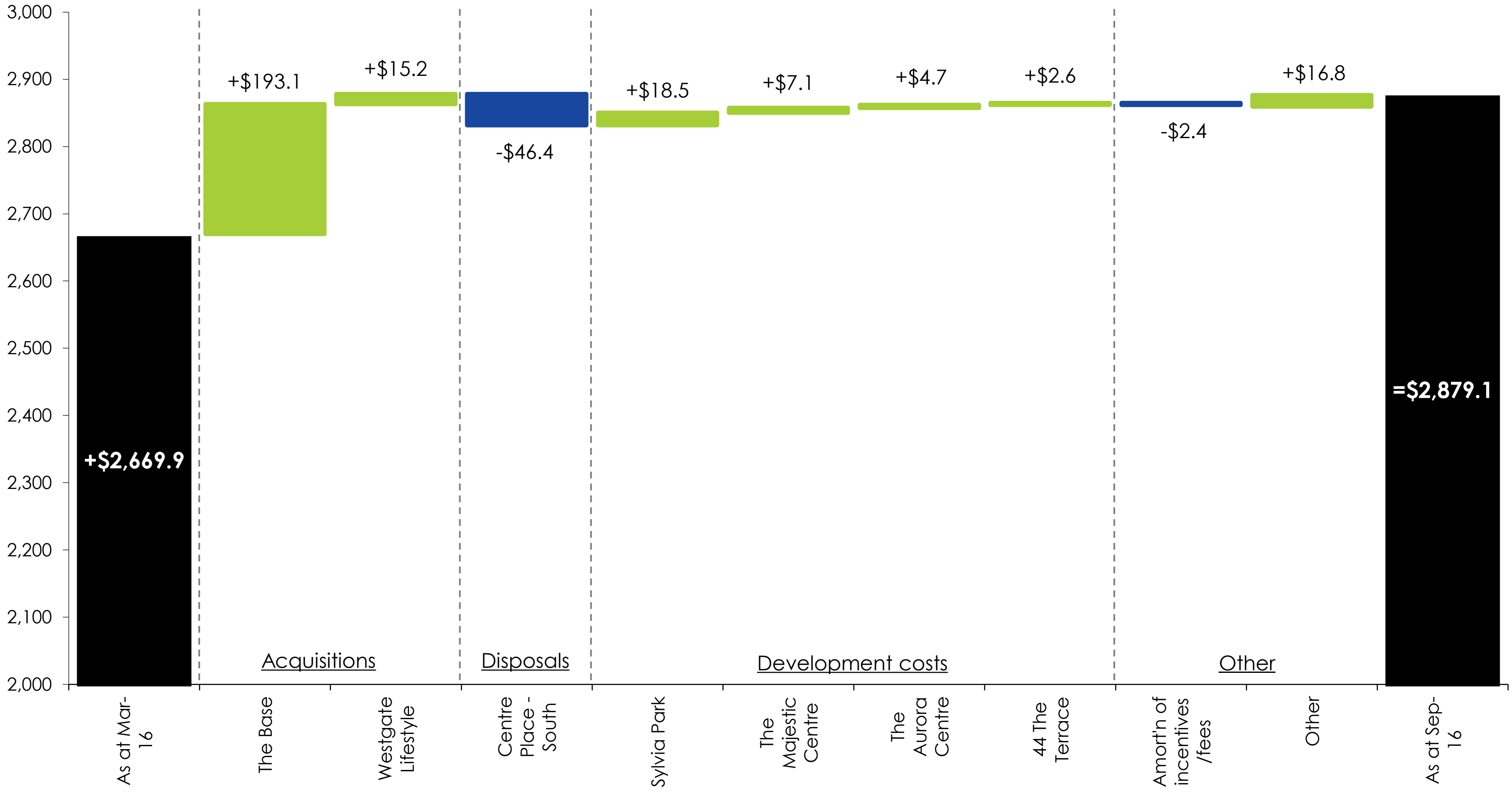
Gearing

> Increased following acquisition and capital expenditure

> Intention is to manage gearing by selling non-core assets as part of our recycling programme over the next one to two years

Investment properties ($m, movement for the six months ended 30-Sep-16)

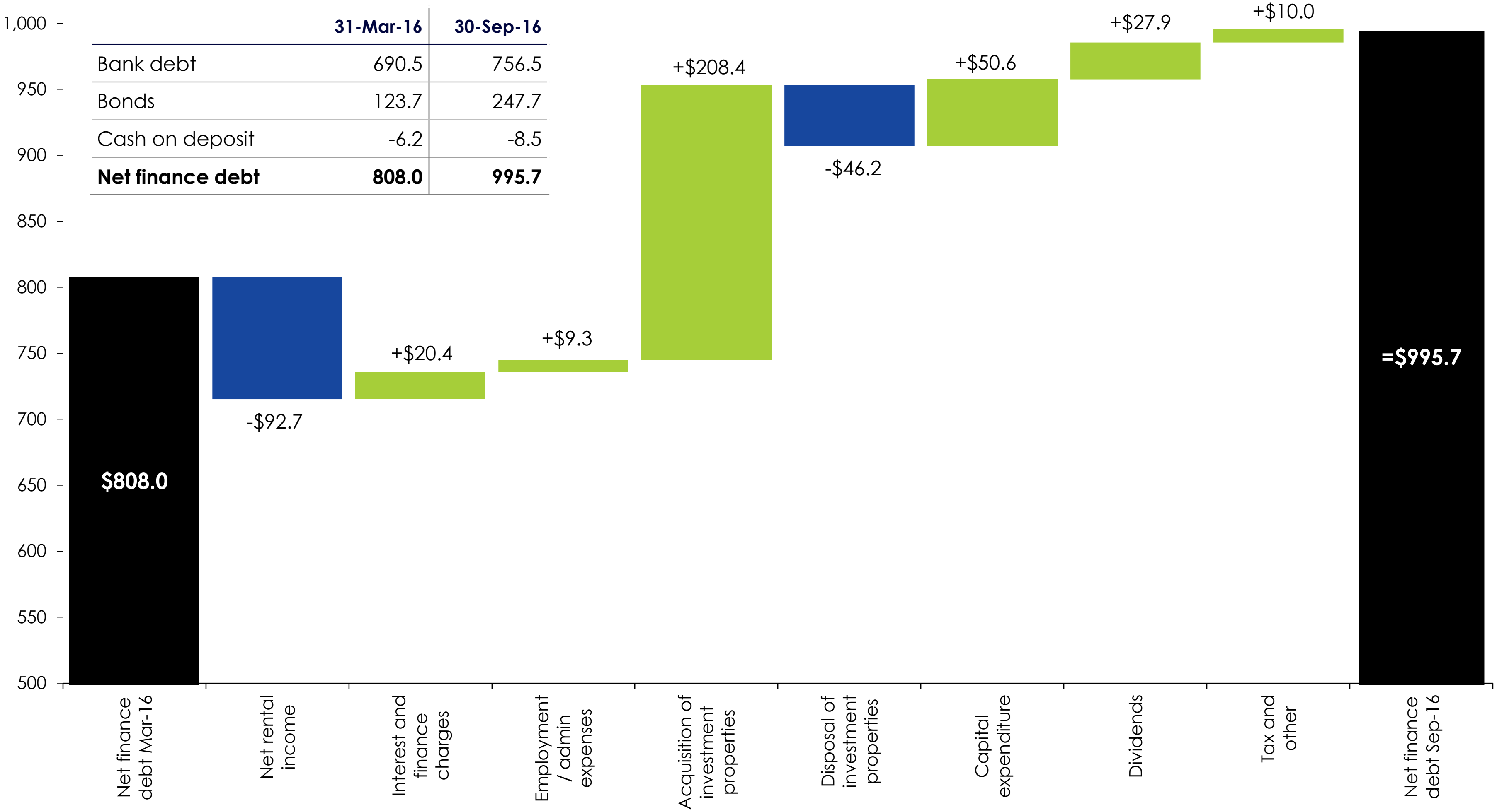
INCREASE DRIVEN BY ACQUISITIONS AND OTHER CAPITAL EXPENDITURE



Net finance debt ($m, movement for the six months ended 30-Sep-16)

INCREASE DRIVEN BY ACQUISITIONS

	31-Mar-16	30-Sep-16
Bank debt	690.5	756.5
Bonds	123.7	247.7
Cash on deposit	-6.2	-8.5
Net finance debt	**808.0**	**995.7**



Finance debt facilities

$1.2 BILLION OF DIVERSIFIED FACILITIES IN PLACE

As at 30-Sep-16	Facilities	Facilities expiring $m	%
FY17		-	-
FY18		-	-
FY19	ANZ $52.5 / BNZ $73.0 / CBA $80.0 / WNZ $52.5	258	21
FY20	ANZ $52.5 / BNZ $73.0 / CBA $80.0 / WNZ $52.5	258	21
FY21	ANZ $52.5 / BNZ $74.0 / CBA $80.0 / WNZ $52.5	259	21
FY22	ANZ $60.0 / BNZ $55.0 / $25.0 / WNZ $60.0 / 2021 Bond $125.0	325	27
FY23		-	-
FY24	2023 Bond $125.0	125	10
Total facilities		**1,225**	**100**
Facilities drawn		1,007	
Undrawn facilities		218	

As at	30-Sep-16	31-Mar-16
Weighted average term to maturity	4.0 years	3.9 years
Weighted average cost of facilities (incl. margins and fees)	4.72%	4.88%

Covenants	30-Sep-16	31-Mar-16
Gearing [must be <45%] Calculated as finance debt / total tangible assets (as at)	34.7%	30.3%
Interest cover ratio [must be >2.25 times] Calculated as net rental income / net interest expense (rolling twelve months ended)	4.00	4.02

Increased total facilities and diversified debt sources

> Established a further $200 million of additional five-year bank facilities

> Issued a further $125 million, seven-year, fixed-rate bond with a coupon of 4% per annum

> Additional facilities used to
- fund the acquisition of The Base
- undertake the Sylvia Park office development, and
- provide funding headroom

