

December 08 Half-Year Results Presentation

25 February 2009



Elsternwick Hotel, Melbourne, VIC



Breakfast Creek Hotel, Brisbane, QLD

Contents

- Highlights
- ALE's Track Record
- December 08 Half-Year Results
- Property Portfolio
- Risk Management
- Capital Management
- FY09 Outlook and Strategy

Highlights – strong result and positive outlook

December 08 Half-Year Results

- distribution of 15.00 cents per security, as per guidance
- distribution is 75.9% of free cash flow of 19.77 cents per security
- revaluation of property assets to \$828.9m, reflecting
 - 5.08% increase in CPI based rental income
 - 0.34% increase in property capitalisation rate
- 100% of ALE's debt is now hedged for a weighted average 14.7 years

Looking forward

- cash interest rate reduced to 3.14% p.a.
- \$18m cash balance growing and providing capital management flexibility
- no debt maturities until May 2011
- debt covenant headroom allows property values fall a further 14%
- disciplined focus on low risk and high quality properties will continue to apply
- FY09 full year total distribution guidance of at least 30.00 cents per security

ALE Risk and Capital Management Track Record

Over the past five years ALE has consciously avoided:

- expanding offshore
- taking on development risks
- establishing a funds management business
- acquiring volumes of property at the top of the market

At the same time ALE has:

- reduced its gearing by around 18%
- extended financing and hedging maturities
- consistently managed its capital and risk position
- reduced MER to 0.24% (lower than most A-REITs)
- acquired and sold assets selectively and value accretively
- ensured future distributions are fully funded from free cash flow

ALE has consciously decided to keep it simple and avoid additional risk !

December 08 Half-Year Results - Distributable Profit

	\$M
Revenue	28.6
Borrowing Expense ¹	(8.7)
Management Expense	(1.8)
Land Tax Expense	(1.0)
Distributable Profit ¹	17.1
Distributions Paid ²	13.0
Cash Retained For Capital Management ³	4.1

- 1. Excludes non-cash accounting items. Figures include rounding. See Appendix.*
- 2. As per guidance (before DRP)*
- 3. Before further cash arising from DRP*

December 08 Half-Year Results - Distributable Profit

	\$M	Impact
Distributable Profit Dec 2007 Half	15.3	
Increased Property Income	2.0	↑
Increased Interest Income	0.5	↑
Decreased Borrowing Costs	6.1	↑
Increased Management Costs	(0.6)	↓
Increased Land Tax	(0.2)	↓
Fair Value Gains (no longer distributed)	(6.0)	↓
Distributable Profit Dec 2008 Half	17.1	

NB: Excludes non-cash accounting items. Figures include rounding.

December 08 Half-Year Results – Financial Highlights

Half-year ended	Dec 2008	June 2008	
Distribution per Security	15.00¢	16.75¢	↓
Property Values ¹	\$828.9m	\$842.4m	↓
Gearing ²	70.4%	68.0%	↑
Net Asset per Security ³	\$2.84	\$2.95	↓

1. Based on sum of individual property values and development properties at cost

2. Total Net Debt as a % of Total Property Assets (based on sum of individual valuations)

3. Excludes mark to market valuations of hedging (expected to be a timing difference as amount is unwound over hedging term)

Property Portfolio – Security of Rental Income and Market Demand

Security of Income

- ALH - a tenant with strong credit quality
- 0% property vacancy
- ALH has specific development rights
- triple net leases with average terms of 19.8 years + options
- properties expanding with Dan Murphy rollouts
- ALH continues to exhibit outstanding growth

Demand from Investors

- widespread demand continues for securely tenanted quality Australian properties valued at under \$20m

Property Portfolio - Market Overview

- both property and credit markets have deteriorated further
- investment grade and smaller value properties continue to be in demand from private investor market
- private investors flight to domestic, investment grade properties with sustainable cash flows
- limited liquidity in larger value properties ie \$20m+
- properties with operations featuring less discretionary, defensive and counter cyclical operational characteristics remain favoured

