

1H22 Annexure

23 February 2022



Whiteman Edge, WA

Contents

About Stockland

Financial Results and Capital Management

Commercial Property

Communities



Stockland quick facts

Trust – \$10.5bn¹



Town Centres

39%
portfolio weighting³

24⁴
assets

Ownership
interests valued at
\$5.6bn



Logistics

21%
portfolio weighting³

23
assets

Ownership
interests valued at
\$2.9bn



Workplace

14%
portfolio weighting³

10⁵
assets

Ownership
interests valued at
\$2.1bn



Residential

16%
portfolio weighting³

Around **82,000**
lots remaining

Net funds employed
\$2.1bn

End market value
\$23.2bn



Retirement Living

7%
portfolio weighting³

59
established villages

1
Aspire village

1
Development village



Land Lease Communities

3%
portfolio weighting³

33
Land Lease
Communities

~9,000
lots remaining

1H22 Income Mix	Target	Commercial Property	Residential	Retirement Living	Land Lease Communities	Unallocated corporate overheads	Total
Recurring FFO ⁶	60%	65%	-%	5%	-%	(5)%	65%
Development FFO ⁶	40%	7%	31%	-%	1%	(4)%	35%

1. Net Funds Employed (NFE). Excludes WIP and sundry properties of \$0.4bn.

2. Includes NFE of: Residential \$2.1bn, Retirement Living \$1.0bn, Land Lease Communities \$0.5bn and other assets \$0.3bn.

3. Includes WIP and sundry properties of \$0.4bn. Cost to completion provision, deferred land payments and option payments are excluded.

4. Includes assets held for sale and Stockland Townsville (excluding Nathan Street disposed December 2021).

5. Reflects reclassification of six assets into Workplace from Logistics.

6. The reported recurring profit methodology has been updated to align to FFO (excluding amortisation and straight-line rental income).

Note: All relevant Group financials include Retirement Living, which is classified as a discontinued operation.

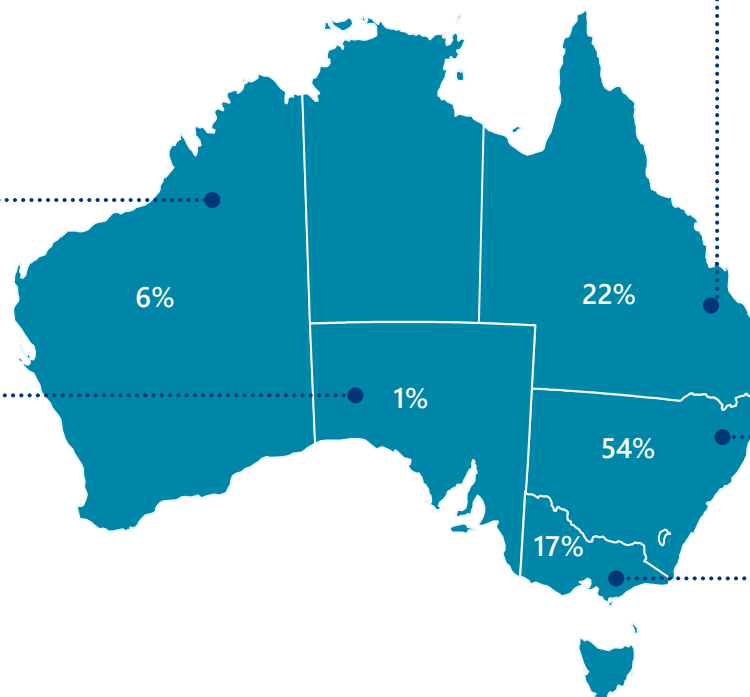
We are well positioned with a diverse portfolio

Book value by state^{1,2}

WA - \$0.9bn, 6% of portfolio



SA & ACT - \$0.1bn, 1% of portfolio



QLD - \$3.6bn, 22% of portfolio



NSW - \$8.9bn, 54% of portfolio



VIC - \$2.9bn, 17% of portfolio



1. Includes WIP & sundry properties of \$0.4bn. Includes cost to complete provisions, deferred land payments and options payments.

2. RL established and development assets at same location are treated as a single property/project.

3. Includes sites in planning and under review.

4. Includes assets held for sale and Stockland Townsville (excluding Nathan Street disposed December 2021).

Note – Percentages may not add due to rounding. All relevant Group financials include Retirement Living, which is classified as a discontinued operation.

Financial results and capital management

Annexure



Profit summary

\$m	1H22	1H21	Change
Segment EBIT (before interest in COGS):			
Residential Communities EBIT	147	172	(14.5)%
Commercial Property EBIT	273	280	(2.5)%
Retirement Living EBIT	18	38	(52.6)%
Land Lease Communities EBIT	6	-	-%
Consolidated segment EBIT (before interest in COGS)	444	490	(9.4)%
Amortisation of lease fees	7	6	16.7%
Unallocated corporate overheads	(35)	(28)	(25.0)%
Group EBIT (before interest in COGS)	416	468	(11.1)%
Net interest expense:			
- Interest income	2	1	(100)%
- Interest expense	(94)	(102)	(7.8)%
- Interest capitalised to inventory	47	49	(4.1)%
- Interest capitalised to investment properties under development	8	8	-%
Net interest in Profit & Loss before capitalised interest expensed	(37)	(44)	15.9%
Capitalised interest expensed in Profit & Loss ¹	(29)	(38)	23.7%
Net interest expense	(66)	(82)	19.5%
Funds from operations	350	386	(9.3)%
Statutory profit adjustments	500	(47) ²	1163.8%
Statutory profit	850	339²	150.7%

Statutory profit to FFO and AFFO reconciliation

The table below shows the reconciliation of statutory profit to FFO and AFFO with reference to the definitions outlined in the Property Council of Australia (PCA) white paper "Voluntary best practice guidelines for disclosing FFO and AFFO"

\$m		1H22	1H21	Change
PCA reference	Statutory profit	850	339	150.7%
	Adjusted for:			
D1/D4	Amortisation of lease incentives and lease fees	47	43	
D5	Straight-line rent	3	1	
A3/A4	Net change in fair value of Commercial investment property ¹	(551)	(24)	
A3/A4	Net unrealised change in fair value of Retirement Living investment properties and obligation	29	45	
F2	Unrealised DMF revenue	(28)	(20)	
C2	Net loss/(gain) on financial instruments	(75)	10	
F2	Net loss/(gain) on other financial assets	(1)	(1)	
A1/A2	Net loss/(gain) on sale of other non-current assets	(8)	15	
A6	Net reversal of impairment of inventories	-	5	
E	Tax (benefit)/expense (non-cash) ²	19	(38)	
F2	One-off costs ³	65	(11)	
G	Funds from operations (FFO)	350	386	(9.3)%
G2	Maintenance capital expenditure ⁴	(18)	(19)	
G3	Incentives and leasing costs for the accounting period ⁵	(39)	(30)	
	Adjusted funds from operations (AFFO)	293	337	(13.1)%
	AFFO per security	12.3	14.1	(12.8)%

- Includes Stockland's share of revaluation relating to properties held through joint ventures (1H22: \$13m gain; 1H21: \$5m loss) and fair value unwinding of ground leases recognised under AASB 16 (1H22: \$0.4m; 1H21: \$0.4m).
- The Group has accumulated tax losses of \$1.4bn and as result does not have any near-term material income tax expense that will be settled in cash.

- One-off costs include transaction costs relating to the acquisition of Halcyon Land Lease Communities business, restructuring costs and provisions for expected onerous contract costs. To be classified as a one-off, these costs were assessed to be highly unlikely to reoccur in future years.
- Includes \$2m (1H21: \$3m) Retirement Living maintenance capital expenditure.
- Excludes assets under construction.

Net interest gap

\$m	1H22			1H21		
	Interest	Deferred interest ^{1,2}	Total	Interest	Deferred interest ^{1,2}	Total
Interest income	(2)	-	(2)	(1)	-	(1)
Interest expense	78	16	94	81	21	102
Less: capitalised interest						
- Commercial Property development projects	(7)	-	(7)	(7)	-	(7)
- Residential	(27)	(16)	(43)	(28)	(21)	(49)
- Retirement Living	(1)	-	(1)	(1)	-	(1)
- Land Lease Communities	(4)	-	(4)	-	-	-
Total capitalised interest	(39)	(16)	(55)	(36)	(21)	(57)
Sub-total: Borrowing cost in P&L	37	-	37	44	-	44
Add: capitalised interest expensed in P&L ³	29	-	29	38	-	38
Total interest expense in P&L	66	-	66	82	-	82

1. Non-cash adjustments for unwinding of present value discount on land acquisitions on deferred terms.
2. Discount initially booked through balance sheet (inventory and land creditors).
3. Made up of Residential \$24m (1H21: \$36m), Retirement Living \$1m (1H21: \$2m), Land Lease Communities \$1m (1H21:nil) and Commercial Property \$3m (1H21:nil). This differs to statutory reporting by nil (1H21:\$2m) as interest expense in Retirement Living is reported through fair value adjustment of investment properties.

Cost management

\$m	1H22	1H21
Residential	93	88
Retirement Living	19	20
Land Lease Communities	9	-
Commercial Property	18	10
Unallocated corporate overheads	35	28
Total sales, general and administration costs¹	174	146

Diligent approach to managing cost embedded across the Group

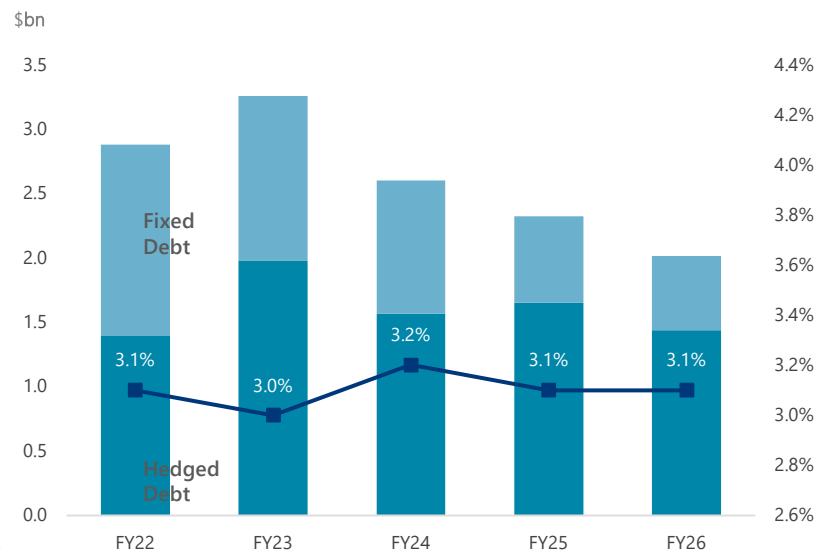
Increased overheads represent investments in enhancing technology and systems, normalisation of cost base post-COVID-19 and increased insurance premiums

