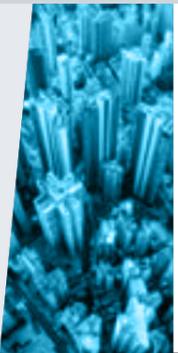
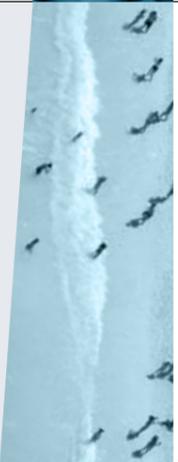


Megatrends

We are in a period of rapid change and the context in which we operate our business, both today and in the future, is informed by the disruption and opportunity created by global megatrends.

There are various megatrends that could impact Dexus's strategy and outlook, and the nature and potential of these can change over time.

We actively review the megatrends our business faces over the medium and long term, which is a process overseen by the Board. This section outlines the key megatrends, the implications for our business model and how we are monitoring and responding to them.

| Megatrend | Image | Description | Implications for our business model and how we are monitoring and responding to megatrends | Key resources that the megatrends relate to |
|--------------------------------------|---|--|--|---|
| Urbanisation |  | Urbanisation in major cities both in Australia and around the world is increasing. This creates challenges for social equity, the environment, transport systems and city planning. | An investment in Dexus is an investment in Australia's cities. Our property portfolio is concentrated in the CBDs of Australia's major cities and we believe these locations are where our customers want and need to be. In response to the megatrend of urbanisation, we are expanding our existing development capabilities so we are optimally positioned to maximise value from our existing portfolio. In addition, we are investing in mixed-use development capabilities so that our contribution towards the creation of vibrant 'work, live, play' communities is maximised. We are working closely with our third party capital partners, public authorities, real estate consultants, technology providers and the wider community in undertaking these activities. We are conscious of the impacts that will arise from continued urbanisation on the environment. In response we are embracing new initiatives and technologies to directly contribute toward the establishment of efficient, reliable, and environmentally friendly energy sources while reducing the emissions and waste created from our properties and business activities. |  |
| Growth in pension capital fund flows |  | Funds under management within pension funds are expected to increase significantly as populations in developed nations continue to age. Consequently, real estate is expected to receive a higher share of capital allocation. | Dexus is a leading Australian real estate fund manager. Our funds management business provides wholesale investors with exposure to quality sector specific and diversified real estate investment products. The property funds within our unlisted funds management platform have a strong track record of performance and benefit from leveraging the leasing, asset and property management capabilities provided by Dexus. For acquisition and development opportunities, we often invest alongside our third party capital partners, enhancing alignment to our strategy to generate superior risk-adjusted returns. We expect that our funds management business will benefit from the megatrend of the growth in pension fund capital flows through selectively expanding existing funds and launching new investment products where we believe a competitive advantage can be obtained, as demonstrated by the recent establishment of the Healthcare Wholesale Property Fund (HWPF) and Dexus Australian Logistics Trust (DALT). |  |
| The rise of the millennial worker |  | Increased participation by millennials in the workforce is changing how people work. | Millennial workers are technology savvy and have different expectations regarding the workplace than previous generations. Workplaces are now expected to provide a seamless experience, while enabling collaboration and providing the flexibility to work anywhere at any time. We are responding to the megatrend of the rise of the millennial worker and their growing demands for seamless experiences by reducing pain points, enabling collaboration and developing communities within our properties. Major initiatives include: <ul style="list-style-type: none"> - Simple and easy lease - Dexus Place - SuiteX - Online building portals Wellness is an important priority for millennials. In response, we have developed Wellplace, catering for the growing importance of wellbeing in the workplace by providing a suite of health and wellbeing services and amenities to our customers through the online building portals. We have enabled these factors for our own workforce through the adoption of a flexible working policy that enables our employees to work anywhere, anytime, supporting personal wellbeing and productivity. |  |
| Technological change |  | Technology and connectivity is driving mobility and collaboration in workplaces. Artificial Intelligence, automation and robotics is replacing repetitive tasks, together with a new focus on the value of big data and analytics. | Technological advancement brings opportunities to further support our customers in their growth and productivity goals, and we are implementing innovative technologies in new developments to deliver a better customer experience and optimise workforce productivity. In response to the technological change megatrend, we have established a smart building blueprint to provide a benchmark for technology solutions across our properties that promotes both connectivity across different spaces and flexibility in workplace locations. To support our employees, we are investing in systems and processes that will define a foundation for operational excellence. This includes the implementation of a new enterprise platform designed to enhance the efficiency of our day-to-day operations and reduce the operational demands on our people, enabling us to focus more time and energy on our customers. |  |
| Environmental sustainability |  | A growing global population continues to place demands on the world's finite resources, while the financial impacts of environmental risks such as climate change are becoming increasingly apparent. | For over a decade, we have reduced our environmental footprint by concentrating on improving energy and water efficiency across our properties as well as reducing the group's greenhouse gas emissions. We have integrated risks and opportunities from climate change into our operations, through investing in the physical resilience of the portfolio and supporting the transition to a low carbon economy by committing to achieve net zero carbon emissions by 2030. |  |