

19 OCTOBER 2021

2021 ANNUAL GENERAL MEETING



PROXY VOTES RECEIVED

Valid proxy forms were received from 164 shareholders representing 180,610,414 shares (66.4% of total issued 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 2021.”

For:	87,440,037	-	98.52%
Against:	808,014	-	0.91%
Open-Usable:	504,379	-	0.57%
Abstain:	235,744		
Excluded:	91,832,648		

RESOLUTION 2 – RE-ELECTION OF MR LEE VERIOS AS DIRECTOR

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 Lee Verios, a Director, retires by rotation, and being eligible, is re-elected as a Director.”

For:	180,007,619	-	99.67%
Against:	39,360	-	0.02%
Open-Usable:	563,435	-	0.31%
Abstain:	210,408		

RESOLUTION 3 – RE-ELECTION OF MR TERENCE PEH AS DIRECTOR

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 Terence Peh, a Director, retires by rotation, and being eligible, is re-elected as a Director.”

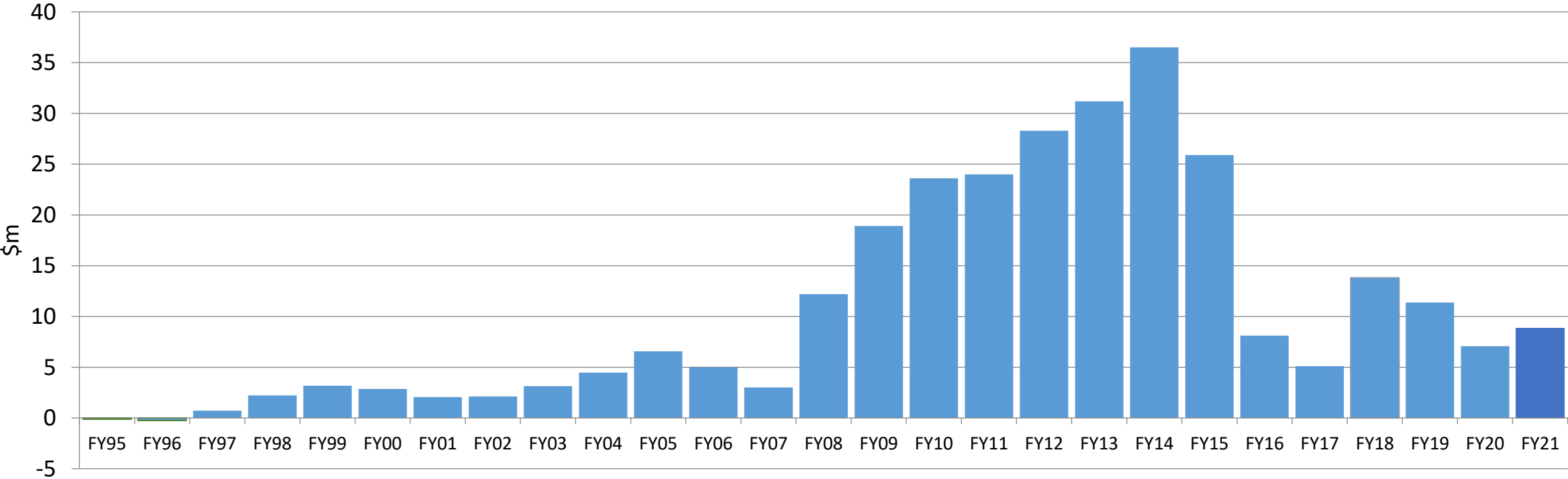
For:	179,534,896	-	99.65%
Against:	74,667	-	0.04%
Open-Usable:	563,435	-	0.31%
Abstain:	647,824		

FY21 RESULTS SUMMARY



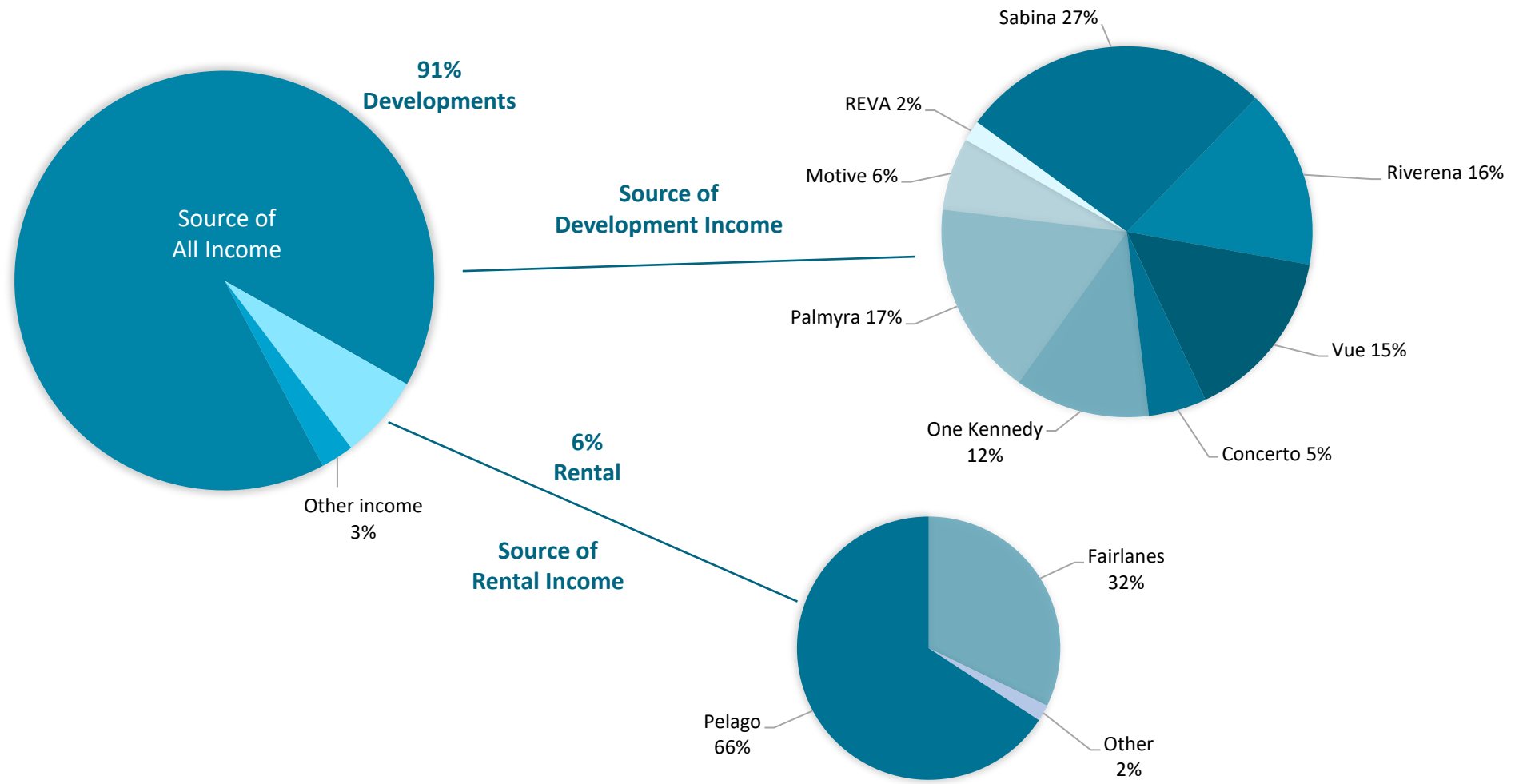
NET PROFIT

- 25% increase in net profit to \$8.86m
- 25th consecutive year of profitability

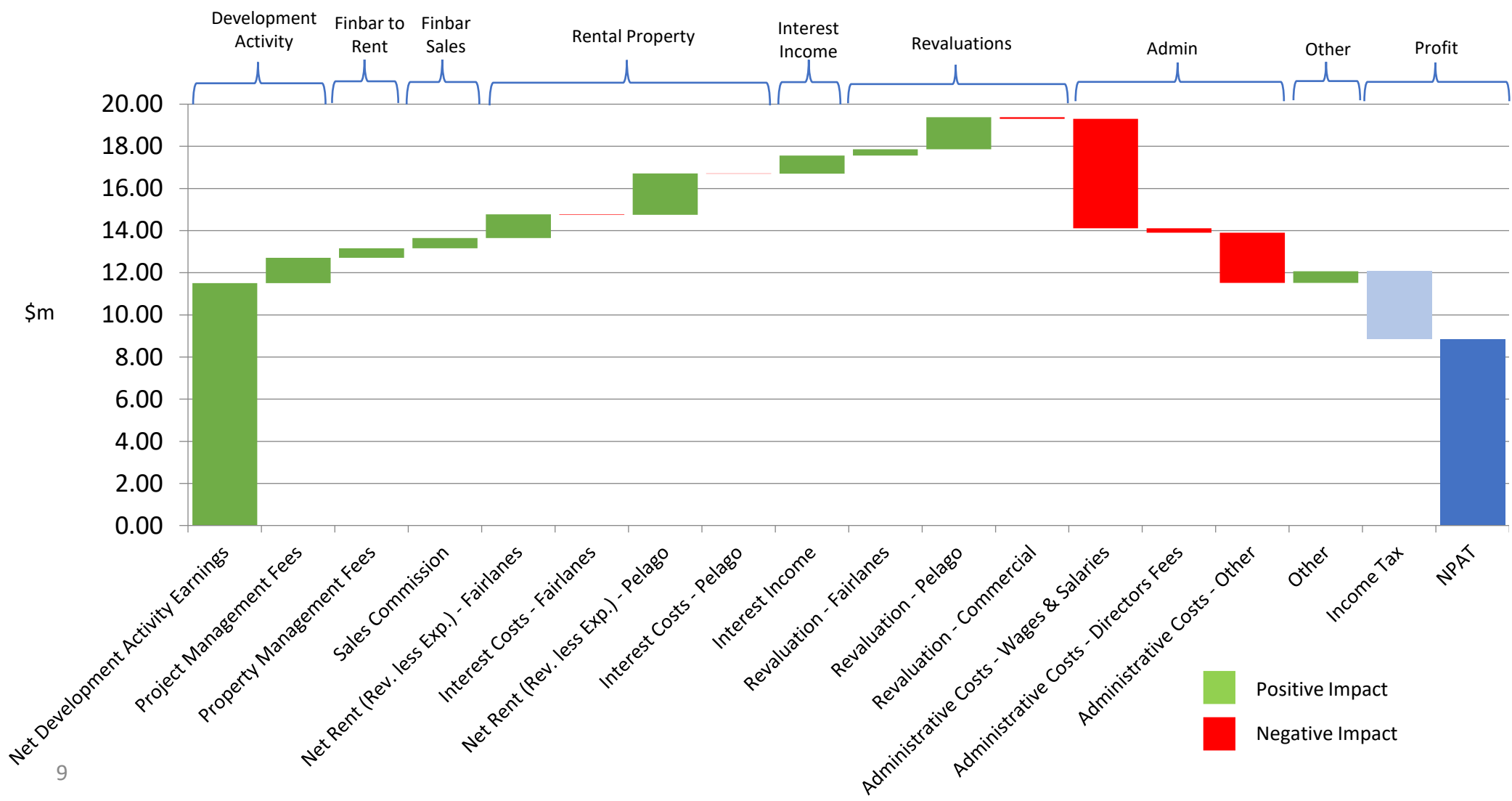


SOURCE OF INCOME – FY21

- Core business of property development contributed to 91% of income.
- Sabina, Palmyra, Riverena, & Vue Tower were the largest development contributors.
- 6% contribution from rental income.

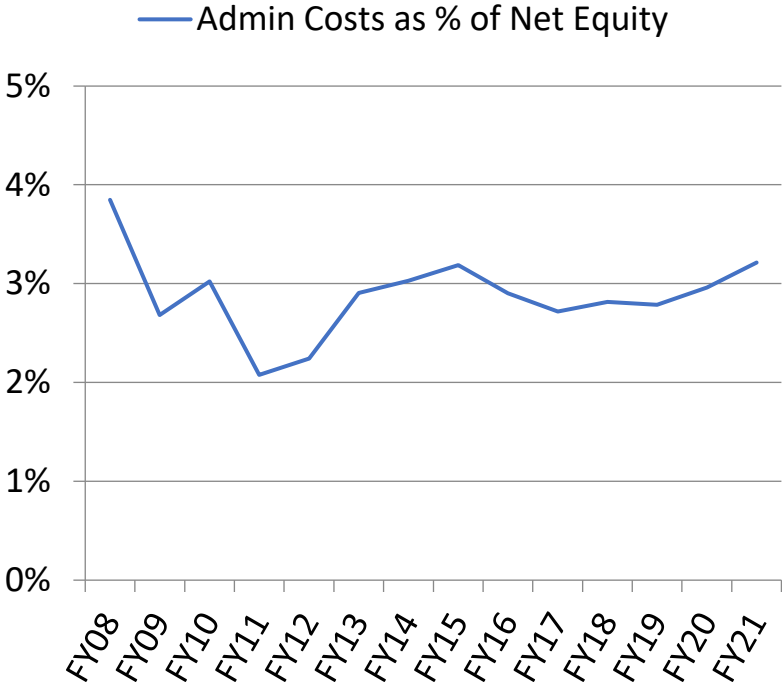
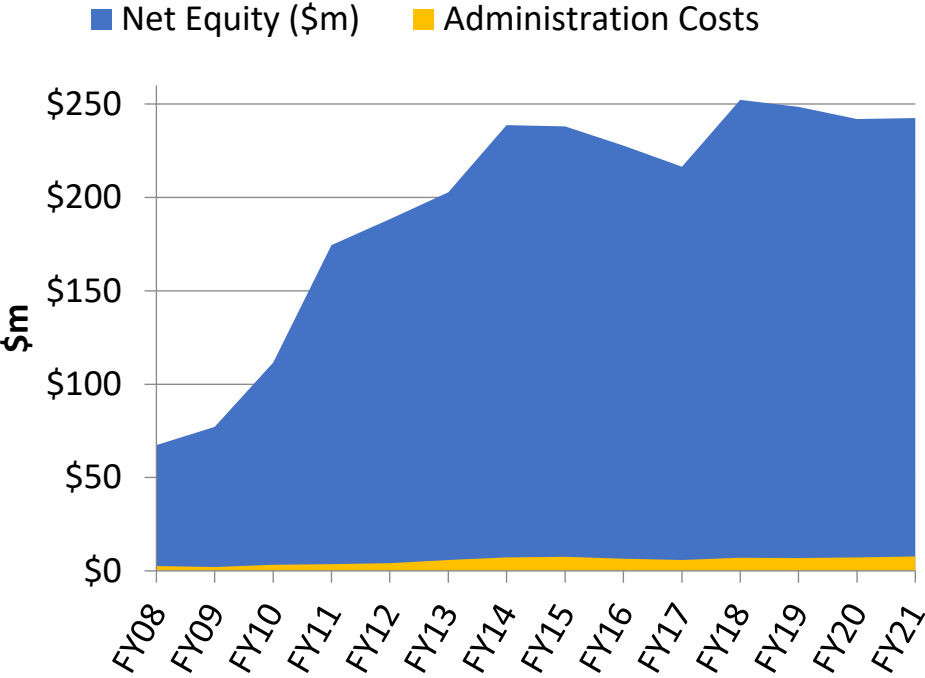


