

Stockland Investor Day

Shape Thriving Communities

8 DECEMBER 2016

Investor Day Agenda



Time Presentations

8:00am Registration Arrival

8:15am **Shaping Thriving Communities**
Speakers: Mark Steinert and Simon Shakesheff

9:30am Workshops

→ **Shape Thriving Communities – Retail Development and Leasing**
Speakers: Tony Tsekouras and Tim Beattie

→ **Understanding our Customer – Planning for Apartments**
Speaker: Gavin Tonnet

→ **Shape Thriving Communities – Community Partnerships**
Speaker: Jane Andrews

10:45am **Summary**
Speaker: Mark Steinert

Time Tour

11:05am Travel

11:50am **Arve Site Tour**
Speaker: Ben Cantwell (General Manager – Medium Density)
Location: Arve, Ivanhoe

12:30pm Travel

1:20pm **Cloverton Site Tour**
Speaker: Teresa Maguire (Senior Residential Development Manager, Vic)
Location: Cloverton, Kalkallo

2:00pm Travel

2:25pm **Highlands Site Tour**
Speakers: James Westh (Residential Project Director), Kelly Miller (General Manager – Retirement Living Development & Design)
Location: Highlands, Craigieburn

3:55pm Travel

4:45pm Drop off at Tullamarine Airport

5:00pm Depart Tullamarine Airport for Melbourne CBD
– Flinders Street

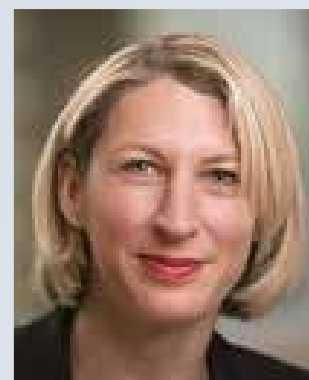
Stockland Attendees



Mark Steinert
Managing Director and CEO



Tiernan O'Rourke
Chief Financial Officer



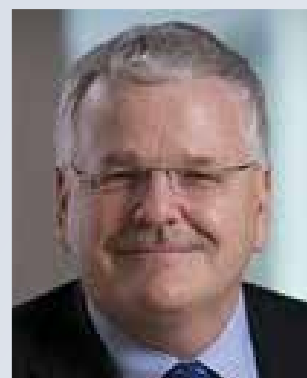
Katherine Grace
General Counsel and
Company Secretary



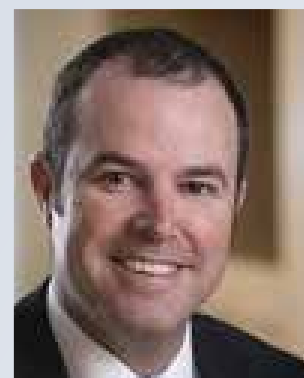
Michael Rosmarin
Group Executive and
Chief Operating Officer



Simon Shakesheff
Group Executive
Strategy, Stakeholder
Relations and Research



John Schroder
Group Executive and
CEO Commercial Property



Andrew Whitson
Group Executive
and CEO Residential



Stephen Bull
Group Executive and
CEO Retirement Living

Stockland Attendees



Mike Davis
General Manager,
Residential Development,
Vic



Gavin Tonnet
National Head of
Apartments and
General Manager, NSW
Residential



Ben Cantwell
General Manager,
Medium Density



Teresa Maguire
Senior Development
Manager, Residential
Development, Vic



James Westh
Project Director,
Residential
Development, Vic



Kelly Miller
General Manager,
Development & Design,
Retirement Living



Rodney Elshaug
Regional Manager,
Retirement Living, VIC



Jane Andrews
Stockland CARE
Foundation and
Community
Partnership Manager



Tony Tsekouras
General Manager, Retail
Leasing, Commercial
Property



Tim Beattie
General Manager,
Development & Design,
Commercial Property



Stephen Rowe
Regional Development
Manager, Commercial
Property

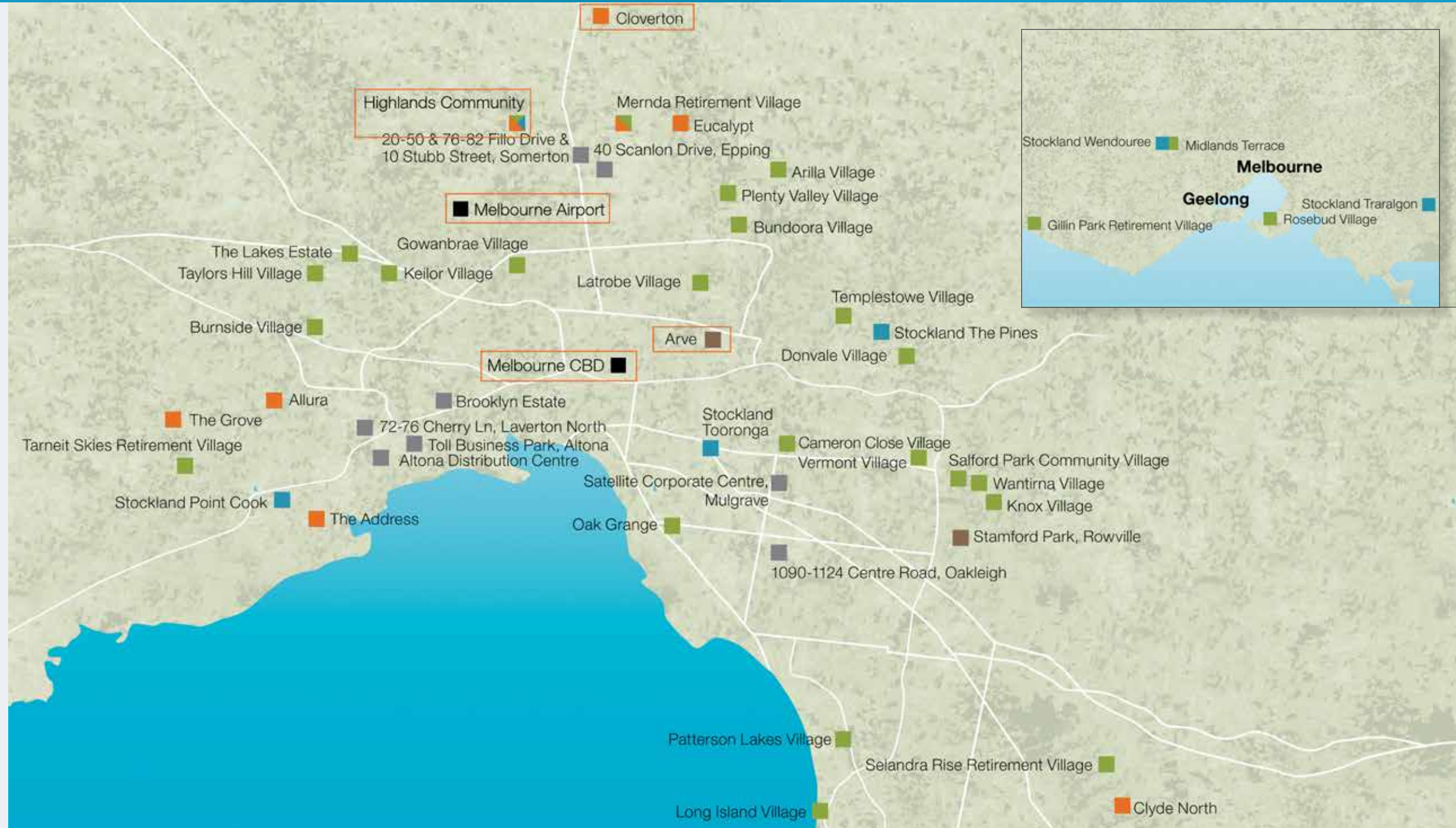
Stockland in Victoria

Stockland Victoria

17%
of Stockland by assets

Key

- Retail
- Logistics & Business Parks
- Residential Communities
- Medium Density
- Retirement Living



