

DEXUS Property Group

September 2011
Investor meetings



DEXUS PLATFORM

Group outlook – Positive

		SECTOR – AUM/target allocation	KEY MESSAGE
Environment & Stakeholders	Property	Office \$4.5bn 60%	Driving growth and value Leverage through submarket concentration
		Industrial \$1.6bn 20%	Stable income and outlook Opportunities for development
		Industrial US \$1.2bn 20%	Capital values improving Focus on leasing
	Funds and Capital	Third Party \$6.2bn managed	Strong platform Future opportunity
		Funding & capital management	Conservative Well positioned

KEY FINANCIAL OUTCOMES

Results in line with prior guidance – stronger FY12

		June 2010	June 2011	% change
Key financial metrics	FFO	\$350.0	\$358.0	2.3%
	FFO per security	7.30c	7.40c	1.4%
	Distribution per security	5.10c	5.18c	1.6%
	Statutory profit	\$31.4m	\$553.0m	—
	Gearing	29.8%	28.4%	1.4%
	NTA per security	\$0.95	\$1.01	6.3%
Key portfolio metrics	Occupancy (by area)	89.9%	88.7%	
	WALE (by income) years	5.1	5.0	
	Like-for-like income growth	(2.3%)	1.9%	
	Portfolio value	\$7.3bn	\$7.5bn	
	Total assets under management	\$13.3bn	\$13.7bn	
		June 2011 actual	June 2012 guidance	
FFO		FY11: 7.40c	FY12: at least 7.65c ¹	3.4%
Distribution guidance		FY11: 5.18c	FY12: at least 5.35c ¹	3.3%

1. Barring unforeseen circumstances.

FUNDS FROM OPERATIONS

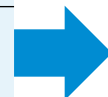
	June 2010 \$m	June 2011 \$m
Office	245.1	255.2
Industrial	109.9	116.4
Industrial US ¹	99.2	89.1
Non-core ^{1,2}	30.2	18.5
Currency impact on NOI	-	(12.0)
Management business contribution to FFO	(12.9)	(22.7)
Other operating costs	(10.2)	(7.3)
Operating EBIT	461.3	437.2
Finance costs ¹	(125.9)	(103.3)
Currency impact on finance costs	-	10.5
Cash and fit-out incentive amortisation	30.4	30.9
RENTS	(10.5)	(12.5)
Other	(5.3)	(4.8)
Funds From Operations (FFO)	350.0	358.0
FFO per security	7.3	7.4
Distribution per security	5.1	5.2

- Group like-for-like NOI up \$8m
- Management business contribution and other operating costs impacted by US internalisation and one-off costs
- Operating EBIT broadly unchanged before net asset disposals and currency movements, which are offset in interest expense
- Funds From Operations increased 2.3%

1. Constant currency: refer to DEXUS 2011 Annual Results Appendices for exchange rates.
2. Retail (FY10) and European industrial.

NET TANGIBLE ASSETS CHANGES

	June 2011 \$m	cps
Opening net tangible assets	4,576	95
Revaluation of real estate	182	4
Retained earnings ¹	107	2
Amortisation of tenant incentives	(31)	(1)
Fair value movements ²	35	1
NTA changes in comprehensive income	293	6
Movement in DRP and FX reserve	9	
Total movement in NTA	302	6
Closing net tangible assets	4,878	101

