# **DB RREEF Trust**

December 2004 Interim Results

DB RREEF Funds Management Limited ABN 24 060 920 783 As Responsible Entity

Presented by Victor Hoog Antink CEO, DB RREEF Funds Management Limited 28 February 2005



# **OVERVIEW**

- 1. Highlights
- 2. December 2004 Results
- 3. DRT
- 4. Third Party Funds Management
- 5. Board
- 6. Management
- 7. Future Direction & Strategy
- 8. Annexures
- 9. Important Information



1 Farrer Place, Sydney

1 HIGHLIGHTS

# **DB RREEF**

### 1 HIGHLIGHTS

- EPS / DPS on target with Explanatory Memorandum forecasts
  - Net income before capital items \$137.2m
  - Distribution to investors \$136.5m
  - EPS 5.23 cents
  - DPS 5.20 cents
  - Confirm FY05 forecast distribution 10.50 cps
- Restructure initiatives on track
  - Asset sales and acquisitions progressing
  - Refinancing of debt facilities undertaken
- Board composition complete
- Management platform implemented
  - Client: service provider focus
- Stabilised business platform for future growth



**DB RREEF** 

Statutory Accounts <sup>1</sup>		EM Forecasts <sup>1</sup>	Actual - Grouped <sup>1</sup>
\$98.1	Net Profit before capital items (\$m) <sup>2</sup>	\$134.2	\$137.2
5.94	Earnings per security (cps)	5.16	5.23
5.20	Distribution per security (cps)	5.20	5.20
\$74.4	Net Profit Attributable to Security holders (\$m) <sup>3</sup>	\$115.4	\$117.3
4.51	Earnings Per Security (cps)	4.44	4.48

¹The "actual grouped" figures reflect the aggregation of the four Trusts for the initial period to 31 December 2004. This accounting treatment is consistent with the disclosures as outlined in the EM and represent the summation of the results for the four Trusts comprising the stapled entity. It should be noted that investors in DRT have been entitled to the returns of the underlying Trusts from 1 July 2004.

For statutory reporting purposes, DB RREEF Diversified Trust (**DDF**) has been deemed as the head entity. Accordingly, the other three listed entities comprising DB RREEF Office Trust (**DOT**), DB RREEF Industrial Trust (**DIT**) and DB RREEF Operations Trust (**DRO**) are consolidated as subsidiary entities for accounting purposes. The financial statements reflect six months of DDF results and three months of DOT, DIT and DRO results. The earnings per stapled security per the 31 December 2004 accounts is 4.51cents (based on the weighted number of securities on issue for DDF from 1.7.04 to 31.12.04). This is calculated based on the reported net profit after capital items.

<sup>2</sup> Capital items comprise net profit from asset sales and costs associated with the restructure.

Net Profit Attributable to Security Holders reflects the writing off of transaction costs and includes capital profits.



**Profit & Loss Statement** 

Consolidated Dec 04	AUD (\$000s)	EM Dec 04	Grouped Dec 04	%
149,660	Total Income	215,920	213,441	
(7,501)	Responsible Entity Fees & Other Expenses	(15,058)	(14,104)	
(40,975)	Borrowing Costs	(63,734)	(59,051)	
101,184	Income after Interest & Expenses	137,128	140,286	+ 2%
(788)	Tax	(830)	(788)	
(2,313)	Outside Equity Interest	(2,069)	(2,313)	
98,083	Net Income Before Capital Items	134,229	137,185	+ 2%
19,570	Profit on Sale of Assets	21,712	19,570	
(43,296)	Transaction Costs	(40,506)	(43,296)	
¬ -	Increment on Valuation of Investment Properties	-	3,795 <sup>1</sup>	
74,357	Net Income After Capital Items	115,435	117,254	+ 2%

<sup>&</sup>lt;sup>1</sup>Reversal of prior amounts written off in DIT



DRT Net Sector Income - Analysed

\$000s	EM Dec 04	Grouped Dec 04
Commercial Portfolio	107,450	109,371
Industrial Portfolio	52,641	52,439
Retail Portfolio	21,665	20,614
US Industrial Portfolio	27,346	27,141
Total Sector Income	209,102	209,565
144 Edward St Impact (Sold Nov 04)	1,752	1,179
Income from DRO	1,807	1,947
Other Income	823	750
Total Income excl Income Support	213,484	213,441
US Income Support	2,436	
Total Income	215,920	213,441

**DRT Balance Sheet** 

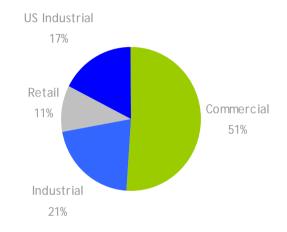
	AUD \$'000	
Cash	56,250	
Investment properties (including equity accounted)	6,328,036	
Other equity accounted investments, receivables & other	125,941	
Total assets	6,510,227	
Payables, provisions & other	266,415	Gearing 44%
Interest bearing liabilities	2,924,228	Net equity \$3.20bn
Total liabilities	3,190,643	Securities on Issue
Net assets	3,319,584	2.63bn
Contributed equity	2,958,202	NTA per security
Reserves	234,443	\$1.22
Undistributed income	10,890	
Outside equity interests	116,049	
Total equity	3,319,584	
Net equity attributable to security holders	3,203,535	

