



# 1H24 Annexure

21 February 2024



# Contents

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## About Stockland

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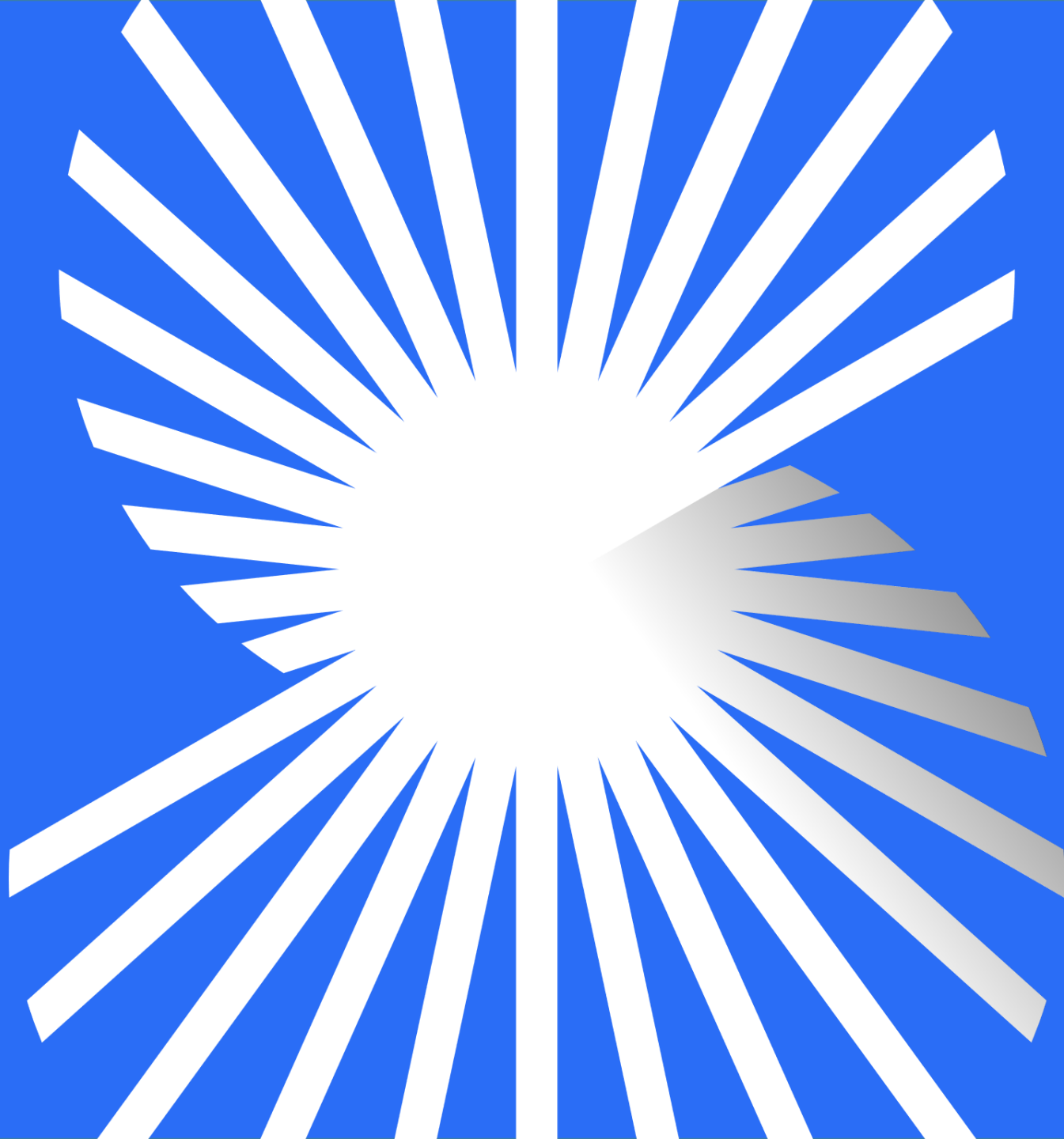
## Financial Results and Capital Management

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## Commercial Property and Investment Management

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## CP Development and Communities



# Stockland quick facts



## Commercial Property net funds employed: \$10.6bn<sup>1</sup>



### Town Centres

35%

Portfolio weighting<sup>3</sup>

19<sup>4</sup>

Assets

Ownership interests valued at

\$5.0bn



### Logistics

28%

Portfolio weighting<sup>3</sup>

27

Assets

Ownership interests valued at

\$3.7bn



### Workplace

11%

Portfolio weighting<sup>3</sup>

10

Assets

Ownership interests valued at

\$1.9bn

## Communities net funds employed: \$3.7bn<sup>2</sup>



### Masterplanned Communities

19%

Portfolio weighting<sup>3</sup>

~66,700

Lots remaining

\$2.5bn

Net funds employed



### Land Lease Communities

7%

Portfolio weighting<sup>3</sup>

41

Land Lease Communities

~11,300

Home sites

1H24 Income Mix	Target	Commercial Property	Communities	Other and unallocated corporate overheads	Total
Recurring FFO <sup>5</sup>	60%	96%	3%	(6)%	93%
Development FFO <sup>5</sup>	40%	6%	10%	(9)%	7%

3 1H24 Results

1. Net Funds Employed (NFE). Excludes WIP and sundry properties of \$0.6bn.

2. Includes NFE of: Masterplanned Communities \$2.5bn, Land Lease Communities \$1.0bn and other assets \$0.2bn.

3. Includes WIP and sundry properties of \$0.6bn. Cost to completion provision, deferred land payments and option payments are excluded.

4. Includes assets held for sale Stockland Nowra, NSW, and Stockland Balgowlah, NSW.

5. Aligns with FFO pre Group net interest expense and tax.

# Stockland is one of Australia's largest diversified property groups



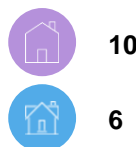
## Book value by state<sup>1</sup>

WA - \$0.8bn

### Commercial Property

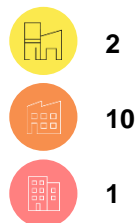


### Communities

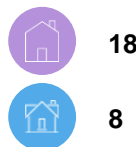


VIC - \$3.0bn

### Commercial Property

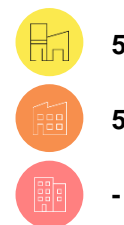


### Communities

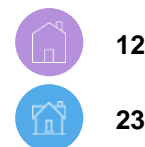


QLD - \$3.2bn

### Commercial Property



### Communities

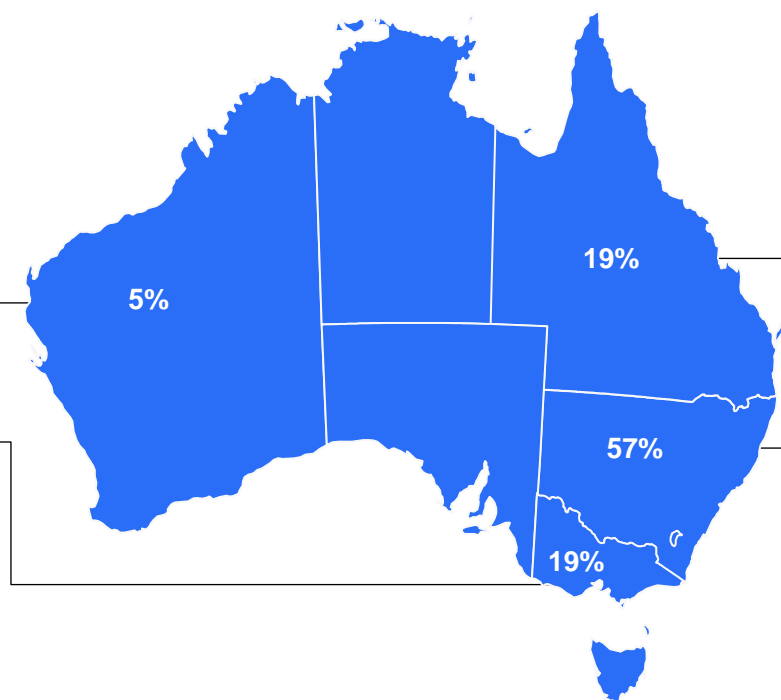
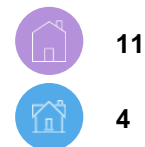


NSW<sup>2</sup> - \$9.2bn

### Commercial Property



### Communities



4 1H24 Results 1. Includes WIP & sundry properties of \$0.6bn. Includes cost to complete provisions, deferred land payments and options payments.  
 2. NSW includes Red Hill, ACT.  
 3. Includes assets held for sale Stockland Nowra, NSW, and Stockland Balgowlah, NSW.



# Strategic targets



Sector capital allocation <sup>1</sup>	Target	1H24
Logistics and Workplace	30-50%	39%
Residential (for sale and ownership)	20-35%	26%
Town Centres	20-30%	35%
Alternate <sup>2</sup>	0-5%	<1%

Capital allocation by activity <sup>1</sup>	Target	1H24
Recurring	70-80%	76%
Development	20-30%	24%

Income mix <sup>1</sup>	Target	1H24
Recurring <sup>3</sup>	60%	93%
Development <sup>3</sup>	40%	7%

Returns on invested capital <sup>1</sup>	Target
Recurring <sup>4</sup>	6-9%
Development <sup>4</sup>	14-18%

Capital structure <sup>1</sup>	Target	1H24
Gearing (% Debt / TTA)	20-30%	26.8%
Look-through gearing <sup>5</sup>	<35%	27.8%
Credit Rating (S&P / Moody's)	A- / A3	
Distributions (% FFO)	75-85%	72%

## Progress against targets reflect:

- ✓ Accelerated execution of strategy and reshaping of the portfolio through strategic transactions
- ✓ Positioning for a step change in production rates across MPC and LLC
- ✓ Consistent execution and focus on scaling capital partnerships
- ✓ Focused on delivering sustainable growth through high-quality diversified income streams
- ✓ 1H24 income mix reflects a larger MPC settlement skew to 2H in FY24 than in FY23

1. Indicative five-year target. All forward looking statements are based on current expectations about future events and are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from the expectations expressed in or implied by such statements.
2. Includes Communities Real Estate (stand-alone medical and childcare centres within Stockland communities) and residual Retirement Living assets.
3. Aligns with FFO pre Group net interest expense and tax.
4. Indicative long-term target for return on invested capital. Recurring return comprises Management income and Property NOI (net of amortisation and straight-line rental adjustment) less divisional overheads plus revaluation movements. Development return includes realised development gains and profit on sale of inventories, net of divisional overheads and before interest and tax.
5. Ratio of net borrowings to total assets adjusted for the borrowings of investment vehicles.



