annual result presentation

kiwi property 2019

annual result
for the year ended
31 March 2019

This annual result presentation, for the year ended 31 March 2019, should be read in conjunction with the NZX announcement and online Annual Report also released on 20 May 2019. Refer to our website **kp.co.nz/annual-result** or nzx.com.

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

Unless otherwise indicated, all of the numerical data provided in this presentation is stated for the year ended and/or as at 31 March 2019.

All amounts are in New Zealand dollars. 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 5.01 of this presentation for a glossary of terms.

our strategic focus

the three overarching pillars

we have refocused our priorities over the past year, evolving our strategy and aligning our structure to execute more purposefully on opportunities

optimise performance

intensify the mixed-use component of our business

focus on developing a funds management business

mixed-use communities – the way forward

a Kiwi Property mixed-use community will have strong common denominators

- strong investment qualities
- market-led development
- curated mix of complementary uses
- proximity to roading and public transport
- high community engagement
- thoughtful, sustainable innovations
- resource minimisation programmes
- spaces for enjoyment
- biodiversity commitment

the ingredients that bring our communities to life

our mixed-use opportunities

Sylvia Park, Auckland

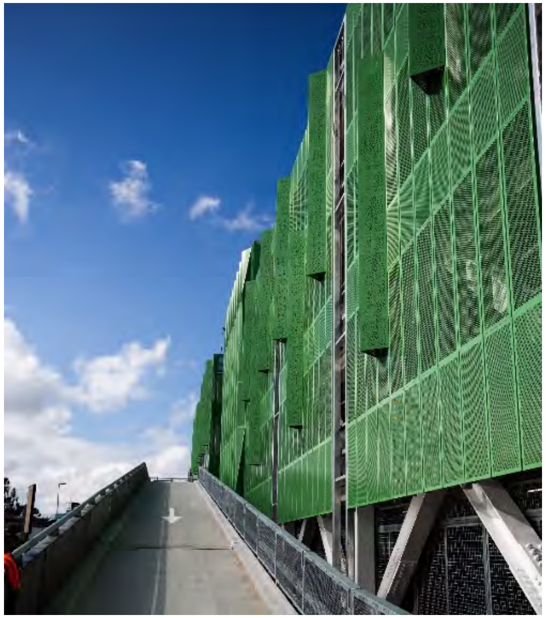
The Base, Hamilton (joint venture with Tainui Group Holdings)

LynnMall, Auckland

Drury, Auckland

realising our mixed-use opportunities at Sylvia Park

2.02 – 2.07 Sylvia Park development activity



ANZ Raranga (formerly No.1 Sylvia Park)
COMPLETE

- 10-level, $80 million office tower
- 11,600 sqm of offices fully leased
  - IAG in occupation
  - ANZ, Roche and KiwiRail to take occupancy during FY20
- on target to deliver forecast returns
  - Y1 yield 5.6% increasing to 7.5% in Y3
  - IRR >9.0%

central carpark
COMPLETE

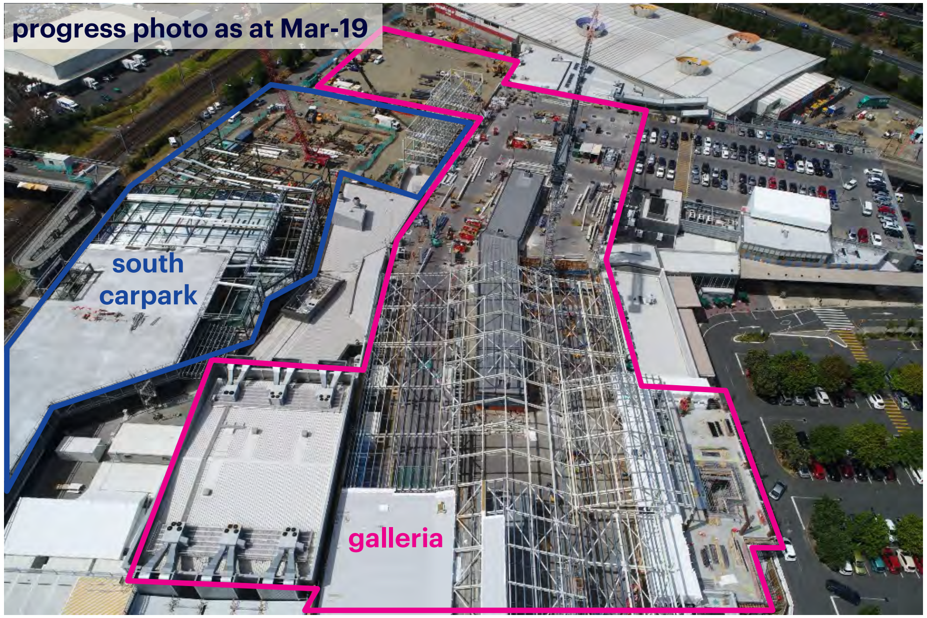
- opened on budget and on programme in Nov-18
- provides 590 carparks, including seven EV charging stations

Kmart
IN PROGRESS

- customer favourite, Kmart, opening mid-2019 at the southern end of the centre
- tenancy works are underway

realising our mixed-use opportunities at Sylvia Park

2.02 – 2.07 Sylvia Park development activity



galleria and south carpark

IN PROGRESS

project update

- new ~19,000 sqm galleria retail level featuring ~60 new tenancies
- new ~900 space multi-deck carpark
- on programme for mid-2020 opening
- cost increase of $35 million for design enhancements and additional space to accommodate key retailers

financial metrics

- cost: ~$258 million
- yield: Y1 5.7%, increasing to 6.2% in Y3
- internal rate of return: >10%
- development margin: >$30 million

leasing progress

- pre-leasing is on programme
  - finalising negotiations with key international and national retailers

realising our mixed-use opportunities at Drury

Drury

REZONING AND MASTERPLANNING

structure plan

- public consultation on the draft structure plan for Drury has closed and the plan is expected to be ratified by Auckland Council mid-2019
- a structure plan sets the framework for future urban redevelopment, detailing future land uses, infrastructure and timing

land rezoning

- once a structure plan is ratified, a private plan change application can be made to rezone the land in accordance with that plan
- we are currently preparing our plan change application, ready for lodgement in late-2019

masterplanning and redevelopment

- while physical redevelopment works are likely to be some years away yet, we are working with our consultant team on masterplanning an exciting, integrated mixed-use community combining retail, office, entertainment, residential, civic and recreational uses

development update

Langdons Quarter, Northlands
COMPLETE

- new dining precinct opened on programme in Nov-18
- backfill of old foodcourt underway (completion estimated for mid-2019)
- total project cost now $22.7 million (including $8.4 million seismic capex)
- on-target to deliver initial yield of 6.0%
- tenants reportedly trading at or above expectations
- has improved foot traffic at the south end of Northlands by over 35%

sustainability – we're playing our part

climate change

– we've joined the Climate Leaders Coalition which represents over 50% of New Zealand's carbon footprint

– since 2012 (our audited base year for carbon reporting), Kiwi Property has reduced its carbon footprint by 47%

waste

– our water filling stations, installed as part of our 'Meet the Greens' campaign, have saved 87,000 plastic bottles

electric transport

– New Zealand's first shopping centre-based e-bike charging stations have been installed at LynnMall

– this adds to the 33 free-to-use electric vehicle charging stations at our centres and other e-bike charging stations incorporated within our office building end-of-trip facilities

renewable energy

– our second solar installation is underway at Northlands with an expected completion date of June 2019

building efficiency

– all our office buildings have achieved a NABERSNZ rating of 4 stars (excellent) or better. The Aurora Centre achieved a 5.5 stars rating (market-leading)

Sustainability Report

– read more about our sustainability achievements in our 2019 Sustainability Report, available online at **kp.co.nz/annual-result**

sound financial result

$180.7m

net rental income

-$11.4m -6.0%

$106.9m

FFO

-$4.4m -3.9%

$138.1m

profit after tax

+$18.0m +15.0%

portfolio repositioning through strategic asset sales and development activity is reflected in a short-term earnings impact

- the sale of non-core assets, North City (Jul-18) and The Majestic Centre (Dec-17)
- conversion of former Countdown tenancy at Sylvia Park to customer favourite Kmart
- rental voids at Vero Centre following consolidation of key tenant space requirements associated with new long-term leases

an improved profit after tax is primarily due to an increased fair value gain on investment properties, reflecting the quality of our portfolio

1.04 net rental income
4.01 profit after tax
4.04 FFO

FFO and AFFO

7.47 cps

FFO

-0.37 cps -4.7%

6.40 cps

AFFO

-0.27 cps -4.0%

full-year dividend in line with guidance

6.95 cps

FY19 cash dividend

+0.10 cps +1.5%

93%

FFO payout ratio

109%

AFFO payout ratio

4.04 FFO
4.05 dividends
4.06 AFFO

our balance sheet remains strong

$3.2b

property assets

+$155.4m +5.1%

31.0%

gearing

FY18: 29.7%

$1.43

net asset backing per share

FY18: $1.40

property assets have increased as a result of acquisitions, development activity and revaluation gains, offset by the disposal of North City

year-end gearing remains comfortably within our target band (25%-35%)

1.03 portfolio statistics
4.07 balance sheet
4.08 investment properties movement
4.09 net finance debt movement

we continue to be active in our capital management programme

4.80%

weighted average cost of debt

FY18: 4.99%

3.2 years

weighted average term to maturity of debt

FY18: 3.6 years

credit ratings

BBB+	**BBB (stable)**
issue rating (fixed-rate bonds)	corporate credit rating

during the year we issued our fourth bond series (KPG040)

- issue: **$100 million**
- coupon: **4.06%**
- term: **seven-years**
- credit rating: **BBB+**

we have extended bank debt facilities

- during FY19: **$165 million**
- post year-end: **$166 million**

4.07 balance sheet
4.09 net finance debt movement
4.10 finance debt facilities
4.12 capital management metrics
4.13 fixed-rate debt profile

our property portfolio continues to perform strongly

4.0%

rental growth from new leasing and rent reviews

FY18: +3.5%

99.3%

occupancy

FY18: 99.6%

5.2 years

weighted average lease expiry

FY18: 5.3 years

portfolio strength has been maintained through intensive asset management

- rental growth was provided through rental reviews +3.5% and new leasing activity +5.5%
- good leasing results for the mixed-use portfolio +9.1% and the office portfolio +9.3%
- occupancy and weighted average lease expiry metrics remain strong

1.03 portfolio statistics
1.04 net rental income
1.11 new leasing and rent reviews
1.12 lease expiry profile

positive retail sales

	all centres (incl. large format centres)	shopping centres (excl. large format centres)[1]
total sales (billion)	**$1.70**	**$1.53** (Mar-18: $1.49)
total sales growth	**+1.7%**	**+2.0%**
like-for-like sales growth	**+2.6%**	**+2.4%**
specialty sales (per sqm)		**$11,000** (Mar-18: $10,800)
specialty GOC		**12.1%** (Mar-18: 12.0%)
pedestrian count (million)		**47.7** (Mar-18: 47.4)

Note 1 Mar-18 comparable data excludes large format centres and North City, which was sold during the year.

total retail sales of $1.70 billion have been recorded, $1.53 billion of those from shopping centre assets, up 2.0% from last year

- key sales indicators, including sales per square metre, specialty GOC and pedestrian counts have all improved
- strong growth recorded from discretionary spend categories and mini-majors
  - commercial services, **+8.4%**
  - mini-majors, **+4.3%**
  - pharmacy and wellbeing, **+2.9%**

1.14 retail sales by centre
1.15 retail sales by category

we have a clear focus

key priorities for 2020

optimise performance

transitional

- appointment of vacant GM role
- completion of transition to new executive structure
- alignment of capabilities across the wider team

operational

- focus on new income opportunities
- grow gross occupancy cost ratios across our mixed-use and retail assets through rental income improvement

intensify the mixed-use component of our business

- Sylvia Park:
  - prepare for occupation of final tenants at ANZ Raranga (ANZ, Roche, KiwiRail)
  - prepare for Kmart's occupation and lease commencement
  - advance construction and leasing of the galleria development
  - advance planning for our second multi-storey building, a potential office and hotel development
- The Base: progress plans for an entertainment, food and beverage precinct
- Drury: advance structure planning towards securing a town centre zoning

focus on developing a funds management business

- actively pursue opportunities to leverage our portfolio and management capability over a broader asset base and to establish new sources of revenue

