

DEXUS Property Group (ASX: DXS)

ASX release

5 November 2012

2012 Annual General Meeting

Chair's address

Good afternoon ladies and gentlemen, I am pleased to welcome you to the 2012 Annual General Meeting today. My name is Chris Beare. I am the Chair of the Board of Directors of DEXUS Funds Management Limited.

This is DEXUS's eighth Annual General Meeting since stapling in 2004. For many investors the AGM is the best opportunity to hear first-hand from the Board and management about the Group, so we invite you to ask questions when we come to the resolutions.

We are again webcasting this AGM which we hope enables more investors to participate. If you wish to hear today's speeches again you will be able to replay them from our website.

Today, I will provide an update on the market in which we operate, summarise the Group's performance during the year, and then discuss remuneration, corporate responsibility and sustainability and corporate governance.

Your CEO, Darren Steinberg, will present our revised strategy and discuss the achievements of the Group in 2012 and our outlook for 2013.

Current market conditions

Looking at operating conditions here in Australia, they continue to be challenging as a result of ongoing global economic uncertainty. In FY12 this continued to have an impact on business confidence, with mixed indicators in the US and uncertainty about future growth in the economies of Europe and China.

In property markets, this uncertainty has contributed to subdued tenant demand. We expect these conditions to continue into 2013 but longer term market fundamentals remain sound.

The national CBD office market occupancy rate is 92.2% and longer lead times to secure new leases have resulted in some upward pressure on incentives. While the office market demand remains tempered, more recently we are seeing some positive signs in our key core markets and solid interest in high quality buildings. Increased demand is coming from the legal, insurance and business services sectors, as well as suburban based tenants looking to move to CBD locations due to competitive conditions and a reduced price differential for rents.

Australian prime industrial markets are enjoying high occupancy rates and low levels of supply of prime quality facilities have led to an increase in speculative development such as the select projects DEXUS has undertaken successfully over the past year. Solid demand continues for quality industrial facilities located close to major road networks and the trend continues for larger businesses seeking to integrate their diversified operations and consolidate their property and facility requirements to Sydney's outer western markets. This has driven demand for newer facilities on the arterial intersections at Greystanes, Erskine Park and Eastern Creek.

DEXUS Property Group (ASX: DXS)

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New CEO and FY12 performance

The last 12 months has seen a transformation of DEXUS Property Group with the appointment of a new CEO, a review of our business and property portfolio and the development of a revised strategy including an extensive review and revision to our remuneration framework.

During the year the Board appointed Darren Steinberg, who commenced in March as the new Chief Executive Officer and Executive Director. Darren brings a wealth of property sector experience to the Group with a background in listed and unlisted property, asset management and development. Prior to joining DEXUS, Darren was Managing Director of Colonial First State Global Asset Management with responsibility for \$18 billion of listed property, unlisted property and asset management and development functions.

Over the past six months, Darren has created efficiencies and progressed key strategic initiatives such as the sale of the US central portfolio. He has led the review and development of our revised strategy which is designed to reinforce DEXUS's position as Australia's leading real estate company and he will provide further detail on this strategy shortly.

Property is a long term business. We are proud of the performance we have delivered against the risks we have taken. Our decisions reflect good management, a careful judgment about risk and relative reward, and sound governance.

Looking closely at performance, in an uncertain market DEXUS delivered a total shareholder return for the year to 30 June 2012 of 12.2%, out-performing the A-REIT index over one, three and five years.

Remuneration framework

I now turn to remuneration.

Following the 28.2% unfavourable response to our remuneration report at last year's AGM, and as promised at that time, we have completed a comprehensive review of our remuneration practices. The result is the proposed new remuneration framework which is subject to your approval today.

I personally met with many of our investors, including our large institutional investors to get a better understanding of their concerns and the Board has reflected on that feedback in addition to advice from proxy advisors and remuneration consultants. We listened, acted and announced our revised remuneration framework in August and provided further detail in the 2012 Remuneration Report, which was distributed to investors in September 2012.

The new framework better aligns incentives for management with the revised strategy and also promotes greater clarity and alignment between executive pay outcomes and the interests of security holders.

The major outcomes of the review which apply to all key DEXUS executives, are:

- No increase in fixed remuneration for FY13
- A revised short term incentive plan will be introduced reflecting achievement of results against Balanced Scorecard metrics with 25% of any award deferred into performance rights to DEXUS securities, vesting over 12 and 24 months
- A new LTI will be introduced and is being put to security holder vote today. In this plan, key Executives will be granted performance rights to DEXUS securities subject to three performance hurdles, vesting over 36 and 48 months, which will be set by the Board and subject to clawback conditions



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Consistent with changes to the executive remuneration framework, the Board has also determined that it would be appropriate for Directors and management to hold DEXUS securities in the future, providing increased alignment to investor interests. From 1 July 2012 directors have three years to accumulate 50,000 DEXUS securities.

These changes are aimed at ensuring each component of the Group's overall remuneration framework better reflects current market practice and the Group's contemporary business environment and profile, specifically the A-REIT sector, and seeks to continue to attract and retain the best talent and reward strong performance, as we firmly believe this will deliver better results for our investors.

Corporate Responsibility and Sustainability

DEXUS is committed to embedding the principles of corporate responsibility and sustainability throughout our business. This year we have continued to build upon the significant successes that we have achieved in this important area.

During the year, we completed our \$31 million NABERS Energy upgrade program, improving the value, performance and appeal of our office properties. At 30 September, our listed office portfolio's average NABERS Energy rating is 4.3 stars and the NABERS Water rating is 3.3 stars.

