

# WINTON

## MARKET ANNOUNCEMENT

NZX: WIN / ASX: WTN

25 October 2023

## WINTON'S 2023 ANNUAL MEETING MATERIALS

Winton (NZX: WIN / ASX: WTN) today holds its annual meeting of shareholders as a hybrid meeting (virtual and in person).

Winton has provided NZX with a copy of the presentation and speech to be made at the annual meeting.

If you cannot attend, a recording of the webcast of the meeting will be available to view on Winton's website at the conclusion of the meeting.

*Ends.*

### **For investor or analyst queries, please contact:**

Jean McMahon, CFO

+64 9 869 2271

[investors@winton.nz](mailto:investors@winton.nz)

### **For media queries, please contact:**

Sonya Fynmore

+64 21 404 206

[sonya.fynmore@winton.nz](mailto:sonya.fynmore@winton.nz)

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## **About Winton**

Winton is a residential land developer that specialises in developing integrated and fully masterplanned neighbourhoods. Across its 14 masterplanned communities, Winton has a portfolio of 26 projects expected to yield a combined total of circa 6,500 residential lots, dwellings, apartment units, retirement village units and commercial lots. Winton listed on the NZX and ASX in 2021. [www.winton.nz](http://www.winton.nz)



NORTHBROOK  
WYNYARD QUARTER

WINTON

# Winton FY23 Annual Meeting of Shareholders

25 OCTOBER 2023

# Voting and asking questions

The screenshot displays the Winton website's navigation bar and main content area. The navigation bar includes the Winton logo, a help number (0800 200 220), and three buttons: "Ask a Question", "Get a Voting Card", and "Exit Meeting". Below the navigation bar is a large aerial photograph of a town. Two green arrows point from the photograph to two large dark brown buttons: "Get a Voting Card" (with a plus sign icon) and "Ask a Question" (with a question mark icon). To the right of these buttons is a "Downloads" section with a list of documents: "Notice of meeting", "Annual report", and "Virtual Meeting Online Guide".

WINTON

HELP NUMBER  
0800 200 220

Ask a Question

Get a Voting Card

Exit Meeting ↗

Voting Card

Question box

+  
Get a Voting Card

?  
Ask a Question

Downloads

- Notice of meeting
- Annual report
- Virtual Meeting Online Guide



# Winton Board

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**Chris Meehan**

Chair / Chief Executive Officer



**Julian Cook**

Executive Director and Director of Retirement



**Steven Joyce**

Independent Director



**Glen Tupuhi**

Independent Director



**Michaela Meehan**

Non-executive Director



**David Liptak**

Non-executive Director



**James Kemp**

Non-executive Director



**Jelte Bakker**

Non-executive Director (Alternate)

# WINTON

1. Chairman and CEO Address
2. Resolutions
3. Other Business and Shareholder Questions







# Chairman and CEO Address



# Summary FY23

A record year of delivery and settlements during the 12 months ending 30 June 2023 (FY23) resulted in post tax earnings within guidance of \$73.8 million<sup>1</sup>

<p><b>\$211.4m</b> Revenue</p> <p>Up 32.5% on FY22</p>	<p><b>\$108.7m</b> Gross Profit</p>	<p><b>51.4%</b> Gross profit Margin</p>	<p><b>\$64.6m</b> Net Profit After Tax</p>	<p><b>30.6%</b> NPAT Margin</p>
<p><b>6,407</b> Residential lots and dwellings<sup>1</sup> in pipeline from existing projects</p>	<p><b>78%<sup>2</sup></b> of portfolio (by units) are residential lots limiting exposure to construction</p>	<p><b>Zero Debt</b></p>	<p><b>520 Total</b> shareholders</p>	<p><b>65 Employees</b></p>
<p><b>\$76.3m</b> Cash and cash equivalents</p>	<p><b>\$419.3m<sup>3</sup></b> of gross pre-sales secured</p>	<p><b>902 Retirement</b> living units Across 5 locations</p>	<p><b>26 Projects</b> <b>14 communities</b></p>	<p><b>565</b> Units delivered and settled</p>

