

3 May 2016

**MGR MANAGEMENT UPDATE PRESENTATION, INCLUDING 3Q16 OPERATIONAL HIGHLIGHTS**

Please find attached Mirvac's management presentation, including highlights from the period ended 31 March 2016.

The management presentation will be webcast from 10:30am (Sydney) at [www.mirvac.com](http://www.mirvac.com).

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MIRVAC GROUP

3 MAY 2016

# Management Update

INCLUDING 3Q16 HIGHLIGHTS



- > We are an urban company, we create places for people to live, work and shop
- > We understand the fabric of cities and the people that live within them
- > We have clearly defined urban focused mandates for each business



## OFFICE

- > Core CBD and CBD fringe locations



## RETAIL

- > Densely populated urban areas with above average household income and high population growth



## INDUSTRIAL

- > Core industrial precincts supported by good infrastructure



## APARTMENTS

- > Urban inner-ring locations and metropolitan activity centres
- > Areas with undersupply, depth of market and population growth



## MASTERPLANNED COMMUNITIES

- > Urban middle-ring locations
- > Urban growth corridors
- > Selected urban edge opportunities
- > Areas with undersupply, depth of market and population growth

# FOCUSED STRATEGY HAS SIGNIFICANTLY IMPROVED THE QUALITY OF THE BUSINESS



## Delivering stable income and focused growth

- > Group ROIC above WACC
- > Estimated increase to Development ROIC from 5.4% in FY13 to >12% in FY16

## Delivered asset creation capability

- > Secured ~300,000sqm of pre-lease commitments for office, industrial and retail space since FY12
- > ~\$935m of internally developed investment assets<sup>1</sup> completed since FY12
- > Increased commercial development pipeline to \$4.3bn, up from \$1.6bn in May 2013

## Clear urban strategy has delivered strong portfolio metrics

- > 78% of the Group's investment portfolio weighted to Sydney and Melbourne
- > Portfolio occupancy 97.4%, WALE 5.9 years<sup>2</sup>
- > Retail specialty sales productivity up 27% and occupancy costs down 10% since FY13<sup>2</sup>

## Focused development mandate has significantly improved the quality of the Residential business

- > Earnings contribution has more than doubled since FY12
- > Improved gross residential margins to 25.3%, up from 14.3% in FY12
- > Accelerated residential releases into supportive markets, more than doubling pre-sales to \$2.6bn since FY12

## Established a more sustainable business through active capital management

- > Gearing within target range of 20-30%, ICR 4.5x
- > Increased assets under management to \$15.0bn, up from \$9.2bn at FY12
- > \$7.8bn investment portfolio, up from \$6.0bn at FY12
- > Expanded partnering relationships including Blackstone, AMP, Keppel REIT, ISPT, CIC and Ping An

1) Reflects 100% of development end value.

2) As at 31 March 2016.

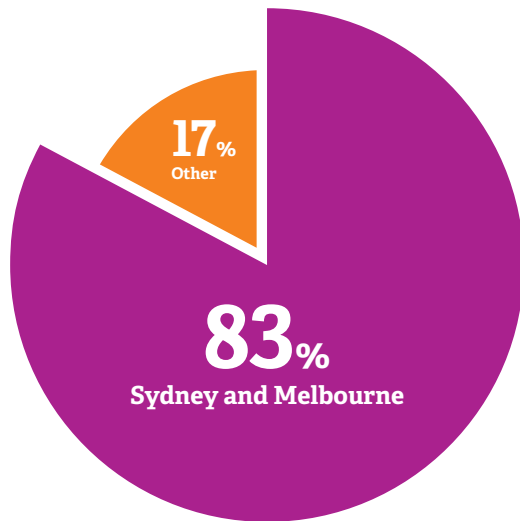
Note: Comparison information as at 31 December 2015 unless noted otherwise.

