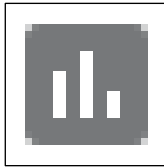


20 OCTOBER 2020

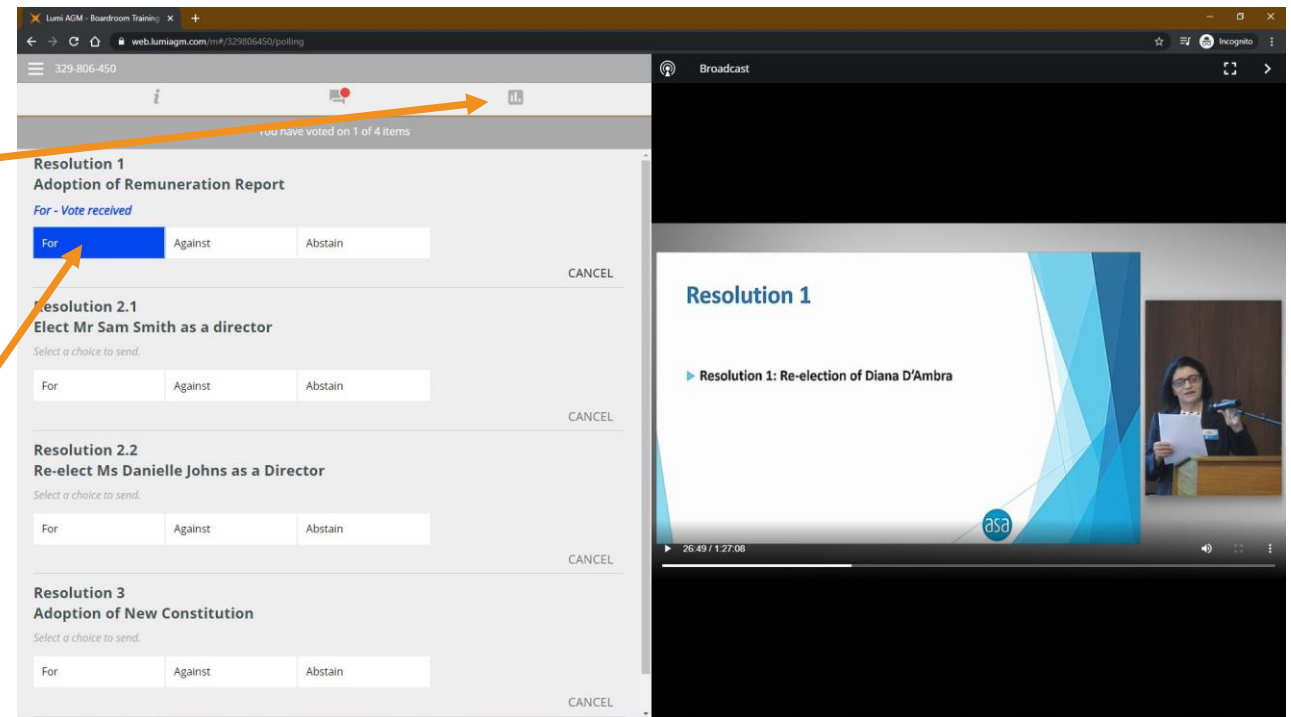
2020 ANNUAL GENERAL MEETING

ONLINE ATTENDEES – VOTING PROCESS

- When the poll is open, the vote will be accessible by selecting the voting icon at the top of the screen



- To vote simply select the direction in which you would like to cast your vote, the selected option will change colour.
- There is no submit or send button, your selection is automatically recorded.

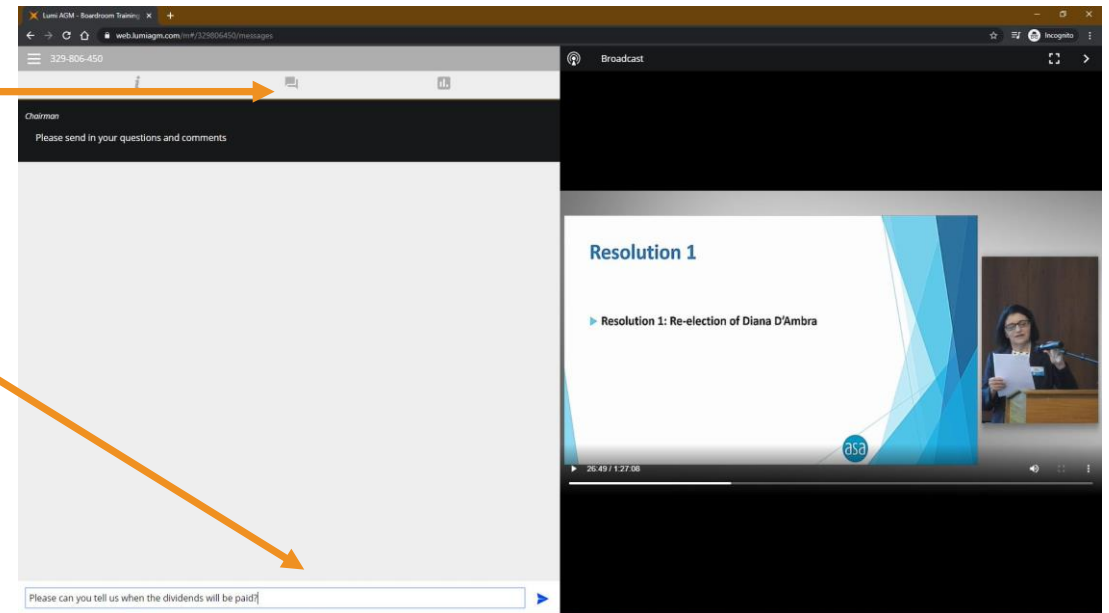


ONLINE ATTENDEES – QUESTION PROCESS

- When the Question function is available, the Q&A icon will appear at the top of the app.



- To send in a question, simply click in the 'Ask a question' box, type your question and then press the send arrow
- Your question will be sent immediately for review



Proxy Appointment

Valid proxy forms were received from 165 shareholders representing 191,143,072 shares.

The proxy results for each resolution will be displayed for each agenda item.

Resolution 1 – Adoption of Remuneration Report

To consider and, if thought fit to pass the following as a non-binding resolution:

“That, for the purposes of section 250R(2) of the Corporations Act and for all other purposes, approval is given for the adoption of the Remuneration Report as contained in the Company’s annual financial report for the financial year ended 30 June 2020.”

For:	88,548,552
Against:	7,977,220
Open-Usable:	626,611
Abstain:	476,851

To consider and, if thought fit to pass the following as an ordinary resolution:

“That, for the purpose of clause 13.2 of the Constitution, ASX Listing Rule 14.4 and for all other purposes, Mr Kee Kong Loh, a Director, retires by rotation, and being eligible, is re-elected as a Director.”

For:	185,570,582
Against:	2,449,045
Open-Usable:	650,794
Abstain:	2,472,651

To consider and, if thought fit to pass the following as an ordinary resolution:

“That, for the purpose of clause 13.2 of the Constitution, ASX Listing Rule 14.4 and for all other purposes, Mr Ronald Chan, a Director, retires by rotation, and being eligible, is re-elected as a Director.”

For:	188,131,687
Against:	1,888,844
Open-Usable:	650,794
Abstain:	471,747

20 OCTOBER 2020

FY20 Annual Results Summary & Development Update

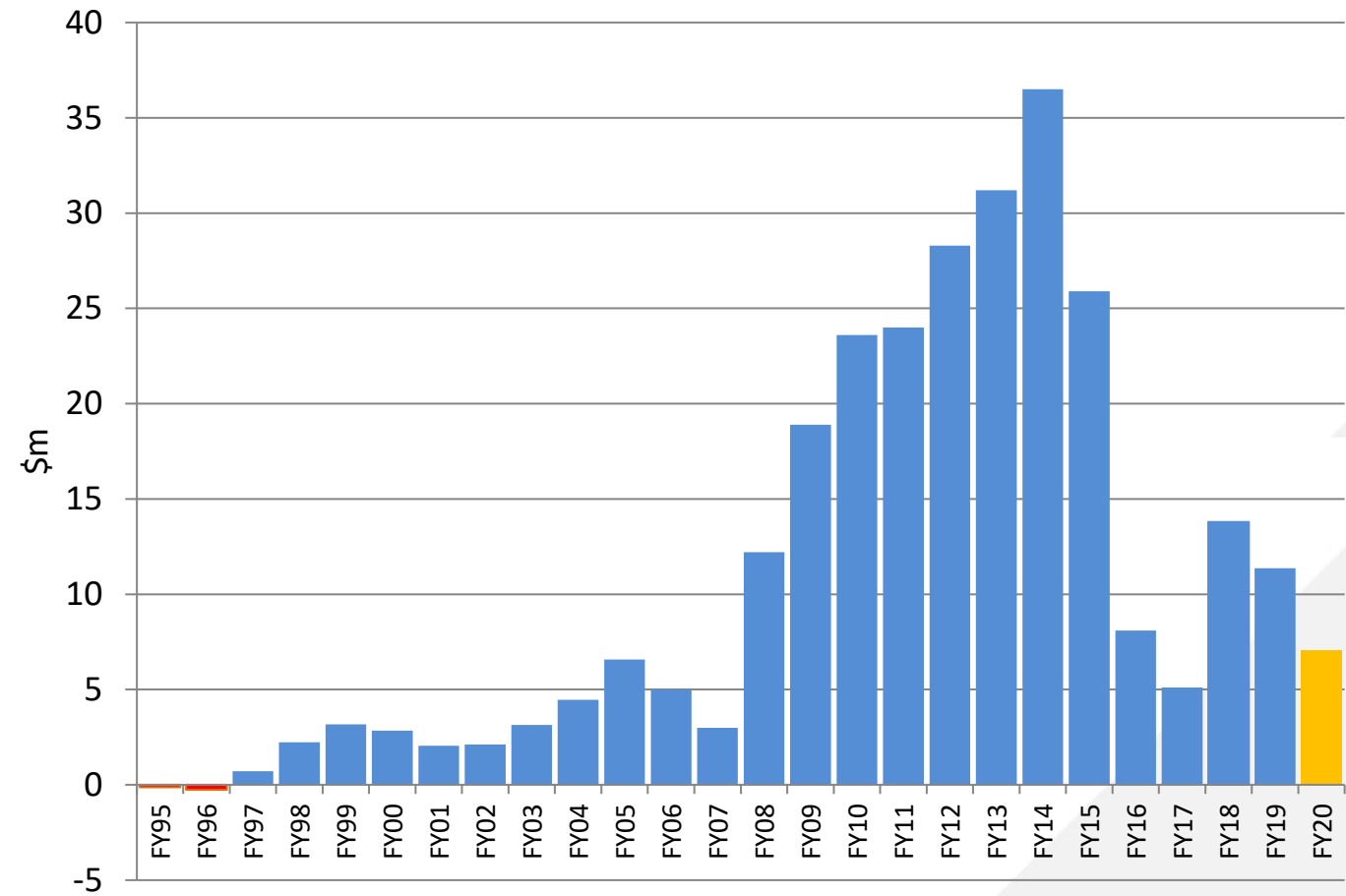




Net Profit

NPAT

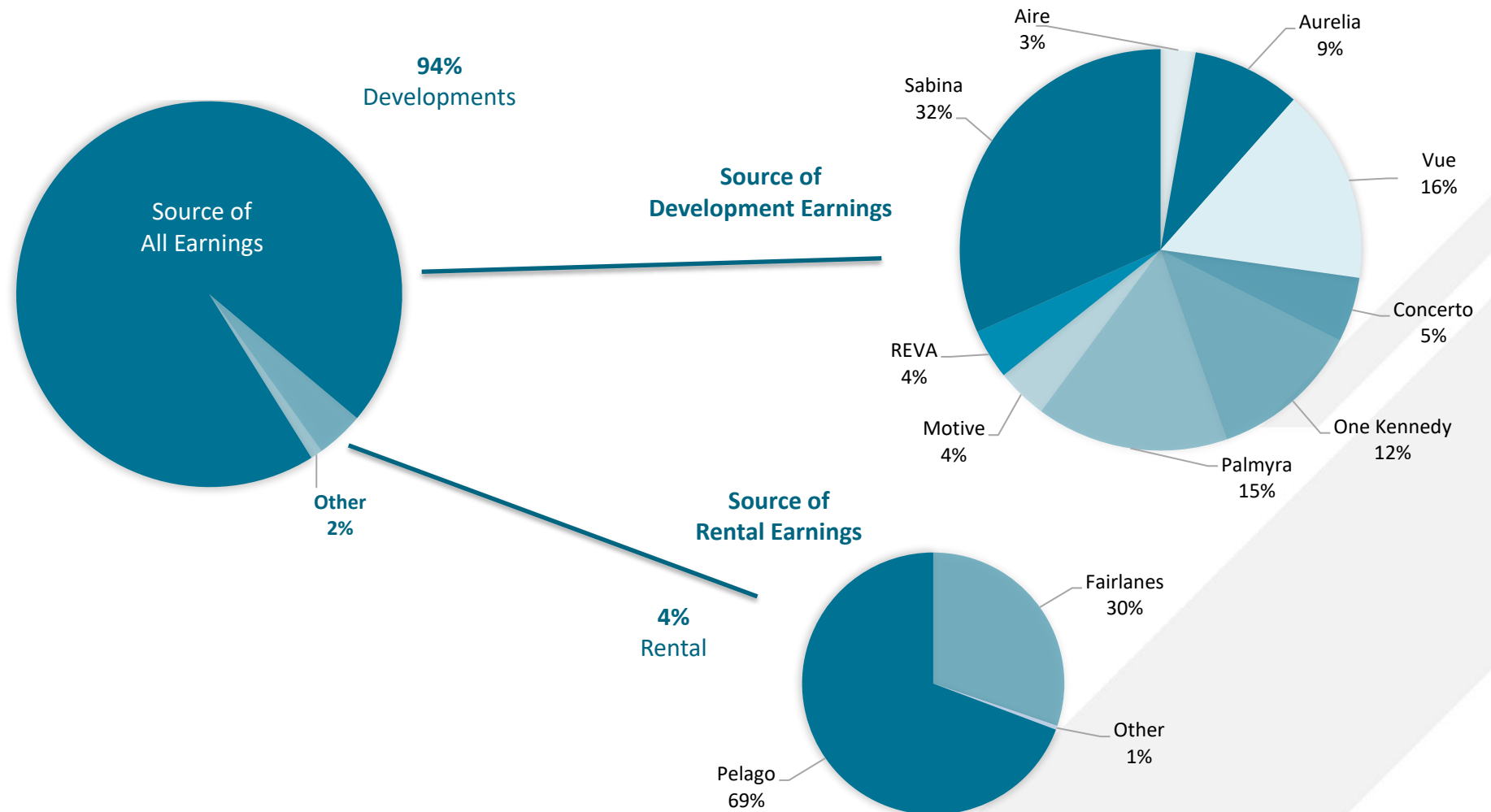
- \$7.07m net profit.
- 24 consecutive years of profitability.



