

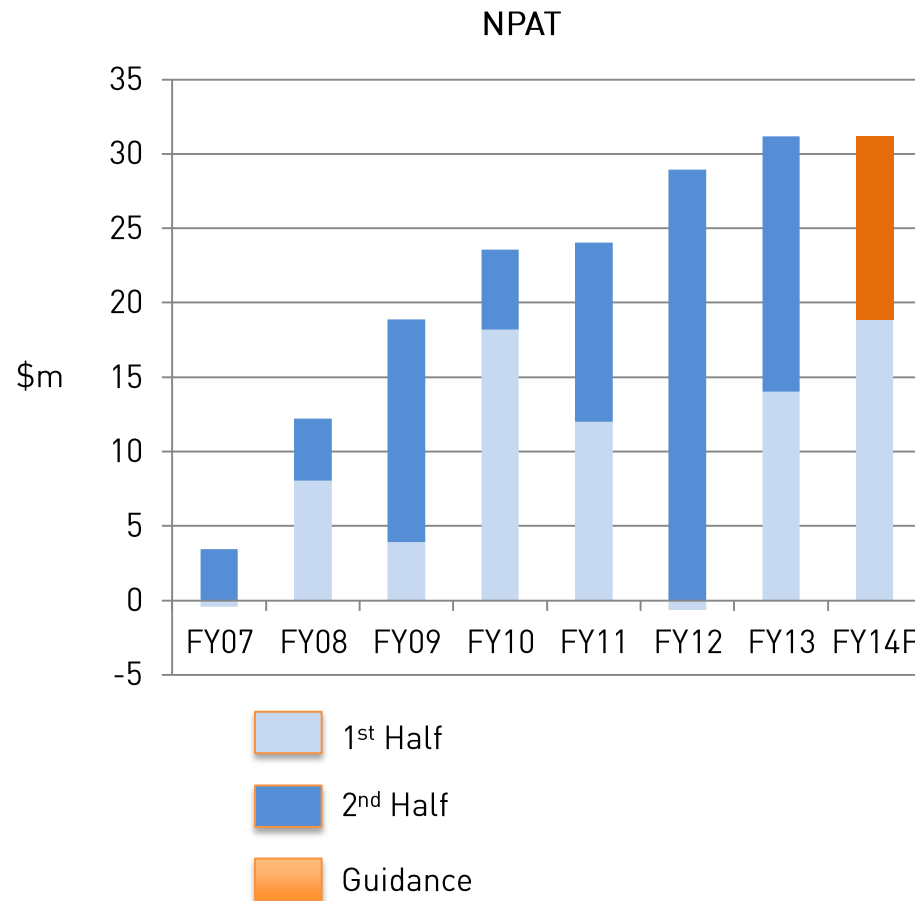


26 February 2014

## Half Year Results & Project Update

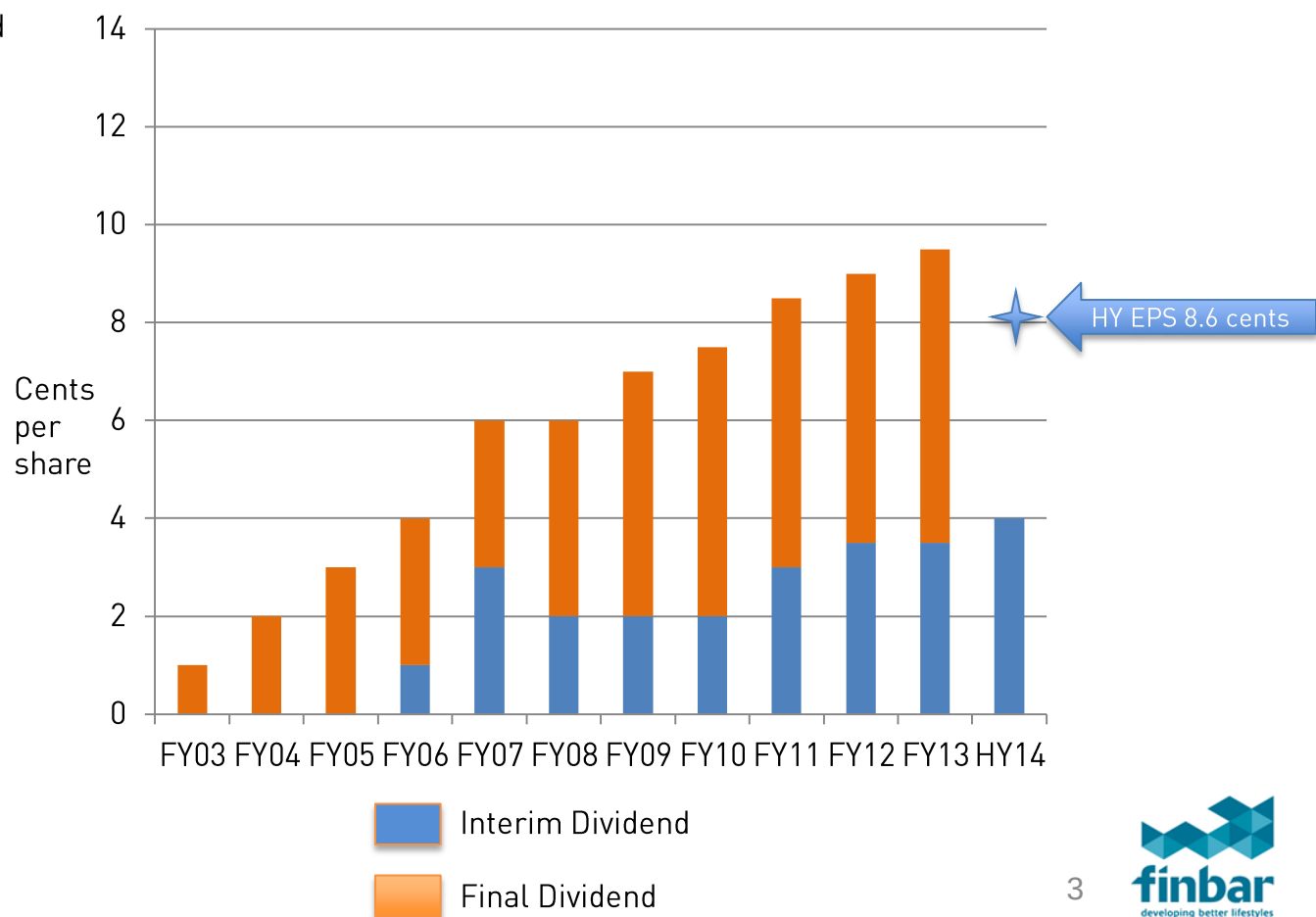
# Half Year Net Profit

- 34.5% increase in 1<sup>st</sup> half net profit to **\$18.9m**.
- Reaffirm guidance for **\$31m NPAT for FY14**.



