



» ING Property Trust

Annual Meeting 2009

Meeting agenda



- » Chairman's welcome and address – Michael Smith
- » Manager's report – Peter Mence, Stuart Harrison
- » Questions and answers
- » Official business
- » Nominations to Board
- » Voting
- » Close of meeting

Chairman's address

Te Puni Kokiri, Wellington

Manager's report

Springs Road, Auckland

Agenda

- » Highlights
 - » Financial performance
 - » Unit price
 - » Strategy
 - » Valuations
 - » Conclusion
-



Highlights



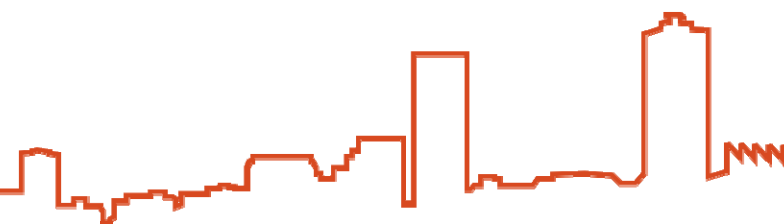
- » \$1.1 billion portfolio, 95 properties, 290 tenants - the most diversified property vehicle on the NZX
- » 98% occupancy – in a difficult leasing environment
- » 4.2 years weighted average lease term – provides strong rental security
- » \$3.2m increase in net property income
- » 9.1% yield on market rental
- » \$11.1m average individual property value – provides advantage of continued demand
- » \$116.0m from the sale of 17 properties

Financial performance



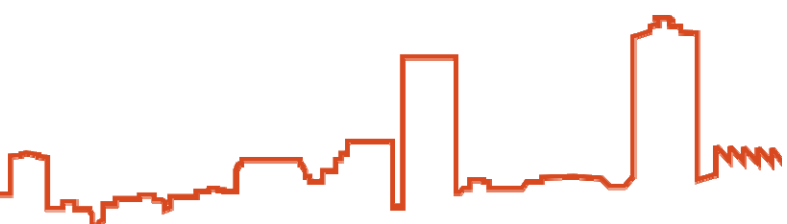
Waring Taylor Street, Wellington

Financial performance



	FY09	FY08	Change
Net rental income	\$87.8m	\$84.6m	3.8%
Interest expense	\$35.0m	\$28.0m	-25.1%
Operating surplus (pre disposals, revals & tax)	\$77.5m	\$75.6m	2.5%
(Loss)/profit before income tax	\$(64.4m)	\$90.1m	\$(154.5m)
Deferred taxation	\$(9.2)m	\$14.2m	\$23.4m
(Loss)/profit for the year	\$(63.1m)	\$71.7m	\$(134.8m)
Post tax earnings per units (cents)	(12.2)	13.5	-29.3%

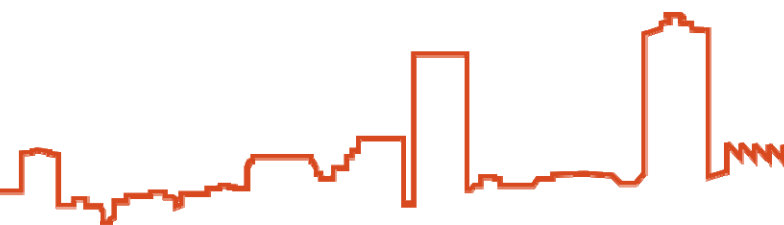
Distributable income



	FY09	FY08
(Loss)/profit before income tax	\$(64.4m)	\$90.9m
Adjust for:		
Revaluations losses/(gains)	\$89.9m	\$(43.0m)
Property sales IFRS adjustment*	\$11.5m	\$3.5m
Investment disposal	\$3.8m	\$0.0m
Derivative fair value adjustment	\$4.5m	\$0.2m
Management rights amortisation	\$1.3m	\$1.3m
Gross distributable income	\$46.6m	\$52.9m
Current tax	-\$7.3m	-\$8.0m
Net distributable income	\$39.3m	\$44.9m
Gross distributable income per unit (cents)	9.41c	9.95c
Net distributable income per unit (cents)	8.00c	8.44c

* The difference between gains on disposal of properties calculated under NZIFRS and old NZGAAP.