Source: Finbar Group Ltd

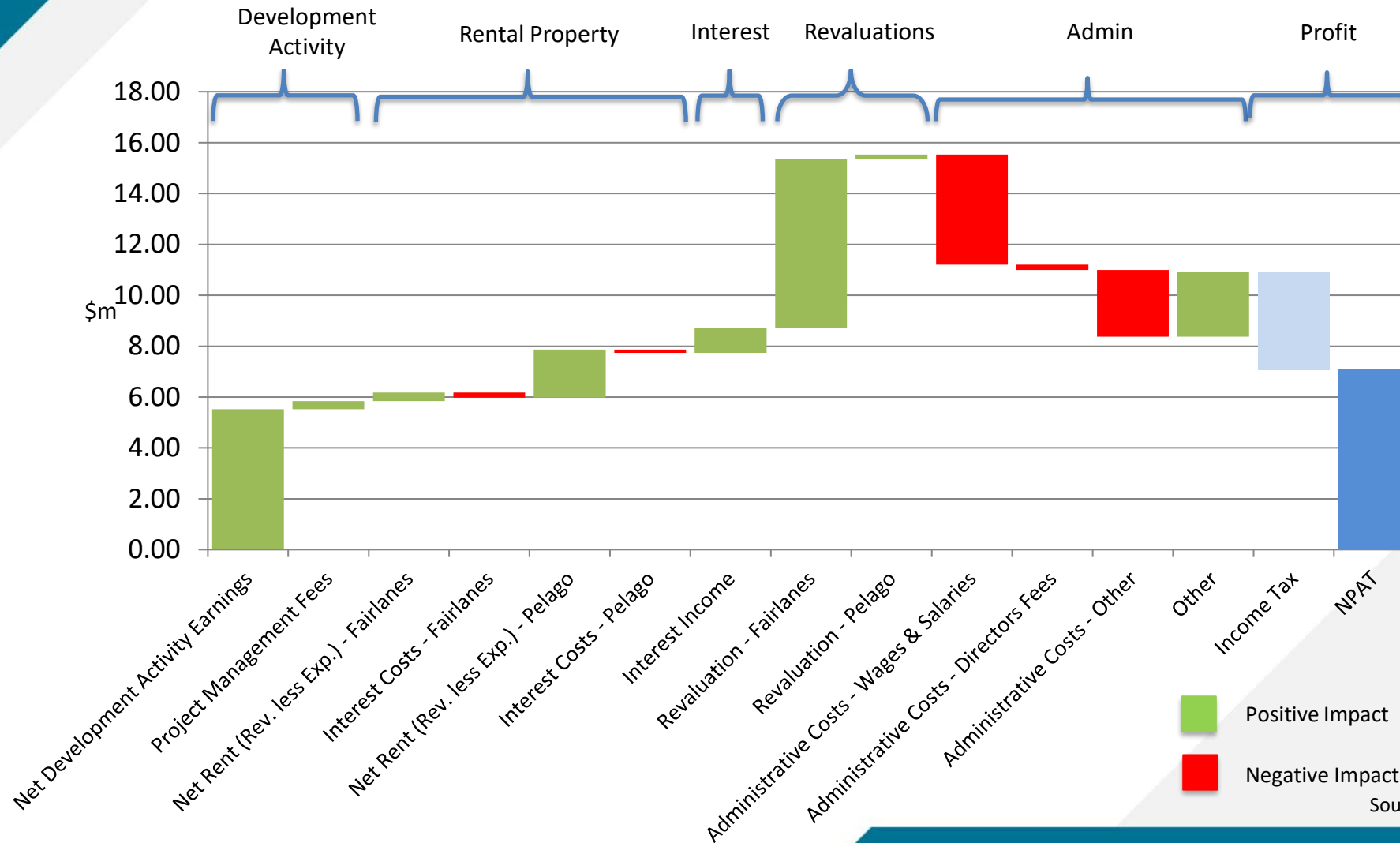
Sources of Earnings FY20

- Core business of property development contributed to 94% of earnings.
- Vue Tower, Sabina, One Kennedy & Palmyra were the largest contributors.
- 4% contribution from rental income.



Source: Finbar Group Ltd

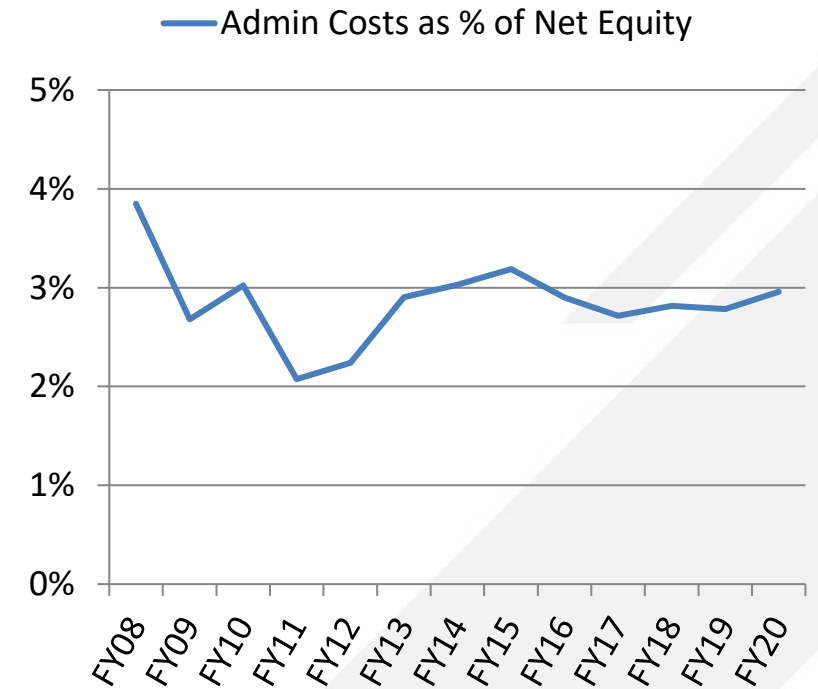
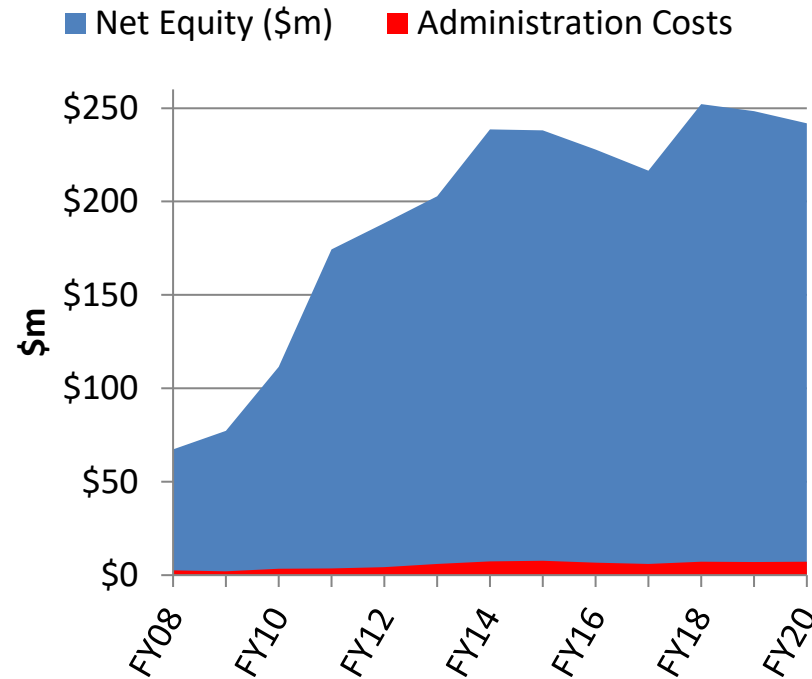
Segment Contributions FY20



Source: Finbar Group Ltd

Corporate Administration Costs

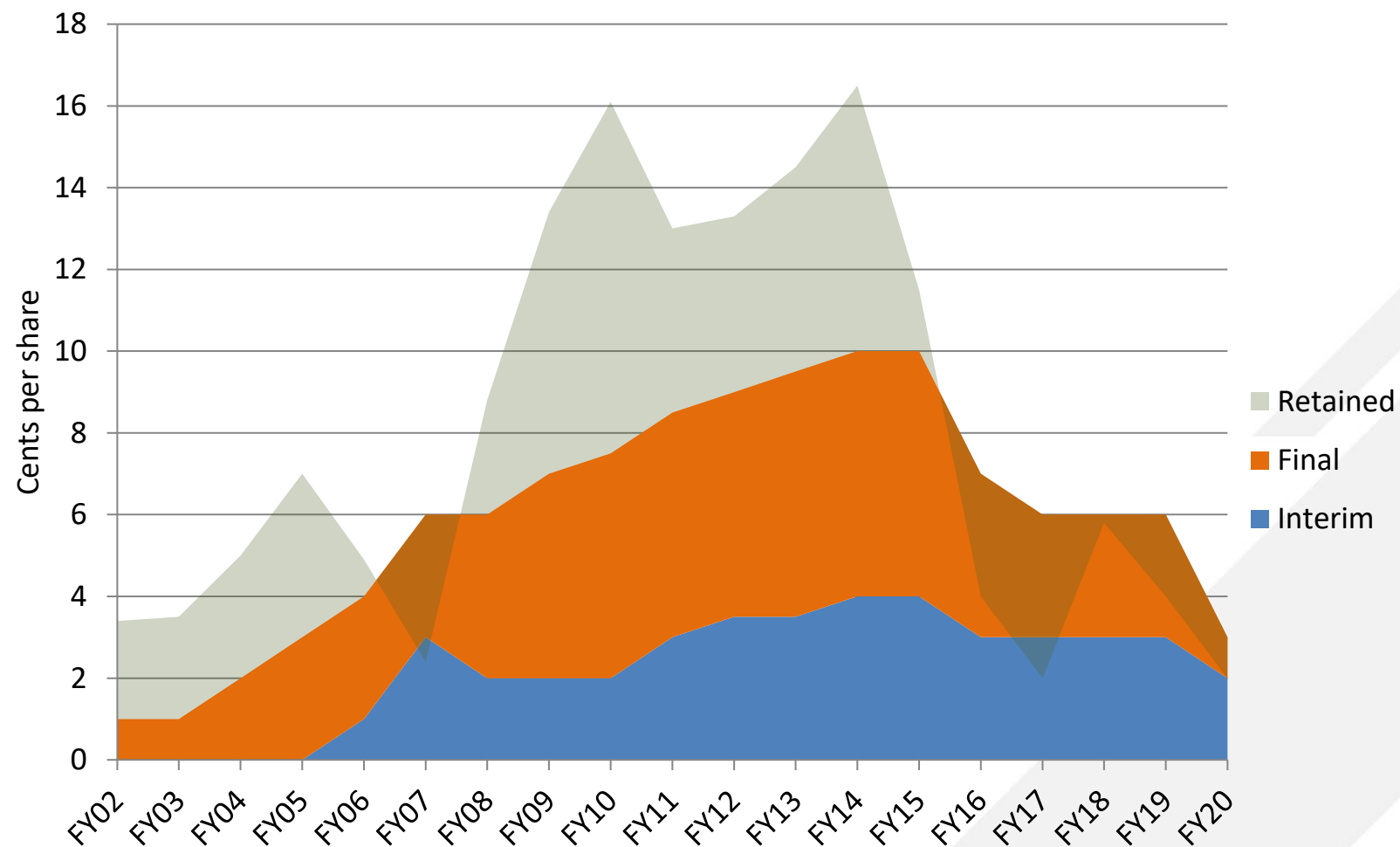
- Administration costs overhead as percentage of net equity is 2.9%.
- Outsourcing model ensures company is **scalable and efficient**. Absorbed some functions into existing roles during softer market conditions.
- Small close team of **25 FTEs** (including Finbar to Rent division) ensures efficient transfer of information, quick response, retention of IP, and corporate agility.



