# Annual General Meeting of Centro Retail Limited & Meeting of Unit Holders of Centro Retail Trust

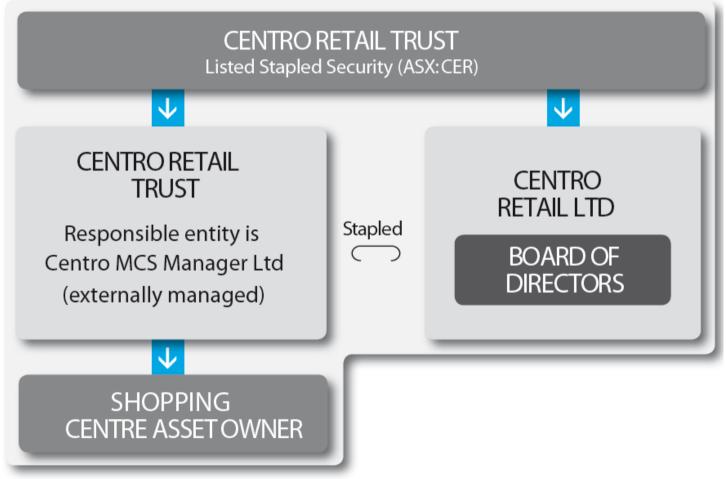
**Retail Trust** 

#### Introduction

- Peter Day Chairman
- Paul Cooper Non-executive Director
- Jim Hall Non-executive Director
- Bill Bowness Non-executive Director
- Michael Humphris Non-executive Director
- Fraser MacKenzie Non-executive Director
- Robert Tsenin Chief Executive Officer
- Elizabeth Hourigan Senior Legal Counsel & Company Secretary



#### What is CER?





#### **CER's Performance**

Income Statement (A\$m) year to:	30 June 2010
Net property income	488
Underlying Profit	160
Asset revaluations	(216)
Financial instruments / FX	138
Write-back / (Impairment) to Joint Venture	36
Other	(5)
Net Profit / (Loss) attributable to members	113



#### **Your Board at Work**

- Separation and Independence from Centro
- Majority of CER's Directors no longer Centro Directors
- Board and Committees meet separately when required to do so
- Retirement of Jim Hall



#### **Board Review & Independence**

- Regular reviews of the whole Board and individual Director performance and effectiveness
- Formal review process commenced subsequent to 30 June 2010
- Investment bank advisers appointed for restructure and recapitalisation review
- Different advisers appointed by CER to those for Centro



#### **Committees**

#### AUDIT



Fraser MacKenzie (Chair) Jim Hall Michael Humphris

#### RISK



Jim Hall (Chair) Bill Bowness Fraser MacKenzie

#### MANAGED INVESTMENTS COMPLIANCE



Bill Bowness (Chair) Paul Cooper Michael Humphris

#### NOMINATIONS



Peter Day (Chair) Bill Bowness Paul Cooper

#### REMUNERATION





Peter Day (Chair) Bill Bowness Fraser MacKenzie

#### FINANCE



Michael Humphris (Chair) Jim Hall Fraser MacKenzie

#### SPECIAL MATTERS



Peter Day (Chair) Bill Bowness Fraser MacKenzie Michael Humphris

#### INDEPENDENT DIRECTORS



Peter Day (Chair) Bill Bowness Fraser MacKenzie Michael Humphris



#### **Valuation Restoration Process**

- Appropriate Governance framework in place
- Review of all restructuring and recapitalisation options commenced in early 2010
- Market updates 29 July and 4 November 2010:
  - Expressions of interest and proposals have been received in respect of CER's investments and assets
  - Process to formally evaluate interest in CER's investments and assets has commenced
  - Commitment to exploring sale is not a commitment to any sale
  - Other restructuring and recapitalisation options will continue to be considered in parallel
  - Maximising value for securityholders is a priority



#### Outlook

- Addressing debt maturities was a significant achievement in FY10 and since 30 June 2010
- Shopping centres within CER's investments continuing to perform well
- Impact of strength of Australian dollar on CER
- Future challenges



#### **Business of the Meeting**

- Financial Statements
- Election of Directors
- Adoption of Remuneration Report



# Robert Tsenin Chief Executive Officer



# **Property Performance Highlights**

At 30 June 2010	Australia	US
Portfolio Value	A\$1.6bn	US\$4.4bn
Number of Properties <sup>1</sup>	29	382
Comparable NOI Growth – Stabilised	4.3%	-4.9%
Portfolio Occupancy Rate – Total	99.6%	89.4%
Rental Income Growth	4.3%	-2.4%

<sup>&</sup>lt;sup>1</sup> Includes CER's exposure to 93 properties in Syndicates.



