



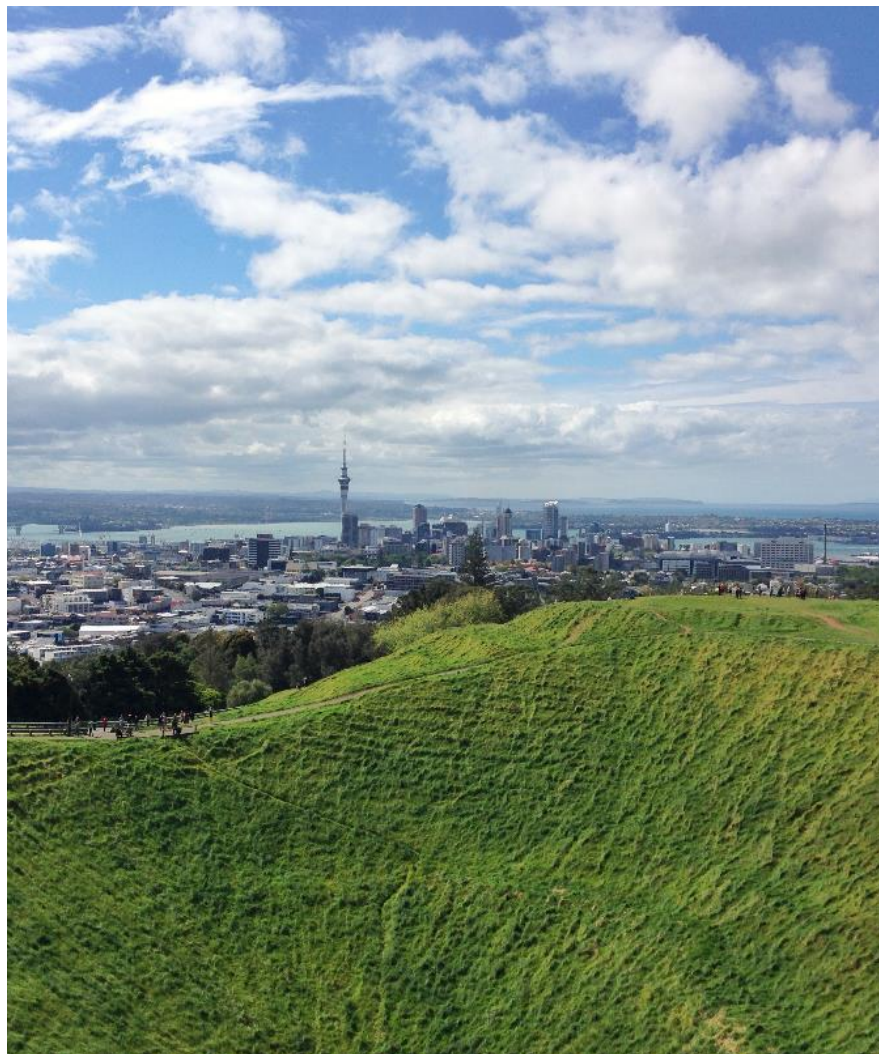
Kiwi Property

# Auckland asset tour

4 December 2018

# Auckland asset tour

## agenda



### agenda

|         |                                  |
|---------|----------------------------------|
| 8.30am  | Welcome and introduction         |
| 8.45am  | Tour of Kiwi Property offices    |
| 9.00am  | Tour of Vero Centre              |
| 9.35am  | Overview of Drury                |
| 9.50am  | Break                            |
| 10.05am | Bus to Drury                     |
| 11.05am | Bus to Sylvia Park               |
| 11.25am | Overview and tour of Sylvia Park |
| 1.05pm  | Lunch 'Little District'          |
| 2.05pm  | Return bus to Vero Centre        |

### presented by

|  |
|--|
| Clive Mackenzie, Chief Executive Officer   |
| Gavin Parker, Chief Operating Officer      |
| Elizabeth Davidson, Development Manager    |
| Kylie Eagle, Head of People and Culture    |
| Michael Holloway, GM Commercial            |
| Susan Jamieson, Sylvia Park Centre Manager |
| Ian Passau, GM Development                 |
| Warwick Shaw, Commercial Asset Manager     |
| Linda Trainer, GM Retail                   |

**Note** All information is as at 30-Sep-18 unless otherwise stated.

**Front cover image** Photo by Samuel Ferrara  
**Slide 2 image** Photo by Henry McIntosh





Vero Centre



# Vero Centre

## overview



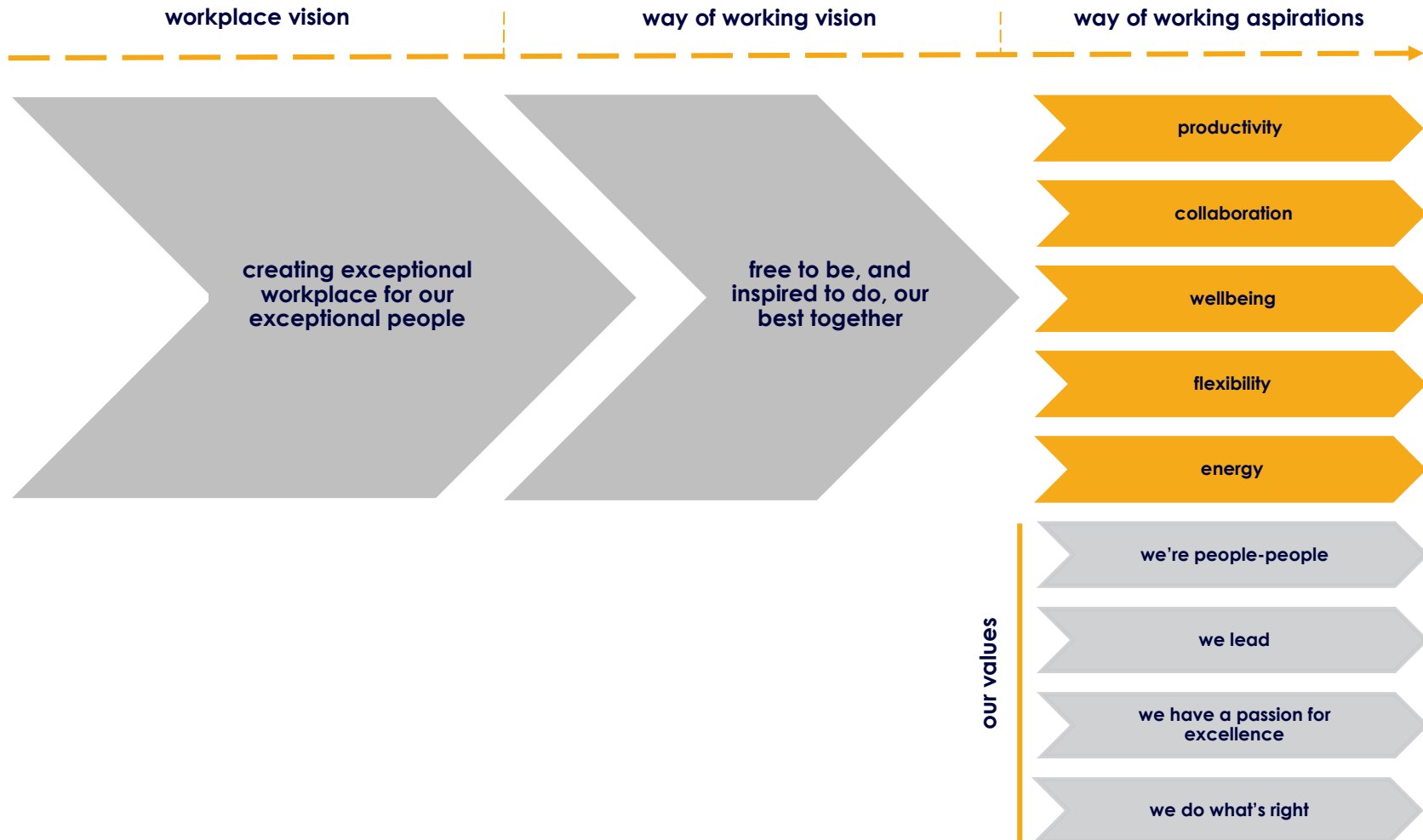
|                                  |            |
|----------------------------------|------------|
| constructed                      | 2000       |
| acquired                         | 2001       |
| last refurbished                 | 2016       |
| net lettable area <sup>1</sup>   | 39,539 sqm |
| typical floorplate               | 1,200 sqm  |
| carparks <sup>1</sup>            | 420        |
| WALT <sup>1</sup>                | 7.0 years  |
| long-term occupancy (since 2003) | 97%        |