Property Portfolio - Valuation Results

- independent valuation of one third representative sample
- average capitalisation rate movement on a sum of individual properties basis (accounting value): 6.20% to 6.54%
- independent advice from DTZ that cap rate movements apply to all properties on a state by state basis
- land tax in QLD reflects revaluations: \$2.0m for FY09
- capitalisation rate of 6.54% provides a margin over current Aust. Government long term real interest rates of 4.3%
- long term nominal interest rates have fallen by around 3.1% since June 2008 and CPI in year to Sep 2008 rose by 5.08%

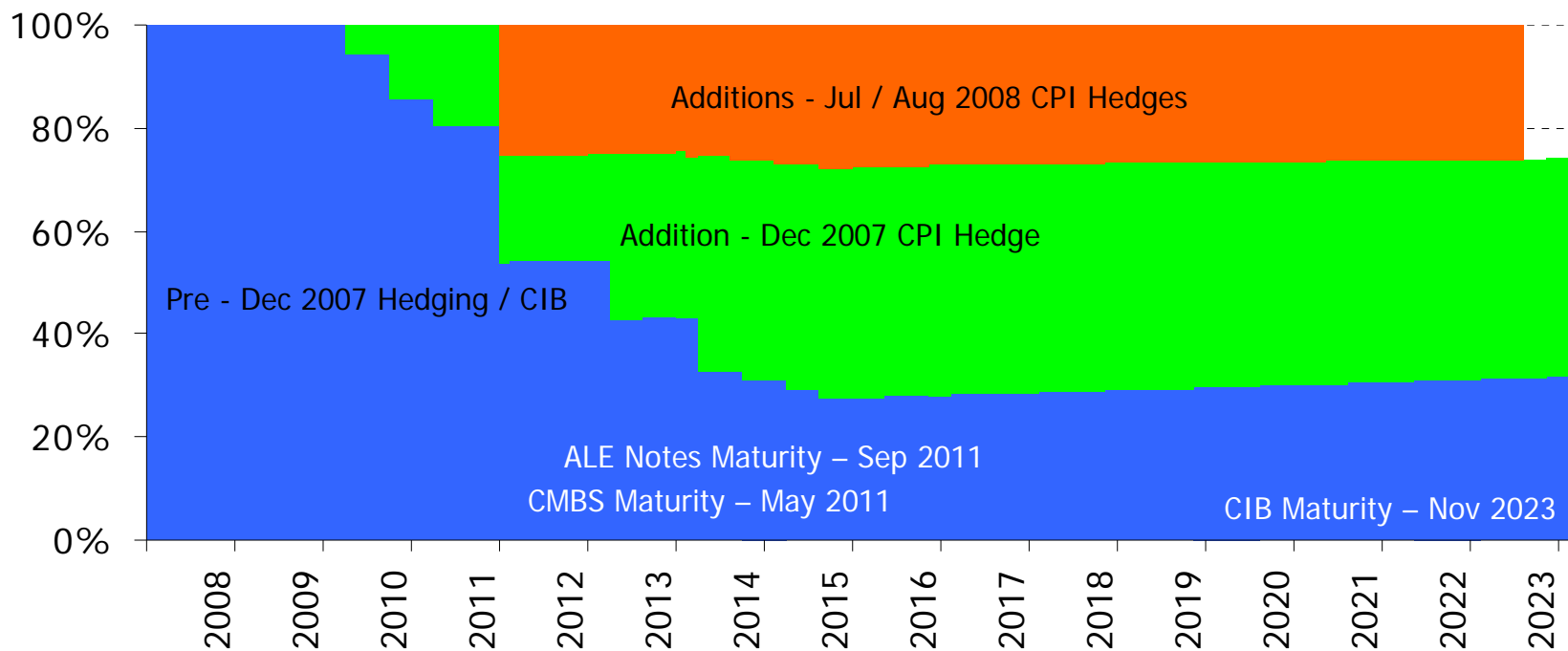
Risk Management - CPI Hedge Transactions

