



# Resido: Counting down to launch

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March 2024



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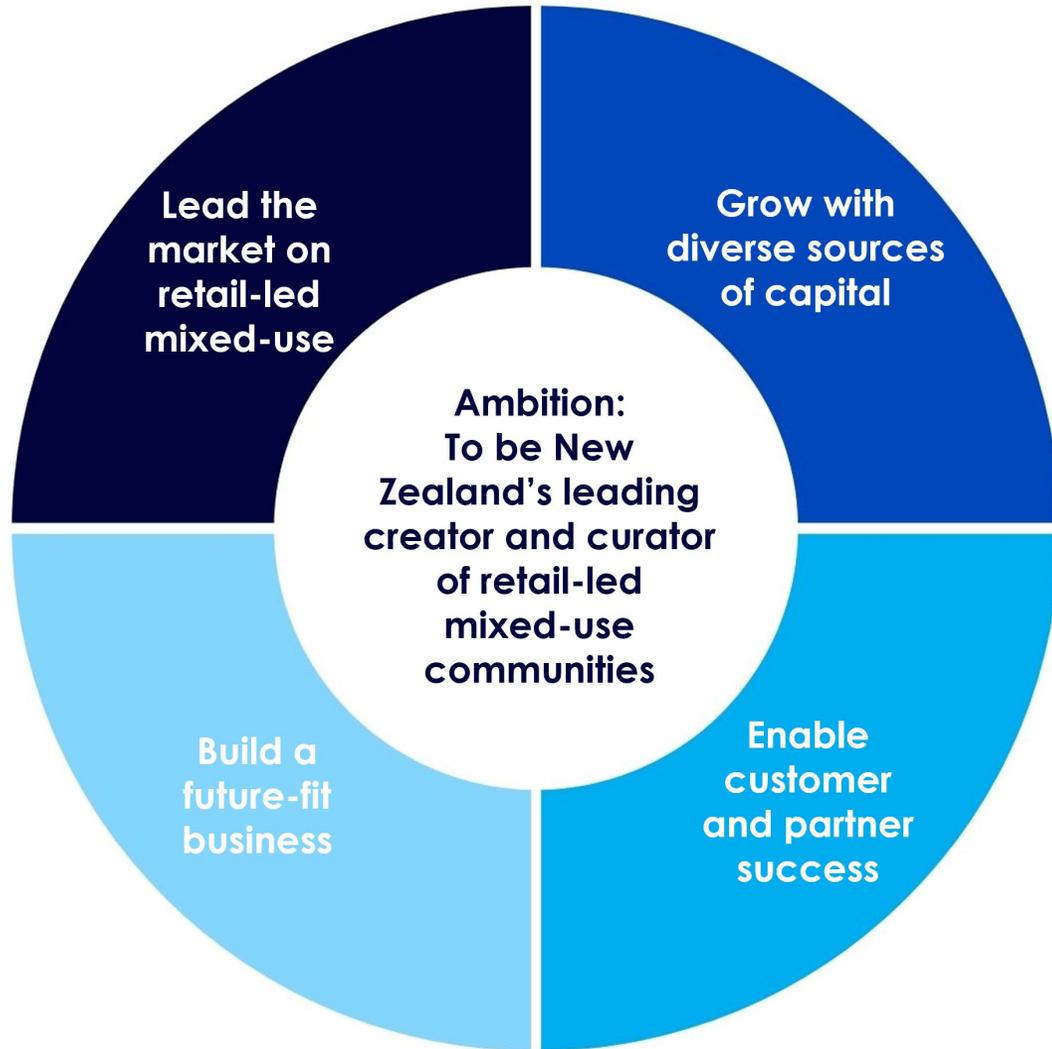
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## Kiwi Property's plan for driving earnings and creating shareholder value:

1. Own, develop and manage retail-led mixed-use properties at key transport nodes.
2. Prioritise strategic assets with strong redevelopment and value-creation potential.
3. Maximise the performance and earnings of our assets through active leasing and asset management.
4. Recycle capital from the sale of non-core assets into new initiatives forecast to deliver superior returns over time.
5. Create a higher-quality, more resilient, greener and lower-risk asset portfolio.