SEGMENT CONTRIBUTIONS FY21



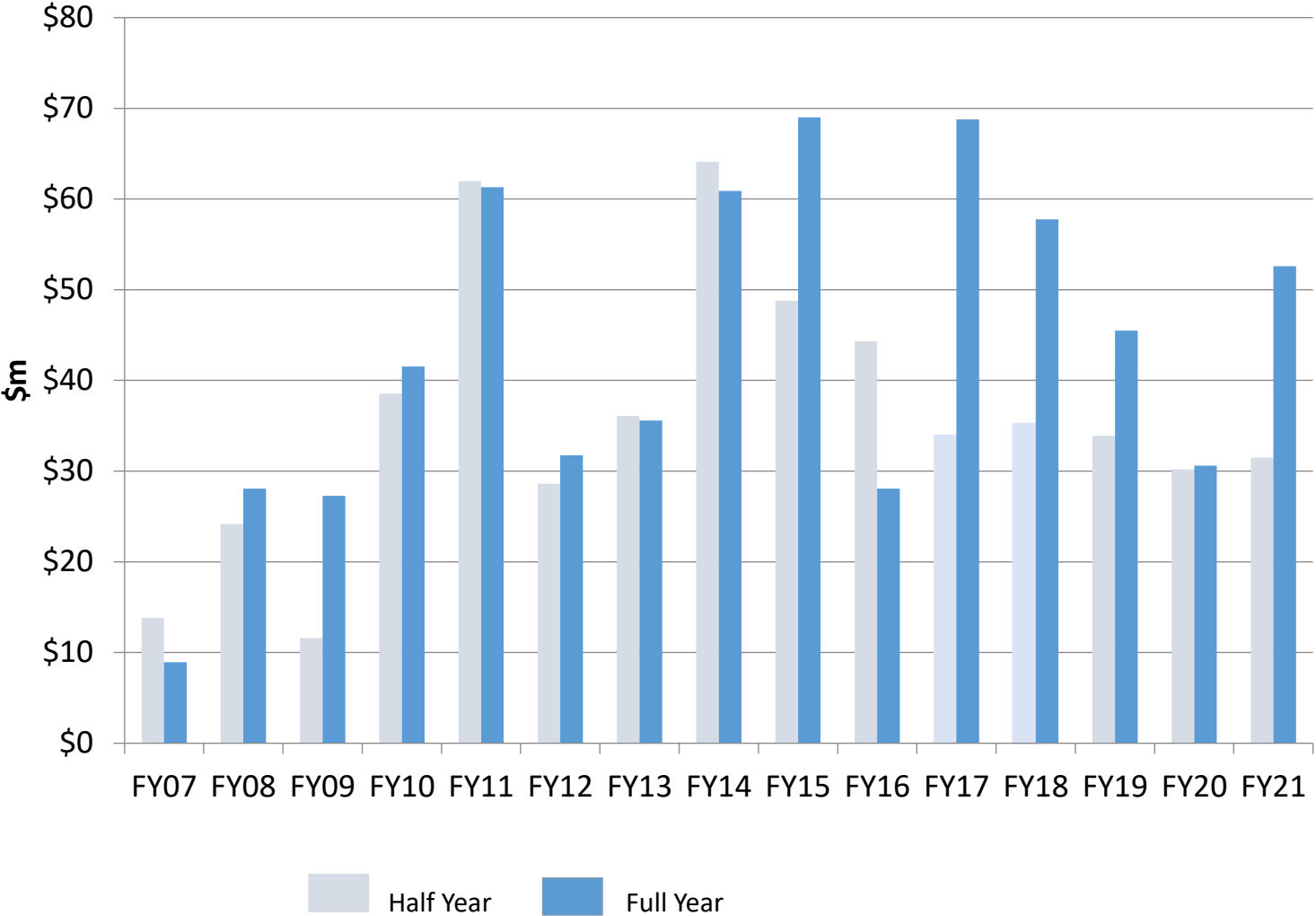
CORPORATE ADMINISTRATION COST

- Administration costs overhead as percentage of net equity is 3.2%.
- Slight increase due to consolidation of Finbar to Rent and Finbar Sales divisions into total admin costs.
- Efficient model ensures company is *scalable and efficient*.
- 20 Staff – Core Business
- 5 Staff – Finbar to Rent division
- 3 Staff – Finbar Sales division
- Small close team ensures efficient transfer of information, quick response, retention of IP, and corporate agility.



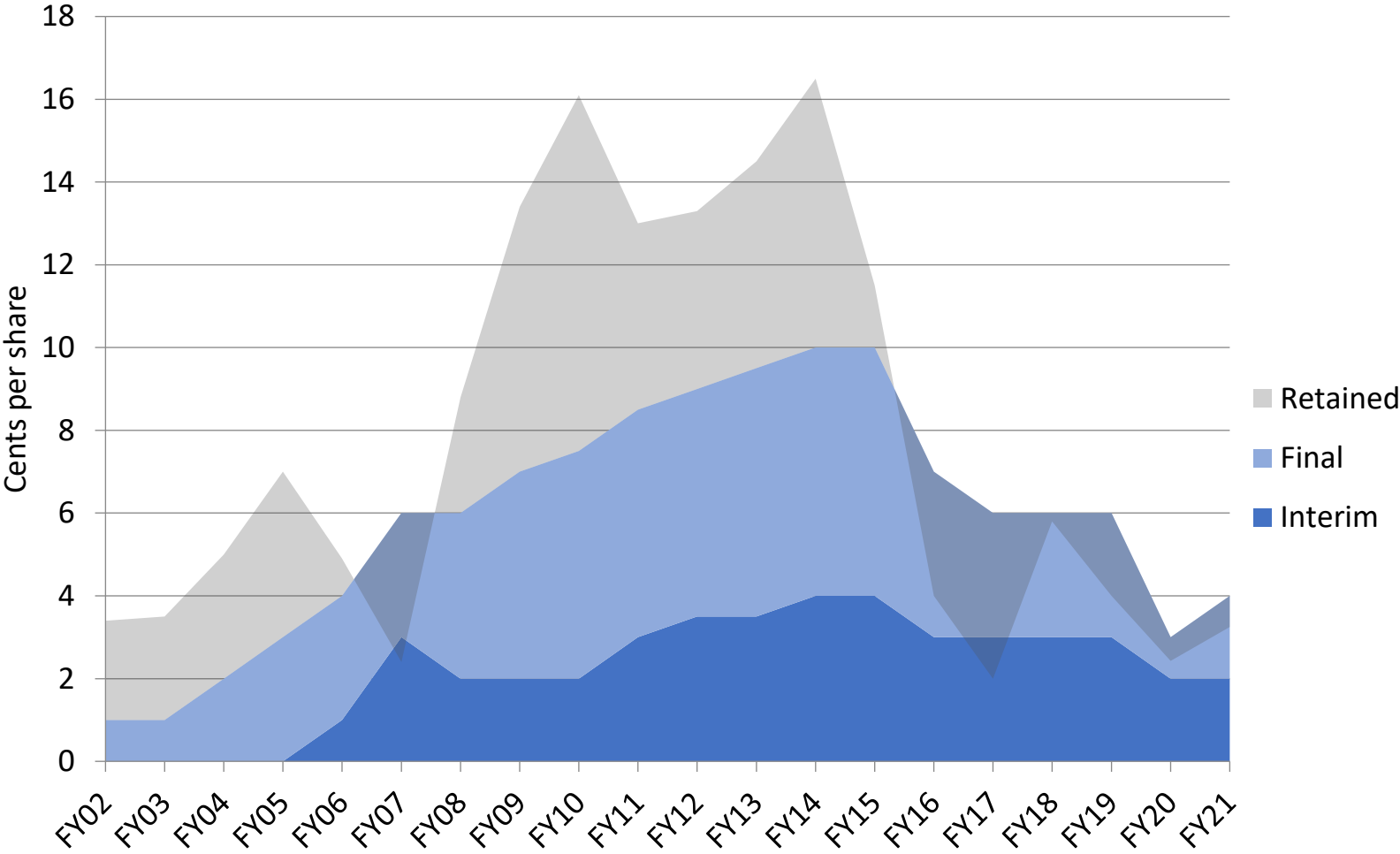
CASH

- Strong year end cash position of \$52.6m.
- Funding major construction works in progress plus commitments to commence Aurora & The Point in FY22.
- No debt on residual stock with settlement cashflow to continue to support reinvestment.



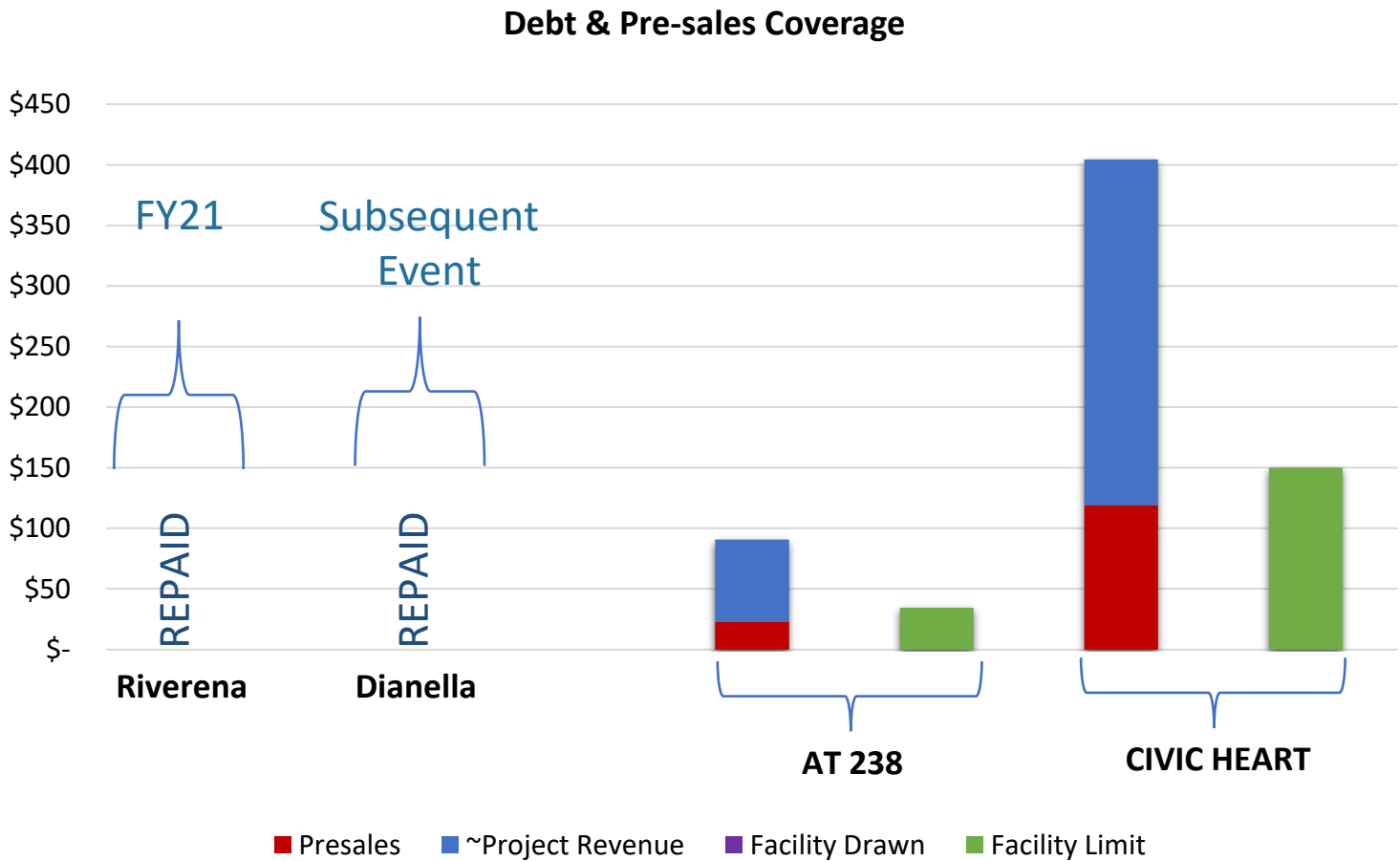
DIVIDEND

➤ Fully franked dividend of \$0.04 per share attributable to the financial year



PROJECT DEBT

- \$9.2m facility for Riverena repaid in FY21
- \$21.6m line for Dianella repaid subsequent to balance date
- Currently no development related debt
- First drawdowns expected on AT238 in November 21 and Civic Heart in February 22
- All debt is project specific
- No corporate line
- No charge over parent



INVESTMENT PROPERTY UPDATE



INVESTMENT PROPERTY

FAIRLANES

181 Adelaide Terrace East Perth

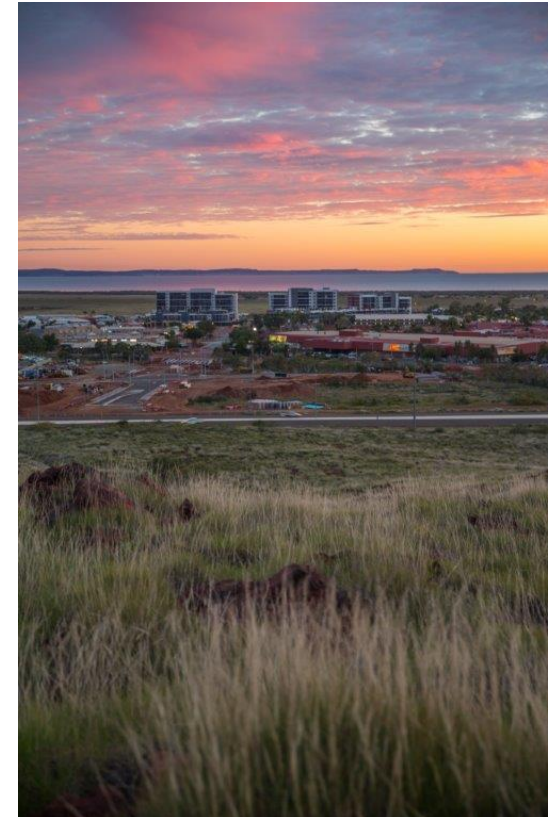


- 7,582 sqm office building
- Leased to AECOM, Ventia, APP, Finbar's corporate office, smaller office and food tenancies
- Finbar developed and wholly owned asset