In the year to 30 June 2012 we have continued to reduce our Australian portfolio's carbon footprint on the environment, reducing energy consumption by 8.9%, water consumption by 7.1% and GHG emissions by 6.8%. Over the last five years our consumptions levels have dropped by 34% for energy, 25% for water and our GHG emissions by 32%.

We have led by example, being the first Australian property trust with our Sydney head office to be certified carbon neutral by Low Carbon Australia and have achieved this certification again for the second year in a row.

Our commitment is to maintain the highest standards of corporate governance, ethics and environmental and social responsibility. We do this in order to increase investor value, provide excellent service to our tenants, support our people, partner with our suppliers, engage with our communities and respect our environment.

Changes to Board and Corporate governance

On 1 January 2012 we welcomed Richard Sheppard to the Board, replacing Brian Scullin who left on 31 October 2011. Richard is the former Managing Director and Chief Executive Officer of Macquarie Bank Limited and former Deputy Managing Director of Macquarie Group Limited, spending 36 years with the group. He brings a range of financial and business skills to the DEXUS Board, including valuable experience as a Director and Chairman of Macquarie Bank's listed and unlisted property trusts.

As previously mentioned, we also welcomed Darren Steinberg to the Board in March 2012 as CEO and Executive Director. Darren has more than 20 years' experience in the property industry.

On behalf of the Group and the Board, I would like to welcome Darren and Richard to the Board and we welcome the skills and experience they bring to the table.

Your Board is committed to achieving the highest standards of corporate governance and has adopted the ASX Corporate Governance Principles and Recommendations.

DEXUS is committed to employee diversity as we believe it enables organisations to make better informed decisions. We set a target last year of 33% female participation at the combined Board and senior management level by 2015 and I am pleased to report as at 30 June 2012 we are at 30%.



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We are dedicated to continuing to support and encourage diversity of all kinds at all levels - the Board of Directors, the senior management team and throughout our organisation.

Conclusion

In conclusion, we are committed to developing a high performing organisation that creates superior value for investors and stakeholders.

The financial year to 30 June 2012 has proven to be very successful for the Group and FY13 shows significant promise, with the launch of our revised strategy and early achievement of a number of strategic objectives.

I would like to take this opportunity to thank Darren and his team for the strong performance achieved in a market faced with challenging conditions. Although these conditions and market volatility are expected to continue, we expect both the Australian office and industrial markets to be positioned for growth from 2014.

On behalf of the Board, I thank you for your support during the past year and I look forward, with your endorsement, to leading the Board again through 2013.

Darren will now provide a brief overview of the business and our revised strategy and how we are tracking against our strategic objectives.

CEO's address

Thank you Chris and good afternoon to everyone present today and on the webcast.

Looking at DEXUS today, our operating platform comprises \$7.0 billion of balance sheet assets, and \$5.9 billion of third party funds - a total of \$12.9 billion in funds under management

We have office and industrial properties on balance sheet and an established and successful third party funds management business with exposure to office, industrial and retail properties.

Strategy overview

Following a strategic review we have revised the Group's vision and strategy.

Our vision is to be globally recognised as Australia's leading real estate company.

Our strategy is to deliver superior risk-adjusted returns for our investors from high quality Australian real estate, primarily comprising CBD office buildings.

We will do this by:

- being the leading owner and manager of Australian office
- having the best people, strongest tenant relationships, and most efficient systems
- being the wholesale partner of choice in Australian office, industrial and retail to leverage our expertise through the cycles
- while actively managing our capital and risk in a prudent and disciplined manner

Our people are instrumental to our success and we will embed a culture of service excellence and high performance with the objective that our people are recognised for their property expertise, institutional rigour and entrepreneurial spirit.



DEXUS Property Group (ASX: DXS)

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FY13 initiatives

In FY13 we are focussed on a number of initiatives that align to each of our strategic objectives.

Pleasingly over the past six months we have implemented several of these initiatives and execution momentum has been established with:

- the part exit from the US
- the implementation of a business restructure bringing our people closer to our properties
- the establishment of a new capital partnership with the National Pension Service of Korea
- two new office acquisitions

Consistent with our strategy to exit offshore markets, we have progressed the sale of the remaining US portfolio and expect to agree terms prior to Christmas.

In an effort to reinforce our culture of high performance, next year we will be moving our head office to Australia Square. This move will enable us to occupy a building we own and create a new workplace to re-energise our culture, in a location that aligns with our new vision.

Target composition and markets

Turning to our target composition and the focus for the DXS portfolio.

Moving forward, DEXUS will concentrate on the Australian markets and make a full exit from all offshore markets within the next 12 to 24 months.

In terms of sector composition, we are targeting for our balance sheet to comprise 80-90% office properties and 10-20% industrial properties. In office we will concentrate on the core CBD markets of Sydney including North Sydney, Melbourne, Brisbane and Perth. In industrial we will concentrate on the key industrial markets of Sydney, Melbourne and Brisbane.

Our overall philosophy for development, an area where we have an excellent track record, will be to develop properties for both our balance sheet as well as our third party funds.

FY12 key achievements

Looking at our key achievements for the 2012 financial year:

- delivered a total security holder return of 12.2% for the year
- distributions per security grew by 3.3%
- FFO per security was up 3.4%
- we implemented a business restructure and associated management changes which will see approximately \$10 million in cost savings
- our team delivered some excellent results, leasing 1 million square metres of space across the entire portfolio and our office portfolio delivered strong performance, generating like-for-like income growth of 5.4%



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- our balance sheet remains strong with limited short term refinancing requirements and in April we revised our distribution payout ratio to 70-80% of FFO effective from FY13
- in our third party funds management business, our funds ended the year as top quartile performers and DEXUS Wholesale Property Fund was also successful in raising more than \$420 million of equity.

