



LANDING  
OUR  
FUTURE

PROPERTY FOR INDUSTRY

Annual  
Results  
Briefing  
**2023**

# WELCOME TO THE 2023 ANNUAL RESULTS BRIEFING.



# CONTENTS

Contents

Annual  
Results  
Briefing  
**2023**

1. HIGHLIGHTS
2. PORTFOLIO
3. 2023 ANNUAL RESULTS
4. CAPITAL MANAGEMENT
5. SUSTAINABILITY
6. MARKET
7. OUR PRIORITIES
8. REVIEW & QUESTIONS



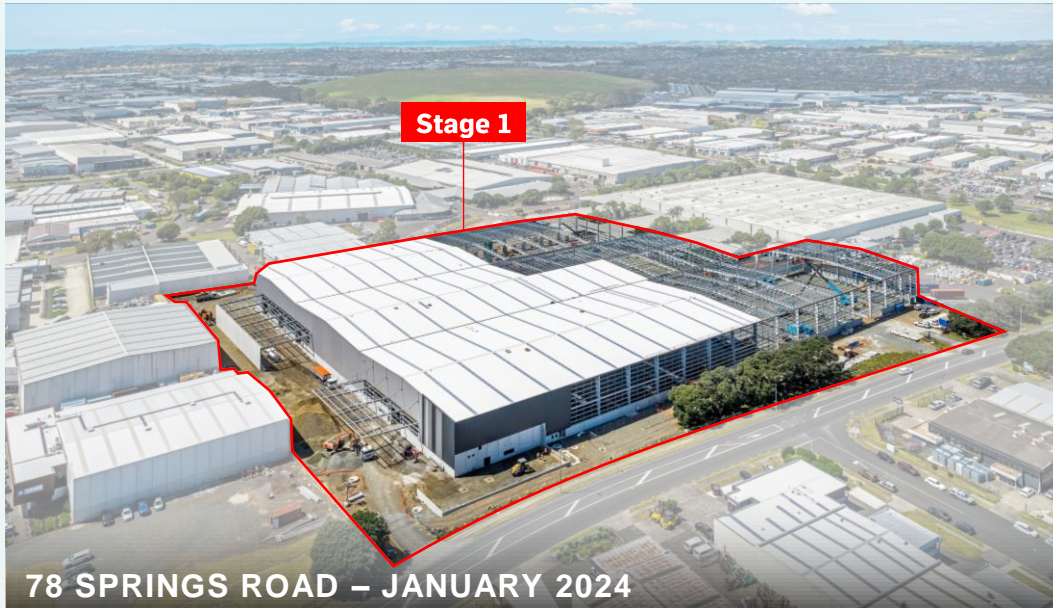
Highlights

Annual  
Results  
Briefing  
**2023**

# 01

## HIGHLIGHTS





78 SPRINGS ROAD – JANUARY 2024

**ANNUAL RESULT:**

Fair value losses on properties of \$140.8 (-6.7%) contributing to a loss after tax of \$97.8 million. Funds From Operations (FFO) down 1.8% on FY22 to 10.03 cents per share (cps), Adjusted Funds From Operations (AFFO) up 1.0% on FY22 to 8.92 cps, 2023 cash dividends of 8.30 cps, up 2.5% on FY22 dividends.

PFI’s balance date to change from 31 December to 30 June (PFI’s next annual report will reflect a six-month period to 30 June 2024).



**UNDER-RENTING PROVIDES PLATFORM FOR RENTAL GROWTH:**

Auckland industrial vacancy remains near all-time lows, driving rental growth. \$68.9m of contract rent reviewed during FY23 delivering an average annualised uplift of 4.2%, 14.8% of contract rent leased during FY23 at an average of 26.4% above previous contract rents.

~\$2.0b industrial property portfolio ~16% under-rented.



**GREEN STAR DEVELOPMENT PIPELINE EXPANDED AND ON TRACK:**

5.8 hectares of land under contract at Spedding Road, active brownfield sites on track with ~\$73m of committed spend remaining, all buildings targeting 5 Green Star ratings.



**SUSTAINABILITY AT OUR CORE:**

In house facilities management services enabling an increased focus on the operational performance of buildings, solar and power metering initiatives advanced, Green Star developments matched with Green Finance.



**PROACTIVE CAPITAL MANAGEMENT:**

\$251m of available bank liquidity within existing funding envelope, gearing comfortable at 32.0%. Green Finance Framework launched and inaugural \$150m Green loan tranches established, initial \$25m draw made on Pricoa shelf-facility.

Portfolio

Annual  
Results  
Briefing  
2023

02.

PORTFOLIO

- PFI's portfolio is diversified across 92 properties and 126 tenants, with 100.0% occupancy and a weighted average lease term of 5.06 years, weighted towards Auckland



	INCLUDING BROWNFIELD LEASES <sup>1</sup>	DECEMBER 2023	DECEMBER 2022
BOOK VALUE		\$2,027.7m	\$2,117.2m
NUMBER OF PROPERTIES		92	94
NUMBER OF TENANTS	127 (▲1)	126	132
CONTRACT RENT	\$102.4m (▲\$5.8m)	\$96.6m	\$98.2m
OCCUPANCY	97.0% (▼3.0%)	100.0%	100.0%
WEIGHTED AVERAGE LEASE TERM (WALT)	5.78 years (▲0.72 years)	5.06 years	5.08 years
AUCKLAND PROPERTY		85.3%	83.2%

<sup>1</sup>Includes impact of Fisher & Paykel Appliances lease at 78 Springs Road, Tokyo Food lease at 30-32 Bowden Road, and 30-32 Bowden Road spec build

## 2023 - LEASED

**147,711**  
SQM LEASED



**18.3%** of portfolio by rent

**5.2**  
**YEARS**  
across 2023  
leasing transactions

**W**eighted  
**A**verage  
**L**ease  
**T**erm

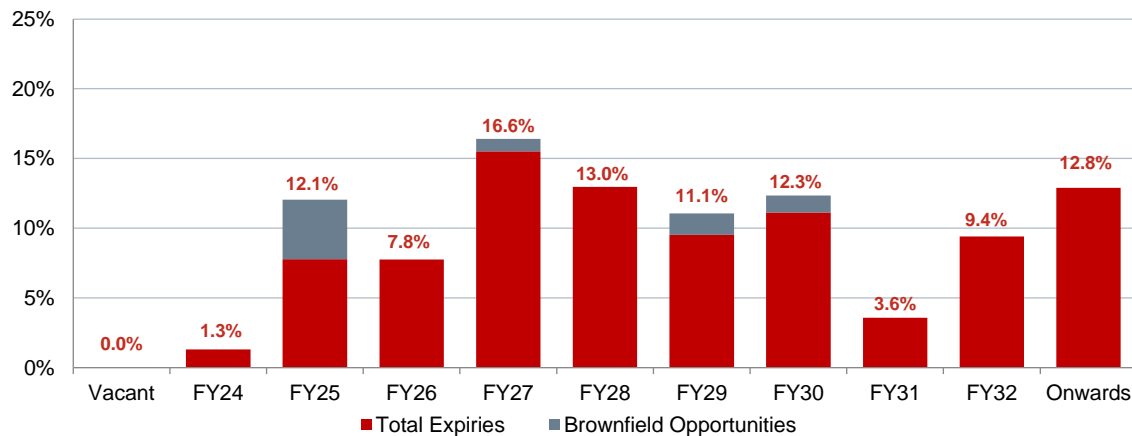
**AVERAGE INCENTIVE**  
**0.05**  
**MONTHS**  
per year of term

**83**  
**PERCENT**

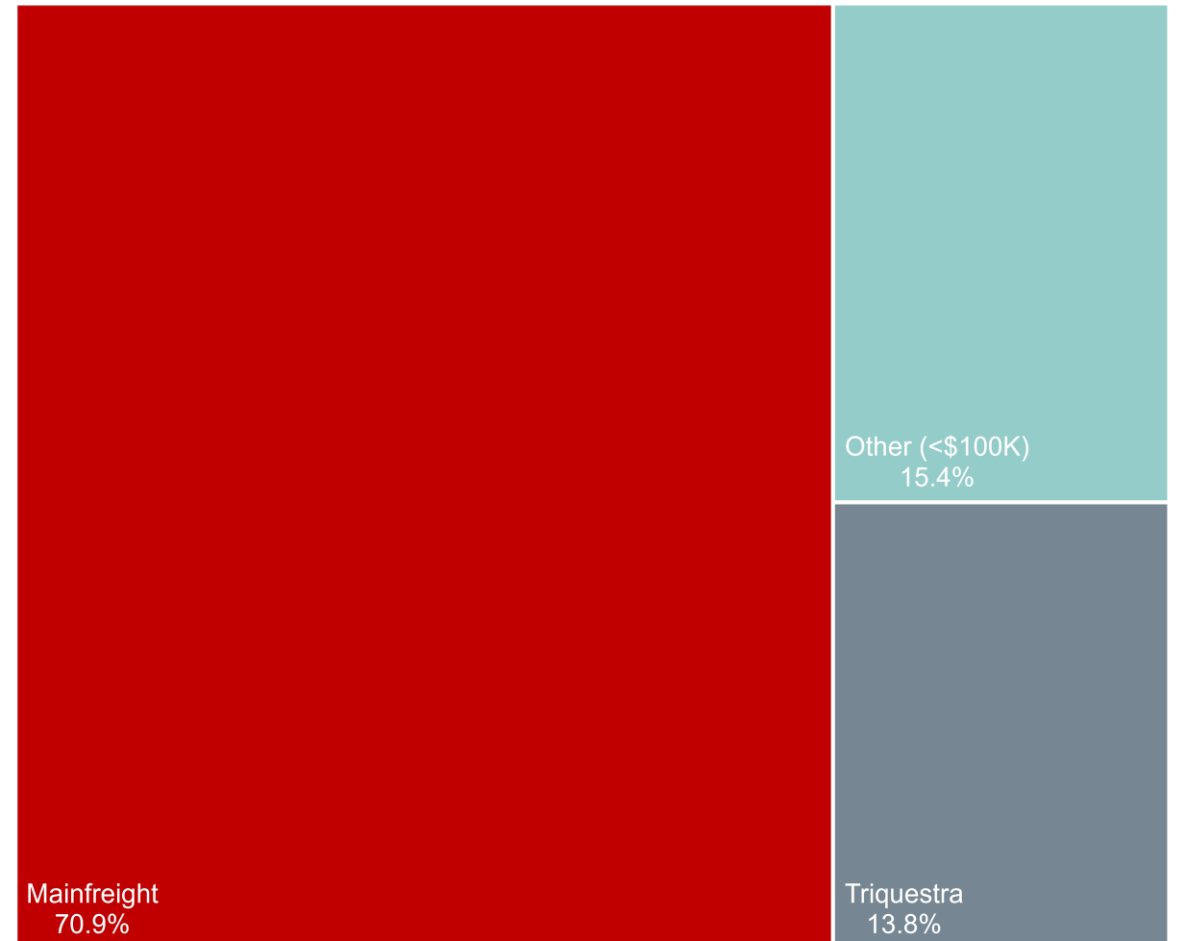
of deals completed  
during 2023 were  
**RENEWALS**