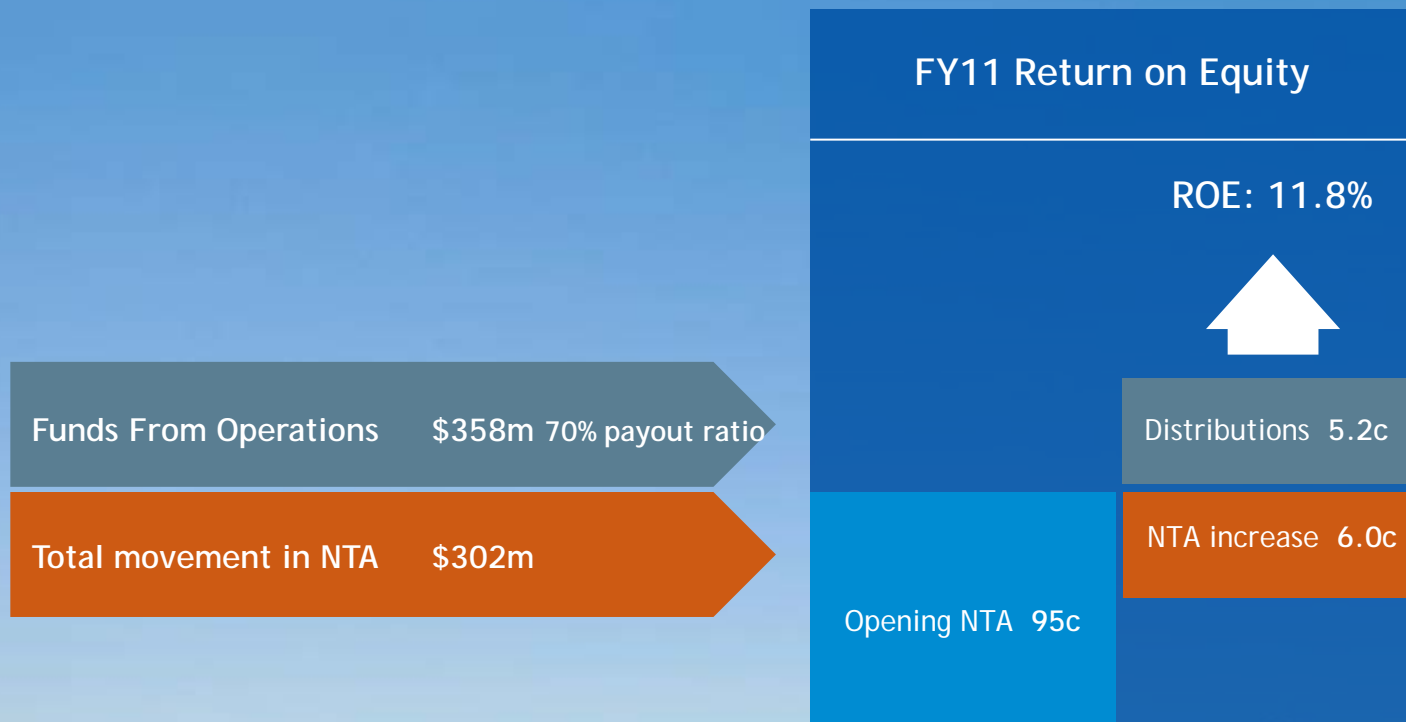


Investment property	Portfolio	Cap rate	Valuation movement
Office	60%	7.4%	\$123m
Industrial	22%	8.6%	-\$14m
Industrial US	16%	7.6%	\$81m
Industrial EU	2%	n/a	-\$8m
Total	100%	7.7%	\$182m

