

2011

DEXUS Property Group

GREEN CITIES

Greening your portfolio



ABOUT DEXUS

Our vision and principles

OUR VISION

To be the leading owner, manager, developer of superior quality properties in office and industrial in Australia and industrial on the US west coast, providing world-class property solutions and optimal outcomes for our stakeholders

OWN

MARKET LEADER IN OFFICE AND INDUSTRIAL
WORLD-CLASS QUALITY PORTFOLIO
STRATEGIC LOCATIONS IN AUSTRALIA AND THE US
FINANCIAL STRENGTH
ACTIVE CAPITAL MANAGEMENT

MANAGE

FULLY INTEGRATED PROPERTY MANAGEMENT MODEL
DELIVERING SERVICE EXCELLENCE TO OUR TENANTS
MAXIMISING TOTAL RETURNS FOR OUR LISTED AND
WHOLESALE INVESTORS

DEVELOP

SELECTIVE DEVELOPMENTS CREATING VALUE
SUSTAINABLE DESIGN
HIGH QUALITY WORKSPACES



ABOUT DEXUS

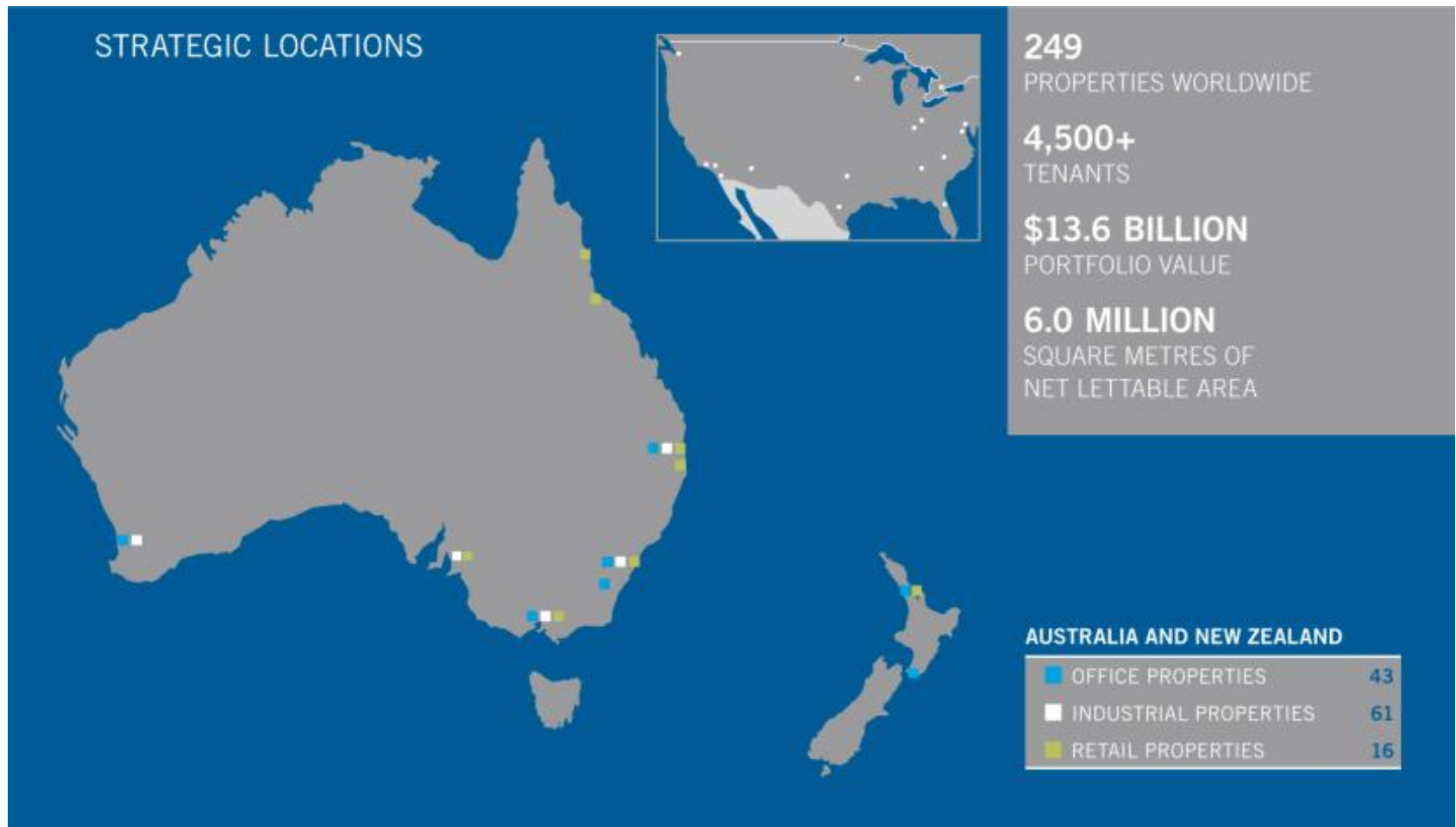
A leading Australian property group

- Top 60 ASX Listed Company
- S&P BBB+ (stable outlook) since rating inception in 2004
- Total portfolio value \$13.6 bn
 - Owned property portfolio \$7.4 bn
 - Third party funds management \$6.2 bn
- Quality and scale:
 - No 1 in office \$6.3 bn
 - No 2 in industrial \$2.3 bn
 - No 7 in retail \$3.0 bn
 - US portfolio \$1.7 bn
- Long-term commitment to Corporate Responsibility & Sustainability
- Experienced management team



OUR PORTFOLIO

Our key locations



Figures as at 31 December 2010 and in \$A

OUR PORTFOLIO

Our sectors



Governor Phillip Tower and 1 Bligh Street, Sydney NSW



Quarry at Greystanes, Greystanes NSW



Willows Shopping Centre, Townsville QLD

OFFICE

39 office towers and business parks and 4 car parks

\$6.3 billion portfolio value

