

Cedar Woods Properties Limited

# 2016 Annual General Meeting

10 November 2016



# Agenda

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1	<b>Chairman's Address</b> Mr William Hames
2	<b>Managing Director's Review</b> Mr Paul Sadleir
3	<b>Formal Business</b> <ul style="list-style-type: none"><li>• Ordinary Business: Consideration of financial report</li><li>• Ordinary Resolution 1: Re-election of retiring director Robert Stanley Brown</li><li>• Ordinary Resolution 2: Re-election of retiring director Ronald Packer</li><li>• Ordinary Resolution 3: Remuneration report</li><li>• Ordinary Resolution 4: Performance rights</li></ul>
4	<b>Questions</b>

# Chairman's Address

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Chairman  
Mr William Hames

# FY2016 Financial Performance Summary

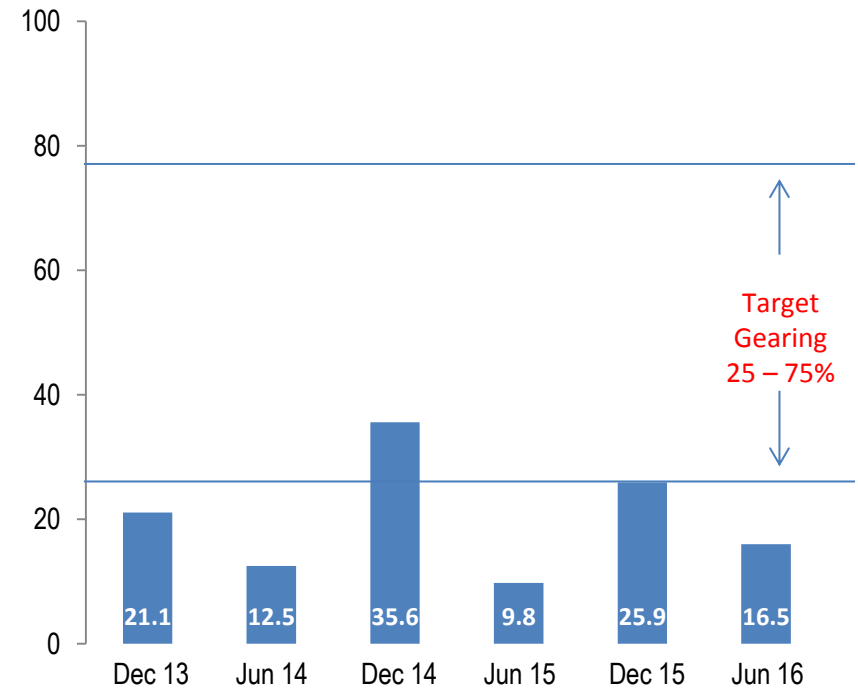
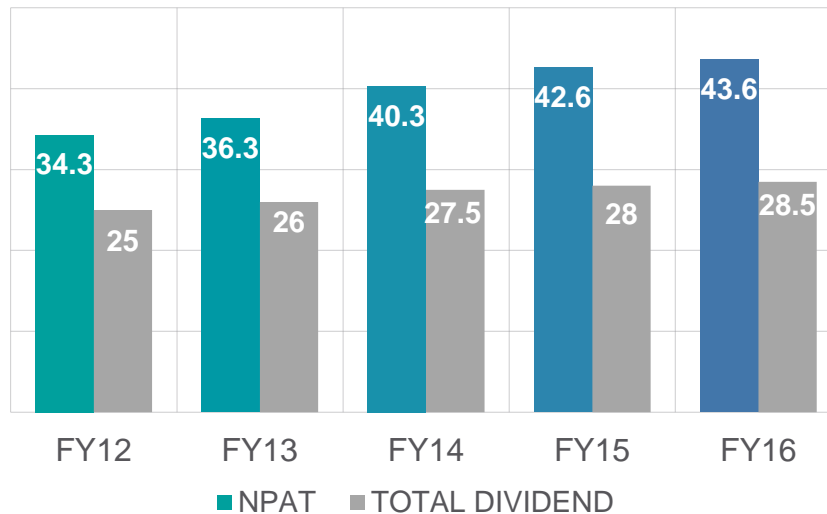
	FY16	FY15	Change
Revenue	\$176m	\$179m	1.7% ▼
<b>Net profit after tax</b>	<b>\$43.6m</b>	<b>\$42.6m</b>	<b>2.4% ▲</b>
Earnings per share	55.3 cents	54.3 cents	1.8% ▲
Dividends per share, 100% franked	28.5 cents	28.0 cents	1.8% ▲