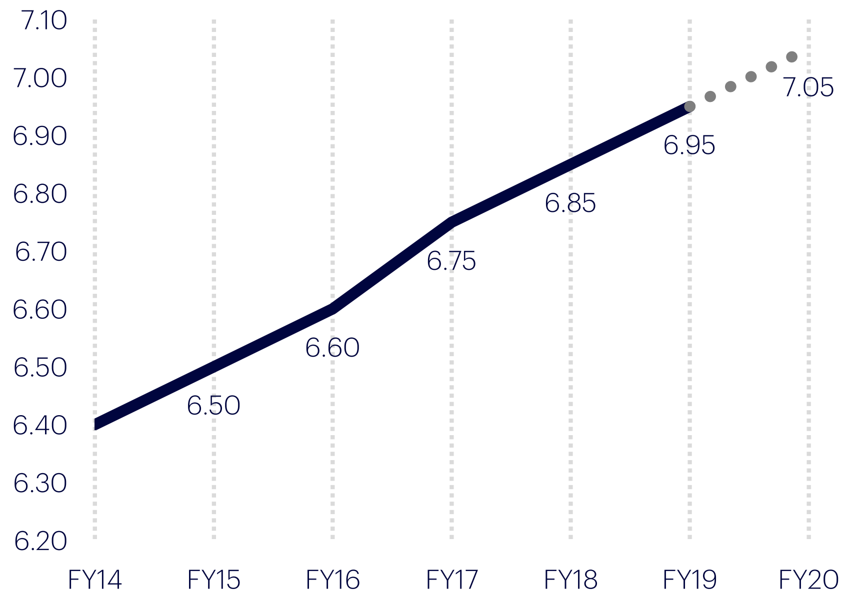
outlook and dividend guidance

FY20 cash dividend guidance

7.05

cents per share[1]

cash dividend (cents per share)



Note 1 Subject to a continuation of reasonable economic conditions.

Kiwi Property is well positioned for growth

- strategic initiatives set
- executive structure aligned to strategy
- high-quality portfolio
- strong balance sheet
- pipeline of development opportunities
- exceptional team of committed people

4.04 FFO
4.05 dividends

property appendices

property appendices: index

our portfolio

key: mixed-use portfolio | retail portfolio | office portfolio

property portfolio summary

1.02

		31-Mar-19				31-Mar-18			
		mixed-use	retail	office	total	mixed-use	retail	office	total
number of assets	1.03	4	4	4	**12**	4	5	4	**13**
value ($m)[1,2]	1.03	1,533.5	597.5	893.0	**3,024.0**	1,385.5	695.1	831.2	**2,911.8**
% of total portfolio by value	1.07	48	18	28	**94**	45	23	27	**95**
weighted average capitalisation rates[2]	1.03	5.71%	7.53%	5.45%	**5.99%**	5.72%	7.31%	5.76%	**6.11%**
net lettable area (sqm)	1.03	226,347	114,531	95,992	**436,870**	214,500	140,735	95,995	**451,230**
number of tenants	1.13	521	329	63	**913**	527	437	59	**1,023**
% investment portfolio by gross income		47	27	26	**100**	44	31	25	**100**
occupancy (by area)[3]	1.03	99.5%	99.4%	98.7%	**99.3%**	100.0%	99.4%	99.3%	**99.6%**
weighted average lease expiry (by income)	1.03	4.1 years	3.3 years	9.3 years	**5.2 years**	4.0 years	3.6 years	10.1 years	**5.3 years**

The following notes apply to all of appendix 1.00 (where applicable): **Note 1** At 31-Mar-19, excluded other properties and development land with a combined value of $183.4 million (6% of total portfolio value). At 31-Mar-18, excluded other properties and development land with a combined value of $140.2 million (5% of total portfolio value). **Note 2** As at 31-Mar-19, Sylvia Park was valued 'as if complete' at $1.17 billion, based on a capitalisation rate of 5.38%. The deduction of outstanding development costs for the office building, Kmart, galleria and south carpark ($188.2 million), together with allowances for profit and risk and stabilisation ($28.3 million), resulted in an 'as is' value of $955 million. As at 31-Mar-18, Sylvia Park was valued 'as if complete' at $1.12 billion, based on a capitalisation rate of 5.38%. The deduction of outstanding development costs for the office building, central carpark, galleria and south carpark ($261 million), together with allowances for profit and risk ($24 million), resulted in an 'as is' value of $835 million. **Note 3** Vacant tenancies with current or pending development works are excluded from the occupancy statistics. At 31-Mar-19 excluded 488 sqm at Sylvia Park, 102 sqm at LynnMall and 204 sqm at Northlands. At 31-Mar-18, excluded 671 sqm at Sylvia Park, 2,495 sqm at The Base and 1,356 sqm at Northlands. Tenancies at Westgate Lifestyle subject to vendor rental underwrites are treated as occupied. **General note** Kiwi Property owns 100% of all assets except The Base which is 50% owned.

1.03 portfolio statistics
1.07 sector and tenant diversification
1.13 tenant diversification

portfolio statistics

1.03

	adopted value $m		capitalisation rate %		NLA sqm		occupancy %		WALE years	
as at	31-Mar-19	31-Mar-18	31-Mar-19	31-Mar-18	31-Mar-19	31-Mar-18	31-Mar-19	31-Mar-18	31-Mar-19	31-Mar-18
Sylvia Park	955.0	835.0	5.38	5.38	86,427	74,843	100.0	100.0	4.2	3.7
Sylvia Park Lifestyle	77.0	74.0	6.25	6.25	16,550	16,536	100.0	100.0	2.7	3.5
LynnMall	284.0	274.0	6.38	6.25	37,689	37,570	98.7	100.0	4.7	5.0
The Base	217.5	202.5	6.13	6.25	85,681	85,552	99.1	99.9	3.3	3.1
mixed-use portfolio	**1,533.5**	**1,385.5**	**5.71**	**5.72**	**226,347**	**214,500**	**99.5**	**100.0**	**4.1**	**4.0**
Westgate Lifestyle	90.0	90.0	6.38	6.38	25,604	25,581	100.0	100.0	5.4	6.4
Centre Place North	53.5	59.0	10.25	8.75	15,805	15,807	97.0	96.2	2.9	3.2
The Plaza	207.0	207.0	7.38	7.00	32,201	32,202	99.9	100.0	3.3	3.5
North City (sold Jul-18)	-	99.1	-	8.38	-	25,514	-	100.0	-	3.9
Northlands	247.0	240.0	7.50	7.13	40,921	41,632	99.6	99.6	3.0	2.8
retail portfolio	**597.5**	**695.1**	**7.53**	**7.31**	**114,531**	**140,735**	**99.4**	**99.4**	**3.3**	**3.6**
Vero Centre	450.0	420.0	5.13	5.50	39,539	39,542	97.0	98.4	6.1	6.6
ASB North Wharf	230.0	209.0	5.38	5.63	21,625	21,625	100.0	100.0	11.7	12.6
The Aurora Centre	159.5	152.3	6.13	6.38	24,503	24,503	100.0	100.0	15.2	16.2
44 The Terrace	53.5	49.9	6.50	6.63	10,325	10,325	100.0	100.0	7.7	8.5
office portfolio	**893.0**	**831.2**	**5.45**	**5.76**	**95,992**	**95,995**	**98.7**	**99.3**	**9.3**	**10.1**
investment portfolio	**3,024.0**	**2,911.8**	**5.99**	**6.11**	**436,870**	**451,230**	**99.3**	**99.6**	**5.2**	**5.3**
adjoining properties	125.2	93.1								
development land	58.2	47.1								
total portfolio	**3,207.4**	**3,052.0**								

For notes supporting these values and statistics, refer to appendix 1.02.

1.02 property portfolio summary

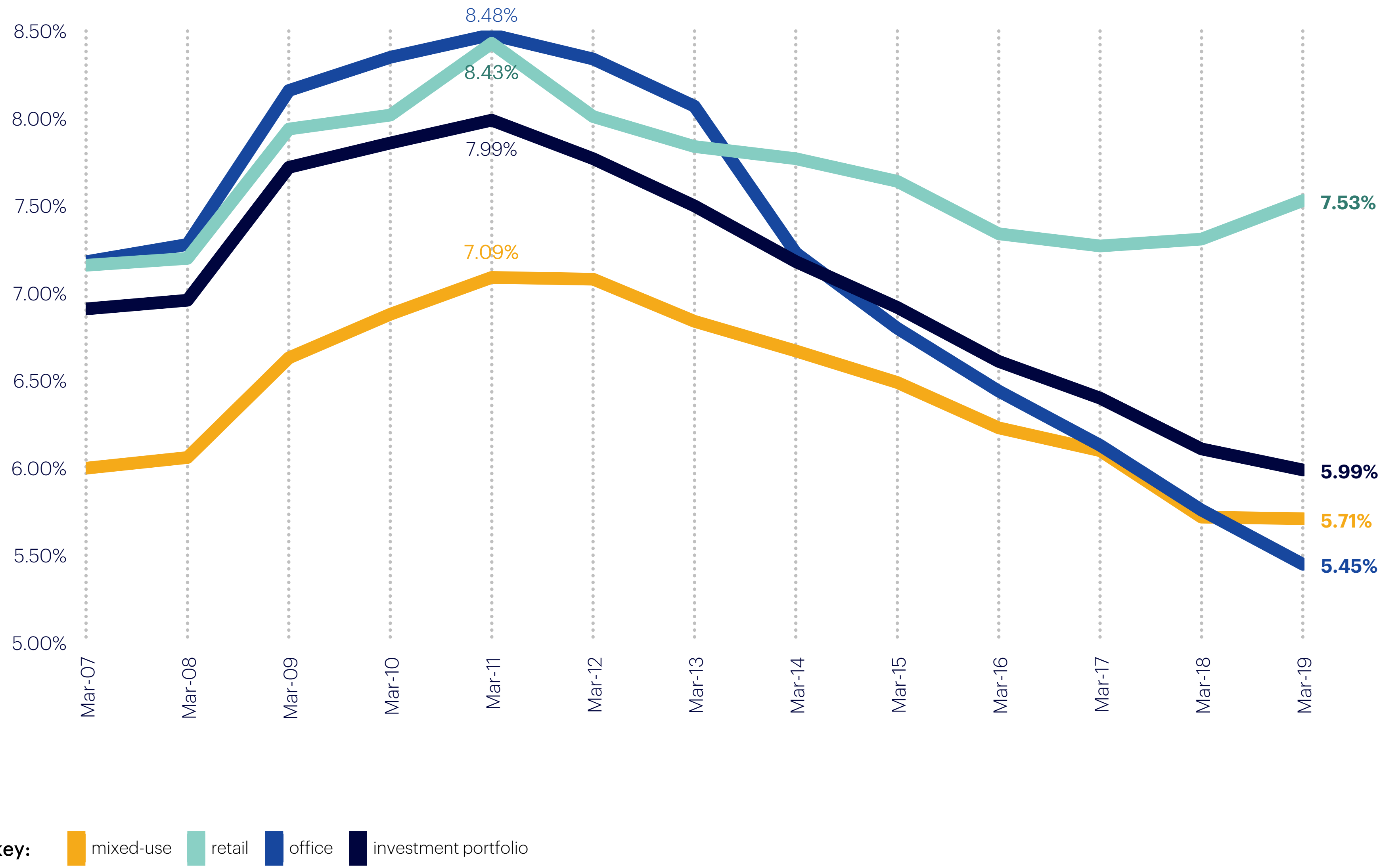
net rental income

year ended	31-Mar-19 $m	31-Mar-18 $m	variance $m	variance %	notes
Sylvia Park	44.9	44.2	+0.7	+1.5	impacted by development activity, including exit of Countdown
Sylvia Park Lifestyle	5.1	4.9	+0.2	+4.1	
LynnMall	18.5	18.6	-0.1	-0.5	growth in underlying rental has been offset by one-off costs
The Base	12.5	12.0	+0.5	+3.9	
mixed-use portfolio	**81.0**	**79.7**	**+1.3**	**+1.6**	
Westgate Lifestyle	5.9	5.8	+0.1	+0.7	
Centre Place North	5.9	5.9	0.0	-0.5	ongoing vacancy and new leases at concessionary levels
The Plaza	16.8	16.6	+0.2	+1.7	
Northlands	19.1	19.0	+0.1	+0.4	impacted by development activity and return of stock to region
retail portfolio	**47.7**	**47.3**	**+0.4**	**+0.8**	
Vero Centre	18.9	20.2	-1.3	-6.2	impacted by vacancy (space previously used as decant space)
ASB North Wharf	12.5	12.1	+0.4	+3.0	
The Aurora Centre	8.8	8.9	-0.1	-1.6	impacted by increased insurance premiums
44 The Terrace	3.2	3.1	+0.1	+4.8	
office portfolio	**43.4**	**44.3**	**-0.9**	**-2.0**	
other properties	3.9	3.2	+0.7	+19.8	
net operating income (before disposals)	**176.0**	**174.5**	**+1.5**	**+0.8**	
North City	2.7	9.5	-6.8	-71.3	sold July 2018
The Majestic Centre	-	6.0	-6.0	-100.0	sold December 2017
net operating income (after disposals)	**178.7**	**190.0**	**-11.3**	**-6.0**	
straight-lining of fixed rental increases	2.0	2.1	-0.1	-4.0	
net rental income	**180.7**	**192.1**	**-11.4**	**-6.0**	

