

## Sunshine Coast Investor Tour 29<sup>th</sup> - 30<sup>th</sup> May 2008

### **Presenters**

Matthew Quinn Market overview and Stockland strategy

Hugh Thorburn Capital management update

**Denis Hickey** Residential business

Nick Perrignon Communities business

Mark Hunter Sunshine Coast asset tour







## Sunshine Coast Investor Tour Matthew Quinn / Hugh Thorburn



## Agenda

#### **Matthew Quinn**

A-REIT sector overview

Stockland's strategy and business model

Property markets overview

#### Hugh Thorburn

Capital Management update





## **A-REIT sector overview**

- Unprecedented volatility in debt and equity markets
- Key market themes have emerged :
  - Risk has been re-priced
  - Financial engineering and excessive debt have had their day
  - It's now about strong fundamental property skills and solid balance sheets
- We're all being impacted to varying degrees (Centro contagion)
- Our business model and skill set are well placed to perform in these conditions



The Islands, South Beach WA Artist's impression



## How has this impacted Stockland ?

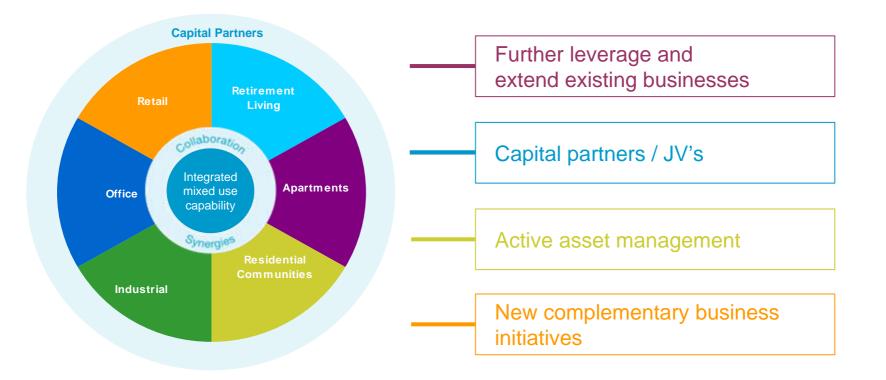
- Our cost of capital has increased (debt & equity)
- This does not change our strategy and model
- But we have lifted our hurdle rates for capex
- And we will look to accelerate our capital partnering strategy to fund our growth
- Our team and organisation structure are well set to deliver in these conditions



The Hyde, Sydney, NSW Artist's impression



## Stockland's strategy remains unchanged





## Stockland's strategy remains unchanged

## Further leverage and extend existing businesses

- Operational excellence drives our business unit performance
- Large development pipeline underpins our organic growth
- We are building our mixed-use capability into real competitive advantage

#### Capital partners / JV's

- Not a funds management platform
- Broader strategy to diversity our capital sources
- Strategic like-minded partners to help fund the growth of our business and share the risks / returns



The Village, Balgowlah (Artist's Impression)



Moorebank Defence Distribution Centre, NSW



## Stockland's strategy remains unchanged

#### Active asset management

- Non-core asset disposals
- Recycling the capital into our growth platforms (Retirement Living, Development Pipeline, UK)

New complementary business initiatives

- Our diversity is a key differentiator
- Broaden with complementary businesses eg. ARC
- Broaden geographically UK
- Enhance existing operations eg. Stockland Home Finance



Manukau Supa Centa, New Zealand



**Cameron Close Retirement Village, VIC** 



## Looking at the market fundamentals

#### Demand

- The March interest rate rise had a marked impact on the consumer
- Dampening retail spending and residential demand
- Retailer demand for new shops remains strong, but with more caution
- Demand for office space is softer due to the credit crunch and declining business confidence
- Office tenants are staying put, improving retention and decreasing demand for new space



Stockland Wetherill Park, NSW



## Looking at the market fundamentals

#### Supply

- Most markets are supply constrained
- Barriers to entry are lifting:
  - Higher build costs
  - More stringent planning and sustainability hurdles
  - Less pre-commitments due to the decline in business sentiment
  - Financiers of some new developments are either "pulling the deal" or increasing the cost of funding



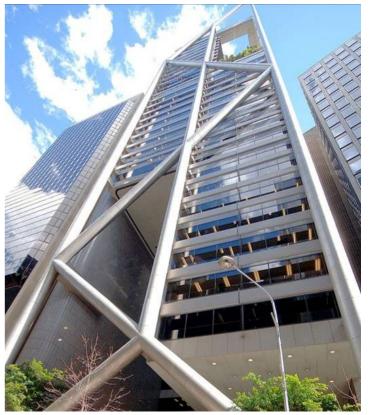
**Optus HQ, Macquarie Park, NSW** 



## Looking at the market fundamentals

#### **Capital Values**

- Cap rates may soften for poorer quality assets
- Rising rents will offset <u>some</u> cap rate easing, particularly for good quality property
- No evidence of material decline in values
- Quality assets remain tightly held by core property investors
- No forced sellers (yet)

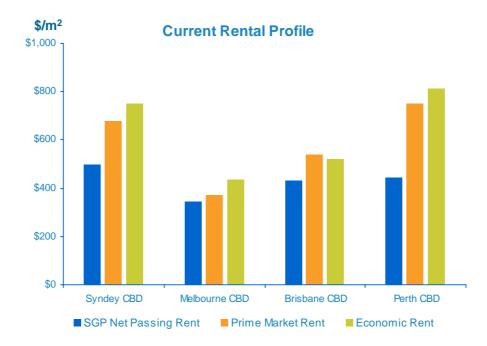


9 Castlereagh Street, Sydney



### **Property fundamentals – Office markets**

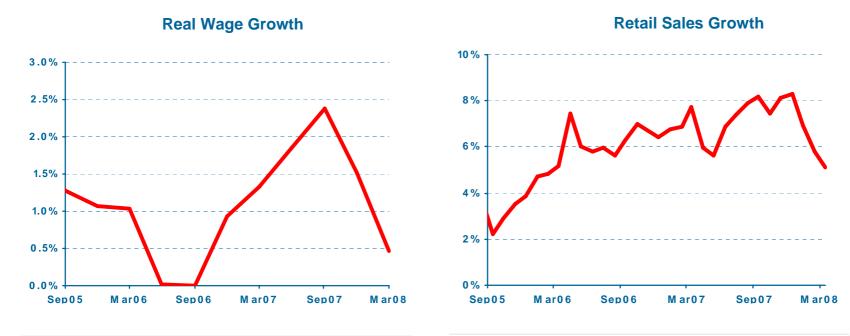
- Office vacancies at record lows 3.5% nationally
- Although demand has softened, it remains robust in our key markets
- Rents are still growing, but generally still remain below feasibility for new construction