Shape Thriving Communities

SPEAKERS: MARK STEINERT AND SIMON SHAKESHEFF

Thriving Communities

154 million

customers visit a Stockland shopping centre every year



6,700+

families move into a home in a Stockland residential community every year



11,800+

retirees call our retirement villages home

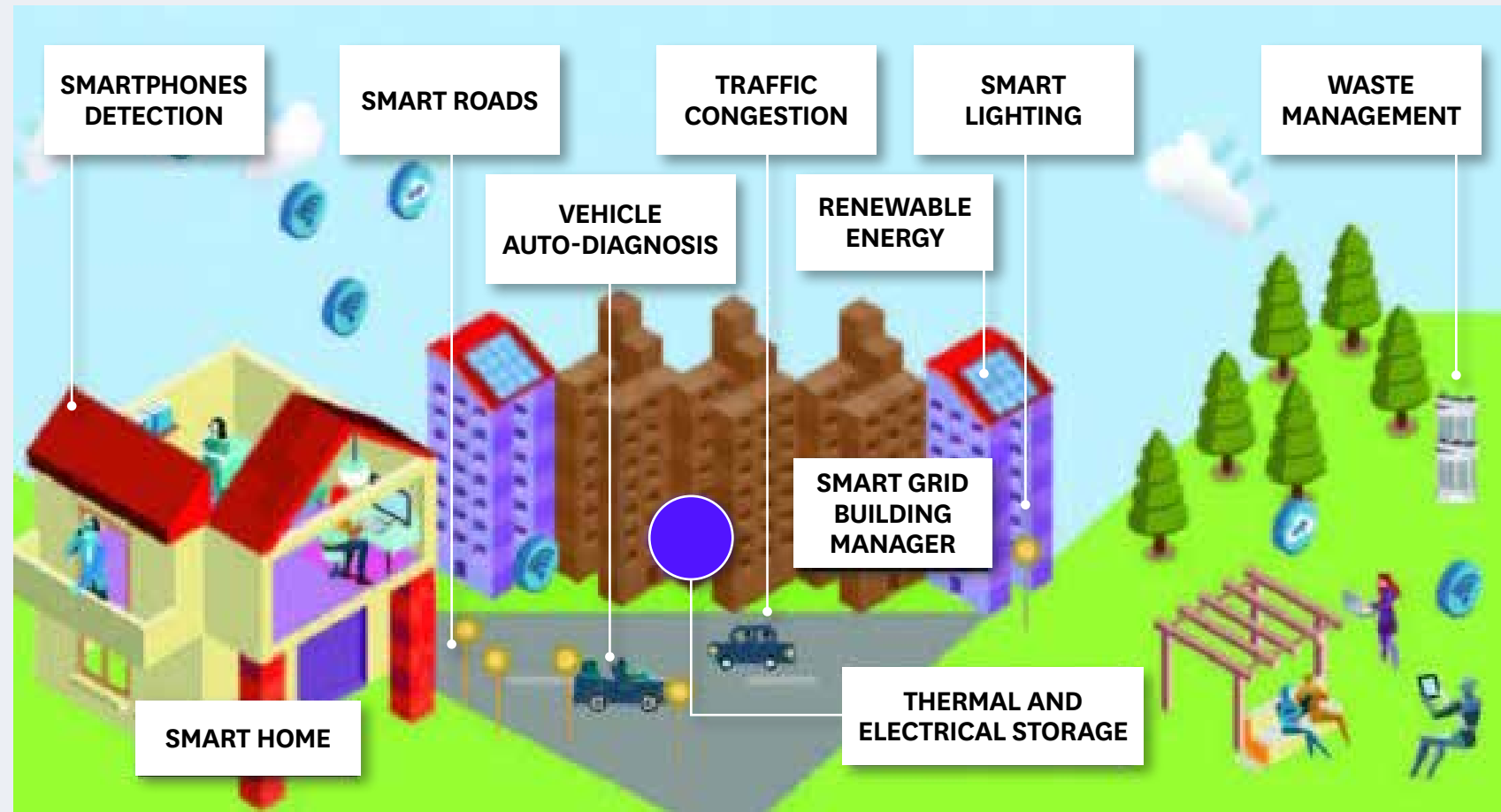


1.4m sqm+

employment space



Smart Communities

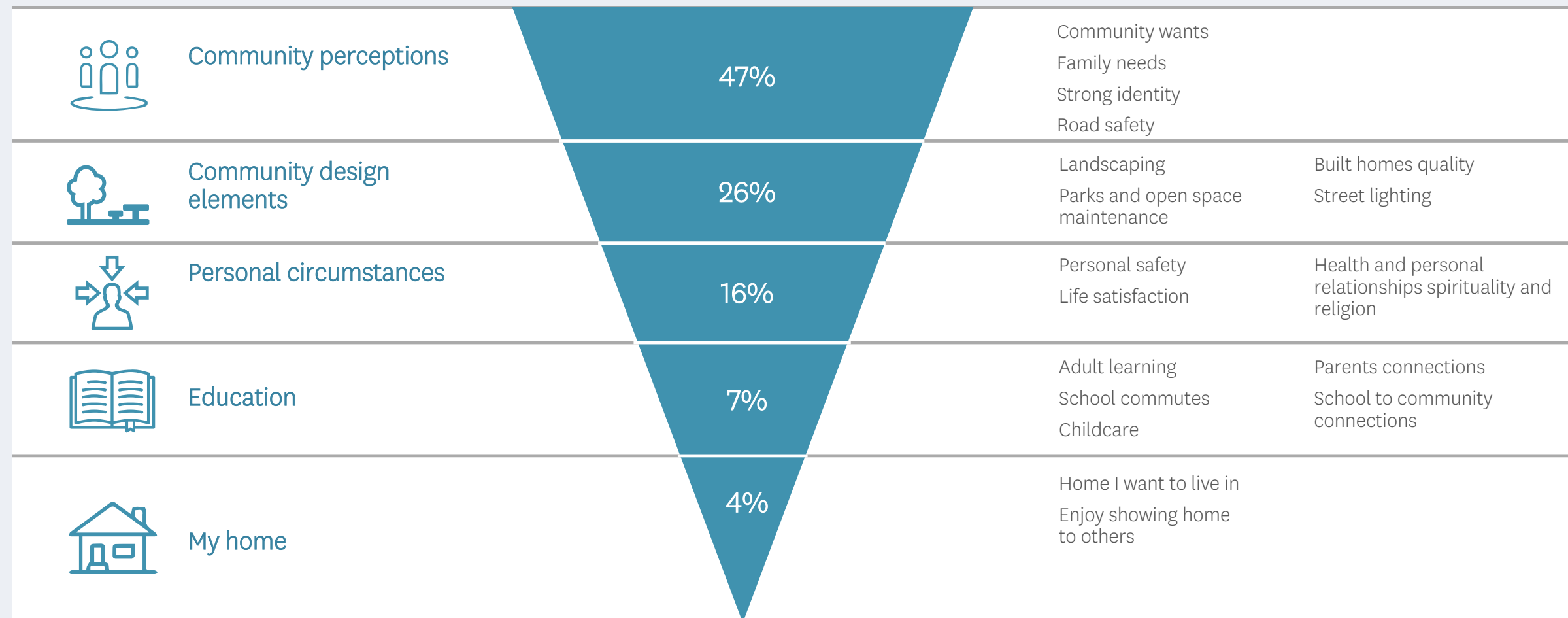


Source: Parag Khanna

We Create Communities: Customer insight

National survey on community attitudes for our residents

Importance of key drivers



Make Liveability real for customers

We Create Communities



Health & Happiness

→ Our research shows Stockland residents enjoy a higher level of wellbeing than most other communities

Natural Spaces

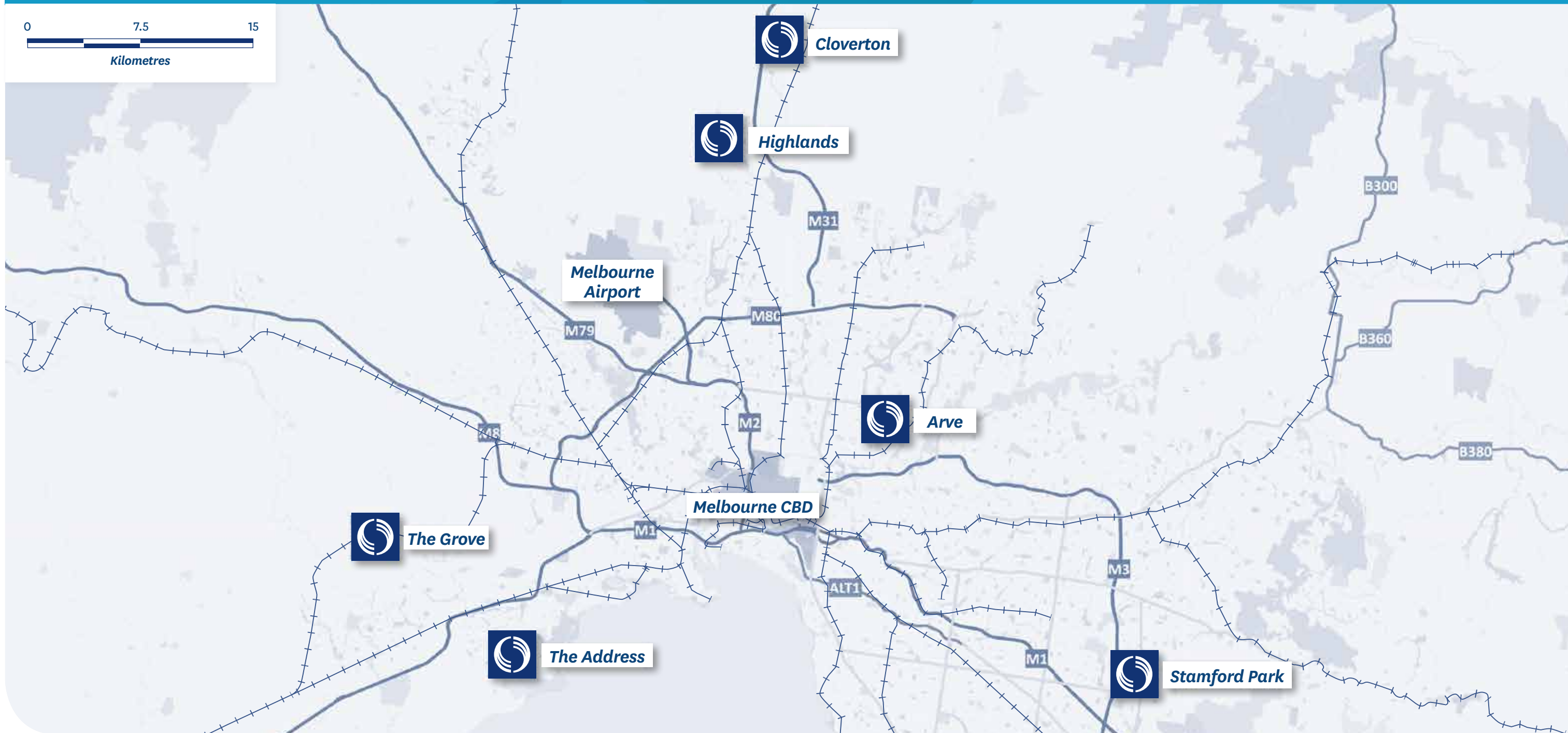
→ Each home in a Stockland community is designed to be within walking distance of open space or natural parklands



Amenities

→ Education and childcare, shopping and dining, sport and recreation facilities, transport links

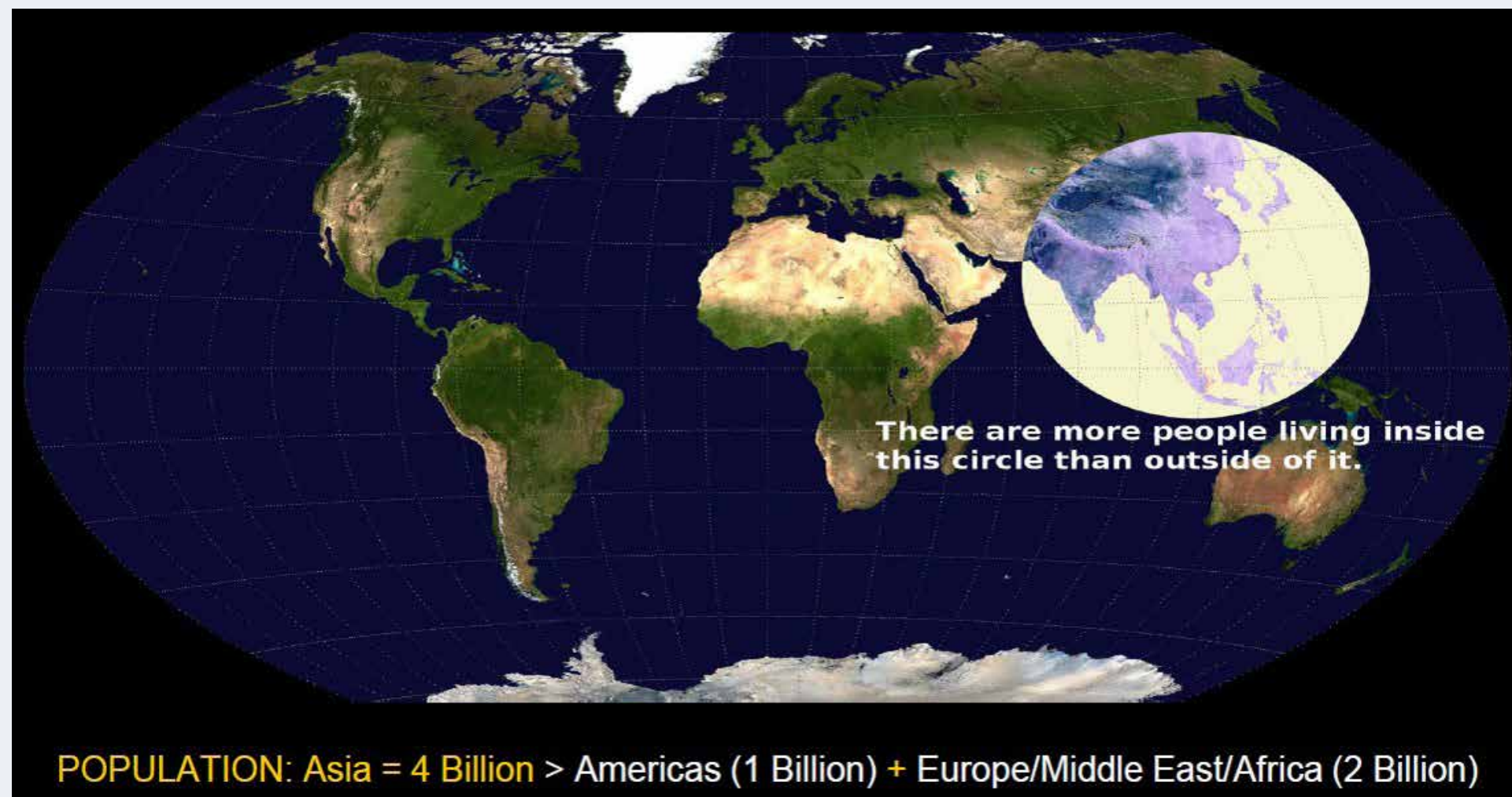
Creating Communities Near Transport Links



Customer Led Development

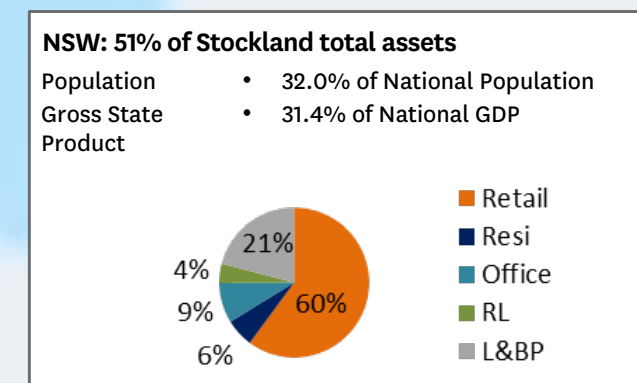
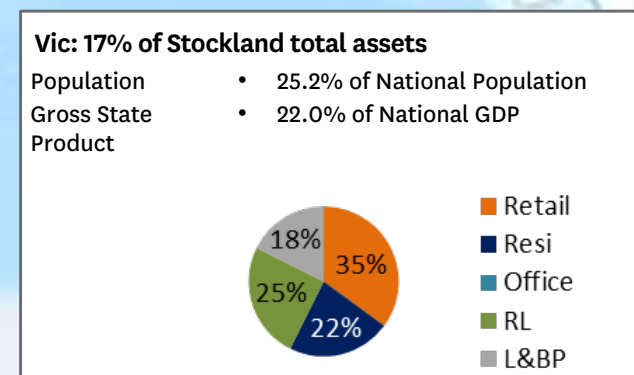
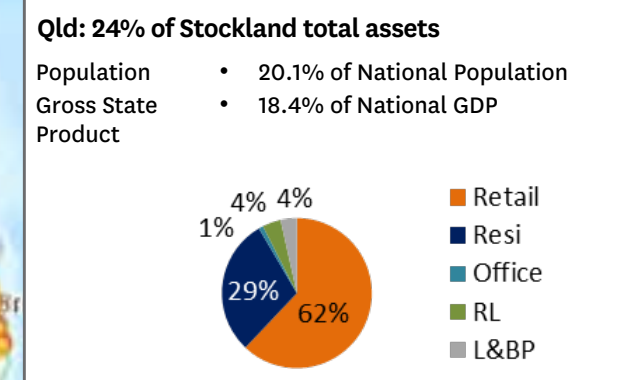
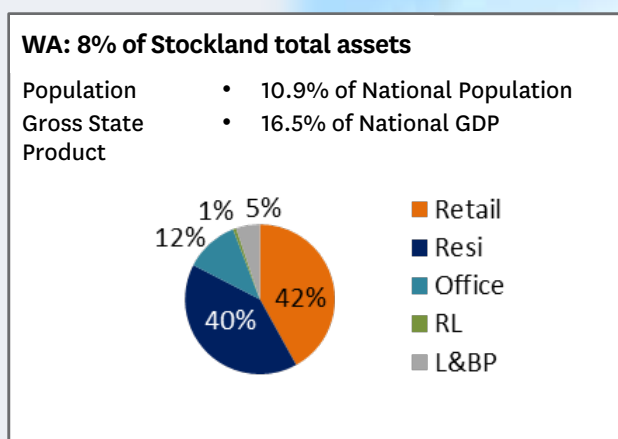


