

#### ASX Release / Media Release

11 November 2010

#### **MIRVAC GROUP CHAIRMAN'S & MANAGING DIRECTOR'S PRESENTATIONS**

Please find attached copies of the Chairman's Address and presentation slides and the Managing Director's presentation slides to be presented at, or immediately following, the Annual General/General Meetings of Mirvac Group, commencing at 10.00 am (Brisbane time).

A live webcast of the Meetings can be viewed from the Group's homepage at: www.mirvac.com

**Sonya Harris** 

Yonya Hamis

General Counsel & Company Secretary



#### Chairman's Address

to the

2010 Annual General Meeting / General Meeting

of

**Mirvac Limited and Mirvac Property Trust** 

Thursday 11 November 2010 The Sebel & Citigate Hotel, Brisbane

**Mirvac Limited** 

ABN: 92 003 280 699

and

Mirvac Funds Limited ABN: 70 002 561 640

(as responsible entity of the Mirvac Property Trust

ARSN: 086 780 645)

Good morning.

I'm James MacKenzie, the Chairman of the Board of Directors of Mirvac Limited and Mirvac Funds Limited, the responsible entity of the Mirvac Property Trust.

Welcome to the Annual General Meeting of Mirvac Limited and the General Meeting of the Mirvac Property Trust.

I have been appointed by Mirvac Funds Limited as the Chairman of the Mirvac Property Trust General Meeting and I table my letter of appointment.

I have confirmed with the registry that we have a quorum present and I declare the Annual General Meeting and General Meeting open.

Let me start by introducing the Board members, the Executive Leadership Team and the Group's auditor.

On my immediate left is **Peter Hawkins**, Chairman of the Human Resources Committee, who will speak to you today on remuneration issues in detail. On Peter's left is **Penny Morris** and to Penny's left is **James Millar**. To my immediate right is **Nick Collishaw**, Managing Director. Next to Nick is **Sonya Harris**, our General Counsel & Company Secretary and beside Sonya is **John Mulcahy**.

Mirvac's other Executive Leadership Team members are seated in the front rows including Justin Mitchell, Chief Financial Officer, Gary Flowers, Chief Operating Officer, Andrew Butler, CEO, Investment and Brett Draffen, CEO, Development Australia.

I would like to take this opportunity to thank the Directors and the Executive Leadership Team for their support, hard work, and commitment to the Mirvac Group this year.

Welcome also to representatives of our auditors, PwC.

You may have seen recent press reports discussing the ongoing relevance of the AGM. We have [#] securityholders present today representing approximately [#] per cent of the Group's issued capital. However, Mirvac ensures all securityholders have an opportunity to submit questions to me or to our auditor in advance of today's meeting, irrespective of whether or not they are able to be physically present. We take advantage of webstreaming technology to allow investors to listen to today's meeting from virtually anywhere in the world. We also regularly meet with proxy advisors and the Australian Shareholders' Association to obtain their feedback on our performance and policies.

This year, we are holding the AGM in Brisbane, following our meeting in Sydney last year. We intend to continue to rotate the location of future AGMs through the major capital cities in which Mirvac has operations, to ensure that securityholders have an opportunity to attend a meeting in these cities.

I will now outline the procedure for today's meeting. In a moment I will present my report as Chairman and then we will move onto the formal business of the meeting.

There are eight items of business on today's agenda:

- 1. The Annual Reports;
- 2. The re-election and election of Directors;
- 3. The Remuneration Report;
- 4. Amendments to the Constitution of Mirvac Limited;
- 5. Amendments to the Constitution of Mirvac Property Trust;
- 6. Approval of issue of securities under the Employee Security Acquisition Plans:
- 7. Participation by the Managing Director in the Long Term Performance Plan; and

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8. Ratification of issues of stapled securities in the past year.

The Notice convening this meeting included an invitation for securityholders to send us questions that they wanted answered today. We also met with the Australian Shareholders' Association and received their questions. In my report, I will endeavour to answer all the securityholder questions we received. Peter Hawkins, in his address, will answer the remuneration-related questions we received.