# 3 DRT

- 3.1 Portfolio
- 3.2 Commercial
- 3.3 Industrial
- 3.4 Retail
- 3.5 US Industrial
- 3.6 DB RREEF Operations Trust (DRO)
- 3.7 Capital Management



**Asset Diversification** 



As at 31 Dec 04	\$ bn	%	Occupancy % <sup>2</sup>	Avg Lease Term³
Commercial	3.1	51	92.3	5.9
Industrial	1.3	21	98.1	4.1
US Industrial <sup>1</sup>	1.1	17	87.4	3.4
Retail	0.6	11	99.5	6.0
TOTAL	6.1	100		

<sup>&</sup>lt;sup>1</sup> represents 80% ownership of US industrial portfolio



<sup>&</sup>lt;sup>2</sup> by area

<sup>&</sup>lt;sup>3</sup> by income

**Transactions Completed** 

Transactions totalling \$476m during the period delivered profits on sale of \$19.6m

Sa	les
	Whitford City, WA (50%) Plenty Valley, Vic (50%) Axxess Corporate Park, Seven Hills, NSW McDowell St, Welshpool, WA 144 Edward Street, Brisbane, Qld Redwood Gardens, Dingley, Vic (part)
Ac	equisitions
	North Lakes, Qld (50%) Mt Druitt, NSW (50%)

Settled	\$m	P & L - \$m
Aug 04 Aug 04 Oct 04 Nov 04 Nov 04	\$192.5 \$19.0 \$16.6 \$4.2 \$44.7 \$5.5	\$15.0 \$ 1.3 \$(0.2) \$(0.1) \$3.4 \$0.2
Settled	\$m	Cap Rate
Aug 04 Sept 04	\$60.8 \$132.5	7.25% 7.25%



**Transactions On-going** 

### Sales

- Rothschild Ave, Rosebery, NSW
- 1 Chifley Square, Sydney, NSW
- West Lakes, SA (50%)

### Acquisitions

- 16-20 Barrack Street, NSW
- Hurstville Shopping Centre, NSW (50%)
- Lumley Centre, Auckland

\$m	Settlement Status		
\$22.0	Feb 05		
\$54.0	Due March 05		
\$122.5	Due April 05		

\$m	Settlem	ent Status
\$44.5		Feb 05
\$220.0	(est)	Due April 05
\$NZ110	. 4	Due June 05



**Valuations** 

Property	Date	Cap Rate %	Valuation	Revaluation
		New / Old	\$m	\$m
GPT/GMT Complex, Sydney, NSW*	Dec 04	7.0 / 7.0	512.5	24.1
Whitford City, Hilarys, WA**	Aug 04	7.13 / 7.5	192.5	15.0
201 Elizabeth St, Sydney, NSW *	Dec 04	7.25 / 7.25	117.0	(0.4)
O'Connell St*, Bligh St* & Bent St, Sydney, NSW	Sept 04	7.9 / 7.9	91.3	3.4
436 Gladesville Rd, Gladesville, NSW	Dec 04	8.5 / 8.75	43.0	1.7
1 Foundation Place, Greystanes, NSW	Dec 04	8.0 /N/A	41.7	3.1
2 Minna Close, Belrose, NSW	Dec 04	8.5 / 9.0	32.4	3.1
Plenty Valley Town Centre, Vic**	Aug 04	7.75 / 7.75	19.0	1.3
1 Garigal Rd, Belrose, NSW	Dec 04	8.5 / 8.7	27.4	2.7
12 <mark>1 Ev</mark> ans Rd, Salisbury, QLD	Dec 04	8.75 / 9.5	18.5	3.8
TOTAL			1,095.3	57.8

<sup>\* 50%</sup> ownership

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<sup>\*\*</sup> Directors' valuation

Earnings (\$000s)	EM Dec 04	Grouped Dec 04	Actual Dec 03
Net Property Income	107,450	109,371	97,189
144 Edward St Impact (Sold Nov 04)	1,752	1,179	1,801
Net Sector Income	109,202	110,550	98,990



- Portfolio income up 12% over Dec 03
- Portfolio quality enhanced
  - 45 Clarence Street, Sydney refurbishment completed
  - Lumley Centre, Auckland scheduled for completion in June 05

### Leasing

- Over 70,000 sqm of new leasing, renewals and heads of agreement
- 13% of the portfolio by area
- Based on agreements in place, occupancy is 92.3% (91.0% at June 04)
- Strong lease profile of 5.9 years by income (5.6 years at June 04)



45 Clarence Street, Sydney

**Leasing Update** 

### Significant leasing transactions

Property	Area (sqm)	Major Tenant	Term (yrs)
45 Clarence Street, Sydney	12,055	<ul><li>Hudson Global (6,811)</li></ul>	7.0
		<ul><li>HBOS Australia (5,244)</li></ul>	8.0
130 George St, Parramatta	7,200	NSW Police	5.0
Australia Square, Sydney	6,121	<ul><li>Various</li></ul>	6.1
383 Kent Street, Sydney	3,589	<ul><li>Custom Call</li></ul>	5.0
Lumley Centre, Auckland	3,230	Lumley General Insur.	10.0
Southgate Complex, Melbourne	2,157	■Dairy Australia	4.0
Woodside Plaza, Perth	2,143	Woodside Energy	5.0
30 The Bond, Sydney	2,011	• EDS	5.2