**Note 1** As at 30-Sep-18.



# Vero Centre

Kiwi Property's new Auckland workplace



# Vero Centre

Kiwi Property's new Auckland workplace





# Vero Centre

landlord's and tenant's works: Suncorp



◀ Photo courtesy Alaska Construction.  
Photography by Mark Scowen.

# Vero Centre

landlord's and tenant's works: Russell McVeagh



All photos  
courtesy Alaska  
Construction.  
Photography by  
Ben Levy.





Waihoehoe Road

Fitzgerald Rd

Great South Rd

Southern Motorway

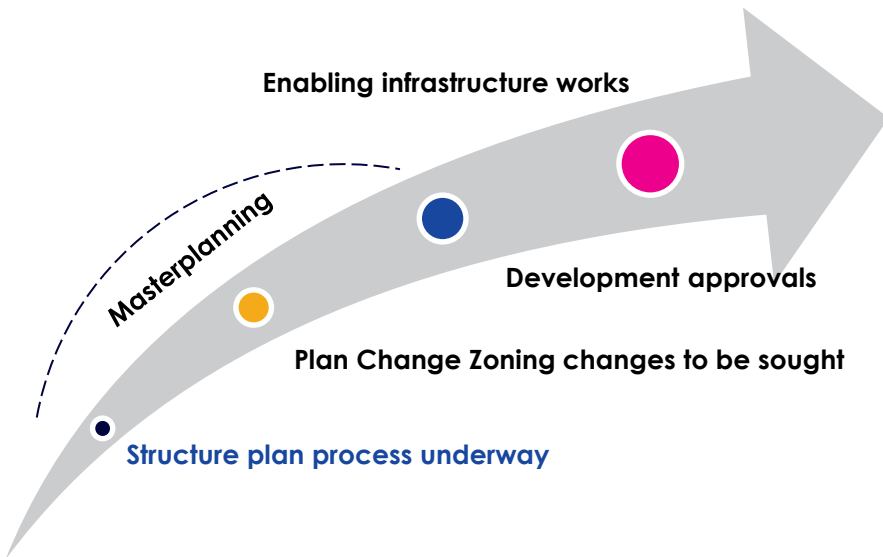
Helding Rd

Brookfield Rd

**Drury**

# Reshaping Drury

## planning and rezoning process

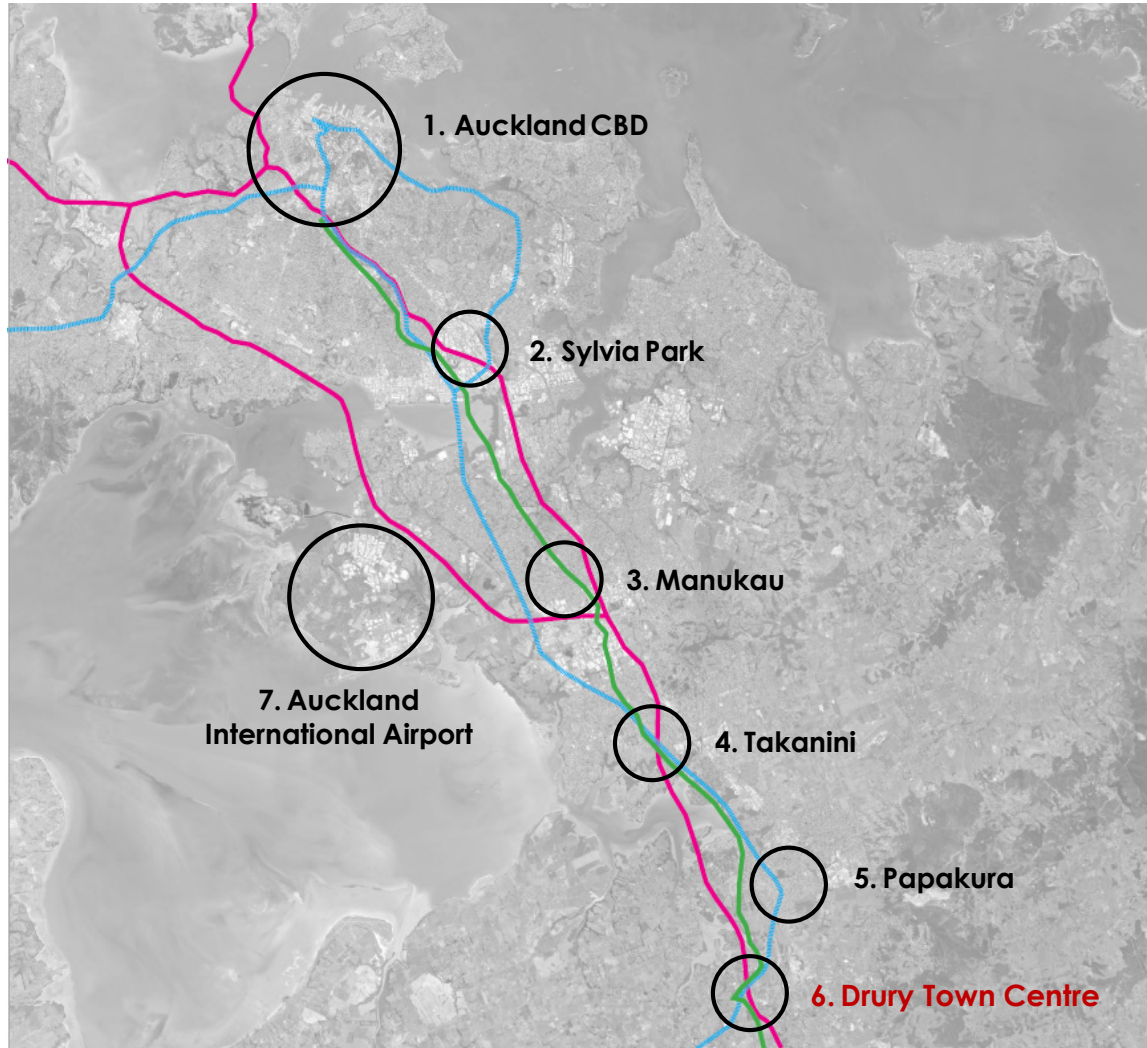


|                        |  |
|------------------------|--|
| acquisition            | land purchased progressively since 2015  |
| Kiwi Property holdings | ~51 hectares   |
| purchase price         | ~\$50 million  |