Asian Century



Source: Parag Khanna

Our Communities: Over 90%¹ located on eastern seaboard



1. Funds employed by region

Source: Stockland Research, Deloitte Access Economics Sep 2016

Our Strategy for Success



Our Vision

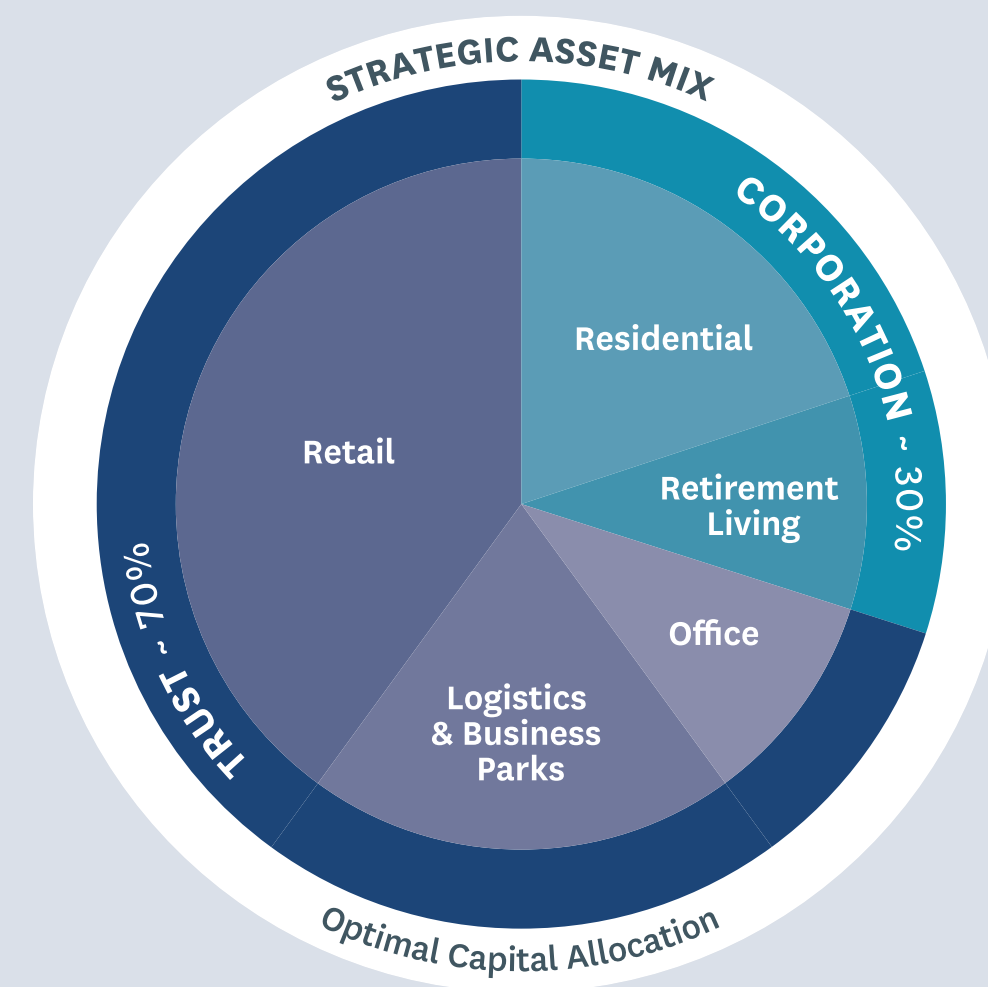
To be a great Australian real estate company that makes a valuable contribution to our communities and our country

Our Values

Community
Accountability
Respect
Excellence

Our Purpose

We believe there is a better way to live



Five year indicative asset mix

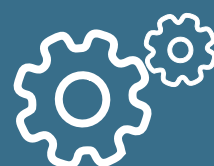
Strategic Priorities

Customer Focus



Grow Asset Returns and Customer Base

- Discipline in acquiring and divesting assets to optimise returns
- Active asset management
- Drive growth using our community creation capabilities
- Broaden customer reach
- Maintain high customer satisfaction



Operational Excellence

- Systems and processes improvement
- Drive cross-business collaboration
- Continuously improve the customer experience
- Maintain sustainability leadership
- Strong risk management
- Design excellence



Capital Strength

- Maintain A- credit rating
- Maintain gearing in 20 – 30% range
- Ensure diverse funding sources and timing
- Explore capital partnering opportunities
- Protect the business from cyclical

Active Asset Management

- Maximising value from our diversified business model
 - **Commercial Property:** capital recycling into our development pipeline
 - **Residential:** activating our landbank in an improving market, broadening customer reach
 - **Retirement Living:** reshaping our portfolio, improving efficiency, increasing development activity
- Disciplined capital allocation process, with target weighting and risk adjusted hurdle rates across each asset class

Aquisitions¹

Retail	\$120m
L&BP & Office	\$500m
Residential	\$820m

Divestments¹

Retail	\$450m
L&BP & Office	\$870m

ROA

June 2012	→	June 2016
7.8%		8.5%


Activated landbank

Funds employed in actively selling projects		
FY13	→	FY16
60%		90%

Development Expenditure¹

Commercial Property	\$890m
Residential	\$2.3b

Retirement Living

	Sold 7 villages
	Acquired 8 villages
 Cash ROA ¹	→
4.3%	5.8%

1. From FY13 to FY16

Active Asset Management

- Transforming the scale and quality of our portfolio
 - Centres that are #1 in their trade area or have a differentiated offer
 - Services, dining and experiential retail
 - Leveraging our community creation abilities to derive new assets
- Our \$2.2b Logistics and Business Parks portfolio has scale
 - Over 300,000 sqm of development potential on our existing landbank
 - Business Parks assets are primarily in the emerging Macquarie Park precinct



#1

First in customer service in FY16¹

88% assets specialty sales productivity over \$8,000/sqm while excluding our most productive centres currently under development

Average specialty sales

\$9,011/sqm

Exceeds URBIS average by 10%

\$1b retail development pipeline includes **\$380m** greenfield projects from our **masterplanned communities**

Ingleburn, NSW



Growing Organically

1. Monash University's TenSAT survey – maintained leadership amongst head office retailers, ranked second amongst all retailers (1st in FY15)

Customer Focussed

Oceanside Retirement Living
Artist's Impression



Cardinal Freeman,
The Residences



High Customer Satisfaction



Stockland residents enjoy a higher level of wellbeing than most other communities



80%
Retail tenants

93%
Shoppers Village



90%
Residents

82%
Residential customers³

Customer Insights

- Stockland Exchange - our own research community of 5,000+ customers
- Quantum - spending patterns analysis
- Sales Force

Shaping communities through active asset management

- Broaden customer reach to meet 80% of the market who want a built home
- Deliver customer shopping satisfaction with experiential design
- New retirement living product including age exclusive housing, brownfield development vertical villages

Highlands
Medium Density



Stockland Green Hills
Artist's Impression



Creating Sustainable Communities

Stockland has been leading in sustainability for over 10 years

We currently have the highest number of Green Star rated shopping centres in Australia

All our shopping centre developments are designed to achieve a minimum of 4 stars certification for 'Design' and 'As Built' ratings.

Our achievements include:

- ✓ Australia's first Green Star retail portfolio rating covering 22 of our centres
- ✓ Seven Green Star rated communities, including 6 Star Green Star Community ratings at Cloverton (Vic) and Aura (Qld)
- ✓ Recognised as an Employer of Choice for Gender Equality from Australia's Workplace Gender Equality Agency for the third year in a row
- ✓ Regional and Global Leader for the Office/Retail category in the Global Real Estate Sector Benchmark survey
- ✓ First 'Green Star' rated Retirement Living Village (Affinity, WA)



ROBECOSAM
Sustainability Award
Industry Leader 2016

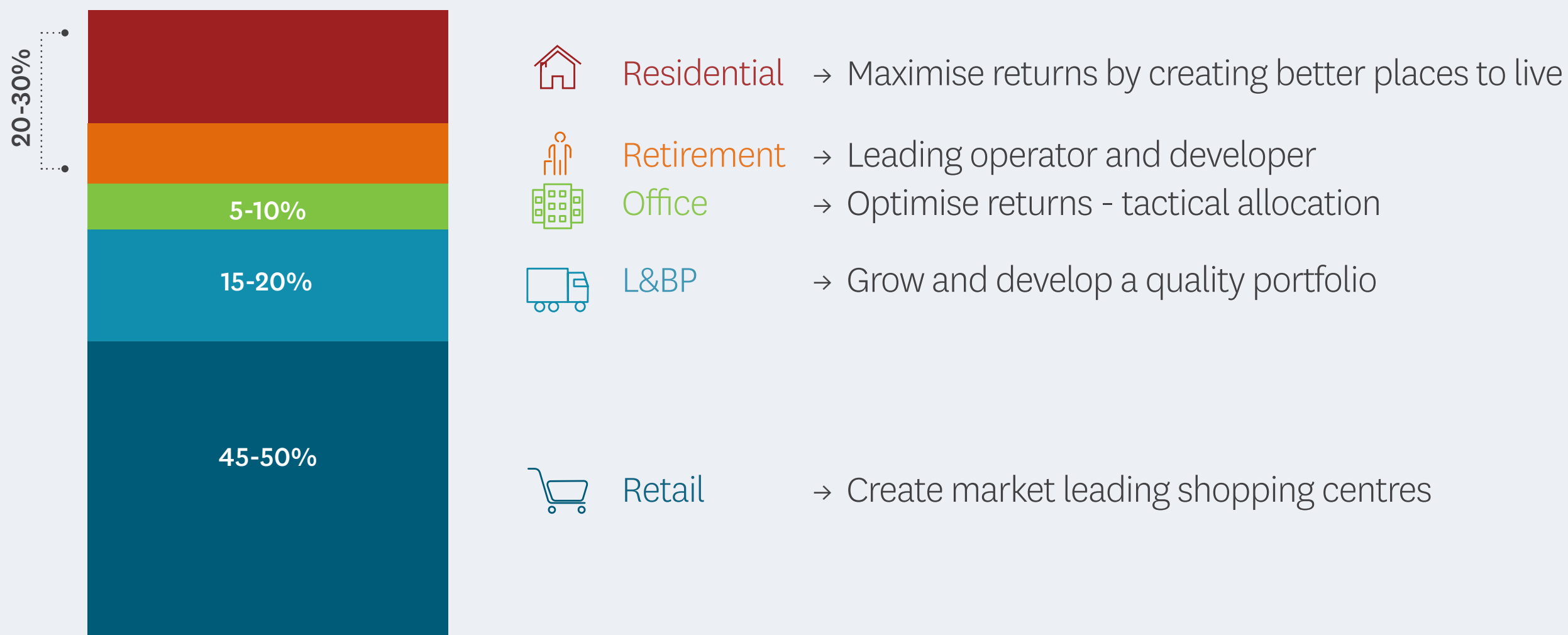
#1
Global



2ND
year in a row

Our diversified model

FY21 Target Allocation



Workshops

Shape Thriving Communities



Workshop: Stockland Green Hills Shape Thriving Communities

SPEAKERS: TONY TSEKOURAS AND TIM BEATTIE



Stockland Retail Centres



Stockland Green Hills

Development opportunity

- Valued in September 2015: \$354m, 5.75% cap rate
- Specialty stores outperforming
- Significant escape expenditure
- Above average population growth
- Above average household wealth
- Retail undersupplied
- No major regional centres located within the trade area

1. Shopping Centre News Little Guns, 2015

2. Household income based on ABS Census of Population and Housing 2011; Location IQ

3. Source: Estimated using Quantum NAB data, 12 months to September 2015

4. Location IQ

Highly Performing Shopping Centre

#1 Little Gun¹

for best performing sub-regional in Australia in 2015

Wealthier households **\$85,131** (17% higher) compared to \$72,680 average non-metro household income²



