



1 May 2024

# MIRVAC 3Q24 OPERATIONAL UPDATE CONTINUED PROGRESS DELIVERING OUR STRATEGIC PRIORITIES

Mirvac Group (Mirvac) [ASX: MGR] today released an operational update for the third quarter of the 2024 financial year (3Q24).

# KEY HIGHLIGHTS FROM ACROSS THE GROUP:

- signed heads of agreement (HoA)<sup>1</sup> with Australian Retirement Trust for the sale of a 49% interest in Aspect South, to be vended into the Mirvac Industrial Venture (MIV), bringing the expected end value of MIV to ~\$1bn<sup>2</sup>
- in advanced discussions with long-term capital for the sale of an interest in our 55 Pitt Street office development in Sydney
- continued progress on our non-core asset sales program:
  - ~\$470m sold FYTD, including the unconditional exchange of 383 La Trobe St, Melbourne<sup>3</sup>
  - $\circ$  ~\$550m<sup>4</sup> of assets under heads of agreement (HoA)<sup>1</sup>, including 367 Collins St, Melbourne
  - ~\$80m<sup>4</sup> of further asset sales in advanced discussions
- settled 1,539 residential lots financial year to date (FYTD), with Portman on the Park at Green Square, Sydney, (98% pre-sold) expected to settle in 4Q24. Our settlement outlook is supported by pre-sales of ~\$1.3bn<sup>5</sup> on hand
- strong performance in our Investment portfolio, including:
  - high occupancy of 97% across Office, Industrial and Retail<sup>6</sup>, with ~123,000sqm of leasing achieved in the FYTD
  - high occupancy across our 5,221 operational living sector lots<sup>7</sup> at 99%
- settled our ~\$1bn acquisition of the Serenitas land lease platform, with Mirvac acquiring a ~47.5% interest alongside partners Pacific Equity Partners Secure Assets and Tasman Capital Partners
- reached practical completion of the first warehouse at Aspect Industrial Estate, Kemps Creek, which is 100% leased to CEVA Logistics. Pre-leasing across the broader estate increased from 57% to 77%<sup>8</sup>
- received Platinum WELL v2 Core Certification at Heritage Lanes, Brisbane
- re-certified as NSW's only 5 Star Gold Star iCIRT-rated builder for second year in a row.

Mirvac has reaffirmed guidance of operating earnings per security of 14.0-14.3 cents in FY24 and distribution per security of at least 10.5 cents, subject to the completion of our FY24 priorities. These include the sell-down of an interest in 55 Pitt St, Sydney and Aspect South, Kemps Creek (currently under non-binding heads of agreement) and residential lot settlements.

Mirvac's Group CEO & Managing Director, Campbell Hanan, said: "We continued to make good progress delivering on our key strategic objectives during the period. We signed heads of agreement for the sale of a 49 per cent interest in our Aspect South industrial development and progressed discussions with long-term capital for the sale of an interest in our 55 Pitt Street office development, with settlement for both deals targeted for the end of the financial year.

Authorised for release by the Mirvac Group Continuous Disclosure Committee

Level 28, 200 George Street Sydney NSW 2000 Australia T +61 2 9080 8000 www. mirvac.com Mirvac Limited ABN 92 003 280 699 ASX: MGR

Mirvac Funds Limited ABN 70 002 561 640 AFSL 233 121 as reponsible entity of the Mirvac Property Trust ARSN 086 780 645

<sup>1.</sup> Non-binding. Occurred post 31 March 2024.

<sup>2. 100%</sup> expected end value/revenue, subject to various factors outside of Mirvac's control.

Settlement expected in 4Q24.
Estimated grass price

Estimated gross price.
Represents Mirvac's share of total pre-sales and includes GST.

By area, excluding Build to Rent and Land Lease.

<sup>7.</sup> Build to Rent and Land Lease.

<sup>8.</sup> As at 30 April 2024, including agreements for lease and non-binding heads of agreement, across Aspect North and Aspect South.