1.12 lease expiry profile
4.01 profit after tax

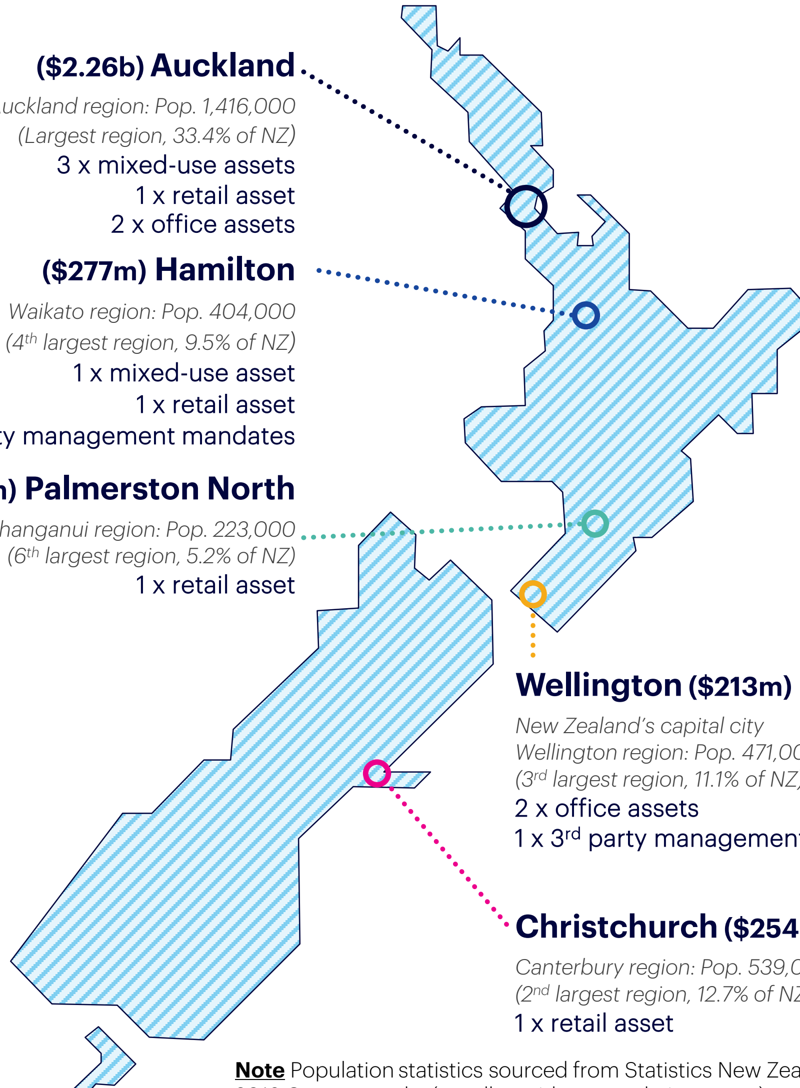
capitalisation rate history

1.05



geographic diversification

1.06



($2.26b) Auckland

Auckland region: Pop. 1,416,000
(Largest region, 33.4% of NZ)
3 x mixed-use assets
1 x retail asset
2 x office assets

($277m) Hamilton

Waikato region: Pop. 404,000
(4th largest region, 9.5% of NZ)
1 x mixed-use asset
1 x retail asset
2 x 3rd party management mandates

($207m) Palmerston North

Manawatu-Whanganui region: Pop. 223,000
(6th largest region, 5.2% of NZ)
1 x retail asset

Wellington ($213m)

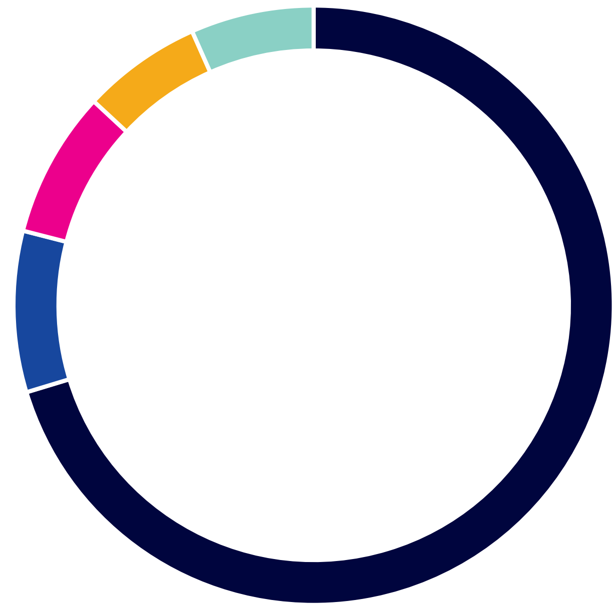
New Zealand's capital city
Wellington region: Pop. 471,000
(3rd largest region, 11.1% of NZ)
2 x office assets
1 x 3rd party management mandate

Christchurch ($254m)

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

Note Population statistics sourced from Statistics New Zealand, 2013 Census results (usually resident population count).

geographic diversification
by portfolio value



Auckland	70%
Hamilton	9%
Christchurch	8%
Wellington	7%
Palmerston North	6%

sector and tenant diversification

1.07

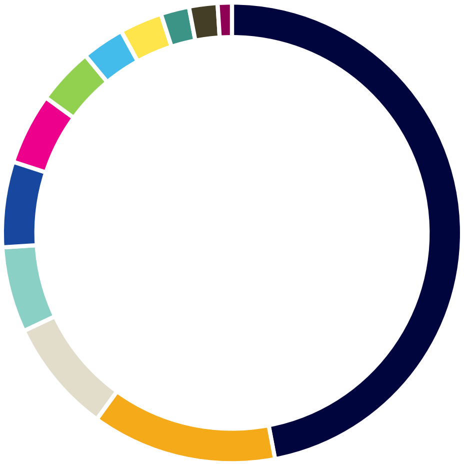
sector diversification

by portfolio value

mixed-use	48%
retail	18%
office	28%
other	6%

tenant diversification

by investment portfolio gross income

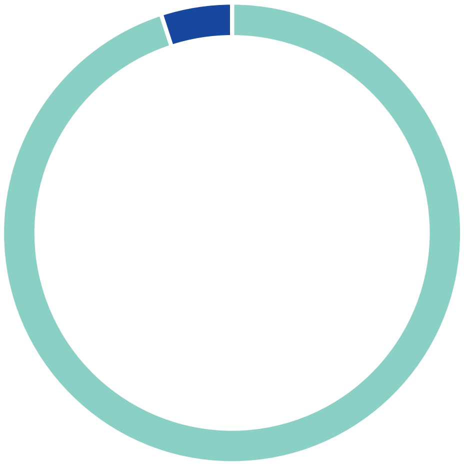


specialty stores	47%	mini-majors	13%
banking	8%	government	6%
department stores and DDS	6%	legal	5%
supermarkets	4%	insurance	3%
financial services	3%	cinemas	2%
consultancy and other office	2%	home and living majors	1%

mixed-use portfolio diversification

1.08

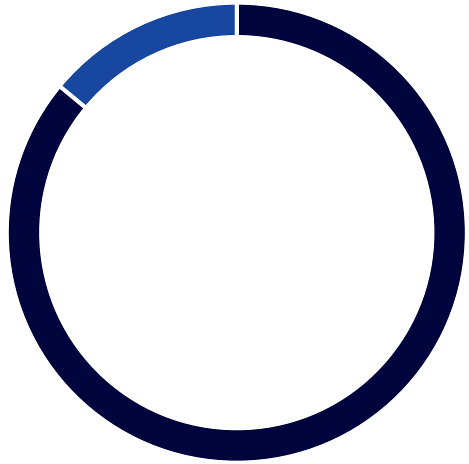
property type
by mixed-use portfolio value



regional centres[1]	95%
large format centres	5%

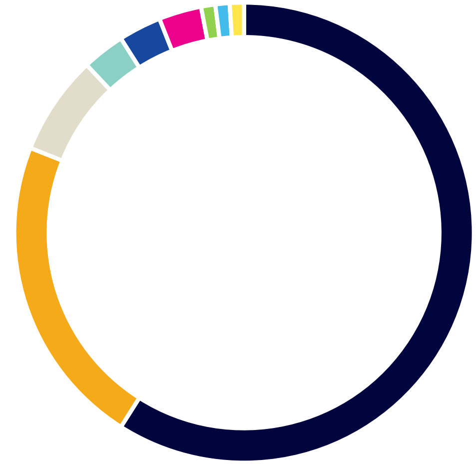
Note 1 Includes ANZ Raranga office building which is included within the Sylvia Park valuation.

geographic diversification
by mixed-use portfolio value



Auckland	86%
Hamilton	14%

tenant diversification
by mixed-use portfolio gross income



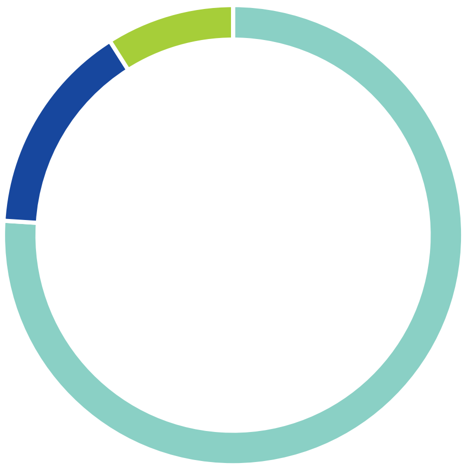
specialty stores	59%
mini-majors	21%
department stores and DDS	6%
supermarkets	4%
cinemas	3%
banking	3%
insurance	2%
home and living majors	1%
other	1%