| structure plan update  | <ul style="list-style-type: none"> <li>Council released draft Structure Plan <b>October 2018</b></li> <li>Council reviewing public feedback and expected to release revised draft Structure Plan <b>early 2019</b></li> <li>finalised Structure Plan expected <b>mid 2019</b></li> </ul> |
| next steps             | prepare Plan Change documentation to support desired zoning  |
| development timeframe  | over the next 20 years   |






# Reshaping Drury

## transport connections and activity nodes



### transportation connections

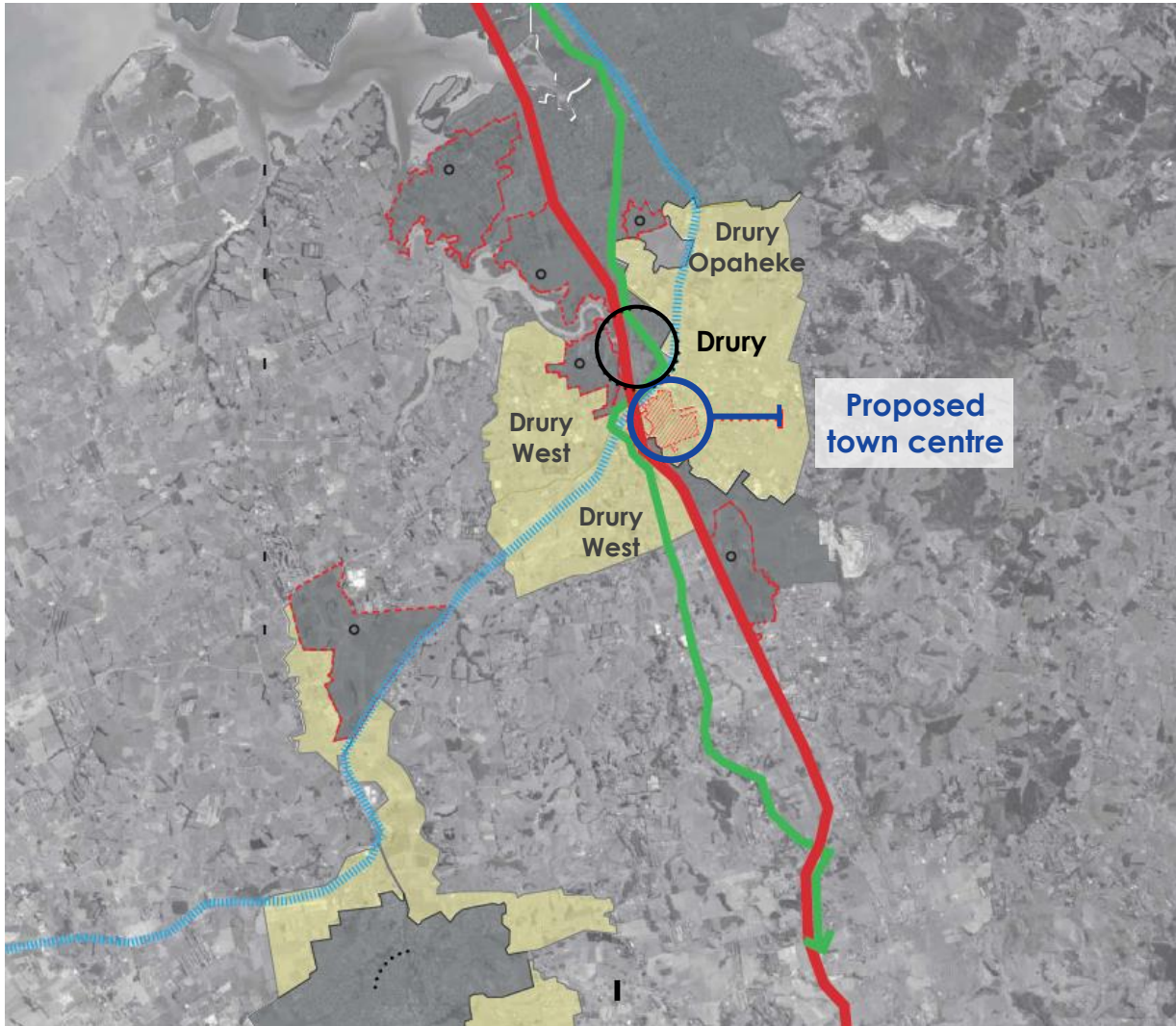
-  Motorway (SH1)
-  Railway
-  Great South Road

### activity nodes

1. Auckland CBD
2. Sylvia Park  
*(11kms from CBD)*
3. Manukau  
*(10.5kms from Sylvia Park)*
4. Takanini  
*(9kms from Manukau)*
5. Papakura  
*(4.5kms from Takanini)*
6. **Drury Town Centre**  
*(16.7kms from Manukau)*
7. Auckland International Airport