Source: Finbar Group Ltd

Earnings Per Share & Dividends

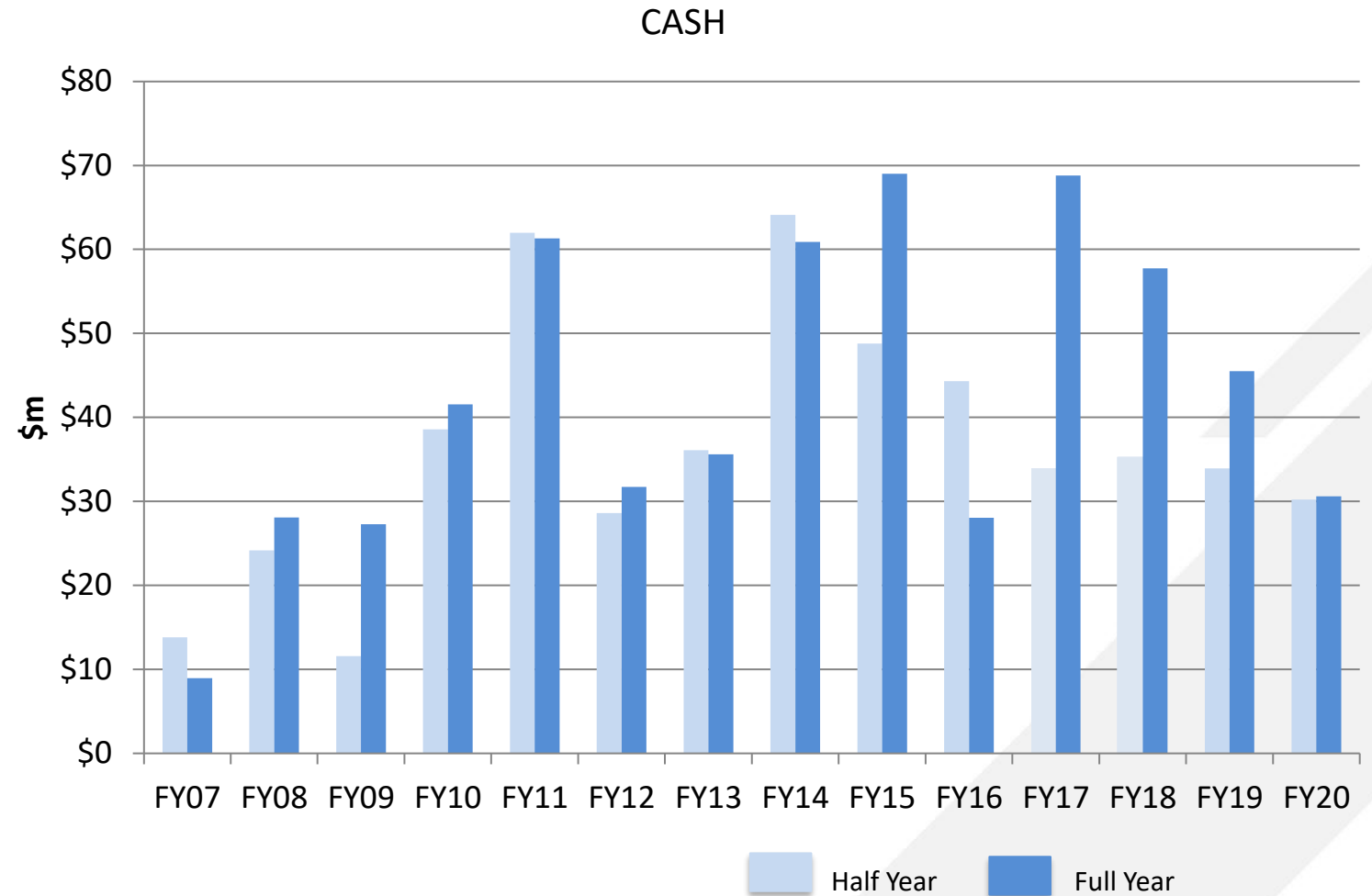
- Fully franked dividend of \$0.03 per share attributable to the year.
- 112.5c in dividends to date.



Source: Finbar Group Ltd

Cash Position

- Strong year end cash position of \$30.6m.
- Well positioned to fund working capital requirements and equity contributions for new project commencements.
- No debt on residual stock with settlement cashflow to bolster working capital for redeployment into core development activity.

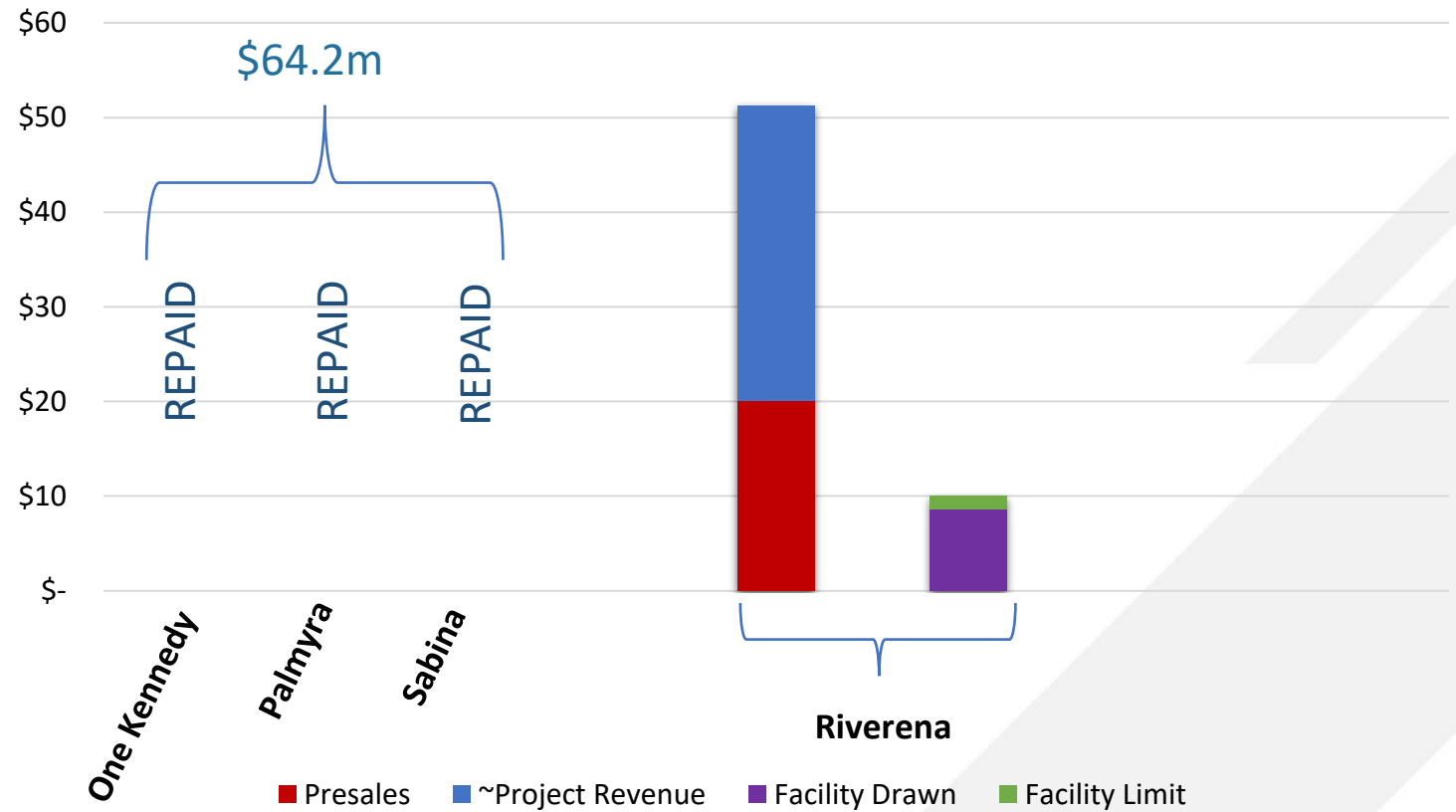


Source: Finbar Group Ltd

Current Project Debt & Coverage

- \$64.2m in finance facilities were repaid in FY20 and FYTD settlements on completed projects.
- No debt on residual stock.
- Surplus presales coverage on remaining project facilities.
- All debt is project specific.
- No corporate line.
- No charge over parent.

Debt & Pre-sales Coverage



Source: Finbar Group Ltd

Review of Operations



FAIRLANES

181 Adelaide Terrace East Perth

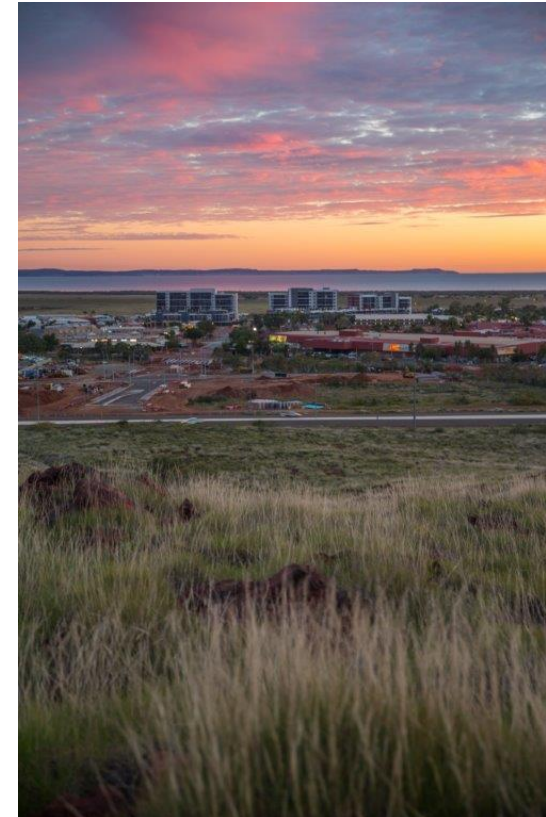


- 7,586 sqm office building
- Leased to AECOM, Broadspectrum, APP, Finbar's corporate office, smaller office and food tenancies.
- Wholly owned

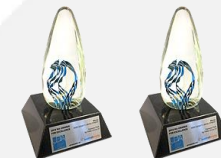


PELAGO

23 & 26 Sharpe Avenue Karratha

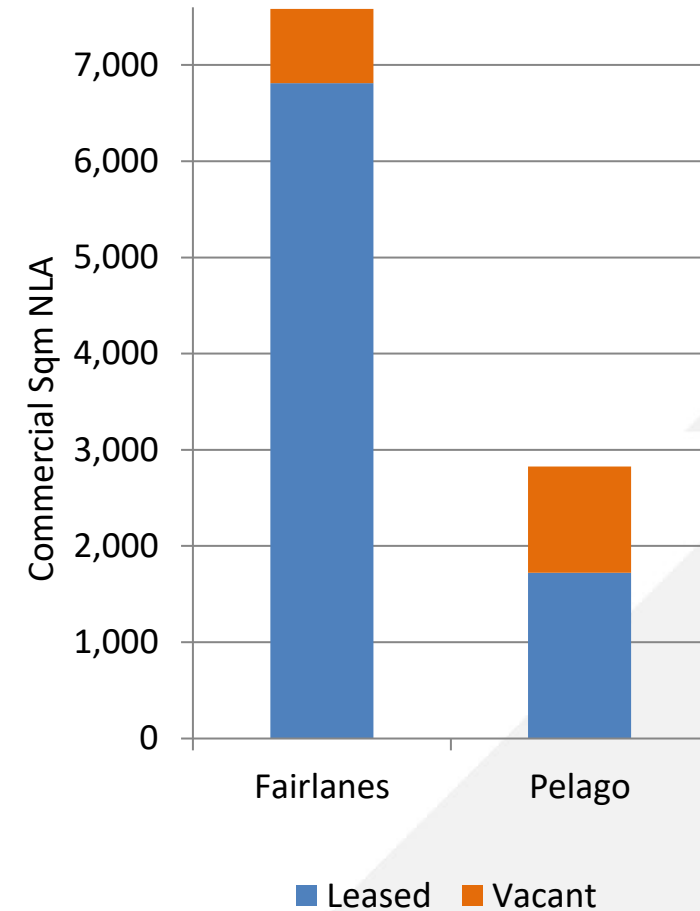
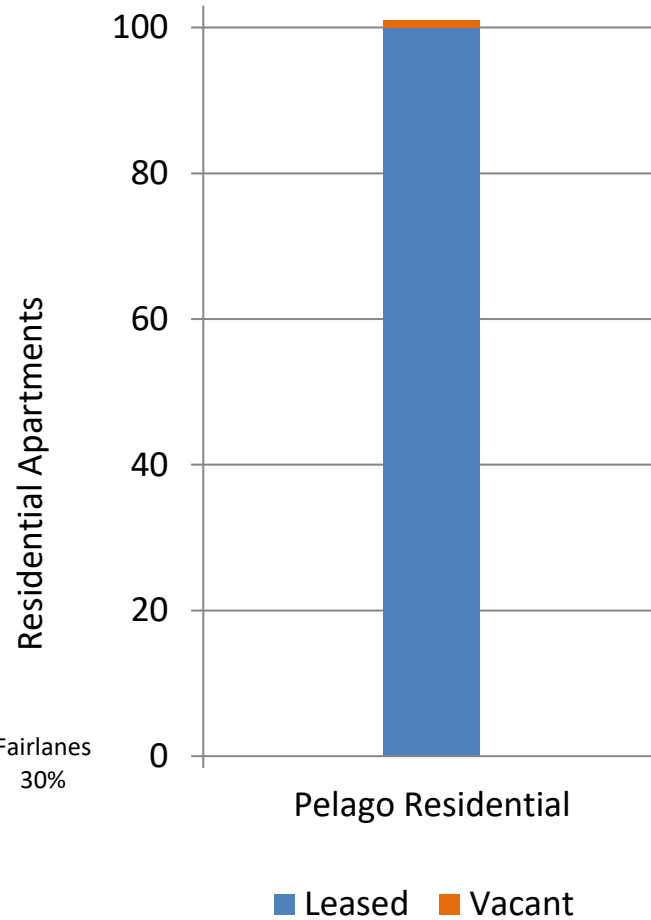
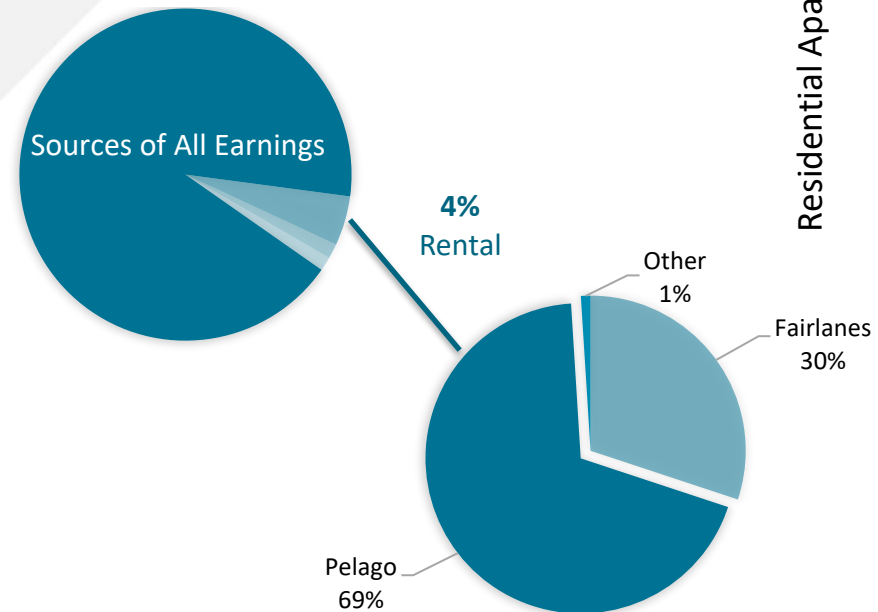