PELAGO

23 & 26 Sharpe Avenue Karratha

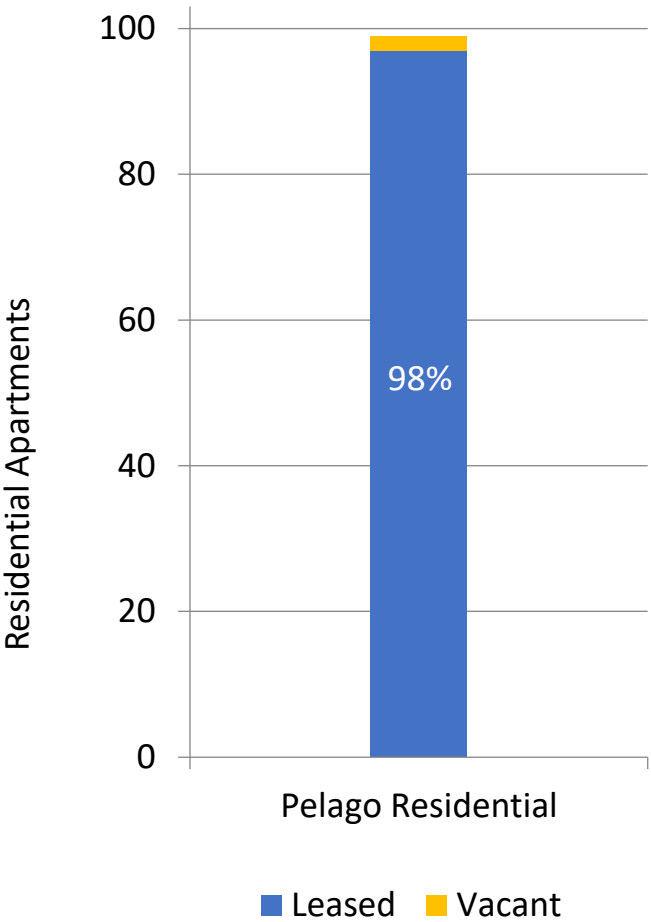
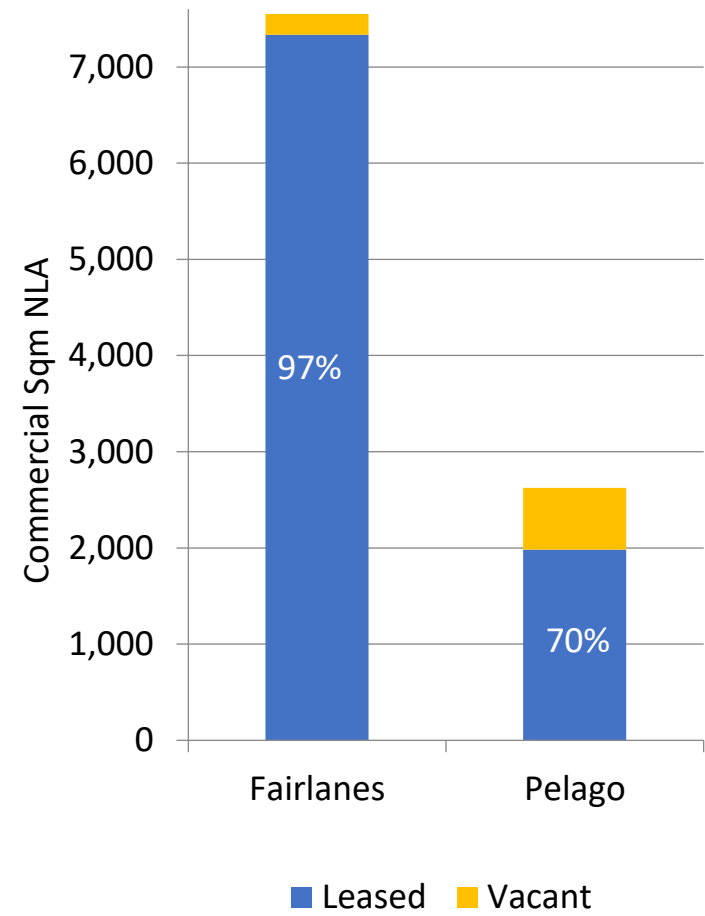


- 99 apartments & 20 commercial lots
- Predominantly leased to corporate residential tenants
- Finbar developed and wholly owned asset



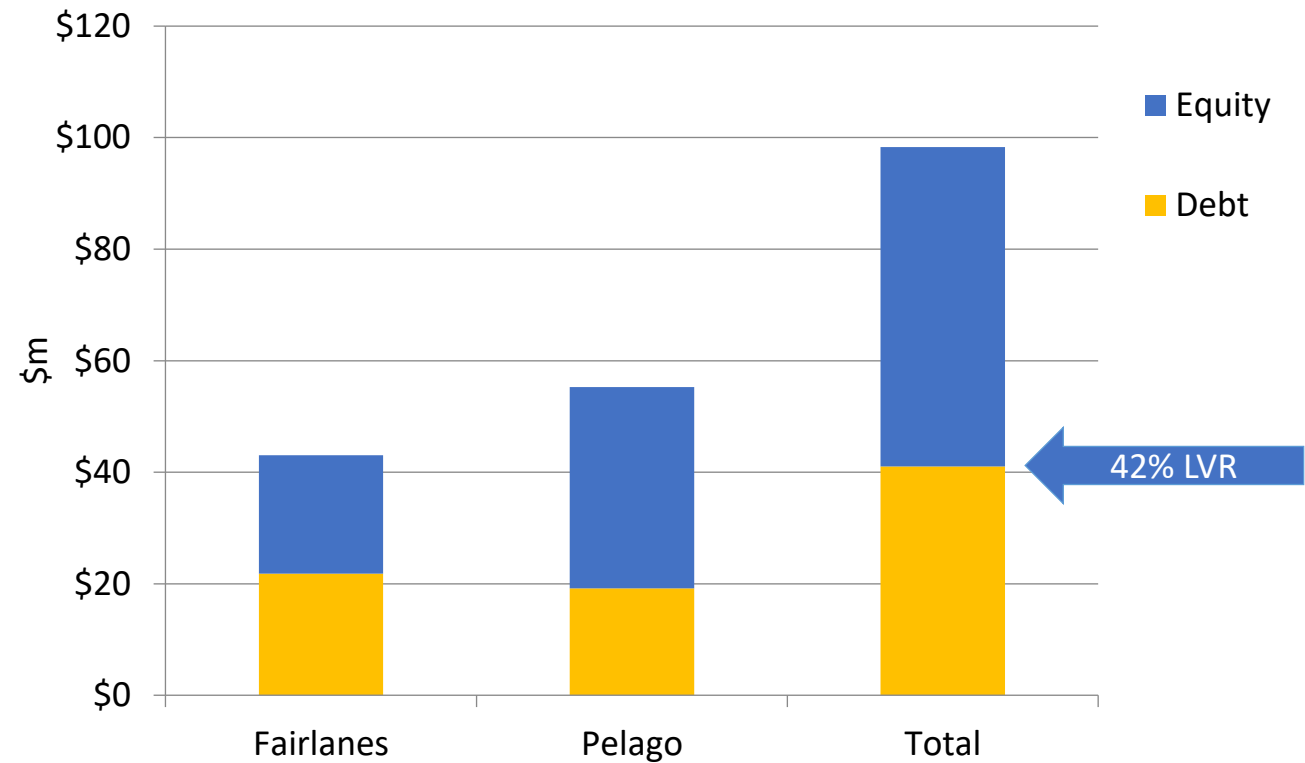
INVESTMENT PROPERTY – OCCUPANCY LEVELS

- Fairlanes 97% leased.
- Pelago Commercial 70% leased. Recent sale of one commercial.
- Pelago Residential 98% leased. Recent sale of two residential lots.
- Pelago Residential Rentals still escalating with Studio \$650pw, 1x1 \$850pw, 2x2 \$1,100 pw, 3x2 \$1,300pw



INVESTMENT PROPERTY – BOOK VALUE & DEBT

- Loan to Value Ratio across investment property is 42%
- Facilities with Australian Major Banks (CBA & NAB)
- Gradual sell down of Karratha intended where development margin over carrying book value can be achieved

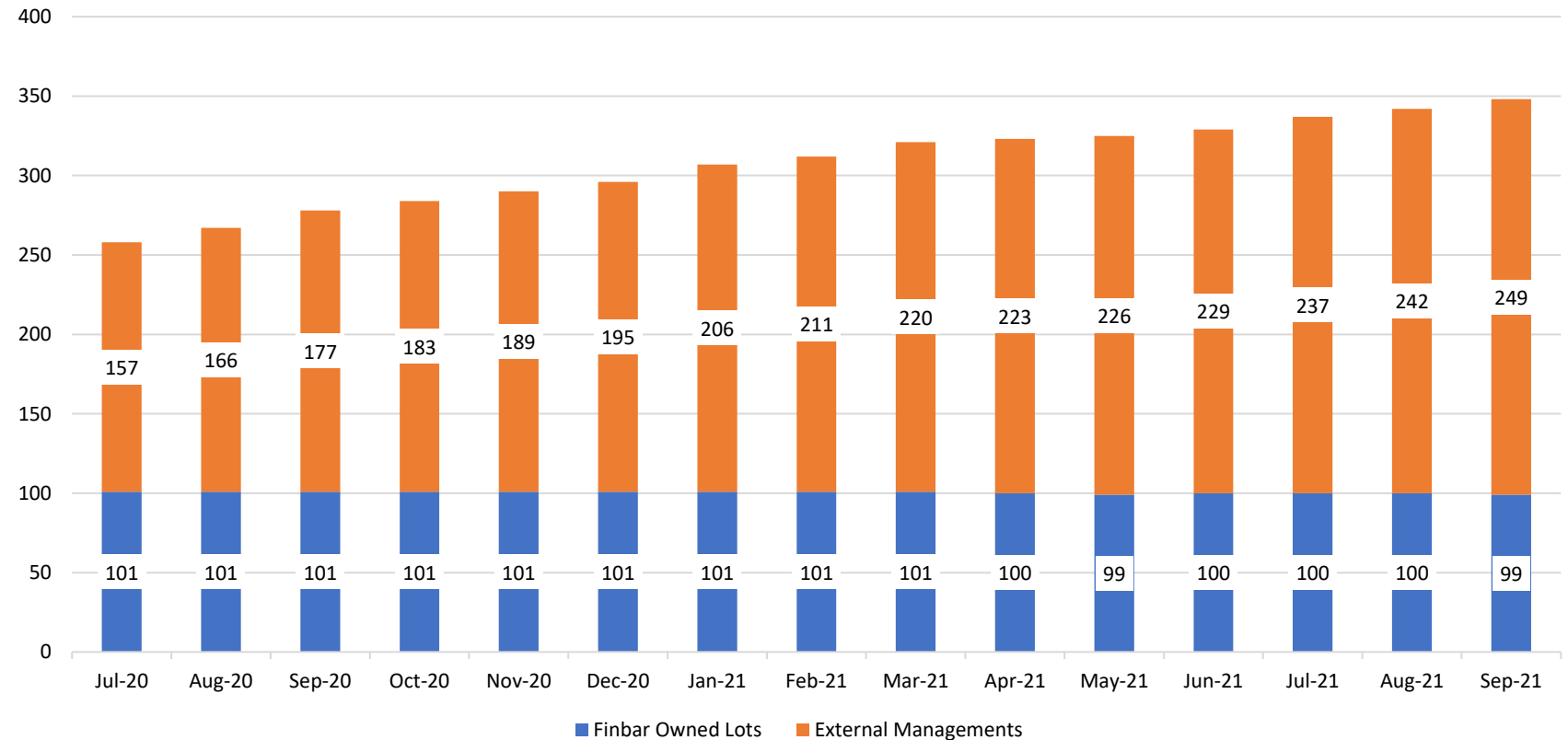




FINBAR TO RENT – PROPERTIES UNDER MANAGEMENT



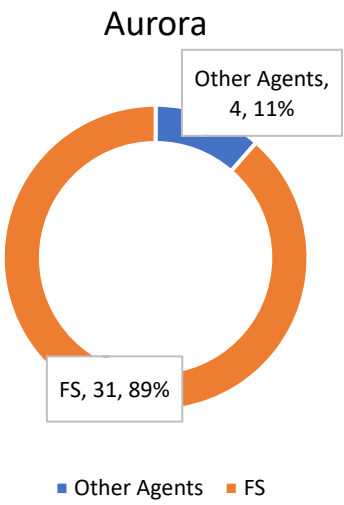
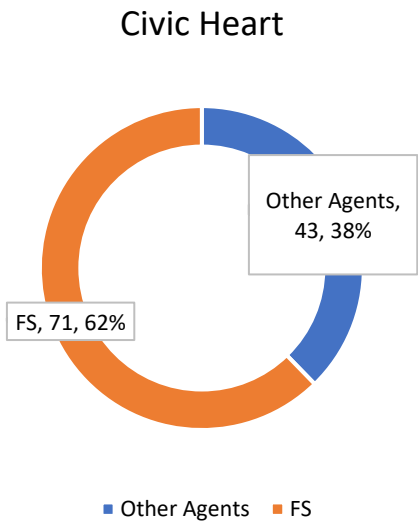
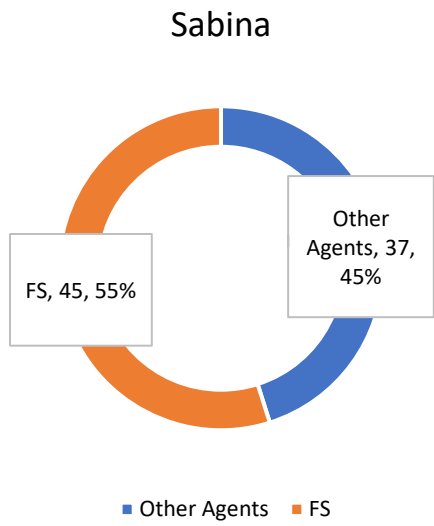
- Finbar to Rent has 348 properties under management
- No rent role acquisitions, organic growth only from marketing to Finbar customers only
- Property Management for only Finbar developed properties
- Fixed rate management fees with free inclusions
- Streamlined management for our investor buyers - targeting more sales
- New marketing opportunities to tenants seeking transition to ownership
- Prepares systems for possible build to rent future opportunities
- Award winning team



Source: Finbar Group Ltd

FINBAR SALES PERFORMANCE

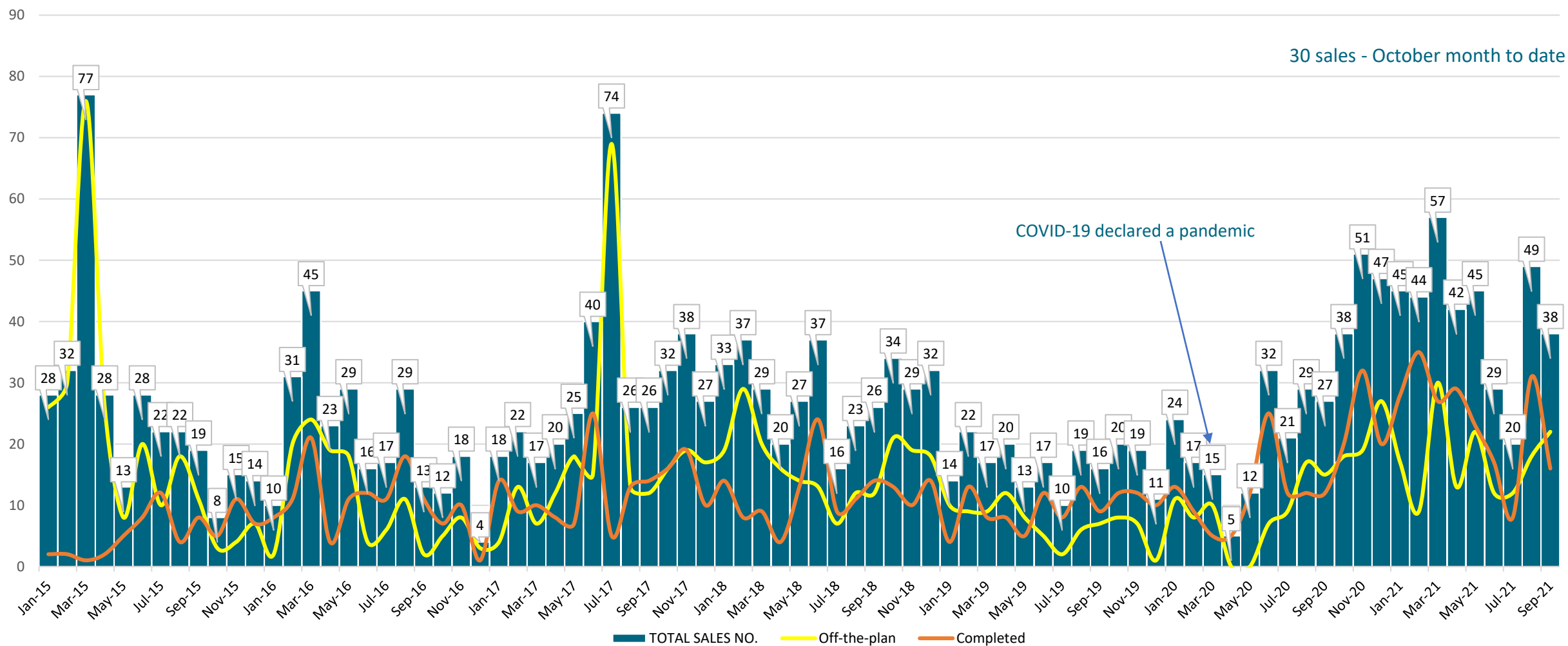
- Three person internal sales team
- Finbar Sales has achieved majority of sales across all appointed projects
- Enables greater sales office exposure times
- \$2.37m in commissions written since commencement (May 2020)
- Garden Towers East Perth to be next project launch for team