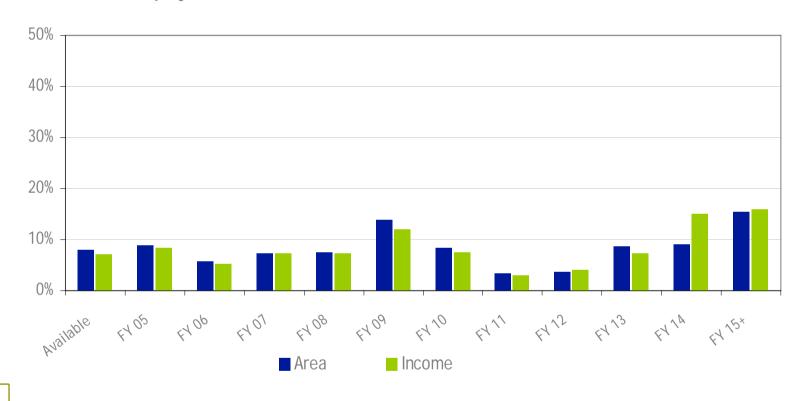
Heads of agreement are in place on approximately 18,000 sqm



**Key Leasing Tasks** 

Property	Vacant Area (sqm)	% Total Portfolio
Ferguson Centre (under refurbishment)	10,970	2.1%
45 Clarence St	9,608	1.8%
Australia Square*	7,129	1.4%
Others	13,196	2.4%
* Represents 50% ownership interest	40,903	7.7%

Lease Expiry Profile



#### Development & Refurbishment Update

#### Completed

45 Clarence Street, Sydney

Refurbishment works complete

#### Underway

1 Chifley Square, Sydney

Refurbishment due for completion & settlement, Mar 05

309-321 Kent Street, Sydney

Development Approval received, works forecast for completion Dec 05

Ferguson Centre, Parramatta

Refurbishment planning commenced, DA lodged

Lumley Centre, Auckland

Under construction, completion scheduled June 05

#### <u>Pipeline</u>

Bent Street, Sydney

Planning commenced



Lumley Centre, Auckland

# 3.3 DRT - INDUSTRIAL

Portfolio

Earnings (\$000s)	EM Dec 04	Grouped Dec 04	Actual Dec 03
Net Property Income	52,641	52,439	49,823
Net Sector Income	52,641	52,439	49,823



52 Holbeche Road, Arndell Park



### 3.3 DRT - INDUSTRIAL

### **Leasing Update**

■ Portfolio income up 5% over Dec 03

### Leasing

- New leases, renewals and heads of agreement of over 82,000 sqm
- 8% of portfolio by area
- Portfolio occupancy 98.1% (95.0% in June 04)
- Average lease term 4.1 years by income (4.3 years at June 04).

#### Significant leasing transactions during period include

Property	Area (sqr	n) Tenant	Term (years)
DB Distribution Centre, Salisbury, SA	15,272	Various	5.0
Redwood Gardens, Dingley, VIC	10,996	Various	7.2
DB Business Park, Brookvale, NSW	11,307	Fujifilm Australia	3.0
40 Talavera Road, North Ryde, NSW	7,516	Various	6.6



# 3.3 DRT- INDUSTRIAL

**Key Leasing Focus** 

Property	Vacant Area (sqm)	Total %
706 Mowbray Rd, Lane Cove, NSW	4,951	0.4%
11 Talavera Rd, North Ryde, NSW	4,530	0.4%
1-15 Rosebery Ave, Rosebery, NSW	4,209	0.4%
Others	7,147	0.7%
Total	20,837	1.9%

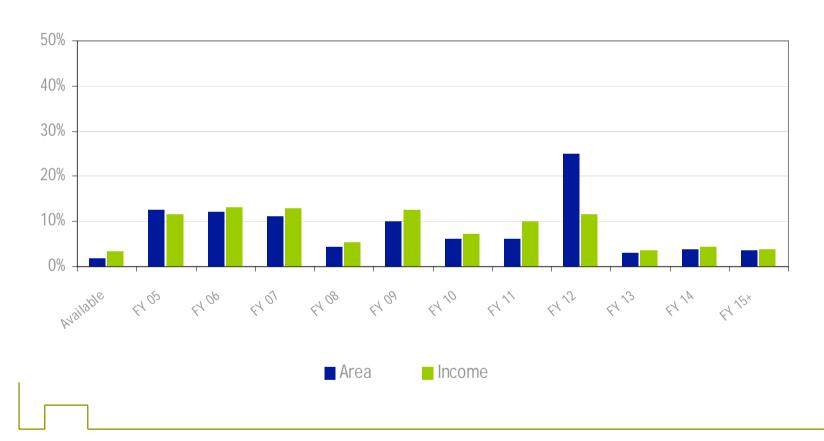


Building C, 11 Talavera Road, North Ryde



## 3.3 DRT - INDUSTRIAL

Lease Expiry Profile



## 3.3 DRT - INDUSTRIAL

**Development Update** 

■ Completed - Approximately 63,000sqm delivered

Property	Tenant	Area (sqm)	Completed
Laverton, Vic	Visy Steel	20,234	Dec 04
Dandenong, Vic	Aluminium Specialties	7,580	Dec 04
Axxess Corporate Park, Vic	Draeger Medical	3,000	Nov 04
Kings Park, NSW	CSL Limited	1,800	Sep 04
Greystanes, NSW	Various	30,746	July 04
Underway			
Property	Tenant	Area (sqm)	<b>Expected Completion</b>
Dandenong, Vic	Westgate Logistics	10,500	June 05
Eastern Creek, NSW	CCL	16,850	Mar 05
Axxess Corp Park, Vic	Alinta Gas	7,650	Mar 05

## 3.4 DRT - RETAIL

Portfolio

Earnings (\$000s)	EM Dec 04	Grouped Dec 04	Actual Dec 03
Net Property Income	21,665	20,614	17,304
Net Sector Income	21,665	20,614	17,304

- Timing difference actual income is less than EM forecast due to differences between actual & forecast settlement dates of Whitford City & Mt Druitt.
- These differences are substantially offset by interest cost savings during the period.