"Our high-quality, cash-flow resilient Investment portfolio continued to perform well, with good momentum on our asset sales program and strong leasing success across all sectors. Our acquisition of Serenitas is a great alignment to our capabilities, as we continue to focus on cementing our reputation as a leader in Australia's living sectors.

"We continued to leverage our integrated model to progress our active development pipeline, with upcoming completions across Industrial and Build to Rent set to deliver new recurring income and management income streams, while further improving the quality of the portfolio.

"Within our Residential business, enquiries were strong during the quarter with leads above our 10-year average, and we are seeing pockets of improvement in sales for completed product. The addition of approximately 8,400 residential lots to our pipeline this year, along with our flexible launch program, ensures we are well positioned to benefit from a pick-up in buyer activity, as interest rates continue to stabilise and market conditions improve."

### **INVESTMENT HIGHLIGHTS**

- strong leasing activity across our Office portfolio, with ~56,400sqm of leasing achieved FYTD and a further ~20,240sqm under HoA, resulting in modest lease expiry of just 6%<sup>1</sup> until FY26
- Serenitas land lease business performed well, with 386 settlements in the 12 months to March 2024 and 100% of operational lots occupied
- maintained high occupancy of 96%<sup>2</sup> at LIV Indigo Sydney, and 97%<sup>2</sup> at LIV Munro, Melbourne. Releasing spreads across the portfolio remained high at 8%, with no incentives and low downtime
- secured HoA<sup>3</sup> at Switchyard, Auburn, which, once executed, will take occupancy to 98%
- retail specialty sales productivity grew to a record high of \$11,174/sqm, with specialty sales moving annual turnover (MAT) of 3.3%, along with total MAT growth of 1.1%. Foot traffic increased by 4%
- commenced the heritage refurbishment and redevelopment at Broadway, Sydney, including the expansion of Rebel.

Mr Hanan said: "We continue to improve the cash flow resilience of our Investment portfolio, with the completion of Aspect delivering new income to the Group, our asset sales progressing well, and strong leasing activity maintained across all sectors."

### FUNDS HIGHLIGHTS

- Mirvac Wholesale Office Fund sold a 50% interest in 255 George Street, Sydney to aligned capital partner, Keppel REIT, for \$364m<sup>4</sup>. Gearing of 25% will be supported by the proceeds of asset sales
- progressed discussions on select residential capital partnering opportunities.

Mr Hanan said: "We continue to grow our Industrial, Build to Rent, and Office platforms with aligned partners, demonstrating that capital remains attracted to high-quality, sustainable assets in core locations. These platforms will continue to scale up as developments complete, delivering solid returns on our co-invested capital.

"Within our Residential business, we continue to progress capital partnering initiatives to unlock value and accelerate project releases."

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<sup>1.</sup> Subject to the execution of heads of agreement.

By apartment number, excluding display apartments.
Non-binding.

Gross price; settlement expected May 2024.





### **DEVELOPMENT HIGHLIGHTS**

### Commercial & Mixed-Use

- civil works complete and basement underway at 55 Pitt Street, Sydney, which is ~27% pre-leased1 and attracting strong tenant enguiry
- progressed civil works at Harbourside, Sydney, with the residential component expected to launch • in the second half of 2024. The commercial component (office and retail) is 13% pre-leased<sup>1</sup>
- progressed construction at LIV Aston, Melbourne (474 apartments), LIV Anura, Brisbane (396 • apartment), and LIV Albert Fields, Melbourne (498 apartments), which are expected to complete in mid-2024, mid-1H25 and 2H25 respectively
- progressed construction at 7 Spencer Street, Melbourne, with a HoA signed for 8% of office space. •

### Residential

- leads increased to above our 10-year average, with improved sales rates at completed built form • projects, including NINE at Willoughby (39 sales<sup>2</sup>) and The Langlee (14 sales<sup>2</sup>), both in Sydney
- unconditionally exchanged 933 residential lots FYTD, with fewer launches and lower first-home • buver activity
- conditional deposits on hand increased by 146 lots over the guarter, driven by stronger sales in WA • and Old
- default rate of 1.8%<sup>3</sup>, in line with our long-term average.