After the conclusion of the meeting, Nick Collishaw, your Managing Director, will provide an update on our current position and outlook. Any questions we received which did not relate to the business of this meeting will be answered in Nick's update.

Today is Remembrance Day and at eleven am, we will pause the meeting to observe one minute's silence in memory of those Australians who died or suffered in all wars and armed conflicts.

I will now move to my Chairman's Report.

Our 2010 results demonstrate that Mirvac is delivering on its core business strategy of being Australia's pre-eminent developer of residential apartments and homes and contemporaneously providing a secure income from our diversified, quality asset portfolio.

Last year, I spoke in unique and difficult economic and financial conditions. The tough decisions we took during the last two years to simplify our business have successfully repositioned the Group for earnings growth.

For the year ended 30 June 2010, Mirvac's operating profit was \$275.3 million, representing an increase of 37.1 per cent, and earnings per security were 9.3 cents per stapled security, this being above guidance previously provided to securityholders. Distributions for the full year totalled 8.0 cents per stapled security.

Securityholders have asked about earnings forecasts and the future prospects for distribution growth. We have issued operating earnings guidance for FY2011 of between 10.2 and 10.6 cents per stapled security. This is an increase of 10-14 per cent from the FY2010 results and is the highest expected growth in the AREIT sector. In line with our distribution policy, we expect to pay distributions in FY2011 of between 8 and 9 cents per stapled security.

Securityholders also asked about our overhead structure and whether we have reviewed cost-cutting opportunities. We have independently reviewed our cost structure and this review has resulted in a \$25m per annum reduction in our cost base. We continue to critically review costs to identify additional savings. Similarly, in relation to questions on the cost of producing the Annual Report and other reporting to securityholders, we prepare the Annual Report and other periodic disclosures on the basis of meeting our statutory obligations, in order to ensure our reporting is both compliant and commercially prudent.

Securityholders have also asked if Mirvac can issue annual tax statements earlier in the year. The Board has asked management to investigate improvement opportunities for FY2011.

Securityholders also asked about the acquisitions and capital raising undertaken during the year. In December 2009 we took advantage of the economic and valuation cycle to acquire the \$915 million Australian diversified Mirvac Real Estate Investment Trust. This acquisition increased our recurring rental income at an attractive yield of 9.3 per cent. In August 2010, we improved the quality of our asset base with our acquisition of the quality \$1.1 billion Australian Westpac office portfolio.

As a result of these acquisitions, the value of our Investment portfolio increased 56.9% to \$5.8 billion. Now, 89% of our office portfolio is classified as premium or A Grade, with a portfolio average lease length of 6.1 years providing enhanced security of recurring rental income.

Securityholders have asked about the purpose of the capital raising in April 2010 and whether we will undertake further capital raisings. The April 2010 equity raising strengthened our balance sheet and positioned us to acquire the Westpac office portfolio. Whilst at this time there are no current plans to raise further capital, we constantly review and optimise our capital structure in light of opportunities and market conditions.

We also received questions from securityholders relating to our strategy and whether we would consider offshore real estate opportunities. Our strategy remains focused on our core strengths of delivering Australia's pre-eminent residential developments, and managing and owning Australian investment grade properties.

We received questions from securityholders relating to the Mirvac Group's commitment to sustainability. Sustainability is a high priority at Mirvac and is an integral part of our strategy. Our work over the past year demonstrates sustainability excellence, including the development and management of a 6 Star Green Star retail centre in Queensland and the planned development of our 6 Star Green Star commercial building, 8 Chifley Square, Sydney.

We were the first Australian commercial developer to build a zero carbon home. Harmony 9, our concept home at our masterplanned residential estate at Waverley Park in Victoria, has a 9.2 Green Star energy rating and sets a new benchmark for sustainable housing design.

We have an ongoing partnership with Bond University to offer the first tertiary program in sustainable development through the Mirvac School of Sustainable Development. This leading learning centre is at the forefront of global thinking on the complex issues surrounding social, environmental and economic goals for urban development.