1. Based on payout ratio being 70% of FFO.

2. Includes primarily loss on sale of assets and fair value movements of derivatives.

FFO AND NTA CHANGES RESULT IN ROE 11.8%



Quarry Industrial Estate, Reconciliation Road, Greystanes, NSW

DXS PORTFOLIO

Focused platform: robust core returns - leveraged to cyclical upside

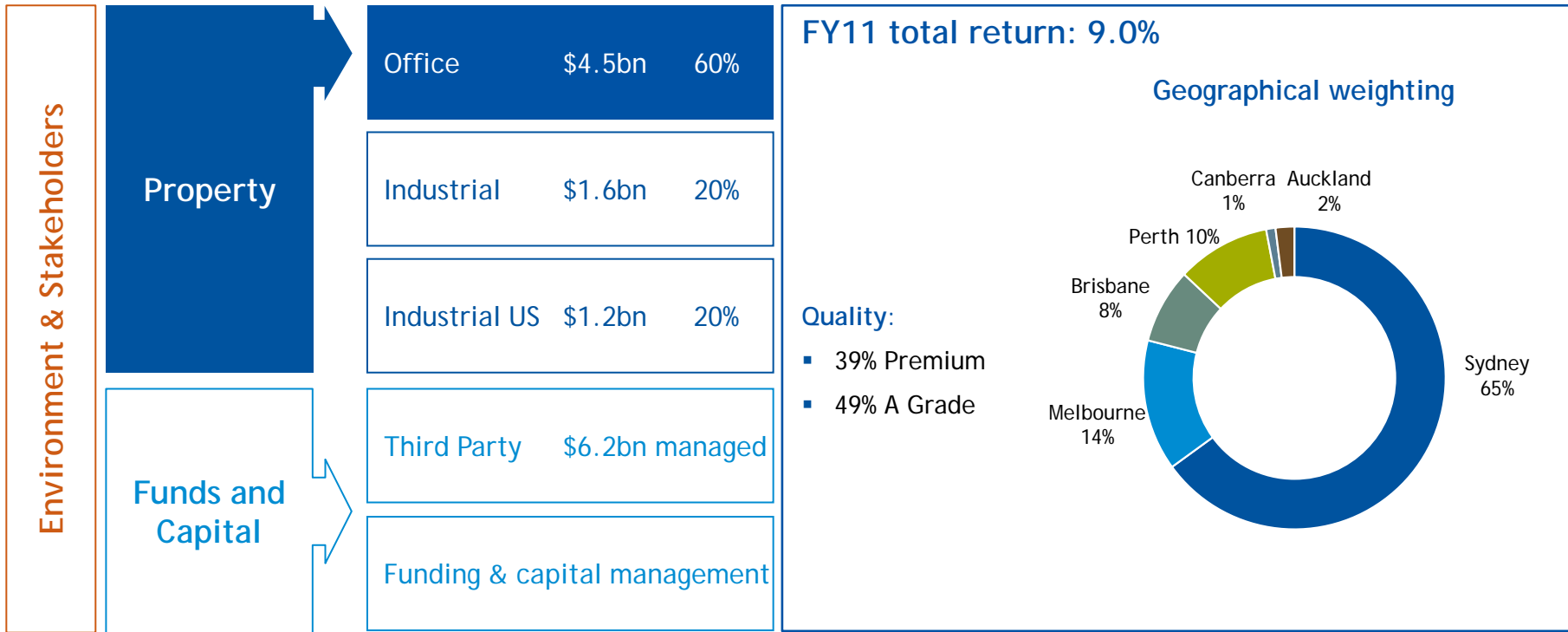
		SECTOR – AUM/target allocation	CORE RETURNS	ACTIVE RETURNS
Environment & Stakeholders	Property	Office \$4.5bn 60%	Prime properties in major CBD's (>85% AUM: target 9% IRR)	Development and trading (<15% AUM: target 15% IRR)
		Industrial \$1.6bn 20%	Sydney and Melbourne growth corridors (>80% AUM: target 10% IRR)	Development, trading & land (<20% AUM: target 15% IRR)
		Industrial US \$1.2bn 20%	Reposition to core markets (currently 50% FUM: target 8.5% IRR)	Medium term focus
	Funds and Capital	Third Party \$6.2bn managed	DWPF \$3.4bn and two mandates	Existing funds growth capital partnering
		Funding & capital management	Conservative approach, transparency and risk management	Reduced funding costs Increased return in equity



DEXUS PLATFORM

Office

SECTOR – AUM/target allocation



DEXUS PLATFORM

Office

		SECTOR – AUM/target allocation					
Environment & Stakeholders	Property	Office	\$4.5bn	60%			
		Industrial	\$1.6bn	20%			
		Industrial US	\$1.2bn	20%			
	Funds and Capital	Third Party	\$6.2bn managed				
		Funding & capital management					
					June 2010	June 2011	
					Net operating income	\$245.1m	\$255.2m
					NOI change	(0.7%)	4.1%
					Like-for-like	0.4%	3.3%
					Occupancy (area)	95.7%	96.2%
					Occupancy (income)	96.2%	95.3%
					Over/under rented	2.4% under	3.0% under
					Retention rates	56%	53%
					Lease duration by income	5.4yrs	5.3yrs
					Average cap rate	7.6%	7.4%