CPI Hedges

- ALE entered into long term hedges between Dec 2007 and Jul 2008
- terms expire 2023 (approx. 14 years)
- A) ALE receives floating rate interest at BBSW (plus a margin)
- B) ALE pays fixed real rate interest averaging 3.55%
- Fixed rate payments are based on a balance that commences at \$450m and escalates by CPI (the same basis as existing CIBs)
- ALE can break at anytime and hedge provider has rights to break or extend every five years
- amount repayable in 2023 under the Hedge is the amount by which \$450m escalates by CPI. Earlier unwind may also include break costs or profits

Risk Management - CPI Hedge Transactions

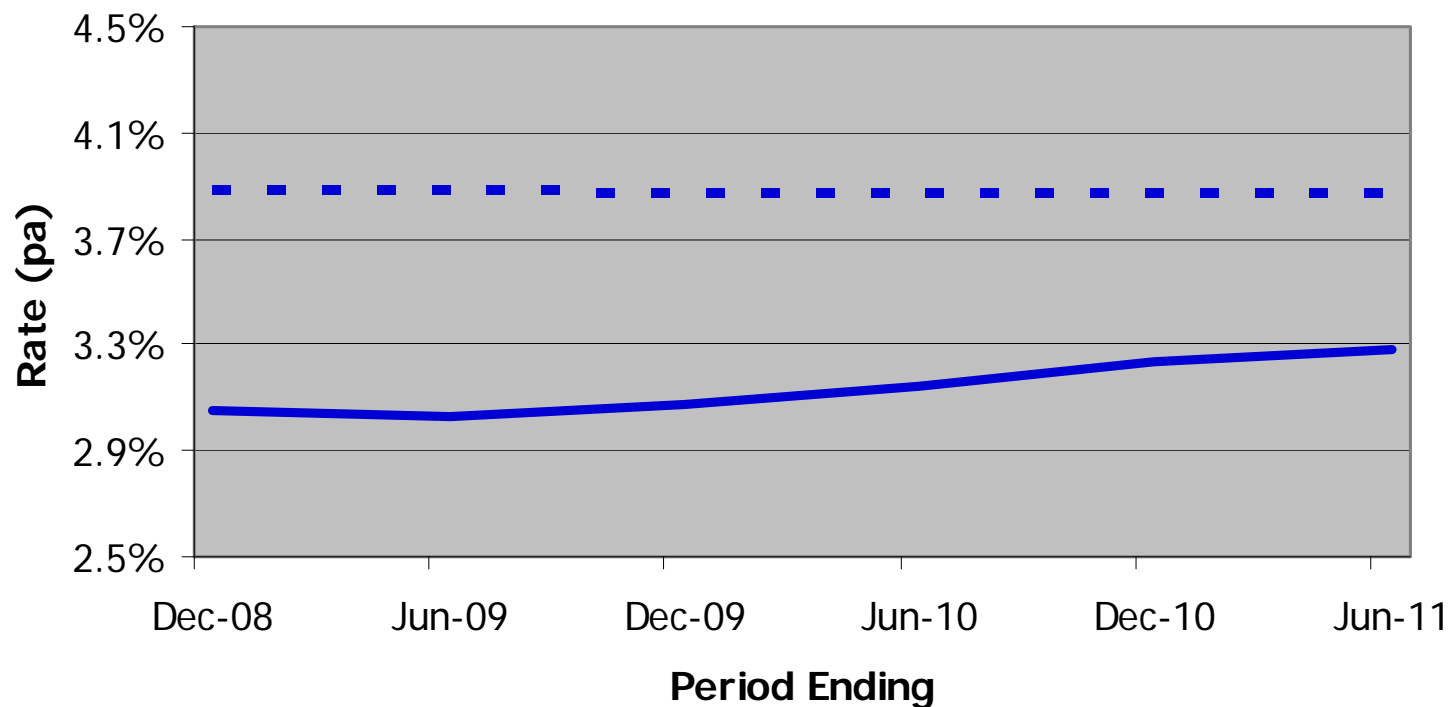
As at February 2009 – WAV hedging term of **14.6 years**



ALE is 100% hedged until May 2023

Risk Management - CPI Hedge Transactions

Cash Interest Rates (Fixed)



■ ■ Interest Rate excluding fixed swap benefits — All-up Interest Rate

Risk Management - CPI Hedge Benefits

Real or CPI interest rate hedging benefits for ALE:

