

# Axiom Properties Limited

Annual General Meeting Presentation

16 November 2022

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# By the Numbers

## FY2022 Highlights

**\$5.5m Profit**

(\$12.16m FY2021)

**Over \$24m**

profit delivered in  
the last 5 years

**\$17.2m**

(4c per share)  
paid to Shareholders  
in Dec 2021

**\$32.4m**

(7.5c per share)  
paid out since 2018

**\$80m**

settlement of  
Emergency Services  
State Control Centre  
Dec 2021

**40**

new allotments at  
Glenlea Estate

**\$48m\***

Fully funded and pre-sold  
Butler LFR Centre  
\*(settlement pending struck at  
6% yield on net income)

# Continuing to deliver...

## FY2022 Highlights

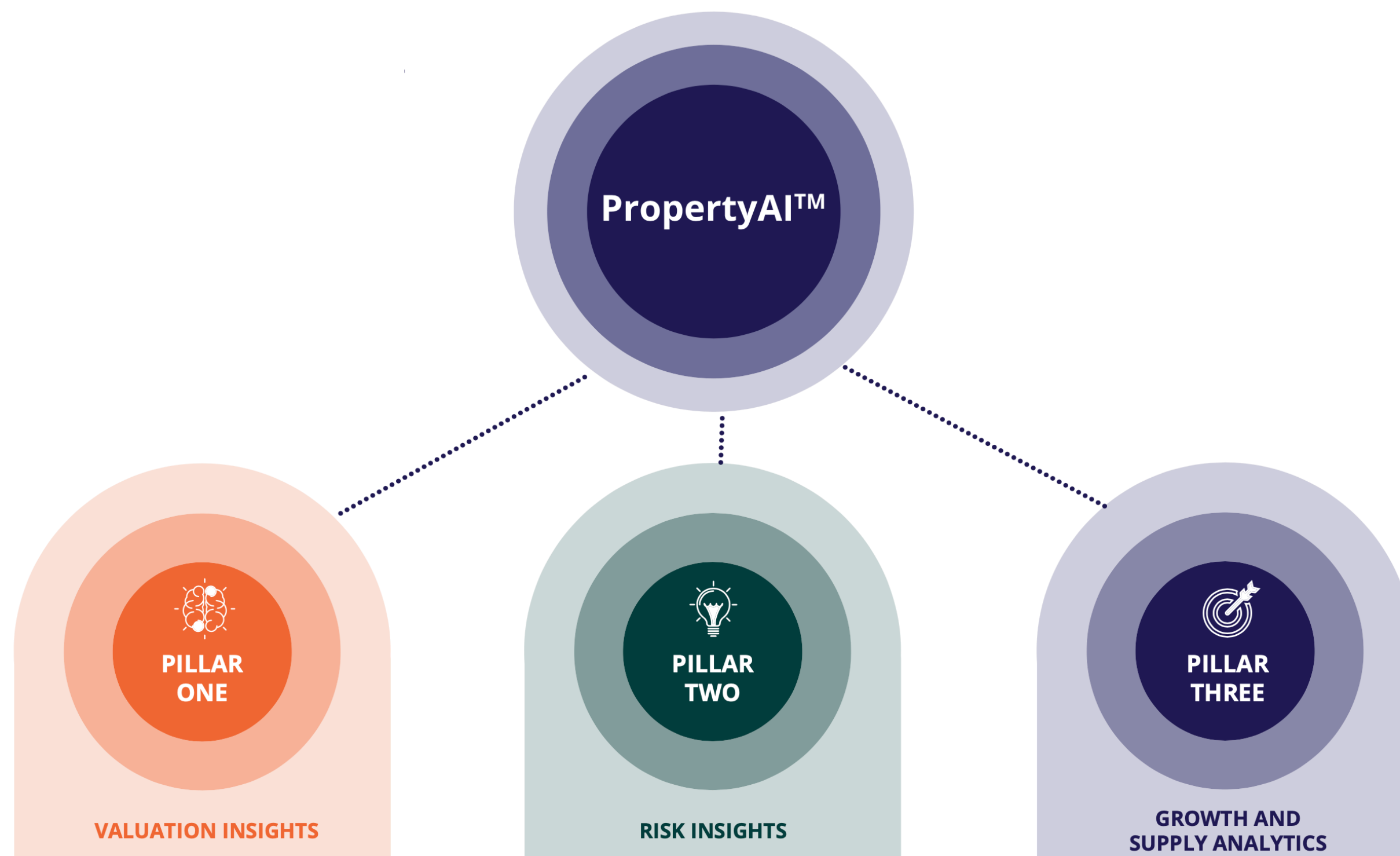
- Commenced (Aug 2021) and completed (Jun 2022) construction of Butler Large Format Retail Centre in Perth WA – **on time and on budget.**
- Completed construction and handover of Emergency Services State Control Centre to the State Government of South Australia in Dec 2021 – **on time and on budget.**
- Continued strong sales and settlement of lots at Glenlea Estate - spurred by significant underlying demand.