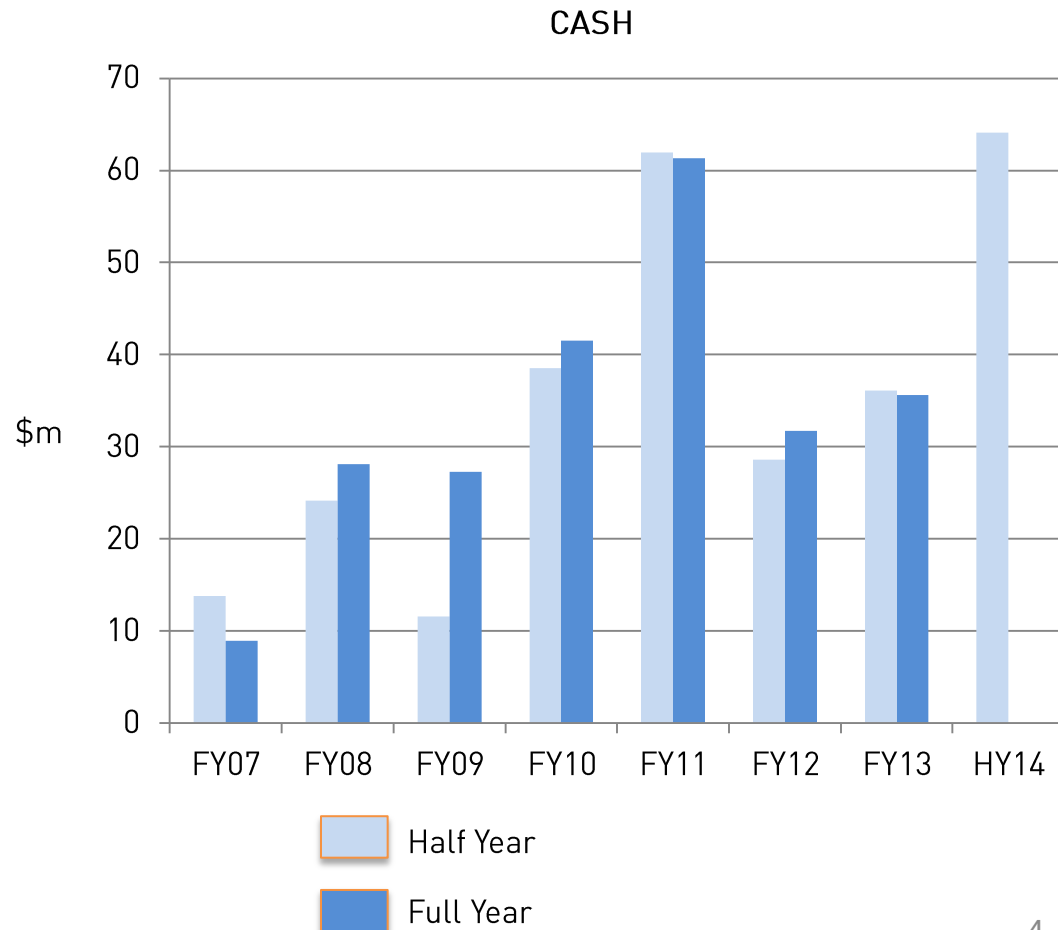
# Dividend

- 14% increase in Interim Dividend to **\$0.04** per share fully franked.
- **Decade** of steady dividend growth.



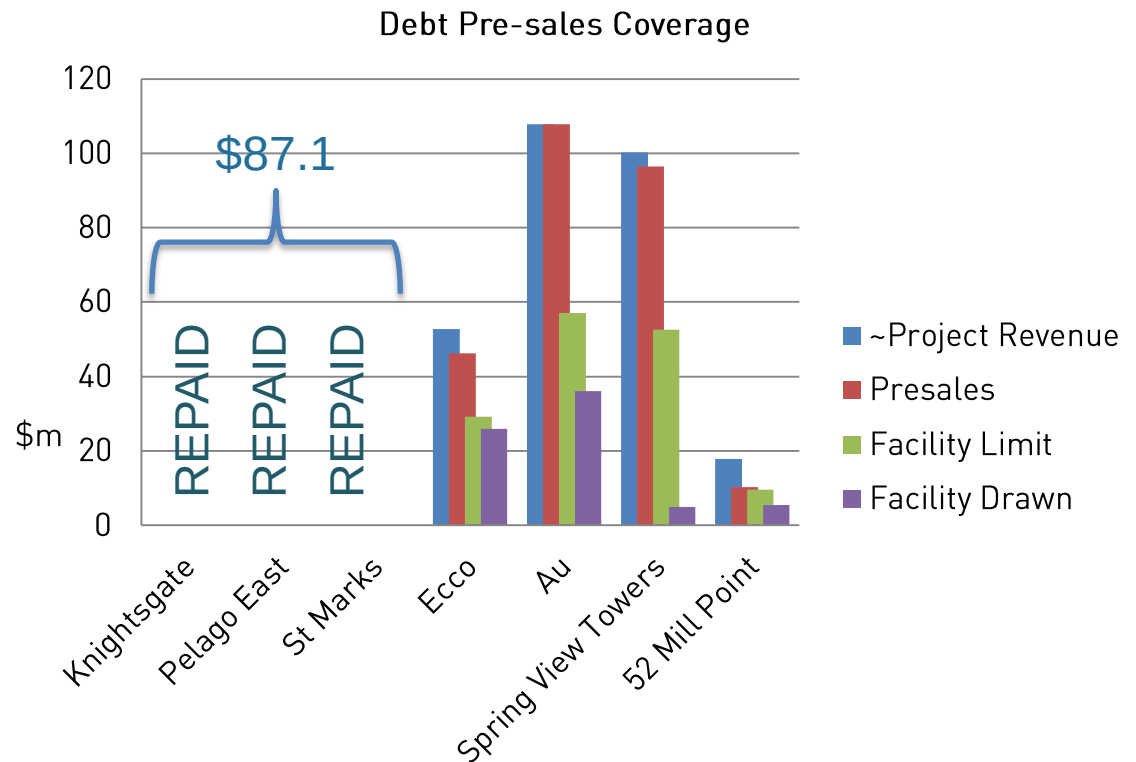
# Cash Position

- 1<sup>st</sup> half cash position of **\$64.1m.**
- Well positioned to fund working capital requirements and equity contributions for new JV's and acquisitions.



