

THIRD QUARTER UPDATE

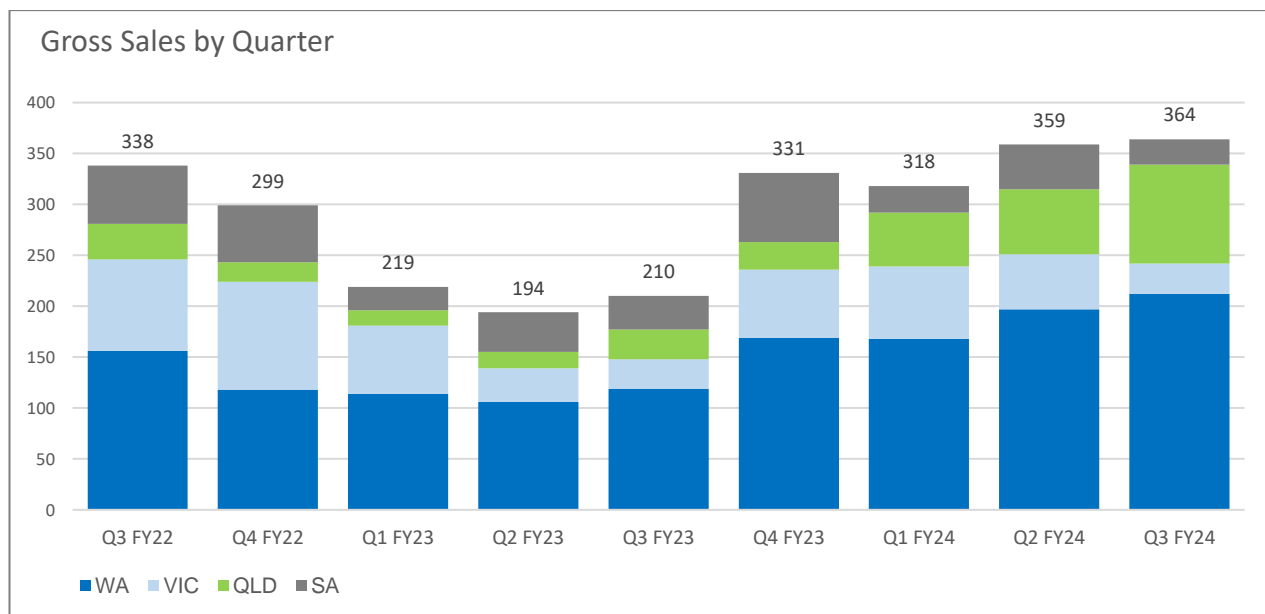
30 APRIL 2024

Cedar Woods Properties Limited (ASX: CWP) ('Cedar Woods' or 'the Company') provides the following third quarter update for FY24.

KEY POINTS

- Strong sales momentum continued in the third quarter
- Presales of \$570 million achieved at the end of Q3 (\$500 million pcq), up 14%
- Williams Landing Shopping Centre sold and settled during quarter
- Strategic acquisition of prime land adjacent to Incontro development, Subiaco WA
- New partnerships with QIC and Tokyo Gas progressing well
- Maintaining a solid balance sheet with liquidity of over \$100m (undrawn finance facilities + cash)
- Maintaining guidance of full year NPAT of \$36m - \$39m

MARKET CONDITIONS AND PORTFOLIO PERFORMANCE



Demand for housing continues to be supported by population growth, strong economic conditions in most states, low vacancies in rental markets and significant housing supply shortages. With interest rates believed to be near the peak, these factors have overcome cost of living pressures and weak consumer confidence resulting in a capital city median house price increase of 1.6% for the March quarter and 8.8% for the year.¹ States with an affordability advantage are expected to continue to outperform.

Enquiry levels and sales have increased in each successive quarter of FY24 with the best performing states being Western Australia and Queensland. In particular, the Company's Western Australian projects experienced strong price

growth and margin improvement whilst delivering high sales volumes. Softer sales were recorded in Victoria due to weaker economic conditions and affordability challenges. South Australia recorded lower sales in the quarter due to the absence of new releases, however this is expected to improve with new launches planned in Q4 FY24.

In South Australia, the Company's retirement living apartment product, known as "Bloom", has proven to be popular with the first project expected to complete in H2 FY25 and a second project now under construction. Bloom offers additional amenities and services tailored for the retiree demographic, without the complex deferred management fee structures typical of traditional retirement villages.

During Q3 the Company sold and settled the Williams Landing Shopping Centre (WLSC). The sale comprised the shopping centre and one hectare of adjacent development land for \$60m (excl. GST). The shopping centre component settled on 15 March 2024, with the surplus land component due to settle in H1 FY2025. Proceeds from the sale of the shopping centre were applied to retirement of the \$30m shopping centre finance facility, with the balance applied to the corporate finance facility.

On 10th April, the Company advised that it had contracted to acquire a large scale and strategic site in Subiaco, a sought-after inner suburb of Perth, adjacent to the Company's existing Incontro project in Subiaco.

The site is expected to accommodate over 200 apartments in multiple stages with designs to suit a range of buyer profiles including downsizers and young professionals. The acquisition supports the provision of much needed housing supply, especially for apartments, which are in high demand and experiencing record low vacancy rates and strong rental growth.

PARTNERSHIPS

New partnerships with Queensland Investment Corporation (QIC) and Tokyo Gas are progressing well, with three projects announced under these structures and further projects being pursued. The partnering strategy seeks to scale up the business in a capital efficient manner, amplify return metrics, leverage the existing skills base, further diversify the project portfolio and generate fee income to further smooth out the earnings profile.

FINANCIAL POSITION

The Company maintains a strong balance sheet with current liquidity of over \$100 million available in undrawn finance facilities and cash at bank. The strong liquidity position will enable the temporary \$30 million increase in corporate finance facilities limit to conclude in May 2024 at which time the limit will revert to \$330 million. Facility headroom is projected to exceed \$100 million at 30 June 2024.

COMPANY OUTLOOK

The completed sale of the WLSC, presales contracts in hand of \$570 million and current progress with construction programs give the Company confidence of delivering full year NPAT of \$36m - \$39m, with the final result dependent upon the timing of settlements due close to the end of the financial year.

Limited housing supply, the surge in migration and a pipeline of more than 9,000 undeveloped lots/dwellings across four states positions the Company well in the medium term.

¹ Core Logic Australia

Authorised by: Cedar Woods Board of Directors

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For further information

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