Improved debt duration

> No expiries until the FY19 financial year

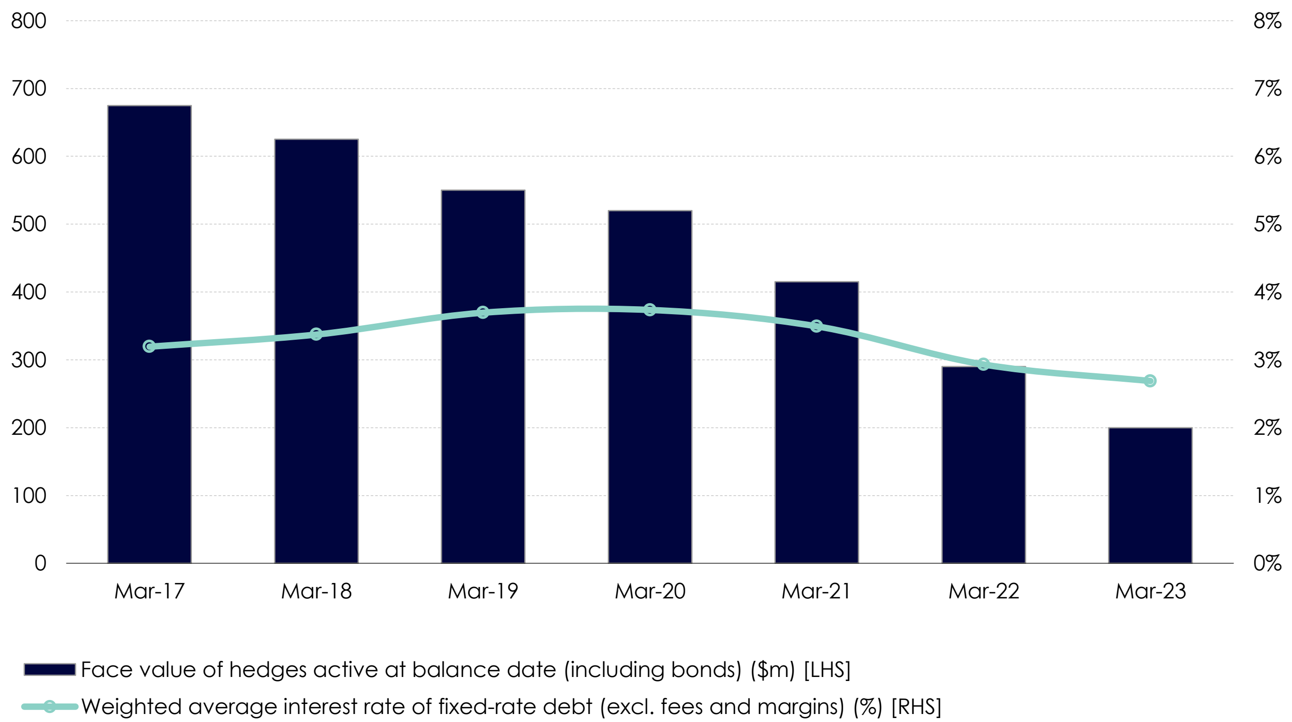
Reduced cost of debt

> Cost of debt reduced to 4.72% due to refinancing and favourable market movements

Fixed-rate debt profile

Fixed-rate profile (inclusive of bond issuances (Sep-16: $250 million, Mar-16: $125 million))	30-Sep-16	31-Mar-16
Percentage of drawn finance debt at fixed rates	67%	68%
Weighted average interest rate of active fixed-rate debt (excl. fees and margins)	3.76%	3.96%
Weighted average term to maturity of active fixed-rate debt	4.0 years	2.7 years

Fixed-rate debt maturity profile



APPENDIX 02

PROPERTY PORTFOLIO REVIEW

2017 INTERIM RESULT PRESENTATION
21 NOVEMBER 2016

Kiwi Property

Property portfolio summary

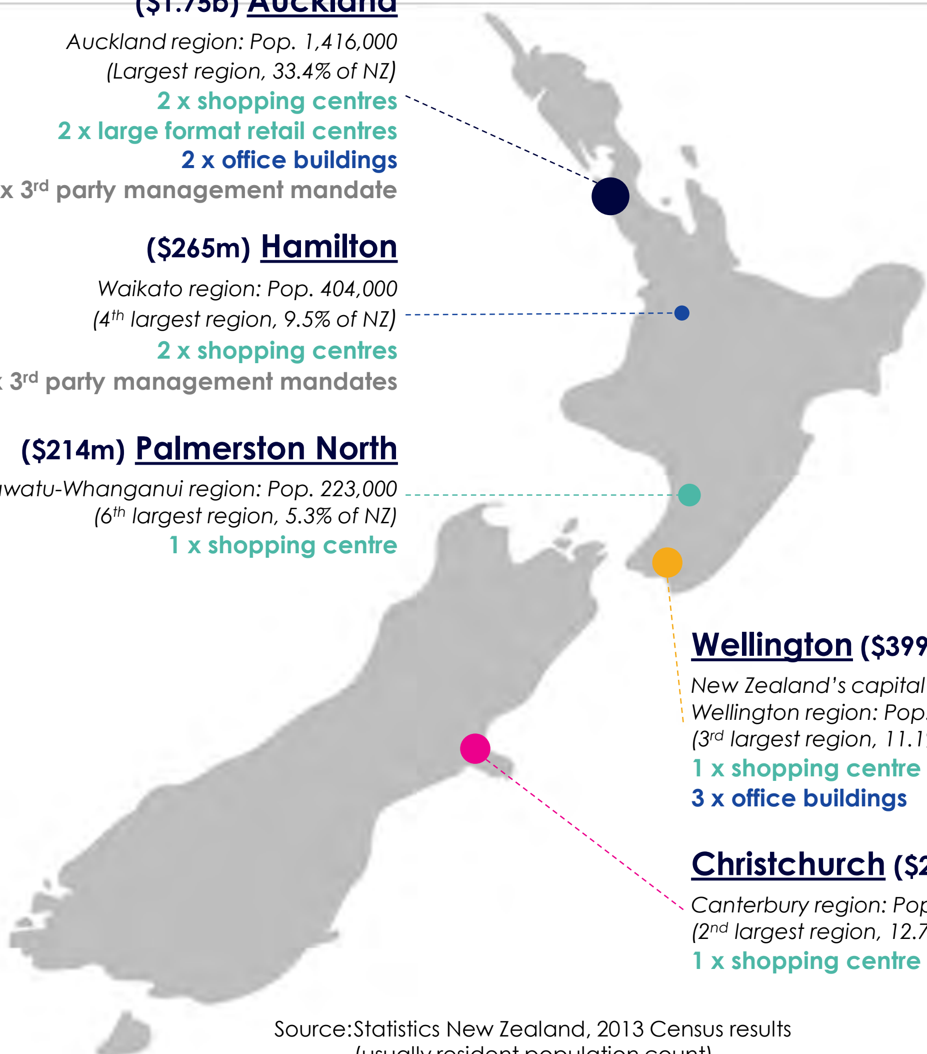
KEY METRICS

Core portfolio metrics[1] As at	Retail (30-Sep-16)	Office (30-Sep-16)	Total (30-Sep-16)		Total (31-Mar-16)
Number of assets	9	5	**14**	■	14
Value ($000)[2,3,4] [Appendix 2.4]	$1,979.0	$838.1	**$2,817.1**	▲	$2,608.2
Proportion of total portfolio by value	69%	29%	**98%**	■	98%
Weighted average capitalisation rates[5] [Appendix 2.4]	6.67%	6.45%	**6.60%**	■	6.61%
Over/(under) renting	-0.6%	+1.4%	**-0.1%**	▼	+0.1%
Net lettable area (sqm)[6] [Appendix 2.10]	353,985	120,623	**474,608**	▲	374,739
Number of tenants[6] [Appendix 2.11]	971	80	**1,051**	▲	887
Proportion of core portfolio by gross income [Appendix 2.11]	72%	28%	**100%**	■	100%
Occupancy (by area)[7] [Appendix 2.10]	99.0%	97.4%	**98.6%**	■	98.7%
Weighted average lease term (by income) [Appendix 2.10]	3.9 years	9.6 years	**5.5 years**	▲	5.1 years

1. At 30-Sep-16, excludes other properties which had a combined value of $62.0 million (2% of total portfolio value). At 31-Mar-16, excluded other properties which had a combined value of $61.7 million (2% of total portfolio value).
2. Assets were not independently valued at 30-Sep-16. Capitalisation rates shown are as at 31-Mar-16 and the assets are held at their 31-Mar-16 independent valuation, adjusted for capital expenditure incurred over the period, with the exception of The Base and Centre Place – South (see notes 3 and 4 below).
3. The Base was acquired during the period and is recorded at its acquisition price of $192.5 million plus associated acquisition costs and capital expenditure incurred post settlement on 31-May-16. The capitalisation rate shown is per the independent valuation which supported the acquisition.
4. At 31-Mar-16, Kiwi Property had secured a conditional agreement to sell Centre Place – South. The asset was therefore recorded at the agreed sale price. The capitalisation rate presented is per the 31-Mar-15 independent valuation which formed the basis of the agreed sale price. The sale settled on 12 August 2016.
5. Due to development activity, the capitalisation rates for Sylvia Park, Westgate Lifestyle and The Aurora Centre at 31-Mar-16 are 'on completion' assessed rates.
6. Statistics at 31-Mar-16 included only those tenants at Westgate Lifestyle that were open and trading.
7. Vacant tenancies with current or pending development works are excluded from the occupancy statistics. At 30-Sep-16 excludes 1,200 sqm at The Base (vacant outlet centre tenancies), 600 sqm at Northlands and 800 sqm at The Majestic Centre (podium tenancies). At 31-Mar-16, excluded 800 sqm at The Majestic Centre, all of The Aurora Centre and 1,500 sqm at 44 The Terrace. At 30-Sep-16, tenancies at Westgate Lifestyle subject to vendor rental underwrites are treated as occupied.

