



INDUSTRIAREIT
An APN Property Group fund

Industria Trust No. 1 ARSN 125 862 875
Industria Trust No. 2 ARSN 125 862 491
Industria Trust No. 3 ARSN 166 150 938
Industria Trust No. 4 ARSN 166 163 186
Industria Company No. 1 Pty Ltd ACN 010 794 957

Responsible Entity
APN Funds Management Limited
ABN 60 080 674 479 AFSL No 237500

Level 30, 101 Collins Street
Melbourne Victoria 3000 Australia

T +61 (0) 3 8656 1000
F +61 (0) 3 8656 1010

W industriareit.com.au
E investor@industriareit.com.au

ASX ANNOUNCEMENT (ASX code: IDR)

24 November 2015

Management team changes and letter to investors

Please see attached letter to investors which includes an update on changes to Industria's management team.

For further information, please contact:

Company Secretary
John Freemantle
jfreemantle@apngroup.com.au
+61 3 8656 1000

About Industria REIT

Industria REIT (ASX code: IDR) managed by APN Funds Management Limited, is a listed Australian real estate investment trust (AREIT) which owns interests in a workspace focussed portfolio of high quality industrial, technology park and business park assets located across Sydney, Melbourne, Brisbane and Adelaide. Industria's portfolio provides tenants with modern, cost effective and practical spaces to meet their business needs.

Industriareit.com.au

About APN Property Group

APN Property Group Limited (ASX code: APD) is a specialist real estate investment manager.

Since 1996, APN has been actively investing in, developing and managing real estate and real estate securities on behalf of institutional and retail investors.

APN's focus is on delivering superior investment performance and outstanding service. Performance is underpinned by a highly disciplined investment approach and a deep understanding of commercial real estate.

apngroup.com.au

APN | Property Group

24 November 2015

[Investor name]
[Investor address]
[Investor address]

Dear Investor

Industria REIT

For those of you whom I have not met I am the Chairman of APN Property Group Limited (APN), the parent company of the responsible entity of Industria REIT.

As well as managing the Fund, APN is also the largest investor in Industria REIT.

We are writing for two reasons:

- Change of Fund Manager
- Our co-investment in Industria REIT

We have agreed terms with Mr Laurence Parisi for his departure and we are aware he intends to pursue a role at a global bank. Laurence has been well assisted in his role to date by David Simmonds (Finance Director) and David Avery (Senior Portfolio Manager) and will be leaving Industria REIT in excellent shape. We are grateful for Laurence's input and commitment and wish him well on behalf of APN and Industria's investors.

Laurence has committed to provide an orderly transition for his responsibilities which will be assumed by Mr David Simmonds on an interim basis as acting Fund Manager.

We have commenced a process to identify a replacement permanent Fund Manager from internal and external candidates, the outcome of which will be advised to investors in due course.

APN and Industria REIT is managed by a team of real estate and finance professionals including input from myself, Tim Slattery, Michael Groth our CFO, David Simmonds and David Avery as well as Laurence. With the depth of expertise and capacity across the organisation, Industria REIT will continue to be well managed through this transition period.

APN has recently increased its investment in Industria REIT because it believed it was undervalued. APN (including its managed funds) holds just over 18% of Industria REIT's securities. We believe Industria REIT continues to offer an attractive commercial property portfolio and risk / return profile.

APN views Industria's portfolio as follows:

- Industrial portfolio – outstanding performer, 100% occupied, significant strength in recent comparable transactions (including the recent sale of the Frasers / GIC portfolio at cap rate of approximately 6.9%)
- Rhodes Business Park – high quality office accommodation, recently re-signed Frasers as major tenant, stands to benefit from increasing strength in Sydney leasing market
- Brisbane Technology Park – more challenging part of the portfolio given Queensland resources industry pressure. Well positioned to further benefit from early signs of improvement in the market. Significant recent success with over 12,000 sqm leased since 1 July 2014 (including leases to Interactive, Toshiba, Toyota and Zimmer). Large number of these transactions executed 'in house' within Industria's leasing team

APN is pleased with Industria's recent performance, in particular the leasing results. Since Industria's listing we have:

- Completed over 30,000 sqm of leasing transactions (since 1 July 2014)
- Increased NTA from \$1.93 to \$2.02 (as at 30 June 2015)
- Maintained the weighted average lease expiry of the portfolio at over 5 years
- Sold 53 Brandl Street (Brisbane Technology Park) above book value
- Purchased 1.98 million securities below NTA via an on-market buy-back
- Delivered investors with a total return over this period of 19.9% (or 9.7% on an annualised basis)

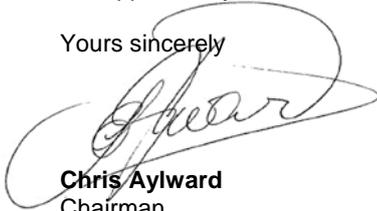
Industria's recently reconfirmed FY2016 guidance is to deliver distributions of between 15.00 and 15.80 cents per Security which represents a cash yield of approximately 7.50% on recent trading prices.

Good governance is critically important to APN. We will always put the best interests of Industria REIT's investors first and we believe this commitment is of the utmost importance. Industria's management team will continue to professionally execute Industria's strategy as a rental income focused commercial property investment and will continue to be responsible stewards of your capital.

APN remains committed to continuing to deliver income and value for all of Industria's investors.

We appreciate your investment with us and we remain available if you would like to discuss it with us.

Yours sincerely

A handwritten signature in black ink, appearing to read 'Chris Aylward', written over a circular scribble.

Chris Aylward
Chairman
APN Property Group Limited