

### **Presentation Overview**



- What is Australian Property Growth Fund?
- Directors and Senior Management
- Core Values
- Points of Difference

- Structure
- Previous Projects
- Current Projects



# Australian Property Growth Fund



- Formidable property fund with institutional grade assets
- Quality portfolio of property assets that will produce long term capital growth and stable income stream
- Stapled Fund comprising a property trust (Australian Property Growth Trust) which invests in long term passive property investments and a funds management & development company (Australian Property Growth Limited) which undertakes property funds management and development
- Approximately \$800 million assets under management





### Chairman





#### Neil Summerson BCom, FCA, FAICD, FAIM

- Chairman
- Over 35 years business experience including former (Queensland)
  Managing Partner of Ernst & Young
- Significant property and investment experience
- Strengths include strategic planning, risk management, regulatory compliance, financial analysis and corporate governance
- Director of several public, private and government corporations



## Managing Director





#### Geoff McMahon BEcon, BCom, FCPA, FAICD, FCIM, FFIN

- Managing Director
- Involved in the property industry since 1990
- Significant experience in corporate strategy, property investment, funds management and development, capital raising, risk management and financial management
- Has been involved in over \$750 million worth of successful property projects



### Non-Executive Directors





Robert Bryan BSc (Hons, Geology), FAusIMM

- Chairman Leyshon Pty Ltd (major investor in APGF)
- Property and resources



Scott Bryan BSc (Hons, Geology), PhD

 Non-Executive Director Leyshon Pty Ltd (major investor in APGF)



Ken Pickard BCom, FCA, MAICD

- Managing Director, Moore Stephens
- Chartered Accountant

## Senior Management



- Luis Garcia Manager, Funds Management
- Robert Cribb Manager, Property Investment and Management
- Mark Rundle Manager, Property Development
- Adriano Cragnolini Chief Financial Officer
- Michael O'Reilly Consultant (Acquisitions and Property Strategy)



## Core Values



- Maximise investors' long term total returns
- Business is all about people
- Quality and excellence
- Integrity and professionalism



### Points of Difference

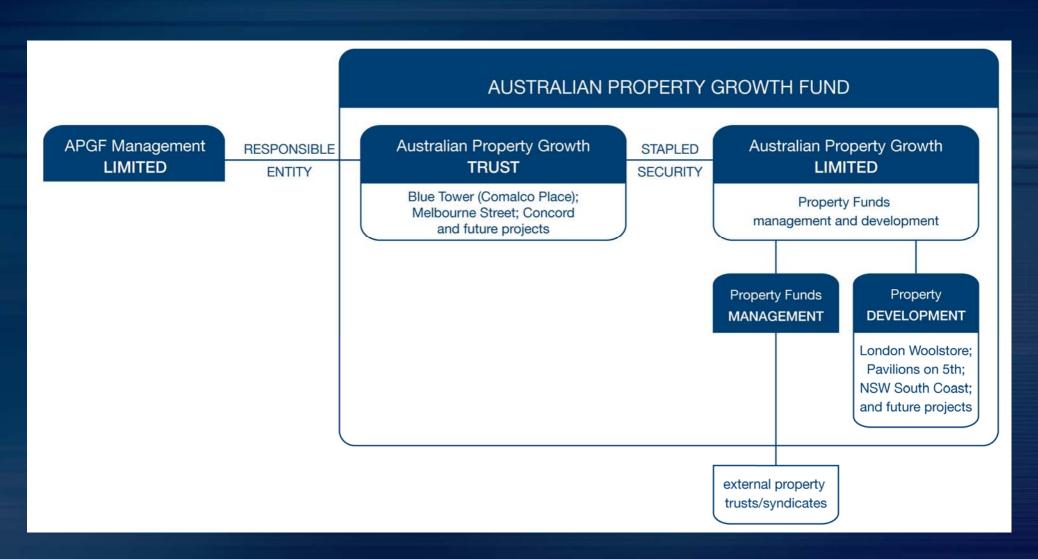


- Quality of existing fund assets across property investment, funds management and development
- Proven track record of directors and management
- Focus on risk management and corporate governance
- Research based investment decisions
- Leyshon Operations Pty Ltd's cash investment of approximately \$50 million in the Fund



### Structure







# Previous Projects







- CPA Centre, Brisbane CBD
- 29 level commercial office building
- Acquired in August 2002 for \$58.8 million
- Sold in October 2005 for \$85.3 million

- St George Bank House, Brisbane CBD
- 13 level commercial office building
- Acquired for \$8 million
- Sold three years later for \$14 million

# Previous Projects





- Indooroopilly Central, Indooroopilly, Brisbane
- Retail warehouse/storage
- Developed and on-sold for \$27 million



- William Jolly Place, North Quay, Brisbane
- Commercial office/storage
- Refurbished and on-sold for \$15 million

