



Stockland

# FY09 Results Presentation

12 August 2009



# Key messages

## **Operating results: Reasonable outcome given the tough conditions we faced**

- Strong single lot Residential sales - right product, price and promotion to meet the first home buyer market
- Much lower super lot sales reflecting buyer financing constraints
- Good Commercial Property comparable income growth - focus on leasing and asset management
- Cost and operational efficiencies - streamlined management structures and enhanced customer insight

## **Balance sheet: Enhanced strength and flexibility - D / TTA 16%**

- Strengthened the balance sheet - \$2.0bn of new and refinanced debt facilities and \$2.7bn new equity
- Improved asset quality - asset sales, development and DAs
- A- / Stable credit rating maintained

## **Outlook: Cautious optimism**

- Expect economic conditions to improve in FY10 but remain cautious - managing our business accordingly
- Residential, Retirement Living and Commercial Property all enter FY10 in a strong position

## **Focus on growth**

- Maintain disciplined assessment of growth opportunities - in line with strategy and value accretive

# Summary of group results

|   | FY09         |       | FY08       |
|---|--------------|-------|------------|
| <b>Statutory (loss)/profit</b>          | (\$1,801.9m) |       | \$704.6m   |
| <b>Underlying profit *</b>              | \$631.4m     | ▼ 6%  | \$674.0m   |
| <b>Underlying earnings per security</b> |              |       |            |
| - before accounting adjustment          | 38.8 cents   | ▼ 16% | 46.2 cents |
| - after accounting adjustment ^         | 36.5 cents   |       | 43.4 cents |
| <b>AFFO per security</b>                | 29.4 cents   |       | 34.2 cents |
| <b>Distribution per security</b>        | 34.0 cents   |       | 46.5 cents |
| <b>NTA per security</b>                 | \$3.61       |       | \$5.46     |

\*Underlying profit reflects statutory profit as adjusted to reflect the Directors' assessment of the result for the ongoing business activities of Stockland, in accordance with the AICD/Finsia principles for reporting underlying profit

^Number of securities have been adjusted for ex-rights TERP discount factor in accordance with requirements of accounting standards following the rights equity raising



# Residential - performance

- Strong Communities sales across all market segments, not just first home buyers
- Lower average sales price for Communities due to:
  - change in product mix to smaller lots and more affordably priced product
  - clearing of aged inventory
  - price growth in Vic and some Qld projects offset by price reductions to meet the market in WA and NSW
- Communities margin better than expected following strong June 09 quarter
- Loss in Apartments – cleared finished inventories at lower prices

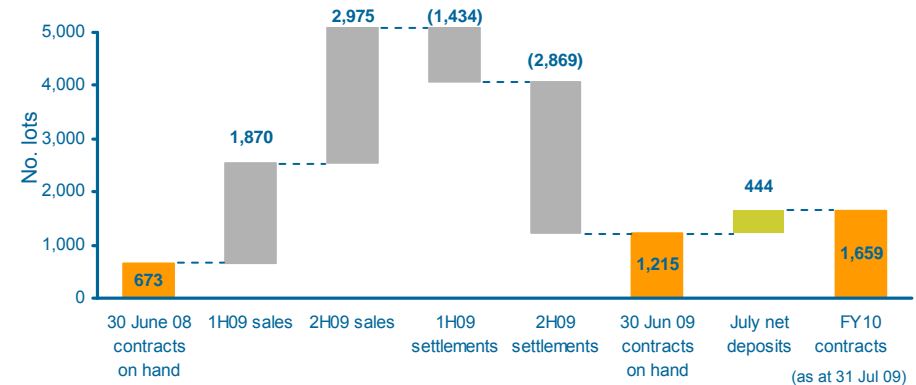
|   | FY09     | FY08     |
|---|----------|----------|
| <b>Communities</b>                                      |          |          |
| Lots settled  | 4,303    | 4,188    |
| Average retail price*                                   | \$206k   | \$238k   |
| Revenue   | \$873m   | \$1,101m |
| Operating profit <small>(pre-impairment)</small>        | \$184m   | \$274m   |
| Net margin  | 21.1%    | 24.9%    |
| Contracts on hand - no.                                 | 1,215    | 673      |
| - \$  | \$205m   | \$149m   |
| Net funds employed                                      | \$1.8bn  | \$2.0bn  |
| <b>Apartments</b>                                       |          |          |
| Units settled   | 175      | 225      |
| Average retail price*                                   | \$1,294k | \$1,018k |
| Revenue   | \$227m   | \$212m   |
| Operating (loss)/profit <small>(pre-impairment)</small> | (\$9m)   | \$11m    |
| Net margin  | (4.0%)   | 5.2%     |
| Contracts on hand - no.                                 | 310      | 264      |
| - \$  | \$330m   | \$372m   |
| Net funds employed                                      | \$0.5bn  | \$0.7bn  |

\* Average price is for retail sales only (defined as less than the equivalent of 10 lots) and excludes the impact of super lot sales and project disposals. Average price includes GST

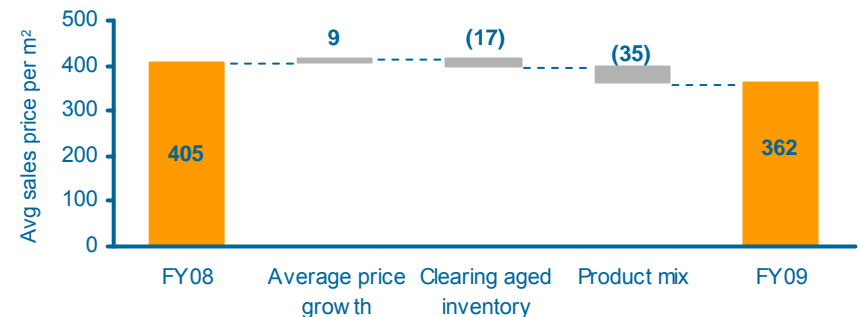
# Residential - Communities sales performance

- A year of two halves – 1H09 weak, 2H09 strong
- Solid 2H09 sales in all states:
  - right product on the ground to meet all segments
  - clearing of aged inventory
- Lower average sale price per m<sup>2</sup> due to product mix, reflecting move to affordable end of market
- Great start to FY10:
  - record level of contracts on hand at 30 June
  - sales momentum continued in July across all states

## Residential Communities sales



## Retail sales - average price per m<sup>2</sup>

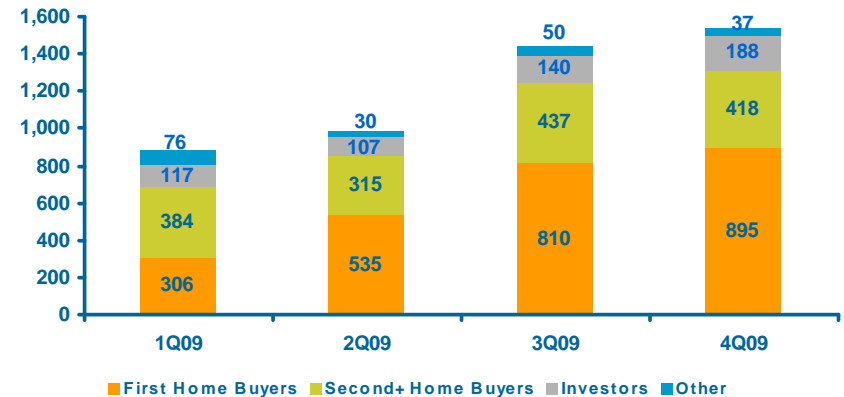




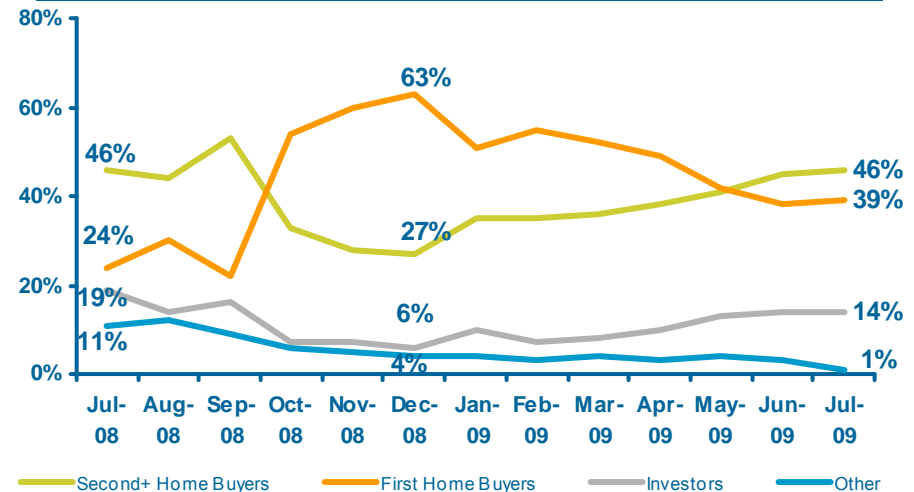
# Residential - Communities buyer composition

- First home buyer segment remains very buoyant
- Second and subsequent home buyers are re-entering the market as confidence builds:
  - low interest rates
  - better affordability
  - FHB support for established market allowing owners to trade up
  - rising house prices
- Investors also re-entering the market:
  - low interest rates
  - increasing rents and improving yields
- Bank lending tightened during FY09:
  - however most bank LVRs still 85% or above
  - tighter lending has enhanced the credit worthiness of buyers - no significant increase in cancellations
  - LVRs and lending criteria appear to have stabilised

Residential Communities buyer composition (no. of sales)



Residential Communities leads\* by segment (%)



\* Potential purchaser who has expressed interest in a specific Stockland project

# Residential - Communities margin

## Downward margin pressure from:

- Retail sales:
  - clearing of \$130m of aged inventory at lower margins (process complete)
  - price reductions in NSW and WA (prices now stabilised)
- Lower super lot sales:
  - no uptick in volumes expected in FY10

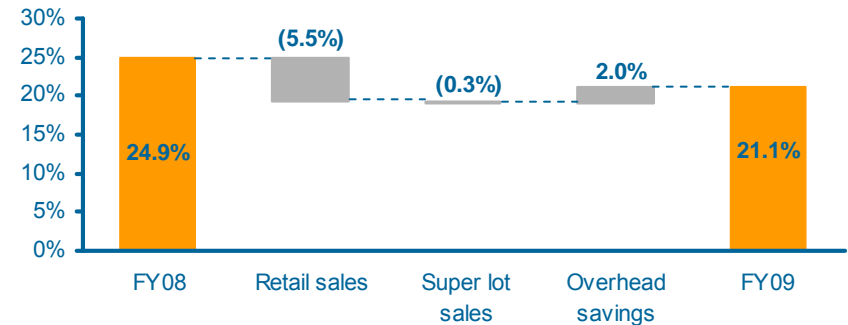
## Offset by:

- Overhead savings (full-year impact to come through in FY10)
- Price growth in Vic and some Qld projects

## Outlook

- Expect FY10 margins at lower end of long-term range (20-25%)

## Residential Communities FY09 net margin



# Residential - asset values

## Residential book value

|  | Communities  |       | Apartments   |       | Total        |       |      |
|--|--------------|-------|--------------|-------|--------------|-------|------|
|  | No. projects | \$m   | No. projects | \$m   | No. projects | \$m   |      |
| Historic cost > net realisable value*: |              |       |              |       |              |       |      |
| - cost                                 | 7            | 441   | 6            | 425   | 13           | 866   |      |
| - impairment                           |              | (239) |              | (186) |              | (425) |      |
| Net                                    | 7            | 202   | 6            | 239   | 13           | 441   | 18%  |
| Historic cost < net realisable value*  | 59           | 1,766 | 3            | 283   | 62           | 2,049 | 82%  |
| Total book value                       | 66           | 1,968 | 9            | 522   | 75           | 2,490 | 100% |

### Communities

- Impairment limited to 7 projects – 4 in NSW, 2 in Qld, 1 in WA
- 90% of inventory carried at historic cost, which is below net realisable value (no upward revaluations are booked)

### Apartments

- Impairment due to:
  - lower sale prices on high-end projects
  - change of assumption to sell vacant sites wholesale rather than develop out

### Outlook

- In the absence of major market correction, no further write-downs are expected:
  - contingencies are in place
  - disposal assumptions are conservative

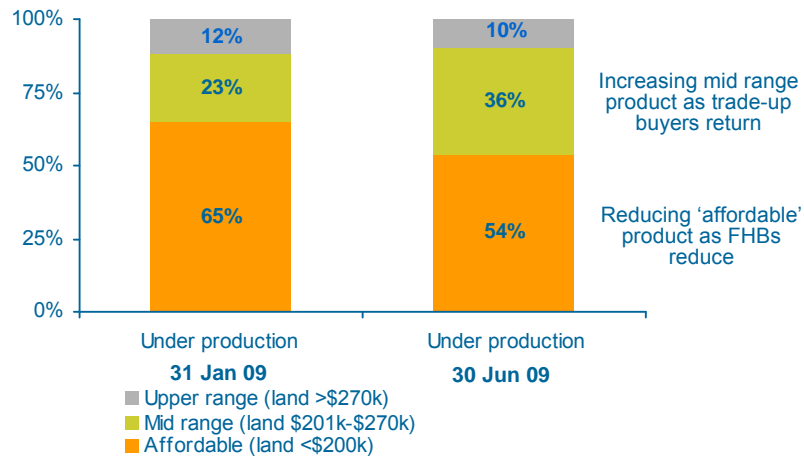
\* Net realisable value equals 1) ongoing projects - going concern valuation 2) project slated for disposal - wholesale site value



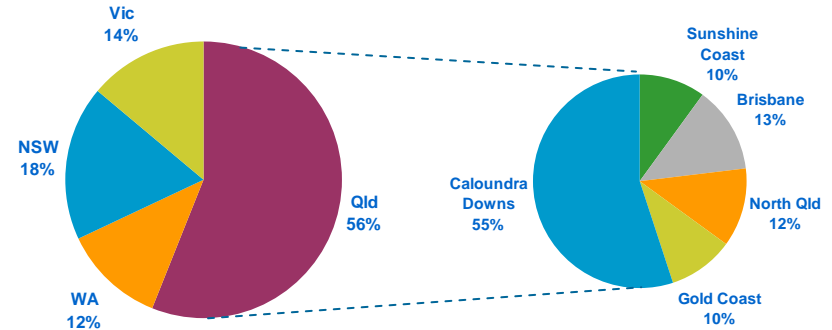
# Residential - Communities strategy

- Market leading position:
  - geographic and product diversification
  - competitive advantage in scale, development, marketing and sales
- Market fragmentation provides opportunity to grow:
  - SGP total market share 9% in FY09\*
  - active projects in only around half of Australia's fastest growing corridors^