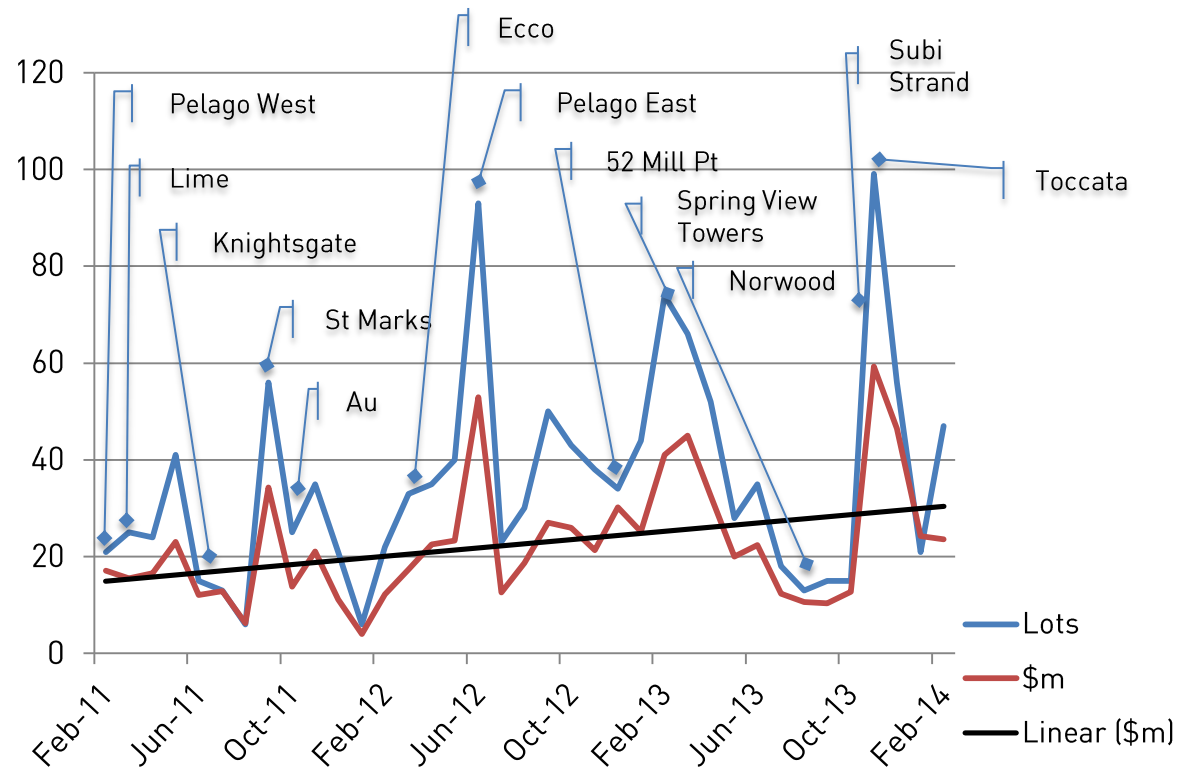
# Current Project Debt & Coverage

- **\$87.1m** in finance facilities were repaid and retired in 1<sup>st</sup> half being Knightsgate, Pelago East, and St Marks.
- No debt on residual stock.
- **100%+ debt coverage** on project facilities.
- All debt remains **project specific**
- **No** corporate line.
- **No** fixed and floating charge over Finbar Group Limited.



# Residential Sales Activity

- **286** sales worth **\$206.9m** in financial year to date.
- Boost from the release of new stock from Norwood, Subi Strand, and Toccata projects.
- **1.2 sales per day** average.



Denotes Project Marketing Launch Date

# Year to Date Development Highlights

## Completions

- Knightsgate **\$14.9m** project value
- St Marks **\$70.6m** project value
- Pelago West **\$83.7m** project value
- Ecco **\$52.8m** project value

## Approvals

- DA received for Norwood ~**\$36.1m**
- DA received for Subi Strand ~**\$171.7m**
- DA received for Arbor North ~**\$77m**
- Scheme Amendment received for Anchorage ~**\$400m**

## Commencements

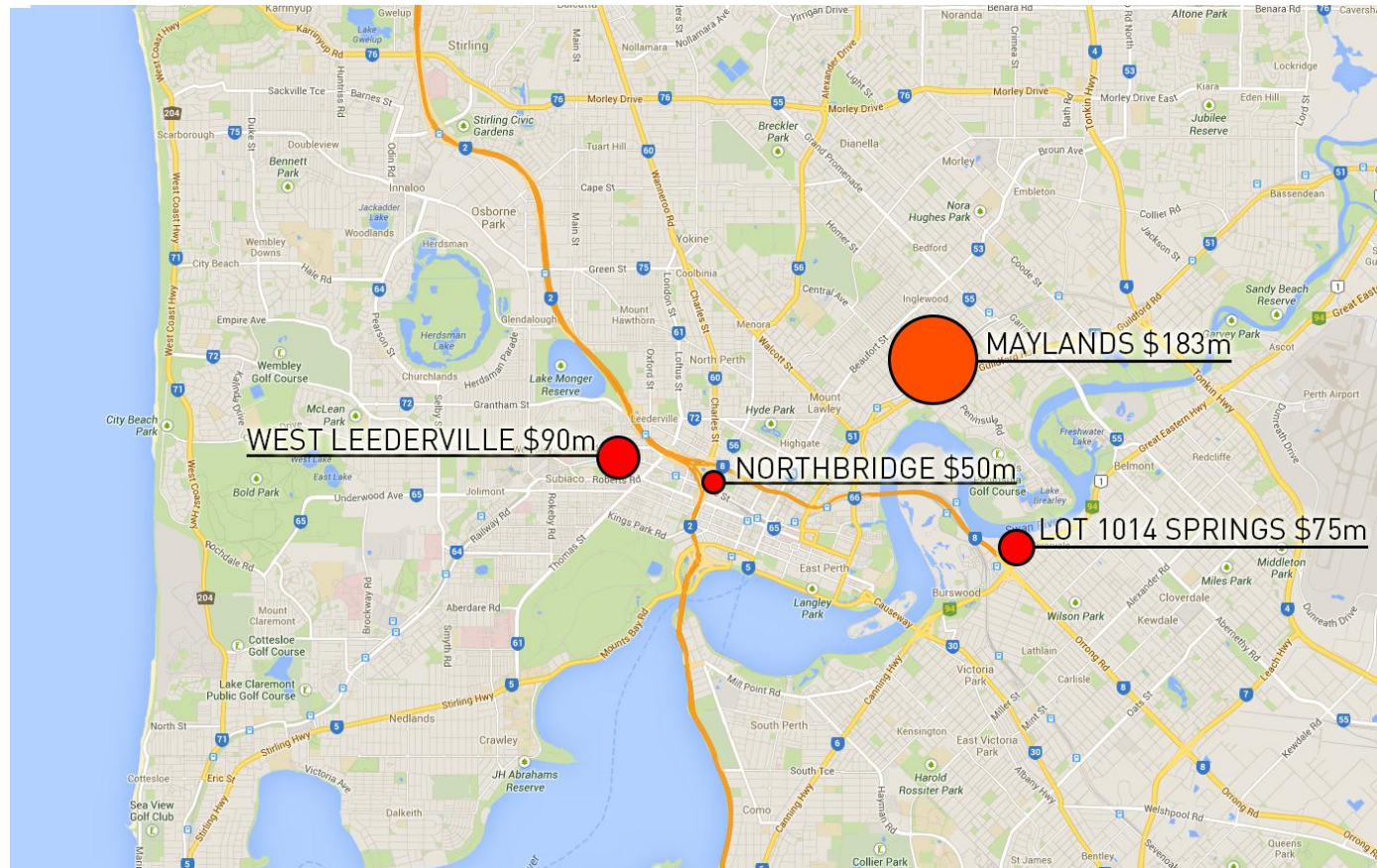
- Spring View Towers ~**\$100.3m**
- Toccata ~**\$84.5m**
- Subi Strand ~**\$171.7m**

## Acquisitions / JV's

- Crn Tenth, Kennedy, Railway, Maylands ~**\$183m**
- 269 James Street Northbride ~**\$50m**
- 172 Railway Parade West Leederville ~**\$90m**
- Lot 1014 Springs ~**\$75m**

# New Projects Secured

- 3 new JV's 1 new wholly owned project secured.
- Combined end sales value of **\$400m**

