#### Annual General Meeting 30 November 2010



## Disclaimer

The contents of this presentation are general only. It does not purport to contain all the information that an investor may require to evaluate an investment in the Viento Group Limited or any funds managed by Viento Property Limited. Before a person makes an investment information decision on the basis of this information, they should determine for themselves or obtain professional advice as to whether any investment is appropriate for their particular needs, investment objectives and financial situation.

None of Viento Group, its directors, employees or advisers make any representation or warranty as to the accuracy, reliability or completeness of the information contained in this presentation.

Any forecasts or other forward looking statements contained in this presentation are based on assumptions concerning future events and market conditions. Actual results may vary from forecasts and any variations may be materially positive or negative.

Statements made in this presentation are made as of the date of the presentation unless otherwise stated.

Viento Group Limited ABN 79 000 714 054 Viento Property Limited ABN 51 095 920 648



## Agenda

- 1. Chairman's Welcome
- 2. Formal Business of the Meeting
- 3. CEO's Presentation
- 4. Questions



# Formal Business of the Meeting

- Financial Statements
- > Resolutions



## Item 1: Financial Statements

Shareholders may take this opportunity to ask questions and make comments on the reports, management and company performance



#### Item 2:

#### **Resolution 1 – Adoption of Remuneration Report**

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



# Item 2: Resolution 1 – Proxy Votes

#### **Remuneration Report**

The total number of proxy votes exercisable by all proxies validly appointed in respect of the resolution is 30,558,730

	FOR:	18,960,708
≻	AGAINST:	682,993
≻	ABSTAIN:	7,174,793
	PROXY'S DISCRETION:	3,740,236

- > Chairman directs all discretionary votes to be voted in favour
- FOR: 74.28%
   AGAINST: 2.24%
   ABSTAIN: 23.48%



#### Item 3

#### **Resolution 2 – Election of Director, Gordon Young**

 To approve the election of Gordon Young who was appointed as a Director since the last Annual General Meeting



# Item 3: Resolution 2 – Proxy Votes

#### **Elect Gordon Young as a Director**

The total number of proxy votes exercisable by all proxies validly appointed in respect of the resolution is 30,558,730

$\succ$	FOR:	19,647,045
≻	AGAINST:	5,108
≻	ABSTAIN:	7,162,876
$\triangleright$	PROXY'S DISCRETION:	3,743,701

- > Chairman directs all undirected proxy votes to be voted in favour
- FOR: 76.54%
   AGAINST: 0.02%
   ABSTAIN: 23.44%



#### Item 4

**Resolution 3 – Proposed Amendments to Constitution** 

To modify the Constitution as a result of changes to Section 254T of the *Corporations Act 2001* (Cth) relating to dividends



# Item 4: Resolution 3 – Proxy Votes

#### **Modify the Constitution**

The total number of proxy votes exercisable by all proxies validly appointed in respect of the resolution is 30,558,730

$\triangleright$	FOR:	19,646,676
≻	AGAINST:	9,025
≻	ABSTAIN:	7,162,793
$\triangleright$	PROXY'S DISCRETION:	3,740,236

- > Chairman directs all undirected proxy votes to be voted in favour
- FOR: 76.53%
   AGAINST: 0.03%
   ABSTAIN: 23.44%



#### Item 5

#### Resolution 4 – Distribution of Shares in Constance Range Pty Ltd

- To confirm shareholder support for distributing the 70% equity owned by Viento to existing shareholders on a pro-rata basis, if the Viento receives a suitable purchase offer.
- The proposal is to pay a dividend to shareholders by way of one new Constance Range share for every one share in Viento Group Limited.



# Item 5: Resolution 4 – Proxy Votes

#### **Distribution of Shares in Constance Range Pty Ltd**

The total number of proxy votes exercisable by all proxies validly appointed in respect of the resolution is 30,558,730

$\triangleright$	FOR:	19,638,867
$\succ$	AGAINST:	5,786
	ABSTAIN:	7,173,793
	PROXY'S DISCRETION:	3,740,284

- > Chairman directs all undirected proxy votes to be voted in favour
- FOR: 76.51%
   AGAINST: 0.02%
   ABSTAIN: 23.48%



## **CEO's Presentation**





# FY2010 financial results

- Profit of \$2.12 million (2009: loss of \$8.46 million)
- Strengthening balance sheet
- Cash position \$2.1 million as at June 2010
- Net Asset Value of \$0.23 cents per share (+38%)
- Constance Range valued at \$1.75 million, but excluded from Net Asset Value

