



## **2013 Full Year Results**







## **Outline**

#### 1. Introduction

Steven Sewell, Managing Director & CEO



#### 2. Financial Results

Tom Honan, Chief Financial Officer



3. Operational Performance

Mark Wilson, Chief Operating Officer



#### 4. Redevelopment Business

Jonathan Timms, EGM - Development & Asset Strategy



5. Strategy and Outlook

Steven Sewell





## Introduction

Steven Sewell

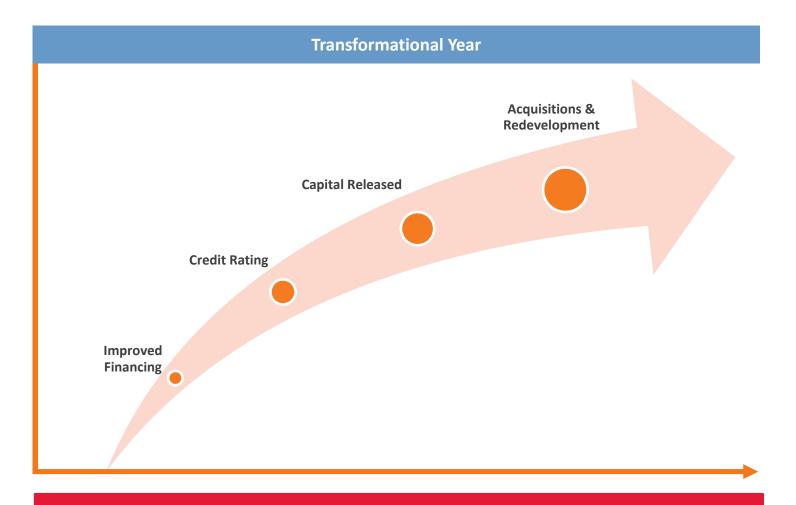
| Key Metrics                                | FY13      | FY12 <sup>1</sup>       |
|--|-----------|-------------------------|
| Statutory Net Profit/(Loss)                | \$212.7m  | (\$222.9m) <sup>2</sup> |
| Underlying Earnings                        | \$224.4m  | \$123.2m                |
| Underlying Earnings per Security (cents)   | 15.8      | 9.2                     |
| Distribution per Security (cents)          | 14.1      | 6.5                     |
|  | 30-Jun-13 | 30-Jun-12               |
| Total Tangible Assets                      | \$4,696m  | \$4,616m                |
| Net Tangible Assets per Security           | \$2.22    | \$2.21                  |
| Segment Balance Sheet Gearing <sup>3</sup> | 25.5%     | 26.3%                   |

<sup>(1)</sup> Formation of Federation Centres occurred on 1 December 2011, therefore prior corresponding period comparison relates to seven months' result



<sup>(2)</sup> FY12 Statutory Net Loss includes gross expenses of \$297.5m relating to CATS and settlement of Class Action and Class Action Litigation Defence costs

<sup>(3)</sup> Segment Balance Sheet drawn debt less cash/Total Tangible Assets less cash



Underpinned by continued robust operating performance





| Segment Income Statement <sup>1</sup> for year ended:                                  | 30-Jun-13 | 30-Jun-12 <sup>2</sup> |
|--|-----------|------------------------|
|  | \$m       | \$m                    |
| Direct property investment income  | 309.5     | 191.5                  |
| Syndicate investment income  | 22.0      | 16.1                   |
| Investment Income  | 331.5     | 207.6                  |
| Property management, development and leasing fees                                      | 12.7      | 7.4                    |
| Syndicate management fees  | 27.3      | 11.3                   |
| Total Income   | 371.5     | 226.3                  |
| Overheads and depreciation (net of recoveries)   | (46.1)    | (24.4)                 |
| Financing costs  | (101.0)   | (78.7)                 |
| Underlying Earnings  | 224.4     | 123.2                  |
| Non-distributable items  |           |                        |
| Stamp duty   | (27.4)    | (55.8)                 |
| Asset revaluations   | 25.2      | 23.6                   |
| Fair value adjustment on CATS  | -         | (203.3)                |
| Settlement of class action and class action litigation defence costs                   | -         | (94.2)                 |
| Recovery of related party balances previously impaired                                 | 16.6      | -                      |
| Net (loss)/gain from capital transactions  | (14.9)    | 14.7                   |
| Deferred debt costs written off & debt break costs as a result of Capital Transactions | (12.5)    | (10.8)                 |
| Other non-distributable items  | 1.3       | (20.3)                 |
| Statutory Net Profit/(Loss)  | 212.7     | (222.9)                |
| Underlying Earnings per Security (EPS)   | 15.8      | 9.2                    |
| Distribution per Security (DPS)  | 14.1      | 6.5                    |

 Underlying EPS of 15.8 cents per security

 Syndicate wind ups boost management fees

 Property management fees from Perron Group alliance offset by lower Overhead recoveries



<sup>(1)</sup> Extract from Segment Information per Note 4 of the FDC Financial Report lodged with ASX on 18 August 2013

<sup>(2)</sup> Formation of Federation Centres occurred on 1 December 2011, therefore prior corresponding period comparison relates to seven months' result

| Segment Balance Sheet <sup>1</sup> as at: | 30-Jun-13 | 30-Jun-12 |   |  |
|---|-----------|-----------|---|--|
| Assets                                    | \$m       | \$m       |   |  |
| Cash                                      | 72.2      | 182.4     |   |  |
| Direct Property (Held for Sale)           | 371.4     | -         |   |  |
| Direct Property                           | 3,774.1   | 3,804.3   | • | Pro-forma Balance Sheet Gearing of 18.3% as at   |
| Managed Fund Investments                  | 344.1     | 487.3     |   | 31 July 2013 post completion of ISPT transaction |
| Intangible Assets                         | 199.7     | 199.7     |   |  |
| Other Assets                              | 134.1     | 141.9     |   |  |
| Total Assets                              | 4,895.6   | 4,815.6   | • | Managed Fund Investments reduced by 29%          |
| Liabilities                               |           |           |   |  |
| Borrowings                                | 1,251.7   | 1,214.4   |   |  |
| Other Liabilities                         | 280.9     | 253.6     |   |  |
| Total Liabilities                         | 1,532.6   | 1,468.0   | • | NTA steady at \$2.22 per security                |
| Net assets                                | 3,363.0   | 3,347.6   |   |  |
| Balance Sheet Gearing <sup>2</sup>        | 25.5%     | 26.3%     |   |  |
| Look-through Gearing <sup>3</sup>         | 28.6%     | 29.6%     |   |  |
| NTA Per Security                          | \$2.22    | \$2.21    |   |  |
| Securities on Issue <sup>4</sup>          | 1,427.6   | 1,427.4   |   |  |

<sup>(1)</sup> Extract from Segment Information per Note 4 of the FDC Financial Report lodged with ASX on 18 August 2013



<sup>(2)</sup> Drawn debt less cash/Total Tangible Assets less cash

<sup>(3)</sup> FDC's proportionate share of drawn debt less cash (including drawn debt and cash held by syndicates) / FDC's proportionate share of Total Tangible Assets less cash (including Total Tangible Assets and cash held by syndicates)