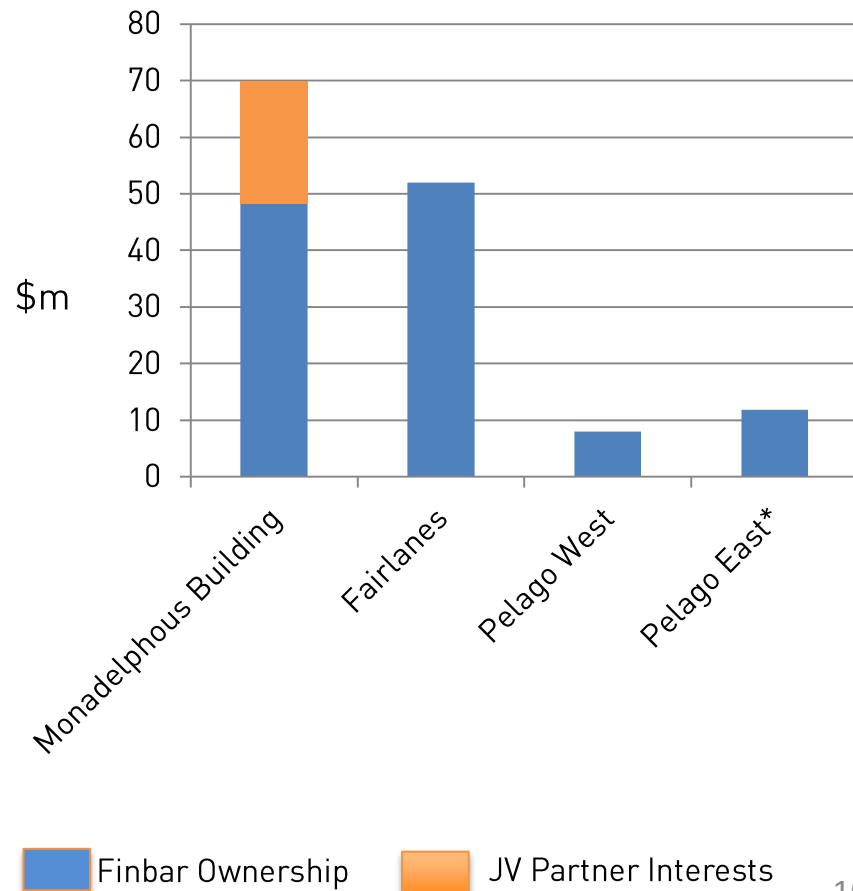




## Commercial Investments Update

# Commercial Investment Property

- **11%** increase in value of property held for investment with completion of Pelago East commercial.
- **\$120.2m in total** income producing investment property.
- Represents **\$60m** in invested capital (28% of net equity)

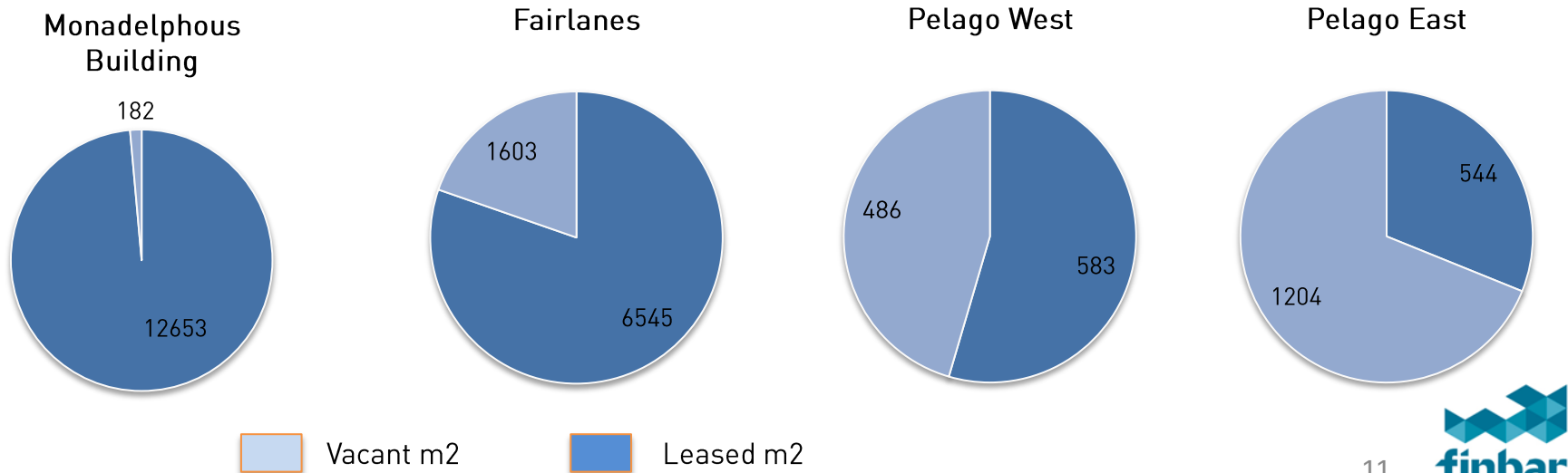


All Figures are net of Monadelphous Building minority interests.

\*At Cost, property has not yet been revalued and marked to market.

# Commercial Investment Leasing

- Subdued WA office leasing market environment.
- Major assets of Gateway and Fairlanes **99%** and **80%** leased respectively.
- Pelago East now **31%** leased post 1<sup>st</sup> Half completion.



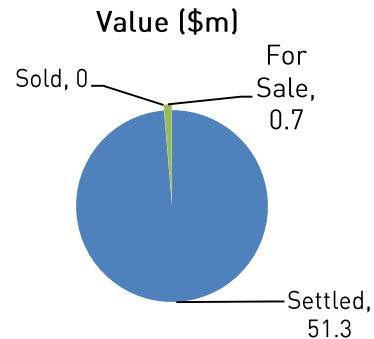
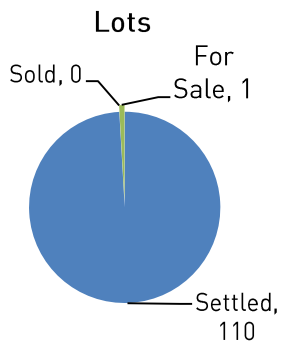
## Project Update – Perth Metro

# Lime Apartments

185 Swansea Street East Victoria Park

**Project:** 95 residential apartments plus 16 street front commercial lots (total 111) in 3 storey building. Comprises 2 bedroom apartments with an average price of \$469,000.

- **Status:** Construction complete
- **Ownership:** 50% owned JV through SPV
- **Value:** \$52 million
- **Completed:** FY 13
- **Sales:**

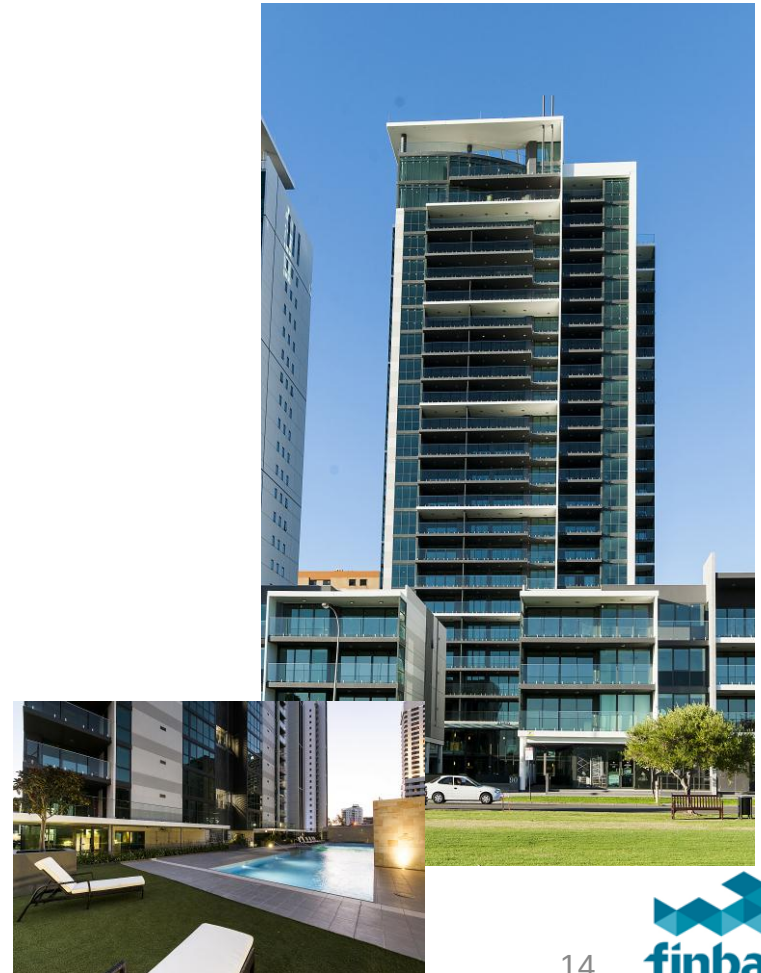
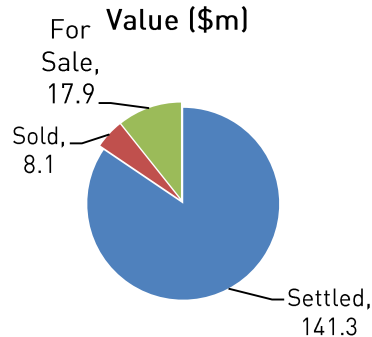
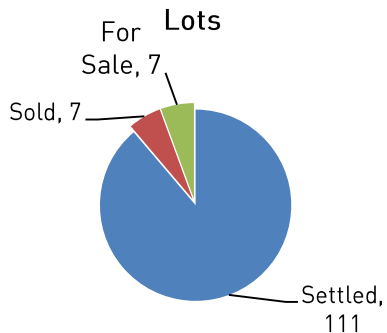