- Total of \$17.7 million of contract rent secured during 2023
- Rents agreed on \$14.3 million of contract rent secured during 2023
- Rents were settled 26.4% above previous contract rents
- Remaining \$3.4 million of contract rent secured during 2023 all subject to market reviews on renewal
- After factoring in review caps, those renewals are ~18% under rented at December 2023
- Weighted average review date of September 2024

- Portfolio is 100.0% occupied (0.0% vacancy) and 1.3% of contract rent is due to expire in FY24<sup>1</sup> (chart below), largest single expiry 70.9% of that (0.9% of contract rent) (chart on right)
  - 15 Artillery Place and 10C Stonedon Drive have been sold, with settlements due to take place in March and June 2024, and are excluded from any expiries analysis
- Vacancy remains near historical lows: CBRE reports<sup>2</sup> Auckland prime industrial vacancy at 0.6% and secondary industrial vacancy at 0.5%, noting a slightly softer demand outlook through 2024 & 2025, with vacancy forecast to increase to ~2% in 2024



### FY24 LEASE EXPIRIES



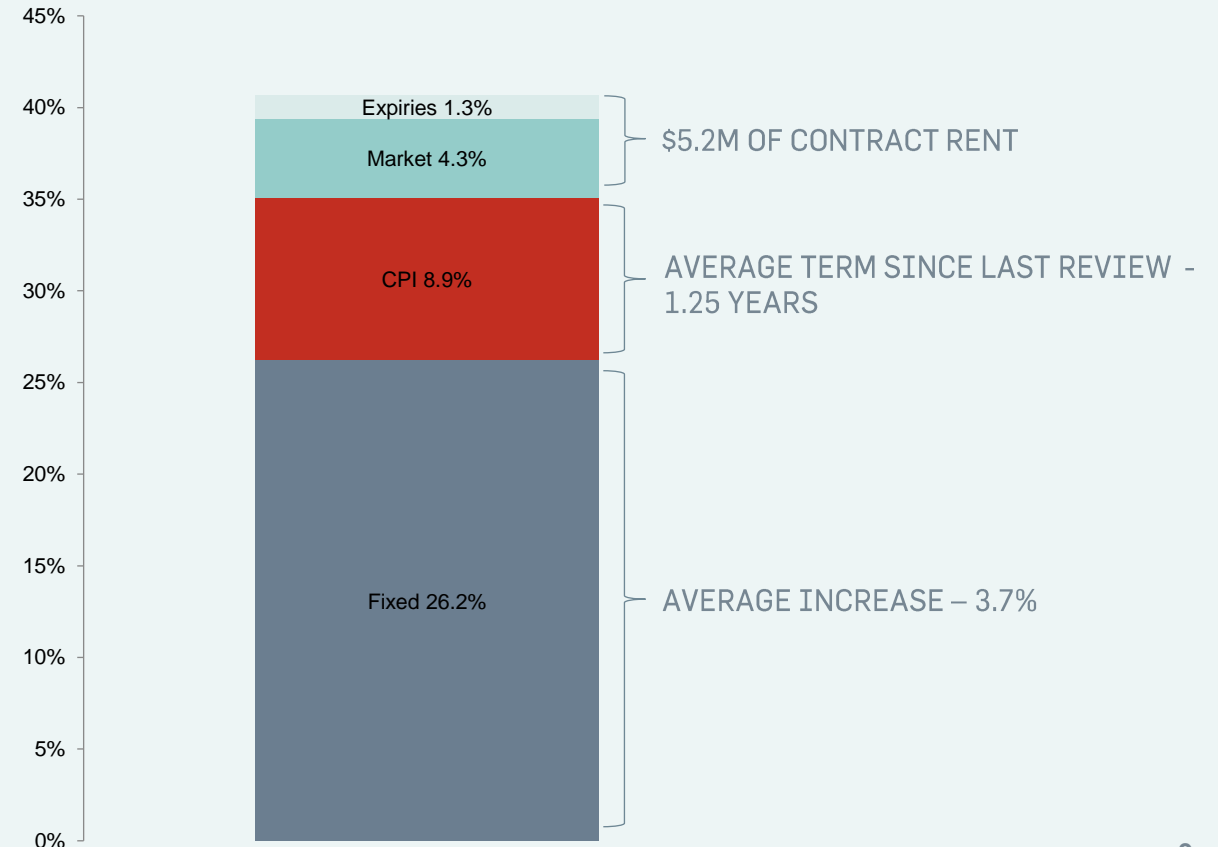
<sup>1</sup>FY24 reflects the six-month period to 30 June 2024 to account for PFI's balance date change, <sup>2</sup>CBRE "Auckland Property Market Outlook" December 2023



- 111 rent reviews delivered an increase of 5.0% on ~\$68.9 million of contract rent (~4.2% annualised, up from 4.0% in 2022)
  - 76 fixed reviews delivered an increase of 3.6% on ~\$52.3 million of contract rent (~2.4% annualised)
  - Nine market rent reviews delivered an increase of 19.3% on \$2.5 million of contract rent (annualised increase of 7.2% over an average review period of 2.7 years)
- FY24 expiries and market reviews (5.6% of contract rent) ~30% under-rented at December 2023 after factoring in review caps

### FY24 LEASE EVENTS<sup>2</sup>

% OF CONTRACT RENT



CBRE five-year average rental growth estimates<sup>1</sup> for Auckland:

▲ **2.9%**

**PRIME  
INDUSTRIAL  
RENTAL GROWTH**

▲ **1.8%**

**SECONDARY  
INDUSTRIAL  
RENTAL GROWTH**

<sup>1</sup>CBRE "Auckland Property Market Outlook" December 2023 – includes 2023 rental growth, <sup>2</sup>15 Artillery Place and 10C Stonedon Drive are due to settle in March and June 2024 and are therefore excluded from FY24 lease events analysis

**CURRENT PORTFOLIO VALUATION**

**\$2,027.7 M**  
▼ \$140.8M (-6.7%)



**5.01%**  
**PASSING YIELD**  
▲ 0.51%

Excludes brownfield development properties



**~16%** **UNDER RENTED**  
across the portfolio\*

\*Excluding brownfield development properties  
\*Estimated by independent market rental assessment