# Sylvia Park overview

An outstanding example of mixed-use in action

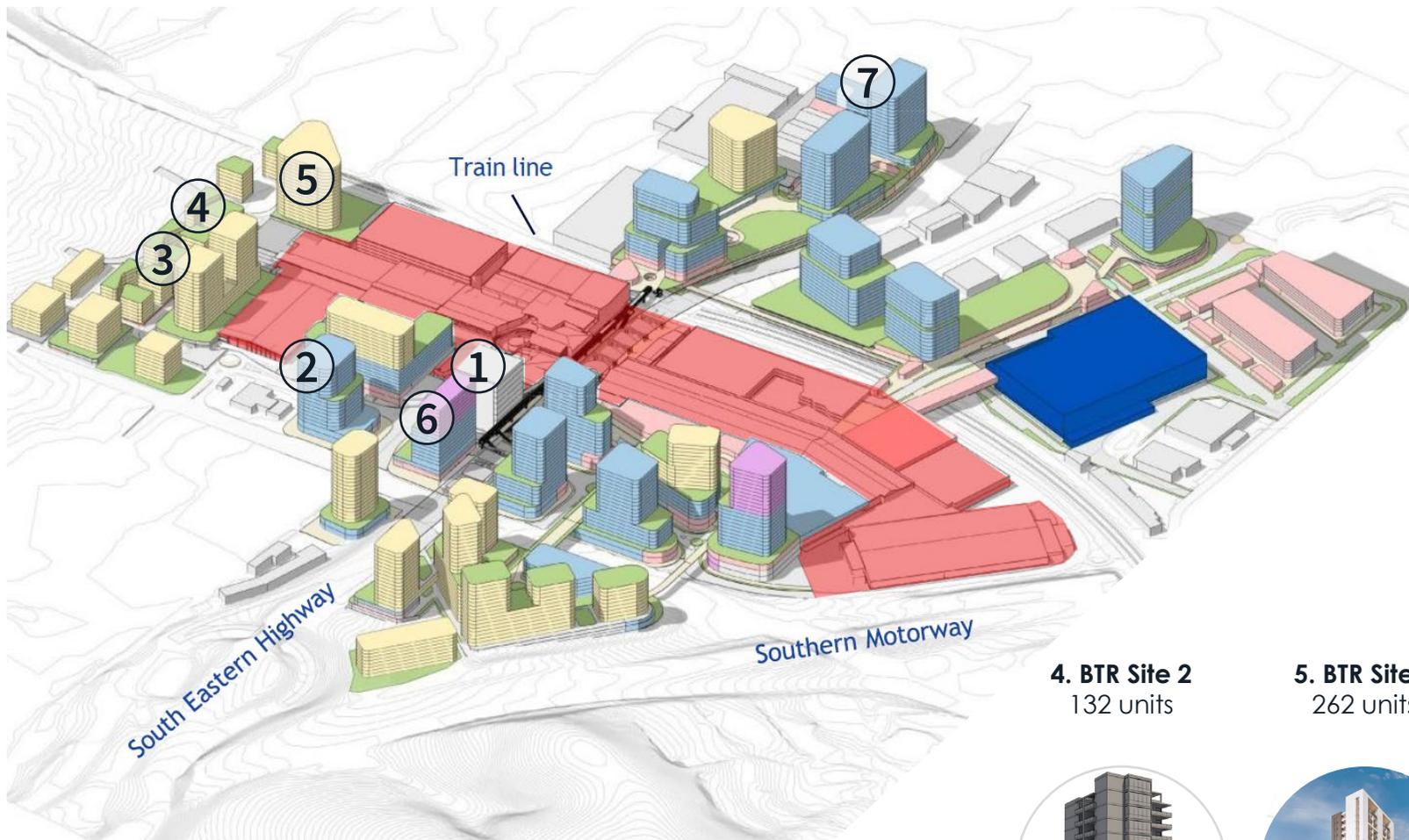


## Legend

-  Sylvia Park shopping centre
-  Large format retail
-  Residential (Build-to-rent)
-  Ancillary industrial