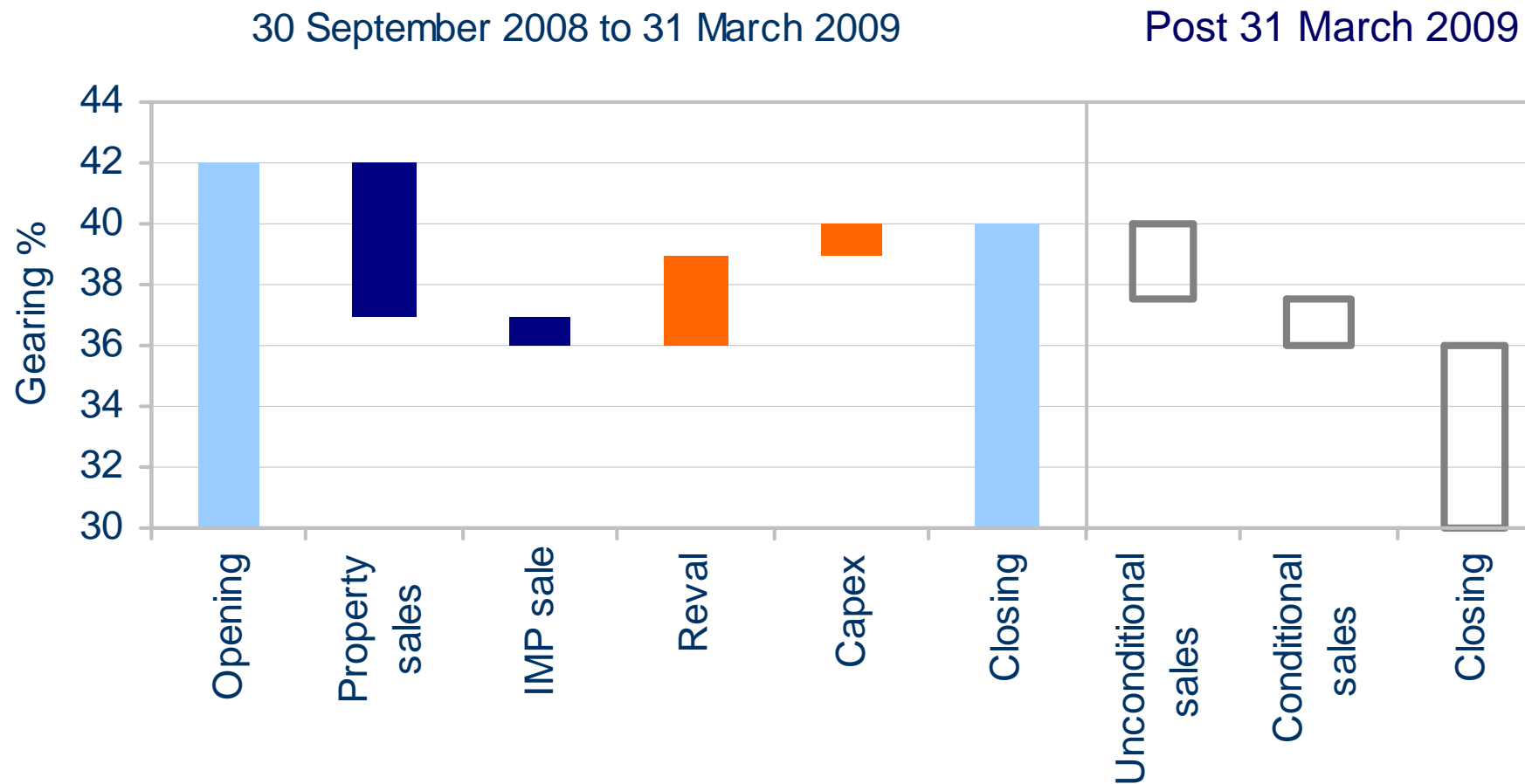
Financial position



	FY09	FY08	Change
Securities on issue	529.7m	514.3m	3.0%
Unitholders' funds	\$577.1m	\$700.5m	-17.6%
Net asset backing per unit (cents)	108.9c	136.2c	-20.0%