OFFICE PORTFOLIO — CORE

Sydney CBD — dominant owner/manager in Sydney's western corridor



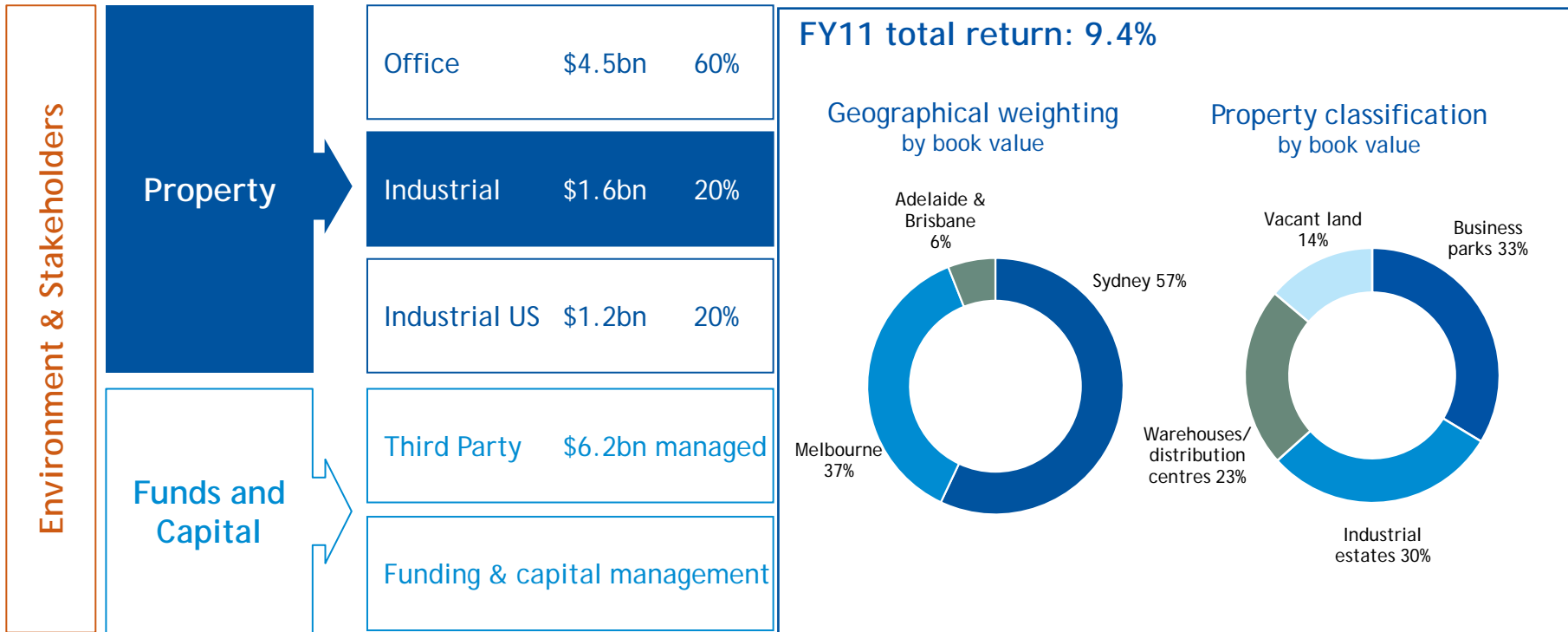
44 Market Street, Sydney

- Occupancy increased to 97%
- Rents up 10% (5% above market)
- Incentives 4% below market
- Valuation up 7.4%
- WALE up to 5.8 years
- FY11 total return 11.3%