## **Property fundamentals – Retail**

- Strong labour market and real income growth has driven buoyant retail sales
- But growth in consumer spending is slowing as confidence falls
- Retailers are becoming more cautious
- We don't expect a material downturn unless unemployment increases





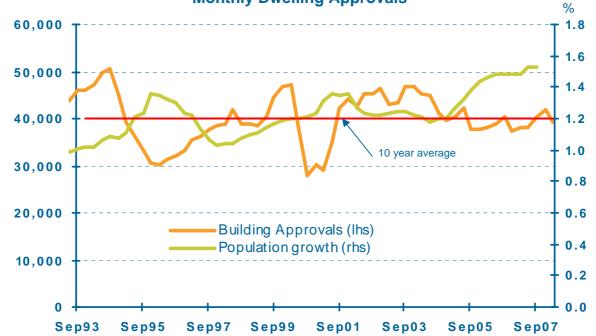
## **Property fundamentals - Residential**

#### Short Term

Consumer concerns will dampen the market and cause delays in purchasing decisions

#### Long / Medium Term

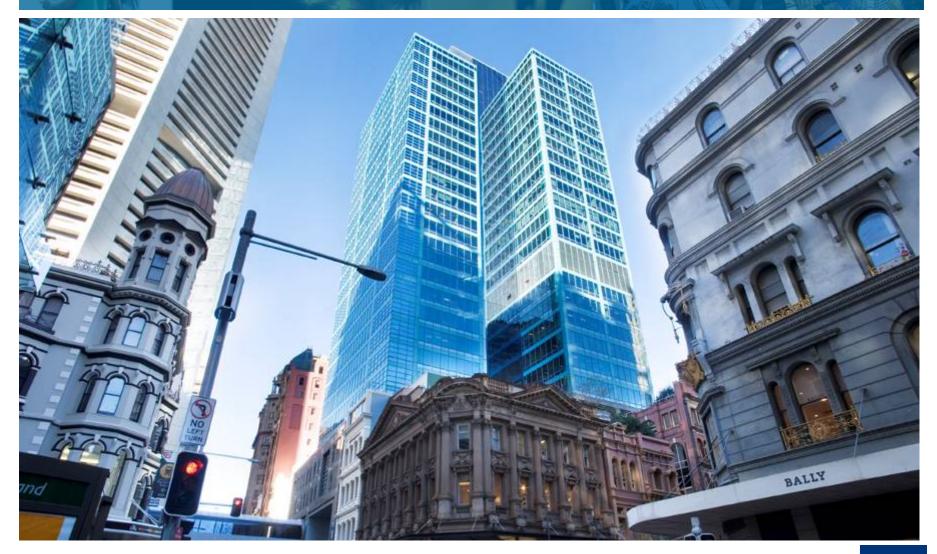
Rising population growth drives strong residential demand - BUT we're not building enough houses - deficit 35,000 dwellings a year



Monthly Dwelling Approvals

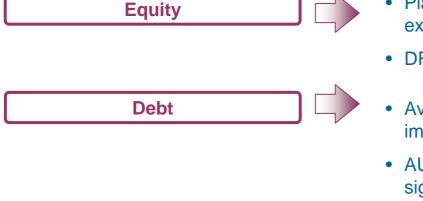


## Capital management update





## Source & application of funds



Asset disposals

Funds from operations

**Development pipeline** 

- Placements / rights issues high current yields makes this expensive
- DRP good take-up record, and potential for underwriting
- Available committed lines and balance sheet capacity are the important elements in the current environment
- AUS / US / UK markets are available for A- borrowers but significant credit spreads apply
- Banks available at reasonable (albeit more expensive) cost
- Regular asset review for potential disposals
- Positive or negative depending on working capital needs and opportunities
- Some flexibility on timing

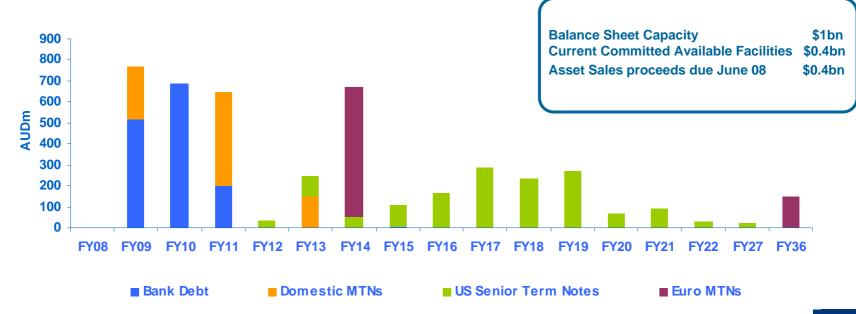
#### **Summary**

- Ample sources of funds to meet development and working capital needs
- No need for untimely asset disposals



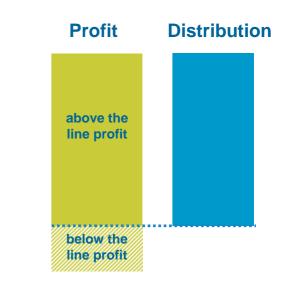
## Update on Capital Management (as at 30 April 08)

Gearing (debt/total tangible assets)	29.7 %
Weighted Average Debt Maturity	5.6 years
Debt Fixed / Hedged	58%
Weighted Average Maturity of Fixed / Hedged Debt	6.9 years
Weighted Average Cost of Debt (year to date / current)*	6.7% / 7.1%
Interest Cover	3.1:1



## **Distributions - Policy**

- Stockland's policy has been to limit distributions to operating 'above the line' earnings and not to distribute capital profits and other one-off items
- 'Below the line' significant items not distributed include:
  - cash items (eg capital profits on disposal of Saville, Investa position and investment assets)
  - non-cash items (eg revaluations, financial instruments adjustments)
- Result: more funds are available for reinvestment
  - = less reliance on other funding sources





## **Distribution – impact of income tax legislation**

(1) Trust - taxable income

(2) Trust – tax deferred/preferred income

- Income tax legislation requires distribution in full
- Consists of such items such as tax-free portion of capital gains, timing differences between accounting and taxable income etc
- Distribution is optional

(3) Corporation - franked dividends

- Distribution of this after-tax income is optional
- Whilst Stockland does not distribute 'below the line profits', tax legislation requires that the taxable portion (eg capital gains on asset disposals) be distributed
- To limit total distribution to operating profits means that part of (2) and (3) above is reduced to offset the below the line amount required to be distributed
- This is why the percentage of (2) and (3) will vary from year to year
  - In FY08 the proportion of (2) and (3) of total distributions will be small due to the tax on below the line asset disposals (NZ, Karrinyup etc)
- This also means that flexibility on the distribution payout % is limited, as the distribution cannot fall below the Trust's taxable income