- locked in historically low real interest rates
- reduced the volatility of free cash flow available for distribution to debt and equity
- increased certainty of interest cover at refinancing
- extended hedging term to 14.7 years
- increased matching of assets and liabilities
- increased matching of income and expense growth
- increased surplus cash balances assist capital management

Benefits for both ALE's debt providers and equity investors

Risk Management - CPI Hedge Benefits

Crystallised value of pre-existing hedging

- ALE previously had nominal interest rate hedging in place in respect of the \$450m of CMBS, NAB Facility and ALE Notes
- ALE entered into offsetting swaps (counter swaps)
- remaining value of \$12m was locked in and is available as free cash flow for distribution to FY15
- provides even further covenant headroom

Capital Management - Liability Scorecard

Focus on quality and risk management (as at Feb 2009)

- WAV debt maturity term: 5.2 years
- earliest debt maturity: May 2011 (in 2.3 years)
- WAV hedging term: 14.6 years ¹
- earliest 100% hedge maturity: May 2023 (in 13.9 years) ¹
- gearing: 70.4% (reduced from 88% at IPO) ²
- FY09 WAV interest rate: 3.10% p.a. (plus CPI indexation)
- property value headroom: 14% decrease in property values
 - as at Dec 08 0.86% increase in cap. rates (to 7.4%)
 - going forward 1.03% increase in cap. rates (to 7.6%) ³
- interest cover headroom: 70% decrease in ALH's EBITDAR
33% decrease in ALE rental income

1. subject to counterparty rights of extension and review at Dec 2012 and May 2013

2. net debt as a % of property asset values

3. cap.rate headroom at 1.03% includes locked in hedge profits and future cash balance growth

Capital Management– Capital Structure

Current Capital Structure (as at February 09)

Debt Security	Amount * \$M	Maturity Date	Maturity Term	Hedge Term	Interest Rate Arrangements
CIB	137	Nov 2023	14.8	14.8	Fixed Real Rate
CMBS / BANK	257	May 2011	2.3	14.8 **	Floating Nominal Rate - Hedged
BANK	57	May 2011	2.3	14.3 **	Floating Nominal Rate - Hedged
ALE NOTES	154	Sep 2011	2.7	14.3 **	Fixed Nominal Rate - Hedged
TOTAL DEBT & W. AVERAGES	601		<u>5.2 years</u>	<u>14.6 years</u>	

* Includes CPI Hedge indexation applicable to debt security

** Subject to CPI Hedges with rights to break and extend at Dec 2012 and May 2013 and each five yearly anniversary thereafter

Capital Management – Moving Forward

Capital management focus will continue

- debt maturities in second half of FY11
- early dialogue with banks has commenced
- free cash flow surpluses growing from
 - free cash flow exceeding distributions
 - continuing DRP*
 - together adds around \$11m p.a. to a current surplus cash balance of \$18m, providing increasing liquidity and covenant flexibility
- net rental income is capable of fully repaying all the current debt within the initial term of the lease
(see hypothetical scenario analysis in Appendix)

* Assumes DRP participation continues at 20% with no buyback and annual distribution at 30 cps

FY09 Outlook and Strategy

- acquisitions will only proceed on a value accretive basis. Current funding costs (margins and equity funding) rule out most low risk opportunities available
- outlook is for distributable free cash flow to exceed future distributions
- distribution policy will continue to have regard to gearing levels, expected future credit margins and any other relevant financial parameters
- distributions are expected to be 96.3% tax deferred and 3.7% tax concessional for FY09 and then at least 90% tax deferred thereafter (on an unchanged portfolio basis)

FY09 Outlook and Strategy - Distribution Guidance

- FY09 full year distribution guidance of at least 30.0 cents per stapled security is maintained
- FY09 full year free cash flow guidance of at least 35.0 cents per stapled security is maintained
- if credit margins reduce from levels currently prevailing in the debt markets there is the opportunity for distribution growth

ALE Property Group

Level 7, 1 O'Connell Street, Sydney NSW 2000

Disclaimer

This presentation has been prepared by Australian Leisure and Entertainment Property Management Limited (*ALEPML*) ABN 45 105 275 278 for general information purposes only, without taking into account any potential investors' personal objectives, financial situations or needs. Before investing in securities issued by entities managed by ALEPML, you should consider your own objectives, financial situation and needs or you should obtain financial, legal and/or taxation advice.