Current total escape expenditure
\$1.1b³

Specialty stores outperforming at
\$14,262
per sqm

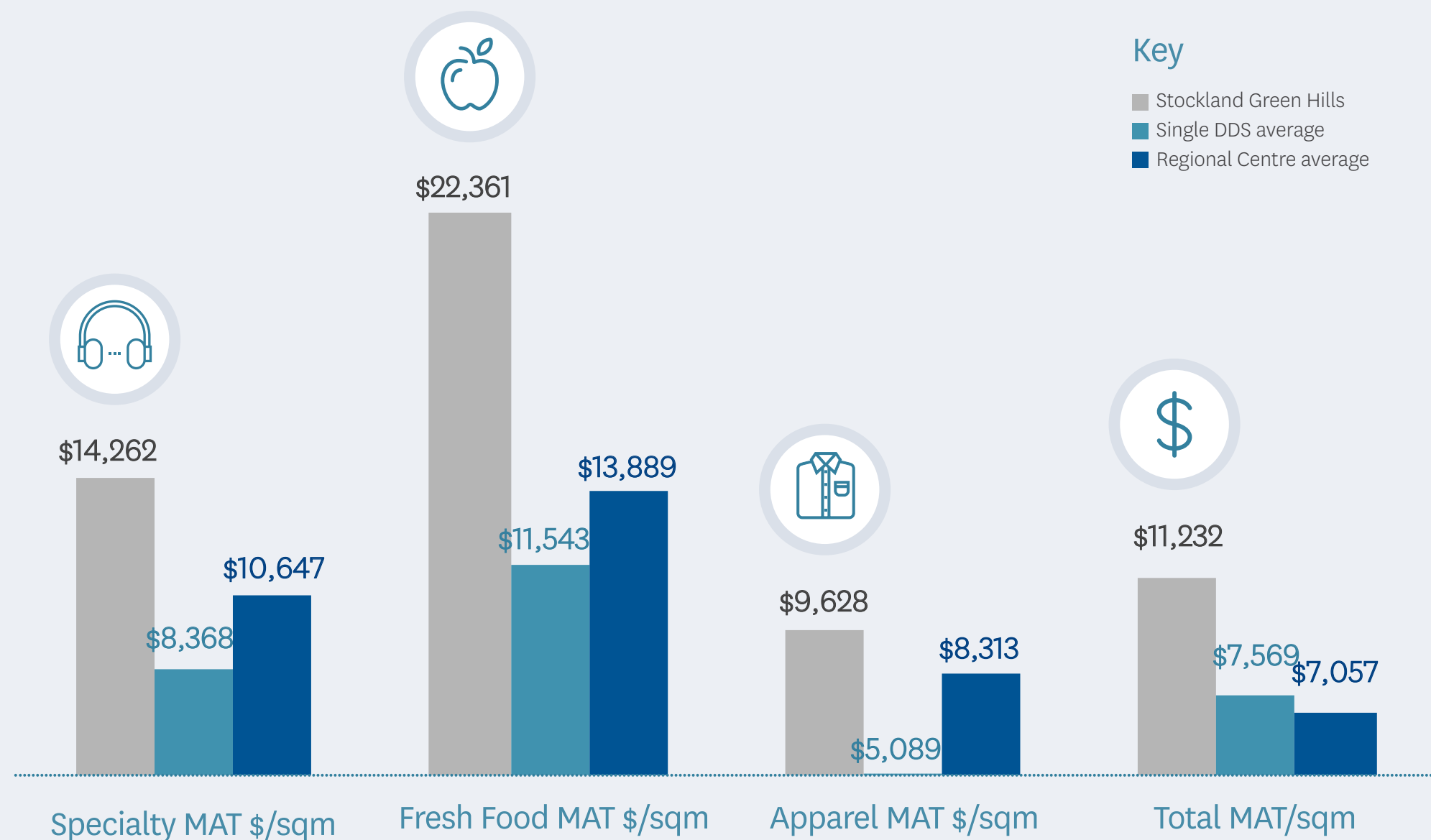
Total trade area retail expenditure capacity expected to grow from \$3.1b to
\$4.0b by 2019⁴

Total trade area population 241,040 expanding to
255,000
on development completion⁴ (+5.8%)

A High Performing Asset

Sales Productivity











Productivity of the Centre is high with specialty MAT per sqm ranked as 1st in 2015 Shopping Centre News Little Guns survey. Stockland Green Hills outperforms single DDS and regional centres for fresh food, apparel and overall specialty sales. The total centre sales also outperform regional and sub-regional benchmarks



Conversion to a major regional centre

- \$412m redevelopment of Stockland Green Hills (NSW) commenced in January 2016 to deliver ~7.0% stabilised yield¹ and ~11.9% incremental IRR
- 47% leased to date
- The project will be delivered over four main stages:
 - Mid 2017: Best & Less, 22 specialty stores & kiosks
 - Late 2017: Target, 2 Mini-Majors, 82 specialty stores & kiosks
 - Easter 2018: David Jones, Harris Scarfe, JB Hi-Fi Home, 4 Mini-Majors, 64 specialty stores & kiosks
 - Mid 2018: Cinema & international fashion retailer
- Sustainability features

1. INCREMENTAL FFO YIELD

	Pre-development	On completion in FY18
Gross lettable area	31,828sqm 	~74,000sqm 
Majors & mini-majors	Woolworths, Coles, Big W, and 6 mini-majors 	David Jones, Coles, Woolworths, Big W, Target, Cinema, 15 mini-majors 
Specialty stores & kiosks	90 	More than 230 
Food court	400 seat indoor 	800 seat indoor/outdoor 
Car parking spaces	1,600 	3,100 

Leasing Strategy: Targeting Retail Trends



Pavilion dining

- Catering to the customer demand for a better local offering of café and restaurant dining options



Entertainment and leisure

- The entertainment precinct will act as a community hub, including fresh new eating options, meeting places for family and friends



Courtyard Casual dining

- Expanded and relocated casual dining precinct with all-weather seating in garden courtyard feel

Scan QR reader for link to Stockland Green Hills leasing video



Leasing Strategy: Targeting Retail Trends

Four major precincts being developed based on critical customer need and the Quantum mapping:

- Significant youth apparel precinct anchored by a large international
- Apparel precinct anchored by David Jones, the second level of a large international and three significant mini-majors



- Baby, kids and tween anchored by Target, Uncle Pete's Toys Mega Store, and Harry Hartog's Unique Book Store
- A strong lifestyle apparel precinct in and around dining precincts, including names like City Beach and Osmosis

Creating Communities



Sustainable design features to deliver spaces where people gather

- Energy efficiency
- Water efficiency
- Quality indoor environment
- Larger 1,000 kW solar PV system to deliver more renewable energy
- Recycle at least 80% of demolition and construction waste



Inclusive play & quiet spaces

- Play spaces specifically designed to allow children of all abilities to play
- A quiet room for parents of children with autism to allow them to calm and resume shopping



Workshop: Planning for Apartments Understanding our Customer

SPEAKER: GAVIN TONNET

Assessing Customer Needs

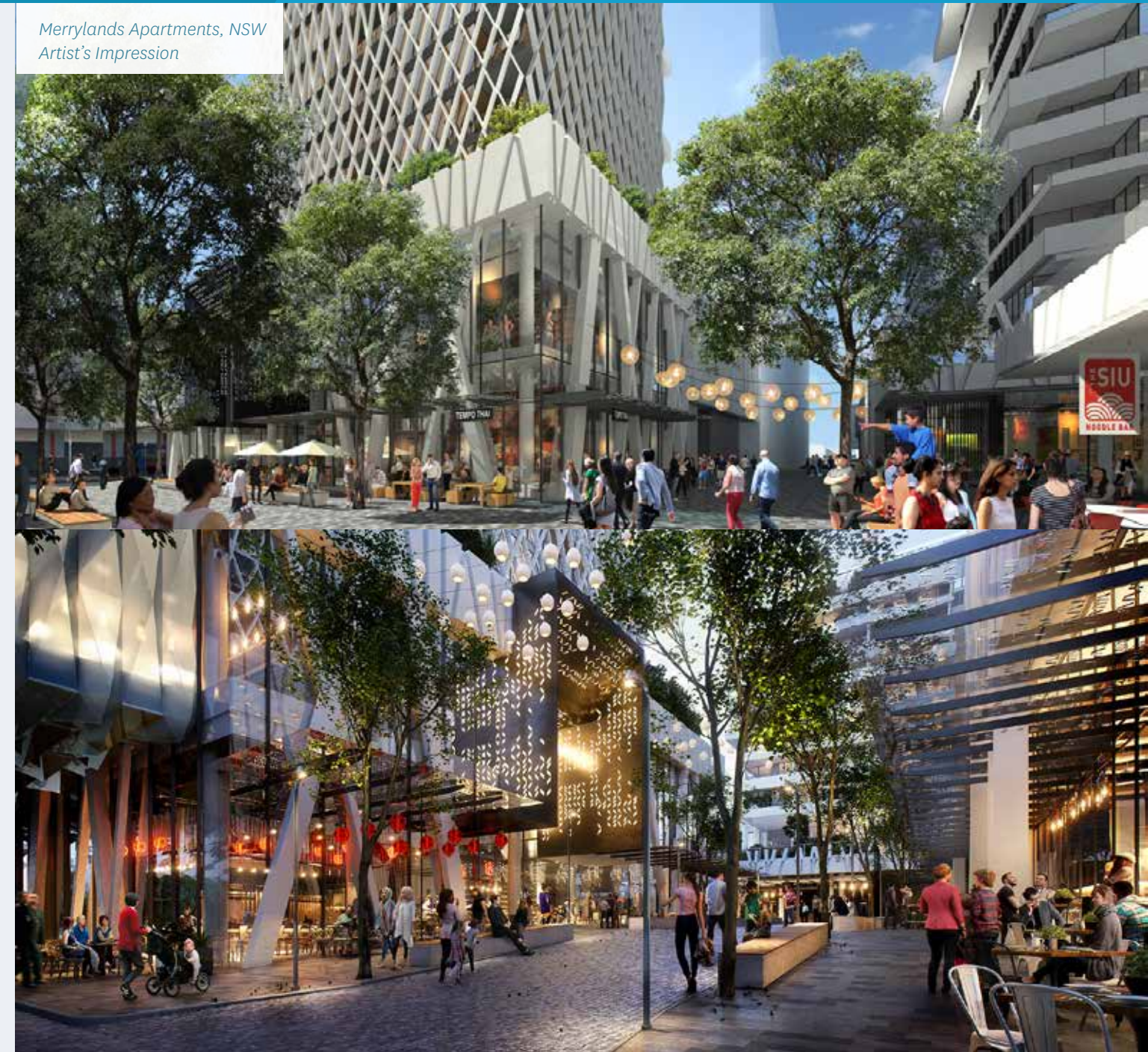
Customer Insights

- Understanding and designing for our customers
- Identify the market and customer requirements
- Leverage specific market expertise of agents
- Supplement our extensive sales database with local knowledge of agents

Design and Product

- Tailor design to meet customer requirements
- Deliver consistent high quality and technical design standards throughout the process
- Be the stewards of our vision – oversee and deliver vision through to completion
- Ensure consistency in quality and standard across all our projects to retain strong Stockland brand

Merrylands Apartments, NSW
Artist's Impression



Broadening Customer Reach

Meeting Customer demands

- Creating urban environments that make a positive contribution to our cities
- Delivering affordability and lifestyle

Leveraging group capabilities:

- Strong brand recognition
- Community creation expertise
- Design excellence
- Procurement expertise
- Project management
- Customer Insights and extensive database
- Risk management

Medium term targets:

- Deliver 562 apartments within an activated laneway precinct adjacent to our Merrylands Shopping Centre
- Progress Toowong development of 530 apartments, laneway café and restaurant precinct
- Investigate other opportunities on our landbank

Toowong Apartments, QLD
Artist's Impression





Workshop: Community Partnerships Shape Thriving Communities

SPEAKER: JANE ANDREWS

Shape Thriving Communities Our approach

Health and wellbeing

- Activities and places that encourage positive physical and mental health
- Smart design that optimises accessibility, safety and mobility

Community Connection

- Seeks to support greater community connection by fostering self-sustaining social cohesion
- Infrastructure that supports community connection

Education

- We seek opportunities to implement a range of community learning & education activities. This includes Infrastructure that supports education includes the effective design and delivery of schools, local employment facilities & co-working spaces



Three Key Partnerships

Our goal is to shape thriving communities by facilitating healthier living, promoting community connection and providing lifelong learning opportunities



Health and Wellbeing



Education



THE
CONNECTIVITY CENTRE
A COMMUNITY PROJECT



Community Connection



Education Stockland Green Hills Employment Programme

The Connectivity Centre

Connecting local job seekers

- Facilitates training and tailored employment brokerage services for local job seekers
- Provide training and employment for potential retail and facilities management opportunities
- Provide assistance to young job entrants through employment pathways and post placement support strategies
- Increase local employment outcomes - flexible industry tailored career pathways for disadvantaged job seekers in the Maitland region



Connecting local employers

- Provide a skilled labour force to key contractors
- Raise awareness amongst employers about apprenticeship and traineeship subsidies and other government support mechanisms

Education Australian Retailer's Association 'Retail Ready'

Training to provide a pool of local people ready to fill new jobs

Accreditation

- Accreditation received - Certificate II in Retail Services
- Offers a pathway to Graduate Certificate and Diploma qualifications in Retail Leadership

Stockland's role

- Support and promote the program with retailers
- Facilitate ARA introductions to retailers at key times



"If you are considering doing this program - Do it! I definitely would not have gotten this job so easily. This is probably the best decision I've made this year."