Debt and hedging profile

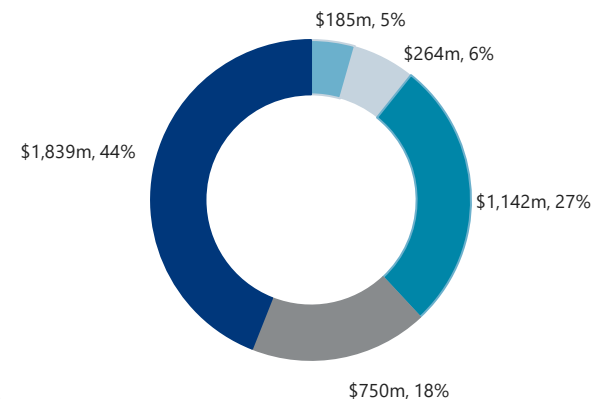
Cost of debt for 1H22

	Debt ¹	Total debt ²	Interest rate
Hedged debt	\$2,952m	70%	2.1%
Floating debt	\$1,269m	30%	-%
Total debt	\$4,221m		2.1%
Margin			1.2%
Fees			0.3%
All-in cost of funds for 1H22			3.6%

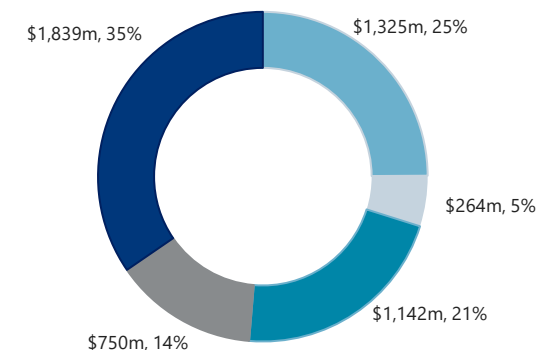
Forecast hedge rate³



Drawn debt of \$4.2bn⁴

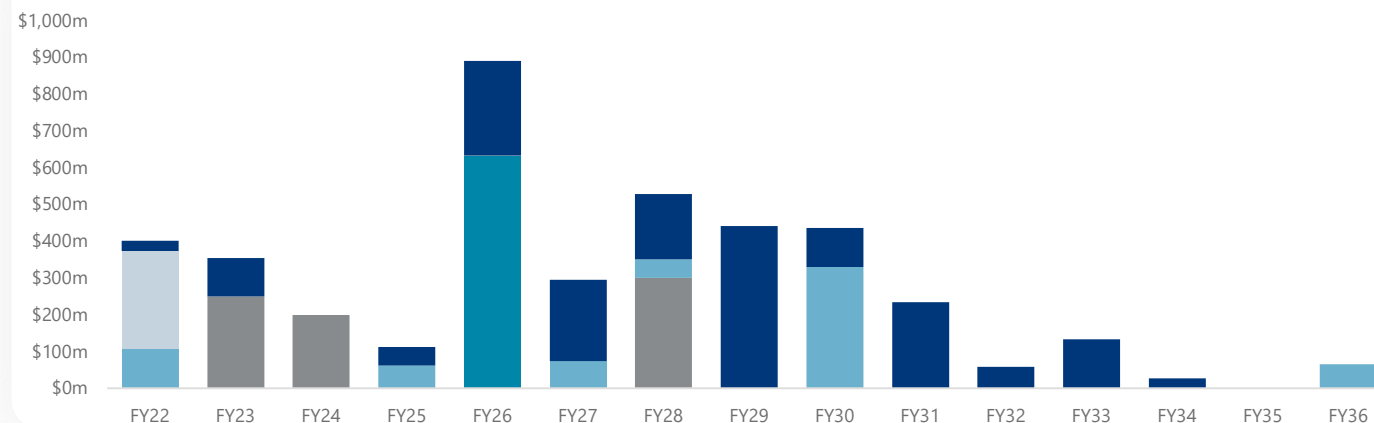


Committed facilities of \$5.3bn⁴



■ Bank debt ■ Commercial paper ■ DMTNs ■ EMTNs ■ USPP

Long dated drawn debt maturity profile (WADM 5.2 years)⁴



1. Represents average debt balance over 1H22. Balances as at 31 December 2021 were hedged debt: \$2,855m and floating debt: \$1,325m.
2. Average % for 1H22.
3. Refers to fixed rate debt and fixed rate hedges, excluding fees and margins.
4. Face value as at 31 December 2021. Excludes bank guarantees of \$521m.

Covenant calculations

At 31 December 2021	Statutory Balance Sheet \$m	Adjustments \$m	Gearing Covenant Balance Sheet \$m
Assets			
Cash	277	-	277
Real estate related assets	16,404	-	16,404
Retirement Living Gross-Up	2,628	(2,628) B	-
Intangibles	68	(68)	-
Other financial assets	284	(269) A	15
Other assets	355	-	355
Total assets	20,016	(2,965)	17,051
Financial indebtedness			
Borrowings	(4,439)	272 A	(4,167)
Other financial liabilities	(167)	167	-
Other liabilities ¹	(172)	-	(172)
Total Financial Indebtedness	(4,778)	439	(4,339)

All lenders have consistent covenants

- Financial Indebtedness/Total Tangible assets (FI/TTA): less than 50%
- Interest cover: more than 2:1 (write-downs and provisions are excluded from calculation)

Gearing covenant limited to Stockland's balance sheet liabilities and excludes

- MTM of hedges and interest-bearing liabilities **A**
- Retirement Living obligation for existing residents **B**

	Interest cover	FI /TTA	D/TTA (net of cash) ²
31 December 2021	6.04	25.4%	23.3%
31 December 2020	6.4:1	26.7%	24.2%

Stockland Corporation income tax reconciliation

		1H22	1H21
Net profit before tax		869	297 ²
Less: Trust profit and Intergroup eliminations		(835)	(266)
Corporation profit/(loss) before tax	B	34	46
Prima facie tax expense @ 30%		(10)	(14)
Tax effect of permanent differences:			
Non-deductible expenses for the period		(9)	-
Other deductible expenses for the current period			5
Over recognised DTL in prior years		-	46
Other assessable income for the year			-
Tax benefit/(expense)	A	(19)	42 ²
Effective tax rate ($\frac{A}{B}$) ¹		56%	(83)%
Effective tax rate (excluding benefit from tax losses recognised)		56%	(80)%

1. The effective tax rate in the current period is primarily driven by the treatment of non-deductible stamp duty expense in relation to the Halcyon acquisition as a permanent difference. Ignoring this non-recurring item, the effective tax rate for the current period is 30%. The effective tax rate in 1H21 was affected by the recognition of previously unrecognised deferred tax relating to the increase in cost base of three recently developed retirement villages. Ignoring these adjustments, the effective tax rate for the prior period was 33%.
2. Reflects reclassification and the impact of the IFRIC agenda decision on SaaS costs.

Commercial Property

Annexure



Commercial Property

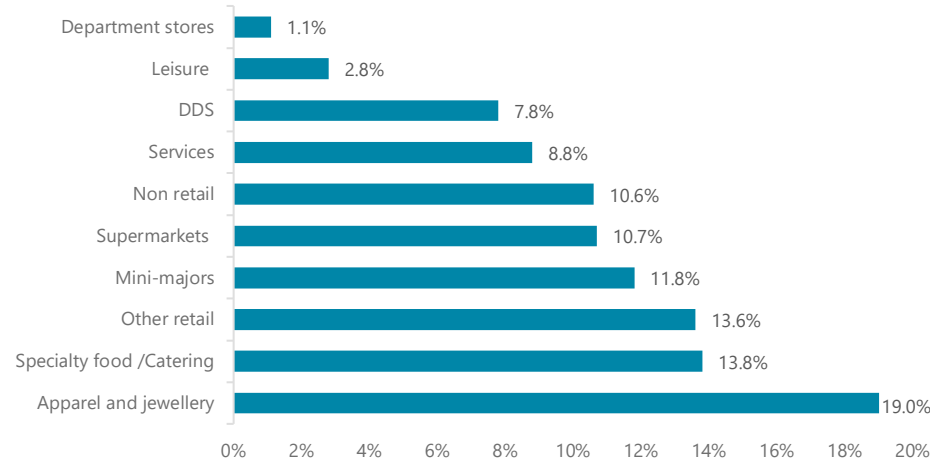
Funds from operations

	Town Centres		Logistics		Workplace		Net overhead costs		Total	
\$m	1H22	1H21	1H22	1H21	1H22	1H21	1H22	1H21	1H22	1H21
Operating EBIT	122	159	77	46	47	47	(18)	(10)	228	242
Adjust for:										
Amortisation of fit out incentives and lease fees	28	24	7	6	9	7	-	-	44	37
Amortisation of rent-free incentives	-	-	1	3	2	3	-	-	3	6
Straight-line rent	3	2	2	-	(2)	(1)	-	-	3	1
Funds from operations	153	185	87	55	56	56	(18)	(10)	278	286

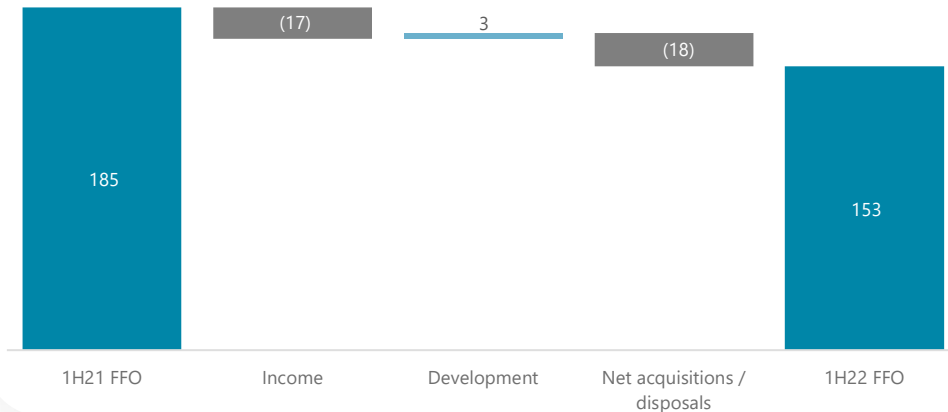
Town Centres

Performance

Diversified rental income, non-discretionary focus¹ Low reliance on leisure and department store income



FFO movement driven by asset disposals and COVID-19 impact



To 31 December 2021	Total portfolio ²		Comparable centres ³				
Retail sales by category	MAT \$m	MAT growth	MAT growth	MAT growth pre COVID-19 (Feb 20)	1H22 growth	1Q22 growth	2Q22 growth

Total	5,444	0.6%	0.4%	(2.8)%	(7.1)%	(14.9)%	(0.9)%
Specialties	1,671	3.3%	2.9%	(7.0)%	(14.3)%	(31.5)%	(1.0)%
Supermarkets	1,980	(0.8)%	(1.4)%	2.9%	(1.6)%	(1.8)%	(1.4)%
DDS/DS	772	(3.1)%	(2.3)%	(3.2)%	(11.2)%	(22.1)%	(3.7)%
Mini majors	750	4.3%	3.9%	20.6%	(6.3)%	(13.8)%	(1.0)%