- 101 apartments & 21 commercial lots
- Leased to small business & predominantly corporate residential tenants
- Wholly owned



Investment Property Leasing

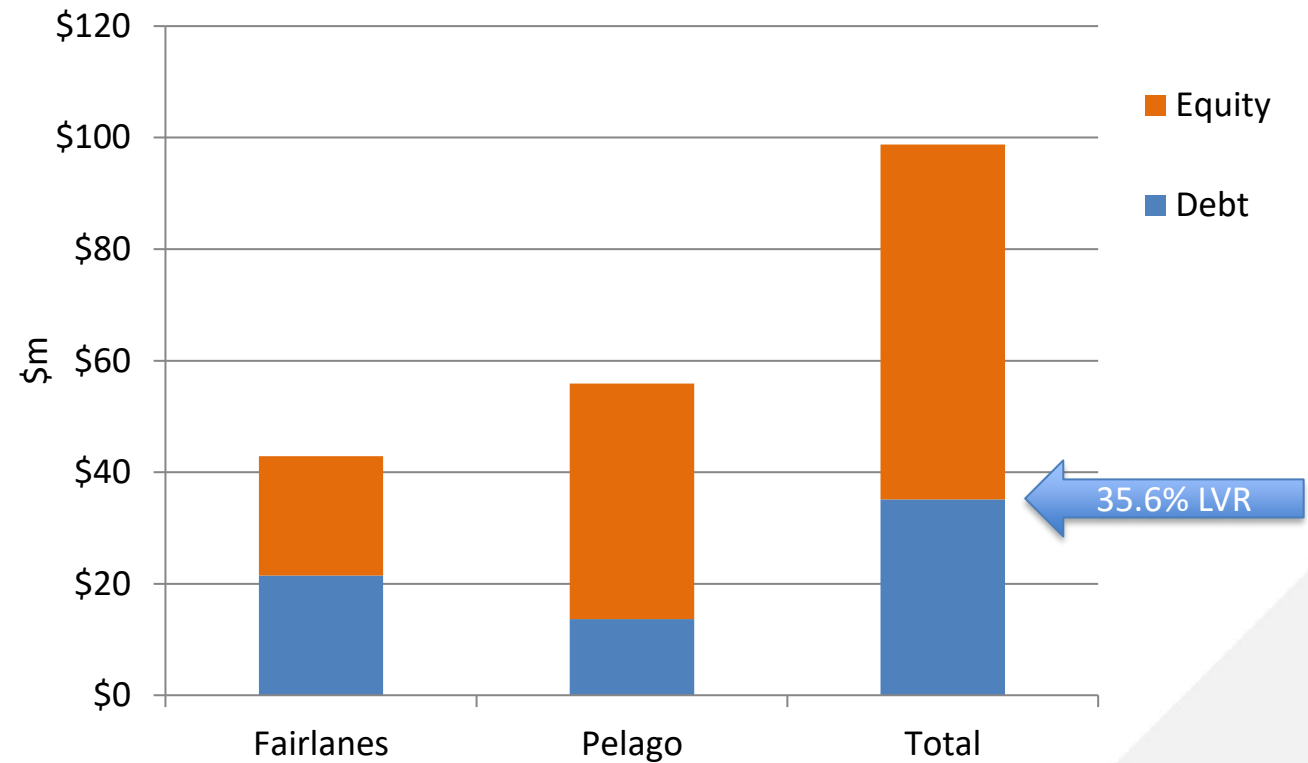
- Pelago Residential 99% leased.
- Pelago Commercial 61% leased.
- Fairlanes Commercial 90% leased.



Source: Finbar Group Ltd

Investment Property Values & Gearing Profile

- Loan to Value Ratio across investment property is 35.6%
- Facilities with Australian Major Banks (CBA & NAB).



Source: Finbar Group Ltd

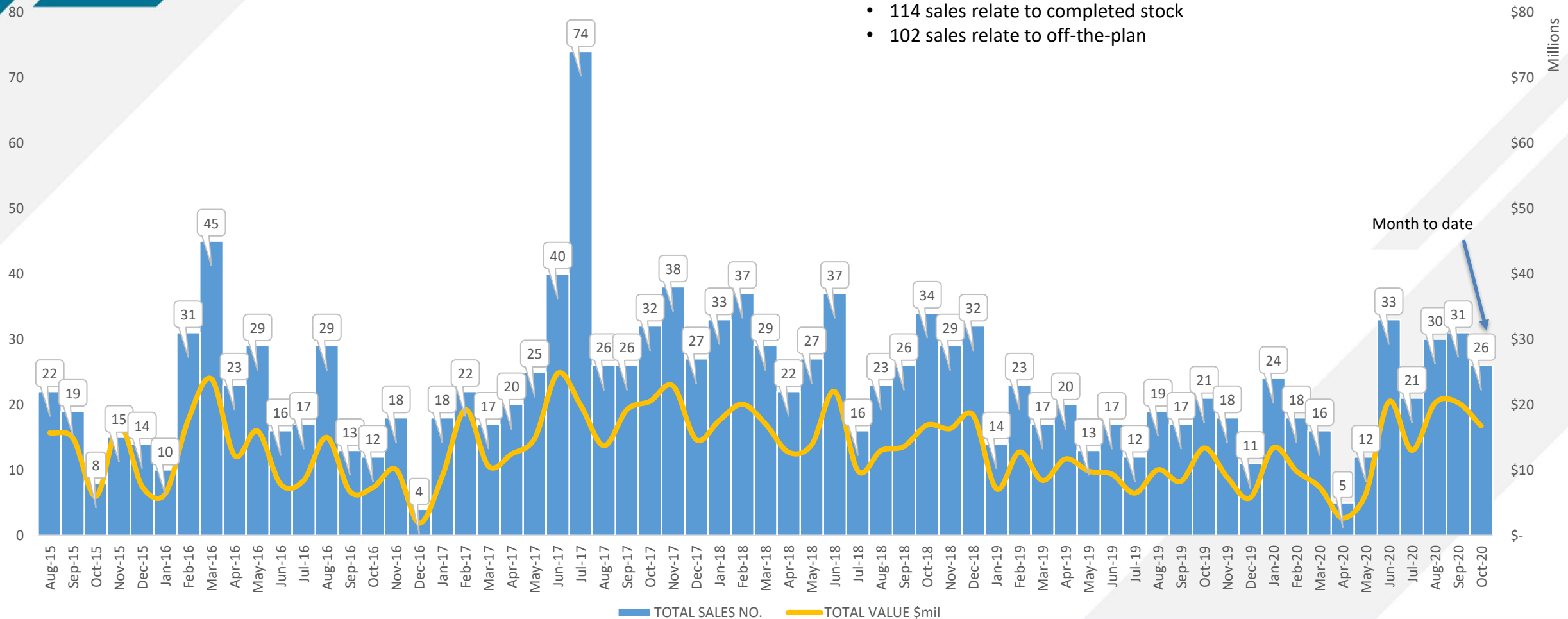


1.2m

Finbar – All Projects Sales per Month

Sale notes this calendar year:

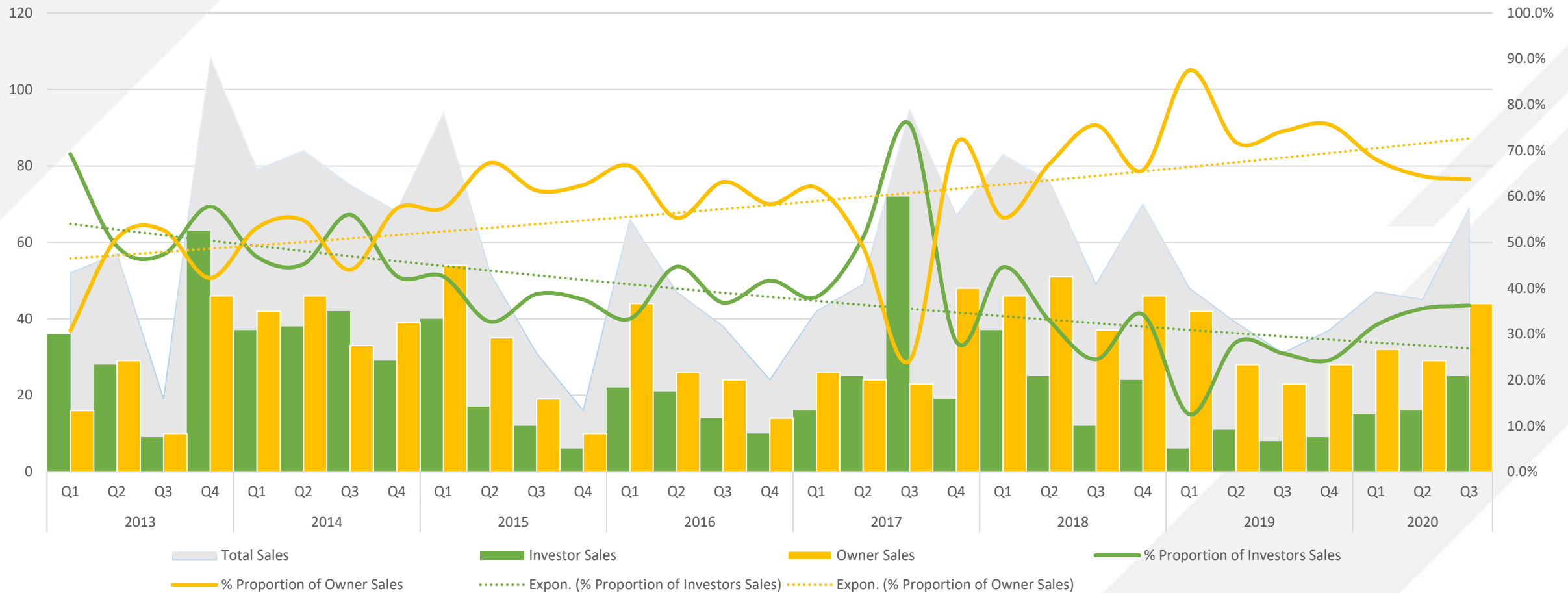
- Increase in Sales volume in Q3 period
- 216 total sales this year
- 114 sales relate to completed stock
- 102 sales relate to off-the-plan



All Developments - Investor Sales vs Owner Occupier

Notes:

- Investors % have increased this calendar year (Green line)

