

7 December 2016

ASX Limited  
20 Bridge Street  
Sydney NSW 2000

**Stockland (ASX Code: SGP)  
Stockland Investor Day**

Please find attached the presentation for the Stockland Investor Day which is being held on 8 December 2016.

Yours sincerely,



**Katherine Grace**  
General Counsel and Company Secretary

# *Stockland Investor Day*

*Shape Thriving Communities*

8 DECEMBER 2016



Willowdale Regional Park, NSW

# Investor Day Agenda



## Time Presentations

8:00am **Registration Arrival**

8:15am **Shaping Thriving Communities**  
Speakers: Mark Steinert and Simon Shakesheff

9:30am **Workshops**

→ **Shape Thriving Communities – Retail Development and Leasing**  
Speakers: Tony Tsekouras and Tim Beattie

→ **Understanding our Customer – Planning for Apartments**  
Speaker: Gavin Tonnet

→ **Shape Thriving Communities – Community Partnerships**  
Speaker: Jane Andrews

10:45am **Summary**  
Speaker: Mark Steinert

## Time Tour

11:05am **Travel**

11:50am **Arve Site Tour**  
Speaker: Ben Cantwell (General Manager – Medium Density)  
Location: Arve, Ivanhoe

12:30pm **Travel**

1:20pm **Cloverton Site Tour**  
Speaker: Teresa Maguire (Senior Residential Development Manager, Vic)  
Location: Cloverton, Kalkallo

2:00pm **Travel**

2:25pm **Highlands Site Tour**  
Speakers: James Westh (Residential Project Director), Kelly Miller  
(General Manager – Retirement Living Development & Design)  
Location: Highlands, Craigieburn

3:55pm **Travel**

4:45pm **Drop off at Tullamarine Airport**

5:00pm **Depart Tullamarine Airport for Melbourne CBD  
– Flinders Street**



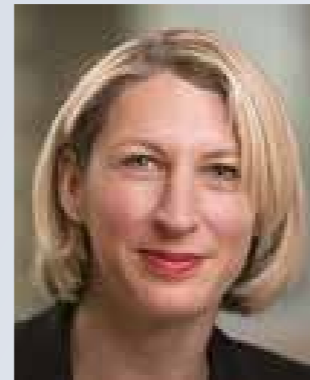
# Stockland Attendees



**Mark Steinert**  
Managing Director and CEO



**Tiernan O'Rourke**  
Chief Financial Officer



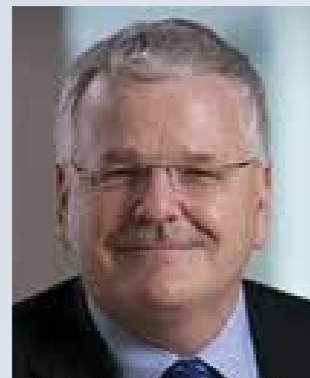
**Katherine Grace**  
General Counsel and  
Company Secretary



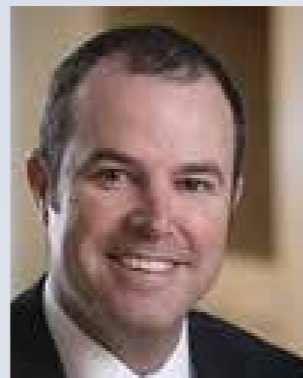
**Michael Rosmarin**  
Group Executive and  
Chief Operating Officer



**Simon Shakesheff**  
Group Executive  
Strategy, Stakeholder  
Relations and Research



**John Schroder**  
Group Executive and  
CEO Commercial Property



**Andrew Whitson**  
Group Executive  
and CEO Residential



**Stephen Bull**  
Group Executive and  
CEO Retirement Living



# Stockland Attendees



**Mike Davis**  
General Manager,  
Residential Development,  
Vic



**Gavin Tonnet**  
National Head of  
Apartments and  
General Manager, NSW  
Residential



**Ben Cantwell**  
General Manager,  
Medium Density



**Teresa Maguire**  
Senior Development  
Manager, Residential  
Development, Vic



**James Westh**  
Project Director,  
Residential  
Development, Vic



**Kelly Miller**  
General Manager,  
Development & Design,  
Retirement Living



**Rodney Elshaug**  
Regional Manager,  
Retirement Living, VIC



**Jane Andrews**  
Stockland CARE  
Foundation and  
Community  
Partnership Manager



**Tony Tsekouras**  
General Manager, Retail  
Leasing, Commercial  
Property



**Tim Beattie**  
General Manager,  
Development & Design,  
Commercial Property



**Stephen Rowe**  
Regional Development  
Manager, Commercial  
Property

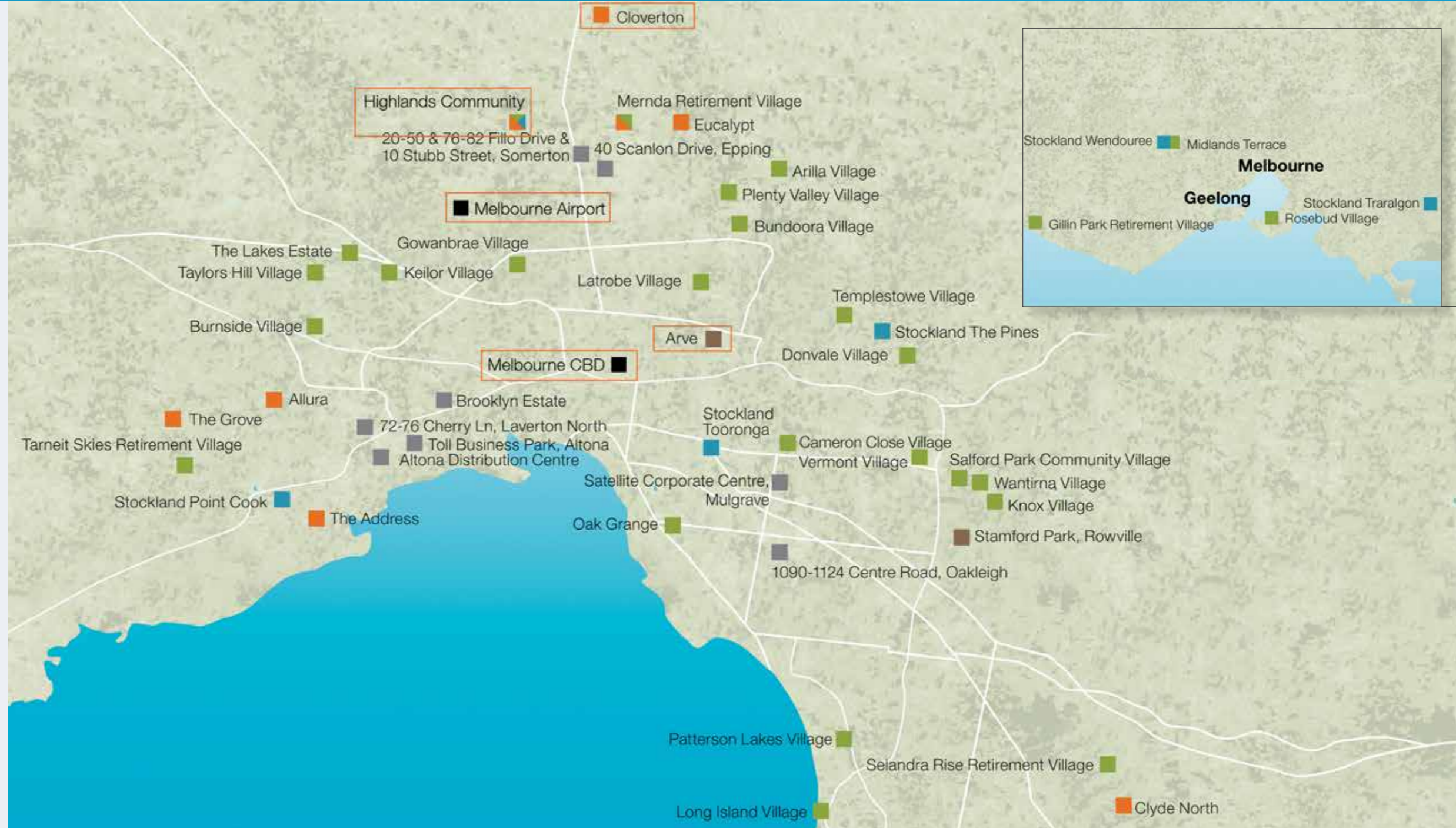
# Stockland in Victoria

Stockland Victoria

17%  
of Stockland by assets

## Key

- Retail
- Logistics & Business Parks
- Residential Communities
- Medium Density
- Retirement Living