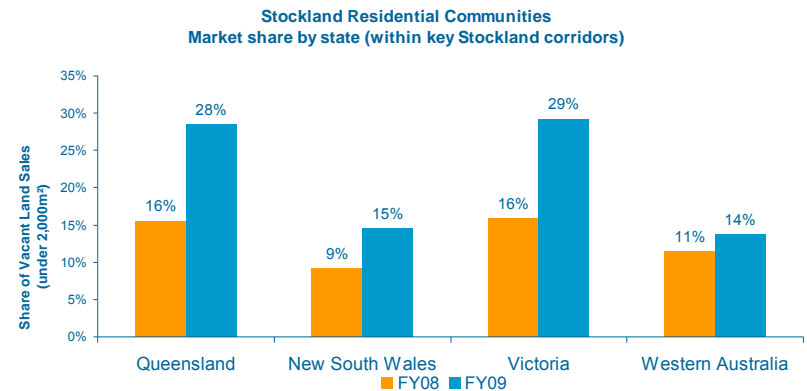
## Product mix



## Geographic mix



## Market share – in SGP key corridors



Sources: RP Data, ABS, Stockland Research

\* % of total vacant land sales in NSW, Qld, Vic and WA

^ highest level of population growth from 2009 to 2014 as sourced from ABS

# Residential - Apartments strategy

- Apartments business is under review due to:
  - capital intensity of the projects – does it fit our capital model?
  - poor risk / return profile versus other asset classes – can returns be improved?
- Existing projects under construction will be completed with realignment of some projects to meet current market demand eg. Tooronga, Prince Henry
- FY10 profits from completion of South Beach and The Village (both non-impaired and with reasonable margins)
- Planning approvals to be obtained for projects yet to commence:
  - current plan is to dispose of these sites wholesale for est. \$120m value
  - however will develop if appropriate returns can be demonstrated and capital is available

## Projects under development

|            |                                | Est. cost to complete (\$m) | Est. future revenue (\$m) | % Presales @ 31 Jul 09* |
|------------|--------------------------------|-----------------------------|---------------------------|-------------------------|
| <b>NSW</b> | Prince Henry - Dickson         | 5                           | 25                        | 41%                     |
|            | Prince Henry - Manta           | 35                          | 35                        | 91%                     |
|            | The Village, Balgowlah         | 40                          | 165                       | 57%                     |
|            | The Hyde                       | 75                          | 215                       | 53%                     |
| <b>Qld</b> | Norman Reach                   | 2                           | 15                        | 0%                      |
|            | Allisee – Stage 2              | 5                           | 60                        | 17%                     |
| <b>Vic</b> | Tooronga – Stage 1 (Tower 1+2) | 130                         | 190                       | 23%^                    |
| <b>WA</b>  | South Beach - Stages A&B       | 35                          | 130                       | 91%                     |
|            | <b>Total</b>                   | <b>327</b>                  | <b>835</b>                | <b>51%</b>              |

## Projects yet to commence

|   |                             |
|---|-----------------------------|
| <b>NSW</b>                                  | Prince Henry – later stages |
| <b>Qld</b>                                  | Allisee - Stage 3           |
| <b>Vic</b>                                  | Tooronga – later stages     |
|   | St Kilda Road               |
|   | South Yarra                 |
| <b>WA</b>                                   | South Beach - Stages C&D    |
|   | South Beach Hubs            |
| <b>Total estimated site values - \$120m</b> |                             |

# Residential - summary

- Strong start to FY10 - record level of Communities contracts on hand
- Market fundamentals support sustainable growth in volumes and prices:
  - population growth
  - demand / supply imbalance
  - improving affordability and sentiment
  - historically low interest rates
- Reducing reliance on FHOB to drive sales – our traditional core 2<sup>nd</sup> + home buyer market is improving
- Strategy to increase investment in Communities via acquisitions in key growth corridors, to deliver profits in short and medium term
- Continue to explore opportunities to JV long-term land bank and reduce average inventory time to market
- Profit growth expected in FY10 if current market conditions continue

# Retirement Living - performance

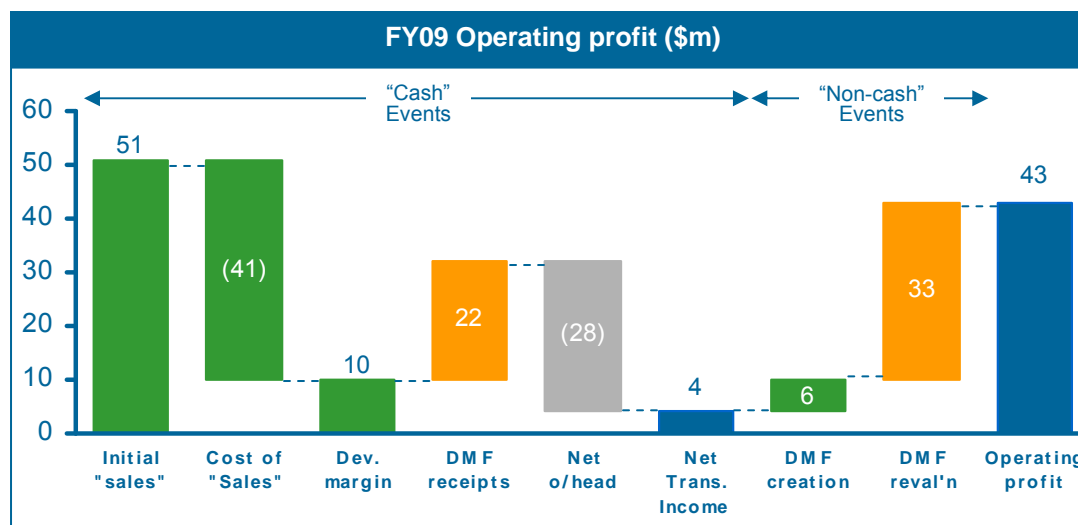
- Solid profit performance
- Delays at new projects impacted number of new units settled (profits now expected in FY10)
- Established turnover volumes lower:
  - harder for new residents to sell existing homes (soft re-sale market)
  - now improving
- Independent valuation of all established villages\*:
  - DMF revaluation - down \$8m
  - validates accuracy of internal valuation model and conservative assumptions on ARC acquisition

| Assumption    | Independent valuation <sup>^</sup> |
|---------------|------------------------------------|
| Discount rate | 12.55%                             |
| Growth rate   | 3.7%                               |

\* Excluding two Rylands properties

<sup>^</sup> Weighted average across portfolio adopted for SGP book values

|                                   | FY09   | FY08   |
|-----------------------------------|--------|--------|
| Operating profit                  | \$43m  | \$42m  |
| New units settled                 | 163    | 239    |
| - Average price                   | \$313k | \$282k |
| Established units settled         | 217    | 257    |
| - Average price                   | \$229k | \$220k |
| Occupancy                         | 98.8%  | 98.7%  |
| Net funds employed <sup>(1)</sup> |        |        |
| - Established villages            | \$283m | \$214m |
| - Development projects            | \$126m | \$99m  |
| - Goodwill <sup>(2)</sup>         | \$108m | \$98m  |

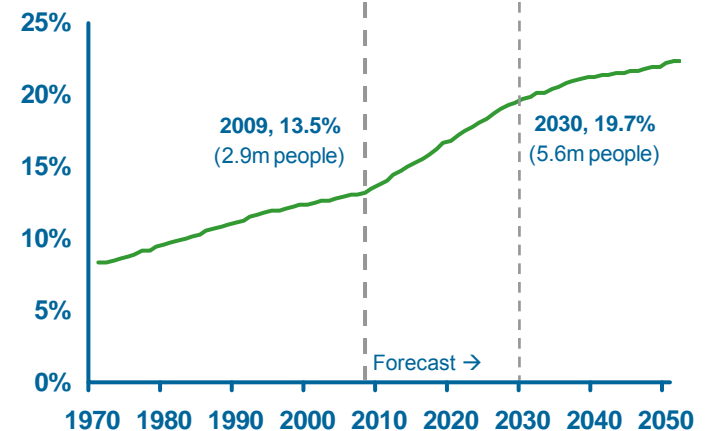


1) NPV of DMFs + Construction WIP + Goodwill + Other; 2) Increase from Rylands acquisition

# Retirement Living - strategy and outlook

- Capture growing share of bulging 65+ demographic:
  - middle and upper-middle Australia
  - metro and outer-metro areas
- Develop at a sustainable rate:
  - balance risk, return and demand
  - attractive and affordable product
  - several new projects commencing in FY10
- Financial and operational focus:
  - increase the proportion of cash earnings
  - improve economies of scale with growth
  - further streamline internal processes for efficiency
- Derive competitive advantages from diversified model:
  - natural synergies with Residential Communities
  - leverage Stockland's extensive land bank
  - tap Commercial asset management expertise
- Retirement Living strategy presentation to be held early September 2009

## Percentage of Australians aged 65 and over



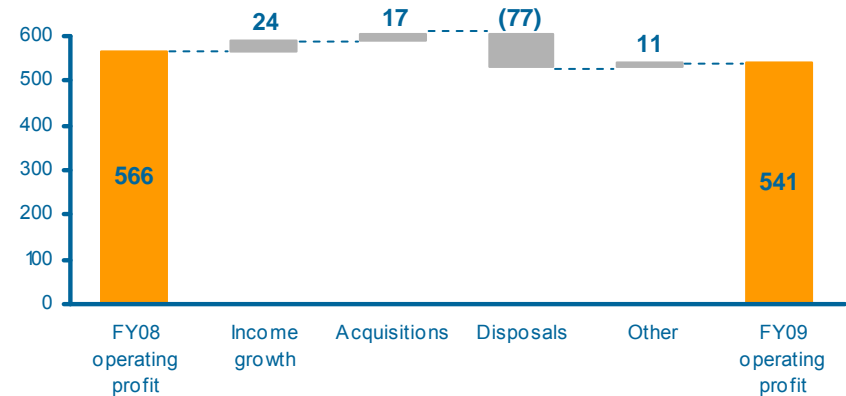
Source: ABS, Stockland analysis

- An estimated 115,000 additional units will be required by the year 2030 based on expected industry take up rates
- Equates to around \$30bn of new stock to be delivered at current average pricing

# Commercial Property - performance

- Strong earnings performance across all asset classes - comparable income growth +5.9%
- High portfolio occupancy - 98%
- Delivered on asset sales program - \$592m
- Focus on leasing and asset management:
  - 330,000m<sup>2</sup> of office and industrial space leased
  - 567 retail leasing transactions
- Commercial trading profit - \$16m (same as FY08)

Commercial Property operating profit (\$m)

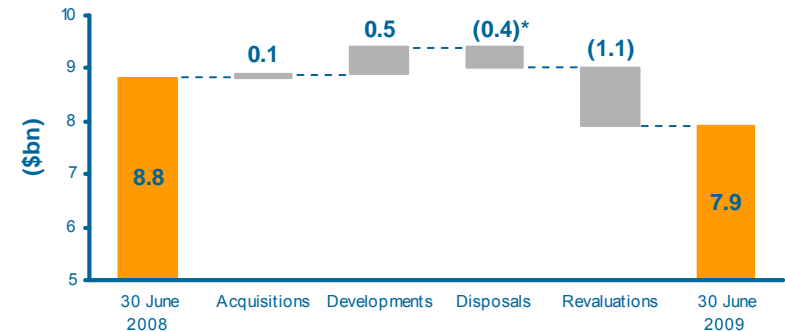




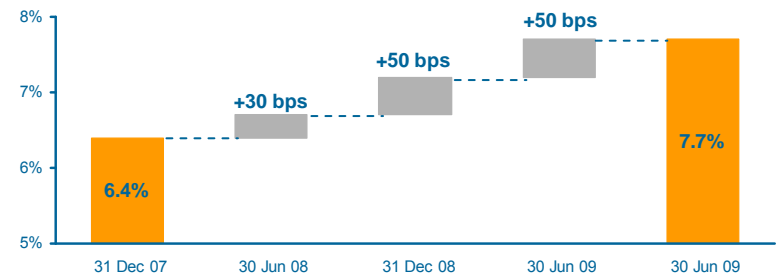
# Commercial Property - asset values

- Weighted average cap rate softened 130bps since the peak of the cycle (20% decline)
- 93% of assets independently valued at 30 June 09 (remaining 7% under development)
- Anticipate further 25-50bps softening by the end of 2009:
  - taking us back to FY04 cap rates
  - growing transactional market evidence
- Development:
  - \$458m completed in FY09
  - \$368m underway (due for completion by FY12)
  - \$150m due to commence in FY10 (Merrylands stages 3+4)
  - other projects on hold until retailer and business confidence improves

## Commercial Property – book values (\$bn)



## Commercial Property – weighted av. cap rate



### Composition

Retail: 6.2%  
Office: 6.4%  
Industrial: 7.3%

### Composition

Retail: 7.3%  
Office: 7.9%  
Industrial: 8.6%

# Commercial Property - Retail

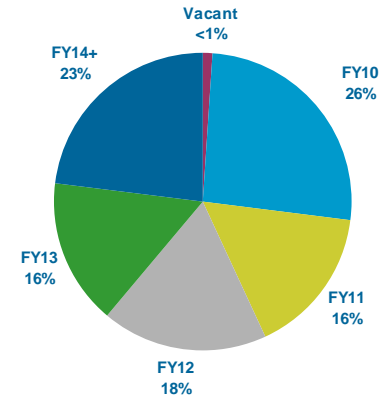
## FY09 highlights

- Comparable income growth +6.8%
- 21% rent increase on specialty shop renewals
- Vacancies remained low
- Projects under development leasing well, however incentives increasing
- Specialty occupancy costs stable at 12.8%