There has been continuing focus, by both securityholders and the community, on executive remuneration. Peter Hawkins, Chairman of the Human Resources Committee, will address all the remuneration-related questions we have received in

some detail at the time the Remuneration Report is considered by this meeting. However, I make four observations.

First, in relation to the remuneration of the Managing Director, Nick Collishaw, it is important to note that when Nick was appointed to the role in August 2008, after an extensive global search, his base salary was set at the same level as his predecessor in the role and what it would have required at the time to recruit externally. Nick's base salary has not increased since his appointment and remains the same for this year.

Second, Mirvac was one of only a handful of companies in the ASX 100 which did not pay any short term incentives in FY 2009.

Third, Mirvac did not give any performance-based salary increases in FY2009 or FY2010. Whilst there have been salary increases in FY2011, these increases were not "catch up" so did not reflect a two year salary increase.

Finally, we have discussed our remuneration practices with the three major proxy advisors and I note that each of them has recommended a vote in favour of both the Mirvac Group 2010 Remuneration Report and the Managing Director's Participation in the Long Term Performance Plan.

Turning to board remuneration, Mirvac undertakes regular independent benchmarking of the fees paid to non-executive directors to ensure that their fees are competitive and enable us to attract and retain high calibre directors. This review includes consideration of fees paid to non-executive directors of comparable Australian listed companies. Particular director's performance, duties and responsibilities, the market comparison and independent advice are all considered as part of the review process. Prior to 1 July 2009, there had been no increase in Mirvac directors fees since 2007. I can confirm at this time there is no intention or expectation to increase non-executive Director fee scales in relation to the year ended 30 June 2011.

The increase in the fee pool which was approved by securityholders at the 2009 AGM ensured that Mirvac retained the flexibility to increase the number of future Board members as part of a Board renewal process or in order to broaden the range of skills on the Board. No further increase to the director fee pool is being sought at this meeting.

Turning to Board issues, in November 2009, we announced the appointment to the Board of John Mulcahy and James Millar. Both John and James have made a significant and valuable contribution to the Board since their appointment. During 2010, we announced the retirement from the Board of Paul Biancardi and Adrian Fini. Both Paul and Adrian made significant contributions to Mirvac and we thank them for their dedicated service. As part of our ongoing Board renewal program, we recently undertook a search for a new Board member, to ensure we continue to have the appropriate capacity and capability on our Board.

As a result of this search, I would like to announce, that subject to receipt of her signed consent to act, we will appoint Elana Rubin to the Mirvac Board.

Elana is Chair of AustralianSuper, one of the largest industry superannuation funds in Australia. Elana is also Chair of WorkSafe Victoria, a Director of Tower Australia Ltd and a Director of the Victorian Transport Accident Commission. Elana brings to the Board extensive experience in property, finance and investment. She is with us today and I'm sure you join with me in welcoming Elana to Mirvac.

As you can see from our Annual Report and from my remarks today, Mirvac has a sound strategy which is being well executed on by Nick Collishaw and his team as evidenced by Mirvac's positive financial performance in the 2010 financial year. Mirvac Group is well positioned for the future, which we approach with confidence. We look forward to sharing Mirvac's future success with you, our securityholders and we thank you for your continuing support and confidence.

We will now move to the more formal consideration of the matters before the AGM today.



## **ITEMS OF BUSINESS**



- 1) Consideration of Reports
- 2) Re-election and election of Directors
  - 2.1 James MacKenzie
  - 2.2 James Millar
  - 2.3 John Mulcahy
- 3) Remuneration Report
- 4) Amendments to the Constitution of Mirvac Limited
- 5) Amendments to the Constitution of MPT
- 6) Approval of the Employee Security Acquisition Plans
- 7) Participation of the Managing Director in the Long Term Performance Plan
- 8) Ratification of issues of stapled securities in the past year



# **Consideration of Reports**



## Re-election and election of Directors



## Re-election and election of Directors

> Re-election of James MacKenzie



## Re-election and election of Directors

## > Re-election of James MacKenzie

For	Open	Against	Abstain	Total
1,991,398,385	45,305,630	179,590,991	14,533,644	2,216,295,006