### **Other matters**

#### Goodwill

- Impairment testing required
- In progress and may lead to writedown
- Non-cash, 'below the line' and won't affect gearing or distributions

**Asset revaluations** 

- Tightened internal policy to ensure conservative stance on which properties are subject to independent valuations
- Current indications are no material change
- Hence no material effect on gearing and no effect on distribution



## Summary

- The A-REIT world has changed
- The sector needs to get back to basics and re-establish its brand
- We will take a leadership position
- Concerns about property values perception or reality?
- Fundamentals of supply/demand are very sound in most markets
- Stockland is in a good position
  - Strong balance sheet
  - Sound strategy
  - Excellent property skills
  - Experienced team

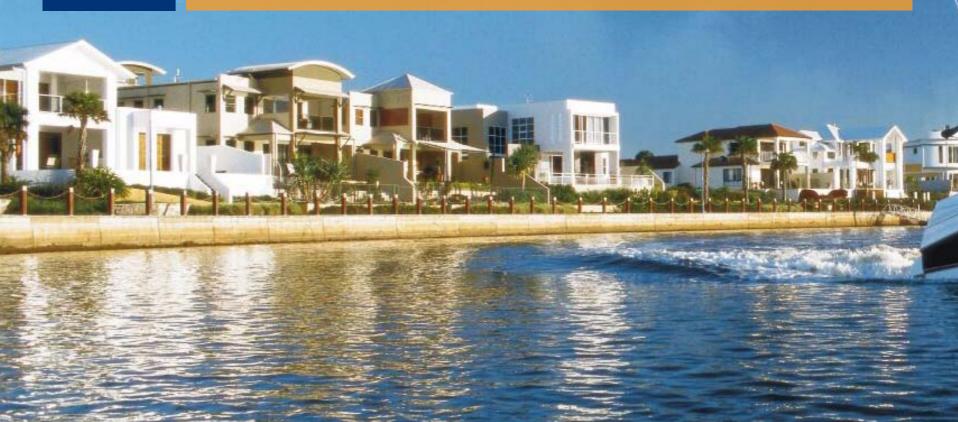


Durack Centre proposed development Artist's impression





## Sunshine Coast Investor Tour Residential Business - Denis Hickey





#### Denis Hickey – CEO, Residential

**Residential Business Overview** 

**Business Strategy** 

**Market Conditions** 

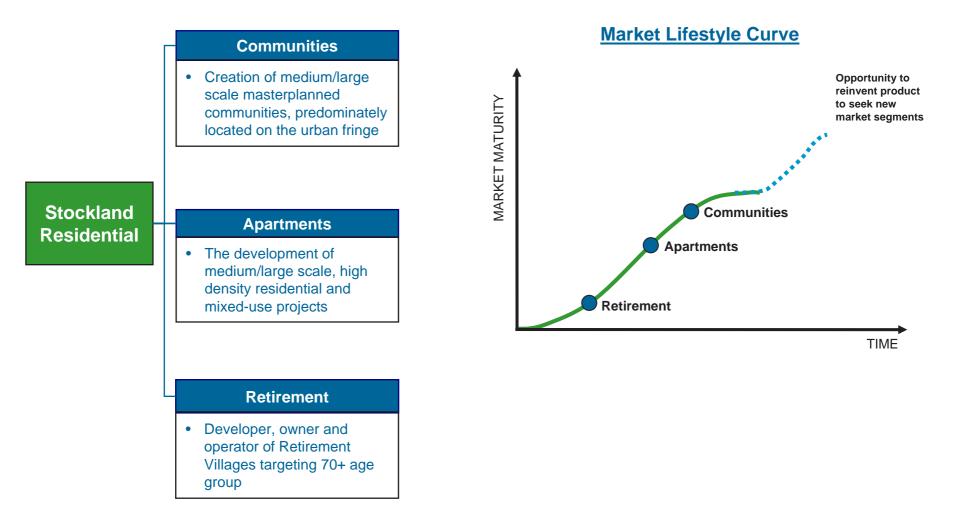
Key Issues Facing the Industry

Outlook





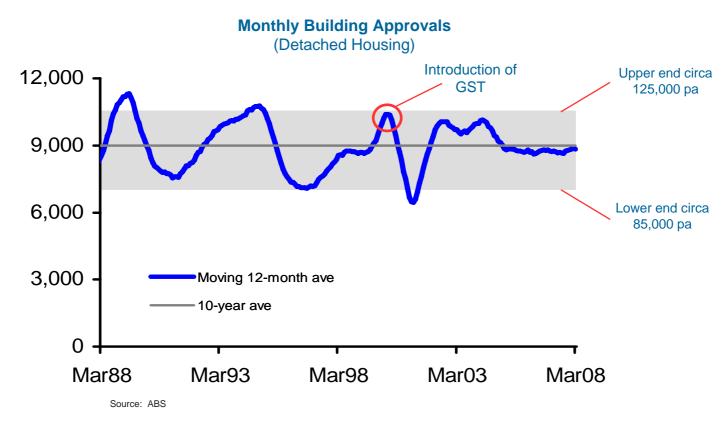
#### We operate 3 residential businesses



Each are at different stages of their market maturity and therefore they require different strategies for achieving growth

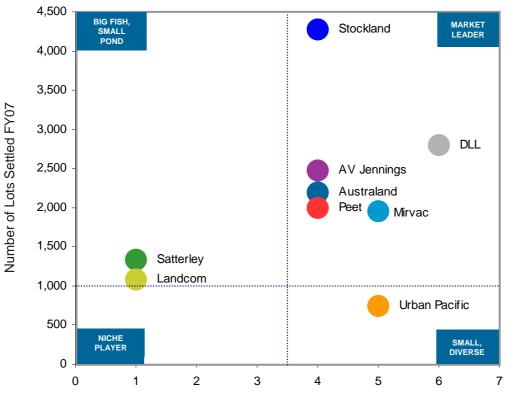
## The Communities market is very established and there is a long track record of proven demand

#### **Communities Market**



Despite the strong residential market over recent years, there has been no "over building" as supply remains tight