# Shape Thriving Communities

SPEAKERS: MARK STEINERT AND SIMON SHAKESHEFF



# Thriving Communities

154 million



customers visit a Stockland shopping centre every year



6,700+



families move into a home in a Stockland residential community every year



11,800+



retirees call our retirement villages home



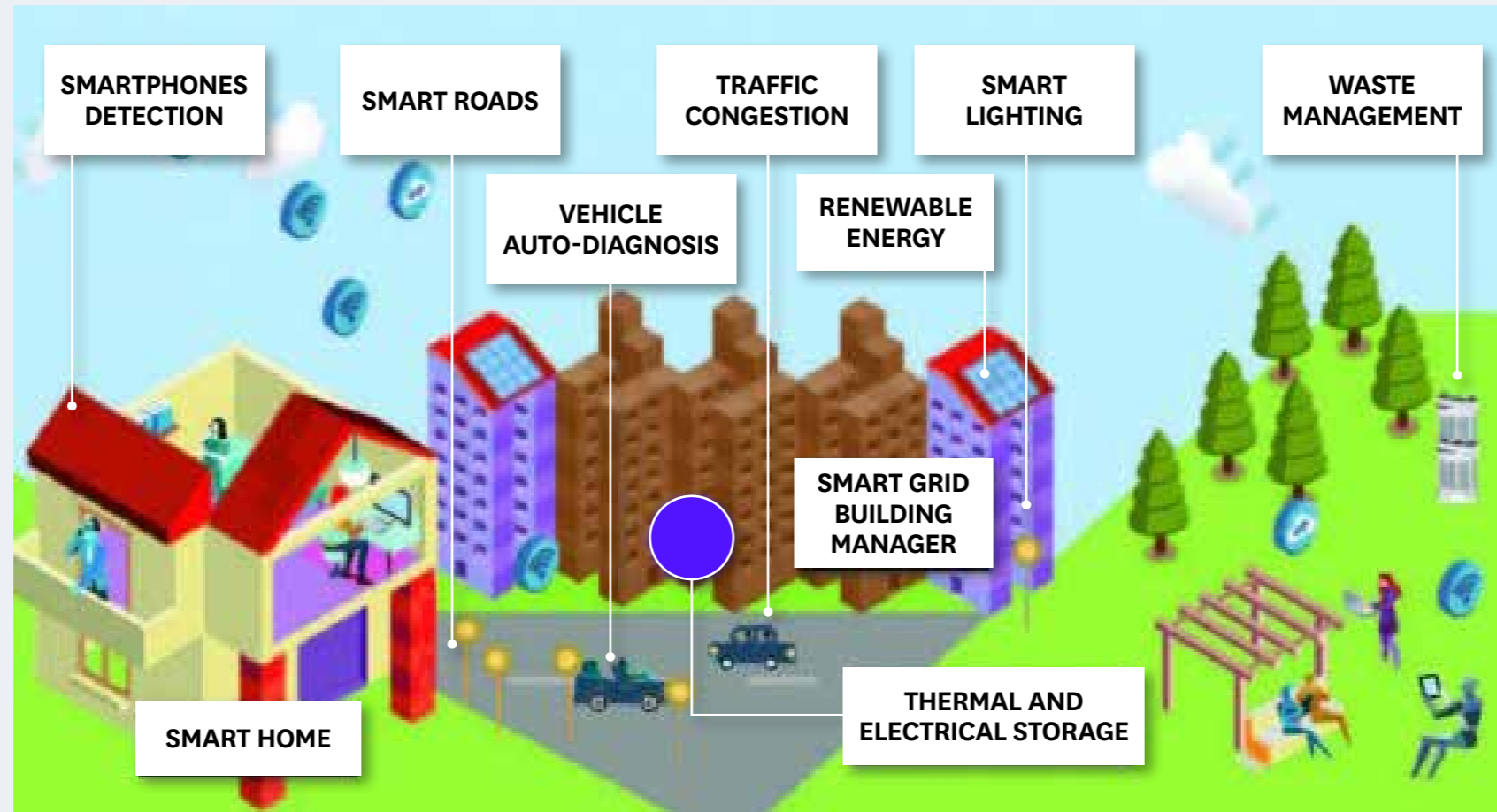
1.4m sqm+



employment space



# Smart Communities

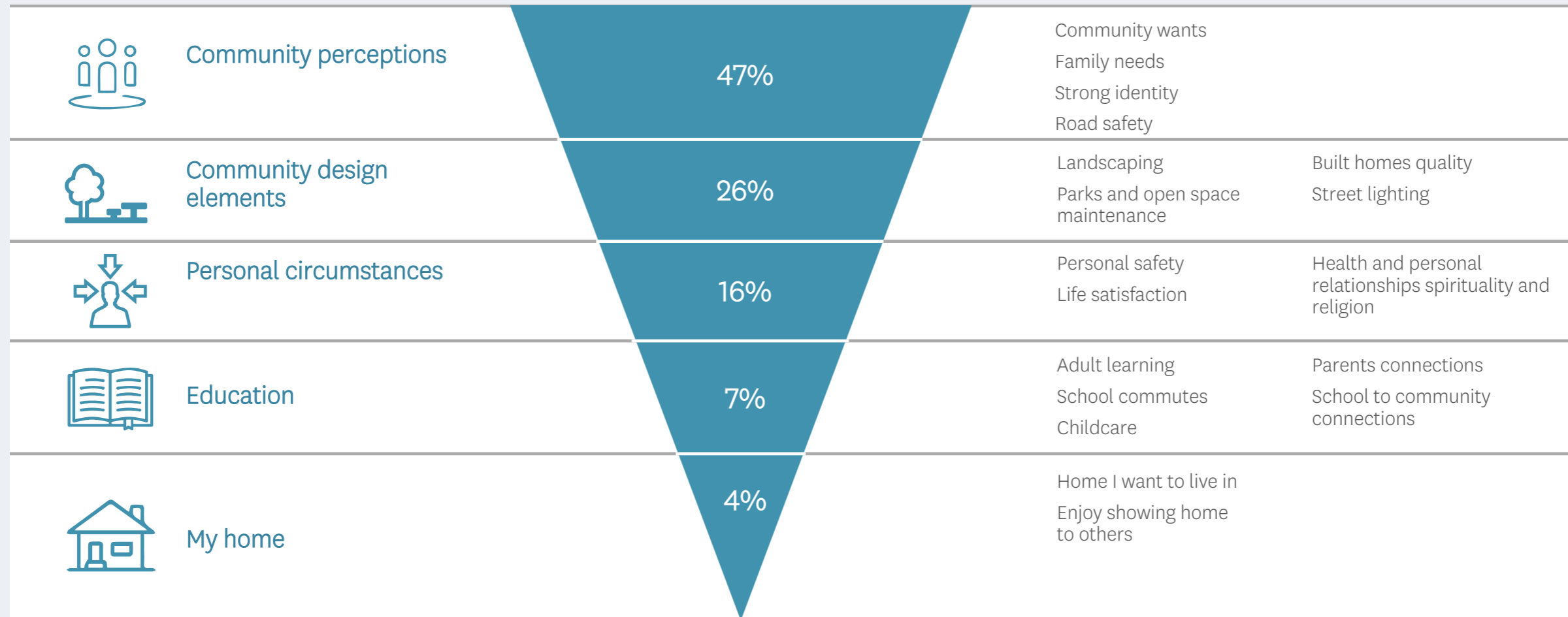


Source: Parag Khanna

# We Create Communities: Customer insight

National survey on community attitudes for our residents

## Importance of key drivers



Make Liveability real for customers



# We Create Communities



## Health & Happiness

→ Our research shows Stockland residents enjoy a higher level of wellbeing than most other communities

## Natural Spaces

→ Each home in a Stockland community is designed to be within walking distance of open space or natural parklands

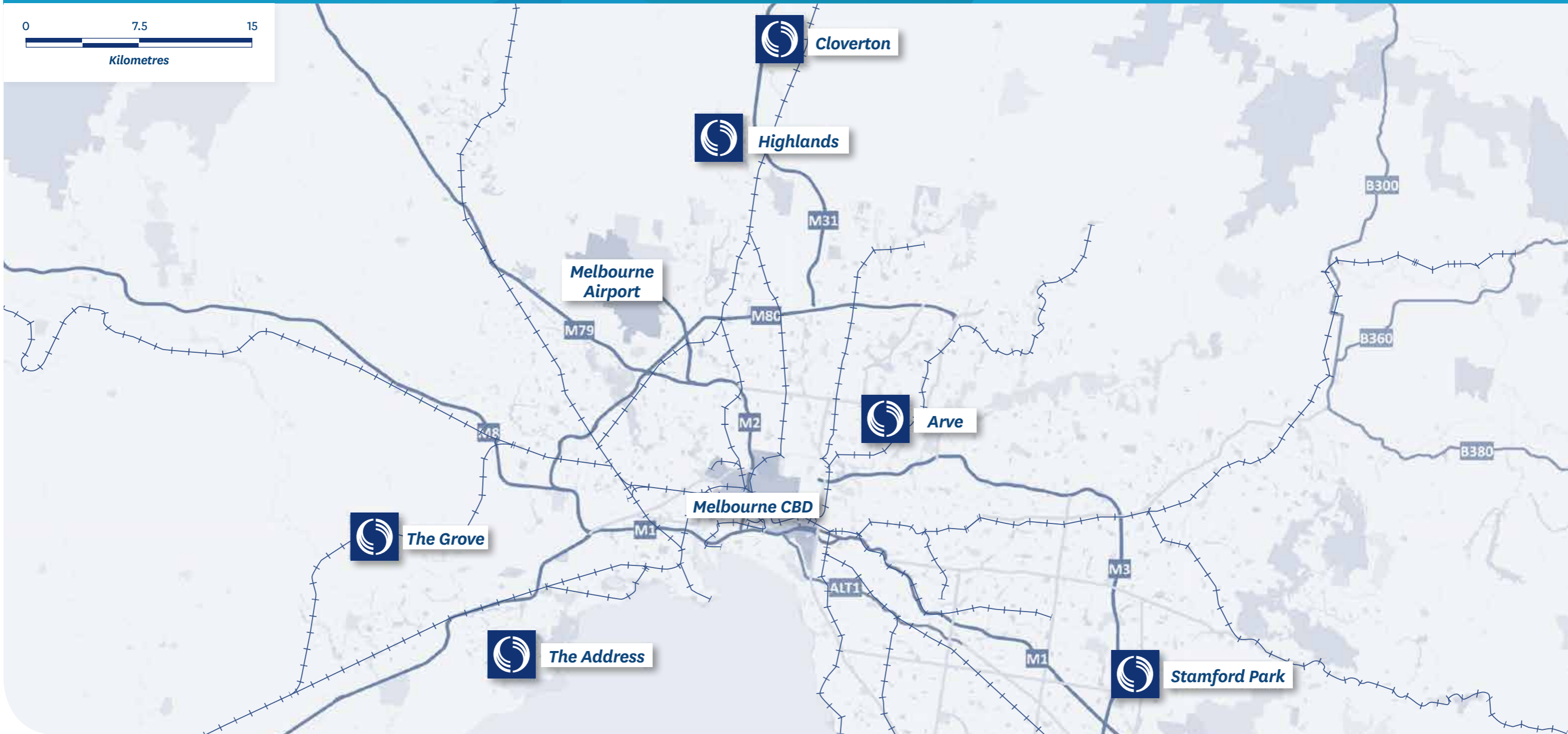
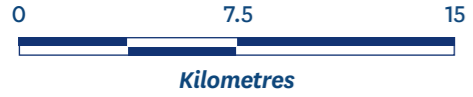


## Amenities

→ Education and childcare, shopping and dining, sport and recreation facilities, transport links



# Creating Communities Near Transport Links





# Customer Led Development



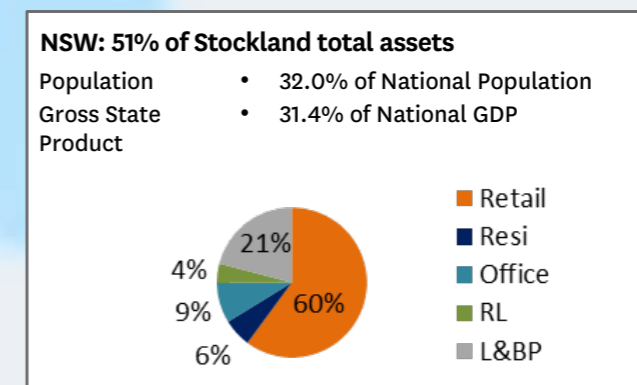
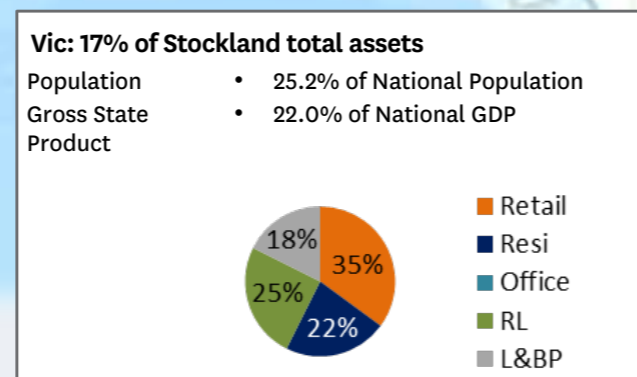
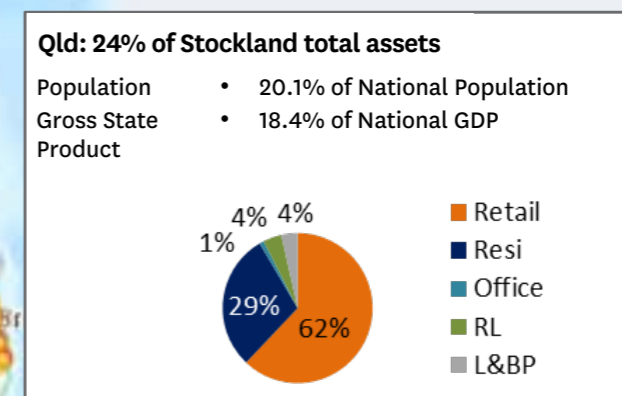
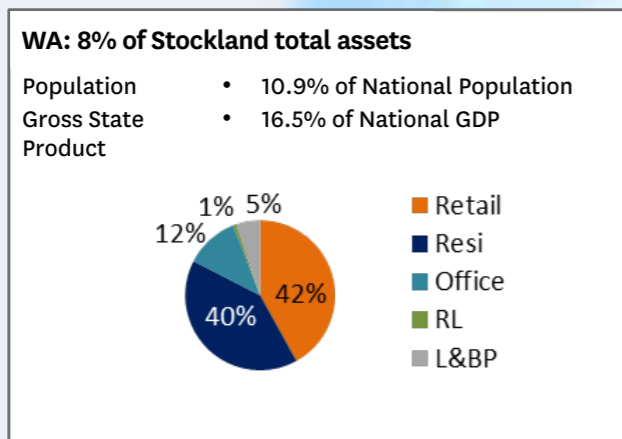
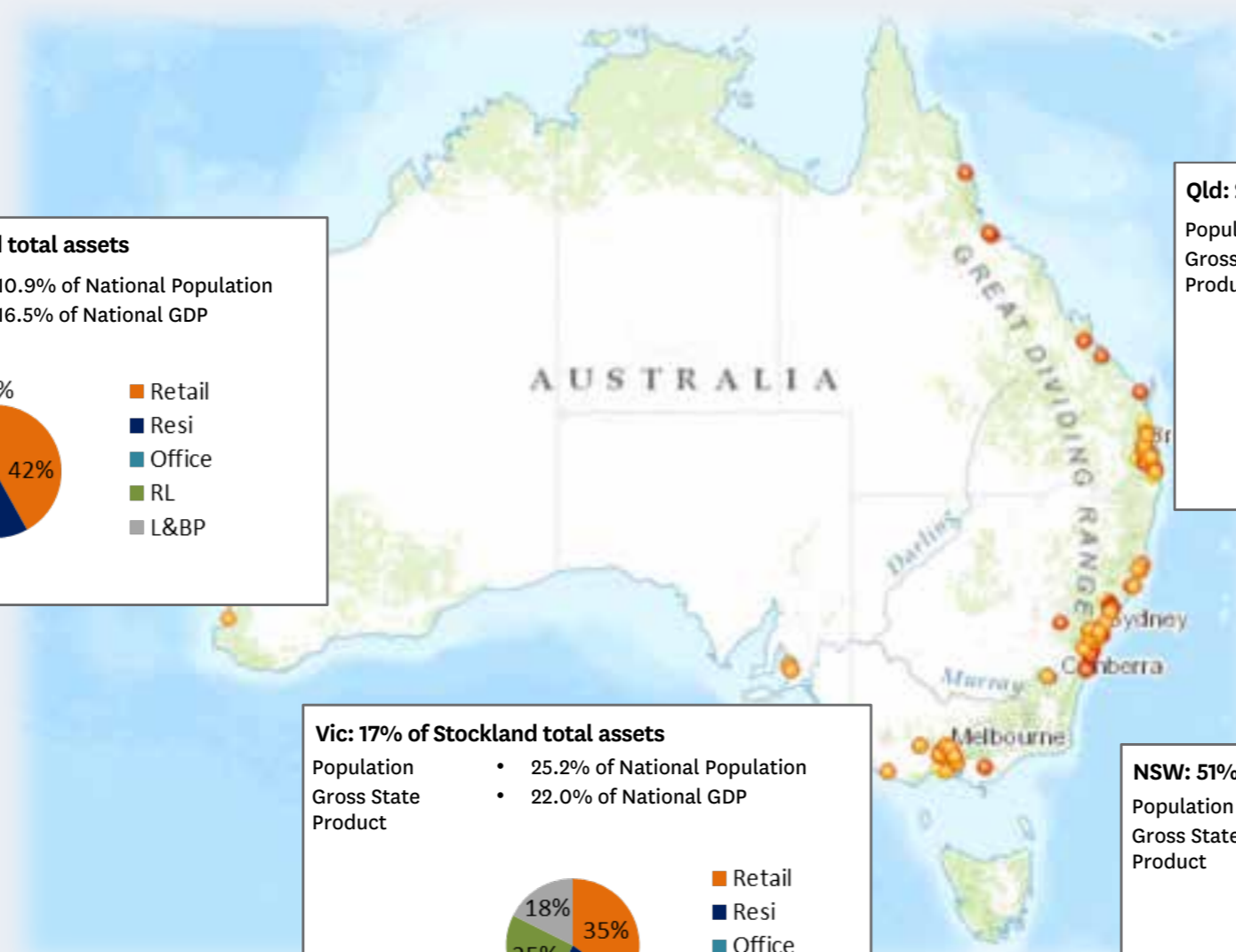