## 3.4 DRT - RETAIL

**Centre Statistics** 

Centre	Centre T/O \$psm	Specialty T/O \$psm	Total Centre MAT Growth	Total Specialty MAT Growth	Occ Cost Specialty %
Whitford City	6,078	7,387	20.3%	32.7%	13.9%
Westlakes	N/A	N/A	4.4%	2.9%	12.9%
Plenty Valley	8,644	6,623	15.9%	8.3%	10.6%
North Lakes	4,834	5,787	N/A	N/A	13.2%
Mt Druitt	5,037	7,632	5.8%	4.8%	15.4%
Portfolio Od Portfolio De		99.5% 0.13%			



### 3.4 DRT - RETAIL

### **Development Update**

- Westlakes, SA
  - \$64 million, 8.75% forecast return
  - Stages 1,2 & 3 complete
  - Stage 4 Due to complete May 05
- Mount Druitt, NSW
  - \$60 million, 7.63% forecast return
  - Stage 1: 17 shops, 5 kiosks due Sept 05
  - Completion due Mar 06
- Development pipeline
  - Plenty Valley, Vic
  - North Lakes, Qld
  - Whitford City, WA



Westlakes, SA

Portfolio

Earnings (\$000s)	EM Dec 04	Grouped Dec 04
Net Property Income (\$USD)	18,634	19,492
Net Property Income (\$AUD)	27,346	27,141
US Income Support	2,436	0
Net Sector Income	29,782	27,141

- NPI (\$USD) up 4.6% before Income Support
- EM assumed Income Support, which has not yet been drawn
- EM assumed \$AUD/USD exchange rate of \$0.6814, actual rate was \$0.7182



### **Leasing Update**

- New leases and renewals of more than 880,000 square feet (4.4% of portfolio area)
- Occupancy 87.4% (87.0% at June 04)
- Average lease term 3.4 years (3.2 years at June 04)
- Significant leasing transactions during the period include:

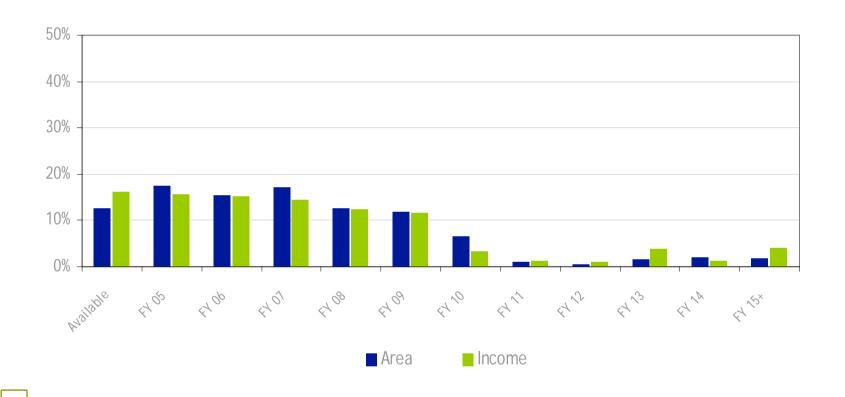
Property	Tenant	Area (sq ft)	Lease Term (yrs)	Lease Type
10397 West Van Buren St, Tolleson, AZ	States Logistics	278,142	1.25	Renewal/ Expansion
1614 Westbelt Dr, Columbus, OH	United Stationers Supply	229,200	5.0	Renewal
9565 Sta Anita Ave, Riverside, CA	Weber Inc.	212,300	5.0	New
3601 East Plano Pkway, Plano, TX	Tekelec	87,195	10.0	New



**Key Leasing Focus** 

Property			Vacant Area (Sq Ft)	% Total Portfolio
9842 International Blvd	Cincinnati	ОН	204,800	1.0%
1855 Dornoch Court	San Diego	CA	131,600	0.7%
3601 East Plano Parkway	Plano	TX	123,365	0.6%
3520 Westinghouse Blvd	Charlotte	NC	121,900	0.6%
3550 Westinghouse Blvd	Charlotte	NC	104,000	0.5%
7453 Empire Drive, Bldg C	Independence	KY	101,250	0.5%
1855 Dornoch Court	San Diego	CA	88,400	0.4%
12000 Jersey Court	Mira Loma	CA	88,134	0.4%
912 113th Street	Arlington	TX	79,735	0.4%
3765 Atlanta Industrial Drive	Atlanta	GA	76,440	0.4%
181 Fulling Mill Road	Mechanicsburg	PA	70,232	0.4%
Other vacancies			1,316,250	6.6%
Total			2,506,106	12.6%