**5.74%**  
**MARKET CAP RATE**  
▲ 0.74%



Excludes brownfield development properties



**\$2.709**  
**NTA PER SHARE**  
▼ 27.9c

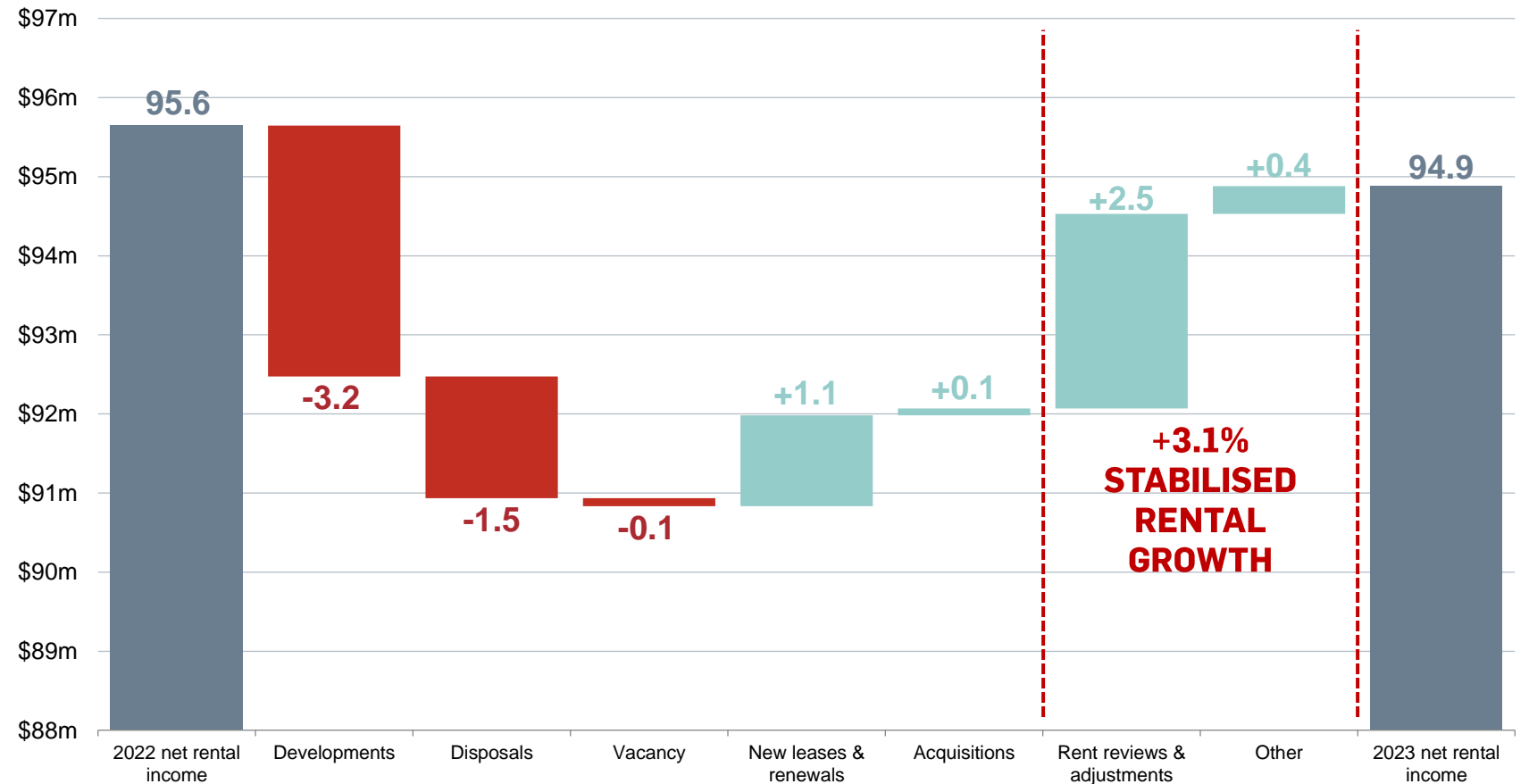
2023  
Annual  
Results

Annual  
Results  
Briefing  
**2023**

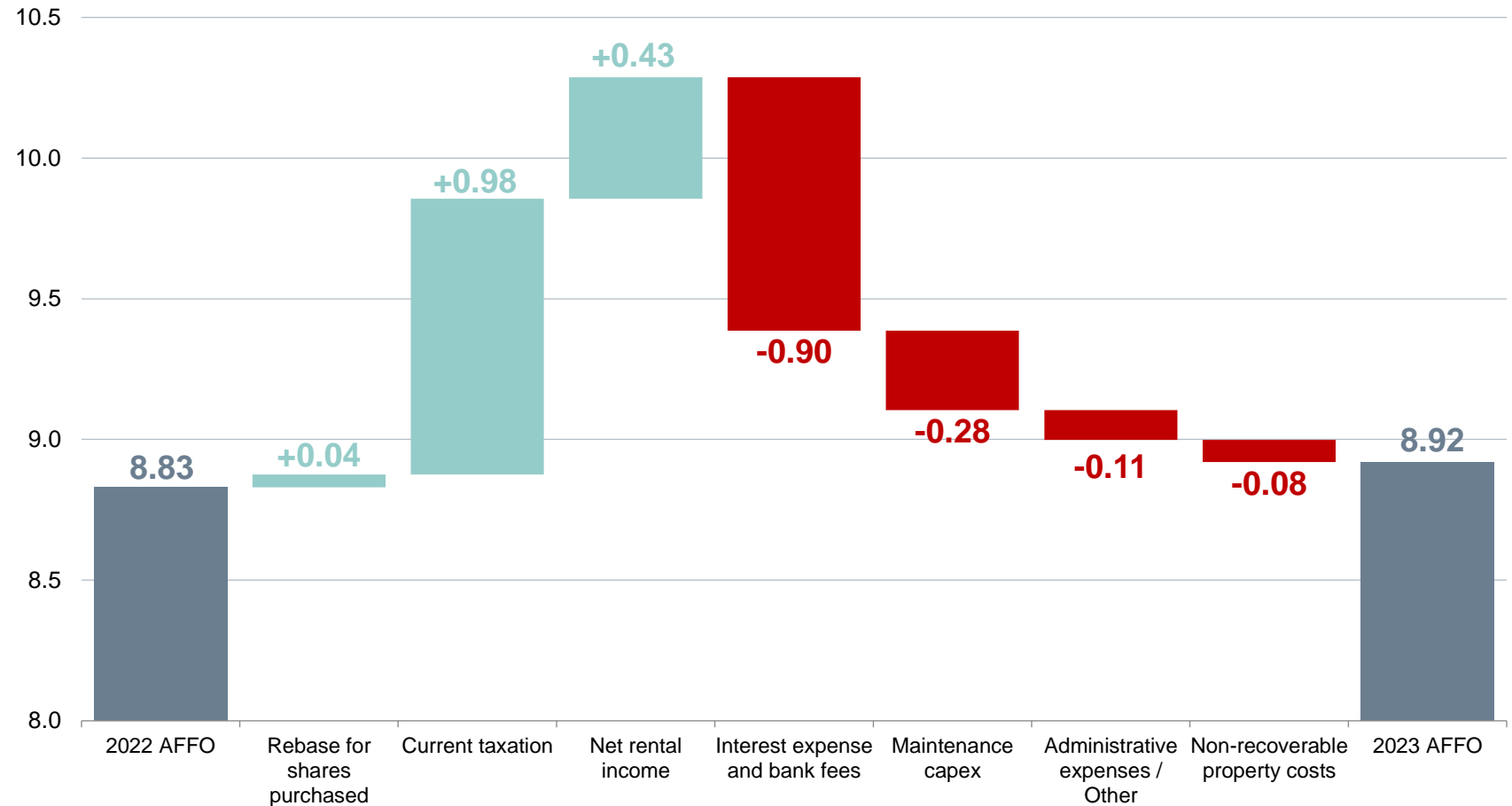
03

2023 ANNUAL  
RESULTS

- Net rental income (excluding service charges) of \$94.9 million down \$0.8 million or 0.7% on the prior year (\$95.6 million), growth on stabilised portion of the portfolio of 3.1%
- Decreases due to lost income from brownfield development projects (-\$3.2 million), current and prior year disposal activity (-\$1.5 million) and vacancy (-\$0.1 million)
- Positive leasing activity contributed to an increase totalling +\$3.6 million (rent reviews & adjustments +\$2.5 million, new leases & renewals +\$1.1 million)
- Prior year acquisitions resulted in an increase of +\$0.1 million

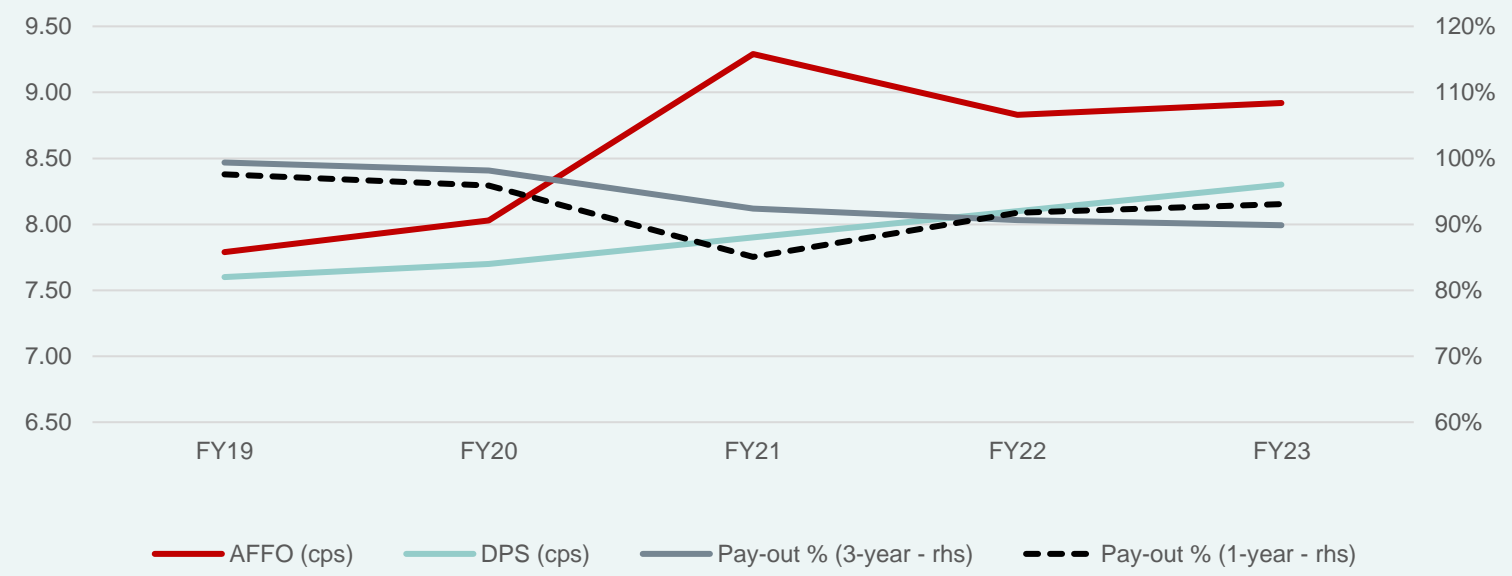


- AFFO earnings of 8.92 cps, 0.09 cents per share (cps) or 1.0% up on the prior year
- Effective tax rate of 10.5% down 3.4% on the prior year following commencement of brownfield developments
- Net rental income (including AFFO adjustments) up \$2.2 million or 0.43 cps on the prior year
- Interest expense and bank fees up \$4.5 million or 0.90 cps on the prior year
- Maintenance capex up \$1.4 million on the prior year to 26 basis points
- Admin expenses increased due to continued investment in key projects, team and systems

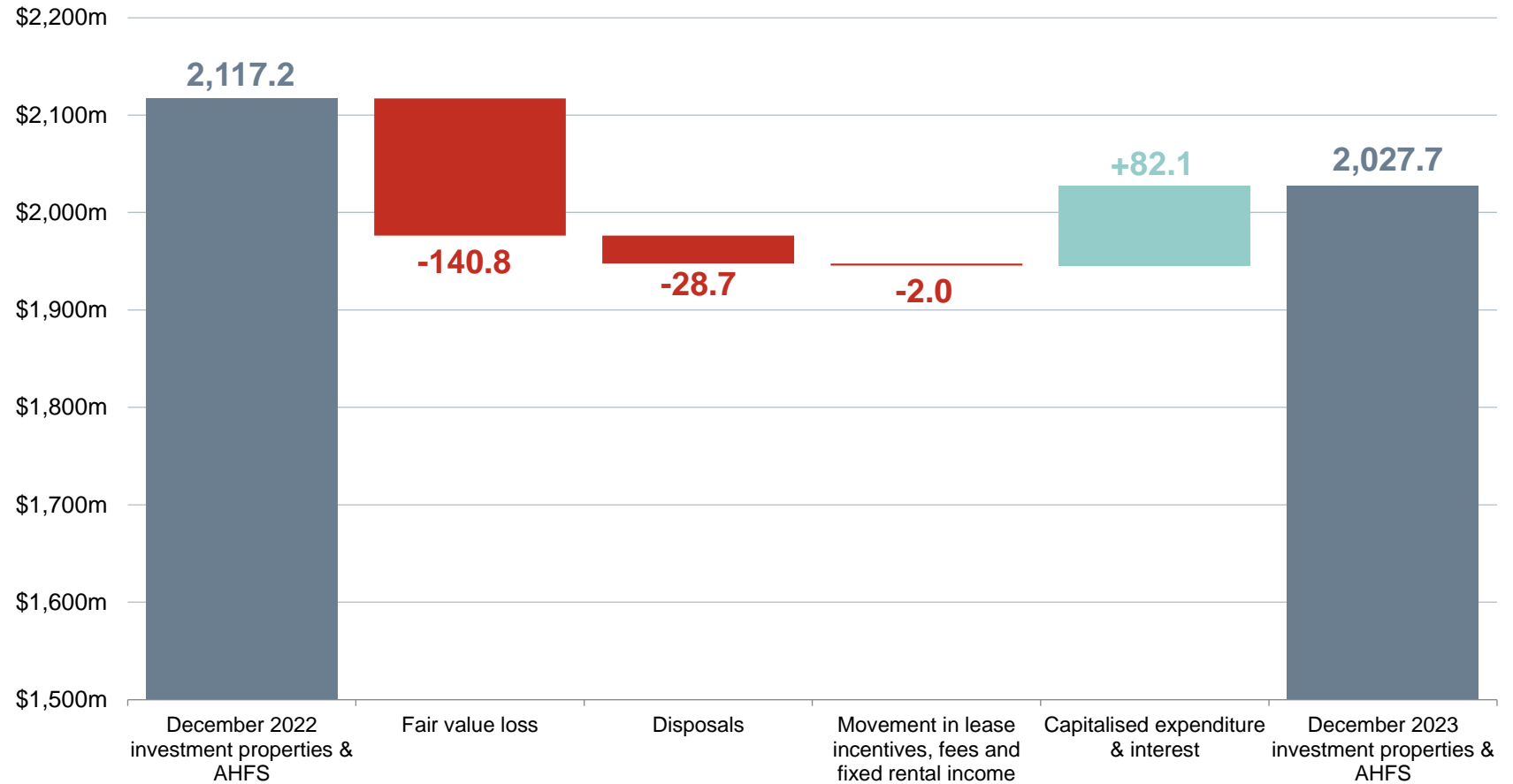


- 2023 cash dividends total 8.30 cents per share (cps), up 0.20 cps or 2.5% from 2022
- FY24 dividend guidance of 4.15 cps, flat on 2023 dividends after pro-rating for balance date change (FY24 reflecting six-month period to 30 June 2024)
- Higher interest rates continue to drag earnings, guidance assumes an average BKBM throughout FY24 of 5.53%
- Upside risks from capturing sector rental growth and portfolio under renting, downside risk predominantly from tenant failure
- Dividend policy to distribute between 90% to 100% of AFFO on a rolling three-year historic average basis
- FY24 cash dividends of 4.15 cps anticipated to result in a dividend pay-out at the bottom of this dividend policy range