Mr Hanan said: "We continue to maintain a prudent approach to capital deployment and derisking projects through design and planning, pre-leasing, and securing aligned capital partners.

"We remain confident in the medium-term outlook for the residential market, with 8,400 lots secured during the year and a number of shovel-ready projects in our pipeline. This is further supported by a stabilisation in interest rates, continued population growth, and an acutely undersupplied market across the country."

Further information is contained in the Mirvac Group 3Q24 presentation, which was released to the market today and is available on the group website www.mirvac.com.

For more information, please contact:

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### About Mirvac

Founded in 1972, Mirvac is an Australian Securities Exchange (ASX) top 100 company. We own and manage assets across office, retail, industrial and the living sectors in our investment portfolio, with approximately \$24 billion of assets under management. Our development activities span commercial and mixed-use, build to rent, and residential, with a focus on delivering high-guality, innovative and sustainable real estate for our customers, while driving long-term value for our securityholders and capital partners.

1. As at 30 April 2024, including agreements for lease and non-binding heads of agreement.

Exchanges, including conditional exchanges

3. Twelve-month rolling default rate as at 31 March 2024.

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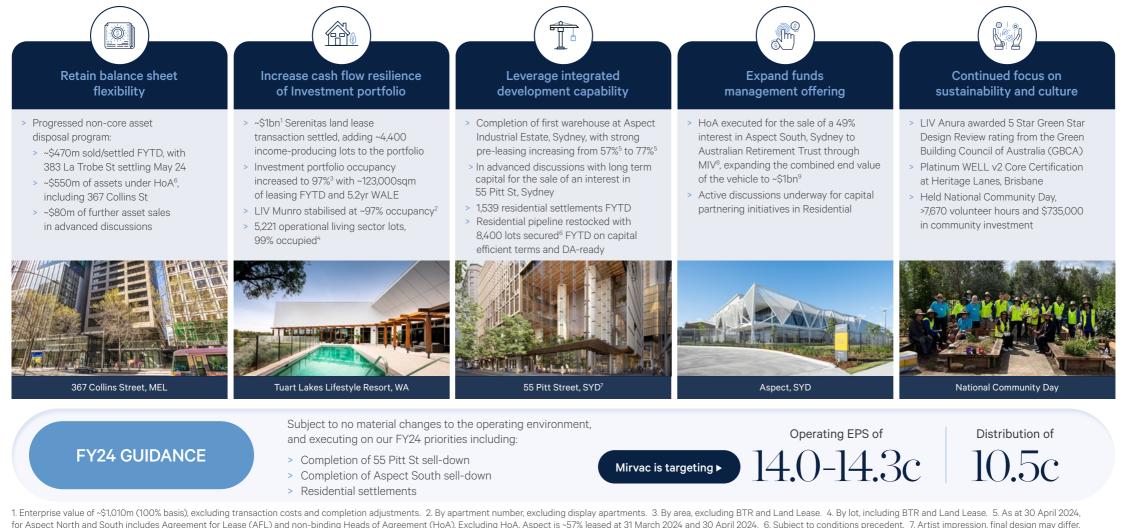
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# Executing on our strategic objectives



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# Maintained resilient Investment portfolio performance

	Office	Industrial	Retail	LIVING		
				Build to Rent	Land Lease	Total <sup>1</sup>
Occupancy <sup>2</sup>	95.0%	99.0%	98.1%	96.3% <sup>3</sup>	100%	97.0%
WALE <sup>4</sup>	5.7 yrs	6.6 yrs	3.2 yrs	n/a	n/a	5.2 yrs
NLA leased FYTD	~56,400sqm	~22,400sqm	~44,200sqm	n/a	n/a	~123,000sqm
No. of lease deals FYTD	46	6	206	n/a	n/a	258
Gross re-leasing spreads FYTD	+1.2%	+14.5%	-2.9% <sup>5</sup>	+8.2% <sup>6</sup>	n/a	n/a
No. of operational living lots	n/a	n/a	n/a	805	4,416	5,221

1. BTR and Land Lease excluded from total Investments calculations, as at 31 March 2024.

2. By area, excluding properties held for sale (367 Collins St, Melbourne), properties held in co-investments and IPUC, as at 31 March 2024.