## **AGENDA ITEM 2.2**



## Re-election and election of Directors

> Election of James Millar



## Re-election and election of Directors

## > Election of James Millar

For	Open	Against	Abstain	Total
2,177,523,024	45,487,964	5,336,550	2,475,599	2,228,347,538

## **AGENDA ITEM 2.3**



## Re-election and election of Directors

> Election of John Mulcahy



## Re-election and election of Directors

## > Election of John Mulcahy

For	Open	Against	Abstain	Total	
2,175,381,298	45,330,744	5,181,178	4,916,986	2,225,893,220	



# Remuneration Report



## Remuneration Report

> Peter Hawkins - Chairman,Human Resources Committee



# Remuneration Report

For	Open	Against	Abstain	Total
1,629,589,426	45,092,939	551,118,699	5,015,599	2,225,801,064



## Amendments to the Constitution of Mirvac Limited



## Amendments to the Constitution of Mirvac Limited

For	Open	Against	Abstain	Total
2,176,846,934	45,452,066	4,919,071	3,610,579	2,227,218,071



## Amendments to the Constitution of MPT



## Amendments to the Constitution of MPT

For	Open	Against	Abstain	Total
2,173,717,601	45,619,140	7,737,944	3,753,965	2,227,074,685



# **Employee Security Acquisition Plans**



> Long Term Performance Plan



# > Long Term Performance Plan

For	Open	Against	Abstain	Total
2,042,081,110	46,257,735	137,969,797	4,178,943	2,226,308,642



> General Employee Exemption Plan



## > General Employee Exemption Plan

For	Open	Against	Abstain	Total	
2,106,563,273	46,387,316	73,341,934	4,195,062	2,226,292,523	



# Participation by the Managing Director in the Long Term Performance Plan



# Participation by the Managing Director in the Long Term Performance Plan

For	Open	Against	Abstain	Total
1,669,448,343	46,244,321	509,053,442	5,751,577	2,224,746,106



# Ratification of issues of stapled securities in the past year

### **AGENDA ITEM 8.1**



# Ratification of issues of stapled securities in the past year

> General Employee Exemption Plan - December 2009



# Ratification of issues of stapled securities in the past year

> General Employee Exemption Plan - December 2009

For	Open	Against	Abstain	Total
2,112,791,434	46,365,214	68,497,056	2,897,800	2,227,653,704

### AGENDA ITEM 8.2



# Ratification of issues of stapled securities in the past year

> Institutional Placement - April 2010



# Ratification of issues of stapled securities in the past year

> Institutional Placement - April 2010

#### **Proxies Received**

For	Open	Against	Abstain	Total
2,086,197,528	46,600,540	27,436,102	62,527,041	2,160,234,170





## **GROUP STRATEGY**



## Mirvac Group

2 Core Divisions

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Office

Retail

Industrial

**Hotel and Other** 

#### Development

Residential

Commercial

80%

Target operating NPAT through cycle

20%
Target operating NPAT through cycle

## **GROUP UPDATE**



- > Execution of Strategy
- > Upgrade of Portfolio
- > Positioned for Growth

#### **FY10 Key Achievements**

- > Increased recurring income and underpins distribution
  - \$915m Mirvac Real Estate Investment Trust acquisition in December 2009
  - \$1,137m Westpac office portfolio acquisition in August 2010
- > Reactivated \$1,208m non residential development pipeline
- > \$235m in non-aligned asset sales at a 3.4% premium<sup>1</sup>
- > Balance Sheet gearing at 26.8% post Westpac office transaction

#### **FY11 Objectives**

- > Earnings of 10.2-10.6 cpss implying 10-14% annual growth
- > Delivery of non residential development pipeline
- > Continue non aligned asset disposals
- > Redeploy capital into residential opportunities via capital efficient means



275 KENT STREET, SYDNEY, NSW

### INVESTMENT MARKET UPDATE



#### State of the investment markets

#### Office 56.6%<sup>1</sup>

**Forecast** 



Rent growth is visible in the Melbourne CBD, static in Sydney while Brisbane is close to the bottom of the cycle. Prime asset values are appreciating in Melbourne and Sydney, Canberra is still experiencing some weakness, while Brisbane values are relatively flat.

