



Stockland

Group Overview

Matthew Quinn, Managing Director

Business update: performance in line with FY11 guidance

Residential Communities

- Performance tracking well – increased market share and outperforming general market:
 - Record sales performance in 1Q FY11, and similar sales volumes in October
 - Too early to see full impact of November rate rise, but initial results appear resilient
- Further success in acquiring land in growth corridors that underpins future profitability:
 - Over 14,000 lots acquired in FY10 / FY11 to date at a total cost of \$439m

Retirement Living

- Aevum - compulsory acquisition now underway:
 - Integration process going well, expect to be completed in 3Q FY11
- No material changes to acquisition assumptions based on analysis to date:
 - EPS neutral in FY11 and 2% accretive in FY12
- Further information to be provided at 1H11 results

Business update: performance in line with FY11 guidance

Capital management

- Proactive management of upcoming debt maturities:
 - \$160m new domestic 10-year MTN issue at 240bps – first 10-year issue in sector Dec-04
 - Simultaneous buy-back of \$70m of Jun-11 and May-13 notes
 - Outstanding balance of Jun-11 notes reduced to \$222m
 - Maintains weighted average debt maturity >6 years and FY11 interest cost guidance
- Cash and undrawn debt facilities of \$1.9b at FY10:
 - Will be lower at 1H11 balance date due to continuation of investment in 3-R growth strategy; cash-funding of Aevum acquisition; exit of GPT exposure; and cancellation of excess maturing lines of credit
 - Gearing will progressively move towards the lower end of target range of 25% - 35% of tangible assets over time

FY11 group earnings

- On track to achieve 7% EPS growth on FY10

3-R growth strategy - Diversified model drives competitive advantage



Retail

Strategy

Extensive \$2.5b retail development pipeline, enhancing asset size, quality and trade area positioning

Execution

Major developments at Merrylands, Townsville, Shellharbour



Retirement Living

Strategy

Increase market share and returns through development of new villages and acquisition of portfolios

Execution

Development pipeline of circa 2,900 Independent Living Units
Acquisition of Aevum



Residential Communities

Strategy

Grow market share through geographic and product diversity

Execution

14,140 lots acquired in FY10/ FY11 to date at a total cost of \$439m

Fully funded growth - strong capital position and cash for reinvestment from asset sales

Integrated platform enhances community creation capability - now a key government requirement

Disciplined assessment of opportunities within strategic weightings of 60-80% recurring / 20-40% trading
(FY10 Actual: 72% recurring / 28% trading)

Stockland's approach



Customer

COMPETITIVE
ADVANTAGE

Product

Community



Our agenda

- Commercial Property strategy
- Retail development pipeline update
- Leasing
- Design and project management
- Community and customer
- Q&A
- Asset tours:



Wetherill Park

Highly productive shopping centre - set for \$110m stage 1 redevelopment



Merrylands

Creating a leading 58,000 sqm regional centre in defined trade area - currently undergoing \$395m redevelopment