DEXUS PLATFORM

Industrial

SECTOR – AUM/target allocation



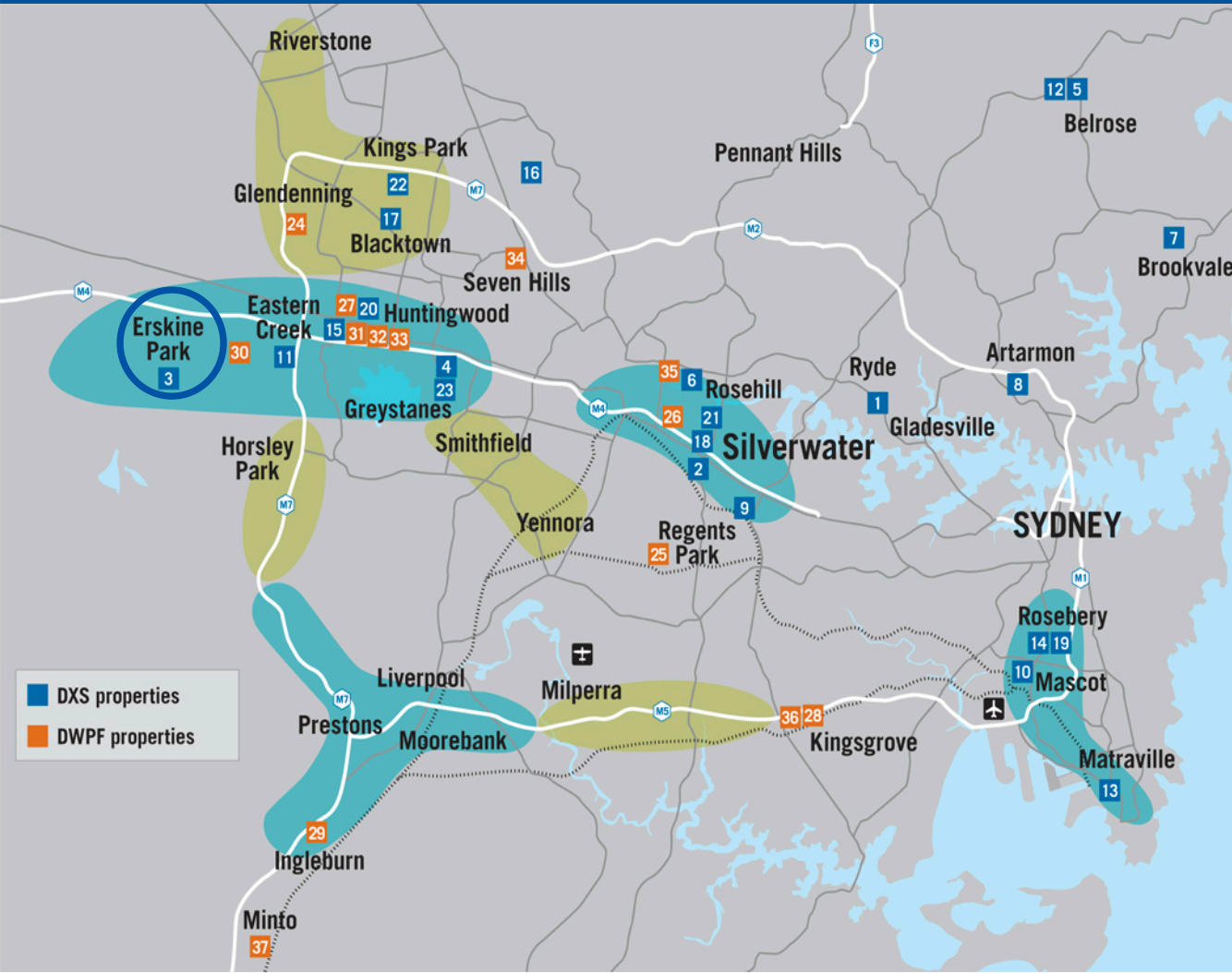
DEXUS PLATFORM

Industrial

		SECTOR – AUM/target allocation			
Environment & Stakeholders	Property	Office	\$4.5bn	60%	
		Industrial	\$1.6bn	20%	
		Industrial US	\$1.2bn	20%	
	Funds and Capital	Third Party	\$6.2bn managed		
		Funding & capital management			
				June 2010	June 2011
		Net operating income		\$109.9m	\$116.4m
		NOI change		0.6%	5.9%
		Like-for-like		1.6%	1.1%
		Occupancy (area)		98.4%	96.2%
		Occupancy (income)		97.9%	95.1%
		Over/under rented		7.1% over	4.9% over
		Retention rates		80%	61%
		Lease duration by income		4.9yrs	4.7yrs
		Average cap rate		8.8%	8.6%

INDUSTRIAL — ACTIVE

Sydney industrial hotspots — Erskine Park



- Local market knowledge and focus creates value
- Acquired 7.6 ha Aug 2010 \$15.9m (\$197/sqm)
 - Sold two lots at \$290/sqm
 - Strong enquiry for 21,000sqm spec warehouse
- Target project IRR: >20%

