

# FY05 Results Presentation

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10 August 2005



**Stockland**



# Agenda

- Highlights
- FY05 Results
- Divisional Performance
- Finance and Capital Management
- Governance and Management
- Future Outlook and Strategy



# Highlights

- Quality Operating Profit
- Driven by strong performance from all Divisions
- EPS growth in line with guidance
- Strong Balance Sheet with diversity of debt and conservative gearing
- Acquisition of Lensworth
- Delivery of Unlisted Property Fund strategy
- Harnessing diversity of the group to maximise securityholder returns

# 2005 Full Year Results

Net Profit	↑	13.5%	\$517.0m*
Earnings per security	↑	5.3%	39.8 cents*
Distributions per security	↑	5.1%	38.9 cents
NTA per security	↑	7.7%	\$4.05
Gearing (debt/total tangible assets)			27.5%

\* Net profit and EPS after income tax and before amortisation of goodwill on acquisition of ADP Trust, unrealised loss on financial instruments and capital profits on investment properties



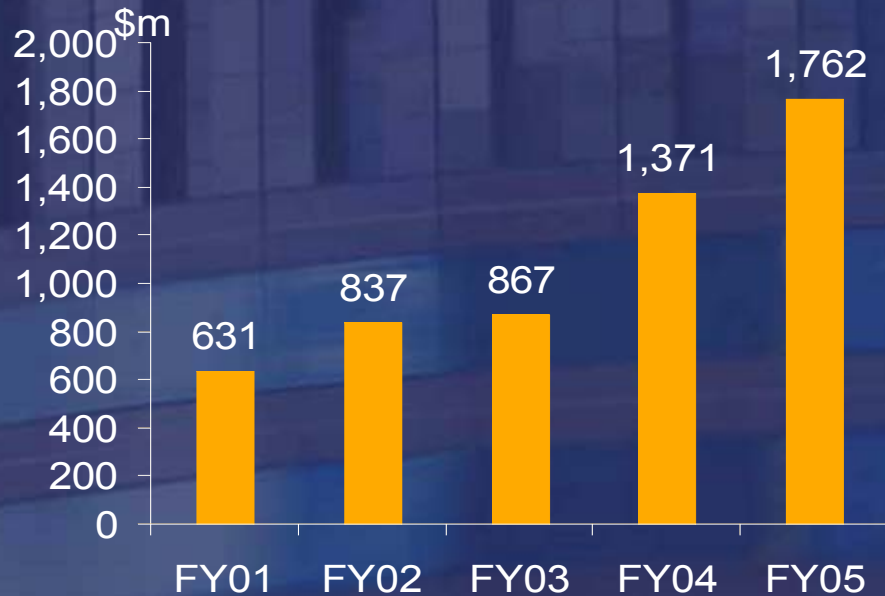
# Key Achievements in FY05

## Enhanced Asset and Income Base

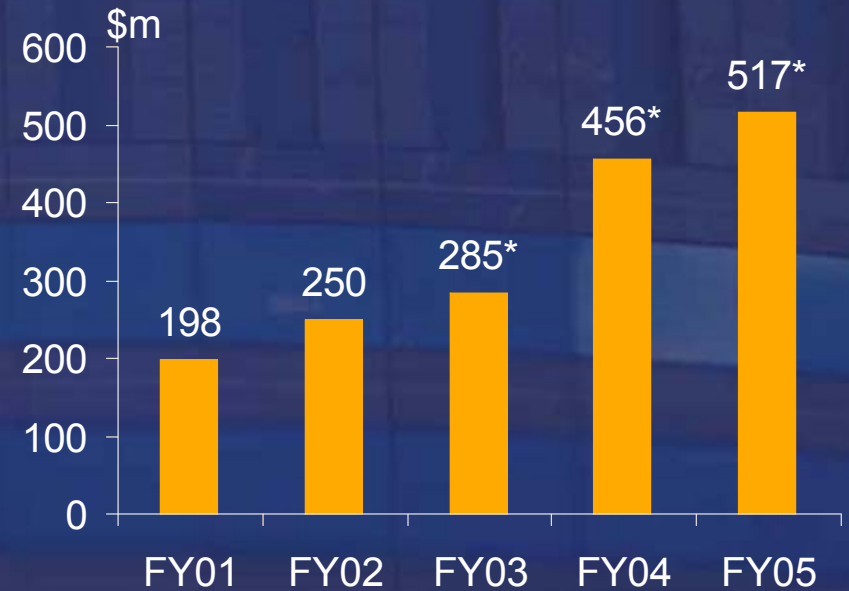
Investment properties acquired and successfully integrated	\$172m
Development Division acquisitions (including Lensworth)	\$1,009m
Capex on investment properties	\$197m
Unlisted product launched	\$370m
Investment properties identified as non-core and sold	(\$271m)

# Revenue and Profit Growth

## REVENUE



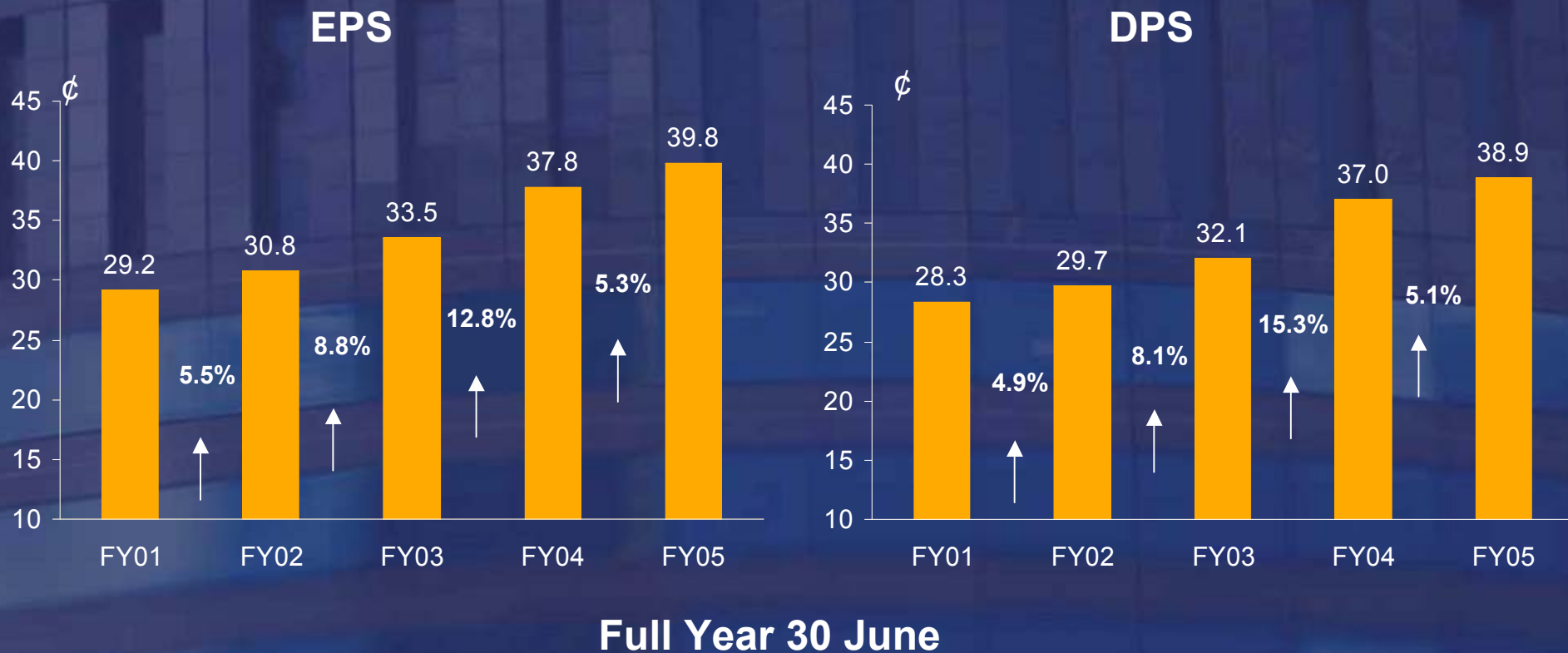
## NET PROFIT AFTER TAX



**Full Year 30 June**

\* Net profit after income tax and before amortisation of goodwill on acquisition of ADP Trust, unrealised (loss)/gain on financial instruments and capital profits on investment properties

# Securityholder Returns




\* EPS before amortisation of goodwill on acquisition of ADP Trust, unrealised (loss)/gain on financial instruments and capital profits on investment properties

# Stockland's Business Model

	EBIT FY05		Assets FY05	
	Actual	Strategic Weighting	Actual	Strategic Weighting
Property Development	31%	20-40%	27%	20-30%
Hotel Management	1%		<1%	
<b>Subtotal</b>	<b>32%</b>		<b>27%</b>	
Shopping Centres	34%	60-80%	40%	70-80%
Commercial	25%		22%	
Industrial & Office Parks	9%		11%	
<b>Subtotal</b>	<b>68%</b>		<b>73%</b>	