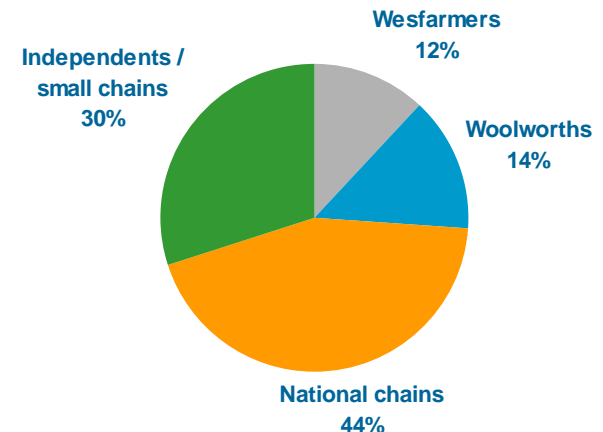
## FY10 outlook

- Retailer sentiment is improving
- 450 specialty shop leases expire in FY10:
  - still expect increase on renewals, however much lower than FY09
- Remaining 2,100 specialty leases are on either fixed annual 4% - 5% p.a. increases or CPI+ increases
- No major store lease expiry risk in FY10

## Specialty shop lease expiry profile\*



## Tenant rent composition^



\* By GLA

^ By gross passing rent

# Commercial Property - Office

## FY09 highlights

- Comparable income growth +5.7%
- 63% retention on lease expiry
- Vacancies remained low at 2.6%

## FY10 outlook

- Office market vacancies increasing and sublease space growing
- Majority of expiries in 4Q10
- FY10 rent at risk:

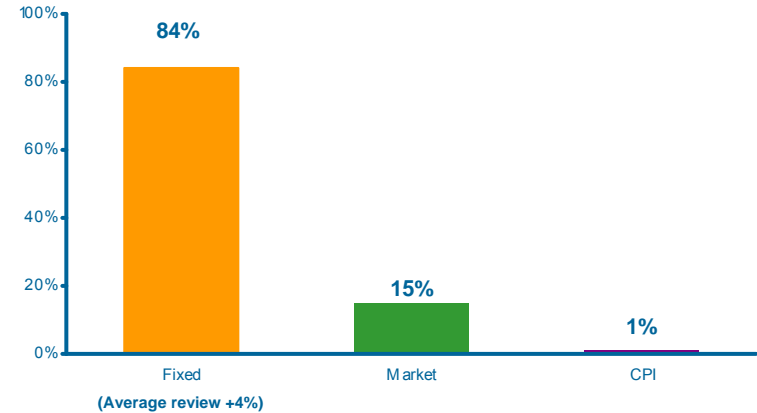
known likely renewal / new lease \$5.0m

vacant and under negotiation \$5.3m

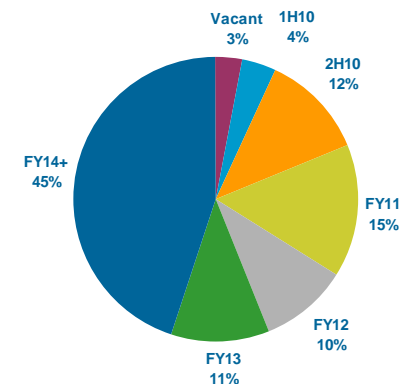
\$10.3m<sup>^</sup>

<sup>^</sup> FY10 income impact of all FY10 lease expiries and vacant space

## FY10 rent reviews



## Lease expiry profile\*



WALE: 4.3 years

\* By NLA

# Commercial Property - Industrial

## FY09 highlights

- Comparable income growth +4.2%
- 51% retention on lease expiry
- Vacancies stable at 4.4%

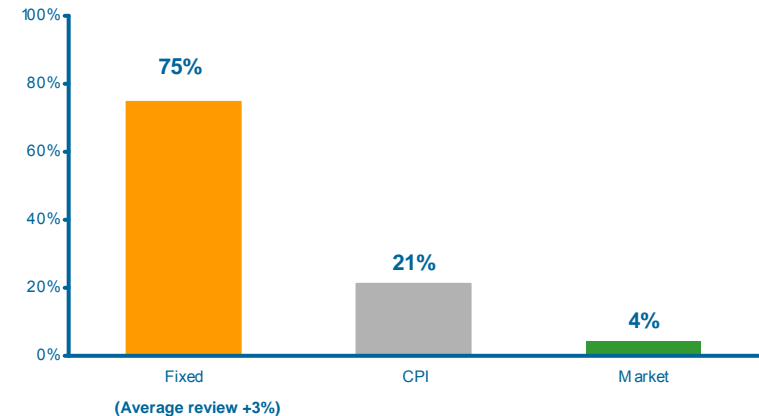
## FY10 outlook

- Industrial market is challenging
- Major transport related hubs outperforming commodity space
- FY10 rent at risk:

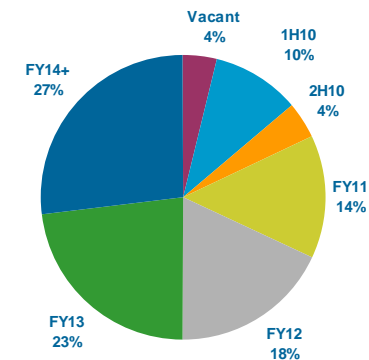
|                                  |                     |
|----------------------------------|---------------------|
| known likely renewal / new lease | \$2.5m              |
| vacant and under negotiation     | \$4.3m              |
|                                  | <hr/>               |
|                                  | \$6.8m <sup>^</sup> |

<sup>^</sup> FY10 income impact of all FY10 lease expiries and vacant space

## FY10 rent reviews



## Lease expiry profile\*



WALE: 3.5 years

\* By NLA

# Commercial Property - summary

- Office and industrial markets are softening - downward pressure on rents and increasing incentives
- Retail sales still growing – rents unlikely to fall
- Office and Industrial portfolio in good shape with no major lease expiry risk in FY10
- Cap rates anticipated to soften by a further 25-50bps by the end of 2009
- Development pipeline to be deferred until market conditions improve, but continue to seek DA approval for major projects
- Comparable income growth in FY10 expected to be flat across the portfolio
- FY10 trading profits – minor contribution

- Market expected to bottom out in 2009
- Property futures market pricing in recovery from FY10
- Orderly work out and asset sale program anticipated to take 2 to 3 years
- Break-even operating result expected over this period
- Inventory impairment in FY09 (\$186m) - assumes modest improvement over work out period

|                         | FY09     | FY08    |
|-------------------------|----------|---------|
| Operating (loss)/profit | (\$0.7m) | \$11.6m |
| Net funds employed*     | \$330m   | \$448m  |





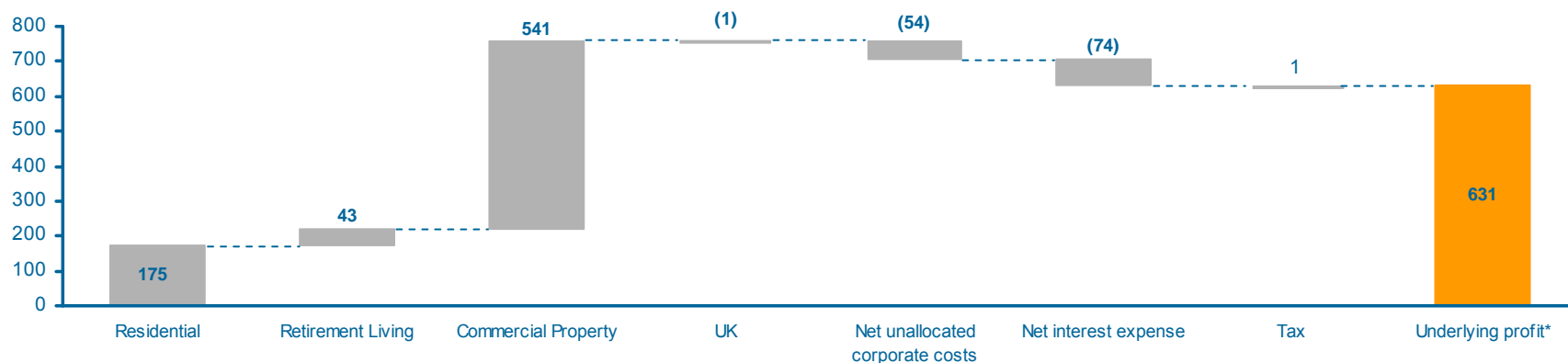
Stockland

# Group Financial Results

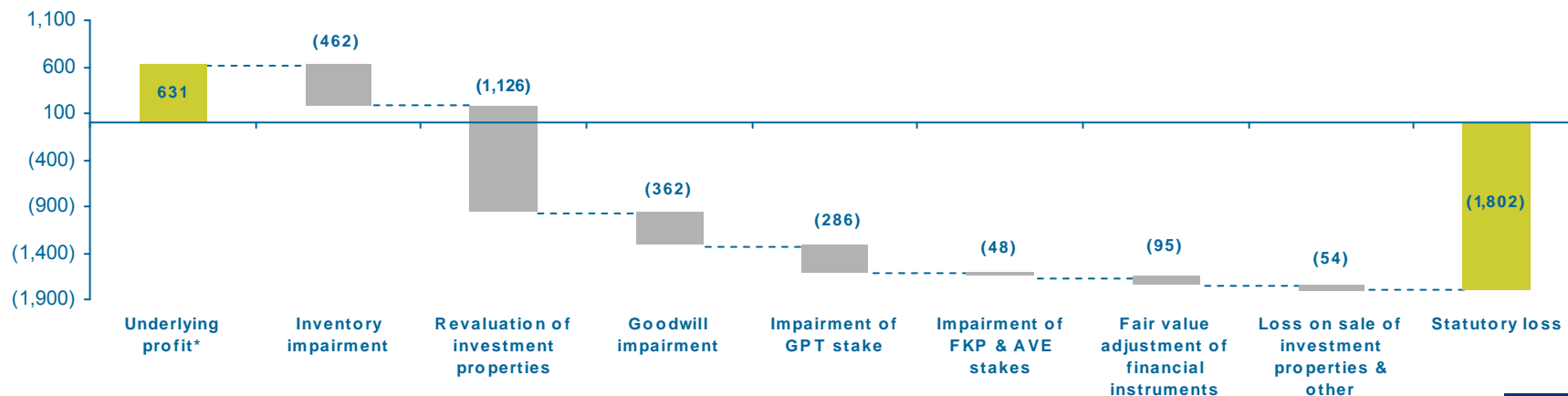
Hugh Thorburn – Finance Director

# Profit summary

## Composition of underlying profit \*(\$m)



## Underlying profit \* – reconciliation to statutory profit (\$m)

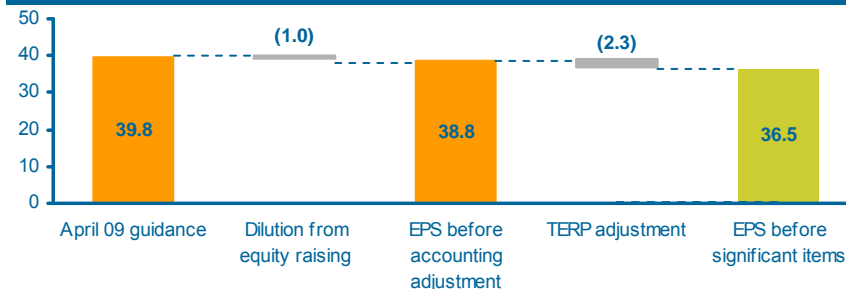


\*Underlying profit reflects statutory profit as adjusted to reflect the Directors' assessment of the result for the ongoing business activities of Stockland, in accordance with the AICD/Finsia principles for reporting underlying profit

# Accounting matters

- 1c EPS adjustment to 38.8c reflects the dilution from previous guidance following the rights issue
- 2.3c EPS Theoretical Ex-Rights Price (TERP) adjustment to 36.5c relates to requirement of AASB133 that the weighted average number of securities be further adjusted by a factor equal to the security price immediately prior to issue divided by the TERP
- Sale of Edmund Barton Building in June 2009 - full cash consideration received however, in accordance with accounting standards, asset remains on balance sheet pending completion
- GPT exposure held via equity derivatives - refer to annexures for accounting details
- Net effect of capitalised interest on AFFO showed little change in FY09 compared to FY08:
  - while capitalised interest is expected to be lower in FY10, capitalised interest expensed in COGS is expected to increase
  - narrowing the gap between AFFO and underlying profit

## FY09 EPS - reconciliation to Apr 09 guidance (cents)

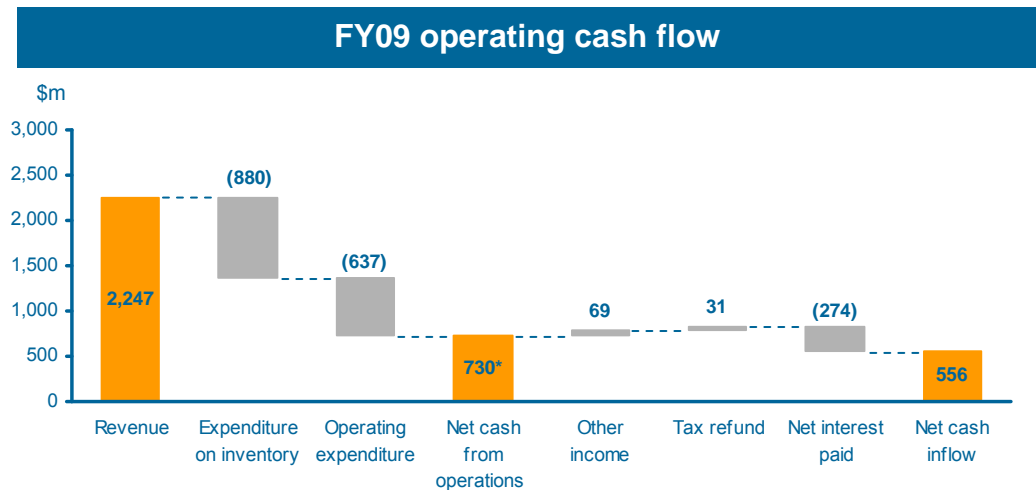


| AFFO calculation                          | FY09 (\$m)   | FY08 (\$m)   |
|---|--------------|--------------|
| <b>Underlying profit</b>                  | 631.4        | 674.0        |
| Amortisation of lease incentives          | 9.5          | 14.2         |
| Maintenance capex                         | (29.2)       | (55.3)       |
| Straight lining of rent                   | (7.0)        | (4.9)        |
| Capitalised interest (net of tax)         | (138.2)      | (133.7)      |
| Capitalised interest in COGS (net of tax) | <u>41.9</u>  | <u>37.0</u>  |
| <b>AFFO</b>                               | <b>508.4</b> | <b>531.3</b> |

| Interest expense                            | FY09 (\$m)   | FY08 (\$m)   |
|---|--------------|--------------|
| Interest paid                               | 279.3        | 299.7        |
| Less: capitalised interest                  | (197.4)      | (191.1)      |
| <b>Net finance expense in P&amp;L</b>       | <b>81.9</b>  | <b>108.6</b> |
| Add: capitalised interest expensed via COGS | 59.9         | 52.8         |
| <b>Total FY09 P&amp;L effect</b>            | <b>141.8</b> | <b>161.4</b> |