- Continued review of potential new development opportunities - several opportunities in Due Diligence.
- Strategic Review conducted on the Company's development business model in light of changing economic circumstances - led to several exciting new opportunities.

- Following the return of capital in Dec 2021, Axiom commenced a strategic review of its business operations and considered the relevance of its property development business model in light of current and changing economic conditions. These conditions includes:
  - Global supply chain dislocation impacting construction prices
  - The wider impact of the Covid19 pandemic and its effect on the property industry and specific asset classes
  - The current and forecast inflationary environment
  - The current and forecast interest rate environment
- The review acknowledged the continued relevance of the development model, particularly with the strategic projects being undertaken and the risk mitigation discipline applied to each project.
- Given the efficient capital requirements of the Company's development activities, the review identified the opportunity to investigate and pursue additional active investment opportunities within the wider property sector.



# Strategic Review (cont.)



PointData's 3 pillar ecosystem

- Investments under review should have the potential to create significant enhanced value to Axiom shareholders.
- In addition to its first investment in PointData Holdings (detailed on following page), the Company is also reviewing other exciting opportunities that align with this strategy.
- The Group is confident it can identify and source strategic investments in addition to its core development capability to position the Group to take advantage of these alternative asset investments through active management, strategic guidance and prudent capital deployment.

## pointData.

- Axiom's first strategic investment is injecting up to \$4m for a cornerstone interest in PointData Holdings.
- PointData is an innovative artificial intelligence (AI) powered property data and analytics business.
- PointData has created unique technology and algorithms, powered by AI, to provide new insights about residential property utilising multiple and various data sources, processing millions of specific data points through its technology platform.
- PointData's key target markets are government, banks and financial institutions and the insurance sector.
- As one of the few companies in the market that generate their own data and analytics capabilities, PointData is uniquely positioned to provide optimised data and analytics to assist and enhance property decision-making processes.