#### **Major Competitors - Communities**



Number of States with Development Presence

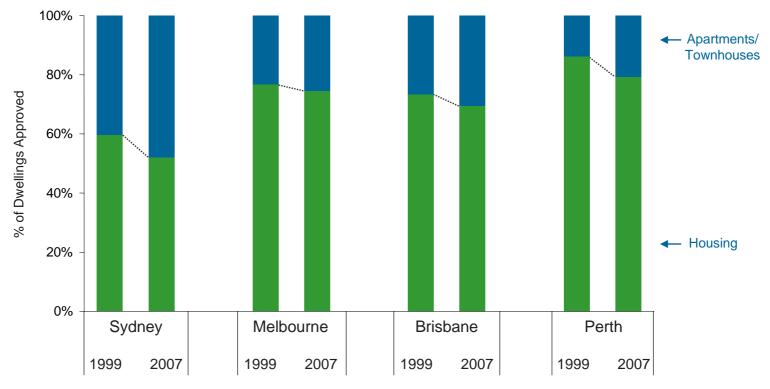
Sources: Company Websites, Valuer-General, Stockland Analysis

27



# The demand for Apartment style product has increased as our cities condense





Sources: ABS Dwelling Approvals by type

28



#### We have a good development pipeline in our Apartments business which is spread across the major capital cities

#### **Development Pipeline – Settlement Forecasts**

UNDER CONSTRUCTION*	% Sold	Project Value (\$m)	2H08	FY09	FY10	FY11	FY12+
Norman Reach, QLD	69%	\$106m					
South Beach, WA (stage launch)	92%	\$140m					
Allisee – Stage 2, QLD	38%	\$123m					
Prince Henry, NSW (stage launch)	53%	\$123m					
Hyde, NSW	53%	\$229m					
Village, Balgowlah, NSW	N/A	\$215m					
	Total	\$933m					

DEVELOPMENT PIPELINE*	Project Value (\$m)	2H08	FY09	FY10	FY11	FY12+
Prince Henry, Little Bay, NSW (Staged Launch)	\$235m					
Elysium, Gordon, NSW	\$110m					
Tooronga, Glen Iris, VIC (Staged Launch)	\$569m					
South Beach, Perth, WA	\$245m					
Eagle Street Pier, Brisbane, QLD	\$525m					
RVIB St Kilda Road, VIC	\$214m					
South Yarra, VIC	\$233m					
Total	\$2,131m					

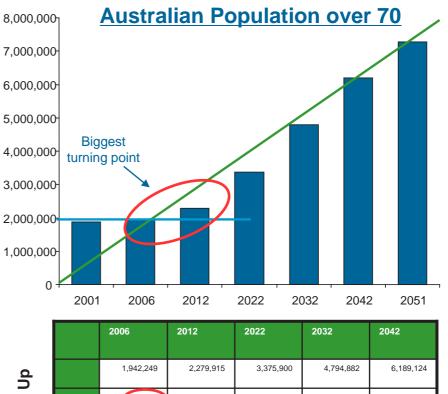
Sources: Stockland as at 30 April 2008

\* Excluding Office & Retail

## We anticipate we will begin to deliver meaningful profits commencing FY10 onwards

# The Retirement sector has a high growth outlook as the baby boomers move into their next phase of life

- Retirement segment 70+ has approximately 1.9 million people
- As the baby boomers move into this segment the 70+ population will grow by 146% in the next 25 years
- Currently only circa 4% move into Retirement Villages
- If the adoption rate for Retirement Villages moves towards international counterparts (circa 10%) and beyond, this will substantially increase demand in this segment



3% 58,267 68.397 101.277 143.846 185.674 116.535 136,795 202.554 371.347 6% 287.693 9% 174.802 205.192 303.831 431.539 557.021 12% 233.070 273.590 408.108 575.386 742.695

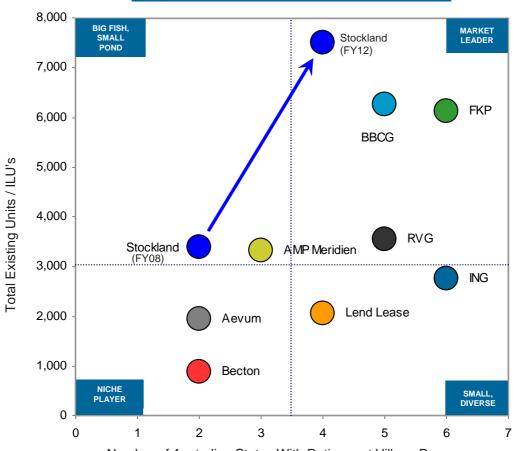
Source: ABS



Take



## Stockland is currently only operating in two States however, as our development pipeline is delivered we will increase our presence in this sector



#### **Major Competitors - Retirement**

Number of Australian States With Retirement Village Presence

Sources: Company Annual Reports, Company Websites; Stockland Analysis

## We are well placed to capitalise on our strong development pipeline and grow our market share

Stockland



**Residential Business Overview** 

**Business Strategy** 

**Market Conditions** 

Key Issues Facing the Industry

Outlook





The Residential business strategy focuses around building world class living communities through a focus on product leadership





"To Create World Class Living Communities"

**Competitive Strategy** 





#### Focus on Product led strategy





The outcome of Product Leadership is to have market leading product that is highly desired and valued by customers



## Our operating model is focused on extracting value from projects as they progress through their development phase

FINANCIAL & RISK MANAGEMENT					
CONCI	EPT DELIVERY MARKETI		DELIVERY		
ACQUISITION	DESIGN	DOCUMENTATION	CONSTRUCTION	MARKET POSITIONING	SALES
↑ *	↑ *	-	-	↑ *	

There are 3 key areas where significant "value added" is generated

#### **Benefits**

- Unique "Stockland Way" of managing our business
- Efficient mix of "in-house" and "external" resources (minimises overheads)
- Clearly defined operating platform and process drive efficiencies

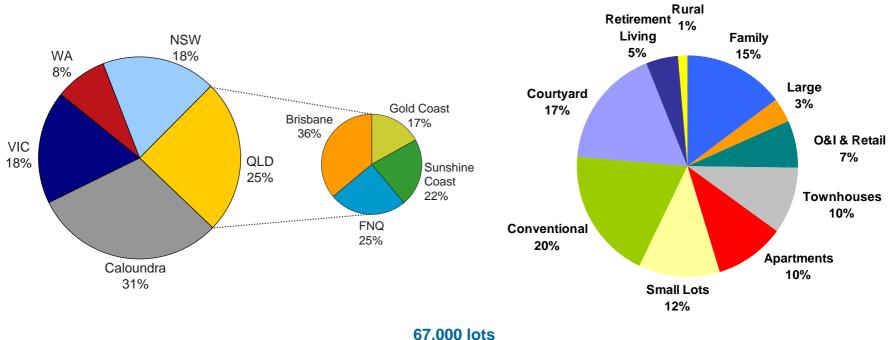
This process enables us to leverage capability and transfer best practice