# Operating cash flow

- Strong focus in FY09 on:
  - cash flow
  - reducing working capital
  - deferring developments costs
  - cost reductions



# Credit and debt maturity profile

As at 30 June 2009

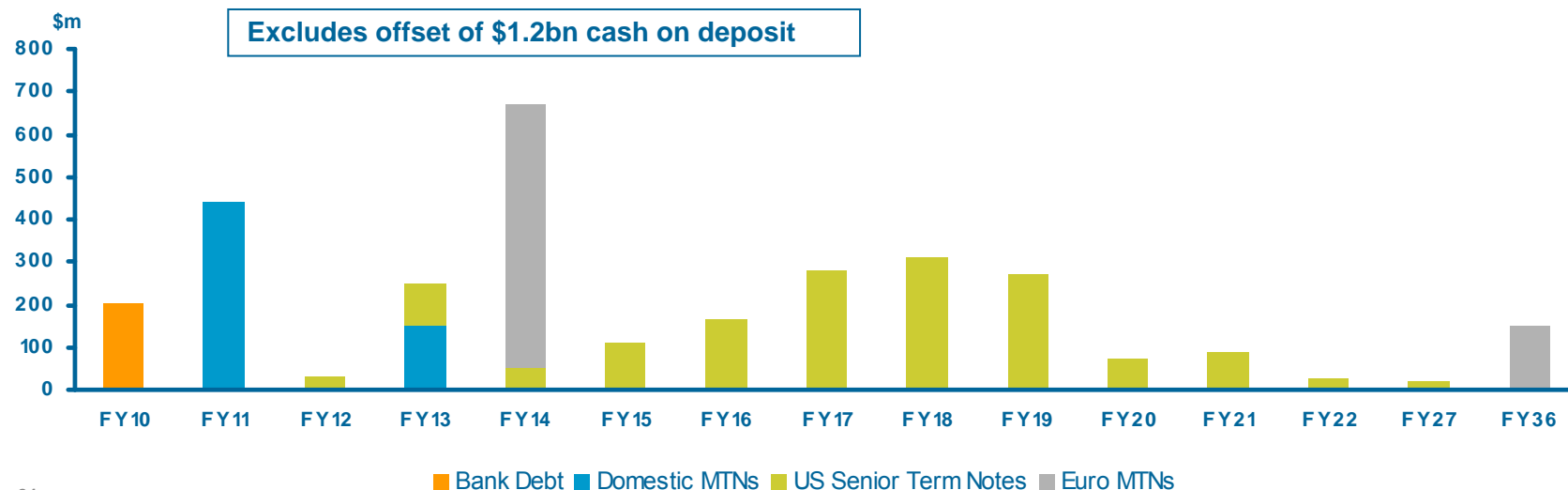
|   |             |
|---|-------------|
| S&P rating  | A- / Stable |
| Gearing (net debt / total tangible assets)                              | 16.0%       |
| Interest cover  | 2.8:1       |
| Available undrawn committed facilities (in addition to cash on deposit) | \$1.3bn     |
| Weighted average debt maturity  | 6.6 years   |
| Weighted average maturity of fixed / hedged debt                        | 6.9 years   |

## Current position

|                               |      |
|-------------------------------|------|
| Debt fixed / hedged           | 42%  |
| Weighted average cost of debt | 5.0% |

Following June / July hedge restructure (using \$110m of the \$200m anticipated spend)

## Drawn debt maturity profile as at 30 June 09







Stockland

# Strategy & Outlook

Matthew Quinn – Managing Director



# Strategic weightings

|                         | EBIT FY09  |                     | Assets 30 June 2009 |                     |
|-------------------------|------------|---------------------|---------------------|---------------------|
|                         | Actual     | Strategic weighting | Actual              | Strategic weighting |
| <b>Recurring</b>        |            |                     |                     |                     |
| Retirement Living       | 5%         |                     | 2%                  |                     |
| Commercial Property     | 75%        |                     | 72%                 |                     |
| Net overheads and other | (1%)       |                     | 0%                  |                     |
| <b>Total recurring</b>  | <b>79%</b> | <b>60-80%</b>       | <b>74%</b>          | <b>70-80%</b>       |
| <b>Trading</b>          |            |                     |                     |                     |
| Residential             | 25%        |                     | 23%                 |                     |
| Retirement Living       | 1%         |                     | 0%                  |                     |
| Commercial Property     | 1%         |                     | 0%                  |                     |
| Net overheads and other | (6%)       |                     | 3%                  |                     |
| <b>Total trading</b>    | <b>21%</b> | <b>20-40%</b>       | <b>26%</b>          | <b>20-30%</b>       |

- Asset and EBIT strategic weightings have remained unchanged over many years
- Provides optimum mix of stable recurring income and growth
- Enhance returns through cross business synergies
- Opportunities are assessed in line with these strategic weightings
- Filter for assessment:
  - strategic fit
  - value enhancement
  - ability to execute

**Strategic goal - maintain Stockland's position as Australia's leading diversified property group**

# Strategy - Business units

## Residential

- Leverage Residential Communities' competitive advantages
- Target land investment opportunities in growth corridors to deliver short and medium-term profits
- Review Apartments business in light of capital intensity / low returns

## Commercial Property

- Improve asset quality through redevelopment and acquisitions both individually and through JVs
- Continued disposal of non-core properties
- Focus on cost and operational efficiency

## Retirement Living

- Optimise price growth from existing villages
- Achieve economies of scale from development on existing land bank
- Increase cash proportion of total profit

## UK

- Orderly sale of assets over the next two or three years
- Minimal profit impact

**Strategic goal - maintain Stockland's position as  
Australia's leading diversified property group**



Stockland

# Strategic investments

## GPT

- Exposure is in efficient financing structure
- Expires May 2010 and is effectively self-funding
- GPT's core assets fit with our strategy and our stake provides option value

## FKP

- Largest retirement living operator in Qld
- First right over retirement living assets provides option value

## AVE

- Largest for-profit retirement living operator in NSW

## Strategic stakes

|             |       | Cost       |           | Market value<br>30 Jun 09 |           |
|-------------|-------|------------|-----------|---------------------------|-----------|
|             |       | Price (\$) | Total \$m | Price (\$)                | Total \$m |
| <b>GPT*</b> | 13.1% | 0.72       | 877.3     | 0.49                      | 595.4     |
| <b>FKP^</b> | 14.9% | 0.76       | 132.1     | 0.52                      | 90.2      |
| <b>AVE</b>  | 14.0% | 1.50       | 26.9      | 0.90                      | 16.1      |

\* The GPT stake is held indirectly via equity derivatives. The values above reflect the cost and market value if the equivalent investment was held directly

^ Cost and market value are post the FKP equity raising (July 09 allocation)

# Summary & outlook

- Financially strong and well-placed to capitalise on the expected economic recovery:
  - low gearing
  - streamlined operations in FY09
  - full benefits of cost and operational efficiencies to come through in FY10
  - focused on value accretive growth opportunities
- Remain cautious on the speed of economic recovery and will continue to manage the business prudently
- Residential Communities - enter FY10 with record contracts on hand and strong sales momentum
- Commercial Property - no major lease expiry risk in FY10 and in good shape to weather the cycle
- Retirement Living - significant upside both organically and through acquisition
- Apartments - profit expected in FY10 from projects due for completion
- UK – break-even result expected during orderly wind down over next 2 to 3 years
- FY10 guidance (assumes no material adverse change to economic conditions):
  - EPS 28 cents
  - AFFO 27 cents
- FY10 distribution - 80% of AFFO in line with our revised distribution policy\*



Stockland

# FY09 Results Annexures

12 August 2009

# Stockland FY09 Results - Financial results

## Proforma balance sheet

|  | FY09<br>(\$m)   | FY08<br>(\$m)   |
|--|-----------------|-----------------|
| Cash   | 1,176.3         | 65.1            |
| Real estate related assets                     |                 |                 |
| - Commercial Property                          | 7,918.2         | 8,816.3         |
| - Residential                                  | 2,490.3         | 3,052.3         |
| - Retirement                                   | 416.4           | 320.8           |
| - UK   | 329.8           | 448.2           |
| Retirement living existing residents gross up  | 943.8           | 830.1           |
| Intangibles                                    | 108.4           | 440.7           |
| Derivative assets                              | 153.1           | 55.3            |
| Other  | 924.2           | 631.9           |
| <b>Total assets</b>                            | <b>14,460.5</b> | <b>14,660.7</b> |
| Interest bearing liabilities                   | 3,009.8         | 3,436.8         |
| Retirement living existing residents gross up^ | 943.8           | 830.1           |
| Derivative liabilities                         | 414.0           | 688.8           |
| Other  | 1,400.4         | 1,221.4         |
| <b>Total liabilities</b>                       | <b>5,768.0</b>  | <b>6,177.1</b>  |
| <b>Net assets</b>                              | <b>8,692.5</b>  | <b>8,483.6</b>  |

^ Retirement Living obligations in the statutory Balance sheet includes ex-resident obligations of \$34.8m (FY09) and \$36.6 (FY08)

\* Refer to slide 37 for balance sheet adjustments for the purpose of covenant calculations



# Stockland FY09 Results - Financial results

## Underlying profit reconciliation

|  | Gross<br>(\$m)   | Tax<br>(\$m) | Net<br>(\$m)     |
|--|------------------|--------------|------------------|
| Underlying profit  | 630.8            | 0.6          | 631.4            |
| <b><i>Provision for write-down of inventories</i></b>  |                  |              |                  |
| Provision for write-down of inventories - Australia  | (424.7)          | 127.4        | (297.3)          |
| Provision for write-down of inventories - UK   | (185.6)          | 21.0         | (164.6)          |
| <b><i>Fair value adjustment of investment properties</i></b>   |                  |              |                  |
| Net loss from fair value adjustment of investment properties (excluding retirement living and minority interest) | (941.8)          | 6.2          | (935.6)          |
| Share of net loss from fair value adjustment of investment properties in associates and joint ventures           | (190.5)          | -            | (190.5)          |
| Capital growth of operational retirement living communities  | 52.6             | -            | 52.6             |
| Existing retirement living resident obligations fair value movement  | (54.7)           | -            | (54.7)           |
| <b><i>Impairment and net loss on sale of non-current assets</i></b>  |                  |              |                  |
| UK goodwill impairment and deferred tax asset write-down   | (140.3)          | (19.5)       | (159.8)          |
| Other goodwill impairment  | (202.0)          | -            | (202.0)          |
| Impairment of other financial assets   | (334.0)          | 20.6         | (313.4)          |
| Impairment of other investments  | (10.2)           | -            | (10.2)           |
| Net loss on sale of other non-current assets   | (34.0)           | -            | (34.0)           |
| <b><i>Fair value adjustment of financial instruments and foreign exchange movements</i></b>                      |                  |              |                  |
| Net unrealised loss on financial instruments that do not qualify as effective under hedge accounting rules       | (106.1)          | -            | (106.1)          |
| Net unrealised gain from hedged items and financial instruments treated as fair value hedges                     | 12.9             | -            | 12.9             |
| Net unrealised loss on other financial instruments that do not qualify as effective under hedge accounting rules | (30.0)           | -            | (30.0)           |
| Share of net unrealised loss on derivatives in associates and joint ventures                                     | (5.6)            | -            | (5.6)            |
| Net realised loss on financial instruments that do not qualify as effective under hedge accounting rules         | (60.3)           | -            | (60.3)           |
| Net realised foreign exchange gain   | 0.1              | -            | 0.1              |
| Net unrealised foreign exchange gain   | 64.3             | -            | 64.3             |
| <b>Statutory loss attributable to securityholders of Stockland</b>   | <b>(1,959.1)</b> | <b>156.3</b> | <b>(1,802.8)</b> |



## Stockland FY09 Results - Financial results

### Securities on issue

|  | Number of securities |
|--|----------------------|
| <b>Opening balance</b>                                     | <b>1,472,602,981</b> |
| <b>Add:</b>  |                      |
| - Employee share plan                                      | 4,405,334            |
| - October 08 placement                                     | 56,603,774           |
| - November 08 placement                                    | 51,000,000           |
| - February 09 DRP  | 60,274,679           |
| - May 09 rights offer and placement                        | 734,430,616          |
| <b>30 June 2009 closing balance of securities on issue</b> | <b>2,379,317,384</b> |

## Stockland FY09 Results - Financial results

### GPT stake - accounting treatment

Number of shares – 1,215m representing 13% of GPT securities on issue

| Profit & Loss   |       | (\$m)        |
|---|-------|--------------|
| Notional cost   |       | 877          |
| Notional value @ 30 Jun 09                              |       | 591          |
| <b>Loss recorded in the profit and loss</b>             |       | <b>(286)</b> |
| Recognised as:  |       |              |
| Impairment of financial assets                          |       |              |
| - Loss on 1H09 disposal                                 | (79)  |              |
| - Mark to market  | (177) | (256)        |
| Mark to market on equity derivatives                    |       | (30)         |
| <b>Loss recorded in the profit and loss<sup>^</sup></b> |       | <b>(286)</b> |

| Balance Sheet   |  | (\$m)        |
|---|--|--------------|
| Current – other financial assets  |  | 191          |
| Current - other liabilities*  |  | (368)        |
| <b>Mark to market of financial assets – recorded in profit and loss above</b> |  | <b>(177)</b> |
| Current – other liabilities* (mark to market on equity derivatives)           |  | (30)         |
| <b>Net liability (before cash offset)</b>                                     |  | <b>(207)</b> |

<sup>^</sup> Slide 28 shows the difference between notional cost and market value at 30 June 2009 of \$282m, \$4m lower than the above loss due to NPV element in derivatives mark to market.

