

DEXUS Property Group

# US CORPORATE PROFILE



# ABOUT DEXUS

DEXUS is one of the world's leading real estate groups with over \$14 billion of office, industrial and retail properties under management, primarily in the United States and Australia.

Our corporate history dates back over 25 years where we have built expertise in owning, managing and developing world-class quality office and industrial real estate in the US and Australia. We offer investors access to a superior real estate portfolio managed by our expert team of real estate and funds management professionals.

In the US, DEXUS owns and manages 106 industrial properties, totaling more than 26.7 million square feet in 15 industrial and logistics markets.

Operating in the US since 2004, our vision is to become a market leader in industrial real estate in our preferred west coast markets: Seattle, San Francisco, Los Angeles, Long Beach and the Inland Empire.

## Financial strength

Listed on the Australian Securities Exchange (ASX: DXS), DEXUS has a track record of financial strength and prudent capital management and one of the strongest balance sheets in the A-REIT sector.

## DEXUS US REAL ESTATE LOCATIONS

106 INDUSTRIAL PROPERTIES  
26.7 MILLION SQUARE FEET  
15 INDUSTRIAL AND LOGISTICS MARKETS



## GLOBAL PORTFOLIO

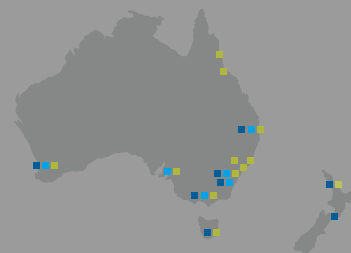
240 PROPERTIES WORLDWIDE

4,400+ TENANTS

\$14.8 BILLION PORTFOLIO VALUE

63.3 MILLION SF OF NET LETTABLE AREA

■ OFFICE PROPERTIES	41
■ INDUSTRIAL PROPERTIES	184
■ RETAIL PROPERTIES	15



1984

DEXUS Diversified Trust (DDF) lists on the Australian Stock Exchange (ASX)

1997

DEXUS Industrial Trust (DIT) lists on the ASX

1998

DEXUS Office Trust (DOT) lists on the ASX

2001

The Group acquires DWPF management rights

2004

DDF, DIT, DOT staples to form DB RREEF Trust (DRT)  
Acquires \$1.0 billion US industrial portfolio  
Creates \$1.4 billion retail JV with Westfield

2005

Completes 30 The Bond, Sydney, Australia's first 5-star NABERS energy rated office building

# LOCAL EXPERTISE, GLOBAL STRENGTH

## DEXUS offers world-class integrated real estate capabilities.

Our team, based at our US head office in Newport Beach, CA, bring extensive US industrial real estate expertise and form part of our global team of 290 real estate professionals with experience across asset and real estate management, development, property funds management and operations.

### Leasing and transactions focus

Through our hands on approach and direct relationships we are dedicated to delivering service excellence to our tenants and being highly responsive to their leasing needs now and into the future.

In the past year, we have leased more than 2.1 million square feet.

We have core capabilities in actively managing transactions that deliver value to our investors and financial strength to our portfolio, having transacted \$227 million across the US in 2011 alone.

### Development experience

We have a strong property development track record in the US, managing the whole development lifecycle to design, construct and manage complex properties with a long term commitment to creating sustainable buildings through our LEED accreditation and expertise. For example in 2011, we delivered a 450,000 square foot LEED certified freezer facility for Wal-Mart.

### A partnership approach

We have built a strong track record of working in partnership with our tenants to deliver real estate solutions that meet their needs now and into the future such as our \$430 million investment program with Whirlpool.

We have the portfolio scale and expertise to offer the highest quality industrial properties in the key locations that our tenants demand.

We are experienced in forming joint ventures and partnerships and delivering build-to-suit and industrial developments. We have well established relationships with capital partners and leading institutional equity providers including major insurance companies and pension fund investors.

We have built a number of strategic partnerships with corporate and capital partners and also leasing and property agencies who support our internalized asset management team.

## OUR WORLD-CLASS GLOBAL PORTFOLIO



### Industrial

Worldwide, the Group has 184 industrial properties, totaling over 48 million square feet primarily in the US and Australia. The Group's industrial portfolio is valued at \$4.2 billion including a \$1.5 billion US portfolio.



### Office

As a market leader in high quality office space in Australia, we own and manage some of the country's most iconic buildings including 1 Bligh Street, Governor Phillip Tower, Australia Square and Gateway in Sydney.

The Group's office portfolio is valued at over \$7.1 billion and includes 37 office towers and four car parks and spans almost 9.0 million square feet, 86% of which is premium or A-grade.



### Retail

Our retail portfolio includes 15 malls valued at \$3.3 billion, of which eight are managed and developed by our in-house retail team. Seven malls are co-owned and managed in joint venture with Westfield.