retail portfolio diversification

1.09

property type

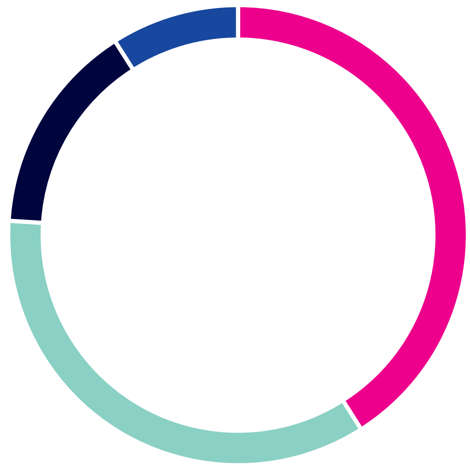
by retail portfolio value



regional centres	76%
large format centres	15%
sub-regional centres	9%

geographic diversification

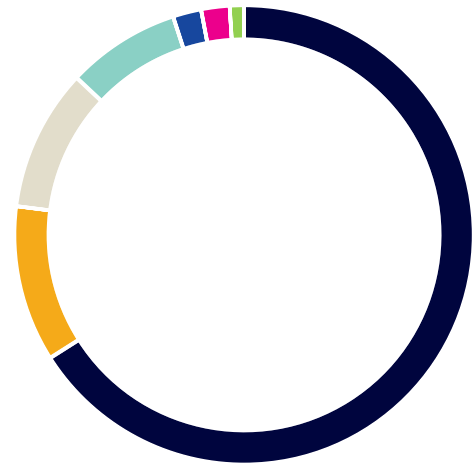
by retail portfolio value



Christchurch	41%
Palmerston North	35%
Auckland	15%
Hamilton	9%

tenant diversification

by retail portfolio gross income

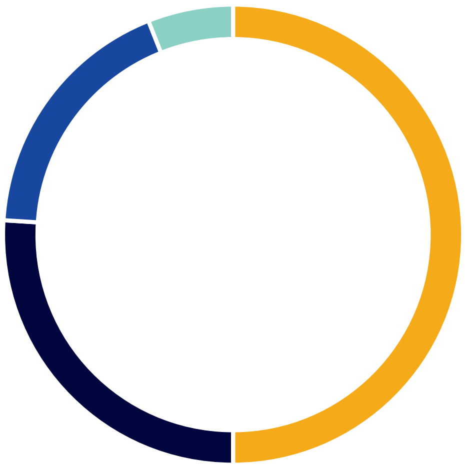


specialty stores	66%
mini-majors	11%
department stores and DDS	10%
supermarkets	8%
cinemas	2%
home and living majors	2%
other	1%

office portfolio diversification

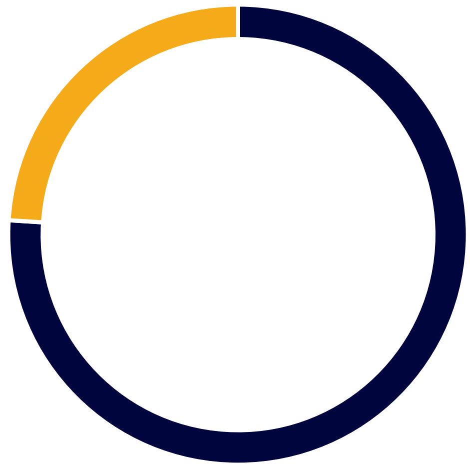
1.10

property type
by office portfolio value



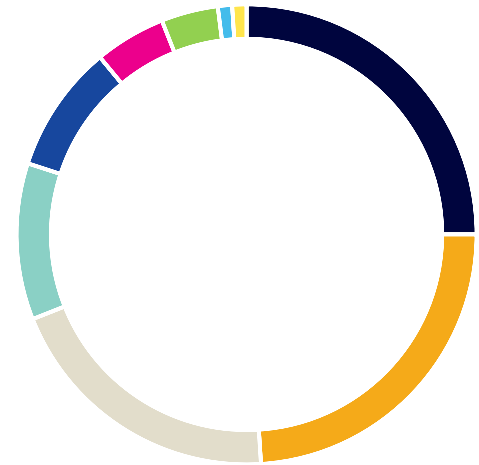
	premium	50%
	a-grade campus	26%
	a-grade	18%
	b-grade	6%

geographic diversification
by office portfolio value



	Auckland	76%
	Wellington	24%

tenant diversification
by office portfolio gross income



	government	25%
	banking	24%
	legal	20%
	financial services	11%
	insurance	9%
	other office	5%
	specialty stores	4%
	consultancy	1%
	other	1%

new leasing and rent reviews

1.11

rent reviews	mixed-use	retail	office	total
no.	323	219	37	**579**
NLA (sqm)	84,660	60,950	45,030	**190,640**
% investment portfolio NLA	20	14	10	**44**
rental movement (%)	**+3.4**	**+2.9**	**+4.5**	**+3.5**
compound annual growth (%)	+3.2	+2.9	+2.7	**+3.0**
structured increases (% portfolio)	96	92	74	**88**
new leases and renewals				
no.	98	58	12	**168**
NLA (sqm)	38,370	9,660	6,000	**54,030**
% investment portfolio NLA	9	2	1	**12**
rental movement (%)	**+9.1**	**-3.5**	**+9.3**	**+5.5**
WALE (years)	5.1	4.5	7.9	**5.3**
total (excl development leasing)				
no.	421	277	49	**747**
NLA (sqm)	123,030	70,610	51,030	**244,670**
% investment portfolio NLA	29	16	11	**56**
rental movement (%)	**+4.9**	**+1.5**	**+5.1**	**+4.0**

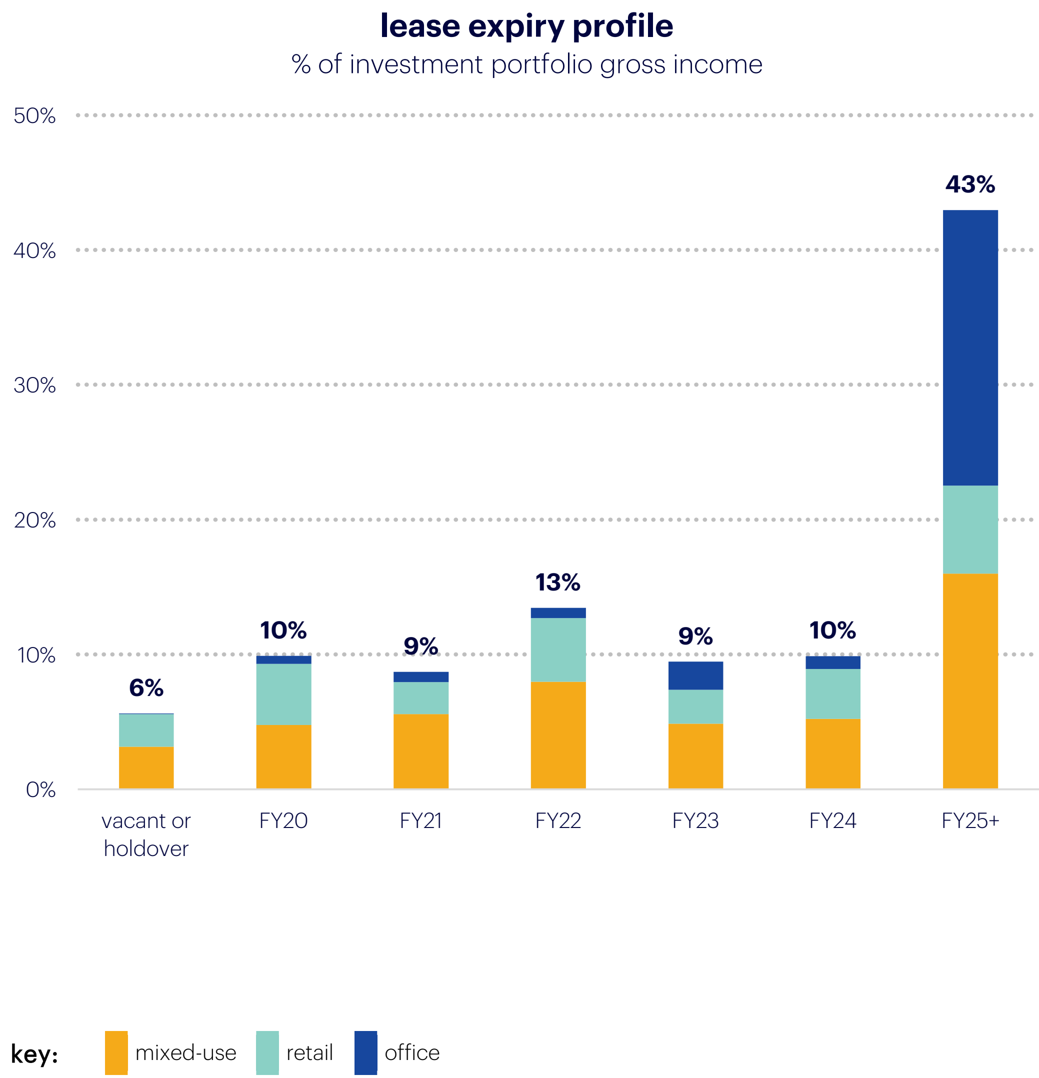
rent reviews

- high percentage of structured reviews (88%) has again provided consistent uplift, averaging **+3.0%** on a compound annual basis

new leasing

- mixed-use **+9.1%** the result of positive leasing across the whole portfolio
- retail **-3.5%** due to negative spreads at Centre Place North, masking an otherwise positive result
- office **+9.3%** comprises new leases at Vero Centre which has benefited from tight occupancy and increasing rents for premium-grade office space

lease expiry profile



mixed-use and retail

- a focus for FY20 will be on specialty store expiries across our mixed-use and retail portfolios. During the year ~160 leases will expire, ~9% of our portfolio by gross income

office

- we will continue to focus on leasing remaining vacant space at Vero Centre. Good progress was made on this objective during FY19, with 15% of the building's NLA leased, equivalent to five full floors

tenant diversification

tenant diversification
% of investment portfolio gross income

department stores and DDS	6
supermarkets	4
cinemas	2
home and living	1
mini-majors	13
fashion	16
food	11
general	6
pharmacy and wellbeing	6
home and living	1
other retail	7
banking	8
government	6
legal	5
insurance	3
financial services	3
consultancy and other	2
total (913 tenants)	**100**

key: majors mini-majors specialty office

top 20 tenants
% of investment portfolio gross income

ASB Bank	6.9
Ministry of Social Development	4.8
Farmers	2.6
ANZ Bank	2.4
Progressive Enterprises	2.2
Bell Gully	1.8
Foodstuffs	1.8
Suncorp	1.8
The Warehouse	1.8
Cotton On Clothing	1.8
Just Group	1.6
Russell McVeagh	1.5
Kmart	1.5
HOYTS Cinemas	1.4
Hallenstein/Glasson	1.4
Craigs Investment Partners	1.0
Life Pharmacy	0.9
BNZ	0.9
Whitcoulls	0.8
IAG	0.8

our top 20 tenants

have a weighted average lease expiry of

7.5 years

retail sales by centre

	MAT $m	% var. from Mar-18		specialty sales[1]		pedestrian count
year ended	31-Mar-19	total	like-for-like	$/sqm	GOC%	million pa
Sylvia Park	557.8					
LynnMall	251.5					
The Base – Te Awa	152.8					
mixed-use centres	**962.1**					
Centre Place North	75.9					
The Plaza	200.5					
Northlands	286.5					
retail centres	**562.9**					
shopping centres	**1,525.0**	**+2.0**	**+2.4**	**11,000**	**12.1**	**47.7**
Sylvia Park Lifestyle[2]	8.5					
Westgate Lifestyle[2]	20.3					
The Base – LFR	141.9					
large format retail	**170.7**					
total	**1,695.7**					

Note 1 Specialty sales $/sqm and GOC% include commercial services categories.
Note 2 Sales data is being requested, however most tenants are not obliged to provide under current leases. Total sales reported are shown, but due to the changing composition of those who do report, comparable statistics are not meaningful.

