



22 October 2014

The Manager  
Company Announcements Office  
Australian Stock Exchange  
Level 4, 20 Bridge Street  
Sydney NSW 2000

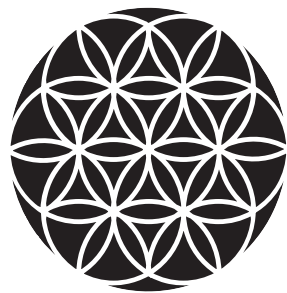
Dear Sir or Madam

**BlackWall Property Funds Limited  
Annual General Meeting CEO's presentation**

In accordance with ASX listing rule 3.13.3, attached is a copy of the material to be presented to shareholders at the Annual General Meeting to be held at 11.15am today.

Yours sincerely

Donald Bayly  
Company Secretary



**BLACKWALL**  
PROPERTY FUNDS

## **2014 Annual General Meeting**

22 October 2014

# Vertically integrated property funds management and investment.

- Revenue generated from property and fund management fees, performance fees, serviced office operations and investment returns.
- Capital employed in underwriting fund activities, seeding new ventures and direct investments.

EPS	8 cps
NTA	28 cps
2014 Dividend*	2.5 cps

*\* Fully franked*

After Tax Profit	NTA	Market Cap
\$4.1 million	\$14 million	\$13.4 million

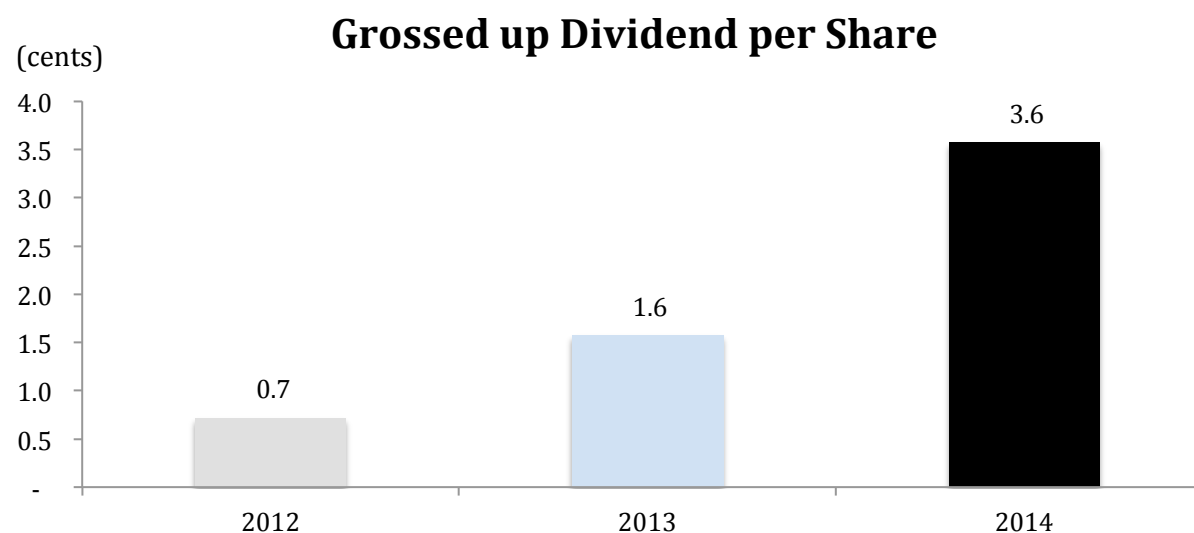


# Three Year Performance

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Financial Year	2012	2013	2014
Net profit after tax	(\$3 million)	\$2.3 million	\$4.1 million
EPS	(6 cps)	4 cps	8 cps
NTA per share	17 cps	21 cps	28 cps
Share price	10 cps	14 cps	25 cps
Total Dividend*	0.5 cps	1.1 cps	2.5 cps

\* Fully franked



# Growth Opportunities



# New Trust Launched

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- \$80m property turnaround transaction in joint venture with National Australia Bank.
- \$15m capital raising underway to wholesale and sophisticated investors.
- 3 to 5 year term.
- BlackWall shares in success above a 15% IRR to investors.