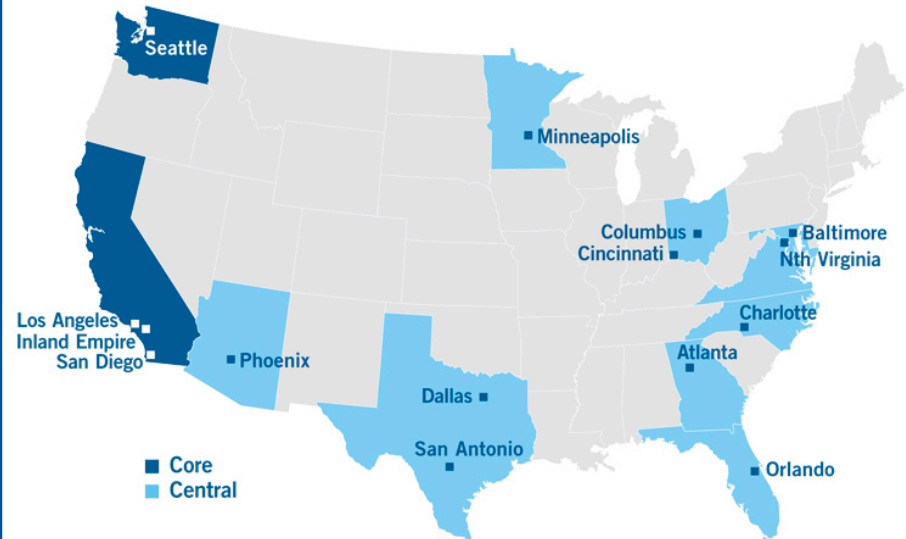
DEXUS PLATFORM

Industrial US

SECTOR – AUM/target allocation

Office	\$4.5bn	60%
Industrial	\$1.6bn	20%
Industrial US	\$1.2bn	20%
Third Party	\$6.2bn managed	
Funding & capital management		