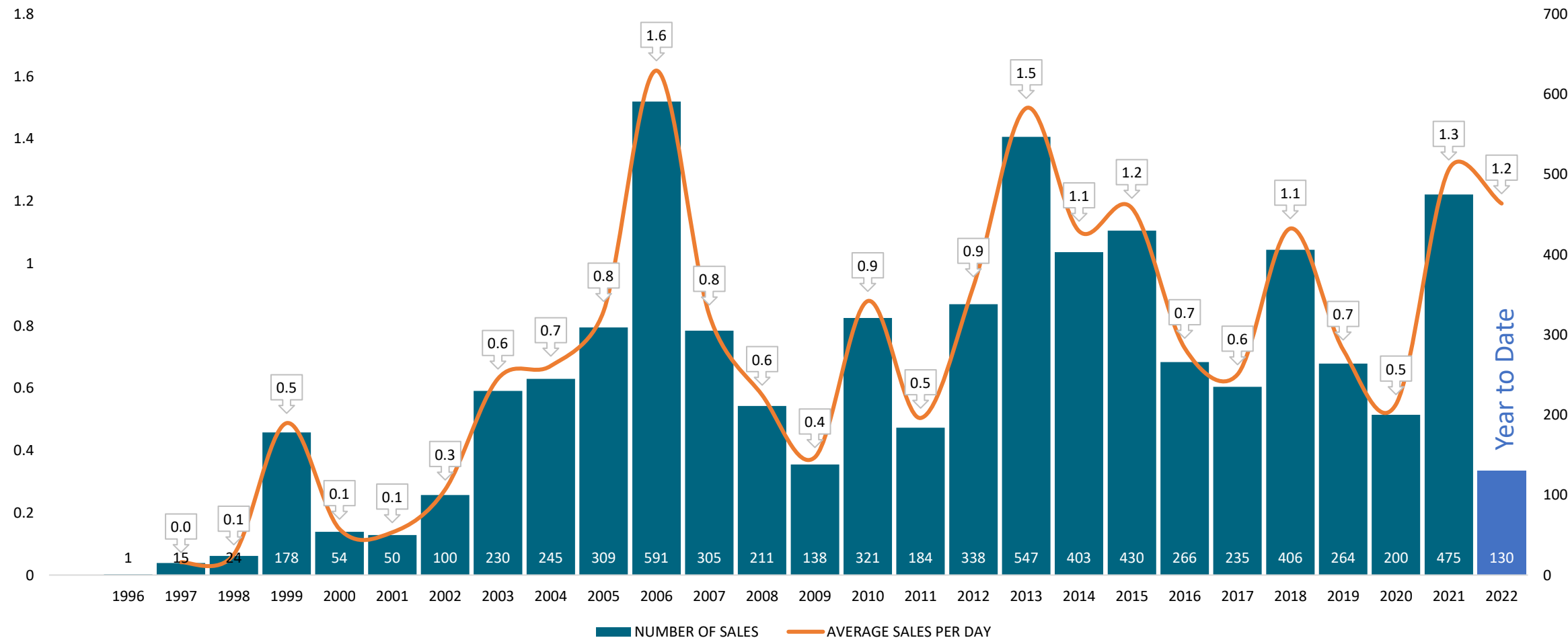
DEVELOPMENT SALES ACTIVITY UPDATE



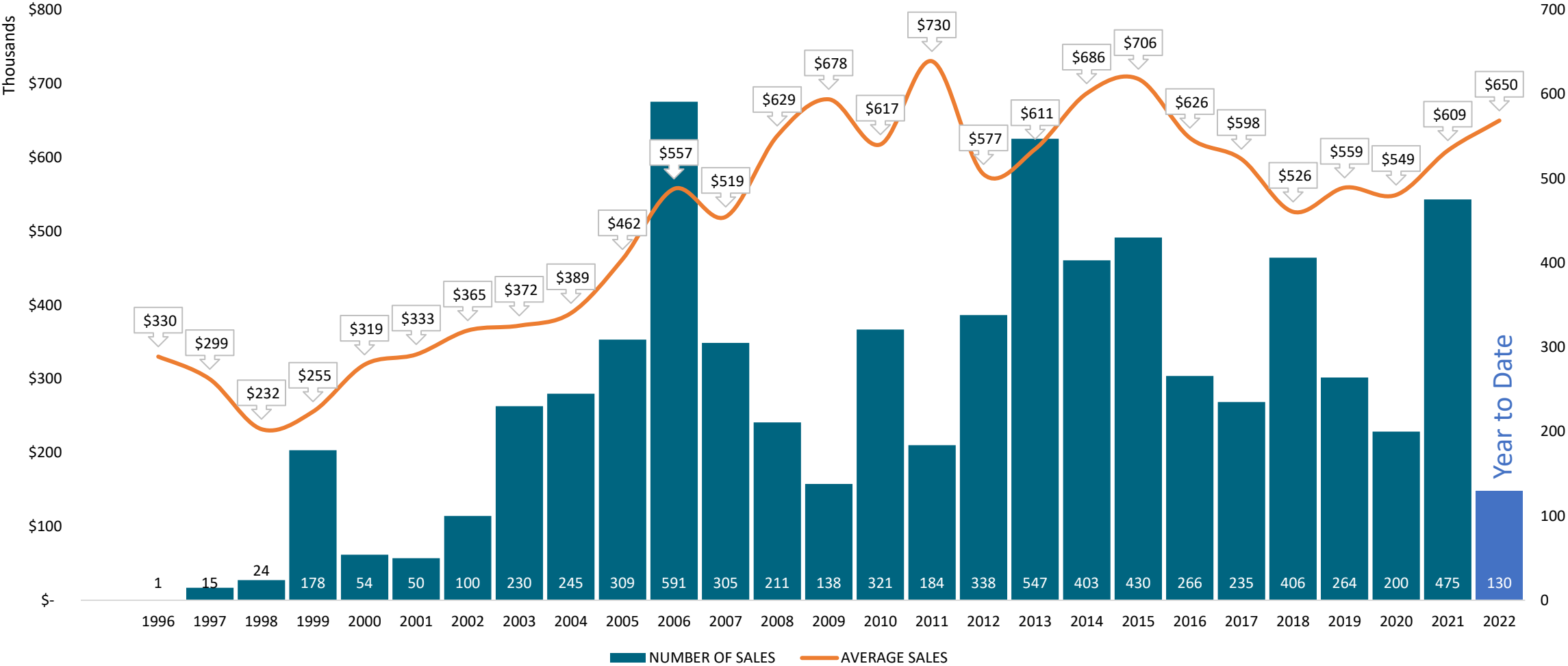
TOTAL NUMBER OF SALES PER MONTH



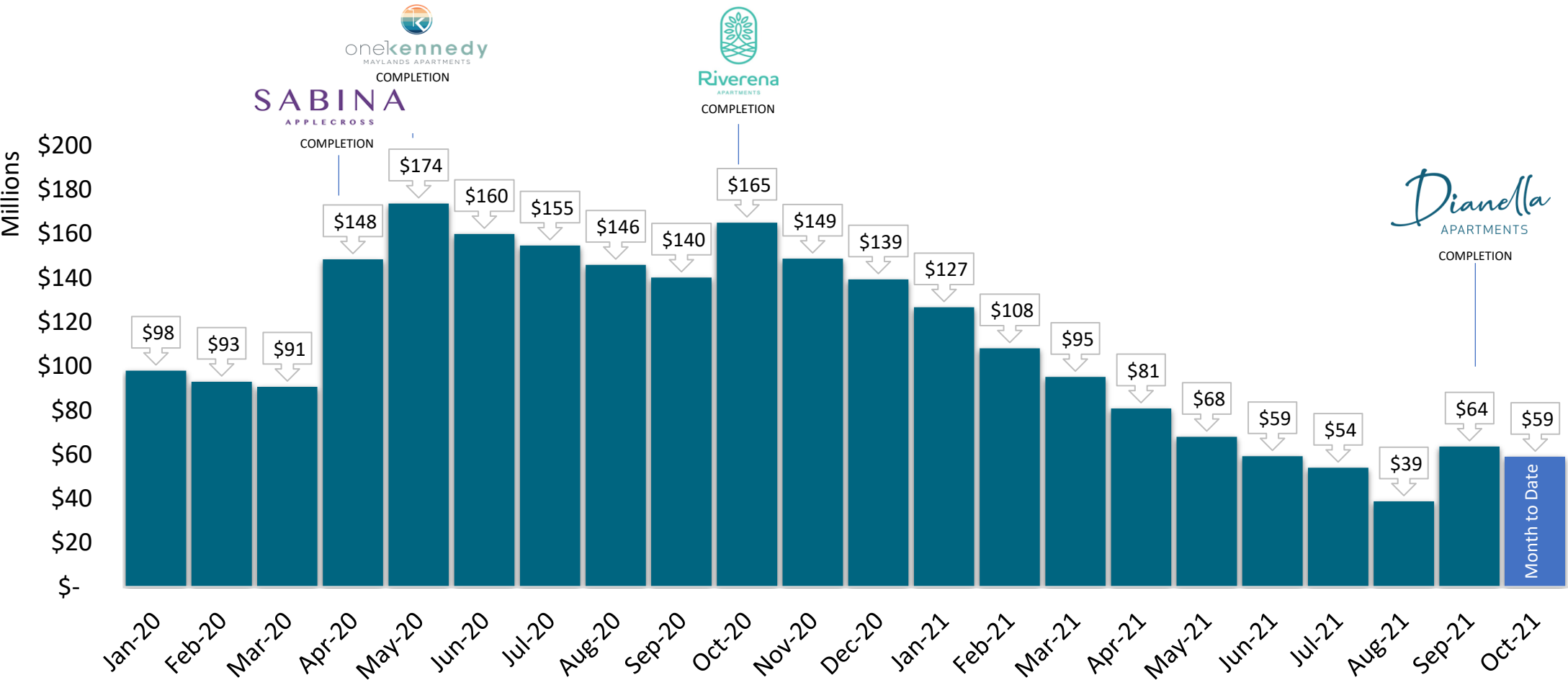
AVERAGE SALES PER DAY (FINANCIAL YEAR)



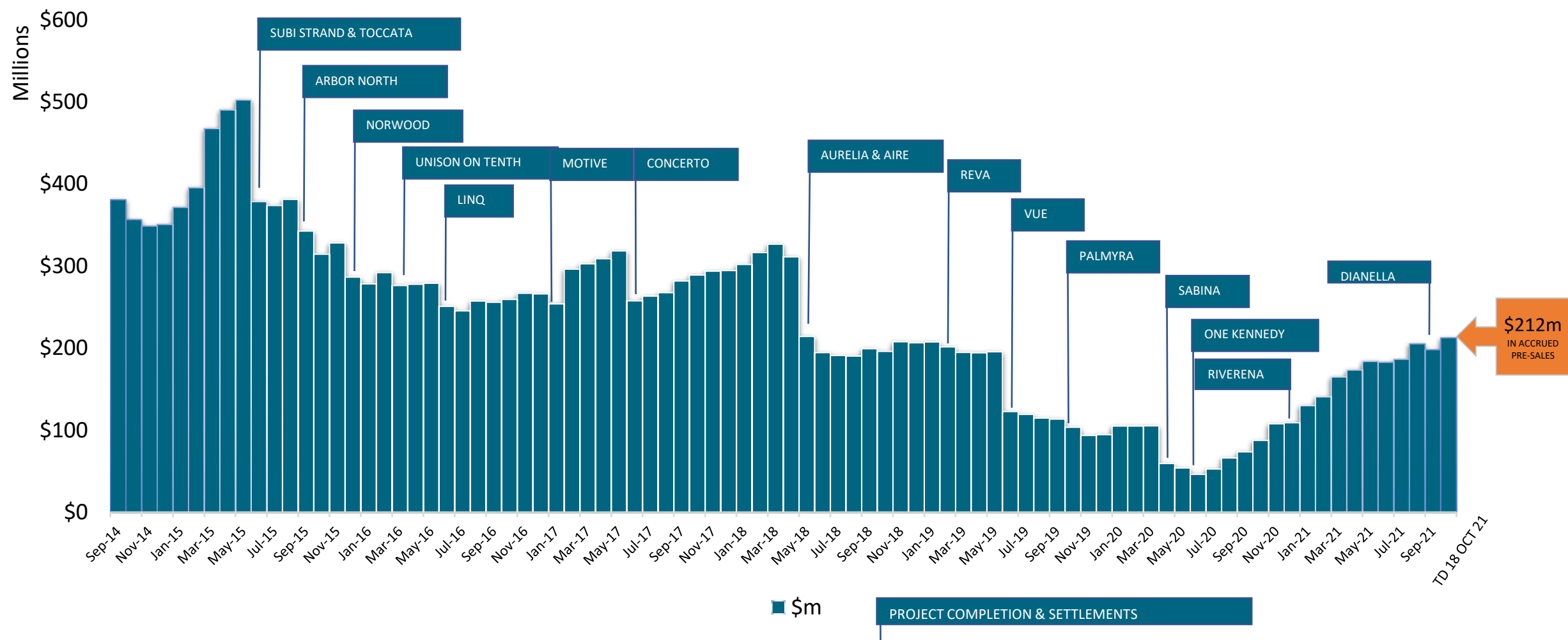
AVERAGE SALES VALUE (PER UNIT) - FINANCIAL YEAR