## 55 Pyrmont Bridge Road

- Office, media and technology facility.
- Over 14,000 sqm NLA.
- 3,200 sqm of 6,300 sqm vacancies recently committed.



# BlackWall Property Trust

## (ASX: BWR)

- Listed diversified property trust - BlackWall assumed control in 2009, at the time BWR was a distressed unlisted property fund.
- “Workout” now complete with debt at 45% and distributions reinstated.
- **BWR now positioned for growth through merger, acquisitions and development.**
- Distributions by way of capital returns due to carried forward tax losses (revenue losses of \$20 million and capital losses of \$16 million).
- Investor spread increased by two BWR unitholders (trusts managed by BlackWall) recently completing in-specie distributions of BWR holdings –142 million BWR units distributed amongst 380 unitholders.
- BlackWall holds 73 million BWR units (16%).

NTA	13.5 cpu
Gross Assets	\$116 m
Gearing	45%
Net Profit	\$6.2 m





# Bakehouse Quarter Sale


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FOR SALE |

EXPRESSIONS OF INTEREST

Closing 12 noon (AEDT) Thursday 13 November 2014

Major Sydney town centre master planning opportunity with significant holding income




Boundary indicative

### Bakehouse Quarter, North Strathfield, Sydney

- Formally the historic Arnott's biscuit factory, now a vibrant business and lifestyle precinct
- Significant 6.39 ha\* inner-west Sydney site, located 13km from the CBD
- Unparalleled future development potential (subject to regulatory approvals), on one of Sydney's most strategic land holdings & supported by a number of government initiatives
- Classified as a strategic "corridor" site by the NSW Government
- Diverse and secure income stream anchored by an impressive national tenant base including ALDI supermarket, Arnott's Biscuits, Fitness First, NRMA and AMF Bowling, incorporating 74\* tenants in total
- Affluent catchment supported by robust population growth, well above Australian averages<sup>^</sup>
- Located 100m\* from North Strathfield Station and 200m\* from Homebush Station
- Adjoins high density residential development
- Estimated fully leased net income \$13.9 million p.a.\*

[www.jll.com.au/501323839](http://www.jll.com.au/501323839)

\*Approx.  
^Source: MacroPlan Dimasi, September 2014




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# Bakehouse Quarter Sale

- The Bakehouse Quarter is a significant urban business precinct located at North Strathfield in Sydney's inner west.
- Currently being marketed for sale.
- The project has over 40,000 sqm of development complete with the capacity to grow to over 100,000 sqm.
- A successful sale will inject cash into both BWF (over \$20 million) and BWR (over \$5 million) balance sheets.
- The Board has set a price expectation. If the property does not sell, BlackWall will continue to manage the project's significant development potential.





- BlackWall's wholly owned serviced office business with 2,000 sqm in operation and a further 1,800 sqm in start up phase. The business' EBITDA contribution was \$270k in 2014 (\$110k in 2013).
- The business re-brands as WOTSO WorkSpace.
- Three locations in Sydney, one in Canberra and a fifth on the Gold Coast.
- All locations are housed in commercial buildings controlled/managed by BlackWall.
- WOTSO expands its services to include shared workspace, project and event space.
- In addition to diversifying BlackWall's revenue WOTSO acts as a tenant incubator. That is, when clients outgrow the serviced offices environment BlackWall aims to house them in conventional long term office space.

**[www.wotsoworkspace.com.au](http://www.wotsoworkspace.com.au)**

**1 800 4 WOTSO**



# BlackWall Telstra House Trust

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- Single asset syndicate with significant development potential.
- The property is a 7 storey office building located on Northbourne Ave in the ACT leased to Telstra until November 2018. Telstra has vacated the building with its rental commitment until 2018.
- 7,900 sqm of GFA and 6,600 sqm in land area.
- BlackWall is reviewing repositioning plans including the potential of a significant residential redevelopment scheme during the 4 year lease tail.
- The property is located in the Dickson retail precinct and on the proposed Capital Metro light rail network.

Gross Assets	\$32.5 m
Gearing	56%
Gross Rent	\$3.1 m



# More Information

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