# Business Highlights

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- ✓ A record year of delivery - 116 more units delivered than FY22
- ✓ Appointment of Steven Joyce to the Board
- ✓ Strong pre-sale book continues to protect future revenues
- ✓ Locked in supply contracts to minimise the effects of supply chain and inflation issues
- ✓ Resource consent granted for Northbrook Wanaka, Northbrook Wynyard Quarter, Northbrook Avon Loop, and Northbrook Launch Bay
- ✓ Launched sales at Northbrook Wynyard Quarter and Northbrook Wanaka show apartments
- ✓ Continue to operate on an ungeared basis and benefit from strong balance sheet
- ✓ Completed first emissions inventory and developed our sustainability framework
- ✓ Commenced leasing of the Lakeside Village Centre - providing annuity income
- ✓ 16% employee growth predominantly to resource Northbrook and Ayrburn





# FY23 Financial Performance

Winton's financial performance in FY23 represents a record year of delivery.

## Financial Performance

- Winton has produced a record year of delivery, settling 565 units; driving revenues of \$211.4 million.
- Revenue was lower than PFI by 38.7%, owing to inclement weather conditions in FY23 delaying the timing of project completion.
- Cost of sales reflects the cost of the land and to develop the land and property for sale, and are recognised in alignment with revenue. The increase in cost of sales reflects a 25.8% increase in volume.
- Improved gross profit and margin was a result of the product mix that settled in the year. 78% of settlements came from lots which produce a higher margin.
- Rental income inflows result from the settlement of Cracker Bay (formerly Pier 21) and tenanting of Lakeside Commercial.
- Expenses increased alongside additional headcount and new litigation during FY23.
- Earnings were delivered at the lower end of guidance (between \$72.4 million and \$82.4 million), being NPAT excluding any unconfirmed fair value revaluation of investment properties for FY23, with post tax earnings totalling \$73.8 million for the period. A reconciliation is provided below.

NPAT Reconciliation to February 2023 Guidance		NZ\$m
Profit After Income Tax		64.6
Fair Value revaluation of investment properties H2 FY23		8.7
Tax impact of fair value revaluation of investment properties H2 FY23		0.5
<b>Profit after income tax excluding revaluation of investment properties</b>		<b>73.8</b>

Statement of Financial Performance	FY23	FY23 PFI <sup>1</sup>		FY22	
NZ\$m (unless indicated otherwise)	Year Ended	Year Ended	Movement	Year Ended	Movement
	30-Jun-23	30-Jun-23		30-Jun-22	
Revenue	211.4	344.7	(133.3)	159.5	51.9
Number of settled units (#)	565	698	(133)	449	116
Average revenue per unit (NZ\$000)	374	494	(120)	355	19
Cost of sales	(102.7)	(184.1)	81.4	(87.1)	(15.6)
<b>Gross profit</b>	<b>108.7</b>	<b>160.6</b>	<b>(51.9)</b>	<b>72.4</b>	<b>36.3</b>
Gross profit margin	51.4%	46.6%	4.8%	45.4%	6.0%
Rent income	3.7	-	3.7	0.1	3.6
Other income	6.0	-	6.0	2.0	4.0
Fair value gain on investment properties	6.8	-	6.8	-	6.8
Expenses	(29.6)	(23.1)	(6.5)	(23.5)	(6.1)
Offer costs	-	-	-	(6.0)	6.0
<b>EBITDA</b>	<b>95.6</b>	<b>137.5</b>	<b>(41.9)</b>	<b>45.0</b>	<b>50.6</b>
Depreciation and amortisation	(1.4)	(0.7)	(0.7)	(0.8)	(0.6)
Net interest income	1.0	1.0	-	0.4	0.6
<b>Net profit before tax</b>	<b>95.2</b>	<b>137.8</b>	<b>(42.6)</b>	<b>44.6</b>	<b>50.6</b>
Income tax expense	(30.6)	(39.0)	8.4	(12.9)	(17.7)
<b>Profit after income tax</b>	<b>64.6</b>	<b>98.8</b>	<b>(34.2)</b>	<b>31.7</b>	<b>32.9</b>
<b>Pro forma EBITDA</b>	<b>95.6</b>	<b>137.5</b>	<b>(41.9)</b>	<b>50.8</b>	<b>44.8</b>
<b>Pro forma Profit after income tax</b>	<b>64.6</b>	<b>98.8</b>	<b>(34.2)</b>	<b>36.2</b>	<b>28.4</b>