# Shopping Centres



Stockland

# Shopping Centres

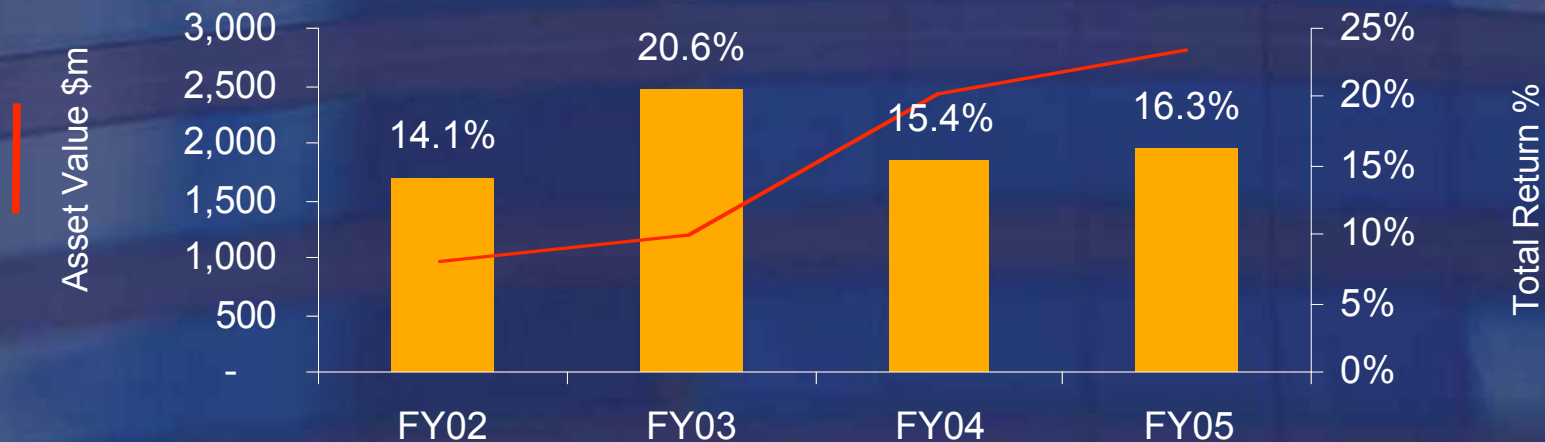
## Highlights

Divisional operating profit \$214.2m / +7.5%

Comparable net income growth 4.6%\*

Revaluations in FY05 \$242.3m

Portfolio has delivered a total return of 16.4%pa over the past 4 years



\*Excludes impact of acquisitions, disposals and development

# Shopping Centres

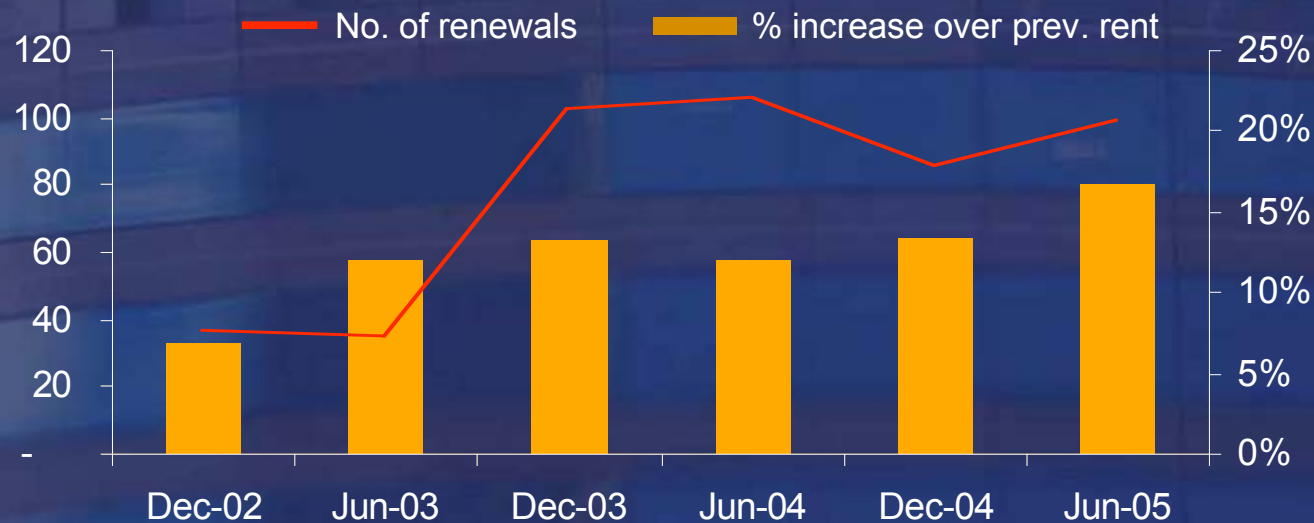
## Market Commentary

- Outlook - moderating sales growth
- Retail trade will realign towards long term averages supported by:
  - Continued strength in the labour market
  - GDP growth
  - Stable interest rate environment
  - Fiscal stimulus
- Our Portfolio is defensive in nature and is shielded to a large extent from major shifts in discretionary spending

# Shopping Centres

## Leasing & Management

- 570 total leasing transactions
- 184 renewals, average rental increase 15.2% (on previous rental)



- Vacancy rate 0.3% of GLA
- Arrears 0.3% of Annual Billings



# Shopping Centres

## Development Pipeline

Project Status	No. of projects	Total Cost (\$m)	Actual Yield
Completed in FY05	3	78.5	8.1%
Project Status	No. of projects	Total Cost (\$m)	Anticipated Yield
Commenced in FY05	6	148.5	9.4%
DA Preparation / Masterplanning	15	641.9	8.0%
<b>Total</b>	<b>21</b>	<b>790.4</b>	<b>8.0%+</b>

- 4 retail projects sold in FY05 for net profit of \$5.8m

# Shopping Centres

## Sales

- Speciality sales \$8,817/m\_ \*
- Occupancy cost ratio of 10.0% \*

	Actual \$m	Actual % Growth	% Comparable Growth
Supermarkets	1,511	5.1	2.5
DDS	819	6.4	3.3
Specialties	1,423	10.0	6.3
Mini Majors/Cinemas/Other	311	5.5	4.5
<b>TOTAL</b>	<b>4,064</b>	<b>7.0</b>	<b>4.1</b>

\* Including Commercial Sales



# Shopping Centres

## Key Focus

- Delivery of development pipeline on time and on budget
- Focus on maximising investment returns from existing portfolio
  - High sales productivity
  - Low occupancy costs
- Opportunistic acquisition opportunities

# Commercial & Industrial

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# Commercial & Industrial

## Commercial & Industrial Highlights

Division operating profit	↑	\$220.1m
Comparable net income growth	↑	3.5%*
High portfolio occupancy	↑	99%
Revaluation increase at 30 June	↑	\$37.1m
84,000m_ Optus prelease at Macquarie Park		

\* Excludes impact of acquisitions, disposals and development

## Commercial Market Commentary

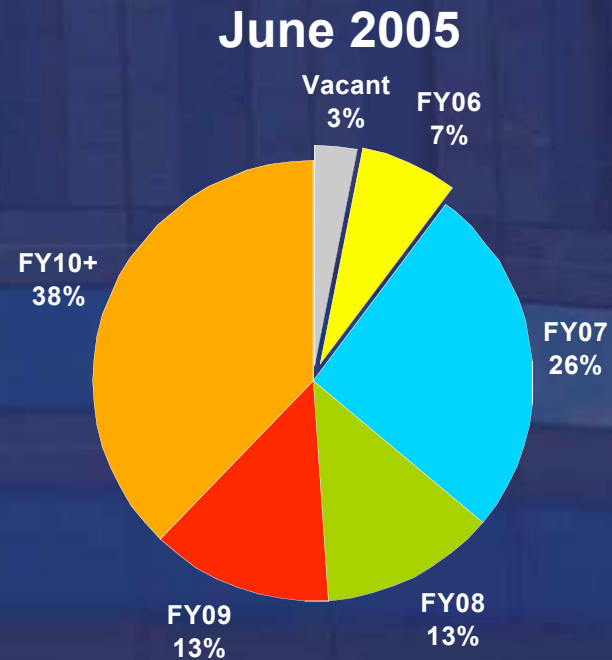
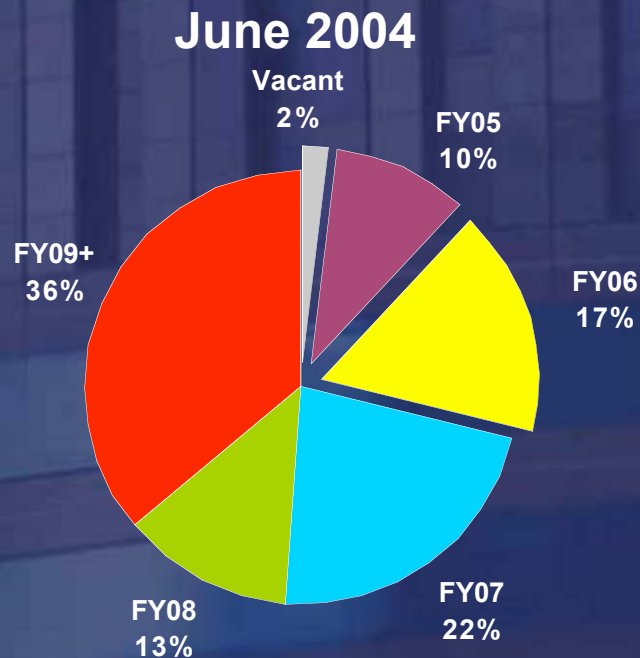
	SGP Portfolio	SGP Vacancy	Market Vacancy Jun '05	FY05 Net Absorption m_	Supply Under Construction m_
Sydney CBD	42%	5.7%	10.6% ↓	99,030	205,751
North Sydney	14%	7.7%	11.4% ↓	14,154	23,500
Suburban Sydney	10%	1.1%	10.2% ↓	23,151	11,797
Melbourne CBD	9%	0.0%	8.3% ↓	209,389	227,951
Brisbane CBD	9%	0.3%	3.3% ↓	53,597	85,000
Canberra	8%	0.0%	3.1% ↓	48,374	90,814
Perth CBD	4%	2.2%	10.2% ↓	55,773	8,400
Adelaide CBD	4%	0.0%	8.4% ↓	17,749	81,181

## Commercial Highlights

- Comparable net income growth of 2.2%\*
- 95,000m<sup>2</sup> leased/ renewed
- Vacancy remains low at 2.9%
- Continued repositioning to prime grade assets with 7 properties sold during FY05, \$5.8m over book value
- Prime assets now 72% of commercial portfolio
- Focus on customers / tenant retention
  - Stockland Service Centre – 2005 FMA Industry Excellence Award

\* Excludes impact of acquisitions, disposals and development

## De-risking Lease Expiry



**Average lease term 3.8 years**

**Average lease term 4.3 years**

Excludes properties contracted for sale (367 George St, Sydney)

Expiry by NLA/ pro-rata for 50% ownership



# Industrial & Office Parks

## Industrial & Office Park Market Commentary

	SGP Portfolio	Tenant Demand	Supply	Land Values	Rents	Yields
Sydney	52%	↑	↑	↑	↑	↓
Melbourne	12%	Steady tenant demand. Western Sydney dominates activity	Above 5 year average. Majority pre-committed	Strong land value growth, particularly Brisbane	Rent pressure driven by construction & cost and land value growth	
Brisbane	8%					
Adelaide	6%					
North Ryde	22%	Positive Net Absorption	Optus Commenced	Future Growth. Macquarie Park Master Plan	Effective Rental Growth	Further Firming

# Industrial & Office Parks

## Industrial & Office Park Highlights

- Strong comparable net income growth of 7.1%\*
- 318,000m<sup>2</sup> leased/ renewed
- Record occupancy with only 255m<sup>2</sup> vacant
- Two Sydney industrial acquisitions \$37m
- Four development projects under construction (over \$350m)
- Commenced Industrial Projects Business
  - Century Estate Strata, 50% sold for a profit of \$2m