# Our strategy is to have diversity both geographically and at a product level

#### **Geographic Diversity**

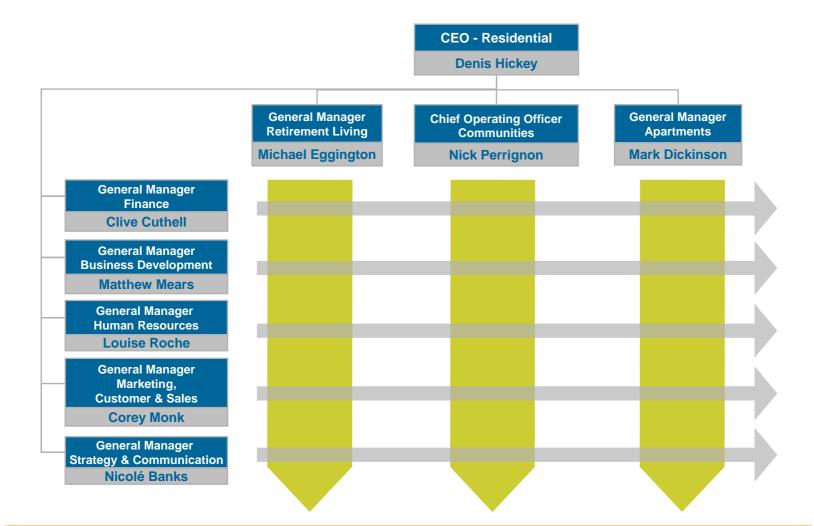
#### **Product Diversity**



as at 31 December 2007



#### We have a strong executive team with deep experience



Our cross functional structure provides clear focus





**Residential Business Overview** 

**Business Strategy** 

**Market Conditions** 

Key Issues Facing the Industry

Outlook

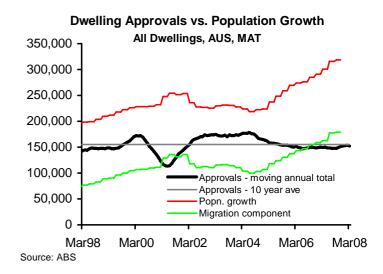




## The core drivers of the residential sector remain sound ...

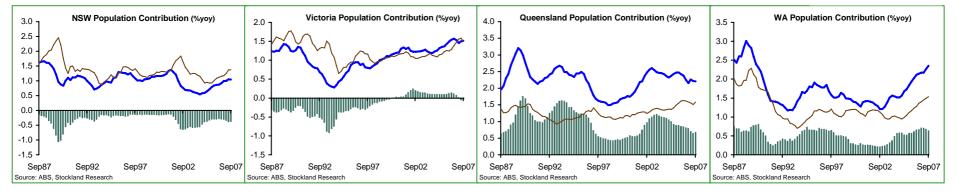
#### **Medium Term Outlook**

- GDP Growth still positive
- · Unemployment to remain low
- Population Growth still strong
- Market is in undersupply



#### **Population Growth Strong in all Markets**



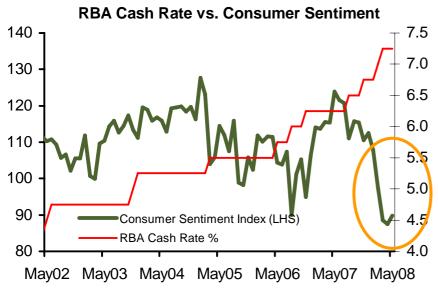




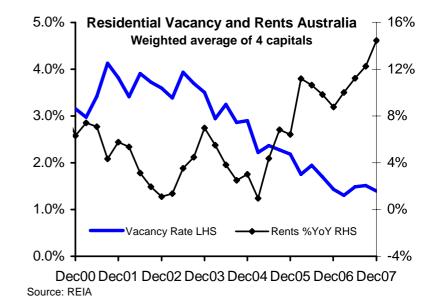
Population growth is the core long term driver

# ...however, recent interest rate rises combined with rising petrol and other negative news, has dampened consumer confidence

**Short Term Outlook** 



Source: RBA, Melbourne Institute



The question is how long will the market remain soft? The shortage of rental product and constantly rising rents should drive demand for new product





**Residential Business Overview** 

**Business Strategy** 

**Market Conditions** 

Key Issues Facing the Industry

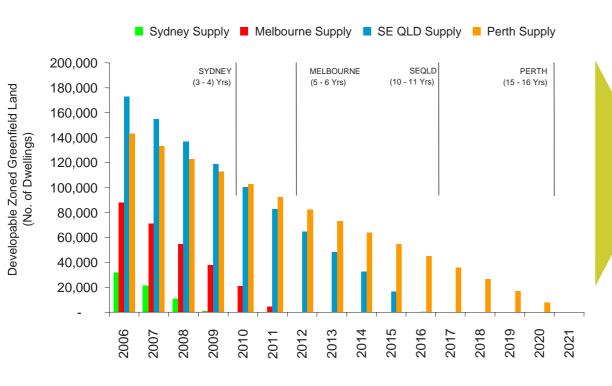
Outlook





# The lack of available developable land to meet future demand remains the biggest issue facing our industry and future Australians

## Long Term Market Supply V's Demand Consumption of Developable Zoned Residential Land



### **Stockland Focus**



- Identify future development opportunities and take them through the rezoning/ approvals phase
- Capitalise on our diversified platform by unlocking/bringing forward development opportunities

#### **External**

 Lobby Governments at all levels to commit to increasing supply

Source: ABS, KPMG, QLD PIFU, SGP (2006)

# Stockland

Our large development pipeline is a strategic advantage in this climate

# Decreasing affordability has been driven by a combination of factors

## **Drivers of Affordability**



## **Stockland Focus**

#### Internal

- Continuously evolve our product to meet market price points
- Explore opportunities to create new income streams as government initiatives are introduced

#### External

 Continue to work closely with Industry and Government to develop better solutions to reduce the cost of product to this sector





**Residential Business Overview** 

**Business Strategy** 

**Market Conditions** 

Key Issues Facing the Industry

Outlook







Focus on unlocking our existing development pipeline (over 4,000+ ILU's) as well as portfolio acquisition opportunities that may arise



Focus on the medium/large scale residential and mixed use developments as our cities continue to increase in density



Capitalise on our market leadership position, grow our market share by delivering our existing pipeline as well as continuing to secure new development opportunities





# Sunshine Coast Investor Tour Residential Communities – Nick Perrignon

Contraction of the second s

## The Communities business model has enabled Stockland to effectively manage through property cycles

### **Business Model**

- Our primary focus is master-planned communities
- We are focussed on geographic and product diversity
- We are not a home builder
- Our core activities are:
  - Research & Acquisition
  - Masterplan & Design
  - Development Management
  - Marketing & Sales