Daniel Ualesi

Retail Ready
Jobs Program
Participant

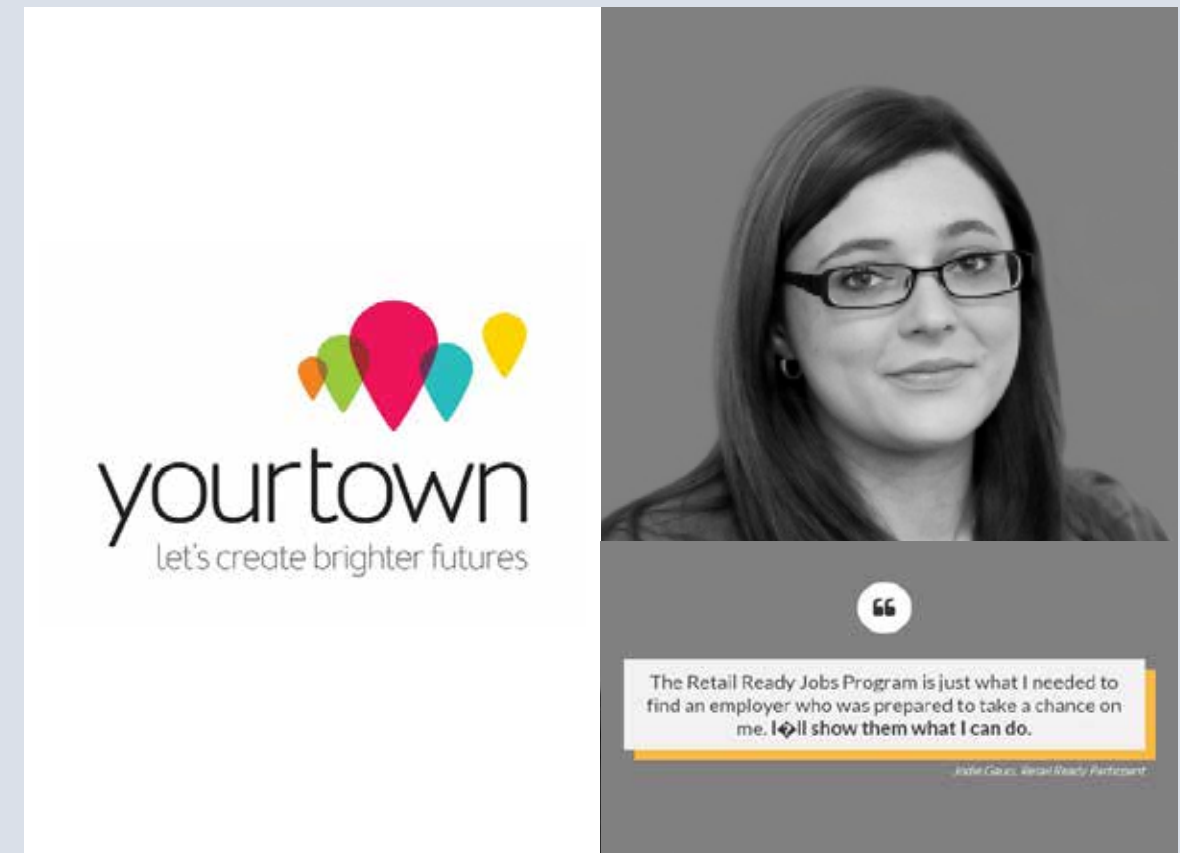
Education Employment programmes

Progress with ARA to date – Stockland Green Hills

- Collaboration between ARA, the Connectivity Centre team and the NSW Department of Industry
- Employers supporting the program: Best & Less, Woolworth, Coles, Supercheap Auto, Home Hardware, Amcal Chemist and D Comp Computers

Demonstrating Value - Outcomes to date

- 23 job seekers placed into work
- 23 retail vacancies resulting in 46 retail positions
- Local community group engagement includes St Vincent de Paul, Youth Express, Kids help Line, Job Quest, Cessnock Community Women's Shed



Community Connection, Health and Well Being Bowls Australia

Why Bowls Australia?

- 33 villages have bowling greens
- Bowls rated in fourth position for resident interests
- 78% of residents participated in organised activities in preceding six months
- 65% of residents participate in organised activities 2-3 times a week
- 66% rated the offering of activities in village as Good or Very Good



“Reason for buying into village was to participate in activities as other commitments reduce”

“I love living in my unit. I enjoy living in a community of like-minded and similar age group people. I enjoy its proximity to transport and community facilities.”

North Lakes Village

“I am so glad that we moved here as we have made so many friends. We laugh, exercise and socialise in a warm and supportive community. I love to hear the life stories from so many different people.”

Fig Tree Village, QLD

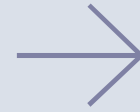
Demonstrating Value

- Contributing to leads and conversions
- Community health talks and coaching clinics
- Social connection



Health and Wellbeing Parkrun Australia

- In 2014-15, 63.4% of Australians aged 18 years and over were overweight or obese (11.2 million people)
- One in four Australian children are overweight or obese
- 15% more people living in outer regional and remote areas are overweight or obese than people living in major cities
- Overweight and obesity (high BMI) is the second highest contributor to burden of disease, after dietary risks



- Parkrun is inclusive; you can run, walk, stroll or push
- Investment - Free for runners and low for sponsors
- Program is replicable – simple 5km course and automated online timing tag system
- Resourced by volunteers – enables sustainability of the program after sponsors leave



Health and Wellbeing Parkrun Australia

Programme overview

- Not for profit, community-run program that provides free, weekly running events for people of all abilities, ages and fitness levels
- Stockland asset provides low-cost set-up fee, local volunteers sustain program
- Weekly runs at 11 of our residential communities and four shopping centre locations
- Integrated retailer promotions at retail parkrun sites including Stockland Gladstone

The Highland Reserve community committee is a fantastic part of living here with everything they organise for the community, particularly those with kids. Park run is also a awesome mini-community within Highland Reserve.'

Owner Occupiers, Highland Reserve QLD

Demonstrating value

- 41 runs held across our sites in FY16
- 2,399 total registered runners and over 1741 finishers per week¹ (as at July 2016)
- Parkrunners personal wellbeing is above the national wellbeing index average
- Highlands - 831 registrations for parkrun and Liveability scores reveal they have made an average of 5.7 new friends, and 87% have referred others to the community

"Love the park run being held in estate. We attend weekly as a family."

Owner Occupier, Augustine Heights QLD

Health and Wellbeing Parkrun Australia, Customer Feedback

*“I started coming to parkrun North Shore parkrun in the Stockland Development area just over a year ago. My best friend, Tracy, had been going for sometime and I decided to give it a go one Saturday. Well, I can honestly say I haven’t looked back and parkrun has become part of Saturday routine. I look forward to coming to parkrun and it is one of the highlights of my week. **I love that it is a family friendly weekly event and that my three young boys ages 10, 8 and 6 can join me, we even get their Dad coming who now is a big parkrun Fan too! It’s great that we can do something as a family while getting fit at the same time.** I suffer from anxiety and depression and when I run it helps me so much. Parkrun has not only helped my mental health I have formed some beautiful friendships since I started attending. All the people at North Shore parkrun are so welcoming and encouraging and I look forward to catching up with my new friends before and after our run each week. I can highly recommend parkrun to anyone wanting to run while having fun and making friends at the same time and I am truly grateful for everything it has brought in to my life - thank you parkrun.”*

Alison Bowen



Summary and Outlook

Shape Thriving Communities



Summary & Outlook

- Targeting FY17 FFO per security growth of 5-7%, with a profit skew to 2H17, assuming no material change in market conditions. Underpinned by:
 - Settlements above 6,000 residential lots, with a significant settlement and profit skew to 2H17, reflecting project timing
 - Residential margins around current levels in FY17, from strategic initiatives and favourable market conditions
 - Commercial Property comparable to FFO growth of 2-3%, including comparable Retail FFO growth of 3-4%
 - Further improvement in Retirement Living returns as we continue to focus on operational efficiencies and our development pipeline
- FY17 DPS targeted at 25.5 cents¹, within new target range of 75-85% of FFO
- Portfolio remains well positioned for sustainable long term growth and value creation



1. Assuming no material change in market conditions

Asset Tour

Shape Thriving Communities

Highlands

Cloverton

Arve



— Arve

Shape Thriving Communities

SPEAKER: BEN CANTWELL



Scan QR reader for link to Arve video

Artist's Impression



Medium Density

Broadening customer reach through:

- 2,500 Town Home opportunities on our landbank
- Acquisition of two new standalone projects:
 - Stamford Park, Rowville, Vic
 - Arve, Ivanhoe, Vic,
 - Other opportunities in due diligence

Leveraging group capabilities:

- Design
- Procurement
- Project management

FY17 targets:

- Medium Density homes; 74 settlements in FY16;
~300 expected in FY17
- Delivering first profits from 2H17

Willowdale Medium Density, NSW
Artist's Impression



Cloverton

Shape Thriving Communities

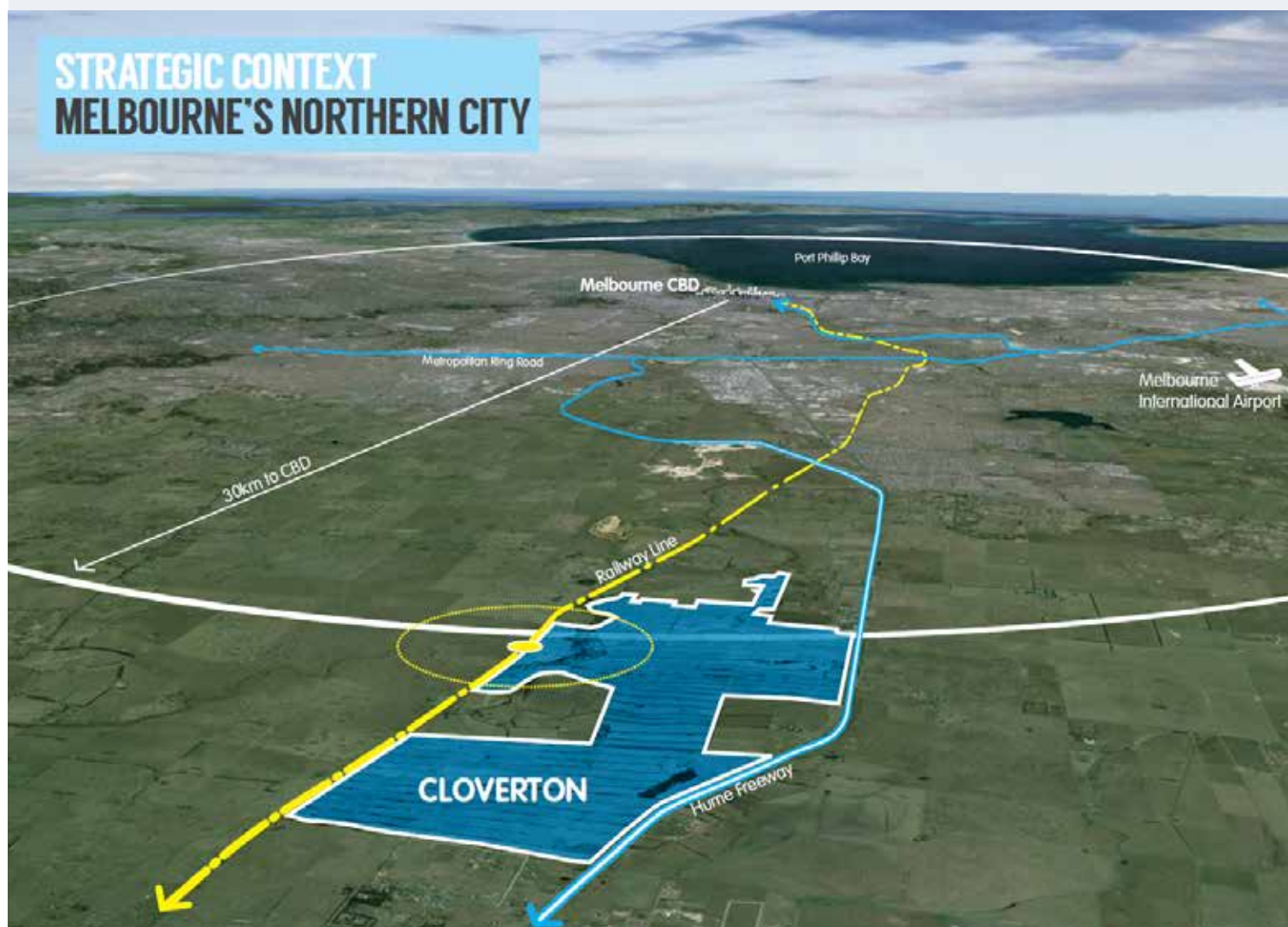
SPEAKER: TERESA MAGUIRE



Artist's Impression

Cloverton: Melbourne's Northern City

STRATEGIC CONTEXT MELBOURNE'S NORTHERN CITY









STRATEGIC CONTEXT MELBOURNE'S NORTHERN CITY



Masterplanned Community

- Largest masterplanned community in Victoria
- 38 kilometres north of Melbourne CBD
- Awarded 6 Star Green Star – Communities rating from the Green Building Council of Australia (GBCA)
- Cloverton will consist of over 11,000 dwellings
- Population of 30,000+ residents on completion
- First residents moved in November 2016
- The project has a 30 year lifespan
- Cloverton has four activity centres and eight schools and a tertiary institution
- Features 80ha of conservation area, 46ha of sporting fields and 16ha of local parks