# CONTINUE OVERWEIGHT PREFERENCE TO SYDNEY AND MELBOURNE

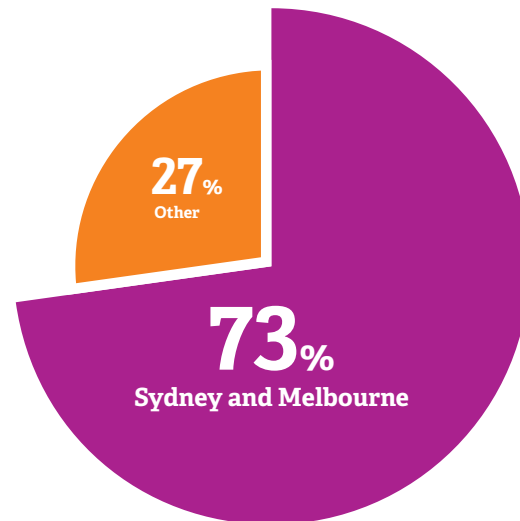


- > Sydney and Melbourne are the largest, deepest and most resilient markets
- > 79% of the Group's invested capital weighted to Sydney & Melbourne
- > We will continue to maintain this focus

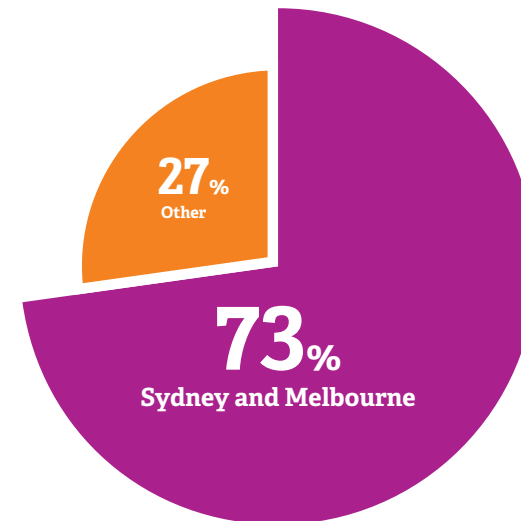
## OFFICE & INDUSTRIAL



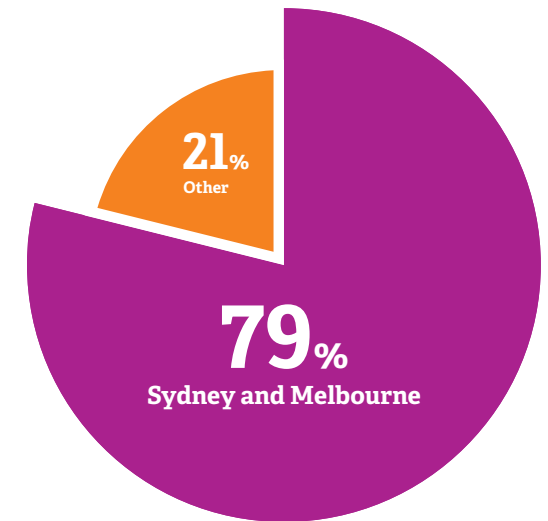
## RETAIL



## RESIDENTIAL



## GROUP



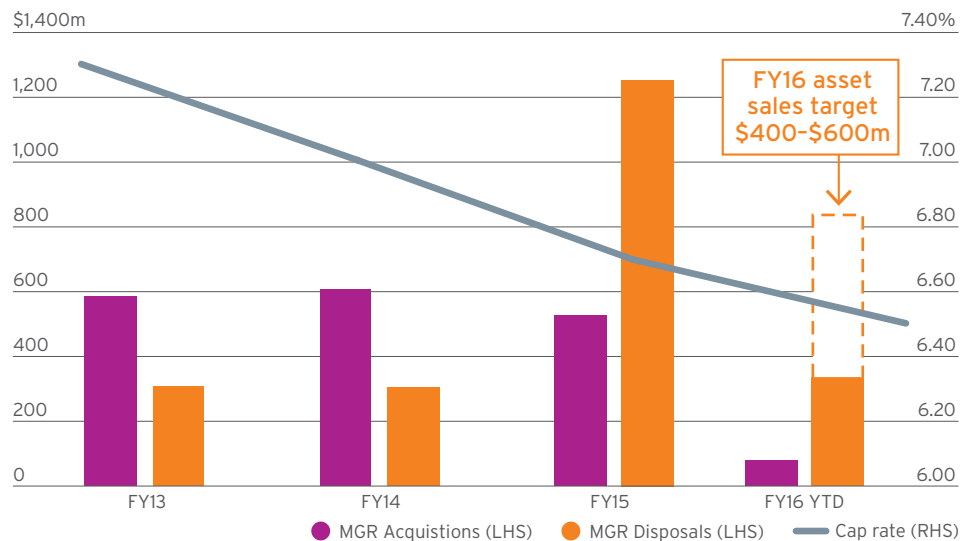
Note: Based on invested capital as at 31 December 2015.