\* Excludes impact of acquisitions, disposals and development

# Industrial & Office Parks

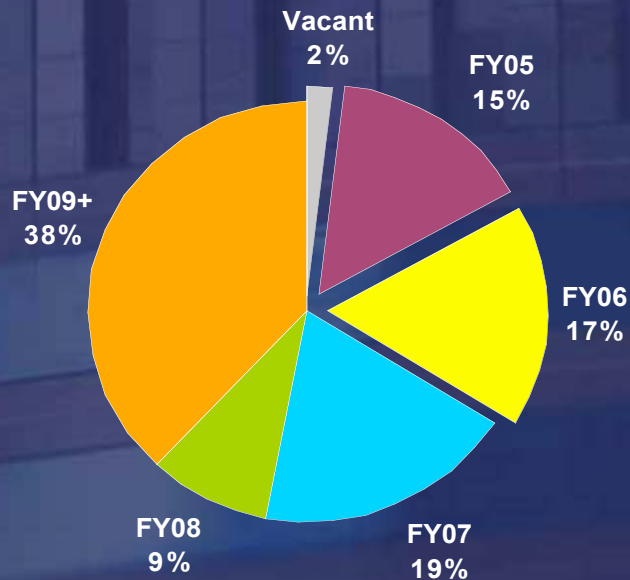
## Development Pipeline

Property	Forecast Commencement	Total Project Cost (\$m)	Target Yield	Building Area (m <sub>2</sub> )
Centre Court (NSW)	Under construction	282	7.4%	84,000
Yennora (East/West Land)	60% Under construction	35	8.6%	33,000
Greystanes (NSW)	Commenced	39	8.3%	36,000
Sydney Orbital Park (NSW)	Subject to pre-lease	75	8.0%+	85,000
Lot 21, The Circle (NSW)	Subject to pre-lease	118	7.5%+	28,000
66 Waterloo Road (NSW)	Subject to pre-lease	33	8.0%+	10,000
<b>TOTAL</b>		<b>582</b>		<b>276,000</b>

# Industrial & Office Parks

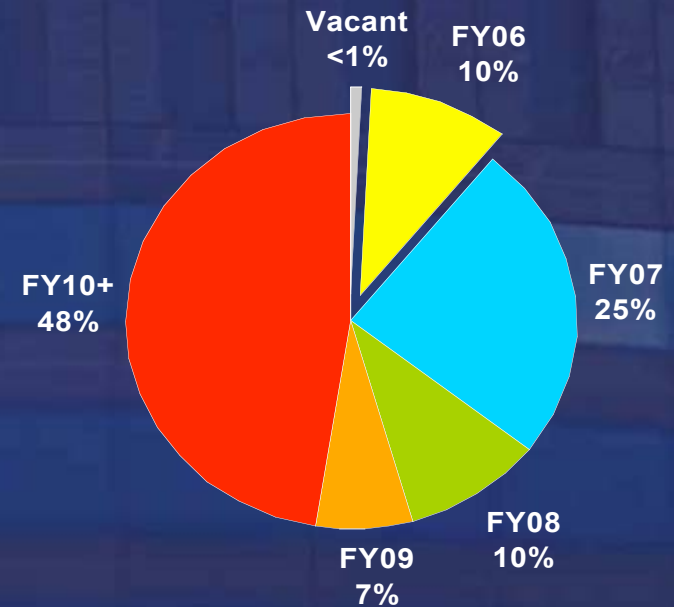
## De-risking Lease Expiry

**June 2004**



**Average lease term 4.1 years**

**June 2005**



**Average lease term 4.3 years**





# Commercial & Industrial

## Key Focus

- Early lease renewal and development strategies for major FY07 commercial expiries
- Continue innovation for Stockland Service Centre
  - web based tenant portal
- Seeking further lease pre-commitment for Macquarie Park development projects
- Expand the Industrial development book - including opportunities from Lensworth
- Continue to grow assets in JV with Unlisted Property Funds

# Development Division

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Stockland



# Development Division

## Highlights

- Operating profit up 25.3% to \$197 million
- Residential Communities margin 35% (excluding Lensworth)
- Successful acquisition and integration of Lensworth
- A further 9 acquisitions that will yield 3,600 lots (excluding Lensworth)
- Launched 7 new projects to market
- Received numerous industry awards for excellence in design, sustainability and marketing

# Development Division

## Lensworth

### **Purchased**

- 17 development projects
- 31,600 residential lots @ an average of \$24,700/lot (compares to \$30,200/lot for SGP's existing inventory)
- 230 hectares of retail, commercial and employment land

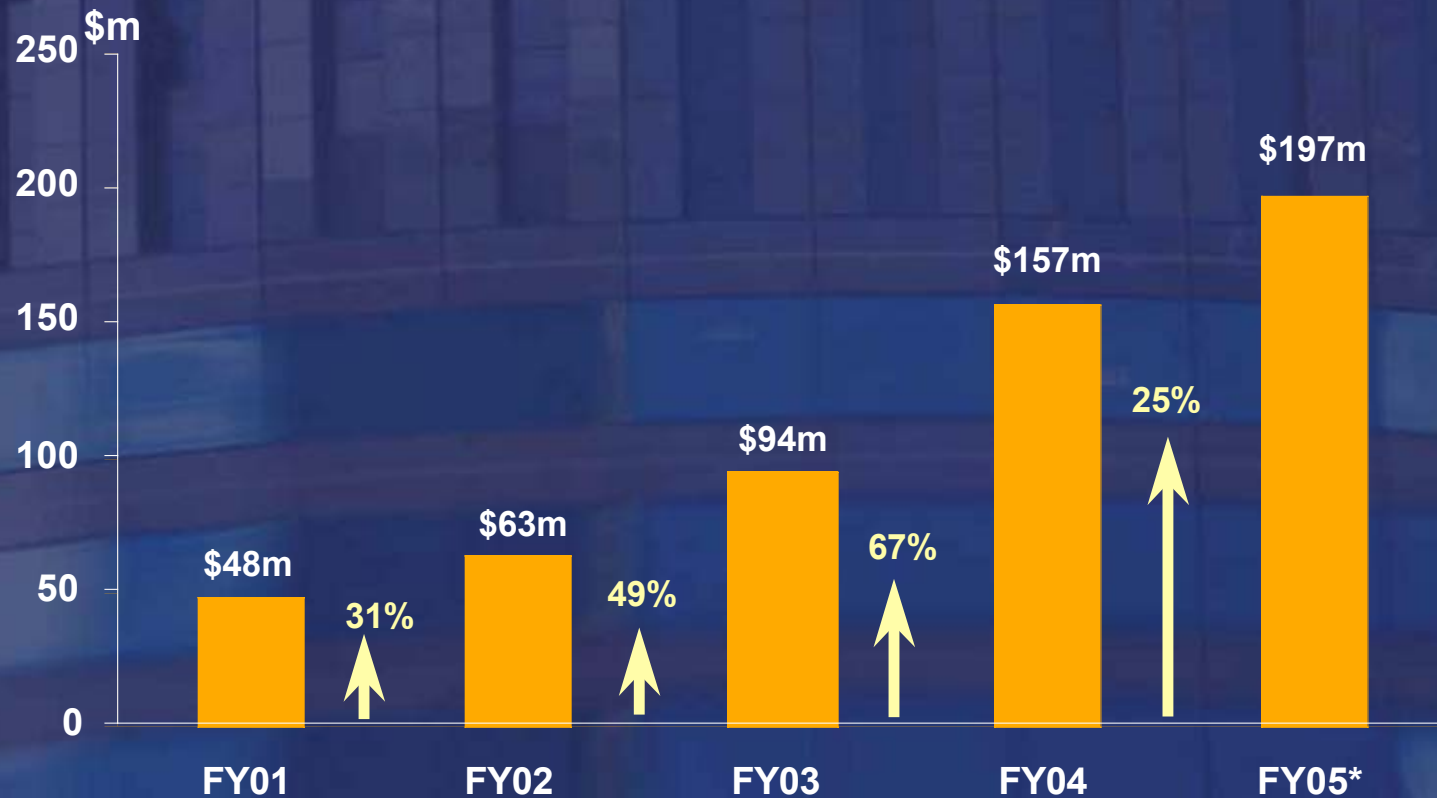
### **Status**

- Formal handover December 2004 – Fully integrated March 2005
- No surprises from due diligence
- Retained >95% of identified staff
- Sales budgets achieved
- Profit recognition in line with fair value accounting principles



# Development Division

## Net Profit Growth



\* Includes Lensworth from 10 December 2004



# Development Division

## Results Summary

		Stockland Residential Communities	Lensworth Portfolio	Stockland Apartments	Total FY05	Total FY04
FY05 Performance						
Units / Lots sold	No.	2,963	461	265	3,689	3,182
Revenue	\$m	\$523m	\$115m	\$121m	\$759m	\$573m
Operating Profit	\$m	\$182m	\$3m	\$12m	\$197m	\$157m
Net Margin	%	35%	3%*	10%	26%	27%
Asset/Pipeline						
Gross Assets	\$m	\$959m	\$873m	\$352m	\$2,184m	\$1,014m
Projects on hand	No.	56	17	10	83	73
Units / Lots controlled	No.	31,700	31,100	2,200	65,000	33,800
End Value of Projects	\$bn	\$5.4bn	\$7.1bn	\$2.0bn	\$14.5bn	\$6.9bn

\* Note: Lower due to fair value accounting. See Annexure for explanation

# Development Division

## Lots Sold – Residential Communities (excluding Lensworth)

	FY05		FY04		Movement	
	No. Lots Sold	Avg Price \$(000)*	No. Lots Sold	Avg Price \$(000)*	No. Lots Sold	Avg Price \$(000)
New South Wales	266	\$409	460	\$319	↓ 194	↑ 90
Victoria	587	\$165	498	\$130	↑ 89	↑ 35
Queensland	1,342	\$187	1,149	\$170	↑ 193	↑ 17
Western Australia	768	\$140	703	\$116	↑ 65	↑ 24
<b>TOTAL</b>	<b>2,963</b>	<b>\$190</b>	<b>2,810</b>	<b>\$174</b>	<b>↑ 153</b>	<b>↑ 16</b>

\* Includes GST where applicable



# Development Division

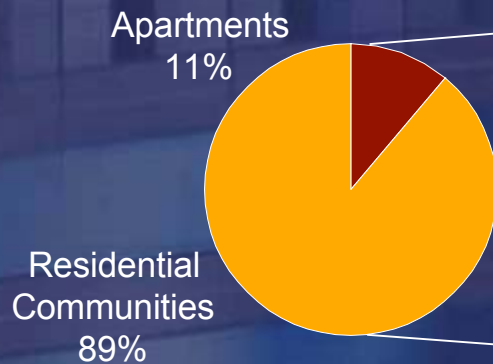
## Development Division Strategy

- Maintain core focus on Residential Community development
- Diverse platform of projects and capabilities
- Strong pipeline with clear ability to create “value add” opportunities
- Create and retain strong Intellectual Property with a low overhead structure
- Strong focus on risk management