# Reshaping Drury


## access and locality




### access and locality

 Motorway

 Railway

 Great South Road

 Kiwi Property land

 Existing urban areas/SHA

 Future urban

**Note** Indicative plan only.



# Reshaping Drury

existing infrastructure



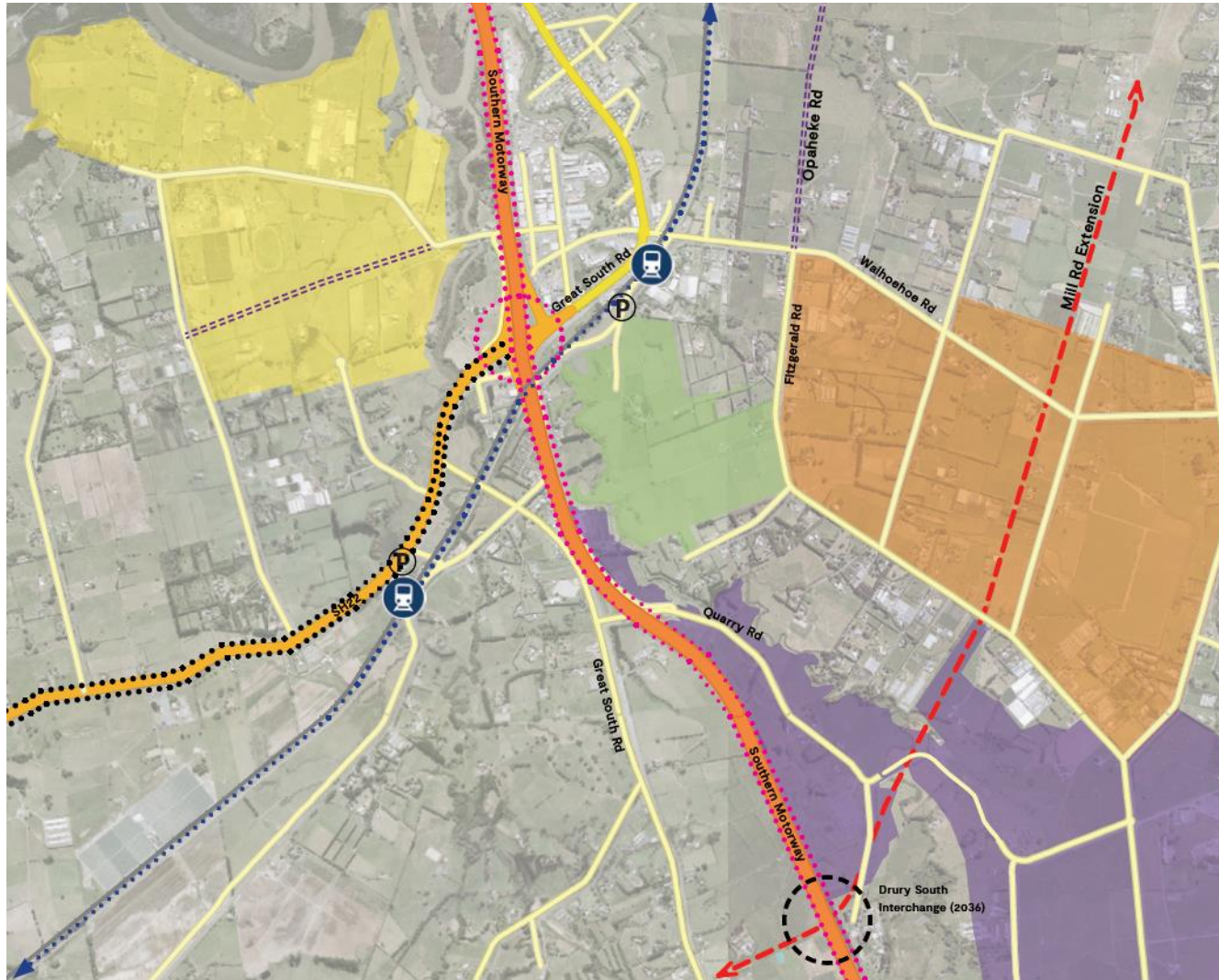
## existing infrastructure

-  Southern motorway
-  Principal arterial
-  Existing local road
-  North Island main trunk line
-  Kiwi Property land

Note Indicative plan only.

# Reshaping Drury

## proposed government infrastructure upgrades



### proposed government infrastructure upgrades

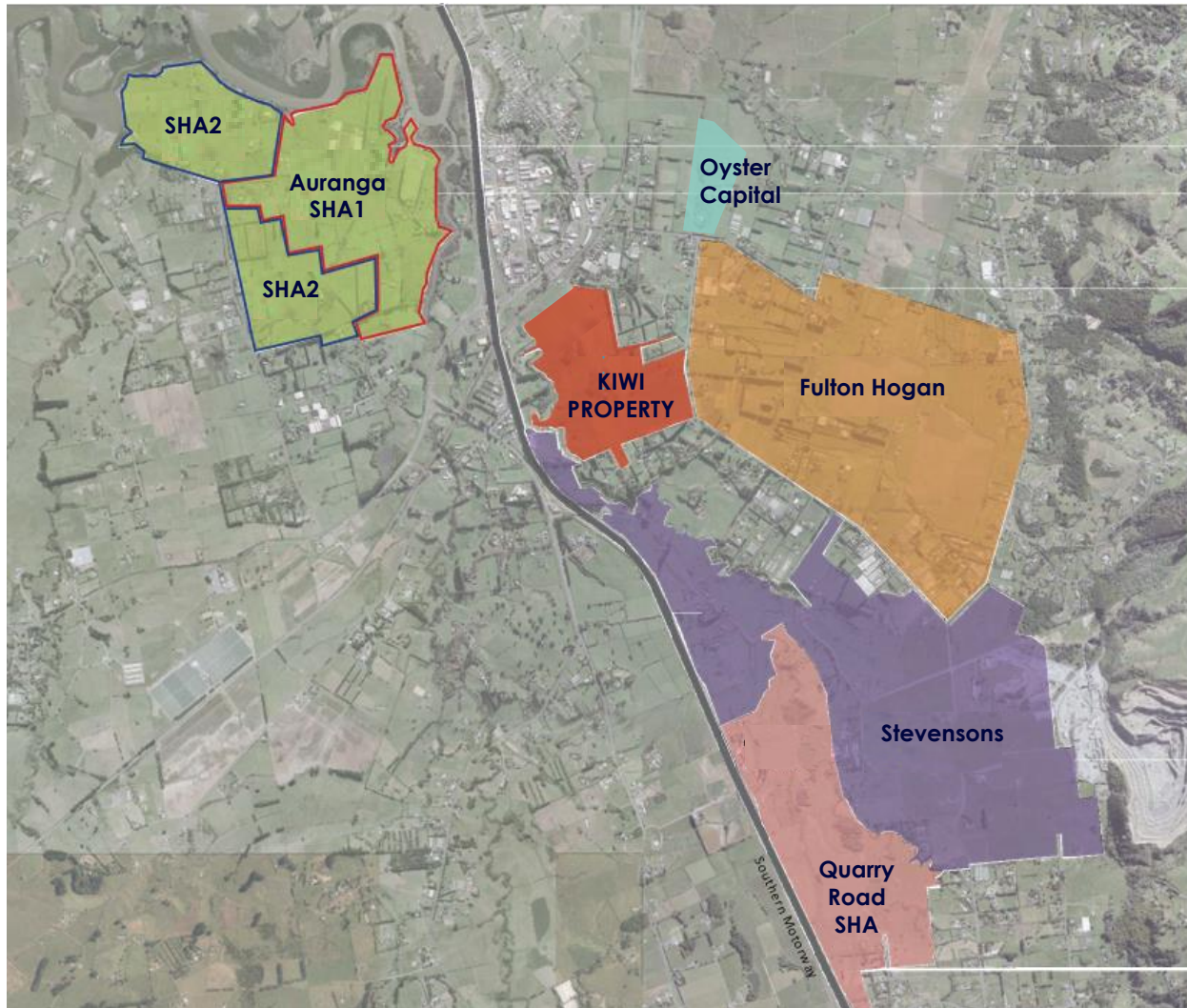
- Southern motorway
- Principal arterial
- Existing local road
- Southern rail line
- M Proposed train station
- P Proposed park and ride
- Upgrade to existing
- Upgrade to existing
- Future Mill Road
- Kiwi Property land
- Auranga land
- Stevensons land
- Fulton Hogan land

**Note** Upgrades and timings are yet to be confirmed. Infrastructure location and road alignments are subject to change. Land holdings are approximate and actual landholdings ownership may differ.