Total property value	\$1,051.6m	\$1,167.3m	-9.9%
Bank debt	\$429.8m	\$457.3m	6.2%
Debt-to-total-assets ratio	39.7%	37.7%	-5.3%

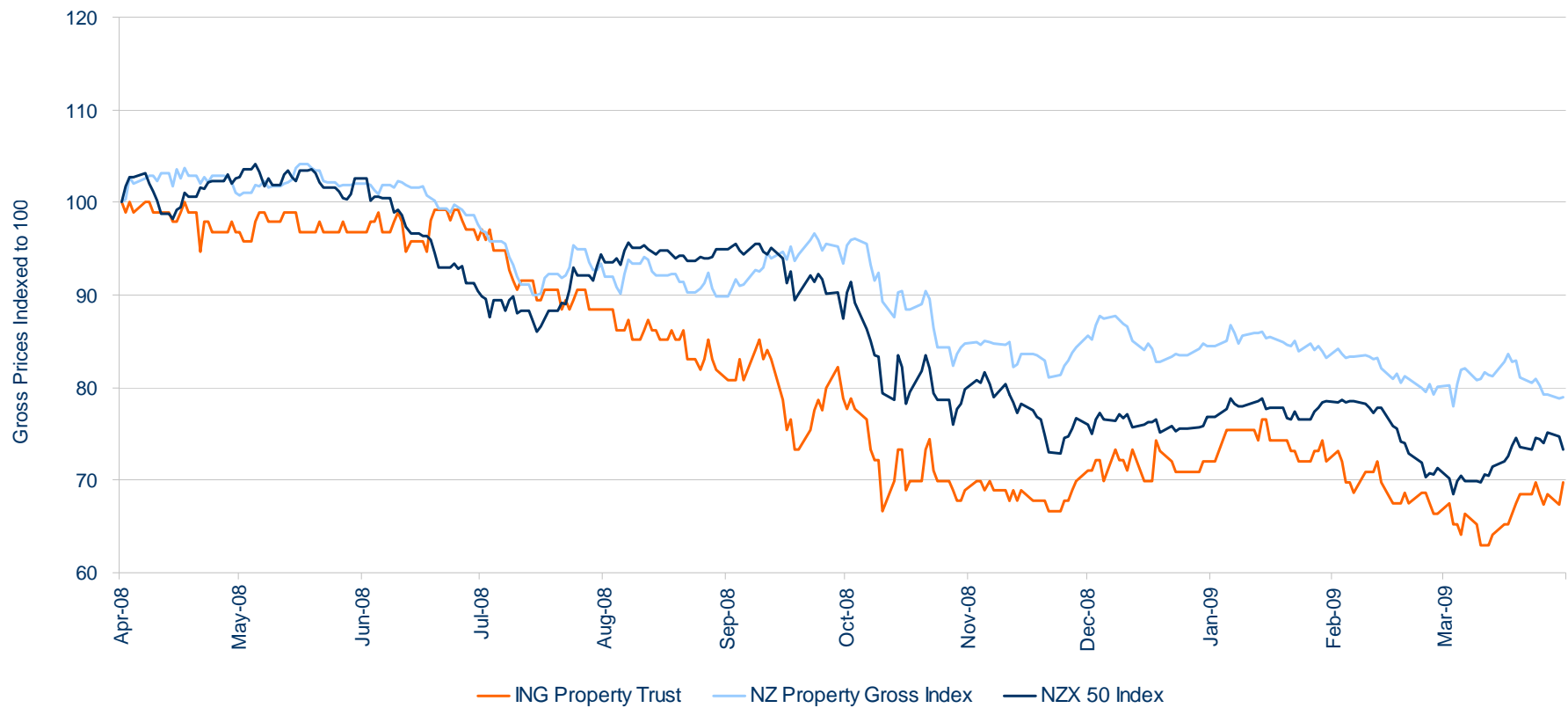
Gearing



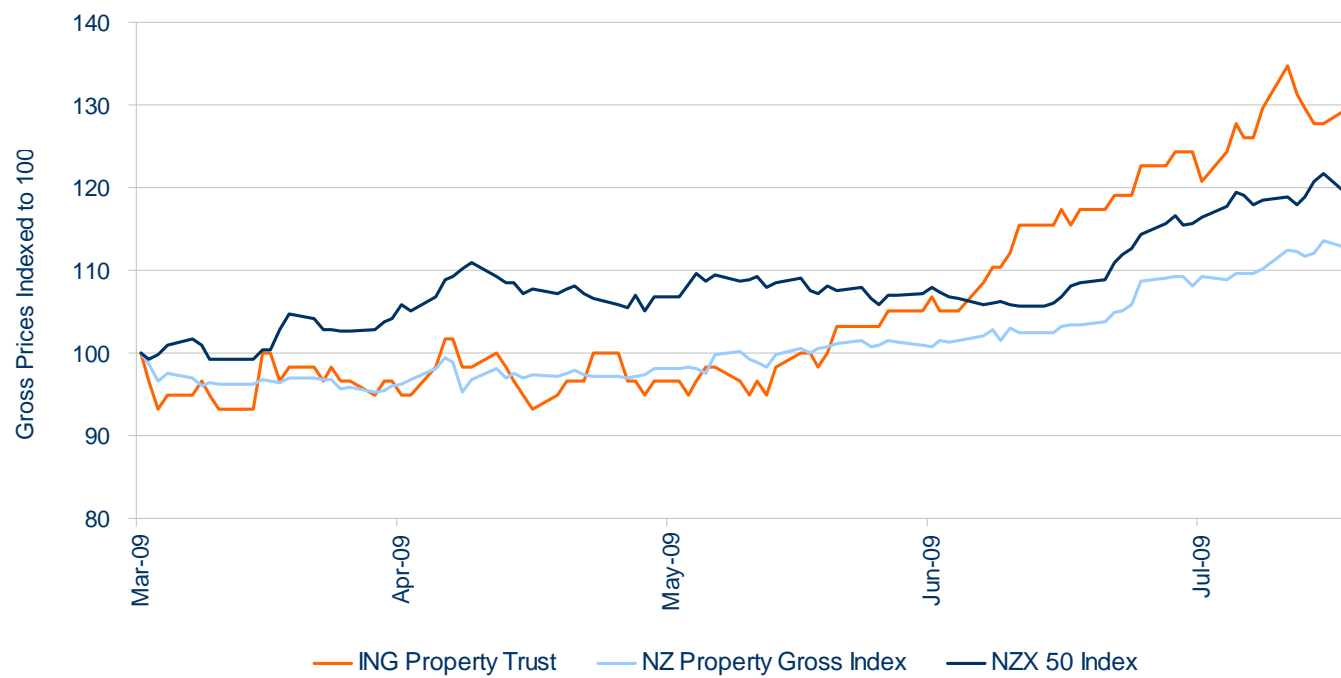