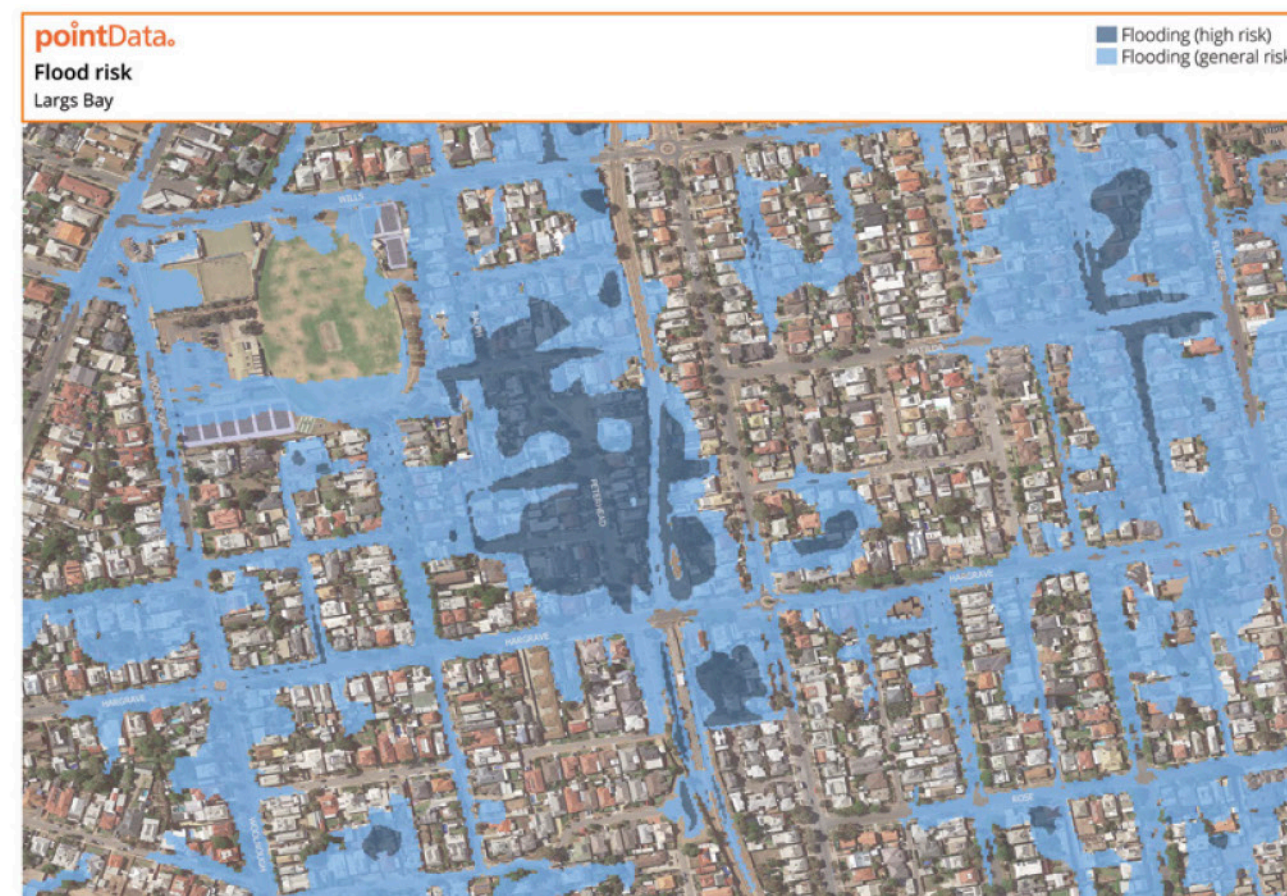




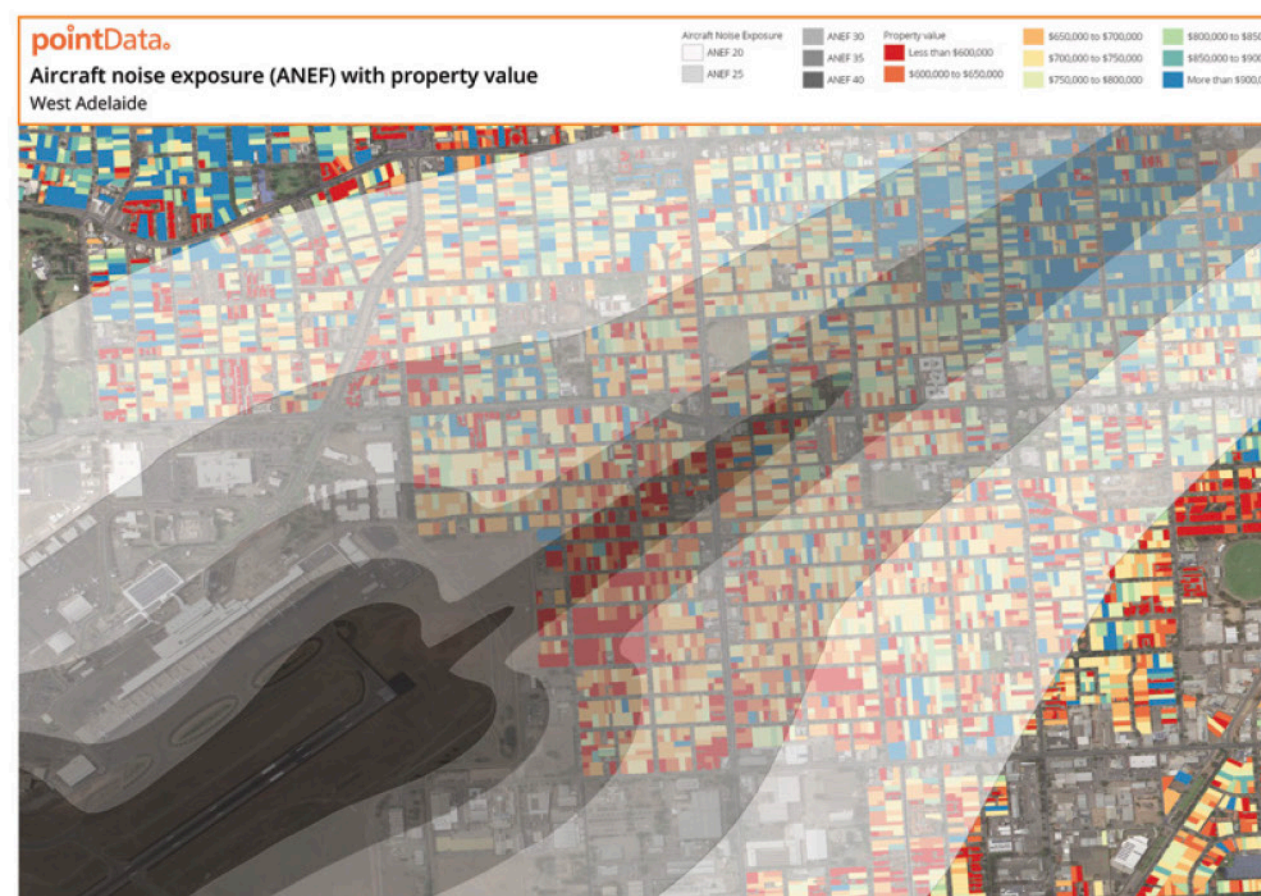
# Axiom's Investment in PointData

- Axiom's investment and active involvement in PointData will help enable and accelerate the growth of the PointData business as well as help drive and assist with the strategic direction of the company to unlock the value in the PointData technology and target markets.
