



Stockland

## Group update

Matthew Quinn, Managing Director

# Agenda

---

## Presentation and Webcast

- Group Update - Matthew Quinn, Managing Director
- Residential Communities strategy, performance and market update - Mark Hunter, CEO Residential
- Queensland market update - Kingsley Andrew, GM Queensland Residential
- Q & A - Matthew Quinn, Mark Hunter, Kingsley Andrew

*Morning Tea*

## Caloundra Presentation and Tour

- Caloundra South briefing - Ben Allen, GM - Sustainable Communities; Marc Wilkinson, Queensland State Planning and Design Manager; Ben Simpson, Caloundra Project Director
- Bus to Brightwater

*Lunch at Brightwater*

- Drive-by of Kawana and Birtinya Island – Troy Wainwright
- Asset tour of Caloundra South - Marc Wilkinson, Ben Simpson
- Q & A - Mark Hunter, Kingsley Andrew, Ben Allen

# Our Vision, Strategy and Competitive Advantages

## Our Vision

- To be a trusted partner with government to deliver vibrant and sustainable communities, retail centres and social hubs
- To deliver our customers 'a better way to live'
- To be Australia's preeminent greenfield community developer

## Our Strategy

- Create market leading capabilities for the development and management of Residential Communities, Retirement Villages and Retail centres across Australia
- Where possible, to bring all three businesses together in major projects under one brand
- Work with government for the provision of early infrastructure (transport, education, jobs) to embed community well-being

## Our Competitive Advantages

- Faster speed to market by building trust with key approval authorities and other stakeholders
- Higher Residential and Retirement Living sales rates and prices by putting infrastructure on the ground ahead of our competitors (seeing is believing for our customers)
- Higher occupancy in our Retail centres through our retailer engagement strategy, focus on day-to-day convenience and by not over-building
- Greater asset buying power by using our strong capital position to give vendors financial certainty
- Economies of scale and cost efficiency

# Our Retail centres are outperforming the market

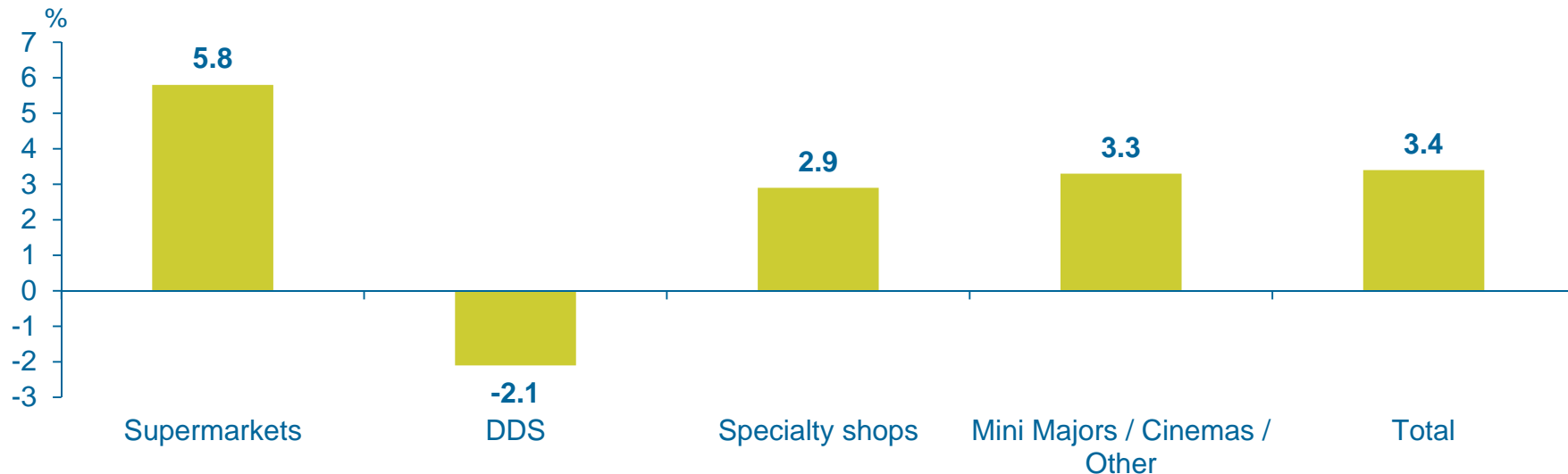
## Value and convenience offering continues to be more resilient

- MAT performance to 30 September 2011 stronger than market; October sales continued this trend
- Centres in regional markets such as Gladstone, Nowra and Traralgon are trading particularly well
- Redeveloped centres trading extremely well – Rockhampton and Balgowlah
- Some metropolitan retail centres are underperforming – e.g. The Pines and Bull Creek

## Redevelopments on track

- Major projects at Merrylands, Townsville and Shellharbour all on time and on budget
- Planning progressing at Wetherill Park and Green Hills and we can afford to be patient

### Comparable Moving Annual Turnover growth to 30 Sep 2011



# Business update

---

## Residential market conditions

- Too early to determine benefits from 25 bps interest rate cut
- Positive Residential sales momentum has continued through October and November:
  - First Home Buyers are the most active segment - will benefit most from interest rate cut
  - Affordable product in strong demand

## Commercial Property asset sales

- Demand remains strong for quality office and industrial assets:
  - Disposed of \$625m to date in FY12
  - We will continue to pursue selective disposals to fund current share buyback and keep debt low

## Share Buyback

- Bought 60.6 million shares (2.6% of total issued) at VWAP of \$2.94

## FY12 group earnings

- Residential profits will be skewed more than usual to the second half due to:
  - Soft conditions in July and August
- Still expect FY12 EPS to be around the same as FY11 (excluding the impact of the buy-back)