# Sylvia Park 30-year masterplan

## Building a city within a city



**1. ANZ Office**  
11,620 sqm office  
Completed 2018



**2. 3 Te Kehu Way**  
7,268 sqm office  
Completed 2023



Completed

**Legend:**

- Retail / lifestyle
- Residential
- Office
- Hospitality
- Open areas
- Existing retail centre
- IKEA

**3. BTR 1**  
295 units  
Forecast 2Q24



Under Construction

**4. BTR Site 2**  
132 units



**5. BTR Site 3**  
262 units



**6. Sylvia Tower**  
Office +  
144 key hotel



**7. 43 Carbine Road**  
Office



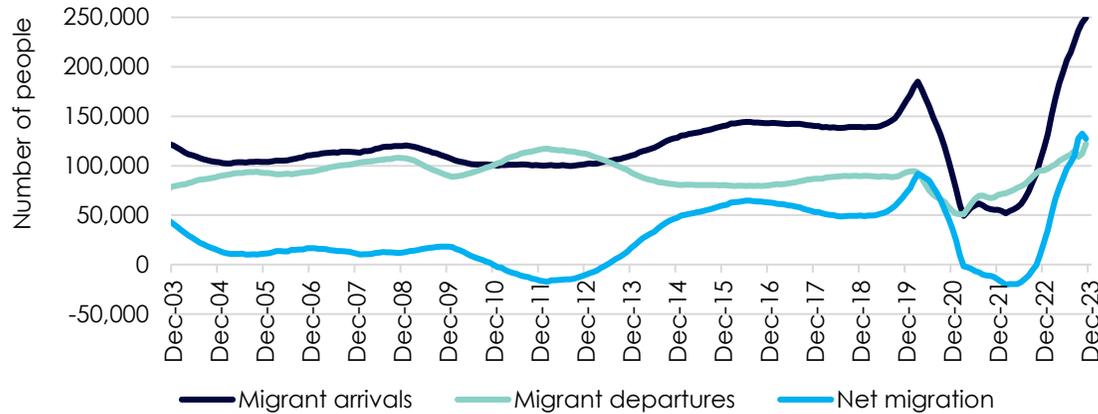
In planning

# Macro conditions fuelling rise in renting, creating opportunities for BTR

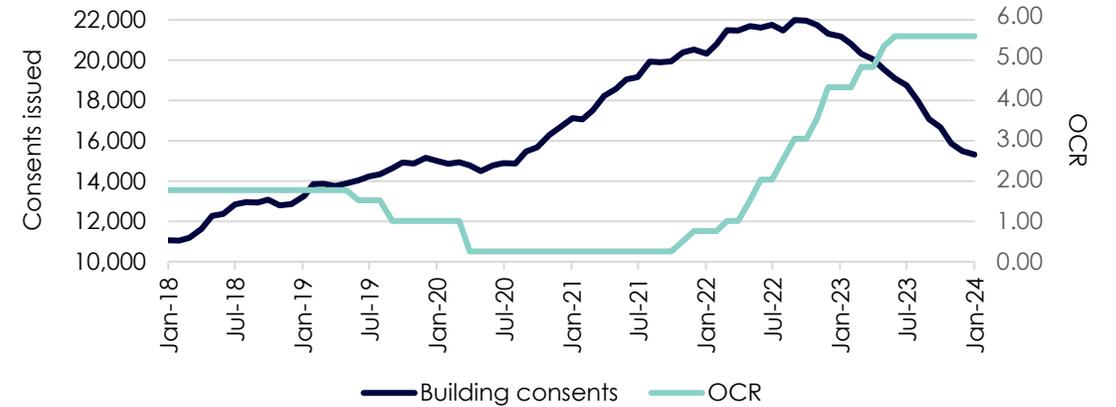


- Macroeconomic conditions are conducive to the rise of BTR in Auckland.
  - Rising migration and falling building consents are increasing competition for quality accommodation.
  - Increased debt and living costs are making houses less affordable, fuelling an increase in the rental population.