- overall sales (excluding large format centres) grew by +2.0% or 2.4% like-for-like
- specialty sales grew to $11,000 per square metre and a consistent gross occupancy cost ratio of 12.1% means rentals have likewise improved
- pedestrian counts were impacted by development works at some centres but were still ahead of Mar-18 counts on a like-for-like basis

retail sales by category

1.15

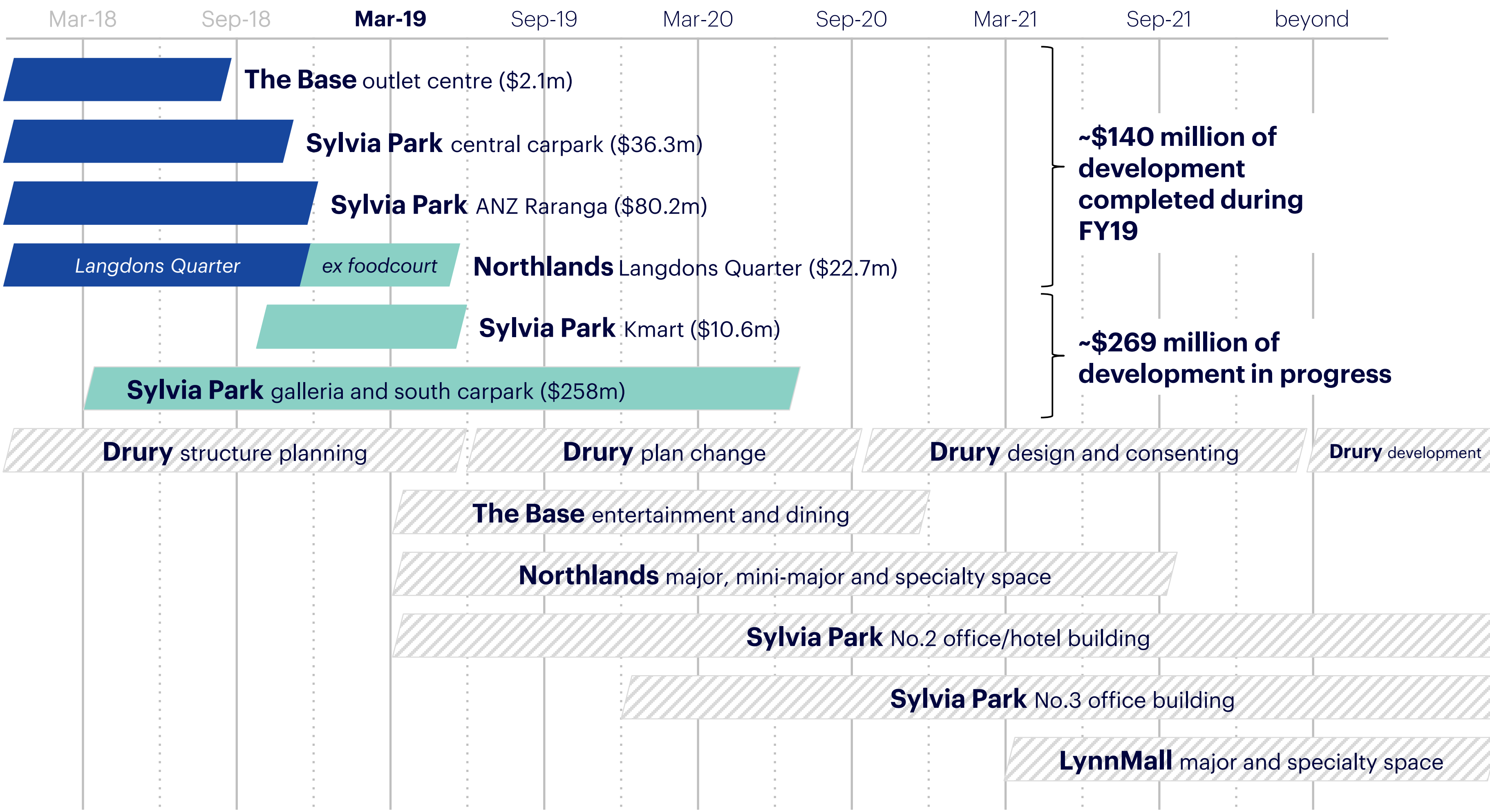
	MAT $m	% var. from Mar-18	
year ended	31-Mar-19	total	like-for-like
shopping centres			
supermarkets	291.3	-7.6	+1.1
department stores and DDS	175.9	+1.4	+1.4
cinemas	34.0	-1.6	-1.6
mini-majors	241.2	+6.2	+4.3
fashion	258.2	-0.8	-0.1
commercial services	183.7	+8.3	+8.4
food	133.3	+5.4	+2.0
pharmacy and wellbeing	97.5	+11.3	+2.9
general (incl. activate)	88.4	+8.9	+0.9
home and living	21.5	+6.5	-1.4
total	**1,525.0**	**+2.0**	**+2.4**

key: majors mini-majors specialty

- positive growth has been recorded across most categories, with particularly good uplift from
  - pharmacy and wellbeing; including personal services such as hair, beauty and massage
  - commercial services; discretionary spend including travel and mobile phones
  - mini-majors; particularly good performances from electronics and home and living retailers
- the supermarket category was impacted by the exit of Countdown from Sylvia Park early in the financial year

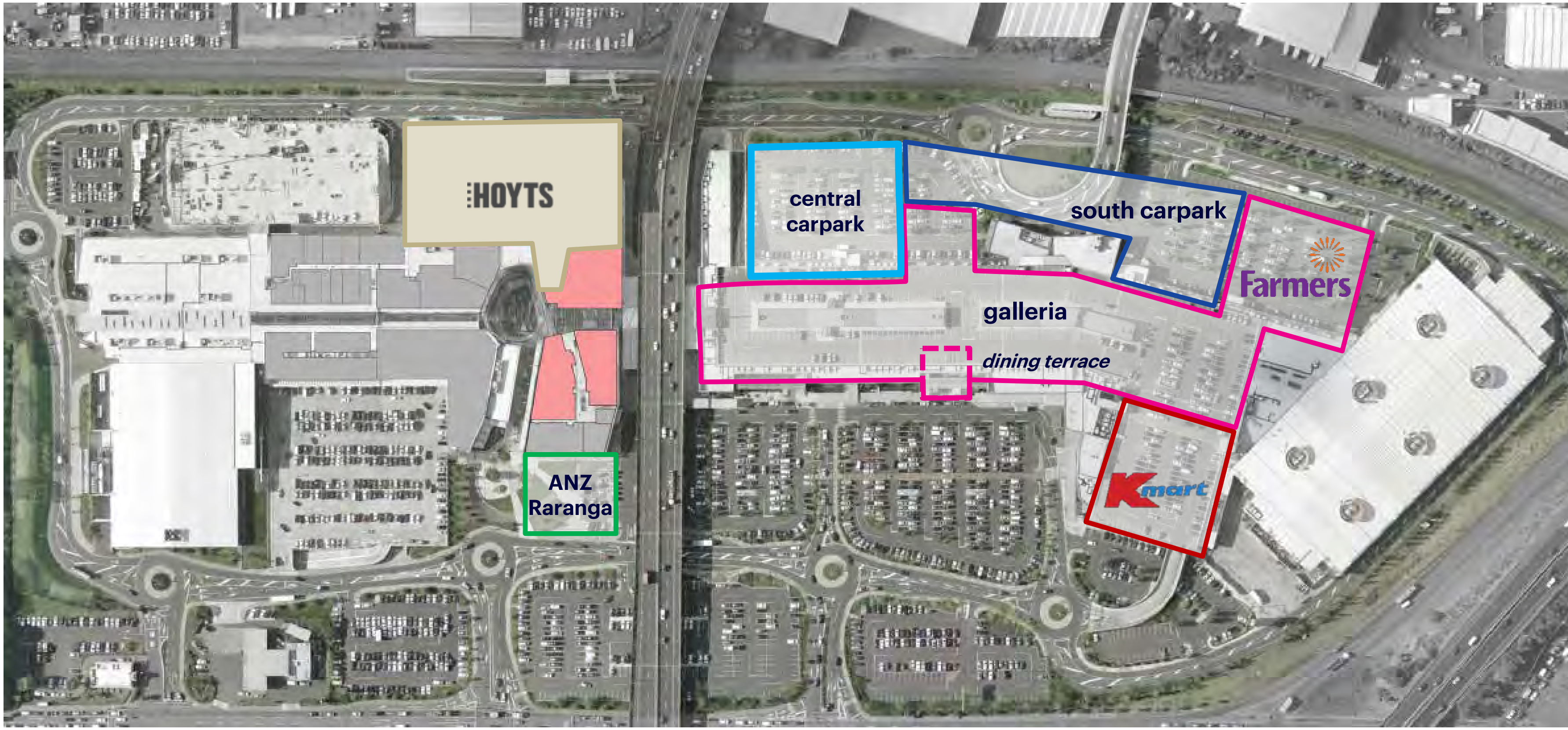
development pipeline

2.01



key: completed | in progress | master planning (indicative timing, subject to change)

Sylvia Park
development activity



ANZ Raranga

COMPLETED DEC-18

ground floor restaurants and 11,600 sqm of office space over nine levels. Fully leased

central carpark

COMPLETED NOV-18

a new five-level, 590 space carpark structure

Kmart

IN PROGRESS

new 5,000 sqm Kmart store due to open mid-2019

galleria and south carpark

IN PROGRESS

a new galleria level providing a Farmers department store, a dining terrace, an expanded retail offer including brands new to New Zealand along with a new ~900 space carpark building

Sylvia Park

ANZ Raranga

project status

- building completed Dec-18
- IAG in occupation over 2.5 floors (on a 12-year lease)
- ANZ Bank have leased 5.5 floors (on a 9-year lease commencing between May-19 and Dec-19)
- now fully leased. Level 1 leased to Roche (~Oct-19) and KiwiRail (~Jul-19)

financial metrics

total project cost	$80.2m
projected Y1 yield	5.6%
projected Y3 yield	7.5%
projected 10-year IRR	>9.0%

timetable

construction commenced	Aug-16
construction completed	Dec-18

	spent to		to spend	
cost profile ($m)	FY19	FY20	FY21	FY22
total (incl. letting up allowances)	72.9	7.3	-	-

Sylvia Park
central carpark

project status

- new five-level carpark building
  - 590 carparks including seven electric vehicle charging stations
  - vehicle management system
  - well located between Zara and H&M
  - enhanced customer amenity

financial metrics

total project cost	$36.3m

timetable

construction commenced	Apr-17
construction completed	Nov-18

	spent to		to spend	
cost profile ($m)	FY19	FY20	FY21	FY22
total	36.2	0.1	-	-

2.05

Sylvia Park
Kmart

project overview

- new 5,000 sqm store
- conversion of the previous Countdown tenancy
- initial 10-year lease
- trading to commence mid-2019

financial metrics

total project cost	$10.6m

timetable

construction commenced	Oct-18
target construction completion	mid-19

	spent to		to spend	
cost profile ($m)	FY19	FY20	FY21	FY22
total (incl. letting up allowances)	5.5	5.1	-	-

Photo credit: Kmart

Sylvia Park
galleria and south carpark

2.06

project overview

- new galleria retail level
  - ~19,000 sqm with ~60 new retailers
  - two-level Farmers department store
  - next generation casual dining experience
  - new international brands and concept stores and selected specialty tenants
- additional multi-deck carpark providing ~900 spaces
- additional $35 million for design enhancements and additional space to accommodate key retailers

financial metrics

total project cost	$258m
projected Y1 yield (FY22)	5.7%
projected Y3 yield (FY24)	6.2%
projected 10-year IRR	>10%
projected development margin	>$30m

timetable

construction commenced	Mar-18
projected construction completion	mid-20

	spent to		to spend	
cost profile ($m)	FY19	FY20	FY21	FY22
total (incl. letting up allowances)	88.3	133.2	36.1	-

Artist's impression. Concept only. Subject to change.

Sylvia Park

galleria progress photo

2.07

Galleria construction progress as at Mar-19. Looking north from The Warehouse towards HOYTS

Northlands

Langdons Quarter

project overview

- new food and entertainment precinct below the existing cinema complex opened for trade Nov-18
  - 14 new dining options
  - refurbished HOYTS Cinemas opened in May 2018
- a reconfiguration and remix of the former foodcourt to complete mid-2019

financial metrics	seismic	non-seismic	total
total project cost ($m)	8.4	14.3	22.7
target initial yield on non-seismic project cost		6.0%	
target 10-year IRR		8.0%	

timetable	
construction commenced	Jan-18
Langdons Quarter completed	Nov-18
ex foodcourt backfill to complete	Mid-19

	spent to	to spend		
cost profile ($m)	FY19	FY20	FY21	FY22
incl letting up allowances	20.6	2.1	-	-

New Zealand economic overview

gross domestic product (GDP)[1]

GDP growth pa (Mar-19 estimate)		2.7%
GDP (2019 estimate)		$295 billion
GDP per capita (2019 estimate)		$60,271

inflation[2]

annual inflation (Mar-19)		1.5%

labour market[2]

unemployment rate (Mar-19)		4.2%

currency

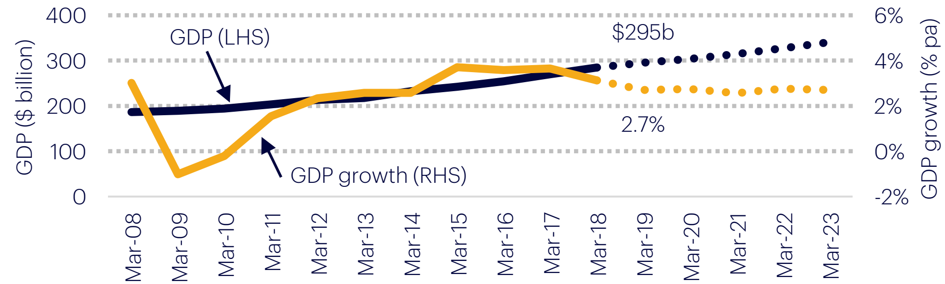
currency (as at 30-Apr-19)	US $1.00 = NZ $1.50
	JPY100 = NZ $1.34

household economic information[2]

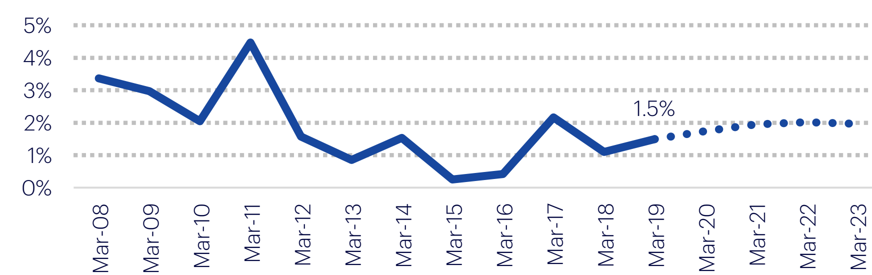
annual wages growth rate (Mar-19)	2.0%

Note 1 Sourced from New Zealand Institute of Economic Research Quarterly Predictions (Mar-19). **Note 2** Sourced from Statistics New Zealand (statistics as at Mar-19).