So overall we delivered some solid operational results during the year.

Strategic office acquisitions

In line with our objective of being a leader in Australian office, we announced the acquisition of two office properties in August 2012.

50 Carrington Street, located in the heart of the Sydney CBD, is an opportunity for us to reposition the property through more effective leasing, refurbishment and improving the NABERS ratings. Since announcing the acquisition, we secured early access to the property prior to settlement on 30 November and have achieved some positive results in terms of leasing. We have also commenced a \$5.3 million capital expenditure program to reposition the property.

12 Creek Street is located in the heart of Brisbane's financial district, and we acquired this property jointly with the DEXUS Wholesale Property Fund as a long-term investment. Early access to the property prior to settlement has resulted in our team securing renewals with a number of tenants, increasing the weighted average lease expiry to 5.5 years.

These acquisitions demonstrate our ability to invest in accretive opportunities, generating value for investors.

Total portfolio

We have continued our strong leasing focus in the first quarter of FY13, leasing approximately 200,000 square metres across the portfolio, increasing our occupancy to 94.7%. Our weighted average lease expiry also increased to 4.8 years.

At 1 Bligh Street, owned 33% by DXS, 93% of the property is now committed, a significant improvement from 55%, this time last year.

In the quarter to 30 September 2012, we achieved a portfolio value uplift of \$21.6 million through the external revaluation of six properties.

On the development front, we are on track to complete four industrial developments by 31 December 2012 and to date have secured \$1.25 million in trading profits.

Capital management

Capital management is a core focus for us as we continue to diversify our funding sources, increase debt duration and reduce funding costs.

During the September quarter we increased the diversity and duration of debt through the issuance of \$180 million of medium term notes, marginally reducing our cost of debt to 6.0%. Gearing is now 29%, below the Group's target range of 30-40%.

In April of this year, we commenced an on-market securities buy-back program for up to \$200 million of securities and to date, have completed 64% of this target.



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With no debt facilities maturing until September 2013 and with current undrawn debt of approximately \$400 million, we are well positioned to respond to any changes in debt markets and also have the capacity to redeploy funds into value enhancing acquisitions.

2013 outlook and guidance

As we enter FY13, we are already achieving early momentum and delivering on our strategic objectives. Our total portfolio is well occupied and we have demonstrated our ability in forward solving leasing risks. In the current challenging environment, we are confident we have the scale, expertise and strategy to continue to grow earnings.

In light of the performance during the September 2012 quarter and barring unforeseen changes to operating conditions, we are confident of delivering on our guidance¹ for earnings or FFO for the year ending 30 June 2013 is 7.75 cents per security, a 1.3% increase over FY12 and a like-for-like increase of 5.2% excluding the sale of the US central portfolio. As a result of our revised payout policy we are targeting a payout ratio of 75% for FY13, and distributions are expected to grow 8.4% to 5.8 cents per security for the year ending 30 June 2013.

I thank you for your continued support, the Board for their guidance and in particular the DEXUS team for their commitment and effort in driving returns for investors.

For further information please contact:

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About DEXUS

DEXUS's vision is to be globally recognised as the leading real estate company in Australia, with market leadership in office. DEXUS has \$13 billion of assets under management and invests in high quality Australian office and industrial properties and, on behalf of third party clients, is a leading manager and developer of industrial properties and shopping centres in key markets. The Group's stock market trading code is DXS and more than 18,000 investors from 15 countries invest in the Group. At DEXUS we pride ourselves on the quality of our properties and people, delivering world-class, sustainable workspaces and service excellence to our tenants and delivering enhanced returns to our investors. DEXUS is committed to being a market leader in Corporate Responsibility and Sustainability. www.dexus.com

DEXUS Funds Management Ltd ABN 24 060 920 783, AFSL 238163, as Responsible Entity for DEXUS Property Group (ASX: DXS)

1. Barring unforeseen circumstances and assuming a 75% payout ratio, delivering 2% like-for-like NOI growth in office portfolio, approx. \$2 million in trading profits, cost of debt at 6.0% and excluding impacts of any further on-market securities buy-back.