# Asian Century



Source: Parag Khanna

# Our Communities: Over 90%<sup>1</sup> located on eastern seaboard



## 1. Funds employed by region

Source: Stockland Research, Deloitte Access Economics Sep 2016

# Our Strategy for Success



## Our Vision

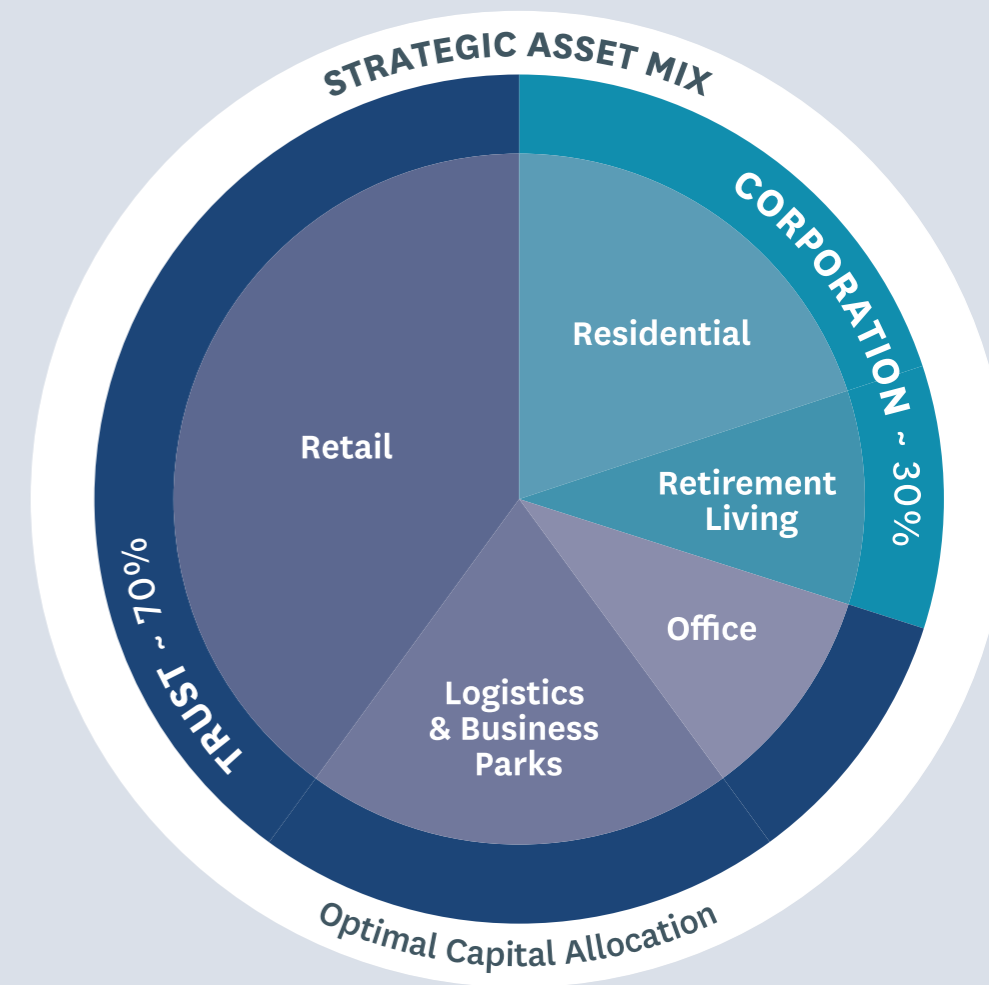
To be a great Australian real estate company that makes a valuable contribution to our communities and our country

## Our Values

- C**ommunity
- A**ccountability
- R**espect
- E**xcellence

## Our Purpose

We believe there is a better way to live



Five year indicative asset mix



# Strategic Priorities

## Customer Focus



### Grow Asset Returns and Customer Base

- Discipline in acquiring and divesting assets to optimise returns
- Active asset management
- Drive growth using our community creation capabilities
- Broaden customer reach
- Maintain high customer satisfaction



### Operational Excellence

- Systems and processes improvement
- Drive cross-business collaboration
- Continuously improve the customer experience
- Maintain sustainability leadership
- Strong risk management
- Design excellence



### Capital Strength

- Maintain A- credit rating
- Maintain gearing in 20 – 30% range
- Ensure diverse funding sources and timing
- Explore capital partnering opportunities
- Protect the business from cyclicality

# Active Asset Management

- Maximising value from our diversified business model
  - **Commercial Property:** capital recycling into our development pipeline
  - **Residential:** activating our landbank in an improving market, broadening customer reach
  - **Retirement Living:** reshaping our portfolio, improving efficiency, increasing development activity
- Disciplined capital allocation process, with target weighting and risk adjusted hurdle rates across each asset class

## Aquisitions<sup>1</sup>

Retail	\$120m
L&BP & Office	\$500m
Residential	\$820m

## Divestments<sup>1</sup>

Retail	\$450m
L&BP & Office	\$870m

## ROA

June 2012	→	June 2016
<b>7.8%</b>		<b>8.5%</b>


## Activated landbank

Funds employed in actively selling projects		
FY13	→	FY16
<b>60%</b>		<b>90%</b>

## Development Expenditure<sup>1</sup>

Commercial Property	\$890m
Residential	\$2.3b

## Retirement Living

Sold 7 villages		
Acquired 8 villages		
 Cash ROA <sup>1</sup>	→	
4.3%		5.8%

1. From FY13 to FY16



# Active Asset Management

- Transforming the scale and quality of our portfolio
  - Centres that are #1 in their trade area or have a differentiated offer
  - Services, dining and experiential retail
  - Leveraging our community creation abilities to derive new assets
- Our \$2.2b Logistics and Business Parks portfolio has scale
  - Over 300,000 sqm of development potential on our existing landbank
  - Business Parks assets are primarily in the emerging Macquarie Park precinct



First in customer service in FY16<sup>1</sup>

**88% assets** specialty sales productivity over \$8,000/sqm while excluding our most productive centres currently under development

Average specialty sales

**\$9,011/sqm**

Exceeds URBIS average by 10%

**\$1b** retail development pipeline includes **\$380m** greenfield projects from our **masterplanned communities**



**Growing Organically**

1. Monash University's TenSAT survey – maintained leadership amongst head office retailers, ranked second amongst all retailers (1st in FY15)

# Customer Focussed

Oceanside Retirement Living  
Artist's Impression



Cardinal Freeman,  
The Residences



**High Customer Satisfaction**

## Customer Insights

- Stockland Exchange - our own research community of 5,000+ customers
- Quantum - spending patterns analysis
- Sales Force

## Shaping communities through active asset management

- Broaden customer reach to meet 80% of the market who want a built home
- Deliver customer shopping satisfaction with experiential design
- New retirement living product including age exclusive housing, brownfield development vertical villages



Stockland residents enjoy a higher level of wellbeing than most other communities



80%  
Retail tenants

93%  
Shoppers Village



90%  
Residents

82%  
Residential customers<sup>3</sup>

Highlands  
Medium Density



Stockland Green Hills  
Artist's Impression





# Creating Sustainable Communities

Stockland has been leading in sustainability for over 10 years

We currently have the highest number of Green Star rated shopping centres in Australia

All our shopping centre developments are designed to achieve a minimum of 4 stars certification for 'Design' and 'As Built' ratings.

## Our achievements include:

- ✓ Australia's first Green Star retail portfolio rating covering 22 of our centres
- ✓ Seven Green Star rated communities, including 6 Star Green Star Community ratings at Cloverton (Vic) and Aura (Qld)
- ✓ Recognised as an Employer of Choice for Gender Equality from Australia's Workplace Gender Equality Agency for the third year in a row
- ✓ Regional and Global Leader for the Office/Retail category in the Global Real Estate Sector Benchmark survey
- ✓ First 'Green Star' rated Retirement Living Village (Affinity, WA)



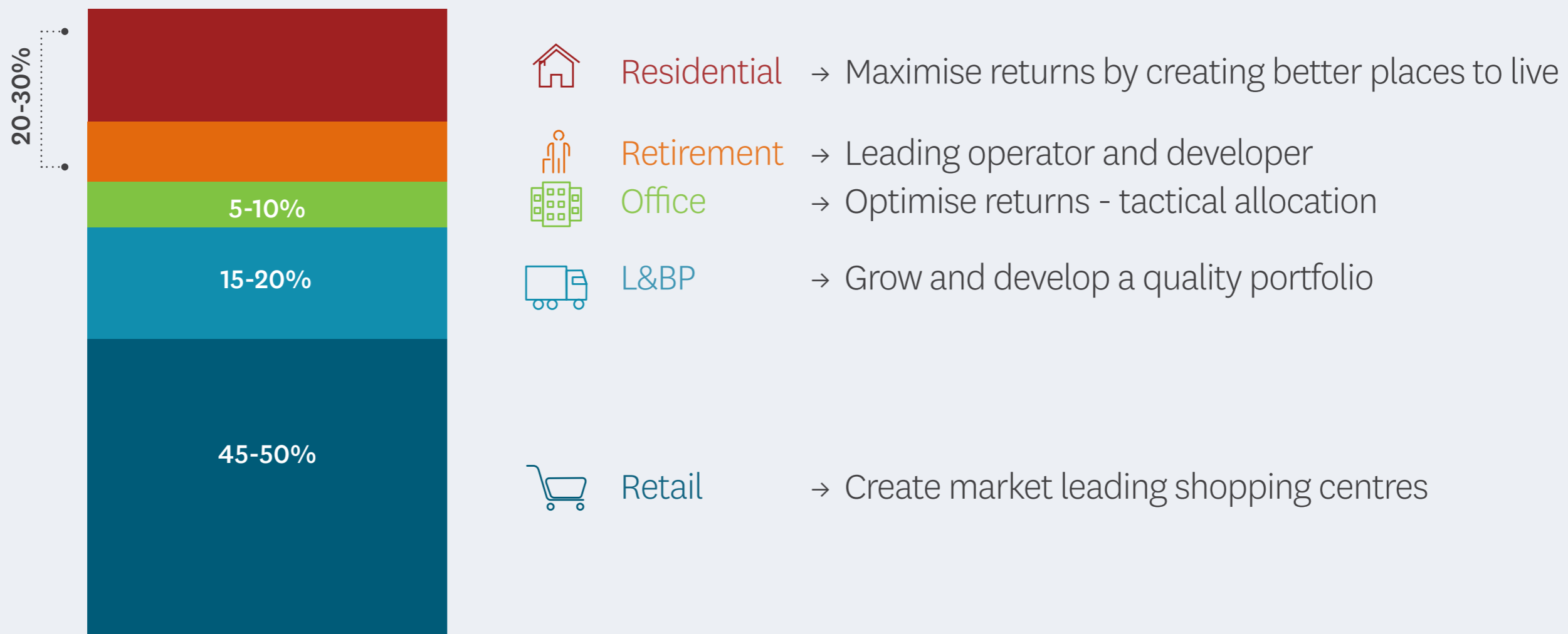
#1  
Global



2<sup>ND</sup>  
year in a row

# Our diversified model

## FY21 Target Allocation





# *Workshops*

*Shape Thriving Communities*





*Workshop:  
Stockland Green Hills  
Shape Thriving Communities*

SPEAKERS: TONY TSEKOURAS AND TIM BEATTIE





# Stockland Retail Centres



# Stockland Green Hills

## Development opportunity

- Valued in September 2015: \$354m, 5.75% cap rate
- Specialty stores outperforming
- Significant escape expenditure
- Above average population growth
- Above average household wealth
- Retail undersupplied
- No major regional centres located within the trade area