<sup>(4)</sup> Prior period Securities on Issue adjusted for securities issue associated with Class Action True Up Securities which occurred on 31 July 2012

## **Reconciliation of AFFO**

- 89% pay out ratio on Underlying Earnings
- Maintenance capex of \$32.1 million
- Reversal of previously impaired RPL to RDP16
- Future payout ratio to be approximately equivalent to AFFO

| Reconciliation from Underlying Earnings to AFFO   | FY13   | FY12   |
|---|--------|--------|
|   | \$m    | \$m    |
| Reported Underlying Earnings  | 224.4  | 123.2  |
| Adjusting for FFO:  |        |        |
| Rent Free Amortisations   | 2.3    | 1.8    |
| Reported Funds from Operations  | 226.7  | 125.0  |
| Adjusting for AFFO:   |        |        |
| Derivative & debt break costs arising from early repayment of borrowings pursuant to capital transactions | (14.3) | (16.9) |
| Maintenance capex and tenant incentives given for the period  | (32.1) | (23.4) |
| RDP 16 Repayment of Impaired Related Party Loan   | 16.6   | -      |
| Reported Adjusted Funds from Operations   | 196.9  | 84.7   |
| FDC Gross FY13 Distributions  | 201.3  | 87.1   |
| FFO Payout Ratio  | 89%    | 70%    |
| AFFO Payout Ratio   | 102%   | 103%   |

<sup>(1)</sup> Property Council Adjusted Funds From Operations (AFFO) is determined by adjusting FFO for other cash items such as derivative close outs, maintenance capex, incentives given for the accounting period and other one-off items



 \$1.4 billion sold into co-ownership arrangements to date

- \$698 million of assets acquired between 1 July 2012 and 31 July 2013
  - Approx \$315 million remain on FDC's balance sheet

 Future syndicate rationalisation upside

| FY13 Dispositions              | Settlement   | Interest | FDC Share | WACR |
|--------------------------------|--------------|----------|-----------|------|
|                                |              |          | \$m       |      |
| Into Co-ownership Arrangements |              |          |           |      |
| ISPT <sup>1</sup>              | July 2013    | 50%      | (371.4)   | 7.3% |
| Challenger                     | June 2013    | 50%      | (317.0)   | 7.2% |
| Other dispositions             |              |          |           |      |
| Keilor <sup>2</sup>            | January 2013 | 100%     | (67.0)    | 9.0% |
| Total Dispositions             |              |          | (755.4)   | 7.4% |

<sup>&</sup>lt;sup>1</sup> Settlement completed post balance sheet date on 31 July 2013

<sup>&</sup>lt;sup>2</sup> Sale includes Keilor excess land held by FDC

| FY13 Acquisitions              |                   |      | FDC Share | WACR  |
|--------------------------------|-------------------|------|-----------|-------|
|                                |                   |      | \$m       |       |
| From Syndicates                |                   |      |           |       |
| Dianella                       | October 2012      | 100% | 54.0      | 9.0%  |
| Bankstown                      | September 2012    | 50%  | 285.2     | 6.8%  |
| Toormina                       | December 2012     | 100% | 65.5      | 8.8%  |
| Burnie                         | December 2012     | 100% | 17.0      | 9.8%  |
| Flinders                       | December 2012     | 100% | 22.7      | 8.0%  |
| Keilor                         | December 2012     | 100% | 59.3      | 9.0%  |
| Lutwyche                       | December 2012     | 50%  | 26.0      | 8.5%  |
| Milton                         | December 2012     | 100% | 18.0      | 8.5%  |
| Gympie                         | May 2013          | 100% | 63.8      | 8.0%  |
| Other Acquisitions             |                   |      |           |       |
| Mandurah adjoining land        | August 2012       | 100% | 4.8       | -     |
| FY13 Acquisitions              |                   |      | 616.3     | 7.7%  |
| Post Balance Date Acquisitions |                   |      |           |       |
| Sunshine Marketplace           | July 2013         | 50%  | 46.0      | 8.3%  |
| Lennox                         | July 2013         | 50%  | 23.8      | 8.0%  |
| Maitland Hunter Mall           | July 2013         | 100% | 12.0      | 11.0% |
| Total Acquisitions (1 July 201 | 2 – 31 July 2013) |      | 698.1     |       |



## **Improved Financing**

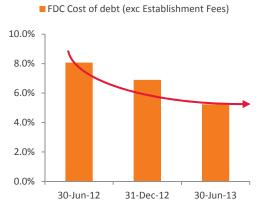
Debt facilities restructured

 FY14 debt costs approach market rates

 Hedge profile to align with business needs

 Focus on diversified funding and increased duration

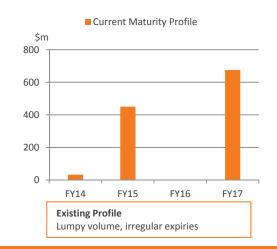




#### **Hedge Profile**



#### Targeting a 'smoother' Debt Maturity Profile





Indicative Target Profile

Low quantum, regular expiries



- Property Ownership accounts for almost 90% of Total Income
- •18% Segment Balance Sheet Gearing <sup>1</sup>
- Reducing cost of debt

**Core Stability** 

- •Revised interest rate hedging profile
- •Refinement of lender group to focus on long term, core lenders
- •Reduced capital outlays on redevelopment projects
- Potential DCM issuance to 'smooth' and extend debt maturity profile

Risk Management

- Upgrade of IT systems through implementation of Yardi Voyager program
- Procurement review across all business areas
- Best practice benchmarking

Opportunities





# **Operational Performance**

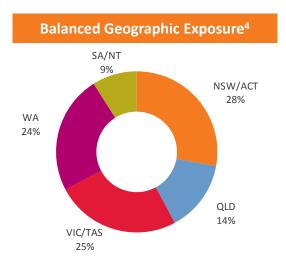
Mark Wilson

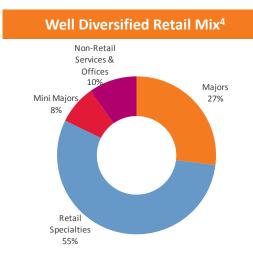
#### **Portfolio Overview**

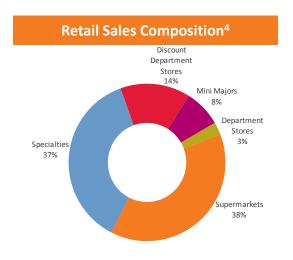


| As at 30 June 2013       | FDC Portfolio |                       |         | Syndicate & Externally Managed | Total Managed <sup>2</sup> |  |
|--------------------------|---------------|-----------------------|---------|--------------------------------|----------------------------|--|
| AS at 50 Julie 2015      | Wholly Owned  | Co-Owned <sup>1</sup> | Total   | Portfolio                      | Total Wallageu             |  |
| No. of Properties        | 38            | 9                     | 47      | 27                             | 73                         |  |
| GLA (000's sq.m)         | 679.4         | 499.5                 | 1,178.9 | 317.4                          | 1,419.7                    |  |
| Number of Tenancies      | 2,263         | 1,514                 | 3,777   | 1,049                          | 4,633                      |  |
| Annual Retail Sales      | \$4.2bn       | \$2.7bn               | \$6.9bn | \$2.1bn                        | \$8.8bn                    |  |
| Total Value <sup>3</sup> | \$2.6bn       | \$1.5bn               | \$4.1bn | \$1.2bn                        | \$6.5bn                    |  |