Lease Expiry Profile



Outlook

- US industrial vacancies reduced by 60 basis points in 2004, the first reduction since 2000. Net absorption in 2004 rose to 175 million sq ft, the strongest year since 2000 and following negative absorption in 2002 (-9m sq ft) and a low base in 2003 (19m sq ft).
- Construction activity (115 m sq ft) remains at around 50% of peak highs (221 m sq ft average, 1997-2001)
- Rising land values and construction costs have increased replacement costs by 10-20% in some areas
- Broad based recovery evident with rents increasing faster in stronger markets, though even weaker markets are beginning to see some upward pressure
- Recovery expected to gather momentum in 2005, with net absorption of 170-190 m sq ft expected versus deliveries of 115-135 m sq ft, expected to reduce availability by further 50-70 basis points

Source: RREEF



Beaumeade Telecom - Beaumeade Circle, Ashburn, Virginia

## 3.6 DRT - DRO

Earnings (\$000s)	EM Dec 04	Grouped Dec 04
Income from DRO	1,807	1,947
Income Tax	113	311
Net Income from DRO	1,694	1,636

- 50% contribution from DB RREEF Holdings Pty Ltd
- Income comprises asset and property management fees less operating costs
- Management Expense Ratio for the period is 0.396%



# 3.6 DRT - DRO

**Active Opportunity** 

### 16-20 Barrack Street, Sydney

- DRT to exercise call as outlined in EM
- Purchase Price \$44.5 m
- Opportunity to reposition and add value
- Strata title opportunity



# 3.7 DRT - CAPITAL MANAGEMENT

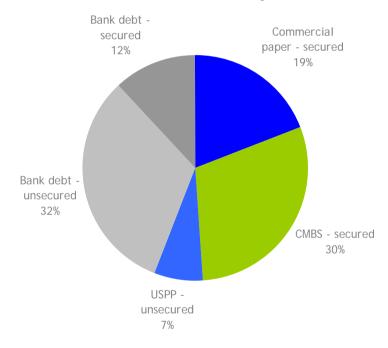
**Equity** 

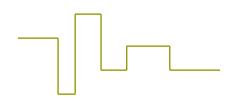
- 2,583.8m securities Issued to previous DDF, DIT and DOT security holders
- 41.5m securities issued to Deutsche Australia Limited as consideration for 50% of DB RREEF Holdings Limited at \$1.312
- 106.7m securities issued through December DRP at \$1.279 in Feb 05
- 2,732.0m securities on Issue as at 1 March 2005



# 3.7 DRT - CAPITAL MANAGEMENT

- Refinancing Completed
  - A\$900m Syndication facility
  - US \$200m US Private Placement (7,10,12 years)





### 3.7 DRT - CAPITAL MANAGEMENT

#### **Debt Profile**

- Duration of debt increased from 2.5 years to 3.5 years
- Current % of debt hedged at 82%
- Interest hedge duration: 4.6 years
- Interest cover 3x
- Cost of debt 5.43% (inclusive of margins & fees)
  - A 6.18%
  - US 4.12%
  - NZ 7.20%
- Gearing (net of cash) as at December 2004 44%
- Currency hedging: 88% at 71.06 cents



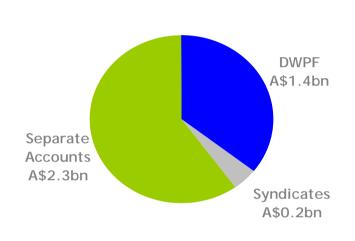
## 3.7 DRT - CAPITAL MANAGEMENT

**Debt Maturity Profile** 



4 THIRD PARTY FUNDS MANAGEMENT

### 4 THIRD PARTY FUNDS MANAGEMENT



#### DWPF \$1.4bn (126 investors)

- Managed under delegated authority
- Proposed transfer of RE to be considered at AGM 3Q 05
- No DRT investment existing investor priority
- Acquired 50% of Regents Park, NSW

#### Separate Accounts

- **STC** \$1.9bn
- **AXA** \$0.4bn

#### Syndicates (989 investors)

Three funds, \$0.2bn

# 5 BOARD COMPOSITION

### 5 BOARD COMPOSITION

# 4 Independent Board Members (including Chairman)

Chris Beare (Chairman)

Elizabeth Alexander AM (Chair of Audit Committee)

Barry Brownjohn

Stewart Ewen

### 3 Directors appointed by DAL

Victor Hoog Antink (CEO)

Charles Leitner (effective March 2005)

Brian Scullin (Chair of Compliance Committee)

Alternate to Charles Leitner

Shaun Mays (Chair of Remuneration Committee)

### **Strength of Board Composition**

- ✓ Majority Independent Directors
- ✓ Independent Chairman
- ✓ Independent Chairman of Audit Committee
- ✓ Strong expertise in:
  - Property
  - Financial markets
  - Accounting, compliance and governance
- ✓ Accessing the global DBRE / RREEF platform



**6 MANAGEMENT** 

### **6 MANAGEMENT**

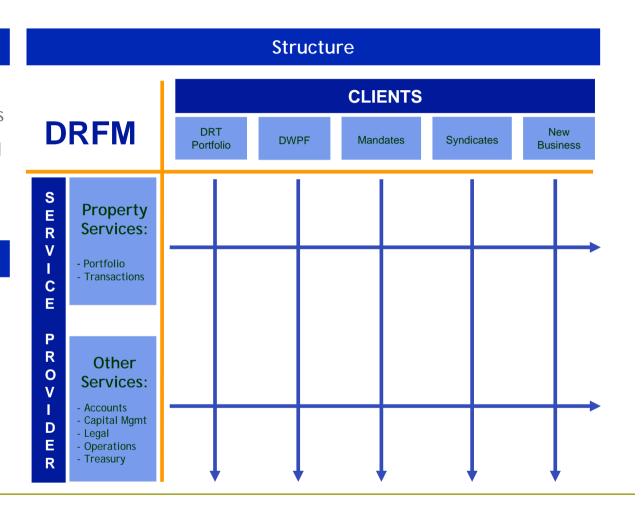
Client Service Model

### **Principals**

- Client centric approach to maximise returns for all funds
- Service providers integrated platform to individual portfolio/fund managers

