

AUSTRALIAN PROPERTY GROWTH FUND INVESTOR PRESENTATION



#### **Presentation Overview**



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

- Structure
- Previous Projects
- Current Projects
- Financial Summary
- Capital Raising



## Australian Property Growth Fund



- Emerging 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 \$1 billion assets under management





### **DIRECTORS AND SENIOR 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)



## Key Features



- Stapled securities (units in property trust stapled to shares in the funds management and development company)
- Responsible entity/management company to be internalised
- \$1 billion assets under management
- Placement of up to \$30 million



#### **Core Values**



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



#### Points of Difference

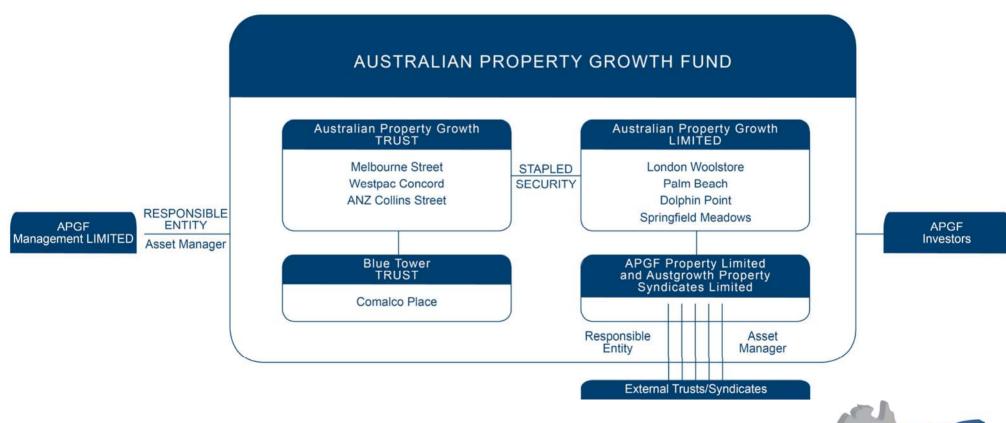


- Quality of existing fund assets across property investment, funds management and development
- Proven track record of directors and management
- Focus on risk management and corporate governance
- Research based investment decisions
- Leyshon Operations Pty Ltd's cash investment of approximately
 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