# Reshaping Drury

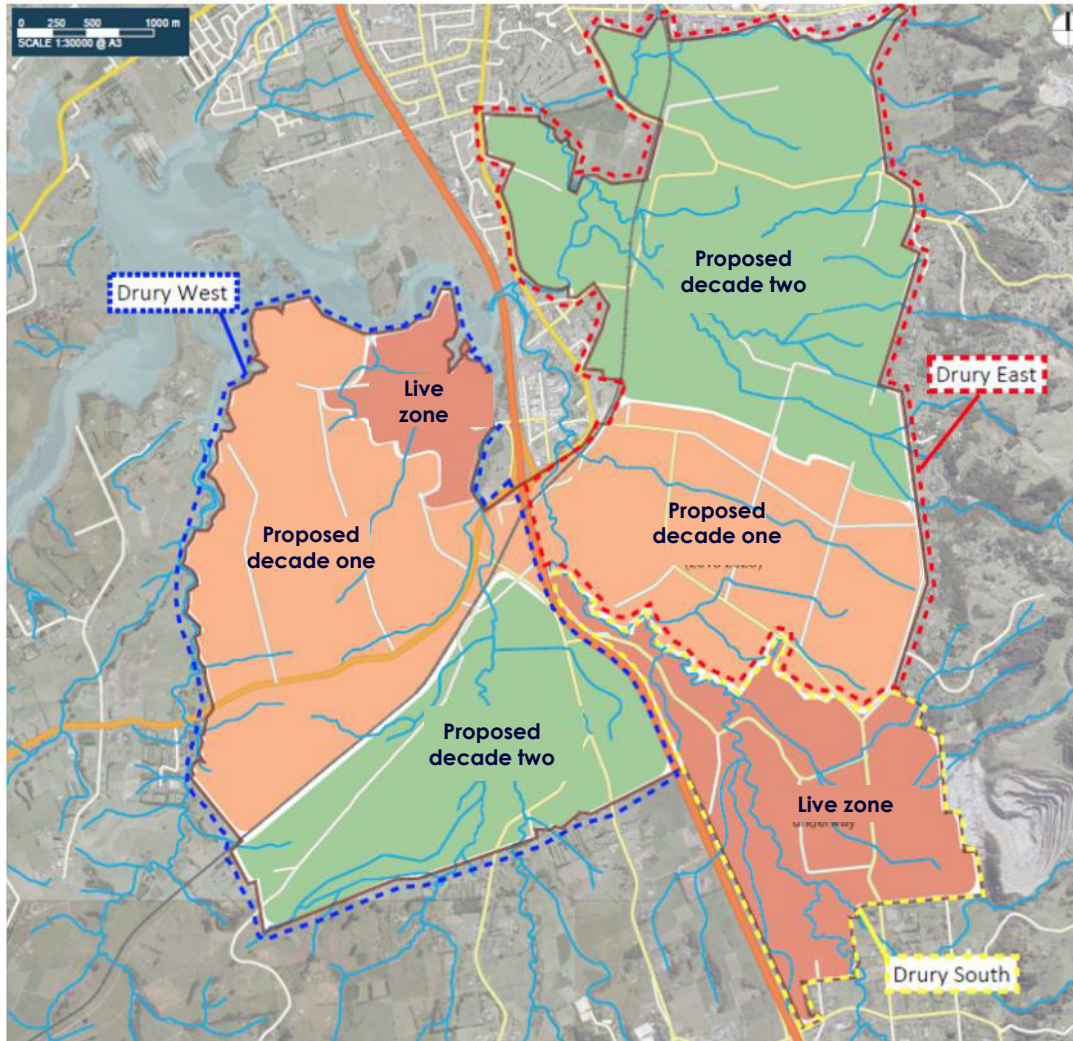
## land ownership



**Note** Land holdings and ownership are approximate. Actual land holdings may differ to what is shown on this plan.

# Reshaping Drury

## indicative dwelling numbers and staging plan



| timing              | area        | anticipated dwellings (no.) |
|---------------------|-------------|-----------------------------|
| Live zone           | Drury West  | 1,350                       |
|                     | Drury South | 750                         |
| Proposed decade one | Drury West  | 8,279                       |
|                     | Drury East  | 5,679                       |
| Proposed decade two | Drury West  | 3,574                       |
|                     | Drury East  | 8,975                       |
| <b>total</b>        |             | <b>28,607</b>               |

**Note** Anticipated dwellings to be achieved in Drury, subject to market demand. Proposed Structure Plan development staging is subject to Council approval.