- Transactions completed post 30 June 2013 have increased Co-owned assets to 16 and FDC Portfolio Total to 50 centres
  - refer to appendix for updated Portfolio Overview







- (1) Reflects Co-owner transactions settled as at 30 June 2013
- (2) Tuggeranong included in Co-owned but excluded from Total Managed as this centre is managed by a third party
- (3) Value expressed by ownership percentage
- (4) Geography expressed by ownership value, Retail Mix expressed by ownership income, Sales expressed by Sales Volume

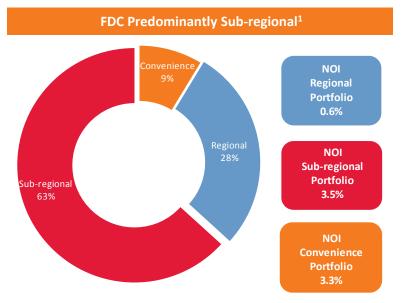


## **FDC Operational Achievements**

Financial Property Asset Organisational Performance Management Development Excellence

| FDC Portfolio   | Jun-13 | Jun-12 |
|---|--------|--------|
| No. of Shopping Centres                                 | 47     | 41     |
| Comparable NOI Growth – Stabilised <sup>1</sup>         | 2.8%   | 3.5%   |
| Occupancy   | 99.5%  | 99.5%  |
| Annual Retail Sales Growth (SCCA)                       | 3.3%   | 0.9%   |
| Specialty Occupancy Cost                                | 14.7%  | 14.6%  |
| Capitalisation Rate (weighted average) (%) <sup>1</sup> | 7.46%  | 7.39%  |

Sub-regionals driving NOI growth



High occupancy maintained

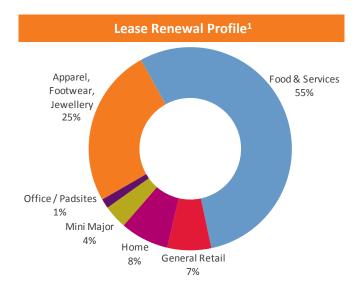
Improving sales growth

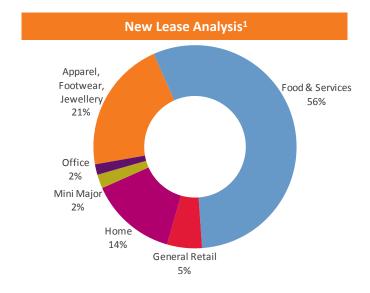
(1) Calculated assuming ownership share as at 30 June 2013 remained unchanged since the beginning of the comparative period



## **FDC Leasing Results**

| Specialty Leasing Metrics        | Jun-13  | Jun-12  |
|----------------------------------|---------|---------|
| Total Leasing Deals              | 710     | 627     |
| Specialty Lease Renewal Rate     | 80%     | 80%     |
| Income Renewed                   | \$44.2m | \$36.5m |
| % of Total Portfolio Annual Rent | 10.5%   | 9.5%    |
| Renewal Rent Growth              | 3.2%    | 4.0%    |





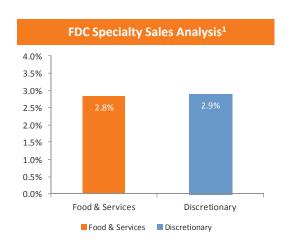
(1) By number of leasing deals



#### **FDC Sales Review**

| Property<br>Management | Asset<br>Development |  |
|------------------------|----------------------|--|

| FDC Sales Category Analysis |                       |                            |                          |  |  |  |
|-----------------------------|-----------------------|----------------------------|--------------------------|--|--|--|
| Category                    | Annual Sales<br>(\$m) | MAT<br>Change <sup>1</sup> | Portfolio<br>Composition |  |  |  |
| Supermarkets                | 2,663.0               | 4.0%                       | 38%                      |  |  |  |
| Specialties                 | 2,568.8               | 2.9%                       | 37%                      |  |  |  |
| Discount Department Stores  | 998.1                 | 2.4%                       | 14%                      |  |  |  |
| Mini Majors                 | 531.7                 | 3.7%                       | 8%                       |  |  |  |
| Department Stores           | 179.2                 | 3.3%                       | 3%                       |  |  |  |
| Portfolio Total             | 6,940.8               | 3.3%                       | 100%                     |  |  |  |



- Over a third of FDC sales are derived from supermarkets
- Sales reported by Wesfarmers and Woolworths for FY13 based on 53 week trading period, compared with 52 weeks in the prior year



<sup>(1)</sup> Calculated in accordance with SCCA standards

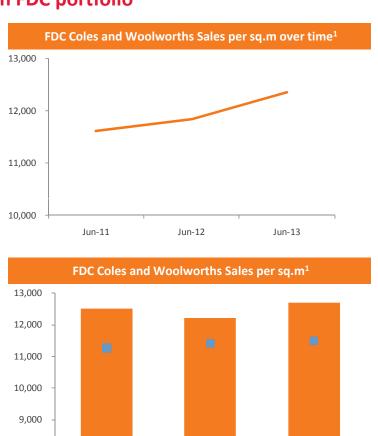
## **FDC Strong Supermarket Sales**



#### Wesfarmers and Woolworths brands strong performers in FDC portfolio

- Over 55% of FDC comparable Coles and Woolworths stores achieved sales >\$12,000psm in FY13
- Supermarket sales exceed benchmark averages across all three asset types





Sub-regional

■ FDC 2013 Coles and Woolworths Stores ■ Urbis 2012 Supermarket Benchmark



Convenience

8,000

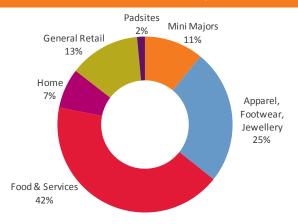


Regional

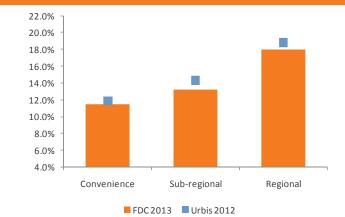
## **FDC Expansive and Diversified Retail Mix**



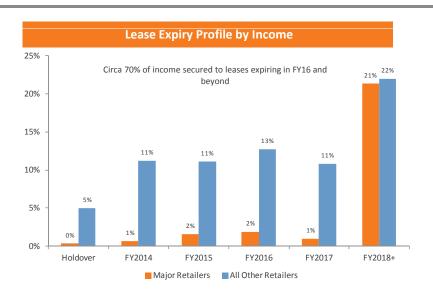
#### Extensive Retail Mix with Circa 3,800 Leases<sup>1</sup>