# WE ARE AGILE – WE ADAPT AND CHANGE WITH THE CYCLE

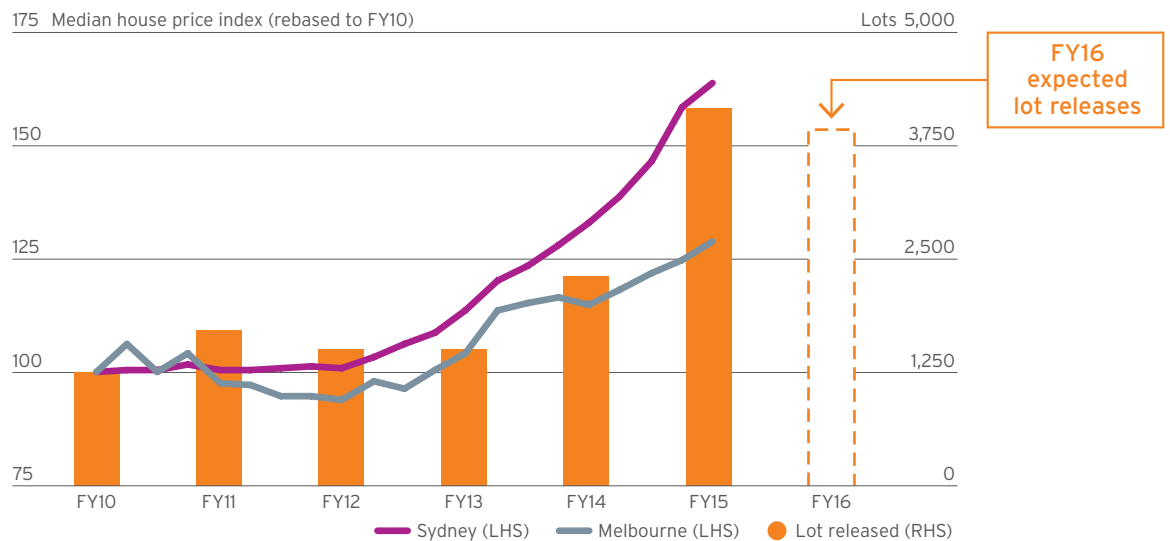


- › Disposed of assets no longer on strategy and avoided acquiring low cap rate core assets – \$2.2bn disposals and \$1.8bn acquisitions since FY12
- › Disciplined approach to capital allocation
- › Accelerated residential releases to capture market demand