-  Cloverton
-  Medium Density Residential
-  Community Facilities
-  Education
-  Retail/Commercial
-  Other Development
-  Future Display Village

-  Shopping & Services
-  Public Transport & Access
-  Parks & Open Spaces
-  Education & Childcare
-  Display Village
-  Technology



Cloverton: Strategic Context

STRATEGIC CONTEXT NORTHERN GROWTH CORRIDOR NORTHERN SUBREGION

CURRENT POPULATION

869,000

FUTURE GROWTH TO 2031

400,000 TO 470,000

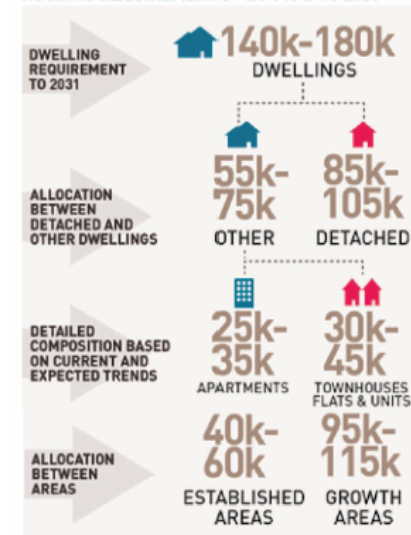
CURRENT NUMBER OF JOBS

231,500

FUTURE JOB GROWTH TO 2031

100,000 TO 140,000

HOUSING REQUIREMENTS - BY TYPE TO 2031

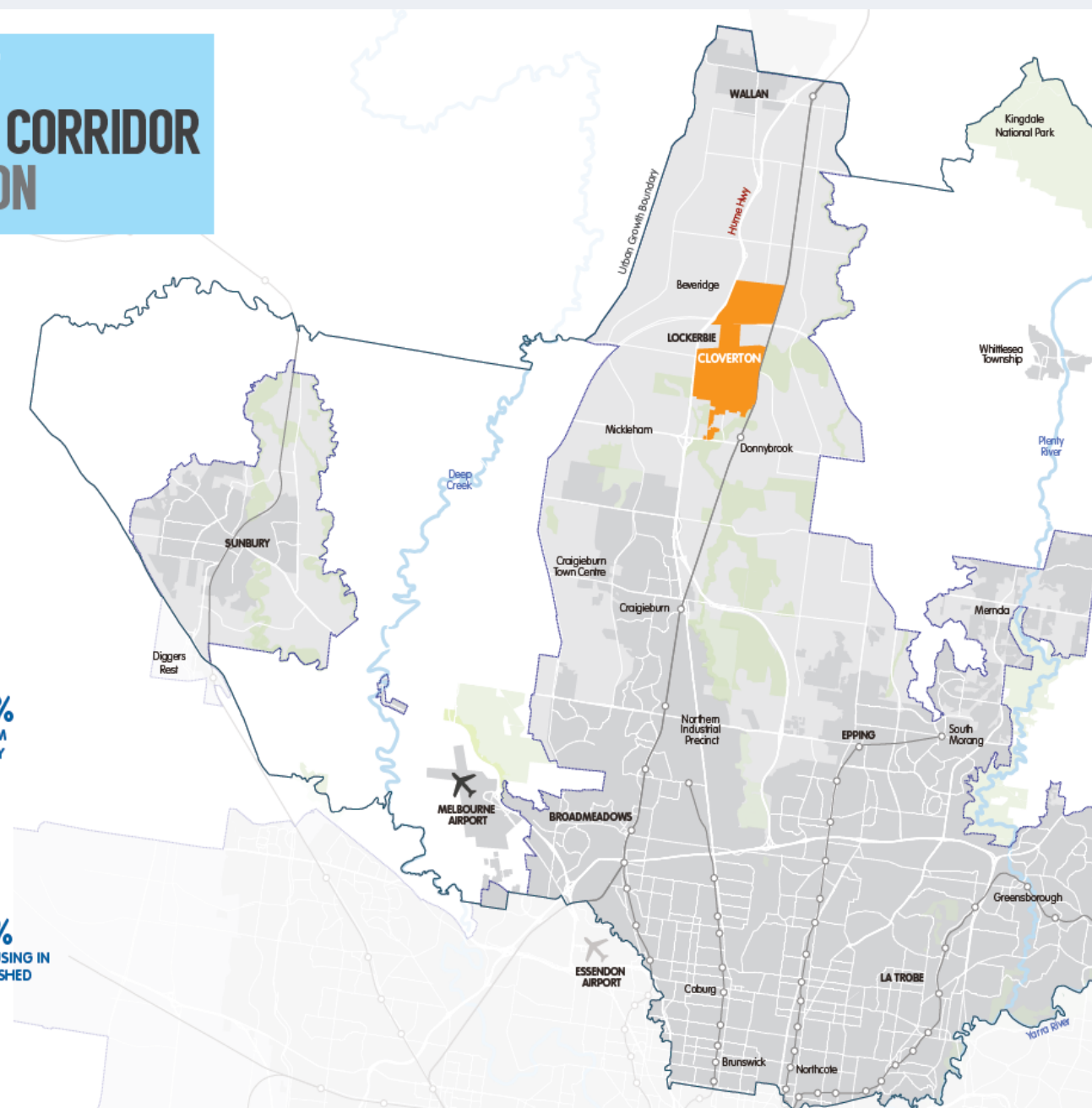


**70%
MEDIUM
DENSITY**

**80%
OF HOUSING IN
ESTABLISHED
AREAS**



CLOVERTON



Cloverton: Strategic Context

STRATEGIC CONTEXT NORTH GROWTH CORRIDOR KEY INFRASTRUCTURE + EMPLOYMENT



Outer Metropolitan Road + Rail

Future key connection enabling
quicker access to the west



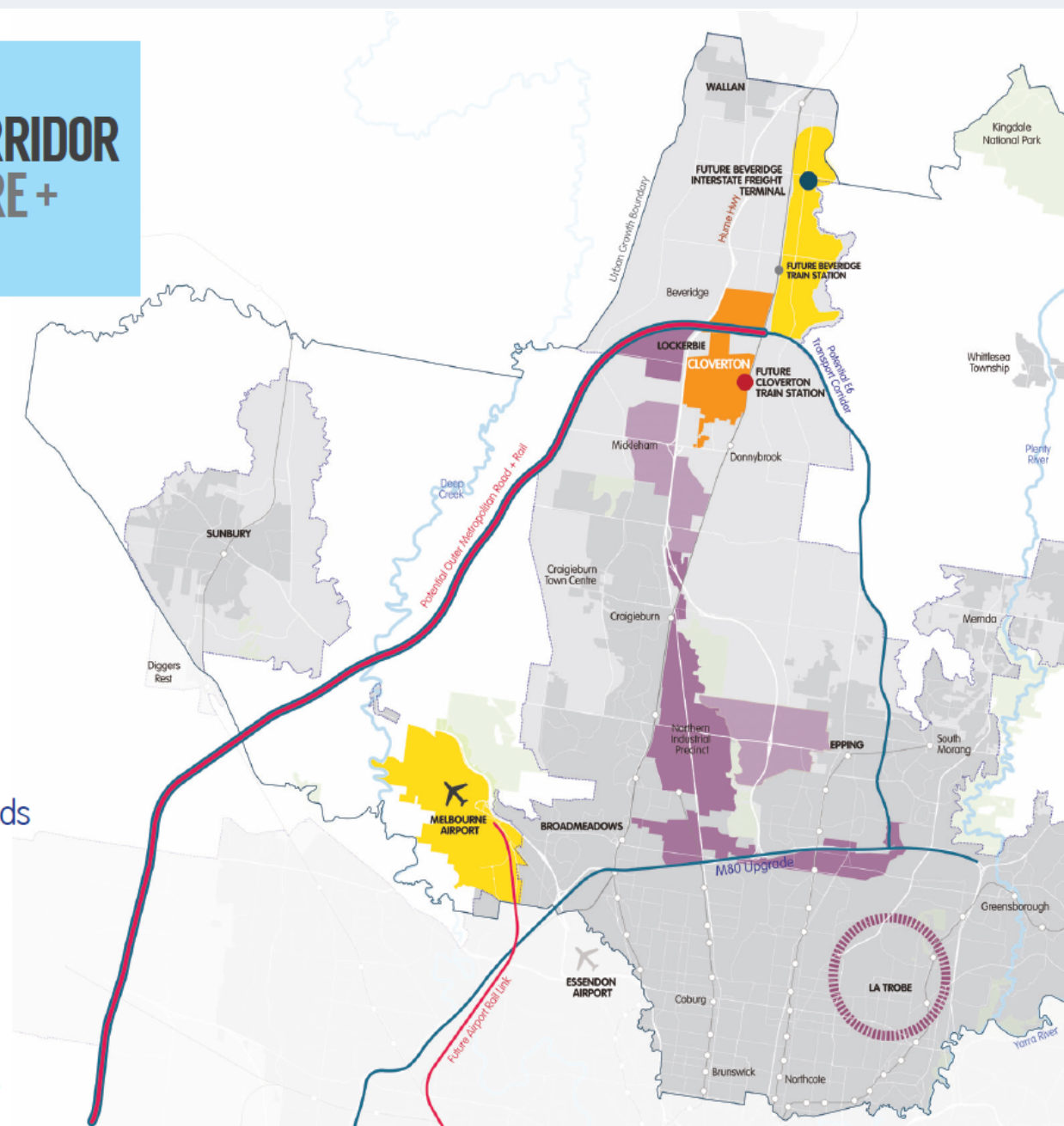
Future Beveridge Interstate Freight Terminal