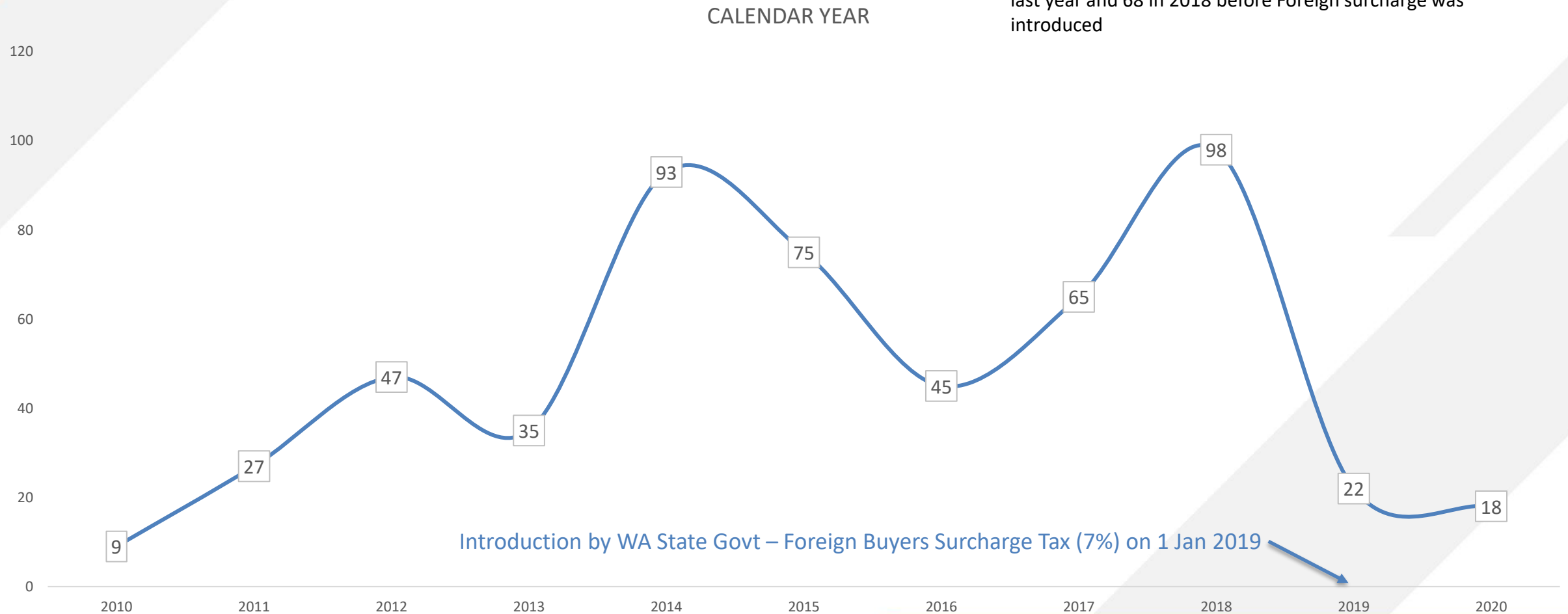


FIRB Sales



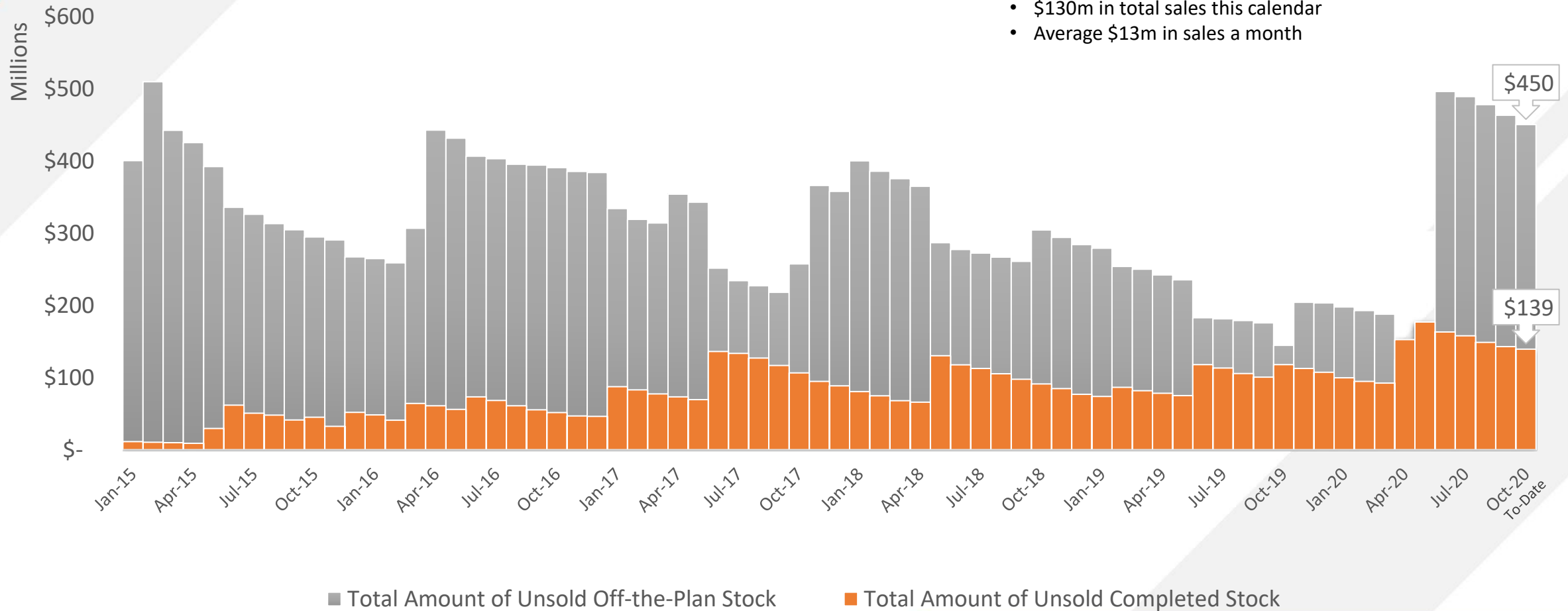
Notes:

- 18 FIRB sales this calendar year since vs 20 same period last year and 68 in 2018 before Foreign surcharge was introduced

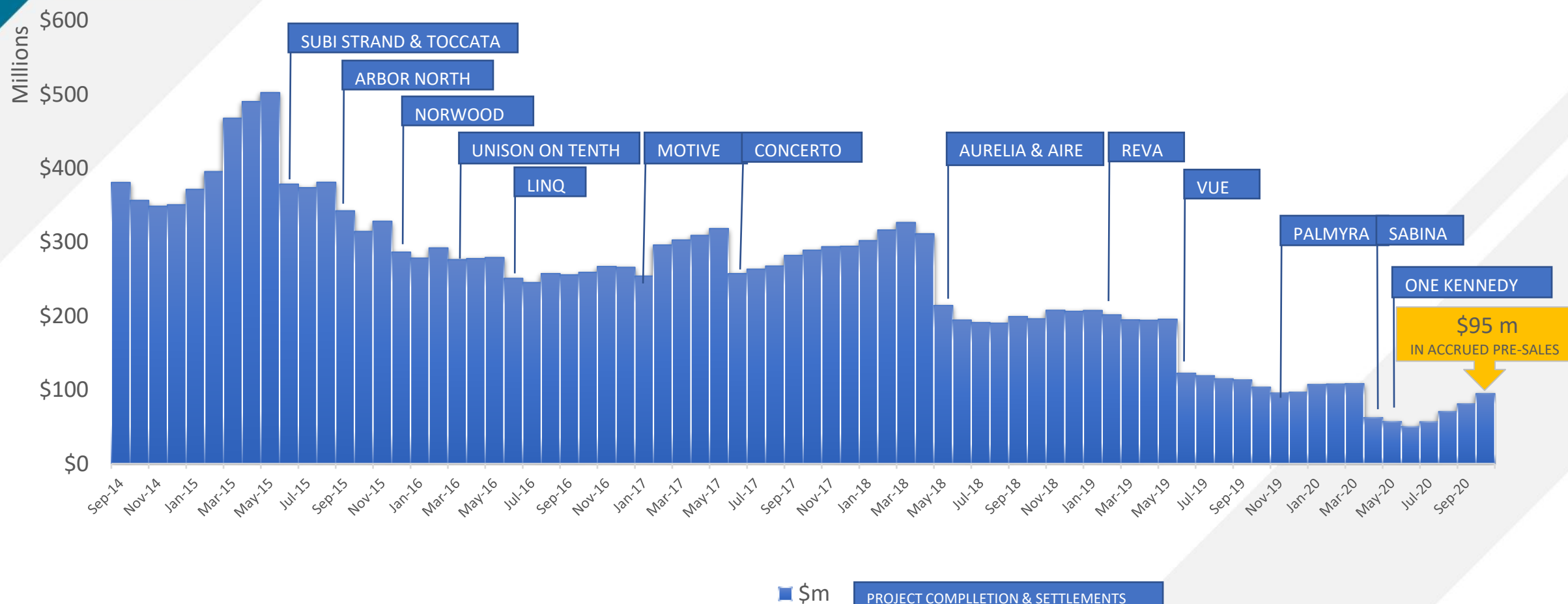


Finbar – All Projects Unsold Completed And Off-the-Plan

- Sales notes this calendar year:
 - Completed stock: Average \$6.1m sales per month
 - Off the plans stock: Average \$6.9m sales per month
 - \$130m in total sales this calendar
 - Average \$13m in sales a month



Pre-sales Book Value



Development Activity Update



Effective as at 20/10/2020

Completed Projects with Stock For Sale



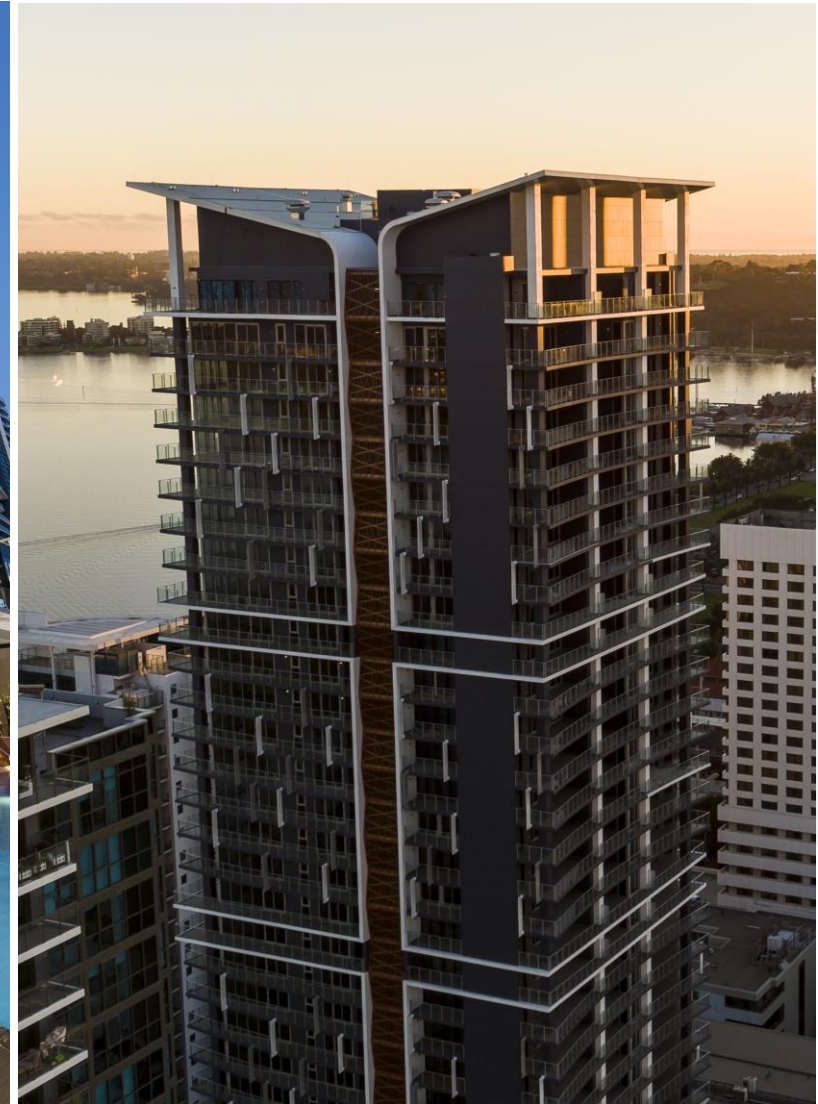
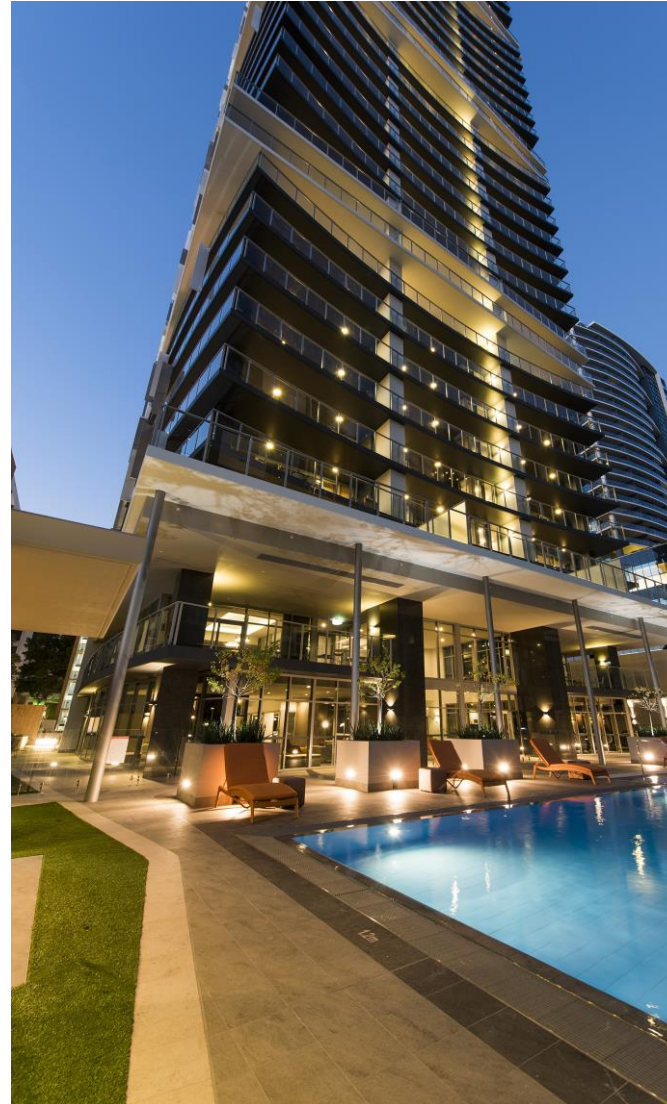
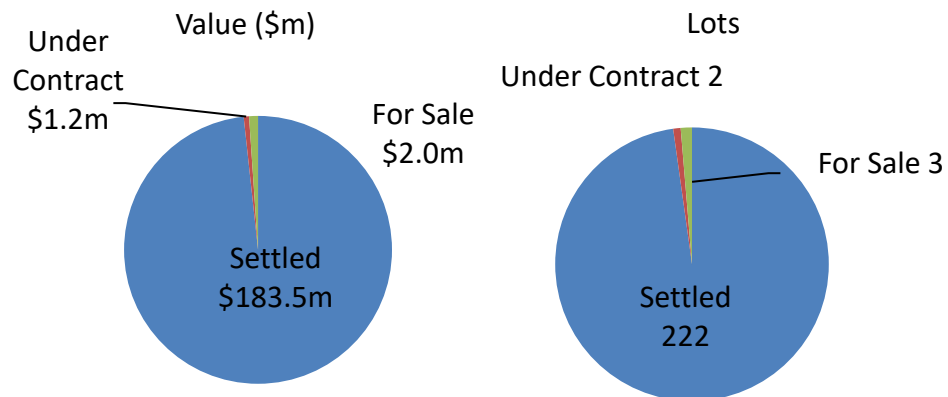
Effective as at 20/10/2020

Concerto

189 Adelaide Terrace, East Perth

Project: Concerto consists of 226 studio, one, two and three bedroom apartments plus 1 commercial unit. Concerto is East Perth's tallest residential building at 38 storeys. Average price of \$824,868.