2012 DEXUS Property Group Annual General Meeting



CHRIS BEARE

Chair



DARREN STEINBERG

Chief Executive Officer



ELIZABETH ALEXANDER AM



BARRY BROWNJOHN



JOHN CONDE AO



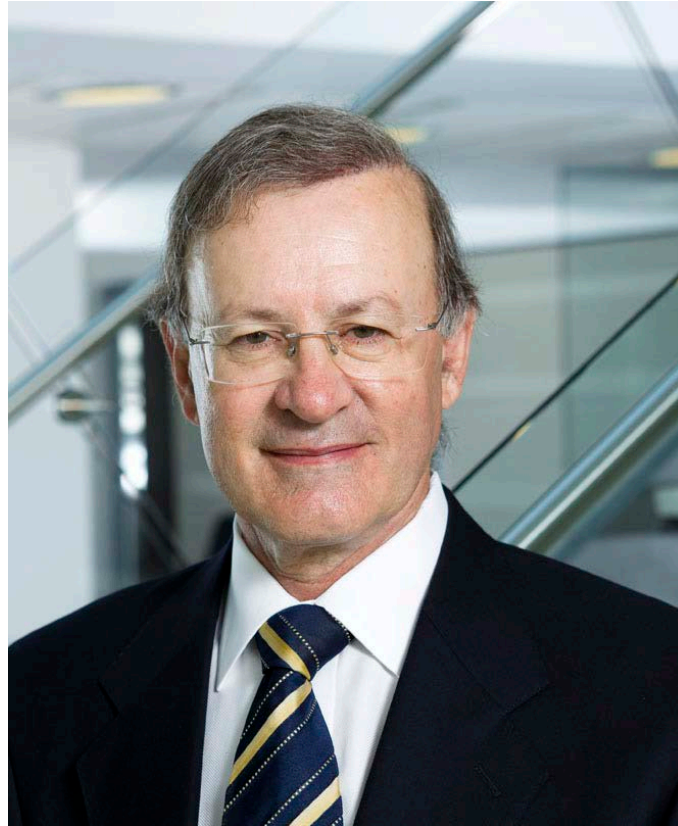
TONIANNE DWYER



STEWART EWEN OAM



RICHARD SHEPPARD



PETER ST GEORGE



DEXUS BOARD OF DIRECTORS



2012 ANNUAL GENERAL MEETING



CHAIR'S ADDRESS



CHAIR'S ADDRESS

Current market conditions

- Challenging operating conditions continued to impact business confidence in FY12
- Uncertainty contributed to subdued tenant demand in property markets
- Longer term market fundamentals remain sound
 - National CBD office market occupancy rate is 92.2%¹
 - Positive signs in our key core markets
 - Increased demand from legal, insurance and business services sectors
- High occupancy rates and low supply levels in prime industrial markets
 - Increase in prime grade speculative developments
 - Solid demand for quality industrial facilities located close to major road networks

1 Bligh Street, Sydney, NSW



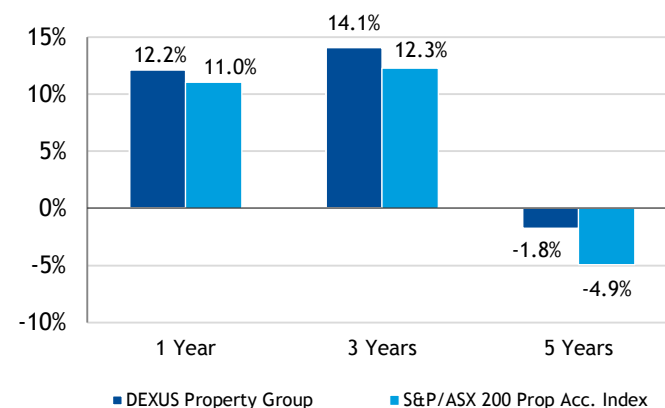
1. As at 30 June 2012.

CHAIR'S ADDRESS

New CEO and FY12 performance

- FY12 was a year of transition and refocus
 - Darren Steinberg appointed CEO 1 March 2012
 - Strategic review of business and property portfolio
 - Created efficiencies and progressed strategic initiatives
 - Announcement of revised DEXUS strategy
 - Extensive review of our remuneration framework
- DEXUS delivered a 12.2% total security holder return for the year to 30 June 2012 outperforming the A-REIT index¹

DEXUS total security holder return to 30 June 2012



Sydney CBD view from Gateway, 1 Macquarie Place, Sydney, NSW



1. S&P/ASX 200 Property Accumulation Index.

CHAIR'S ADDRESS

Remuneration framework

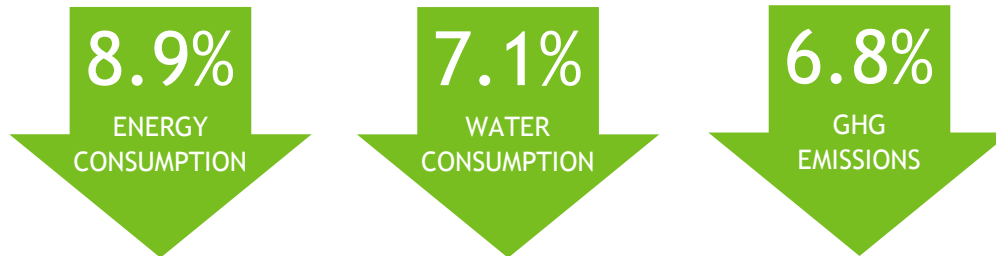
- Post the unfavourable response to the 2011 Remuneration Report we completed a full review of our remuneration framework
- Have proposed a new remuneration framework that is being voted on today
 - Aligns incentives for management with revised strategy
 - Promotes greater clarity and alignment between executive pay outcomes and the interests of security holders
- Major outcomes of the review which applies to all key DEXUS executives include:
 - No increase in fixed remuneration for FY13
 - DEXUS Performance Payment Plan to be discontinued
 - DEXUS Deferred performance Plan will be closed and become a legacy plan and the performance multiplier discontinued for prior year awards
 - Introduction of a new Long Term Incentive plan subject to three performance hurdles
 - Revision of the Short Term Incentive plan
 - DEXUS Directors now permitted to hold DEXUS securities
- Framework better reflects current market practices