Note: 1. This information is unaudited and sourced from the PDS and where necessary the prospective information has been aligned to the statutory financial statement format.

# Northbrook construction and pre-sales underway

## Northbrook Wynyard Quarter

- Resource consent has been obtained.
- Onsite works commence in November 2023.
- The show apartment opened in June 2023.
- Strong interest continues.

## Northbrook Wanaka

- Civil works continue on site, with construction expected to commence Q2 FY24.
- The show apartments opened in September 2023, with a strong opening weekend and continued sales interest.

## Northbrook Avon Loop

- Resource consent was granted on 21 June 2023, and Winton continues its design phase on this project.
- A show apartment will be built on the site in FY24 ahead of the launch.

## Northbrook Launch Bay

- Resource consent was granted 4 September 2023.
- The project will incorporate the heritage-listed hanger and a 15-storey apartment complex.

## Northbrook Arrowtown

- Earthworks continue to progress under the existing resource consent.
- Resource consent variation has been lodged.
- Show apartment construction has commenced.



NORTHBROOK WYNYARD QUARTER SHOW APARTMENT



NORTHBROOK WANAKA



# Ayrburn Precinct

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On the edge of Arrowtown lies Ayrburn, one of the region's original estates, with the mountains and Lake Hayes as its backdrop.



AYRBURN, ARROWTOWN



AYRBURN, ARROWTOWN

## The Ayrburn Story

- Winton is remediating and repurposing a collection of historic stone farm buildings as a hospitality precinct.
- The precinct provides a fantastic amenity to Northbrook Arrowtown.
- Ayrburn offers a wide range of experiences, from fire side dining at The Woolshed and opulent fine dining at Billy's in the original homestead, to gelato from 'The Dairy'. All connected with parklike surrounds and complemented with access to stunning natural features of the property, including the waterfall that has never had public access before.



# Ayrburn Precinct (cont.)

Ayrburn enters its next chapter for a new generation.



AYRBURN, ARROWTOWN



AYRBURN, ARROWTOWN

## New Offering

- Ayrburn offers a comprehensive suite of venues to meet a variety of customer experiences, as outlined on page 12.
- Resource consent, building consent and engineering approvals have been obtained. Stage 1 is almost complete and due to open in H1 FY24, with further development expected to be staggered over the coming years.
- Pathways around the farm run along Mill Creek to the waterfall.



## Ayrburn Precinct (cont.)

A world class hospitality venue in Arrowtown, which when complete will operate ten unique venues.

Ayrburn Precinct	Venue	Expected opening	Capacity
The WOOLSHED	High end casual dining	December 2023	227
The MANURE ROOM	Bar and tasting room	December 2023	86
The BURR BAR	Boutique bar	December 2023	43
The DAIRY	Gelateria	December 2023	12
The DELL	Central social lawn, including a stage for events	December 2023	500
The BARREL ROOM	Hidden gatherings	Q3 2024	62
The BAKEHOUSE	Café style, all day dining	Q1 FY25	272
R.M SPECIALITY MEATS	Traditional butchery	Q1 FY25	n/a
BILLY'S	Fine dining	Q2 FY25	200
The HAYBARN	A bespoke events venue	TBC	180
<b>Total</b>			<b>1,582</b>

# Moving forward at Sunfield

A forward-thinking and innovative '15-minute community' powered by the sun and 90% less cars.