\* \$368.4m relates to cash received on transfer on an investment which did not qualify for derecognition under accounting standards. The balance sheet has been offset by \$206.8m of cash on deposit with the counterparty of the associated equity derivative contracts. The remaining balance of \$30.0m relates to the fair value of a number of equity derivative contracts held over the underlying investment.

## Stockland FY09 Results - Financial results

### Debt summary

| Facility                   | Facility limit<br>(\$m) | Amount<br>drawn<br>(\$m) |
|----------------------------|-------------------------|--------------------------|
| Bank Debt*                 | 1,711.9                 | 209.9                    |
| Domestic Medium Term Notes | 600.0                   | 594.4                    |
| European Medium Term Notes | N/A                     | 619.3                    |
| US Senior Term Notes       | N/A                     | 1,517.0                  |
| Asian Medium Term Notes    | N/A                     | 151.3                    |
| Less: Borrowing costs      |                         | (7.9)                    |
|                            |                         | 3,084.0                  |

| Facility                | Facility Limit<br>(\$m) | Amount drawn<br>30 Jun 09<br>(\$m) | Facility<br>maturity |
|-------------------------|-------------------------|------------------------------------|----------------------|
| <b>Bank Debt</b>        |                         |                                    |                      |
| - Multi option facility | 205.3                   | 203.3                              | Jun 2010             |
| - Multi option facility | 150.0                   | 0.0                                | Jul 2010             |
| - Multi option facility | 150.0                   | 0.0                                | Aug 2010             |
| - Multi option facility | 200.0                   | 0.0                                | Nov 2010             |
| - Multi option facility | 200.0                   | 0.0                                | Feb 2011             |
| - Multi option facility | 600.0                   | 0.0                                | Jul 2011             |
| - Multi option facility | 200.0                   | 0.0                                | Aug 2011             |
| - Multi option facility | 6.6                     | 6.6                                | Nov 2014             |
| <b>Total Bank Debt</b>  | <b>1,711.9</b>          | <b>209.9</b>                       |                      |

\* Amount excludes borrowing costs and fair value adjustment required to reconcile to the accounts

# Stockland FY09 Results - Financial results

## Debt summary

| Facility | Facility limit<br>(fully drawn)<br>(\$m) | Facility<br>maturity |
|----------|--|----------------------|
|----------|--|----------------------|

|   |               |          |
|---|---------------|----------|
| <b>Domestic Medium Term Note Facility (MTN)</b> |               |          |
| - MTN   | 444.4         | Jun 2011 |
| - MTN   | 150.0         | May 2013 |
| <b>Total Domestic Medium Term Notes</b>         | <b>594.4*</b> |          |

|   |              |          |
|---|--------------|----------|
| <b>European Medium Term Note Facility (MTN)</b> |              |          |
| - UK MTN  | 619.3        | Oct 2013 |
| - Asia MTN                                      | 151.3        | Aug 2035 |
| <b>Total Offshore Medium Term Notes</b>         | <b>770.6</b> |          |

| Facility | Facility limit<br>(fully drawn)<br>(\$m) | Facility<br>maturity |
|----------|--|----------------------|
|----------|--|----------------------|

|   |                |          |
|---|----------------|----------|
| <b>US Senior Term Note Facility (STN)</b> |                |          |
| - US STN                                  | 32.1           | Oct 2011 |
| - US STN                                  | 51.4           | Jul 2012 |
| - US STN                                  | 45.8           | Oct 2012 |
| - US STN                                  | 51.4           | Jul 2013 |
| - US STN                                  | 28.3           | Jul 2014 |
| - US STN                                  | 74.7           | Jun 2015 |
| - US STN                                  | 64.3           | Jul 2015 |
| - US STN                                  | 99.2           | Oct 2015 |
| - US STN                                  | 61.7           | Jul 2016 |
| - US STN                                  | 27.5           | Oct 2016 |
| - US STN                                  | 192.0          | Jun 2017 |
| - US STN                                  | 61.0           | Oct 2017 |
| - US STN                                  | 250.0          | Jun 2018 |
| - US STN                                  | 268.6          | Oct 2018 |
| - US STN                                  | 70.8           | Jul 2019 |
| - US STN                                  | 90.0           | Jul 2020 |
| - US STN                                  | 27.7           | Jun 2022 |
| - US STN                                  | 20.5           | Jun 2027 |
| <b>Total US Senior Term Notes</b>         | <b>1,517.0</b> |          |



## Stockland FY09 Results - Financial results

### Covenant calculations

All lenders have consistent covenants:

- Total liabilities / total tangible assets (TL/TTA): 45%
  - 24.8% (TL net of cash)
  - 31.5% (cash in TTA)
- Interest cover: 2:1 (write-downs and provisions are excluded from calculation)

Gearing covenant limited to Stockland's balance sheet liabilities and excludes:

- MTM of all derivatives (inc. GPT exposure) **A**
- Gross up of retirement living obligations **B**
- Gross up of deferred sale recognition (Edmund Barton Building) **C**

| As at June 09                          | Statutory Balance Sheet \$m | Adjustments \$m  | Gearing Covenant Balance Sheet \$m |
|--|-----------------------------|------------------|------------------------------------|
| <b>Assets</b>                          |                             |                  |                                    |
| Cash                                   | 1,176.3                     | -                | 1,176.3                            |
| Real estate related assets             | 12,098.5                    | <b>B</b> (943.8) | 11,154.7                           |
| Assets held for sale - EBB             | 155.8                       | <b>C</b> (155.8) | -                                  |
| Other financial assets - GPT           | 191.1                       | <b>A</b> (191.1) | -                                  |
| Intangibles                            | 108.4                       | (108.4)          | -                                  |
| Derivative assets                      | 153.1                       | <b>A</b> (153.1) | -                                  |
| Other                                  | 577.3                       | <b>A</b> 206.8   | 784.1                              |
| <b>Total assets</b>                    | <b>14,460.5</b>             | <b>(1,345.4)</b> | <b>13,115.1</b>                    |
| <b>Liabilities</b>                     |                             |                  |                                    |
| Interest bearing liabilities           | (3,009.8)                   | <b>A</b> (74.2)  | (3,084.0)                          |
| Retirement Living Resident obligations | (978.6)                     | <b>B</b> 943.8   | (34.8)                             |
| Derivative liabilities                 | (414.0)                     | <b>A</b> 414.0   | -                                  |
| Other                                  | (1,365.6)                   | <b>A C</b> 347.4 | (1,018.2)                          |
| <b>Total liabilities</b>               | <b>(5,768.0)</b>            | <b>1,631.0</b>   | <b>(4,137.0)</b>                   |
| <b>Net assets</b>                      | <b>8,692.5</b>              | <b>285.6</b>     | <b>8,978.1</b>                     |

|                  | Interest Cover | D/TTA         |
|------------------|----------------|---------------|
| <b>30 Jun 09</b> | <b>2.8:1</b>   | <b>16.0%*</b> |
| <b>30 Jun 08</b> | <b>2.8:1</b>   | <b>28.9%</b>  |

\* Debt = Interest bearing liabilities (\$3,084.0m) + Borrowing costs (\$7.9m) – Cash (\$1,176.3m).

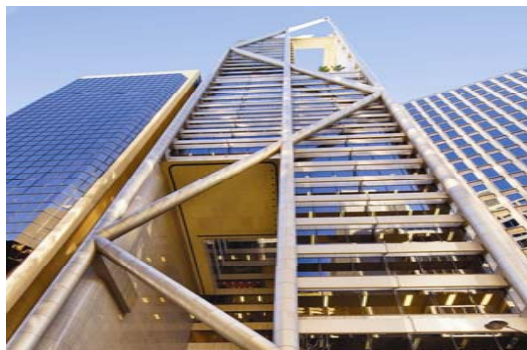
\* TTA = Total assets (\$13,115.1m) - Cash (\$1,176.3m).

# Stockland FY09 Results - Commercial Property Portfolio overview

## Australian Commercial Property assets - \$7.9bn



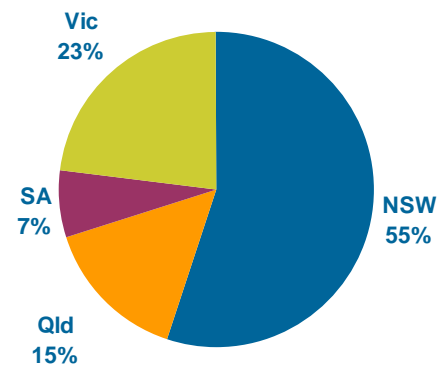
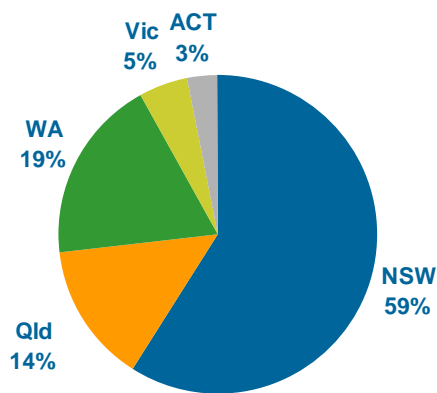
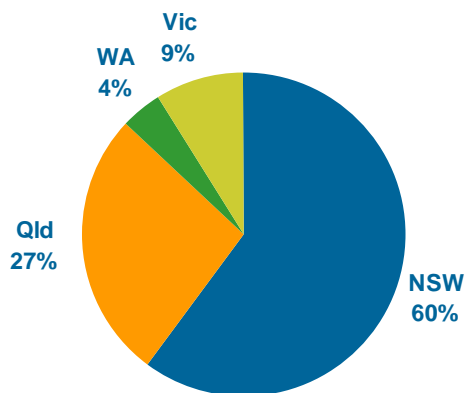
Retail – \$3.9bn



Office – \$2.9bn



Industrial / Intermodal – \$1.1bn





## Stockland FY09 Results - Commercial Property Asset values

|            | WACR<br>30 Jun 09 | Valuation<br>(\$m) | Previous<br>Book Value<br>(\$m) | Movement<br>(\$m) |
|------------|-------------------|--------------------|---------------------------------|-------------------|
| Retail *   | 7.3%              | 3,937              | 4,324                           | (387)             |
| Office     | 7.9%              | 2,908              | 3,465                           | (557)             |
| Industrial | 8.6%              | 1,091              | 1,244                           | (153)             |
| Other ^    | -                 | -                  | -                               | (23)              |
|            | 7.7%              | 7,936              | 9,033                           | (1,120)           |

\* Includes Nowra land of \$21.4m, classified as other - capital works in progress in the Investment property note

^ Relates to assets that have been revalued at Dec 08 and disposed during 2H09

# Stockland FY09 Results - Commercial Property

## Asset values

| Retail Portfolio | Valuation<br>(\$m) | Previous<br>Book<br>Value<br>(\$m) | Change<br>% | Cap<br>Rate<br>% |
|------------------|--------------------|------------------------------------|-------------|------------------|
|------------------|--------------------|------------------------------------|-------------|------------------|

|                          |       |       |        |      |
|--------------------------|-------|-------|--------|------|
| Stockland Wetherill Park | 318.8 | 342.8 | (7.0)  | 7.00 |
| Stockland Shellharbour   | 270.0 | 281.8 | (4.2)  | 6.75 |
| Stockland Green Hills    | 252.7 | 244.7 | 3.3    | 6.75 |
| Stockland Townsville     | 240.0 | 231.7 | 3.6    | 7.00 |
| Stockland Glendale       | 222.0 | 242.3 | (8.4)  | 7.00 |
| Stockland Cairns         | 200.0 | 200.5 | (0.2)  | 7.00 |
| Stockland Bay Village    | 173.5 | 187.7 | (7.6)  | 7.75 |
| Stockland The Pines      | 140.0 | 155.3 | (9.9)  | 7.25 |
| Stockland Burleigh Heads | 138.0 | 160.3 | (13.9) | 7.50 |
| Stockland Jesmond        | 116.0 | 125.1 | (7.3)  | 7.50 |
| Stockland Forster        | 114.0 | 128.6 | (11.4) | 7.25 |
| Stockland Baulkham Hills | 100.0 | 137.3 | (27.2) | 7.50 |
| Stockland Gladstone      | 95.0  | 103.8 | (8.5)  | 7.25 |
| Stockland Wendouree      | 99.0  | 114.4 | (13.5) | 7.50 |
| Stockland Nowra          | 79.5  | 98.0  | (18.9) | 7.50 |
| Stockland Bathurst       | 78.0  | 84.3  | (7.5)  | 7.75 |
| Stockland Caloundra      | 77.0  | 82.6  | (6.8)  | 7.25 |
| Stockland Bull Creek     | 75.5  | 88.7  | (14.9) | 7.50 |
| Stockland Cleveland      | 75.5  | 87.8  | (14.0) | 7.50 |
| Stockland Traralgon      | 73.5  | 79.1  | (7.1)  | 7.75 |
| Stockland Corrimal       | 58.0  | 66.1  | (12.3) | 7.75 |

|  | Valuation<br>(\$m) | Previous<br>Book<br>Value<br>(\$m) | Change<br>% | Cap<br>Rate<br>% |
|--|--------------------|------------------------------------|-------------|------------------|
|--|--------------------|------------------------------------|-------------|------------------|

|                                |                |                |              |      |
|--------------------------------|----------------|----------------|--------------|------|
| Stockland Piccadilly Retail    | 52.5           | 47.7           | 10.1         | 7.50 |
| Stockland Wallsend             | 50.0           | 58.8           | (15.0)       | 7.75 |
| Shellharbour Retail Park       | 44.0           | 51.6           | (14.7)       | 8.25 |
| Stockland Baldivis             | 38.9           | 46.0           | (15.4)       | 7.75 |
| 135 King St, Sydney Retail     | 36.5           | 45.0           | (18.9)       | 7.25 |
| Stockland Cammeray             | 29.0           | 54.1           | (46.4)       | 7.75 |
| Stockland Lilydale             | 26.5           | 29.5           | (10.2)       | 8.25 |
| Jimboomba Village              | 17.0           | 18.1           | (6.1)        | 8.50 |
| Burleigh Central               | 14.3           | 18.1           | (21.0)       | 8.75 |
| Vincentia Shopping Centre      | 13.4           | 15.1           | (11.3)       | 8.00 |
| Woolworths Toowong             | 13.1           | 10.0           | 30.9         | N/A  |
| Merrylands Court               | 9.5            | 17.8           | (46.6)       | 8.75 |
| Townsville Kingsvale & Sunvale | 5.0            | 6.6            | (24.2)       | 9.50 |
| Auckland Creek                 | 4.0            | 4.1            | (2.4)        | N/A  |
| Stockland Merrylands           | 213.6          | 228.6          | (6.6)        | N/A  |
| Stockland Rockhampton          | 207.0          | 207.0          | -            | N/A  |
| Stockland Balgowlah            | 96.3           | 116.9          | (17.6)       | N/A  |
| Stockland Riverton             | 38.5           | 43.3           | (11.1)       | N/A  |
| Stockland Glenrose             | 10.0           | 26.2           | (61.8)       | N/A  |
| Nowra Land                     | 21.4           | 36.2           | (40.9)       | N/A  |
| <b>Total Retail Portfolio</b>  | <b>3,936.5</b> | <b>4,323.6</b> | <b>(9.0)</b> |      |