- The funds will be used to accelerate the roll-out of PointData's technology across all Australian states and enable the company to deliver on its goal of becoming a premier provider of property data and analytics to the residential property market.

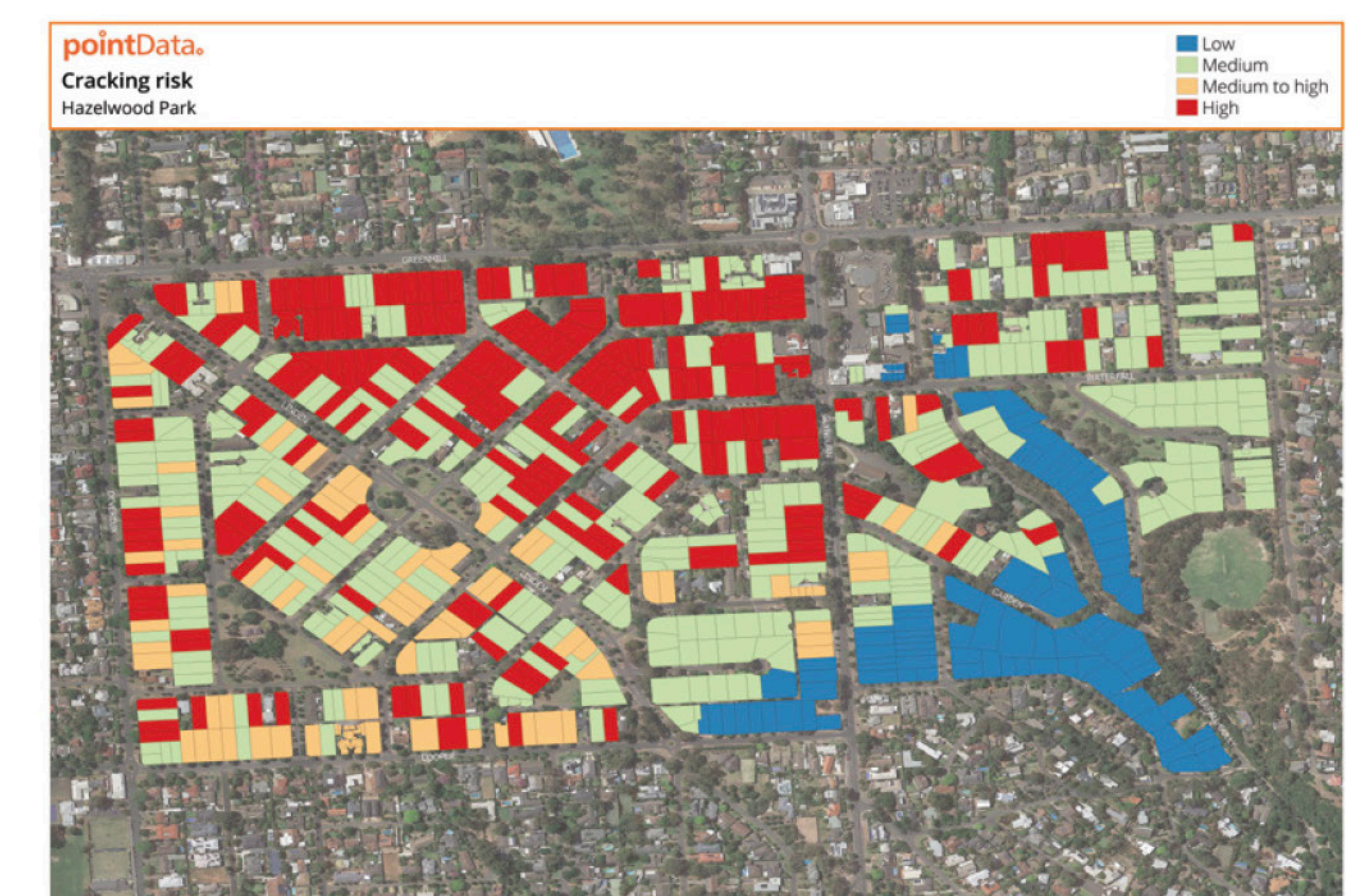
## Climate change, flood and bushfire risk