SUNFIELD AUCKLAND

- We are moving forward with the 50 hectares of the property which is currently zoned future urban with a more traditional masterplan supported by current regulation, yielding ~2,000 lots.
- In parallel, Winton is absolutely firm in its resolve to pursue alternate legislative pathways to rezone the remaining c.150 hectares of the Sunfield land, including the Resource Management Act.
- Winton has issued proceedings in the Auckland High Court under the Commerce Act, alleging anti-competitive conduct by Government housing agency Kāinga Ora.
- An Amended Statement of Claim has recently been filed in the Auckland High Court to include the provisionally assessed amount of \$138.5m in damages plus costs and interest, which represents Winton's view as to the quantum of the loss it has suffered as a result of Kāinga Ora's alleged anti-competitive conduct.
- Winton is seeking Court declarations that Kāinga Ora's conduct is unlawful and in breach of the Commerce Act, and an order requiring Kāinga Ora to consider Sunfield for assessment under the UDA, as well as substantial damages for Kāinga Ora's conduct to date.

## Sunfield

Sunfield is an interconnected '15 minute' neighbourhood located in Papakura Auckland, where residents can work, live and play. By integrating recreation, health, schools, employment and retail, close to residential areas, the day to day needs of a diverse kiwi community can be reached in 15 minutes. Enabling a car-less, solar powered neighbourhood allows for truly local living and takes a big step towards New Zealand's goal of carbon neutrality.

### Key features:

- 3,643 healthy homes.
- 50 hectares of employment land.
- 22.8 hectares of parks and wetlands.
- Creates over 11,000 permanent jobs<sup>1</sup>.
- 90% less cars<sup>1</sup>.
- Solar power throughout project.





# ESG FY23 – Creating thriving neighbourhoods

- ✓ Finalised sustainability framework
- ✓ Completed first emissions inventory
- ✓ Planted ~35,000 trees and plants throughout Winton neighbourhoods in FY23
- ✓ Completed Health and Safety review and implemented Master H&S System
- ✓ Submitted design for first building with Homestar 6 rating
- ✓ Delivered 565 units, positively contributing to NZ's housing supply
- ✓ Supported local, 93% of onsite works by top 20 contractors went to local businesses
- ✓ Created more job opportunities through new business units
- ✓ Development contributions of \$11.7 million paid towards improving infrastructure and long-term growth of the regions Winton operates
- ✓ Persisted in consideration of carless and solar powered Sunfield neighbourhood under UDA pathway





TO DATE, WE HAVE PLANTED OVER  
**238,000**  
**TREES AND PLANTS**  
IN WINTON NEIGHBOURHOODS

AND DELIVERED  
**~270,000 SQM**  
IN SHARED SPACES

NORHLAKE WANAKA

## FY24 ESG Priorities

- Emission reduction targets and emission reduction plan.
- Complete Scope 3 emissions measurement.
- Climate-related disclosures implementation.
- Winton sustainability standards for design and development.
- Implement the new sustainability framework.
- Determine and measure H&S metric.
- New policies to support the sustainability framework.



# Market and Outlook

Winton continues to operate with financial discipline to enable us to thrive through the cycle.

- NZ housing market has faced headwinds over the past 18 months, however in FY24 the market is beginning to show signs of recovery.
- Analysts agree that house prices in Auckland are showing a clear sign of recovery<sup>1</sup>, New Zealand's largest housing market.
- Net migrations remains at record levels with a provisional total of 110,200 migrants in 12 months ended August 2023<sup>2</sup>.
- Building consents<sup>2</sup> and construction activity<sup>3</sup> remains low, suggesting supply remains constricted.
- Rents continue rise<sup>2</sup>, with rental prices being a leading indicator of the housing market.
- New Zealand faces an ageing population, with 1.3m people (22%) expected to be of retirement age within the next 2 decades, up from 0.9m people (16%) currently<sup>2</sup>.
- Policy of the incoming National lead government is generally good for housing development.
- FY23 results were the outcome of a number of years of development and due to completion timing, a standout year for settlements and revenue recognition.
- For FY24, the timing of completed units and the type means revenue will be lower than FY23.
- We will continue to keep the market informed of our plans and progress with the business but will not issue formal guidance, this allows us to focus on operating the business for maximum long-term shareholder value.