CHAIR'S ADDRESS

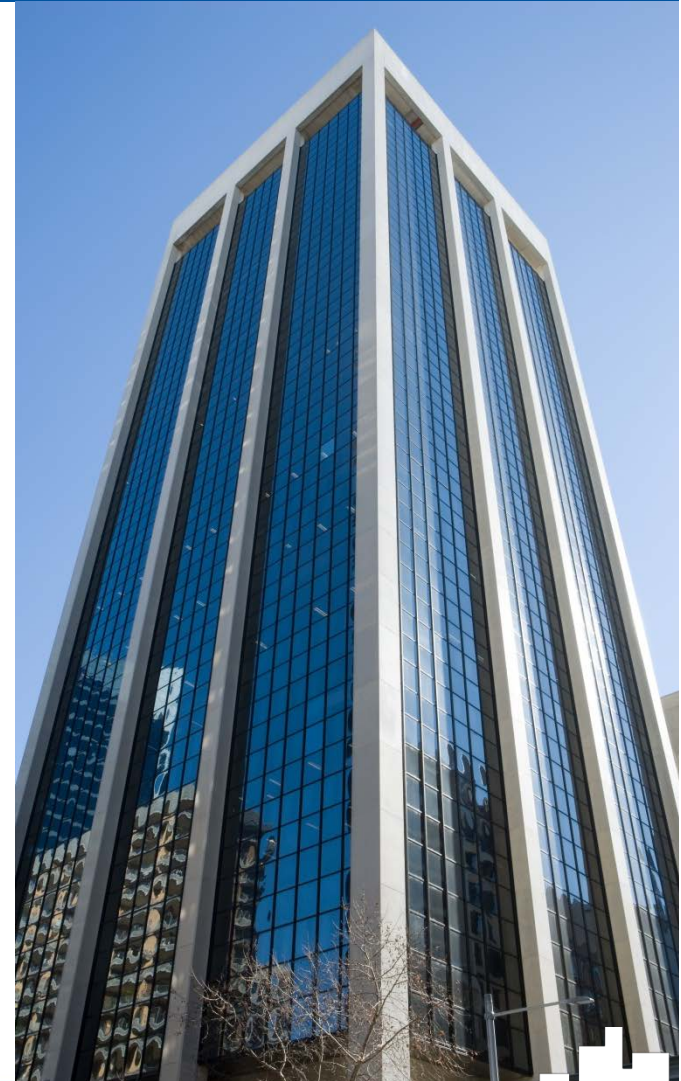
Corporate Responsibility & Sustainability

- Completed \$31 million NABERS Energy upgrade program across the DXS office portfolio
 - NABERS Energy rating of 4.3 stars and NABERS Water rating of 3.3 stars at 30 September 2012
 - On target to reach 4.5 star NABERS Energy rating by 31 December 2012
- DEXUS head office certified carbon neutral for second successive year

Australian portfolio environmental performance¹



44 Market Street, Sydney, NSW



1. Year to 30 June 2012.

CHAIR'S ADDRESS

Changes to the Board and corporate governance

- Richard Sheppard joined the Board on 1 January 2012
- Darren Steinberg joined the Board on 1 March 2012
- Board is committed to leading corporate governance and social responsibility practices
- Board strongly supports employee diversity
 - Female participation at senior management now 30%, with a target of 33% by 2015

123 Albert Street, Brisbane, QLD



CHAIR'S ADDRESS

Conclusion

- Committed to creating superior value for investors and stakeholders
- FY12 was a year of refocus for the Group
- We will continue to work with management to achieve our strategic objectives for FY13
- We expect both the Australian office and industrial markets to be positioned for growth from 2014

Australia Square, 264-278 George Street, Sydney, NSW



CEO'S ADDRESS



CEO'S ADDRESS

DEXUS's current position

DEXUS Property Group platform

A\$12.9bn^{1,2} AUM

Public and private capital | 259 property professionals | 152 properties | 4.0m sqm NLA

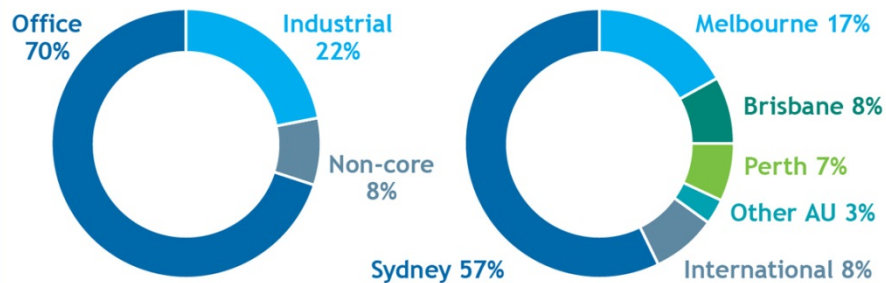
Office AUM A\$6.8bn

Industrial AUM A\$3.1bn

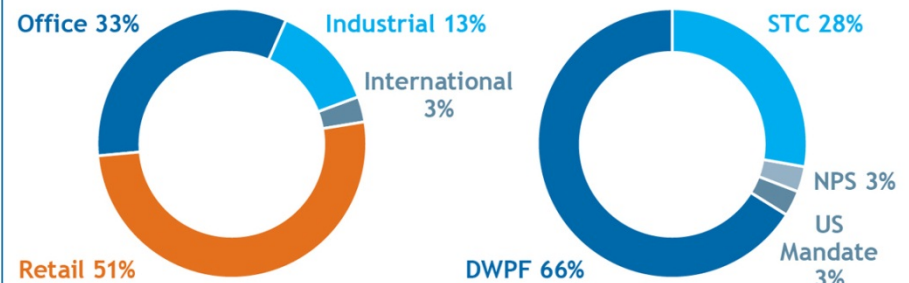
Retail AUM A\$3.0bn

Development pipeline A\$1.2bn

DXS portfolio investments A\$7.0bn



Third Party Funds Management A\$5.9bn



Asset management
& leasing

Development
management

Transaction
management

Finance
& Treasury

Research

Legal &
Compliance

Funds
management

Corporate
services

Sustainability

1. Excluding cash.

2. At 30 June 2012, adjusted for the office acquisitions and the impact of NPS partnership.

OUR VISION

To be globally recognised as Australia's leading real estate company

OUR STRATEGY

To deliver
superior risk-adjusted
returns for our investors from
high quality Australian real estate primarily
comprising CBD office buildings