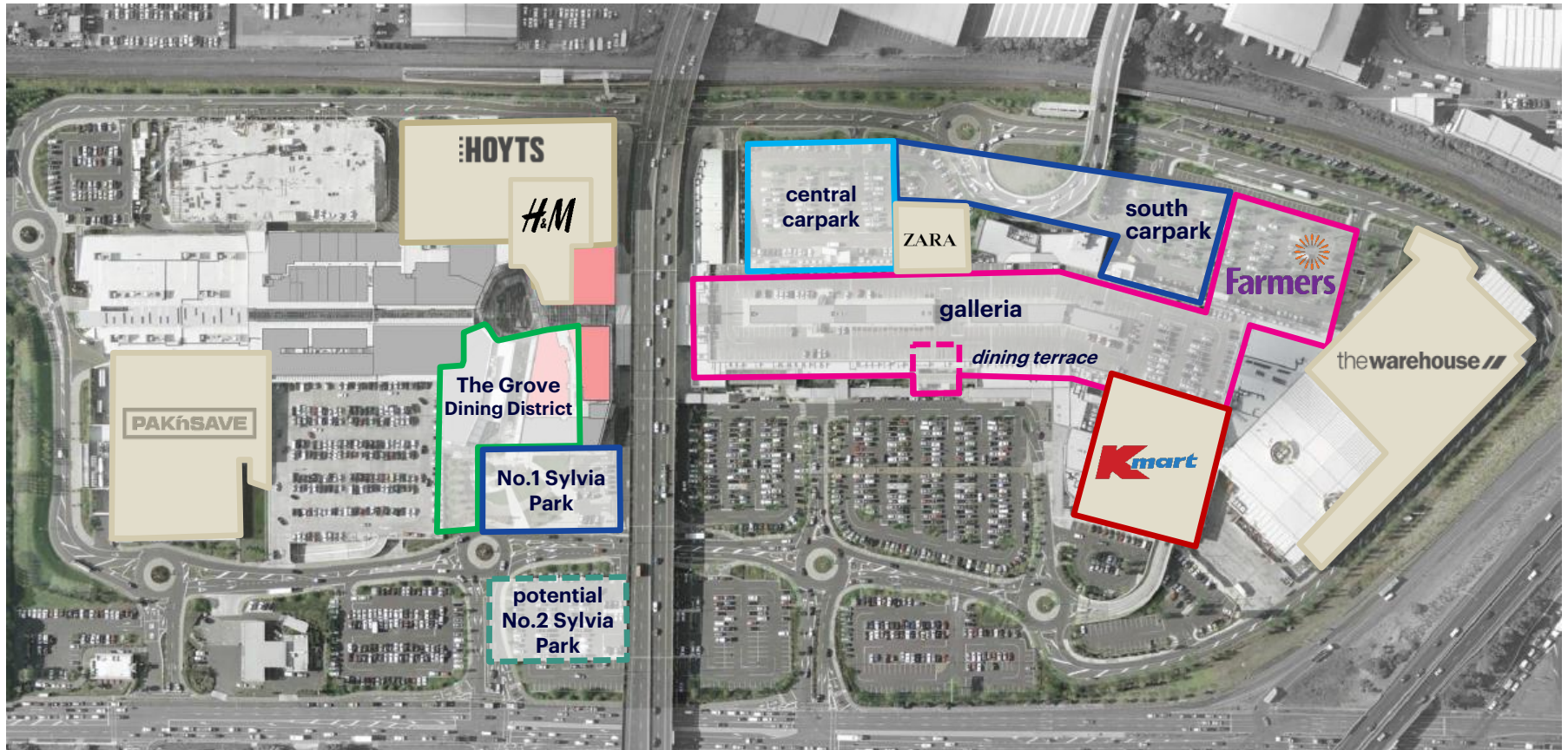


Sylvia Park



# Sylvia Park

plan





# The Grove Dining District

outdoor dining lane at Sylvia Park



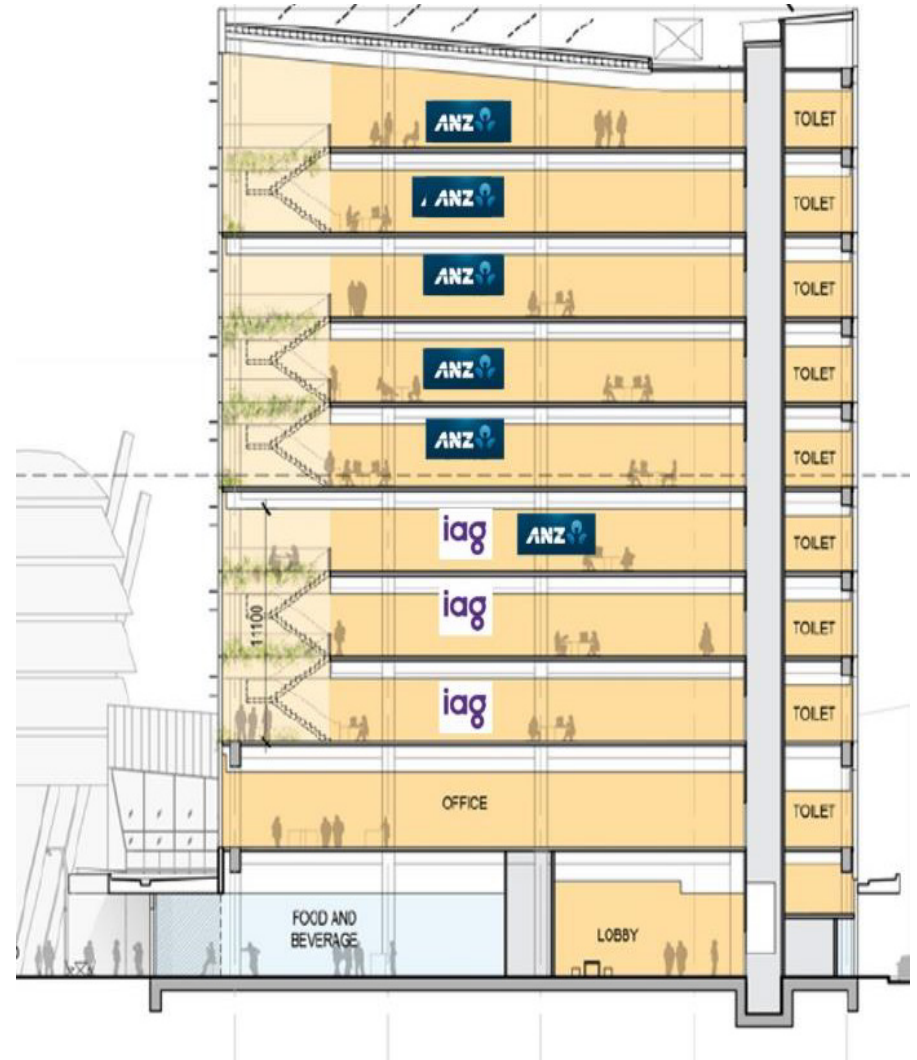
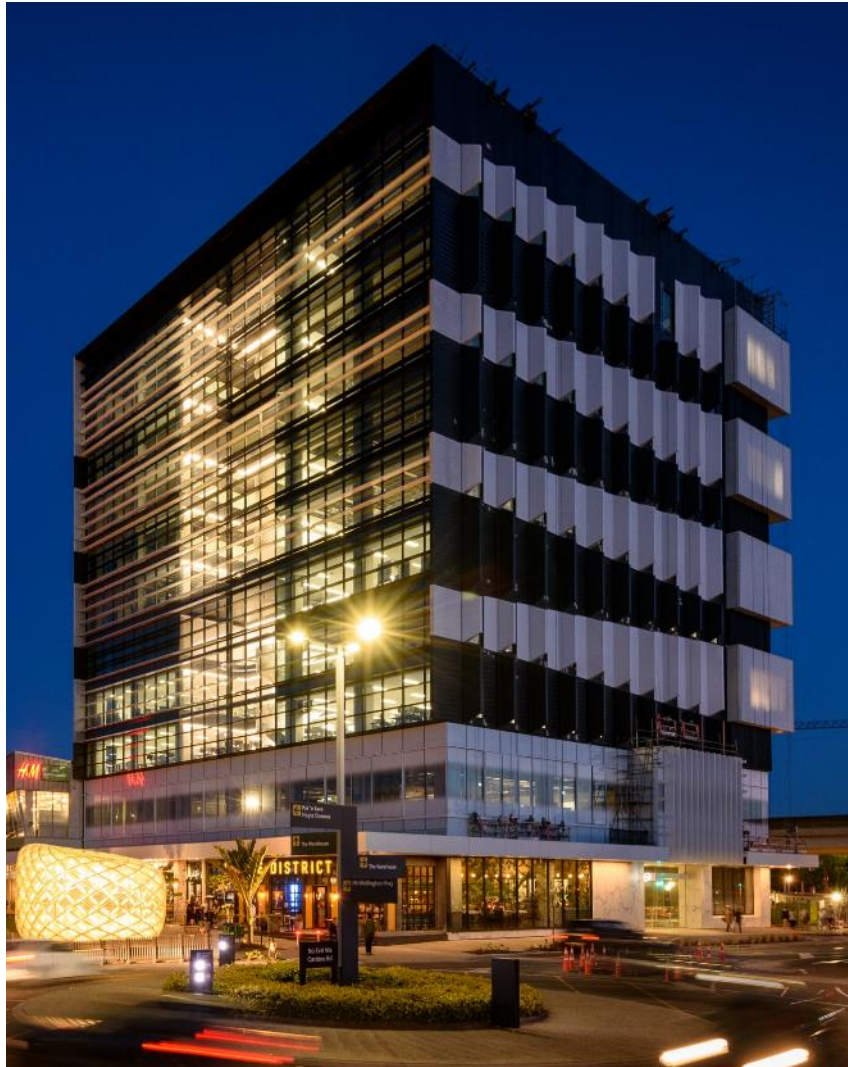
- > completed Dec-17
- > contemporary, landscaped alfresco dining experience with 10 dining options