## Estimated land values with airport noise overlay



## Cracking risk





# Projects Snapshot

## Our Projects

- Butler Central Homemaker Centre, WA
- WorldPark Stage 3, SA
- Glenlea Estate, SA
- QT Hotel, SA



# Butler Central Homemaker Centre, WA

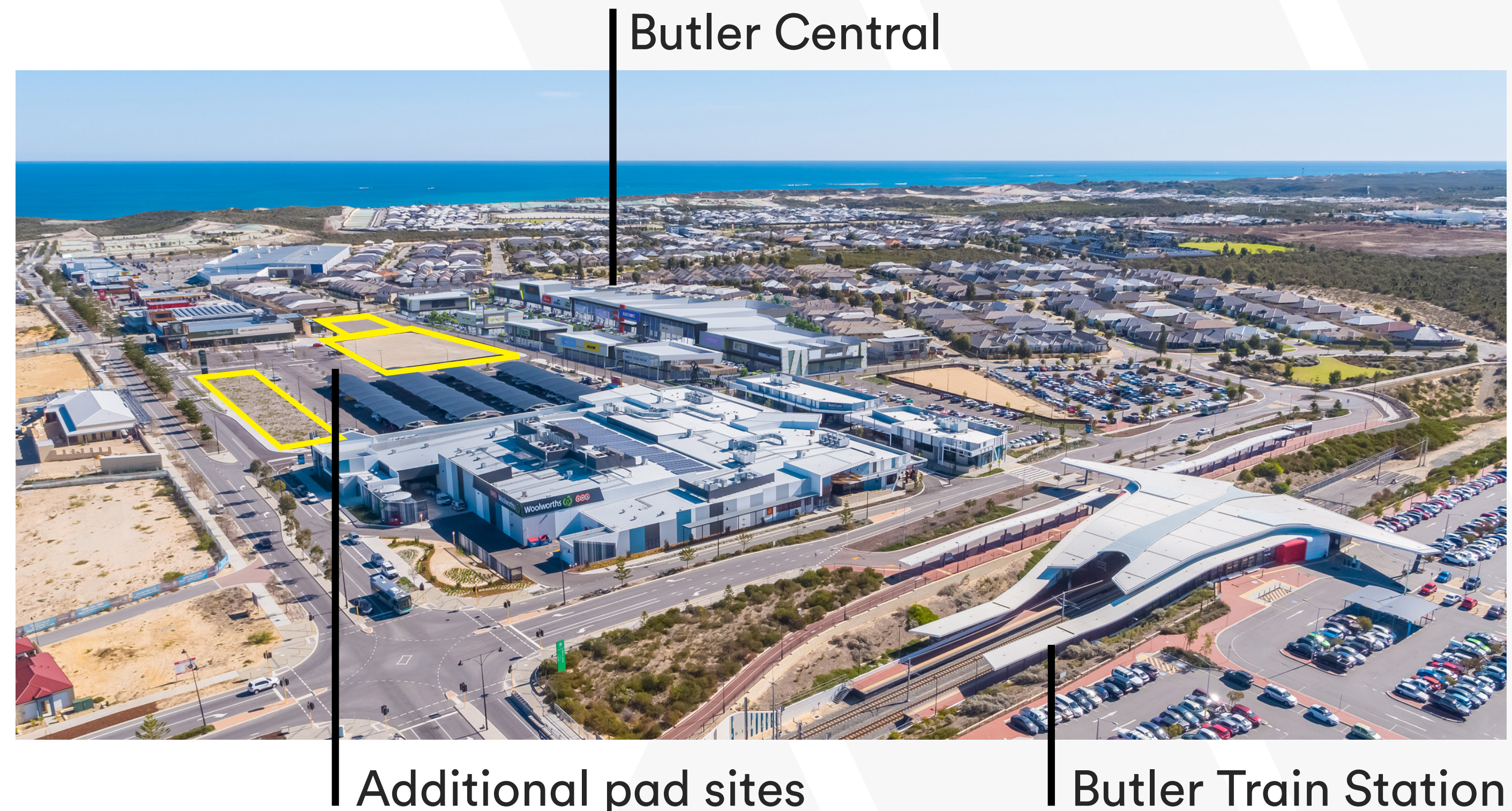


- Axiom has conditionally contracted to purchase three additional pad sites adjacent to the Large Format Retail (LFR) Centre just completed.
- The total site area across the three lots is approximately 7,500 sq.m and capable of being developed into an additional ~3,000 sq.m of Lettable Area.
- These prime sites are strategically located within the integrated shopping precinct with great exposure to the main arterial road, Butler Boulevard and adjacent to the Butler Train Station.
- Strong interest is being generated from smaller convenience retail users and service-oriented businesses.



# Butler Central Homemaker Centre, WA

- The combined, integrated retail centre now comprises 13,500 sq.m of LFR alongside a Woolworths Supermarket and specialty retail, as well as a large format Dan Murphy's and other convenience retail and services.
- This new LFR centre, and the Company's additional sites, will benefit from the existing retail anchors which provide footfall to the location seven days a week.







- WorldPark sits on a 3 hectare site on the doorstep of the Adelaide CBD and accommodates predominantly South Australian Government agencies including SafeworkSA, Fire and Emergency Services and other critical infrastructure uses.
- Axiom holds the rights with the site owner, Charter Hall, to develop the last remaining site within the WorldPark Office Campus (capable of accommodating up to 10,000 sq.m of Lettable Area.)



# WorldPark, SA

- Following the successful delivery of the Emergency Services State Control Centre for the South Australian Government, Axiom is actively pursuing prospective users, leveraging its expertise and experience developed through the delivery of the SA Command Centre, to an exacting “Importance Level 4” specification.
- Under the 5-year development rights agreement Axiom will be entitled to any development profits accruing from any future development.