824,000 sqm of office space

91% of portfolio premium or A-grade

INDUSTRIAL

189 properties worldwide

\$4.0 billion portfolio value

4.7 million sqm of space

Strategic locations across Australia and west coast US

RETAIL

16 retail centres

\$3.1 billion

Sub-regional locations in Australia and New Zealand

7 centres owned and managed in joint venture

OUR CR&S APPROACH

Our principles

HOLISTIC APPROACH

Taking a holistic view of every aspect of our operations and incorporating CR&S initiatives throughout our business

ALIGNMENT

Aligning our CR&S initiatives with our stakeholder expectations and corporate objectives

TRANSPARENCY

Providing transparent reporting of our CR&S activities and progress

LEADERSHIP

Demonstrating leadership in CR&S by maintaining the highest standards of corporate governance, ethics, environmental and social responsibility



OUR CR&S APPROACH

Recognition and memberships

- Long-term commitment to CR&S
- Listed on Dow Jones Sustainability World Index (2009, 2010) and FTSE4Good Index
- Named as one of the Global 100 Most Sustainable Corporations (2009, 2010)
- Named the Australian SAM Sustainability Index Sector Mover (2010)
- Corporate commitments to City Switch, Carbon Disclosure Project, UN Principles for Responsible Investment (UNPRI) and Investor Group on Climate Change (IGCC)



FTSE4Good



MAXIMISE INCOME & TOTAL RETURN

Key drivers:

- Income
- Vacancy
- Valuation

Investment performance assessed by total return



MAXIMISE INCOME & TOTAL RETURN

- Income - Maximise net rent/minimise outgoings
- Vacancy - Minimise vacancy time between tenants
- Valuation - avoid redundancy in long term