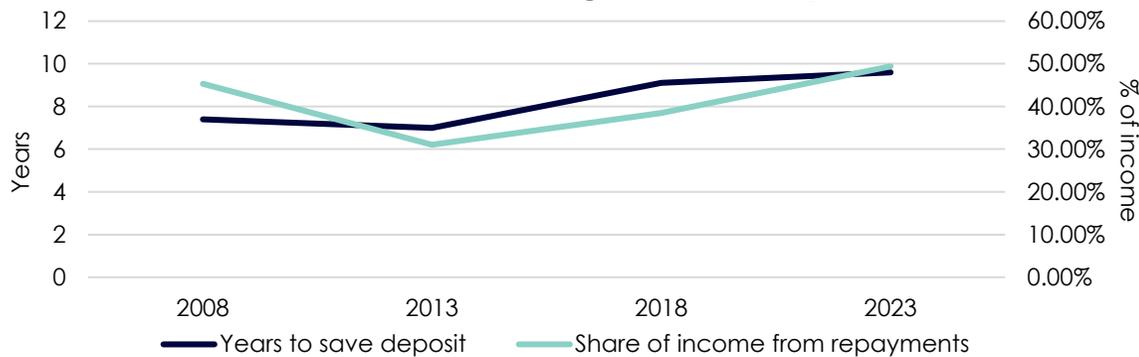
### New Zealand net migration



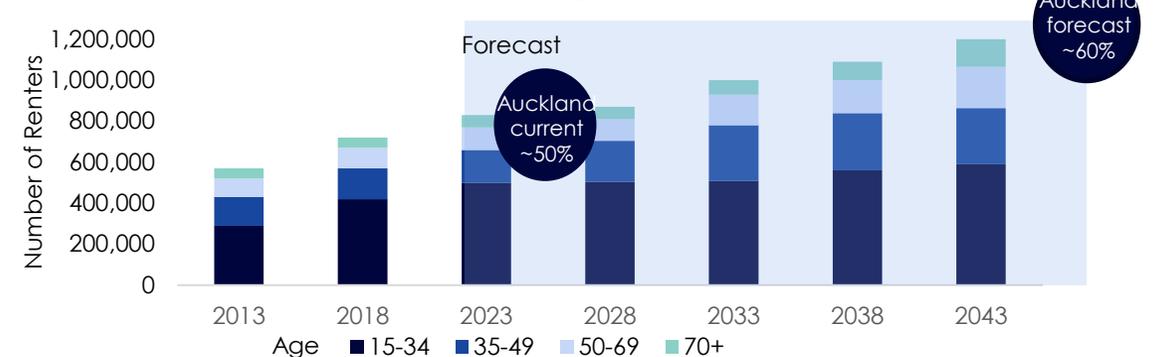
### Auckland residential building consents vs NZ OCR