# No.1 Sylvia Park

office tower at Sylvia Park





# No.1 Sylvia Park

## office tower at Sylvia Park



### project status

- > building completed Oct-18
- > IAG in occupation over 2.5 floors (on a 12-year lease)
- > ANZ Bank have leased 5.5 floors (on a 9-year lease)
  - lease commences between Jun-19 and Dec-19

### financial metrics

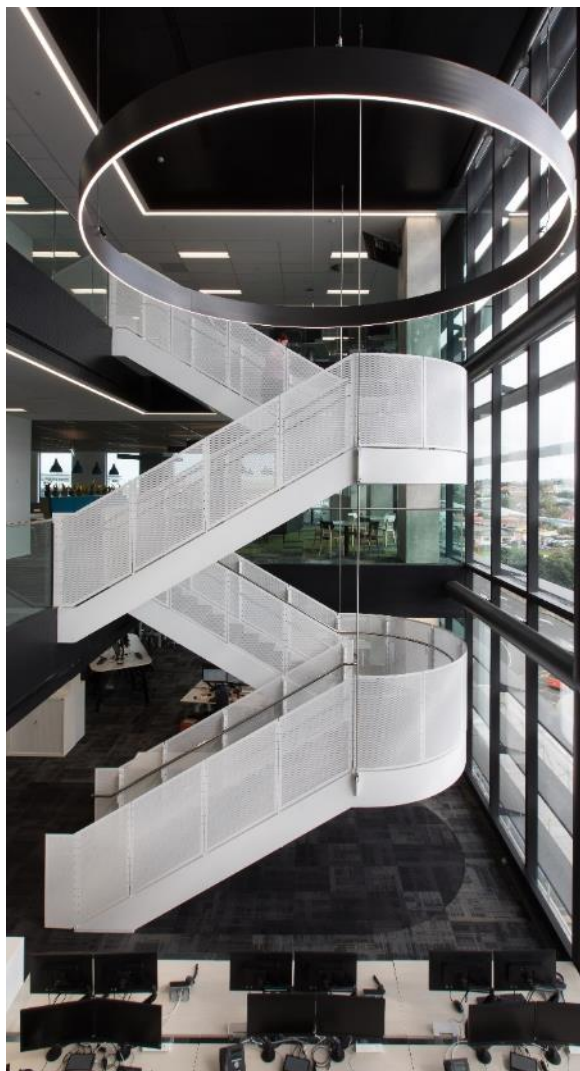
|  |         |
|--|---------|
| total project cost                             | \$80.2m |
| projected Y1 yield                             | 5.4%    |
| projected Y3 yield<br>(on full ANZ occupation) | 7.4%    |
| projected 10-year IRR                          | >9.0%   |

### timetable

|                         |        |
|-------------------------|--------|
| construction commenced  | Aug-16 |
| construction completion | Oct-18 |

### cost profile (\$m)

|                            | spent to |         | to spend |
|----------------------------|----------|---------|----------|
|                            | FY18     | 1H FY19 | 2H FY19  |
| incl letting up allowances | 48.8     | 16.4    | 15.0     |



# Central carpark



## project status

- > new five-level carpark building
  - ~600 carparks
  - vehicle management system
  - well located between Zara and H&M
  - enhanced customer amenity

## financial metrics

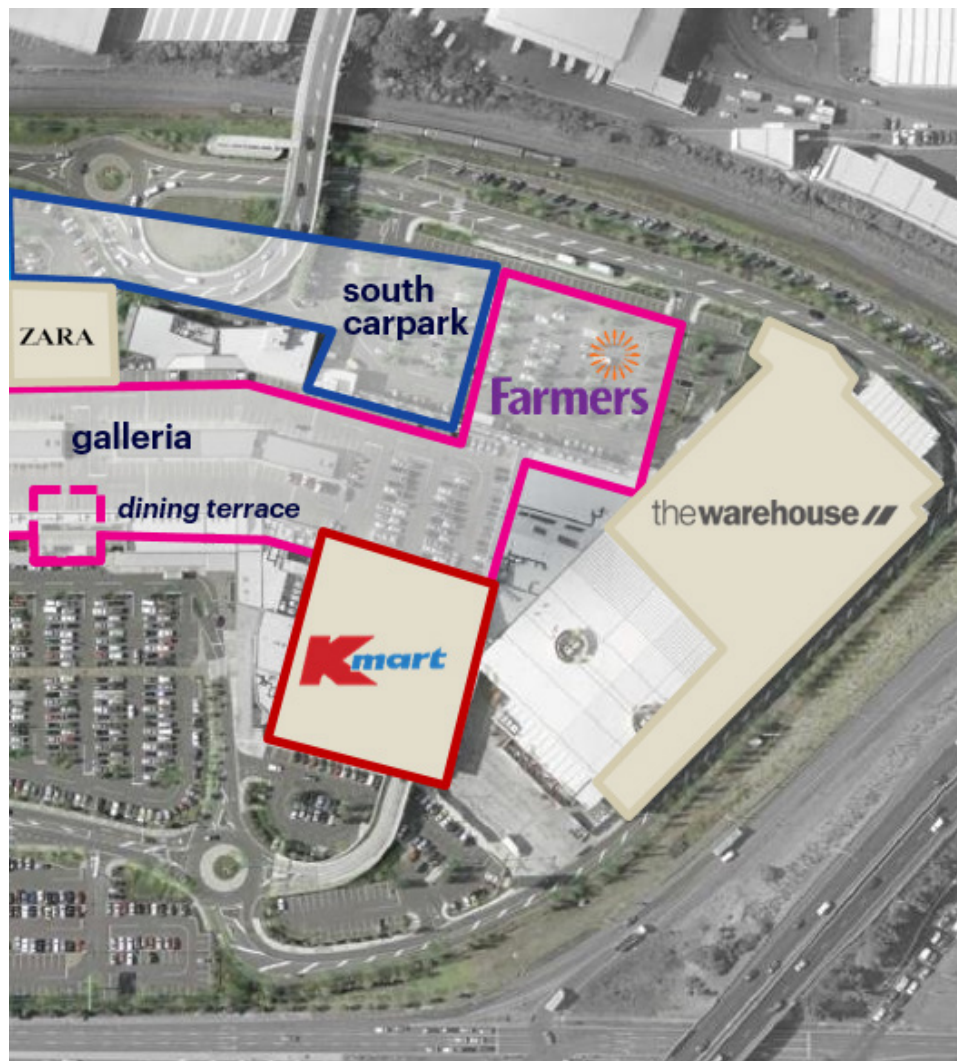
|                    |         |
|--------------------|---------|
| total project cost | \$36.3m |
|--------------------|---------|