FY11 total return: 14.3%



Environment & Stakeholders

Property

Funds and
Capital

DEXUS PLATFORM

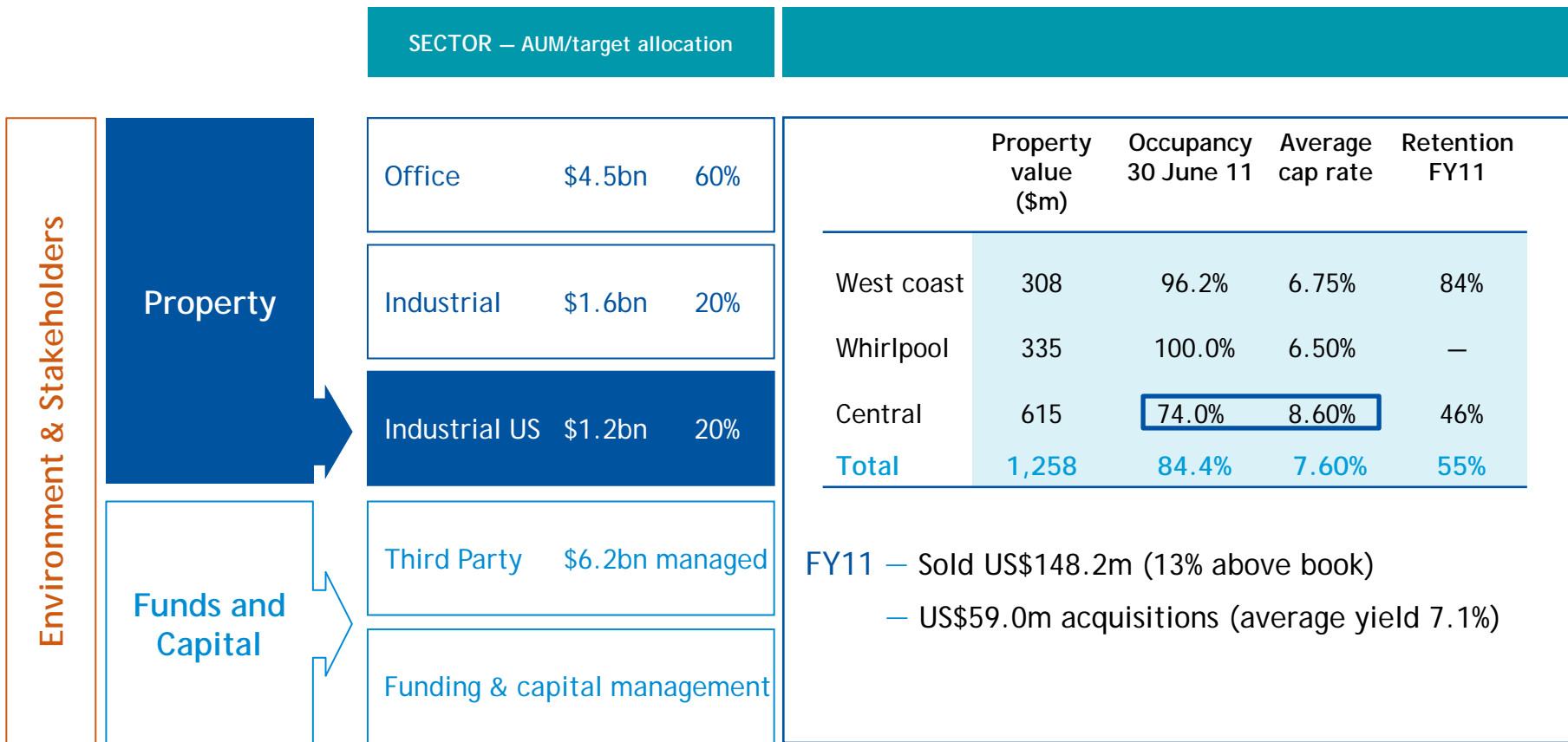
Industrial US

		SECTOR – AUM/target allocation				
Environment & Stakeholders	Property	Office	\$4.5bn	60%		
		Industrial	\$1.6bn	20%		
		Industrial US	\$1.2bn	20%		
	Funds and Capital	Third Party	\$6.2bn managed			
		Funding & capital management				
				June 2010	June 2011	
				Net operating income	US\$87.3m	US\$78.6m
				NOI change (USD)	(10.5%)	(10.0%)
				Like-for-like (USD)	(12.3%)	(4.5%)
				Occupancy (area)	86.4%	84.4%
				Occupancy (income)	84.3%	87.9%
				Over rented	8.2% ²	13.8%
				Retention rates	56%	55%
				Lease duration by income	4.9yrs	4.4yrs
				Average cap rate	8.4%	7.6%



DEXUS PLATFORM

Industrial US



DXS PORTFOLIO

Active returns

		SECTOR – AUM/target allocation	CORE RETURNS	ACTIVE RETURNS
Environment & Stakeholders	Property	Office \$4.5bn 60%	Prime properties in major CBD's (>85% AUM: target 9% IRR)	Development and trading (<15% AUM: target 15% IRR)
		Industrial \$1.6bn 20%	Sydney and Melbourne growth corridors (>80% AUM: target 10% IRR)	Development, trading & land (<20% AUM: target 15% IRR)
		Industrial US \$1.2bn 20%	Reposition to core markets (currently 50% FUM: target 8.5% IRR)	Medium term focus
	Funds and Capital	Third Party \$6.2bn managed	DWPF \$3.4bn and two mandates	Existing funds growth capital partnering
		Funding & capital management	Conservative approach, transparency and risk management	Reduced funding costs Increased return in equity



OFFICE PORTFOLIO — ACTIVE

Continue to enhance portfolio quality and earnings stability

- 4.5 Star NABERS program on track — future proofing our portfolio
- 1 Bligh (DXS 33.3% interest: \$227m)
 - Targeting stabilisation in 12 months
- 123 Albert (DXS 100% interest: \$382m)
 - Stabilised with 90% occupancy
- Actively reinvesting into development pipeline
 - \$200m Melbourne project seeking pre-commitment



1 Bligh Street, Sydney, NSW

INDUSTRIAL PORTFOLIO

Core portfolio stable, strong market drives active investment

- Currently \$230m invested in value add industrial
- Industrial cycle – limited supply and competition
 - \$61m development activity completed: 8.7% yield
 - \$71m development underway, targeting >20% IRR
 - \$390m pipeline targeting >20% IRR
 - Leading CR&S innovation