# Development Division

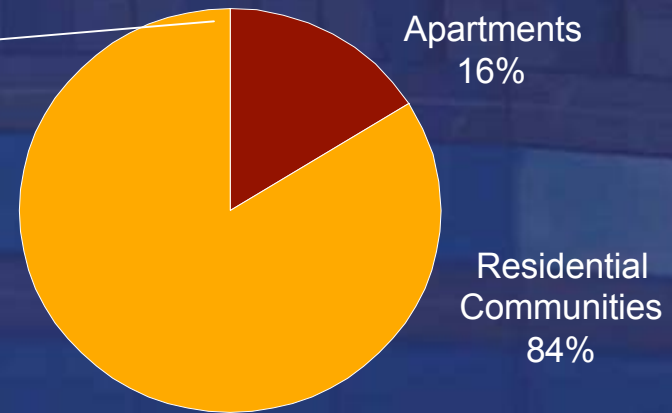
## Consistent Strategy

**30 June 2002**



**Gross Assets \$516 m**

**30 June 2005**



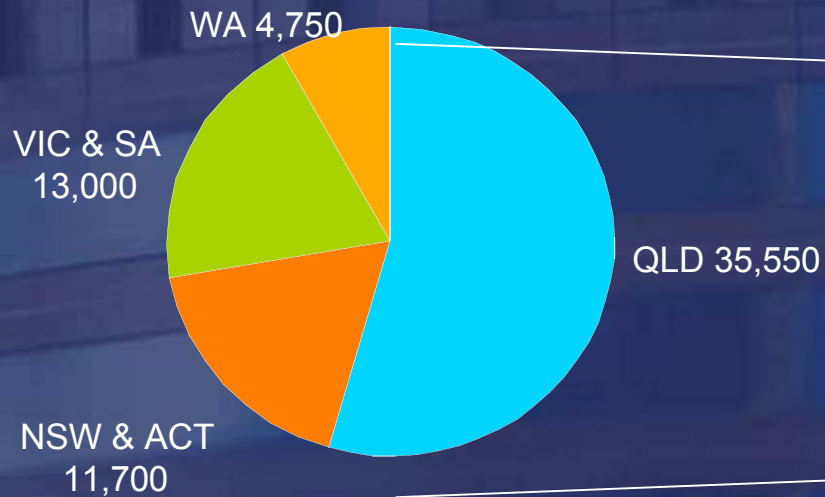
**Gross Assets \$2,184 m**

- Retained focus on Residential Community Development
- Enhanced core skills and expertise
- Not exposed to built form construction management

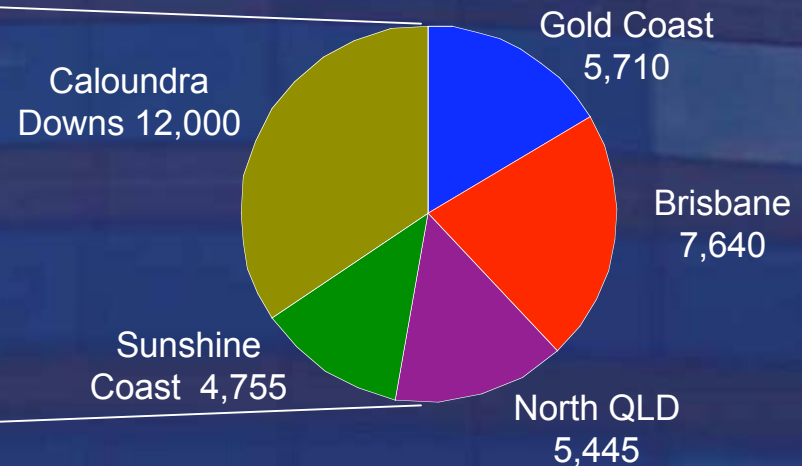
# Development Division

## Diversity – Geographic

### National



### Queensland



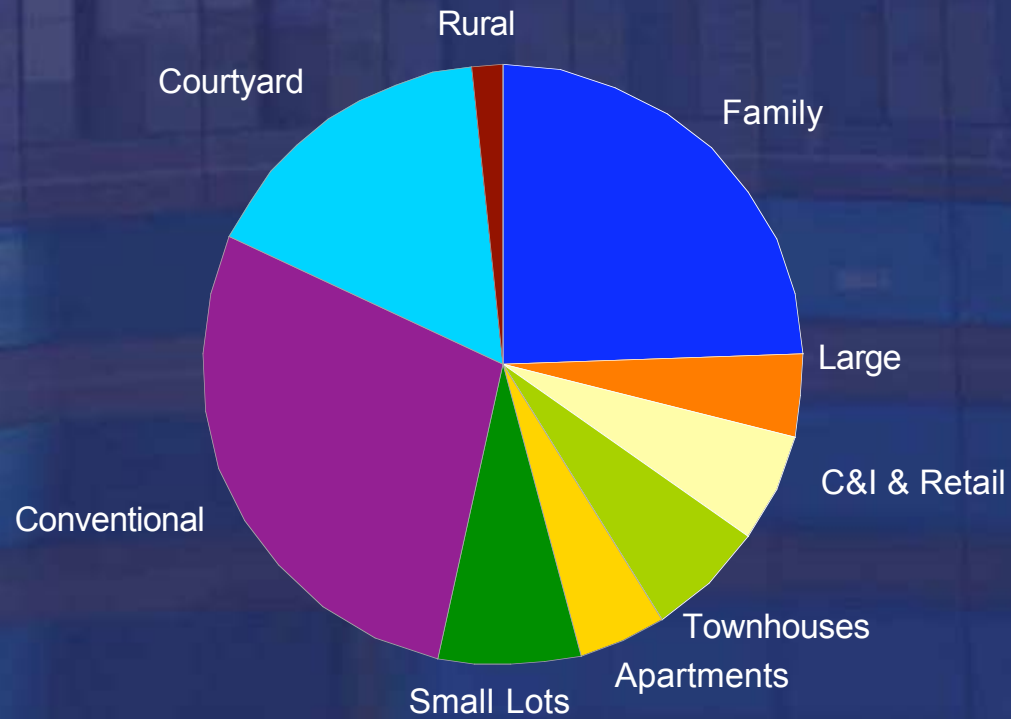
**Total Units / Lots**  
**65,000**



# Development Division

## Diversity – Product

Inventory by Product Type\*



\*See annexure for definitions

# Development Division

## Risk Management & Value Add

### “Stockland Wave”

FINANCIAL AND RISK MANAGEMENT													
PHASES	ACQUISITION				DESIGN AND APPROVALS				DELIVERY				
STAGES	STAGE 1 Strategic Site Identification	STAGE 2 Commercial Appraisal (CA)	STAGE 3 Acquisition Approval (AA)	STAGE 4 Acquisition Handover to Development Team	STAGE 5 Vision Workshop	STAGE 6 ** Strategic Planning and Rezoning	STAGE 7 Planning and Design	STAGE 8 Internal Design Approval (IDA)*	STAGE 9 Statutory Approvals, Marketing and Sales Plan	STAGE 10 Authority to Commence (ATC)*	STAGE 11 Project Launch	STAGE 12 Project Delivery	STAGE 13 Project Completion (PC)

- Unique “Stockland Way” of managing our business
- Clearly defined operating platform and process
- Focussed training and development programmes to maximise performance
- Efficient mix of “in-house” and “external” resources

# Development Division

## Low Overhead Structure

- Focus on “in house” core disciplines
- Avoid “production” based resources
- No internal construction exposure
- Strong financial performance per employee:
  - Employees 295\*
  - Revenue per employee \$2.2m
  - Profit per employee \$0.65m



# Development Division

## Strong Pipeline Coverage

- Development land is a scarce commodity
- Stockland controls over 65,000 lots
- Already control 100% of stock to achieve our next 3 year internal revenue targets
- 70% of inventory to be brought to market FY09 onwards
- Focus on “adding value” through the development process