## PORTFOLIO REPOSITIONING



## MGR RESIDENTIAL RELEASES V'S MEDIAN HOUSE PRICE INDEX



Source: Real Estate Institute of Australia Data ending Dec 2015

# OUR ABILITY TO CREATE ASSETS IS A KEY COMPETITIVE ADVANTAGE



8 CHIFLEY, NSW



HOXTON PARK, NSW



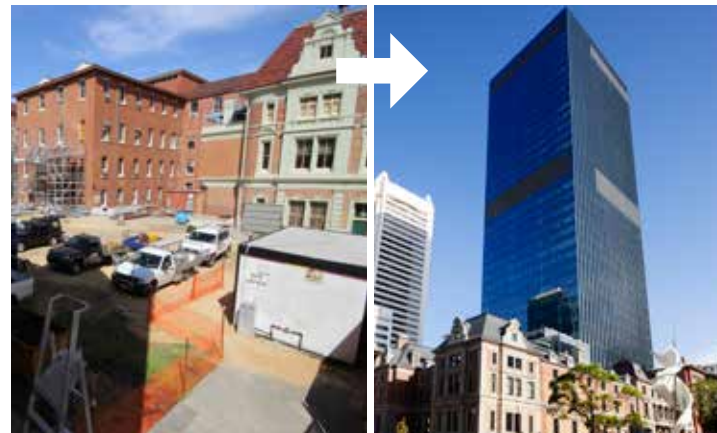
ORION SPRINGFIELD CENTRAL, QLD



KAWANA SHOPPINGWORLD, QLD



TREASURY BUILDING, WA



699 BOURKE STREET, VIC



# WE HAVE A STRONG PIPELINE OF OPPORTUNITIES



200 GEORGE STREET, NSW



AUSTRALIAN TECHNOLOGY PARK, NSW



2 RIVERSIDE QUAY, VIC



477 COLLINS STREET, VIC



CALIBRE AT EASTERN CREEK, NSW



TRAMSHEDS, HAROLD PARK, NSW



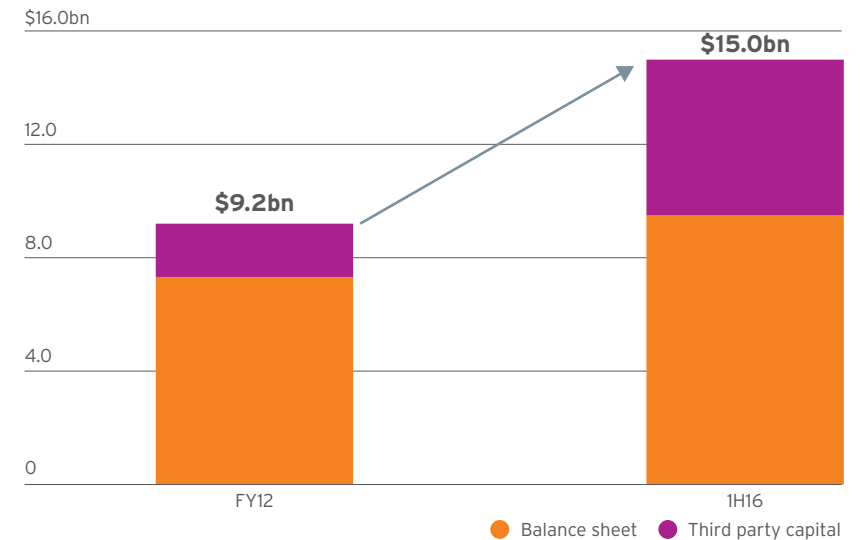


# MAINTAINING AN APPROPRIATE AND DIVERSIFIED CAPITAL STRUCTURE AND COST BASE



- › We manage our balance sheet capital according to the property cycle
- › We will grow our business by leveraging third party capital to maximise the value of our model
- › We leverage third party capital to
  - Share our risk
  - Leverage our brand and capabilities
  - Access new opportunities
  - Grow our portfolio and realise economies of scale
- › Continue to generate value by delivering a cost structure that is appropriate