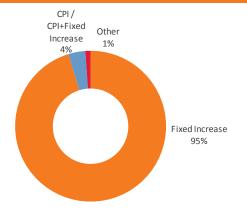
#### FDC Specialty Occupancy Costs



(1) Expressed by ownership income, subset of Retail Mix chart on Slide 14 excluding Majors and Offices



#### **Specialty Rent Review Profile Predominantly Fixed**





## **Stability of FDC Operating Performance**



#### Portfolio has demonstrated consistent returns

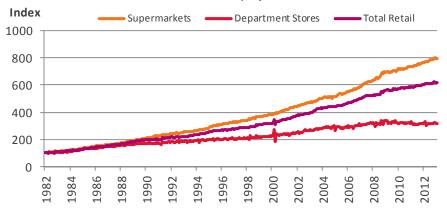
- FDC portfolio has provided consistent returns
  - Fixed increment rental growth of 4-5% standard in specialty leases
  - Renewal retention rate of approx.
     80%
- Active management focused on:
  - Boosting sales productivity of retailers
  - Optimising organisational structures through alignment
  - Operating expense management
- High exposure to Supermarkets which have outperformed 'majors' category over longer term

| FDC Portfolio             | FY09  | FY10  | FY11  | FY12  | FY13  |
|---------------------------|-------|-------|-------|-------|-------|
| Comp NOI Growth           | 1.5%  | 3.7%  | 3.9%  | 3.5%  | 2.8%  |
| Occupancy                 | 99.4% | 99.6% | 99.4% | 99.5% | 99.5% |
| Annual MAT Growth         | 2.8%  | 1.5%  | 1.7%  | 0.9%  | 3.3%  |
| Sales Productivity Growth | 2.7%  | 3.2%  | 2.6%  | 0.2%  | 3.0%  |

Basis of preparation: FY12 and FY13 as reported to the market, FY09-FY11 reconstructed based on portfolio held as at 30 June 2012.

#### Relative Retail Turnover (1982 – 2012)

Seasonally Adjusted



Source: Australian Bureau of Statistics





# Redevelopment Business

Jonathan Timms



#### Five year development pipeline formed based on three key phases:

Phase 1 Approved or advanced planning Expected to commence in FY14

| FY14 Projects   | jects FDC % Status Ownership |                   | Total Cost <sup>1</sup> | FDC Cost <sup>1</sup> | Project Summary  |
|---|------------------------------|-------------------|-------------------------|-----------------------|--|
| Cranbourne, VIC   | ranbourne, VIC 50% Approved  |                   | \$109.5m                | \$54.7m               | New Target, updated Coles, 2 mini majors, 56 specialties, new gym and commercial space               |
| Warnbro, WA   | 100%                         | Mobilising        | \$43.4m                 | \$43.4m               | Addition of Big W and approx 27 specialties  |
| Stirlings, WA   | -                            | Commenced         | \$8.0m                  | -                     | Addition or reconfiguration of 18 specialties  |
| Warriewood, NSW   | 50%                          | Advanced Planning | \$57.0m                 | \$28.5m               | Addition of Target and 19 specialties  |
| 4 x Asset Enhancement Projects <sup>2</sup> - Commenced |                              | Commenced         | \$26.5m                 | \$19.2m               | Monier (Qld), Bankstown (NSW), Roselands (NSW), Lennox (NSW) and key retailer partnering initiatives |
| Sub-total   |                              |                   | \$244.4m                | \$145.8m              |  |

- Blended forecast initial cash yield on Phase 1 projects of 8.2%
- Gross projects totalling \$61.7 million completed in FY13
  - (1) Total development spend (including capitalised interest)
  - (2) Asset Enhancement Projects is combination of four small projects of <\$5 million each



## **Medium term Development Pipeline**



| Fi      | Five year development pipeline formed based on three key phases: |                              |  |  |  |  |  |  |  |  |
|---------|--|------------------------------|--|--|--|--|--|--|--|--|
| Phase 2 | Concept and feasibility advanced                                 | Expected to commence in FY15 |  |  |  |  |  |  |  |  |
| Phase 3 | Concept development stage  | Expected to commence FY15+   |  |  |  |  |  |  |  |  |

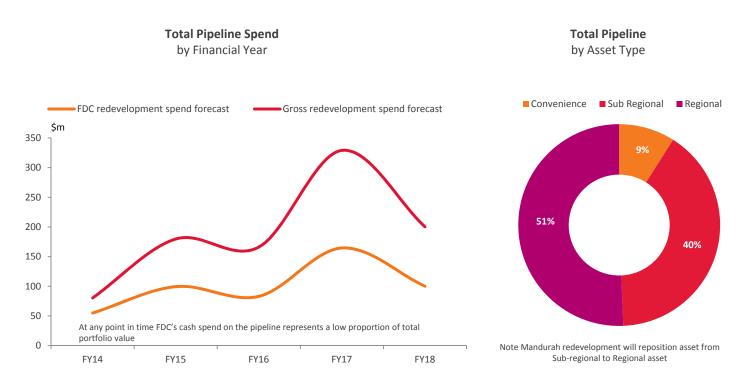
| Asset                 | FDC %<br>Ownership | Status <sup>2</sup>              | Project Cost <sup>1</sup> | FDC Cost <sup>1</sup> |
|-----------------------|--------------------|----------------------------------|---------------------------|-----------------------|
| Phase 2               |                    |                                  |                           |                       |
| Colonnades, SA        | 50%                | Concept and feasibility advanced | \$30.0m                   | \$15.0m               |
| Victoria Gardens, VIC | 50%                | concept and reasibility advanced | \$21.0m                   | \$10.5m               |
| Halls Head, WA        | 50%                |                                  | \$40.0m                   | \$20.0m               |
| Sub-total             |                    |                                  | \$91.0m                   | \$45.5m               |
| Phase 3               |                    |                                  |                           |                       |
| Sunshine, VIC         | 50%                |                                  | \$60.0m                   | \$30.0m               |
| Mandurah, WA          | 50%                | Concept development stage        | \$200.0m                  | \$100.0m              |
| Galleria, WA          | 50%                |                                  | \$220.0m                  | \$110.0m              |
| The Glen, VIC         | 50%                |                                  | \$300.0m                  | \$150.0m              |
| Sub-total Sub-total   |                    |                                  | \$780.0m                  | \$390.0m              |
| Total                 |                    |                                  | \$1,115.4m                | \$581.3m              |

- The current pipeline remains at over \$1.1 billion with potential to substitute assets
- Feasibility work on longer term, large scale projects progressing well
  - (1) Total development spend (including capitalised interest)
  - (2) All projects subject to necessary FDC and co-owner approvals



## **Pipeline Analysis**

#### Regional assets represent greatest proportion of redevelopment spend



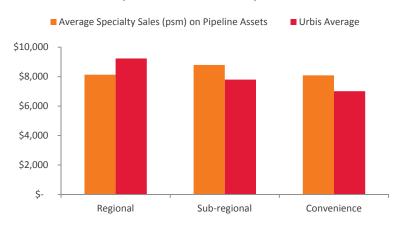
- Pipeline timing has been scheduled to minimise the number of assets under construction at any point in time
  - Manage capacity
  - Cash flow obligations on FDC mitigated through execution of co-ownership arrangements