### Auckland housing affordability<sup>3</sup>



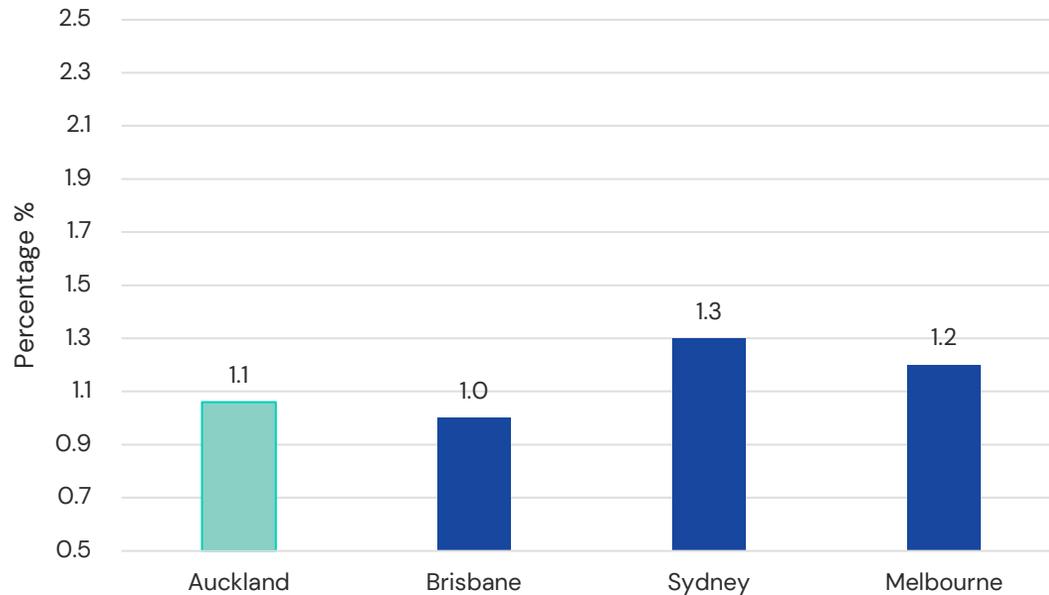
### Renting demographics<sup>4</sup>



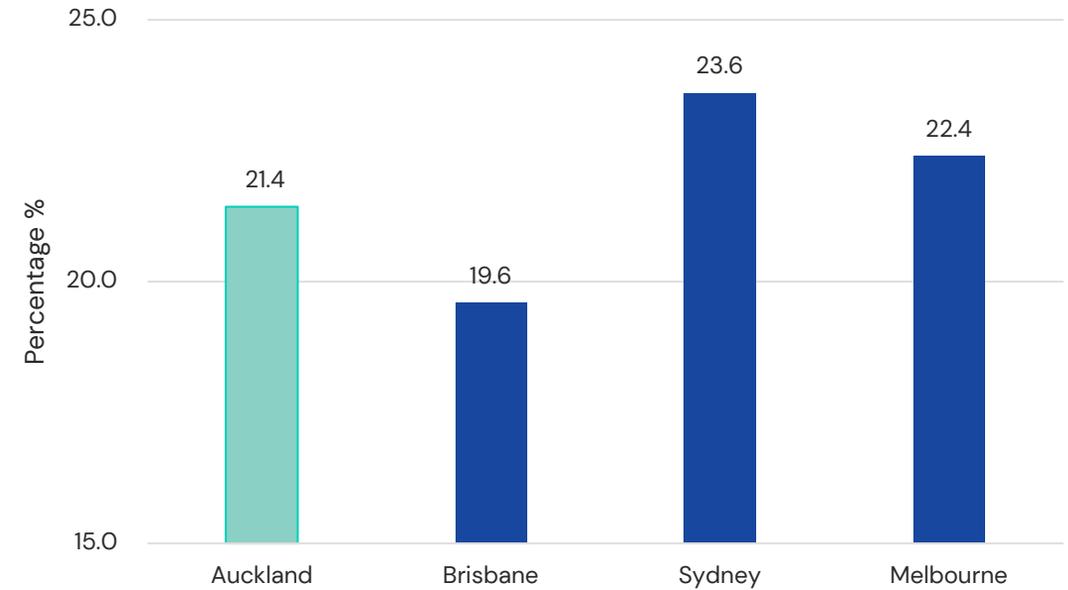
1: Source: Stats NZ 2023. 2: Source: REINZ 2023. 3: Source: REINZ 2003 4: Source: JLL/Stats NZ 2020. Population – Aucklanders over 15 years old.