## ASSETS UNDER MANAGEMENT<sup>1</sup>

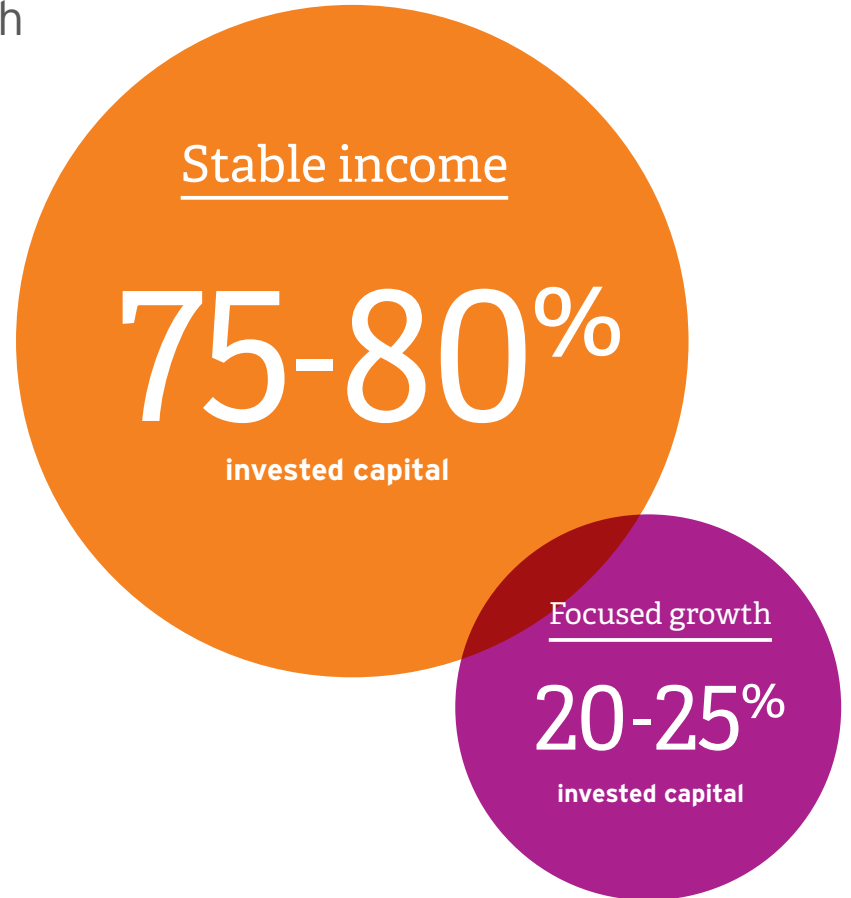


1) Includes residential inventory. 1H16 includes LAT portfolio.

# OUR STRATEGY IS CLEAR



- › Capital allocation: 75-80% investment and 20-25% focused growth
- › Maintain resilience and support future growth through urban focus, with overweight to Sydney and Melbourne
- › Flex activity through cycles
- › Identify and create opportunities that maximise the value of our assets
- › Leverage asset creation as key competitive advantage through integrated model
- › Continue prudent approach to capital management with a focus on creating strategic partnerships to grow market share
- › A deep understanding of our customers is at the heart of our strategy
- › Innovation, leadership, technology, sustainability and safety are key enablers to creating value



# 3Q16 Highlights

# 3Q16 HIGHLIGHTS



HAROLD PARK PRECINCT 3, SYDNEY, NSW

## On track to achieve FY16 targets

- › Tightened FY16 EPS guidance to 12.9-13.0cpss
- › Revised FY16 DPS guidance to 9.9cpss representing 5% growth on FY15 (top end of previous guidance)
- › Expected to achieve development ROIC of over 12% in FY16 (one year ahead of original target)

## Strong balance sheet position

- › On track to achieve FY16 asset sales target of \$400-600m
- › Gearing within target range (20-30%)

## Sydney and Melbourne focused investment portfolio driving strong metrics

- › Portfolio occupancy 97.4%<sup>1</sup>: Office 95.4%<sup>2</sup>, Retail 99.2%, Industrial 99.5%
- › Strong portfolio WALE of 5.9 years<sup>3</sup>: Office 6.1 years, Industrial 7.6 years
- › Minimal near term lease expiry in major office markets outside Sydney and Melbourne

## Urban retail strategy delivering strong sales performance

- › Comparable MAT sales growth of 6.9%
- › Comparable specialty sales productivity \$9,437/m<sup>2</sup>
- › Speciality occupancy costs of 15.0%

1) By area.

2) Includes approximately 16,100 square metres at 275 Kent Street under licence agreement until 1 April 2017 (not income generating).

3) By income.

Note: 3Q16 highlights to be read in conjunction with 3Q16 Operational Update ASX release.