## Highlights for FY2016

- Sixth consecutive year of record profit
- Record earnings per share
- Record dividends per share

# Track Record of Growth and Low Gearing

NPAT (\$m) / Total Dividend (cents per share)



- Sixth successive increase in fully franked total dividend payment
- Dividend policy unchanged – paying out approximately 50% of annual NPAT
- Fully franked final dividend of 16.5 cents paid on 28 October 2016
- Gearing continues to be conservative, balance sheet strong

# Corporate Governance

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- Independent NED Ms Valerie Davies appointment has strengthened the Board
- Feedback from investors and proxy advisors on recent corporate governance improvements has been positive
- Proxy advisors supporting all 2016 AGM shareholder resolutions
- Management appointments have strengthened the executive team

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# Managing Director's Review

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Managing Director  
Mr Paul Sadleir



# Strong Property Portfolio and Mature Land Bank



# Project Life

Planning, Design & Rezoning
Development & Sales
Leasing, Development & Sales

PROJECT NAME	CORRIDOR/LOCATION	PROJECT TYPE	LOT/UNITS PROJECT	LOT/UNITS REMAIN							
					FY17	FY18	FY19	FY20	FY21	FY22	
<b>WESTERN AUSTRALIA</b>					(as at 1/7/16)						
<b>Perth</b>											
Mariners Cove	South	Canal lots	984	40							
The Brook at Byford	South East	Residential Land	405	277							
Rivergums Baldivis	South	Residential Land	1413	457							
Ariella	North East	Residential Land	480	425							
Byford on the Scarp	South East	Residential Land	324	262							
Piara Waters / Forrestdale	South East	Residential Land	443	443							
Bushmead	East	Residential Land	935	935							
North Baldivis	South	Residential Land	1580	1580							
Pinjarra	South	Residential Land	1080	1080							
<b>Regional</b>											
Elements South Hedland	Pilbara	Residential Land	136	15							
<b>WA "JV" projects</b>											
Cedar Woods Wellard (Emerald Park)	South	Residential Land	665	135							
Batavia Coast Marina Apartments	Mid-West	Apartments	54	27							
Harrisdale Green	South East	Residential Land	427	262							
Mangles Bay	South	Mixed use	TBD	TBD							
Western Edge	Pilbara	Residential Land	600	600							
				6538							
<b>VICTORIA</b>											
<b>Melbourne</b>											
Banbury Village	Inner West	Houses and Apartments	430	62							
Carlingford	North	Residential Land	650	141							
St Albans	North West	Houses and Apartments	250	250							
Jackson Green	South East	Houses and Apartments	350	350							
Williams Landing Residential	West	Residential Land	2385	721							
Williams Landing Town Centre	West	Retail, Mixed Use, Apartments	600	600							
				2124							
<b>QUEENSLAND</b>											
<b>Brisbane</b>											
Ellendale	North West	Residential Land	480	480							
Woolloowin	Inner North	Houses and Apartments	279	279							
				759							
<b>SOUTH AUSTRALIA</b>											
<b>Adelaide</b>											
Glenside (proposed)	Inner South East	Houses and Apartments	1000	1000							
Port Adelaide (proposed)	North West	Houses and Apartments	500	500							
				1500							

# Portfolio Overview

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- Commenced sales and development at Ellendale (Upper Kedron) in Queensland
- Strengthened our presence in South Australia with preferred proponent status on a second high quality infill project at Port Adelaide
- Successful launch of new medium rise apartment projects in Melbourne
- Strong presales at Melbourne projects for FY2017 and FY2018
- Williams Landing Shopping Centre expanded, with new leases in place
- New projects being successfully delivered in WA at Ariella and Bushmead - a positive result in a challenging market.