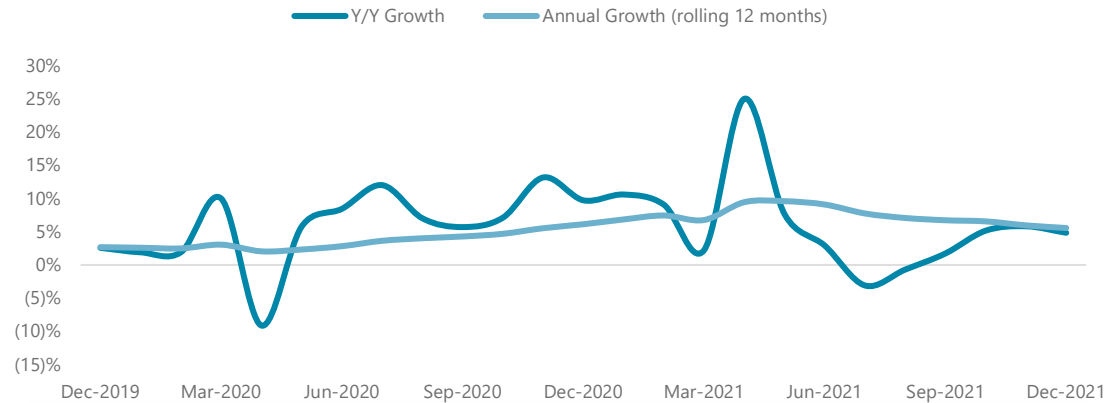
To 31 December 2021	Total portfolio ²		Comparable centres ³				
Specialty sales by category	MAT \$m	MAT growth	MAT growth	MAT growth pre COVID-19 (Feb 20)	1H22 growth	1Q22 growth	2Q22 growth

Apparel	409	7.9%	7.3%	(7.7)%	(18.7)%	(48.1)%	2.4%
Food catering	312	10.2%	10.3%	(9.4)%	(7.8)%	(21.1)%	3.1%
Homewares	63	(6.8)%	(8.0)%	(0.0)%	(24.5)%	(46.8)%	(10.0)%
Retail services	255	11.5%	11.7%	2.8%	(12.2)%	(30.1)%	3.6%

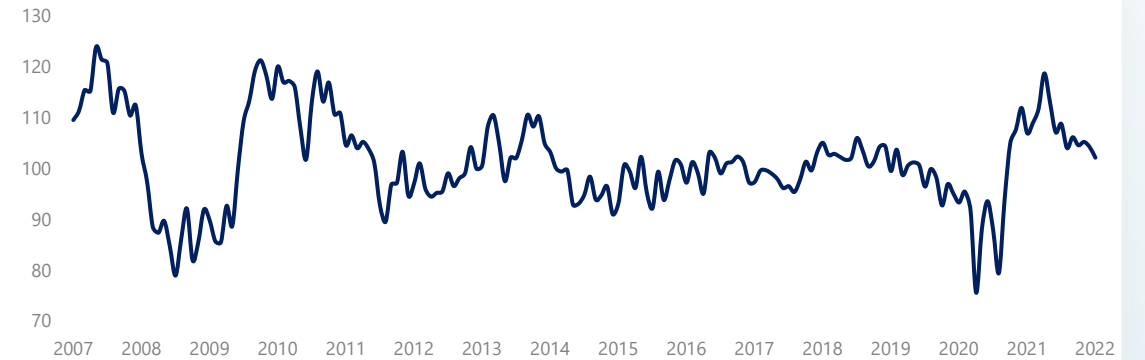
Town Centres

Performance – Spending improved over 1H22 in line with COVID-19 recovery cycles

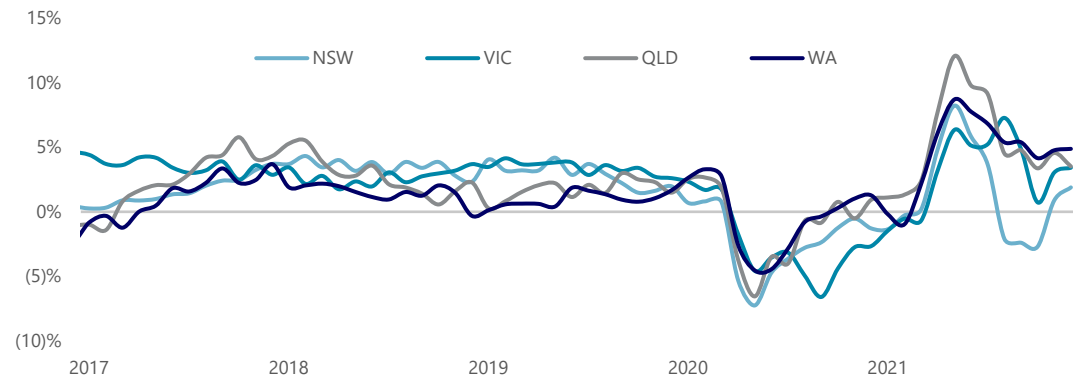
Retail trade¹



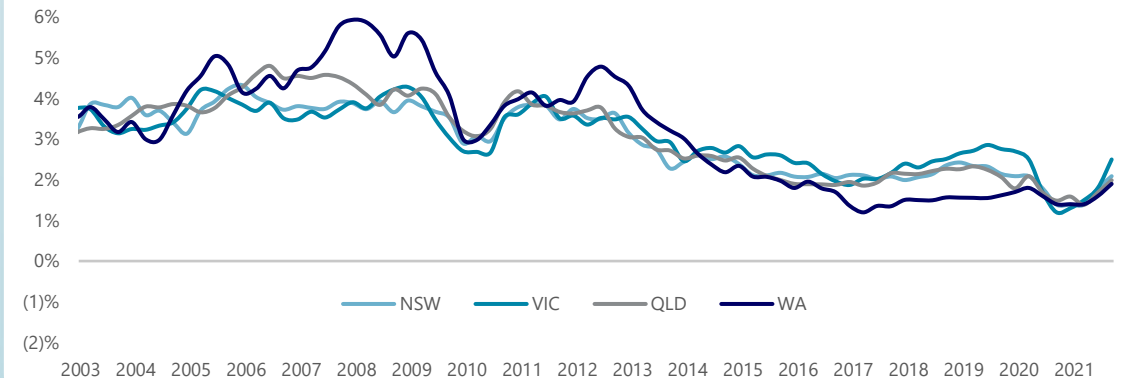
Consumer sentiment above pre COVID-19 levels²



Employment growth strong in most states³ Employment growth (annual % change)



Wage growth rising⁴



Town Centres development

Pipeline – Focused on greenfield opportunities

	Neighbourhood activity centre	Sub-regional	Regional	Major regional
Next wave of commencements		Aura, QLD		
Future projects	Sienna Wood, WA The Gables, VIC Providence, QLD	Cloverton, VIC		
Typical GLA	~10,000 sqm	10,000 sqm to 40,000 sqm	40,000 sqm to 60,000 sqm	60,000 sqm to 85,000 sqm

DA approvals received

- Glendale, NSW
- Forster, NSW
- Baldivis, WA
- Harrisdale, WA
- Cairns, QLD
- Rockhampton, QLD

Development rationale

Greenfield

	Est. total incremental cost (\$m)	Est. cost to complete (\$m)
Future pipeline	525	521

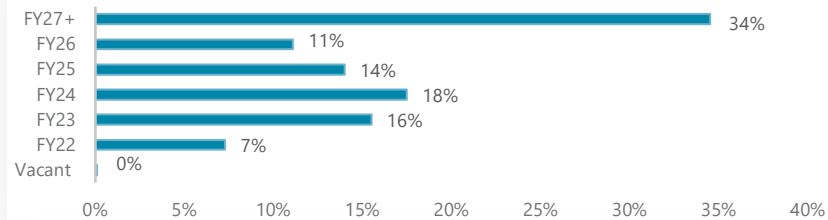
Logistics

Performance

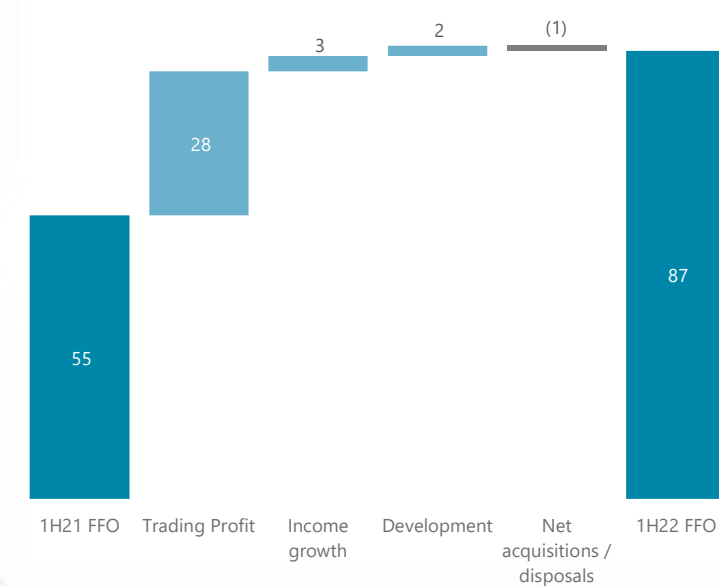
Occupancy and lease expiry by income¹

	1H22	1H21
Occupancy	99.9%	95.6%
WALE	3.6 yrs	3.5 yrs

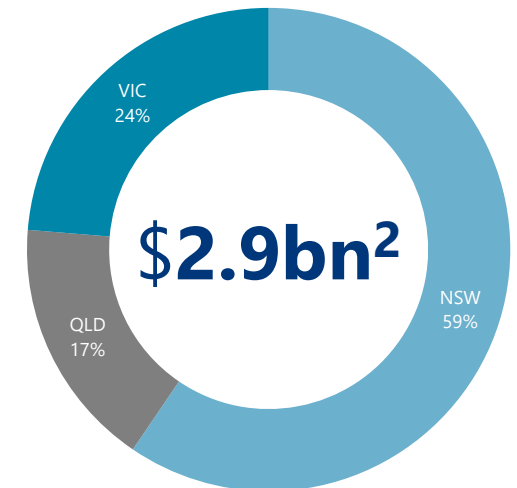
Lease expiry profile¹



FFO movements between 1H21 and 1H22 \$32m



Assets by location



	Total leased ³			Retention ^{3,4}			New leases ³		
	GLA leased (sqm)	Weighted average base rent growth % ⁵	Weighted average incentives ⁶	Retention (sqm)	Weighted average base rent growth % ⁵	Weighted average incentives ⁶	New leases (sqm)	Weighted average base rent growth % ⁵	Weighted average incentives ⁶
Logistics	142,586	4.1% ⁷	11.4	49,284	2.7 ⁷	9.1	93,302	5.1	12.6

1. Includes executed leases and signed heads of agreement at 31 December 2021.
2. Book value, excludes WIP and sundry properties.
3. Includes executed leases only.
4. Represents the percentage (by income) of total executed deals, which were expiring leases renewed by

existing customers during the period. Excludes new leases on vacant space.
5. Excludes leases at new developments.
6. Incentives based on net rent.
7. Excluding a single deal at Yennora Distribution Centre, NSW.