# Previous Projects

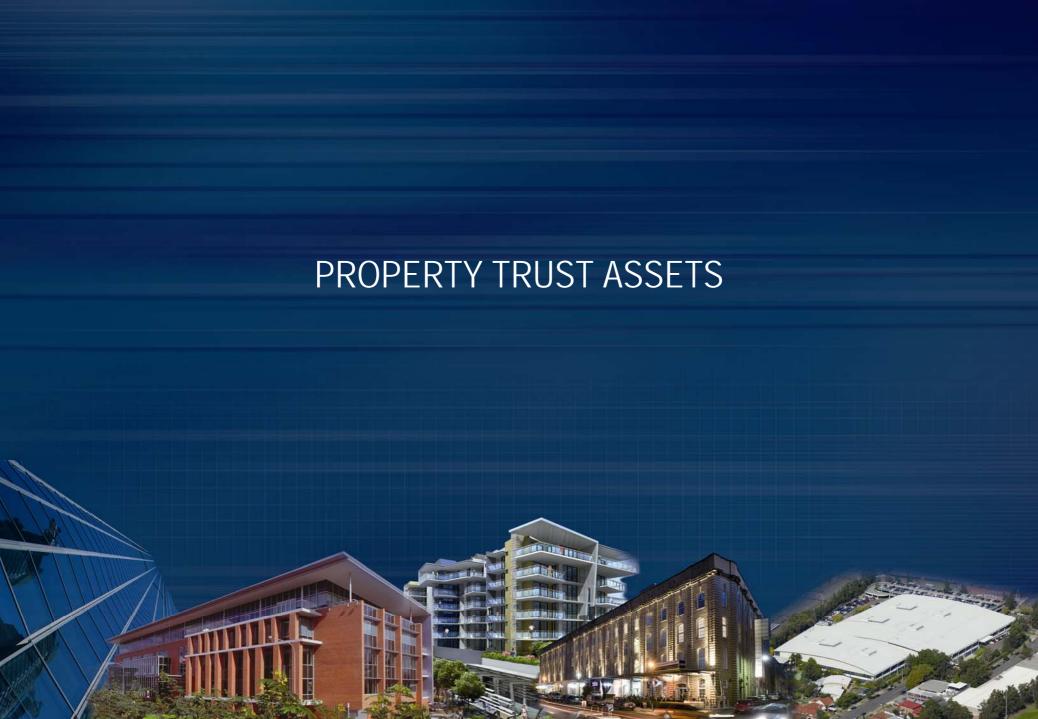




- Regatta Riverside, Toowong, Brisbane
- 183 apartment development
- End value \$70 million



- Kingshome Apartments
- 80 apartment development
- End value \$30 million



# Comalco Place (Blue Tower), Brisbane CBD





# Comalco Place (Blue Tower), Brisbane CBD



- Iconic Brisbane CBD commercial office building
- Net lettable area 32,000 square metres
- Fully occupied with strong lease profile
- Current valuation \$263 million
- Further upside from strong Brisbane commercial office market



# Melbourne Street, South Brisbane





### Melbourne Street, South Brisbane



- Commercial office building at South Brisbane, developed by APGF/Leyshon
- Net lettable area 6,145 square metres
- Current valuation \$33.3 million
- Further upside from strong Brisbane commercial office market



# Westpac Concord Campus, Concord, Sydney





# Westpac Concord Campus, Concord, Sydney



- 16,900 square metre office campus
- \$60 million acquisition with settlement on 2 October 2007
- Triple net lease to Westpac until October 2012
- Westpac to restore building to "as new" in 2012
- Significant rental reversion
- Multiple exit options





# Former Elderslie Property Funds Management Business



- Purchased in June 2007 for \$32.5 million
- 26 property trusts/syndicates
- 37 properties valued at approximately \$480 million
- Stable recurring funds management income
- 5,500 investors
- Project pipeline
- Geographic and property sector diversification
- Excellent platform for expansion
- Two quality residential land sub-divisions on NSW South Coast

# London Woolstore, Teneriffe, Brisbane





# London Woolstore, Teneriffe, Brisbane



- Mixed residential, retail and commercial development
- Completed value \$50 million
- 100% sold



## Pavilions on 5th, Palm Beach, Gold Coast

(Artist's impression of completed development)





## Pavilions on 5th, Palm Beach, Gold Coast

(Artist's impression of completed development)







# Pavilions on 5th, Palm Beach, Gold Coast



- 9,800 square metre prime site
- Mixed retail (5,200 square metres) and residential (194 apartments)
- Purchased May 2005 for \$11.1 million
- End value approximately \$110 million
- Development Approval issued August 2006
- Develop in two stages over 2007 to 2009





# Future Projects



- Must comply with specific project selection criteria
- Proven strategies and risk management controls for project selection and project delivery
- Medium risk return profile
- Capital city focus
- Favoured property assets include:
  - Commercial office
  - Property funds management companies
  - External unlisted funds
  - Retail warehouse
  - Industrial
  - Retail
  - Residential apartments