# Development Division

## Long Term Market Supply V's Demand

### Consumption of Developable Zoned Residential Land

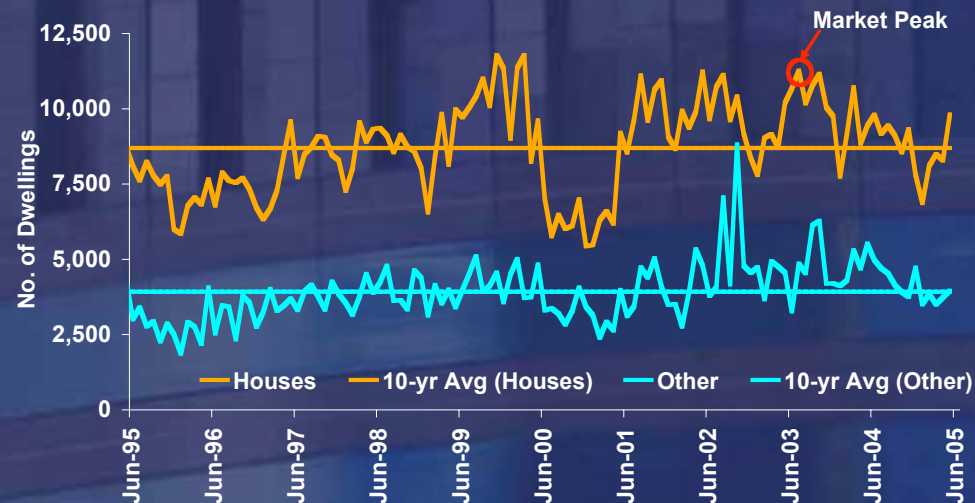




## Australian Residential Market Analysis

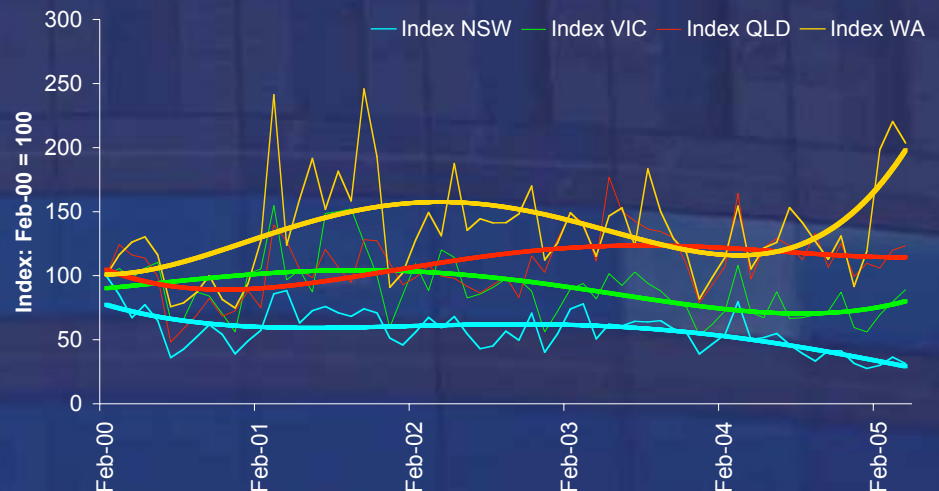
### Building Approvals

Original Series, Private Sector, Australia



### New Home Sales Patterns

Selected States



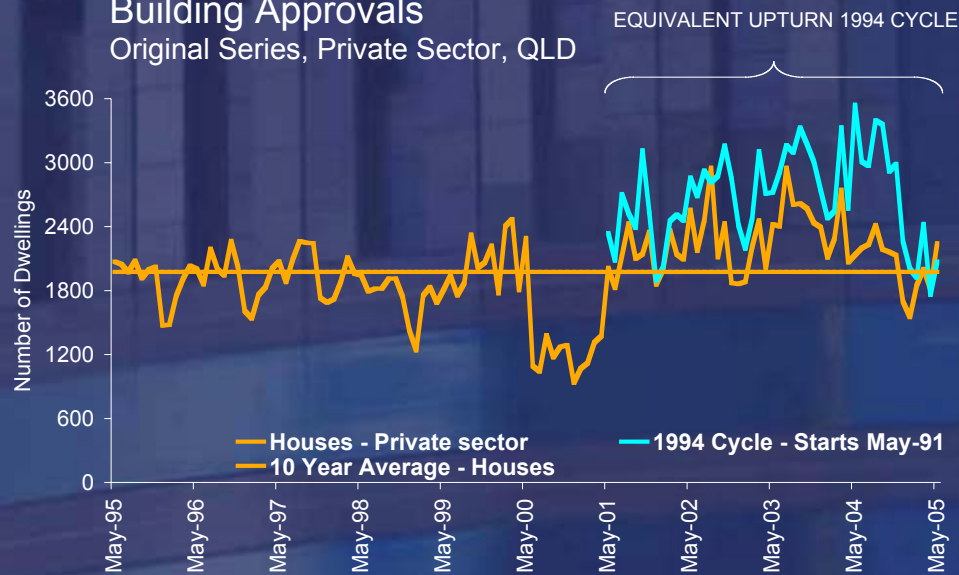
- Market peaked in FY03
- Orderly slow down – only recently under the 10 year average
- National trend masks divergence between the state markets
- Our performance in FY05 demonstrates our diversification strategy... and this will again prove significant through FY06

# Development Division

## Queensland Residential Market Outlook

### Building Approvals

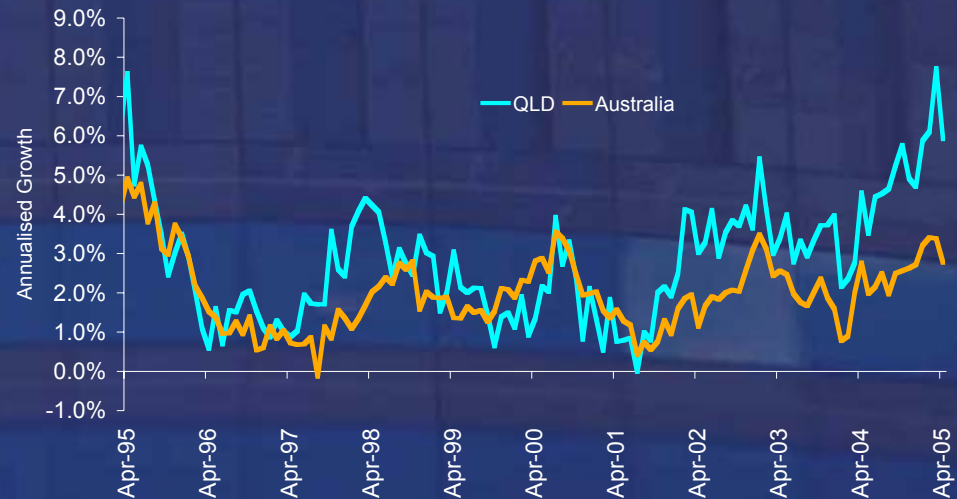
Original Series, Private Sector, QLD



Source: ABS

### Employment Growth

QLD vs Australia, Annualised



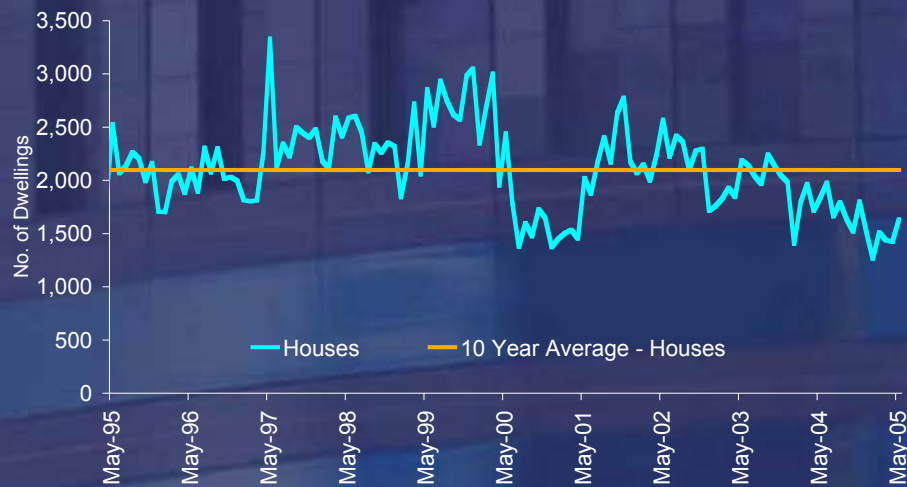
Source: ABS

- QLD detached house market has been slowing for the past 12 months
- Employment/population growth to slow, but will remain well above average in the short, medium and long term
- Modest supply cycle in QLD in comparison to 1994 (23,000 fewer House approvals over equivalent period)

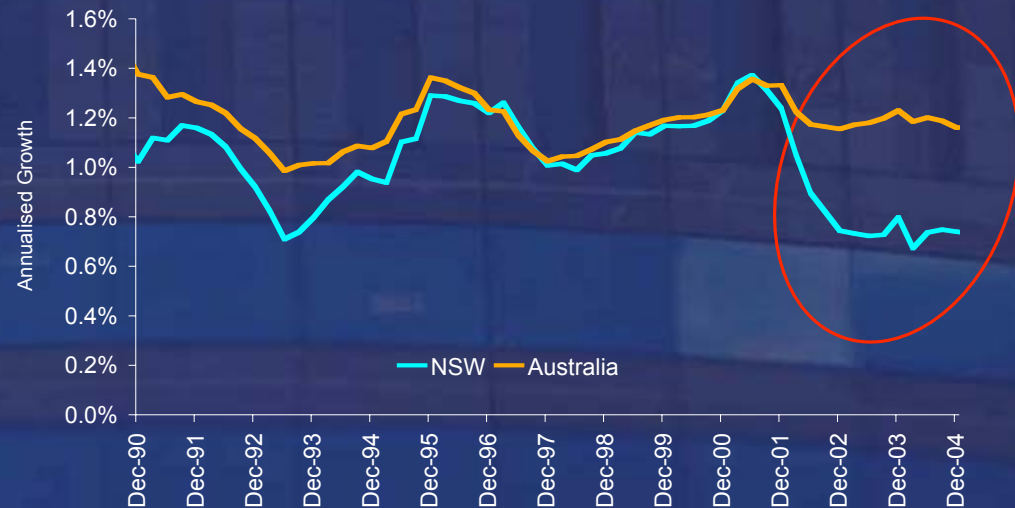
# Development Division

## NSW Residential Market Outlook

Building Approvals  
Original Series, Private Sector, NSW



Population Growth  
NSW vs Australia, Annualised Change

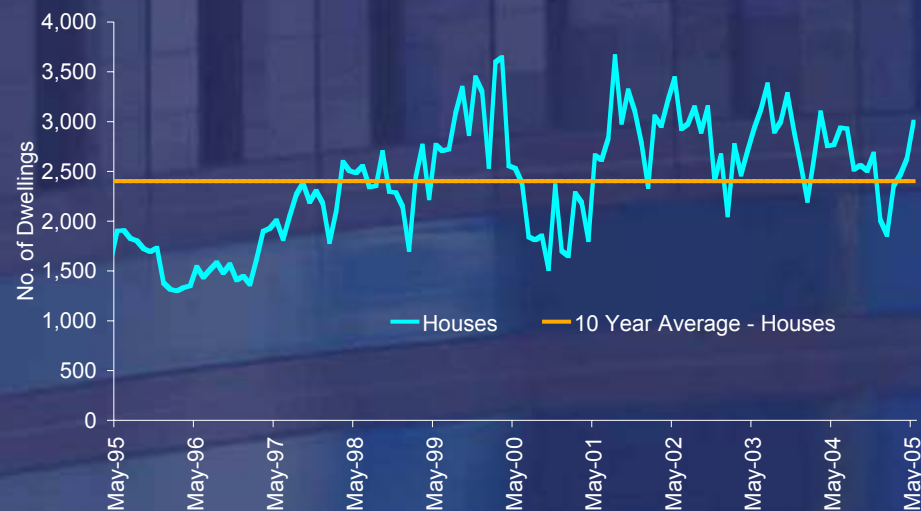


- Market is trading well below the 10 year average and is set to rebound
- Population growth to reverse - interstate losses to slow

