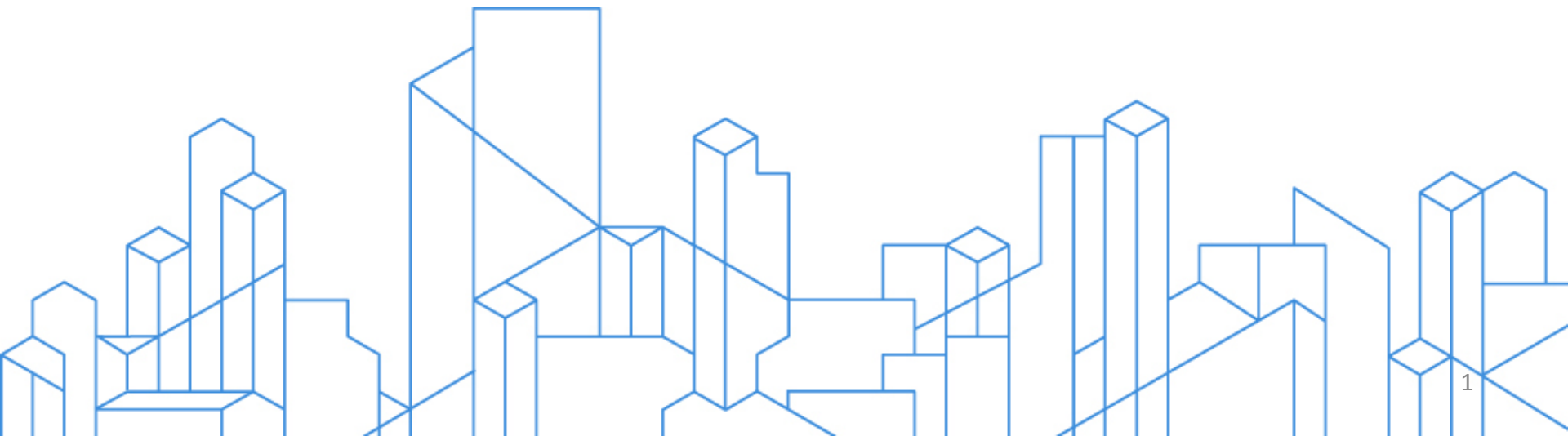


# Annual Shareholders Meeting

19 August 2016



# Chairman's Address



# NPT Board and Management

**Sir John Anderson**  
CHAIRMAN

**Tony Osborne**  
ACTING CHIEF EXECUTIVE

**Carol Campbell**  
NON-EXECUTIVE INDEPENDENT  
DIRECTOR

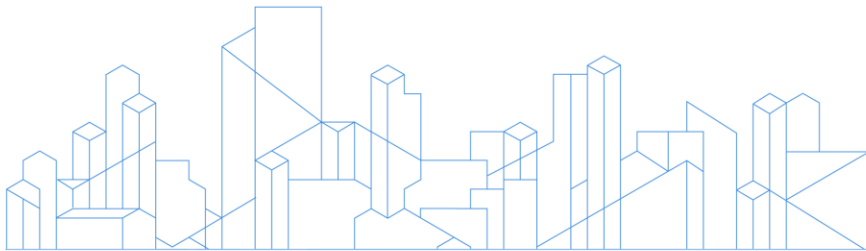
**Stephen Reid**  
CHIEF FINANCIAL OFFICER

**Jim Sherwin**  
NON-EXECUTIVE INDEPENDENT  
DIRECTOR

---

# Agenda

- 1. Introduction**
- 02. Chairman's Address**
- 03. Acting Chief Executive's Address**
- 04. Resolutions**
- 05. General Business**
- 06. Refreshments**



# Highlights

**Net Profit  
after tax up  
31.5%**

**Property  
Portfolio  
Value up 2.0%**

**Net Rental  
Income of  
\$11.5m**

**Distributable  
Profit up 1.0%  
to \$6.1m**

**Distributable  
Profit of  
3.79cps**

**FY16  
Dividend  
3.50cps**

**Occupancy  
  
97.1%**

**WALT  
  
5.4 years**

**Property  
Value  
\$169.4m**

# Acting Chief Executive's Address



# Financial Performance

	31 March 2016 \$m	31 March 2015 \$m	Change \$m	Change %
Net Rental Income	11.5	11.4	0.1	0.4%
Total Operating Income	11.7	11.6	0.1	0.5%
Interest and Finance Charges	(2.5)	(2.5)	-	
Administration Expenses	(2.3)	(2.1)	(0.2)	
Unrealised Loss in Fair Value of Interest Rate Swaps	(0.7)	(0.8)	0.1	
Unrealised Gain in Fair Value of Investment Properties	3.1	1.1	2.0	
Net Profit before taxation	9.3	7.3	2.0	27.0%
Income Tax Expense	(0.9)	(0.9)	-	
Net Profit after Taxation	8.4	6.4	2.0	31.5%