# Financial results and capital management

**Annexure**



Stockland Head Office, Sydney CBD, NSW

# Profit summary



\$m	1H24	1H23	Change
Segment EBIT (before interest in COGS):			
Communities EBIT	67	141	(52.8)%
Commercial Property EBIT	324	318	(2.0)%
<b>Consolidated segment EBIT (before interest in COGS)</b>	<b>391</b>	<b>459</b>	<b>(14.9)%</b>
Amortisation of lease fees	6	6	(4.8)%
Unallocated corporate overheads	(49)	(47)	4.5%
<b>Group EBIT (before interest in COGS)</b>	<b>348</b>	<b>418</b>	<b>(16.8)%</b>
Net interest expense:			
- Interest income	8	5	73.9%
- Interest expense	(141)	(100)	41.6%
- Interest capitalised to inventory	65	54	20.4%
- Interest capitalised to investment properties under development	13	8	60.5%
<b>Net interest in Profit &amp; Loss before capitalised interest expensed</b>	<b>(55)</b>	<b>(33)</b>	<b>64.4%</b>
Capitalised interest expensed in Profit & Loss <sup>1</sup>	(27)	(32)	(15.9)%
Net interest expense <sup>2</sup>	(82)	(65)	26.2%
Funds from operations	266	353	(24.7)%
Statutory profit adjustments	(164)	(52)	214.8%
<b>Statutory profit</b>	<b>102</b>	<b>301</b>	<b>(66.2)%</b>

7 1H24 Results 1. Interest expense in cost of sales in Communities includes Stockland's share of interest expense in cost of sales from equity accounted investments of \$1m (1H23: \$1m).  
2. Includes Stockland's share of net interest expense incurred by joint ventures (1H24: \$4m, 1H23: \$nil).



# 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		1H24	1H23	Change
PCA reference	Statutory profit	102	301	(66.2)%
	Adjusted for:			
D1/D4	Amortisation of lease incentives and lease fees	45	48	
D5	Straight-line rent	13	12	
A3/A4	Net change in fair value of Investment Property <sup>1</sup>	51	(21)	
F2	Unrealised DMF revenue	-	(7)	
C2	Net loss/(gain) on financial instruments	43	(8)	
F2	Net loss/(gain) on other financial assets	-	-	
A1/A2	Net loss/(gain) on sale of other non-current assets	8	(6)	
A6	Net reversal of impairment of inventories	3	(5)	
E	Tax (benefit)/expense (non-cash)	(15)	29	
F2	One-off costs <sup>2</sup>	16	10	
G	<b>Funds from operations (FFO)</b>	<b>266</b>	<b>353</b>	<b>(24.7)%</b>
G2	Maintenance capital expenditure	(15)	(18)	
G3	Incentives and leasing costs for the accounting period	(30)	(25)	
	<b>Adjusted funds from operations (AFFO)</b>	<b>221</b>	<b>310</b>	<b>(28.7)%</b>
	AFFO per security	9.3	13.0	(28.7)%

8 1H24 Results 1. Includes Stockland's share of revaluation relating to properties held through joint ventures (1H24 \$13m loss; 1H23 \$6m gain and fair value unwinding of ground leases recognised under AASB 16 (1H24 \$0.4m; 1H23 \$0.4m).  
2. Other one-off costs include costs relating to transactions, one-off provisions and integration costs.



# Net interest gap



\$m	1H24			1H23		
	Interest	Deferred interest <sup>1,2</sup>	Total	Interest	Deferred interest <sup>1,2</sup>	Total
Interest income	(7)	-	(7)	(5)	-	(5)
Interest expense	118	14	132	80	20	100
Less: capitalised interest						
- Commercial Property development projects	(12)	-	(12)	(9)	-	(9)
- Masterplanned Communities	(43)	(13)	(56)	(33)	(18)	(51)
- Land Lease Communities	(4)	(1)	(5)	-	(2)	(2)
<b>Total capitalised interest</b>	<b>(59)</b>	<b>(14)</b>	<b>(73)</b>	<b>(42)</b>	<b>(20)</b>	<b>(62)</b>
Sub-total: Borrowing cost in P&L	52	-	52	33	-	33
Add: capitalised interest expensed in P&L <sup>3</sup>	26	-	26	32	-	32
<b>Total interest expense in P&amp;L</b>	<b>78</b>	<b>-</b>	<b>78</b>	<b>65</b>	<b>-</b>	<b>65</b>

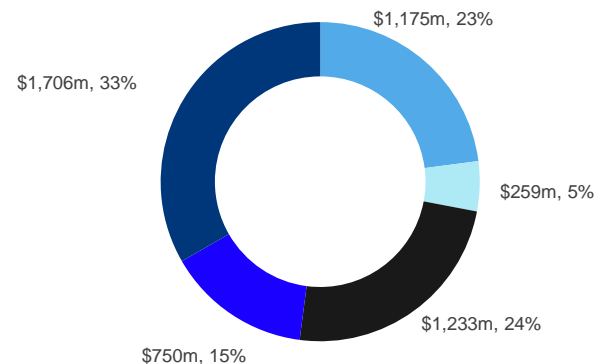
# Debt and hedging profile



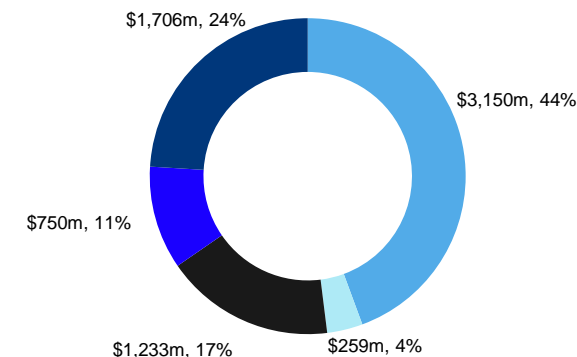
## Cost of debt for 1H24

	Debt <sup>1</sup>	% of Total debt <sup>1</sup>	Interest rate
Hedged debt	\$2,562m	56%	2.0%
Floating debt	\$2,028m	44%	1.9%
<b>Total debt</b>	<b>\$4,590m</b>		<b>3.9%</b>
Margin			0.9%
Fees			0.3%
<b>All-in cost of funds for 1H24</b>			<b>5.1%</b>

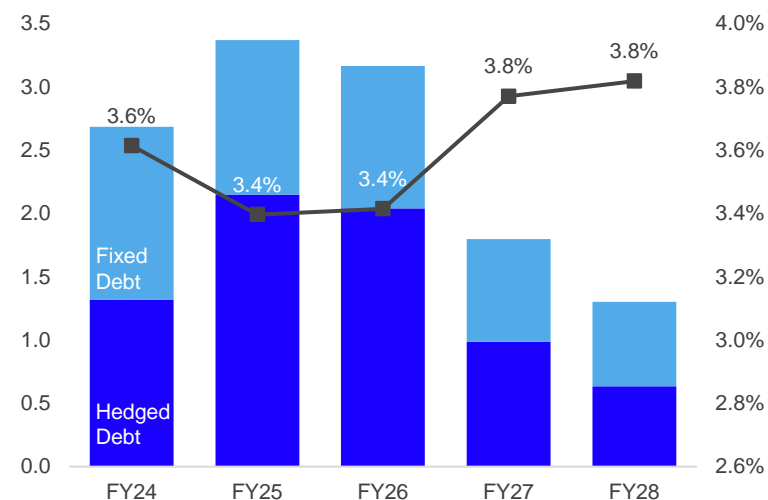
## Drawn debt of \$5.1bn<sup>3</sup>



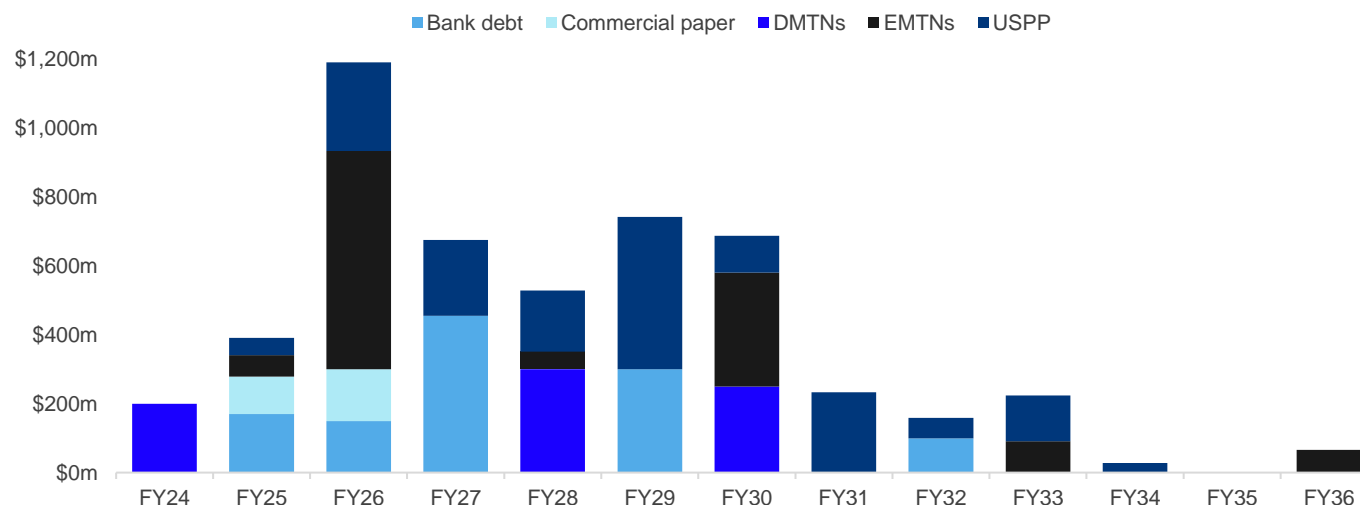
## Committed facilities of \$7.1bn<sup>3</sup>



## Forecast hedge rate<sup>2</sup>



## Drawn debt maturity profile (WADM 4.1 years)<sup>3</sup>



### 10 1H24 Results

1. Represents average over 1H24.
2. Refers to fixed rate debt and fixed rate hedges, excluding fees and margins.
3. Face value as at 31 December 2023. Excludes bank guarantees of \$381m.

# Stockland Corporation income tax reconciliation



	1H24	1H23
Net profit before tax	87	330
Less: Trust profit and Intergroup eliminations	(148)	(231)
Corporation profit/(loss) before tax	<span>B</span> (61)	99
Prima facie tax expense @ 30%	18	(30)
Tax effect of permanent differences:		
Non-deductible expenses for the period	(1)	-
Other deductible expenses for the current period	-	-
Under provided in prior years	(1)	-
Cost base not previously recognised	-	-
Other assessable/non-assessable income for the year	(1)	1
Tax benefit/(expense)	<span>A</span> 15	(29)
Effective tax rate ( <span>A</span> / <span>B</span> ) <sup>1</sup>	25%	29%
Effective tax rate (excluding discontinued operations)	25%	29%

**11 1H24 Results** 1. For 1H24, the effective tax benefit rate is lower than the 30% statutory tax rate primarily because of the income of Stockland's Singapore-based captive insurer. For 1H23, the effective tax expense rate was affected by minor permanent differences including from the sale of Thrive LLC assets to the Stockland Residential Rental Partnership.