> Capitalisation rate expansion 150bps (March 08 to March 10)<sup>2</sup>

#### Retail 30.8%<sup>1</sup>

**Forecast** 



Retail spending has been relatively flat as the impact of fiscal stimulus fades and interest rate tightening offset employment growth and rising wealth levels. Rents have remained positive and vacancies stable, supported by low amounts of new supply.

> Capitalisation rate expansion **80bps** (March 08 to March 10)<sup>2</sup>

#### Industrial 7.2%<sup>1</sup>

**Forecast** 



Demand drivers are enjoying momentum as the uplift in imports from inventory restocking and the strong \$A continue. Investment sales showed signs of improvement in Q2/10, with increased sales to private developers. In Sydney, Melbourne and Brisbane, yields have been flat or firmed up to 25 basis points in Q2/10.

> Capitalisation rate expansion **160bps** (March 08 to March 10)<sup>2</sup>

<sup>1)</sup> By book value.

<sup>2)</sup> IPD Australia Quarterly Index.

## MIRVAC PROPERTY TRUST POST 30 JUNE 2010 UPDATE



#### Continued operational income strength

- > 3.5% like for like portfolio income growth for September 2010 year end
- > 97.2%¹ Portfolio occupancy
- > Portfolio valuations for MPT are expected to increase in the six months to December 2010

#### > Office

- 96.5%<sup>1</sup> portfolio occupancy
- 21.0%<sup>2</sup> occupancy at 10-20 Bond Street, Sydney office redevelopment
- 33,437 sgm of office leasing activity since 30 June 2010<sup>3</sup>

#### > Retail

- 97.5%<sup>1</sup> portfolio occupancy
- -1.99%<sup>4</sup> majors comparable MAT growth
- Kawana Shoppingworld revised DA submitted for supermarket and additional specialty totalling approximately 8,600 sgm

#### > Industrial

- 97.9%¹ portfolio occupancy
- Development of 140,000 sqm Woolworths Distribution Centre at Hoxton Park in NSW currently on budget and approximately two months ahead of forecast completion date.
- Nexus Industry Park Building 5 has a 100% pre-commitment signed (23,000 sgm) for a 10 year term
- As at 30 September 2010.
- 2) Includes existing tenants and pre-leased commitments.
- 3) Includes 19,861 sqm under Heads of Agreement, 9,000 sqm of leases executed and 4,576 sqm of options exercised.
- 4) Year on year to 30 September 2010.



WOOLWOTHS DISTRIBUTION CENTRE, HOXTON PARK, NSW

## MPT DEVELOPMENT UPDATE



## \$1,208m pipeline of Australian investment grade real estate, undertaken in-house by Mirvac Development<sup>1</sup>

Active	Project (Ownership)	Туре	Jun 10	Jun 11	Jun 12	Jun 13	Jun 14	Jun 15
<b>V</b>	10-20 Bond Street Sydney, NSW (50% with ING)	Office	21.0% Leased/ Preleased	\$60m, 7.8% Feb 10 to Feb 11				
<b>/</b>	Woolworths Distribution Centre Hoxton Park, NSW (100%)	Industrial	100% Preleased	\$172m, 8.0% Jun 10 to Mar 12				
<b>V</b>	8 Chifley Square Sydney, NSW (100%)	Office	Marketing Commenced			46m, 7.5% 10 to Jul 13		
<b>V</b>	Nexus Industry Park Prestons, NSW (100%)	Industrial	100% Preleased		n, 8.1% O to Oct 11			
	Stanhope Village Stanhope Gardens, NSW (100%)	Retail		\$20m, 6.5 Dec 10 to Jun				
	Woolworths NSO, Bella Vista, NSW (100%)	Office		\$8! Jan 11 to Jun				
	Orion Town Centre Stage 2 Springfield, QLD (100%)	Retail			58m, 6.3% 11 to Dec 12			
	Kawana Shoppingworld Buddina, QLD (100%)	Retail				\$58m, 8.3 Sep 11 to Mar		
	271 Lane Cove Road North Ryde, NSW (100%)	Business Pa	rk			Indica	tive start dat	\$144m e: Jun 12
	190-200 George Street Sydney, NSW (100%)	Office				Indica	ative start dat	\$340m te: Dec12