# Housing supply and demand imbalance is fuelling rental growth

### Apartment vacancy (2023)



### Apartment annual rental growth (2023)



**Low vacancy coupled with high demand and a lack of supply are driving strong rental price growth, with no clear catalyst for softening in the short-medium term.**

# Resido returns in line with forecast

Resido is poised to become the country's largest build-to-rent development

## Project metrics

Projected opening date	<b>From May 2024</b>
Target sustainability rating	<b>8 Home Star</b>
Total project cost	<b>~\$240m<sup>1</sup></b>
Net operating income	<b>\$11.7m<sup>2</sup></b>
Ancillary income	<b>\$1.7m<sup>2,3</sup></b>
Target operating expense ratio	<b>~25%<sup>2</sup></b>
Projected yield on cost	<b>4.50% - 5.00%<sup>2</sup></b>
Projected property IRR (10 year)	<b>7.75% - 8.25%</b>

<b>Configuration</b>	<b>No.</b>	<b>Avg. Internal floor area</b>	<b>Avg. balcony area</b>
Studio (1 bath)	12	43 sqm	9 sqm
1 Bed (1 bath)	177	51 sqm	9 sqm
2 Bed (2 bath)	101	79 sqm	8 sqm
3 Bed (2 bath)	5	111 sqm	22 sqm
<b>Total</b>	<b>295</b>	<b>62 sqm</b>	<b>9 sqm</b>

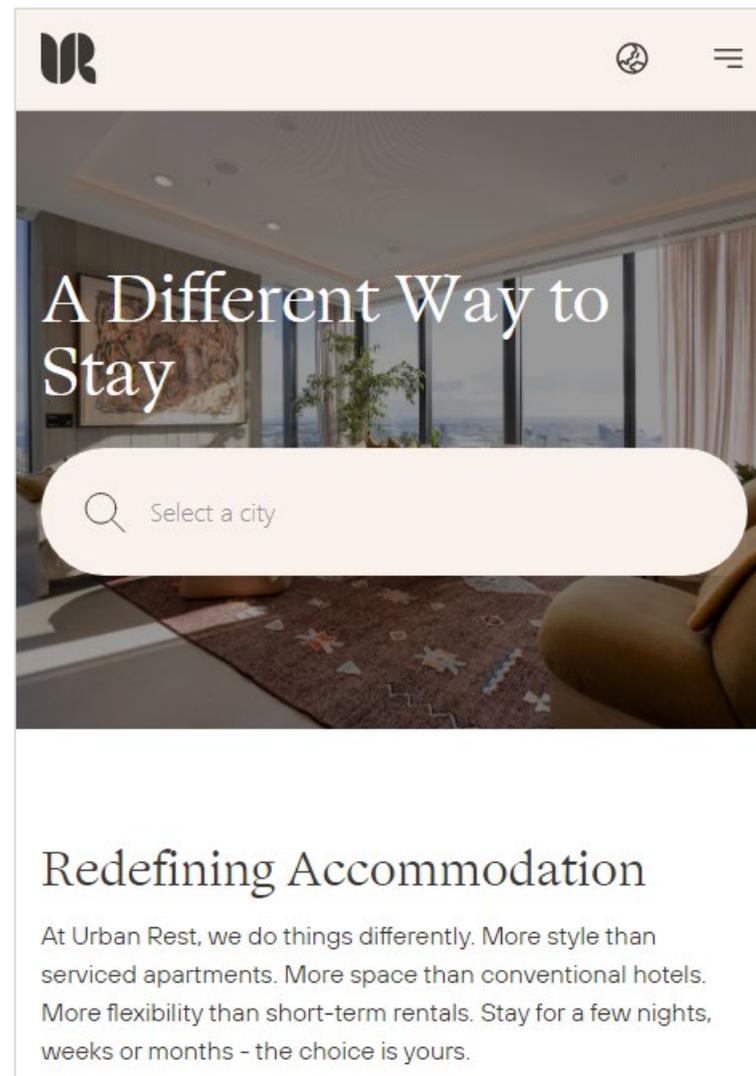
1. Forecast cost at completion. 2. Stabilised (year 3). 3. Includes parking, storage, utilities, furniture income and a ~\$550k halo benefit.