# Commercial Property and Investment Management

**Annexure**



# Commercial Property Portfolio



## Funds from operations

	Town Centres		Logistics		Workplace		Development Income		Management Income		Net overhead costs		Total	
\$m	1H24	1H23	1H24	1H23	1H24	1H23	1H24	1H23	1H24	1H23	1H24	1H23	1H24	1H23
Operating EBIT	153	146	70	60	44	40	20	27	12	16	(28)	(29)	272	260
Adjust for:														
Amortisation of fit out incentives and lease fees	26	28	8	8	10	9							44	45
Amortisation of rent-free incentives	-	-	-	1	1	2							1	3
Straight-line rent	8	11	2	(2)	2	3							13	12
<b>Funds from operations</b>	<b>187</b>	<b>185</b>	<b>80</b>	<b>67</b>	<b>57</b>	<b>54</b>	<b>20</b>	<b>27</b>	<b>12</b>	<b>16</b>	<b>(28)</b>	<b>(29)</b>	<b>329</b>	<b>320</b>



# Commercial Property Portfolio

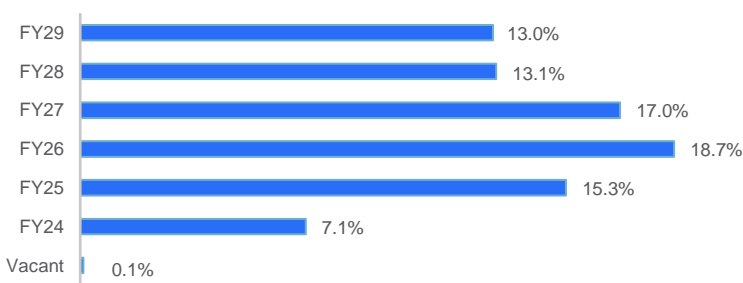


## Logistics performance

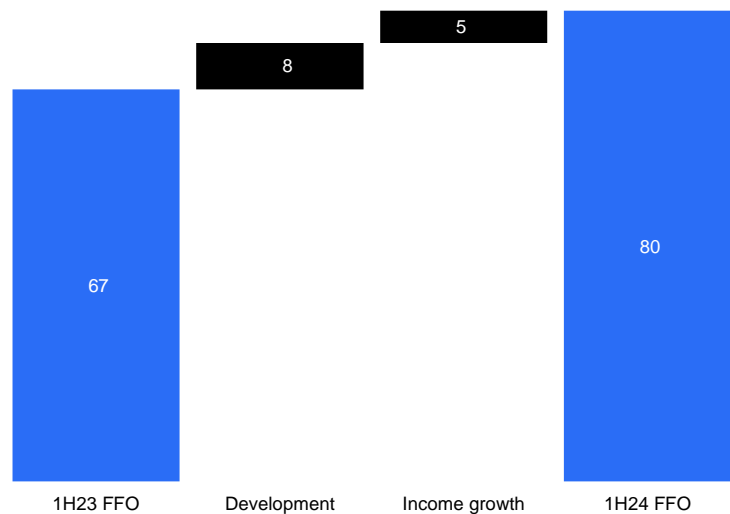
Occupancy and lease expiry by income<sup>1</sup>

	1H24	1H23
Occupancy	99.9%	99.9%
WALE	3.5 yrs	3.4 yrs

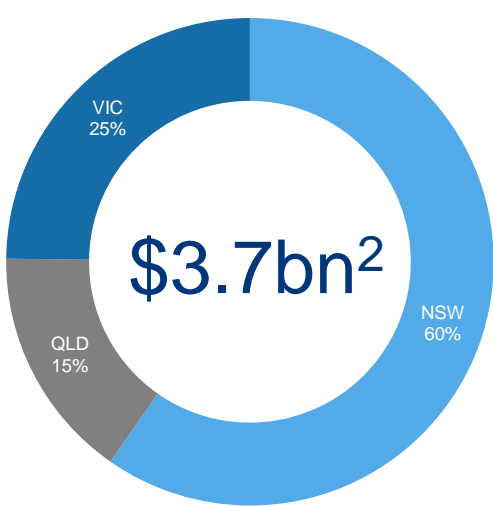
Lease expiry profile<sup>1</sup>



FFO movements between 1H23 and 1H24 \$13m



Assets by location



	Total leased <sup>3</sup>			Retention <sup>3,4</sup>			New leases <sup>3</sup>		
	GLA leased (sqm)	Weighted average base rent growth % <sup>5</sup>	Weighted average incentives % <sup>6</sup>	Retention (sqm)	Weighted average base rent growth % <sup>5</sup>	Weighted average incentives % <sup>6</sup>	New leases (sqm)	Weighted average base rent growth % <sup>5</sup>	Weighted average incentives % <sup>6</sup>
Logistics	281,461	39.6	6.4	140,530	44.9	4.0	140,932 <sup>7</sup>	32.8	8.8

14 1H24 Results

1.

Includes executed leases and signed heads of agreement at 31 December 2023.

2.

Based on book value. Excludes WIP and sundry properties.

3.

Includes new leases and renewals negotiated over the period.

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.

Includes 36,489 sqm of new development leases.

# Commercial Property Portfolio

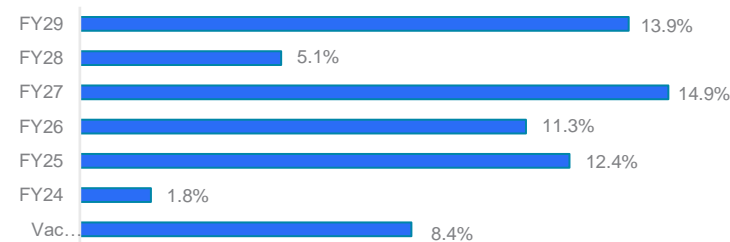


## Workplace performance

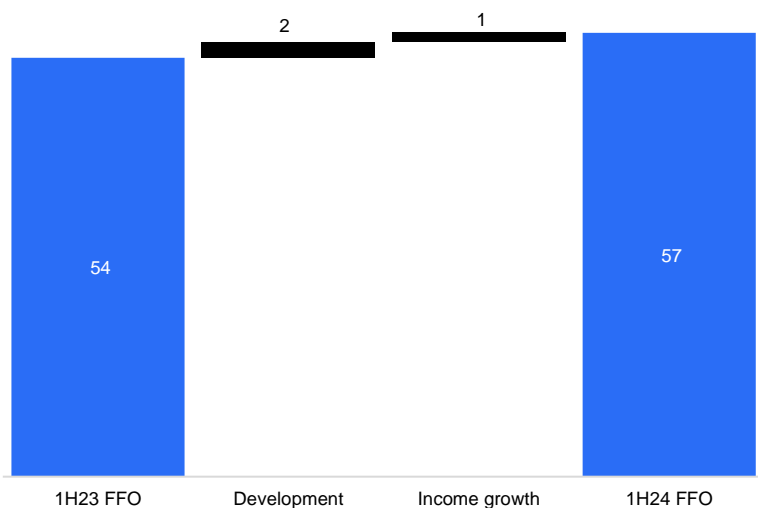
Occupancy and lease expiry by income<sup>1</sup>

	1H24	1H23
Occupancy <sup>2</sup>	91.6%	92.7%
WALE <sup>2</sup>	5.6 yrs	4.4 yrs

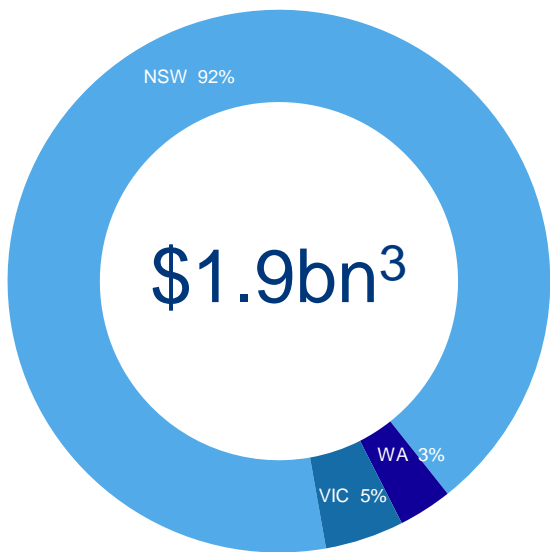
Lease expiry profile<sup>1</sup>



FFO movements between 1H23 and 1H24 \$3m



Assets by location



	Total leased <sup>2,4</sup>			Retention <sup>2,4,5</sup>			New leases <sup>4</sup>		
	GLA leased (sqm)	Weighted average base rent growth %	Weighted average incentives % <sup>6</sup>	Retention (sqm)	Weighted average base rent growth %	Weighted average incentives % <sup>6</sup>	New leases (sqm)	Weighted average base rent growth %	Weighted average incentives % <sup>6</sup>
Workplace	29,570	(0.4)	30.7	22,231	2.0	30.9	7,338	(38.6)	29.8

1. Includes executed leases and signed heads of agreement at 31 December 2023.

2. 1H24 excludes Walker Street Complex and 601 Pacific Highway in NSW. 1H23 excludes Walker Street Complex.

3. Based on book value. Excludes WIP and sundry properties.

4. Includes executed leases only.

5. 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.

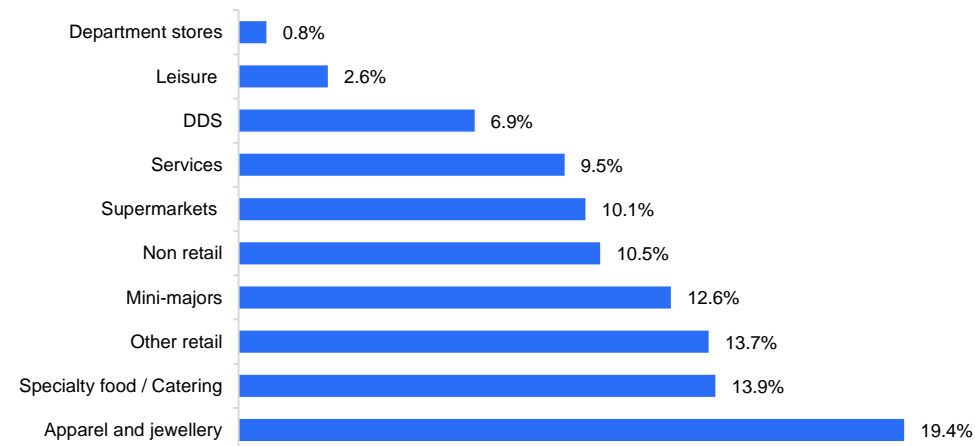
6. Incentives based on gross rent.

# Commercial Property Portfolio

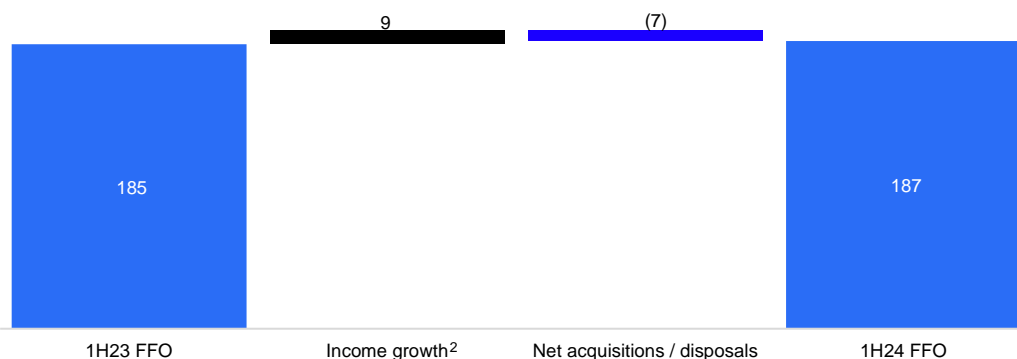


## Town Centres performance

Diversified rental income, non-discretionary focus<sup>1</sup>  
Low reliance on department store income and leisure



FFO movements between 1H23 and 1H24 \$2m



16 1H24 Results

1. Total gross rent for the period.
2. 1H24 income growth inclusive of ~\$2m ECL release.
3. Sales data includes all Stockland managed retail assets, including any assets held in joint venture.
4. Comparable basket of assets as per SCCA guidelines, which excludes assets which have been redeveloped within the past 24 months. All centres are included in the comparable basket in 1H24.