3. By apartment number, excluding display apartments, as at 31 March 2024.

4. By income, excluding properties held in co-investments and IPUC, as at 31 March 2024.

5. Excluding CBD assets gross re-leasing spread is -1.5%.

6. Net re-leasing spread across BTR portfolio.

LIV Munro, Melbourne | Image credit: James Horan



1 MAY 2024



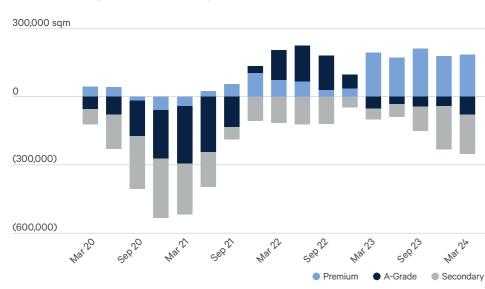
# High-quality Office portfolio performing strongly, with minimal expiry risk

95.0% Occupancy<sup>1</sup> (3Q23: 96.1%) 5.7 yrs WALE<sup>2</sup> (3Q23: 5.9yrs) +1.2% Gross re-leasing spreads FYTD (3Q23: +4.5%) ~56,400sqm Leasing deals FYTD additional ~20,240sqm under HoA (3023: ~36,500sqm) 8.2 yrs Average lease term on 3Q24 deals 100% Prime grade<sup>3</sup>

5.3 star Average NABERS energy rating<sup>4</sup>

9.5 yrs Average portfolio age

Tenants continue to demand Premium space Core market rolling annual absorption by grade

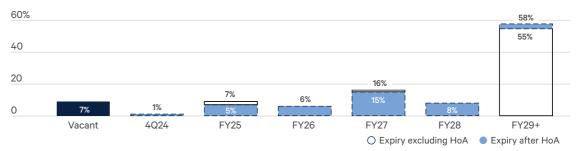


Sydney, Melbourne, Brisbane, Perth | Source: JLL Research March 2024

### Strong leasing activity resulting in low near-term expiry profile



# Modest lease expiry in upcoming years<sup>2</sup>



1. By area, excluding assets held for sale (367 Collins St, Melbourne), properties held in co-investments and IPUC, as at 31 March 2024.

- 2. By income, excluding properties held in co-investments and IPUC, as at 31 March 2024
- 3. By portfolio valuations, as at 31 December 2023, excluding properties held in co-investments and IPUC.
- 4. Average for Mirvac office assets (excluding MWOF assets).
- 5. Blended average lease term of 2 deals.



# Sydney Industrial portfolio benefiting from strong demand and tight supply

990% 6.6 yrs WALE<sup>2</sup> Occupancy (3Q23: 100%) (3Q23: 6.2yrs)

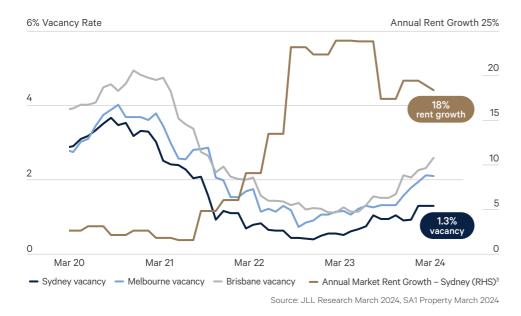
~22,400sqm Leasing deals FYTD (3Q23: ~40,900sqm)

+17.1%3Q24 gross re-leasing spreads

100% Sydney portfolio

> ~34.000sam state-of-the-art industrial development, 100% leased to **CEVA** Logistics