Logistics development

Pipeline – Accelerating Logistics developments

	Completed	Active development	Planning underway	Future wave
NSW	Gregory Hills	Leppington Business Park – stages 1-2	Kemps Creek 1	Padstow
		Ingleburn – stage 3		Kemps Creek 2
				Kemps Creek 3
VIC		Melbourne Business Park – stage 1	Altona Industrial Estate	Melbourne Business Park – future stages
		Melbourne Business Park – Lot 45 ¹	Melbourne Business Park – stage 2 ¹	
		Cranbourne West ¹		
		Leakes Road, Truganina ¹		
QLD		Yatala Distribution Centre – stage 3	Willawong Distribution Centre – stage 4-5	
		Silica Street Industrial Park, Carole Park – stage 2	Willawong Joint Venture Project	
		Yatala, 77 Darlington Drive		
		Willawong Distribution Centre – stage 3		

DA approvals received

- Leppington, NSW
- Willawong, QLD
- Yatala, QLD

Development type

Greenfield

Brownfield

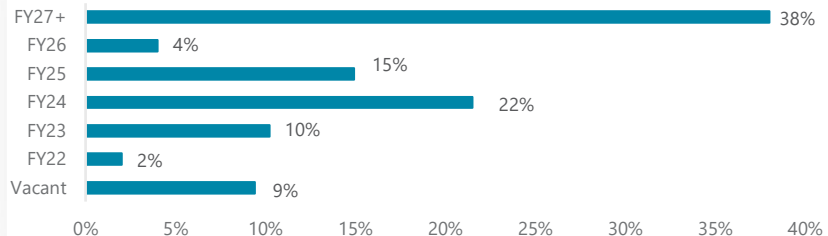
Workplace

Performance

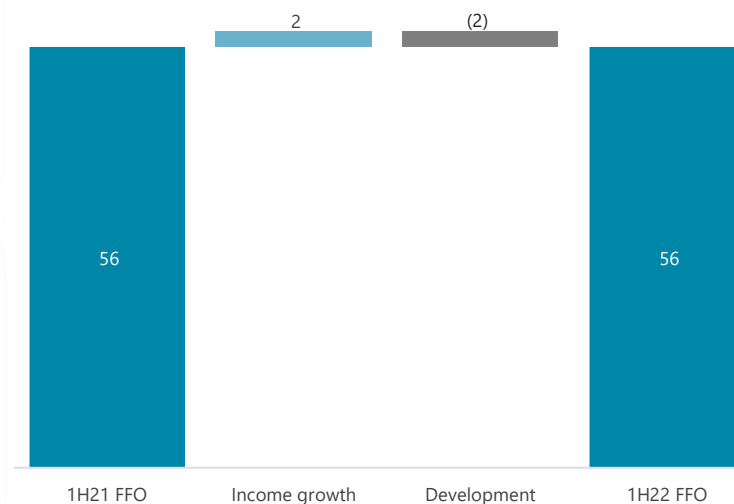
Occupancy and lease expiry by income¹

	1H22	1H21
Occupancy	90.6%	95.2%
WALE	4.8 yrs	4.7 yrs

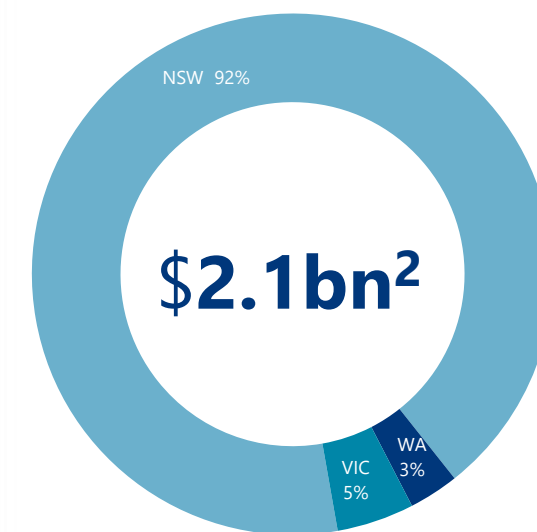
Lease expiry profile¹



FFO movements between 1H21 and 1H22



Assets by location



	Total leased ³			Retention ^{3,4}			New leases ³		
	GLA leased (sqm)	Weighted average base rent growth %	Weighted average incentives ⁵	Retention (sqm)	Weighted average base rent growth %	Weighted average incentives ⁵	New leases (sqm)	Weighted average base rent growth %	Weighted average incentives ⁵
Workplace	11,321	1.0	28.1	10,034	0.6	28.2	1,287	5.1	27.4

- Includes executed leases and signed heads of agreement at 31 December 2021.
- Based on book value. Excludes WIP and sundry properties.
- Includes executed leases only and represents 100% property ownership.
- Represents the percentage (by income) of total executed deals, which were expiring leases renewed by

- existing customers during the period. Excludes new leases on vacant space. Workplace excluding Life Sciences and Technology assets incentives are based on gross rent. Life Sciences and Technology assets incentives are based on net rent.

Workplace development

Pipeline – Activating Life Sciences and Technology developments, with long-dated Workplace projects

	Completed	Active development	Planning underway	Future wave	
NSW	<div>Optus Campus</div>	<div>M_Park Stage 1 (Building A & B)</div>	<div>M_Park Stage 1 (Building C & D)</div> <div>Affinity Place, North Sydney</div> <div>Piccadilly, Sydney</div>	<div>M_Park Stage 2 Johnson & Johnson Family of Companies Site</div>	<div>DA approvals received</div> <div><ul style="list-style-type: none">M_Park Buildings C & D, NSW</div> <div>Development type</div> <div>Brownfield</div>

Commercial Property

Acquisitions and disposals

Property disposed ¹	Asset class	Settlement date	Disposal value ² \$m
Bundaberg, QLD	Retail	Sep-21	140
Townsville (Nathan Street), QLD ³	Retail	Dec-21	24
Cairns, QLD ⁴	Retail	Mar-22	146

Property acquired ¹	Asset class	Settlement date	Acquisition value ² \$m
96-112 Gow Street, Padstow, NSW	Logistics	Dec-21	97
122 Canterbury Road, Bankstown, NSW	Logistics	Dec-21	32

1. Settled from September 2021.
2. Excludes associated acquisition / disposal costs.
3. Represents Stockland's 50% share of proceeds.
4. Asset held for sale with settlement estimated to occur in 2H22.

Commercial Property

Logistics and Workplace development work-in-progress

	Asset Class	Development type	Est. total incremental cost (\$m)	Est. end value (\$m)	Gross lettable area (sqm)	Cost spent to date (\$m)	Est. cost to complete (\$m)	Est. completion date	Est. fully leased year one yield ¹	Est. return ²
Under construction										
Leppington, NSW - Stage 1	Logistics	Greenfield	~33	~66	21,400	~10	~23	FY22	5.1%	~7%-8%
M_Park, NSW - Stage 1 (Building A & B)	Workplace	Brownfield	~298	~445	41,900 ³	~36	~262	FY23	5.8%	~9%-10%
Land trading projects under construction			Est. total incremental cost (\$m)	Stockland est. share of gross revenue (\$m)	Net saleable area (ha)	Cost spent to date (\$m)	Est. cost to complete (\$m)	Est. completion date	Number of lots	Operating profit
Gregory Hills, NSW ⁴	Logistics	Land trading	~23	~107	11	~23	-	FY22	39	27.9%
Melbourne Business Park, VIC ⁵	Logistics	Land trading	~77	~133	61	~26	~51	FY22	23	23.2%
Future pipeline⁶			~6,099				~6,018			
Total Logistics and Workplace			~6,530				~6,354			

1. Stabilised incremental FFO yield, includes property management fees.
2. Forecast unlevered 10 year IRR on development from completion (incremental development for brownfield).
3. Represents Net Lettable Area (NLA).

4. Gregory Hills has reached practical completion and all but four of the lots have settled. All lots are expected to settle in FY22.
5. Project development agreement partly owned. Lots expected to settle in FY22 and FY23.
6. Represents Stockland's ownership interest.

Commercial Property

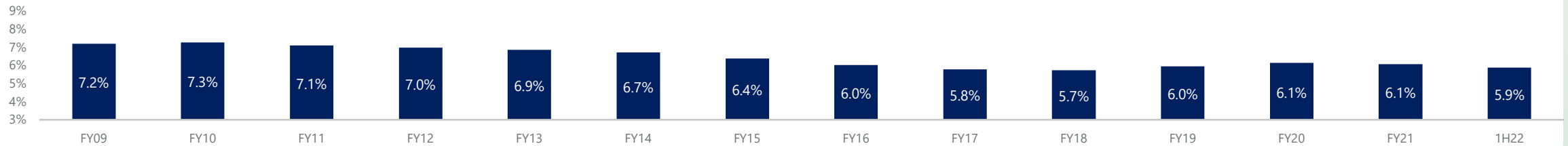
Top 10 tenants by income

Town Centres			Logistics		Workplace	
Rank	Tenant	Portfolio	Tenant	Portfolio	Tenant	Portfolio
1	Woolworths	8.4%	Toll Transport Pty Limited	6.4%	Optus Administration Pty Ltd	18.8%
2	Wesfarmers	5.1%	Qube Logistics (SB) Pty Ltd	5.8%	Stockland Development Pty Ltd	10.2%
3	Coles Supermarkets Australia Pty Ltd	4.5%	Linfox Pty Ltd	4.7%	Jacobs Group (Australia) Pty Ltd	5.3%
4	Cotton on Clothing Pty Ltd	1.7%	Austpac Logistics Pty Ltd	4.1%	Downer EDI Services Pty Ltd	4.1%
5	Mosaic Group	1.6%	New Aim Pty Ltd	4.0%	Kmart Australia Limited	3.7%
6	API (Priceline)	1.4%	AWH Pty Ltd	3.5%	The Uniting Church in Australia Property Trust	3.7%
7	Just Group	1.4%	Gerard Lighting Pty Ltd	3.3%	GHD Services Pty Limited	3.5%
8	The Reject Shop	1.3%	Daikin Australia Pty Ltd	3.1%	University of Sydney	3.1%
9	JPL Group	1.3%	Icehouse Logistics Pty Ltd	2.2%	Laverty Pathology	2.9%
10	Retail Apparel Group Pty Ltd	1.3%	Silk Contract Logistics Pty Ltd	2.0%	Smartgroup Benefits Pty Ltd	2.9%
Total		28.1%		39.1%		58.2%