To 31 December 2023	Total portfolio <sup>3</sup>		Comparable centres <sup>4</sup>	
Retail sales by category	MAT \$m	MAT growth	MAT growth	1H24 growth on 1H23
<b>Total</b>	5,403	5.4%	5.4%	2.8%
Specialties	1,628	2.6%	2.6%	(0.5)%
Supermarkets	1,829	5.9%	5.9%	5.4%
DDS/DS	703	3.9%	3.9%	2.3%
Mini majors	772	1.5%	1.5%	0.1%

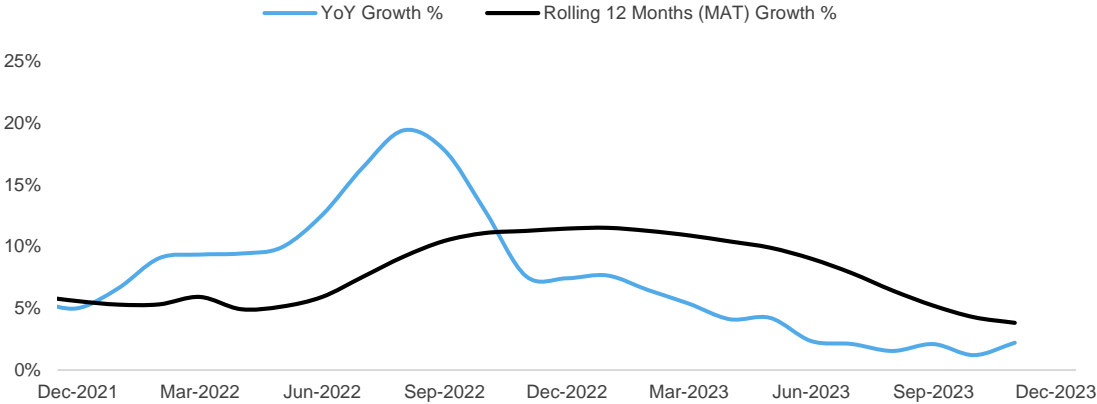
To 31 December 2023	Total portfolio <sup>3</sup>		Comparable centres <sup>4</sup>	
Specialty sales by category	MAT \$m	MAT growth	MAT growth	1H24 growth on 1H23
Apparel	418	(2.1)%	(2.1)%	(5.2)%
Food catering	350	7.9%	7.9%	3.8%
Homewares	61	(6.0)%	(6.0)%	(8.9)%
Retail services	265	6.8%	6.8%	2.0%

# Commercial Property Portfolio

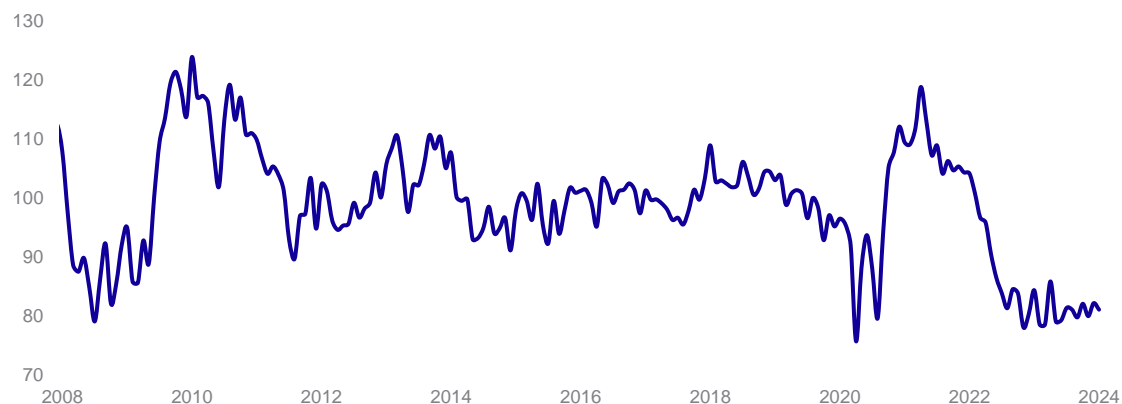


## Town Centres – market environment

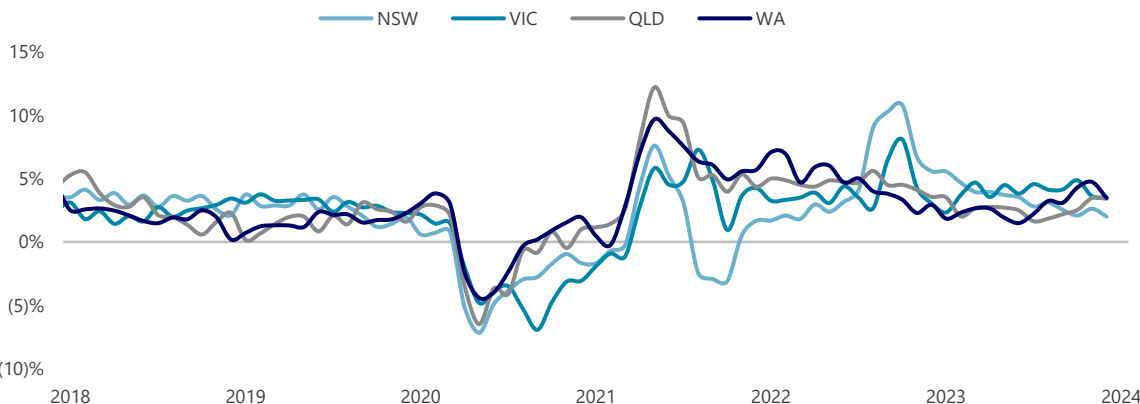
### Retail trade<sup>1</sup>



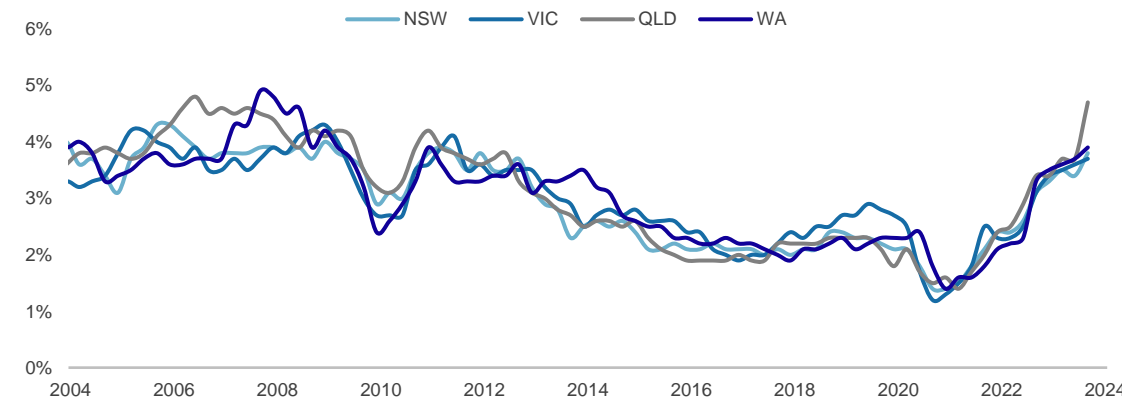
### Consumer sentiment impacted by rising cost of living and rate increases<sup>2</sup>



### Employment growth remains healthy in most states<sup>3</sup> Employment growth (annual % change)



### Wage growth rising<sup>4</sup>



1. ABS - Retail Trade, November 2023.  
2. Westpac - University of Melbourne Consumer Sentiment Survey, January 2024.

3. ABS - Labour Force, Australia, December 2023.  
4. ABS - Wage Price Index, Australia, September 2023.

# Commercial Property Portfolio



## Acquisitions and disposals

Property disposed <sup>1</sup>	Asset class	Settlement date	Disposal value <sup>2</sup> \$m
Stockland Townsville, QLD <sup>3</sup>	Town Centres	Dec-23	121
Stockland Nowra, NSW <sup>4</sup>	Town Centres	Jan-24	103
Stockland Balgowlah, NSW <sup>4</sup>	Town Centres	-	155

Property acquired <sup>1</sup>	Asset class	Settlement date	Acquisition value <sup>2</sup> \$m
84 Gow Street, Padstow, NSW	Logistics	Aug-23	3

18

1H24 Results

1.

Settled from July 2023.

2.

Excludes associated acquisition / disposal costs.

3.

Represents Stockland's share of 50%. Sale price excludes adjacent and sundry properties.

4.

Asset held for sale as at 31 December 2023.



# Commercial Property Portfolio



## Top 10 tenants by income

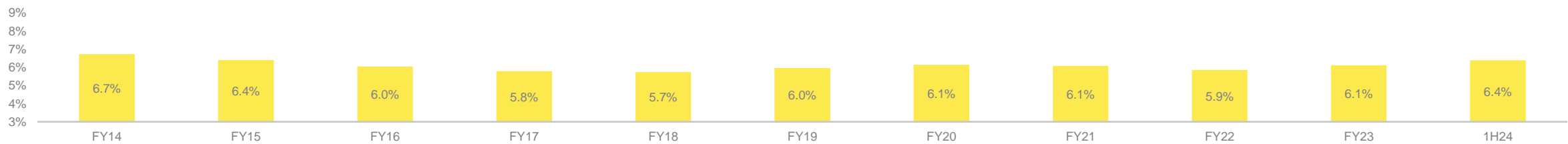
Town Centres			Logistics		Workplace	
Rank	Tenant	Portfolio	Tenant	Portfolio	Tenant	Portfolio
1	Woolworths	6.9%	Toll Transport Pty Ltd	6.1%	Optus Administration Pty Ltd	19.4%
2	Wesfarmers	6.3%	DP World Limited	5.3%	Stockland Development Pty Ltd	9.9%
3	Coles Supermarkets Australia Pty Ltd	4.4%	New Aim Pty Ltd	3.8%	Downer EDI Services Pty Ltd	4.1%
4	Cotton on Clothing Pty Ltd	1.7%	Linfox Australia Pty Limited	3.8%	Kmart Australia Limited	3.7%
5	Retail Apparel Group Pty Ltd	1.5%	Austpac Logistics Pty Limited	3.2%	GHD Services Pty Limited	3.5%
6	Just Group	1.4%	Australian Wool Handlers	2.8%	The Uniting Church in Australia Property Trust (NSW)	3.1%
7	JPL Group	1.2%	Daikin Australia Pty Ltd	2.5%	Smartgroup Benefits Pty Ltd	2.9%
8	Mosaic Group	1.2%	Silk Contract Logistics Pty Ltd	2.2%	Idameneo No.789 Ltd	2.9%
9	Specsavers	1.2%	Icehouse Logistics Pty Ltd	1.7%	Minister for Works	2.6%
10	Accent Group	1.1%	Next Logistics Pty Ltd	1.7%	CSR Limited	2.4%
<b>Total</b>		<b>26.9%</b>		<b>33.1%</b>		<b>54.5%</b>