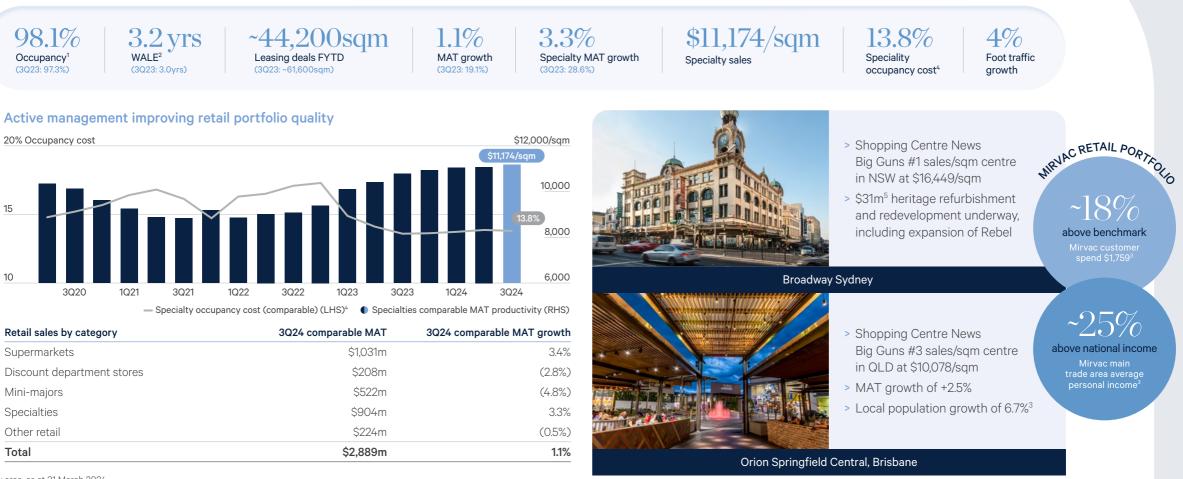




★ Targeting 5 Star Green Star 📠 Rooftop solar system | 🧈 Translucent roof sheeting | 🛽 LED lighting Rainwater harvesting | <a>Smart metering | </a> EV charging



# Repositioning Retail to drive continued performance



1. By area, as at 31 March 2024.

- 2. By income, as at 31 March 2024.
- 3. Source: CommBank iQ and ABS, December 2023.
- 4. Includes contracted COVID-19 tenant support.

5. Represents 100% of project spend



# Expanding Living Sector exposure: BTR delivering strong operating metrics



Source: All dwellings, seasonally adjusted, SQM Research, March 2024, Macrobond.

1. By apartment number, excluding display apartments, as at 31 March 2024.

2. Net re-leasing spread across BTR portfolio.

3. All dwellings, seasonally adjusted, Source: SQM Research March 2024, Macrobond.

4. Source: Domain Group/APM Research February 2024, Greater Sydney, Melbourne, Brisbane, 3-month unit median.



# Expanding Living Sector exposure: Completed Serenitas Land Lease acquisition

100% Occupancy<sup>1</sup>



~4,400 Occupied sites<sup>2</sup>



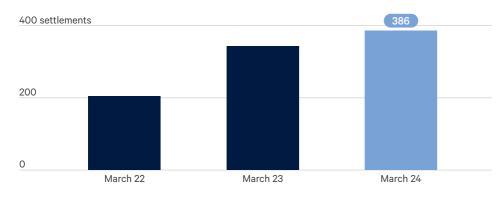


4 New communities secured under option<sup>4</sup>

- New Home Sales (NHS) settlements tracking in line with expectations, 386 settlements in 12 months to March '24, +13% growth on pcp
- > 232 contracts on hand<sup>5</sup>
- > Mid-market offering with average sale price of ~\$480,0006
- > Affordable weekly rent, with eligible residents able to receive Commonwealth Rental Assistance (CRA)
- > Attractive asset class 100% occupancy, no incentives or downtime

# Strong momentum in Land Lease settlements

Rolling 12 months settlements (including DSA projects)