2-4 Military Road, Matraville, NSW



DEXUS PLATFORM

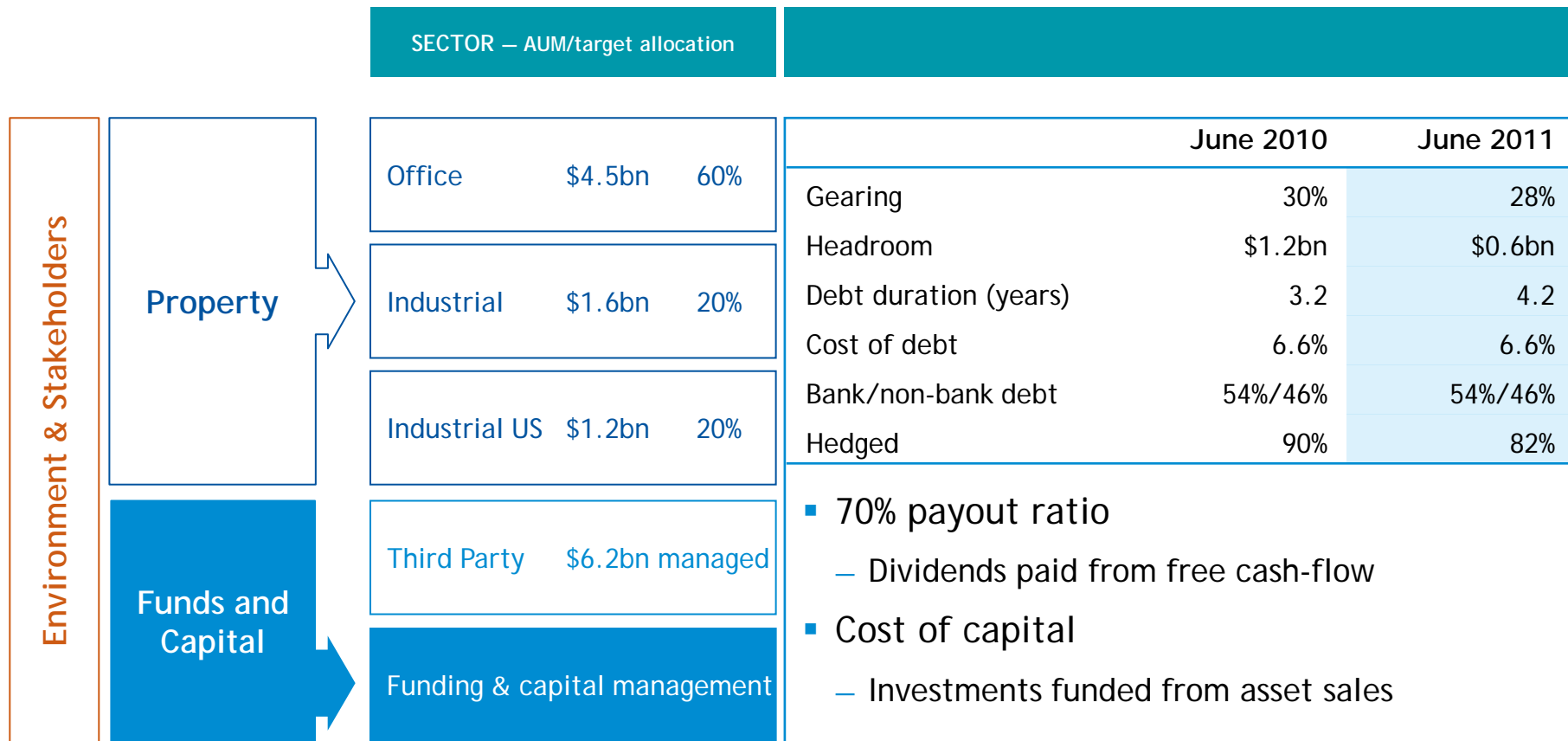
Third Party Investment Management platform



1. Mercer IPD Pre Fee Gross Asset Weighted Index (excluding single asset funds).

DEXUS PLATFORM

Funding and business risk



SUMMARY

FY12 Earnings guidance: FFO at least 7.65c per security

- Office like-for-like growth >FY11
- No additional income assumed from 1 Bligh
- Industrial trading profits of >\$4m
- Europe assumed sold in Jan 2012 (avg settlement date)
- Lower interest costs following restructure of hedge book in FY11

Focus

- Pre-lease commitments for new office DAs
- Complete 80,000sqm of industrial development
- Increase US central portfolio leasing by >6%
- Introduce new capital partner relationship

2011

DEXUS Property Group