Artist's impression

# Delivering guaranteed BTR income from day one

- Australian serviced apartment provider, Urban Rest, will rent 12% (34 apartments).
- Apartments will be made available to Urban Rest's corporate clients seeking short to medium-term accommodation in Auckland.
- Forecast rents achieved, highlighting Resido's appeal and delivering guaranteed income from opening.
- Three-year lease term (with the option of a two-year extension) provides the stability of a cornerstone tenant, while giving flexibility to test and optimise the operating model.



# Resido: enabling Kiwis to rent their way

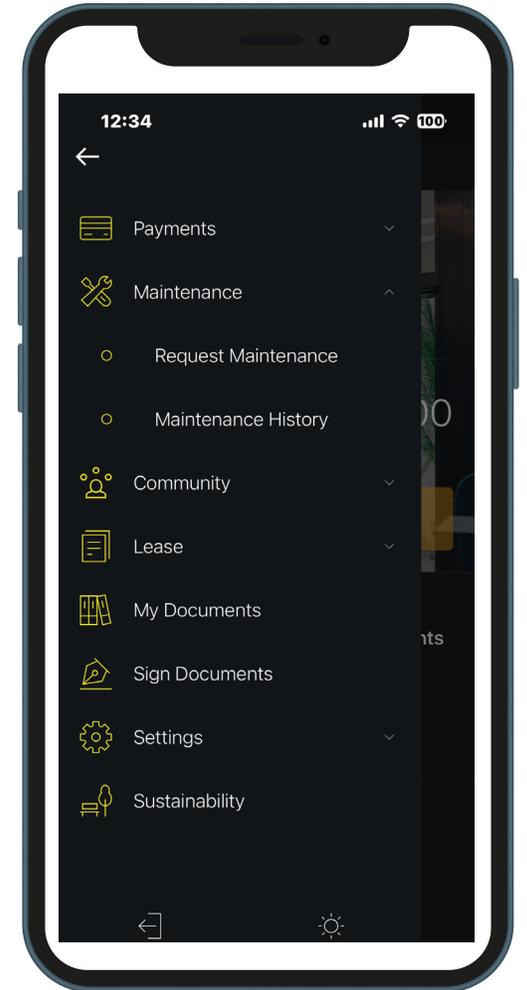
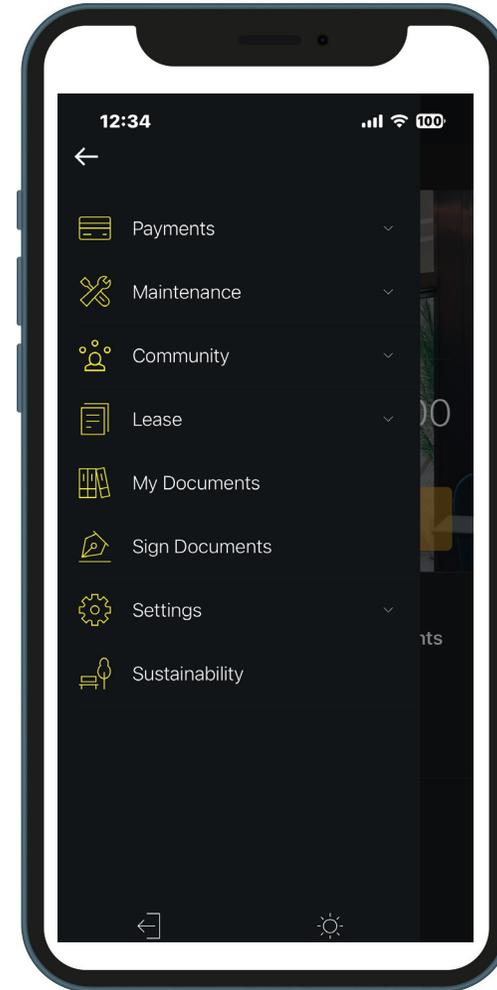
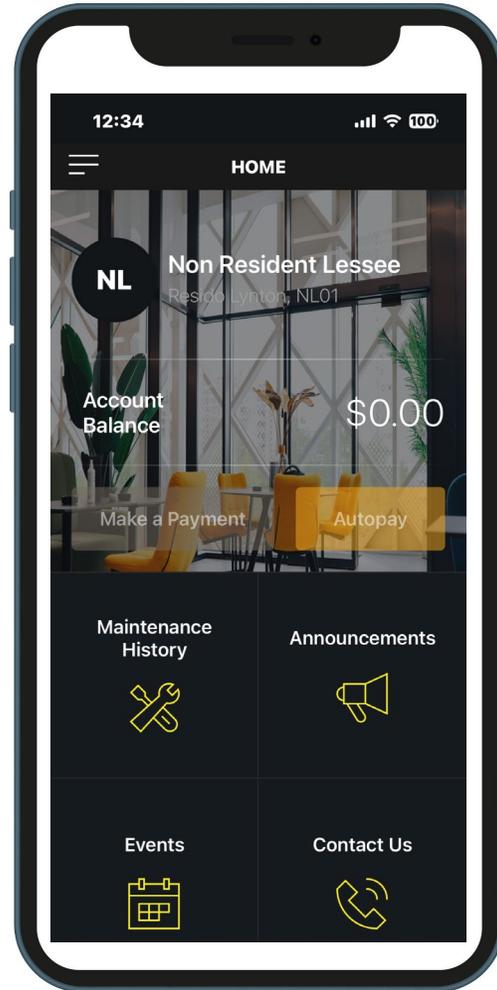
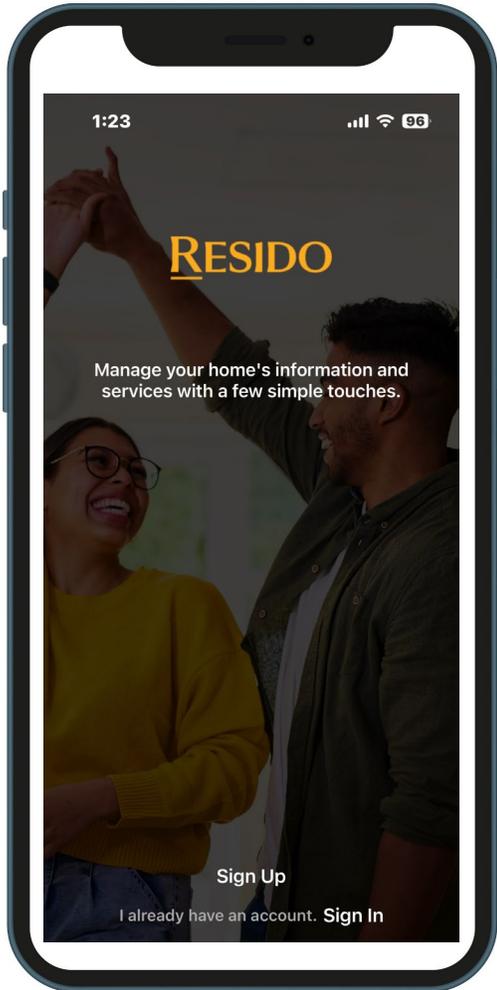
Delivering a combination of quality accommodation and appealing amenities



Artist's impression

# Using technology to deliver a superior resident experience

App helps make life at Resido easier and more seamless



# Counting down to the launch of Resido

Shifting focus from construction to operation



# Kiwi Property's pragmatic BTR capital management strategy

Ensuring effective use of shareholder capital



## Complete

- Complete Resido development
- Commence Resido leasing

## Validate

- Activate management teams and validate operating model
- Prove-up rental expectations

## Consent

- Advance concept design for BTR 2
- Secure resource consent and proceed design to tender stage

## Partnership

- Secure capital partner for stake in Resido and/or future BTR projects



Thank you

COME  
STAY, SIT  
ROLL OVER.

Register your interest at [resido.co.nz](https://resido.co.nz)



**RESIDO**  
RENT YOUR WAY.

oh!

FIND YOUR HOME  
**RENT  
YOUR  
WAY.**



Brand new apartments  
for rent next to  
Sylvia Park.

Opening from  
May 2024.

Register your  
interest at  
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**RESIDO**