1. Shopping Centre News Little Guns, 2015  
 2. Household income based on ABS Census of Population and Housing 2011; Location IQ  
 3. Source: Estimated using Quantum NAB data, 12 months to September 2015  
 4. Location IQ

### Highly Performing Shopping Centre

**#1 Little Gun<sup>1</sup>**  
 for best performing sub-regional in Australia in 2015

Wealthier households **\$85,131** (17% higher) compared to \$72,680 average non-metro household income<sup>2</sup>



Current total escape expenditure **\$1.1b<sup>3</sup>**

Specialty stores outperforming at **\$14,262** per sqm

Total trade area retail expenditure capacity expected to grow from \$3.1b to **\$4.0b by 2019<sup>4</sup>**

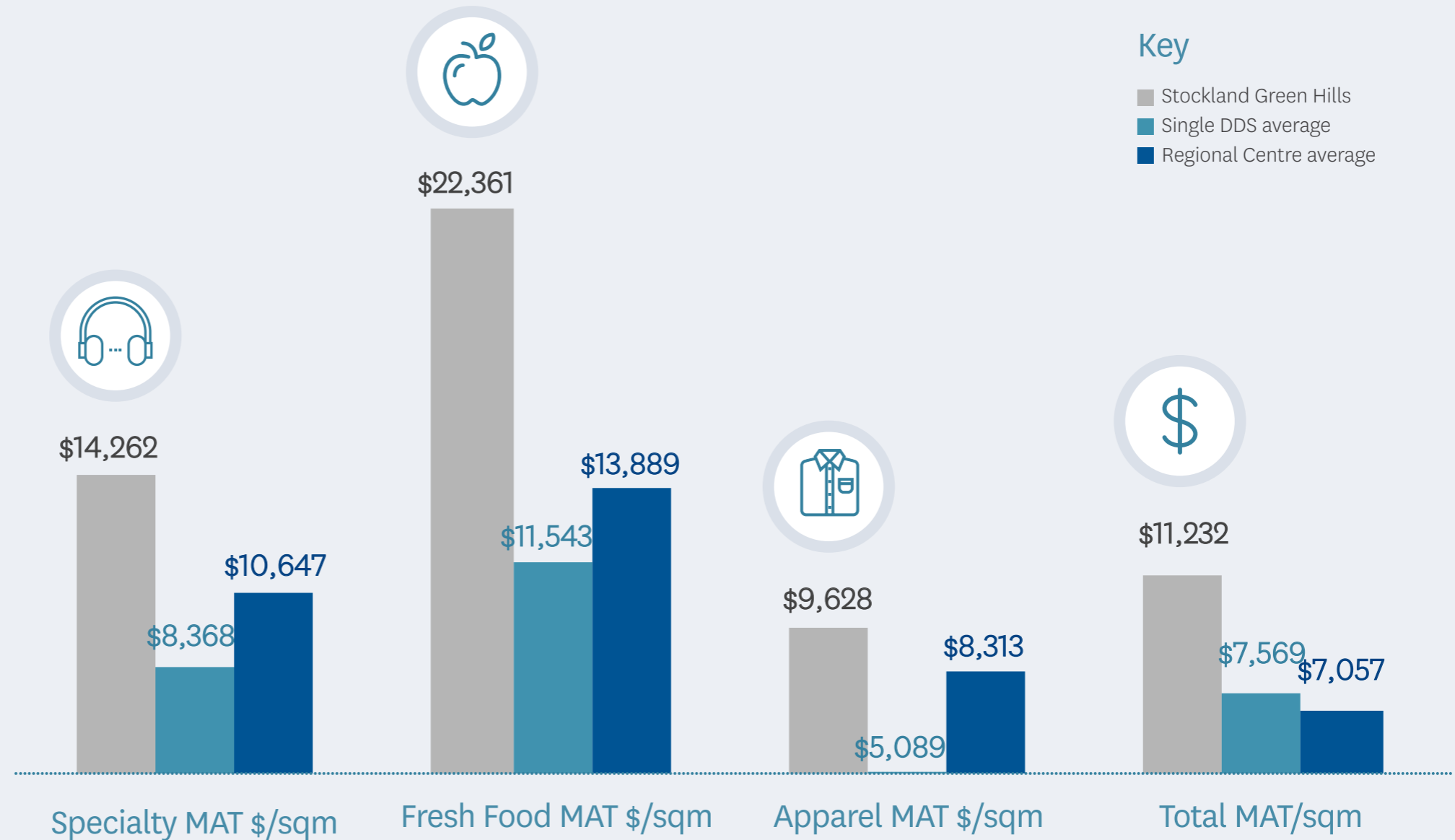
Total trade area population 241,040 expanding to **255,000** on development completion<sup>4</sup> (+5.8%)



# A High Performing Asset

## Sales Productivity

Productivity of the Centre is high with specialty MAT per sqm ranked as 1st in 2015 Shopping Centre News Little Guns survey. Stockland Green Hills outperforms single DDS and regional centres for fresh food, apparel and overall specialty sales. The total centre sales also outperform regional and sub-regional benchmarks













Source: Urbis sub-regional averages, 2015

# Conversion to a major regional centre

- \$412m redevelopment of Stockland Green Hills (NSW) commenced in January 2016 to deliver ~7.0% stabilised yield<sup>1</sup> and ~11.9% incremental IRR
- 47% leased to date
- The project will be delivered over four main stages:
  - Mid 2017: Best & Less, 22 specialty stores & kiosks
  - Late 2017: Target, 2 Mini-Majors, 82 specialty stores & kiosks
  - Easter 2018: David Jones, Harris Scarfe, JB Hi-Fi Home, 4 Mini-Majors, 64 specialty stores & kiosks
  - Mid 2018: Cinema & international fashion retailer
- Sustainability features

1. INCREMENTAL FFO YIELD

	Pre-development	On completion in FY18
Gross lettable area	31,828sqm 	~74,000sqm 
Majors & mini-majors	Woolworths, Coles, Big W, and 6 mini-majors 	David Jones, Coles, Woolworths, Big W, Target, Cinema, 15 mini-majors 
Specialty stores & kiosks	90 	More than 230 
Food court	400 seat indoor 	800 seat indoor/outdoor 
Car parking spaces	1,600 	3,100 



# Leasing Strategy: Targeting Retail Trends



## Pavilion dining

→ Catering to the customer demand for a better local offering of café and restaurant dining options



## Entertainment and leisure

→ The entertainment precinct will act as a community hub, including fresh new eating options, meeting places for family and friends



## Courtyard Casual dining

→ Expanded and relocated casual dining precinct with all-weather seating in garden courtyard feel

Scan QR reader for link to Stockland Green Hills leasing video





# Leasing Strategy: Targeting Retail Trends

**Four major precincts being developed based on critical customer need and the Quantum mapping:**

- Significant youth apparel precinct anchored by a large international
- Apparel precinct anchored by David Jones, the second level of a large international and three significant mini-majors



- Baby, kids and tween anchored by Target, Uncle Pete's Toys Mega Store, and Harry Hartog's Unique Book Store
- A strong lifestyle apparel precinct in and around dining precincts, including names like City Beach and Osmosis

# Creating Communities



green building council australia

**4** greenstar

Retail Centre Design v1 2015

## Sustainable design features to deliver spaces where people gather

- Energy efficiency
- Water efficiency
- Quality indoor environment
- Larger 1,000 kW solar PV system to deliver more renewable energy
- Recycle at least 80% of demolition and construction waste



## Inclusive play & quiet spaces

- Play spaces specifically designed to allow children of all abilities to play
- A quiet room for parents of children with autism to allow them to calm and resume shopping



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# *Workshop: Planning for Apartments Understanding our Customer*

SPEAKER: GAVIN TONNET



*Artist's Impression*



# Assessing Customer Needs

## Customer Insights

- Understanding and designing for our customers
- Identify the market and customer requirements
- Leverage specific market expertise of agents
- Supplement our extensive sales database with local knowledge of agents

## Design and Product

- Tailor design to meet customer requirements
- Deliver consistent high quality and technical design standards throughout the process
- Be the stewards of our vision – oversee and deliver vision through to completion
- Ensure consistency in quality and standard across all our projects to retain strong Stockland brand

Merrylands Apartments, NSW  
Artist's Impression





# Broadening Customer Reach

## Meeting Customer demands

- Creating urban environments that make a positive contribution to our cities
- Delivering affordability and lifestyle

## Leveraging group capabilities:

- Strong brand recognition
- Community creation expertise
- Design excellence
- Procurement expertise
- Project management
- Customer Insights and extensive database
- Risk management

## Medium term targets:

- Deliver 562 apartments within an activated laneway precinct adjacent to our Merrylands Shopping Centre
- Progress Toowong development of 530 apartments, laneway café and restaurant precinct
- Investigate other opportunities on our landbank

Toowong Apartments, QLD  
Artist's Impression





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# *Workshop: Community Partnerships Shape Thriving Communities*

SPEAKER: JANE ANDREWS





# Shape Thriving Communities Our approach

## Health and wellbeing

- Activities and places that encourage positive physical and mental health
- Smart design that optimises accessibility, safety and mobility

## Community Connection

- Seeks to support greater community connection by fostering self-sustaining social cohesion
- Infrastructure that supports community connection

## Education

- We seek opportunities to implement a range of community learning & education activities. This includes Infrastructure that supports education includes the effective design and delivery of schools, local employment facilities & co-working spaces



# Three Key Partnerships

Our goal is to shape thriving communities by facilitating healthier living, promoting community connection and providing lifelong learning opportunities



Health and Wellbeing



Education



Community Connection



THE  
CONNECTIVITY CENTRE  
A COMMUNITY PROJECT





# Education Stockland Green Hills Employment Programme

## The Connectivity Centre

### Connecting local job seekers

- Facilitates training and tailored employment brokerage services for local job seekers
- Provide training and employment for potential retail and facilities management opportunities
- Provide assistance to young job entrants through employment pathways and post placement support strategies
- Increase local employment outcomes - flexible industry tailored career pathways for disadvantaged job seekers in the Maitland region



### Connecting local employers

- Provide a skilled labour force to key contractors
- Raise awareness amongst employers about apprenticeship and traineeship subsidies and other government support mechanisms

# Education Australian Retailer's Association 'Retail Ready'

**Training to provide a pool of local people ready to fill new jobs**

## Accreditation

- Accreditation received - Certificate II in Retail Services
- Offers a pathway to Graduate Certificate and Diploma qualifications in Retail Leadership

## Stockland's role

- Support and promote the program with retailers
- Facilitate ARA introductions to retailers at key times



“If you are considering doing this program - Do it! I definitely would not have gotten this job so easily. This is probably the best decision I've made this year.”

