
AGM Minutes

Date: 27 July 2016

Approval of the resolutions of both Keith Smith and Peter Simmonds as directors for a further 3 year term.

Q: Bruce from the NZSA supports the re-election of both Mr Smith and Mr Simmonds, we do question if there is a policy in place for the length of service and rotation for independent directors.

A: (Susan Paterson), thank you Bruce, in our constitution we do have 1/3 of the independent directors retiring by rotation each year which gives us an opportunity to have a look what are the skill sets we require on the Board, if you have a look at the past 10 years we have had 5 directors leave the Board so we do have refreshment and new people coming in so the Board has evaluated what are the competencies on the Board and what is the balance amongst the different directors and we look at each different retirement on its own merits and have a look at the skills we need on the Board at that given time and who are the best people to put up again for re-election.

Q: Bruce Takle, BNV Associates Limited, can I just a question for young Keith and to Peter, the value of the units I have quite a few of them and I paid \$1.02, when can we chase the prices up to \$1.50 and \$2.00 and are we working towards that. I mean all this lovely information is good and all but show us the money, so I want shares up to \$1.50-\$2.00 and when that could be.

A: (Mr Smith) it's a tough question and I am not giving financial advice, I would love them to be there to Bruce. I think it comes from performance and performance will grow the units but I think you do have to understand that we are in a pretty much a zero inflation environment and we are long term assets which comes from rental gains and this team does a fantastic job at renegotiating lease terms and rental increases but I think it is going to be a long time into the future before we can manage to get there, we would have to continually outperform the rest of the market and deliver returns but for me to say when or how or what we can achieve those I cannot, I wish I could be a crystal ball gazer but then I probably would not be standing here actually I would be away on my boat, Pete I'll leave it up to you.

(Pete Simmonds) I can only reiterate what you have already said, I mean the price of the stock is a function of yield in an interest rate environment and we are in a low one now and a price increase as a result and for us to get to say \$2.00 you are talking about a distribution increase by at least 50% and so Keith is right the price is driven by the distribution and the yield that is applied to it so we just have to work hard and grow that distribution which we are trying really hard to do.