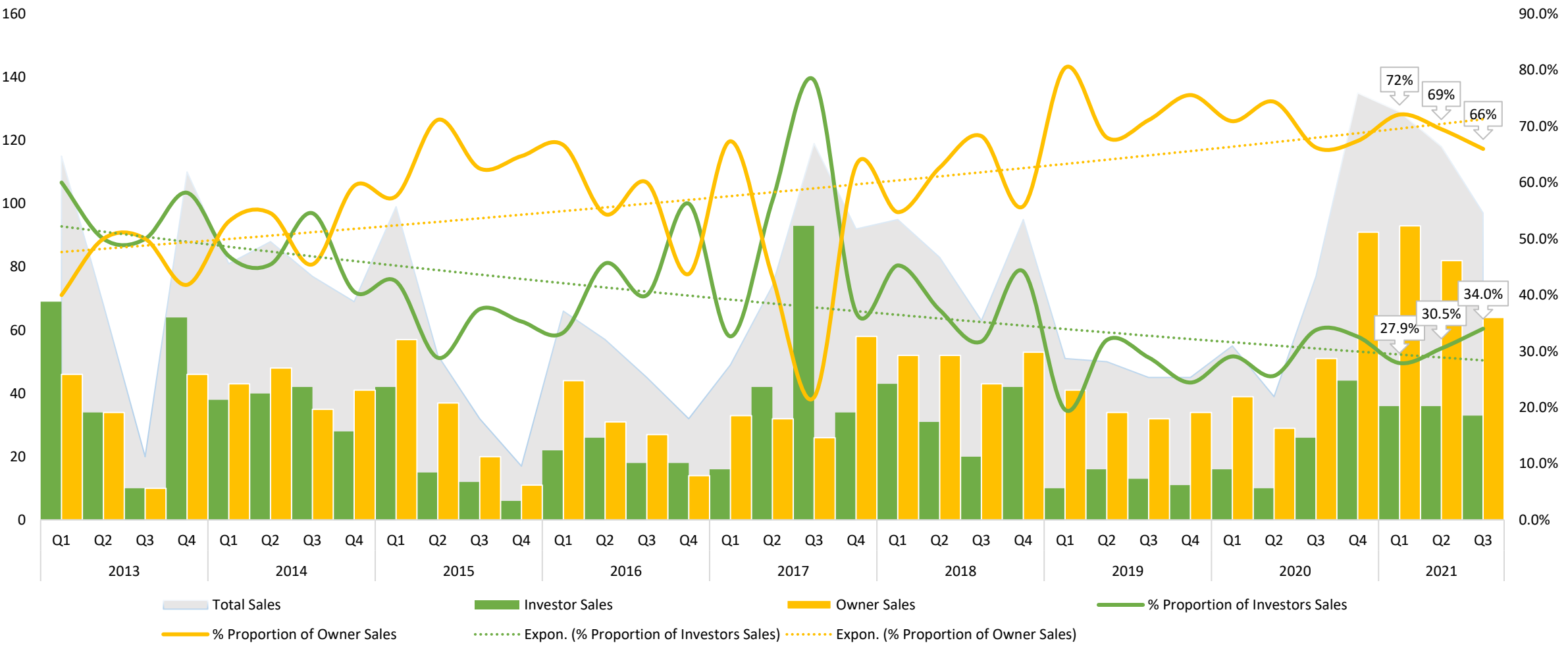
COMPLETED STOCK SELL DOWN



TOTAL OFF-THE-PLAN PRESALES VALUE



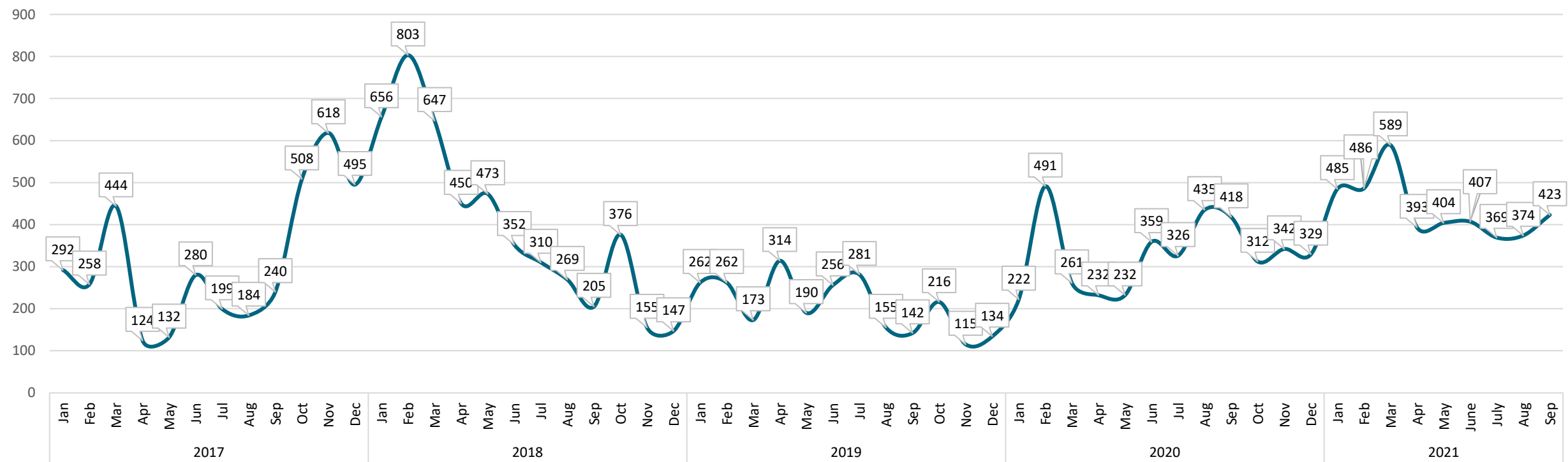
INVESTOR SALES V OWNER OCCUPIER PER CALENDAR QTR



ALL DEVELOPMENTS
WEBSITE ENQUIRIES SINCE 2017

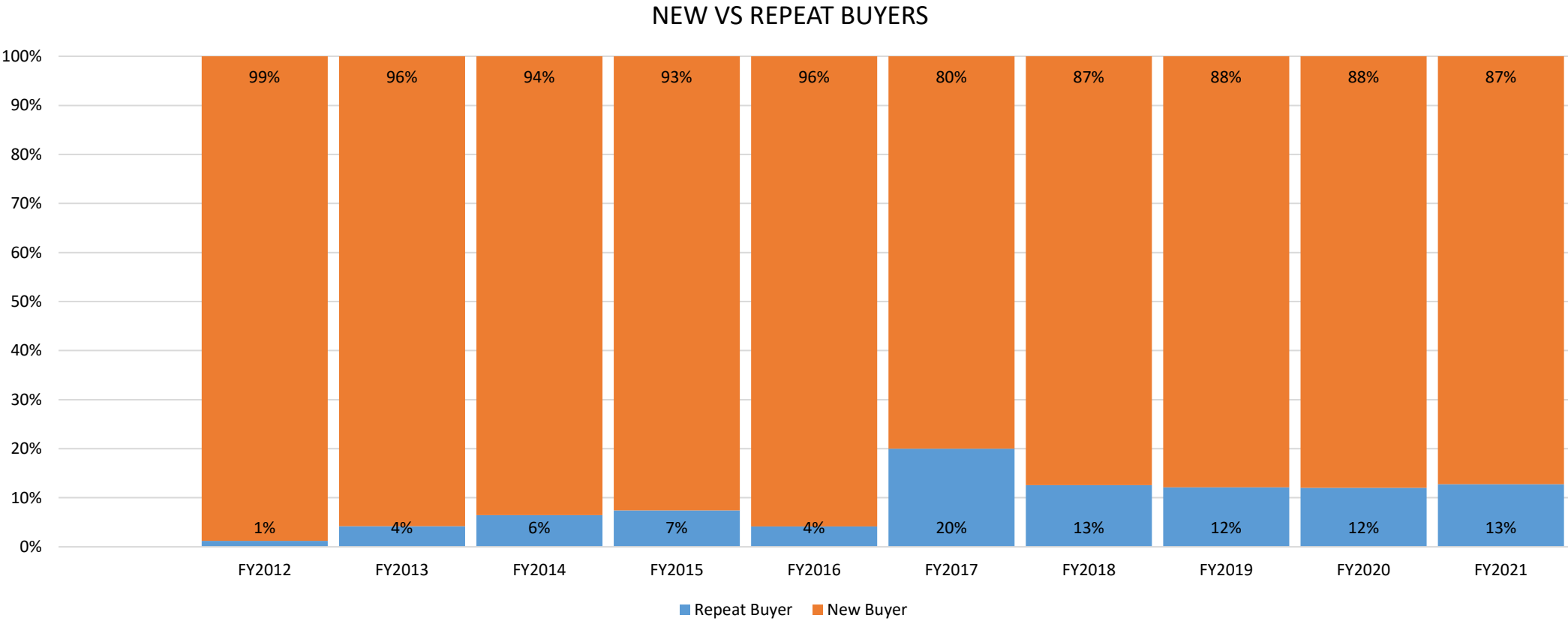
2021 AVERAGING 14.20 ENQUIRIES A DAY

YEAR	TOTAL	AVG ENQUIRY PER DAY
2017	3774	10.34
2018	4843	13.27
2019	2500	6.85
2020	3959	10.85
2021	4118	14.20

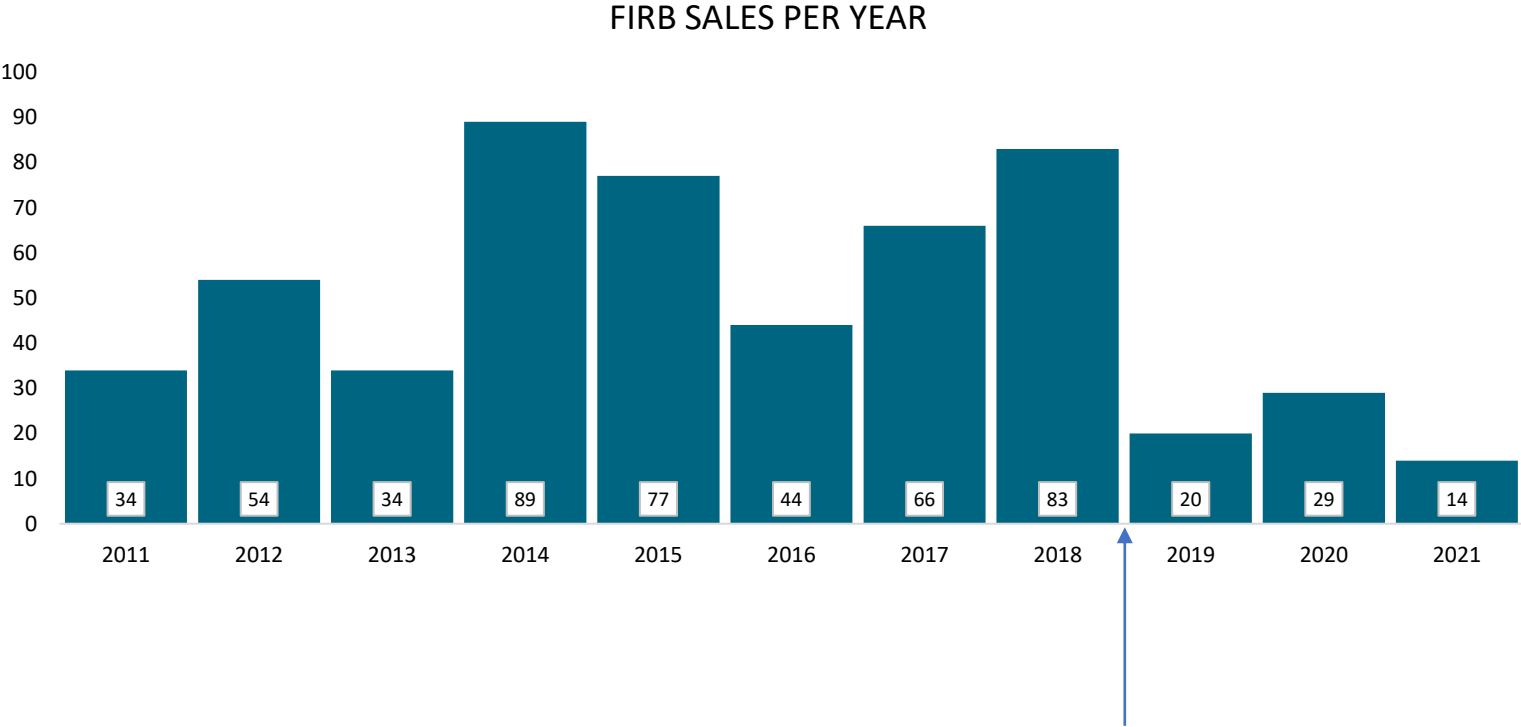


LOYALTY CLUB

NEW VS REPEAT BUYERS



YEARLY FIRB SALES



Foreign Buyer Surcharge Tax introduced to WA
In Jan 19 has slowed overseas sales significantly

PROJECT UPDATE



COMPLETED PROJECTS

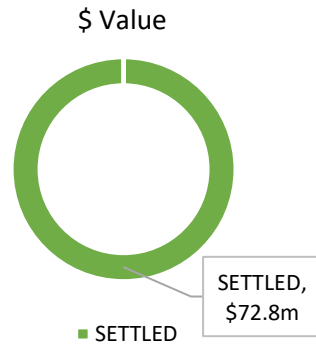
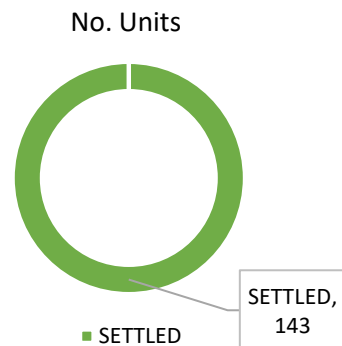


MOTIVE

172 RAILWAY PARADE, WEST LEEDERVILLE

Project: Motive consists of 143 one and two bedroom apartments.

- **Status:** Completed December 2016
- **Ownership:** 50% JV with landowner
- **Value:** \$72.8 million
- **Completed:** FY17
- **Average price:** \$509,224
- **Sales:**

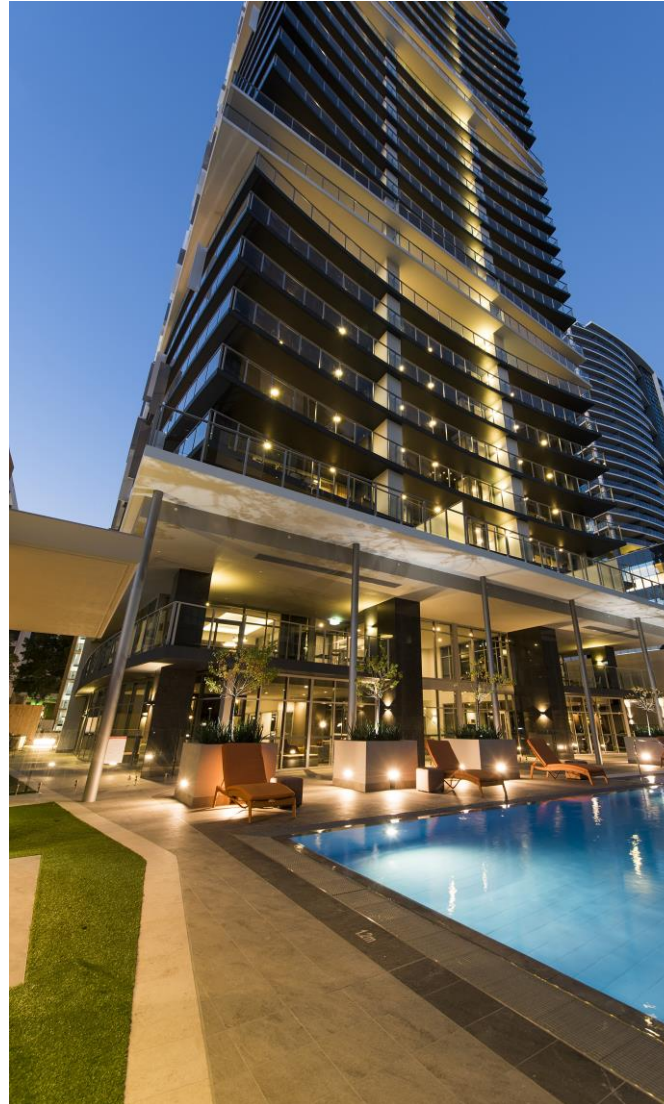
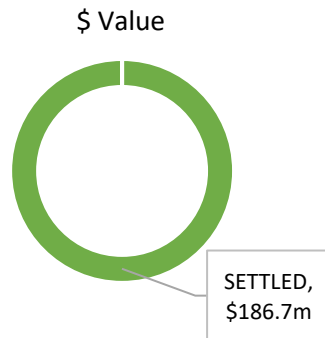
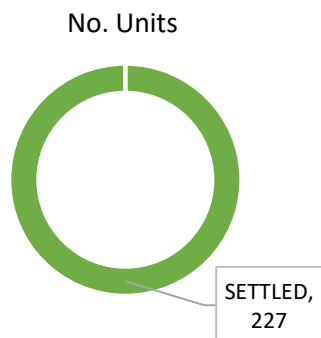


CONCERTO

189 ADELAIDE TERRACE, EAST PERTH

Project: Concerto consists of 226 studio, one, two and three bedroom apartments plus 1 commercial unit.