10-20 BOND STREET, SYDNEY, NSW



8 CHIFLEY SQUARE, SYDNEY, NSW

MIRVAC GROUP UPDATE 11 NOVEMBER 2010

<sup>1)</sup> Mirvac's forecast share of total project cost as at 30 June 2010.

## RESIDENTIAL DEVELOPMENTS FAST TRACKED



#### 51% of released projects are pre-sold

Released	State	Project	Stage	Ownership	Settlement Year	Lots	Lots Presold <sup>1</sup> %	Net Revenue <sup>2</sup> \$m
Released	State	Troject	Stage	Ownership	Settlement real	Lots	70	ÇIII
<b>V</b>	VIC	Harcrest	Stage 1	20%	FY12	87	82%	7.7
	NSW	Rhodes Waterside	Elinya	20%	FY12	107	82%	14.7
	NSW	Rhodes Waterside	Waters Edge	20%	FY12	114	_3	15.2
<u> </u>	QLD	Waterfront Newstead	Park Precinct	100%	FY12/13	102	30%	105.0
	QLD	Mariner's Peninsula	The Point	100%	FY13	86	16%4	99.7
	VIC	Yarra's Edge River Homes	Stage 3	100%	FY13	17	94%	49.0
	VIC	Yarra's Edge River Tower	Yarra Point	100%	FY13/14	201	43%	189.7
	NSW	Rhodes Waterside	Alkira	20%	FY13	145	_	16.2
	VIC	Yarra's Edge River Homes	Stage 4	100%	FY14	17	_	52.0
	QLD	Hamilton	Stage 1	100%	FY14	225	_	131.9
	WA	Beachside Leighton	Stage 2	100%	FY14	62	_	170.6
		Total				1,163	<b>51%</b> <sup>5</sup>	851.7

<sup>1)</sup> As at 5 November 2010.

<sup>2)</sup> Mirvac's share of forecast revenue, adjusted for JV interest and Mirvac managed funds.

<sup>3)</sup> To be released 13 November 2010.

<sup>4)</sup> As at 8 November 2010.

<sup>5)</sup> Percentage of released projects lots that are presold, excluding Waters Edge, Rhodes Waterside as will be released 13 November 2010.

## RESIDENTIAL DEVELOPMENT





MIRVAC GROUP UPDATE 11 NOVEMBER 2010

## RESIDENTIAL DEVELOPMENT UPDATE

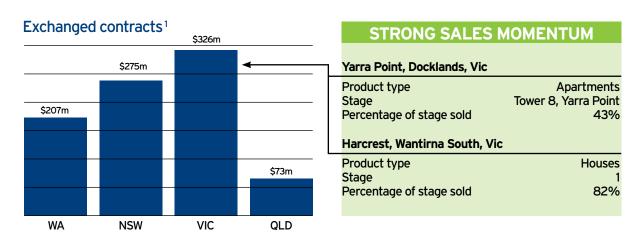


Mirvac's position as Australia's pre-eminent residential developer is evidenced by \$882m¹ (\$704m as at 30 June 2010) of exchanged residential pre-sales contracts

> 70% of total forecast FY11 residential revenue secured by pre-sales

#### FY11 major contributors

Project	Ownership	State	Туре	Lots	% FY11 EBIT forecast	Revenue % pre-sold
Beachside Leighton, Leighton Beach	100%	WA	Apartment	56	22.0	100
Laureate, Melbourne	100%	VIC	Homes	28	10.3	91
Yarra's Edge River Homes, Docklands	100%	VIC	Homes	18	6.0	94
Waterfront, Newstead	20%	QLD	Apartment	55	8.1	98
Parkbridge, Middleton Grange	PDA	NSW	Homes	208	4.4	32
Waverley Park, Mulgrave	100%	VIC	Homes	73	4.6	100
Total				438	55.2	92





YARRA POINT, MELBOURNE, VIC

<sup>1)</sup> Total exchanged contracts as at 5 November 2010, adjusted for Mirvac's share of JV interest and Mirvac managed funds.