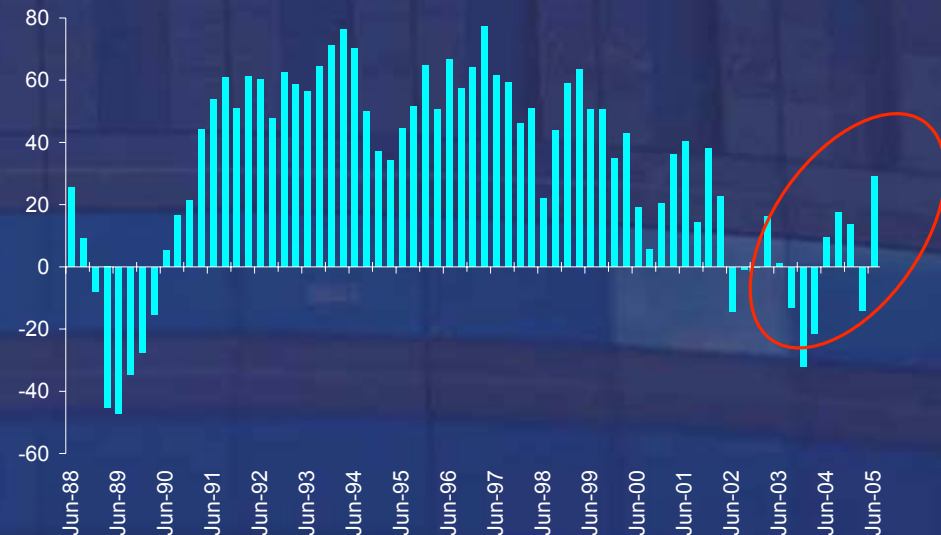
# Development Division

## VIC Residential Market Outlook

Building Approvals  
Original Series, Private Sector, VIC



Purchaser Sentiment  
Victoria



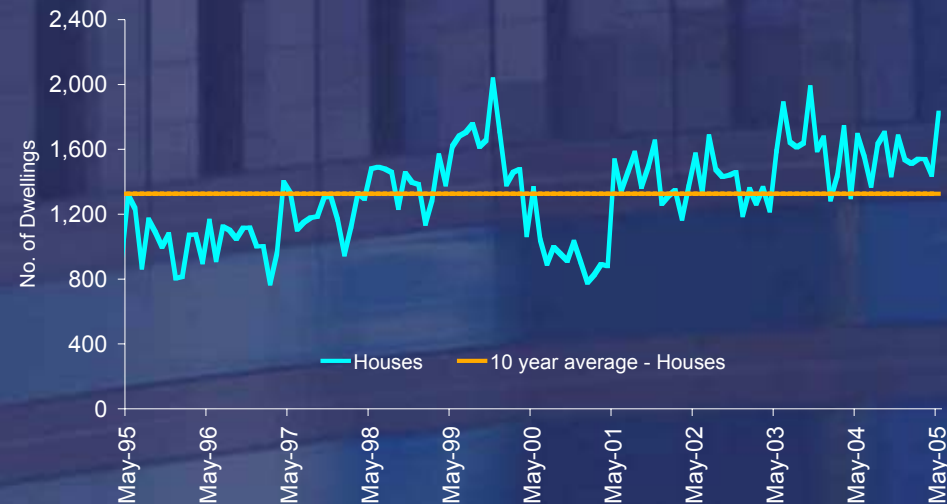
Sources: ABS, \*Melbourne Institute TBD Index

- Despite recent softening, the Melbourne market is still performing above its 10 year average
- Recent consumer sentiment suggests signs of a gentle recovery

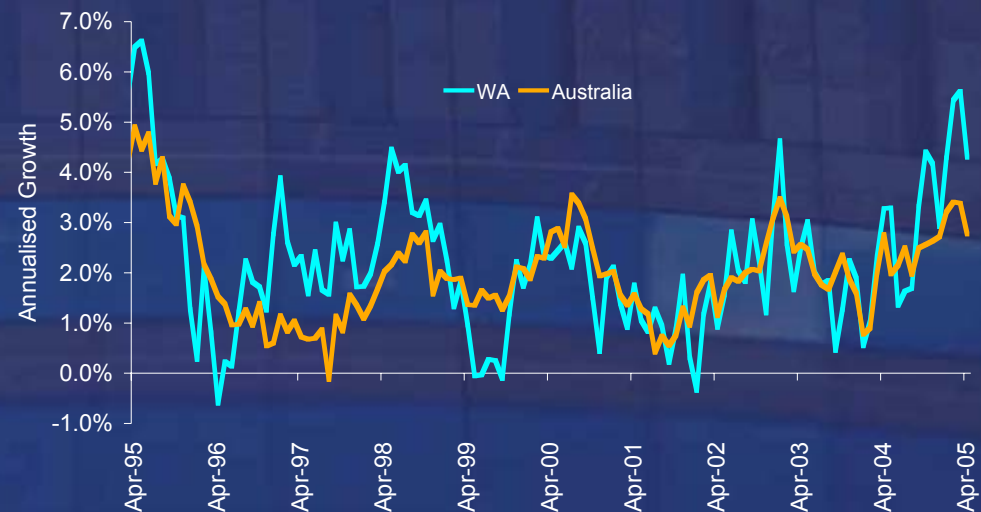


## WA Residential Market Outlook

Building Approvals  
Original Series, Private Sector, WA



Employment Growth  
WA vs Australia, Annualised



- Continued solid market conditions anticipated in WA through FY06
- Employment growth very strong, driving sustained net interstate and international migration gains



# Development Division

## Strong Contracts on Hand

	30 June 2005		30 June 2004		FY05 v FY04
	Units/ Lots	Contract Value	Units/ Lots	Contract Value	Contract Value Change
Residential Communities	887	\$192m	756	\$132m	↑ 45%
Apartments	312	\$129m	148	\$53m	↑ 143%
<b>TOTAL</b>	<b>1,199</b>	<b>\$321m</b>	<b>904</b>	<b>\$185m</b>	<b>↑ 73%</b>



# Development Division

## Key Future Initiatives

- Repositioning and adding value to the Lensworth portfolio
- Increased market share from 17 new projects to be launched in FY06
- Potential Unlisted Residential Development Fund opportunities
- Innovative retail marketing campaigns
- Build on market leadership position and employer of choice



# Development Division

## Summary

- Delivered strong performance in FY05
- Clear business strategy to deliver consistent growth
- We understand the market dynamics and have taken these into account in our forecasts
- Well positioned to deliver our objectives for FY06 and beyond



# Unlisted Property Funds

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**Stockland**



# Unlisted Property Funds

## Core Strategic Objectives

- Originate and manage **innovative** investment funds that deliver on investor expectations
- Establish new sources of **capital** for Stockland
- Facilitate **asset growth** & new opportunities across Stockland
- Extend the Stockland **brand** into new markets
- Generate additional **sustainable income** to increase Stockland ROE





# Unlisted Property Funds

## Highlights

- Established SFML Board, governance and risk management framework
- Successful close of SDOT1
- Completed Saville Private Syndicate
- SDOT2 offer launched late July, fully underwritten

# Unlisted Property Funds

## Key Focus

- Continue to build on the \$370m assets under management post SDOT2
- Complete new product initiatives currently under development
  - Potential wholesale Residential Development Fund
- Manage existing funds for performance

# Finance and Capital Management

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Stockland



# Capital Management

S&P Rating

A-

30 June 2005

- Weighted average length of debt 5.2 years
- Debt fixed/hedged 63%
- Weighted average cost of debt 6.0% \*
- Gearing (debt/total tangible assets) 27.5%

July 2005: US Private Placement

US\$325m

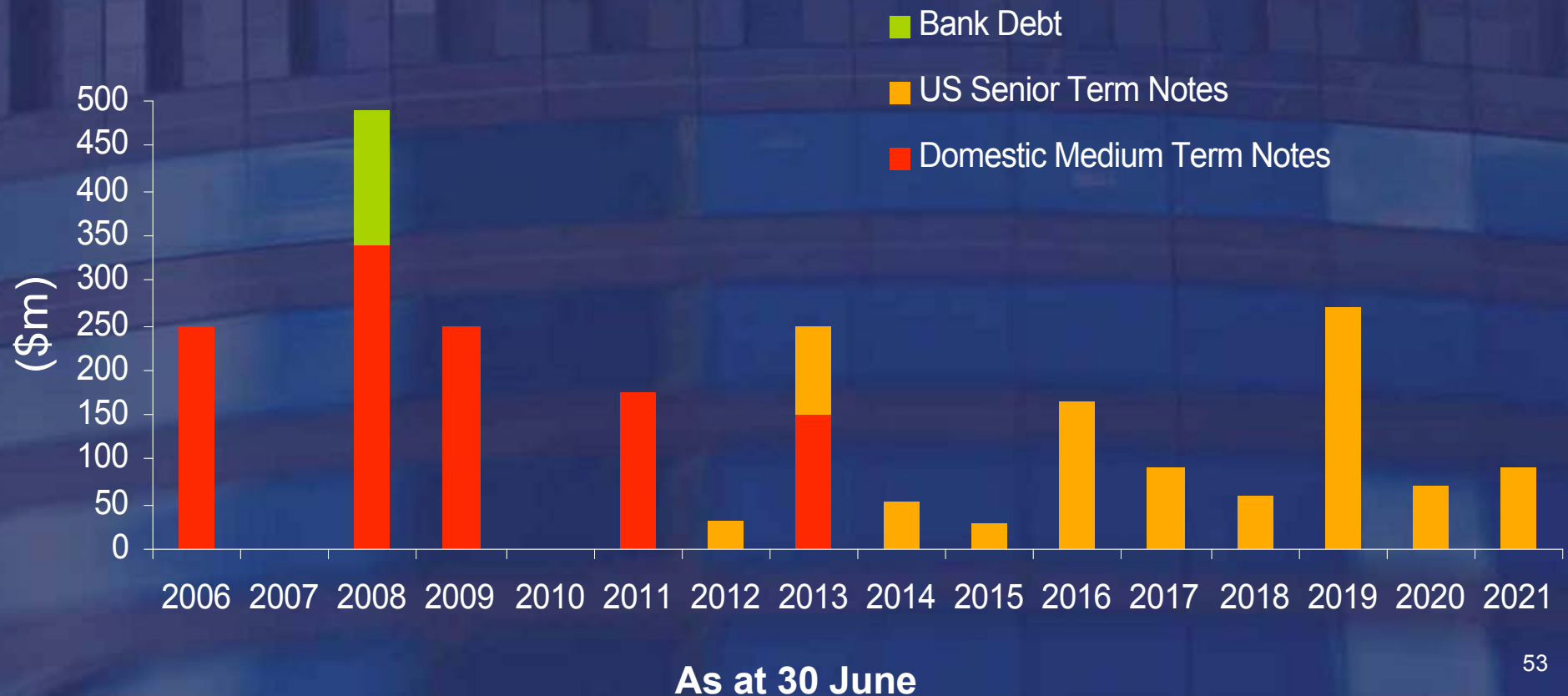
\* including all costs, fees & margins



# Capital Management

## Debt maturity profile (post USPP issue)

New weighted average term: 6.7 years





# Interest Capitalisation

- Interest capitalised in accordance with accounting standard
  - Qualifying assets
    - Long Term
    - Active
  - Net realisable value above book value
  - Ceases when property ready for use/sale
- Interest incorporated in all
  - Acquisition assessments
  - Regular project reviews

# Interest Capitalisation

- Capitalised interest is expensed via Cost of Sales (COS)
  - See Annexures for FY05 effect
- 70% of residential land is not scheduled for sale within 3 years
  - Higher due to large acquisition in December 2004 (Lensworth)
- Total P&L effect of interest (Borrowing cost + COS) will approach total interest paid by FY08, depending on the timing of future purchases