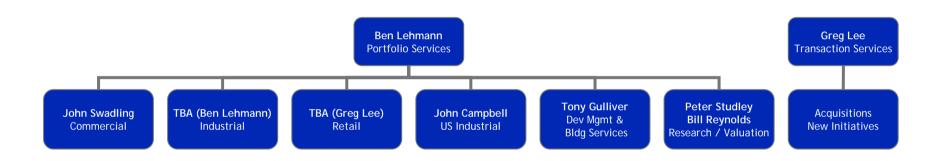
#### **Outcomes**

- ✓ Better quality services
- Greater efficiencies in asset classes
- Greater flexibility, more opportunities



### 6 PROPERTY SERVICES MANAGEMENT STRUCTURE

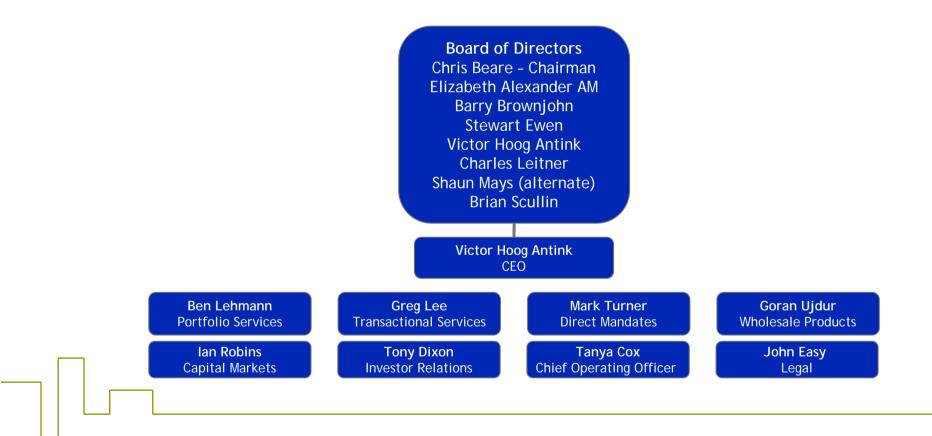
**Organisational Chart** 





### **6 GROUP MANAGEMENT STRUCTURE**

**Organisational Chart** 



# 7 FUTURE DIRECTION AND STRATEGY

### 7 FUTURE DIRECTION & STRATEGY

- Portfolio performance
  - Continued leasing focus on existing assets
  - Stabilise income stream
- Management platform
  - Strengthen DRFM Management team
  - Incremental resources
- Enhance eps growth
  - Extract enhanced returns from existing asset base
  - Assess new investment opportunities
- Leverage the global platform
  - US primary focus



# 8 ANNEXURES

- 8.1 Commercial
- 8.2 Industrial
- 8.3 Retail
- 8.4 US Industrial
- 8.5 DRT Capital Management
- 8.6 DRH DRO Analysis



# 8.1 ANNEXURES - COMMERCIAL

#### Commercial Portfolio

Property NOI - Six months ending	Dec 04 (A\$m)	Dec 03 (A\$m)	1 Chifley Square, Sydney Garema Court, Canberra	2.1 2.0	0.4 2.4
Governor Phillip & Macquarie Tower Complex, Sydney (50%)	15.0	15.3	15 Bent St, Sydney	1.7	1.7
Southgate Complex, Southbank	14.1	13.6	14 Moore Street, Civic	1.5	1.3
The Zenith, Chatswood	9.0	8.5	144 Edward Street, Brisbane (sold Nov-04)	1.2	1.8
Woodside Plaza, Perth	8.9	0.9	Flinders Gate Complex, Melbourne	0.7	0.6
Australia Square Complex, Sydney (50%)	6.2	7.1	1 Bligh St, Sydney (50%)	0.5	0.0
Lumley House and Ernst & Young Building, Sydney (50%)	5.6	4.7	2 O'Connell St, Sydney (50%)	0.3	0.3
44 Market St, Sydney	4.8	5.2	4 O'Connell St, Sydney (50%)	0.3	0.5
30 The Bond, Sydney	4.6	0.0	Lumley Centre, Auckland	0.2	0.0
One Margaret St, Sydney	4.1	2.1	9 Bligh St, Sydney (50%)	0.1	0.2
201 Elizabeth St, Sydney (50%)	3.8	4.4	383 Kent Street, Sydney (Car Park)	2.2	1.9
8 Nicholson St, Melbourne	3.6	3.5	Flinders Gate Car Park, Melbourne	1.9	1.8
Victoria Cross, North Sydney	3.4	3.5	34 Little Collins St, Melbourne (Car Park)	1.9	1.8
383 Kent Street, Sydney	3.2	2.7	Albert & Charlotte Sts, Brisbane (Car Park)	1.5	1.4
130 George St, Parramatta	3.0	3.0	32 Flinders St, Melbourne (Car Park)	1.0	1.0
45 Clarence St, Sydney	2.6	7.4	Total Commercial - Australia & NZ	110.6	99.0