EARNINGS	2023 CPS	2022 CPS	CHANGE
FUNDS FROM OPERATIONS	10.03	10.21	-0.18 CPS or -1.8%
ADJUSTED FUNDS FROM OPERATIONS	8.92	8.83	+0.09 CPS or +1.0%

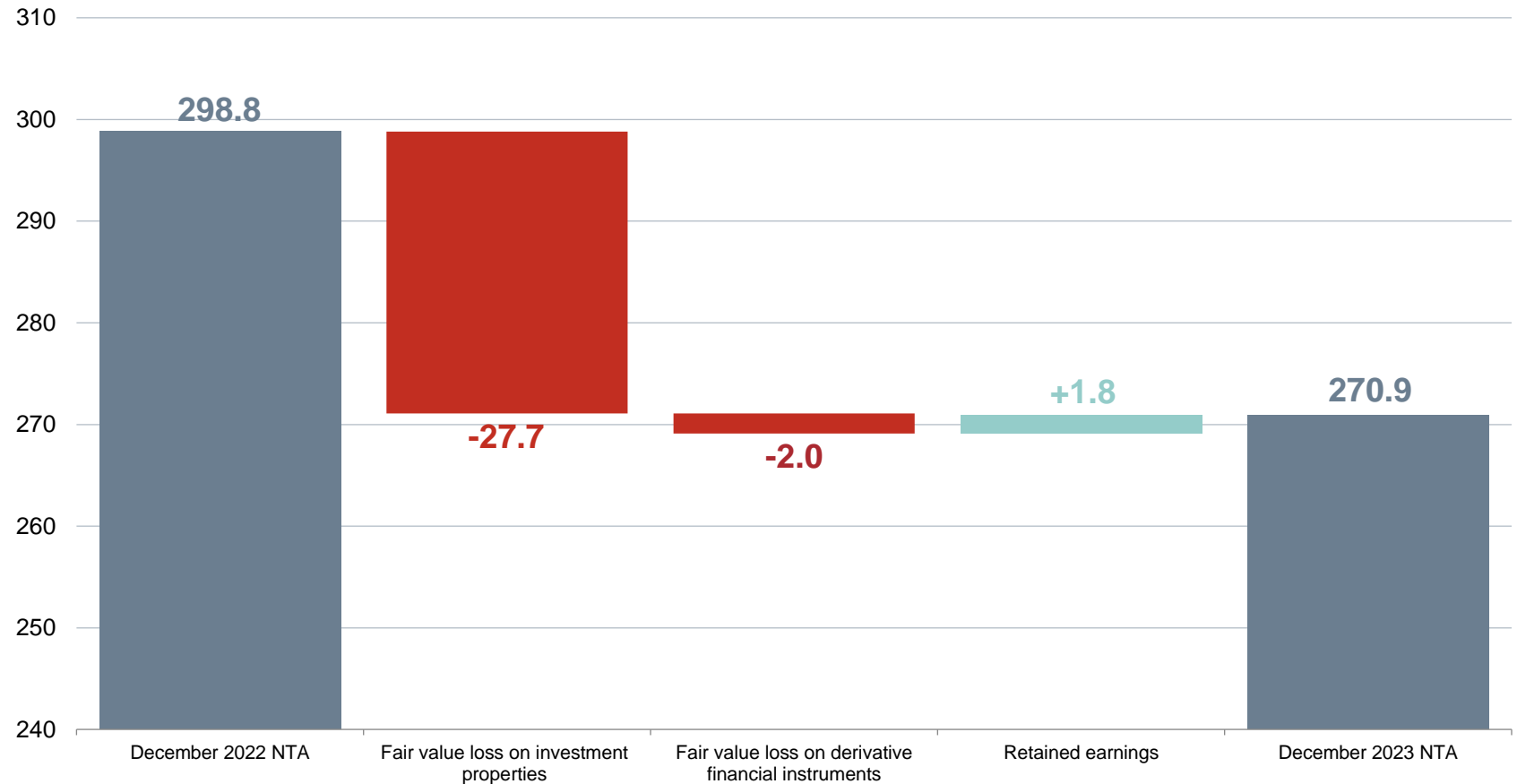


- Portfolio value of \$2.028 billion<sup>1</sup>
- Decrease from annual independent valuations of \$140.8 million or 6.7%
- 8A & 8B Canada Crescent, Christchurch, disposal settled March 2023
- Capex at 30-32 Bowden Road and 78 Springs Road (Green Star developments), 28 Paraite Road (yard works), 314 Neilson Street (warehouse extension)



<sup>1</sup>Includes Non-current Assets Held for Sale (AHFS)

- Net tangible assets (NTA) per share decreased by 27.9 cps or 9.3%
- Change in NTA per share driven by the decrease in the fair value of investment properties (-27.7 cps), a decrease in the net fair value asset for derivative financial instruments (-2.0 cps) and retained earnings (+1.8 cps)





Capital  
Management

Annual  
Results  
Briefing  
2023

04

**CAPITAL  
MANAGEMENT**

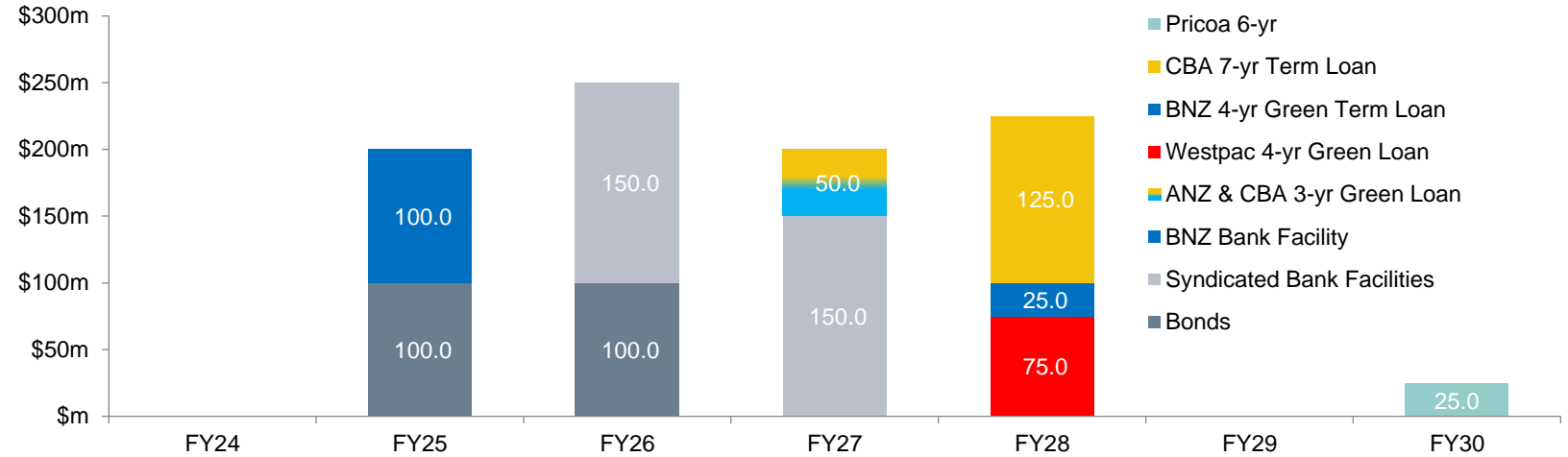


- BNZ facility increased to \$175 million and extended by two years to 31 March 2025, subsequently reduced to \$100 million on establishment of the new Green loan tranches and initial Pricoa drawdown
- Green Finance Framework launched, inaugural \$150 million Green loan tranches established
- Initial \$25 million, six-year drawdown made on Pricoa shelf facility, providing both diversification and access to long-term funding
- \$38.6 million of assets divested in H2 2023, with proceeds to be recycled into current brownfield redevelopment projects upon settlement
- PFI's comfortable gearing, sufficient hedging and ample bank liquidity combine to provide certainty on committed brownfield developments

