

**Form 603**  
Corporations Act 2001  
Section 671B

**Notice of initial substantial holder**

To Company Name/Scheme National Storage REIT

ACN/ARSN National Storage Holdings Limited (ACN:166 572 845), National Storage Property Trust (ARSN: 101 227 712), The Trust Company (RE Services) Limited (ACN 003 278 831)

**1. Details of substantial holder (1)**

Name Cohen & Steers Inc and all bodies controlled by Cohen & Steers Inc

ACN/ARSN (if applicable) N/A

The holder became a substantial holder on 18/12/13

**2. Details of voting power**

The total number of votes attached to all the voting shares in the company or voting interests in the scheme that the substantial holder or an associate (2) had a relevant interest (3) in on the date the substantial holder became a substantial holder are as follows:

Class of securities (4)	Number of securities	Person's votes (5)	Voting power (6)
Ordinary units	12,900,000	12,900,000	5.2675% of 244,897,000

**3. Details of relevant interests**

The nature of the relevant interest the substantial holder or an associate had in the following voting securities on the date the substantial holder became a substantial holder are as follows:

Holder of relevant interest	Nature of relevant interest (7)	Class and number of securities
Cohen & Steers Capital Management Inc	Disposal power (s608(1) of Corporations Act)	12,900,000
Cohen & Steers UK Limited	Disposal power (s608(1) of Corporations Act)	0
Cohen & Steers, Inc	Deemed relevant interest via control of CSCM (s608(3)(b) of Corporations Act) and control of CS_UK (s608 (3) (a) of Corporations Act)	12,900,000

**4. Details of present registered holders**

The persons registered as holders of the securities referred to in paragraph 3 above are as follows:

Holder of relevant interest	Registered holder of securities	Person entitled to be registered as holder (8)	Class and number of securities
Cohen & Steers Capital Management Inc	N/A	N/A	12,900,000 fully paid ordinary units
Cohen & Steers UK Limited	N/A	N/A	0
Cohen & Steers Inc	N/A	N/A	12,900,000 fully paid ordinary units

**5. Consideration**

The consideration paid for each relevant interest referred to in paragraph 3 above, and acquired in the four months prior to the day that the substantial holder became a substantial holder is as follows:

Holder of relevant interest	Dates of acquisition	Consideration (9)	Class and number of securities
Cohen & Steers Inc	18/12/2013	12,642,000.00 AUD	12,900,000

**6. Associates**

The reasons the persons named in paragraph 3 above are associates of the substantial holder are as follows:


Name and ACN/ARSN (if applicable)	Nature of association
Cohen & Steers Capital Management Inc	A wholly owned subsidiary of Cohen & Steers Inc
Cohen & Steers UK Limited	A wholly owned subsidiary of Cohen & Steers Inc

## 7. Addresses

The addresses of persons named in this form are as follows:

Name	Address
Cohen & Steers Inc	280 Park Avenue, New York, NY 10017, USA
Cohen & Steers Capital Management Inc	280 Park Avenue, New York, NY 10017, USA
Cohen & Steers UK Limited	21 Sackville Street , London, United Kingdom W1S 3DN

## Signature

print name	Stephen Lavine	capacity	Vice President, Compliance Manager
sign here		date	20/12/2013

### DIRECTIONS

- (1) If there are a number of substantial holders with similar or related relevant interests (eg. a corporation and its related corporations, or the manager and trustee of an equity trust), the names could be included in an annexure to the form. If the relevant interests of a group of persons are essentially similar, they may be referred to throughout the form as a specifically named group if the membership of each group, with the names and addresses of members is clearly set out in paragraph 7 of the form.
- (2) See the definition of "associate" in section 9 of the Corporations Act 2001.
- (3) See the definition of "relevant interest" in sections 608 and 671B(7) of the Corporations Act 2001.
- (4) The voting shares of a company constitute one class unless divided into separate classes.
- (5) The total number of votes attached to all the voting shares in the company or voting interests in the scheme (if any) that the person or an associate has a relevant interest in.
- (6) The person's votes divided by the total votes in the body corporate or scheme multiplied by 100.
- (7) Include details of:
  - (a) any relevant agreement or other circumstances by which the relevant interest was acquired. If subsection 671B(4) applies, a copy of any document setting out the terms of any relevant agreement, and a statement by the person giving full and accurate details of any contract, scheme or arrangement, must accompany this form, together with a written statement certifying this contract, scheme or arrangement; and
  - (b) any qualification of the power of a person to exercise, control the exercise of, or influence the exercise of, the voting powers or disposal of the securities to which the relevant interest relates (indicating clearly the particular securities to which the qualification applies).

See the definition of "relevant agreement" in section 9 of the Corporations Act 2001.
- (8) If the substantial holder is unable to determine the identity of the person (eg. if the relevant interest arises because of an option) write "unknown."
- (9) Details of the consideration must include any and all benefits, moneys and other, that any person from whom a relevant interest was acquired has, or may, become entitled to receive in relation to that acquisition. Details must be included even if the benefit is conditional on the happening or not of a contingency. Details must be included of any benefit paid on behalf of the substantial holder or its associate in relation to the acquisitions, even if they are not paid directly to the person from whom the relevant interest was acquired.

**Annexure B**

**Bodies Corporate Controlled by Cohen & Steers**

1. Cohen & Steers Inc.- 280 park Avenue New York NY 10017
2. Cohen & Steers Capital Management Inc.- 280 park Avenue New York NY 10017
3. Cohen & Steers UK Limited - 21 Sackville Street , London, United Kingdom W1S 3DN
4. Cohen & Steers Asia Limited- 1202 Citibank Tower, Citibank Plaza 3 Garden Road, Central Hong Kong

This is annexure 'B' of 1 page referred to in Form 603 Notice of initial substantial holder.

Stephen Lavine  
  
Signature

Vice President and Compliance Manager  
Date 20/12/13