Geographic diversification

OUR PORTFOLIO IS CONCENTRATED IN NEW ZEALAND'S LARGEST CITY, AUCKLAND



($1.75b) Auckland

Auckland region: Pop. 1,416,000
(Largest region, 33.4% of NZ)
2 x shopping centres
2 x large format retail centres
2 x office buildings
1 x 3rd party management mandate

($265m) Hamilton

Waikato region: Pop. 404,000
(4th largest region, 9.5% of NZ)
2 x shopping centres
2 x 3rd party management mandates

($214m) Palmerston North

Manawatu-Whanganui region: Pop. 223,000
(6th largest region, 5.3% of NZ)
1 x shopping centre

Wellington ($399m)

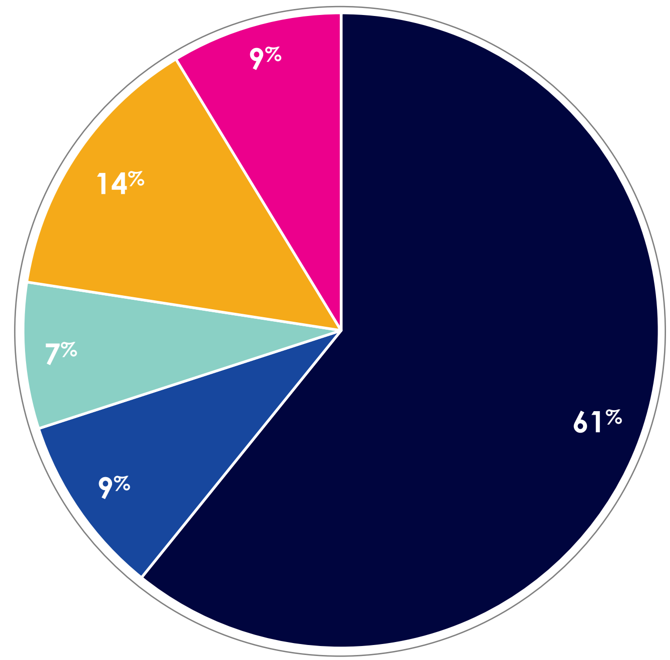
New Zealand's capital city
Wellington region: Pop. 471,000
(3rd largest region, 11.1% of NZ)
1 x shopping centre
3 x office buildings

Christchurch ($250m)

Canterbury region: Pop. 539,000
(2nd largest region, 12.7% of NZ)
1 x shopping centre

Source:Statistics New Zealand, 2013 Census results (usually resident population count).

Geographic diversification
(% of total portfolio value)

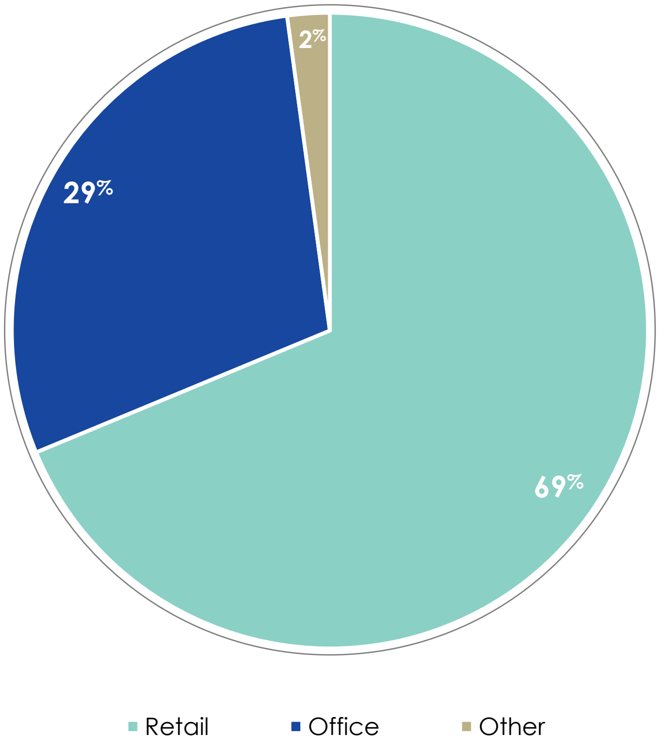


- Auckland
- Hamilton
- Palmerston North
- Wellington
- Christchurch

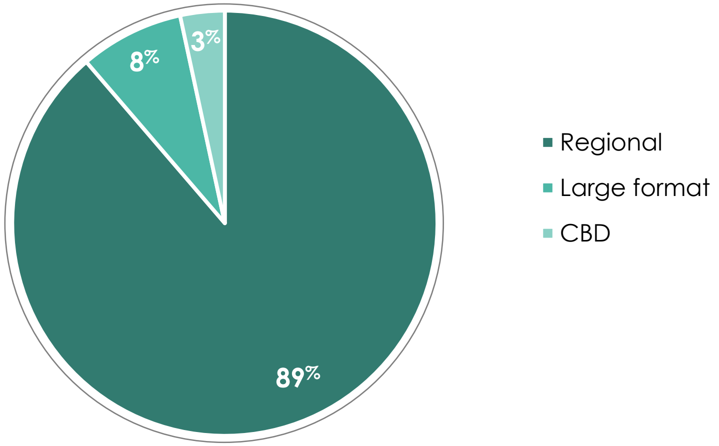
Sector and grade diversification

WE ARE PREDOMINANTLY RETAIL FOCUSED AND INVEST IN HIGHER GRADE ASSETS

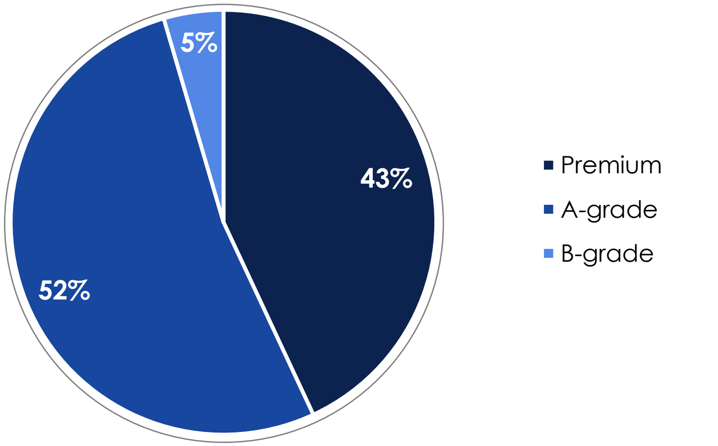
Sector diversification
(% of total portfolio value)



Retail grade diversification
(% of retail portfolio value)



Office grade diversification
(% of office portfolio value)



Property values and capitalisation rates

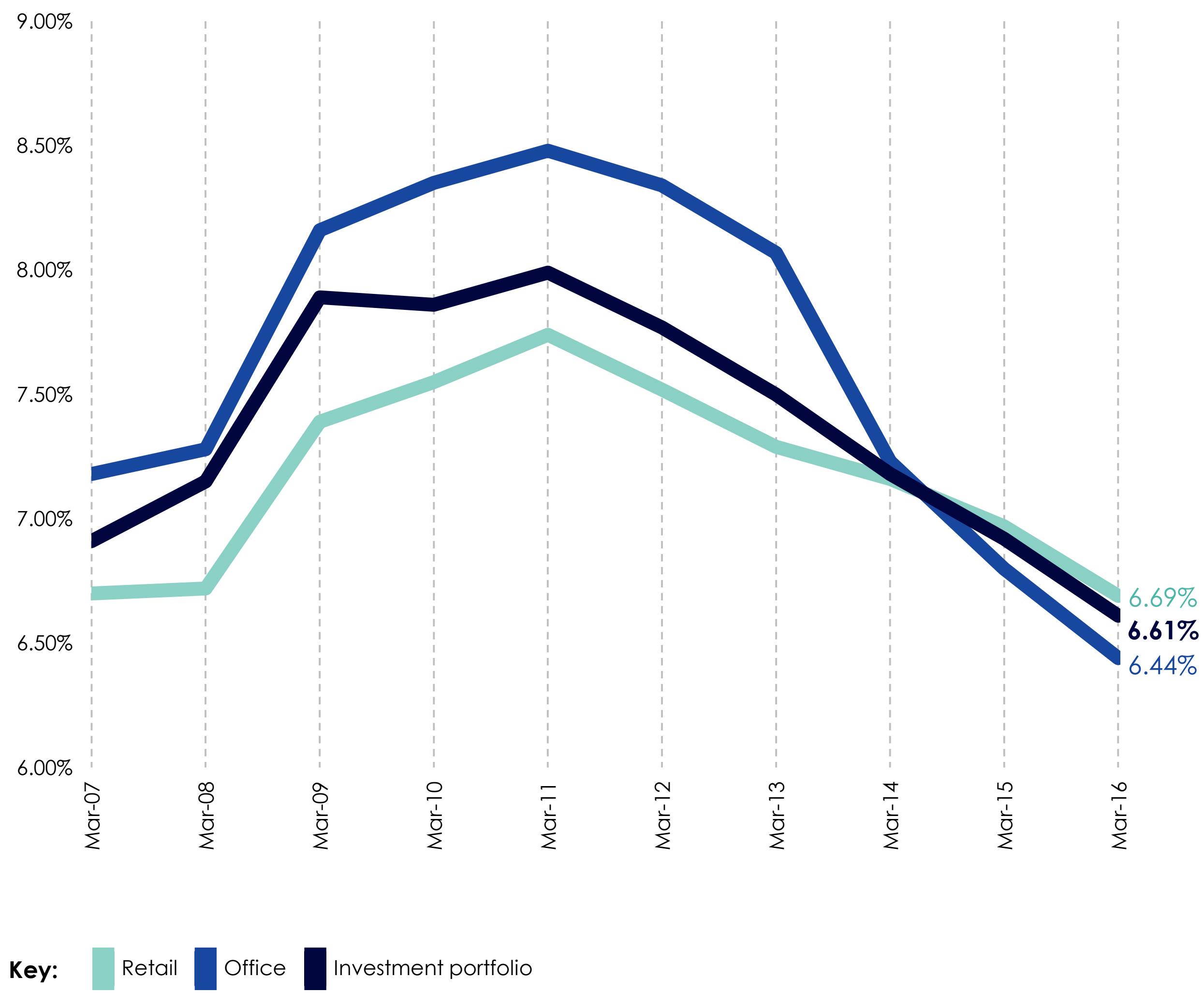
ACQUISITION OF THE BASE CONTRIBUTES TO PORTFOLIO VALUE GROWTH

Portfolio / property	Capitalisation rates %[1]		Adopted value $m[1]	
As at	30-Sep-16	31-Mar-16	30-Sep-16	31-Mar-16
Sylvia Park[4]	6.00	6.00	723.6	704.0
Sylvia Park Lifestyle	6.50	6.50	70.0	69.8
LynnMall	6.75	6.75	270.8	269.0
Westgate Lifestyle[4]	6.75	6.75	86.6	70.3
The Base[2]	6.63	-	193.2	-
Centre Place – North	8.75	8.75	66.7	65.5
Centre Place – South[3]	-	7.25	-	46.7
The Plaza	7.00	7.00	214.1	211.0
North City	7.75	7.75	110.0	109.5
Northlands	7.25	7.25	244.0	243.0
Retail portfolio	**6.67**	**6.69**	**1,979.0**	**1,788.8**
Vero Centre	6.13	6.13	360.9	358.0
ASB North Wharf	6.05	6.05	188.7	187.8
The Majestic Centre	7.50	7.50	119.8	112.2
The Aurora Centre[4]	6.75	6.75	130.7	125.9
44 The Terrace	7.25	7.25	38.0	35.5
Office portfolio	**6.45**	**6.44**	**838.1**	**819.4**
Investment portfolio	**6.60**	**6.61**	**2,817.1**	**2,608.2**
Other properties			62.0	61.7
Total portfolio			**2,879.1**	**2,669.9**

1. Assets were not independently valued at 30-Sep-16. Capitalisation rates shown are as at 31-Mar-16 and the assets are held at their 31-Mar-16 independent valuation, adjusted for capital expenditure incurred over the period, with the exception of The Base and Centre Place – South (see notes 2 and 3 below).
2. The Base was acquired during the period and is recorded at its acquisition price of $192.5 million plus associated acquisition costs and capital expenditure incurred post settlement on 31-May-16. The capitalisation rate shown is per the independent valuation which supported the acquisition.
3. At 31-Mar-16, Kiwi Property had secured an conditional agreement to sell Centre Place – South. The asset was therefore recorded at the agreed sale price. The capitalisation rate presented is per the 31-Mar-15 independent valuation which formed the basis of the agreed sale price. The sale settled 12 August 2016.
4. At 31-Mar-16 a development project was in progress. The valuation was undertaken on an 'as is' basis, meaning reasonable costs to complete the project were deducted from the asset's 'as if complete' value.

