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1. Introduction

Thank you for participating in the LBG Australia & New Zealand annual benchmarking, 2013. Your company report, together with the results of the 2013 LBG benchmark contains valuable information that can be used in a variety of ways.

Within your company

For many companies, the knowledge about how much they are contributing in the community, and where the money is going, is extremely valuable. The LBG methodology allows a company to form a reliable and holistic view of its community investment.

Communicating the results externally

Companies are increasingly under pressure to justify expenditure and these reports make it easier to inform customers, shareholders and the general public about your community contribution. LBG data is easily customisable for each target audience and the integrity is verified through the use of an internationally recognised framework, used by more than 300 of the world’s leading companies.

This report details your corporate community investment contributions for 2013, benchmarked against companies from your sector and against the Australia & New Zealand member companies who have participated this year.

We would like to thank you for your dedication and participation throughout this benchmarking process and we look forward to working with you in 2014.

Kind regards,
LBG Australia & New Zealand

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2. LBG Australia & New Zealand headline performance

<table>
<thead>
<tr>
<th>Headline performance, LBG AU &amp; NZ</th>
<th>2013</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total number of members</td>
<td>51</td>
<td>50</td>
<td>58</td>
</tr>
<tr>
<td>Number of members submitting a return</td>
<td>43 (84%)</td>
<td>44 (88%)</td>
<td>48 (83%)</td>
</tr>
<tr>
<td>Total contributions reported</td>
<td>$236,668,759</td>
<td>$203,891,926</td>
<td>$258,867,437</td>
</tr>
<tr>
<td>Average estimation of contributions captured</td>
<td>84%</td>
<td>82%</td>
<td>85%</td>
</tr>
<tr>
<td>Contributions per employee</td>
<td>$420</td>
<td>$354</td>
<td>$392</td>
</tr>
<tr>
<td>Total contributions as a percentage of pre-tax profit*</td>
<td>0.59%</td>
<td>0.41%</td>
<td>0.60%</td>
</tr>
<tr>
<td>Total contributions as a percentage of revenue*</td>
<td>0.09%</td>
<td>0.07%</td>
<td>0.08%</td>
</tr>
<tr>
<td>Average % of employees volunteering in paid time</td>
<td>8.3%</td>
<td>7.5%</td>
<td>7.8%</td>
</tr>
<tr>
<td>Total leverage reported</td>
<td>$107,225,366</td>
<td>$117,181,561</td>
<td>$113,882,852</td>
</tr>
</tbody>
</table>

*In 2013 98% of reporting members provided their pre-tax profit and total revenue figures

3. Stockland community contribution snapshot

<table>
<thead>
<tr>
<th>2013 community contribution</th>
<th>2013 AUD$</th>
<th>2012 AUD$</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total community contribution</td>
<td>1,595,919</td>
<td>2,212,993</td>
<td>-617,074</td>
</tr>
<tr>
<td>Total Revenue</td>
<td>1,728,200,000</td>
<td>2,029,700,000</td>
<td>-301,500,000</td>
</tr>
<tr>
<td>Pre tax profit or EBITDA</td>
<td>37,200,000</td>
<td>821,000,000</td>
<td>-783,800,000</td>
</tr>
<tr>
<td>Company FTE</td>
<td>1,262</td>
<td>2,212,993</td>
<td>-158</td>
</tr>
<tr>
<td>FTE dedicated to CCI</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Estimated % of data captured</td>
<td>50%</td>
<td>90%</td>
<td>-40%</td>
</tr>
<tr>
<td>Cash</td>
<td>469,711</td>
<td>587,106</td>
<td>-117,395</td>
</tr>
<tr>
<td>Time</td>
<td>249,182</td>
<td>626,083</td>
<td>-376,901</td>
</tr>
<tr>
<td>In-kind</td>
<td>500,000</td>
<td>528,139</td>
<td>-28,139</td>
</tr>
<tr>
<td>Management Costs</td>
<td>377,026</td>
<td>471,666</td>
<td>-94,640</td>
</tr>
<tr>
<td>Charitable Donations</td>
<td>253,204</td>
<td>303,844</td>
<td>-50,640</td>
</tr>
<tr>
<td>Community Investment</td>
<td>965,689</td>
<td>1,434,433</td>
<td>-468,744</td>
</tr>
<tr>
<td>Commercial Initiative</td>
<td>0</td>
<td>3,050</td>
<td>-3,050</td>
</tr>
<tr>
<td>Leverage (facilitated third party contributions)</td>
<td>75,043</td>
<td>147,148</td>
<td>-72,105</td>
</tr>
</tbody>
</table>
4. How Stockland contributed

4a. Contribution

- Cash: 29.4%
- Time: 15.6%
- Inkind: 31.3%
- Management Cost: 23.6%

4b. Benchmarked

- Cash:
  - Stockland 2013: 28.4%
  - LBG ANZ: 31.6%
  - Stockland 2012: 26.6%
  - Property: 47.5%

- Time:
  - Stockland 2013: 15.6%
  - LBG ANZ: 11.8%
  - Stockland 2012: 28.3%
  - Property: 10.1%

- In-kind support:
  - Stockland 2013: 31.3%
  - LBG ANZ: 15.6%
  - Stockland 2012: 23.9%
  - Property: 20%

- Management costs:
  - Stockland 2013: 23.6%
  - LBG ANZ: 10.9%
  - Stockland 2012: 21.3%
  - Property: 22.4%
5. Why Stockland contributed

5a. Motivation

- Charitable Donation - 20.8%
- Community Investment - 79.2%
- Commercial Initiative - 0.0%