# Stockland FY09 Results - Commercial Property

## Asset values

| Office Portfolio | Valuation<br>(\$m) | Previous<br>Book<br>Value<br>(\$m) | Change<br>% | Cap<br>Rate<br>% |
|------------------|--------------------|------------------------------------|-------------|------------------|
|------------------|--------------------|------------------------------------|-------------|------------------|

|                        |       |       |        |      |
|------------------------|-------|-------|--------|------|
| Waterfront Place       | 235.7 | 286.5 | (17.7) | 7.25 |
| Piccadilly Tower       | 248.0 | 267.1 | (7.2)  | 7.25 |
| 9 Castlereagh Street   | 170.0 | 215.7 | (21.2) | 7.13 |
| Colonial Centre        | 175.0 | 209.8 | (16.6) | 7.00 |
| Riverside Plaza        | 155.2 | 192.4 | (19.3) | 8.25 |
| BankWest Tower         | 132.5 | 185.0 | (28.4) | 7.75 |
| Exchange Plaza         | 139.0 | 164.9 | (15.7) | 7.75 |
| Durack Centre          | 139.0 | 149.7 | (7.1)  | 8.66 |
| Optus Centre           | 108.5 | 125.2 | (13.3) | 7.50 |
| 135 King Street        | 96.5  | 111.2 | (13.2) | 7.25 |
| 78 Waterloo Road       | 64.7  | 83.6  | (22.6) | 8.00 |
| 601 Pacific Highway    | 70.7  | 79.4  | (11.0) | 8.25 |
| 60-66 Waterloo Road    | 67.8  | 81.5  | (16.8) | 8.00 |
| 72 Christie Street     | 60.0  | 68.0  | (11.8) | 8.00 |
| 45 St Georges Terrace  | 52.0  | 70.0  | (25.7) | 9.75 |
| 77 Pacific Highway     | 58.0  | 63.0  | (7.9)  | 7.75 |
| 175-181 Castlereagh St | 53.0  | 66.4  | (20.2) | 8.75 |
| 7 Macquarie Place      | 50.0  | 61.6  | (18.8) | 7.38 |
| 234 Sussex Street      | 46.5  | 62.7  | (25.8) | 8.50 |

|  | Valuation<br>(\$m) | Previous<br>Book<br>Value<br>(\$m) | Change<br>% | Cap<br>Rate<br>% |
|--|--------------------|------------------------------------|-------------|------------------|
|--|--------------------|------------------------------------|-------------|------------------|

|                               |                |                |               |      |
|-------------------------------|----------------|----------------|---------------|------|
| 150 Charlotte Street          | 42.0           | 59.2           | (29.1)        | 8.50 |
| 333 Kent Street               | 42.0           | 50.3           | (16.5)        | 7.75 |
| Macquarie Technology Centre   | 38.5           | 47.2           | (18.4)        | 8.50 |
| Garden Square                 | 37.0           | 60.4           | (38.7)        | 9.25 |
| 16 Giffnock Avenue            | 37.0           | 42.8           | (13.6)        | 8.25 |
| Piccadilly Court              | 37.8           | 43.8           | (13.7)        | 8.00 |
| Mantra Hotel                  | 35.0           | 39.0           | (10.3)        | 9.00 |
| 1 Havelock Street             | 31.8           | 39.3           | (19.1)        | 8.75 |
| 40 Cameron Avenue             | 26.4           | 31.8           | (17.0)        | 8.25 |
| 110 Walker Street             | 26.5           | 29.9           | (11.4)        | 8.00 |
| 68 Northbourne Avenue         | 24.8           | 28.0           | (11.4)        | 9.25 |
| 255-267 St Georges Terrace    | 25.8           | 27.9           | (7.5)         | 9.25 |
| 118-120 Pacific Highway       | 22.8           | 28.3           | (19.4)        | 8.50 |
| 80-88 Jephson Street          | 19.7           | 24.8           | (20.6)        | 9.00 |
| Cox & Drakeford Buildings     | 16.8           | 19.9           | (15.6)        | 9.75 |
| Trace / Todd Buildings        | 17.4           | 18.6           | (6.5)         | 9.75 |
| 23 High Street                | 4.2            | 6.6            | (36.4)        | 7.75 |
| 27-29 High Street             | 3.8            | 4.8            | (20.8)        | 7.75 |
| Trinity Business Campus       | 140.7          | 151.7          | (7.3)         | 7.75 |
| Edmund Barton Building        | 155.8          | 166.7          | (6.5)         | N/A  |
| <b>Total Office Portfolio</b> | <b>2,907.9</b> | <b>3,464.7</b> | <b>(16.1)</b> |      |

# Stockland FY09 Results - Commercial Property

## Asset values

| Industrial Portfolio              | Valuation (\$m) | Previous Book Value (\$m) | Change % | Cap Rate % |                                   | Valuation (\$m) | Previous Book Value (\$m) | Change %      | Cap Rate % |
|-----------------------------------|-----------------|---------------------------|----------|------------|-----------------------------------|-----------------|---------------------------|---------------|------------|
| Yennora Distribution Centre       | 335.7           | 347.1                     | (3.3)    | 8.00       | Export Park, 9-13 Viola Place     | 13.2            | 16.2                      | (18.6)        | 9.35       |
| Defence Distribution Centre       | 138.0           | 147.9                     | (6.7)    | 7.50       | 735 Boundary Road                 | 11.9            | 15.7                      | (24.2)        | 9.25       |
| Hendra Distribution Centre        | 80.0            | 92.8                      | (13.8)   | 9.25       | 11 Amour Street                   | 13.6            | 13.4                      | 1.5           | 9.00       |
| Brooklyn Estate                   | 72.1            | 81.2                      | (11.2)   | 9.25       | 1 Amour Street                    | 6.9             | 8.2                       | (15.9)        | 9.00       |
| Port Adelaide Distribution Centre | 76.5            | 78.1                      | (2.0)    | 9.75       | 17 McNaughton Road                | 9.5             | 12.3                      | (22.8)        | 8.50       |
| 9-11 Ferndell Street              | 36.0            | 40.9                      | (12.0)   | 9.13       | 17 Scanlon Drive                  | 8.4             | 10.8                      | (22.2)        | 9.00       |
| 11A Ferndell Street               | 14.4            | 16.7                      | (13.8)   | 10.50      | 40 Scanlon Drive                  | 6.8             | 9.0                       | (24.4)        | 8.75       |
| 1090-1124 Centre Road             | 35.0            | 42.4                      | (17.5)   | 8.50       | 9-11 Somerton Park Drive          | 6.3             | 7.2                       | (12.5)        | 9.00       |
| Altona Distribution Centre        | 19.6            | 23.7                      | (17.3)   | 9.50       | 42 Birnie Avenue                  | 11.9            | 13.8                      | (13.8)        | 9.50       |
| 509 Boundary Road                 | 18.0            | 23.6                      | (23.7)   | 9.25       | 159-163 Newton Road               | 12.3            | 13.8                      | (10.9)        | 9.50       |
| M1 Yatala Enterprise Park         | 11.6            | 26.2                      | (55.7)   | N/A        | 2 Davis Road                      | 17.5            | 19.4                      | (9.8)         | 9.50       |
| Preston Industrial Estate         | 16.9            | 19.8                      | (14.6)   | 9.00       | 20-50 Fillo Drive & 10 Stubb St   | 28.6            | 36.8                      | (22.3)        | 9.25       |
| 3676 Ipswich Road                 | 30.1            | 53.4                      | (43.6)   | 8.75       | 76-82 Fillo Drive                 | 12.9            | 15.1                      | (14.6)        | 9.25       |
| 11-25 Toll Drive                  | 16.8            | 20.8                      | (19.2)   | 9.00       | <b>Total Industrial Portfolio</b> | <b>1,090.8</b>  | <b>1,243.8</b>            | <b>(12.3)</b> |            |
| 32-54 Toll Drive                  | 15.7            | 19.2                      | (18.2)   | 8.75       |                                   |                 |                           |               |            |
| 56-60 Toll Drive                  | 14.6            | 18.3                      | (20.3)   | 9.00       |                                   |                 |                           |               |            |

## Stockland FY09 Results - Commercial Property Asset disposal

| Revaluation                  | 31 Dec 08<br>Valuation<br>(\$m) | Previous<br>Book<br>Value<br>(\$m) | Change<br>%   | Cap<br>Rate<br>% |
|------------------------------|---------------------------------|------------------------------------|---------------|------------------|
| Engadine                     | 6.0                             | 11.7                               | (48.7)        | 9.00             |
| 81-95 Waymouth St            | 51.0                            | 51.9                               | (1.7)         | N/A              |
| Chesser House                | 34.5                            | 39.7                               | (13.1)        | N/A              |
| 514 Boundary Rd              | 16.8                            | 23.3                               | (27.9)        | N/A              |
| 72 Formation St              | 11.5                            | 12.4                               | (7.3)         | 8.00             |
| 60 Fulcrum                   | 8.4                             | 10.8                               | (22.2)        | 9.00             |
| Lenore Lane (Coil Steel)     | 12.9                            | 14.0                               | (7.9)         | N/A              |
| <b>Total asset disposals</b> | <b>141.1</b>                    | <b>163.8</b>                       | <b>(13.9)</b> |                  |

| Disposal                                | Disposal<br>Date | Disposal<br>Value (\$m) | Initial<br>Yield |
|---|------------------|-------------------------|------------------|
| Batemans Bay & Bridge Plaza             | Aug-08           | 80.5                    | 6.9%             |
| Engadine                                | Jun-09           | 6.5                     | 7.1%             |
| Amory Gardens                           | Jul-08           | 29.1                    | 7.8%             |
| 300 Ann Street, Brisbane                | Dec-08           | 38.0                    | 8.6%             |
| 3 Byfield Street, Macquarie Park        | Dec-08           | 9.6                     | 9.0%             |
| Chesser House, Adelaide                 | Jan-09           | 34.5                    | 8.6%             |
| ATO Building, Waymouth Street, Adelaide | Jan-09           | 51.0                    | 9.3%             |
| Edmund Barton Building*                 | Jun-09           | 186.0                   | 7.3%             |
| M4 Greystanes                           | Oct-08           | 53.5                    | 7.9%             |
| Sydney Orbital Park, Smeaton Grange     | Dec-08           | 10.0                    | 8.7%             |
| 73-91 Lenore Lane, Erskine Park         | Apr-09           | 12.4                    | 9.1%             |
| 72 Formation St, Wacol                  | May-09           | 10.9                    | 8.7%             |
| 514 Boundary Road                       | May-09           | 16.8                    | 8.5%             |
| 60 Fulcrum Street                       | May-09           | 8.1                     | N/A              |
| 55-63 Bourke Road                       | May-09           | 23.5                    | 8.6%             |
| Moorebank (5%)                          | Jun-09           | 15.0                    | 5.6%             |
| Maidstone Street, Altona                | Jun-09           | 6.5                     | 9.3%             |
| <b>Total asset disposals</b>            |                  | <b>591.9</b>            |                  |

# Stockland FY09 Results - Commercial Property

## Tenancy profile - Top 20 tenants\*

| Rank | Retail Portfolio          |             | Office Portfolio              |             | Industrial Portfolio     |             |
|------|---------------------------|-------------|-------------------------------|-------------|--------------------------|-------------|
|      | Tenant                    | Portfolio % | Tenant                        | Portfolio % | Tenant                   | Portfolio % |
| 1    | Wesfarmers                | 27.1%       | Singtel                       | 5.6%        | ACI                      | 13.2%       |
| 2    | Woolworths Limited        | 22.8%       | Bankwest                      | 3.1%        | Department of Defence    | 10.7%       |
| 3    | Retail Adventures         | 2.0%        | Stockland                     | 2.8%        | Toll                     | 9.9%        |
| 4    | Best & Less               | 1.5%        | Australian Federal Police     | 2.8%        | Australian Wool Handlers | 5.6%        |
| 5    | Amalgamated Holdings      | 1.5%        | IBM                           | 2.4%        | Linfox                   | 3.9%        |
| 6    | ALDI                      | 1.0%        | Macquarie Bank                | 2.4%        | Visy                     | 2.8%        |
| 7    | The Reject Shop Limited   | 0.9%        | Energex                       | 2.3%        | Ceva (TNT)               | 2.4%        |
| 8    | Rebel Sport               | 0.8%        | STW Communication Group       | 2.3%        | KMart                    | 2.3%        |
| 9    | Speciality Fashion Group  | 0.7%        | NSW State Government          | 2.3%        | Hi-Fert                  | 2.2%        |
| 10   | McDonald's                | 0.7%        | Sinclair Knight Merz          | 2.2%        | P&O                      | 1.8%        |
| 11   | Australian Pharmaceutical | 0.7%        | Sony Australia Limited        | 2.2%        | Tyre Marketers           | 1.7%        |
| 12   | Premier Investments       | 0.6%        | Department of Public Works    | 2.0%        | HAG Imports              | 1.7%        |
| 13   | Pick n Pay                | 0.6%        | ANZ Bank                      | 2.0%        | Yakka                    | 1.5%        |
| 14   | Hoyts                     | 0.6%        | Central Queensland University | 1.8%        | Queensland Rail          | 1.5%        |
| 15   | Westpac                   | 0.6%        | CBA                           | 1.8%        | Booth Transport          | 1.4%        |
| 16   | CBA                       | 0.5%        | Goodman Fielder               | 1.7%        | Mainfreight Distribution | 1.4%        |
| 17   | Lowes-Manhattan           | 0.5%        | Symbion Health                | 1.7%        | KD Trading               | 1.4%        |
| 18   | Sussan                    | 0.5%        | UCMS                          | 1.6%        | CRT Group                | 1.4%        |
| 19   | Colorado Group            | 0.4%        | Australian Taxation Office    | 1.6%        | Envotec                  | 1.2%        |
| 20   | Pascoes                   | 0.4%        | Worley Parsons                | 1.2%        | Western Star Trucks      | 1.1%        |
|      |                           | 64.6%       |                               | 45.7%       |                          | 69.2%       |