# Commercial Property Portfolio

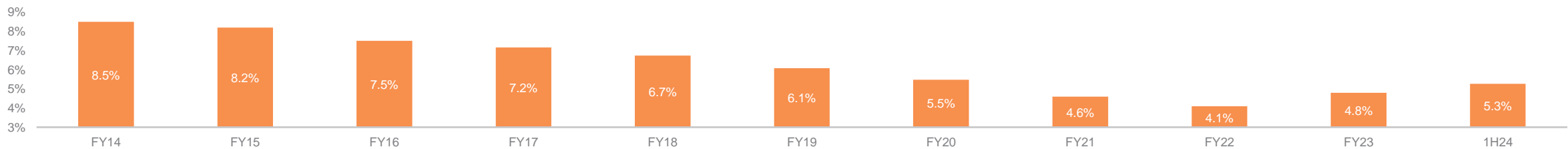


## Weighted average cap rates

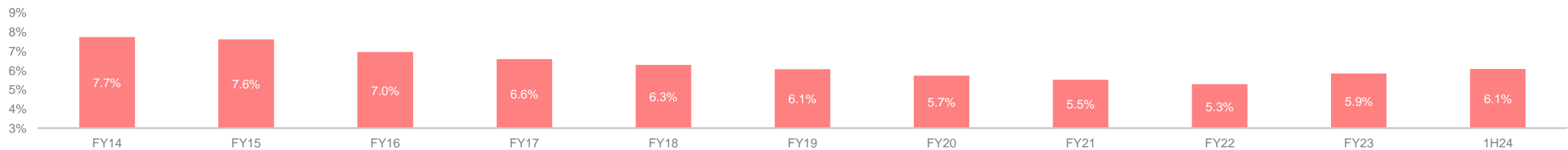
### Town Centres



### Logistics



### Workplace



# CP Development and Communities

Annexure



# CP Development



## Logistic pipeline

Completed during 1H24 -	Active development <sup>1</sup> \$1.1bn <sup>2</sup>	Planning underway <sup>1</sup> \$2.3bn <sup>2</sup>	Future wave <sup>1</sup> \$3.1bn <sup>2</sup>
NSW	Ingleburn Logistics Park Warehouse 6, Stage 3	Kemps Creek 2-3 <sup>3</sup>	Yennora Distribution Centre Stage 2-3
	Kemps Creek 1 <sup>3</sup>	Padstow Complex	
	Banksmeadow	Yennora Distribution Centre Stage 1	
VIC	Altona Industrial Estate Stages 1-2	Melbourne Business Park Stage 2 <sup>4</sup>	Melbourne Business Park Future Stages <sup>5</sup>
		Brooklyn Distribution Centre Stage 1	Brooklyn Distribution Centre Stage 2
		Cranbourne West Distribution Centre Lot 2	
QLD	Carole Park Distribution Centre Stage 2		
	182-202 Bowhill Road, Willawong Stage 1-2 <sup>3</sup>	182-202 Bowhill Road, Willawong Stage 3-4 <sup>3</sup>	
	Yatala Distribution Centre South Stages 1-2		
	Willawong Distribution Centre Stages 4-5		

### DA approvals received

- Banksmeadow, NSW
- Willawong Distribution Centre, QLD (Stage 4-5)

### Development type

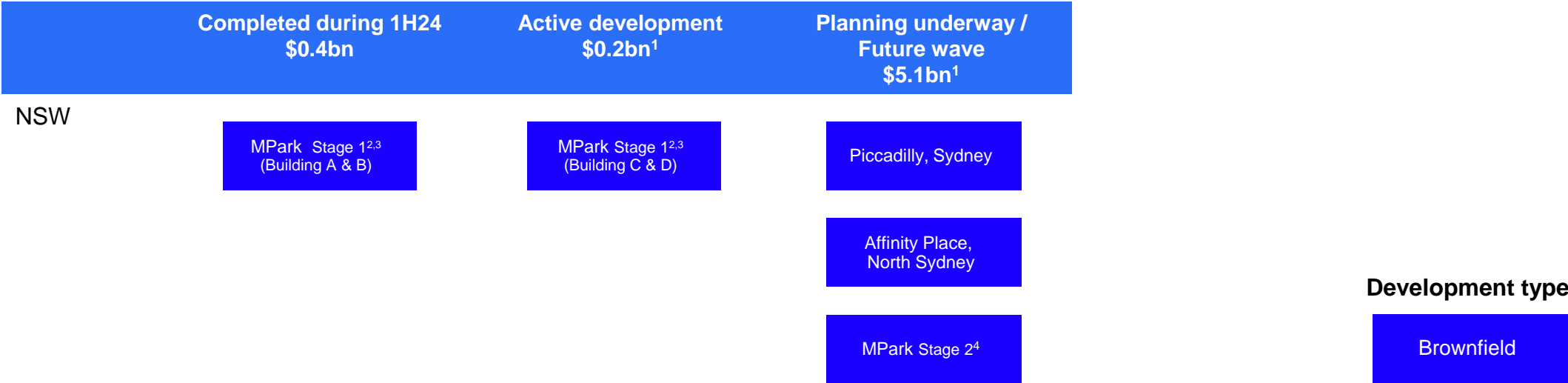
Greenfield	Brownfield
------------	------------

1. Subject to approvals and where applicable, the acquisition and/or completion of the property.  
 2. Forecast end value on completion, subject to relevant approvals. Future wave includes future pipeline opportunities.  
 3. Under a joint venture arrangement with FIFE Group.  
 4. 50% interest held under a co-ownership arrangement; Stockland appointed as development manager.  
 5. Under delivery agreement and with rights to acquire a 50% interest.

# CP Development



## Mixed use / Workplace pipeline



1. Forecast end value on completion, subject to relevant approvals.  
2. Includes MPark Stage 1 at 100% share.  
3. MPark Capital Partnership with Ivanhoe Cambridge.  
4. Subject to approvals and completion of acquisition. Put & Call Option exercised.  
Note: Commencement of development works is subject to approvals and, where applicable, acquisition of land assets and incremental development from completion.



# CP Development



## Town Centres pipeline

	Completed during 1H24 -	Active development \$0.0bn <sup>1</sup>	Planning underway \$0.3bn <sup>1</sup>	Future wave \$0.2bn <sup>1</sup>
NSW			The Gables	
QLD			Aura	Providence
VIC				Cloverton
WA			Sienna Wood	

### DA approvals received

- The Gables, NSW
- Sienna Wood, WA

### Development type

Greenfield

# CP Development



## Development work-in-progress

At Stockland's ownership interest	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 <sup>1</sup>
<b>Build-to-hold projects</b>									
<b>Completed</b>									
MPark NSW - Stage 1 <sup>2</sup> Building A - B	Workplace	Brownfield	~154	~213	42,340 <sup>3</sup>	~154		FY24	
<b>Under construction</b>									
MPark, NSW - Stage 1 <sup>2</sup> Building C – D	Workplace	Brownfield	~117	~117	20,874 <sup>3</sup>	~15	~101	FY26	
Ingleburn Logistics Park (warehouse 6), NSW - Stage 3	Logistics	Brownfield	~29	~50	16,760	~22	~7	FY24	
Yatala Distribution Centre South, QLD - Stage 1 and 2	Logistics	Greenfield	~42	~52	19,082	~39	~3	FY24	
Altona Industrial Estate, VIC - Stage 1 & 2	Logistics	Brownfield	~86	~132	46,437	~21	~65	FY25	
Willawong Distribution Centre, QLD - Stage 4	Logistics	Greenfield	~93	~120	45,666	~10	~83	FY25	
Kemps Creek 1, NSW - Committed lots <sup>4,5</sup>	Logistics	Greenfield	~80	~114	22,165	~8	~72	FY25	
<b>Subtotal under construction</b>			<b>~447</b>				<b>~331</b>		
<b>Future pipeline</b>			<b>~\$8.3bn</b>				<b>~\$8.1bn</b>		
<b>Total Logistics and Workplace</b>			<b>~\$8.7bn</b>				<b>~\$8.3bn</b>		<b>~6%</b>

# Communities Development



## Operating margins

Masterplanned Communities (MPC)	1H24	1H23	Change
Development revenue	489	571	(14.4)%
Cost of goods sold and direct project costs <sup>1</sup>	(375)	(406)	(7.6)%
Development EBIT	114	166	(31.1)%
Development EBIT margin %	23.3%	29.0%	(565)bps
Interest expense in COGS	(26)	(27)	(5.8)%
Development FFO	88	138	(35.9)%
Development operating profit margin %	18.0%	24.2%	(615)bps

Land Lease Communities (LLC)	1H24	1H23	Change
Development revenue	54	127	(57.2)%
Cost of goods sold and direct project costs <sup>2</sup>	(42)	(89)	(52.3)%
Development EBIT	13	38	(66.6)%
Development EBIT margin %	23.2%	29.7%	(650)bps
Interest expense in COGS	(1)	(1)	(16.7)%
Development FFO	12	38	(67.9)%
Development operating profit margin %	22.3%	29.2%	(690)bps

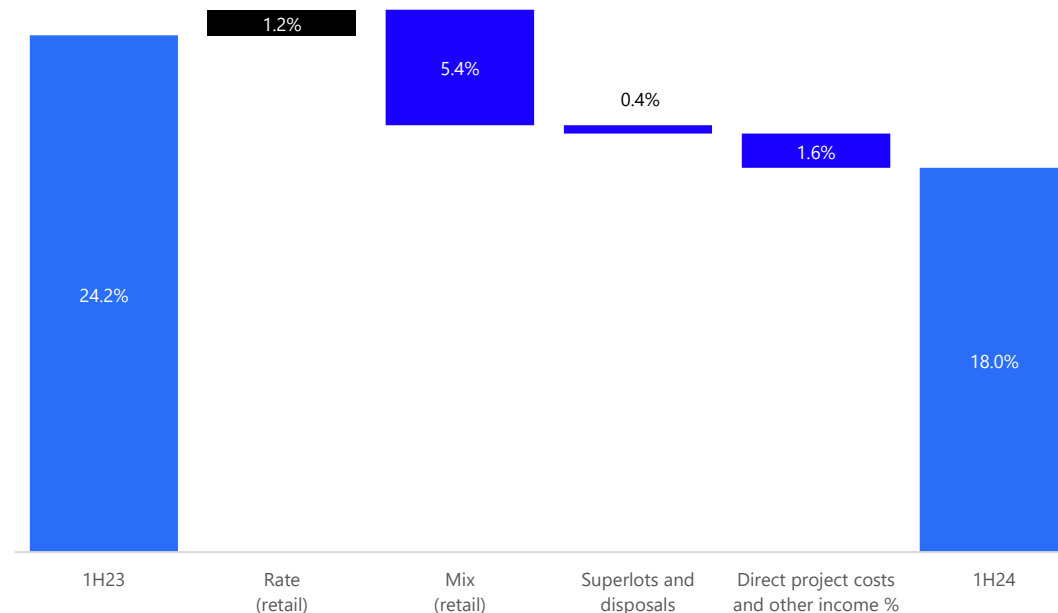
# Communities Development



## MPC performance

Key metrics	1H24	1H23	Change
Total lots settled <sup>1</sup>	1,614	1,872	(13.8)%
Total development revenue	\$489m	\$571m	(14.4)%
- Includes superlot revenue	\$9m	\$32m	(72.2)%
Development EBIT	\$114m	\$166m	(31.1)%
<b>Development EBIT margin %</b>	<b>23.3%</b>	<b>29.0%</b>	<b>(565) bps</b>
Interest expense in COGS	\$(26)m	\$(27)m	(5.8)%
<b>Development FFO</b>	<b>\$88m</b>	<b>\$138</b>	<b>(35.9)%</b>
<b>Development operating profit margin %</b>	<b>18.0%</b>	<b>24.2%</b>	<b>(615) bps</b>