Capitalisation rate history

FIRMING TREND



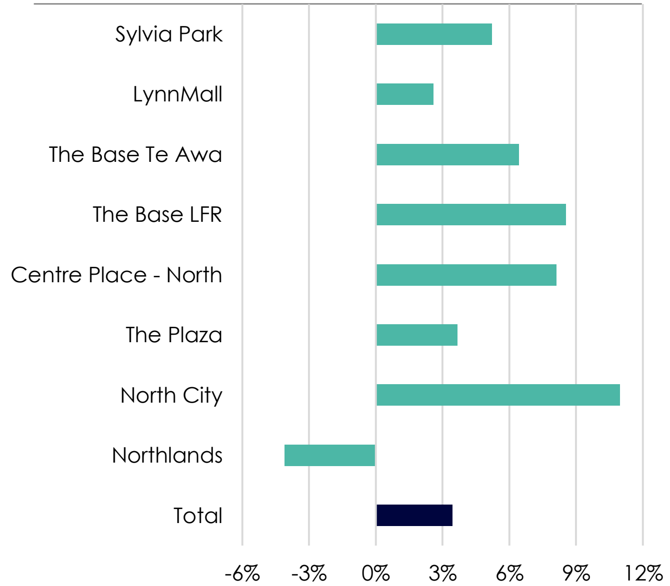
- The weighted average capitalisation rates shown represent the 31-Mar-16 rates; assets were not independently valued at 30-Sep-16
- Research and anecdotal evidence from valuers indicates that capitalisation rates firmed modestly over the first half of the year
- The portfolio will be independently valued as at 31-Mar-17

Retail sales

STRONG SALES PERFORMANCE

Centre	MAT $m 30-Sep-16	% var. from 30-Sep-15 Total	Like-for-like	Specialty sales $/sqm	GOC %
Sylvia Park	**461.2**	+5.3	+5.2	10,300	14.2
Sylvia Park Lifestyle[1]	**9.0**	n/a	n/a	n/a	n/a
LynnMall	**230.0**	+17.7	+2.6	7,600	15.5
Westgate Lifestyle[2]	**0.0**	n/a	n/a	n/a	n/a
The Base – Te Awa	**135.5**	+6.3	+6.4	8,400	13.8
The Base – LFR	**140.9**	+11.2	+9.8	6,000	9.5
Centre Place – North	**59.1**	+5.2	+8.1	6,100	16.3
The Plaza	**182.6**	+3.4	+3.7	8,300	16.0
North City	**108.9**	+10.9	+11.0	6,600	15.5
Northlands	**307.8**	-4.1	-4.1	8,300	15.9
Total	**1,635.0**	**+5.8**	**+3.4**	**8,200**	**14.9**

Like-for-like sales growth by centre



- Strong sales growth has been recorded at all centres except Northlands which continues to be impacted by an increase in retail floorspace in Christchurch's post-earthquake re-build environment, particularly within the supermarket category
- The LynnMall dining and cinema expansion has reaped rewards for the entire centre. Since opening in November 2015, monthly sales are, on average, up more than 20% on the prior corresponding month
- A strong sales result for North City was underpinned by the success of its Kmart store. Flow-on effects to the balance of the centre have assisted specialty shops, particularly food (+9.9%) and pharmacy and wellbeing (+9.4%)
- At The Base, the large format centre has performed well. Home and living categories have benefitted from a strong housing and residential construction market

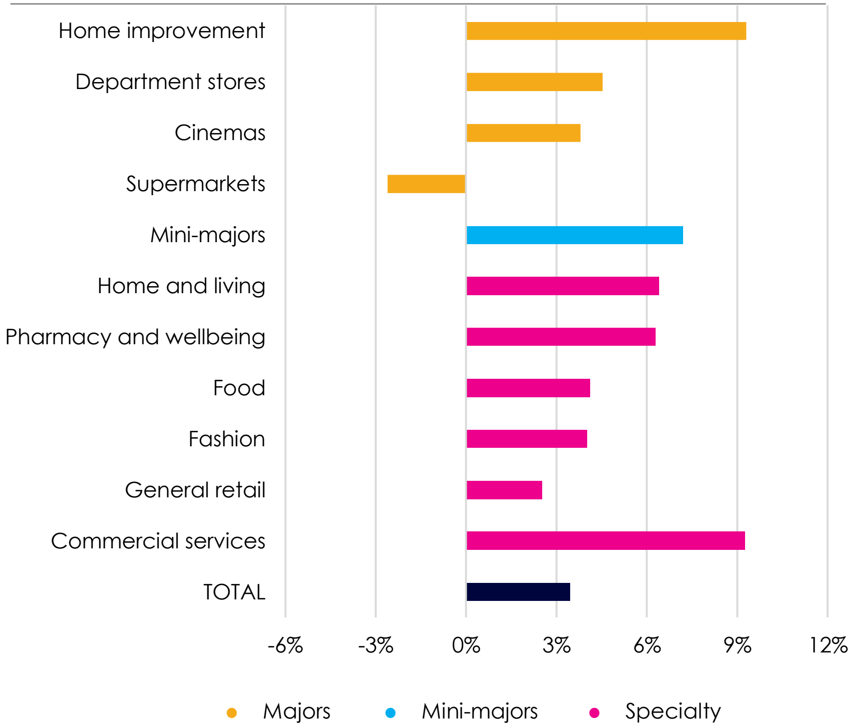
1. Under prior ownership, tenants did not report sales. Sales data is now being requested. The sales presented reflects only the eight tenants (representing 29% of NLA) who provide sales data.
2. Under the current leases tenants are not required to report sales.

Retail sales

SALES DRIVEN BY DISCRETIONARY SPENDING

Category	MAT $m 30-Sep-16	% var. from 30-Sep-15 Total	Like-for-like
● Home improvement[1]	**49.4**	+9.3	+9.3
● Department stores / DDS	**249.8**	+4.5	+4.5
● Cinemas	**34.9**	+25.6	+3.8
● Supermarkets	**316.4**	-2.6	-2.6
● Mini-majors	**207.6**	+15.0	+7.2
● Home and living[1]	**25.9**	+10.5	+6.4
● Pharmacy and wellbeing	**87.2**	+8.3	+6.3
● Food	**137.7**	+7.1	+4.1
● Fashion	**285.9**	+0.5	+4.0
● General retail	**92.5**	+10.0	+2.5
● Commercial services	**147.7**	+16.1	+9.3
Total	**1,635.0**	**+5.8**	**+3.4**

Like-for-like sales growth by category



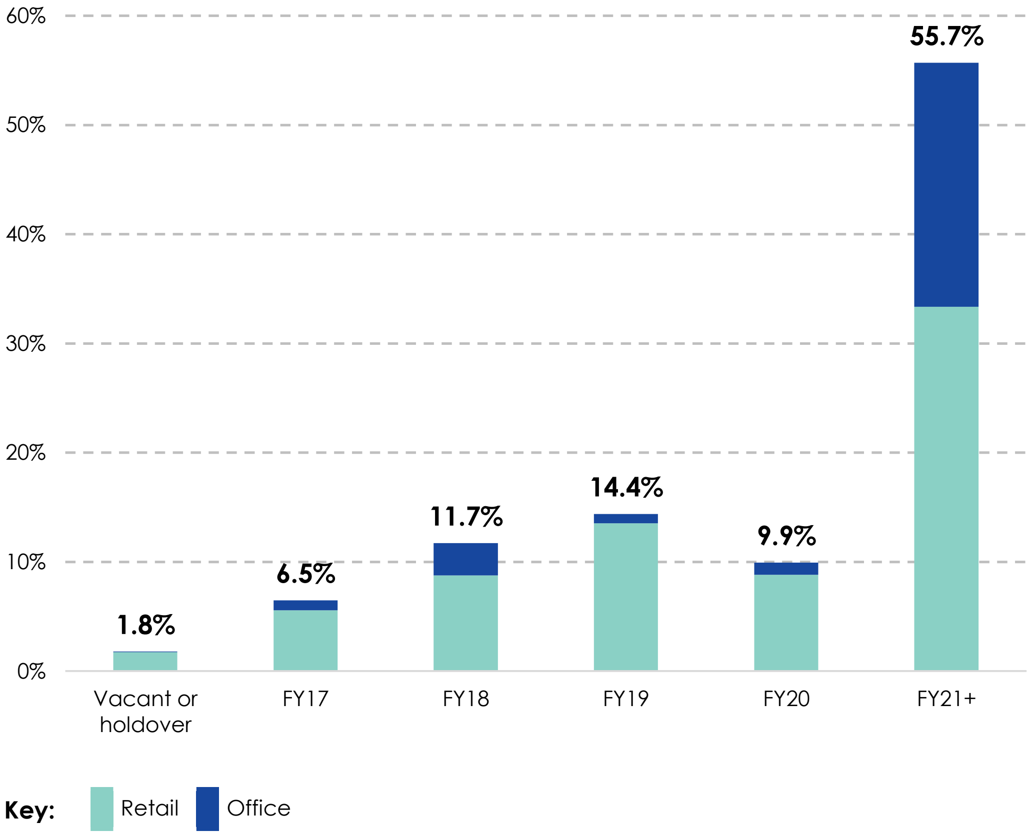
- Positive growth has been recorded across all categories except supermarkets predominantly due to new supply in the various markets
- A strong nationwide housing market has supported growth in the home improvement and living categories and validates our strategy of increasing exposure to large format retail centres
- Discretionary spend categories have again performed well, being led by the commercial services category (predominantly travel, lotto and mobile phones, +9.3%), along with mini-majors (+7.2%), pharmacy and wellbeing (+6.3%), food (+4.1%) and fashion (+4.0%)