- **Status:** Completed May 2017
- **Ownership:** 50% JV with landowner
- **Value:** \$186.7 million
- **Completed:** FY17
- **Average price:** \$822,513
- **Sales:**

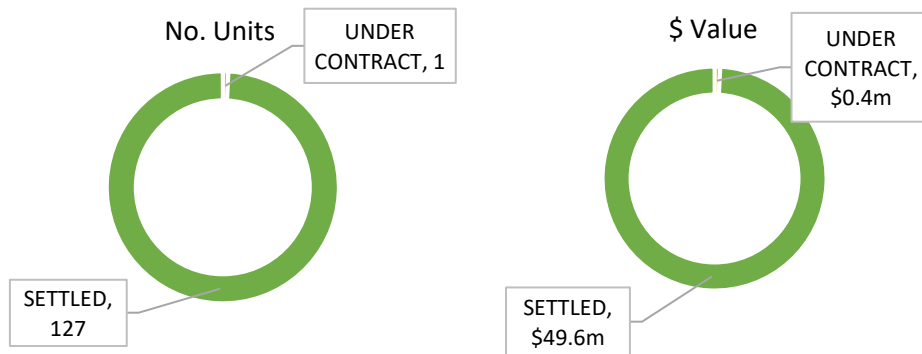


PALMYRA EAST

49 MCGREGOR ROAD, PALMYRA

Project: Palmyra East consists of 128 one, two and three bedroom apartments.

- **Status:** Completed October 2019
- **Ownership:** 50% JV with landowner
- **Value:** \$49.8 million
- **Completed:** FY19
- **Average price:** \$390,432
- **Sales:**

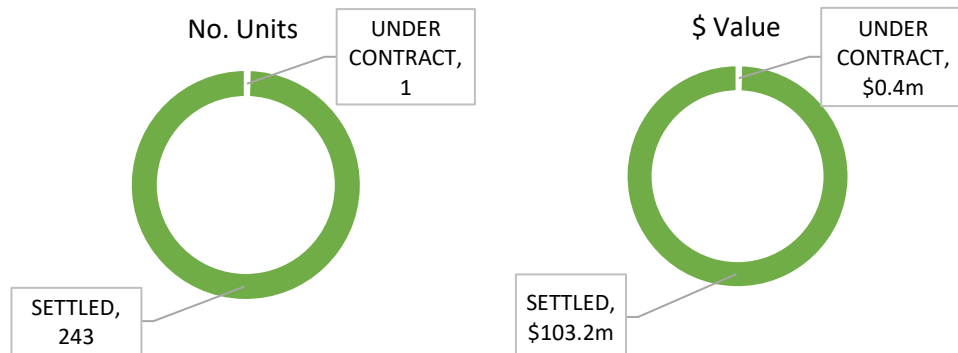


AIRE WEST PERTH

659 MURRAY STREET, WEST PERTH

Project: Aire West Perth consists of 178 one, two and three bedroom apartments plus 64 serviced apartments as well as 2 ground floor commercial units.

- **Status:** Completed May 2018
- **Ownership:** 50% JV through SPV
- **Value:** ~\$103.5 million
- **Completed:** FY18
- **Average price:** \$424,810
- **Sales:**

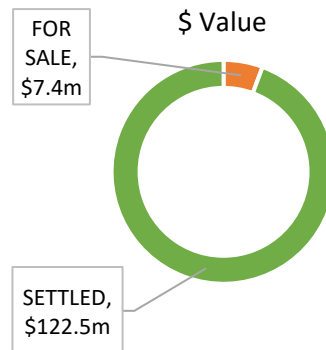
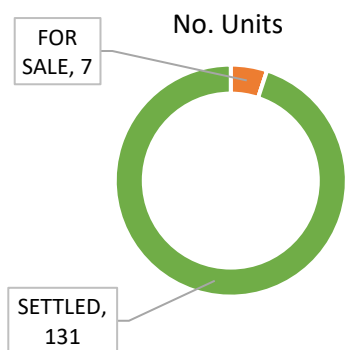


AURELIA

1 HARPER TERRACE, SOUTH PERTH

Project: Aurelia consists of 118 one, two and three bedroom apartments plus 6 commercial units and 14 office spaces.

- **Status:** Completed May 2018
- **Ownership:** 50% JV with landowner
- **Value:** ~\$129.8 million
- **Completed:** FY18
- **Average price:** \$954,817
- **Sales:**

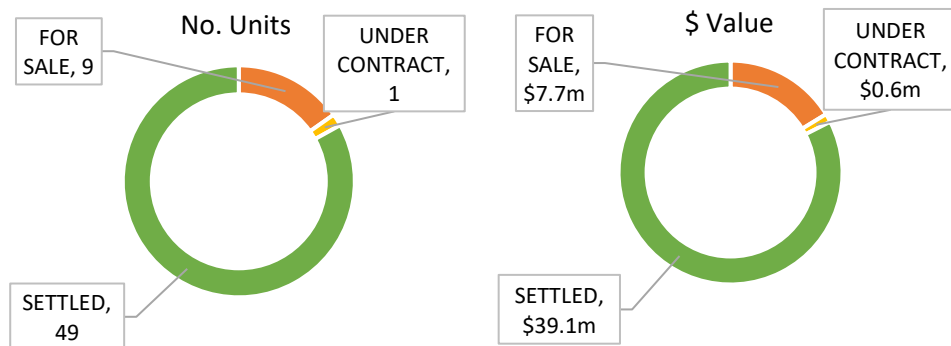


REVA SOUTH PERTH

5 HARPER TERRACE, SOUTH PERTH

Project: Reva consists of 41 luxury apartments plus 18 commercial lots of ground floor retail and level one office space.

- **Status:** Completed January 2019
- **Ownership:** Wholly owned through subsidiary
- **Value:** ~\$48.3 million
- **Completed:** FY19
- **Average price:** \$794,392
- **Sales:**

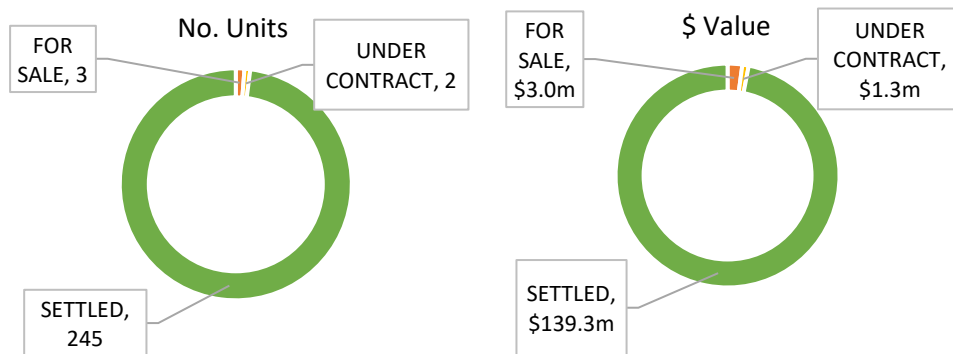


VUE TOWER

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.

- **Status:** Completed June 2019
- **Ownership:** 50% JV with landowner
- **Value:** ~\$143.7 million
- **Completed:** FY19
- **Average price:** \$570,419
- **Sales:**

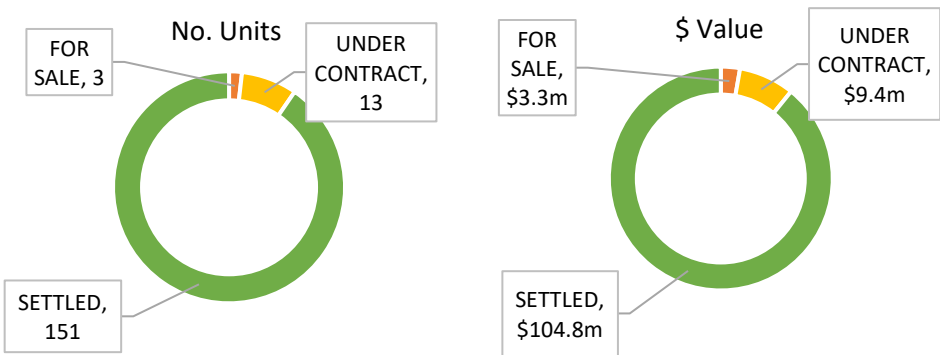


SABINA

908 CANNING HIGHWAY, APPLECROSS

Project: Sabina is the first stage of the Canning Highway development and consists of 164 one, two, three bedroom apartments, and 3 ground floor commercial lots.

- **Status:** Completed April 2020
- **Ownership:** 50% JV with landowner
- **Value:** ~\$117.5 million
- **Completed:** FY20
- **Average price:** \$703,494
- **Sales:**

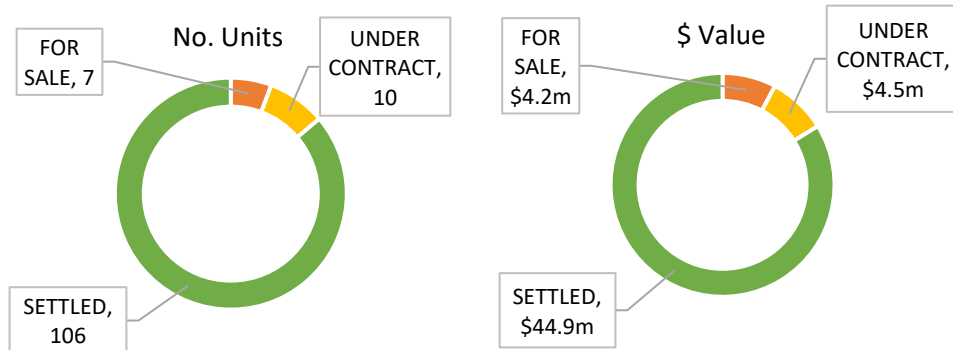


ONE KENNEDY

1 KENNEDY STREET, MAYLANDS

Project: One Kennedy consists of 120 one, two and three bedroom apartments plus 3 commercial lots.

- **Status:** Completed June 2020
- **Ownership:** 50% JV with landowner
- **Value:** ~\$53.5 million
- **Completed:** FY20
- **Average price:** \$435,308
- **Sales:**

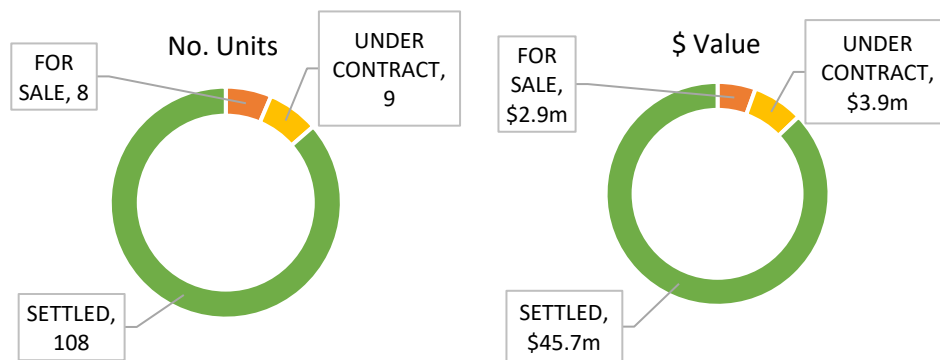


RIVERENA

5 ROWE AVENUE, RIVERVALE

Project: Riverena consists of 125 one, two and three bedroom apartments.

- **Status:** Completed December 2020
- **Ownership:** 50% JV through SPV
- **Value:** ~\$52.5 million
- **Completed:** FY21
- **Average price:** \$419,979
- **Sales:**

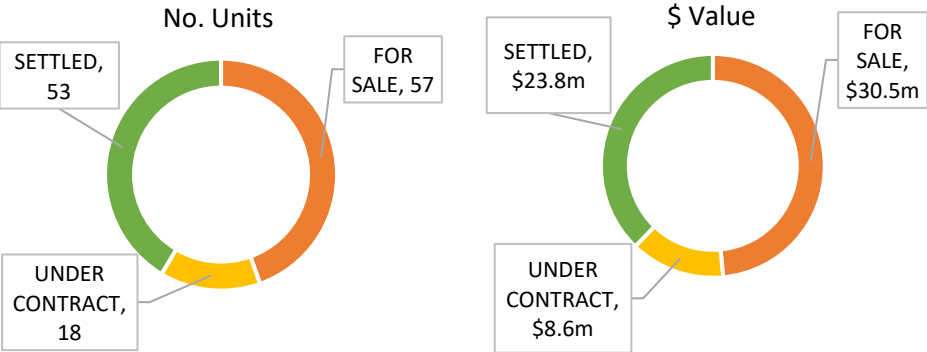


DIANELLA APARTMENTS

36 CHESTER AVENUE, DIANELLA

Project: Dianella Apartments consists of 128 one, two and three bedroom apartments.