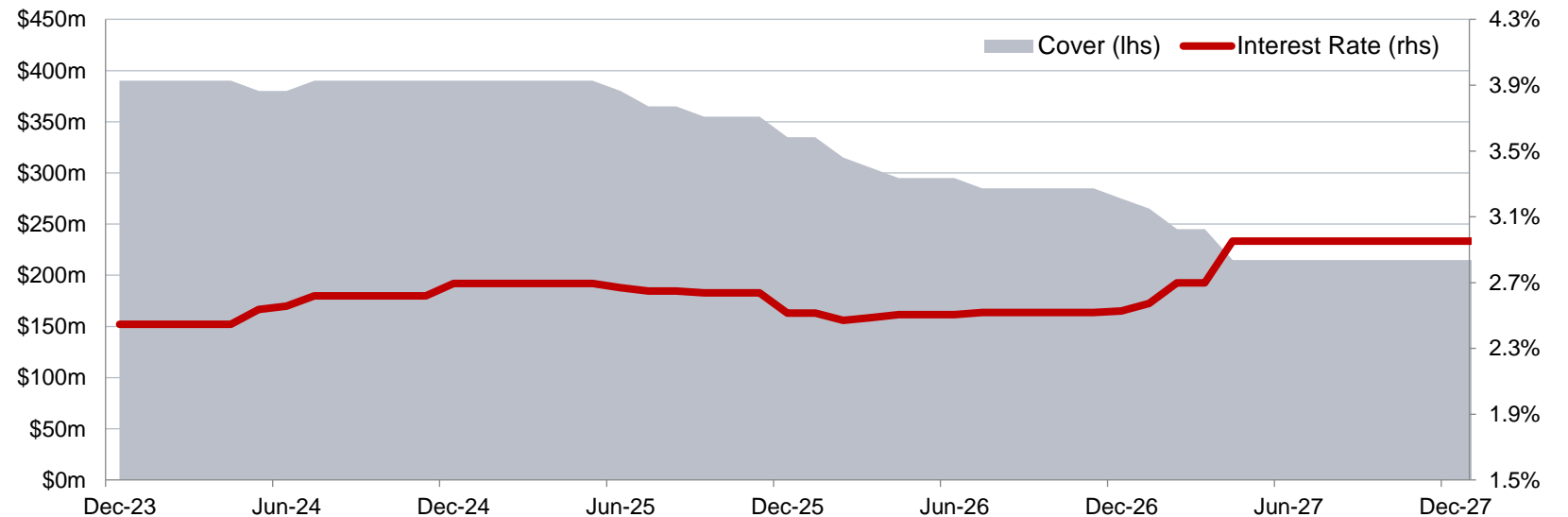
	DECEMBER 2023	DECEMBER 2022
<b>FUNDING</b>		
BANK FACILITIES DRAWN	\$423.9m	\$403.7m
BANK FACILITIES LIMIT	\$675.0m	\$525.0m
BANK FACILITIES HEADROOM	\$251.1m	\$121.3m
DCM <sup>1</sup>	\$225.0m	\$200.0m
FUNDING TERM (AVERAGE)	2.4 years	3.0 years
BANKS	ANZ, BNZ, CBA, Westpac	ANZ, BNZ, CBA, Westpac
<b>COVENANTS</b>		
LOAN-TO-VALUE RATIO (COVENANT: <50%)	32.0%	28.5%
INTEREST COVER RATIO (COVENANT: >2.0X)	2.8 times	3.4 times
<b>INTEREST RATES</b>		
WEIGHTED AVERAGE COST OF DEBT	5.70%	4.77%
INTEREST RATE HEDGING (EXCL. FORWARD STARTING)	\$370m / 2.35% / 2.7 years	\$390m / 2.44% / 3.1 years
FORWARD STARTING INTEREST RATE	\$165m / 3.89% / 3.8 years	\$60m / 2.75% / 4.3 years

<sup>1</sup>Includes Note Purchase and Private Shelf Agreement with PGIM, Inc (Pricoa)

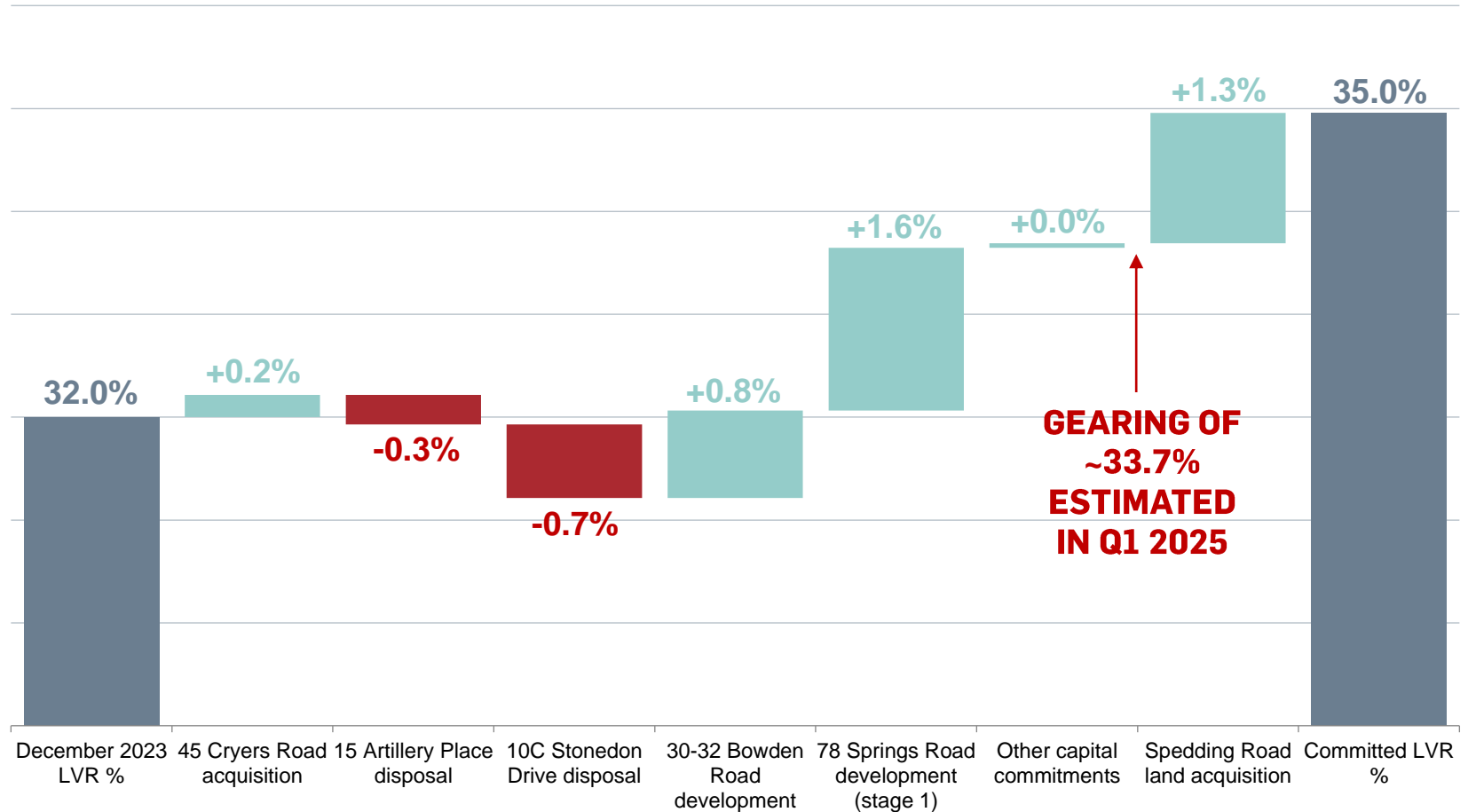
- PFI's debt instruments have an average term to expiry of ~2.4 years (top graph), with significant unutilised bank facility capacity



- Fixed rate payer hedging profile (bottom graph) provides for an average of ~57% of debt to be hedged at an average fixed rate of ~2.46% during FY24, offering some protection from floating interest rates



- December 2023 gearing of 32.0% lifting to ~33.7% in Q1 2025 after committed acquisitions, divestments and projects
- Spedding Road land acquisition (\$40.6 million) conditional on titles being received and works being complete (expected mid-2025), pushing gearing to ~35.0%, the middle of PFI's target range
- Any spend on future stages of 78 Springs Road excluded (see slide 33 for further detail)
- Funding for near term development pipeline secured within existing funding envelope, exploring funding options for future stages of Springs Road and Spedding Road



# 05

## SUSTAINABILITY

## BUILDING OUR FUTURE



**78 SPRINGS ROAD  
STAGE 1**



**30-32 BOWDEN ROAD  
STAGE 1**



**30-32 BOWDEN ROAD  
STAGE 2**

Construction is well underway on these three major developments, all targeting a 5 Green Star Design & As-built ratings.



### POWERED BY GREEN FINANCE

PFI established its inaugural green funding facilities in July 2023. The proceeds are being used to fund the above developments.

### CASE STUDY: FISHER & PAYKEL - 78 SPRINGS ROAD



STRATEGIC ALIGNMENT



**~7%  
REDUCTION**  
in upfront carbon  
emissions of the building<sup>1</sup>



**98%  
DIVERSION**  
of demolition waste  
from landfill



**5.3%  
MIN. YIELD**  
target for overall  
project



**MORE RESILIENT DESIGN**  
with increased capacity to cope with  
increased rainfall. Designing the building  
to the latest earthquake standards.



**FOCUSED ON WELLBEING**  
ensuring best-in-class health & safety  
standards during construction. Designing the  
building to provide comfort for occupants.

<sup>1</sup>When compared to a reference building, being a typical building that would get built today without considering any implications on carbon emissions, with the design being driven mostly by cost and programme.

## STRENGTHENING OUR CORE



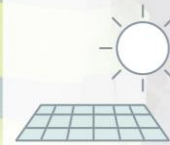
### CLOSER TO OUR TENANTS

With the successful transition to an in-house facilities management team, PFI is now closer to our tenants, buildings and contractors. This enables us to improve our service to tenants and increase our focus on the operational performance of our buildings.



### 20 PROPERTIES

now have power metering and monitoring installed, providing key information on the operational performance of the building.



### 240 SOLAR PANELS

installed as part of a sustainable refurbishment project at 3-5 Niall Burgess Road. The first of five properties targeted for solar installations by end of 2025.

## SUPPORTING OUR PEOPLE

### STAFF WELLNESS

An annual Wellness Week event was launched providing staff with targeted information and challenges in all areas of wellness including fitness, nutrition and mental health.



### HEALTH & SAFETY



A continued strong focus on health and safety for properties, contractors, developments and our team

### FUNDRAISING

PFI joined long term partners Haydn & Rollett to raise over \$45,000 for The Cancer Society in The Longest Day golf fundraising event.



### SPONSORSHIP



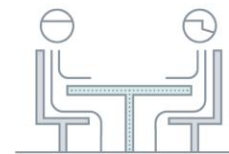
Continued our sponsorship of Keystone New Zealand Property Education Trust

### COMMUNITY SUPPORT

Donations were given to support victims of the Auckland Floods and Cyclone Gabrielle, the Cancer Society, Gut Foundation NZ and LIFE Community's Christmas Box campaign.