1. Home improvement and living includes hardware, furniture, home furnishing, home electronics and appliances.

Lease expiry profile

ACTIVE LEASING AND HIGHER RETENTION RATES IMPROVE EXPIRY PROFILE

Lease expiry profile
(% of core portfolio gross income)



Retail

> A cyclical expiry peak occurs at Sylvia Park across 2018 and 2019, coinciding with our retail expansion plans

Office

> The recent completion of long-term Government leases in Wellington and retention of tenants in Vero Centre has greatly improved the office portfolio expiry profile

> There is now negligible expiry over the next four financial years with almost 80% of office portfolio gross income expiring in FY21 or beyond

> The office portfolio weighted average lease term is 9.6 years, the longest in our history

New leasing and rent reviews

STRUCTURED RENT REVIEWS UNDERPIN GROWTH

Rent reviews	Retail	Office	Total
No.	317	18	335
NLA (sqm)	82,505	28,287	110,792
% portfolio NLA	23	23	23
Rental movement (%)	+3.8	+3.1	+3.6
Compound annual growth (%)	+3.0	+2.1	+2.8
Structured increases (% portfolio)	94	67	86

New leases and renewals	Retail	Office	Total
No.	80	5	85
NLA (sqm)	12,440	2,123	14,563
% portfolio NLA	4	2	3
Rental movement (%)	-0.1	-0.9	-0.2
WALT (years)	5.0	10.3	6.1

Total (static, excl development)	Retail	Office	Total
No.	397	23	420
NLA (sqm)	95,945	30,410	125,355
% portfolio NLA	27	25	26
Rental movement (%)	+3.0	+2.8	+3.0

Retail

> Performance underpinned by predominance of annual structured rent reviews

> Continued strong leasing performance at Sylvia Park, delivering uplift of 6.0% over previous rents

Office

> Given active portfolio leasing over the past few years, there has been limited activity in the current period

> Rent reviews in line with market rental growth as vacancy declines

Portfolio statistics

LARGER PORTFOLIO WITH STABLE OCCUPANCY AND IMPROVED WALT

Portfolio / property	Ownership %		NLA sqm		Occupancy %[1]		WALT years	
As at	30-Sep-16	31-Mar-16	30-Sep-16	31-Mar-16	30-Sep-16	31-Mar-16	30-Sep-16	31-Mar-16
Sylvia Park[2]	100	100	73,925	68,783	100.0	100.0	4.0	3.6
Sylvia Park Lifestyle	100	100	16,536	16,536	100.0	100.0	3.6	4.1
LynnMall	100	100	37,567	37,227	98.1	98.7	4.5	4.6
Westgate Lifestyle[3]	100	100	25,581	5,205	100.0	100.0	7.7	8.7
The Base[4]	50	-	85,398	-	97.8	-	3.0	-
Centre Place – North	100	100	15,791	16,029	92.3	93.2	3.3	3.2
Centre Place – South	-	100	-	10,933	-	98.1	-	7.1
The Plaza	100	100	32,255	32,401	99.5	100.0	3.9	4.0
North City	100	100	25,417	25,473	100.0	100.0	4.0	4.1
Northlands	100	100	41,515	41,571	99.8	99.1	3.0	3.2
Retail portfolio			**353,985**	**254,158**	**99.0**	**99.1**	**3.9**	**3.9**
Vero Centre	100	100	39,530	39,530	100.0	99.4	5.2	5.2
ASB North Wharf	100	100	21,625	21,625	100.0	98.8	14.2	14.6
The Majestic Centre	100	100	24,574	24,604	90.2	91.9	6.7	7.1
The Aurora Centre	100	100	24,564	24,699	100.0	-	17.7	-
44 The Terrace	100	100	10,330	10,123	92.7	100.0	9.7	10.7
Office portfolio			**120,623**	**120,581**	**97.4**	**97.4**	**9.6**	**8.2**
Investment portfolio			**474,608**	**374,739**	**98.6**	**98.7**	**5.5**	**5.1**

1. Vacant tenancies with current or pending development works are excluded from occupancy statistics. At 30-Sep-16 excludes 1,200 sqm at The Base (vacant outlet centre tenancies), 600 sqm at Northlands and 800 sqm at The Majestic Centre (podium tenancies). At 31-Mar-16, excludes 800 sqm at The Majestic Centre, all of The Aurora Centre and 1,500 sqm at 44 The Terrace.
2. Statistics as at 31-Mar-16 adjusted for tenancies under development.
3. Statistics as at 31-Mar-16 included only those tenants at Westgate Lifestyle that were open and trading. At 30-Sep-16, tenancies subject to vendor rental underwrites are treated as occupied.
4. NLA shown represents 100% of the asset.

- Portfolio occupancy and WALT have remained stable even with a 27% increase in the size of the portfolio (by NLA)
- Occupancy remains in line with the long-term portfolio average (98%)
- The portfolio WALT is the longest in over 10 years, predominantly due to the new long-term Government leases in the office portfolio

Tenant diversification

OUR PORTFOLIO HAS A DIVERSE SPREAD OF TENANTS

Total portfolio
(% of core portfolio gross income)

Supermarkets	4
Department stores	3
Discount department stores	3
Cinemas	2
Home and living	1
Mini-majors	12
Fashion	18
Food	9
General	7
Pharmacy and wellbeing	6
Home and living	2
Other	5
Retail (971 tenants)	**72**
Government	8
Banking	6
Legal	5
Insurance	4
Financial services	2
Consultancy	1
Other	2
Office (80 tenants)	**28**

Majors Mini-majors Specialty

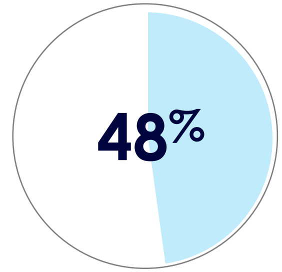
Top 20 tenants
(% of core portfolio gross income)

ASB Bank	6.6
Ministry of Social Development	4.7
Farmers[1]	2.9
Progressive Enterprises	2.8
Russell McVeagh	2.1
Vero Insurance	2.0
Cotton On Clothing	1.9
Bell Gully	1.8
Foodstuffs	1.8
Just Group	1.7
The Warehouse	1.7
Hallenstein/Glasson	1.4
Hoyts Cinemas	1.4
Kmart	1.3
ANZ Bank	0.9
Whitcoulls[1]	0.9
Craigs Investment Partners	0.9
Pascoes[1]	0.8
Hannahs	0.7
Reading Cinemas	0.7

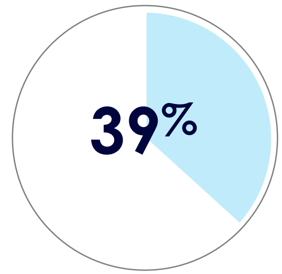
1. Controlled by the James Pascoe Group.

Retail portfolio Office portfolio

Top 20 tenants
(contribution to portfolio)



of **core portfolio area**



of **core portfolio gross income**

7.9 years

weighted average lease term

Sustainability achievements

HOW WE HAVE BEEN DELIVERING

> In October 2016, included in the Carbon Disclosure Project's Carbon Leadership Group by scoring an A- (under a revised and strengthened assessment methodology)

> Included for the third year running in the CDP 2015 NZX 50 Climate Disclosure Leadership Index

> Awarded a 'Judges Commendation' in the 'Impact Renewables' category of the 2015 NZI Sustainable Business Network Awards

> The output from the solar array panels at Sylvia Park is in line with forecast
- Supplying 17% of Sylvia Park's common area power

> Our EV car charging stations at Sylvia Park have been used over 2,250 times since being installed

> 16 new electric charging stations have been installed across the portfolio

> Support of NABERSNZ to promote energy efficient buildings

> 5,400 new LED lights installed in the common areas of our properties
- saving 2,100,000 kWh per annum – enough to power the equivalent of 210 typical homes

Environmental savings (as at 31 March 2016)

Our annual environmental programme continues to reap significant rewards. Even though we have increased trading hours at our key shopping centres and increased the size of our portfolio, since 2008 we have made the following savings across our portfolio.

Saved 7,500,000 kWh of energy
- Enough to supply 748 typical homes

Saved 134 million litres of water
- Enough to fill 2,680 domestic swimming pools

Diverted 331 tonnes of waste from landfill
- Equivalent to filling 540 jumbo bins

Reduced our carbon emissions by 904 tonnes
- Equivalent to 214 return flights from Auckland to London

Marketing, brand and digital experience

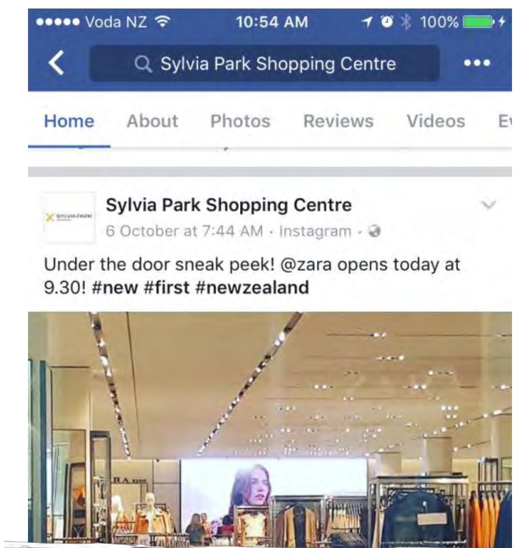
WE'RE ENHANCING OUR CUSTOMERS' EXPERIENCE

- We're enhancing our customers' experience through
  - implementation of new carpark management systems at Sylvia Park and LynnMall
  - installation of new state-of-the-art digital media solutions
  - implementation of enhanced WiFi capabilities at the centres
  - implementation of data capture and customer relationship systems
- Our new retail websites and mobile functionality are delivering better shopping experiences, with greater visitation and increased dwell time on those sites
- We are more active on social media with a combined social media database of 130,000 as at September 2016 and combined 'check-ins' at centres of over 100,000
- Our sponsorship of the fashion segment of Kiwi Living on TVNZ One is giving us nationwide television exposure for the first time
- In an average month, our content and advertisements reach over 1,000,000 people on Facebook

PROUD PARTNER

KIWI
- Living -

ONE



APPENDIX 03

DEVELOPMENT UPDATE

2017 INTERIM RESULT PRESENTATION
21 NOVEMBER 2016

Sylvia Park

OVERVIEW OF REDEVELOPMENT – GROUND FLOOR

1 H&M and Zara
COMPLETE

The first stage of expansion is complete with the opening of the first ever NZ stores for H&M and Zara