Unit price



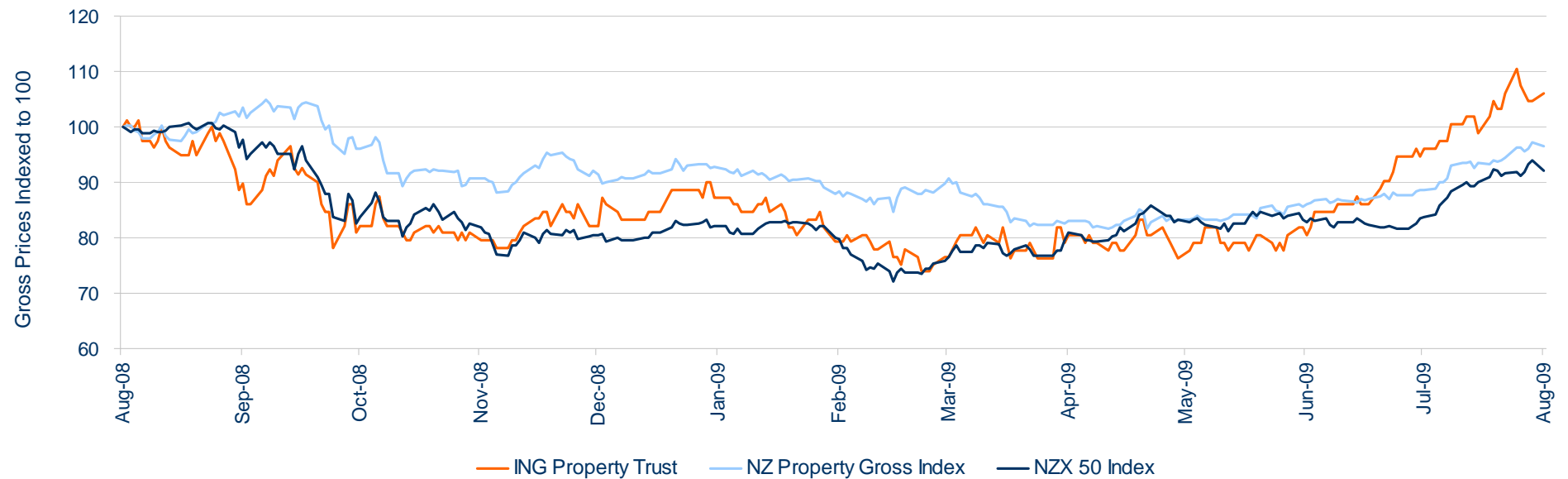
12 months to 31 March 2009



Post balance date performance



12 months to 17 August 2009



Strategy

Manpower House, Wellington