- No effect on
  - Business operations
  - Cash flows
  - Distributions
  - Debt covenants
- Potential income statement volatility, due to
  - Revaluation of investment property
  - Goodwill adjustments
  - Mark to market of financial instruments that do not qualify for hedge accounting
  - UIG53 profit recognition (short term)

- “Headline” net profit effect will be volatile
  - FY05 restatement – significant increase (89%)
- Minor effect on restated FY05 underlying operating profit:

Reverse UIG53	\$ (12.3) m
Straightline rental income	3.9
Amortise leasehold fitout incentives	(3.4)
Other	(1.4)
	<hr/>
	(13.2)
Effect on income tax expense	4.5
	<hr/>
	\$ (8.7) m
<b><i>EPS effect</i></b>	<b><i>(0.7) cents</i></b>

- Minor effect on restated FY05 Balance Sheet (\$4m)
- Refer Annexures for details of the above effects
- Equity as debt issue not yet resolved





**Saville**

**Hotel Group**



**Stockland**



# Saville Hotel Group

## Highlights

	FY04	FY05
Occupancy	75%	76%
Average Room Rate	\$146	\$144
Operating Profit	\$4.8m	\$5.3m

- Focus on the opening of Saville Southbank, Brisbane in December 2005
- High ROE – funds invested in hotel management business, approximately \$20 million



# Governance & Management

- Smooth transition of Chairman from Peter Daly to Graham Bradley
- Continued strengthening of Board
  - Appointment of Peter Scott
- Succession management in place for top 3 levels
- High employee engagement
- Strong commitment to corporate responsibility and sustainability as a key driver of TSR

# Future Outlook & Strategy

- FY06
  - Strong momentum carried forward from FY05
  - Distribution policy – no disadvantage from AIFRS transition
- Goal of market leadership in each of our businesses
- Focus on growing UPF capability and platform
- Current EBIT mix to continue in line with strategy
- Exploring new income streams to enhance diversification
- Enhancing integrated platform through cross divisional collaboration
- Alignment of management incentives and shareholder returns

# Annexures

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**Stockland**



# Summary of June 2005 Full Year Results

	\$m	Cents per Security
<b>Operating profit</b>	<b>517.0</b>	<b>39.8</b>
Capital profits on sale of investment properties	15.4	
Unrealised loss on “mark to market” of interest rate hedges	(19.8)	
Amortisation of goodwill on acquisition of ADP	(106.9)	
<b>Reported Statutory Net Profit</b>	<b>405.7</b>	
Net transfers from Reserves	111.3	
<b>Amount available for distribution</b>	<b>517.0</b>	
<b>Distribution/ Dividend</b>		
- Trust Distribution (100% payout)	397.6	30.6
- Corporation Dividend (90% payout)	107.8	8.3
<b>Total Distribution/ Dividend</b>	<b>505.4</b>	<b>38.9</b>
<b>Net increase in corporation retained profits</b>	<b>11.6</b>	



# Investment Property & Development Asset Position

	Shopping Centres (\$m)	Commercial & Industrial (\$m)	Development Division (\$m)	Total Group (\$m)
<b>1 July 2004</b>	<b>2,758</b>	<b>2,735</b>	<b>1,022</b>	<b>6,515</b>
Capex/Development	155	102	614	871
Acquisitions	123	49	1,009	1,181
Sales	(149)	(220)	(450)	(819)
Revaluations	243	37	-	280
<b>30 June 2005</b>	<b>3,130</b>	<b>2,703</b>	<b>2,195</b>	<b>8,028</b>

\* Includes Retail Projects and Industrial Trading

# Total P&L Effect of Interest

## Profit and Loss Effect FY05

		\$m
Interest paid		122.7
Interest capitalised:		
Development assets	81.7	
Investment assets	10.8	
Total		92.5
Borrowing cost expense		30.2
Capitalised interest expensed via COS		12.9
<b>TOTAL P&amp;L effect</b>		<b>43.1</b>

# AGAAP FY05 profit restated to AIFRS

## Summary Pro Forma Income Statement Year to 30 June 2005

AGAAP FY 05 reconciliation to IFRS FY 05	Note	AGAAP \$m	AIFRS Adjustment \$m	AIFRS \$m
Net operating profit after tax	attached	517.0	(8.7)	508.3
<b>EPS Cents</b>		<b>39.8</b>	<b>(0.7)</b>	<b>39.1</b>
<b>Significant items:</b>				
Revaluation of investment properties	1		279.0	279.0
Ineffective hedges	2	(19.8)		(19.8)
Goodwill amortisation	3	(106.9)	106.9	-
Goodwill write off for investment property disposals	4		(15.1)	(15.1)
Capital Profits		15.4		15.4
<b>Net profit after tax</b>		<b>405.7</b>	<b>362.1</b>	<b>767.8</b>
<b>EPS Cents</b>		<b>31.2</b>	<b>27.9</b>	<b>59.1</b>

# AGAAP FY05 operating profit restated to AIFRS – adjustments

AGAAP FY 05 reconciliation to IFRS FY 05	Note	IFRS Adjustments \$m
<b>IFRS adjustments to net operating profit after tax</b>		
<b>Category 1 :Timing</b>		
Reverse UIG 53 (Apartments)	5	(12.3)
Reverse UIG 53- Share of equity accounted profits	5	(0.7)
Straight line rent (Hotel leases)	6	0.2
Turnover rent on receipt	7	(1.0)
		(13.8)
<b>Category 2 : Change in methodology</b>		
ESP and ISP	8	(0.8)
Reverse amortisation of Goodwill (Taylor Woodrow)	9	1.1
Amortisation of own use asset (St Kilda Road)	10	(0.1)
Hotel strata units depreciation	11	(0.1)
		0.1
<b>Category 3:Property valuation related</b>		
Straight line rental income	12	3.9
Leasehold fit out incentives amortised	13	(3.4)
		0.5
<b>Income tax expense</b>	14	4.5
<b>Total</b>		<b>(8.7)</b>



# AIFRS – restated 30 June 2005 Balance Sheet

## Summary Pro Forma Balance Sheet As at 30 June 2005

	AGAAP	AIFRS ADJUSTMENTS							AIFRS
		Goodwill amortisation reversed	Goodwill allocation to disposals	UIG 53 sales reversed	Amortisation own use assets	Reclassification Adjustments	Other Adjustments	Net change	
		3	4	5	10	15			
<b>\$ millions</b>									
<b>Note</b>									
Receivables	107.0					(38.1)	(1.0)	(39.1)	67.9
Inventories	2,248.5			(12.3)		(14.0)		(26.3)	2,222.2
Non-current assets held for sale						14.0		14.0	14.0
Investment properties	5,092.0					(77.9)		(77.9)	5,014.1
Property, plant and equipment	21.4				(40.3)	49.2	(0.5)	8.4	29.8
Investments in associates	643.7					11.3	(0.7)	10.6	654.3
Intangible assets	161.2	108.1	(15.1)				(1.8)	91.2	252.4
Other assets	126.6					15.7		15.7	142.3
<b>Total assets</b>	<b>8,400.4</b>	<b>108.1</b>	<b>(15.1)</b>	<b>(12.3)</b>	<b>(40.3)</b>	<b>(39.8)</b>	<b>(4.0)</b>	<b>(3.4)</b>	<b>8,397.0</b>
Payables	254.9						1.4	1.4	256.3
Deferred tax liabilities	35.3						(0.8)	(0.8)	34.5
Other liabilities	2,594.5							0.0	2,594.5
<b>Total liabilities</b>	<b>2,884.7</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.6</b>	<b>0.6</b>	<b>2,885.3</b>
<b>Net Assets</b>	<b>5,515.7</b>	<b>108.1</b>	<b>(15.1)</b>	<b>(12.3)</b>	<b>(40.3)</b>	<b>(39.8)</b>	<b>(4.6)</b>	<b>(4.0)</b>	<b>5,511.7</b>

# AIFRS Explanatory Notes

- 1 Investment property revaluations under IFRS are required to be taken to profit instead of direct to asset revaluation reserve.
- 2 Ineffective hedges are required to be taken to profit under IFRS and AGAAP.
- 3 Goodwill amortisation is prohibited under IFRS and instead goodwill must be tested for impairment at least annually
- 4 Under IFRS goodwill is required to be allocated to cash generating units such as investment properties and when disposals occur the goodwill allocated is required to be included in the carrying amount relating to the disposal of the cash generating unit .
- 5 UIG 53 (AGAAP) which requires percentage completion basis of sales recognition has been withdrawn for IFRS which requires recognition of sales on basis of when risks and rewards have been transferred to the buyer which is usually on settlement
- 6 Operating lease expenses are required to be recognised on a straight line basis
- 7 Turnover rent is required to be recognised when chargeable to tenant under IFRS rather than on an accruals basis
- 8 Securities issued to employees under the ESP and ISP schemes are required to be valued and expensed as in substance options under IFRS
- 9 Taylor Woodrow goodwill amortisation is prohibited under IFRS and instead goodwill must be tested for impairment at least annually
- 10 Stockland occupies a significant portion of an investment property and is required under IFRS to treat as property, plant and equipment and depreciate from when occupation became significant
- 11 Hotel strata units are considered owner operated property and are required to be depreciated under IFRS
- 12 Rental income is recognised on straight line basis over the lease term under IFRS as compared to AGAAP which recognises rental income when it is billable to the tenant
- 13 All lease incentives are required to be amortised under IFRS
- 14 IFRS adjustments impact accounting profit and resulting income tax expense calculated
- 15 A number of balance sheet reclassifications are required under IFRS the major ones comprising:
  - Straight-line rent adjustments from investment properties to receivables
  - Loans to associated entity to investment in associate
  - Lease incentives and costs from investment properties to other assets
  - Non current assets to be sold from investment properties
  - Owner occupied property from investment properties to property, plant and equipment
  - Derecognition of ISP and ESP loans and securities

# Shopping Centres – Development Pipeline

Project	Development Cost (\$'m)	Anticipated Yield	Status
Bay Village	44.1	> 11.0%	Stage 1 opened Feb'05, Stage 2 opened Apr'05, final completion by Oct'05
Glendale	19.6	11.7%	Completion Dec'05
Burleigh Mktplace	32.3	8.5%	Stage 1 opened Mar'05, with final completion by Oct'05
Shellharbour Kmart	3.6	12.0%	D&C contract executed and works commenced on site as programmed
Bridge Plaza	3.0	9.1%	Completion Dec'05
Forster - all stages	45.9	8.0%	DA approved
Merrylands - all stages	120.0	8.0%	Commencement late '05, subject to DA
Baldivis	18.8	8.0%	DA preparation
Baulkham Hills - all stages	26.0	8.0%	DA preparation
Glenrose - all stages	100.0		Masterplanning stage, expecting DA lodgement late '05
Rockhampton Kmart Plaza	45.0		Masterplanning
Balgowlah - all stages	79.6		Stage 1 DA (Envelope) submitted Apr'05
Nowra	35.0		Land negotiations
Benowa	3.0		Masterplanning
Wendouree	10.0		Masterplanning
Gladstone (Kin Kora)	35.0		Masterplanning
Vincentia	60.0		Masterplan/ Rezoning Application lodged with DIPNR & Shellhaven council
Corrimal	18.0		Masterplanning
Caloundra	40.0		Masterplanning
Greenhills - all stages	26.5		Masterplanning
Townsville	25.0		Masterplanning
<b>TOTAL</b>	<b>790.4</b>		