## DEVELOPMENT MARKET UPDATE



Annual price growth moderating to single digits. However the market is supported by underlying demand and limited supply with fundamentals remaining positive.

NSW 18% <sup>1</sup>	
Current Forecast  A- B  VIC 39% <sup>1</sup>	Improved affordability on the back of fiscal stimulus has seen a buoyant Sydney market. NSW remains the most under supplied market with a shortfall of dwellings well in excess of one year's supply. This under supply will remain a key feature underpinning Sydney prices. Rents are now growing at a faster rate than other major cities. Prices are expected to outperform the national average over the medium term as the supply deficit maintains pressure on rents and values.
Current Forecast  A B+  QLD 21% <sup>1</sup>	Melbourne experienced the largest national price rise, however affordability is becoming an issue; potentially reaching a point where further interest rate rises will limit price increases. Melbourne has the strongest population growth of the capital cities, which along with a resilient State economy and pro-active State government, support demand. The impact of affordability is expected to see the Melbourne market growth rate slow.
Current Forecast B-B WA 22%1	While Queensland has recorded positive price growth, conditions have been weaker than the rest of the country.  Softer finance conditions have hampered housing development as have the State's planning regime, impacting market sentiment. The sharp fall in supply and improving expectations indicate a positive outlook.
Current Forecast B	After building momentum on the back of increasing commodity prices, the uncertainties surrounding the resources tax proposal significantly dampened sentiment and stalled momentum, particularly in upper price brackets. Some labour pressure still exists given competition with some of the large infrastructure projects. The next wave of business investment, strong population growth and a supply deficit in Perth provide a positive outlook.

<sup>1)</sup> Mirvac's pipeline by lots.

## HOTEL MANAGEMENT UPDATE



- > Hotels under management increased to 471
- > FY10 operating performance 2:
- Occupancy 74%
- Average room rate \$168
- > Recovering corporate, conference and international travel combined with limited supply are positive drivers for the hotel sector over the medium term
- > Opening of The Sebel Newcastle Beach in November 2010

## Top ten Australian tourist accommodation operators As at 31 December 2009

Rank	Operator	No of rooms	No of hotels
1	Accor Asia Pacific Corporation	20,982	150
2	Mantra Group	16,333	118
3	InterContinental Hotels	8,748	36
4	Amalgamated Holdings Ltd	6,326	34
5	Mirvac Hotels <sup>1</sup>	5,906	47
6	Toga Hospitality Group of Companies	5,378	43
7	Quest Apartments	5,139	99
8	Oaks Hotels and Resorts	4,215	32
9	Constellation Hotel Group	3,768	54
10	Hilton Hotels of Australia	3,460	10

<sup>1)</sup> As at 31 October 2010.



THE SEBEL, NEWCASTLE, NSW

<sup>2)</sup> As at 30 June 2010.

### SUSTAINABILITY UPDATE



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Mirvac's strong commitment to sustainability means managing environmental, social and economic risks and responsibilities, while delivering sustainable outcomes.

#### Industry leadership:

- Listed as "Sustainability Leader" in the Dow Jones Sustainability Index (Asia Pacific)
- > Ranked 17th in the world in the Global Environmental Real Estate Index
- Listed on FTSE4Good Index and Australian SAM Sustainability Index
- > Won eight sustainability awards

#### Designing, building and operating more sustainable buildings:

- > Two 6 Star Green Star buildings<sup>1</sup>
- > 6 buildings 4 Star NABERS Energy rating or higher



HARMONY 9, WAVERLEY PARK, MULGRAVE, VIC

MIRVAC GROUP UPDATE 11 NOVEMBER 2010

Includes development of Orion Springfield, QLD and redevelopment of 8 Chifley Square, NSW.