# Adagio

90 Terrace Road East Perth

**Project:** The first stage of Symphony City (the former ABC site), Adagio yields 113 apartments and 2 commercial lots within a luxury 23 level building. Comprises 2 & 3 bedroom apartments with penthouse at an average price of \$1.46m.

- **Status:** Construction Complete
- **Ownership:** 50% JV with land owner
- **Value:** \$167.3 million
- **Completed:** FY 13
- **Sales:**



# Knightsgate

17 Sunlander Drive Currumbine

**Project:** 43 apartments in a three level 'walk-up' project located 200 metres from Currumbine train station. The project comprises one and two bedroom apartments with average price of \$346,000.

- **Status:** All works, sales, and settlements complete.
- **Ownership:** 50% owned JV with land owner
- **Value:** \$14.9 million
- **Completed:** FY 14
- **Sales:**

Lots

Value (\$m)

Settled,  
43

Settled,  
14.9

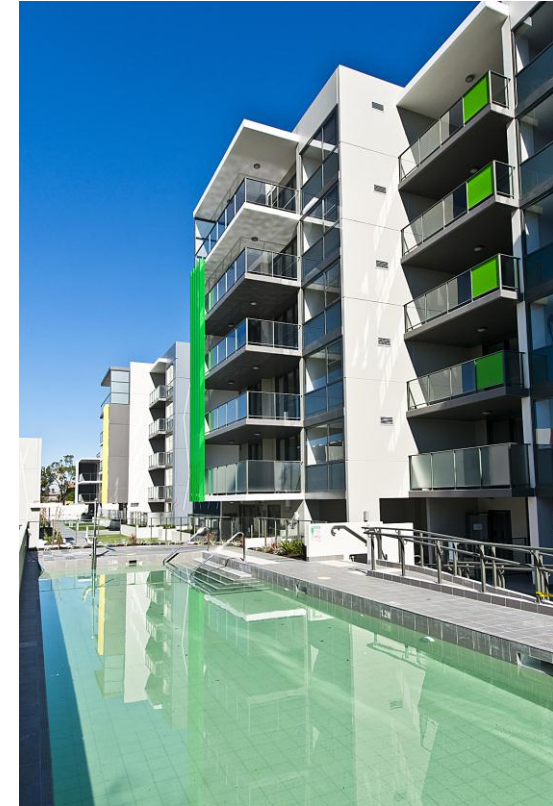


# St Marks

131 Harold Street Highgate

**Project:** 130 one, two & three bedroom apartments in 6 storey building. \$513,000 average price point. One commercial heritage building also contained on site.

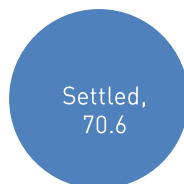
- **Status:** All works, sales, and settlements complete
- **Ownership:** Wholly owned through subsidiary
- **Value:** \$70.6 million
- **Completed:** FY 14
- **Sales:**



Lots



Value (\$m)



# Ecco

262 Lord Street Perth

**Project:** 90 residential apartments plus 8 commercial lots in 6 level building comprising 1, 2 & 3 bedroom apartments. Average price of \$514,000

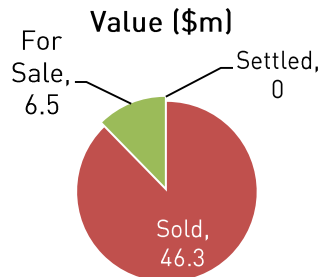
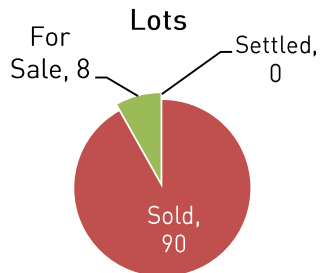
➤ **Status:** Practical completion reached.  
Settlements anticipated to commence May 2014.

➤ **Ownership:** 50% JV with land owner

➤ **Value:** \$52.8 million

➤ **Est. Completion:** FY 14

➤ **Sales:**

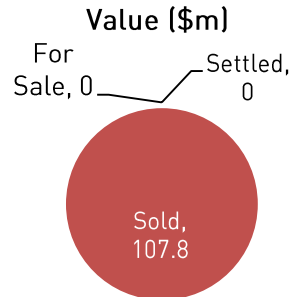
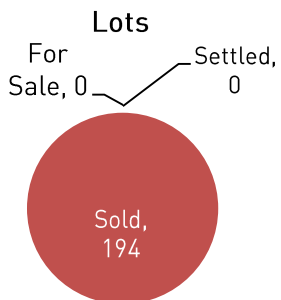


# Au

208 Adelaide Terrace & 311 Hay Street East Perth

**Project:** 192 one, two & three bedroom apartments plus 2 ground floor commercial lots. Frontages to both Hay Street and Adelaide Terrace. Average price is \$555,000.

- **Status:** Under construction
- **Ownership:** 45% through joint venture equity partners and joint land owner
- **Value:** \$107.8 million
- **Est. Completion:** FY 15
- **Sales:**

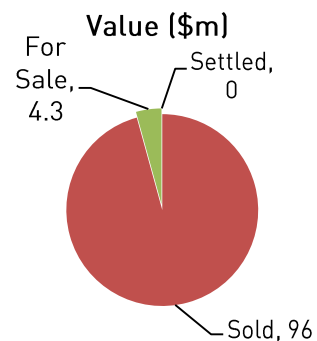
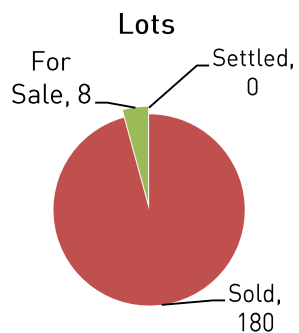


# Spring View Towers

3 Homelea Court Rivervale

**Project:** 188 apartments in two residential towers (8 & 16 levels respectively). \$533,500 average price.

- **Status:** Under construction.
- **Ownership:** 50% JV through SPV
- **Value:** \$100.3 million
- **Est. Completion:** FY 15
- **Sales:**