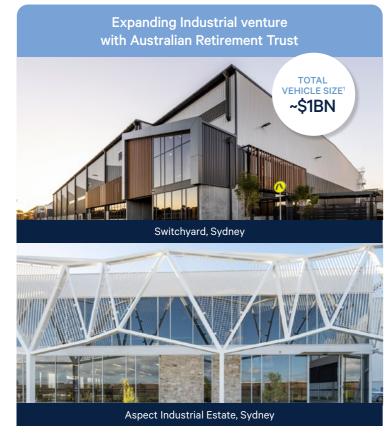




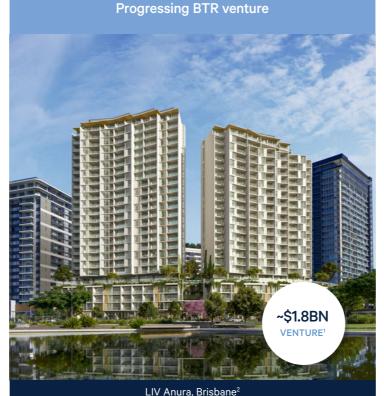
1. By number of sites. 2. As at 31 March 2024. 3. Includes 2 projects currently under external development service agreements (DSA Projects). 4. Subject to due diligence. 5. Including DSA Projects (these include unconditional, conditional and EOI/Deposits). 6. 12 month average price to March 2024. Excludes GST and DSA Projects.



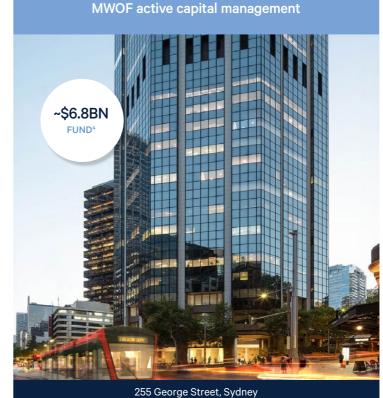
# Funds Management – strong momentum underway across multiple sectors



- > Aspect North, Sydney settled into the vehicle
- > Signed HoA for sell down of a 49% interest in Aspect South, Sydney to Australian Retirement Trust through MIV<sup>3</sup>, expanding the combined end value of the vehicle to ~\$1bn<sup>1</sup>



- > 2 operational assets, comprising 805 apartments, ~96% occupied
- > 3 developments underway, with 2 completing in 2024, delivering an additional 870 operational apartments into the vehicle



- > Sold 50% interest in 255 George Street, Sydney for \$363.8m<sup>5</sup>
- > 25% gearing to be further supported by asset disposal proceeds
- > 100% Prime, >90% occupancy, 5.3 Star NABERS, with strong 3Q24 leasing with ~23,100sqm let across the portfolio (including HoA)

1. Represents 100% expected end value / revenue (including GST), including where Mirvac is only providing Development Management Services, subject to various factors outside Mirvac's control, such as planning outcomes, market conditions, construction cost escalation, supply chain risks, weather and other uncertainties. 2. Artist impression, final design may differ. 3. Non-binding HoA, event occurred post 31 March 2024. 4. Gross assets as at 31 March 2024. 5. Gross price, settlement expected May 2024.



# Progressing our development pipeline



55 Pitt Street, Sydney

- > In advanced discussions with long term capital for sell down of an interest
- > ~27% pre-leased<sup>5</sup> with further active negotiations underway
- Civil works complete, basement construction underway and 80% of construction costs procured
- > Targeting 6 Star Green Star Buildings rating, all-electric in its operations



### Harbourside, Sydney<sup>1</sup>

- > Demolition of the centre complete, civil works underway, 13% commercial pre-leased<sup>5</sup>
- > Expect initial Residential launch in 1HFY25
- > Targeting 6 Star Green Star rating for Office and 5 Star Green Star rating for Retail and Residential, all-electric in its operations

Build t	to Rent
474 APARTMENTS	APARTMENTS
LIV Aston, Melbourne <sup>1</sup>	LIV Anura, Brisbane <sup>1</sup>
> Strong leasing enquiry with	> Target completion CY24