**Daniel Ualesi**

Retail Ready  
Jobs Program  
Participant



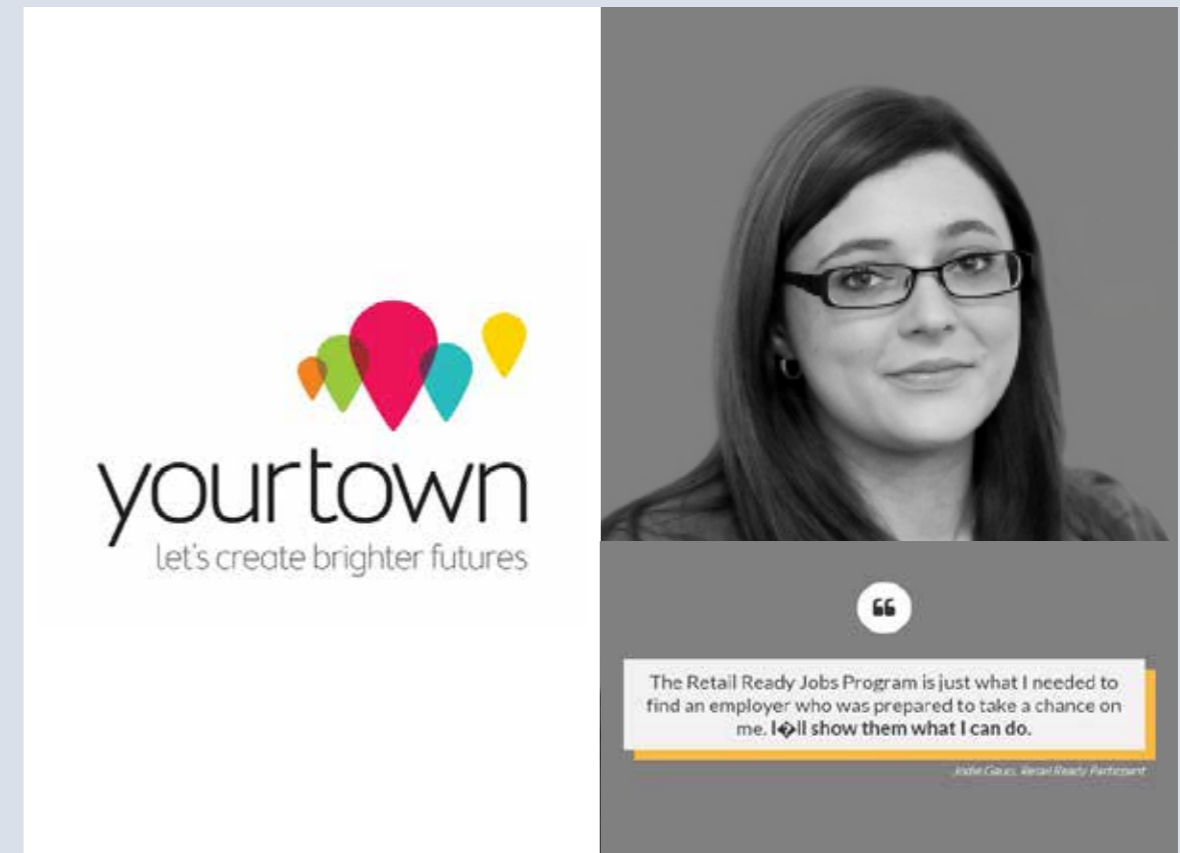
# Education Employment programmes

## Progress with ARA to date – Stockland Green Hills

- Collaboration between ARA, the Connectivity Centre team and the NSW Department of Industry
- Employers supporting the program: Best & Less, Woolworth, Coles, Supercheap Auto, Home Hardware, Amcal Chemist and D Comp Computers

## Demonstrating Value - Outcomes to date

- 23 job seekers placed into work
- 23 retail vacancies resulting in 46 retail positions
- Local community group engagement includes St Vincent de Paul, Youth Express, Kids help Line, Job Quest, Cessnock Community Women's Shed



The image shows a promotional graphic for 'yourtown'. On the left, the logo features a cluster of colorful teardrop shapes in orange, green, pink, teal, and yellow above the text 'yourtown' and the tagline 'let's create brighter futures'. On the right, there is a black and white portrait of a woman with glasses. Below the portrait, a quote is displayed in a white box with a yellow border: 'The Retail Ready Jobs Program is just what I needed to find an employer who was prepared to take a chance on me. I'll show them what I can do.' The quote is attributed to 'Jodie Coates, Retail Ready Participant'.

# Community Connection, Health and Well Being Bowls Australia

## Why Bowls Australia?

- 33 villages have bowling greens
- Bowls rated in fourth position for resident interests
- 78% of residents participated in organised activities in preceding six months
- 65% of residents participate in organised activities 2-3 times a week
- 66% rated the offering of activities in village as Good or Very Good



*“Reason for buying into village was to participate in activities as other commitments reduce“*

*“I love living in my unit. I enjoy living in a community of like-minded and similar age group people. I enjoy its proximity to transport and community facilities.”*

**North Lakes Village**

*“I am so glad that we moved here as we have made so many friends. We laugh, exercise and socialise in a warm and supportive community. I love to hear the life stories from so many different people.”*

**Fig Tree Village, QLD**



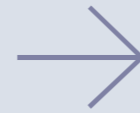
# Demonstrating Value

- Contributing to leads and conversions
- Community health talks and coaching clinics
- Social connection



# Health and Wellbeing Parkrun Australia

- In 2014-15, 63.4% of Australians aged 18 years and over were overweight or obese (11.2 million people)
- One in four Australian children are overweight or obese
- 15% more people living in outer regional and remote areas are overweight or obese than people living in major cities
- Overweight and obesity (high BMI) is the second highest contributor to burden of disease, after dietary risks



- Parkrun is inclusive; you can run, walk, stroll or push
- Investment - Free for runners and low for sponsors
- Program is replicable – simple 5km course and automated online timing tag system
- Resourced by volunteers – enables sustainability of the program after sponsors leave





# Health and Wellbeing Parkrun Australia

## Programme overview

- Not for profit, community-run program that provides free, weekly running events for people of all abilities, ages and fitness levels
- Stockland asset provides low-cost set-up fee, local volunteers sustain program
- Weekly runs at 11 of our residential communities and four shopping centre locations
- Integrated retailer promotions at retail parkrun sites including Stockland Gladstone

## Demonstrating value

- 41 runs held across our sites in FY16
- 2,399 total registered runners and over 1741 finishers per week<sup>1</sup> (as at July 2016)
- Parkrunners personal wellbeing is above the national wellbeing index average
- Highlands - 831 registrations for parkrun and Liveability scores reveal they have made an average of 5.7 new friends, and 87% have referred others to the community

*The Highland Reserve community committee is a fantastic part of living here with everything they organise for the community, particularly those with kids. Park run is also a awesome mini-community within Highland Reserve.'*

**Owner Occupiers, Highland Reserve QLD**

*"Love the park run being held in estate. We attend weekly as a family.'*

**Owner Occupier, Augustine Heights QLD**

# Health and Wellbeing Parkrun Australia, Customer Feedback

*“I started coming to parkrun North Shore parkrun in the Stockland Development area just over a year ago. My best friend, Tracy, had been going for sometime and I decided to give it a go one Saturday. Well, I can honestly say I haven’t looked back and parkrun has become part of Saturday routine. I look forward to coming to parkrun and it is one of the highlights of my week. **I love that it is a family friendly weekly event and that my three young boys ages 10, 8 and 6 can join me, we even get their Dad coming who now is a big parkrun Fan too! It’s great that we can do something as a family while getting fit at the same time.** I suffer from anxiety and depression and when I run it helps me so much. Parkrun has not only helped my mental health I have formed some beautiful friendships since I started attending. All the people at North Shore parkrun are so welcoming and encouraging and I look forward to catching up with my new friends before and after our run each week. I can highly recommend parkrun to anyone wanting to run while having fun and making friends at the same time and I am truly grateful for everything it has brought in to my life - thank you parkrun.”*

**Alison Bowen**





# *Summary and Outlook*

*Shape Thriving Communities*



# Summary & Outlook

- Targeting FY17 FFO per security growth of 5-7%, with a profit skew to 2H17, assuming no material change in market conditions. Underpinned by:
  - Settlements above 6,000 residential lots, with a significant settlement and profit skew to 2H17, reflecting project timing
  - Residential margins around current levels in FY17, from strategic initiatives and favourable market conditions
  - Commercial Property comparable to FFO growth of 2-3%, including comparable Retail FFO growth of 3-4%
  - Further improvement in Retirement Living returns as we continue to focus on operational efficiencies and our development pipeline
- FY17 DPS targeted at 25.5 cents<sup>1</sup>, within new target range of 75-85% of FFO
- Portfolio remains well positioned for sustainable long term growth and value creation



1. Assuming no material change in market conditions



# Asset Tour

*Shape Thriving Communities*

Highlands

Cloverton

Arve



# Arve

*Shape Thriving Communities*

SPEAKER: BEN CANTWELL



Scan QR reader for link to Arve video

Artist's Impression





# Medium Density

## Broadening customer reach through:

- 2,500 Town Home opportunities on our landbank
- Acquisition of two new standalone projects:
  - Stamford Park, Rowville, Vic
  - Arve, Ivanhoe, Vic,
  - Other opportunities in due diligence

## Leveraging group capabilities:

- Design
- Procurement
- Project management

## FY17 targets:

- Medium Density homes; 74 settlements in FY16;  
~300 expected in FY17
- Delivering first profits from 2H17

Willowdale Medium Density, NSW  
Artist's Impression



# Cloverton

*Shape Thriving Communities*

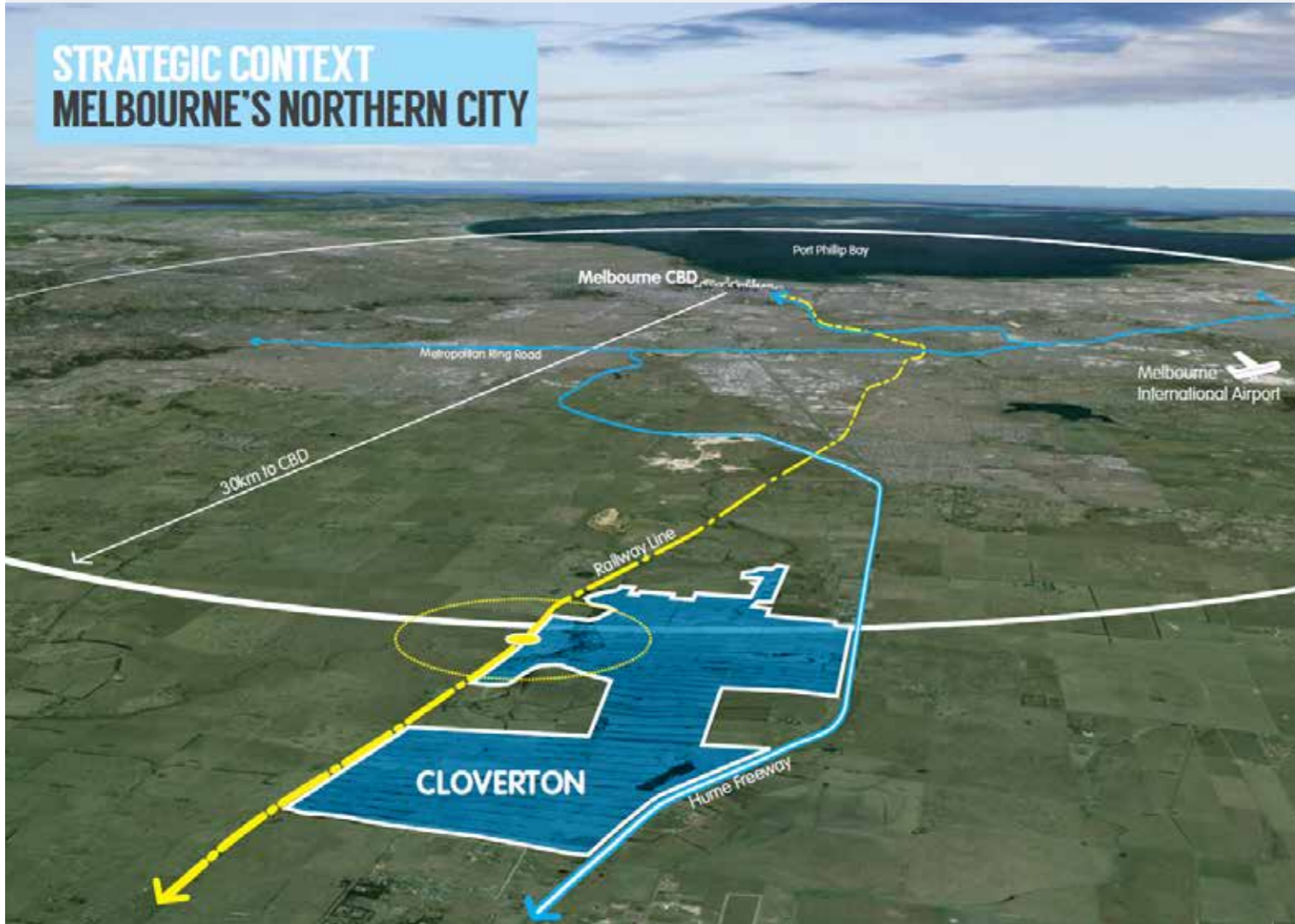
SPEAKER: TERESA MAGUIRE



Artist's Impression



# Cloverton: Melbourne's Northern City











# Masterplanned Community

- Largest masterplanned community in Victoria
- 38 kilometres north of Melbourne CBD
- Awarded 6 Star Green Star – Communities rating from the Green Building Council of Australia (GBCA)
- Cloverton will consist of over 11,000 dwellings
- Population of 30,000+ residents on completion