## **Understanding the Opportunity**







- Spend on Regional assets (ex-Galleria) focused on regaining market share and improving sales productivity
  - Galleria capitalising on strong operating performance
  - Bankstown/Roselands asset enhancement projects to capitalise on short term opportunities whilst positioning for longer term opportunities
- Sub-regional and Neighbourhood redevelopment assets are supported by above average sales productivity
  - Mandurah has been top sales performer in SCN "Little Guns" category for past 11 years



- 34,000sqm sub-regional shopping centre with plans to increase to 44,000sqm
- Located in one of Australia's top 5 growth corridors
- Commencement expected for early CY14 (subject to DA)
- FDC forecast initial yield of 7.8%
- Projected IRR of 12.5%
- Majors lease deals agreed with Target, Coles and Kmart

#### **Overview of Cranbourne Redevelopment**









## **Organisational Excellence**

#### Financial Property Asset Organisational Performance Management Development Excellence

#### Four key areas of focus

#### Talent

- Attraction and retention of high calibre people
- Flexible careers for our people

#### Innovation

- Implementing state of the art systems and processes
- Launch of social media strategies

#### Sustainability & Responsibility

- Adopting an appropriate Environmental, Social, Governance framework
- Compliance, Safety and Risk Management

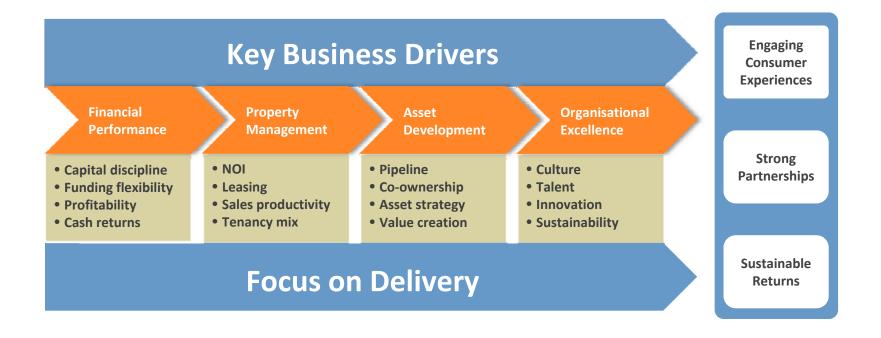
#### Culture

- Flexible and diverse workforce
- Highly engaged and passionate people











## **Growth Levers**

#### Incremental performance levers spread across future years to drive EPS growth

- ✓ Organic NOI Growth and Cost Focus
- ✓ FY13 debt restructure
- ✓ Syndicate acquisitions
- ✓ System Improvements
- ✓ Redevelopment Pipeline



#### **FY14 Outlook**



- FY14 EPS guidance range of between 16.5 16.8 cents per security, subject to any unforeseen events
- Effective annual EPS Growth for FY14 between 4% 6% based on guidance
- Future payout ratio expected to be approximately equivalent to AFFO



## **Key Themes**



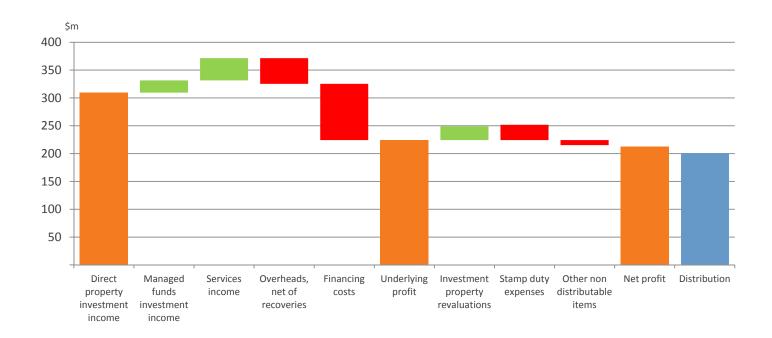
- Resilient earnings stream underpinned by our high exposure to Supermarkets and non-discretionary retail
- Predictable cash flows
- Disciplined financial management and strong balance sheet
- Active redevelopment pipeline





# **Appendices**

## **Distribution Reconciliation for FY13**





## **Summary of Syndicates**

| Year | Syndicate <sup>2</sup> | Strategy | GAV     | Liabilities | FDC Equity | External Equity | FEM |
|------|------------------------|----------|---------|-------------|------------|-----------------|-----|
|      |                        |          | \$m     | \$m         | \$m        | \$m             |     |
| FY14 | RDP37                  | Windup   | 71.5    | 24.1        | 28.1       | 19.3            | Yes |
|      | RDP34                  | Windup   | 42.8    | 8.7         | 16.5       | 17.6            | No  |
|      | RDP27 <sup>1</sup>     | Windup   | 95.4    | 60.5        | 21.6       | 13.3            | Yes |
|      | RDP19                  | Windup   | 25.8    | 6.8         | 2.1        | 16.9            | No  |
|      | RDP10 <sup>1</sup>     | Windup   | 65.7    | 37.7        | 7.1        | 20.9            | Yes |
|      | RDP25                  | Windup   | 72.4    | 31.5        | 27.9       | 13.0            | Yes |
|      | FY14 Sub total         |          | 373.6   | 169.3       | 103.3      | 101.0           |     |
| FY15 | RDP14                  | Windup   | 62.5    | 20.1        | 13.5       | 28.9            | Yes |
|      | RDP04                  | Windup   | 84.2    | 60.2        | 8.3        | 15.7            | Yes |
|      | RDP30                  | Windup   | 15.4    | 9.6         | 3.3        | 2.5             | Yes |
|      | FY15 Sub total         |          | 162.1   | 89.9        | 25.1       | 47.1            |     |
| FY16 | RDP26                  | Windup   | 164.6   | 72.3        | 79.8       | 12.5            | No  |
|      | RDP18                  | Stable   | 51.1    | 26.5        | 12.2       | 12.4            | No  |
|      | RDP15                  | Stable   | 39.2    | 19.7        | 6.9        | 12.6            | Yes |
|      | FY16 Sub total         |          | 254.9   | 118.5       | 98.9       | 37.5            |     |
| FY17 | RDP12                  | Stable   | 65.2    | 40.5        | 9.6        | 15.1            | No  |
| FY18 | RDP06                  | Stable   | 120.9   | 57.6        | 38.7       | 24.6            | No  |
|      | RDP05                  | Stable   | 73.5    | 36.5        | 13.4       | 23.6            | Yes |
|      | FY17/18 Sub total      |          | 259.6   | 134.6       | 61.7       | 63.3            |     |
|      | Grand total            |          | 1,050.2 | 512.3       | 289.0      | 248.9           |     |

<sup>(1)</sup> FDC exercised call option and acquired all external units in syndicate on 24 July 2013



<sup>(2)</sup> Chart excludes RDP21 which was wound up in July 2013

## **Expansive Retail Management Platform of 73 Shopping Centres**



\$6.5 billion assets under management

Over 4,600 leases with more than 2,200 retailers

\$8.8 billion annual retail sales

Statistics shown on map relate to Total Managed Portfolio as at 30 June 2013 and include the number of assets in each state and proportion of asset value by state