2 Office building and town square
UNDER CONSTRUCTION

12,200 sqm building – incl. ground floor restaurants and nine office levels

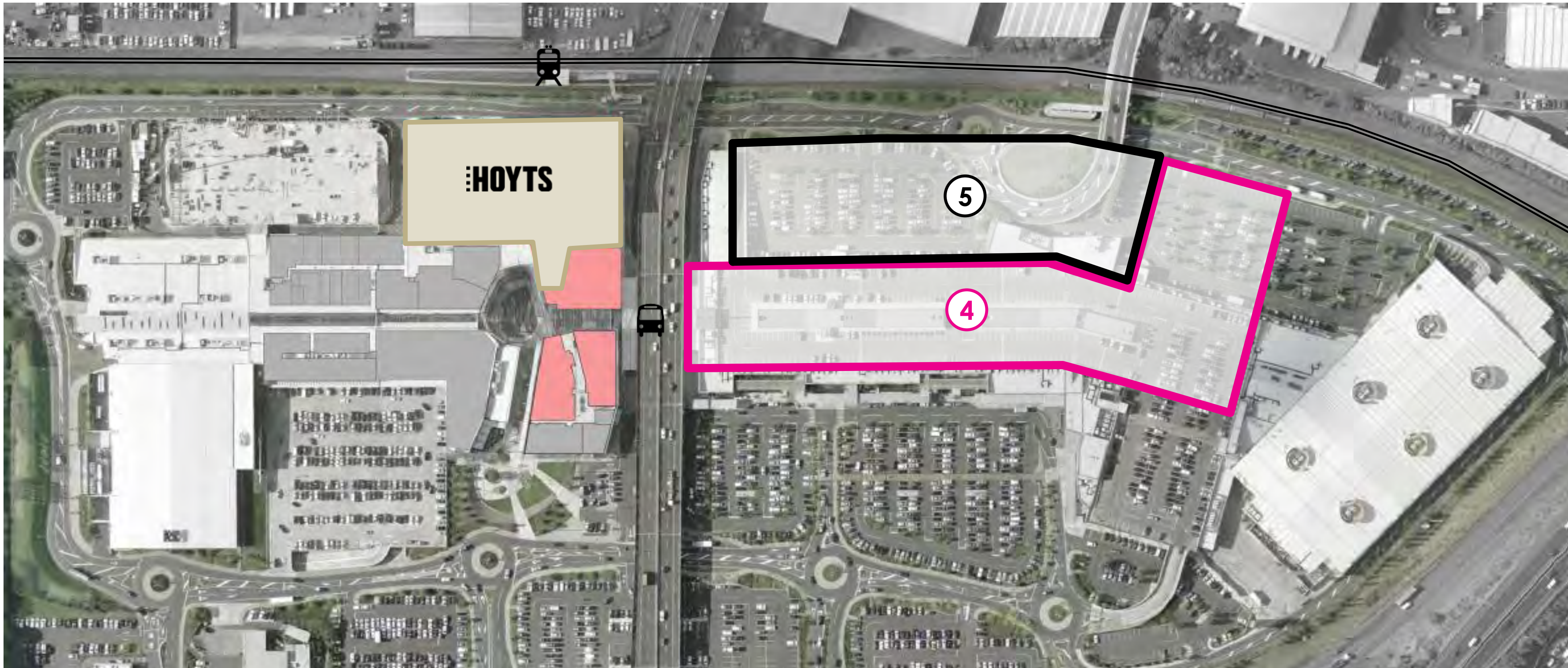
3 Dining lane and pavilion
APPROVED

Contemporary, landscaped alfresco dining experience and upgrade of the existing dining lane

Sylvia Park

OVERVIEW OF REDEVELOPMENT – UPPER LEVEL

*Concept only. Subject to change. Any scheme will be market led, appropriately de-risked and subject to commercial viability.



4 Galleria*
ADVANCED PLANNING

- Up to 20,000 sqm of additional retail space
- Introducing new international brands, concept stores, mini-majors and specialty stores
- Department store
- New concept café court

Potential cost:	~$180 million
Potential start:	2017
Potential completion:	2019 – 2021

5 Carparking
POTENTIAL START 2017

- Four-level multi-deck carpark
- Will increase carparking from ~3,900 to ~4,400
- Customer friendly – will incorporate carpark guidance systems, digital wayfinding signage and valet parking options

Kiwi Property

Sylvia Park

H&M OPEN AND TRADING FROM 1 OCTOBER 2016

Successfully completed

> 2,600 sqm store

> Total project cost of $7.7 million for H&M and adjacent mall upgrades[1]

	Spent to 31-Mar-16	1H FY17	To spend 2H FY17
1. Cost profile (Inclusive of letting up allowances)	$2.4m	$2.8m	$2.5m

Our new fashion retailers are attracting customers from a wider geographic spread

BNZ Marketview research indicates that more than one-third of H&M's customers come from outside Sylvia Park's primary catchment, including 18% from outside the Auckland region.

Sylvia Park

ZARA OPEN AND TRADING FROM 6 OCTOBER 2016

Successfully completed

> 2,500 sqm store

> Total project cost $11.5 million[1]

	Spent to		To spend
	31-Mar-16	1H FY17	2H FY17
1. Cost profile (Inclusive of letting up allowances)	$4.9m	$6.2m	$0.3m

Our new fashion retailers are attracting new customers to Sylvia Park

BNZ Marketview research indicates that 21% of Zara's customers had not previously visited Sylvia Park. Of those, 18% have returned for at least one repeat visit.

Sylvia Park

CREATING A UNIQUE HIGH-QUALITY OFFICE TOWER

Project overview

> New 10-level building
  - Nine levels of office accommodation (11,370 sqm)
  - New ground floor alfresco dining precinct (800 sqm)
  - New landscaped town plaza

> Key features
  - Large, efficient floorplates at an average of ~1,250 sqm
  - Three metre floor to ceiling height on typical floors, with only four internal columns
  - Central atriums that organise the building into 'vertical villages'
  - 5-star Greenstar design rating and NABERSNZ base building 4-star energy rating
  - Bike parks and end-of-trip facilities
  - Lobby café and casual meeting spaces

Financial metrics

Total project cost	$80.2m
Target yield on project cost	6.7%
Target 10-year IRR	8.8-9.0%
Target value on completion	$87.5m

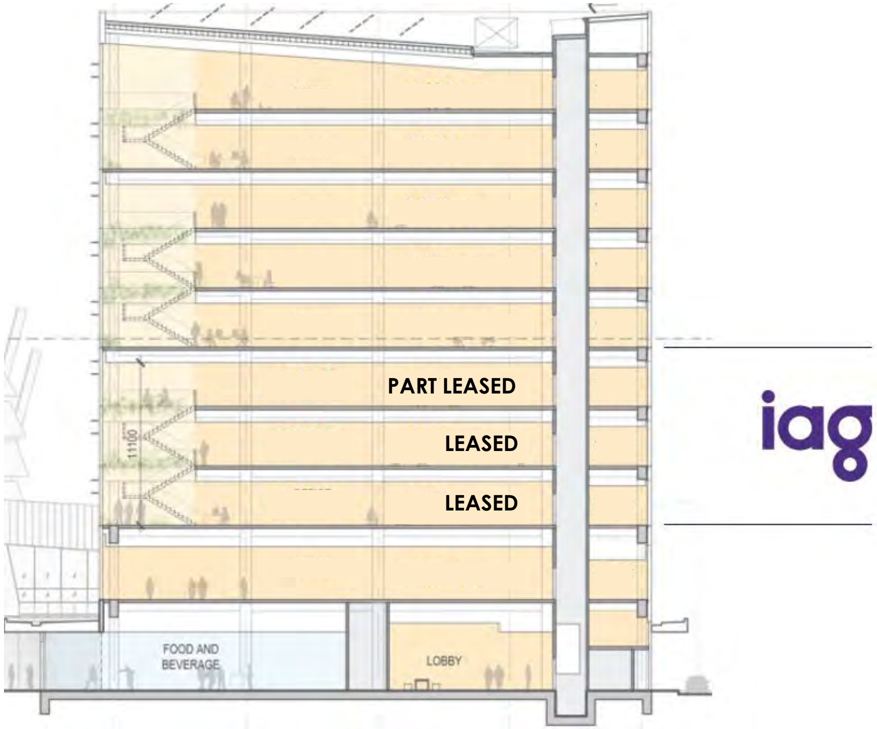
Timetable

Construction commenced	Aug-16
Construction completion	May-18

Leasing progress

> 3,324 sqm (29% of total office NLA) leased to IAG New Zealand

> Strong interest in remaining office floors



	Spent to 1H FY17	2H FY17	To spend FY18	FY19
1. Cost profile (Inclusive of letting up allowances)	$3.9m	$19.2m	$45.1m	$12.0m

Sylvia Park

OFFICE – ARTIST'S IMPRESSION

Concept only. Subject to change.

Sylvia Park

DINING LANE AND PAVILION

Project overview

> A contemporary alfresco dining experience that will set a new standard for suburban dining in Auckland. The project includes
- new and refreshed dining experiences on the ground floor of the office building and through the existing dining lane
- a new town square incorporating extensive hard and soft landscaping and a signature dining Pavilion

> The development will
- provide our customers with a comprehensive food offer, showcasing the latest trends in fast casual dining and a carefully curated mix of ethnic restaurants
- enable year-round, all-weather dining with public spaces covered by a retractable canopy

> The Pavilion will be anchored by a new concept from an experienced restaurant operators

Financial metrics

Total project cost	~$9.1m
Target yield on project cost	~6.5%
Target 10-year IRR	~8.5%

Timetable

Construction commences	Jan-17
Construction completion	Dec-17

Concept only. Subject to change.

	Spent to	To spend		
	1H FY17	2H FY17	FY18	FY19
1. Cost profile	$0.3m	$1.2m	$6.4m	$1.2m

Sylvia Park

DINING LANE AND PAVILION – ARTIST'S IMPRESSION

Concept only. Subject to change.