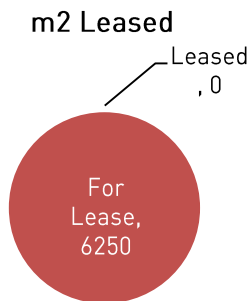


# Springs Office

Lot 1020 Rowe Avenue Rivervale

**Project:** 6 level office building comprising 6,250 sqm NLA. 86 residential apartments option.

- **Status:** Development approved. Pre-leasing campaign underway. If unsuccessful in 2014 will consider redesign to residential.
- **Ownership:** 50% JV through SPV
- **Value:** Approximately \$37.6 million
- **Est. Completion:** FY 17
- **Pre-Leasing:**



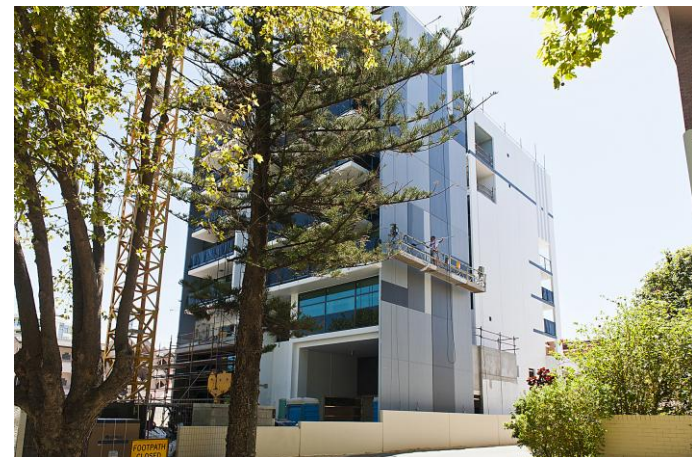
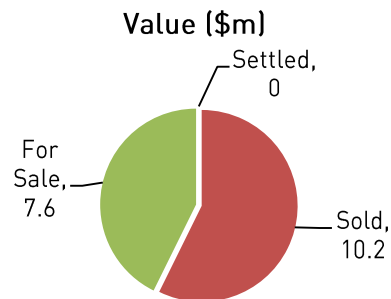
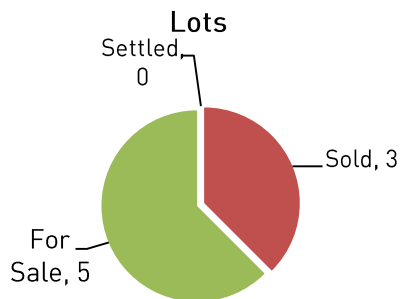
\* Indicative lots and project value only

# 52 Mill Point Rd

52 Mill Point Road South Perth

**Project:** 8 luxury apartments in 8 storey building. \$2.20m average price.

- **Status:** Under construction.
- **Ownership:** 50% share of profit through project management agreement with land owner.
- **Value:** Approximately \$17.8 million
- **Est. Completion:** FY 15
- **Sales:**

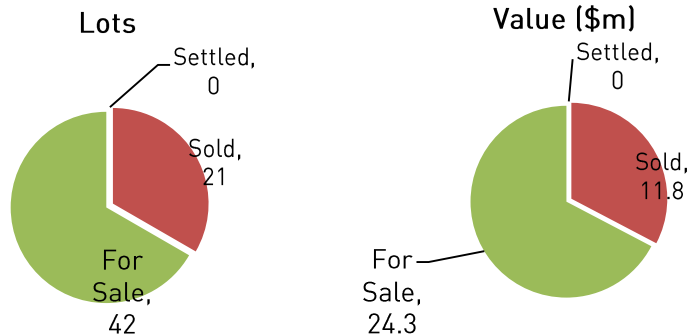


# Norwood

280 Lord Street Perth

**Project:** 59 boutique apartments plus four commercial lots in six level building. \$573,000 average price.

- **Status:** Development approval received. Marketing campaign commenced.
- **Ownership:** 50% JV with land owner.
- **Value:** Approximately \$36.1 million.
- **Est. Completion:** FY 16
- **Sales:**



# Toccata

88 Terrace Road East Perth

**Project:** Toccata will comprise 45 luxury half floor apartments, one full floor penthouse and two commercial lots in a 23 level building.  
\$1.8m average price.

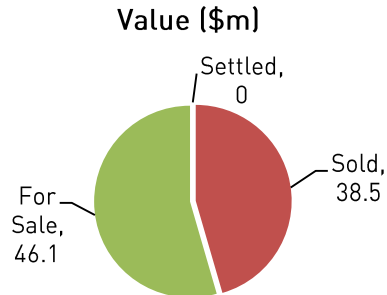
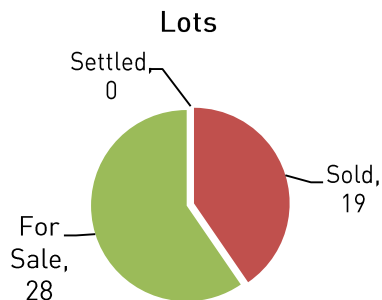
➤ **Status:** Development approval received.  
Marketing campaign commenced.  
Construction has commenced.

➤ **Ownership:** 50% JV with land owner

➤ **Value:** Approximately \$84.6 million

➤ **Est. Completion:** FY 15

➤ **Sales:**



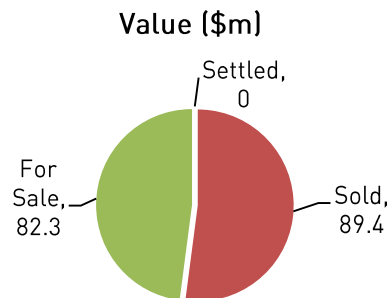
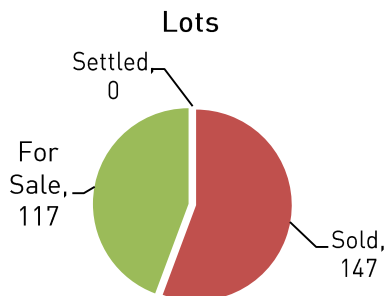
# Subi Strand

28 & 32 Hood Street Subiaco

**Project:** 7,882m<sup>2</sup> site to be redeveloped into 245 residential apartments plus 19 ground floor commercial lots in 7 level building. \$650,000 average price.

- **Status:** Development approval received. Marketing has commenced. Construction now commenced.
- **Ownership:** 50% JV through SPV
- **Value:** Approximately \$171.7 million
- **Est. Completion:** FY 16

## ➤ Sales:

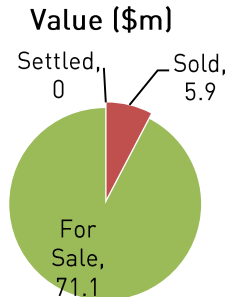
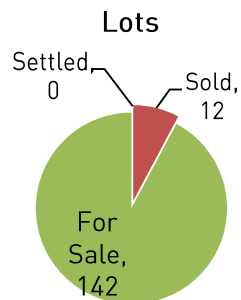


# Arbor North

1 Rowe Avenue Rivervale

**Project:** First 154 apartments in two stage 270 apartment project, to comprise one and two bedroom apartments in 10 storey building. \$500,000 average price.