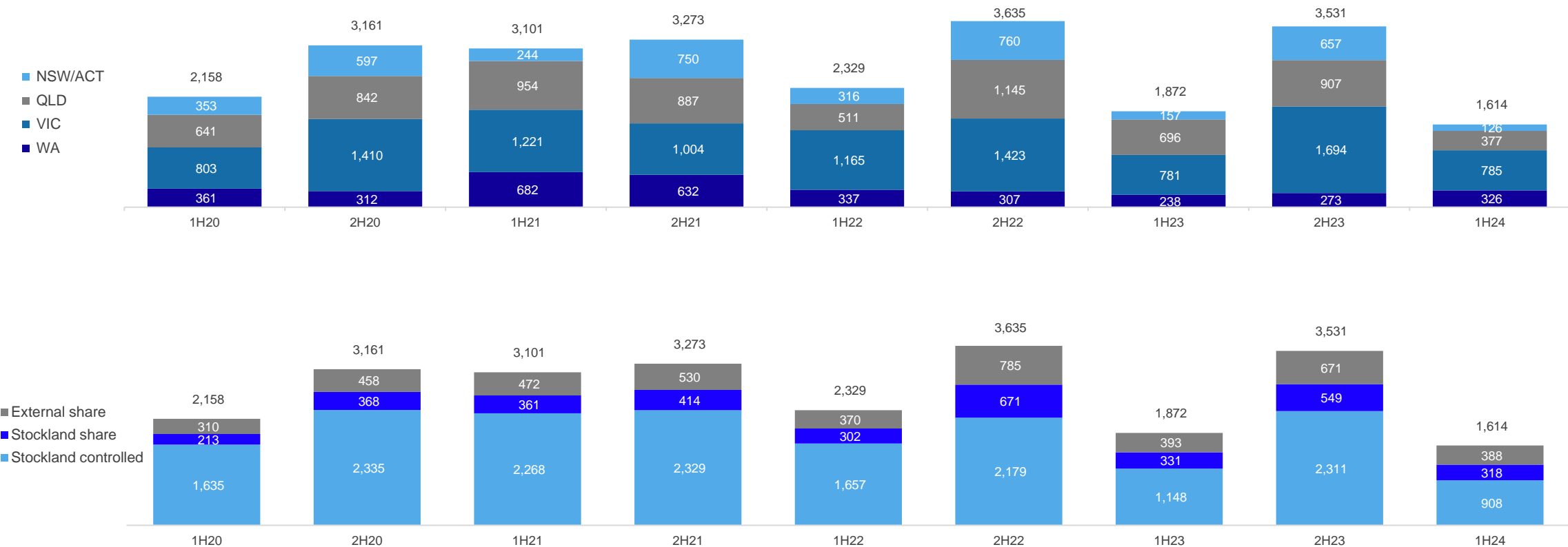
### Development operating profit margin %



# Communities Development



## MPC lots settled by location and ownership





# Communities Development



## MPC development pipeline

State	Project	State percentage <sup>1</sup>	Approximate total project lots	Approximate settlements per annum <sup>2</sup>	Approximate remaining project lots	FY24	FY25	FY26	FY27	FY28	FY29
QLD	Aura <sup>3</sup>		20,000	760	13,473						
	Providence		7,225	324	6,666						
	North Shore		5,596	82	3,162						
	Newport		1,827	97	175						
	All other projects		4,081		3,871						
	<b>Sub-total</b>	<b>35%</b>	<b>38,729</b>		<b>27,347</b>						
VIC	Cloverton <sup>3</sup>		11,023	500	8,208						
	Mt Atkinson <sup>3</sup>		4,461	388	2,673						
	Highlands		11,570	476	2,148						
	Katalia <sup>3</sup>		1,542	177	954						
	Grandview <sup>3</sup>		1,715	254	745						
	Minta		1,643	198	523						
	All other projects		8,309		5,690						
	<b>Sub-total</b>	<b>37%</b>	<b>40,263</b>		<b>20,941</b>						
WA	Sienna Wood <sup>3</sup>		3,809	163	2,460						
	Amberton <sup>3</sup>		2,574	200	894						
	Illyarrie		472	130	472						
	Wildflower		372	124	334						
	All other projects		10,138		7,734						
	<b>Sub-total</b>	<b>16%</b>	<b>17,365</b>		<b>11,894</b>						
NSW	The Gables		2,331	285	1,464						
	Altrove		1,305	22	738						
	Elara Place		814	211	814						
	Forest Reach		656	158	595						
	All other projects		7,508		2,930						
	<b>Sub-total</b>	<b>12%</b>	<b>12,614</b>		<b>6,541</b>						
		<b>100%</b>	<b>108,971</b>		<b>66,723</b>						

29 1H24 Results

1. State percentage is calculated as the share of remaining project lots.
2. Average number of lots estimated for three years for FY24 - FY26, numbers are annualised and vary depending on timing and completion of projects.
3. Projects under joint ventures or project delivery agreements.

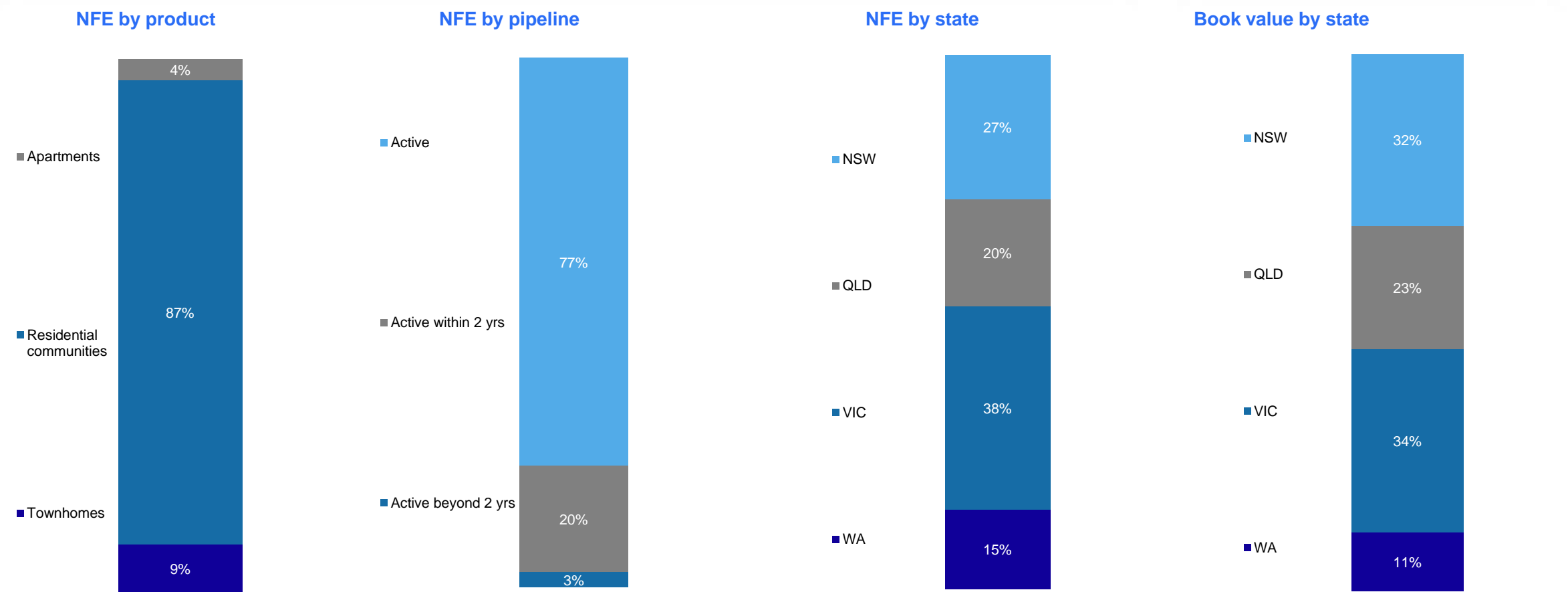
# Communities Development



## MPC supply pipeline composition

Net funds employed: \$2.5bn

Book value: \$3.6bn



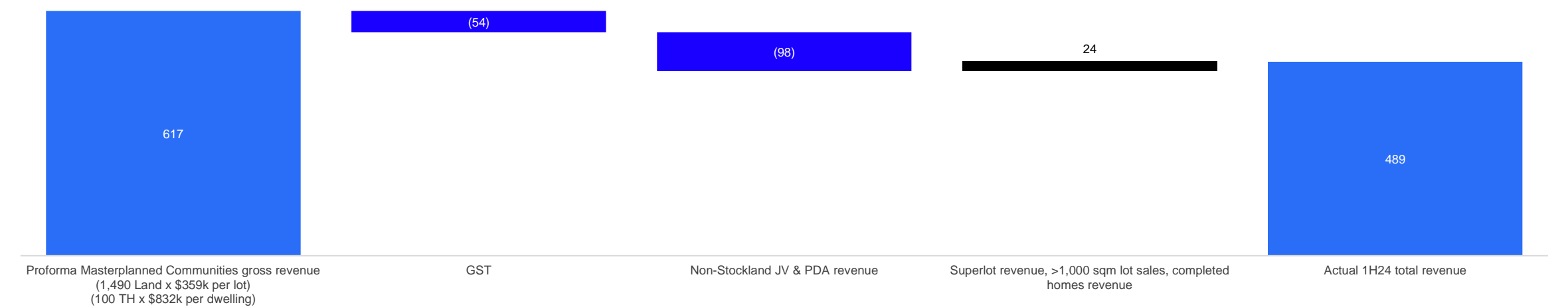
# Communities Development



MPC sales price<sup>1</sup> – average price per lot across states

1H24 settlements					1H23 settlements			
State	No. lots <sup>2</sup>	Av. size per lot sqm	Av. price per lot \$k	\$/sqm	No. lots <sup>2</sup>	Av. size per lot sqm	Av. price per lot \$k	\$/sqm
NSW	124	323	723	2,242	123	359	587	1,633
QLD	346	394	377	955	656	392	341	870
VIC	715	318	341	1,073	733	326	315	965
WA	305	344	234	681	220	351	209	595
Total land	1,490	341	359	1,052	1,732	356	330	927
Total townhomes	100	N/A	832	N/A	113	N/A	851	N/A