5b. Benchmarked

- Charitable Donation
  - Stockland 2013: 20.8%
  - LBG ANZ: 26.5%
  - Stockland 2012: 17.4%
  - Property: 38%
  - Total: 79.2%

- Community Investment
  - Stockland 2013: 59.5%
  - LBG ANZ: 36.1%
  - Stockland 2012: 17%
  - Property: 0.2%
  - Total: 82.4%

- Commercial Initiative
  - Stockland 2013: 17%
  - LBG ANZ: 25.9%
  - Stockland 2012: 0.2%
  - Property: 0%
  - Total: 42.9%
6. What Stockland supported

6a. LBG subject focus areas

- Education & Young People: 74.0%
- Health: 12.9%
- Economic Development: 2.1%
- Environment: 0.0%
- Arts & Culture: 0.7%
- Social Welfare: 8.8%
- Emergency Relief: 1.5%
- Other: 0.0%
6b. Benchmarked

- **Education & Young People**
  - Green: 12.9%
  - Red: 30.2%
  - Blue: 26.8%

- **Health**
  - Green: 2.1%
  - Red: 17.4%
  - Blue: 14.6%

- **Economic Development**
  - Green: 5.7%
  - Red: 2.7%

- **Environment**
  - Green: 0.7%
  - Red: 5.3%
  - Blue: 5.4%

- **Arts & Culture**
  - Green: 4.5%
  - Red: 7.1%
  - Blue: 5.9%

- **Social Welfare**
  - Green: 18.7%
  - Red: 18.4%
  - Blue: 12.5%
6c. Stockland company specific subject focus areas

- Health / Safety / Wellbeing: 74.0%
- Environment: 0.8%
- Employee G&V: 0.8%
- Education: 2.1%
- Other: 0.7%
- Children / Youth: 20.4%
- Emergency / Disaster Relief: 0.5%

6d. Indigenous contribution

- Stockland 2013: 0.7%
- LBG ANZ: 0.0%
- Stockland 2012: 0.0%
- Property: 0.0%

Number of companies who reported an Indigenous contribution (Australia only)

<table>
<thead>
<tr>
<th>Property</th>
<th>LBG members</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>22</td>
</tr>
</tbody>
</table>

LBG Australia / New Zealand Annual Company Benchmarking Report 2013
7. Where Stockland contributed

7a. Geographic spread

- National Aus: 84.1%
- WA: 5.7%
- NSW: 5.0%
- VIC: 3.1%
- National: 2.0%
8. Analysing and comparing total contribution

The three indicators represented below enable members to make a comparison of their total contribution against their sector and the reporting membership as whole.

8a. Contribution as a percentage of pre-tax profit

8b. Contribution as a percentage of total revenue

8c. Contribution per full time employee
9. Stockland management costs

LBG Australia & New Zealand provides analysis of the management overheads associated with running a community investment program. Management cost categories include:

1. Staff salaries & benefits for corporate community investment staff
2. Operating expenses including overheads, research, evaluation and other CCI resources
3. Publicity and communications of community engagement including communications costs
4. Payroll giving programs costs

9a. Analysis of Stockland management costs

9b. Management costs as a percentage of total contribution

<table>
<thead>
<tr>
<th></th>
<th>Stockland 2013</th>
<th>LBG ANZ</th>
<th>Stockland 2012</th>
<th>Property</th>
</tr>
</thead>
<tbody>
<tr>
<td>23.6%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10.9%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>21.3%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>22.4%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Number of staff dedicated to community investment

<table>
<thead>
<tr>
<th></th>
<th>Stockland</th>
<th>LBG member average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stockland</td>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td>LBG member</td>
<td>5</td>
<td>5</td>
</tr>
</tbody>
</table>
10. Leverage - facilitated third party contributions

Leverage is the capture of additional contributions raised by third parties as a direct result of a company’s community programs or initiatives. Leverage can be made up of cash, time or in-kind contributions.

10a. Stockland leverage analysis

<table>
<thead>
<tr>
<th>Stockland Leverage total</th>
<th>Value of leverage compared to Stockland's total contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>$75,043</td>
<td>4.7%</td>
</tr>
</tbody>
</table>
11. Stockland employee involvement

- Making a Payroll giving Contribution:
  - Stockland 2013: 15.7%
  - LBG ANZ: 3.6%
  - Stockland 2012: 14.7%
  - Property: 6.7%

- Actively volunteering during company time:
  - Stockland 2013: 31.4%
  - LBG ANZ: 8.3%
  - Stockland 2012: 49.3%
  - Property: 19.7%
12. LBG members 2013

Australia Post                          National Australia Bank Ltd
Aegis Media Australia                   New Zealand Post Group
ANZ                                      Optus
Atlas Iron*                             Origin Energy
Australian Unity                       Qantas
Bank of New Zealand                     REA Group*
Carlton & United Breweries*             Richmond Football Club*
Carlton Football Club                   Stockland
Challenger Institute of Technology*     Suncorp
Coles                                    Tabcorp Holdings Ltd
CSL Limited                              Target
Datacom                                  Teachers Mutual Bank
Energex                                  Toyota Australia
Essendon Football Club                  Transdev
Federation Centres                      Wesfarmers CEF
 Fonterra Co-operative Group Limited    Wesfarmers Corporate
Holden                                   Wesfarmers Industrial & Safety
iiNet*                                  Wesfarmers Insurance
Iluka Resources                         Wesfarmers Resources
Incitec Pivot Limited                   West Coast Eagles Football Club
Kmart                                    Western Power
Leighton Contractors*                   Westfield (Australia)*
Medibank                                 Westfield (New Zealand)*
Mirvac Group                             Woodside Energy Ltd
Mondelēz International                  Woolworths Limited
Myer                                    

*Members did not participate in 2013 benchmarking