Notes: 1. Auckland housing market finally ends 1.5 year downturn, analysts agree – Tom Dillane for the New Zealand Herald.  
2. Data has been sourced from StatsNZ.  
3. Rider Levett Bucknall Q3 2023 Crane Index.







# Resolutions

AYRBURN  
ARROWTOWN



# Voting and asking questions

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WINTON

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Exit Meeting ↗

Voting Card

Question box

+

Get a Voting Card

?

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# Resolution 1: Election of Steven Joyce as Director

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Steven Joyce was appointed by the Board on 22 June 2023 and, being eligible, offers himself for election by shareholders at this Annual Meeting. Steven Joyce is an independent Director.

Steven has over 30 years of successful leadership experience across a unique mix of commercial and government roles, working in governance and executive positions.

While in Government, Steven served as a senior economic minister, holding the Finance, Economic Development, Science and Innovation, Transport, ICT and Tertiary Education, Skills and Employment Portfolios. Prior to entering politics, he was a successful radio entrepreneur, starting RadioWorks NZ Limited. Under his leadership, it became New Zealand's second largest radio company.

Steven holds a Bachelor of Science from Massey University.

The Board unanimously recommends that shareholders vote in favour of the election of Steven Joyce.



**Steven Joyce**

Independent Director



# Resolution 2: Auditors Remuneration

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The current auditor of the Company, Ernst & Young, will be automatically reappointed as Winton's auditor at the Annual Meeting in accordance with section 207T of the Companies Act 1993. Under that legislation, the auditor's fees and expenses must be fixed at the Annual Meeting or in the manner that the Company determines at the meeting. Shareholder approval is therefore sought for the Directors of the Company to fix Ernst & Young's fees and expenses for the ensuing financial year.



# Proxy Vote Outcomes

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<b>RESOLUTION</b>	<b>FOR</b>	<b>AGAINST</b>	<b>PROXY DISCRETION</b>
<b>Election of Steven Joyce as Director</b>	<b>226,009,912</b> (99.92%)	<b>10,127</b> (0.01%)	<b>163,357</b> (0.07%)
<b>Auditors Remuneration</b>	<b>226,120,847</b> (99.92%)	<b>17,608</b> (0.01%)	<b>163,357</b> (0.07%)





# Questions

LAUNCH BAY  
HOBSONVILLE POINT





**Thank you for attending**

**NORTHBROOK  
AVON LOOP**



# Important Notice and Disclaimer

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This disclaimer applies to this document and the accompanying material ("Document") or any information contained in it. The information included in this Document should be read in conjunction with the audited consolidated financial statements for the year ended 30 June 2023.

Past performance information provided in this Document may not be a reliable indication of future performance. This Document contains certain forward-looking statements and comments about future events, including with respect to the financial condition, results, operations and business of Winton Land Limited ("Winton"). Forward looking statements can generally be identified by use of words such as 'project', 'foresee', 'plan', 'expect', 'aim', 'intend', 'anticipate', 'believe', 'estimate', 'may', 'should', 'will' or similar expressions. Forward-looking statements involve known and unknown risks, significant uncertainties, assumptions, contingencies, and other factors, many of which are outside the control of Winton, and which may cause the actual results or performance of Winton to be materially different from any results or performance expressed or implied by such forward-looking statements. Such forward-looking statements speak only as of the date of this Document. There can be no assurance that actual outcomes will not differ materially from the forward-looking statements. Recipients are cautioned not to place undue reliance on forward-looking statements.