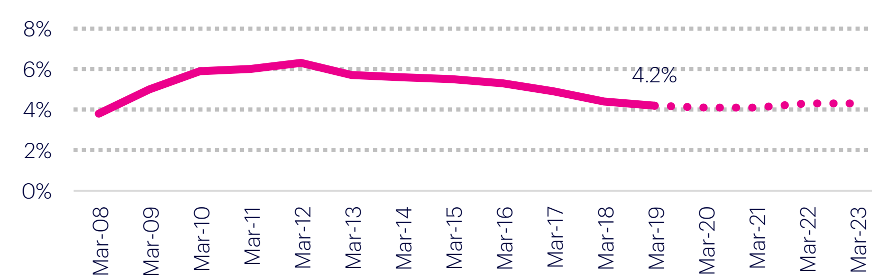
GDP trend



inflation trend



unemployment trend



Auckland CBD office market

outlook	key points (premium and a-grade accommodation)	
▶	supply	- no change to premium-grade stock until the completion of the 39,000 sqm PwC Tower, now 2020 - a-grade stock is expected to increase by over 35,000 sqm in 2021 with the completion of 10 Madden Street, 136 Fanshawe Street and 12 Queen Street returning to market
▲	absorption	- solid tenant demand environment is expected to result in positive overall absorption across the premium grade in the short-term as new supply comes on board and landlords backfill remaining space - negative a-grade absorption is expected in 2020 as several occupiers upgrade to new space or backfill premium space post the completion of the new PwC Tower. Positive absorption is expected from 2021
▲	vacancy	- premium-grade vacancy is forecast to be 1.4% for 2019. This is expected to increase to 6.4% following completion of the PwC Tower before again decreasing to 5.7% by 2022 - a-grade vacancy is forecast to be 3.1% for 2019 and is forecast to remain between 5% and 7% between 2020 and 2022 as supply increases
▶	rents ($/sqm/net effective)	- premium and a-grade net effective rents are forecast to average $472/sqm and $361/sqm respectively for 2019 - for both grades, a slight softening is expected in 2020, as new supply comes on board, followed by slow growth thereafter
▼	yield	- for both premium and a-grade space, yields are forecast to firm 10 basis points over this year before softening from 2020

Note Sourced from CBRE Research: Auckland Property Market Outlook (Dec-18).

our Auckland office exposure

	premium	a-grade
buildings	Vero Centre	ASB North Wharf
value $m	450	230
office portfolio % by value	50.4	25.8
total portfolio % by value	14.0	7.2
WALE years	6.1	11.7
occupancy %	97.0	100.0
expectations	With high premium-grade occupancy and no new supply until 2020, Vero Centre has benefited from rental growth and strong investment interest in the asset class	ASB North Wharf has excellent investment qualities; an unparalleled and improving location, 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

outlook	key points (a-grade and b-grade accommodation)	
▲	supply	- in 2019, nearly 50,000 sqm of a-grade space is expected to re-enter supply, predominantly the return of buildings withdrawn for repair post the 2016 earthquake and the completion of WAP2 projects, including the 38,000 sqm Bowen Campus - ~8,000 sqm of b-grade space is expected to re-enter the market in 2019 with over 48,000 sqm coming back on stream in 2020
▲	absorption	- both a-grade and b-grade are expected to have predominately positive net absorption from 2019 as new supply comes on-board
▲	vacancy	- a-grade vacancy is forecast to be 1.4% for 2019. It is expected to fluctuate, but remain below 4.0%, through to 2022 - b-grade vacancy is forecast to be 2.6% for 2019, then fluctuate between 6.0% and 7.0% over the next three years as refurbished stock enters the market
▲	rents ($/sqm/net effective)	- net effective rents are forecast to average $309/sqm and $232/sqm for a-grade and b-grade respectively for 2019 - rentals for both grade a-grade and b-grade are expected to grow over the next three years
▲	yield	- yields are expected to soften from 2019

Note Sourced from CBRE Research: Wellington Property Market Outlook (Dec-18).

our Wellington office exposure

	a-grade	b-grade
buildings	The Aurora Centre	44 The Terrace
value $m	159.5	53.5
office portfolio % by value	17.9	6.0
total portfolio % by value	5.0	1.7
WALE years	15.2	7.7
occupancy %	100.0	100.0
expectations	The Aurora Centre and 44 The Terrace both present as solid investment-grade assets. Both have been strengthened and refurbished to a high standard and benefit from long-term government leases over all office space	

financial appendices

financial appendices: index

financial review

other information

profit after tax

year ended		31-Mar-19 $m	31-Mar-18 $m	variance $m	variance %
property revenue	1.04	235.3	249.3	-14.0	-5.6
property management income		2.2	1.7	+0.5	+26.4
interest and other income		0.1	0.3	-0.2	-40.4
net fair value gain on investment properties		47.6	26.5	+21.1	+79.6
gain on disposal of investment properties		1.0	-	+1.0	+100.0
total income		**286.2**	**277.8**	**+8.4**	**+3.0**
direct property expenses	1.04	-54.6	-57.2	+2.6	+4.5
interest and finance charges	4.02	-37.6	-42.6	+5.0	+11.8
employment and administration expenses	4.03	-20.9	-20.5	-0.4	-1.5
net fair value loss on interest rate derivatives		-11.0	-2.4	-8.6	-361.9
loss on disposal of investment properties		-	-7.1	+7.1	+100.0
total expenses		**-124.1**	**-129.8**	**+5.7**	**+4.4**
profit before tax		**162.1**	**148.0**	**+14.1**	**+9.6**
current tax		-27.1	-25.4	-1.7	-6.8
deferred tax		3.1	-2.5	+5.6	+226.4
profit after tax[1] (GAAP[2] measure)		**138.1**	**120.1**	**+18.0**	**+15.0**

Note 1 The reported profit has been prepared in accordance with New Zealand Generally Accepted Accounting Practice (GAAP) and complies with New Zealand Equivalents to International Financial Reporting Standards. The reported profit information has been extracted from the annual financial statements which have been the subject of an audit pursuant to New Zealand Auditing Standards issued by the External Reporting Board. **Note 2** Generally Accepted Accounting Practice (GAAP) is a common set of accounting principles, standards and procedures that companies must follow when they compile their financial statements. Kiwi Property's financial statements comply with New Zealand Equivalents to International Financial Reporting Standards and other guidance as issued by the External Reporting Board, as appropriate for profit-oriented entities, and with International Financial Reporting Standards.

rental income

- reduced following
  - disposal of The Majestic Centre (Dec-17) and North City (Jul-18)
  - vacancy at Vero Centre
  - exit of Countdown at Sylvia Park

interest and finance charges

- reduced due to lower debt levels and more interest capitalised to developments

employment and administration expenses

- increased due to one-off Chief Executive transition costs, offset by expense savings

tax

- current tax includes $4.5 million of depreciation recovered on the sale of North City
- deferred tax includes the reversal of deferred tax provided on depreciation recovered following the sale of North City

1.04 rental income
4.02 interest and finance charges
4.03 management expense ratio
4.04 FFO

interest and finance charges

year ended		31-Mar-19 $m	31-Mar-18 $m	variance $m	variance %
interest on bank debt		-25.6	-31.6	+6.0	+18.9
interest on bonds		-20.5	-14.8	-5.7	-38.4
interest expense incurred		**-46.1**	**-46.4**	**+0.3**	**+0.7**
interest capitalised to					
Sylvia Park		5.4	2.0	+3.4	+164.7
Drury land		2.4	1.3	+1.1	+5.2
other properties under development		0.7	0.5	+0.2	+50.0
total capitalised interest		**8.5**	**3.8**	**+4.7**	**+125.6**
interest and finance charges	4.01	**-37.6**	**-42.6**	**+5.0**	**+11.8**

interest on bank debt

- reduced due to lower debt levels: North City disposal (Jul-18), bond issue (Nov-18)

interest on bonds

- increased following the issuance of our fourth bond series in Nov-18

capitalised interest

- increased due to increased development activity. Interest capitalised on
  - development projects at Sylvia Park
    - galleria (capitalised for a full year)
    - Kmart (capitalised from project commencement)
    - ANZ Raranga and central carpark (capitalised to project completion)
  - our landholdings at Drury (capitalised for a full year)

4.01 profit after tax
4.09 net finance debt movement
4.10 finance debt facilities

management expense ratio (MER)

4.03

year ended		31-Mar-19 $m	31-Mar-18 $m
employment and administration expenses	4.01	20.9	20.5
less recovered through property management fees		-8.5	-8.1
net expenses		**12.4**	**12.4**
weighted average assets		**2,900.8**	**3,011.8**
management expense ratio[1] (non-GAAP measure)		**43 bps**	**41 bps**

Note 1 MER is an alternative non-GAAP measure used by Kiwi Property to assist investors in assessing the Company's underlying operating costs. MER is a measure commonly used by real estate entities. MER does not have a standard meaning prescribed by GAAP and therefore may not be comparable to information presented by other entities. Kiwi Property determines MER through an annualised calculation, where employment and administration expenses, net of expenses recovered from tenants, is divided by the weighted average value of its property assets. The reported MER information has been extracted from the Company's annual financial statements which have been the subject of an audit pursuant to New Zealand Auditing Standards issued by the External Reporting Board.

- current year expenses include one-off Chief Executive transition costs

4.01 profit after tax

FFO

year ended		31-Mar-19 $m	31-Mar-18 $m	variance $m	variance %
profit after tax	4.01	138.1	120.1	+18.0	+15.0
adjusted for					
net fair value gain on investment properties	4.01	-47.6	-26.5	-21.1	-79.6
loss/(gain) on disposal of investment properties	4.01	-1.0	7.1	-8.1	-113.7
net fair value loss on interest rate derivatives	4.01	11.0	2.4	+8.6	+361.9
straight-lining of fixed rental increases		-2.0	-2.1	+0.1	+4.0
amortisation of tenant incentives and leasing fees		7.0	7.8	-0.8	-11.6
depreciation recovered on disposal of investment property		4.5	-	+4.5	+100.0
deferred tax expense	4.01	-3.1	2.5	-5.6	-226.4
funds from operations (FFO)[1] (non-GAAP measure)	4.05	**106.9**	**111.3**	**-4.4**	**-3.9**

Note 1 FFO is an alternative non-GAAP 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 a measure commonly used by real estate entities to describe their underlying and recurring earnings from operations. FFO does not have a standard meaning prescribed by GAAP and therefore may not be comparable to information presented by other entities. FFO is calculated by Kiwi Property in accordance with the Voluntary Best Practice Guidelines issued by the Property Council of Australia. The reported FFO information has been extracted from the Company's annual financial statements which have been the subject of an audit pursuant to New Zealand Auditing Standards issued by the External Reporting Board.