46

 We have a strong focus on customer insights which drives our business strategies

# Our Communities business benefits significantly from the Group's diversified, integrated platform

### **Financial Performance Track Record**



Stocklar

Source: ABS, Stockland Results

# We operate in the key four States and focus on population and employment growth corridors

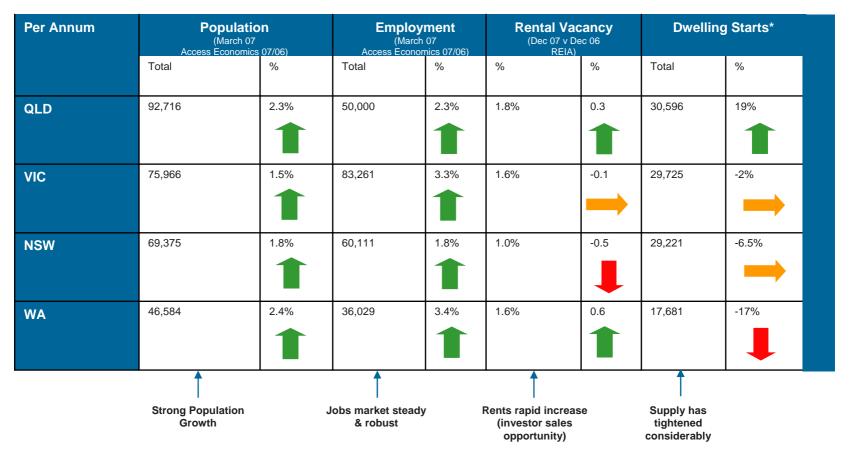


We have a good spread of projects throughout the Australian market



Undersupply prevalent in all markets, vacancy rates at historical lows, rising rental rates, population & employment strong growth

## **Key Indicators**

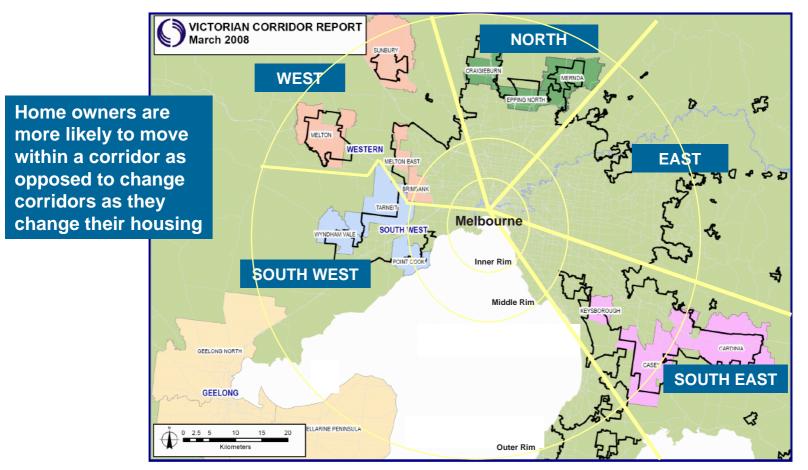


\* Dwelling Starts = ABS Dec 07 Dwelling Unit commencements (during year) for detached houses; excludes attached houses, conversions and renovations

Current market landscape shows underlying fundamentals remain strong for our business

## We segment the market through two lenses. Firstly, an understanding of key corridors.....

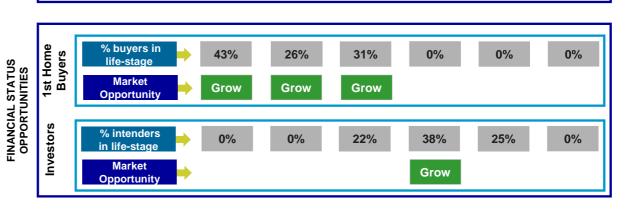
Residential is a "local" market, we focus on population growth, employment growth and transport infrastructure



We focus on understanding the dynamics within each specific corridor

# ...and secondly, we target customers by life stage within identified corridors

- Young Families represent a strong business source as they have the highest location proximity and purchase intention
- Mature Young Down-SINK DINK Retiree Family Family Sizer Household# 8% 5% 21% 10% 33% 23% (% total) **Current Home** 13% 34% 74% 88% 90% 89% LIFESTAGE OPPORTUNITIES **Ownership %** Net Worth 2.5 3.5 4.5 5.0 2.0 5.0 Quintile Market Core Core Grow Opportunity
- We are focusing on the first home buyer market with home products that are at more affordable price points

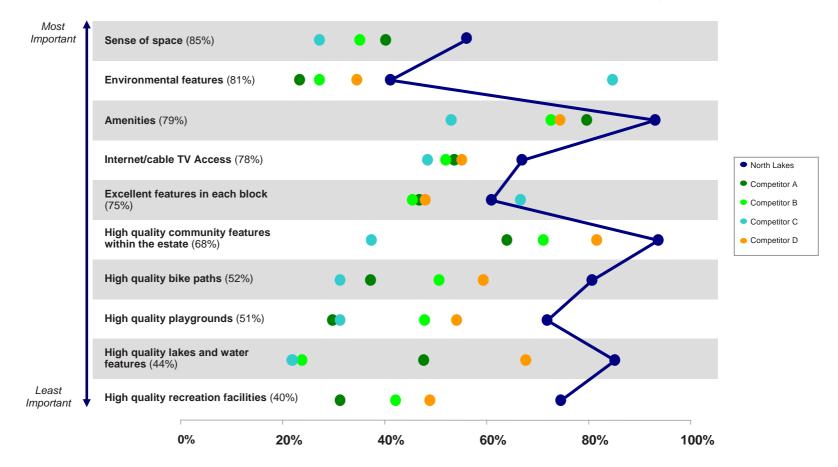


Source: SGP, Roy Morgan Research and ABS

Our Research capability provides customer insight that drives our acquisition design and marketing strategies



## **Example of Customer Research for our North Lakes Project**



Our research supports refinement of our product offer and ensures we maximise our returns on investment



# Builder partners are paramount to the successful delivery of our master-planned communities



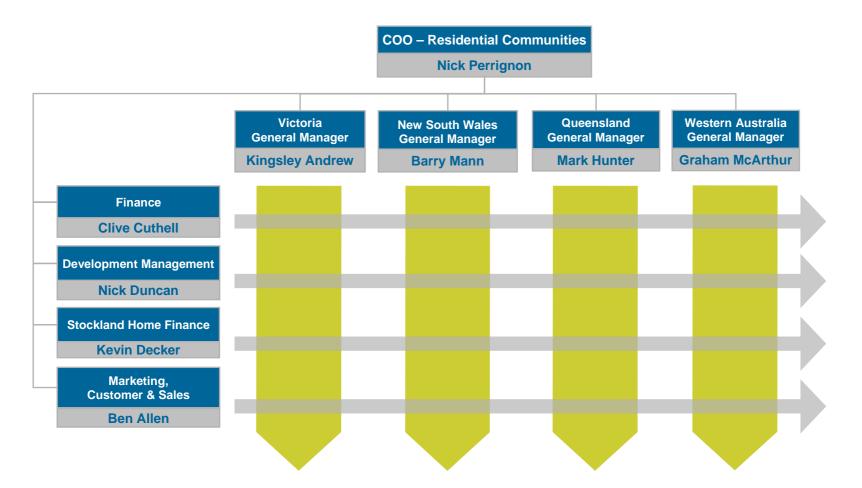
#### **Benefits**

- Strong core of longstanding display village partners across all projects
- Our builder partners participate in market and customer research
- The partnerships strengthen our marketing reach