Past performance information provided in this presentation may not be a reliable indication of future performance. Information, including forecast financial information, in this presentation should not be considered as a recommendation in relation to holding, purchasing or selling shares, securities or other instruments of entities managed by ALEPML. Due care and attention has been exercised in the forecasts and any variation may be materially positive or negative.

This information contained herein is current as at the date of this presentation.

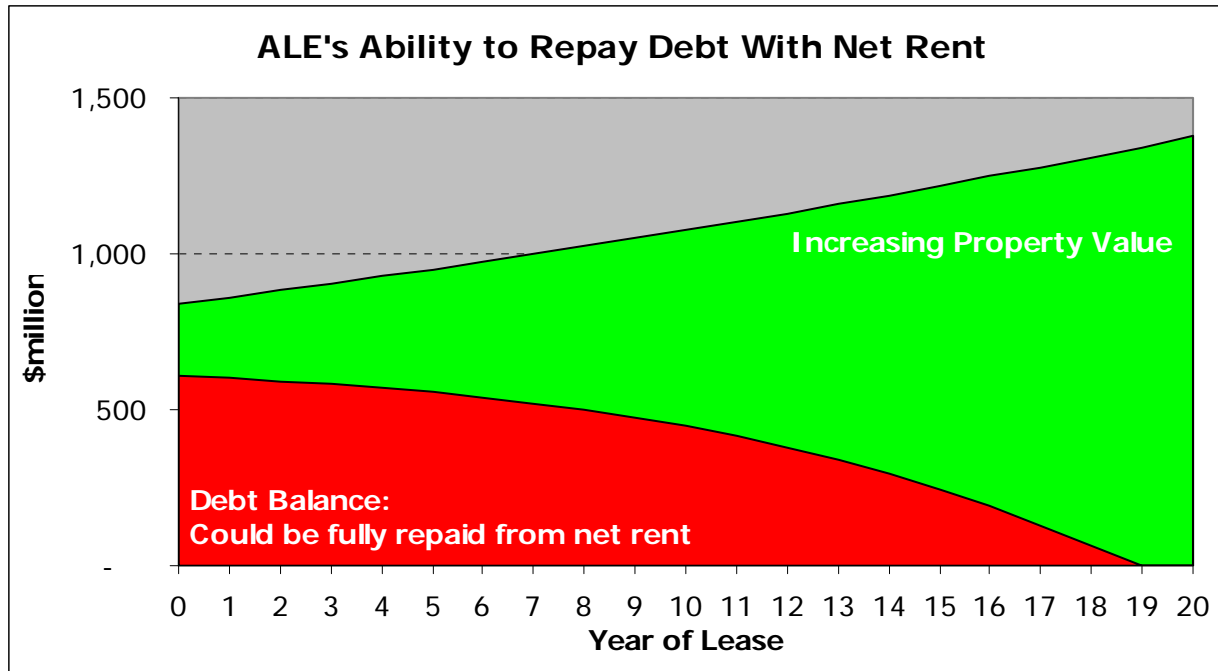
© ALE Property Group

Reconciliation of Accounting Profit to Distributable Income

Reconciliation of loss after tax to amounts available for distribution

	A\$'000
Loss after income tax for half-year	(48,935)
Plus / (Less)	
Profit on sale of investment properties	(1,911)
Fair value decrement to investment properties	6,974
Fair value reduction in derivatives	52,327
Employee security based payments	68
Finance costs – non cash	18,349
Income tax benefit	(9,737)
Total available for distribution	17,135
Distribution payable	13,000
Available and undistributed at the half-year	4,135

Capital Management - Debt Repayment Scenario Analysis



Broad and indicative assumptions applied:

- * 2009 passing net rent less costs: \$51 million
- * Rent Growth at CPI: 2.5% p.a.
- * Interest rate (incl. margin): 7.2% p.a.
- * Constant cap. rates

Full repayment within initial lease term !