- **Status:** Construction Completed
- **Ownership:** 50% JV with land owner
- **Value:** ~\$186.8 million
- **Completed:** FY17
- **Sales:**

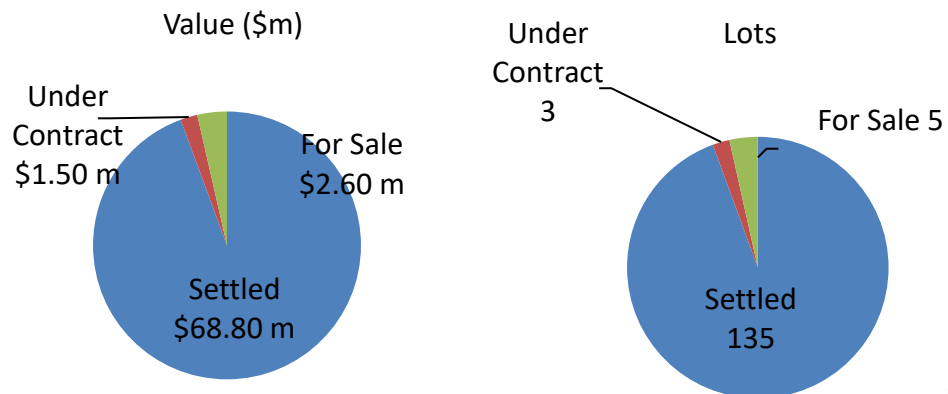


Motive

172 Railway Parade, West Leederville

Project: Motive consists of 143 one and two bedroom apartments. Average price of \$509,409.

- **Status:** Construction Completed
- **Ownership:** 50% JV with land owner
- **Value:** ~\$72.9 million
- **Completed:** FY17
- **Sales:**



Aurelia

1 Harper Terrace, South Perth

Project: Aurelia consists of 118 one, two and three bedroom apartments plus 6 commercial units and 14 office spaces. Average residential price of \$967,868.

- **Status:** Construction Completed
- **Ownership:** Remaining office stock, 100% owned through subsidiary (previously 50/50 JV)
- **Value:** ~\$129.8 million
- **Completion:** FY18
- **Sales:**

Value (\$m)

Lots

Commercial For Sale
or Lease \$7.30 m

Commercial For Sale
or Lease 7

Under Contract
\$0 m

Leased 0

Settled
\$122.40 m

Settled
131

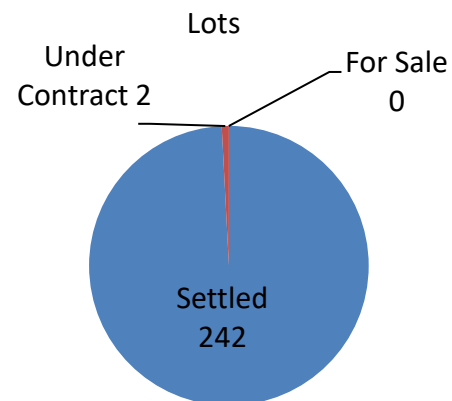
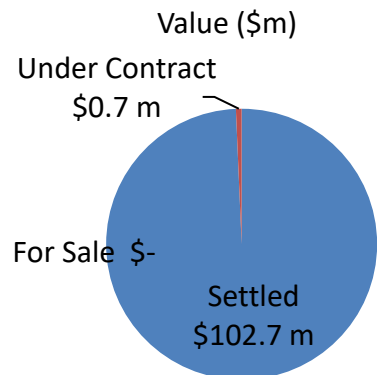


Aire West Perth

659 Murray Street, West Perth

Project: Aire West Perth consists of 178 one, two and three bedroom apartments plus 64 serviced apartments and 2 ground floor commercial units. Average residential price of \$492,636.

- **Status:** Construction Completed
- **Ownership:** 50% JV through SPV
- **Value:** ~\$103.5 million
- **Completion:** FY18
- **Sales:**

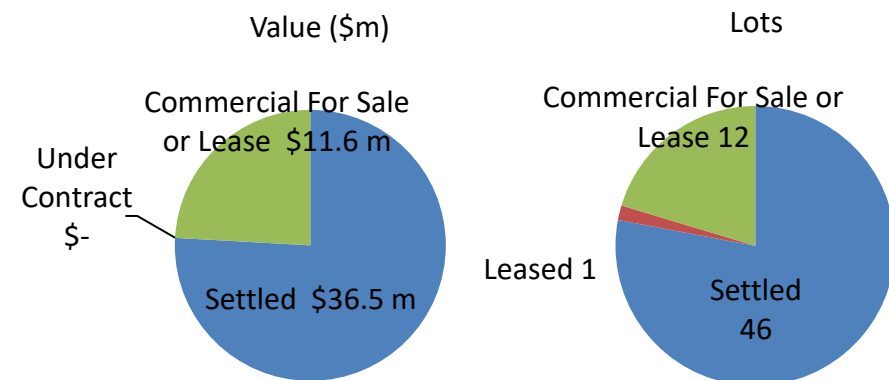


Reva

5 Harper Terrace, South Perth

Project: Reva consists of 41 luxury one, two and three bedroom apartments plus 18 commercial lots of ground floor retail and level one office space. Average residential price of \$795,942.

- **Status:** Construction Completed
- **Ownership:** Wholly owned through subsidiary
- **Value:** ~\$48.1 million
- **Completion:** FY19
- **Sales:**

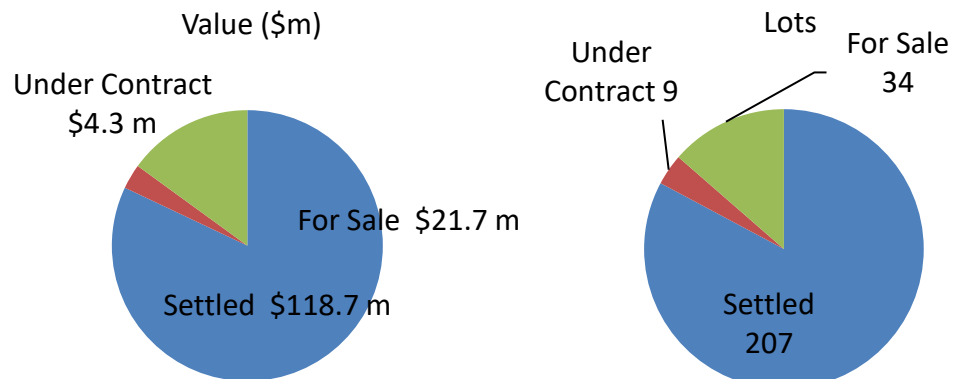


Vue Tower

63 Adelaide Terrace, East Perth

Project: Vue Tower consists of 245 one, two and 3 bedroom apartments plus 3 commercial units and 2 office units. Average residential price of \$570,559.

- **Status:** Construction Completed
- **Ownership:** 50% JV with land owner
- **Value:** ~\$144.7 million
- **Completed:** FY19
- **Sales:**



Palmyra Apartments East

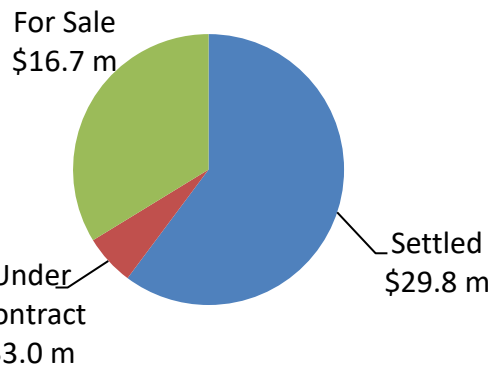
49 McGregor Road, Palmyra

Project: Palmyra Apartments East consists of 128 one, two and three bedroom apartments. Average price of \$374,572.

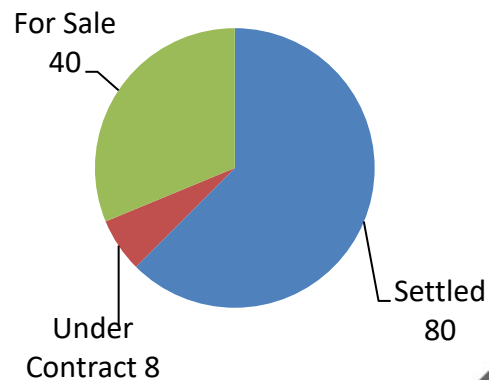
- **Status:** Construction Completed
- **Ownership:** 50% JV with land owner
- **Value:** ~\$49.7 million
- **Completed:** FY20
- **Sales:**



Value (\$m)



Lots



Sabina Applecross

908 Canning Highway, Applecross

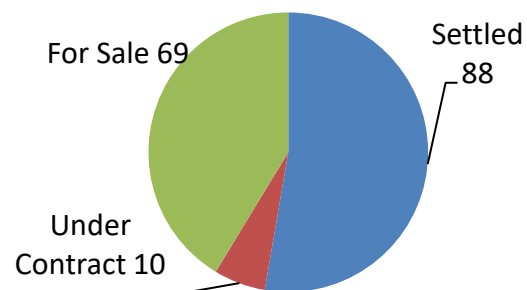
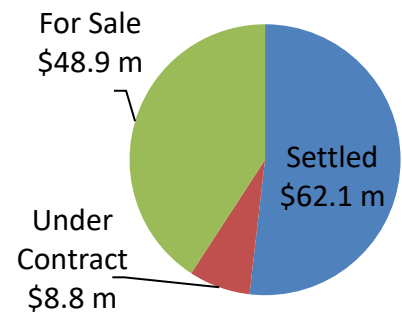
Project: Sabina is the first stage of the Canning Highway development and consists of 164 one, two and three bedroom apartments plus 3 ground floor commercial units. Average residential price of \$726,277.

- **Status:** Construction Completed
- **Ownership:** 50% JV with landowner
- **Value:** ~\$119.9 million
- **Completed:** FY20
- **Sales:**



Value (\$m)

Lots

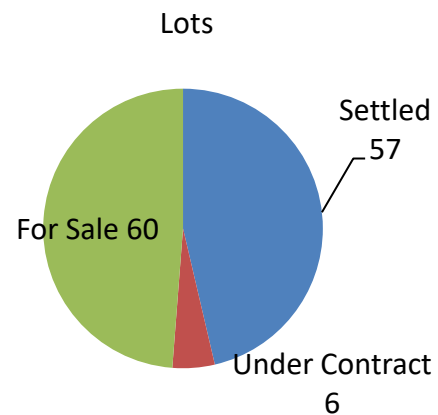
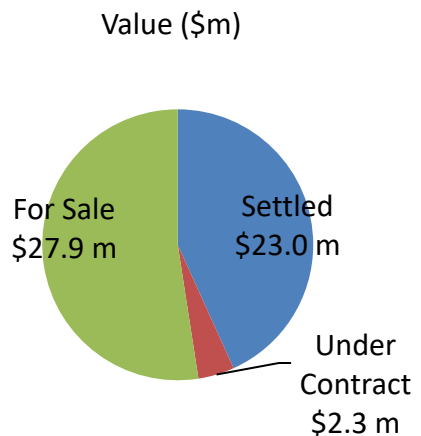


One Kennedy

1 Kennedy Street, Maylands

Project: One Kennedy is the second stage to the Unison on Tenth development. One Kennedy consists of 123 one, two and three bedroom apartments plus 3 commercial units. Average residential price of \$401,853.

- **Status:** Construction Completed
- **Ownership:** 50% JV with landowner
- **Value:** ~\$53.2 million
- **Completed:** FY20
- **Sales:**



*Indicative lots and project values only

Projects Under Construction

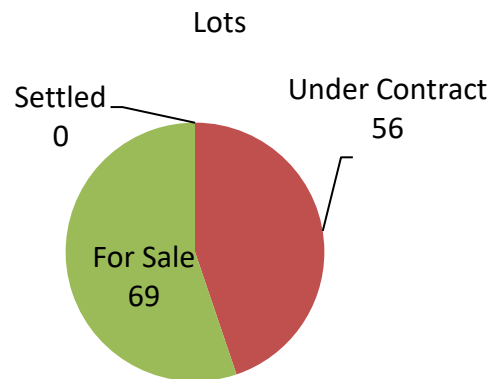
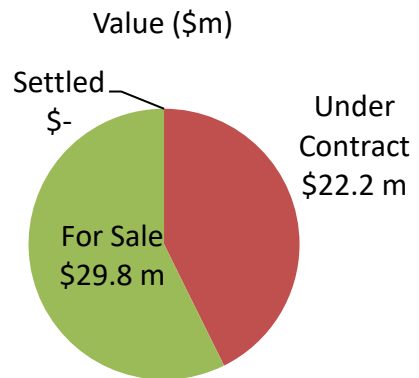


Riverena

5 Rowe Avenue, Rivervale

Project: Riverena Apartments consists of 125 one, two and three bedroom apartments.
Average price of \$396,841.