### STAFF ENGAGEMENT



Strong staff engagement score of 86%

Participated in a team volunteering day at LIFE Community's Christmas Box campaign



### VOLUNTEERING



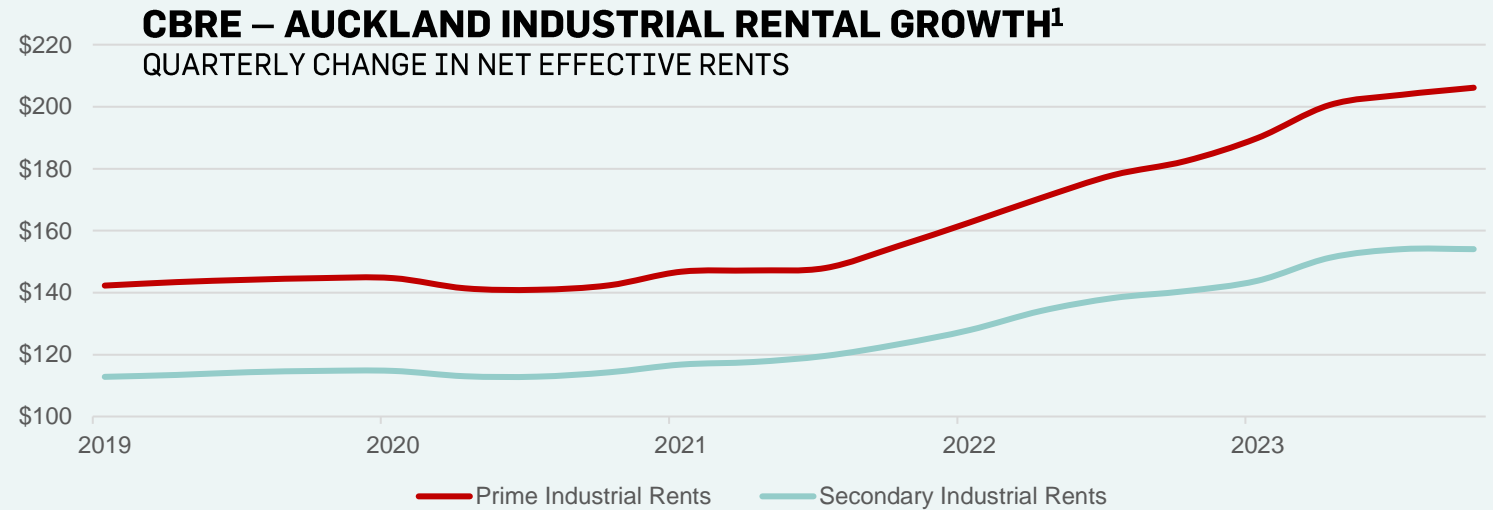
# 06



# MARKET



- Following a period of rapid growth, with prime and secondary industrial rents in Auckland increasing 45% and 37% over the past five years (top chart), CBRE<sup>1</sup> is forecasting an increase in incentives through 2024, slowing growth in net effective rents
- PFI's ~16% portfolio under-renting provides platform for further rental growth
- After two years battling a global inflation surge, the latter part of 2023 saw markets begin to contemplate interest rate cutting cycles
- This downward pressure on the yield curve could provide support for asset values, including industrial property, however, the risk of further tightening from central banks around the world remains
- Looking forward, PFI's strong balance sheet and defensive, well-located portfolio allows the Company to execute on its Green Star development pipeline while continuing to extract value from its core assets



<i>CBRE AUCKLAND MARKET OUTLOOK<sup>1</sup></i>		DECEMBER 2023	5-YEAR FORECAST: DECEMBER 2023	5-YEAR FORECAST: JUNE 2023
<b>PRIME INDUSTRIAL</b>	– VACANCY	0.6%	1.1% ▼	1.3%
	– RENTS	\$206	+2.9% (p.a.) ▼	+3.4% (p.a.)
	– YIELDS	5.62%	5.44% ▲	5.32%
<b>SECONDARY INDUSTRIAL</b>	– VACANCY	0.5%	2.1% ▲	0.8%
	– RENTS	\$151	+1.8% (p.a.) ▼	+2.9% (p.a.)
	– YIELDS	6.18%	5.95% ▲	5.75%

<sup>1</sup>CBRE "Auckland Rent & Yield Update" various publications & CBRE "Auckland Market Outlook" December 2023, please note that the yields forecast are cap rates representing initial yields on market rents

- PFI continues to extract value from its core property portfolio, with recent deals securing benchmark portfolio rents across key Auckland industrial precincts, as detailed to the right
- Both properties featured on right form part of PFI's Autumn Place estate, encapsulating ~20,000 sqm of contiguous land in Penrose.
- After inclusion of these deals the Autumn Place estate (\$1.9 million of contract rent) remains ~20% under-rented
- With ~85% of the portfolio located in Auckland, PFI is well positioned to capture further rental growth, with entire portfolio assessed as ~16% under-rented at December 2023

### 80 HUGO JOHNSTON DRIVE – PENROSE<sup>1</sup>

	TOTAL RENT	WAREHOUSE \$ / SQM RATE
PREVIOUS PASSING RENT	\$530K	\$124
DECEMBER 2023 MARKET RENT	\$721K	\$175
<b>NEWLY AGREED PASSING RENT</b>	<b>\$716K</b>	<b>\$185</b>
VS PREVIOUS PASSING RENT	▲\$186K (▲35%)	▲\$60 (▲48%)
VS DECEMBER 2023 MARKET RENT	▼\$6K (▼1%)	▲\$10 (▲6%)

- Improvements comprise an office and warehouse constructed in the 1990's, ~2,500 sqm warehouse with a stud-height of 6.6m
- Post balance date, existing tenant has renewed for 4-years from March 2025
- PFI's neighbouring Hugo Johnston Drive estate combines for \$1.8M of contract rent at an average warehouse rate of \$128/sqm

### 4 AUTUMN PLACE – PENROSE<sup>2</sup>

	TOTAL RENT	WAREHOUSE \$ / SQM RATE
PREVIOUS PASSING RENT	\$170K	\$132
DECEMBER 2023 MARKET RENT	\$242K	\$190
<b>NEWLY AGREED PASSING RENT</b>	<b>\$242K</b>	<b>\$190</b>
VS PREVIOUS PASSING RENT	▲\$72K (▲43%)	▲\$58 (▲44%)
VS DECEMBER 2023 MARKET RENT	◀▶NC	◀▶NC

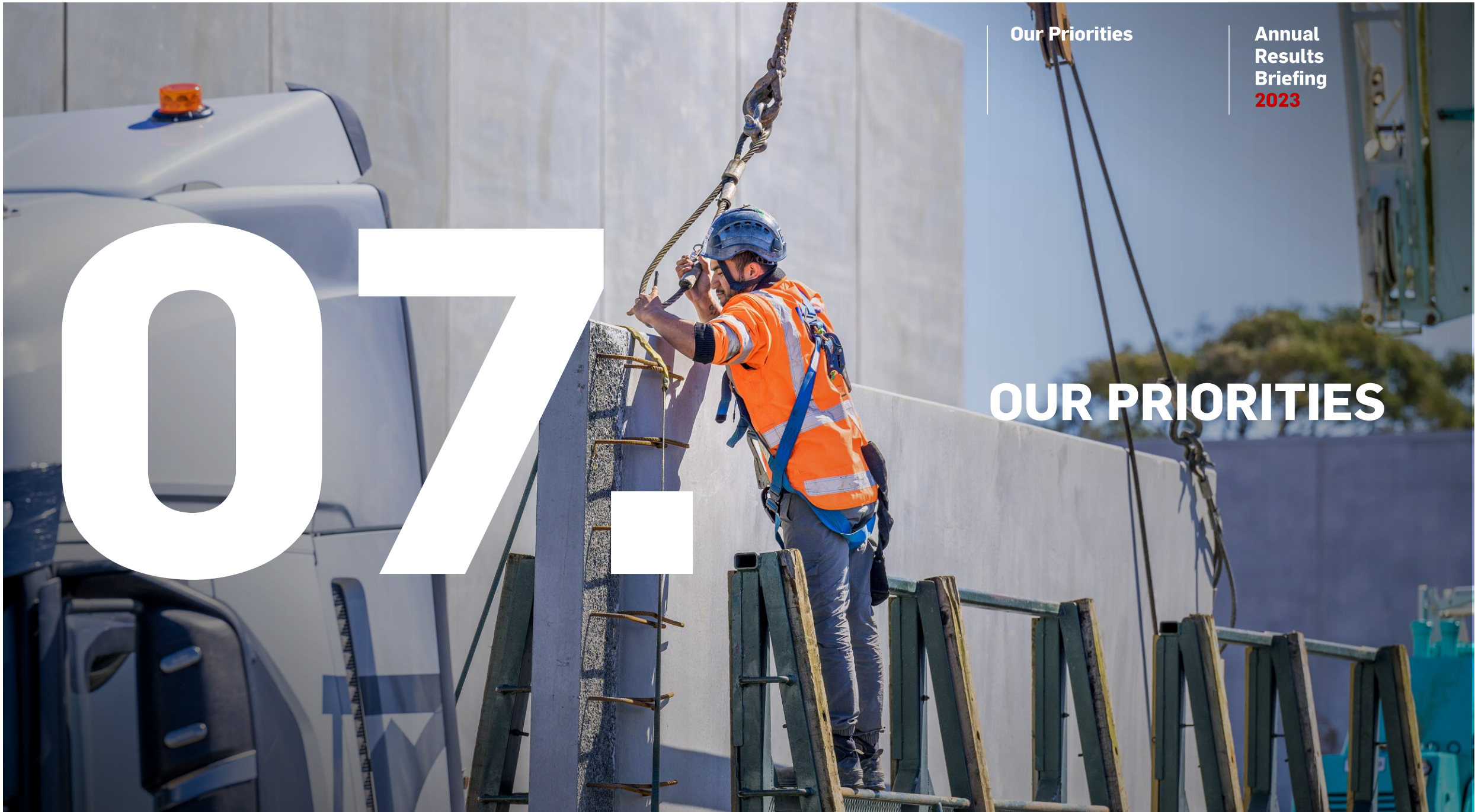
- ~1,100 sqm warehouse manufactured in the mid 2000's with a stud-height of 8.0m
- Existing tenant renewed for 3-years in December 2022, with a market review on renewal date (November 2023)
- PFI's Neilson Street estate, located nearby, combines for \$3.5M of contract rent at an average warehouse rate of \$139/sqm