# 8.2 ANNEXURES - INDUSTRIAL

#### Industrial Portfolio

	Dec 04	Dec 03	3 Brookhollow Ave. Norwest	1.6	1.6
Property NOI - Six months ending	(A\$m)	(A\$m)			
11 Talavera Rd, North Ryde	5.2	7.0	Target Distribution Centre, Lot 1 Tarras Road, Altona North 2 Minna Close, Belrose	1.5 1.4	1.5 1.8
Axxess Corporate Park, Cnr Ferntree Gully & Gilby Rds, Mount V	4.0	3.3	145-151 Arthur St, Flemington	1.3	1.1
Kings Park Industrial Estate, Vardys Road, Maryong	3.1	2.8	1-55 Rothschild Ave, Rosebery	1.3	1.1
436-484 Victoria Rd, Gladesville	2.0	1.7	12 Frederick St, St Leonards	1.3	1.4
10-16 South St, Rydalmere	2.0	1.6	1 Garigal Rd, Belrose	1.2	1.1
114-120 Old Pittwater Rd, Brookvale	1.9	1.8	1 Foundation Place, Greystanes	1.0	0.0
1-15 Rosebery Ave, Rosebery	1.9	2.0	Redwood Gardens Industrial Estate, Boundary Road, Dingley	1.0	0.9
250 Forest Rd South, Lara	1.7	1.7	15-23 Whicker Rd. Gillman	0.9	0.9
79 St Hilliers Rd, Auburn	1.7	1.4	25 Donkin St, West End Brisbane	0.9	0.9
The Egerton St Industrial Estate	1.7	1.7	121 Evans Rd, Salisbury	0.8	0.8
Pound Rd, Dandenong	1.7	0.0	706 Mowbray Rd, Lane Cove	0.8	1.0
Knoxfield Industrial Estate, Henderson Road, Knoxfield	1.6	1.4	700 Mowbray Ha, Lanc Cove	0.0	1.0



# 8.2 ANNEXURES - INDUSTRIAL

#### Industrial Portfolio

0.7	0.7			
0.7	0.6	Wallgrove Road, Eastern Creek	0.4	0.0
0.6	0.8	68 Hasler Rd, Herdsman	0.4	0.4
0.6	0.6	,		0.3
		352 Macaulay Rd, Kensington	0.3	0.3
		40 Biloela St, Villawood	0.3	0.3
		75 Carnaryon Street, Silverwater (sold Aug-04)	0.3	1.4
		•		0.3
0.6	0.6	,		
0.5	0.5	•		0.0
0.5	0.5	,		0.0
0.5	0.5	Total Industrial - Australia	52.5	49.8
	0.7 0.6 0.6 0.6 0.6 0.6 0.6 0.6 0.5	0.7       0.6         0.6       0.8         0.6       0.6         0.6       0.2         0.6       0.6         0.6       0.6         0.5       0.5         0.5       0.5	0.7       0.6       Wallgrove Road, Eastern Creek         0.6       0.8       68 Hasler Rd, Herdsman         0.6       0.6       27-29 Liberty Rd, Huntingwood         0.6       0.2       352 Macaulay Rd, Kensington         0.6       0.6       40 Biloela St, Villawood         0.6       0.6       75 Carnarvon Street, Silverwater (sold Aug-04)         239-251 Woodpark Rd, Smithfield       239-251 Woodpark Rd, Smithfield         0.5       0.5       Boundary Rd, Laverton North         Total Industrial - Australia	0.7       0.6       Wallgrove Road, Eastern Creek       0.4         0.6       0.8       68 Hasler Rd, Herdsman       0.4         0.6       0.6       27-29 Liberty Rd, Huntingwood       0.3         0.6       0.2       352 Macaulay Rd, Kensington       0.3         0.6       0.6       40 Biloela St, Villawood       0.3         0.6       0.6       75 Carnarvon Street, Silverwater (sold Aug-04)       0.3         0.6       0.6       239-251 Woodpark Rd, Smithfield       0.3         0.5       0.5       33 McDowell St, Welshpool (sold Nov-04)       0.2         0.5       0.5       Boundary Rd, Laverton North       0.0         Total Industrial - Australia



# 8.3 ANNEXURES - RETAIL

**Retail Portfolio** 

	Dec 04	Dec 03	
Property NOI - Six months ending	(A\$m)	(A\$m)	
Whitford City Shopping Centre, Hillary (50%)	8.2	9.1	-
Whitford Avenue, Hillary (50%)	0.2	0.8	
Westlakes Shopping Centre, Westlakes	6.6	6.8	
Plenty Valley Town Centre, South Morang (50%)	0.6	0.6	
Westfield Mount Druitt (50%)	3.6	0.0	
Westfield North Lakes (50%)	1.4	0.0	
Total Retail - Australia	20.6	17.3	