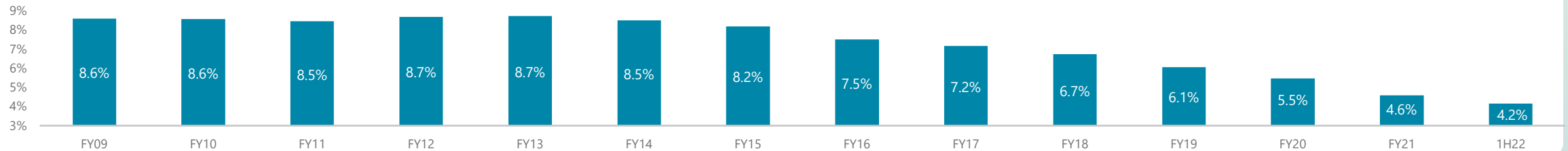
Commercial Property

Average weighted cap rates – steady compression over time

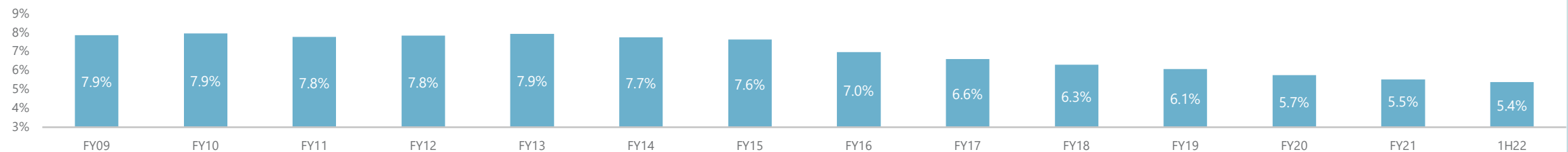
Retail



Logistics



Workplace¹



Communities

Annexure

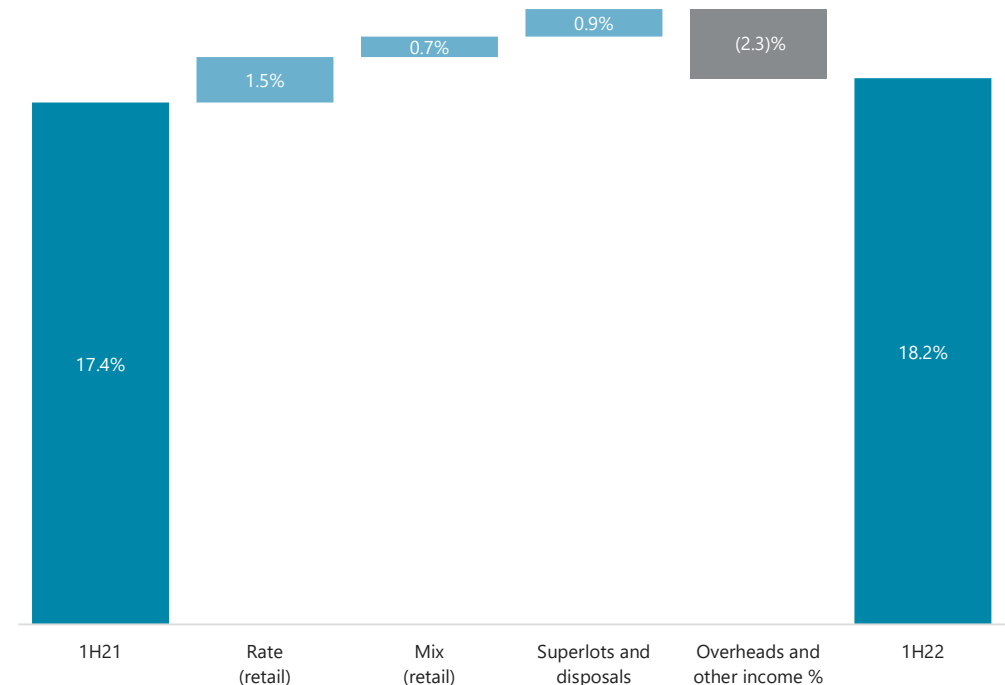


Residential

Performance – Operating profit margin increase driven by price growth and settlement mix

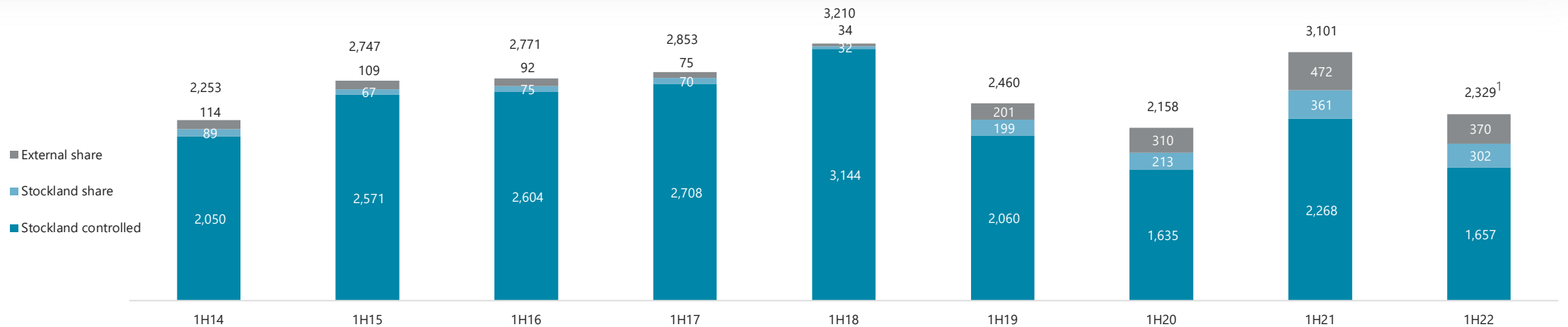
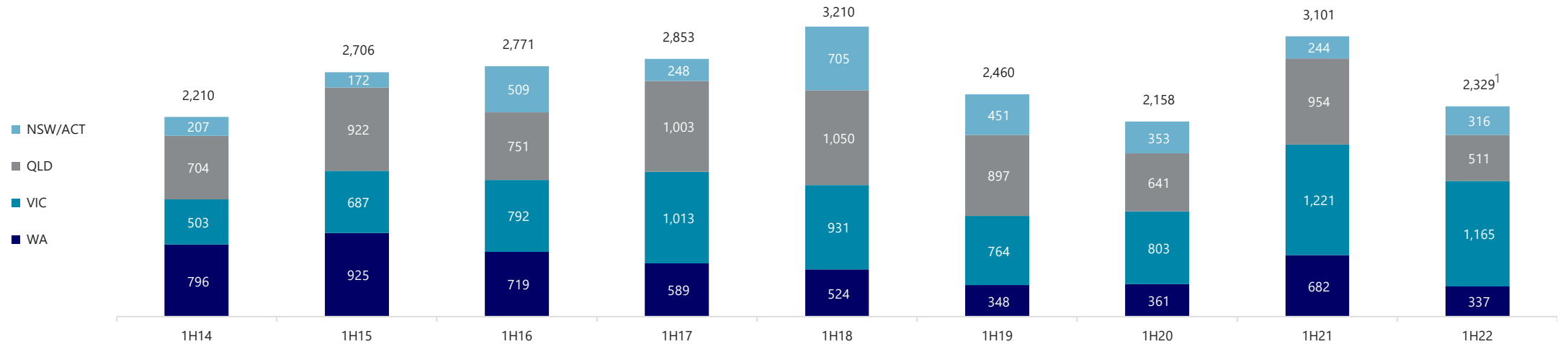
Key metrics	1H22	1H21	Change
Total lots settled	2,329 ¹	3,101	(24.9)%
Total revenue	\$670m	\$781m	(14.2)%
- Includes superlot revenue	\$22m	\$3m	633.3%
Operating profit	\$122m	\$136m	(10.3)%
Operating profit margin	18.2%	17.4%	0.8 bps

Operating profit margin



Residential

Lots settled by location and ownership



Residential

Development Pipeline – major projects

State	Project	State percentage ¹	Total project lots	Approximate settlements per annum ²	Approximate remaining project lots	FY22	FY23	FY24	FY25	FY26	FY27
QLD	Aura ³		20,000	760	16,498						
	Providence		6,508	240	6,392						
	North Shore		5,514	110	3,256						
	Newport		1,894	200	458						
	All Other Projects		7,891		7,045						
	Sub-total	41%	41,807		33,649						
VIC	Highlands		11,867	540	3,112						
	Cloverton ³		11,541	490	9,586						
	Mt Atkinson ³		4,400	410	3,310						
	Grandview ³		1,722	220	1,259						
	Minta		1,620	220	977						
	Katalia ³		1,548	210	1,401						
	All Other Projects		8,789		6,234						
	Sub-total	32%	41,487		25,879						
WA	Sienna Wood ³		3,798	150	2,690						
	Vale		3,429	160	203						
	Amberton ³		2,580	170	1,262						
	Whiteman Edge		2,402	100	225						
	Calleya		1,842	80	49						
	All Other Projects		10,441		10,441						
	Sub-total	18%	24,492		14,870						
NSW	Elara		4,676	310	791						
	Willowdale		3,720	110	239						
	The Gables		2,576	310	2,496						
	Altrove		1,305	10	864						
	All Other Projects		2,972		2,947						
	Sub-total	9%	15,249		7,337						
		100%	123,035		81,735						

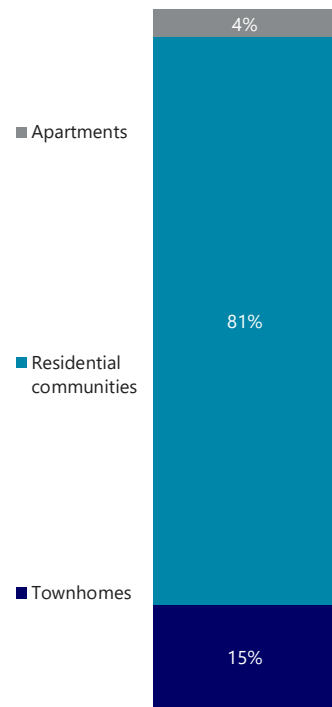
Residential

Composition of residential landbank¹ – focused in undersupplied markets across the eastern seaboard

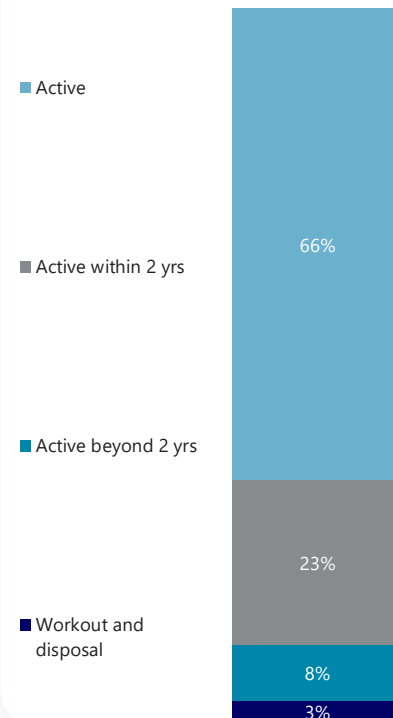
Net funds employed: \$2.1bn²

Book value: \$3.5bn²

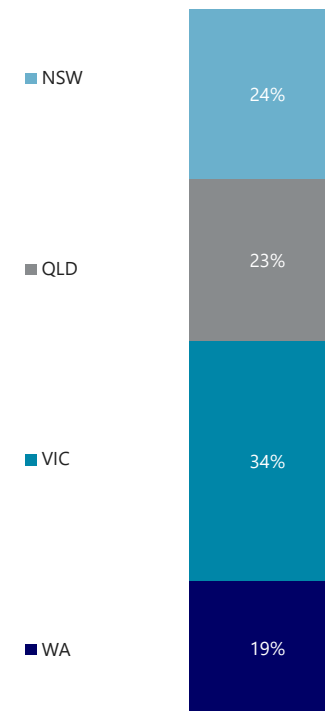
NFE by product



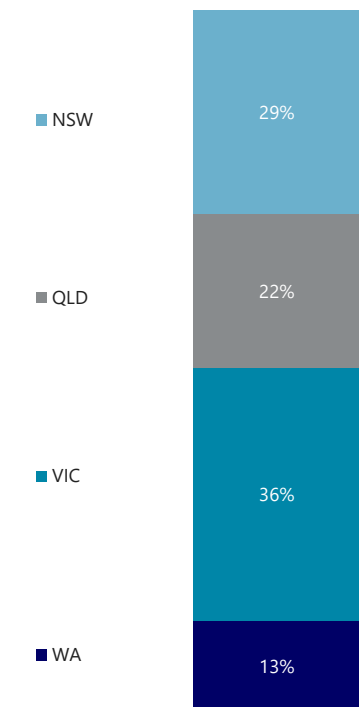
NFE by pipeline



NFE by state



Book value by state

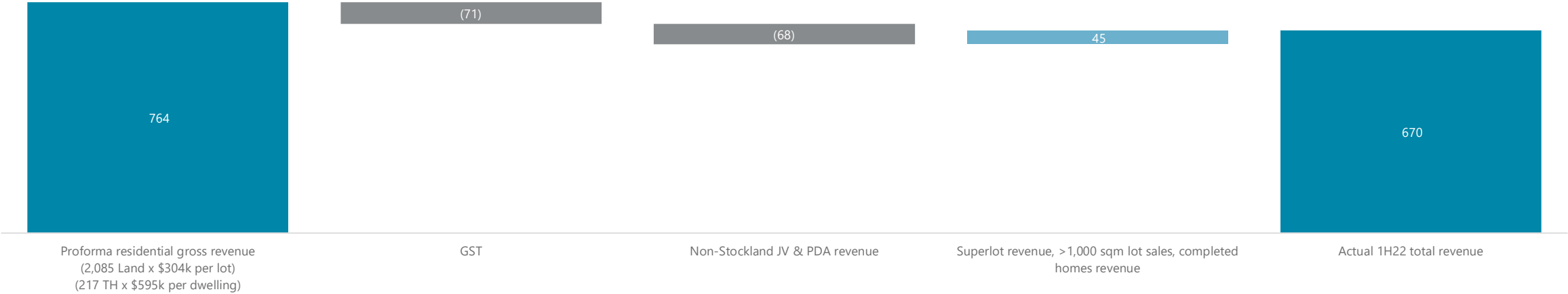


Residential

Sales Price¹ – average price per lot across states

1H22 settlements					1H21 settlements			
State	No. lots ²	Av. size per lot sqm	Av. price per lot \$k	\$/sqm	No. lots	Av. size per lot sqm	Av. price per lot \$k	\$/sqm
NSW	287	336	456	1,355	188	405	461	1,139
QLD	456	426	323	757	879	392	260	664
VIC	1,017	327	284	869	1,145	351	287	816
WA	325	353	206	584	679	342	215	629
Total land	2,085	354	304	859	2,891	365	273	748
Total townhomes	217	N/A	595	N/A	201	N/A	573	N/A

Revenue reconciliation (\$m)



1.