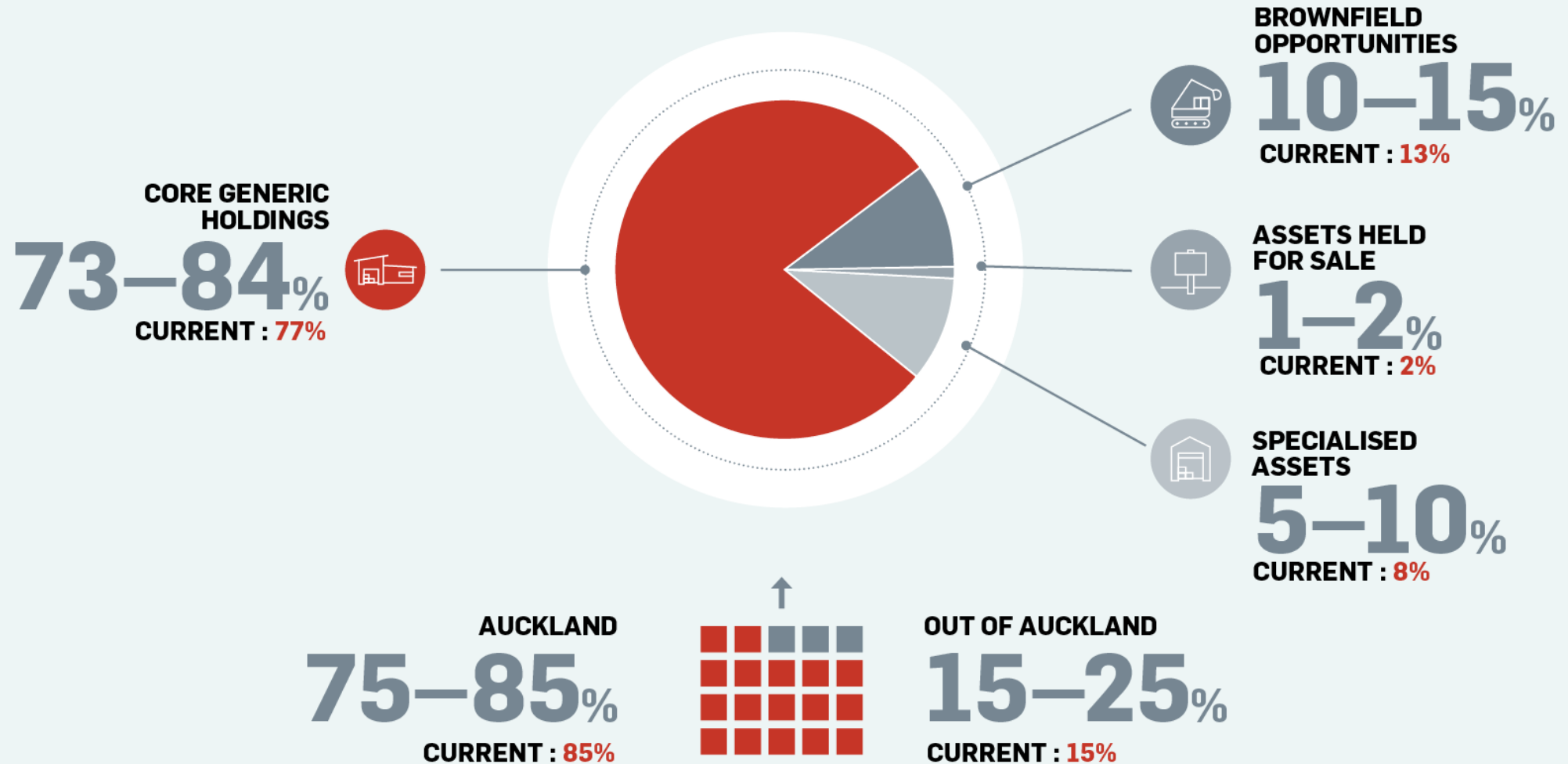
Our Priorities

Annual  
Results  
Briefing  
**2023**

07

OUR PRIORITIES





### ASSETS HELD FOR SALE / SOLD

- 8A & 8B Canada Crescent (Christchurch) settled March 2023
- 11 Sheffield Street (Blenheim) settled December 2023
- 15 Artillery Place (Nelson) and 10C Stonedon Drive (East Tamaki) remain on-balance sheet as at 31 December 2023 (\$29.4 million) and are due to settle in March 2024 and June 2024, respectively
- Combined, these four properties have / will generate gross proceeds of \$57.9 million and have been sold at an average of -0.8% below their most recent book values (with the three disposals contracted in H2 2023 generating gross proceeds of \$36.8 million)



PROPERTY	SALE PRICE	MOST RECENT BOOK VALUE	GAIN / (LOSS) ON SALE
8A & 8B CANADA CRESCENT (SOLD)	\$21.0m	\$19.8m	▲\$1.3M (+6.3%)
11 SHEFFIELD STREET (SOLD) H2 2023	\$7.5m	\$8.0m	▼\$0.6m (-6.9%)
15 ARTILLERY PLACE H2 2023	\$8.5m	\$9.7m	▼\$1.2m (-11.9%)
10C STONEDON DRIVE H2 2023	\$20.9m	\$20.9m	◀▶\$0.0m (0.0%)
<b>TOTAL</b>	<b>\$57.9M</b>	<b>\$58.3M</b>	<b>▼\$0.5M (-0.8%)</b>

- ~\$267 million or 13% of the portfolio held in brownfield opportunities, providing a growing pipeline of near-term development opportunities
- 30-32 Bowden Road and Stage 1 of 78 Springs Road redevelopments well progressed (see following slides)
- Existing tenant has exercised right-of-renewal at 170 Swanson Road, final expiry now 31-Jan-30
- Spedding Road<sup>1</sup> provides the opportunity to invest an additional ~\$150 million (including land) into PFI's development pipeline, with works expected to commence mid-2025
- Early-stage concepts in place across other key medium term brownfield opportunities
- Redevelopment of obsolete sites to a Green Star standard is a key part of PFI's transition to a low-carbon, climate-resilient portfolio
- All projects subject to meeting hurdle rates of return, market conditions and availability of capital

PROPERTY	DECEMBER 2023 VALUE	LETTABLE AREA(SQM)	SITE COVERAGE	% OF CONTRACT RENT	LEASE EXPIRY
30-32 BOWDEN ROAD	\$70.7m	N/A	N/A	0.0%	N/A
78 SPRINGS ROAD	\$111.1m	24,510	23%	4.1%	31-Jan-25
304 NEILSON STREET	\$19.2m	4,538	22%	0.9%	30-Jun-27
318 NEILSON STREET	\$5.8m	590	12%	0.2%	30-Jun-27
92-98 HARRIS ROAD	\$27.0m	7,194	27%	1.5%	3-Nov-28
170 SWANSON ROAD	\$33.0m	5,183	12%	1.2%	<b>31-Jan-30</b>
<b>TOTAL</b>	<b>\$267M</b>	<b>42,015</b>		<b>7.8%</b>	

<sup>1</sup> Spedding Road excluded from table on right until unconditional (expected mid-2025)

# 30-32

## BOWDEN ROAD, MT WELLINGTON

- ~40% of development pre-leased to Tokyo Food for a lease term of 12-years, balance of site being developed on a speculative basis, estimated completion mid-2024
- ~106,400 sqm of registered warehouse interest across spec build during 2023, equating to ~\$31 million of contract rent
- Estimated project cost unchanged at ~\$65 million
- Both buildings will target a 5 Green Star rating, creating PFI's first fully Green Star rated industrial estate, with close to 24,000 sqm of covered workable area once complete