- Charter Hall will fund all development costs associated with the construction and delivery of the project.



Development Land







- A residential land subdivision in joint venture (50/50) with local, prominent Mt Barker family.
- Mt Barker is located in the Adelaide Hills, 35kms south east of Adelaide CBD, accessed via the South Eastern Freeway.
- Mt Barker was identified by the Department of Planning and Infrastructure as a major growth area, and was earmarked for expansion within the Government's 30 year plan for Greater Adelaide.
- Glenlea Estate remains one of Mount Barker's most beautiful estates, with over seven hectares of preserved open space, natural woodlands, reserves, walking trails and play areas.



# Glenlea Estate, SA

- Mt Barker has benefited from recent Government expenditure on infrastructure, including freeways and vehicle interchanges.
- Axiom has constructed, sold and settled approx. 160 lots within the Glenlea Estate.
- Subject to year end, the Company settled the \$5.5m sale of a 10ha parcel of land within the Estate to Living Choice for a Lifestyle Community.
- The sale proceeds have put the project on a strong financial footing to enable an accelerated roll-out of the balance of stages to take advantage of the continued underlying demand.
- Axiom has a pipeline of 170 lots left to develop.





# QT Hotel, SA

- Joint Venture in Currie Street in the heart of Adelaide's CBD.
- 1,238 s.qm site with 200 room hotel and a Net Lettable Office Area of 9000 sq.m.
- Mixed Use development to include a hotel, commercial offices, retail and associated car-parking.
- Located adjacent to key laneway and street transformation projects and offering thriving food and wine precincts in the middle of the main working hub
- Close proximity to Adelaide Oval, Royal Adelaide Hospital, proposed new Women's and Children's Hospital and University of South Australia research and medical precincts.







- QT Hotels & Resorts secured as the hotel operator.
- DA approved and currently seeking Pre-Commitment tenants for the commercial office space.
- QT wholly owned by ASX listed Event Hospitality and Leisure.
- QT Hotels have presence in every mainland State (and New Zealand) except SA.



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