## **Key FDC Portfolio Retailers**

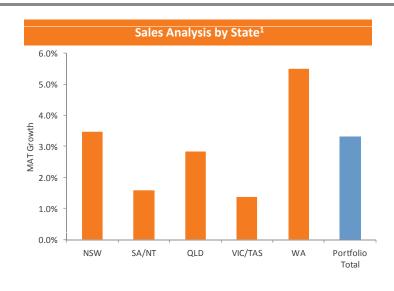
|      | Т  | op 10 Retailers              |                  |                   |
|------|--|------------------------------|------------------|-------------------|
| Rank | Retailer                                 | Retailer Type                | Number of stores | % of total income |
| 1    | Woolworths Australia's fresh food people | Supermarket                  | 30               | 6.7%              |
| 2    | coles                                    | Supermarket                  | 28               | 5.8%              |
| 3    |  | Discount Department<br>Store | 16               | 4.7%              |
| 4    | BIGW                                     | Discount Department<br>Store | 13               | 3.4%              |
| 5    | Target.                                  | Discount Department<br>Store | 13               | 3.1%              |
| 6    | MYER                                     | Department Store             | 4                | 1.5%              |
| 7    | <b>TerryWhite</b> chemists               | Specialty                    | 13               | 1.3%              |
| 8    | oriceline pharmacy                       | Specialty                    | 19               | 1.1%              |
| 9    | THE REJECT SHOP                          | Mini Major                   | 17               | 1.0%              |
| 10   | OPSM 🧡 👸                                 | Specialty                    | 31               | 0.8%              |
|      | Top 10 Total                             |                              | 184              | 29.4%             |

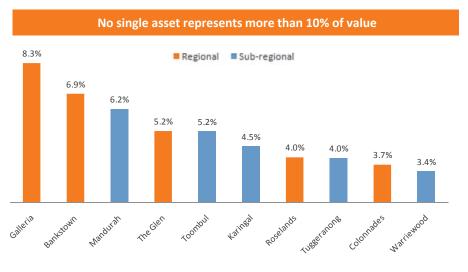
|      | Top 10                                    | Retail Groups    |                      |                  |
|------|---|------------------|----------------------|------------------|
| Rank | Retailer                                  | Number of stores | % of total<br>income | Credit<br>rating |
| 1    | Wesfarmers                                | 78               | 14.3%                | A-/A3            |
| 2    | Woolworths  Australia's fresh food people | 63               | 10.6%                | A- / A3          |
| 3    | SPECIALTYFASHION   GROUP                  | 78               | 1.7%                 | NR               |
| 4    | MYER                                      | 4                | 1.5%                 | NR               |
| 5    | TerryWhite chemists                       | 13               | 1.3%                 | NR               |
| 6    | api                                       | 20               | 1.2%                 | NR               |
| 7    | 193 JPL Group Rose Materials              | 43               | 1.1%                 | NR               |
| 8    | THE REJECT SHOP                           | 17               | 1.0%                 | NR               |
| 9    | CommonwealthBank                          | 85               | 1.0%                 | AA-/Aa2          |
| 10   | FWOLLINI                                  | 43               | 1.0%                 | BBB+             |
|      | Top 10 Total                              | 444              | 34.7%                |                  |



#### **FDC Portfolio Information**

| Sales Analysis Jun-13 vs Jun-12 |                                 |                                   |                                   |  |  |  |  |  |  |  |  |
|---------------------------------|---------------------------------|-----------------------------------|-----------------------------------|--|--|--|--|--|--|--|--|
| Category                        | Sales Volume<br>(\$m)<br>Jun-13 | MAT Change <sup>1</sup><br>Jun-13 | MAT Change <sup>1</sup><br>Jun-12 |  |  |  |  |  |  |  |  |
| Supermarkets                    | 2,663.0                         | 4.0%                              | 1.4%                              |  |  |  |  |  |  |  |  |
| Specialties                     | 2,568.8                         | 2.9%                              | 0.0%                              |  |  |  |  |  |  |  |  |
| Discount Department Stores      | 998.1                           | 2.4%                              | -1.0%                             |  |  |  |  |  |  |  |  |
| Mini Majors                     | 531.7                           | 3.7%                              | 9.4%                              |  |  |  |  |  |  |  |  |
| Department Stores               | 179.2                           | 3.3%                              | -4.8%                             |  |  |  |  |  |  |  |  |
| Portfolio Total                 | 6,940.8                         | 3.3%                              | 0.9%                              |  |  |  |  |  |  |  |  |





| Weighted Average Lease Expiry by Area |     |  |  |  |  |  |  |  |
|---------------------------------------|-----|--|--|--|--|--|--|--|
| Category WALE                         |     |  |  |  |  |  |  |  |
| Major Retailers                       | 8.8 |  |  |  |  |  |  |  |
| All Other Retailers                   | 3.4 |  |  |  |  |  |  |  |
| Portfolio Total 6.3 years             |     |  |  |  |  |  |  |  |