- **Status:** Completed August 2021
- **Ownership:** Wholly owned through subsidiary
- **Value:** ~\$62.8 million
- **Completed:** FY22
- **Average price:** \$491,088
- **Sales:**



PROJECTS UNDER CONSTRUCTION



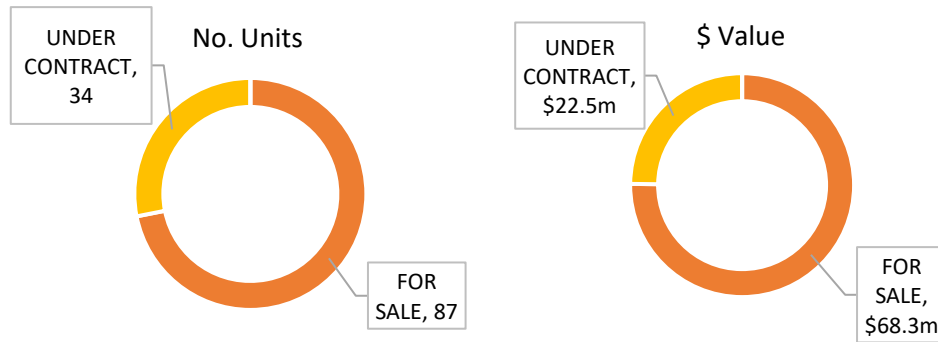
Effective as at 18/10/2021

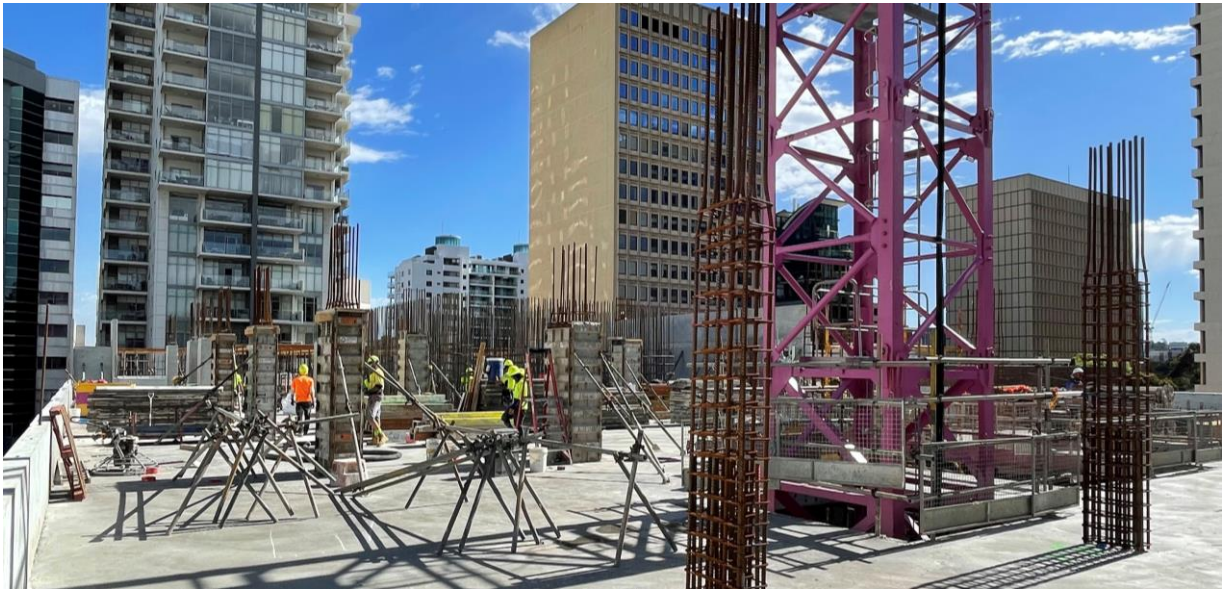
AT238

238 ADELAIDE TERRACE, PERTH

Project: AT238 will consist of 119 one, two and three bedroom apartments plus 2 ground floor commercial on 1,697 Sqm land over 31 levels.

- **Status:** Under Construction
- **Ownership:** 50% JV through SPV
- **Value:** ~\$90.8 million
- **Est. Completion:** FY23
- **Average price:** \$750,757
- **Sales:**



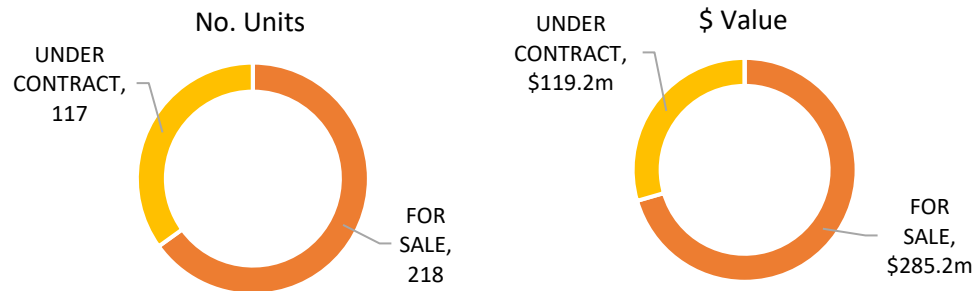


CIVIC HEART

1 MENDS STREET, SOUTH PERTH

Project: Civic Heart will consist of 309 one, two, three bed apartments plus 2,750sqm of commercial space.

- **Status:** Under Construction
- **Ownership:** 52.5% JV with landowner
- **Value:** ~\$404.4 million
- **Est. Completion:** FY23/FY24
- **Average price:** \$967,440
- **Sales:**







PROJECTS BEING MARKETING OFF-THE-PLAN

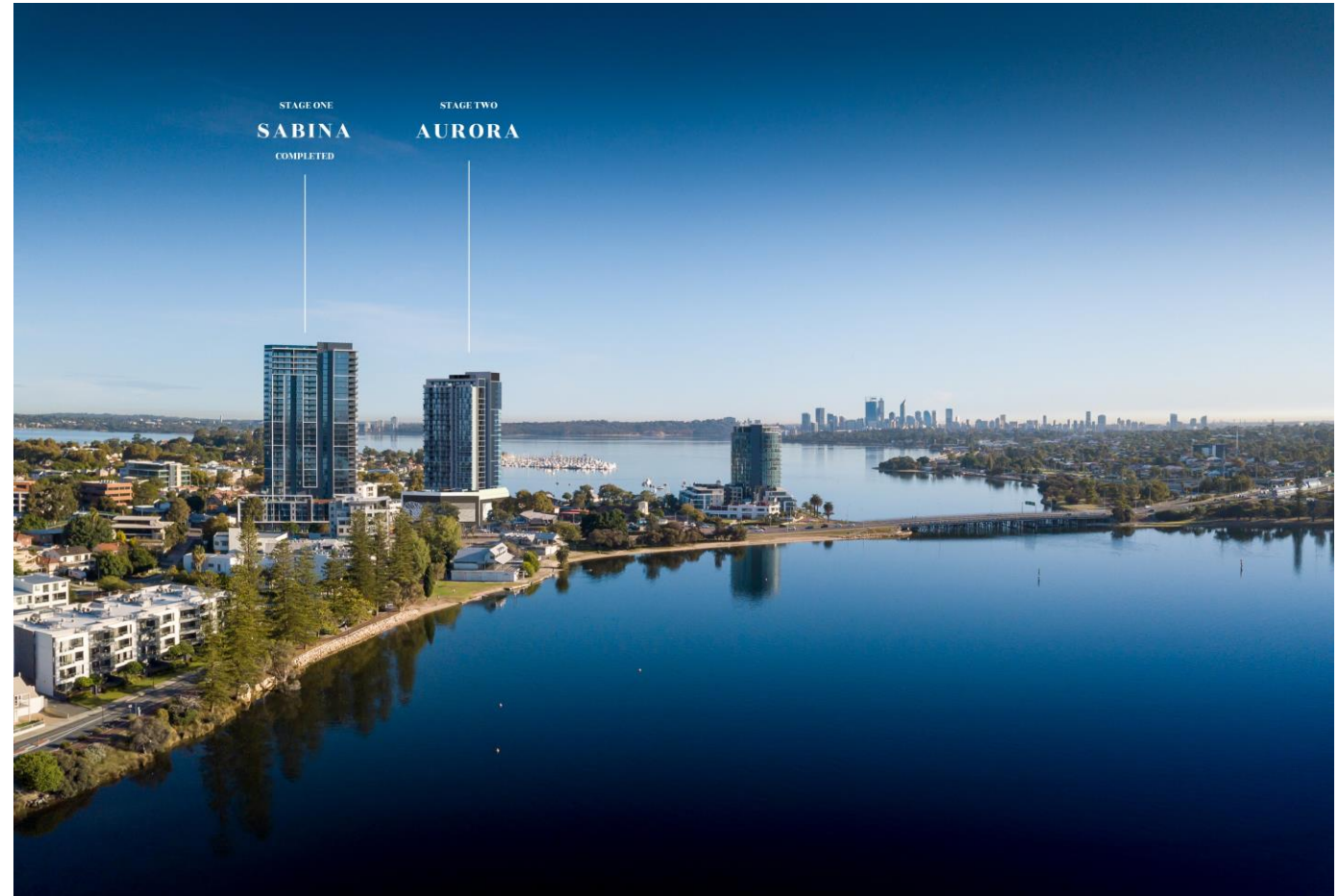
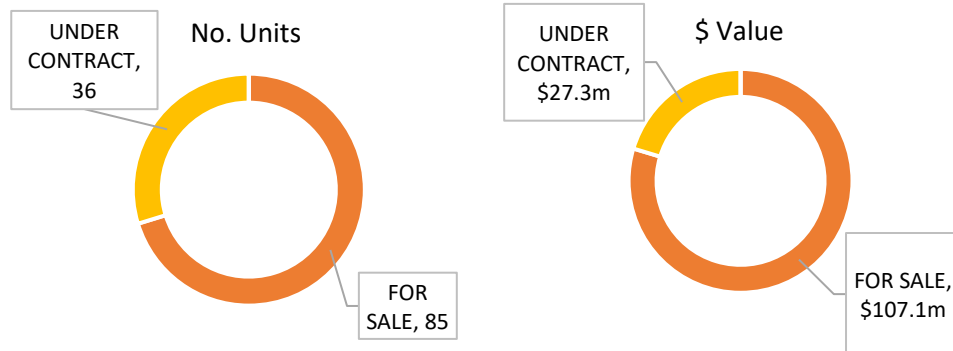


AURORA

238 ADELAIDE TERRACE, PERTH

Project: Aurora will consist of 118 one, two, three bed apartments plus 3 ground floor commercial.

- **Status:** Pre-Sales
- **Ownership:** 50% JV with landowner
- **Value:** ~\$134.5 million
- **Est. Completion:** FY24
- **Average price:** \$741,430
- **Sales:**

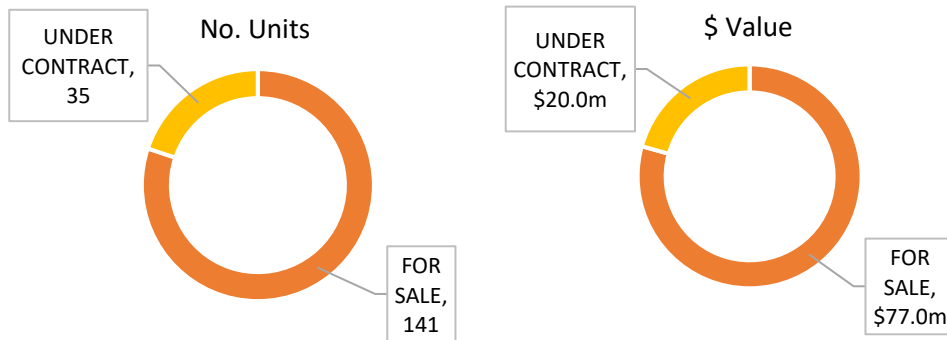


THE POINT

31 ROWE AVENUE, RIVERVALE

Project: The Point will consist of 167 one, two and three bedroom apartments plus 9 ground floor commercial units.

- **Status:** Pre-Sales
- **Ownership:** 65% JV with landowner (increased from 50%)
- **Value:** ~\$97.1 million
- **Est. Completion:** TBC
- **Average price:** \$551,437
- **Sales:**



DEVELOPMENT APPROVAL RECEIVED

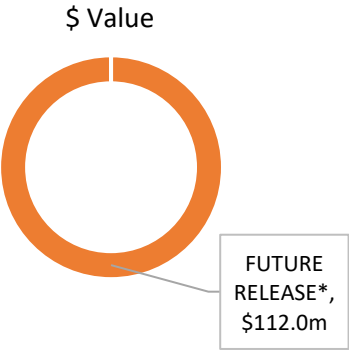
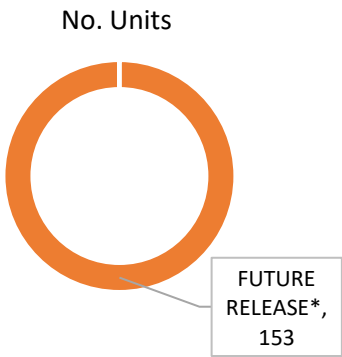


CANNING HIGHWAY STAGE 3

912 CANNING HIGHWAY, APPLECROSS

Project: Stage 3 will consist of 153 one, two, three bed apartments, and 2 ground floor commercial lots.

- **Status:** Development Approval Received
- **Ownership:** 50% JV with landowner
- **Value:** ~\$112 million
- **Est. Completion:** TBC
- **Sales:**

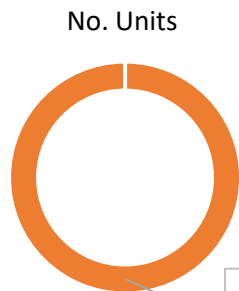


PALMYRA WEST

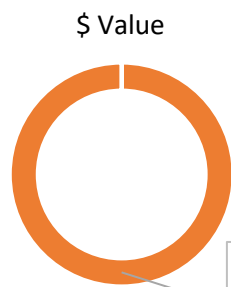
912 CANNING HIGHWAY, APPLECROSS

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

- **Status:** Development Approval Received
- **Ownership:** 50% JV with landowner
- **Value:** ~\$62 million
- **Est. Completion:** TBC
- **Sales:**



FUTURE
RELEASE*,
130



FUTURE
RELEASE*,
\$62.0m

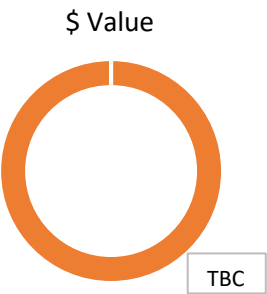
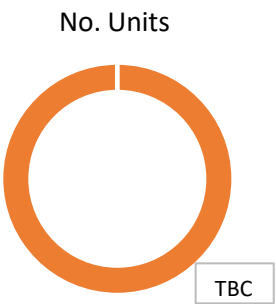


239 GREAT EASTERN HIGHWAY

239 GREAT EASTERN HIGHWAY, BELMONT

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

- **Status:** Development Approval Received
- **Ownership:** Wholly owned through subsidiary
- **Value:** TBC
- **Est. Completion:** TBC
- **Sales:**

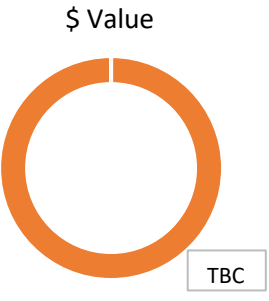
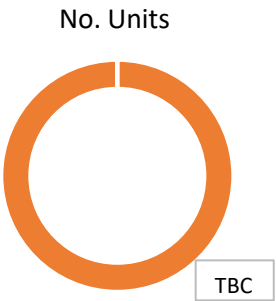


LOT 888

LOT 888 ROWE AVENUE, RIVERVALE

Project: Lot 888 comprises of 2370 square meters of land within The Springs, Rivervale Precinct.