## timetable

|                         |        |
|-------------------------|--------|
| construction commenced  | Apr-17 |
| construction completion | Nov-18 |

| cost profile (\$m)         | spent to |         | to spend |      |
|----------------------------|----------|---------|----------|------|
|                            | FY18     | 1H FY19 | 2H FY19  | FY20 |
| incl letting up allowances | 20.0     | 12.1    | 4.2      | -    |





- > new 5,000 sqm Kmart store in former Countdown space (including an additional ~600 sqm expansion)
- > construction commenced Oct-18
- > due to complete mid-19

### financial metrics

|                    |         |
|--------------------|---------|
| total project cost | \$10.6m |
|--------------------|---------|

### timetable

|                                |        |
|--------------------------------|--------|
| construction commenced         | Oct-18 |
| target construction completion | mid-19 |

| cost profile (\$m)         | spent to |         | to spend |      |
|----------------------------|----------|---------|----------|------|
|                            | FY18     | 1H FY19 | 2H FY19  | FY20 |
| incl letting up allowances | -        | 0.7     | 8.2      | 1.7  |

# Galleria and south carpark

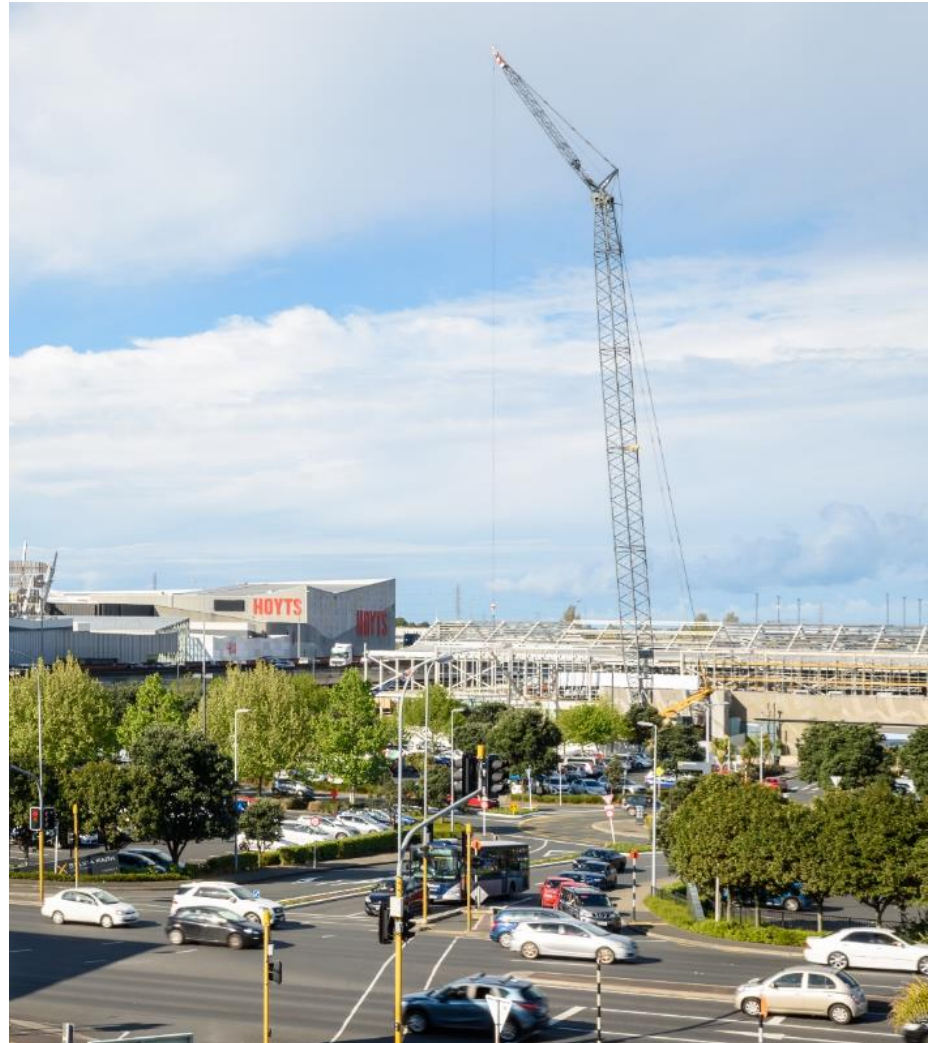


|                                | existing<br>centre | other<br>projects <sup>1</sup> | galleria<br>(lost) | galleria<br>(new) | completed<br>centre |
|--------------------------------|--------------------|--------------------------------|--------------------|-------------------|---------------------|
| <b>net lettable area (sqm)</b> |                    |                                |                    |                   |                     |
| majors                         | 30,600             | 580                            | -                  | 8,100             | 39,280              |
| mini-majors                    | 17,600             | -                              | -                  | 2,200             | 19,800              |
| specialty/other                | 26,800             | -                              | (400)              | 7,700             | 34,100              |
| offices                        | -                  | 11,400                         | -                  | -                 | 11,400              |
| total centre                   | 75,000             | 11,980                         | (400)              | 18,000            | 104,580             |
| <b>tenancies (no.)</b>         |                    |                                |                    |                   |                     |
| majors                         | 4                  | -                              | -                  | 1                 | 5                   |
| mini-majors                    | 16                 | -                              | -                  | 3                 | 19                  |
| specialty/other                | 200                | -                              | (6)                | 59                | 253                 |
| offices (levels)               | -                  | 9                              | -                  | -                 | 9                   |
| total centre                   | 220                | 9                              | (6)                | 63                | 286                 |
| <b>carparks</b>                |                    |                                |                    |                   |                     |
| number                         | 3,937              | 825                            | (662)              | 900               | 5,000               |
| ratio <sup>2</sup> (overall)   | 5.3                |                                |                    |                   | 4.8                 |
| ratio <sup>2</sup> (retail)    | 5.3                |                                |                    |                   | 5.4                 |

**Note 1** Other projects include No.1 Sylvia Park, Kmart, the central carpark and Carbine Road staff parking. **Note 2** Carpark ratios are stated per 100 sqm of NLA. The 'retail' measure excludes office and storage.







# South carpark





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