- **Status:** Development approval received. Marketing recently commenced.
- **Ownership:** 50% JV through SPV
- **Value:** Approximately \$77 million.
- **Est. Completion:** FY 16
- **Sales:**



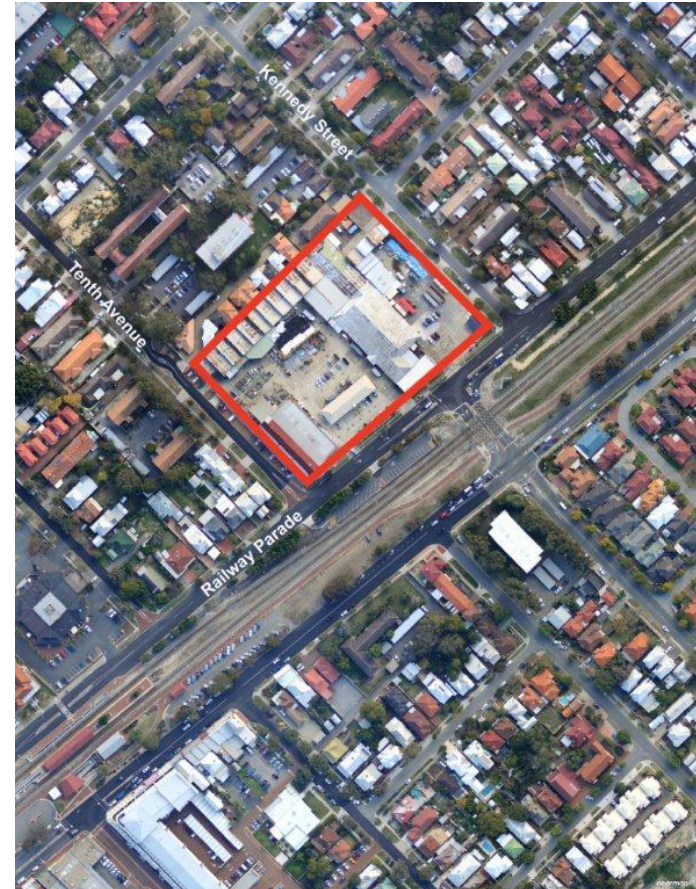
# Railway Parade Maylands

Crn Tenth Avenue, Kennedy Street, & Railway Parade Maylands

**Project:** 1.7ha site to be redeveloped into approximately 336 apartments plus 21 commercial lots to be developed over two equal stages.

- **Status:** Development application plans currently being prepared.
- **Ownership:** 50% JV with land owner
- **Value:** Approximately \$183 million
- **Est. Completion:** FY 16 (stage 1) & FY17 (stage 2)

## ➤ Sales:



\* Indicative lots and project value only

# Dianella

36 Chester Avenue Dianella

**Project:** 7,842 sqm land adjoining shopping centre to be developed into approximately 135 residential lots. Will comprise 1, 2 & 3 bedroom apartments. Approximate average price \$446,000.

➤ **Status:** Awaiting revised Dianella Districts Centre Structure Plan to allow increased density & height. Govt. estimating adoption April 2014.

➤ **Ownership:** 50% owned JV through SPV.

➤ **Value:** Approximately \$66 million

➤ **Est. Completion:** FY 16

➤ **Sales:**

**Lots\***  
Settled, 0  
Sold, 0  
For Sale, 0

Future Release  
, 148

**Value (\$m)\***  
Settled, 0  
Sold, 0  
For Sale, 0

Future Release  
, 66



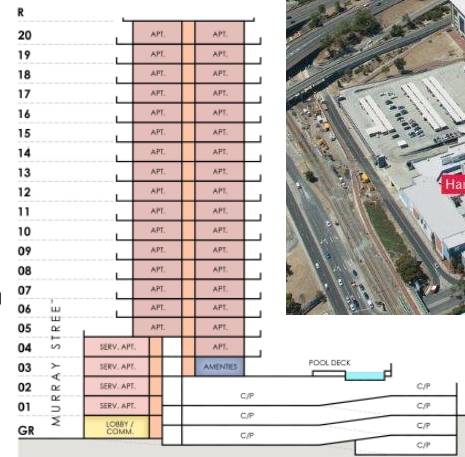
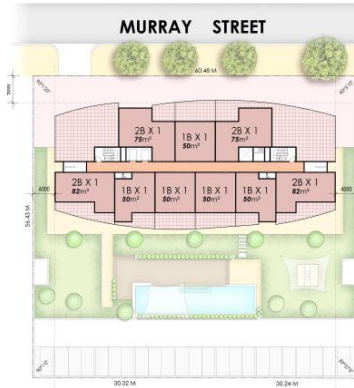
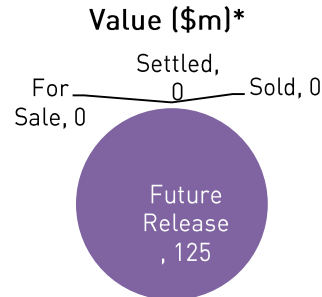
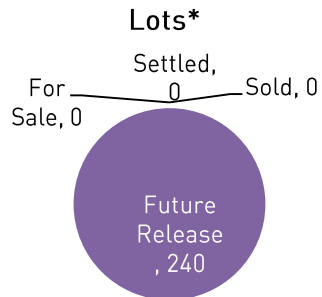
\* Indicative lots and project value only

# Murray Street

647-659 Murray Street, West Perth

**Project:** 3,410m<sup>2</sup> site to be redeveloped into approximately 240 apartments in 20 level building.

- **Status:** Preliminary planning stage.
- **Ownership:** 50% JV through SPV
- **Value:** Approximately \$125 million.
- **Est. Completion:** FY 17
- **Sales:**



- Indicative lots and project value only. Project configuration and design may change during design and approval process.

# Concerto & Harmony

193 Adelaide Terrace, East Perth

**Project:** The Adelaide Terrace frontage to Symphony City redevelopment on former ABC site. Will likely consist a mix of 1, 2, and 3 bedroom apartments in 37 level structure including the refurbishment of former administration block into Studio apartments.

➤ **Status:** In development application assessment process.

➤ **Ownership:** 50% JV with land owner

➤ **Value:** Approximately \$220 million

➤ **Est. Completion:** FY 17

➤ **Sales:**

For Lots  
Sale, 0  
Settled, 0  
Sold, 0

Future  
Release  
, 336

Value (\$m)  
Settled, 0  
For Sale, 0  
Sold, 0

Future  
Release  
, 220



ABOVE: Concept Only

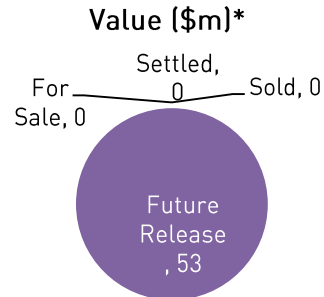
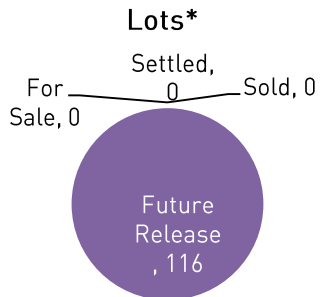
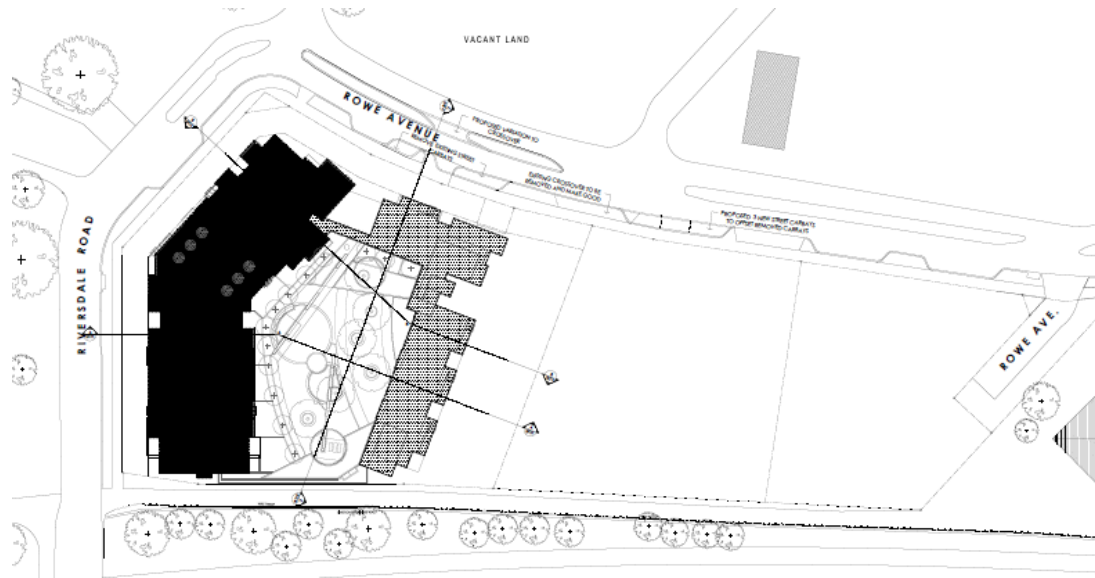
- Indicative lots and project value only. Project configuration and design may change during design and approval process.