Future Terminal transferring goods
from major ports interstate

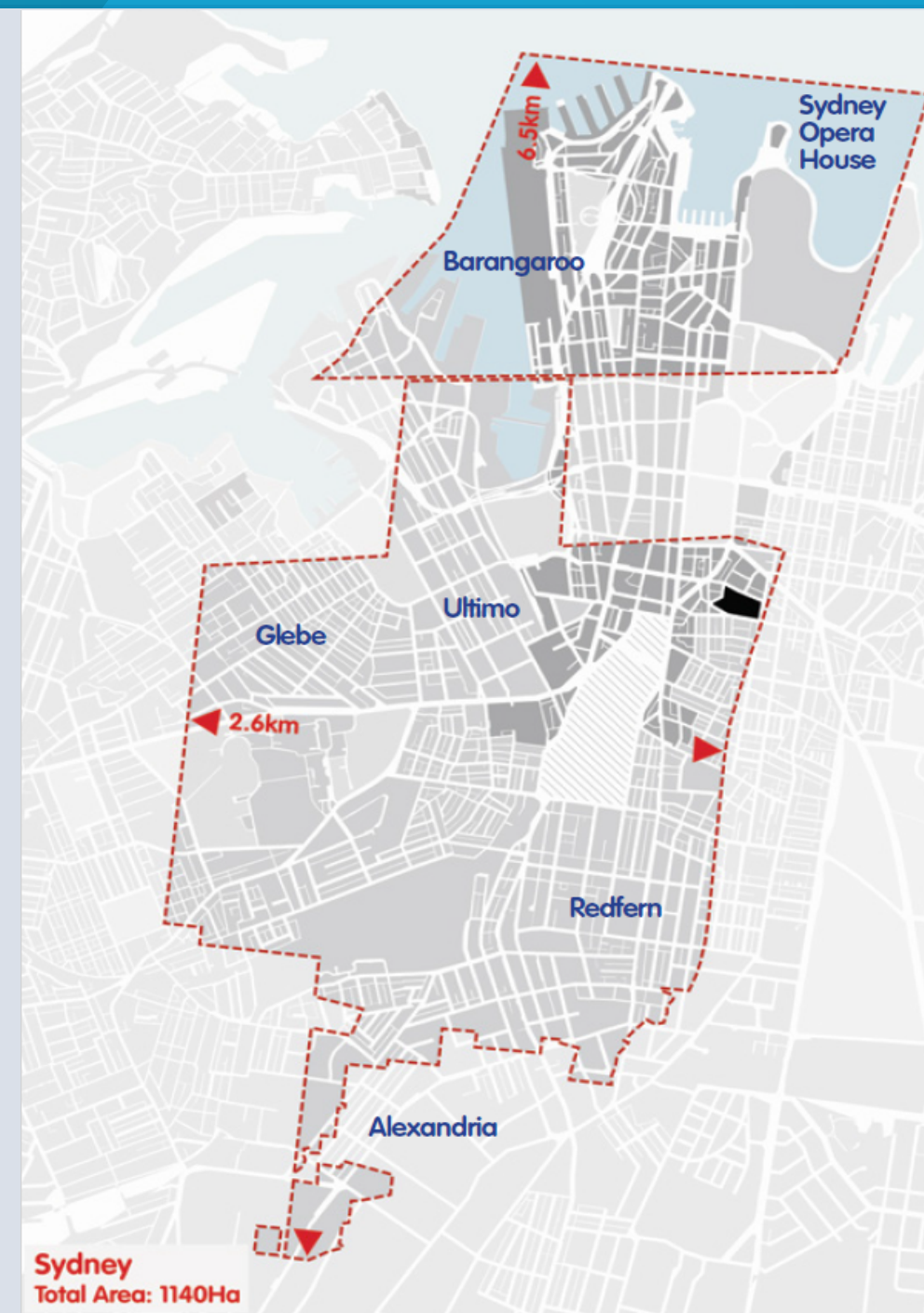
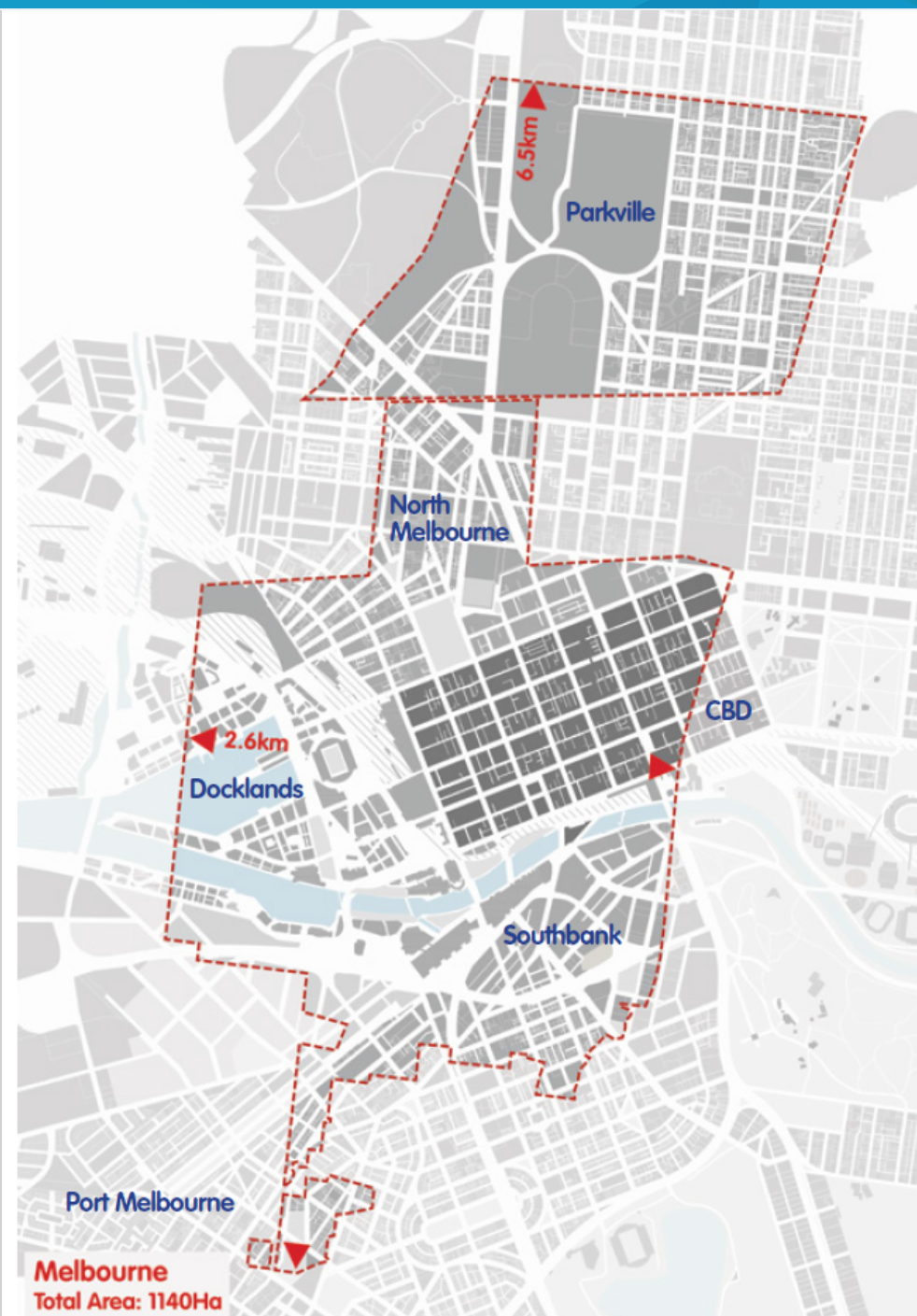


Airport links

Within less than 25km to
Melbourne + Essendon Airports



Cloverton: Scale Comparisons



The Four Pillars of Cloverton



Your place to connect

Cloverton is a city designed with **every convenience at arm's reach**. Boasting a **new town centre**, it will soon become a **focal point for the north**, and a place where the **community can gather as one** to embrace new possibilities. **Melbourne's CBD is just a heartbeat away**, with **direct access** to a **revitalised Donnybrook rail station**, and a **new Hume Highway interchange**.



Melbourne's
Northern Capital



Cloverton City
Centre



Connectivity



Your place to grow

Where minds are nourished over the course of a lifetime. Cloverton will offer **first-class educational facilities**, both government-backed and private, delivering a wealth of choice for your family and for your future. With a **local arts precinct, library** and **tertiary institution** planned for the coming years, it's a city where **every ambition has the opportunity to flourish**.



Education



Arts Precinct /
Culture



Tertiary + Library



Your place to thrive

Where **health and happiness** go hand in hand. It's a community designed with your lifestyle in mind, featuring **plenty of places to sit back, relax, dine and play**. Offering **open parkland and conservation areas within strolling distance of every home**, Cloverton will be a place in harmony, balancing the energy of its town centre with the tranquillity of its **natural surrounds**.



Active Transport



Natural Surrounds



Place Character



Your place for the future

Where fresh thinking is to be celebrated. With **state-of-the-art health facilities** and a new **hub for technology and industry**, Cloverton will unlock fruitful possibilities for you and your business. Closer to home, **innovative residential options** will focus on **sustainable design**, reducing your **cost of living** now and into the foreseeable future.



Housing Diversity

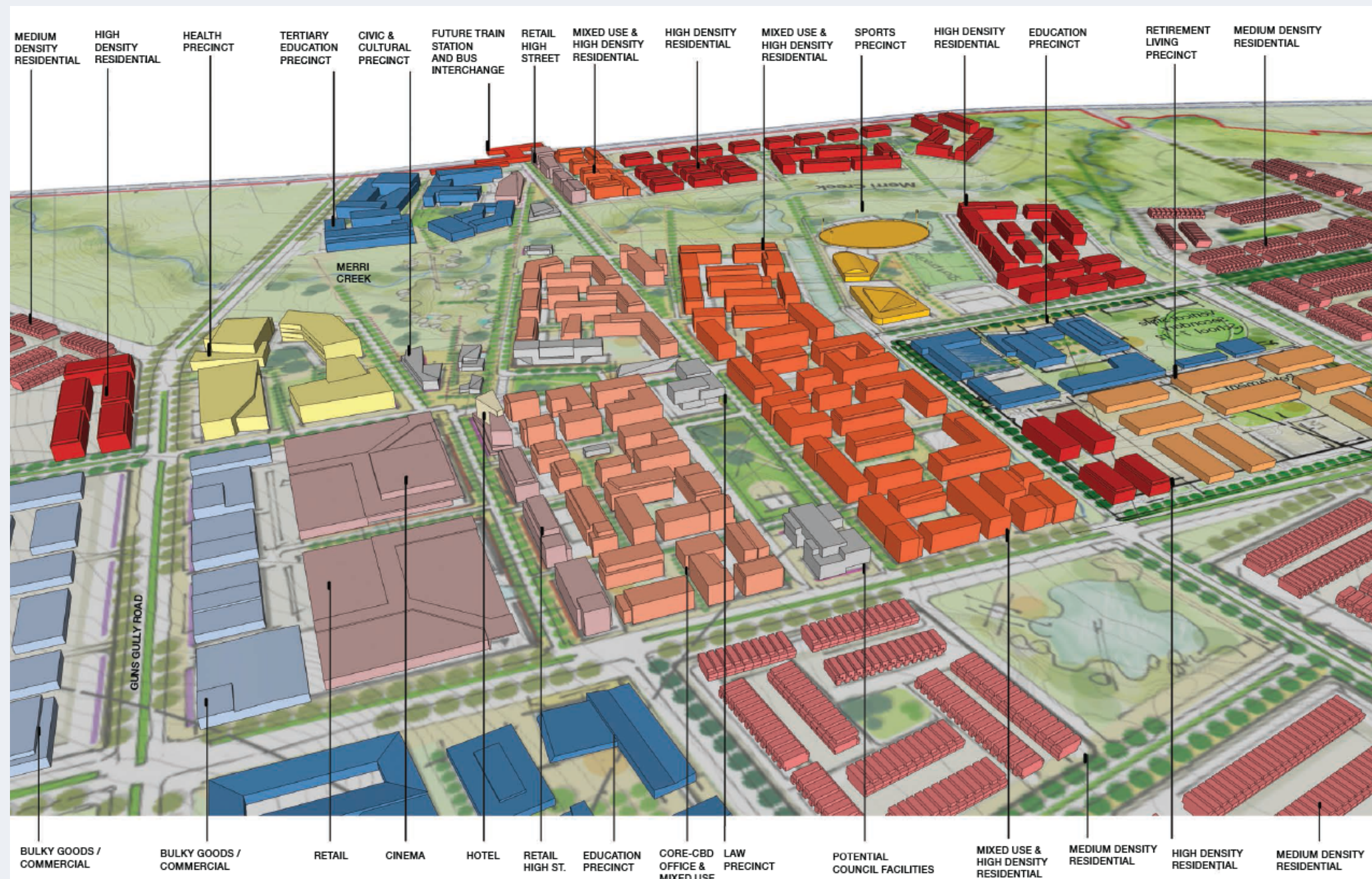


Community +
Health



Technology +
Industry Hub

Principal Town Centre Planning



Highlands

Shape Thriving Communities

SPEAKER: JAMES WESTH & KELLY MILLER



Shaping Thriving Communities: Highlands

True masterplanned community

- UDIA 2013 & 2015 Best Masterplanned Community in Australia
- 35 minutes north of Melbourne CBD
- One of the fastest growing communities in Australia
- Highlands consists of 9,000 lots
- Approximately 12,000 residents living as 'Highlanders'
- Population of 20,000+ residents on completion
- Highlands has six activity centres and five schools
- The project has a 20 year lifespan
- Over 20% of the site area is dedicated to wetlands, public open space, and recreational & leisure facilities.