Average price of retail settlements excludes settlements of all lots over 1,000 sqm, superlot settlements and disposal proceeds. Average price includes GST. Includes Joint Ventures (JV) and Project Development Agreements (PDAs) for which Stockland receives a part-share.

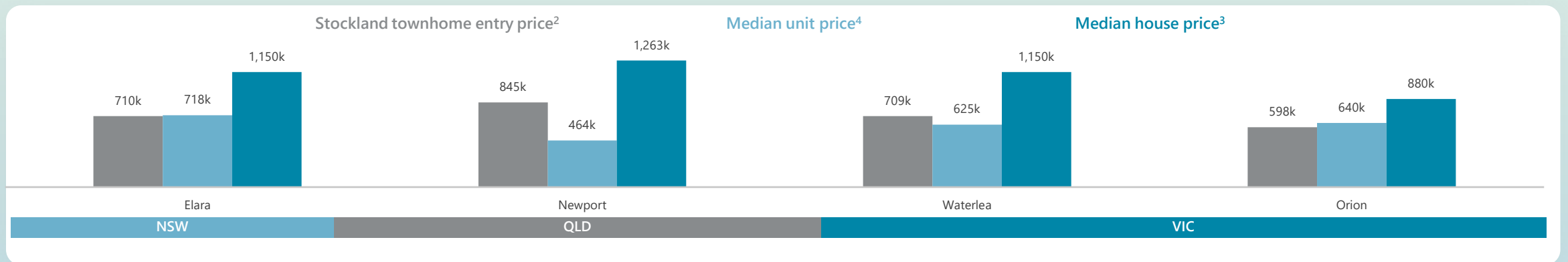
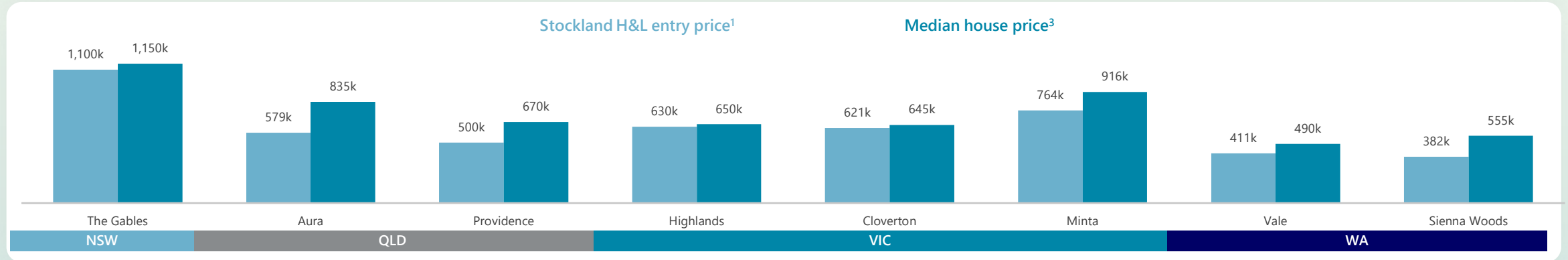
2.

Excludes superlots and lots larger than 1,000 sqm.

Residential

Providing affordable product within our catchments

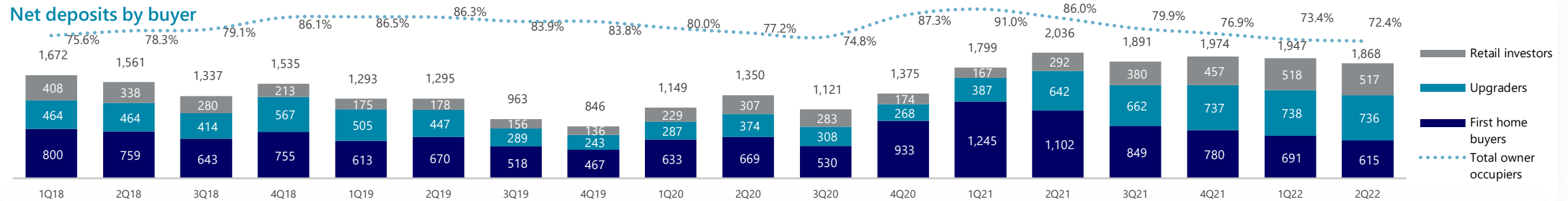
Stockland pricing relative to local median house and unit price (\$)



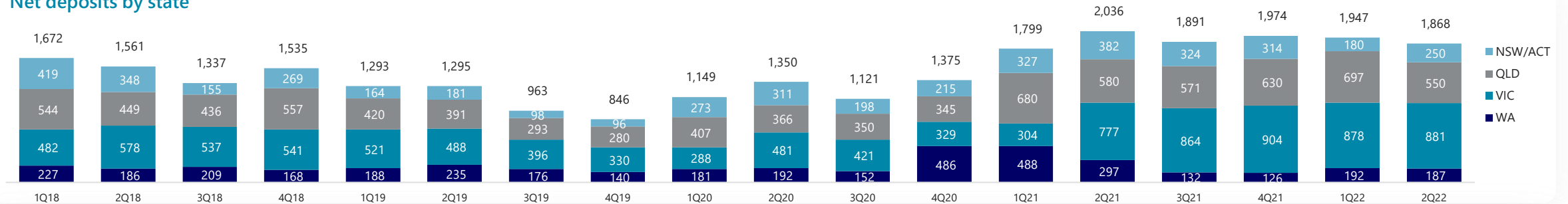
Residential

Net deposits, leads and enquiries remain elevated

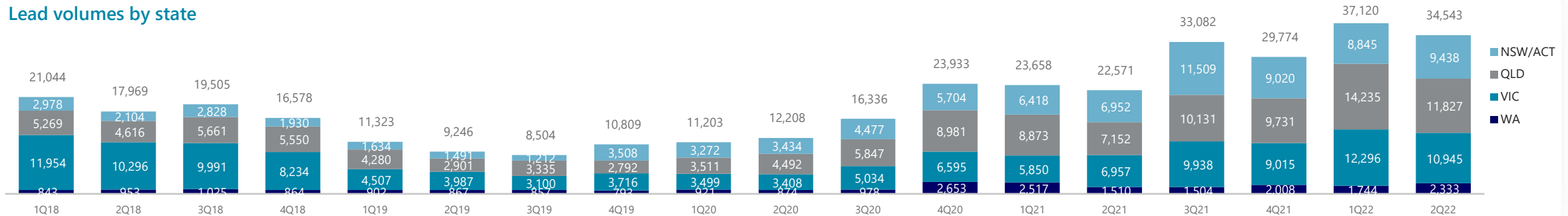
Net deposits by buyer



Net deposits by state



Lead volumes by state



Residential

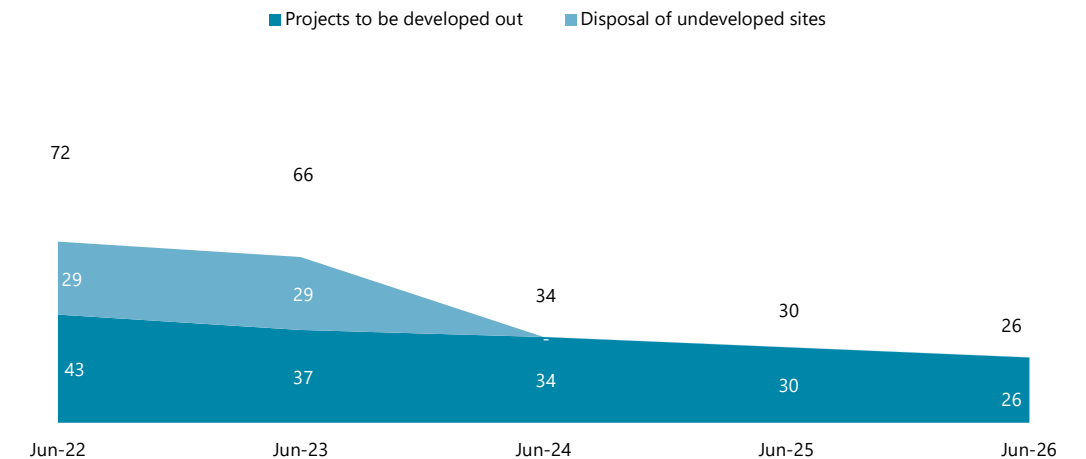
Workout contribution and impairment provision balance

Workout contribution to residential

Residential	Core	Workout ¹	Total
Lots settled	2,329	-	2,329
Revenue	\$670m	-	\$670m
Revenue	100%	-%	100%
EBIT	\$146m	\$1m	\$147m
EBIT margin	21.9%	-%	21.9%
Operating profit	\$121m	\$1m	\$122m
Operating profit margin	18.2%	-%	18.2%
Remaining lots	99%	1%	100%
Number of projects	50	4	54