- First residents moved in November 2016
- The project has a 30 year lifespan
- Cloverton has four activity centres and eight schools and a tertiary institution
- Features 80ha of conservation area, 46ha of sporting fields and 16ha of local parks

-  Cloverton
-  Medium Density Residential
-  Community Facilities
-  Education
-  Retail/Commercial
-  Other Development
-  Future Display Village

-  Shopping & Services
-  Public Transport & Access
-  Parks & Open Spaces
-  Education & Childcare
-  Display Village
-  Technology





# Cloverton: Strategic Context

## STRATEGIC CONTEXT NORTHERN GROWTH CORRIDOR NORTHERN SUBREGION

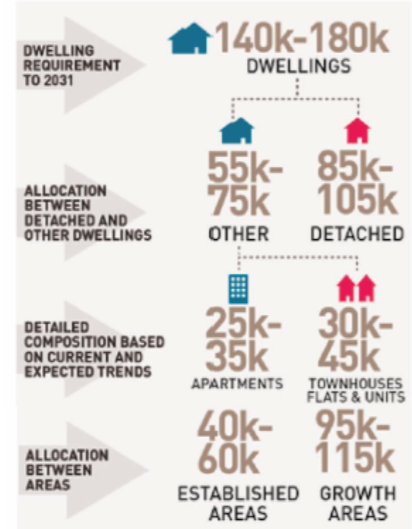
**CURRENT POPULATION**  
869,000

**FUTURE GROWTH TO 2031**  
400,000 TO 470,000

**CURRENT NUMBER OF JOBS**  
231,500

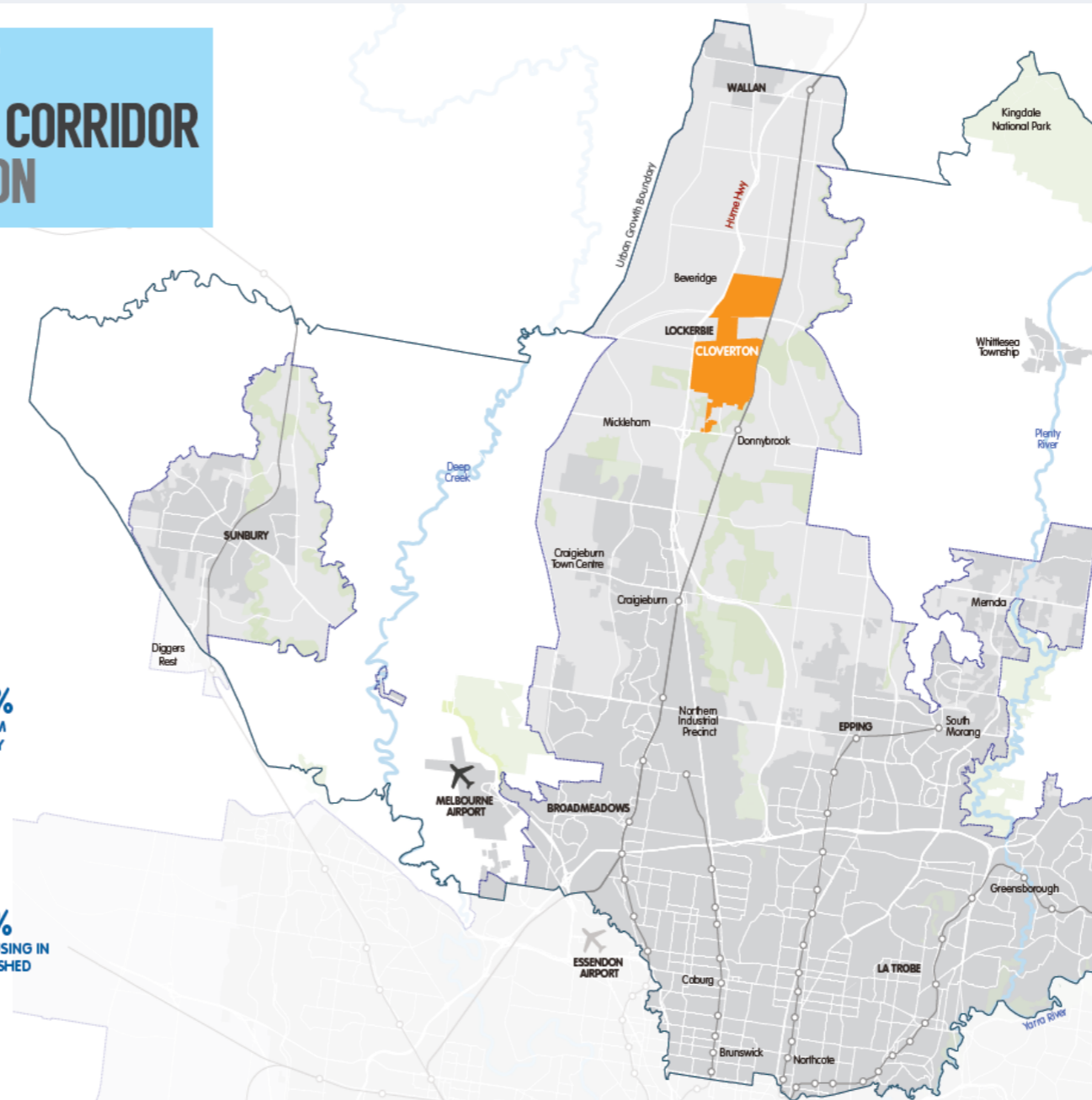
**FUTURE JOB GROWTH TO 2031**  
100,000 TO 140,000

### HOUSING REQUIREMENTS - BY TYPE TO 2031



**70%  
MEDIUM  
DENSITY**

**80%  
OF HOUSING IN  
ESTABLISHED  
AREAS**



# Cloverton: Strategic Context

## STRATEGIC CONTEXT NORTH GROWTH CORRIDOR KEY INFRASTRUCTURE + EMPLOYMENT



### Outer Metropolitan Road + Rail

Future key connection enabling  
quicker access to the west



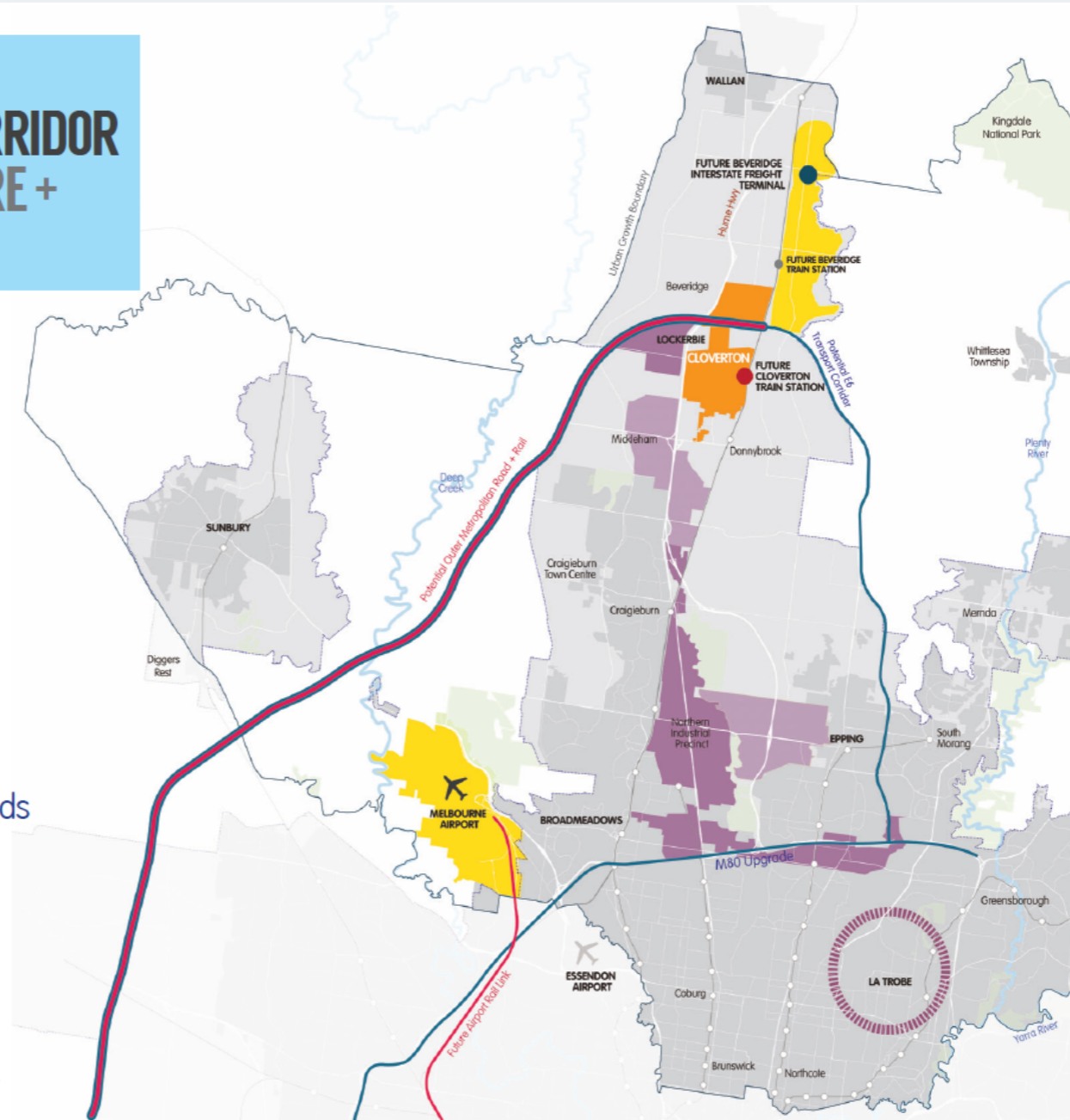
### Future Beveridge Interstate Freight Terminal