- **Status:** Under Construction
- **Ownership:** 50% JV through SPV
- **Value:** ~\$52.0 million
- **Est. Completion:** FY2021
- **Sales:**

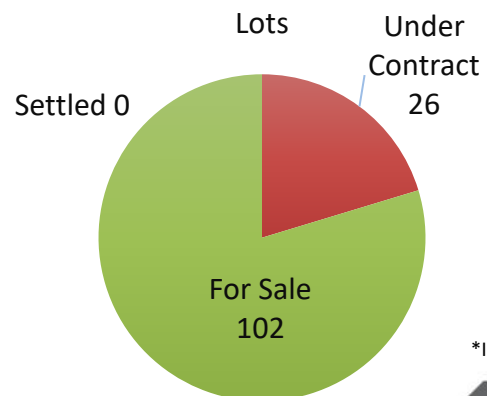
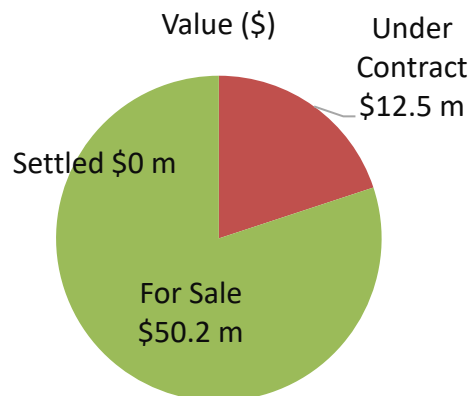


Dianella Apartments

36 Chester Avenue, Dianella

Project: Dianella Apartments consists of 128 one, two and three bedroom apartments. Average price of \$483,949.

- **Status:** Under Construction
- **Ownership:** 100% through wholly owned subsidiary
- **Value:** ~\$62.7 million
- **Est. Completion:** FY2021
- **Sales:**



*Indicative lots and project values only

Development Approval Received



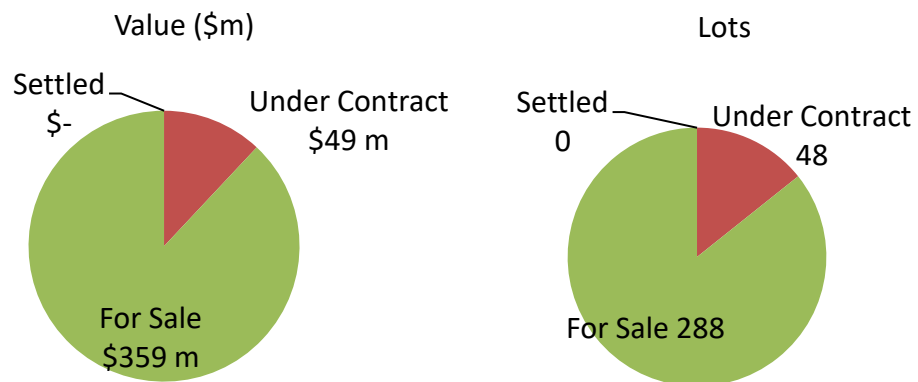
Effective as at 20/10/2020

Civic Heart

99 Mill Point Road & 3 Mends Street, South Perth

Project: Civic Heart will consist of 309 one, two, three bedroom apartments plus 26 commercial lots. Average residential price \$1,181,993.

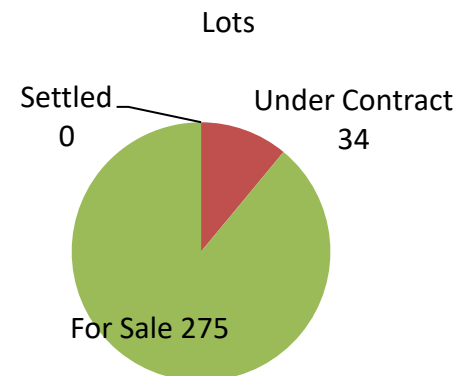
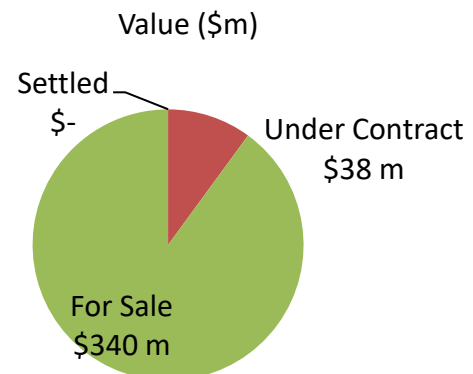
- **Status:** In Marketing
- **Ownership:** 50% JV with landowner
- **Value:** ~\$409 million
- **Est. Completion:** FY23
- **Sales:**



*Indicative lots and project values only

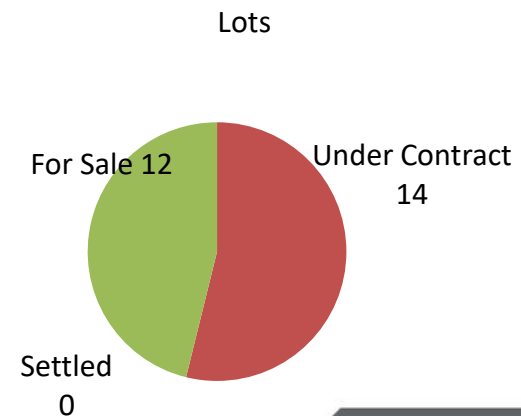
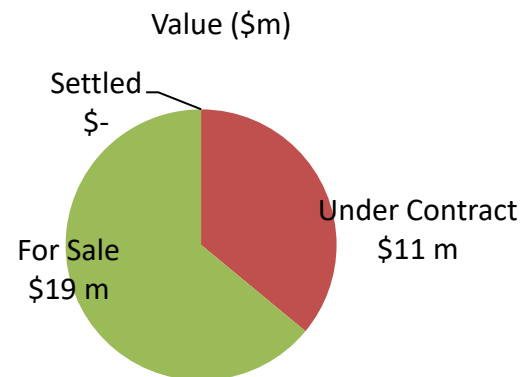
Civic Heart - Residential

99 Mill Point Road & 3 Mends Street, South Perth



Civic Heart - Commercial

Mill Point Road, Mends Street, and Labouchere Road, South Perth



AT238

238 Adelaide Terrace, Perth

Project: AT238 Perth consists of 119 studios, one, two and three bedroom apartments plus two ground floor commercial lots over 31 levels.

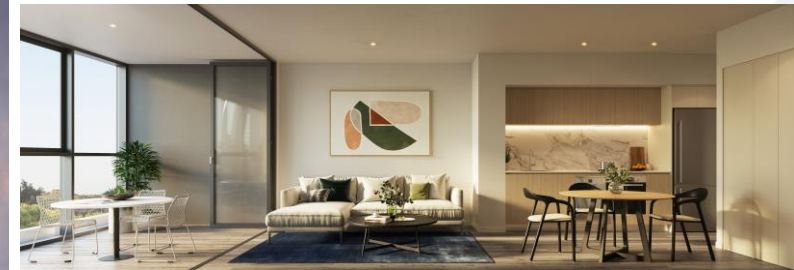
- **Status:** Development approval received
- **Ownership:** 50% JV with landowner
- **Value:** ~\$90 million
- **Est. Completion:** TBC
- **Sales:**

Value (\$m)

Lots

Future
Release*
\$90m

Future
Release*
121



*Indicative lots and project values only

Canning Highway Applecross Developments

910 Canning Highway & 3 Kintail Road, Applecross

Project: The Canning Highway Applecross developments remaining two stages will consist of approximately 269 one, two, three bedroom apartments, plus 6 ground floor commercial units.

- **Status:** Development approval received
- **Ownership:** 50% JV with landowner
- **Value:** ~\$246.1 million
- **Est. Completion:** TBC
- **Sales:**

Value (\$m)

Lots

Future
Release*
\$246 m

Future
Release*
275



*Indicative lots and project values only

The Point

31 Rowe Avenue, Rivervale

Project: The Point will consist of approximately 167 one, two and three bedroom apartments plus 9 ground floor commercial units. To be constructed on a 4,000m² development site situated at the main entrance to the Springs precinct.

- **Status:** Development approval received
- **Ownership:** 50% JV with landowner
- **Value:** ~\$83 million
- **Est. Completion:** TBC
- **Sales:**

Value (\$m)

Lots

Future
Release*
\$83 m

Future
Release*
167

*Indicative lots and project values only



Palmyra Apartments West

45 McGregor Road, Palmyra

Project: Palmyra Apartments West will consist of approximately 130 one, two and three bedroom apartments.

- **Status:** Development approval received
- **Ownership:** 50% JV with landowner
- **Value:** ~\$52 million
- **Est. Completion:** TBC
- **Sales:**

Value (\$m)

Lots

Future
Release*
\$52 m

Future
Release*
130



*Indicative lots and project values only

Projects In Planning and Design



239 Great Eastern Highway

Project: 239 Great Eastern Highway has an approved DA for 194 one and two bedroom apartments plus 154sqm of ground floor commercial

- **Status:** In Planning
- **Ownership:** Wholly owned through subsidiary
- **Value:** \$75m
- **Est. Completion:** TBC
- **Sales:**

Value (\$m)

Lots

Future
Release*
\$75 m

Future
Release*
194



*Indicative lots and project values only

2 Homelea Court

Cnr Rowe Avenue and Homelea Court, Rivervale

Project: 2 Homelea Court will consist of approximately 185 apartments within a 10 level building. The site is comprised of four vacant blocks totaling 3,770 sqm.

- **Status:** In planning
- **Ownership:** Wholly owned through subsidiary
- **Value:** ~\$83 million
- **Est. Completion:** TBC
- **Sales:**

Value (\$m)

Lots

Future
Release*
\$83 m

Future
Release*
185



*Indicative lots and project values only

Lot 1000

32 Riversdale Road, Rivervale

Project: Lot 1000 comprises 4,069 sqm of absolute waterfront land with expansive views of the Swan River, Stadium Precinct, and Perth CBD. Will consist of approximately 150 residential apartments.

- **Status:** In planning and design
- **Ownership:** 50% JV with land owner
- **Value:** ~\$65 million
- **Est. Completion:** TBC
- **Sales:**

Value (\$m)

Lots

Future
Release*
\$65 m

Future
Release*
150



*Indicative lots and project values only

Lot 888 The Springs

2 Hawksburn Road, Rivervale

Project: Lot 888 comprises of 2370 sqm of land within The Springs, Rivervale Precinct. For future development.

- **Status:** Office development approval received
- **Ownership:** 50% JV through SPV
- **Value:** \$40m
- **Est. Completion:** TBC
- **Sales:**

Value (\$m)

Lots

Future
Release*
\$40 m

Future
Release
*TBC



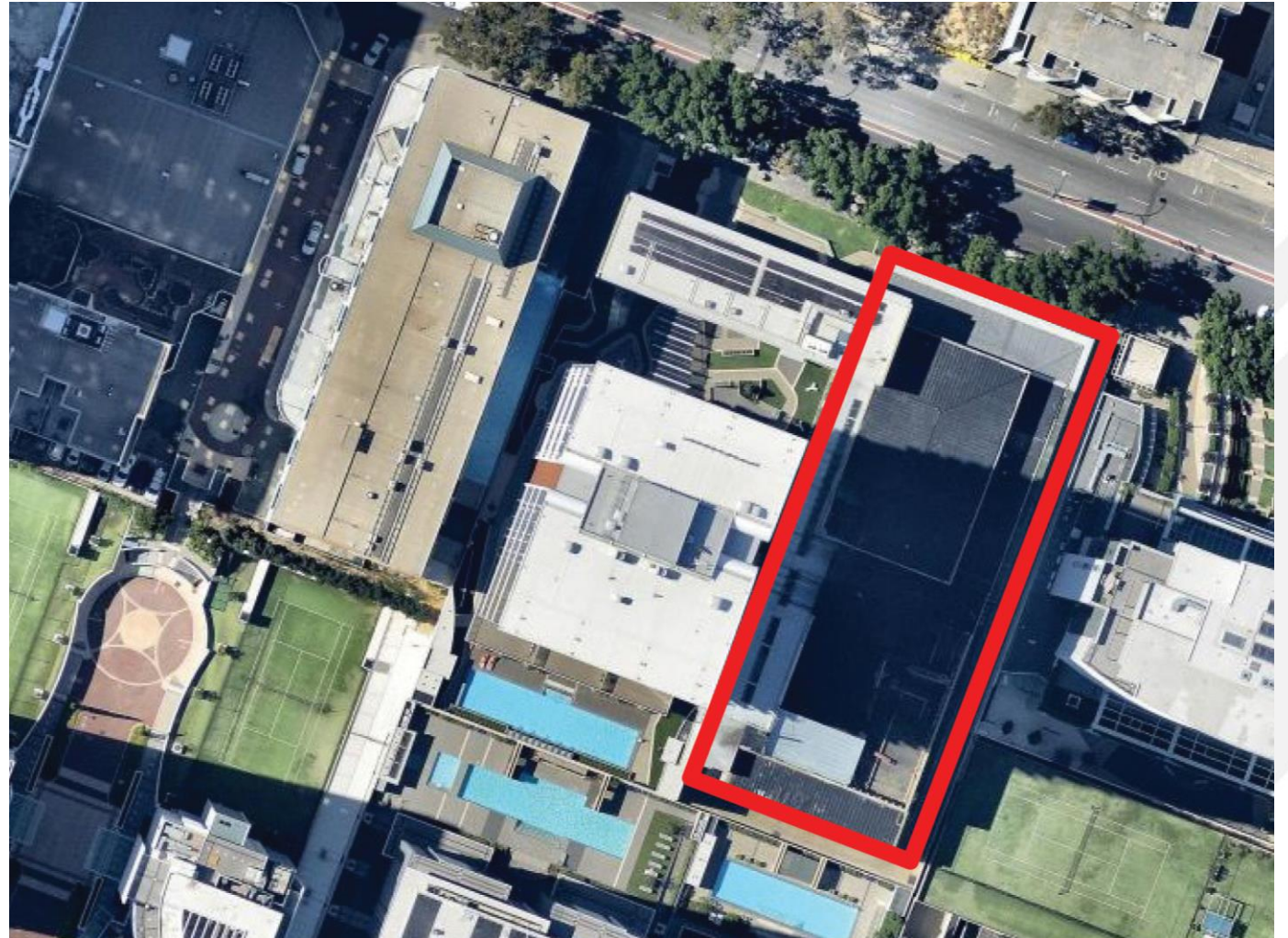
*Indicative lots and project values only

Harmony

187 Adelaide Terrace, East Perth

Project: Harmony comprises the former ABC Radio Studios heritage building with a GFA of 3,711sqm over 3 levels. The Company is exploring reactivation options using exciting buildings.