# Ellendale (Upper Kedron)



- Ellendale – a 227 hectare master-planned community just 12km from Brisbane CBD
- State Government approval for first 480 lots received in July 2015
- Acknowledgement by Queensland Government that 160 hectare balance of the site is suitable for further residential development
- Stage 1 (143 lots) construction underway and more than 50% pre-sold, with settlements expected in H2
- 29 lot builder display village
- 10 year staged project

# Woolloowin



- 3.81 hectare site, 6 km north of the Brisbane CBD, train stations nearby
- Site has current approval for 279 residential dwellings up to eight storeys
- CWP is revising the masterplan to provide an integrated housing development, comprising premium terrace homes, duplexes and low to mid- rise apartments
- Construction and sales commencing FY18
- Target market predominantly local buyers

# Glenside



- 16.5 hectare site just 3km south-east of Adelaide CBD
- Masterplan of 1000 apartments and townhouses
- Rezoning underway, expected to be approved in mid FY17
- Settlement conditional upon rezoning



# Port Adelaide



- 12.6 hectare site 14km north-west of Adelaide CBD
- Cedar Woods is preferred proponent to purchase the site, subject to due diligence
- Masterplan of 500 townhouses and apartments

# Williams Landing



- Over 70% of targeted FY2017 presales achieved
- Strong price growth on residential lots achieved in recent releases
- Addison neighbourhood to include increasing density as development progresses closer to town centre



- ‘Newton Apartments’, the first residential building in the town centre is 100% sold, under construction & settling H2 (57 one and two bedroom apartments).
- Planning progressed on future Oxford Apartments, commercial and retail stages.



- Shopping Centre opened in 2015 with 6767sqm retail, 1888sqm office and 437 car bays
- Recently added 1200sqm of new floor space comprising first floor child care centre and additional ground floor retail
- Recently leased café and tenancy performance improving



# Jackson Green

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- 350 dwellings on 6.5ha site 20 km south-east of Melbourne
- First five stages, comprising 85 homes, sold out & construction underway
- Wattle Apartments recently launched
- First settlements anticipated in FY2018

# St A



- Approximately 250 dwellings on a 6.8ha site in Melbourne's north-west
- Strong sales momentum with first four stages sold
- 10% growth in St Albans suburb median price in FY16
- Four-year staged project, civil construction underway
- First settlements in FY2018