#### **Current Structure**

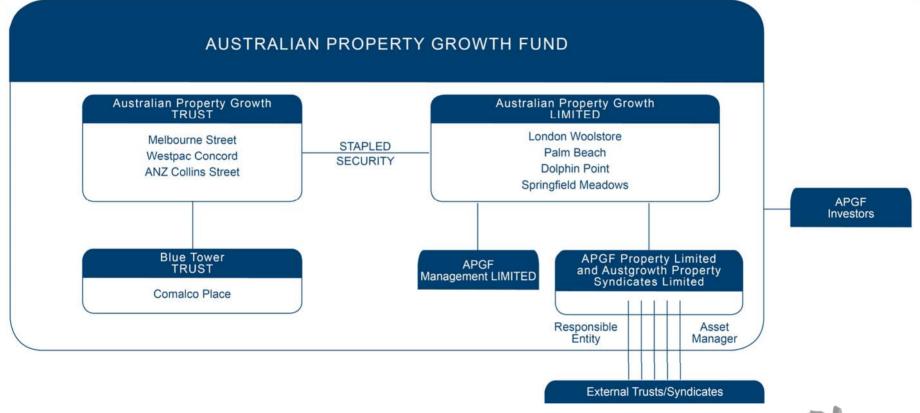




Australian Property Growth Fund

#### **Structure After Internalisation**





Australian Property Growth Fund



## PREVIOUS PROJECTS



### **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



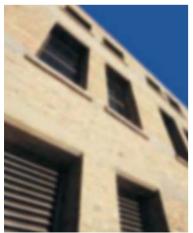
### **Previous Projects**





#### 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





## PROPERTY TRUST ASSETS



Comalco Place (Blue Tower)
Brisbane CBD



## Comalco Place (Blue Tower) Brisbane CBD

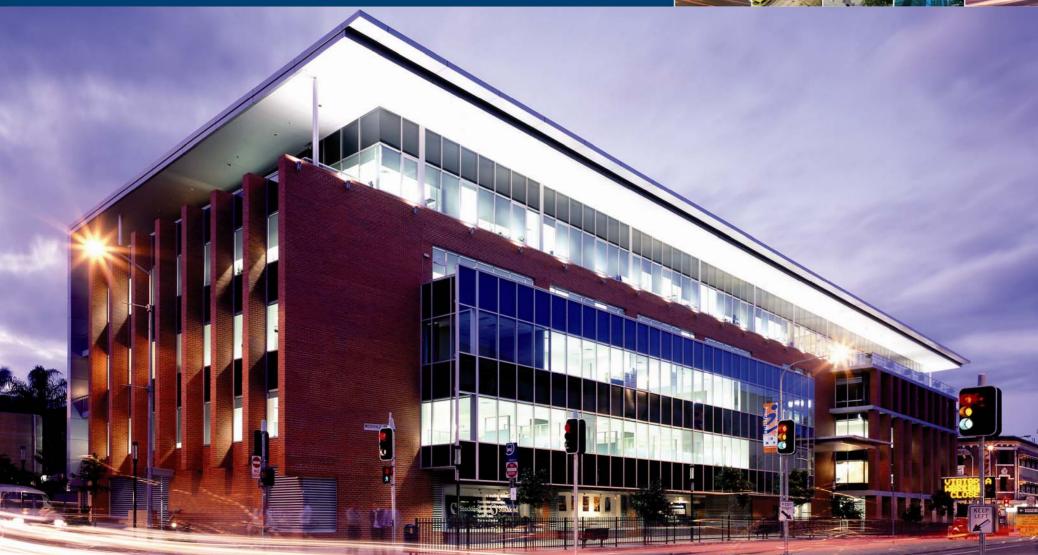


- Iconic Brisbane CBD commercial office building
- Net lettable area 32,000 square metres
- Fully occupied with strong lease profile
- Current valuation \$290 million
- Further upside from strong Brisbane commercial office market



## 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 \$35 million
- Further upside from strong Brisbane commercial office market





## Westpac Concord Campus Concord, Sydney

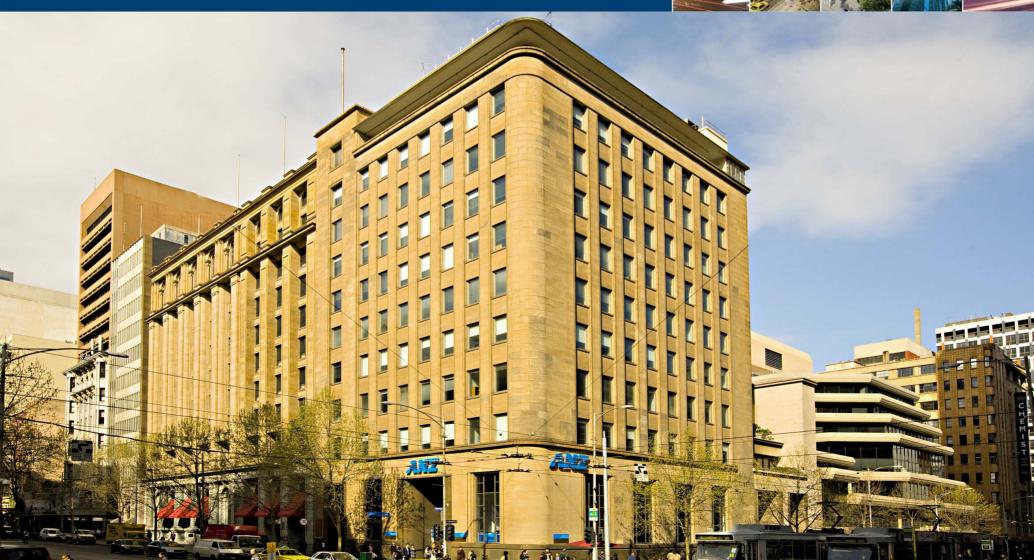


- 16,900 square metre office campus
- \$60.75 million acquisition (October 2007)
- Triple net lease to Westpac until October 2012
- Westpac to restore building to "as new" in 2012
- Significant rental reversion
- Multiple exit options