4.01 profit after tax
4.05 dividends
5.01 glossary

dividends

4.05

year ended		31-Mar-19 $m	31-Mar-18 $m	31-Mar-19 cps[2]	31-Mar-18 cps[2]
funds from operations (FFO)[1]	4.04	**106.9**	**111.3**	**7.47**	**7.84**
amount retained		-7.4	-14.1	-0.52	-0.99
cash dividend		**99.5**	**97.2**	**6.95**	**6.85**
imputation credits		28.6	26.8	2.00	1.89
gross dividend		**128.1**	**124.0**	**8.95**	**8.74**
cash dividend payout ratio to FFO		93%	87%		

Note 1 FFO is an alternative non-GAAP 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 a measure commonly used by real estate entities to describe their underlying and recurring earnings from operations. FFO does not have a standard meaning prescribed by GAAP and therefore may not be comparable to information presented by other entities. FFO is calculated by Kiwi Property in accordance with the Voluntary Best Practice Guidelines issued by the Property Council of Australia. The reported FFO information has been extracted from the Company's annual financial statements which have been the subject of an audit pursuant to New Zealand Auditing Standards issued by the External Reporting Board. **Note 2** Calculated using the number of shares entitled to the relevant dividend. **General note** The Dividend Reinvestment Plan is operational for eligible shareholders in respect of the final dividend for FY19 and a 2% discount will be applied to the price at which shares will be issued.

dividend policy

Kiwi Property's dividend policy is to pay out up to 100% of FFO as cash dividends. To provide sufficient flexibility for dividends to be maintained despite variations in economic conditions or volatility of earnings arising from property-specific matters such as a development or redevelopment, income is retained from time to time and used to normalise future dividends.

In fixing a dividend for any period, consideration will be given to, amongst other things, current and forecast earnings and operating cash flows, capital requirements, the Company's gearing position, general business and financial conditions, and the solvency requirements of the Companies Act.

The payment of dividends is not guaranteed by Kiwi Property and Kiwi Property's dividend policy may change from time to time.

payout ratio target range

Kiwi Property's target payout ratio is typically between 85% and 95% of FFO.

AFFO

For some investors, Adjusted Funds From Operations (AFFO) represents an important measure of dividend sustainability. The use of dividend policies that reference AFFO is an increasing trend in New Zealand and becoming prevalent amongst Australian entities.

Therefore, over the next few years, the Board will be looking to balance the competing priorities of maintaining and gradually increasing cash dividends, while at the same time seeking to grow AFFO earnings to cover those dividends.

4.04 FFO
5.01 glossary

AFFO

year ended		31-Mar-19 $m	31-Mar-18 $m	variance $m	variance %
funds from operations (FFO)[1]	4.04	**106.9**	**111.3**	**-4.4**	**-3.9**
adjusted for					
maintenance capital expenditure		-6.9	-4.7	-2.2	-47.2
tenant incentives and leasing fees		-8.4	-11.9	+3.5	+30.1
adjusted funds from operations (AFFO)[2] (non-GAAP measure)		**91.6**	**94.7**	**-3.1**	**-3.2**
AFFO (cents per share)[3]		6.40	6.67		
cash dividend payout ratio to AFFO		109%	103%		

Note 1 FFO is an alternative non-GAAP 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 a measure commonly used by real estate entities to describe their underlying and recurring earnings from operations. FFO does not have a standard meaning prescribed by GAAP and therefore may not be comparable to information presented by other entities. FFO is calculated by Kiwi Property in accordance with the Voluntary Best Practice Guidelines issued by the Property Council of Australia. The reported FFO information has been extracted from the Company's annual financial statements which have been the subject of an audit pursuant to New Zealand Auditing Standards issued by the External Reporting Board. **Note 2** AFFO is an alternative non-GAAP performance measure used by Kiwi Property. AFFO is a measure used by real estate entities to describe their underlying and recurring cash flows from operations. Broadly, AFFO adjusts FFO by deducting the cost of lease incentives and leasing fees provided for sustaining and maintaining existing space and annual maintenance capital expenditure. AFFO does not have a standardised meaning prescribed by GAAP and therefore may not be comparable to information presented by other entities. AFFO is calculated by Kiwi Property in accordance with the Voluntary Best Practice Guidelines issued by the Property Council of Australia. **Note 3** Calculated using the number of shares entitled to the relevant dividend.

4.04 FFO
4.05 dividends
5.01 glossary

balance sheet

4.07

as at		31-Mar-19 $m	31-Mar-18 $m	movement $m	movement %
investment properties	4.08	3,207.4	3,052.0	+155.4	+5.1
cash	4.09	9.9	10.7	-0.8	-7.2
other assets		19.1	18.6	+0.5	+2.3
total assets		**3,236.4**	**3,081.3**	**+155.1**	**+5.0**
finance debt	4.09	1,001.7	913.5	+88.2	+9.7
deferred tax liabilities		88.5	91.7	-3.2	-3.4
other liabilities		95.3	82.0	+13.3	+16.1
total liabilities		1,185.5	1,087.2	+98.3	+9.0
total equity		2,050.9	1,994.1	+56.8	+2.8
total equity and liabilities		**3,236.4**	**3,081.3**	**+155.1**	**+5.0**

gearing ratio (requirement <45%)	4.12	*31.0%*	*29.7%*	*+130 bps*
net asset backing per share (NTA)		*$1.43*	*$1.40*	*+$0.03*

investment properties

- increased due to
  - revaluation gains
  - acquisition of Drury land and Sylvia Park adjoining property
  - capital expenditure, predominantly at Sylvia Park and Northlands

  offset by
  - disposal of North City

gearing

- stable following repayment of debt from disposal of North City offset by capital expenditure and acquisitions

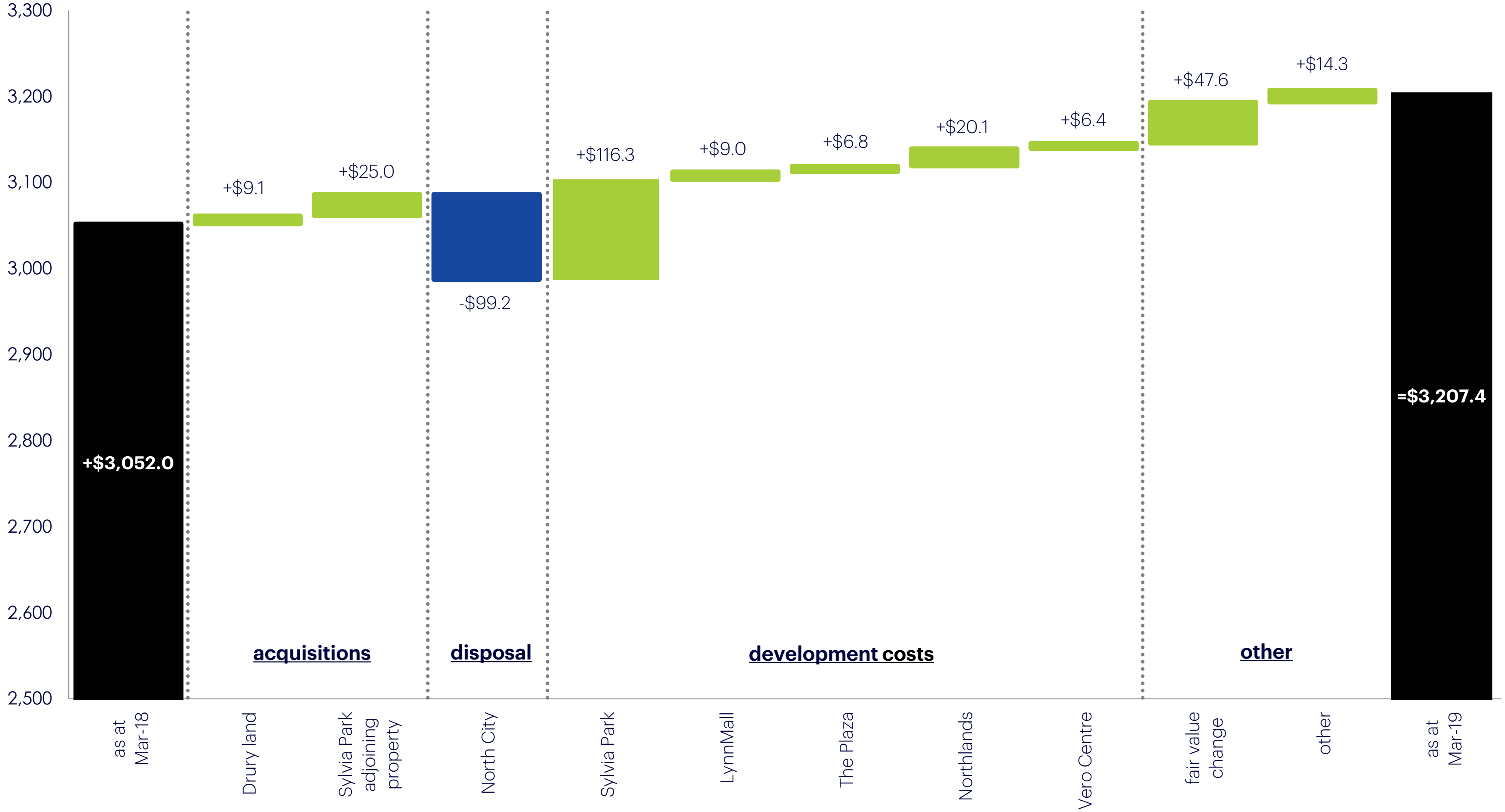
NTA

- increased due to revaluation gains

4.08 investment properties movement
4.09 net finance debt movement
4.12 capital management metrics

investment properties movement ($m)

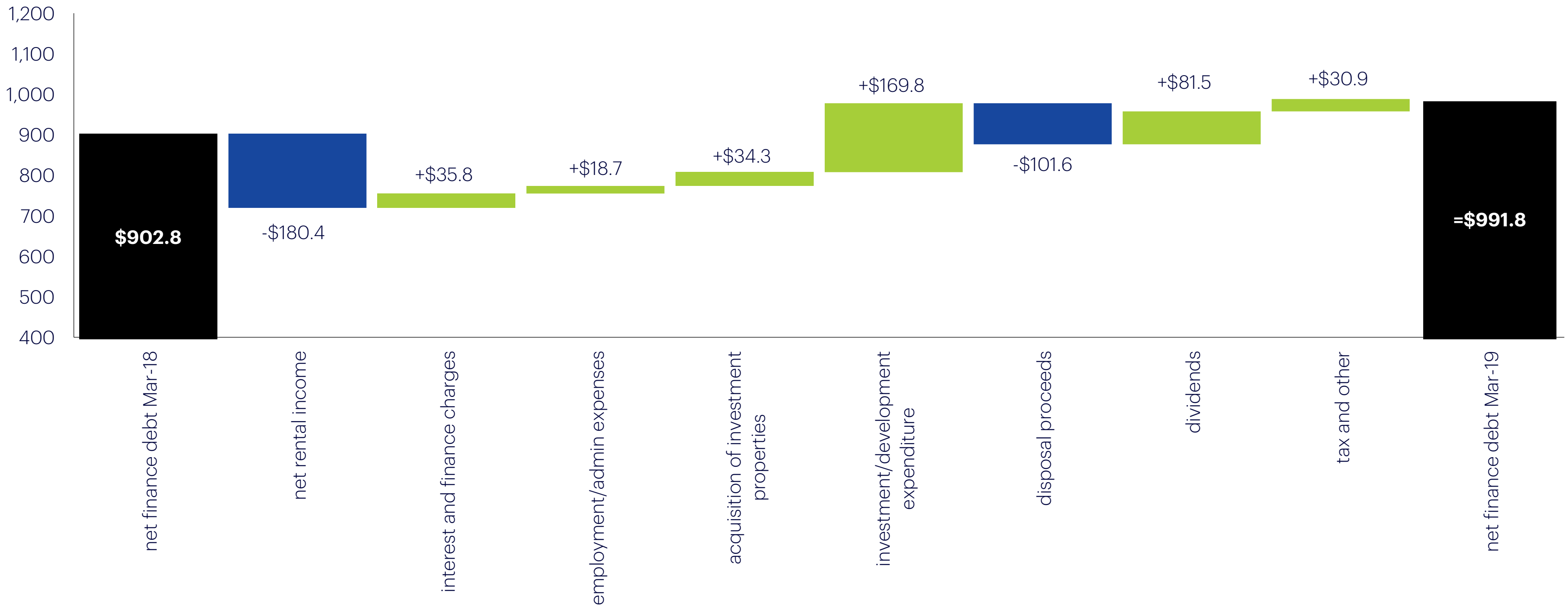
4.08



4.07 balance sheet

net finance debt movement ($m)

as at	31-Mar-19	31-Mar-18
bank debt	527.0	540.0
bonds	474.7	373.5
cash on deposit	-9.9	-10.7
net finance debt	**991.8**	**902.8**