- **Status:** In planning and design
- **Ownership:** Wholly owned through subsidiary
- **Value:** ~\$25 million
- **Est. Completion:** TBC



*Indicative lots and project values only

101 Hay Street, East Perth

Project: The heritage listed site was formerly known as the Chemistry Centre and is located at Lot 101 Hay Street East Perth.

- 340 one, two and three bedroom apartments
- 14 ground floor commercial
- 5,335 Sqm land
- **Status:** In planning and design
- **Ownership:** 50% JV through SPV
- **Value:** ~\$200million (Residential and Commercial only)
- **Est. Completion:** TBC

Value (\$m)

Lots

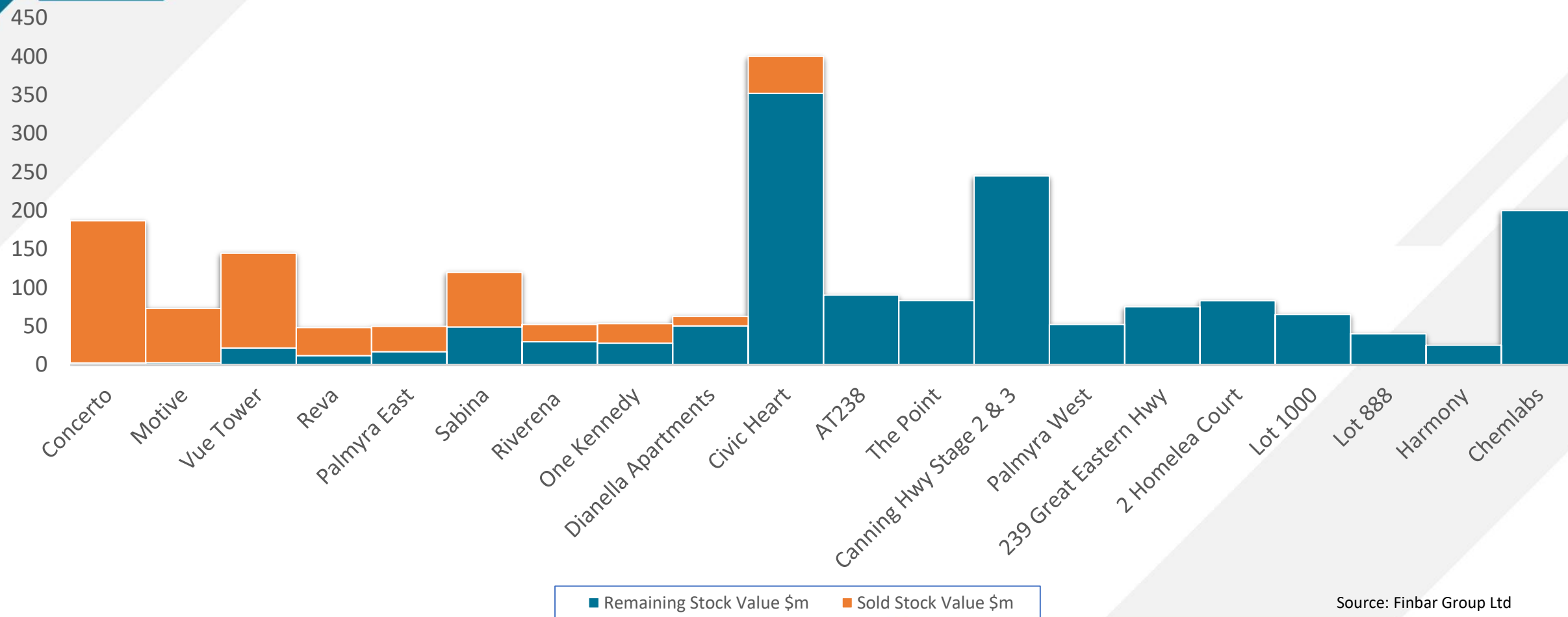
Future
Release*
\$200m

Future
Release*
340 lots



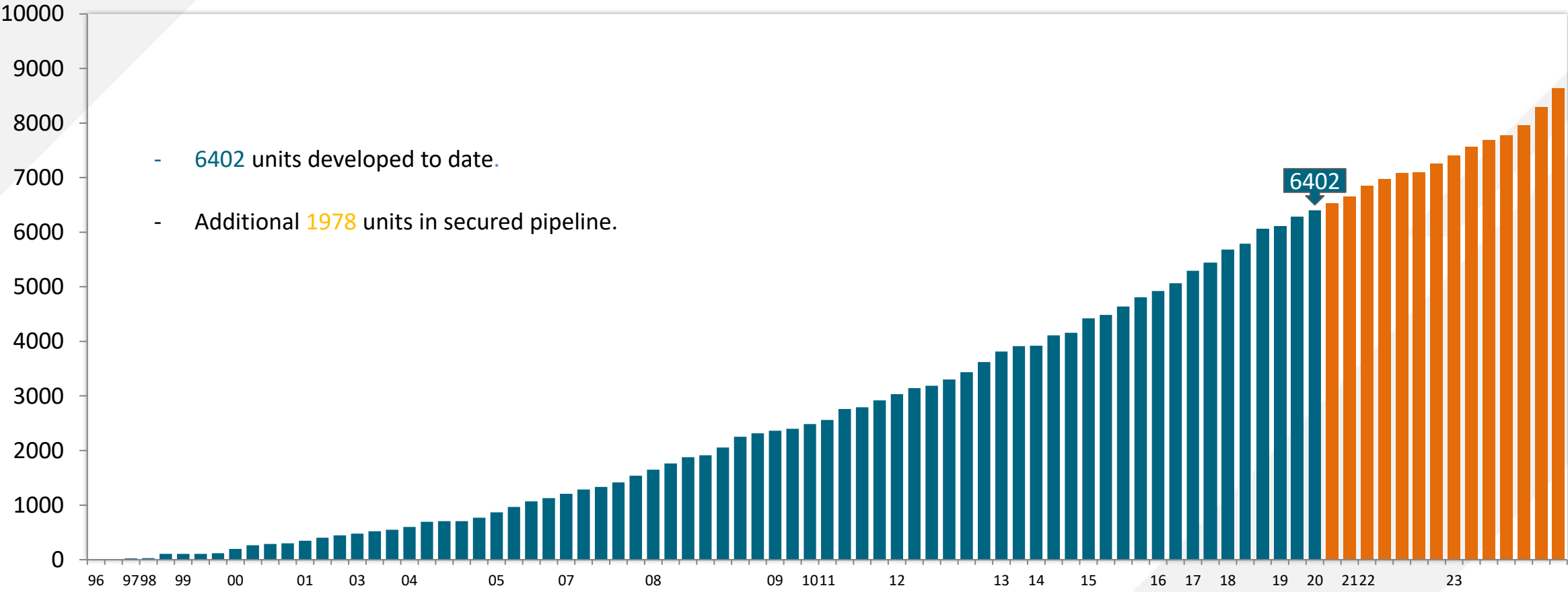
*Indicative lots and project values only

Project Pipeline - Summary



Source: Finbar Group Ltd

Cumulative Units Developed



Source: Finbar Group Ltd



Finbar to Rent is a wholly owned subsidiary of ASX Listed company Finbar Group Limited and has been specifically established to provide the current and future owners of Finbar apartments with an exclusive property management service.

Our primary goal is to make the ownership of your investment property cost effective, efficient, and as stress free as possible to you, while we focus on helping create and retain value in your investment.

Our experienced and dedicated staff focus on providing an exemplary level of service to both Owners and Renters alike.

Naturally, being the original developer of your property, we have a deep knowledge of the property, the market in which it is positioned, and have access to the building prior to other external agencies. This coupled with our fixed fee management service with no ancillary cost, and a list of additional no cost inclusions makes Finbar to Rent the best choice for the management of your investment property portfolio.



EXCLUSIVE PROPERTY
MANAGEMENT SERVICE
FOR FINBAR APARTMENTS



NO LETTING FEES,
NO ADVERTISING OR
INSPECTION COSTS



NO LOCKED IN CONTRACT



FIXED PRICE 9.8% (INC. GST)
MANAGEMENT FEE WITH
NOTHING MORE TO PAY



DEPRECIATION SCHEDULES
INCLUDED ON ALL
BRAND-NEW APARTMENTS



LANDLORD INSURANCE
INCLUDED*



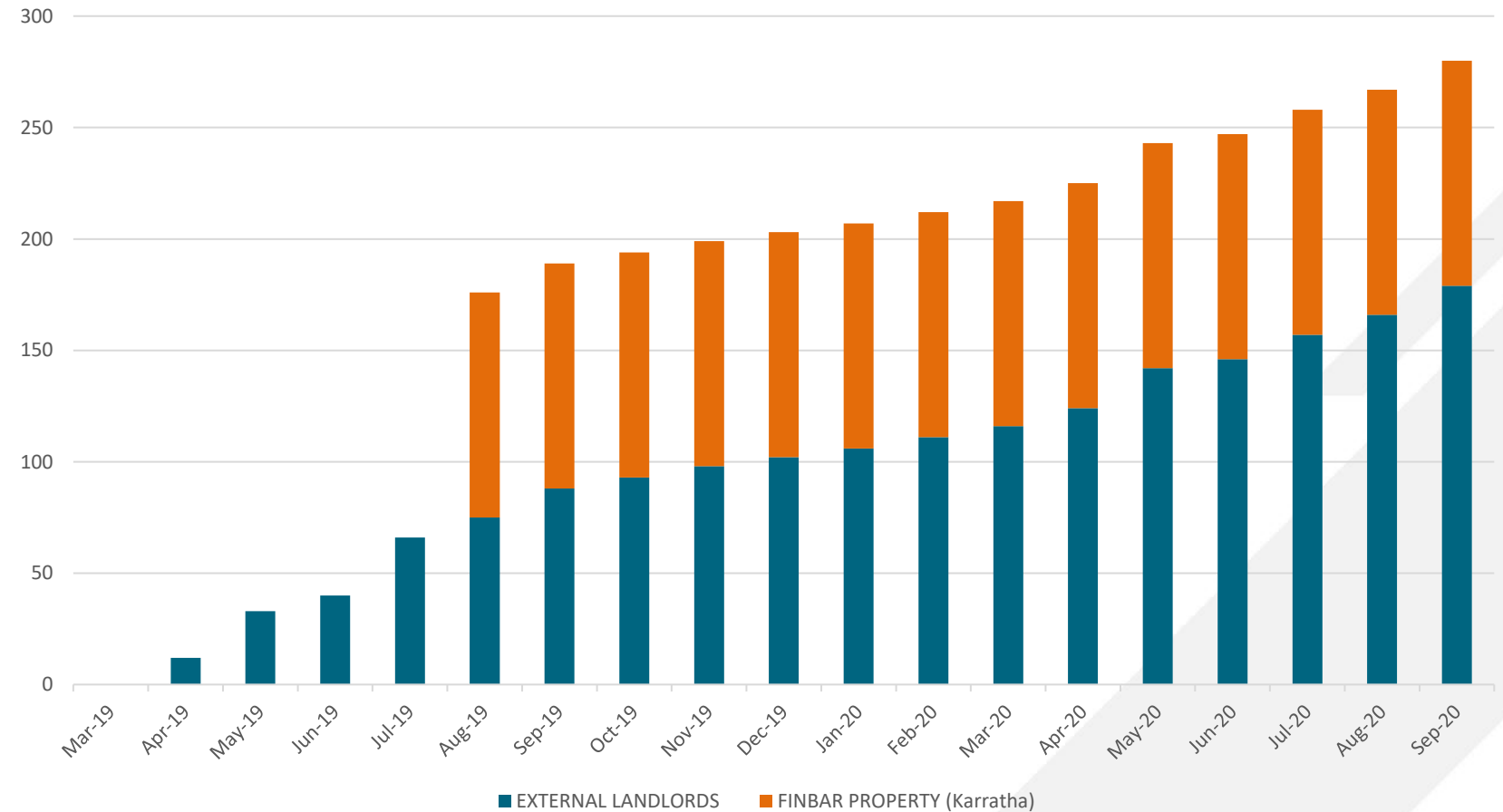
EXCEPTIONAL MAINTENANCE
MANAGEMENT



24/7 ONLINE REPORTING
ON YOUR INVESTMENT

Finbar to Rent – Residential

Number of Residential Properties Under Management



- Established **Finbar to Rent**
- **Property Management** for any Finbar developed property since day one (entering 25th year)
- **Fixed rate** management fees with free inclusions
- **Streamlined management** for our investor buyers - targeting more sales
- **New marketing opportunities** to tenants seeking transition to ownership
- **No rent role acquisitions**, organic growth from marketing to Finbar customers only
- Prepares systems for possible **build to rent** future opportunities

Source: Finbar Group Ltd

Highlights

Finbar remains profitable in
challenging market
environment

Unstressed balance sheet.
Under geared investment assets

Multi-year pipeline of
residential property

Strong and stable,
enthusiastic JV partners
seeking new opportunities

State economy strong and
has significant stimulus
spending

Recovering market

\$139m in Debt Free
completed stock

Western Australians
returning to the State in
COVID free environment

Important Notice

Some of the information contained in this presentation may contain forward-looking revenue, timeline, and general statements that are subject to various risks, uncertainties, and changes. Forward-looking statements include those containing such words as 'estimate', 'should', 'may', 'forecast', 'anticipates', 'expects', 'plans', 'approximately', 'circa', or similar expressions. Finbar's actual results, performance, approvals, project composition, values, sales, or achievements could be significantly different from the results or objectives expressed in, anticipated or implied by, those forward-looking statements. Readers are cautioned not to place undue reliance on these forward-looking statements which refer to circumstances, estimates, and projections only as at the date of this release and which are subjected to changes as a result of changing market conditions, construction timelines, amended project planning, and revisions to company strategies.

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