

**ESR Australia expand development pipeline to \$1.8 billion with
21 ha land purchase in Horsley Park, NSW**

SYDNEY, 4 November 2019 – ESR is pleased to announce its continued push into the Australian industrial and logistics real estate space with the purchase of a prime 20.8 ha development site for \$142.5 million at 327-335 Burley Road, Horsley Park (ESR Horsley Logistics Park). The site is within the highly sought-after Western Sydney industrial market. Given it's strategically situated near major transport links including the M4 and M7 motorways and in close proximity to the future Western Sydney Airport, the site is ideally located for a logistics hub.

When fully developed, ESR Horsley Logistics Park will be a premium distribution park of circa 110,000 sqm of GFA across 4-6 separate warehouses. ESR Horsley Logistics Park will enable customers to benefit from significant infrastructure investment by the government in Western Sydney, including WestConnex, Sydney Metro, Moorebank Intermodal, and the Western Sydney Airport. A further advantage is the proximity to the growing Western Sydney population.

Since entering the Australian market, ESR has completed the integration of Propertylink Group and Commercial & Industrial Property Pty Ltd into ESR Australia. ESR's other key focus has been actively expanding its land bank.

Facilitated by an active capital recycling program, ESR Australia has exchanged contracts on a number of sites ensuring it is strongly positioned in major industrial precincts in Sydney, Melbourne and Brisbane.

This includes:

- 21.5 ha at 59-63 Abbots Road, Kemps Creek in Outer Western Sydney. Kemps Creek is earmarked for the next phase of the Western Sydney industrial markets. ESR Kemps Creek Industrial Park is in a prime position to capitalise on diminishing land supply and strong tenant demand in the area's pre-lease market.
- 6.5 ha at 45-49 McNaughton Road, Clayton, Victoria. ESR Clayton Business Hub is located within the broader Monash National Employment Cluster, with established education, health and research facilities. The Victorian Government has recognised this area for its potential for future growth. The site is ideally suited to last mile logistics due to its proximity to the large population of South East Melbourne.
- 8.7 ha at 186-224 Ingleburn Road, Leppington. ESR Leppington Industrial Estate is close to ESR's highly successful Bringelly Road Business Hub, and within 850 metres of the Leppington train station and future town centre. Leppington in South West Sydney is set to benefit from the new Western Sydney Airport and associated infrastructure upgrades, making this a key location for a distribution centre.
- 6.2 ha at 450 Sherbrooke Road, Willawong. ESR Sherbrooke Industrial Estate is strategically located close to Acacia Ridge Intermodal with access to Logan Motorway. This estate is adjacent to ESR's recently completed Nolans Interstate Transport facility. This is an emerging logistics location for distribution to the South East Queensland growth corridor.
- 5.0 ha at 98 & 114 Gilmore Road, Berrinba. ESR Gilmore Industrial Park is located within the Berrinba Industrial precinct near the recently completed Logan Motorway on/off ramps.

Approval from the Foreign Investment Review Board is currently being sought for several of these transactions.

The above acquisitions total approximately 70 ha and will provide close to 330,000 sqm of logistics space, bringing ESR's total development pipeline in Australia to circa \$1.8 billion.

Phil Pearce, CEO of ESR Australia, commented:

"Since establishing our business in Australia last year, we've been focused on building a strong foundation on which we can grow in this market. We're pleased to already have achieved substantial growth. With the addition of these recent land acquisitions to our existing land bank, we are well-positioned to deliver on our strategic priority of developing premium logistics properties in high-demand low-supply locations for our customers.

"We will continue to add to our land bank to ensure ESR is well-positioned to keep capitalising on the opportunity that the Australian market offers with an established presence, substantial team of experts on the ground, and proven capabilities in Australia," Mr Pearce said.

Already dominant in the Asia-Pacific region, the expansion of ESR's Australian land bank highlights its progress towards becoming one of the leading players in this market. ESR continues to inspire investor confidence, demonstrated by the oversubscription to its initial public offering in late October which ultimately raised US\$1.6 billion and in which OMERS Administration Corporation participated as a cornerstone investor. Shares began trading on the Hong Kong Stock Exchange on 1 November 2019.

About ESR Australia

ESR is a leading Asia-Pacific logistics real estate platform with over US\$20 billion in assets under management across more than 15 million square metres of real estate. With a network of modern logistics facilities, ESR operates across the region in the People's Republic of China, Japan, Singapore, South Korea, India and Australia. The focus on the Asia-Pacific region allows ESR to capitalise on the fast growth of this area and offer clients seamless regional expansion.

In Australia, ESR's global standards are paired with local expertise to develop and manage a strong portfolio of assets. ESR is now a leading manager of Australian industrial and business park real estate with assets under management of US\$1.3 billion, and a robust pipeline of developments underway. ESR Australia also has established funds management capabilities with long term relationships with global institutional investors.

ESR has a national presence in Australia. The Australian team have deep expertise across the industrial and office real estate markets. A fully integrated service offering is delivered by this in-house team, achieving strong customer outcomes through tenant-driven development solutions, active asset management, and a strategic approach to property investment management.

For more information on ESR, please visit www.esr.com.

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