\* Retail by GLA, Office & Industrial by NLA



# Stockland FY09 Results - Commercial Property

## Tenancy retention and new leasing

### Office

| Retained tenants                     | FY09 retention rate           | Increase in base rent | Weighted average incentive* |
|--------------------------------------|-------------------------------|-----------------------|-----------------------------|
| Sydney CBD                           | 40%                           | 13%                   | 4%                          |
| Sydney North Shore                   | 75%                           | 0%                    | 14%                         |
| Qld                                  | 80%                           | 37%                   | 6%                          |
| Vic                                  | 62%                           | 0%                    | 0%                          |
| WA                                   | 59%                           | 15%                   | 1%                          |
| ACT                                  | 96%                           | 0%                    | 0%                          |
|                                      | 63%                           | 13%                   | 5%                          |
| New leasing (excluding developments) | New tenants (m <sup>2</sup> ) | Increase in base rent | Weighted average incentive* |
| Sydney CBD                           | 7,532                         | 14%                   | 27%                         |
| Sydney North Shore                   | 2,496                         | (2%)                  | 16%                         |
| Qld                                  | 453                           | 68%                   | 9%                          |
| Vic                                  | 126                           | 53%                   | 10%                         |
| WA                                   | 5,826                         | 89%                   | 6%                          |
| ACT                                  | 282                           | (54%)                 | 8%                          |
|                                      | 16,715                        | 32%                   | 17%                         |
| Development leasing                  | New tenants (m <sup>2</sup> ) |                       | Weighted average incentive* |
| Sydney North Shore                   | 21,589                        |                       | 13%                         |
| WA                                   | 5,718                         |                       | 28%                         |
|                                      | 27,307                        |                       | 17%                         |

### Industrial

| Retained tenants                     | FY09 retention rate           | Increase in base rent | Weighted average incentive* |
|--------------------------------------|-------------------------------|-----------------------|-----------------------------|
| NSW                                  | 81%                           | (2%)                  | 9%                          |
| Qld                                  | 46%                           | (3%)                  | 0%                          |
| SA                                   | 79%                           | 15%                   | 5%                          |
| Vic                                  | 27%                           | 14%                   | 10%                         |
|                                      | 51%                           | 3%                    | 8%                          |
| New leasing (excluding developments) | New tenants (m <sup>2</sup> ) | Increase in base rent | Weighted average incentive* |
| NSW                                  | 7,855                         | (15%)                 | 7%                          |
| Qld                                  | 2,508                         | 51%                   | 3%                          |
| SA                                   | 3,936                         | (8%)                  | 0%                          |
| Vic                                  | 64,907                        | 19%                   | 18%                         |
|                                      | 79,206                        | 12%                   | 15%                         |
| Development leasing                  | New tenants (m <sup>2</sup> ) |                       | Weighted average incentive* |
| Qld                                  | 13,363                        |                       | 1%                          |
|                                      | 13,363                        |                       | 1%                          |

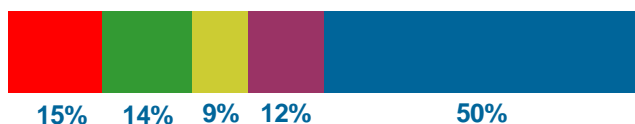
# Stockland FY09 Results - Commercial Property

## Lease expiry profiles

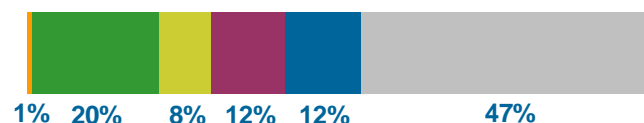


### Retail

June 2008



June 2009

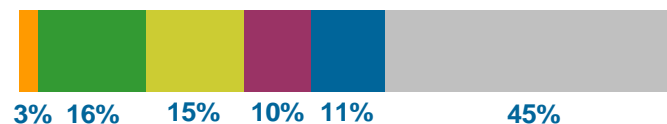


### Office

June 2008

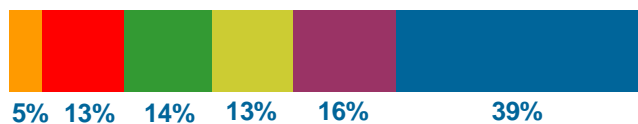


June 2009

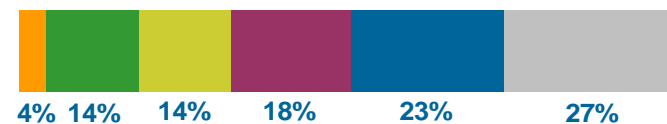


### Industrial

June 2008



June 2009



# Stockland FY09 Results - Commercial Property Development pipeline

| UNDER CONSTRUCTION                       | Forecast total cost (\$m) | Forecast cost to complete (\$m) |           |           | Forecast year one cash yield |
|--|---------------------------|---------------------------------|-----------|-----------|------------------------------|
|  |                           | FY10                            | FY11      | FY12      |                              |
| <b>Retail</b>                            |                           |                                 |           |           |                              |
| Balgowlah                                | 134                       | 17                              |           |           | 5.9%                         |
| Riverton (50% share)                     | 16                        | 10                              |           |           | 7.3%                         |
| Merrylands (Stages 1-4)*                 | 350                       | 58                              | 54        | 85        | 6.5%                         |
| Rockhampton                              | 99                        | 31                              |           |           | 8.3%                         |
| Tooronga                                 | 55                        | 32                              | 1         |           | 6.0%                         |
| <b>Sub-total</b>                         | <b>654</b>                | <b>148</b>                      | <b>55</b> | <b>85</b> | <b>6.6%</b>                  |
| <b>Office</b>                            |                           |                                 |           |           |                              |
| Edmund Barton Building                   | 116                       | 30                              |           |           | 7.2%                         |
| Trinity Business Campus (Stage 2)        | 56                        | 19                              |           |           | 7.5%                         |
| <b>Sub-total</b>                         | <b>172</b>                | <b>49</b>                       | <b>-</b>  | <b>-</b>  | <b>7.3%</b>                  |
| <b>Total Under Construction Projects</b> | <b>826</b>                | <b>197</b>                      | <b>55</b> | <b>85</b> | <b>6.8%</b>                  |

## Stockland FY09 Results - Commercial Property

### Retail sales

|                           | Total MAT<br>(\$m) | % MAT<br>Growth | %<br>Comparable<br>Growth | % 6mth<br>Comparable<br>Growth | % 3mth<br>Comparable<br>Growth |
|---------------------------|--------------------|-----------------|---------------------------|--------------------------------|--------------------------------|
| Supermarkets              | 1,817              | 2.2             | 1.4                       | 1.9                            | 2.1                            |
| DDS                       | 808                | 2.9             | 3.2                       | 0.6                            | 3.2                            |
| Specialties               | 1,376              | 2.6             | 2.7                       | 2.3                            | 2.0                            |
| Other Majors              | 74                 | N/A             | N/A                       | N/A                            | N/A                            |
| Mini Majors/Cinemas/Other | 653                | 4.3             | 3.4                       | 1.6                            | 1.2                            |
|                           | 4,728              | 4.3             | 2.4                       | 1.8                            | 2.2                            |

# Stockland FY09 Results - Residential Portfolio overview

## Communities



### Communities – \$2.0bn

|                           |           |
|---------------------------|-----------|
| No. of projects:          | 66        |
| Lots controlled:          | 63,870    |
| End value of land bank:   | \$15.5bn  |
| Average age of land bank: | 5.1 years |

## Apartments



### Apartments – \$0.5bn

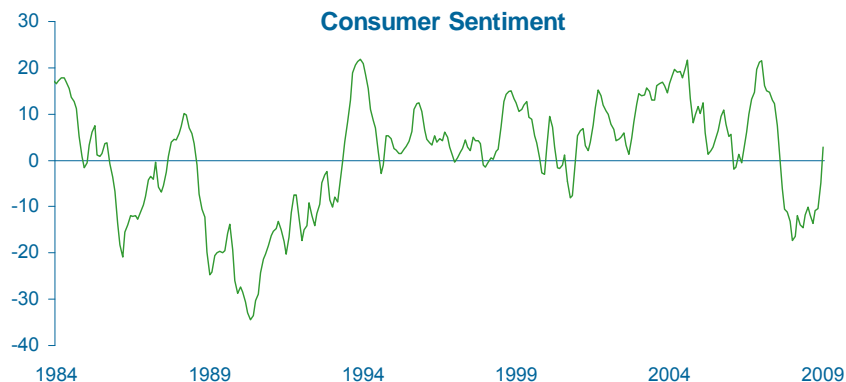
|                          |           |
|--------------------------|-----------|
| No. of projects:         | 9         |
| Units controlled:        | 1,736     |
| End value of projects    | \$1.7bn   |
| Average age of projects: | 3.9 years |

# Stockland FY09 Results - Residential Market Conditions

## Market conditions

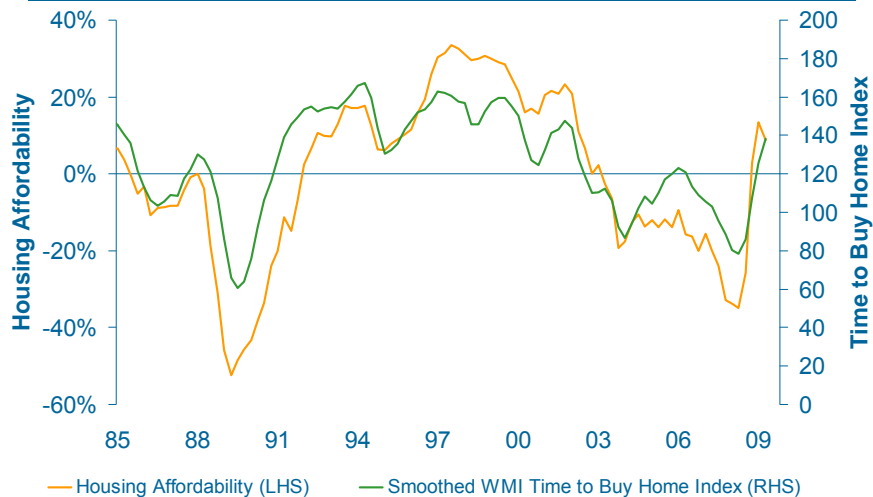
- Market fundamentals remain strong
- Sentiment is improving
- Continued demand and improving housing affordability

## Improving sentiment



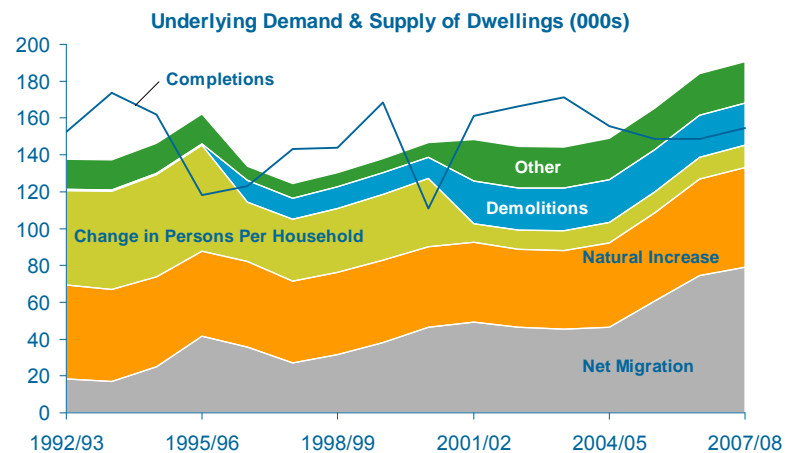
Source: Westpac-Melbourne Institute, Thomson-Reuters, Stockland Research

## Housing Affordability Improving



Source: ABS, REIA, Thomson Reuters, Westpac-Melbourne Institute, Stockland Research

## No oversupply

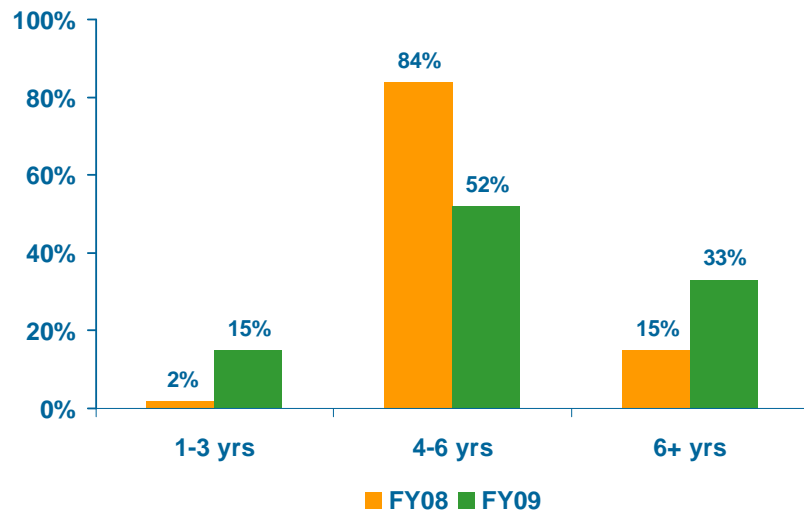


Source: ABS, Stockland Research



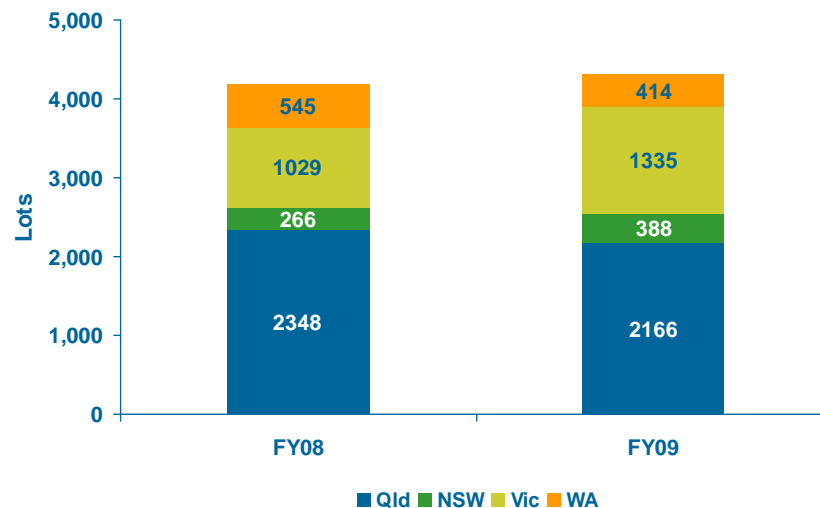
# Stockland FY09 Results - Residential Communities – Lots settled by location and age