Certain financial data included in this Document are "non-GAAP financial measures", including earnings before interest, tax, depreciation and amortisation ("EBITDA"). These non-GAAP financial measures do not have a standardised meaning prescribed by New Zealand Equivalents to International Financial Reporting Standards ("NZIFRS") and therefore may not be comparable to similarly titled measures presented by other entities, nor should they be construed as an alternative to other financial measures determined in accordance with NZIFRS. Although Winton's management uses these measures in assessing the performance of Winton's business, and Winton believes these non-GAAP financial measures provide useful information to other users in measuring the financial performance and condition of the business, recipients are cautioned not to place undue reliance on any non-GAAP financial measures included in this Document.

All amounts are disclosed in New Zealand dollars (NZ\$) unless otherwise indicated.

Whilst every care has been taken in the preparation of this presentation, Winton makes no representation or warranty as to the accuracy or completeness of any statement in it including, without limitation, any forecasts. To the maximum extent permitted by law, none of Winton, its directors, employees, shareholders or any other person shall have any liability whatsoever to any person for any loss (including, without limitation, arising from any fault or negligence) arising from this Document.

This Document has been prepared for the purpose of providing general information, without taking account of any particular investor's objectives, financial situation or needs. An investor should, before making any investment decisions, consider the appropriateness of the information in this Document, and seek professional advice, having regard to the investor's objectives, financial situation and needs.

WINTON



# WINTON

## MARKET ANNOUNCEMENT

**NZX: WIN / ASX: WTN**

25 October 2023

## PRESENTATION TO THE WINTON ANNUAL MEETING

At 12.00pm on Wednesday, 25 October 2023.

Welcome and thank you for joining us at Winton's Annual Meeting for 2023 which is being held both virtually and in person.

My name is Chris Meehan, and I am the Chair of the Board of Directors and CEO of Winton. It is my pleasure to address you today.

Today we are very pleased to welcome our online participants through our virtual meeting platform provided by our share registrar Link Market Services and those that have joined us in person.

Before we begin, I have a few housekeeping points to cover:

For those here in attendance:

- Can I ask that you please put your mobile phone on silent.
- Toilet facilities are located to the right as you exit this meeting room, past the reception area – please follow the signs.

If a fire alarm goes off, please follow directions from Link staff who will direct us to the appropriate fire exit. For those online, the next slide demonstrates the voting and question platform.

You can vote and ask questions online. I'll provide you with further instructions as we progress through the meeting. If you encounter any issues, please refer to the virtual annual meeting online portal guide or you can phone the helpline on 0800 200 220 if you are in New Zealand or 1800 990 363 if you are dialling from Australia or elsewhere.

You can send through questions any time so I encourage you to send them through as soon as you can. This will allow us to answer these questions at the appropriate time of the meeting. To ask a question, you will need to click "ask a question" within the online meeting platform, select the item of business, type in your question and click submit.

Before we formally begin, I would like to re-introduce the other members of the Winton Board:

In the room at Links's offices we have:

- Julian Cook, Executive Director and Director of Retirement

- Michaela Meehan, Non-Executive Director

And online we have:

- Steven Joyce, Independent Director
- Glen Tupuhi, Independent Director
- David Liptak, Non-Executive Director
- James Kemp, Non-Executive Director, and
- Jelte Bakker, Non-Executive Director

We have some members of the Senior Management Team in attendance, including:

- Simon Ash, Chief Operating Officer
- Jean McMahon, Chief Financial Officer, and
- Justine Hollows, GM Corporate Services

Finally I would like to welcome representatives from our FY23 auditors, EY, and our legal counsel, Chapman Tripp, as well as the team from our share registrar, Link Market Services, here with us today.

Link Market Services will help conduct the voting on the formal business later in the meeting and act as scrutineer.

The Company Secretary has confirmed that the Notice of Meeting has been sent to shareholders and other persons entitled to receive it and I have been advised that we have a quorum present. On that basis, I am pleased to formally declare the meeting open.