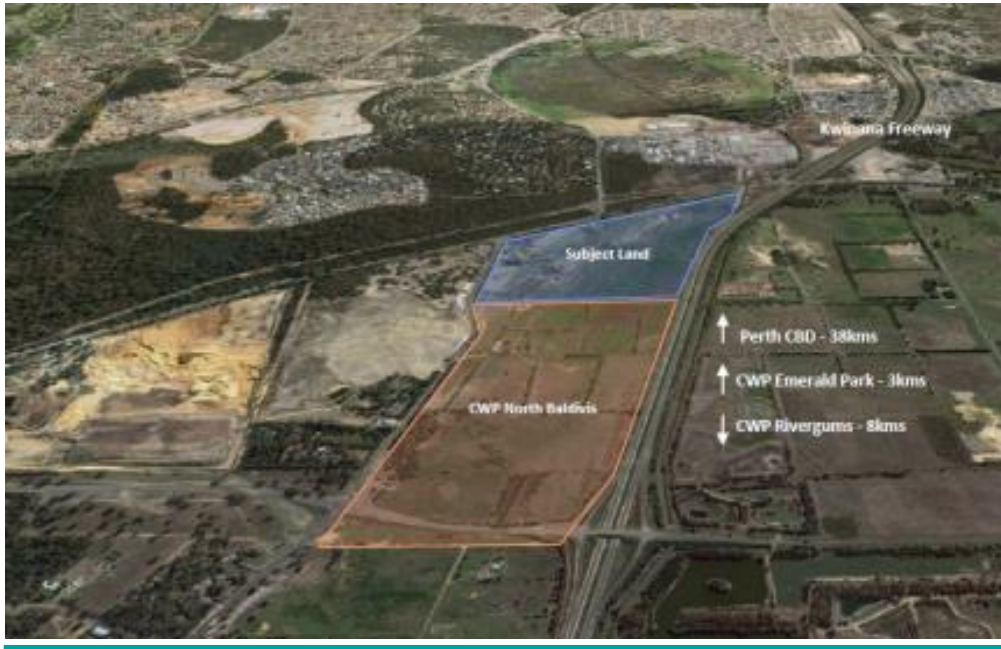


# Bushmead



- 273ha site, 15km from Perth CBD, expected to yield approximately 935 lots
- First two releases largely sold, third release brought forward
- Construction of stage one (87 lots) underway with settlements expected in April 2017

# North Baldivis



- Purchase of 50.74 hectares at North Baldivis in early August 2015
- Site adjoins company's existing 68 hectare holding
- Combined property will allow master-planned development of approximately 1580 lots
- Construction planned Q3 FY17

# Company Outlook

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- Presales of \$230 million, mainly settling in FY2017, up from \$184m this time last year
- Strong balance sheet with debt at a low level
- FY2017 result expected to be similar to that achieved in FY2016
- Significantly lower first half FY2017 result expected, strong second half anticipated
- Landmark projects in Queensland, Victoria, Western Australia and South Australia positioned to drive growth from FY2018

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# 1. Ordinary Business

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To receive and consider the financial statements for the year ended 30th June 2016 and the accompanying directors' report, directors' declaration and auditor's report.

## 2. Ordinary Resolution 1



### Re-election of retiring director

That Robert Stanley Brown, MAICD, AIFS, having retired in accordance with the company's constitution and, being eligible, offers himself for re-election, be re-elected as a director of the company.

Summary of 239 proxy votes received totaling 43,719,579 shares

	#	%
For	41,411,431	94.77
Against	1,946,679	4.45
Open	340,424	0.78
Abstain	21,045	-



## 3. Ordinary Resolution 2



### Re-election of retiring director

That Ronald Packer, BCom (UWA), FAICD, Solicitor Supreme Court of England and Wales, having retired in accordance with the company's constitution and, being eligible, offers himself for re-election, be re-elected as a director of the company.

Summary of 239 proxy votes received totaling 43,719,579 shares

	#	%
For	41,416,580	94.78
Against	1,941,530	4.44
Open	340,424	0.78
Abstain	21,045	-

## 4. Ordinary Resolution 3

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### Remuneration Report

That the remuneration report that forms part of the directors' report for the financial year ended 30 June 2016, be adopted.

Summary of 239 proxy votes received totaling 27,402,998 shares

	#	%
For	26,833,607	98.19
Against	164,944	0.60
Open	332,391	1.21
Abstain	72,056	-

## 5. Ordinary Resolution 4

### Approval for the issue of Performance Rights under the LTI Plan to Mr Paul Sadleir or his nominee

That, for the purposes of Listing Rule 10.14, Chapter 2E of the Corporations Act and for all other purposes, Shareholders authorise and approve the issue of 28,965 Performance Rights under the LTI Plan by the Company to Mr Paul Sadleir or his nominee on the terms and conditions set out in the Explanatory Memorandum.

Summary of 239 proxy votes received totaling 43,719,579 shares

	#	%
For	43,033,734	98.63
Against	257,019	0.59
Open	341,424	0.78
Abstain	87,402	-

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# Cedar Woods

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