# The Communities business has an experienced and capable team across Australia

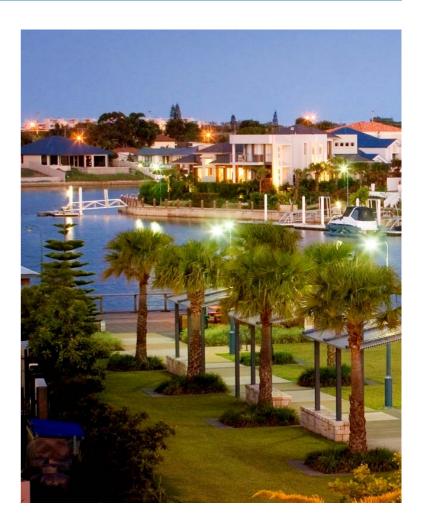


Provides strong leadership in the profit centres and expertise in national functions



# The focus for growing the Communities business is to increase market share and broaden product diversity

- Grow market share by driving innovative product design
- Continue to unlock future pipeline
- Broaden distribution channels
- Strategic focus on affordable solutions
- Continue to identify and secure future development opportunities



Superior market knowledge together with product and marketing expertise will continue to drive our strategic competitive advantage





# Sunshine Coast Investor Tour Mark Hunter – GM, Residential Communities QId



# Agenda

## Mark Hunter – General Manager, Residential Communities Qld

- Queensland overview
- Queensland regional markets
- Stockland track record
- Sunshine coast tour overview





## **Queensland overview**

## **General**

- Strong state economy
- Population growth remains over 90,000 pa sixth consecutive year
- Unemployment rate remains below 4%
- Market benefiting from \$80+ billion public infrastructure programme and growth in private business investment

## **Residential**

- Residential Market robust after strong calendar 2007
- Vacancy rate (<2%) and rising rental yields
- Market remains undersupplied



# Queensland – 4 key regions



North Queensland Townsville – 169,500 / Mackay 92,200

> Sunshine Coast Population – 303,500

**Greater Brisbane** Population – 1,627,000

**Gold Coast** Population – 525,000



# North Queensland

#### **Market Drivers**

- Strong military personnel presence underpinning employment growth
- Market based on a range of well performing industries

   resources, education, tourism, defence,
   Government, construction and development
- Townsville city centre benefiting from urban and water front redevelopment
- State recognised Northern Economic Triangle a key infrastructure priority

#### **Market Outlook**

- Market in severe undersupply for at least the short term
- Market has enjoyed robust price growth though remains affordable (median land price circa \$185,000)

Population Growth*	Employment Growth*	Household Income Growth*
2.9%	2.7%	6.2% pa (01-06)



**Cuttersfield, QLD** 



- 59 - Sunshine Coast Investor Tour - May 2008

SOURCE: Population Growth – Population Information Forecasting Unit, Qld Government Employment Growth – Australian Bureau of Statistics Household Income Growth – Australian Bureau of Statistics

# North Queensland

#### **Our Presence**

.

#### **Residential**

- 2 communities projects:
  - Cuttersfield
  - Waterway Gardens (FY09 release)

### <u>Retail</u>

• \$720m Retail assets





# **Sunshine Coast**

#### **Market Drivers**

- Especially strong growth over the last 18 months helping to underpin the region's economic base
- To benefit over the medium term from greater transport links to Brisbane, white collar employment generation and more social infrastructure (eg Kawana Hospital)
- No longer the one dimensional retiree market sourcing more traditional family markets

#### **Market Outlook**

- Market medium term land supply position especially dire – seeing market demand in hinterland areas due to coastal and urban scarcity
- Has scope to play greater regional role given the availability of unconstrained urban land (eg Caloundra Downs)

Population Growth*	Employment Growth*	Household Income Growth*
3.6%	4.5%	6.9%pa



Caloundra Downs, QLD

SOURCE:



Population Growth – Population Information Forecasting Unit, Qld Government Employment Growth – Australian Bureau of Statistics Household Income Growth – Australian Bureau of Statistics

# **Sunshine Coast**

#### **Our Presence**

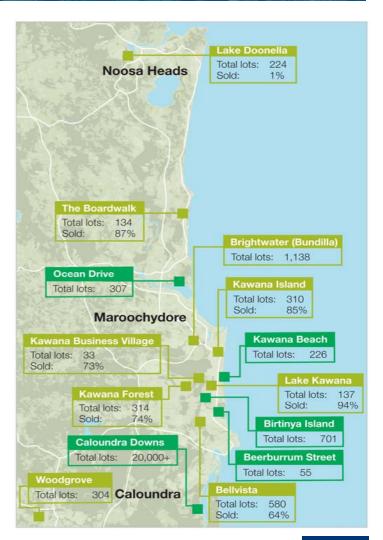
2 6

### **Residential**

- 14 communities projects:
  - Lake Doonella
  - The Boardwalk
  - Kawana Island
  - Kawana Business Village
  - Lake Kawana
  - Kawana Forest
  - Bellvista
  - Woodgrove (FY08 release)
  - Brightwater (FY09 release)
  - Beerburrum Street / Dicky Beach (FY09 release)
  - Kawana Beach (FY09/10 release)
  - Birtinya Island (FY09/10 release)
  - Ocean Drive / Twin Waters II (FY10 release)
  - Caloundra Downs (FY11/12 release)

### <u>Retail</u>

• \$82m Retail assets





# **Greater Brisbane**

#### **Market Drivers**

- Market has the physical potential for growth due to expanse of unconstrained land in Investigation areas north of Brisbane
- SEQ market remains fundamentally a traditional family market seeking detached house and land solutions

#### **Market Outlook**

- Product affordability seeking to promote greater product choices
- Brisbane remains core of employment growth and new communities serving this remain in high demand

Population Growth*	Employment Growth*	Household Income Growth*
3.1%	3.2%	6.0%



#### North Lakes, QLD



SOURCE: Population Growth – Population Information Forecasting Unit, Qld Government Employment Growth – Australian Bureau of Statistics Household Income Growth – Australian Bureau of Statistics