Future Terminal transferring goods  
from major ports interstate



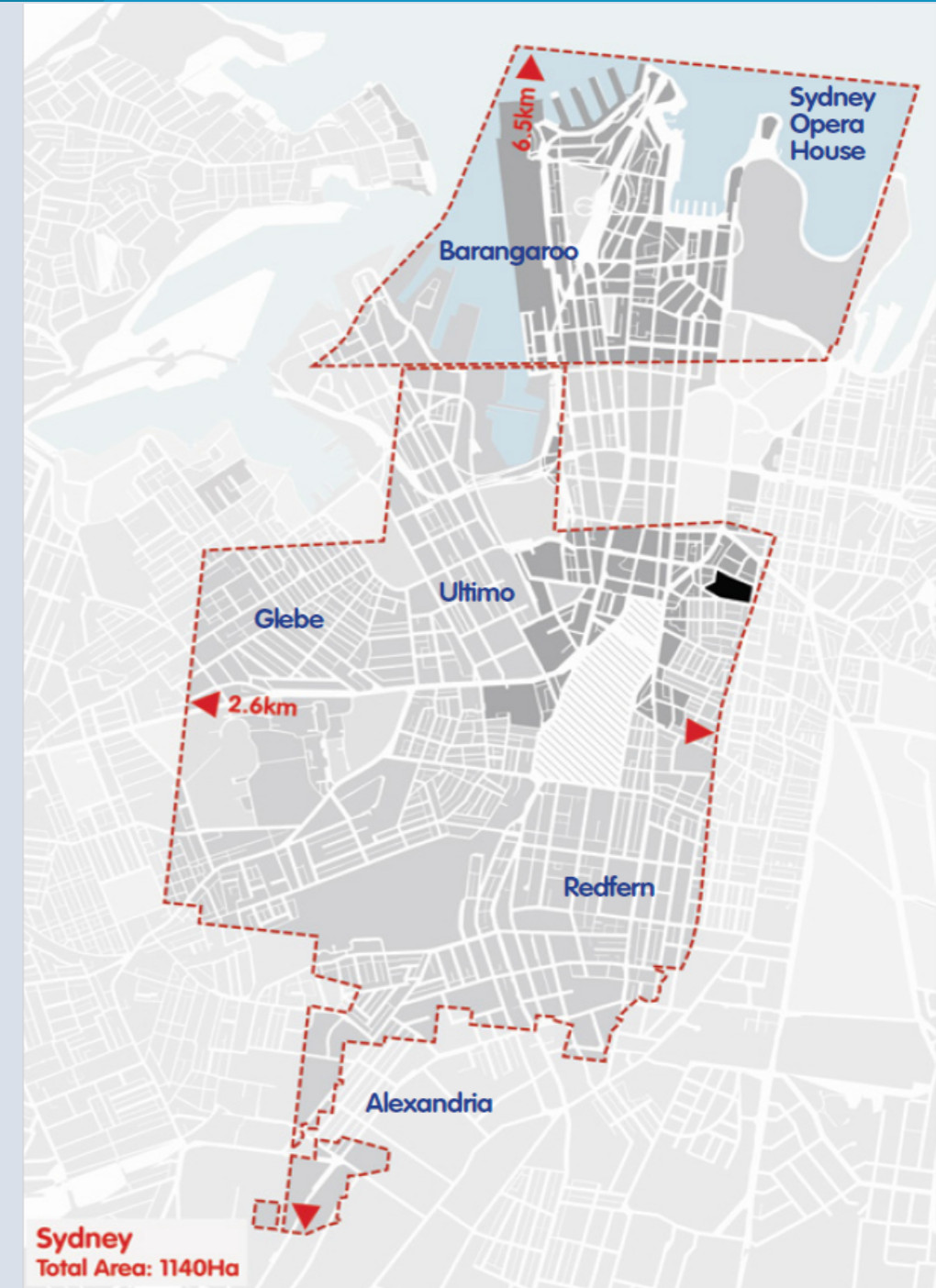
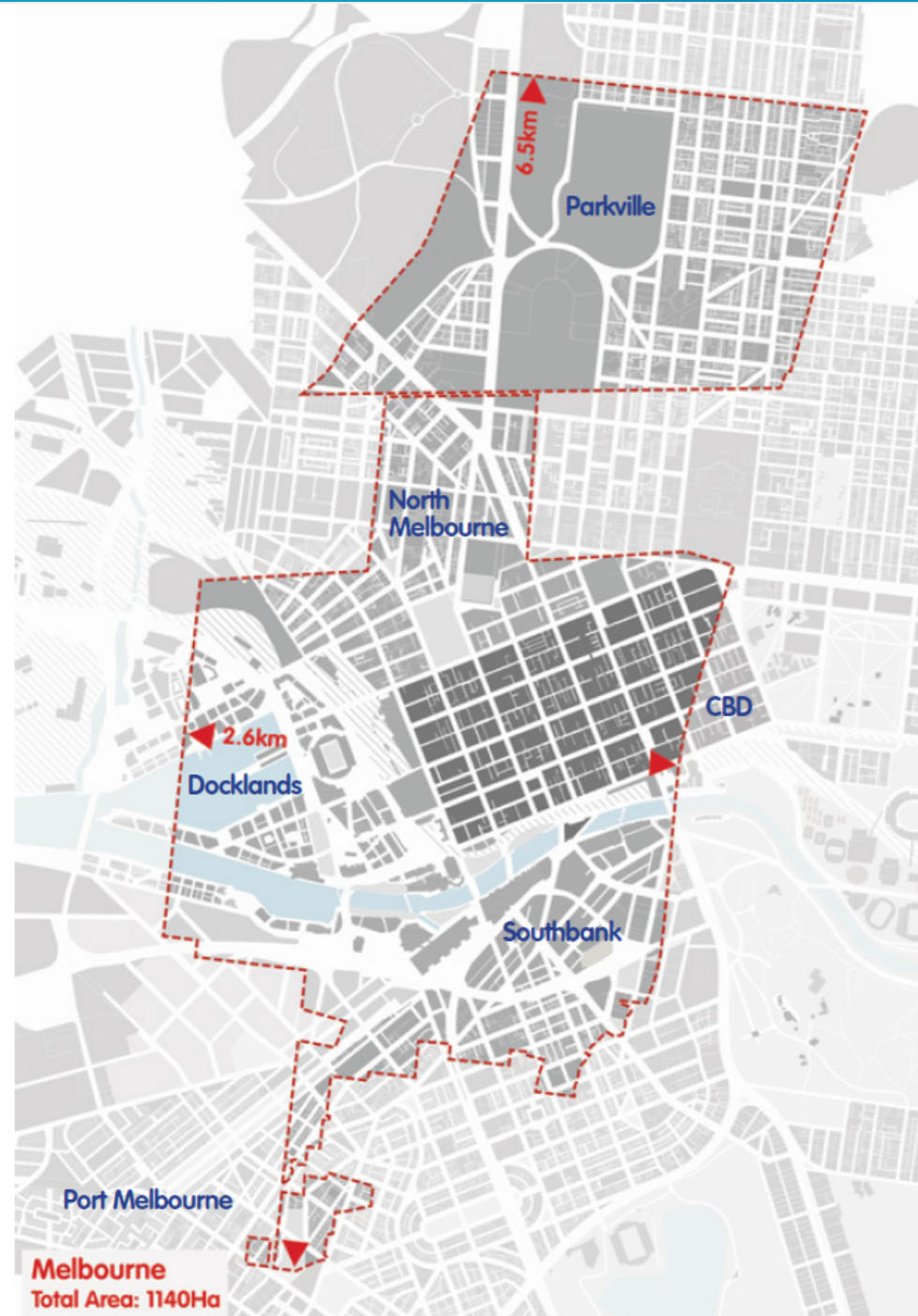
### Airport links

Within less than 25km to  
Melbourne + Essendon Airports





# Cloverton: Scale Comparisons



# The Four Pillars of Cloverton



## Your place to connect

Cloverton is a city designed with **every convenience at arm's reach**. Boasting a **new town centre**, it will soon become a **focal point for the north**, and a place where the **community can gather as one** to embrace new possibilities. **Melbourne's CBD is just a heartbeat away**, with **direct access** to a **revitalised Donnybrook rail station**, and a **new Hume Highway interchange**.



Melbourne's Northern Capital



Cloverton City Centre



Connectivity



## Your place to grow

Where minds are nourished over the course of a lifetime. Cloverton will offer **first-class educational facilities**, both government-backed and private, delivering a wealth of choice for your family and for your future. With a **local arts precinct, library** and **tertiary institution** planned for the coming years, it's a city where **every ambition has the opportunity to flourish**.



Education



Arts Precinct / Culture



Tertiary + Library



## Your place to thrive

Where **health and happiness** go hand in hand. It's a community designed with your lifestyle in mind, featuring **plenty of places to sit back, relax, dine and play**. Offering **open parkland** and **conservation areas within strolling distance of every home**, Cloverton will be a place in harmony, balancing the energy of its town centre with the tranquility of its **natural surrounds**.



Active Transport



Natural Surrounds



Place Character



## Your place for the future

Where fresh thinking is to be celebrated. With **state-of-the-art health facilities** and a new **hub for technology and industry**, Cloverton will unlock fruitful possibilities for you and your business. Closer to home, **innovative residential options** will focus on **sustainable design**, reducing your **cost of living** now and into the foreseeable future.



Housing Diversity



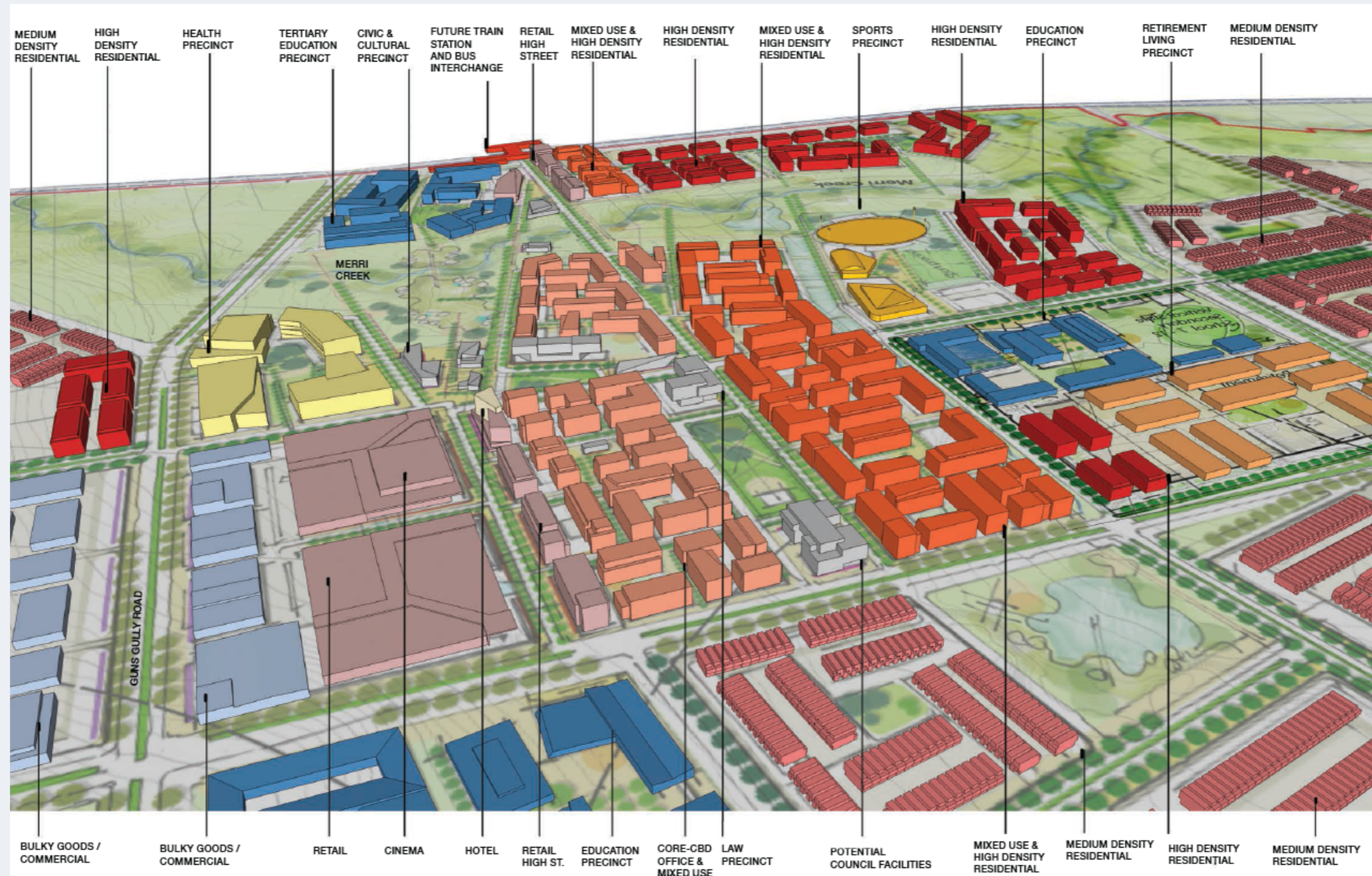
Community + Health



Technology + Industry Hub



# Principal Town Centre Planning





# Highlands

*Shape Thriving Communities*

SPEAKER: JAMES WESTH & KELLY MILLER



Scan QR code for link to  
Highlands video





# Shaping Thriving Communities: Highlands

## True masterplanned community

- UDIA 2013 & 2015 Best Masterplanned Community in Australia
- 35 minutes north of Melbourne CBD
- One of the fastest growing communities in Australia
- Highlands consists of 9,000 lots
- Approximately 12,000 residents living as 'Highlanders'
- Population of 20,000+ residents on completion
- Highlands has six activity centres and five schools
- The project has a 20 year lifespan
- Over 20% of the site area is dedicated to wetlands, public open space, and recreational & leisure facilities.