Strategy

The Trust's long term strategy is unchanged.

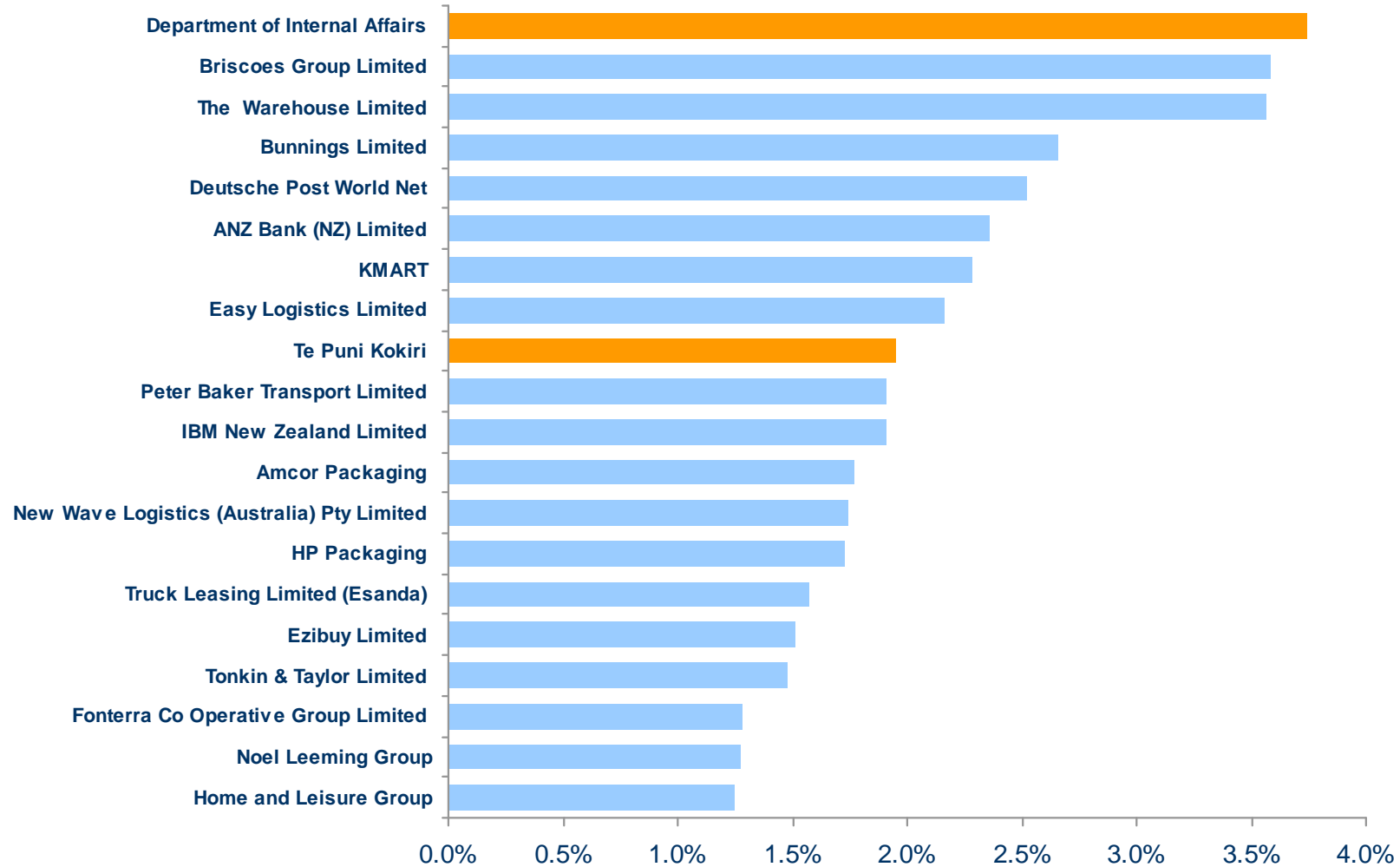
In recognition of the investment environment, the current strategy is focused on three key areas:

- » Risk mitigation – both income and value
- » Capital management – debt reduction
- » Portfolio structuring for the future

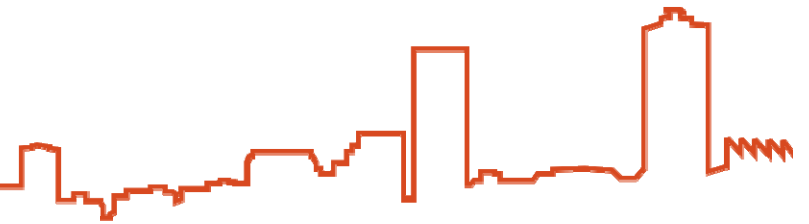


North Beach, Albany Megacentre, Auckland

Risk mitigation



Capital management

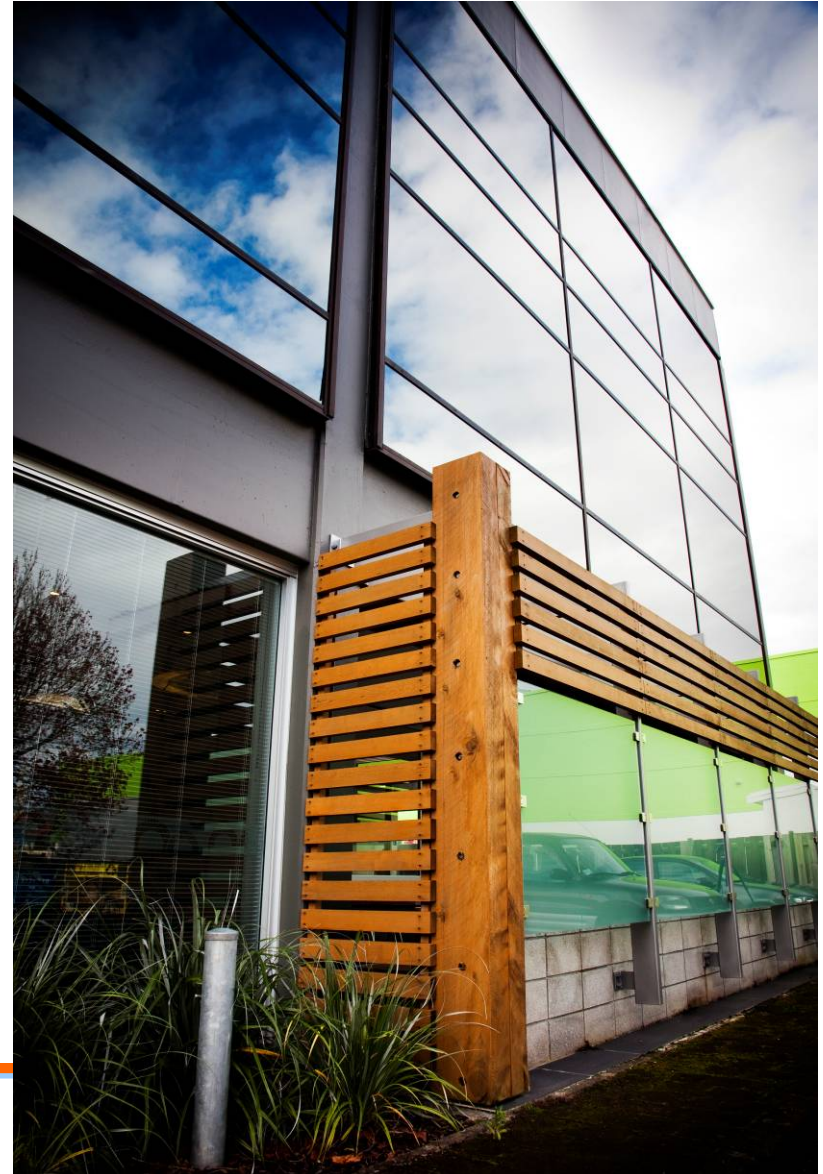


- » Intention to sell \$100m of property in current financial year
- » Trust sold \$116m of property in FY2009
- » \$49m of unconditional sales since balance date
- » Assets held at market-proven values – backed up by sales
- » Debt issues can be managed by sales without requirement to raise capital

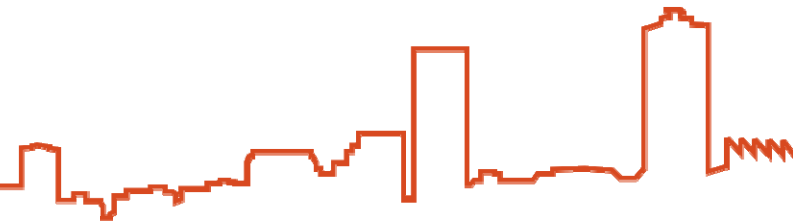
Portfolio structuring for the future

- » Right stock
 - › Right property
 - › Right location
 - › Right price

- » Diversification
 - › Sector
 - › Location
 - › Tenancy mix
 - › Lease expiry

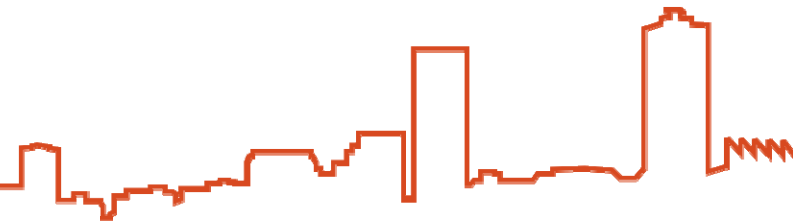


Valuations