# Shopping Centres – Retail Sales

## Portfolio Summary - Sales

Centre	Total MAT (\$m)	Comp Growth (%)	Specialties MAT (\$/m <sup>2</sup> )	Occupancy Cost (%)
Stockland Bay Village	131.2	NA	NA	NA
Stockland Bathurst	116.4	NA	8,816	9.9
Stockland Baulkham Hills	95.7	-1.1	8,071	11.1
Benowa Gardens Shopping Centre	35.3	1.9	7,757	8.9
Stockland Bull Creek	94.0	3.0	7,644	12.4
Stockland Burleigh Heads	140.4	N/A	N/A	N/A
Stockland Cairns	190.2	3.1	7,048	11.4
Stockland Caloundra	114.9	7.4	10,961	7.5
Stockland Cleveland	116.3	0.9	8,385	8.2
Stockland Corrimal	80.7	2.9	7,609	9.0
Stockland Forster	78.1	1.5	6,839	7.9
Stockland Gladstone	136.3	1.2	8,864	10.1
Stockland Glendale	206.6	4.6	8,054	9.0
Stockland Glenrose	61.1	-0.6	6,894	9.6
Stockland Green Hills	263.4	10.8	11,536	8.0
Stockland Jesmond	132.4	1.6	7,838	11.3



# Shopping Centres – Retail Sales

Centre	Total MAT (\$m)	Comp Growth (%)	Specialties MAT (\$/m <sup>2</sup> )	Occupancy Cost (%)
Stockland Merrylands	167.2	-0.3	10,507	10.4
Stockland Nowra	118.4	0.8	9,973	9.1
Stockland Parabanks	144.9	0.0	7,694	9.6
Piccadilly, Sydney	17.7	3.9	6,044	19.2
Stockland Rockhampton	209.0	6.7	9,602	9.0
Stockland Shellharbour	201.3	3.4	10,704	9.2
Stockland Townsville	195.4	8.4	9,945	11.3
Stockland Traralgon	86.5	4.9	6,014	10.5
Stockland Wendouree	134.0	8.2	7,283	9.0
Stockland Wetherill Park	232.6	5.2	9,635	10.9
Karrinyup Shopping Centre	333.8	5.6	9,673	14.5
Shellharbour Supa Centre	39.6	4.2	N/A	N/A
135 King Street, Sydney	19.5	N/A	N/A	N/A
Bridge Plaza	45.8	N/A	N/A	N/A
The Pines*	118.9	N/A	N/A	N/A
Batemans Bay*	71.7	N/A	N/A	N/A
<b>TOTAL</b>	<b>4,129.3</b>	<b>4.1</b>	<b>8,817</b>	<b>10.0</b>

# Shopping Centres – Retail Sales

## NZ Portfolio Summary - Sales

Centre	Total MAT (\$m)	Comp Growth (%)	Specialties MAT (\$/m <sub>2</sub> )	Occupancy Cost (%)
Lynnmall Shopping Centre	(NZ) 213.9	-1.9	(NZ) 9,158	12.0
Botany Town Centre	(NZ) 278.3	8.4	(NZ) 8,442	12.8
Manukau Supa Centa	N/A	N/A	N/A	N/A
<b>TOTAL</b>	<b>(NZ) 492.2</b>			

Inclusive of GST

NZ Centres in N.Z. Dollars

# Shopping Centres – Retail Projects

## Retail Projects

- Incorporated into Shopping Centre Division during the past 12 months
- 10 future projects identified in our current portfolio

Projects developed and sold in FY05*	Value (\$m)
Burleigh Homespace	31.3
Rockhampton Homemaker Centre	26.4
ShopSmart Mt Druitt	14.5
Bathurst	2.3

Projects constructed and trading	GLA (m <sup>2</sup> )	Expected timing for profit
Tamworth	13,095	FY06

\* Excludes land sales

# Shopping Centres Revaluations

	Previous Book Value (\$m)	Current Valuation (\$m)	Valuation Date	Cap Rate %	Revaluation Increment/ Decrement (\$m)
<b>INDEPENDENT VALUATIONS</b>					
<b>Shopping Centres</b>					
Stockland Baulkham Hills	57.3	69.5	Dec 04	7.25%	12.2
Stockland Batemans Bay	62.5	65.0	Dec 04	7.25%	2.5
Stockland Bathurst	59.2	63.0	Dec 04	7.50%	3.8
Stockland Bull Creek	59.1	62.7	Dec 04	7.50%	3.6
Stockland Caloundra	51.3	60.0	Dec 04	7.50%	8.7
Stockland Cairns	131.1	145.0	Dec 04	7.50%	13.9
Corrimal Court	41.4	44.9	Dec 04	7.75%	3.5
Stockland Gladstone	71.1	78.0	Dec 04	7.50%	6.9
Stockland Glendale	121.5	133.5	Dec 04	7.25%	12.0
Stockland Green Hills	132.8	148.0	Dec 04	7.00%	15.2
Karinyup (25%)	85.3	100.0	Dec 04	6.25%	14.7
Stockland Merrylands	110.6	128.0	Dec 04	7.00%	17.4
Parabanks	61.8	70.7	Dec 04	8.00%	8.9
Stockland Nowra	61.2	68.4	Dec 04	7.50%	7.2
The Pines	122.5	122.9	Dec 04	7.25%	0.4
Stockland Rockhampton	138.2	147.0	Dec 04	7.25%	8.8
Stockland Shellharbour	163.1	178.0	Dec 04	7.00%	14.9



# Shopping Centres Revaluations

	Previous Book Value (\$m)	Current Valuation (\$m)	Valuation Date	Cap Rate %	Revaluation Increment/ Decrement (\$m)
<b>INDEPENDENT VALUATIONS</b>					
<b>Shopping Centres (continued)</b>					
Shellharbour Super Centre	40.0	42.0	Dec 04	7.50%	2.0
Stockland Townsville	160.4	174.5	Dec 04	7.50%	14.1
Stockland Traralgon	51.0	60.0	Dec 04	7.75%	9.0
Stockland Wendoree	54.1	64.0	Dec 04	7.50%	9.9
Stockland Wetherill Park	190.8	230.0	Dec 04	6.75%	39.2
Botany (50%)	105.0	114.1	June 05	7.625%	9.1
Lynnmall (50%)	61.3	67.0	June 05	8.375%	5.7
Manakau (50%)	27.0	28.6	June 05	8.50%	1.6
Piccadilly	30.9	28.0	June 05	7.00%	(2.9)
<b>Shopping Centre Subtotal</b>	<b>2,250.5</b>	<b>2,492.8</b>			<b>242.3</b>

# Commercial & Industrial Revaluations

	Previous Book Value \$m	Current Valuation \$m	Valuation Date	Cap Rate %	Revaluation Increment/ Decrement \$m
<b>INDEPENDENT REVALUATIONS</b>					
<b>Industrial</b>					
Port Adelaide Distribution Park	49.7	51.5	Dec-04	10.75%	1.8
Altona	18.7	24.9	Jun-05	9.50%	6.2
Brooklyn	58.9	70.0	Jun-05	9.00%	11.1
Hendra	43.9	52.5	Jun-05	9.00%	8.6
Fulcrum Street	5.9	7.5	Jun-05	8.75%	1.6
2 Davis Road	15.9	17.7	Jun-05	8.00%	1.8
11 Armour Street	13.3	14.0	Jun-05	8.25%	0.7
11a Ferndell Street	14.7	16.3	Jun-05	8.25%	1.6
159-163 Newton Road	11.2	11.9	Jun-05	8.25%	0.7
<b>Commercial</b>					
118 - 120 Pacific Highway	20.1	21.0	Dec-04	8.25%	0.9
Edmund Barton Building	87.4	87.5	Dec-04	8.25%	0.1
6-8 Underwood Street	10.0	11.0	Dec-04	n/a	1.0
222 Russell St (Car park only)*	13.4	13.8	Dec-04	8.50%	0.4
234 Sussex Street	45.3	45.0	Jun-05	7.75%	(0.3)
Amory Gardens	27.1	26.5	Jun-05	8.25%	(0.6)
Trace & Todd Buildings	15.3	17.3	Jun-05	10.50%	2.0

\* Property held in Stockland Corporation

# Commercial & Industrial Revaluations

	Previous Book Value \$m	Current Valuation \$m	Valuation Date	Cap Rate %	Revaluation Increment/ Decrement \$m
<b>INDEPENDENT REVALUATIONS</b>					
<b>Commercial (continued)</b>					
Chesser House	24.1	28.0	Jun-05	8.00%	3.9
75 George street	31.3	27.5	Jun-05	8.25%	(3.8)
333 Kent Street	32.8	37.5	Jun-05	7.25%	4.7
157 Liverpool Street	49.5	45.0	Jun-05	8.00%	(4.5)
50 Pitt Street	48.5	45.0	Jun-05	8.00%	(3.5)
Colonial Centre	176.0	172.5	Jun-05	6.00-7.00%	(3.5)
Piccadilly Centre (Tower & Court Buildings)	223.4	231.0	Jun-05	7.25-7.75%	7.6
77 Pacific Highway	50.3	49.0	Jun-05	7.75%	(1.3)
<b>Subtotal (Office Parks, Industrial &amp; Commercial)</b>	<b>1,086.7</b>	<b>1,123.9</b>			<b>37.1</b>

# Development Division

## Lot Diversity Definitions (Slide 34)

Townhouse	<250m_
Small	251 - 400m_
Courtyard	401 - 550m_
Conventional	551 - 650m_
Family	651 - 800m_
Large	801 - 1000m_
Rural	1,000m_+
Commercial, Industrial and Retail	Defined as number of equivalent lots
Apartments	Number of units



## Fair Value Accounting

This is below normal margins as most of the Lensworth land sold during the period had been acquired in a condition which was available for sale, or close to that condition. Accordingly, there was little margin between net selling price and purchase price as the latter was valued at (or close to) net selling price under fair value accounting rules.

# Disclaimer

## **Corporation/ Responsible Entity**

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Stockland Trust Management Limited  
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