# 3Q16 HIGHLIGHTS: CONTINUED



## **\$2.1bn active office development pipeline on track <sup>1</sup>**

- › FY16: 200 George St, Sydney
  - 94% pre-leased
- › FY17: 2 Riverside Quay, Melbourne
  - 100% pre-leased
- › FY18: 664 Collins St, Melbourne
  - 33% pre-leased
- › FY20/21: Australian Technology Park, Sydney
  - 100% pre-leased

## **Continue to capture organic growth potential from our retail portfolio**

- › Orion Springfield, Stage 2, QLD: 32,000sqm expansion completed in 3Q16
- › Three developments to be completed in early FY17
  - Greenwood Plaza, NSW (88% pre-leased)
  - Harold Park Tramsheds, NSW (100% pre-leased)
  - Broadway Shopping Centre, NSW (90% pre-leased)

1) Pre-lease figures relate to office component.



200 GEORGE STREET, SYDNEY, NSW

# 3Q16 HIGHLIGHTS: CONTINUED



## Residential business has continued to see solid sales activity (up 7% on pcp)

- › ~\$320m of new sales in 3Q16
- › Maintained high level of pre-sales contracts at \$2.6bn<sup>1</sup>

## 2H16 residential lot settlements on track

- › Completed 1,430 lot settlements in FY16 YTD
  - 682 lots settled in 3Q16, valued at \$315m, in line with expectations
- › Default rate maintained at less than 1%

## Positive outlook for residential volumes

- › FY16 lot settlements expected to be up 25% on FY15
- › 2,335 lots secured and expected to settle in FY17 and over 1,150 secured for FY18+

## High level of Development earnings visibility

- › FY16 expected Development EBIT<sup>2</sup> 93% secured
- › FY17 expected Development EBIT 72% secured

## Continue to excel in sustainability initiatives

- › 23 Furzer St, Canberra: achieved 6 Star Green Star - Performance V1 rating
- › Launched Mirvac's Social Return on Investment tool in partnership with KPMG

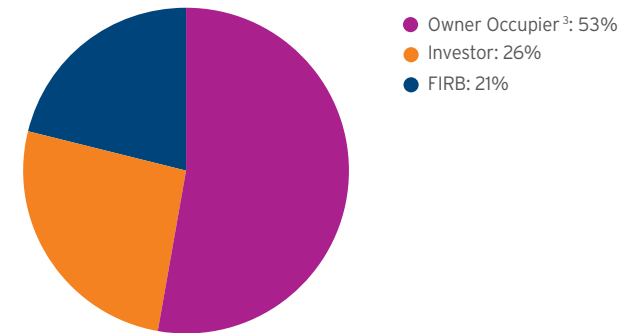
1) Adjusted for Mirvac's share of JVA and Mirvac Managed Funds.

2) Development EBIT before overheads and sales and marketing.

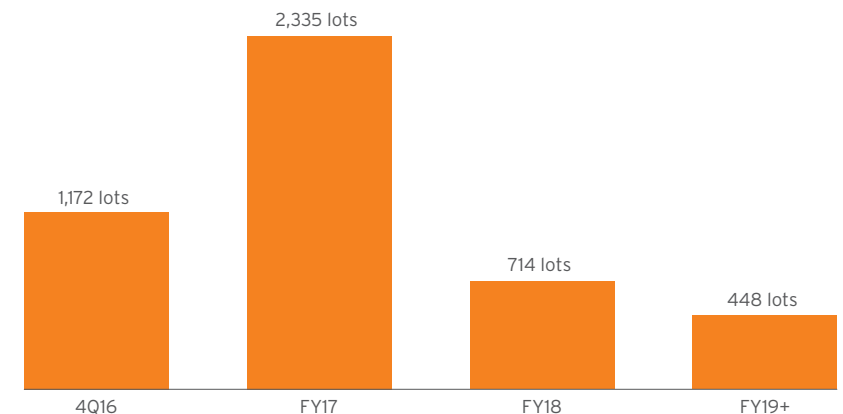
3) Includes first home buyers.

Note: Buyer profile information approximate only and based on customer surveys.

## 3Q16 SETTLEMENTS – BUYER PROFILE



## PRE-SALES: EXPECTED SETTLEMENT PROFILE (BY LOTS)



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