## Royal Bank Chambers Collins St, Melbourne





## Royal Bank Chambers Collins St, Melbourne



- \$30.5 million acquisition (October 2007)
- Prime Collins Street location
- Fully leased to ANZ
- Banking chamber 10 year ANZ lease
- Nine upper office floors ANZ lease expiring 31 December 2009
- Refurbishment and releasing opportunity





# FUNDS MANAGEMENT & DEVELOPMENT COMPANY PROJECTS

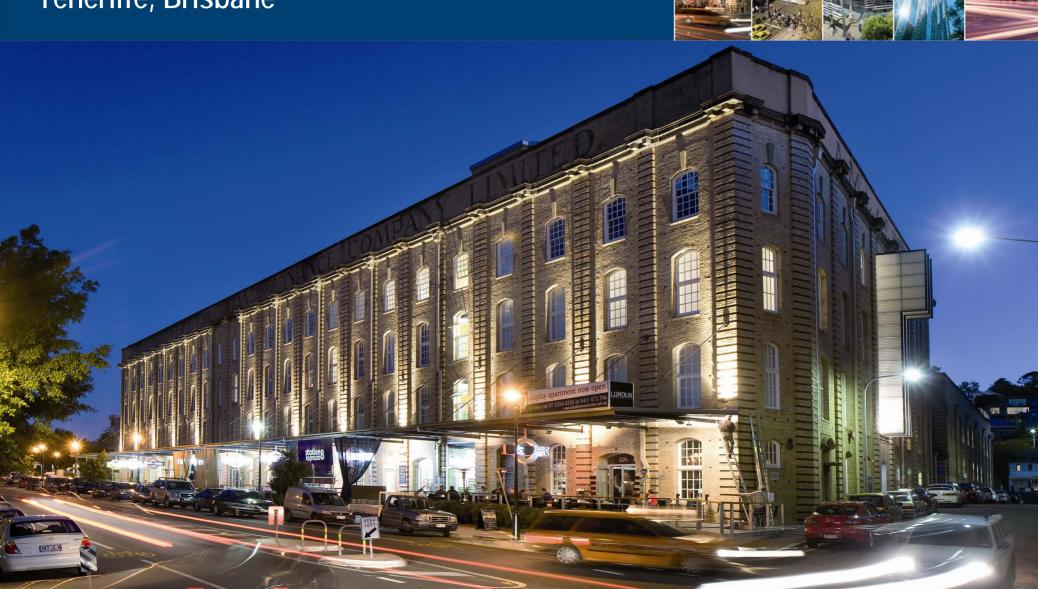


## Former Elderslie Property Funds Management Business



- Purchased in June 2007 for \$32 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 subdivisions 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



- 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**



## **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 wholesale unlisted property funds
  - Retail warehouse
  - Industrial
  - Retail
  - Residential apartments



### **Financial Summary**



#### **After \$30 Million Capital Raising and Internalisation:**

- Total Investors' Equity \$240 million
- Total Assets \$520 million
- Total Assets under Management approximately \$1 billion



## Capital Raising



- \$1.20 per stapled security
- Placement of up to 15% of the Fund's existing equity
- Maximum to be raised \$30 million
- Priority to existing investors
- Distribution for December 2007 quarter 9.60 cents per stapled security (8% yield)
- Used for existing and future projects
- Not required for the APGFM acquisition