## Revenue reconciliation (\$m)



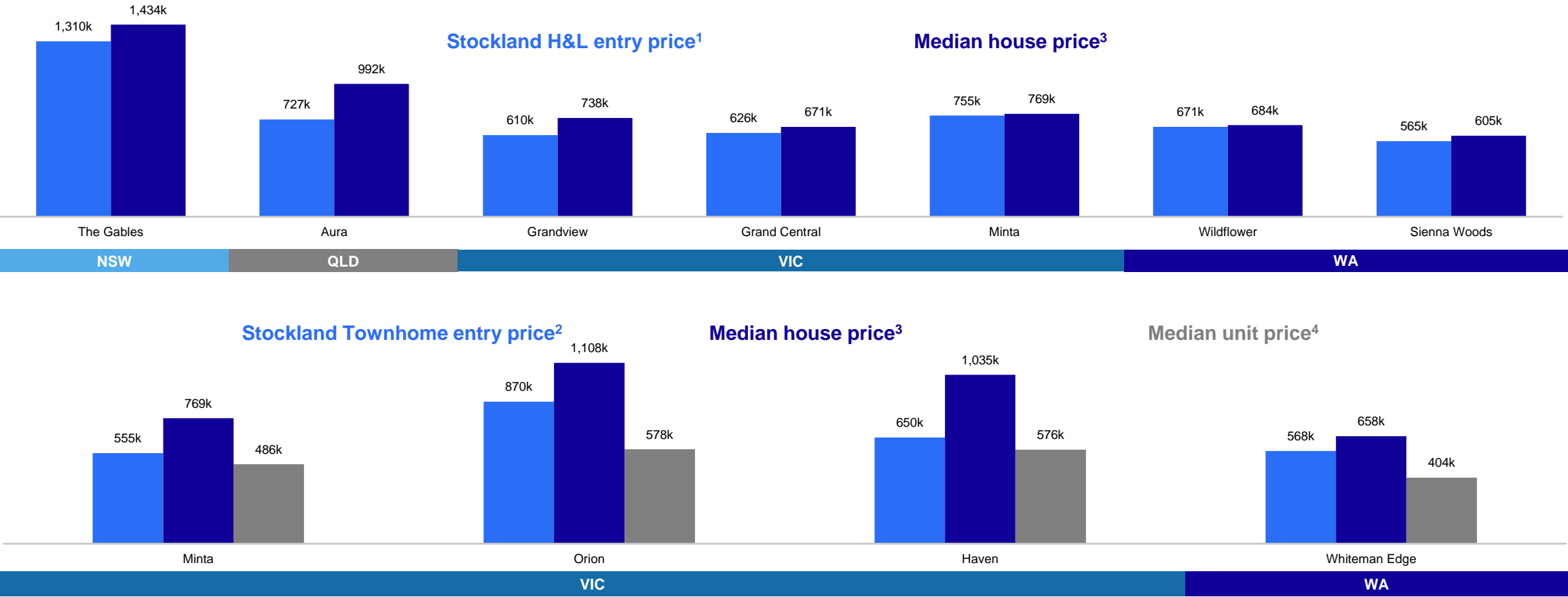
31 1H24 Results

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.

# Communities Development



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



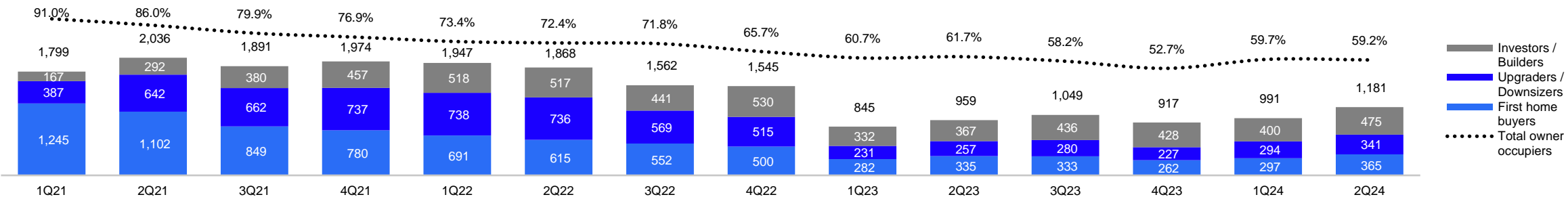
1. Stockland data, House and Land packages (4b,2b,2c) available for sale February 2024.  
2. Stockland data, Townhome product available for sale February 2024.  
3. CoreLogic median value of established houses in surrounding 15km catchment as at December quarter 2023.  
4. CoreLogic median value of established units in surrounding 15km catchment as at December quarter 2023.

# Communities Development

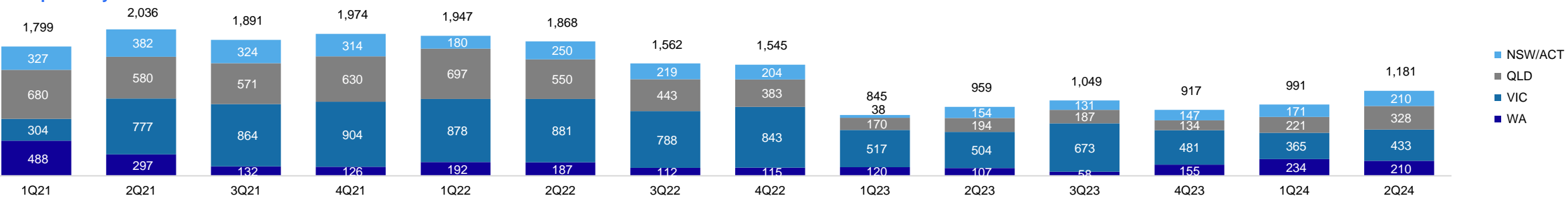


## MPC net deposits and enquiries

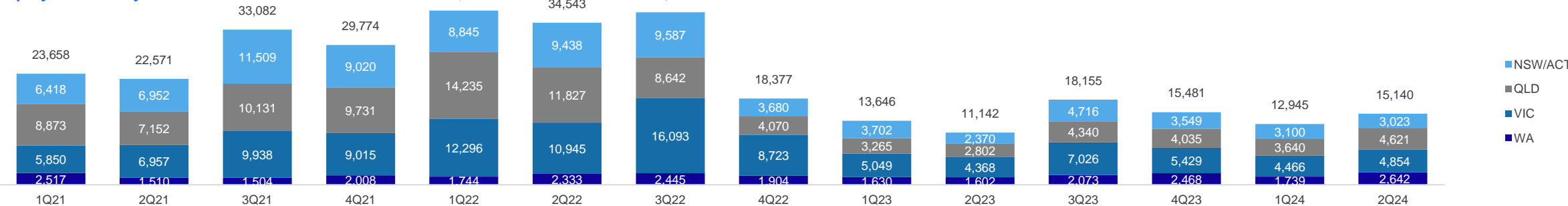
Net deposits by buyer



Net deposits by state



Enquiry volumes by state



# Communities Development

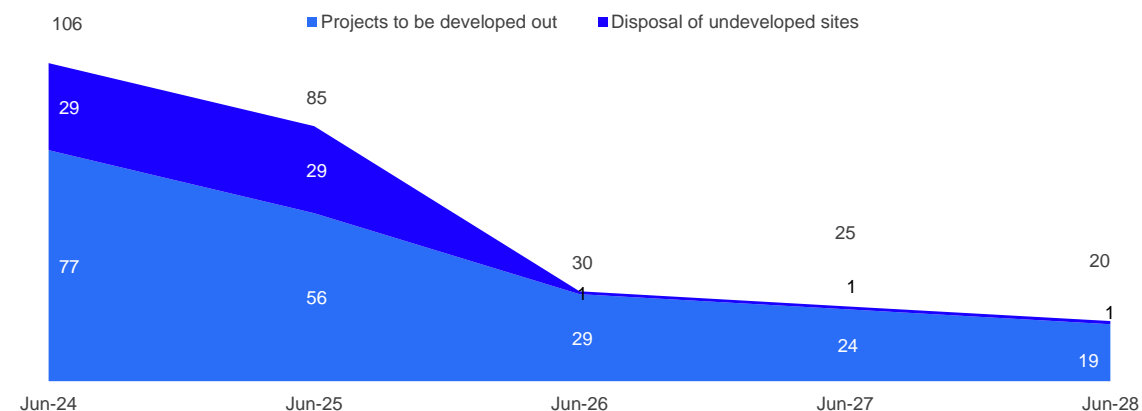


## MPC workout contribution and impairment provision balance

Workout contribution to Masterplanned Communities			
	Core	Workout <sup>1</sup>	Total
Lots settled	1,613	1	1,614
<b>Development Revenue</b>	<b>\$487m</b>	<b>\$2m</b>	<b>\$489m</b>
Development Revenue %	100%	-	100%
<b>Development EBIT</b>	<b>\$113m</b>	<b>\$1m</b>	<b>\$114m</b>
Development EBIT margin %	23.3%	27.3%	23.3%
<b>Development FFO</b>	<b>\$87m</b>	<b>\$1m</b>	<b>\$88m</b>
Development operating profit margin %	17.9%	0.2%	18.0%
<b>Remaining lots</b>	<b>99%</b>	<b>1%</b>	<b>100%</b>
<b>Number of projects</b>	<b>43</b>	<b>8</b>	<b>51</b>

	Impairment provision balance (\$m)	Final settlement
Projects to be developed	77	~7 yrs
Disposal of undeveloped sites	29	~1 yr
<b>Total</b>	<b>106</b>	

### Masterplanned Communities forecast utilisation of provision (\$m)<sup>2</sup>



# Communities Development



## LLC development pipeline

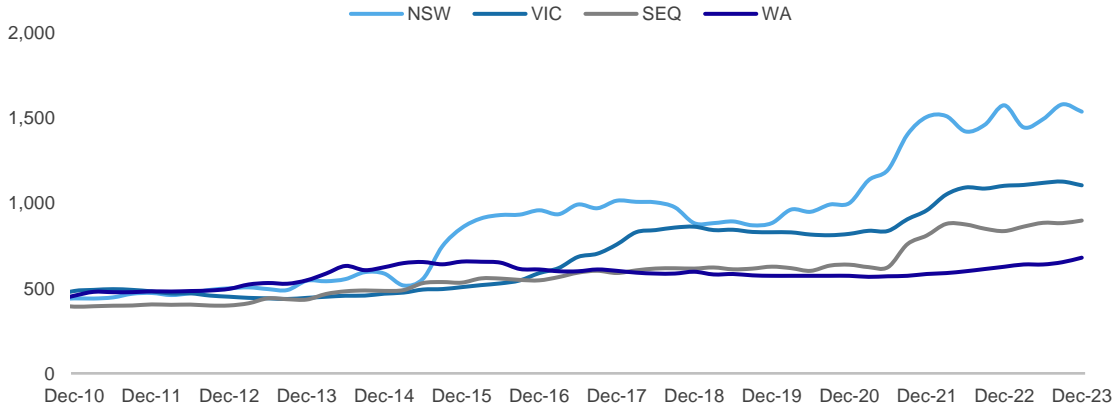
	Community	Remaining home sites	FY24	FY25	FY26	FY27	FY28	FY29
In development <sup>1</sup>	Stockland Halcyon Greens, QLD	6						
	Stockland Halcyon Rise, QLD	140						
	Stockland Halcyon Promenade, QLD	381						
	Stockland B by Halcyon, QLD	112						
	Stockland Halcyon Nirimba, QLD	94						
	Stockland Halcyon Ridge, QLD	126						
	Stockland Halcyon Berwick, VIC	93						
	Stockland Halcyon Horizon, VIC	234						
	Stockland Halcyon Evergreen, VIC	295						
	Stockland Halcyon Highlands, VIC	239						
	Stockland Halcyon Jardin, VIC	278						
	<b>Sub-total in development</b>	<b>1,998</b>						
In planning launch dates <sup>2</sup>	FY24-25	2,557						
	FY26+	4,249						
	<b>Sub-total in planning</b>	<b>6,806</b>						
	<b>Total pipeline</b>	<b>8,804</b>						