4.07 balance sheet
4.10 finance debt facilities

finance debt facilities ($m)

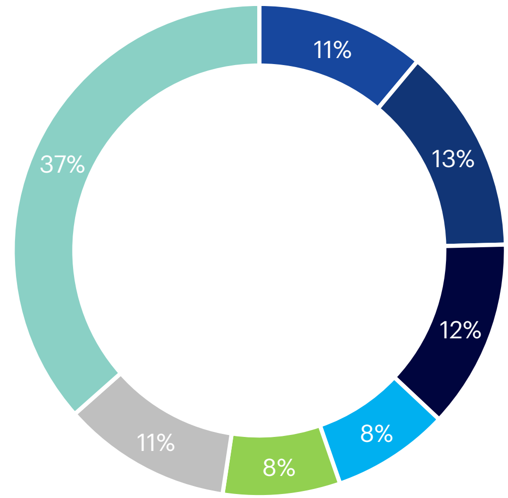
4.10

debt maturity profile
as at 31-Mar-19

	facilities	$m	%
FY20	$32 | $47 | $56 | $32	166.0	13
FY21	$53 | $74 | $80 | $33 | $53	292.0	22
FY22	$35 | $34 | $125	194.0	15
FY23	$33 | $25 | $33 | $33	123.0	9
FY24	$28 | $20 | $100 | $28 | $125	300.0	23
FY25	$125	125.0	10
FY26	$100	100.0	8
total facilities		**1,300.0**	**100**
facilities drawn		1,001.7	77
undrawn facilities		298.3	23

key: ANZ BNZ CBA CCB HSBC Westpac Bonds

debt sources



4.09 net finance debt movement
4.11 post balance date finance debt facilities
4.12 capital management metrics

post balance date finance debt facilities ($m)

4.11

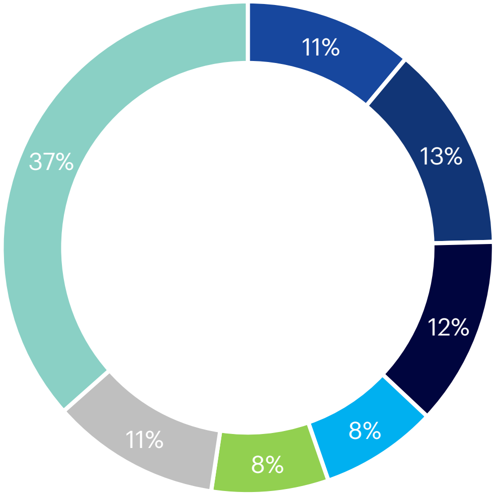
post balance date debt maturity profile

as at May-19

		$m	%
FY20		-	-
FY21	$53 $74 $80 $33 $53	292.0	23
FY22	$35 $34 $125	194.0	15
FY23	$33 $25 $33 $33	123.0	9
FY24	$28 $20 $100 $28 $125	300.0	23
FY25	$32 $47 $56 $32 $125	291.0	22
FY26	$100	100.0	8
total facilities		**1,300.0**	**100**

key: ANZ BNZ CBA CCB HSBC Westpac Bonds

debt sources



- post year end (May-19), extended $166 million of bank debt facilities
  - the facilities, which were due to expire in the 2020 financial year, will now expire in the 2025 financial year
  - the weighted average term to maturity at the date of the extension is 3.7 years

capital management metrics

finance debt metrics as at	31-Mar-19	31-Mar-18
weighted average term to maturity	**3.2 years**	3.6 years
weighted average interest rate (incl. of bonds, active interest rate derivatives, margins and line fees)	**4.80%**	4.99%

covenants – gearing as at	31-Mar-19	31-Mar-18
gearing (must be <45%, target 25%-35%) calculated as finance debt / total tangible assets	**31.0%**	29.7%

covenants – interest cover ratio for the year ended	31-Mar-19	31-Mar-18
interest cover ratio (must be >2.25 times) calculated as net rental income / net interest expense	**3.94**	4.17

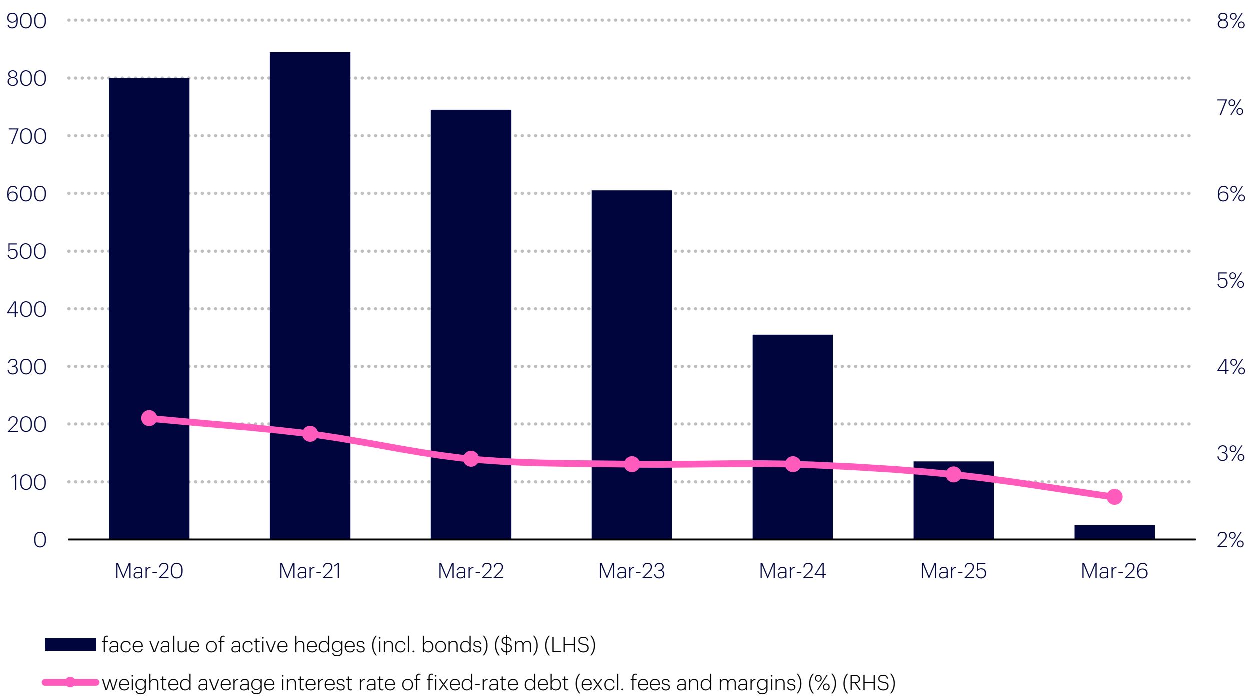
credit ratings – S&P Global Ratings[1]	31-Mar-19	31-Mar-18
corporate	BBB (stable)	BBB (stable)
fixed-rate bonds	BBB+	BBB+

Note 1 Further information about S&P Global Ratings' credit rating scale is available at standardandpoors.com. A rating is not a recommendation by any rating organisation to buy, sell or hold Kiwi Property securities. The rating is current as at the date of this presentation and may be subject to suspension, revision or withdrawal at any time by S&P Global Ratings.

fixed-rate debt profile

fixed-rate profile (inclusive of bonds on issue Mar-19: $475 million, Mar-18: $375 million)	31-Mar-19	31-Mar-18
percentage of drawn finance debt at fixed rates	**80%**	83%
weighted average interest rate of active fixed-rate debt (excl. fees and margins)	**3.40%**	3.55%
weighted average term to maturity of active fixed-rate debt	**3.9 years**	3.7 years

fixed-rate debt maturity profile



glossary

adjusted funds from operations (AFFO)	AFFO is an alternative non-GAAP performance measure used by Kiwi Property. AFFO is a measure commonly used by real estate entities to describe their underlying and recurring cash flows from operations. Broadly, AFFO adjusts FFO by deducting the cost of lease incentives and leasing fees provided for sustaining and maintaining existing space and annual maintenance capital expenditure. AFFO does not have a standardised meaning prescribed by GAAP and therefore may not be comparable to information presented by other entities. AFFO is calculated by Kiwi Property in accordance with the Voluntary Best Practice Guidelines issued by the Property Council of Australia. The reported AFFO information has been extracted from the Company's annual financial statements which have been the subject of an audit pursuant to New Zealand Auditing Standards issued by the External Reporting Board.
discount department store (DDS)	includes Kmart and The Warehouse.
funds from operations (FFO)	FFO is an alternative non-GAAP 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 a measure commonly used by real estate entities to describe their underlying and recurring earnings from operations. FFO does not have a standard meaning prescribed by GAAP and therefore may not be comparable to information presented by other entities. FFO is calculated by Kiwi Property in accordance with the Voluntary Best Practice Guidelines issued by the Property Council of Australia. The reported FFO information has been extracted from the Company's annual financial statements which have been the subject of an audit pursuant to New Zealand Auditing Standards issued by the External Reporting Board.
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).
generally accepted accounting practice (GAAP)	a common set of accounting principles, standards and procedures that companies must follow when they compile their financial statements. Kiwi Property's financial statements comply with New Zealand Equivalents to International Financial Reporting Standards and other guidance as issued by the External Reporting Board, as appropriate for profit-oriented entities, and with International Financial Reporting Standards.

gross occupancy cost (GOC)	total gross occupancy costs expressed as a percentage of moving annual turnover (excluding GST).
like-for-like retail sales	only includes sales from those tenancies who have traded for the past 24 months.
management expense ratio (MER)	MER is an alternative non-GAAP measure used by Kiwi Property to assist investors in assessing the Company's underlying operating costs. MER is a measure commonly used by real estate entities. MER does not have a standard meaning prescribed by GAAP and therefore may not be comparable to information presented by other entities. Kiwi Property determines MER through an annualised calculation, where employment and administration expenses, net of expenses recovered from tenants, is divided by the weighted average value of its property assets. The reported MER information has been extracted from the Company's annual financial statements which have been the subject of an audit pursuant to New Zealand Auditing Standards issued by the External Reporting Board.
moving annual turnover (MAT)	annual sales on a rolling 12-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 and property management fee income.
net rental income (NRI)	NOI, including rental income resulting from straight-lining of fixed rental increases.
profit after tax	the reported profit has been prepared in accordance with New Zealand generally accepted accounting practice and complies with New Zealand Equivalents to International Financial Reporting Standards. The reported profit information has been extracted from the annual financial statements which have been the subject of an audit pursuant to New Zealand Auditing Standards issued by the External Reporting Board.

calendar of key dates

5.02

KPG030 bond interest payment (2024 maturity)	19 June 2019
annual meeting of shareholders • 10.30am, Cinema 4, HOYTS Cinemas, Sylvia Park, 286 Mount Wellington Highway, Auckland	20 June 2019
final dividend payment (for the six months ended 31 March 2019)	
• ex date	4 June 2019
• record date	5 June 2019
• payment date	20 June 2019
KPG010 bond interest payment (2021 maturity)	20 August 2019
KPG020 bond interest payment (2023 maturity)	7 September 2019
KPG040 bond interest payment (2025 maturity)	12 November 2019
FY19 interim result announcement	18 November 2019
interim dividend payment (for the six months ending 30 September 2019)	
• ex date	2 December 2019
• record date	3 December 2019
• payment date	18 December 2019
KPG030 bond interest payment (2024 maturity)	19 December 2019

Note Dates are subject to change.

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