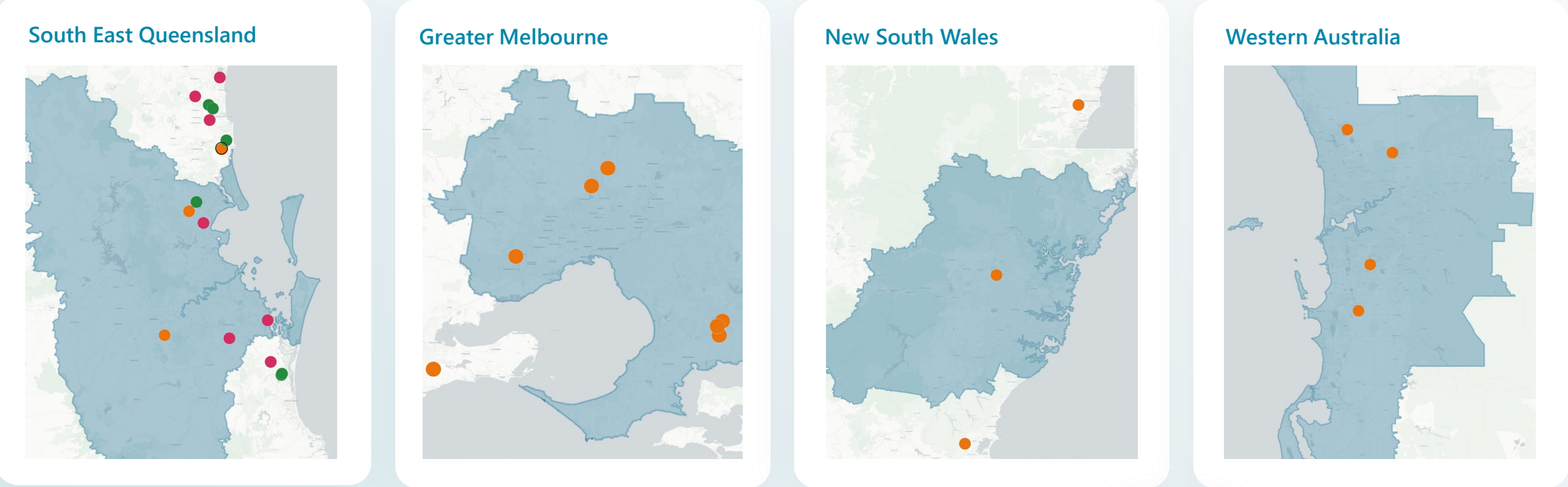
	Impairment provision balance (\$m)	Final settlement
Projects to be developed	29	~9 yrs
Disposal of undeveloped sites	43	~2 yrs
Total	72	





Residential forecast utilisation of provision (\$m)²



Land Lease Communities

Scaled footprint to ~9,000 home sites with presence skewed to lifestyle markets on the Eastern seaboard



Occupied home sites		1,620 sites	In development		7,380 sites
	Halcyon	1,600		Stockland	5,180
	Stockland	20 ¹		Halcyon	2,200

Total
33 communities
~9,000 home sites

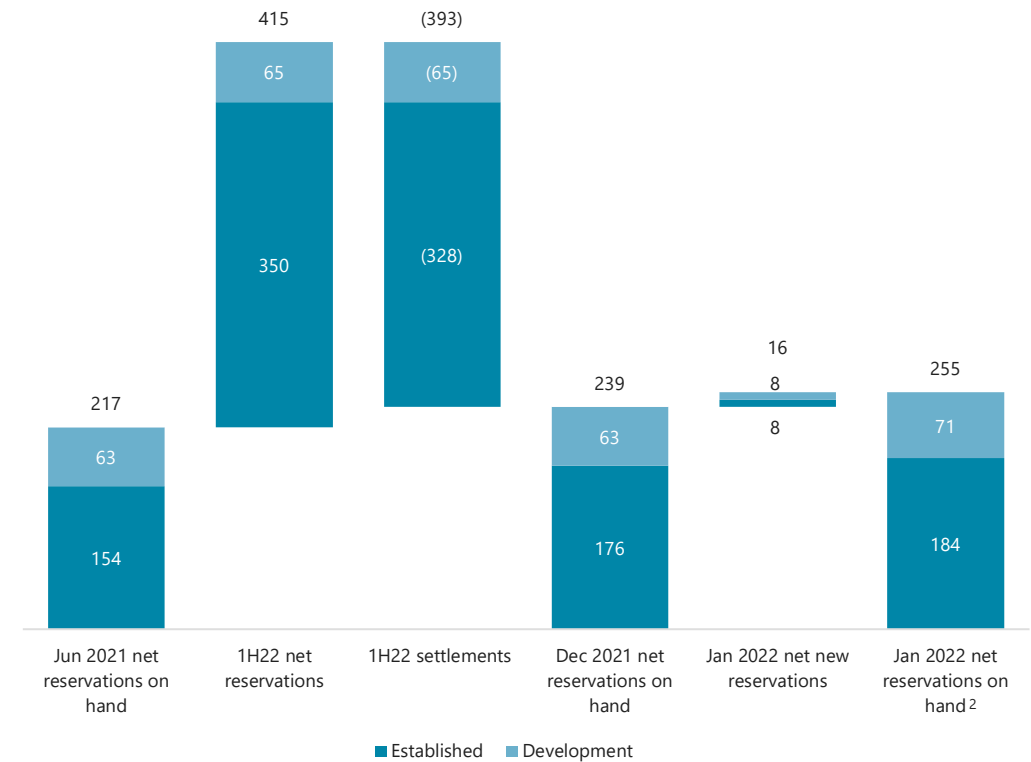
1. Occupied home sites within communities that are under development.

Retirement Living

Performance – Strong established settlements and net reservations

Key metrics	1H22	1H21	Change
FFO	\$17m	\$36m	(53.1)%
Occupancy	94.2%	94.4%	
Established portfolio			
Established settlements	328	289	13.5%
Withheld settlements (units) ¹	-	-	-
Total settlements (units)	328	289	13.5%
Average re-sale price (\$k)	389	371	4.9%
Turnover cash per unit (\$k)	95	97	(2.1)%
Turnover cash margin	24.3%	26.2%	
Reservations on hand	176	163	8.0%
Development portfolio			
Development settlements	65	97	(33.0)%
Average price per unit (\$k)	532	574	(7.3)%
Average margin (excludes DMF)	6.0%	12.4%	
Reservations on hand	63	61	3.3%

Net reservations



Retirement Living

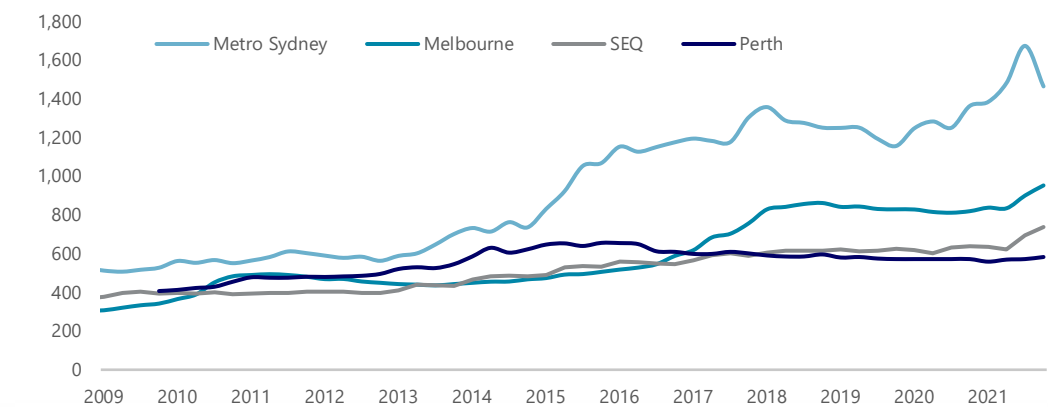
Development Pipeline

Construction timeframe		Future settlements	FY22	FY23	FY24	FY25	FY26+
Completed	Newport, QLD						
	Shine Birtinya, QLD						
	Sub-total	45					
Current	Willowdale, NSW						
	Affinity, WA						
	Lightsview, SA						
	Calleya Aspire, WA						
	Somerton Park, SA						
	Sub-total	150					
To start within 18 months	Pine Lake, QLD						
	Sub-total	50					
Master planning/ future projects	Epping, NSW						
	Sub-total	170					
Redevelopments	Lourdes, NSW						
	Castleridge, NSW						
	Sub-total	260					
Total future settlements		675					

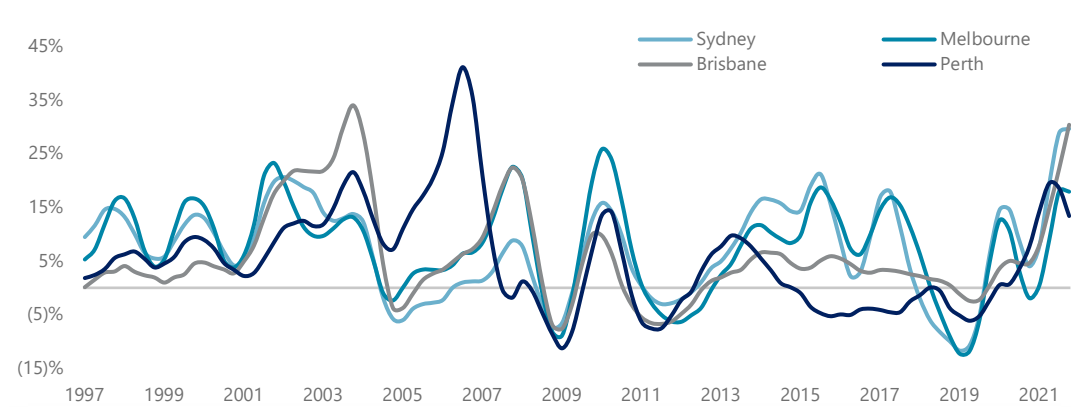
National house and land prices

Pricing remains elevated for both land and established houses, with stock of available land at historic lows

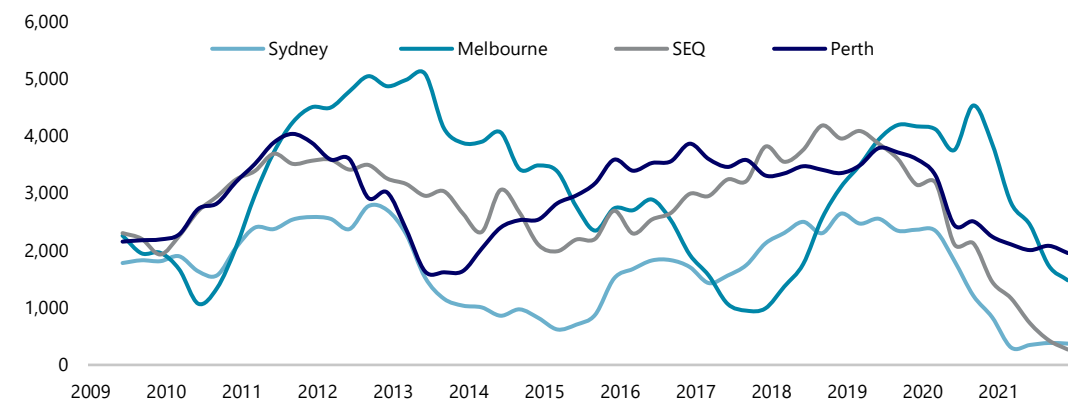
Land price per sqm¹



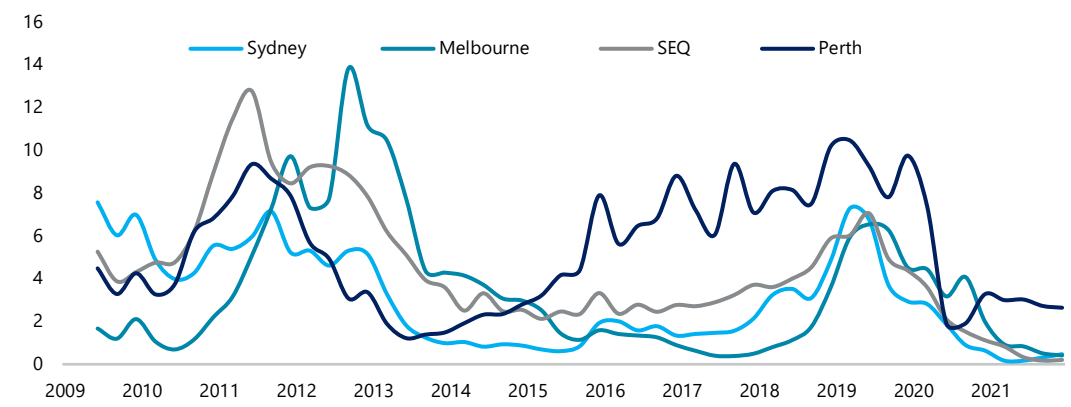
Capital city house prices – Rolling annual change²