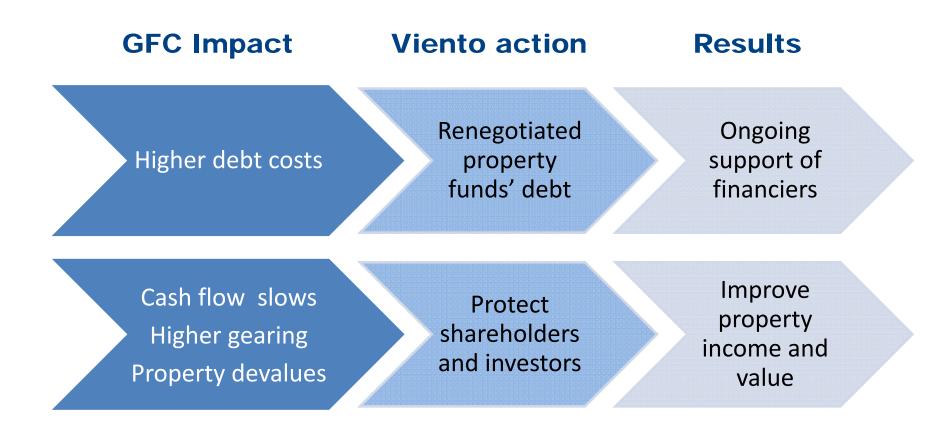


# Shareholder Information

- > 47,325,572 ordinary shares on issue
- > 970,000 unlisted options
- Funds under management \$240 million

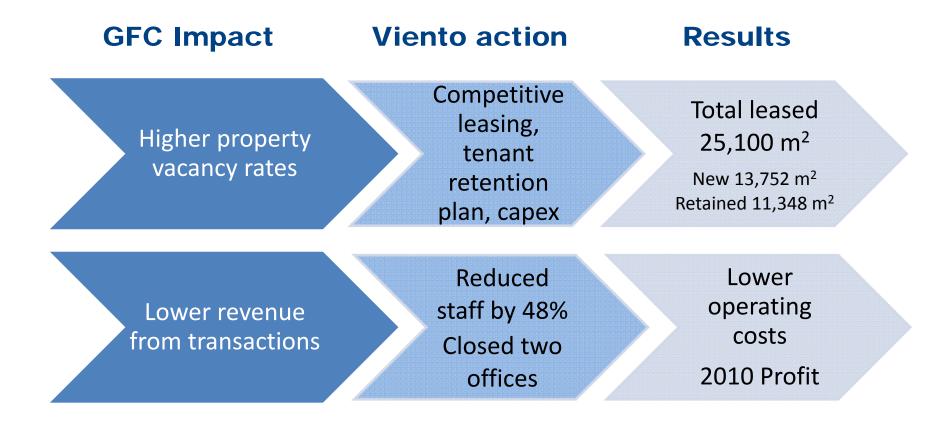


## Strategic response post GFC





## Strategic response post GFC





# **External Environment**

> Property sector affected by:

- Rising interest rates
- Stringent credit conditions
- High borrowing costs
- Strong Australian dollar
- Reduced investor confidence
- Lower risk tolerance



## **Current initiatives**

- Dispose of non-core assets (forestry and mining) to increase cash reserves
- Focus solely on property funds management
- Holistic approach to property portfolio management involving investors, agents, bankers and internal agency
- Maintain close relationships with financiers



# Current Initiatives (cont)

- Land subdivision lot sales will generate substantial income and fee revenue
- Focus on opportunities to acquire:
  - Distressed funds under management and/or
  - Commercial properties at depressed prices
- Maturing assets with limited prospects will be replaced by projects with greater potential



# Challenges

- Tight credit conditions
- > Predators and unethical conduct
- > Two speed economy
- Older buildings in poor condition
- Legacy issues



## Outlook

- Continue to drive successful leasing initiatives
- Increase property valuations through capital works and new leases
- Dispose of properties in maturing syndicates and return funds to investors
- Current fee income on strength of subdivisions will deliver profits for the next three years



# Outlook (cont)

- Solid platform for growth and no corporate debt
- > Joint ventures, acquisitions and/or mergers
- Continue to develop management team



## Questions





# Thank you for attending