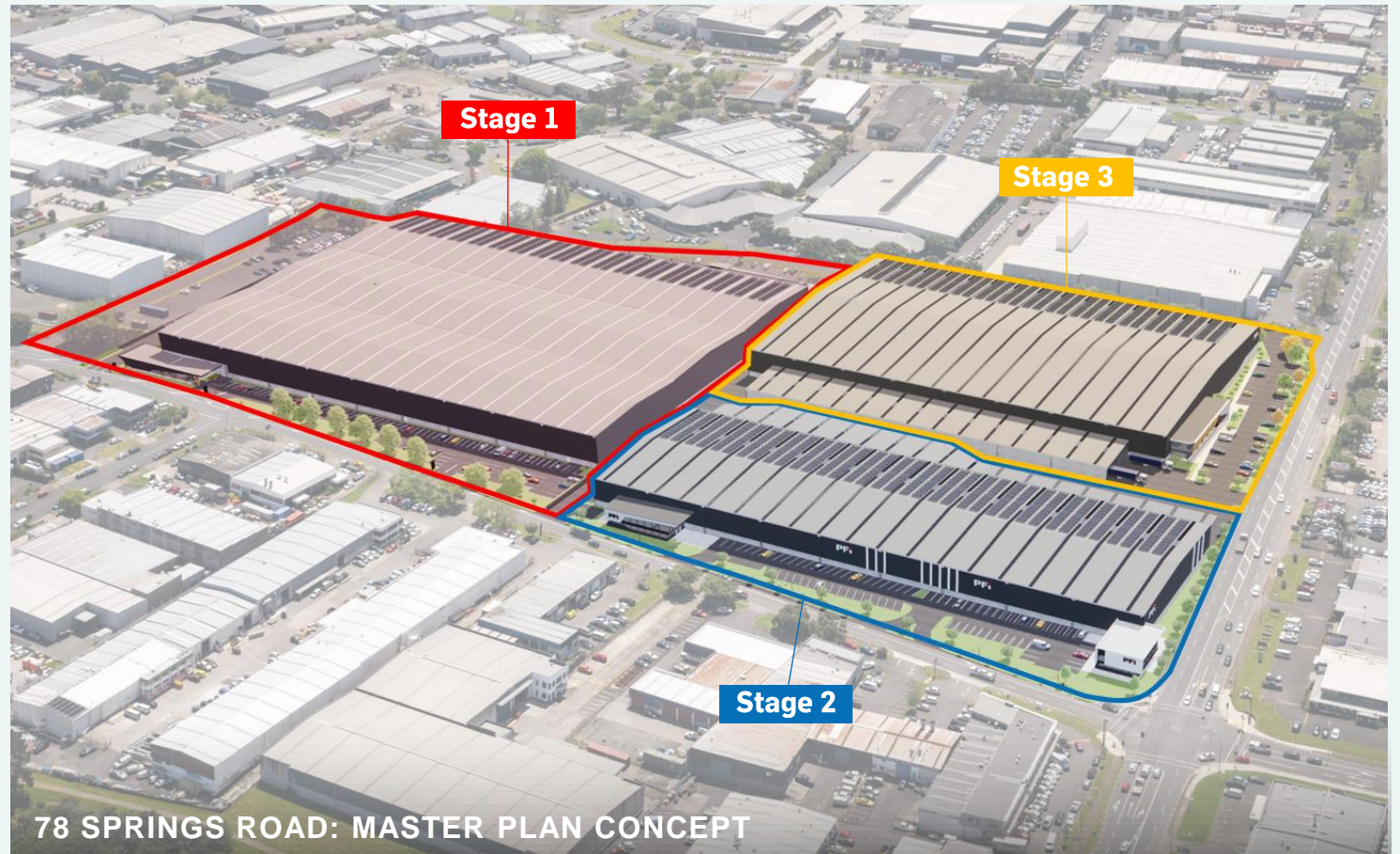


30-32 BOWDEN ROAD – JANUARY 2024



# 78 SPRINGS ROAD, EAST TAMAKI

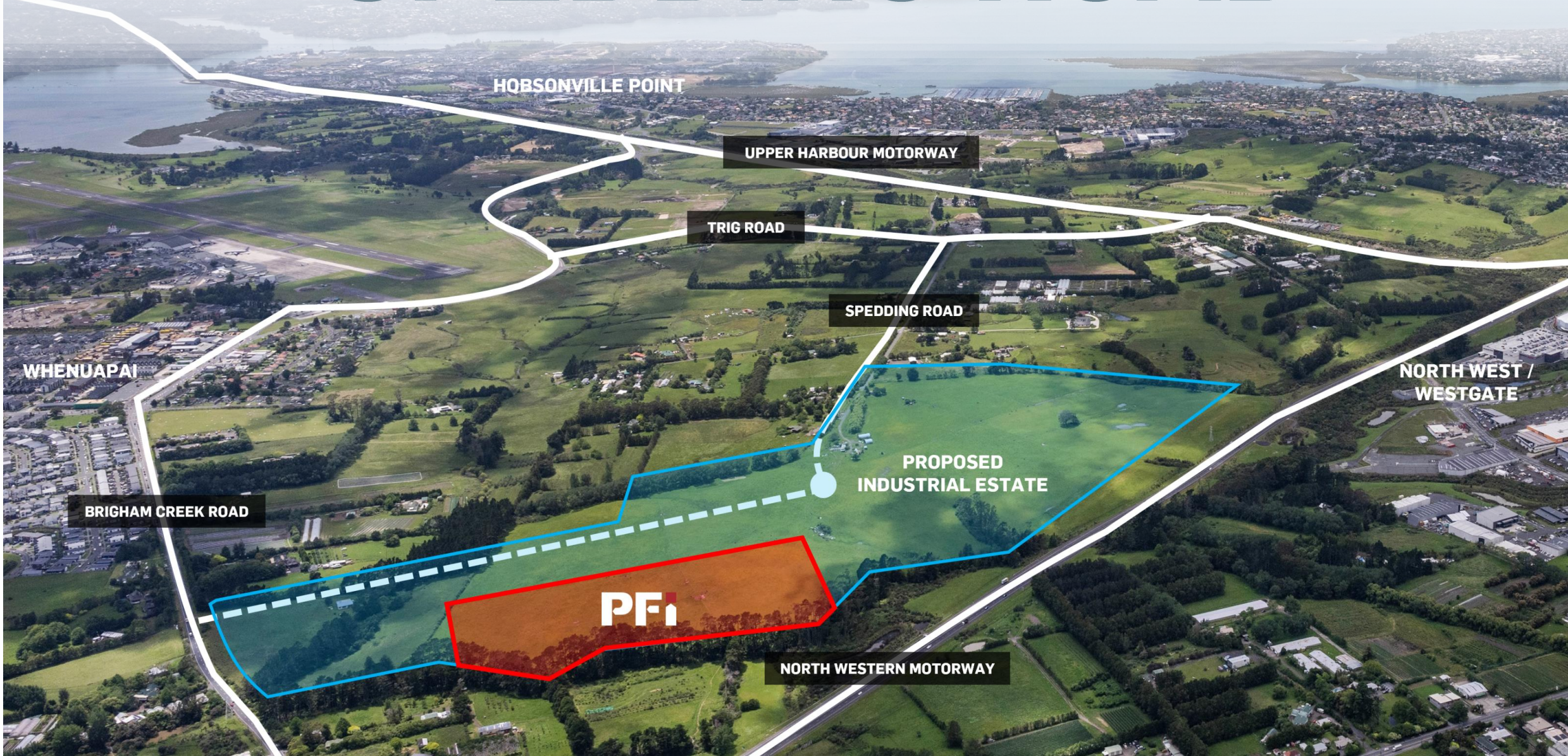
- Stage 1 of the project will see the delivery of a 25,500 sqm 5 Green Star rated warehouse for long-term tenant Fisher & Paykel Appliances, with completion expected Q1 2025
- Heads of Agreement signed with prospective tenant to develop ~6,500 sqm of warehouse, anchoring Stage 2, with the balance (~4,800 sqm of warehouse) likely to be developed on a speculative basis. Construction could commence in Q1 2025
- Current plans for the balance of the site (Stage 3) include a ~17,500 sqm warehouse with 500sqm of office, 4,200sqm of breezeway and canopies and 2,300 sqm of yard



78 SPRINGS ROAD: MASTER PLAN CONCEPT



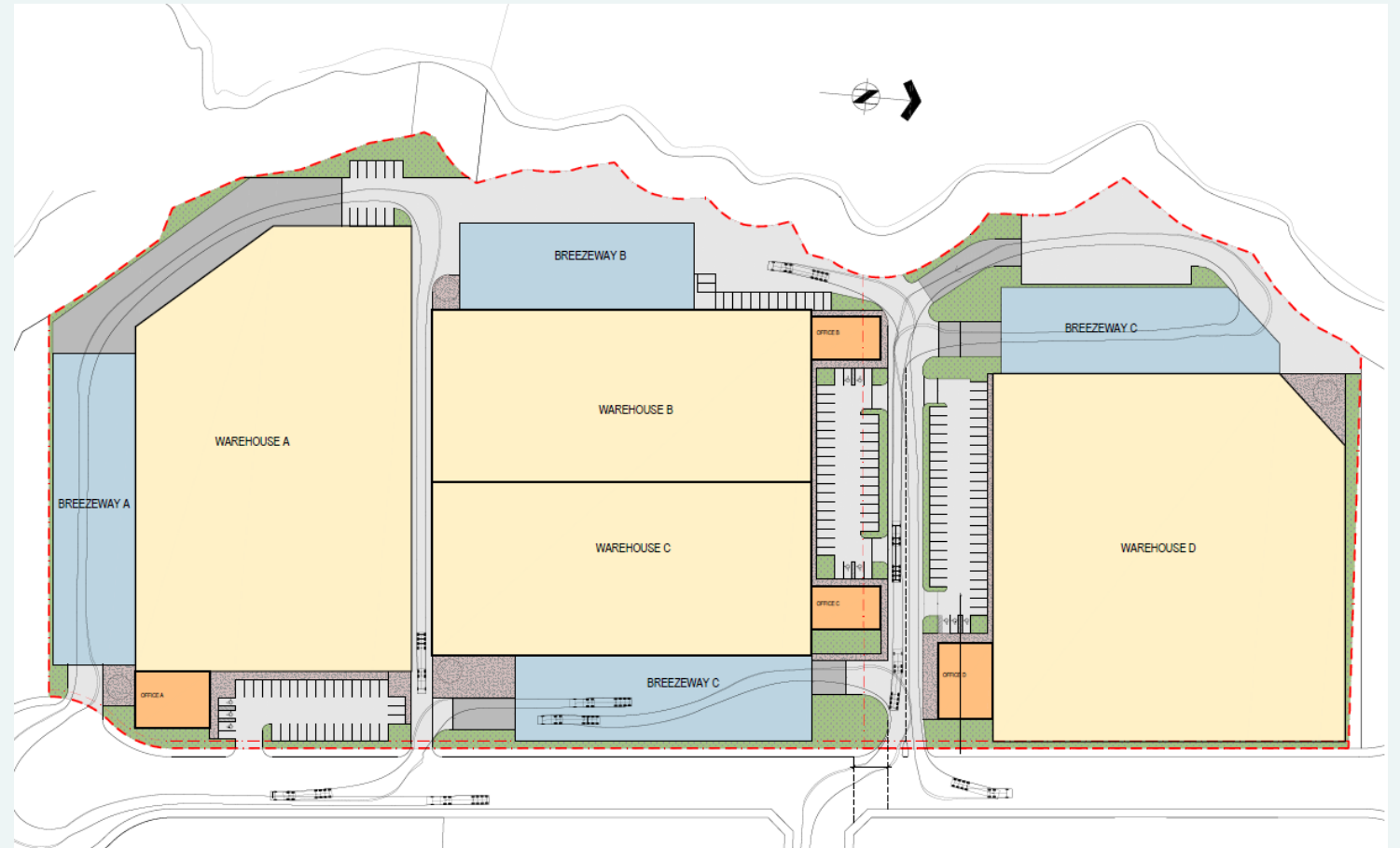
# SPEEDING ROAD



# SPEEDING ROAD

## INDUSTRIAL ESTATE, WHENUAPI

- Spedding Road land acquisition (\$40.6 million) conditional on titles being received and works being complete (expected mid-2025)
- 5% deposit payable on subdivision consents being obtained (no later than 30 August 2024), 45% payable on titles being received and vendor works complete, remaining 50% payable in two instalments, 12 and 24-months following titles
- Early plans allow for ~40,000 sqm of covered workable area once complete, estimated total project spend of ~\$150 million (including land)
- ~63,000 sqm of registered warehouse interest since October 2023



Review &  
Questions

Annual  
Results  
Briefing  
2023

08



**REVIEW &  
QUESTIONS**

## BOARD CHANGES

- Appointment of **Jeremy Simpson** as Independent Director, effective 27 February 2024.
- Change in People Committee Chair from **Dean Bracewell** to **David Thomson**, effective 3 April 2024.
- **Anthony Beverley** will be stepping down as Chair of PFI's Board immediately following PFI's Annual Meeting on 3 April 2024, but will remain on the Board as an Independent Director. **Dean Bracewell** will be appointed as the new Chair of the Board from that date.
- **Greg Reidy** plans to retire from the Board effective 3 April 2024.



**Jeremy Simpson**  
Independent Director

## HIGHLIGHTS:

- Annual result
- Under-renting provides platform for rental growth
- Green Star development pipeline expanded and on track
- Sustainability at our core
- Proactive capital management

## CLOSING:

- *“Strong leasing outcomes have delivered cashflow and stability,” says PFI Chief Executive Officer, Simon Woodhams. “Despite significant increases in interest rates during the year, low gearing, low vacancies and growing rents have all worked in our favour.”*

**Questions?**

The information included in this presentation is provided as at 26 February 2024 and should be read in conjunction with the interim financial statements, NZX results announcement, NZX Form –Results Announcement and NZX Form –Distribution Notice issued on that same day.

Property for Industry Limited (PFI) does not guarantee the repayment of capital or the performance referred to in this presentation.

Past performance is not a reliable indicator of future performance.

The presentation includes a number of forward looking statements. Forward looking statements, by their nature, involve inherent risks and uncertainties. Many of those risks and uncertainties are matters which are beyond PFI's control and could cause actual results to differ from those predicted. Variations could either be materially positive or materially negative.

Our results are reported under NZ IFRS. This presentation includes non-GAAP financial measures which are not prepared in accordance with NZ IFRS. The non-GAAP financial measures used in this presentation include Funds From Operations (FFO) and Adjusted Funds From Operations (AFFO). The calculation of FFO and AFFO is set in Appendix 1 of PFI's interim results announcement to which this presentation is attached.

FFO and AFFO are common property investor metrics and therefore we believe they provide useful information to readers to assist in the understanding of our financial performance, financial position and returns. They should not, however, be viewed in isolation, nor considered as a substitute for measures reported in accordance with NZ IFRS. Non-GAAP financial measures may not be comparable to similarly titled measures reported by other entities.

While every care has been taken in the preparation of this presentation, PFI makes no representation or warranty as to the accuracy or completeness of any statement in it including, without limitation, any forecasts.

This presentation has been prepared for the purpose of providing general information, without taking account of any particular investor's objectives, financial situation or needs. An investor should, before making any investment decisions, consider the appropriateness of the information in this presentation, and seek professional advice, having regard to the investor's objectives, financial situation and needs.

This presentation is solely for the use of the party to whom it is provided.

Close of Meeting

Annual  
Results  
Briefing  
**2023**

**THANK YOU  
FOR ATTENDING**