-\$1.2bn

LIV Albert Fields, Melbourne<sup>1</sup>

 Strong leasing enquiry with pre-leasing to commence late FY24
Expected completion mid-CY24

> 498 APARTMEN

Construction underway

> Target completion CY25

> Target completion CY24
> Partnering with QLD Government for 25% key worker housing



Aspect Industrial Estate, Sydney

- $\,>\,$  Signed HoA for sell down of a 49% interest in Aspect South, Sydney to Australian Retirement Trust through MIV^3
- > Practical completion achieved of CEVA Logistics facility. Further 88,000 sqm across 2 buildings to be completed in ~2HFY24 (100% leased)
- $\,>\,$  Progressed pre-leasing across the precinct  $^4$  from 57% to  ${\sim}77\%^5$

**5 GOLD STAR** icirt rating retained



Elizabeth Enterprise, Badgerys Creek, Sydney<sup>1</sup>

- > DA process underway
- > Located within 800m of new Western Sydney Airport, opening late 2026

1. Images are artist impressions only, final design may differ. 2. Represents 100% expected end value/revenue (including GST), subject to various factors outside Mirvac's control, such as planning outcomes, market conditions, construction cost escalation, supply chain risks, weather and other uncertainties. Industrial expected end values exclude the sale of any undeveloped land. 3. Non-binding HoA, event occurred post 31 March 2024. 4. Aspect North and South 5. As at 30 April 2024, includes Agreement for Lease (AFL) and non-binding Heads of Agreement (HoA). Excluding HoA, Aspect is ~57% leased and 55 Pitt St is ~9% leased at 31 March 2024 and 30 April 2024. 6. MGR operating as development manager. Represents forecast value on completion, incorporating a stabilisation allowance and subject to various factors outside of Mirvac's control, such as planning outcomes, market conditions, construction cost escalation, supply chain risks, weather and other uncertainties.



**~8,400 lots**<sup>4</sup> Monarch Glen, QLD & Mulgoa, NSW

# Residential pipeline ready for improving conditions

- > Leads improved further above 10-year average
- > 1,539 settlements FYTD, with continued progress at Sydney projects Green Square and NINE
- > 933 lots unconditionally exchanged FYTD, with strengthened sales rates at completed product at NINE (3Q24: 39 sales<sup>1</sup>) and The Langlee, Sydney (3Q24: 14 sales<sup>1</sup>)
- Conditional deposits increased by 146 lots over the quarter driven by stronger sales in WA and QLD
- > Fewer product launches and lower first-home buyer activity impacting sales volumes
- > Pre-sales ~\$1.3bn<sup>2</sup>, with Brisbane projects Waterfront Quay 100% pre-sold, Waterfront Isle and Charlton House 93% pre sold and Trielle, Melbourne 42% pre-sold
- > Defaults 1.8%<sup>3</sup> in line with long term average, predominately in MPC
- Flexible launch program in place ready to take advantage of pickup in activity, supported by the FYTD restocking of 8,400 lots<sup>4</sup> in capital efficient structures
- Capital partnering initiatives being actively explored for selected projects to grow scale, improve capital efficiency and speed to market
- Opportunity to capitalise on low supply while building approvals and commencements remain weak<sup>5</sup>



Enquiries strengthen, with modest stable sales activity



Source: Mirvac company data, Corelogic All Dwellings, March 2024.



Note: All images are artist impressions, final design may differ.

Includes conditional exchanges.
Represents Mirvac's share of total pre-sales and includes GST.
12-month rolling default rate as at 31 March 2024.
Subject to conditions precedent.
Source: ABS, Building Approvals, February 2024.
All dwellings, seasonally adjusted, Source: SQM Research March 2024, Macrobond.
Source: Domain/APM Research, Greater Sydney, 3 month median to February 2024.
Source: ABS, annual change to February 2024.
Represents 100% expected total project end value/revenue (including GST), subject to various factors outside Mirvac's control such as planning outcomes, market conditions, construction cost escalation, supply chain risks, weather and other uncertainties.

# Thankyou

### Contact

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### IMPORTANT NOTICE

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