# Distributable Profit

	31 March 2016 \$m	31 March 2015 \$m	Change \$m	Change %
Net Profit before taxation	9.3	7.3	2.0	27.0%
Adjustments:				
Net change in fair value of investment properties	(3.2)	(1.2)	2.0	
Net change in fair value of interest rate swaps	0.7	0.8	(0.1)	
Net change in fair value of other assets	0.1	0.1	-	
Net lease incentives	0.1	0.1	-	
Net lease contributions	0.3	0.2	0.1	
Distributable Profit before taxation	7.3	7.4	(0.1)	1.0%
Current Tax expense	(1.2)	(1.3)	0.1	
Distributable Profit after current tax	6.1	6.0	0.1	1.0%
Weighted average number of shares on issue (millions)	161.9	161.9		
Distributable profit after current tax per share	3.79 cps	3.75cps		1.0%



# Balance Sheet

	31 March 2016 \$m	31 March 2015 \$m
Total Shareholders' Funds	119.8	117.4
Shares on Issue (millions)	161.9	161.9
Net Tangible Assets (NTA) per share	74.0 cps	72.5 cps
Gross Property Value	170.0	160.0
Drawn Bank Debt	48.0	41.0
Loan to Value ratio	28.2%	25.6%

# Banking

	31 March 2016 \$m	31 March 2015 \$m
Bank facility limit (BNZ)	70.0	70.0
Drawn bank debt	48.0	41.0
Available Undrawn debt	22.0	29.0
Weighted average cost of debt (incl. margins & line fees)	5.60%	6.29%
Remaining duration of bank facility	4.3 years	1.5 years
% of drawn debt hedged	62.5%	85.4%
Loan to Value Ratio covenant (< 50% of Gross Property Value)	28.3%	25.6%
Interest Cover Ratio covenant (EBIT >1.75x Total Debt interest cost)	4.8 x	4.0 x

# Portfolio Summary

		Occupancy	WALT	31 March 2016 Valuation	Revaluation Movement %	Market Cap Rate 2016	Market Cap Rate 2015
AA Centre	Auckland	100.00%	2.7 yrs	\$36.20m	2.8%	7.75%	8.38%
Eastgate Shopping Centre	Christchurch	96.07%	6.1 yrs	\$58.00m	2.8%	8.25%	8.50%
Print Place	Christchurch	100.0%	2.4 yrs	\$13.00m	(4.0%)	9.80%	10.0%
Heinz Wattie Warehouse	Hastings	100.0%	10.8 yrs	\$27.20m	(0.1%)	8.13%	8.25%
Roskill Centre	Auckland	94.55%	6.6 yrs	\$35.00m	4.2%	6.63%	6.88%
Total Portfolio		97.1%	5.4 yrs	\$169.40m	2.0%	7.91%	8.21%

# Eastgate Shopping Centre, Christchurch

- NPT has refocused the centre as a community hub in the east of Christchurch
- Warehouse Stationery development completed in late 2015 - new 9 year lease
- First floor redevelopment completed mid-July with the opening of “The Loft”
- Together with the Linwood Library we now have the most extensive range of medical and social services available in one place
- KFC restaurant completed post balance date
- Further development opportunities remain with NPT looking to advance these on a pre-committed basis