Proxies have been appointed for the purposes of this meeting in respect of approximately 226 million shares, representing over 76% of the total number of shares on issue.

I'd like to thank shareholders for their participation in today's meeting.

My fellow directors and I intend to vote all discretionary proxies we have received in favour of the Resolutions as set out in the Notice of Meeting.

The order of events for this afternoon's meeting will be as follows:

I will start with a short presentation.

Then, as you have seen in the notice of meeting, we have two resolutions we would like you to approve. We will take questions from shareholders on each of the resolutions.

Voting on all resolutions will be conducted by way of poll.

After the resolutions we will then open the meeting to other business from shareholders before we close the meeting today. This will provide an opportunity for you to ask questions or to make comments about the presentation, the financial statements, or auditor's report



I encourage shareholders to submit their questions online through the virtual meeting platform as soon as possible.

For those attending in person we invite you to join us for some light refreshments at the conclusion of this meeting.

After our first full year on the NZX and ASX, we have successfully transitioned and adapted to being a listed company. We have delivered a record year, with 565 units settled driving EBITDA of \$95.6 million and a Net Profit After Tax of \$64.6 million.

Our pre-sale book is extensive at \$419.3 million as at 30 June 2023, which remains at a similar level today net of new sales and settlements. Our long-term strategy of seeking pre-sales has served us well through the market headwinds present over the last 18 months.

We continue to operate on an unlevered basis, with \$76.3 million in cash as at 30 June 2023 and no debt placing us in an enviable position.

During FY23 Winton was successful in obtaining resource consent for our Northbrook sites at Wanaka, Wynyard Quarter and Avon Loop, with Northbrook Launch Bay subsequently receiving resource consent in September 2023.

We have successfully launched sales Northbrook Wynyard Quarter and Northbrook Wanaka, and are pleased with how these projects have been received by the market.

We are pleased to have appointed Steven Joyce to the Board, who stands here for re-election today, and value his experience and expertise.

In FY23 we settled 565 units and delivered \$211.5 million in total revenue, lower than \$344.7 million forecast at PFI due to inclement weather conditions delaying the timing of completion for some projects into FY24. Gross profit was \$108.7 million, \$36.3 million above FY22, resulting in a gross profit margin of 51.4%. Winton met earnings at the lower end of guidance at \$73.8 million.

Northbrook is targeting the premium sector of the market which has been underserved by the incumbent operators. We have received resounding positive feedback from future residents, with feedback noting that there is nothing quite like the Northbrook offering available in the market.

The Northbrook Wynyard Quarter sales suite, which includes a full-size apartment, opened in June 2023. Construction of Northbrook Wynyard Quarter is expected to commence on 6th November.

The Northbrook Wanaka sales suite, which includes two full size apartments, opened in September 2023. On site, civil works continue and are nearing completion.

We have seen strong interest in the Northbrook product at Wynyard Quarter and Wanaka with presales now north of \$80m.

We are continuing with earthworks at Northbrook Arrowtown under the existing resource consent with construction of a show apartment due for completion in January 2024. A resource consent variation has been lodged.

Northbrook Avon Loop received resource consent during FY23, and we continue to work through the design phase at pace. We will build a show apartment on site in FY24 following the issuance of building consent.

We are pleased to have received resource consent for Northbrook Launch Bay on 4 September 2023. The site will incorporate the existing heritage listed hanger, and a 15-storey apartment complex with sweeping harbour views.

Ayrburn is a new hospitality offering near Arrowtown. As one of the regions original estates, it boasts a number of historic buildings and unrivalled landscaping. Set near Mill Creek, there are numerous walks around the estate which includes a stroll along the river to the picturesque waterfall.

With the township of Arrowtown at capacity, Ayrburn is an exciting opportunity to expand into a high-end offering in an area which is a popular tourist destination. We have obtained a number of consents to remediate the existing historic buildings, with the first stage of development complete ahead of the December opening.