OUR STRATEGIC OBJECTIVES

OFFICE

Being the leading
owner and manager
of Australian office

CORE CAPABILITIES

Having the best people,
strongest tenant
relationships and most
efficient systems

CAPITAL PARTNERSHIPS

Being the wholesale
partner of choice in
Australian office,
industrial and retail

CAPITAL & RISK MANAGEMENT

Actively managing
our capital and risk
in a prudent and
disciplined manner

OUR PEOPLE WILL BE RECOGNISED FOR

Property expertise

Institutional rigour

Entrepreneurial spirit

CEO'S ADDRESS

FY13 initiatives

FY13

Refocusing the business and strengthening the platform

Strategic objectives

Initiatives

OFFICE

- Proactively managing and driving the performance of the office portfolio
- Redeploying excess capital into core Australian office markets
- Enhancing tenant relationships through implementing new systems and practices

CORE CAPABILITIES

- Implementing programs and systems to enhance core property capabilities
- Embedding a culture of service excellence and high performance
- Creating operational efficiencies and reducing costs

CAPITAL PARTNERSHIPS

- Growing third party funds management business through:
 - Developing new capital partnerships
 - Partnering with third party funds on investment opportunities

CAPITAL & RISK MANAGEMENT

- Reducing the cost and improving the access to capital
- Progressing the exit of non-core offshore markets
- Progressing the recycling of non-core Australian properties

■ Execution momentum established through the following initiatives:

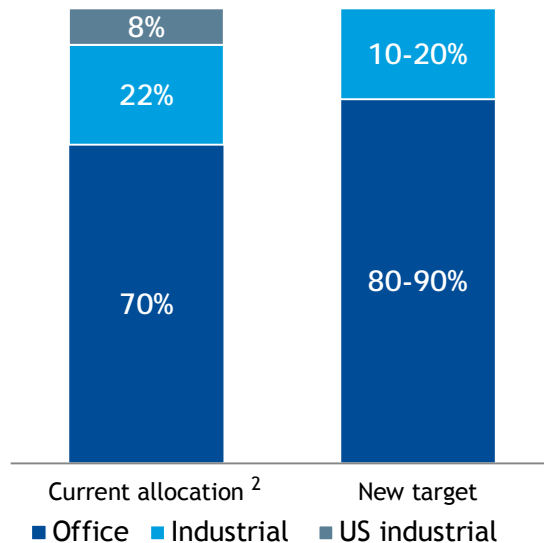
- ✓ Sale of the US central portfolio
- ✓ Implementation of a business restructure
- ✓ Establishment of a new capital partnership with the National Pension Service of Korea (NPS)
- ✓ Acquisition of two new office properties
- ✓ Implementation of systems to enhance our core capabilities
- ✓ Progressed the sale of the remaining US portfolio with terms expected to be agreed prior to Christmas
- ✓ Relocating our head office to Australia Square in early 2013

CEO'S ADDRESS

Target composition and markets

- Exit from non-core offshore markets
- Concentrate on core Australian markets
- Maintain strong balance sheet and high credit ratings

DXS portfolio composition target¹



Maximum of 15% of funds under management exposure to development in DXS portfolio

DXS target markets



1. Target of 3-5 year timeframe.

2. As at 30 September 2012, including the NPS partnership and the acquisitions of 50 Carrington Street, Sydney and 12 Creek Street, Brisbane.

CEO'S ADDRESS

FY12 key achievements

DXS investor returns

12.2%

Total security holder return for year and outperformed
A-REIT index¹ over 1, 3 and 5 years

3.3%

Growth in distribution per security

DXS Group

Property portfolio

Capital
management

Third party funds
management

3.4%

FFO per security
growth

1 million

sqm leased²
in total

\$1.6bn

Total transactions
across the Group

27.2%

Gearing at
30 June 2012

Top quartile
investment
performance for
DWPF and STC

\$10m

in cost savings
secured

5.4%

Office like-for-like
NOI growth

US\$770m

US central portfolio
sold

70-80%

FFO payout ratio
from FY13

\$420m+

Equity raised for
DWPF

1. S&P/ASX 200 Property Accumulation index.

2. Including heads of agreement.

CEO'S ADDRESS

Strategic office acquisitions

- 50 Carrington Street, Sydney
 - Acquired for \$58.5 million
 - Achieved early leasing success, prior to settlement
 - Commenced \$5.3 million capital expenditure repositioning program
- 12 Creek Street, Brisbane
 - Acquired for \$241.6 million¹, jointly with DEXUS Wholesale Property Fund
 - Achieved early leasing success, prior to settlement
- Funded from existing debt facilities

50 Carrington Street, Sydney



12 Creek Street, Brisbane



1. 100% interest acquisition price. DXS ownership interest is 50%.