# Eastgate Shopping Centre, Christchurch



# Eastgate Shopping Centre, Christchurch

Before



After



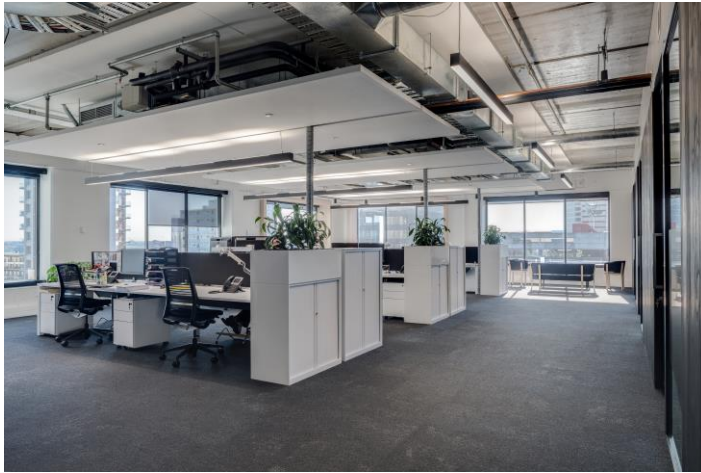
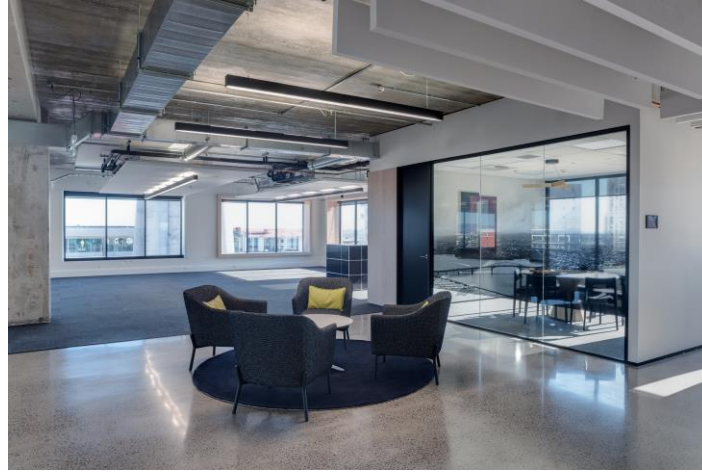


# 99 Albert Street, Auckland

- Located adjacent to the Sky Tower and Sky City casino
- New City Rail Link under Albert Street will enhance location
- Level 13 completely refurbished
- Further levels will be refurbished over coming years to take advantage of the strong Auckland CBD office market



# 99 Albert Street, Auckland





# Elwood Road, Hastings

- 100% occupied by Heinz Wattie's
- Lease has 10.8 years remaining (as at 31 March 2016)



# 22 Stoddard Road, Auckland

- Rebranded as '22 Stoddard Road' during the year
- Focused on filling the vacancy left by Postie Plus
- Centre continues to trade well and we are actively managing the tenancy mix



# 17 Print Place, Christchurch

- Two leases expiring within the next 12 months impacting on value
- Well located in Middleton, close to arterial routes



---

# Outlook

- Remain focused on unlocking the value within the existing portfolio
  - Look to further value add opportunities at Eastgate once the impact of The Loft on visitor numbers has been determined
  - Given the current strong Auckland CBD office leasing market seek to further upgrade floors at the AA Centre when leases expire and lift the current rental rates within the property
- Leverage the closer tenant relationships following the internalisation of the property management function
- Seek to add to the portfolio should a suitable opportunity arise
- Cash dividend guidance for FY17 of 3.60cps, an increase of 2.9% on FY16



# Resolutions



# Resolution 1

## *That Sir John Anderson be re-elected as a Director of NPT Limited*

- Appointed to the Board as Chairman of NPT Limited on 1 April 2011
- Reputation was forged as the Chief Executive of the National Bank, and then ANZ National for two decades
- Chairman of Steel & Tube Holdings and NZME Limited
- Director of T & G Global and the Commonwealth Bank of Australia
- Received a 2010 Halberg Award for leadership excellence in sport and in 2005 was the inaugural winner of the Blake Medal



---

## Resolution 2

*To authorise the Directors to fix the fees and expenses of the Auditor of the Company*

# General Business





# Close of Meeting and Refreshments



## Disclaimer

This presentation has been prepared by NPT Limited (NPT). While every effort has been made to ensure that the contents of the presentation are accurate, NPT takes no responsibility for any errors or omissions therein. The details in this presentation provide general information only. It is not intended as investment or financial advice and must not be relied upon as such. You should obtain independent professional advice prior to making any decision relating to your investment or financial needs. This presentation is not an offer or invitation for subscription or purchase of securities or other financial products. Past performance is no indication of future performance. This information is not intended to create, nor shall it give rise to, any legal rights or obligations between NPT and the party to whom the document is provided or addressed, or any other party.

[www.npt.co.nz](http://www.npt.co.nz)