There are 10 stores and venues to choose from within Ayrburn, from casual snacks at the Bakehouse or the Dairy, to high end dining at Billy's, Ayrburn offers something for everyone. A large outdoor venue, complete with a stage, offers events for up to 500 people under the current consent, while we are pursuing resource consent for a bespoke events venue known as the Dell.

There is nothing else like it in New Zealand. We expect strong interest from locals, New Zealand residents and overseas tourists, which will continue as additional venues open over the next 2-3 years. There is something for everyone and we look forward to people experiencing it for themselves in a few months.

It creates the perfect setting for our Northbrook village and will turn our food and beverage operations from a cost centre to a profit centre.

In the first half of FY22 Winton lodged the Sunfield Specified Development Project Application with Kainga Ora under the Urban Development Act 2020 legislation to seek rezoning of the property to allow the proposed development of forward thinking sustainable 15-minute neighbourhood.

Winton's submission under the Urban Development Act legislation was declined in April 2022. To say we are disappointed is an understatement.

We remain firm in our resolve to re-zone the entire Sunfield as it is currently master-planned.

Consenting Sunfield would not only be good for Winton, it would be:

- Good for Auckland – creating 11,000 permanent jobs and over 3,643 affordable homes.
- Good for New Zealand – Pioneering the development of a solar-powered neighbourhood and integrated community.
- Good for the Planet – clean green neighbourhoods like Sunfield are a step change in avoiding carbon emissions embedded in our conventional lifestyles.

An Amended Statement of Claim was filed in the Auckland High Court in July to include the provisionally independently assessed amount of \$138.5 million in damages plus costs and interest, which represents Winton's view as to the quantum of the loss and damages it has suffered as a result of Kāinga Ora's alleged anti-competitive conduct.

Winton is seeking Court declarations that Kāinga Ora's conduct is unlawful and in breach of the



Commerce Act, and an order requiring Kāinga Ora to consider Sunfield for assessment under the UDA, as well as substantial damages for Kāinga Ora's conduct to date.

As the matter is before the courts, we will not be able to comment any further.

We have made progress on our ESG journey since our last shareholders meeting. We have finalised our sustainability framework, completed our first emissions inventory and just had the second one audited, completed a health and safety review and implemented a master health and safety system, and submitted the design for our first building with Homestar 6 with NZ Green Building Council.

The sustainability framework is structured around three pillars – thriving planet, thriving people and sustainable future. And at Winton's core, positively contributing to New Zealand's housing supply provides opportunities for communities and, therefore, people to thrive. In delivering 565 units this year we have created a range of products at various price points, supported local businesses, created more job opportunities through new business units and contributed over \$11.7 million towards the infrastructure and long-term growth of the communities we operate in. We have also persisted with our carless and solar-powered Sunfield neighbourhood, which as I covered earlier, would unlock significant value across each of the three pillars of our sustainability framework.

We now have a solid base to leverage, and in FY24 we will continue the momentum. Alongside completing our first year of climate-related disclosures, we will set emission reduction targets, complete an emissions reduction plan, extend our scope 3 emissions boundary, and implement initiatives to support the commitments within the framework.

New Zealand's housing market has faced headwinds over the last 18 months, however there are signs that the market has stabilised and is beginning to show signs of recovery.

Despite increasing demand, building consents and construction activity continues to remain low. Rental prices are continuing to rise, which we are beginning to see translated into house price increases.

New Zealand's ageing population demonstrates that now is the right time to provide a premium retirement offering, never before seen in New Zealand.

The policy of the incoming National lead government is generally good for housing development and housing demand.

FY23 results were the culmination of years of development, and a standout year for settlements. While some units initially planned for settlement have been moved into FY24, we expect the number of settlements to be lower than in FY23.

We will not be issuing formal guidance, however will naturally keep the market informed of our plans and progress. This will allow us to focus on operating the business for maximum long-term shareholder value.