(1) Calculated in accordance with SCCA standards



## FDC Property Portfolio – 30 June 2013

|                  |       |              |           | FDC Share of \ | /aluation (\$m) | Capitalisa | tion Rate | Annual Retail Sales (\$m) |           |        |        |                 |                    |                     |
|------------------|-------|--------------|-----------|----------------|-----------------|------------|-----------|---------------------------|-----------|--------|--------|-----------------|--------------------|---------------------|
|                  |       |              | FDC       |                |                 |            |           |                           | Occupancy |        |        | Centre<br>Sales | Specialty<br>Sales | Specialty Occupancy |
| Centre           | State | Centre Type  | Ownership | Jun-13         | Dec-12          | Jun-13     | Dec-12    | GLA sqm                   | Rate      | Jun-13 | Dec-12 | (\$psm)         | (\$psm)            | Cost <sup>1</sup>   |
| Bankstown        | NSW   | Regional     | 50%       | 284.3          | 287.5           | 7.00%      | 6.75%     | 85,824                    | 100.0%    | 445.7  | 440.7  | 6,051           | 7,532              | 19.4%               |
| Roselands        | NSW   | Regional     | 50%       | 166.9          | 168.1           | 7.00%      | 7.00%     | 61,482                    | 100.0%    | 293.4  | 286.1  | 5,042           | 8,056              | 18.1%               |
| Warriewood       | NSW   | Sub-regional | 100%      | 140.3          | 140.0           | 7.25%      | 7.25%     | 22,148                    | 100.0%    | 174.5  | 168.9  | 8,428           | 9,082              | 16.5%               |
| Nepean           | NSW   | Sub-regional | 100%      | 115.5          | 112.0           | 7.50%      | 7.50%     | 20,856                    | 100.0%    | 204.7  | 196.3  | 10,242          | 9,434              | 11.6%               |
| Tweed            | NSW   | Sub-regional | 100%      | 70.0           | 70.0            | 8.50%      | 8.50%     | 19,489                    | 99.3%     | 101.1  | 101.3  | 6,041           | 5,913              | 14.5%               |
| Lavington        | NSW   | Sub-regional | 100%      | 59.0           | 59.0            | 8.25%      | 8.25%     | 20,244                    | 97.7%     | 116.9  | 115.8  | 6,910           | 7,134              | 12.0%               |
| Goulburn         | NSW   | Sub-regional | 100%      | 50.0           | 50.0            | 9.00%      | 9.00%     | 13,928                    | 100.0%    | 102.4  | 98.1   | 7,743           | 7,285              | 11.8%               |
| Armidale         | NSW   | Sub-regional | 100%      | 39.0           | 39.0            | 8.50%      | 8.50%     | 14,691                    | 97.2%     | 98.1   | 96.0   | 7,004           | 6,269              | 11.5%               |
| Westside         | NSW   | Sub-regional | 100%      | 35.5           | 35.5            | 9.50%      | 9.50%     | 17,498                    | 100.0%    | 112.5  | 112.2  | 7,038           | 7,310              | 11.7%               |
| Toormina         | NSW   | Sub-regional | 50%       | 32.8           | 32.8            | 8.75%      | 8.75%     | 21,320                    | 99.7%     | 138.6  | 135.0  | 6,954           | 7,264              | 10.4%               |
| Tuggeranong      | ACT   | Sub-regional | 50%       | 165.0          | 165.0           | 7.25%      | 7.25%     | 76,590                    | 96.5%     | 275.1  | 263.3  | 4,651           | 6,325              | 13.0%               |
| Toombul          | QLD   | Sub-regional | 100%      | 215.0          | 212.7           | 7.50%      | 7.75%     | 43,725                    | 99.7%     | 219.8  | 212.4  | 5,749           | 7,140              | 15.2%               |
| Taigum           | QLD   | Sub-regional | 100%      | 79.5           | 77.7            | 7.75%      | 7.75%     | 22,876                    | 100.0%    | 120.8  | 119.1  | 6,800           | 5,948              | 13.5%               |
| Gympie           | QLD   | Sub-regional | 100%      | 63.8           | 61.5            | 8.00%      | 8.00%     | 14,055                    | 100.0%    | 117.0  | 111.6  | 8,694           | 9,624              | 10.6%               |
| Springwood       | QLD   | Sub-regional | 100%      | 48.0           | 49.0            | 8.75%      | 8.50%     | 15,406                    | 99.0%     | 70.3   | 70.9   | 5,583           | 7,397              | 11.4%               |
| Whitsunday       | QLD   | Sub-regional | 100%      | 47.5           | 47.0            | 8.50%      | 8.50%     | 22,299                    | 98.3%     | 106.5  | 103.0  | 6,672           | 7,930              | 8.9%                |
| Buranda          | QLD   | Sub-regional | 100%      | 33.3           | 33.3            | 8.00%      | 8.00%     | 11,556                    | 98.7%     | 68.7   | 68.5   | 7,851           | 7,887              | 13.2%               |
| Lutwyche         | QLD   | Convenience  | 100%      | 52.0           | 52.0            | 8.75%      | 8.50%     | 19,866                    | 99.3%     | 77.5   | 76.3   | 10,113          | 5,752              | 12.5%               |
| Goldfields Plaza | QLD   | Convenience  | 100%      | 21.0           | 21.0            | 9.00%      | 9.00%     | 7,951                     | 100.0%    | 52.8   | 48.3   | 7,195           | 7,808              | 8.8%                |
| North Shore      | QLD   | Convenience  | 100%      | 18.5           | 18.0            | 8.00%      | 8.00%     | 4,095                     | 100.0%    | 46.4   | 44.8   | 13,384          | 4,183              | 15.4%               |
| Milton           | QLD   | Convenience  | 100%      | 18.3           | 18.0            | 8.50%      | 8.50%     | 2,865                     | 100.0%    | 23.7   | 23.7   | 15,013          | 11,439             | 10.6%               |
| Colonnades       | SA    | Regional     | 50%       | 153.0          | 153.0           | 7.25%      | 7.25%     | 66,294                    | 98.4%     | 285.2  | 283.6  | 5,221           | 6,046              | 17.1%               |
| Arndale          | SA    | Sub-regional | 100%      | 140.0          | 118.0           | 7.75%      | 8.25%     | 41,398                    | 99.6%     | 164.0  | 163.6  | 4,997           | 5,633              | 17.3%               |
| Mount Gambier    | SA    | Sub-regional | 100%      | 30.0           | 29.0            | 9.25%      | 9.25%     | 12,628                    | *         | 45.7   | 51.6   | 4,344           | 8,348              | 10.3%               |
| Katherine Oasis  | NT    | Convenience  | 100%      | 25.0           | 25.2            | 9.25%      | 9.25%     | 7,177                     | 99.3%     | 82.4   | 79.9   | 12,330          | 9,872              | 9.1%                |