Closing stock of land lots¹



Months of stock available for sale at current rates¹

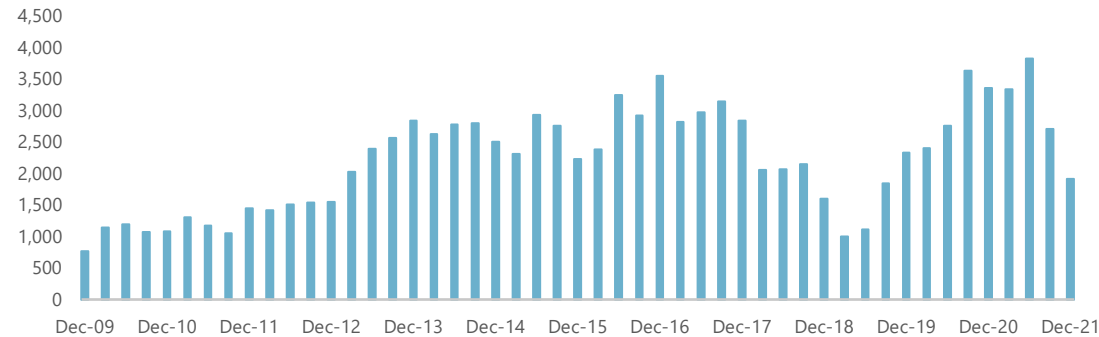


1. National Land Survey December Qtr. 2021, Research4.
2. CoreLogic December 2021.

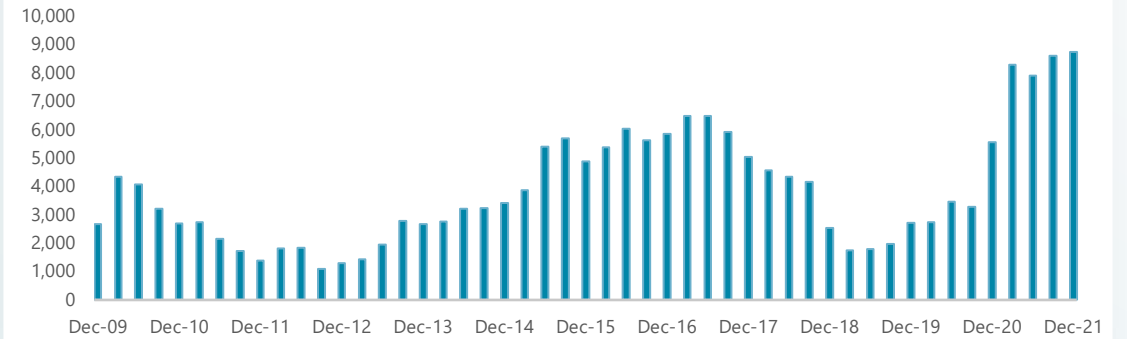
Vacant land sales

Sales easing from historic highs in Sydney and SEQ; elevated at record highs in Melbourne

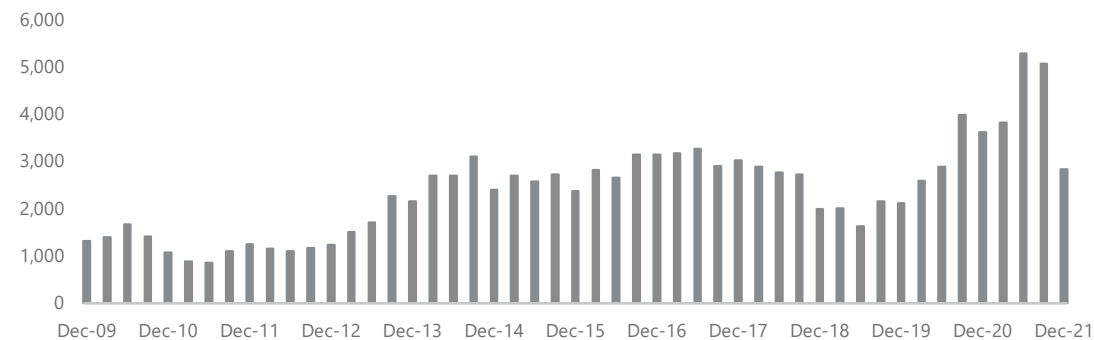
NSW vacant land quarterly sales



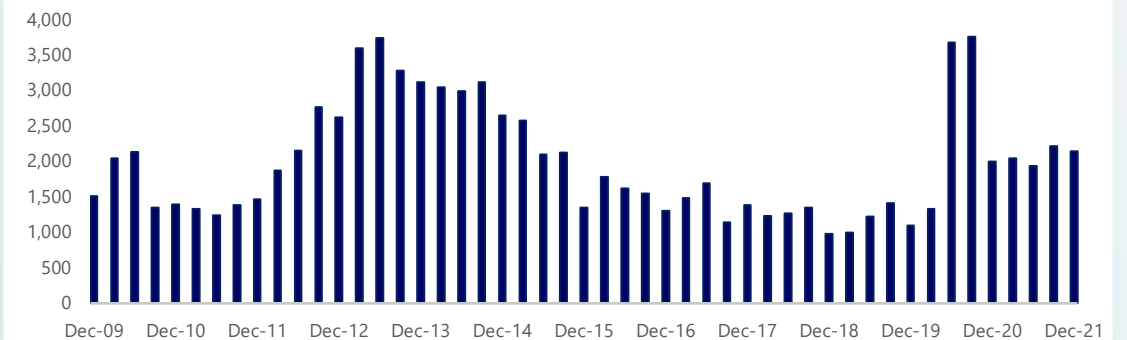
VIC vacant land quarterly sales



SEQ vacant land quarterly sales

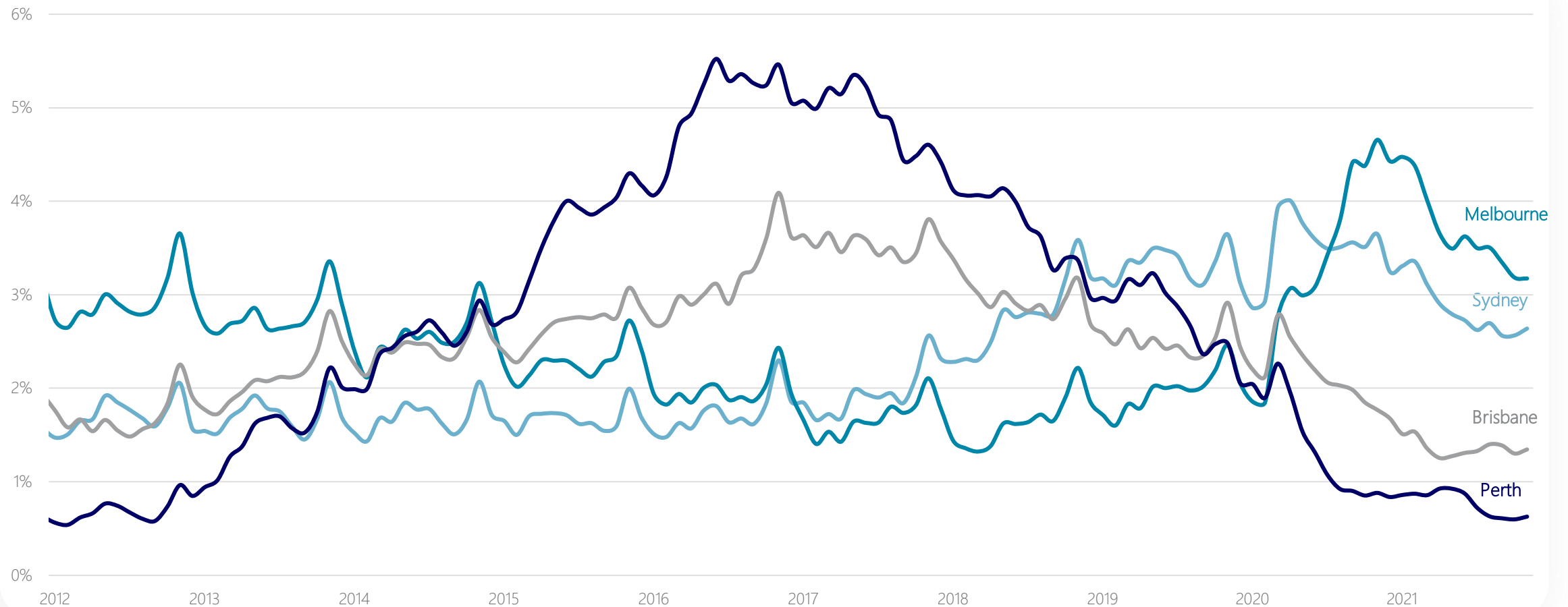


PERTH vacant land quarterly sales



Residential vacancy rates

Falling in Sydney and Melbourne and historically low in Brisbane and Perth



Stockland Corporation Limited

ACN 000 181 733

Stockland Trust Management Limited

ACN 001 900 741; AFSL 241190

As responsible entity for Stockland Trust

ARSN 092 897 348

LEVEL 25

133 Castlereagh Street

SYDNEY NSW 2000

Important Notice

This Presentation and its accompanying Annexures ("Presentation") has been prepared and issued by Stockland Corporation Limited (A.C.N 000 181 733) and Stockland Trust Management Limited (ACN 001 900 741; AFSL 241190) as Responsible Entity for Stockland Trust (ARSN 092 897 348) ("Stockland"). Whilst every effort is made to provide accurate and complete information, Stockland does not warrant or represent that the information included in this Presentation is free from errors or omissions or that is suitable for your intended use.

This Presentations and its accompanying Annexures contains forward-looking statements, including statements regarding future earnings and distributions that are based on information and assumptions available to us as of the date of this Presentation. Actual results, performance or achievements could be significantly different from those expressed in, or implied by these forward looking statements. These forward-looking statements are not guarantees or predictions of future performance, and involve known and unknown risks, uncertainties and other factors, many of which are beyond our control, and which may cause actual results to differ materially from those expressed in the statements contained in this Presentation.

Current market conditions remain uncertain and challenging as governments and communities enter a new phase in the response to COVID-19. All forward looking statements, including FY22 earnings guidance, remain subject to no material deterioration in current market conditions and the continued easing of COVID-19 restrictions.

The information provided in this Presentation may not be suitable for your specific needs and should not be relied upon by you in substitution of you obtaining independent advice. To the maximum extent permitted by law, Stockland and its respective directors, officers, employees and agents accepts no responsibility for any loss, damage, cost or expense (whether direct or indirect) incurred by you as a result of any error, omission or misrepresentation in this Presentation. All information in this Presentation is subject to change without notice. This presentation does not constitute an offer or an invitation to acquire Stockland stapled securities or any other financial products in any jurisdictions, and is not a prospectus, product disclosure statements or other offering document under Australian law or any other law. It is for information purposes only.

This announcement is authorised for release to the market by Ms Katherine Grace, Stockland's Company Secretary.