Lots Settled by Age



- Change in average age of lots sold due to:
  - clearing stock at older projects
  - affordable product at newer projects

Lots Settled by Location



- Product and geographic diversity
  - growth in Vic market offset volume reductions in Qld & WA
  - increase in volume in NSW following clearing of aged stock

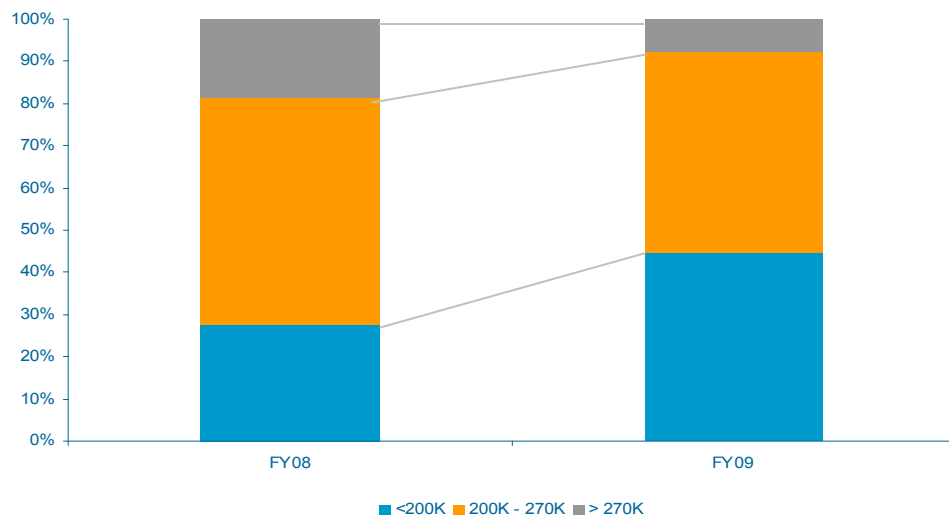
# Stockland FY09 Results - Residential Communities – Average price per lot

## Average price\* of retail lots – price per lot and price per m<sup>2</sup>

|                   | FY09          |                            |                  |                             | FY08          |                            |                  |                             |
|-------------------|---------------|----------------------------|------------------|-----------------------------|---------------|----------------------------|------------------|-----------------------------|
|                   | No. Lots Sold | Avg Size (m <sup>2</sup> ) | Avg Price \$'000 | Price per m <sup>2</sup> \$ | No. Lots Sold | Avg Size (m <sup>2</sup> ) | Avg Price \$'000 | Price per m <sup>2</sup> \$ |
| Queensland        | 2,166         | 608                        | 219              | 360                         | 2,348         | 622                        | 237              | 382                         |
| New South Wales   | 388           | 630                        | 255              | 405                         | 266           | 624                        | 354              | 568                         |
| Victoria          | 1,335         | 489                        | 161              | 328                         | 1,029         | 529                        | 168              | 318                         |
| Western Australia | 414           | 567                        | 239              | 423                         | 545           | 534                        | 318              | 596                         |
| <b>TOTAL</b>      | <b>4,303</b>  | <b>569</b>                 | <b>206</b>       | <b>362</b>                  | <b>4,188</b>  | <b>588</b>                 | <b>238</b>       | <b>405</b>                  |

- Overall Trend
  - price growth achieved in Qld & Vic
  - flat or price reductions in NSW & WA
  - change in mix towards more affordable lot sizes and more affordable projects
- Qld
  - North Lakes - achieved 5% increase in price per m<sup>2</sup>
  - North Shore (Townsville) - achieved strong FY09 volumes at a lower price per m<sup>2</sup> than South East Queensland projects
- Vic
  - Highlands – achieved 19% increase in price per m<sup>2</sup> and 75% increase in volume from this relatively affordable project
- NSW
  - clearing of aged inventory
- WA
  - clearing of aged inventory
  - price reductions driven by established residential markets

## Average Price\* of retail lots sold – Portfolio Mix



■ <200K ■ 200K - 270K ■ >270K

\* Average price is for retail sales (defined as less than the equivalent of 10 lots) only and excludes the impact of superlot sales and project disposals. Average price includes GST

# Stockland FY09 Results - Residential

## First home buyer grant entitlements

|     |               |                                | Until June 2009  | July – September 2009 | October – December 2009 | January – June 2010 | July 2010 onwards |
|-----|---------------|--------------------------------|--|-----------------------|-------------------------|---------------------|-------------------|
| NSW | New home      | Total Entitlement              | \$24,000   | \$24,000              | \$17,000                | \$10,000            | \$7,000           |
|     |               | Federal First Home Owner Grant | \$7,000  | \$7,000               | \$7,000                 | \$7,000             | \$7,000           |
|     |               | Federal Boost                  | \$14,000   | \$14,000              | \$7,000                 | -                   | -                 |
|     |               | State Supplement               | \$3,000  | \$3,000               | \$3,000                 | \$3,000             | -                 |
|     | Existing home | Total Entitlement              | \$14,000   | \$14,000              | \$10,500                | \$7,000             | \$7,000           |
|     |               | Federal First Home Owner Grant | \$7,000  | \$7,000               | \$7,000                 | \$7,000             | \$7,000           |
|     |               | Federal Boost                  | \$7,000  | \$7,000               | \$3,500                 | -                   | -                 |
|     |               | State Supplement               |  |                       |                         |                     | -                 |
|     |               | + Stamp Duty                   | No stamp duty for property valued up to \$500,000.   |                       |                         |                     |                   |
| QLD | New home      | Total Entitlement              | \$21,000   | \$21,000              | \$14,000                | \$7,000             | \$7,000           |
|     |               | Federal First Home Owner Grant | \$7,000  | \$7,000               | \$7,000                 | \$7,000             | \$7,000           |
|     |               | Federal Boost                  | \$14,000   | \$14,000              | \$7,000                 | -                   | -                 |
|     |               | State Supplement               |  |                       |                         |                     |                   |
|     | Existing home | Total Entitlement              | \$14,000   | \$14,000              | \$10,500                | \$7,000             | \$7,000           |
|     |               | Federal First Home Owner Grant | \$7,000  | \$7,000               | \$7,000                 | \$7,000             | \$7,000           |
|     |               | Federal Boost                  | \$7,000  | \$7,000               | \$3,500                 | -                   | -                 |
|     |               | State Supplement               |  |                       |                         |                     |                   |
|     |               | + Stamp Duty                   | No stamp duty for land valued up to \$250,000.   |                       |                         |                     |                   |
| VIC | New home      | Total Entitlement#             | \$26,000   | \$32,000              | \$25,000                | \$18,000            | \$7,000           |
|     |               | Federal First Home Owner Grant | \$7,000  | \$7,000               | \$7,000                 | \$7,000             | \$7,000           |
|     |               | Federal Boost                  | \$14,000   | \$14,000              | \$7,000                 | -                   | -                 |
|     |               | State Bonus                    | \$5,000  | \$11,000              | \$11,000                | \$11,000            | -                 |
|     | Existing home | Total Entitlement              | \$17,000   | \$16,000              | \$12,500                | \$7,000             | \$7,000           |
|     |               | Federal First Home Owner Grant | \$7,000  | \$7,000               | \$7,000                 | \$7,000             | \$7,000           |
|     |               | Federal Boost                  | \$7,000  | \$7,000               | \$3,500                 | -                   | -                 |
|     |               | State Bonus                    | \$3,000  | \$2,000               | \$2,000                 | -                   | -                 |
|     |               |                                |  |                       |                         |                     |                   |
|     |               |                                |  |                       |                         |                     |                   |
|     |               | + Stamp Duty                   | Reduced stamp duty for property valued between \$130,000 and \$550,000.                            |                       |                         |                     |                   |
| WA  | New home      | Total Entitlement              | \$21,000   | \$21,000              | \$14,000                | \$7,000             | \$7,000           |
|     |               | Federal First Home Owner Grant | \$7,000  | \$7,000               | \$7,000                 | \$7,000             | \$7,000           |
|     |               | Federal Boost                  | \$14,000   | \$14,000              | \$7,000                 | -                   | -                 |
|     |               | State Supplement               |  |                       |                         |                     |                   |
|     | Existing home | Total Entitlement              | \$14,000   | \$14,000              | \$10,500                | \$7,000             | \$7,000           |
|     |               | Federal First Home Owner Grant | \$7,000  | \$7,000               | \$7,000                 | \$7,000             | \$7,000           |
|     |               | Federal Boost                  | \$7,000  | \$7,000               | \$3,500                 | -                   | -                 |
|     |               | State Supplement               |  |                       |                         |                     |                   |
|     |               | + Stamp Duty                   | No stamp duty for land with a home, up to \$500,000. No stamp duty for land only, up to \$300,000. |                       |                         |                     |                   |

### Key Dates:

**Federal First Home Owner Grant**  
Ongoing.

**Federal First Home Owner Boost**  
Applies to contracts made from 14 October 2008 to 31 December 2009.

**Contract to build** must commence in 26 weeks (or 6 months in WA), and be complete within 18 months.

**Off the plan** contracts made between:

- 14 October 2008 to 30 June 2009 must state a completion date / be completed by 31 December 2010.
- 1 July 2009 to 30 September 2009 must state a completion date / be completed by 31 March 2011.
- 1 October 2009 to 31 December 2009 must state a completion date / be completed by 30 June 2011.

### NSW State Supplement

Applies to contracts made from 11 November 2008 to 30 June 2010.

**Contract to build** must commence in 26 weeks and be complete within 18 months.

**Off the plan** contracts dated before 11 November 2009 must state a completion date / be completed by 10 May 2011 (otherwise by 31 December 2011).

### Victorian State Bonus

Applies to contracts made until 30 June 2010, based on exact criteria from the First Home Owner Grant.

#Additional entitlements apply for brand new Victorian property in regional areas: \$3,000 until 30 June 2009, and \$4,500 until 31 December 2009.

This information applies to property purchased in metropolitan areas only. Eligibility criteria apply. Please visit [www.firsthome.gov.au](http://www.firsthome.gov.au) for full information. This information was compiled from each State Office of Revenue and is subject to change.

## Stockland FY09 Results - Residential Apartments development pipeline

- Tooronga Stage 1 under construction with successful launch in July 09 - Tower 1 presales of 57%
- The Hyde moved from late FY10 to early FY11 to ensure construction 100% complete prior to customers taking ownership

### Cash Generator – Projects under construction

|  | FY10<br>\$m | FY11<br>\$m | FY12<br>\$m | TOTAL<br>\$m |
|--|-------------|-------------|-------------|--------------|
| Forecast Revenue (100% sales)            | \$383       | \$328       | \$124       | \$835        |
| Pre-sales already achieved (@ 31 Jul 09) | \$232       | \$189       | \$0         | \$421        |
| Forecast cost to complete                | \$198       | \$74        | \$55        | \$327        |

| Estimated net cashflow            |       |       |        |       |
|-----------------------------------|-------|-------|--------|-------|
| - from pre-sales already achieved | \$34  | \$115 | (\$55) | \$94  |
| - on completion of 100% sales     | \$185 | \$254 | \$69   | \$508 |

# Stockland FY09 Results - Residential Apartments development pipeline

## Projects under construction

|  |                          |
|--|--------------------------|
| <b>NSW</b>                                 | Prince Henry – Dickson   |
|  | Prince Henry – Mantra    |
|  | The Village, Balgowlah   |
|  | The Hyde                 |
| <b>QLD</b>                                 | Norman Reach             |
|  | Allisee – Stage 2        |
| <b>VIC</b>                                 | Tooronga – Stage 1       |
| <b>WA</b>                                  | South Beach - Stages A&B |
| <b>Total – Projects Under Construction</b> |                          |

## Costs to Complete (\$m)

| FY10       | FY11      | FY 12+    | Total      |
|------------|-----------|-----------|------------|
| 5          |           |           | 5          |
| 11         | 20        | 4         | 35         |
| 40         |           |           | 40         |
| 63         | 12        |           | 75         |
| 2          |           |           | 2          |
| 5          |           |           | 5          |
| 37         | 42        | 51        | 130        |
| 35         |           |           | 35         |
| <b>198</b> | <b>74</b> | <b>55</b> | <b>327</b> |

## Expected Net Revenue (\$m)

| FY10       | FY11       | FY 12+     | Total      |
|------------|------------|------------|------------|
| 25         |            |            | 25         |
|            | 30         | 5          | 35         |
| 155        | 10         |            | 165        |
|            | 215        |            | 215        |
| 15         |            |            | 15         |
| 60         |            |            | 60         |
|            | 71         | 119        | 190        |
| 128        | 2          |            | 130        |
| <b>383</b> | <b>328</b> | <b>124</b> | <b>835</b> |



Stockland Corporation Limited  
ACN 000 181 733

Stockland Trust Management Limited  
ACN 001 900 741

25th Floor  
133 Castlereagh Street  
SYDNEY NSW 2000

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