## FDC Property Portfolio – 30 June 2013 cont.

|                  |       |              |           | FDC Share of \ | /aluation (\$m) | Capitalisa | tion Rate |         |           | Annual Reta | il Sales (\$m) |                 |                    |                     |
|------------------|-------|--------------|-----------|----------------|-----------------|------------|-----------|---------|-----------|-------------|----------------|-----------------|--------------------|---------------------|
|                  |       |              | FDC       |                |                 |            |           |         | Occupancy |             |                | Centre<br>Sales | Specialty<br>Sales | Specialty Occupancy |
| Centre           | State | Centre Type  | Ownership | Jun-13         | Dec-12          | Jun-13     | Dec-12    | GLA sqm | Rate      | Jun-13      | Dec-12         | (\$psm)         | (\$psm)            | Cost <sup>1</sup>   |
| The Glen         | VIC   | Regional     | 50%       | 215.8          | 213.8           | 6.00%      | 6.00%     | 59,596  | 99.7%     | 331.1       | 328.2          | 6,388           | 8,001              | 18.4%               |
| Karingal         | VIC   | Sub-regional | 100%      | 186.3          | 185.0           | 7.25%      | 7.25%     | 41,602  | 99.3%     | 228.4       | 225.5          | 5,929           | 6,899              | 14.5%               |
| Cranbourne       | VIC   | Sub-regional | 100%      | 125.5          | 125.2           | 7.50%      | 7.50%     | 33,868  | 99.6%     | 185.0       | 187.5          | 6,054           | 8,016              | 12.9%               |
| Box Hill South   | VIC   | Sub-regional | 100%      | 108.0          | 107.5           | 8.00%      | 8.00%     | 23,422  | 100.0%    | 134.8       | 129.6          | 6,477           | 7,854              | 15.3%               |
| Mildura          | VIC   | Sub-regional | 100%      | 90.5           | 90.5            | 8.00%      | 8.00%     | 20,181  | 99.1%     | 154.9       | 150.2          | 8,155           | 7,211              | 12.6%               |
| Victoria Gardens | VIC   | Sub-regional | 50%       | 88.9           | 88.7            | 7.00%      | 7.00%     | 31,251  | 99.5%     | 165.1       | 160.6          | 5,368           | 8,394              | 14.1%               |
| Box Hill North   | VIC   | Sub-regional | 100%      | 61.0           | 61.0            | 8.00%      | 8.00%     | 14,609  | 99.6%     | 68.0        | 67.3           | 5,859           | 4,839              | 18.3%               |
| Mornington       | VIC   | Sub-regional | 100%      | 55.0           | 55.5            | 7.50%      | 7.50%     | 11,685  | 100.0%    | 97.2        | 93.7           | 8,323           | 9,218              | 15.1%               |
| Wodonga          | VIC   | Sub-regional | 100%      | 46.0           | 44.0            | 9.00%      | 9.00%     | 17,587  | 100.0%    | 91.6        | 91.2           | 5,296           | 5,924              | 13.2%               |
| Somerville       | VIC   | Sub-regional | 100%      | 38.5           | 38.5            | 8.50%      | 8.50%     | 16,521  | 96.5%     | 65.5        | 65.3           | 4,547           | 5,148              | 11.6%               |
| Warrnambool      | VIC   | Convenience  | 100%      | 12.3           | 12.1            | 8.50%      | 8.75%     | 4,491   | 98.6%     | 40.1        | 38.8           | 9,274           | 6,984              | 6.5%                |
| Burnie           | TAS   | Sub-regional | 100%      | 17.0           | 17.0            | 9.75%      | 9.75%     | 8,688   | 96.5%     | 41.3        | 40.6           | 4,932           | 6,820              | 10.9%               |
| Galleria         | WA    | Regional     | 50%       | 341.5          | 338.0           | 5.75%      | 5.75%     | 73,203  | 100.0%    | 510.5       | 485.9          | 7,248           | 11,012             | 16.8%               |
| Mandurah         | WA    | Sub-regional | 100%      | 256.3          | 256.0           | 7.25%      | 7.25%     | 40,335  | 100.0%    | 387.9       | 379.3          | 10,264          | 10,700             | 12.9%               |
| Warwick          | WA    | Sub-regional | 100%      | 132.5          | 131.0           | 7.75%      | 7.75%     | 30,274  | 99.5%     | 216.4       | 207.9          | 8,524           | 8,021              | 12.7%               |
| Karratha         | WA    | Sub-regional | 50%       | 47.9           | 49.6            | 7.75%      | 8.00%     | 23,919  | 100.0%    | 257.5       | 256.9          | 11,076          | 10,376             | 9.3%                |
| Dianella         | WA    | Convenience  | 100%      | 57.0           | 54.0            | 8.75%      | 9.00%     | 20,339  | 100.0%    | 89.1        | 87.4           | 6,390           | 5,027              | 13.6%               |
| Warnbro          | WA    | Convenience  | 100%      | 53.0           | 52.5            | 7.75%      | 7.75%     | 11,262  | 100.0%    | 127.5       | 119.0          | 11,869          | 7,976              | 12.8%               |
| Halls Head       | WA    | Convenience  | 100%      | 31.8           | 28.6            | 8.25%      | 8.00%     | 5,978   | 100.0%    | 36.3        | 36.0           | 6,204           | 5,580              | 12.8%               |
| Albany (WA)      | WA    | Convenience  | 100%      | 25.0           | 26.8            | 8.50%      | 8.50%     | 12,309  | 99.6%     | 52.8        | 54.3           | 10,291          | 4,693              | 9.6%                |
| Flinders         | WA    | Convenience  | 100%      | 23.5           | 22.7            | 8.00%      | 8.00%     | 5,981   | 100.0%    | 59.6        | 55.8           | 11,292          | 7,181              | 10.1%               |
| Victoria Park    | WA    | Convenience  | 100%      | 21.8           | 21.0            | 8.00%      | 8.00%     | 5,472   | 100.0%    | 56.2        | 59.1           | 10,646          | 5,877              | 12.6%               |

<sup>\*</sup> Held for development



<sup>&</sup>lt;sup>1</sup> Inclusive of marketing levy and based on GST inclusive sales

## Portfolio Overview as at 31 July 2013

| An at 24 July 2012       |  | FDC Portfolio | Syndicate & | Total Managed <sup>2</sup>      |                |  |
|--------------------------|--|---------------|-------------|---------------------------------|----------------|--|
| As at 31 July 2013       | Wholly Owned Co-Owned <sup>1</sup> Total |               | Total       | Externally Managed<br>Portfolio | Total Mallageu |  |
| No. of Properties        | 34                                       | 16            | 50          | 22                              | 71             |  |
| GLA (000's sq.m)         | 547.5                                    | 687.0         | 1,234.5     | 251.8                           | 1,409.8        |  |
| Number of Tenancies      | 1,776                                    | 2,144         | 3,920       | 739                             | 4,583          |  |
| Annual Retail Sales      | \$3.2bn                                  | \$3.9bn       | \$7.1bn     | \$1.8bn                         | \$8.7bn        |  |
| Total Value <sup>3</sup> | \$1.9bn                                  | \$1.9bn       | \$3.8bn     | \$1.0bn                         | \$6.4bn        |  |

Portfolio Overview above reflects data as at 30 June 2013 updated for the following ownership transactions that were completed during July 2013:

- Co-owner alliance with ISPT for Mandurah, Halls Head, Cranbourne, Karingal and Warriewood
- Co-owner alliance with Challenger for Lennox and Sunshine with co-owned share now held by FDC (previously RDP syndicates)
- Acquisition of Maitland Hunter Mall from RDP 10
- Disposal of Kiama and Woodcroft by RDP syndicates



<sup>(1)</sup> Reflects Co-owner transactions settled up to and including 31 July 2013

<sup>(2)</sup> Tuggeranong included in Co-owned but excluded from Total Managed as this centre is managed by a third party

<sup>(3)</sup> Value expressed by ownership percentage

#### **Our Ethos**



At Federation Centres, we believe in partnering with our stakeholders to provide engaging consumer experiences for our local communities.

At the heart of our success is our team at

Federation Centres who are passionate about

delivering on our brand promise

and helping to drive sustainable returns

for our investors.



#### **Disclaimer**

This document is a presentation of general background information about the activities of Federation Centres (ASX:FDC) current at the date of lodgement of the presentation (18 August 2013). It is information in a summary form and does not purport to be complete. It is to be read in conjunction with the Federation Centres Appendix 4E lodged with the Australian Securities Exchange on 18 August 2013. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered, with or without professional advice, when deciding if an investment objective is appropriate.

This presentation contains certain forecast financial information along with forward-looking statements in relation to the financial performance and strategy of Federation Centres. The words "anticipate", "believe", "expect", "project", "forecast", "estimate", "outlook", "upside", "likely", "intend", "should", "could", "may", "target", "plan" and other similar expressions are intended to identify forward looking statements. Indications of, and guidance on, future earnings, financial position, performance and distributions are also forward-looking statements. The forward-looking statements included in this presentation are based on information available to Federation Centres as at the date of this presentation. Such forward-looking statements are not representations, assurances, predictions or guarantees of future results, performance or achievements expressed or implied by the forward-looking statements and involve known and unknown risks, uncertainties, assumptions and other factors, many of which are beyond the control of Federation Centres. The actual results of Federation Centres may differ materially from the anticipated results, performance or achievements expressed, projected or implied by these forward-looking statements and you should not place undue reliance on such forward-looking statements.

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