## **Property Valuation Trends**

	6 months to 31	6 months to 30	
	December 2009	June 2010	
Australia	-1.6%	+0.3%	
United States	-3.9%	+0.1%	



## **Financing Achievements**

FY10	Debt Expiring in FY10	Refinanced	Repaid	Residual
Australia (\$A)	583.6	532.0	51.6	-
United States (\$US)	521.6	442.1	79.5	-
FY11	Debt expiring in FY11	Refinanced	Repaid	Residual
Australia (\$A)	273.0	•		273.0
CWAR 1	79.1	9.9		69.1
CWAR 5	12.6	12.6	-	-
CSF	107.0	-	-	107.0
Super LLC	1,380.5	1,003.2	-	377.4
US Total (\$US)	1 ,579.2	1,025.7	•	553.5
*Refinancing achievements in FY11 updated to 15 August 2010				

- >\$1 billion Australian and US debt maturities successfully completed in FY10
- Significant Super LLC maturities refinanced post 30 June 2010



Key debt expiries remain in FY11

## **CER Financial Challenges**

- CER remains overleveraged
  - Look through gearing of 80%
- Cash flow pressures
  - Higher margins on refinancings, forecast increases in interest rates
  - Super LLC cash lock up due to cross collateralisation within Super LLC
  - Derivative settlement payments due in January 2011 and 2012
- A\$931 million refinancings remaining in FY11
  - \$273m Australian CMBS and bank facilities due in December 2010
  - Residual maturing Super LLC debt
  - REIT 1 CMBS due in May 2011



## Restructure Update

- Recent media speculation regarding "proposals" made to Centro Group (including CER) regarding interest in parts or whole of the Group's assets and businesses
- All such "proposals" are non-binding, indicative and incomplete
- "Proposals" and expressions of interest have been made on a "confidential basis" to the Group
- CER and CNP announced the commencement of a competitive market process on 4 November to evaluate these expressions of interest
- It was not in the interest of stakeholders to enter into exclusive negotiations with any one party prior to commencing a formal competitive process
- To date, initial response by strongly capitalised parties to the
   opportunity has been encouraging



#### **Robert Tsenin - Conclusion**



## **Securityholder Questions**



## **Business of the Meeting**

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#### **Financial Reports**

To receive and consider the financial reports of Centro Retail and the reports of the Directors and Auditor for the year ended 30 June 2010.

(Ordinary Business, Resolution 1)

Please refer to Page 6 of the Notice of Meeting for full details.



#### **Election of Directors**

## Two resolutions regarding the election of Directors of the Company

(Ordinary Business, Resolution 2)

- "That Mr Peter Day be re-elected as a Director of the Company"
- "That Ms Anna Buduls be elected as a Director of the Company"
  - Please refer to Pages 7-8 of the Notice of Meeting for full details.



#### **Resolution 2: Election of Directors**

#### Part (a) Mr Peter Day – Proxy Status

	PERCENT	NUMBER
FOR	98.25%	1,713,351,951
AGAINST	1.53%	26,665,691
Open to Chairman	0.19%	3,280,952
Open to Others	0.03%	600,894
TOTAL LODGED		1,743,899,488



#### **Resolution 2: Election of Directors**

#### Part (b) Ms Anna Buduls – Proxy Status

	PERCENT	NUMBER
FOR	99.65%	1,737,648,047
AGAINST	0.13%	2,336,320
Open to Chairman	0.19%	3,271,903
Open to Others	0.03%	600,894
TOTAL LODGED		1,743,857,164



#### Remuneration Report

To adopt the Remuneration Report for the Company for the financial year ended 30 June 2010

(Ordinary Business, Resolution 3)

Please refer to Pages 8-9 of the Notice of Meeting for full details.



### **Resolution 3: Remuneration Report**

#### Remuneration Report – Proxy Status

	PERCENT	NUMBER
FOR	92.03%	1,603,782,233
AGAINST	7.75%	135,092,673
Open to Chairman	0.19%	3,261,985
Open to Others	0.03%	593,404
TOTAL LODGED		1,742,730,295



## **Questions**