Sylvia Park
GALLERIA DEVELOPMENT

Future expansion plans

- Up to 20,000 sqm of additional first floor retail

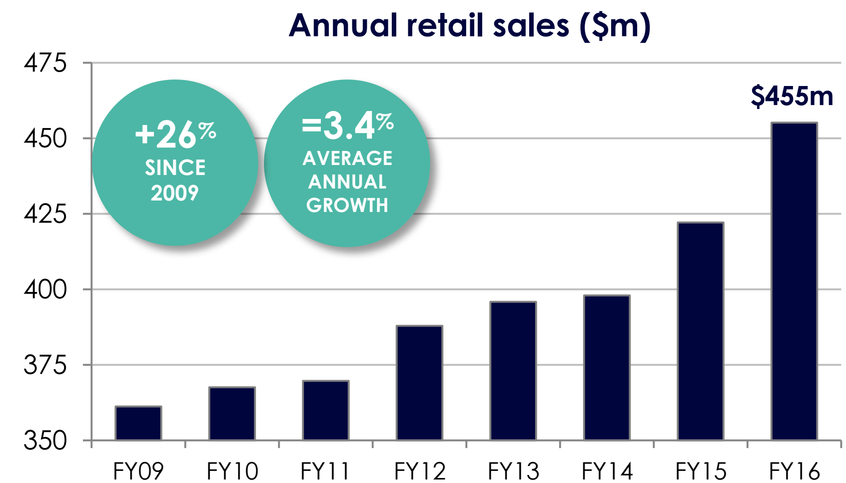
- Department store
- Exciting new brands and concept stores
- New concept café court
- Additional multi-deck carparks

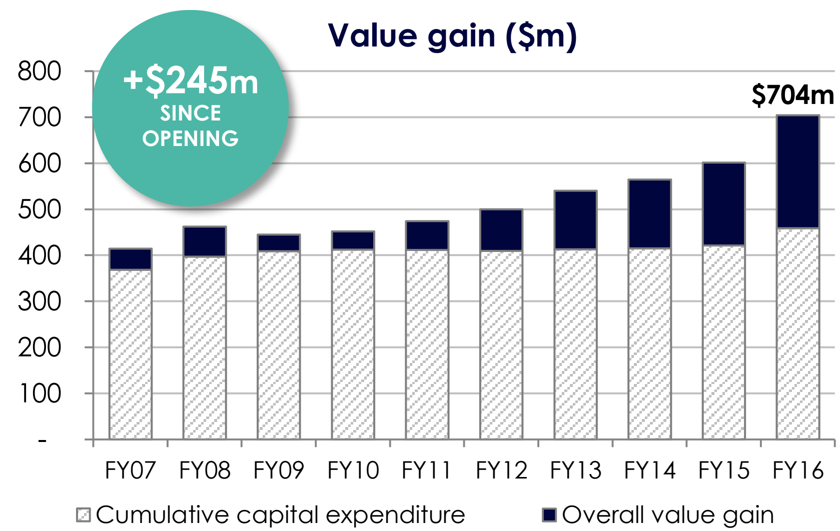
- Potential cost: ~$180m
- Potential start: 2017
- Potential completion: 2019 – 2021

Sylvia Park

WHY SYLVIA PARK?

✓	**Location**	• Sits at the junction of three major highways
✓	**Scale**	• 12.6 million annual visitors • Over $455m annual retail sales
✓	**Extensive trade area population**	• Main trade area: 764,470 (49% Auckland's population) • Total trade area: 917,470 (59% Auckland's population)
✓	**Exposure and accessibility**	• 440,000 people live within a 10 minute drive • 91% of Aucklanders live within a 30 minute drive • 200,000 passing vehicles per day
✓	**Carparking**	• Close to 4,000 carparks
✓	**Transport links**	• Train and bus links
✓	**Zoning**	• One of 10 council designated 'Metropolitan Centres' in Auckland





Kiwi Property retail sales, visitor and valuation statistics are as at 31 March 2016.

Westgate Lifestyle

TENANCIES OPENED AND TRADING WELL

"Trade from our new Westgate Lifestyle store is exceeding our initial expectations."
Jerome O'Sullivan, HARVEY NORMAN

"Customer feedback at our Briscoes and Rebel Sport stores at Westgate Lifestyle has been very positive. Momentum continues to grow and we are seeing more customers shopping every month – and we expect that to continue into the busy Christmas season and beyond."
Rod Duke, BRISCOE GROUP

- Tenancies progressively opened from Mar-16 through to Aug-16
- Has added to our large format retail portfolio
- Trading in line with expectations, but expected to continue to consolidate its position as a lifestyle shopping destination now all shops are open

Centre details

NLA (sqm)	25,581
Tenancies	28
Carparks	622

Financial metrics

Cost (Acquired Sep-15)	$82.9m[1]
Valuation (On completion at Mar-16)	$85.3m

	Spent to 31-Mar-16	1H FY17	To spend 2H FY17
1. Cost profile	$67.5m	$15.4m	-

The Majestic Centre

SEISMIC STRENGTHENING PROJECT IN FINAL STAGES

Project status

> Final stages of works being concluded, including
- isolated works on the tower shear core
- works to the podium level

> Works forecast to conclude at the end of 2016 calendar year

Financial status

> Forecast cost of $83.5 million

Leasing status

> Since project commencement in July 2012, office leases have been completed for
- 20,147 sqm (91% of office NLA)
- an average lease tenure of nine years

> Focus for FY17 is on leasing the remaining vacant space and floors that were previously used as decant space

	Spent to		To spend
	31-Mar-16	1H FY17	2H FY17
1. Cost profile (Inclusive of letting up allowances)	$76.3m	$6.1m	$1.1m

The Aurora Centre

REFURBISHMENT COMPLETE AND GOVERNMENT TENANT IN OCCUPATION

- Completed on time and on budget
  - Cost: $72.0 million[1]
  - Development margin achieved: $10.0 million
- Ministry of Social Development commenced occupation of all commercial floors from August 2016
- Ground floor retail tenants (Mojo and Matthews Eyewear) commenced 10-year leases and trading in Oct-16

	Spent to 31-Mar-16	1H FY17	To spend 2H FY17
1. Cost profile (Inclusive of letting up allowances)	$66.9m	$4.4m	$0.7m

44 The Terrace

TOWER WORKS COMPLETE AND GOVERNMENT TENANTS IN OCCUPATION

Seismic strengthening and refurbishment complete

> Completed in Sep-16, on time and on budget

- Cost: $12.6 million[1]
- Yield on cost: ~7.3%
- Development margin achieved: $3.7 million

> Government tenants now in occupation and new 12-year leases commenced for

- Commerce Commission
- Energy Efficiency and Conservation Authority
- Tertiary Education Commission

> Focus now on leasing the remaining office floor (previously utilised as decant space)

	Spent to		To spend
	31-Mar-16	1H FY17	2H FY17
1. Cost profile (Inclusive of letting up allowances)	$7.5m	$2.5m	$2.6m

Ground floor retail expansion and upgrade commencing

> Commencing an expansion and upgrade of the ground floor retail to provide additional food and services amenity

> Key project metrics

• Project cost	$3.0m	• Project start	Nov-16
• Yield on project cost	7.3%	• Project conclusion	Jun-17
• Leasing pre-commitment	54% of NLA		

APPENDIX 04

ACQUISITION OF THE BASE

2017 INTERIM RESULT PRESENTATION
21 NOVEMBER 2016

Transaction overview

ACQUIRED A 50% INTEREST IN THE BASE

Interest acquired **50%**	Acquisition price **$192.5m**	Pre-paid ground rent **120 years**
Management **Kiwi Property managing the entire centre**		Settled **31 May 2016**
Initial yield[1] **6.1%**	Initial yield[2] **6.4%**	IRR[2] **8.5%**
Funded through **bank debt and asset recycling**		

1. Including development land.
2. Excluding development land.

Investment rationale

ALIGNS WITH STRATEGY

> Aligns with our strategy of owning dominant regional shopping centres

- The Base
  - is New Zealand's largest single-site retail centre
  - is located within New Zealand's 'golden triangle' of economic and residential growth (Auckland, Hamilton and Tauranga)
  - is located in Hamilton's growth corridor
  - dominates its catchment, with a >30% share of retail sales
  - offers positive future sales growth due to the pre-eminent position the centre enjoys, its easy access, high-profile location and projected population and retail sales growth
  - offers future development opportunities, with 6.7 hectares of vacant land
- As an asset class, dominant regional shopping centres tend to deliver superior and less volatile returns over the long term compared with other classes of property

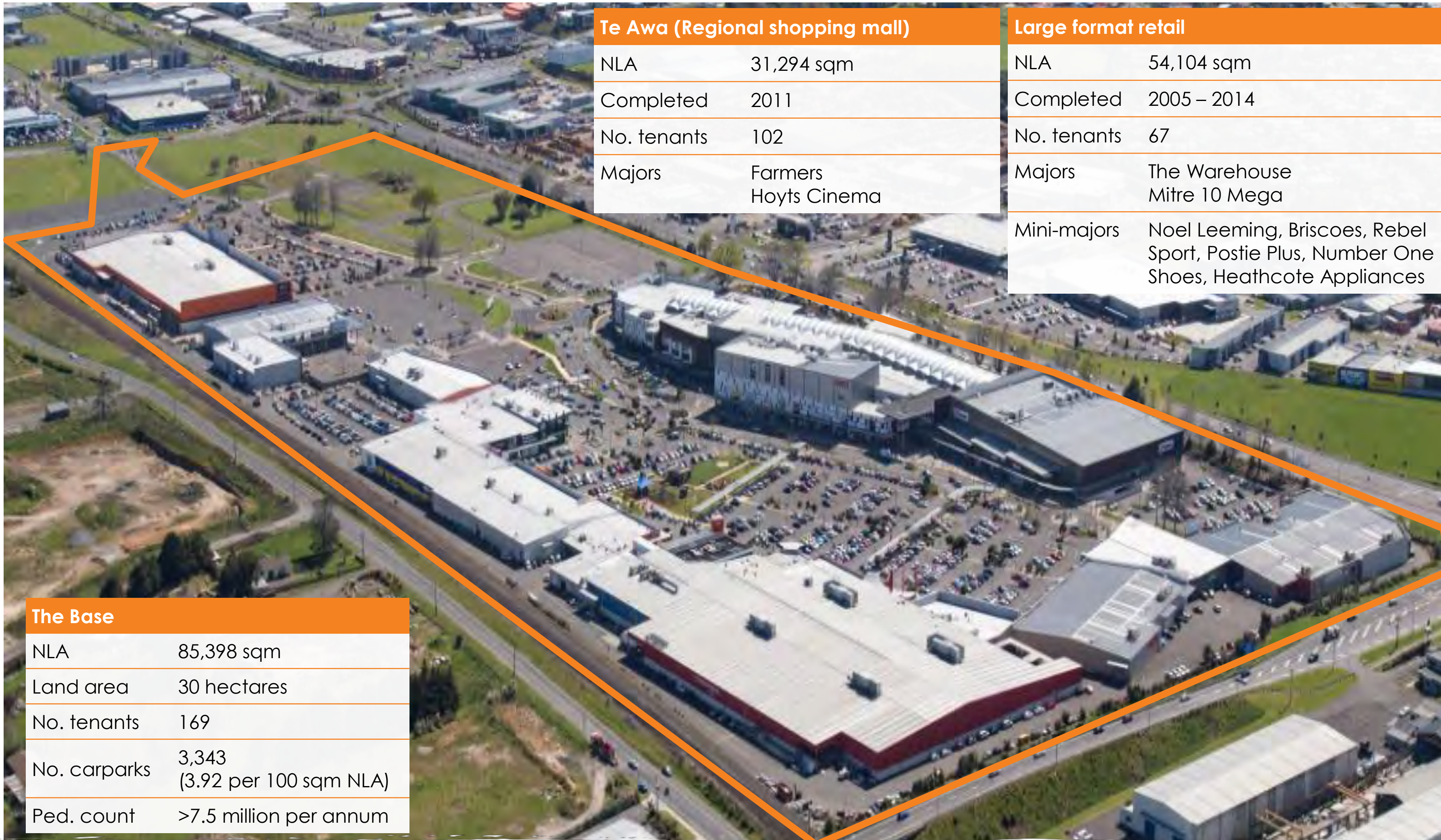
> Immediately accretive to earnings

- Final level of accretion will depend on extent and outcome of asset recycling
- Provides property management fee income