# Shaping Thriving Communities: Highlands



Melbourne CBD

Melbourne Airport - 23min

Craigieburn Train Station

Splash Aqua & Leisure Centre - 4min

Hume Global Learning Centre - 5min

Highlands Lake - 3min

Private Childcare - 3min

Mother Teresa Catholic School - 6min

Highgate Recreation Reserve - 5min

Mt Ridley College - 4min

Proposed Medical Centre - 3min

Aitken Creek Primary School - 2min

Hume Regional Tennis Centre - 2min

Highlander Park - 2min

Hume Anglican Grammar - 9min

Highlands Shopping Centre - 5min

Newbury Child and Community Centre - 2min

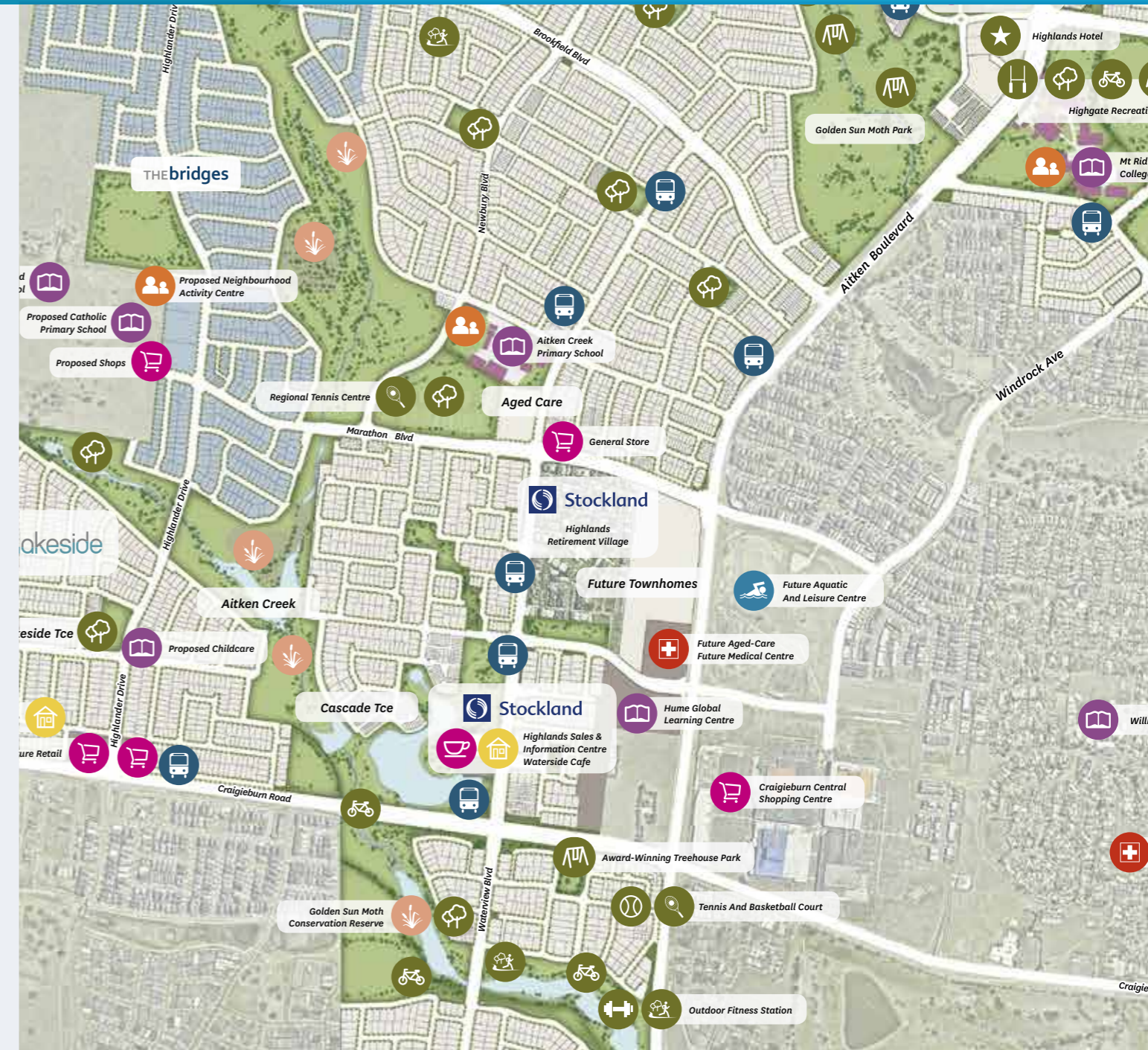
Hockey and Lacrosse Centre - 3min

2 x Future Primary Schools



# Creating a Community

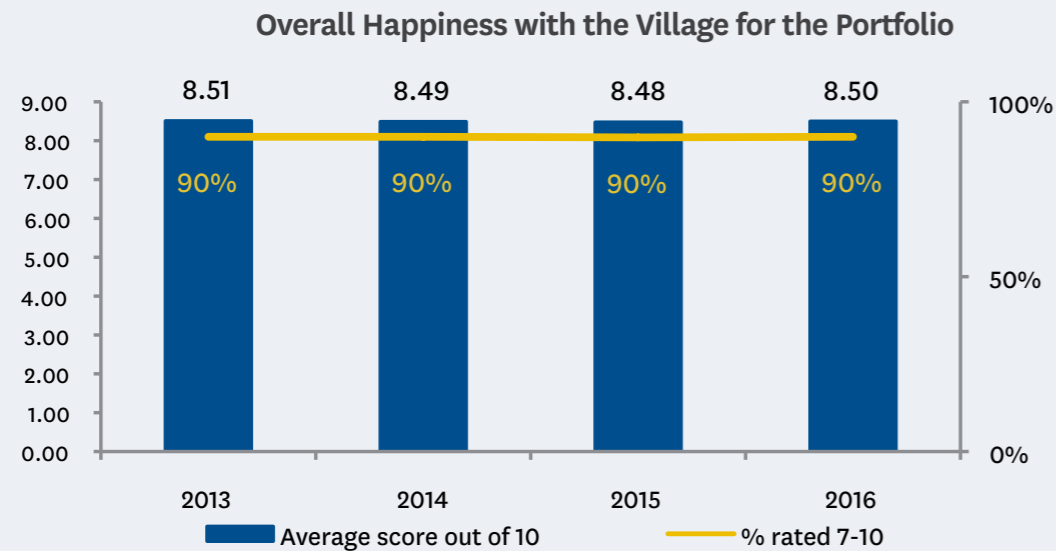
-  Shopping & Amenities
-  Medical Centre
-  Leisure Centres
-  Public Transport & Access
-  Community Centre
-  Parks & Open Space
-  Display Village
-  Education & Childcare
-  Conservation



# Retirement Living: Consistently High Resident Satisfaction







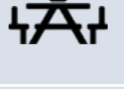

## Resident's Voice Survey 2016<sup>1</sup>

- 90% of residents rate their overall happiness between 7 and 10 on a scale of 1 to 10, where 1 is very unhappy and 10 is very happy
- Overall happiness has remained high and stable since 2013
- Highlands Retirement Village: Average score of 8.5 for the past four years



1. National survey on community attitudes for the residents of our Retirement Living communities

## Drivers of Overall Happiness Importance

	<b>The Home</b>	40%
	<b>Social Life in Village</b>	23%
	<b>Stockland as an organisation</b>	13%
	<b>Village Manager</b>	13%
	<b>Residents' Committee</b>	4%
	<b>Community Centre</b>	4%
	<b>Ability to use outdoor areas</b>	1%
	<b>Maintenance</b> <small>(responsibility of Stockland)</small>	1%



# Highlands Medical Centre

- Highlands medical centre is Stockland's first stand alone medical centre development within our masterplanned communities
- The medical centre will be the first of a number of medical and childcare developments across our existing land bank
- The Retirement Living business undertakes the full range of planning, development, design, leasing and ongoing asset management, leveraging off our built-form experience
- By developing these facilities we can control delivery of quality amenities and services to our customers

- The 1,500 sqm medical facility will be operated by Primary Health and will include:
  - General practitioner room
  - Integrated oral health services
  - Mental health programs
  - Pathology services
  - Specialist consulting rooms
  - Pharmacy

Expected project completion is August 2017.



Artist's Impression

# A Sustainable and Thriving Community

## Sustainable community

- Highlands has access to Class A recycled water and is the largest masterplanned community with recycled water in Victoria
- Natural grasslands and habitat is reserved to support the survival of the critically endangered Golden Sun Moth
- 300 year old majestic River Red Gums are preserved for Highlands' residents
- Bio-fuels and green concrete are used in the civil construction process

## Thriving community

- Annual Movie Night
- Heartbeeps
- Link & Learn
- Parkrun
- Diabetes Walking Group
- Community Vegetable Garden.





# Asset Profiles

*Shape Thriving Communities*



# Arve, Ivanhoe – Residential Communities (Vic)

## Project Description

Arve is a medium density redevelopment of the old Bellfield Primary School site in Ivanhoe, and will consist of 81 townhomes, to be built over three stages.

Ivanhoe is an established, leafy, affluent suburb with a desirable reputation. Homes within Ivanhoe range from basic brick and tile post war homes to multi-million dollar heritage homes. In recent years the area surrounding the site has begun to be revitalised with a trend to redevelop post war homes into new homes and small townhouse developments.

Arve was launched late 2015 and was completely sold out within three months.



## Location

Ivanhoe is located 10 kilometres from Melbourne CBD. It is one of the north-eastern premier residential suburbs in Melbourne.

## Product Mix

Having a variety of two, three and four bedroom products, has allowed us to broaden our market reach across a variety of customer segments with flexibility to drive potential further price growth at each stage release.

The variety of product appeals mainly to Upgraders such as young families and pre-family couples, local Investors and Downsizers. Designs consist of six double story townhouses (with numerous sub iterations), and one triple story design.

Each townhouse will be typically complemented by either a single or double attached garage, rear terrace, first floor balcony and low maintenance garden surrounds.

## Competitive Advantage

- Exceptional amenity within 5 minute drive:
- Coles supermarket, cafés, restaurants, specialty shopping, gyms, public pool, parks
- Buses and choice of two train stations
- Top hospitals – The Austin and Mater
- Top schools – Ivanhoe Grammar Schools
- Interiors by well-regarded interior designer SJB
- Family friendly home designs with outdoor living, open kitchen/living, good storage
- Low strata fees

## Development Update

All products at Arve have been sold. Civil works commenced late 2015 and were completed in April 2016. Creation Homes was appointed as principal contractor. Building works have commenced and are to be completed in 2H17.





# Arve, Ivanhoe – Residential Communities (Vic)



Arve, Ivanhoe  
 Corner Banksia Street and Wadham Road,  
 Ivanhoe Vic 3079

Summary Information as at:

June 2016

**Total project value\***

\$69 million

**Total lots#**

81

**Primary target market**

Upgraders, Investors and Downsizers

**Price point**










From \$725,00

\* Total revenue generated throughout the life of the project  
 #Dwellings

## Product Prices

## Typical Product Mix

## Price Range

Product Prices	Typical Product Mix						Price Range
<b>House &amp; Land Packages</b>	2		2		1		From \$725,000
	3		2		1-2		From \$785,000
	4		2		1-2		From \$915,000

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# Cloverton – Residential Communities (Vic)

## Project Description

Cloverton is Victoria's largest masterplanned community, located in Melbourne's northern suburbs. The project offers a vast array of educational, community, sporting, employment and medical facilities as well as a Metropolitan Activity Centre and numerous transport options. The community will offer low, medium and high density residential and retirement living.

## Location

Cloverton is located 38 kilometres north of the Melbourne CBD.



## Product Mix

Product and pricing ensures a strong focus on addressing affordability and delivering home and land solutions below the established market. Our new Display Village which will open early 2017 will showcase the latest house designs.

## Competitive Advantage

Cloverton's competitive advantages over the surrounding competition include:

- Convenient lifestyle, with the Metropolitan Activity Centre situated in Cloverton offering education, shopping, medical and employment facilities
- Connected city with direct access to the CBD from the Hume Highway and Donnybrook station, as well as the future Cloverton station and Outer Metro Ring road
- 35 minutes on the train into the CBD
- Quality and diversity of housing solutions
- High quality parks, reserves and open spaces

## Development Update

First settlements have commenced within the Cloverton development with new residents to move in over spring 2016. The Vision Centre and destination playground will open in November 2016, and a café will follow early 2017.

## Retail Proximity

The major retail facility onsite will be a 60 hectare Metropolitan Activity Centre, retail shopping, specialty stores and bulky goods. An additional four local town centres will be dispersed throughout the community offering convenience to all residents.

## Education

Cloverton will include educational facilities from early learning centres through to a tertiary institution. Throughout the community there will be eight private and government schools catering to both primary and secondary students along with an education focus within the Major Activity Centre.

## Community Benefits

Cloverton is expected to feature a conservation area of around 80 hectares, inclusive of Merri Creek meandering throughout the community and the distinctive Bald Hill.

The community will offer an array of world class regional parks and playgrounds as well as sporting facilities for all to enjoy.

Cloverton was recently awarded a 6 star Green Building Council of Australia accreditation which positions Cloverton in the 'World Class' category of sustainable communities.



# Cloverton – Residential Communities (Vic)



Cloverton Sales and Information Centre  
 Corner Donnybrook Road and Dwyer Street,  
 Kalkallo Vic 3079

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Summary Information as at:

June 2016

<b>Total project value*</b>	\$3,430 million
<b>Total lots#</b>	11,042
<b>Primary target market</b>	First Home Buyers, Upgraders, Builders & Investors
<b>Price point</b>	\$148,000 – \$248,000
<b>Typical product mix</b>	< 400m <sup>2</sup> ~36%
	401 – 500m <sup>2</sup> ~40%
	> 500m <sup>2</sup> ~24%

\* Total revenue generated throughout the life of the project  
 #Dwellings

	House	Land (m <sup>2</sup> )	Typical Product Mix						Price Range
<b>House &amp; Land Packages</b>	Murchison	238	3		2		1		\$327,170
	Auburn 3200	416	4		2		2		\$472,000
	Levyne 2100	442	4		2		2		\$504,000

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# *Thank you*

*Shape Thriving Communities*

Front Cover Image  
Credit: Crosbie Lorimer





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