# **Greater Brisbane**

#### **Our Presence**

### **Residential**

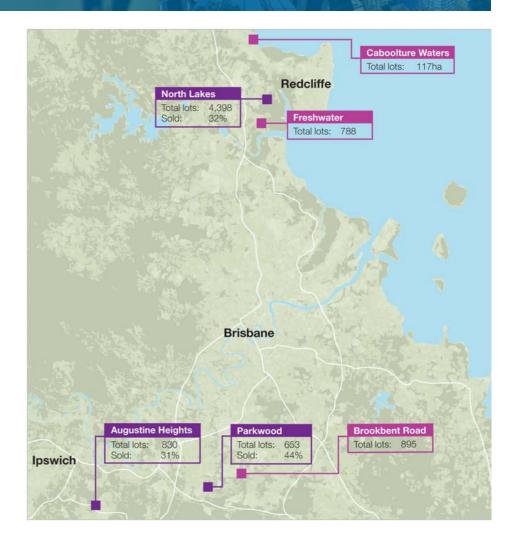
- 5 communities projects:
  - North Lakes
  - Parkwood
  - Augustine Heights
  - Freshwater (FY09 release)
  - Caboolture Waters (FY10 release)
  - Pallara (FY10 release)
- 3 apartments projects:
  - Norman Reach
  - Koko
  - Eagle Street Pier

## **Office & Industrial**

• \$760m Office & Industrial assets

### <u>Retail</u>

• \$125m Retail assets





# **Gold Coast**

#### **Market Drivers**

- Strong population driven by the success of the Yatala Enterprise area and the Pacific Innovation Corridor
- Continues to be the premier growth centre in the nation
- Market estimate to possess land supply far below Government estimates, with as little as 8 years greenfield land supply remaining

#### **Market Outlook**

- Continues to be a strong market though will moderate after especially strong 2007 (calendar) result
- Market remains strong in the more affordable and accessible pockets of the market in the northern Gold Coast

Population Growth*	Employment Growth*	Household Income Growth*
2.5%	3.9%	7.25% pa



**Riverstone Crossing, QLD** 



\* yoy

SOURCE:

- 65 - Sunshine Coast Investor Tour - May 2008

Population Growth – Population Information Forecasting Unit, Qld Government Employment Growth – Australian Bureau of Statistics Household Income Growth – Australian Bureau of Statistics

# **Gold Coast**

#### **Our Presence**

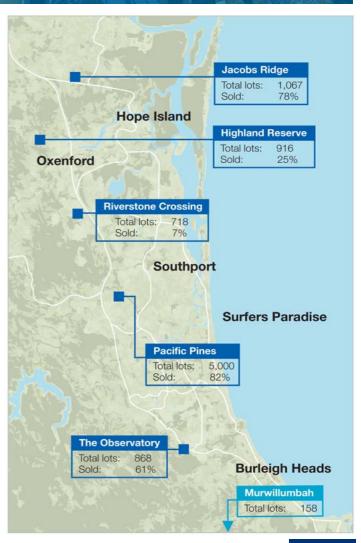
6

### **Residential**

- 6 communities projects:
  - Jacobs Ridge
  - Highland Reserve
  - Riverstone Crossing
  - Pacific Pines
  - The Observatory
  - Murwillumbah (FY09 release)
- 1 apartment project:
  - Allisee

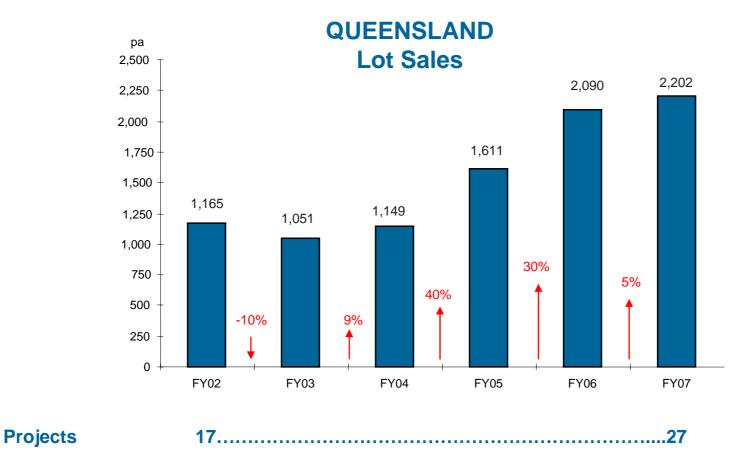
## <u>Retail</u>

• \$176m Retail assets





## **Growth track record**



.



# Sunshine Coast tour outline

	The Boardwalk	<ul> <li>Sought after, boutique beachside community</li> <li>Last 30ha absolute beachfront site on northern Sunshine Coast, south of Noosa</li> <li>Wide range of product to cater for selective market</li> </ul>
brightwater true sunshine coast living	Brightwater	<ul> <li>Sunshine Coast's newest residential community, close to everything</li> <li>Broad product range, catering for all market segments</li> <li>Only 3 kilometres to highly popular Mooloolaba beach, employment opportunities and all community services</li> </ul>
	Kawana Waters	<ul> <li>Identified by State Government as major activity centre with significant development opportunity</li> <li>State Government committed to investment in major infrastructure and regional hospital</li> <li>Opportunity for Stockland to capitalise on mixed use potential</li> </ul>
	Caloundra Downs	<ul> <li>Potential to create Australia's largest world class masterplanned community (3,700ha)</li> <li>Build on State Government initiatives to create sustainable communities incorporating mixed use TOD's, investment in infrastructure, education, employment and community building</li> <li>Current LGMS identifies potential for 24,000 dwellings</li> </ul>
	North Lakes	<ul> <li>Integrated, well established, mixed use masterplanned community</li> <li>Broad product range catering for all market segments</li> <li>Largest premier masterplanned community in north Brisbane growth corridor</li> </ul>



Stockland Corporation Limited ACN 000 181 733

Stockland Trust Management Limited ACN 001 900 741

25th Floor 133 Castlereagh Street SYDNEY NSW 2000

#### DISCLAIMER OF LIABILITY

While every effort is made to provide accurate and complete information, Stockland does not warrant or represent that the information in this presentation is free from errors or omissions or is suitable for your intended use. The information provided in this presentation may not be suitable for your specific situation or needs and should not be relied upon by you in substitution of you obtaining independent advice. Subject to any terms implied by law and which cannot be excluded, Stockland accepts no responsibility for any loss, damage, cost or expense (whether direct or indirect) incurred by you as a result of any error, omission or misrepresentation in information in this presentation. All information in this presentation is subject to change without notice.