- **Status:** Development approval received for 6,459m2 NLA commercial office building
- **Ownership:** 50% JV through SPV
- **Value:** TBC
- **Est. Completion:** TBC
- **Sales:**



IN PLANNING, APPROVAL PROCESS, OR DESIGN

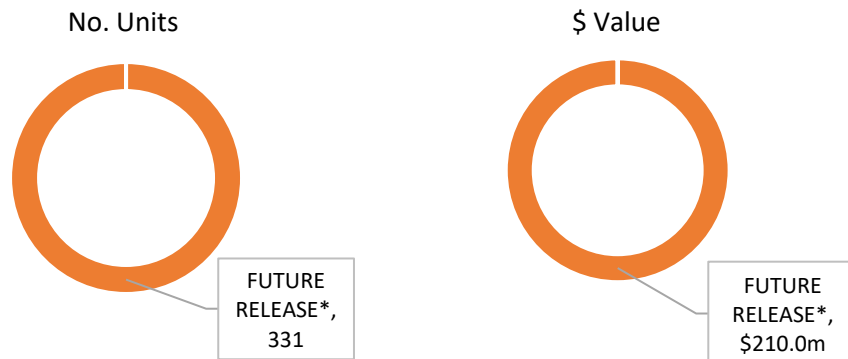


GARDEN TOWERS

LOT 101 HAY STREET, EAST PERTH

Project: Garden Towers East Perth (formerly internally referred to as 'Chemlabs') will consist of approximately 331 one, two, three bed apartments, and 13 commercial lots.

- **Status:** Development Approval Submission
- **Ownership:** 50% JV through SPV
- **Value:** ~\$210 million
- **Est. Completion:** TBC
- **Sales:**

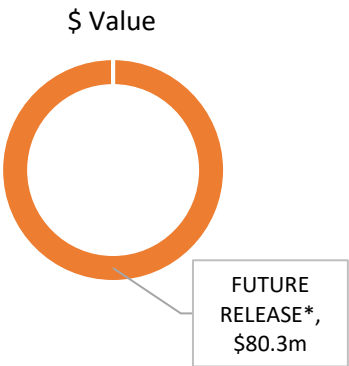
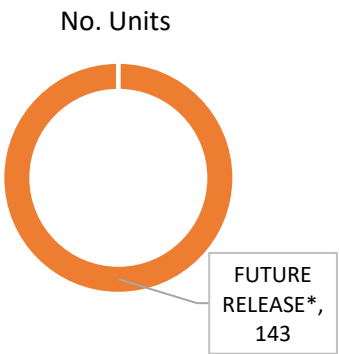


LOT 1000

32 RIVERSDALE ROAD, RIVERVALE

Project: Lot 1000 comprises 4,069 square metres of absolute waterfront land with expansive views of the Swan River, Stadium Precinct, and Perth CBD. Will consist of approximately 143 residential apartments.

- **Status:** Planning and Design
- **Ownership:** 50% JV with landowner
- **Value:** ~\$80.3 million
- **Est. Completion:** TBC
- **Sales:**

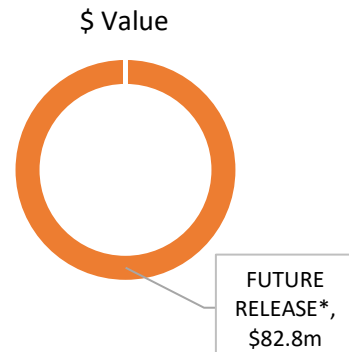
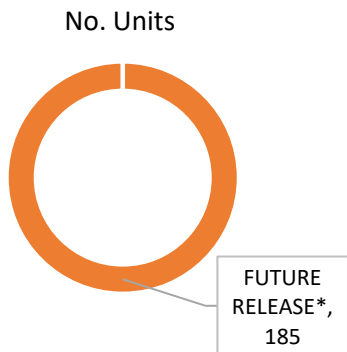


2 HOMELEA COURT

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 square meters.

- **Status:** Planning and Design
- **Ownership:** Wholly owned through subsidiary
- **Value:** ~\$82.8 million
- **Est. Completion:** TBC
- **Sales:**



OTHER

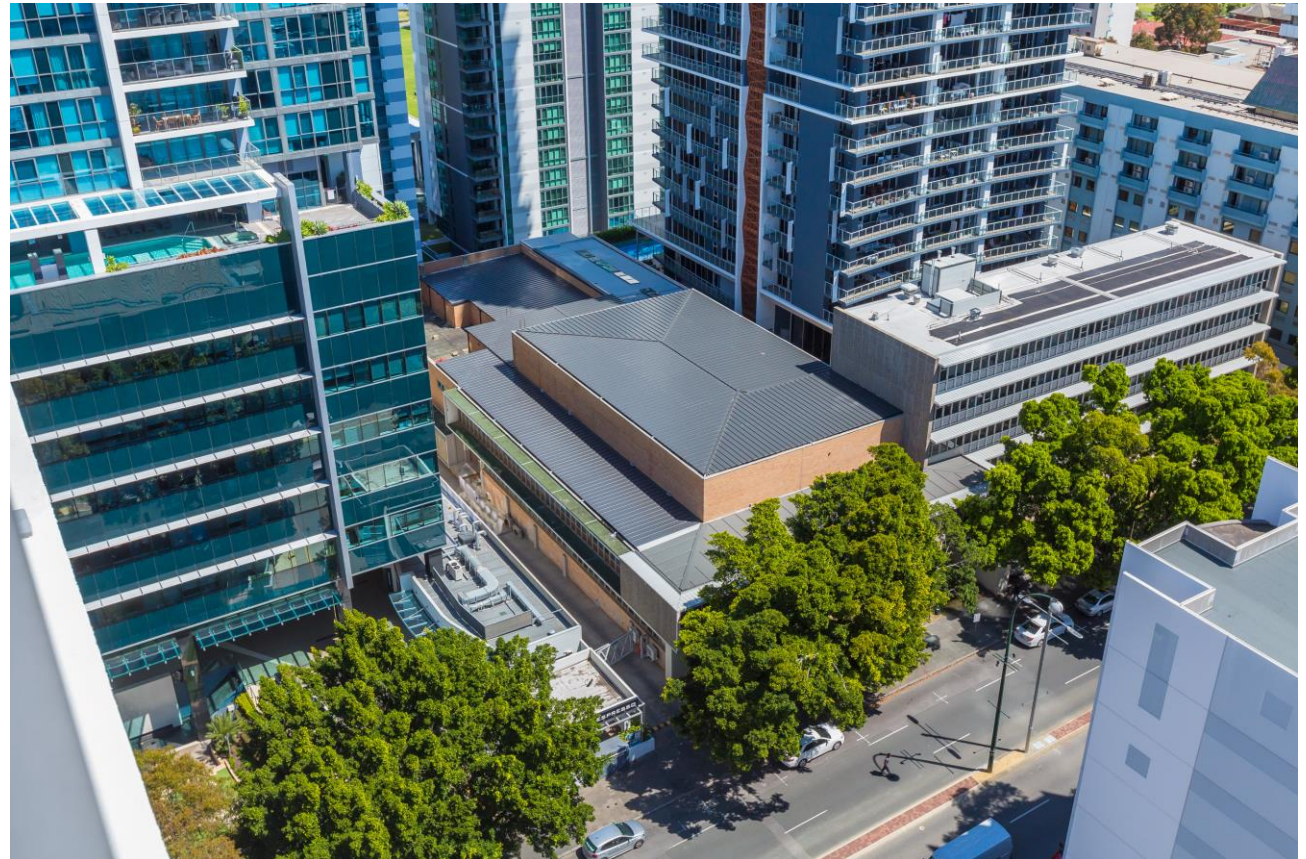


ABC BUILDING (HARMONY)

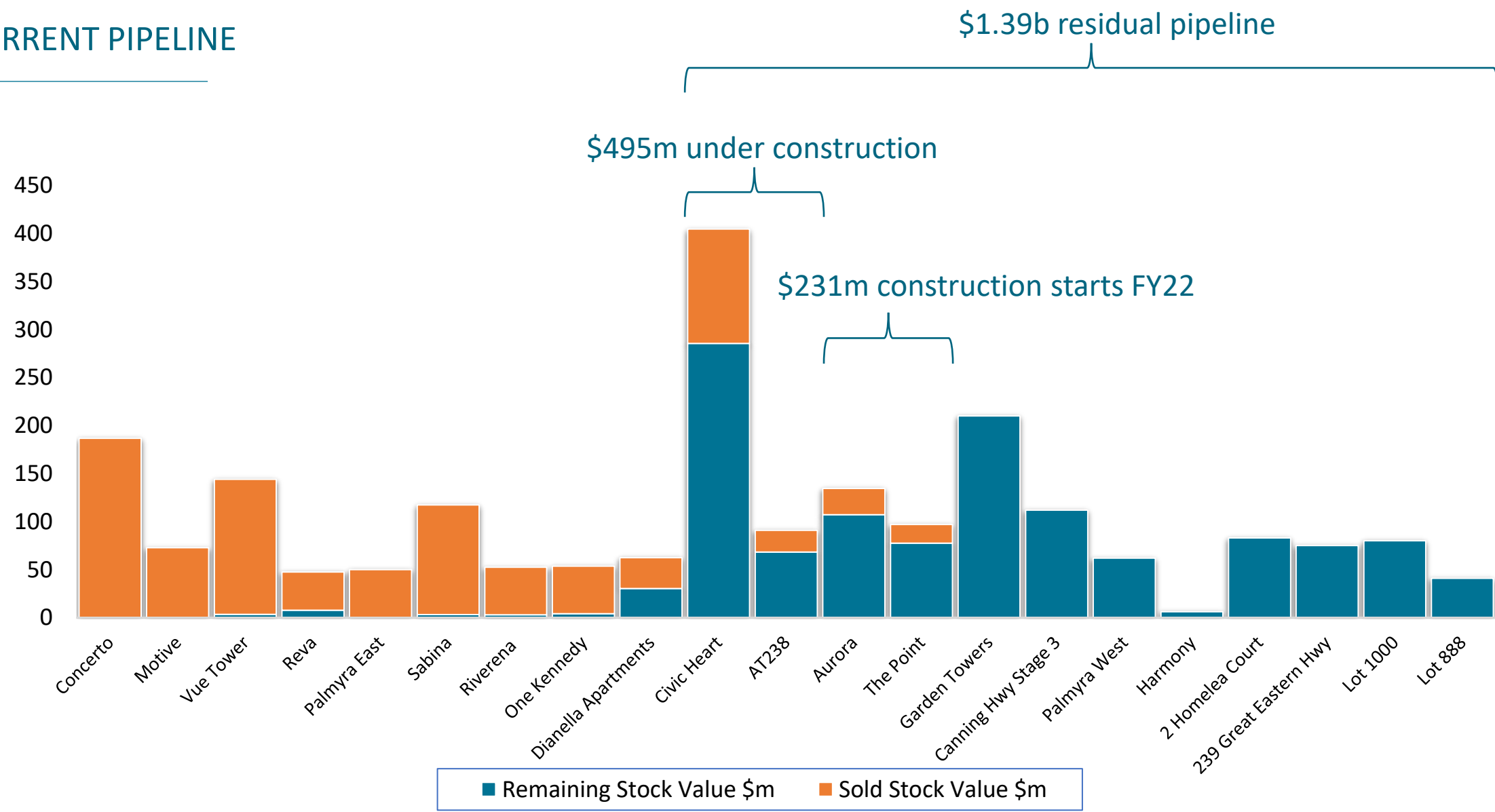
187 ADELAIDE TERRACE, EAST PERTH

Project: Harmony comprises the former ABC Radio Studios heritage building with a GFA of 3,711sqm over 3 levels.

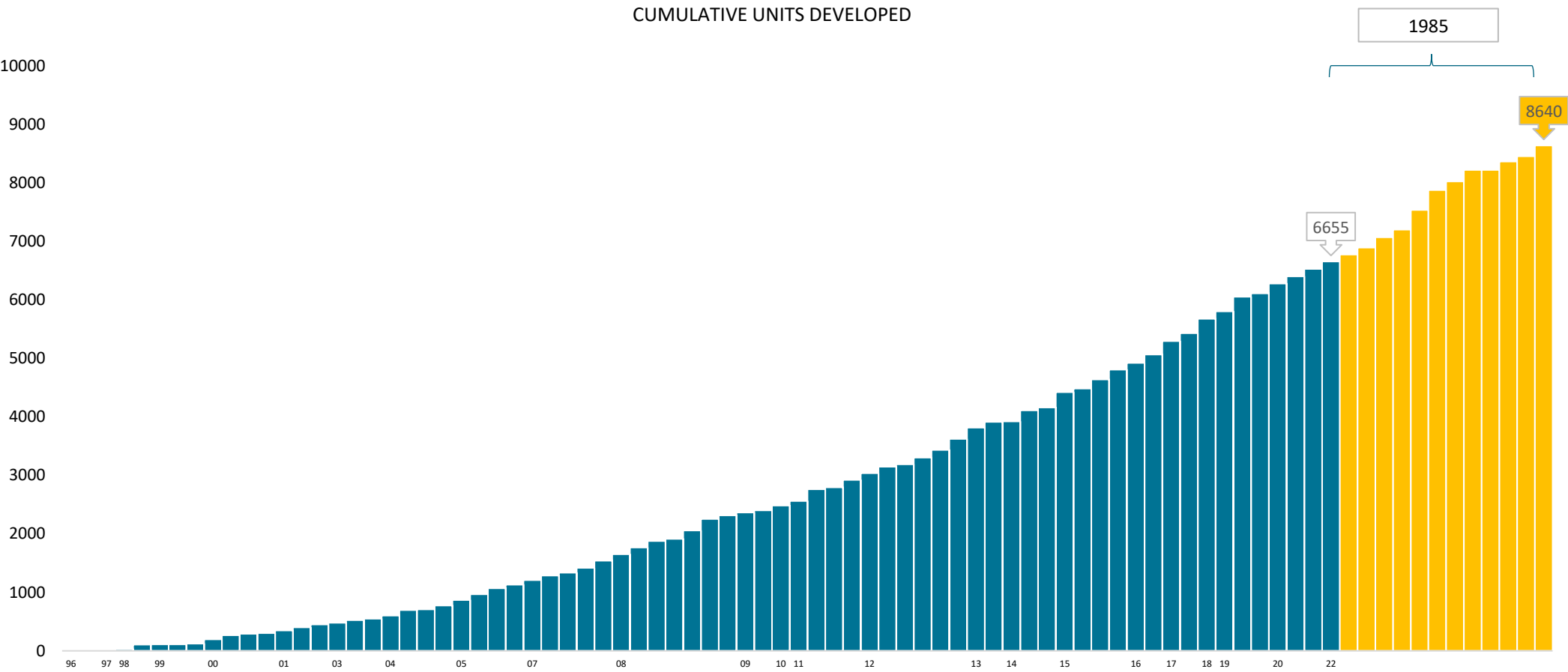
- **Status:** Planning and Design
- **Ownership:** Wholly owned through subsidiary
- **Value:** TBC
- **Sales:** Property being offered for sale late October 21 through Jones Lang Lasalle & Ray White Commercial



CURRENT PIPELINE



DEVELOPED TO DATE



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.

The information contained in this presentation has been obtained from sources believed to be reliable. To the maximum extent permitted by law Finbar, its offices, employees, agents and advisors do not make any warranty express or implied, as the accuracy, reliability or completeness of the information in this Presentation or that the information is suitable for your intended use and disclaim all responsibility and liability.

This Presentation is not an offer or an invitation to acquire Finbar securities and is not a product disclosure document or a prospectus under Australia law. It is for information purposes only.