> Potential to add value through active asset management and portfolio-wide retailer relationships

Property overview

LARGEST SINGLE-SITE RETAIL CENTRE IN NEW ZEALAND



Te Awa (Regional shopping mall)	
NLA	31,294 sqm
Completed	2011
No. tenants	102
Majors	Farmers Hoyts Cinema

Large format retail	
NLA	54,104 sqm
Completed	2005 – 2014
No. tenants	67
Majors	The Warehouse Mitre 10 Mega
Mini-majors	Noel Leeming, Briscoes, Rebel Sport, Postie Plus, Number One Shoes, Heathcote Appliances

The Base	
NLA	85,398 sqm
Land area	30 hectares
No. tenants	169
No. carparks	3,343 (3.92 per 100 sqm NLA)
Ped. count	>7.5 million per annum

Investment summary

Valuation summary for 50% interest[1,2]

Valuer	JLL
Value	$192.5 million
Capitalisation rate	6.63%
Net passing income	$11.7 million
Net passing income – fully leased	$13.1 million
Under renting	3.1%

Valuation summary for 50% interest (continued)[1,2]

	Incl. land[2]	Excl. land[2]
Initial yield – passing	6.1%	6.4%
Initial yield – fully leased	6.8%	7.1%
IRR (10-year)	8.2%	8.5%

1. As at 31 March 2016.
2. $9.0 million of the purchase price is attributed to vacant land for future development.

APPENDIX 05

OFFICE MARKET UPDATE

2017 INTERIM RESULT PRESENTATION
21 NOVEMBER 2016

Auckland CBD office market

MARKET ANALYSIS

Outlook	Key points (Premium and A-grade accommodation)	
▶	**Supply**	> No change to Premium-grade stock until the 2019 completion of the 39,000 sqm PwC Tower > ~65,000 sqm of new A-grade space expected over 2016 and 2017, the Datacom building in Wynyard Quarter being the largest contribution to stock in 2017
▲	**Absorption**	> Solid tenant demand environment expected to result in positive absorption across Prime office grades in the short-term > Premium absorption restricted due to current lack of options
▶	**Vacancy**	> With no new supply, Premium-grade vacancy is expected to remain at the negligible level of 0.2% until new supply comes on board > A-grade vacancy currently 4.2%, forecast to increase modestly to 2017 (+2–3%) as new supply comes to the market
▲	**Rents** ($/sqm/net effective)	> Premium-grade net effective rents average $479/sqm. Average annual growth of 3.8% expected over the next three years before declining modestly with new supply and vacancy increase > A-grade net effective rents average $370/sqm. Average annual growth of 2.7% expected over the next three years before falling as absorption fails to keep pace with supply
▼	**Yield**	> For both Premium and A-grade space, expected to firm 30 basis points in calendar year 2016. The potential supply and vacancy in the market is expected to limit further yield compression thereafter

Source: CBRE Research. Auckland Property Market Outlook (May 2016), Auckland Yield and Rent update (August 2016), Auckland CBD Office Market Trends (August 2016).

Our Auckland office exposure


	Premium	A-grade
Buildings	Vero Centre	ASB North Wharf
Value ($m)	360.9	188.7
Office portfolio (% of value)	43.1	22.5
Total portfolio (% of value)	12.5	6.6
WALT (years)	5.2	14.2
Occupancy (%)	100	100
Expectations	With no new supply of Premium-grade space until 2019, we anticipate that Vero Centre will continue to benefit from high tenant demand and occupancy. This should translate into higher achievable rents and value over the medium term.	ASB North Wharf has excellent investment qualities; an unparalleled and improving location, new, high-quality building and a long-term lease in place to a secure tenant. Its value should continue to benefit from high investor demand for these attributes.

Wellington CBD office market

MARKET ANALYSIS

Outlook	Key points (A-grade and B-grade accommodation)	
▲	**Supply**	> Approximately 50,000 sqm of space will re-enter the market in 2016 (The Aurora Centre, 133 Molesworth, 33 Bowen), however this is predominantly pre-committed to government tenants > The B-grade environment is complex with numerous seismic upgrades underway, with over 65,000 sqm of space to be added to the market as a result
▶	**Absorption**	> Both A and B-grade buildings have fluctuating absorption forecasts over the next five years as the various upgrade scenarios play out and the government consolidates its accommodation
▲	**Vacancy**	> A-grade vacancy is currently 2.5% and expected to increase but remain in the 3.5% to 6.0% band across the forecast horizon with upward migration of tenants due to higher Premium-grade vacancy > B-grade vacancy is 4.5% but is expected to fluctuate between 6.5% and 10.1% over the next few years as stock is refurbished and returned to market
▼	**Rents** ($/sqm/net effective)	> Net effective rents average $256/sqm and $201/sqm for A and B-grade respectively with both grades expected to show rental declines as vacancy levels rise and rents drop in Premium-grade buildings. Stabilisation is expected to occur from 2020
▼	**Yield**	> Further firming expected for both grades to the end of 2016 with yields stabilising at ~7.7% and ~9.0% for A and B grades respectively

Source: CBRE Research. Wellington Property Market Outlook (June 2016), Wellington Yield and Rent update (July 2016), Wellington CBD Office Market Trends (August 2016).

Our Wellington office exposure

	A-grade	B-grade
Buildings	The Aurora Centre The Majestic Centre	44 The Terrace
Value ($m)	250.5	38.0
Office portfolio (% of value)	29.9	4.5
Total portfolio (% of value)	8.7	1.3
WALT (years)	12.3	9.7
Occupancy (%)	95.2	92.7
Expectations	Strengthening and refurbishment works have repositioned both assets. The Majestic Centre is well placed to benefit from tenant demand for seismically resilient workplaces. The Aurora Centre's long-term government lease limits our exposure to competitive leasing.	44 The Terrace now presents as a solid investment-grade asset. It has been strengthened and refurbished to an excellent standard, has a good, government-backed WALT and falls into an affordable price bracket. We would expect continued firm pricing.

APPENDIX 06

OTHER INFORMATION

2017 INTERIM RESULT PRESENTATION
21 NOVEMBER 2016

Kiwi Property

Glossary of terms

Department stores	Includes both full line and discount department stores (i.e. Farmers, Kmart and The Warehouse)
Funds from operations (FFO)	FFO is an alternative performance measure used to assist investors in assessing the Company's underlying operating performance and to determine income available for distribution. FFO is calculated in accordance with guidelines issued by the Property Council of Australia.
Gearing ratio	Calculated as finance debt (which includes secured bank debt and the face value of bonds) over total tangible assets (which excludes interest rate derivatives and deferred tax assets)
Gross Occupancy Cost (GOC)	Total gross occupancy costs expressed as a percentage of moving annual turnover (excluding GST)
Like-for-like rental income	Excludes assets purchased, disposed of or undergoing development in either year of comparison
Like-for-like retail sales	Only includes sales from those tenancies who have traded for the past 24 months
Moving annual turnover (MAT)	Annual sales on a rolling twelve month basis (excluding GST)
Net operating income (NOI)	Excludes income resulting from straight-lining of fixed rental increases and includes the amortisation of lease incentives
Net rental income (NRI)	Property revenue less direct property expenses, including amortisation of lease incentives and rental income resulting from straight-lining of fixed rental increases

Disclaimer

Kiwi Property Group Limited ('Kiwi Property') has prepared this presentation (the 'Presentation') and the information contained in it is intended to provide general information only and does not take into account your individual objectives, financial situation or needs. It is not intended as investment or financial advice and must not be relied upon as such. Some of the information in this Presentation is based on unaudited financial data which may be subject to change. You should assess whether the Presentation is appropriate for you and consider talking to a financial adviser or consultant before making any investment decision. This Presentation is not an offer or invitation for subscription or purchase of securities or other financial products.

All reasonable care has been taken in relation to the preparation and collation of the Presentation. Neither Kiwi Property, its directors, officers, employees, agents, associates, nor any other person accepts responsibility for any loss or damage howsoever occurring resulting from the use of or reliance on the Presentation by any person. Past performance is not indicative of future performance and no guarantee of future returns is implied or given.

Caution regarding forward-looking statements

This Presentation includes forward-looking statements regarding future events and the future financial performance of Kiwi Property. Any forward-looking statements included in this Presentation involve subjective judgement and analysis and are subject to significant uncertainties, risks and contingencies, many of which are outside the control of, and are unknown to Kiwi Property, its directors, officers, employees, agents and associates.

Actual results, performance or achievements may vary materially from any forward-looking statements and the assumptions on which those statements are based including, without limitation, in particular because of risks associated with the New Zealand economy which could affect the future performance of Kiwi Property's property portfolio, its ability to obtain funding on acceptable terms, the risks inherent in property ownership and leasing, and Kiwi Property's business generally. Given these uncertainties, you are cautioned that this Presentation should not be relied upon as a recommendation or forecast by Kiwi Property, any of its directors, officers, employees, agents or associates. None of Kiwi Property, any of its directors, officers, employees, agents or associates undertakes any obligation to revise the forward-looking statements included in this Presentation to reflect any future events or circumstances.

Copyright and confidentiality

21 November 2016