# 8.4 ANNEXURES - US INDUSTRIAL

**US Industrial Portfolio** 

	NOI	Charlotte	
Metro	\$m USD	Commerce Park	0.1
Atlanta	·	Brookford St	0.0
Atlanta Industrial Drive	0.0	Westinghouse Blvd	0.2
Highlands Parkway	0.2	Cincinnati/NKY	
Town Park Drive	0.1	Airport Exchange Blvd	0.1
Williams Drive	0.1	Empire Drive	0.0
Stone Mountain	0.1	International Way	0.2
	0.1	Kentucky Drive	0.3
Baltimore		Spiral Drive	0.1
MD Food Park	0.4	Turfway Rd	0.1
West Nursery Rd	0.1	124 Commerce Drive	0.0
Cabot Techs	0.4	Kenwood Rd	0.4
9112 Guilford Rd	0.2	Lake Forest Drive	0.4
Stayton Drive	0.2		
Patuxent Range	0.2	World Park	0.1
Bristol Court	0.3	Columbus	
		Eq/West/Div	0.7
NE Baltimore	0.1	2700 International St	(0.0)
Boston		Twin Creeks Drive	0.1
Boston Industrial	0.2	SE Columbus	0.3



# 8.4 ANNEXURES - US INDUSTRIAL

#### **US Industrial Portfolio**

Dallas		Los Angeles	
Arlington	0.1	Glendale	0.5
Diplomat Drive 1900	0.1	Industry Circle	0.1
Diplomat Drive 2055	(0.0)	Alonda/Altura	0.4
Bradley Lane	0.1	San Fernando Rd	0.3
North Lake Drive	0.2	Memphis	
Airline Drive - 555	0.1	Memphis Industrial	0.2
Airline Drive - 455	0.1	Minneapolis	0.2
Hillguard Rd	0.1	Lexington Ave	0.2
Regency Crest Drive	0.0	Mounds View	0.3
East Collins Blvd	(0.0)	Trenton Lane	0.3
E Plano / Shiloh	(0.0)		
E Plano / Summit	0.5	Monticello Lane	0.0
Avenue F	0.2	Cahill Road	0.0
10th Street	0.1	Northern Virginia	
Capital Ave	0.0	Dulles EDS Drive	0.5
Valwood Hutton Drive	0.0	Alexandria	0.8
Harrisburg		Calvert / Murry's	0.1
Brackbill Blvd	0.5	Nokes Blvd	0.4
Mechanicsburg	0.4	Guilford	0.4
Fulling Mill Rd	0.1	Beaumeade Telecom	0.6

# 8.4 ANNEXURES - US INDUSTRIAL

#### **US Industrial Portfolio**

Orlando			
Orlando CP	1.0	San Diego	
Exchange Drive	0.1	Dornoch Court	(0.1)
Phoenix		Airway Road	0.1
South 41st Ave	0.2	Newton Drive	0.3
South 40th Ave	0.2	Oak Ridge Way	0.1
West Van Buren St	0.2		0.1
44th Ave	0.1	Seattle	
South 9th St	0.1	Kent West	0.5
North 47th Ave	0.1	Riverbend 79th Ave	0.1
South 55th Ave	0.1	Riverbend South 266th St	0.1
South Priest Drive	0.1	South Florida	
West Alameda Drive	0.1	West Palm Beach	0.4
East Encanto Drive	0.1	vvoot i diiii Bodoii	0.4
East University	0.1	SubTotal Proporty NOI	18.2
Riverside		SubTotal - Property NOI	
Chino	0.1	Accrual for rent free and straight line rent	1.3
Mira Loma	0.2	Adjusted NOI	19.5
Ontario	0.6		
East Santa Ana St	0.1		
Rancho Cucamonga	0.3		
Jersey Court	(0.0)		



### 8.5 ANNEXURES - DRT CAPITAL MANAGEMENT

Interest rate hedging profile

	FY05	FY06	FY07	FY08	FY09
A\$m hedged	1523	1383	1018	838	338
A\$ hedge rate <sup>1</sup>	6.22%	6.26%	6.26%	6.21%	6.33%
Average rate <sup>2</sup>	6.18%	6.23%	6.23%	6.21%	6.34%
US\$m hedged <sup>3</sup>	646	635	619	611	550
US\$ hedge rate <sup>1</sup>	4.37%	4.48%	4.47%	4.52%	4.47%
Average rate <sup>2</sup>	4.12%	4.35%	4.46%	4.62%	4.75%
	FY05	FY06	FY07	FY08	FY09
US\$m hedged	13.5	15.5	12.4	9.4	4.8
Avg A\$/US\$	0.7106	0.6930	0.6859	0.6761	0.6681
hedge rate					

<sup>1</sup> Weighted average hedge rate including margin & fees



<sup>2</sup> Weighted average fixed and floating rate including margin & fees

<sup>3</sup> includes 80% of total hedges of DBRREEF Industrial LLC (US JV)

### 8.6 ANNEXURES - DRH - DRO ANALYSIS

P&L Summary

	DB Operations Trust	
3 Months 31 Dec 04		3 Months 31 Dec 04
\$m		\$m
6.4	→ Interest Income (50%)	1.3
6.2	Equity accounted profit *50%)	0.8
12.6	Total income	<u>2.1</u>
4.2	Interest expense	(0.2)
(2.5)	Net profit before tax	1.9
(0.1)		
<u>1.6</u>		
0.8		
	\$m 6.4 6.2 12.6 4.2 (2.5) (0.1) 1.6	3 Months 31 Dec 04  \$m  6.4 6.2 Equity accounted profit *50%)  Total income Interest expense (2.5) Net profit before tax  (0.1)  1.6

# 9 IMPORTANT INFORMATION

### 9 IMPORTANT INFORMATION

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