### Developments

DEXUS leads the way in developing properties to world best practice standards in sustainability and workspace design, as demonstrated in the US by our Whirlpool developments, designed to achieve LEED certification, and in Australia by our 6 star Green Star office developments at 1 Bligh Street in Sydney and 123 Albert Street in Brisbane.

2006

Secures \$430 million Whirlpool investment program

2007

DRT acquires Calwest interest in US industrial JV

2008

DB RREEF acquires Deutsche Bank's 50% management interest and rebrands to DEXUS Property Group

Commences development of two 6 star Green Star buildings (LEED platinum equivalent): 123 Albert Street, Brisbane and 1 Bligh Street, Sydney

2009

Named one of the "Global 100 Most Sustainable Corporations"

Achieves listing on DJSI World and DJSI Asia Pacific

Two equity raisings of \$1.0 billion

Accesses US 144a public bond market



DEXUS US team

3691 North Perris Boulevard, Perris, CA, is to be the site of the largest rooftop solar panel system in the US



Riverbend Commerce Park, 8005 South 266th Street, Kent, WA



## CORPORATE RESPONSIBILITY AND SUSTAINABILITY (CR&S)

We understand the responsibility that comes with being the owner and manager of a major international property portfolio valued at over \$14 billion.

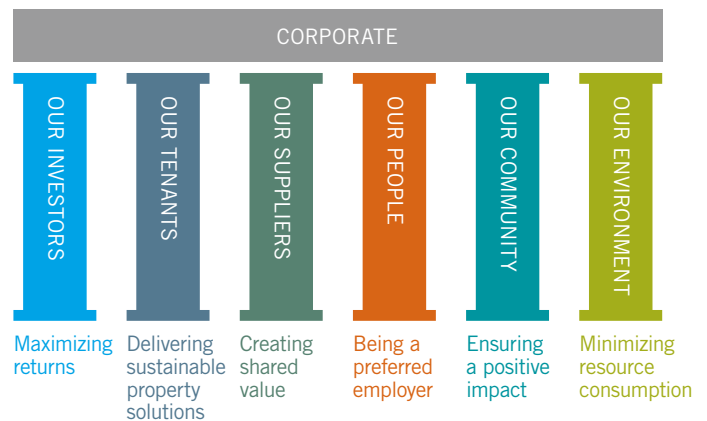
In the US, we have been active in designing and developing sustainable buildings in conjunction with the Leadership in Energy and Environmental Design (LEED) Green Building Rating System and implementing CR&S initiatives across our portfolio. Our US team is LEED accredited and committed to working with our tenants and partners to deliver sustainable initiatives.

Highlights of our sustainable developments and initiatives include the development of the first LEED certified freezer facility in the US for Wal-Mart and, with our partners Whirlpool and Southern California Edison, installation of the largest rooftop solar panel system in the US located in Perris, California.

DEXUS is listed on the Dow Jones Sustainability World Index, the SAM Sustainability Index and the FTSE4Good Index. DEXUS is also a founding member of the Greenprint Foundation.

### Connecting with our stakeholders

At DEXUS we are committed to continuously improving our CR&S performance. Our CR&S strategy is integrated into our business and aligned with our key stakeholders as shown below.



### 2010

Named, for the second year running, one of the "Global 100 Most Sustainable Corporations"  
 Opens new US office in Newport Beach, California

### 2011

1 Bligh Street, Sydney and 123 Albert Street, Brisbane open  
 First Australian founding member of the Greenprint Foundation  
 Assume full portfolio management in the US

DEXUS Property Group has two areas of operation:

- Our \$8.0 billion direct property portfolio – one of the largest listed Australian REITS (ASX: DXS) – where we own, manage and develop high quality office and industrial properties in the US and Australia
- Our property investment management business which manages and develops office, industrial and retail properties on behalf of third party investors. At \$6.6 billion, it is one of the largest third party investment management platforms in Australia, including the DEXUS Wholesale Property Fund and private client mandates

At DEXUS our vision is to be a top 5 market leader in owning, managing and developing superior quality industrial properties on the US west coast

## OWN

MARKET LEADER IN INDUSTRIAL  
WORLD-CLASS QUALITY PORTFOLIO  
STRATEGIC LOCATIONS  
FINANCIAL STRENGTH  
ACTIVE CAPITAL MANAGEMENT

## MANAGE

INTEGRATED ASSET AND DEVELOPMENT MANAGEMENT MODEL  
DELIVERING SERVICE EXCELLENCE TO OUR TENANTS  
MAXIMIZING TOTAL RETURNS FOR OUR INVESTORS

## DEVELOP

SELECTIVE DEVELOPMENTS CREATING VALUE  
SUSTAINABLE DESIGN  
HIGH QUALITY INDUSTRIAL PROPERTIES



**DEXUS United States**

4200 Von Karman Avenue  
Newport Beach CA 92660

Phone: +1 949 724 8886  
Fax: +1 949 724 8887

[www.dexus.com/us](http://www.dexus.com/us)

1401 E Cedar Street, Ontario, CA

[www.dexus.com](http://www.dexus.com)