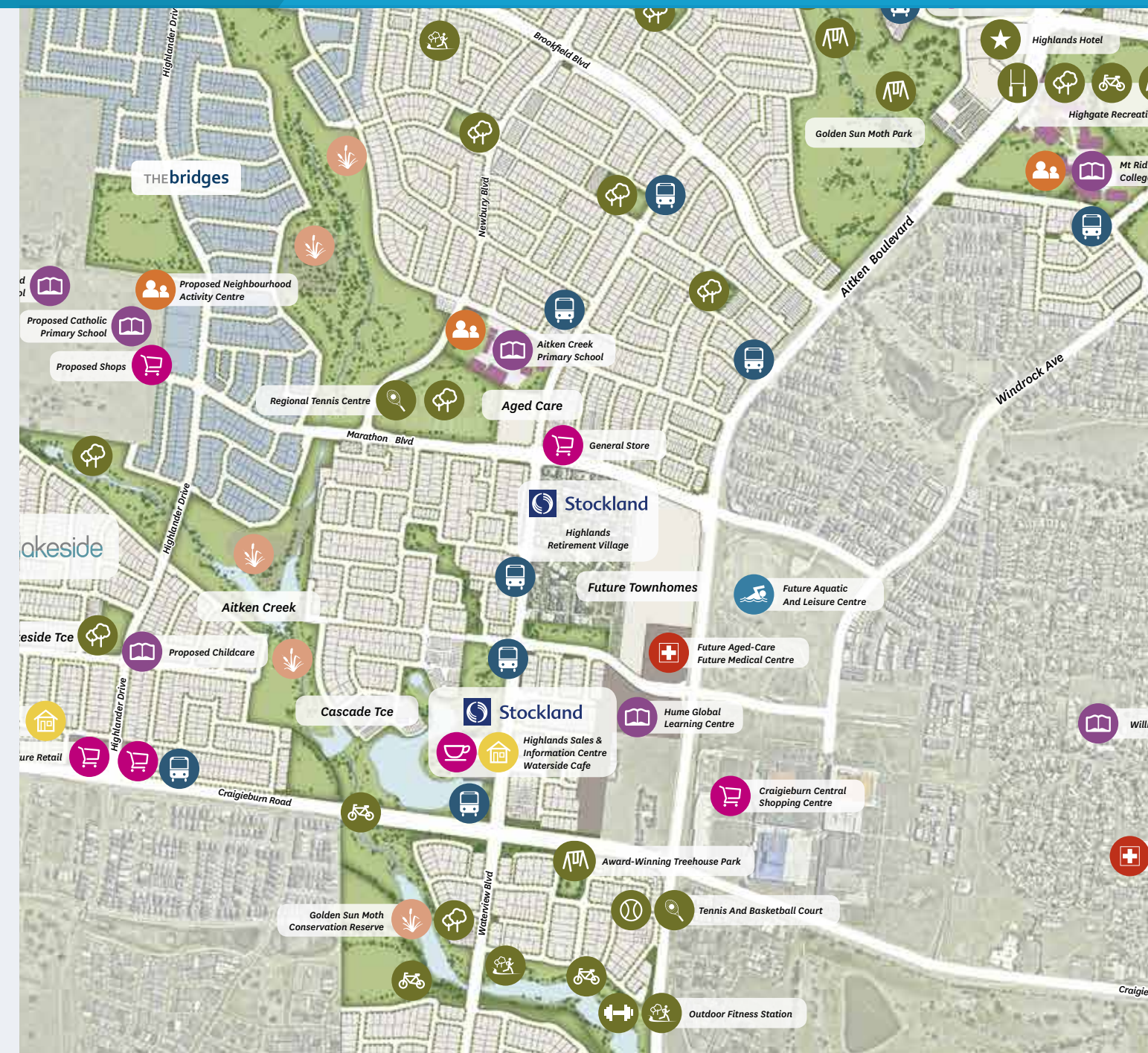


Shaping Thriving Communities: Highlands



Creating a Community

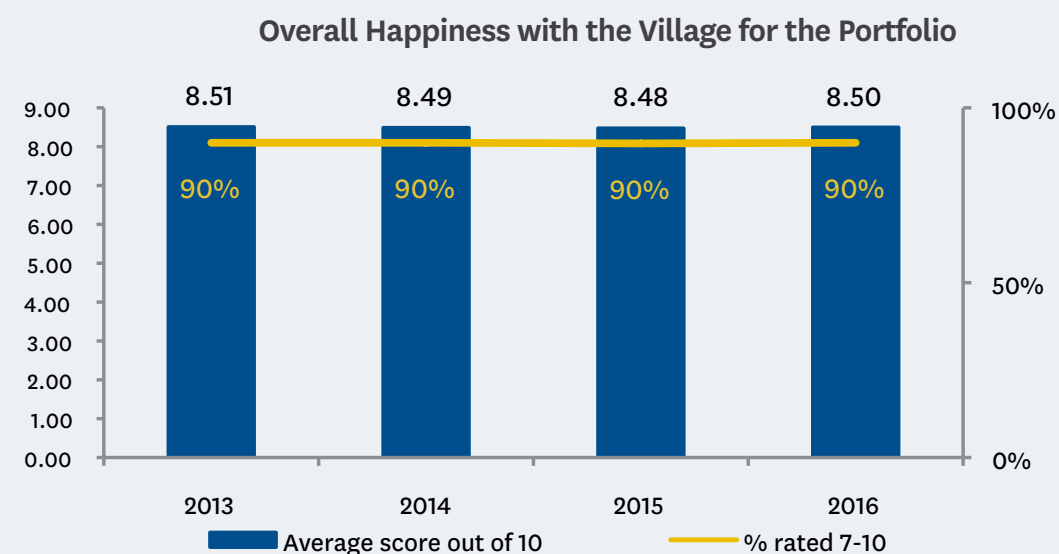
-  Shopping & Amenities
-  Medical Centre
-  Leisure Centres
-  Public Transport & Access
-  Community Centre
-  Parks & Open Space
-  Display Village
-  Education & Childcare
-  Conservation



Retirement Living: Consistently High Resident Satisfaction









Resident's Voice Survey 2016¹

- 90% of residents rate their overall happiness between 7 and 10 on a scale of 1 to 10, where 1 is very unhappy and 10 is very happy
- Overall happiness has remained high and stable since 2013
- Highlands Retirement Village: Average score of 8.5 for the past four years



1. National survey on community attitudes for the residents of our Retirement Living communities

Drivers of Overall Happiness Importance

	The Home	40%
	Social Life in Village	23%
	Stockland as an organisation	13%
	Village Manager	13%
	Residents' Committee	4%
	Community Centre	4%
	Ability to use outdoor areas	1%
	Maintenance (responsibility of Stockland)	1%

Highlands Medical Centre

- Highlands medical centre is Stockland's first stand alone medical centre development within our masterplanned communities
- The medical centre will be the first of a number of medical and childcare developments across our existing land bank
- The Retirement Living business undertakes the full range of planning, development, design, leasing and ongoing asset management, leveraging off our built-form experience
- By developing these facilities we can control delivery of quality amenities and services to our customers

→ The 1,500 sqm medical facility will be operated by Primary Health and will include:

- General practitioner room
- Integrated oral health services
- Mental health programs
- Pathology services
- Specialist consulting rooms
- Pharmacy

Expected project completion is August 2017.



Artist's Impression

A Sustainable and Thriving Community

Sustainable community

- Highlands has access to Class A recycled water and is the largest masterplanned community with recycled water in Victoria
- Natural grasslands and habitat is reserved to support the survival of the critically endangered Golden Sun Moth
- 300 year old majestic River Red Gums are preserved for Highlands' residents
- Bio-fuels and green concrete are used in the civil construction process

Thriving community

- Annual Movie Night
- Heartbeeps
- Link & Learn
- Parkrun
- Diabetes Walking Group
- Community Vegetable Garden.



**LINK +
LEARN**
BY STOCKLAND

Asset Profiles

Shape Thriving Communities



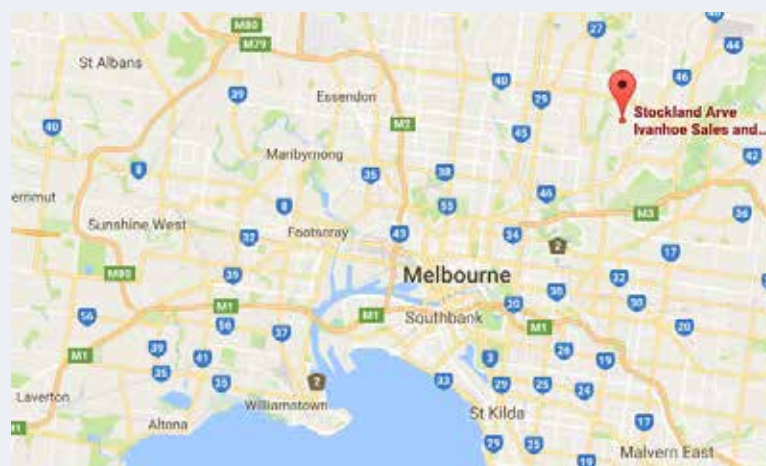
Arve, Ivanhoe – Residential Communities (Vic)

Project Description

Arve is a medium density redevelopment of the old Bellfield Primary School site in Ivanhoe, and will consist of 81 townhomes, to be built over three stages.

Ivanhoe is an established, leafy, affluent suburb with a desirable reputation. Homes within Ivanhoe range from basic brick and tile post war homes to multi-million dollar heritage homes. In recent years the area surrounding the site has begun to be revitalised with a trend to redevelop post war homes into new homes and small townhouse developments.

Arve was launched late 2015 and was completely sold out within three months.



Location

Ivanhoe is located 10 kilometres from Melbourne CBD. It is one of the north-eastern premier residential suburbs in Melbourne.

Product Mix

Having a variety of two, three and four bedroom products, has allowed us to broaden our market reach across a variety of customer segments with flexibility to drive potential further price growth at each stage release.

The variety of product appeals mainly to Upgraders such as young families and pre-family couples, local Investors and Downsizers. Designs consist of six double story townhouses (with numerous sub iterations), and one triple story design.

Each townhouse will be typically complemented by either a single or double attached garage, rear terrace, first floor balcony and low maintenance garden surrounds.

Competitive Advantage

- Exceptional amenity within 5 minute drive:
- Coles supermarket, cafés, restaurants, specialty shopping, gyms, public pool, parks
- Buses and choice of two train stations
- Top hospitals – The Austin and Mater
- Top schools – Ivanhoe Grammar Schools
- Interiors by well-regarded interior designer SJB
- Family friendly home designs with outdoor living, open kitchen/living, good storage
- Low strata fees

Development Update

All products at Arve have been sold. Civil works commenced late 2015 and were completed in April 2016. Creation Homes was appointed as principal contractor. Building works have commenced and are to be completed in 2H17.



Artists Impression

Arve, Ivanhoe – Residential Communities (Vic)



Arve, Ivanhoe
Corner Banksia Street and Wadham Road,
Ivanhoe Vic 3079

Summary Information as at:	June 2016
Total project value*	\$69 million
Total lots#	81
Primary target market	Upgraders, Investors and Downsizers
Price point	From \$725,00

* Total revenue generated throughout the life of the project
#Dwellings

Product Prices	Typical Product Mix						Price Range
House & Land Packages	2		2		1		From \$725,000
	3		2		1-2		From \$785,000
	4		2		1-2		From \$915,000

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Cloverton – Residential Communities (Vic)

Project Description

Cloverton is Victoria's largest masterplanned community, located in Melbourne's northern suburbs. The project offers a vast array of educational, community, sporting, employment and medical facilities as well as a Metropolitan Activity Centre and numerous transport options. The community will offer low, medium and high density residential and retirement living.

Location

Cloverton is located 38 kilometres north of the Melbourne CBD.



Product Mix

Product and pricing ensures a strong focus on addressing affordability and delivering home and land solutions below the established market. Our new Display Village which will open early 2017 will showcase the latest house designs.

Competitive Advantage

Cloverton's competitive advantages over the surrounding competition include:

- Convenient lifestyle, with the Metropolitan Activity Centre situated in Cloverton offering education, shopping, medical and employment facilities
- Connected city with direct access to the CBD from the Hume Highway and Donnybrook station, as well as the future Cloverton station and Outer Metro Ring road
- 35 minutes on the train into the CBD
- Quality and diversity of housing solutions
- High quality parks, reserves and open spaces

Development Update

First settlements have commenced within the Cloverton development with new residents to move in over spring 2016. The Vision Centre and destination playground will open in November 2016, and a café will follow early 2017.

Retail Proximity

The major retail facility onsite will be a 60 hectare Metropolitan Activity Centre, retail shopping, specialty stores and bulky goods. An additional four local town centres will be dispersed throughout the community offering convenience to all residents.

Education

Cloverton will include educational facilities from early learning centres through to a tertiary institution. Throughout the community there will be eight private and government schools catering to both primary and secondary students along with an education focus within the Major Activity Centre.

Community Benefits

Cloverton is expected to feature a conservation area of around 80 hectares, inclusive of Merri Creek meandering throughout the community and the distinctive Bald Hill.

The community will offer an array of world class regional parks and playgrounds as well as sporting facilities for all to enjoy.

Cloverton was recently awarded a 6 star Green Building Council of Australia accreditation which positions Cloverton in the 'World Class' category of sustainable communities.

Cloverton – Residential Communities (Vic)



Cloverton Sales and Information Centre
Corner Donnybrook Road and Dwyer Street,
Kalkallo Vic 3079

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Summary Information as at:	June 2016	
Total project value*	\$3,430 million	
Total lots#	11,042	
Primary target market	First Home Buyers, Upgraders, Builders & Investors	
Price point	\$148,000 – \$248,000	
Typical product mix	< 400m ²	~36%
	401 – 500m ²	~40%
	> 500m ²	~24%

* Total revenue generated throughout the life of the project
#Dwellings

	House	Land (m ²)	Typical Product Mix						Price Range
House & Land Packages	Murchison	238	3		2		1		\$327,170
	Auburn 3200	416	4		2		2		\$472,000
	Levyne 2100	442	4		2		2		\$504,000

Thank you

Shape Thriving Communities

Front Cover Image
Credit: Crosbie Lorimer



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