CEO'S ADDRESS

Total portfolio for the quarter to 30 September 2012

- Leased a total of 198,038 square metres¹ across the portfolio, in 87 transactions over the quarter
- 1 Bligh Street now 93% committed
- 6 properties revalued during quarter
 - \$21.6 million valuation uplift or 3.6% increase on prior book value²
- On track to complete four industrial developments by 31 December 2012
- Secured \$1.25 million of trading profits

DXS total portfolio		30 Sep 12
Total number of properties ³		107
Total NLA (sqm)		2.5 million
Occupancy by area		94.7%
Weighted average lease expiry		4.8 years
DXS office portfolio		30 Sep 12
Number of properties ³		30
Occupancy by area		96.2%
Weighted average lease expiry		5.0 years
DXS industrial portfolio		30 Sep 12
Number of properties		44
Occupancy by area		94.0%
Weighted average lease expiry		4.3 years

1. Includes heads of agreement (HOA).

2. Based on properties valued.

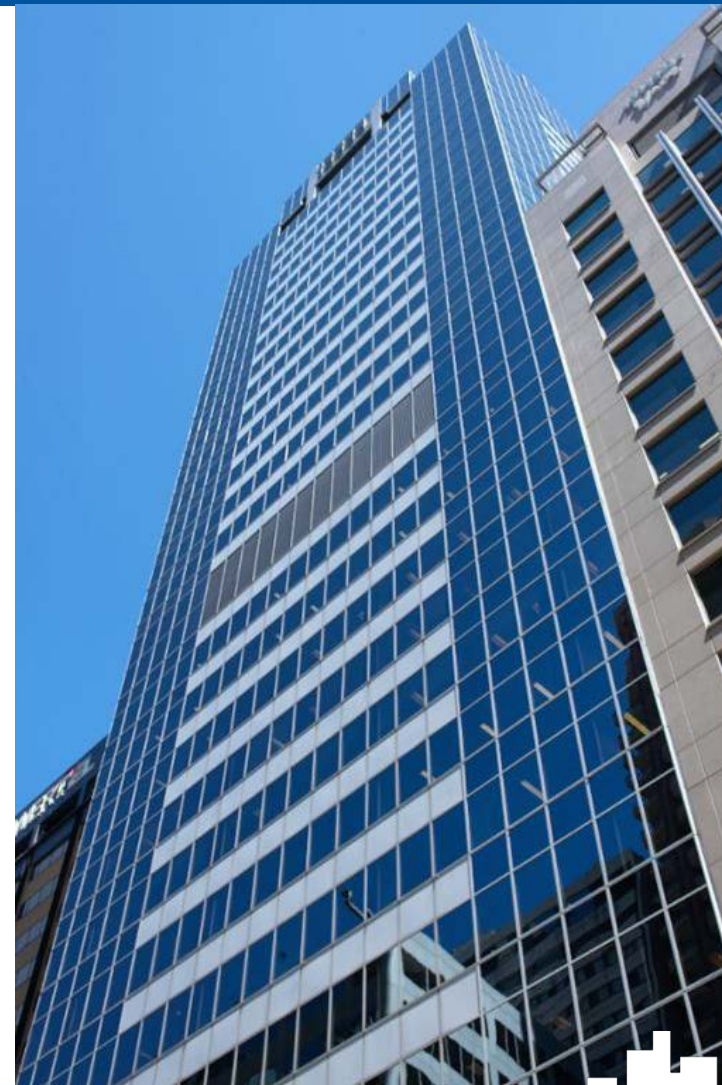
3. Includes 50 Carrington Street, Sydney and 12 Creek Street, Brisbane.

CEO'S ADDRESS

Capital management for the quarter to 30 September 2012

- Increased the diversity and duration of debt through issuance of \$180 million of medium term notes
- Cost of debt at 6.0%
- Gearing at 29.3%
- Undrawn facilities of approximately \$400 million
- On-market buy-back continued with a total of \$128 million in securities bought back and now 64% complete
- DEXUS Treasury team awarded Corporate Treasury Team of the Year at the Annual Capital/CFO Magazine award
- Well positioned to respond to any changes in debt markets

45 Clarence Street, Sydney NSW



CEO'S ADDRESS

2013 outlook and guidance

- Solid progress and execution of revised strategy
- Strong leasing results in office and industrial portfolios
- High exposure to deal flow, on and off-market
- We are confident we have the scale, expertise and strategy to continue to grow earnings
- Market guidance¹ for FY13 reaffirmed:
 - FFO per security: 7.75 cents
 - Distribution per security: 5.8 cents

Central atrium, 1 Bligh Street, Sydney, NSW



1. Barring unforeseen circumstances and assuming a 75% payout ratio, delivering 2% like-for-like NOI growth in office portfolio, approx. \$2 million in trading profits, cost of debt at 6.0% and excluding impacts of any further on-market securities buy-back.

DISCUSSION AND QUESTIONS



WRITTEN QUESTIONS



GENERAL QUESTIONS



FORMAL BUSINESS



RESOLUTION 1

“That the Remuneration Report for the financial year ended 30 June 2012 be adopted”

VOTING FOR RESOLUTION 1



RESOLUTION 3



RESOLUTION 3.1

“That approval is given for:

- a) the establishment of a plan, to be called the DEXUS Transitional Performance Rights Plan (‘Transitional Plan’) for the provision of incentives to senior executives whom the Board of DEXUS Funds Management Limited determines to be eligible to participate in the Transitional Plan (‘participants’)
- b) the grant of performance rights to participants and the subsequent transfer or allocation of DEXUS stapled securities to, or in relation to, participants under the Transitional Plan
- c) the provision of benefits to those participants under the Transitional Plan”

VOTING FOR RESOLUTION 3.1



RESOLUTION 3.2

“That approval is given for:

- a) the establishment of a plan, to be called the DEXUS Short Term Incentive Performance Rights Plan (‘STI Rights Plan’) for the provision of incentives to employees whom the Board of DEXUS Funds Management Limited determines to be eligible to participate in the STI Rights Plan (‘participants’);
- b) the establishment of a plan, to be called the DEXUS Long Term Incentive Performance Rights Plan (‘LTI Rights Plan’) for the provision of incentives to employees whom the Board of DEXUS Funds Management Limited determines to be eligible to participate in the LTI Rights Plan (‘participants’);
- c) the grant of performance rights to participants, and the subsequent transfer or allocation of DEXUS stapled securities to, or in relation to, participants under the STI Rights Plan and the LTI Rights Plan
- d) the provision of benefits to those participants under the STI Rights Plan and the LTI Rights Plan”

VOTING FOR RESOLUTION 3.2



RESOLUTION 4

“That approval is given for:

- a) the granting of 453,417 performance rights to Darren Steinberg under the Transitional Plan
- b) the transfer or allocation of DEXUS stapled securities to Darren Steinberg upon vesting of the performance rights”

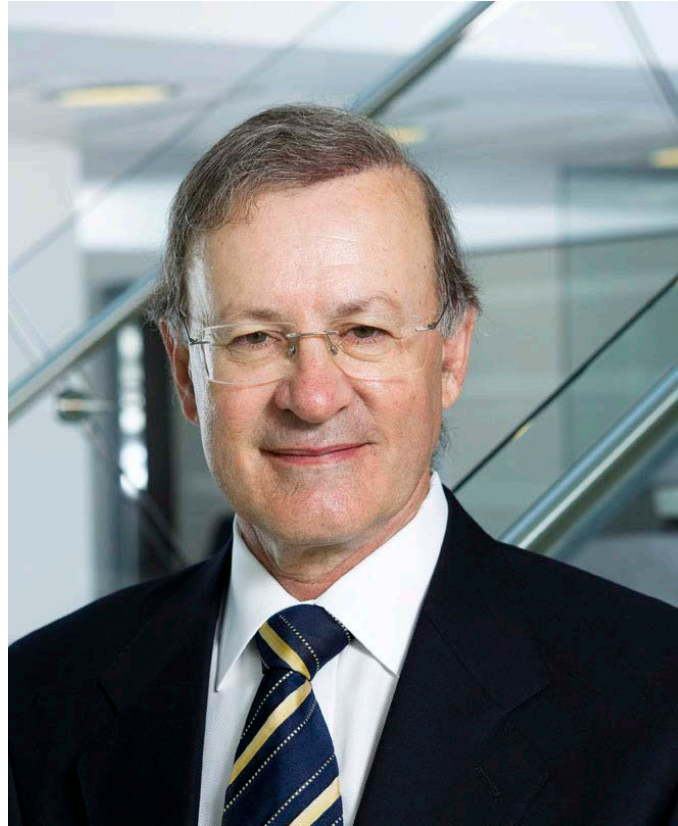
VOTING FOR RESOLUTION 4



RESOLUTION 5



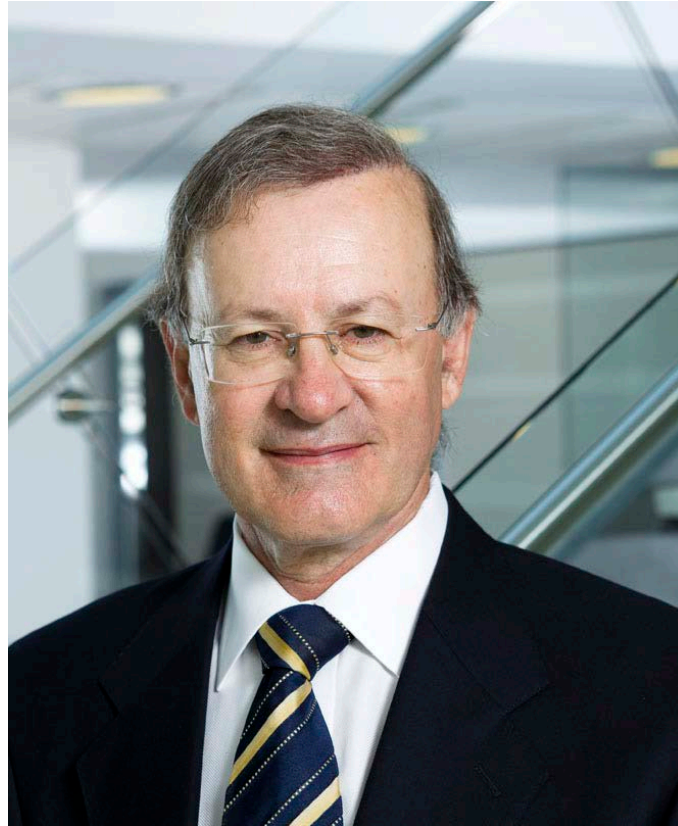
RICHARD SHEPPARD



RESOLUTION 5.1

“That the initial appointment of Richard Sheppard as a Director of DEXUS Funds Management Limited be ratified”

VOTING FOR RESOLUTION 5.1



CHRIS BEARE



RESOLUTION 5.2

“That the continued appointment of Chris Beare as a Director of DEXUS Funds Management Limited be ratified”

VOTING FOR RESOLUTION 5.2



JOHN CONDE



RESOLUTION 5.3

“That the continued appointment of John Conde as a Director of DEXUS Funds Management Limited be ratified”

VOTING FOR RESOLUTION 5.3



PETER ST GEORGE



RESOLUTION 5.4

“That the continued appointment of Peter St George as a Director of DEXUS Funds Management Limited be ratified”

VOTING FOR RESOLUTION 5.4



RESOLUTION 1 RESULTS



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THANK YOU FOR ATTENDING OUR
ANNUAL GENERAL MEETING



2012 DEXUS Property Group Annual General Meeting