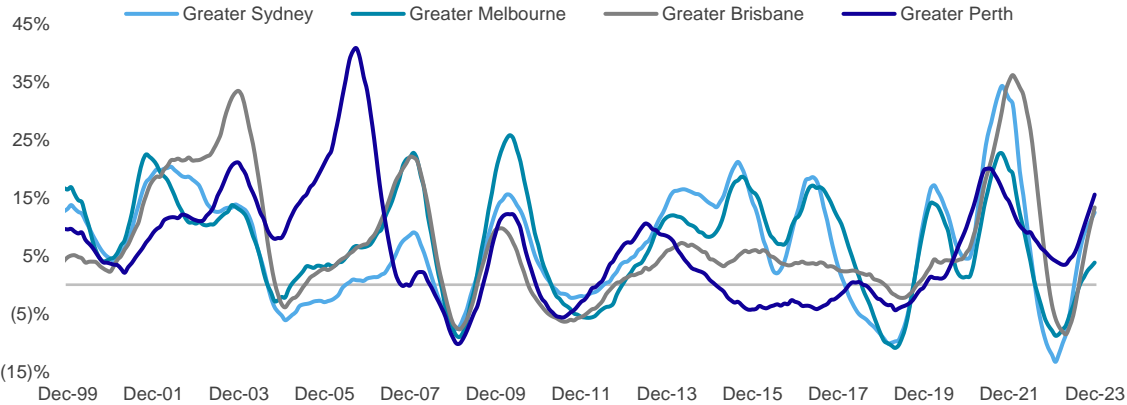
# National house and land prices



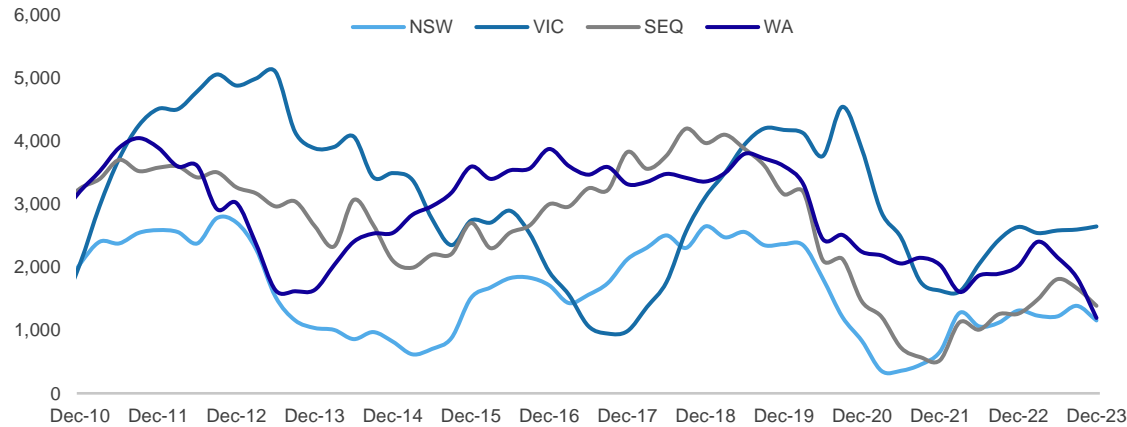
Land price per sqm<sup>1</sup>



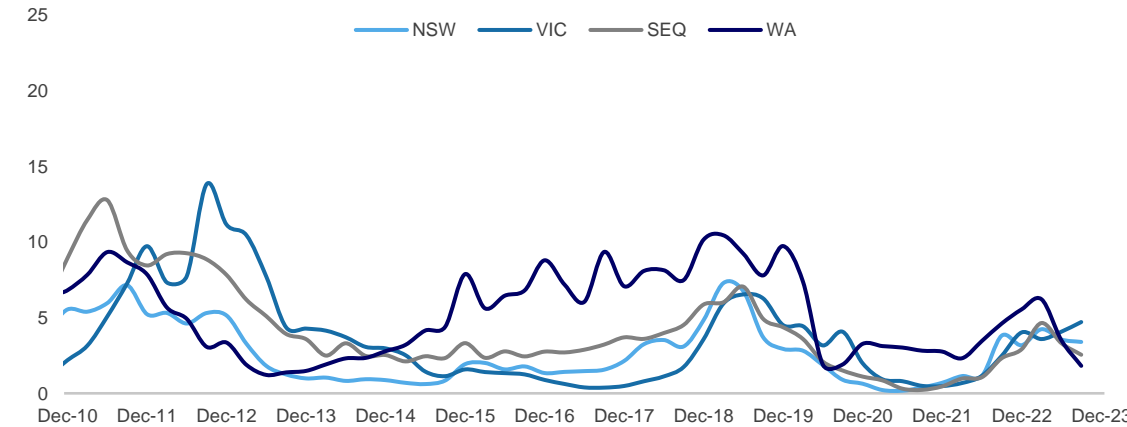
Capital city house prices – Rolling annual change<sup>2</sup>



Closing stock of land lots<sup>1</sup>



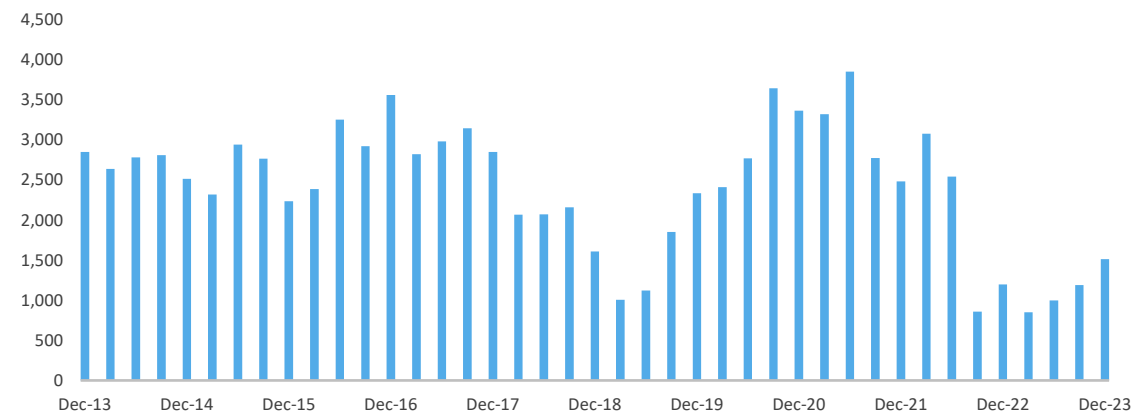
Months of stock available for sale at current rates<sup>1</sup>



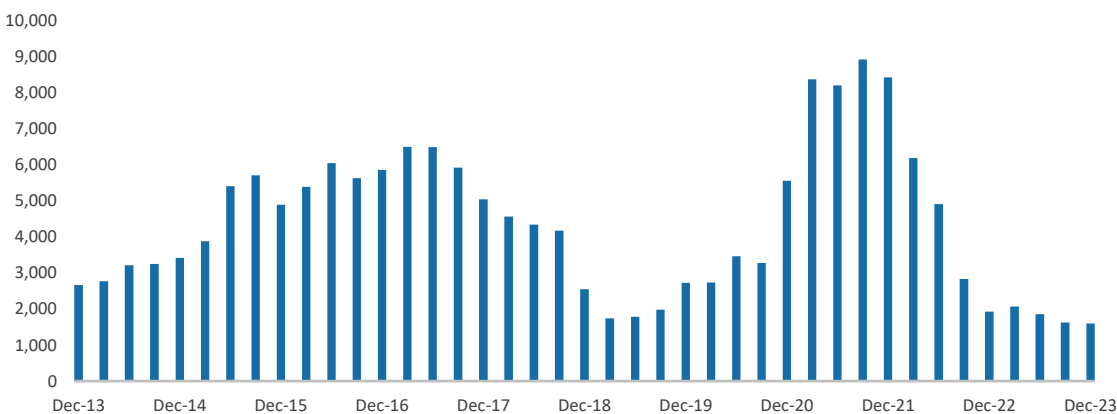
# Vacant land sales



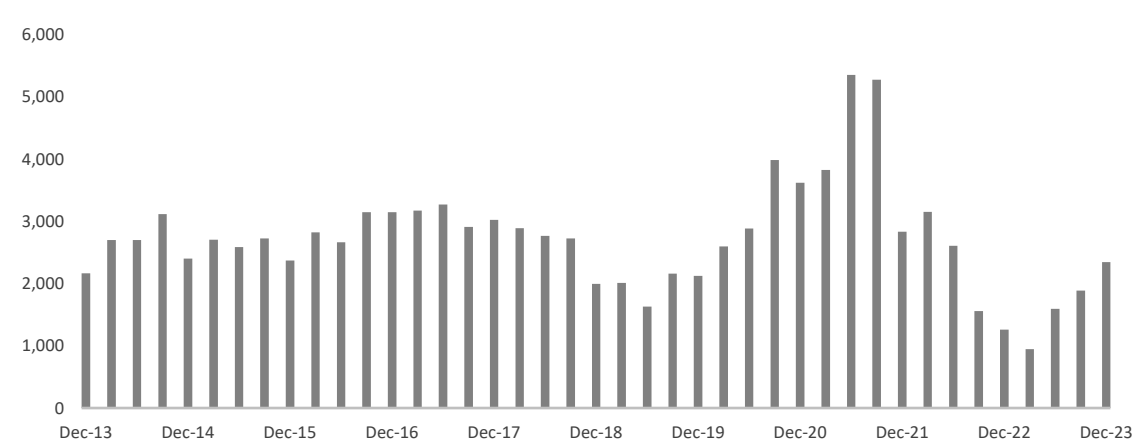
NSW vacant land quarterly sales



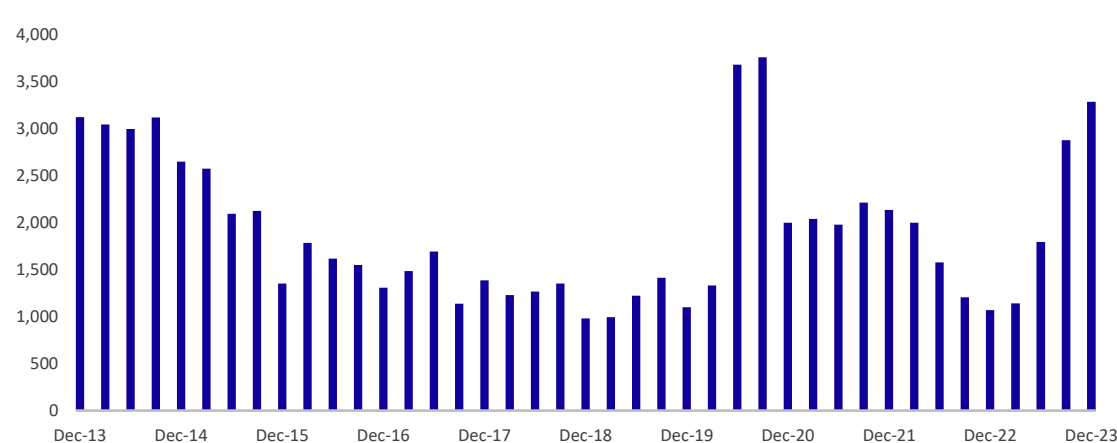
VIC vacant land quarterly sales



SEQ vacant land quarterly sales



Perth vacant land quarterly sales



# Residential vacancy rates



**Stockland Corporation Limited**

ACN 000 181 733

**Stockland Trust Management Limited**

ACN 001 900 741; AFSL 241190

**As a responsible entity for Stockland Trust**

ARSN 092 897 348

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