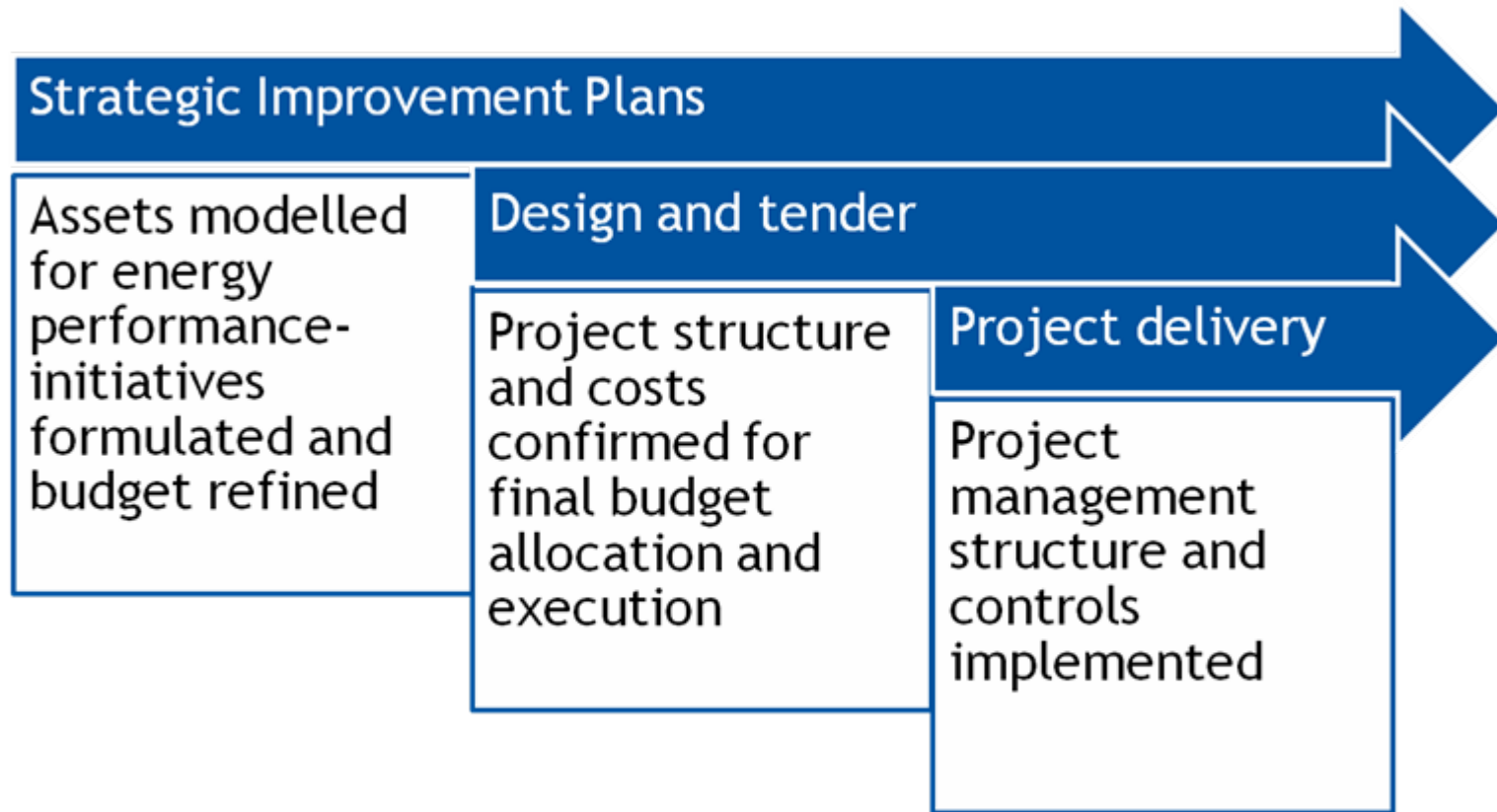
Redundancy = diminished value



MAXIMISE INCOME & TOTAL RETURN

- Overall portfolio assessment
 - Base building metering and collation of energy and water consumption
 - 2-3 years timeline
- High level upgrade strategy with initial budgets and outcomes in line with Fund Corporate Responsibility & Sustainability strategy
- Portfolio Manager recommend strategy to:
 - Fund Manager and Board
- Approval for:
 - Performance targets & outcomes
 - Timeline
 - Budget

CONCEPT TO DELIVERY



STRATEGIC IMPROVEMENT PLAN

- Step 1: Building performance summary

Current NABERS Energy performance

V

Potential NABERS Energy performance

-Initiatives have included

- Retro-commissioning
- Mechanical systems upgrade
- Control system upgrade
- Sub-metering



- CREATE PROJECT FROM CONCEPT
 - Continuance with strategic planner to design
 - Alternatively engage appropriate design consultant for further refinement
 - Direct to contractor via EOI for design and construct
 - Energy performance contracting: Guaranteed NABERS performance

- CONSULTANT/CONTRACTOR SELECTION
 - Similar projects in live environment
 - NABERS rating risk procedures
 - Identify and interview key personnel



PROJECT MANAGEMENT

- Consideration of specialist PM outside of design consultant due to live environment and multiple stakeholders
- Project control documents
 - Budget tracking
 - Programs and checklists
- Tenant engagement
 - Conduct forum to communicate works
 - Email communication and project updates

TUNING & ONGOING MANAGEMENT

- 6 months fine tuning
- Installation of high integrity sub metering system
- Analytical structure defined