- » Decline of 8.3% at year end, including 1.3% interim decline
- » Liquid part of the market – less than \$20m
- » Market activity demonstrates stable values for our portfolio
- » Yield on market rentals over 9.1%
- » Valuations completed by DTZ New Zealand, Jones Lang LaSalle and Colliers International

Conclusion

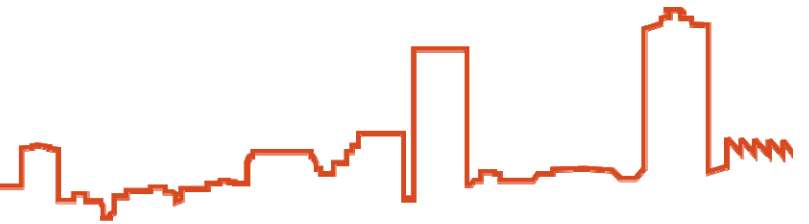


- » The economic market remains uncertain, but there are signs of improvement
- » Occupancy remains key focus
- » The ING Property Trust portfolio is in good shape and is well positioned
- » Average value \$11.1m – big advantage in this market with sales and leasing
- » Strong diversification – gives good risk profile
- » Well progressed with delivery on a clear strategy

Thank you

Citigroup, Auckland

Disclaimer



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24 August 2009

Questions

Carlton Gore Road, Auckland