# Arbor South

Lots 1002 & 1003 Rowe Avenue, Rivervale

**Project:** Approximately 116 apartments to be constructed on the balance of 270 unit development site. To comprise 1 & 2 bedroom apartments.

- **Status:** Early stages of planning and design.
- **Ownership:** 50% JV through SPV
- **Value:** Approximately \$53 million
- **Est. Completion:** FY 17
- **Sales:**



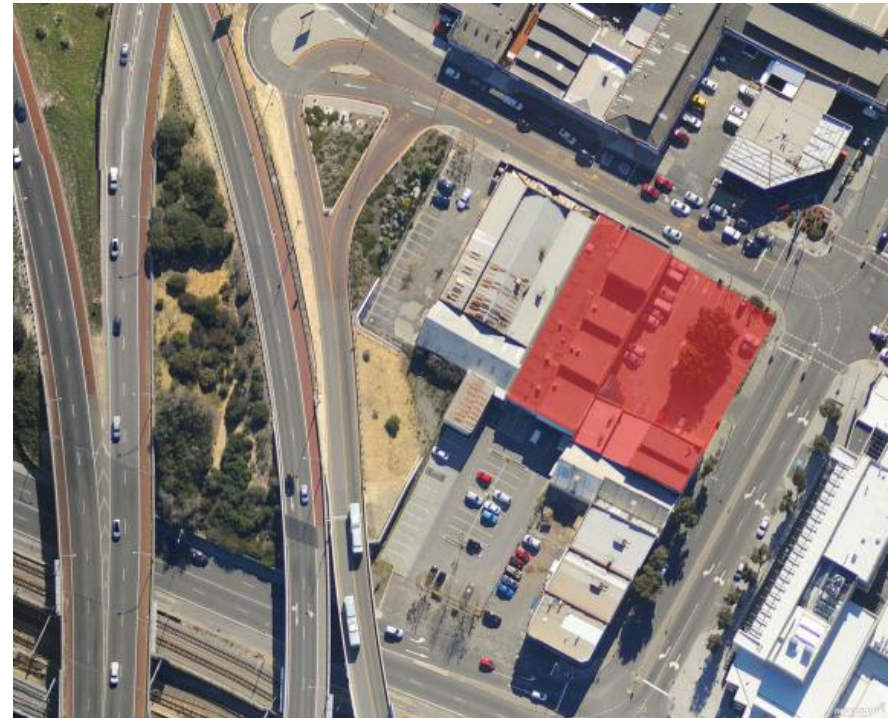
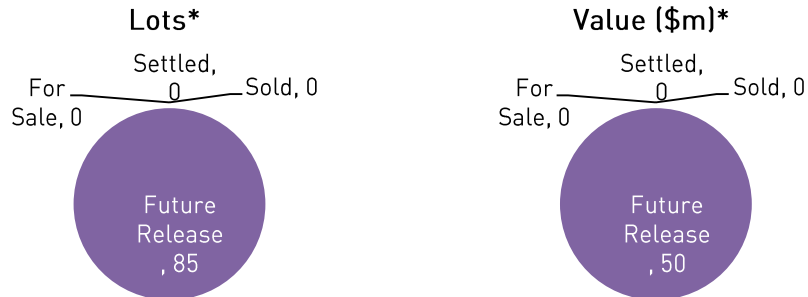
- Indicative lots and project value only. Project configuration and design may change during design and approval process.

# Northbridge

269 James Street, Northbridge

**Project:** The development of approximately 85\* residential apartments with ground floor commercial lots.

- **Status:** Early stages of planning and design.
- **Ownership:** 100% owned through subsidiary
- **Value:** Approximately \$50 million
- **Est. Completion:** FY 16
- **Sales:**



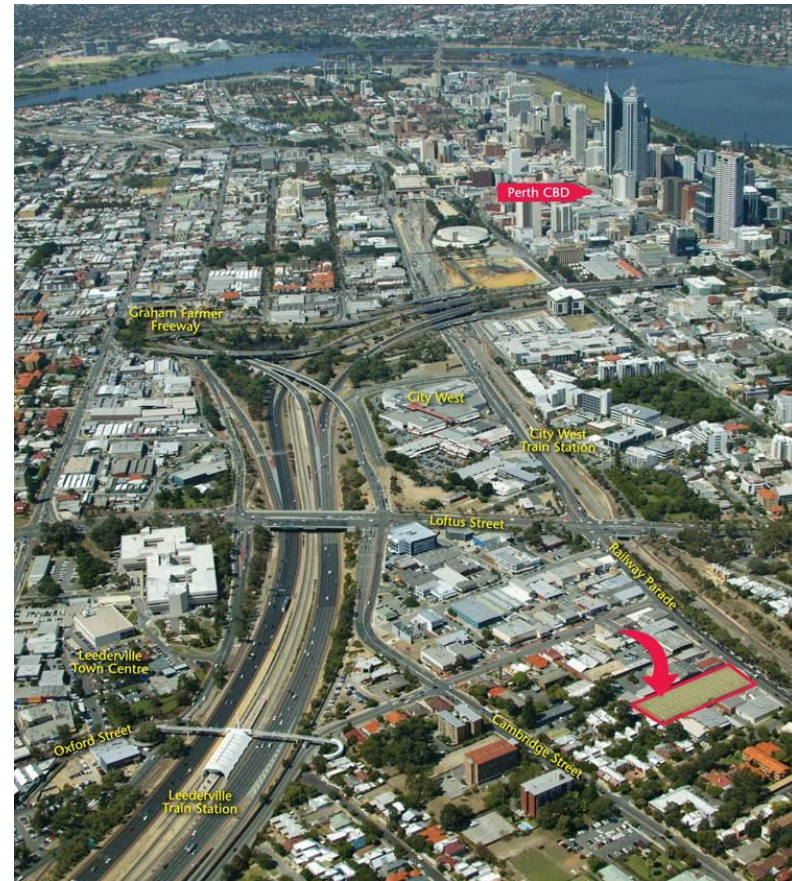
- Indicative lots and project value only. Project configuration and design may change during design and approval process.

# West Leederville

172 Railway Parade, West Leederville

**Project:** Approximately 142 apartments plus ground floor commercial to be constructed as a nine level structure on 3,968sqm development.

- **Status:** Early stages of planning and design.
- **Ownership:** 50% JV through SPV
- **Value:** Approximately \$90 million
- **Est. Completion:** FY 16
- **Sales:**



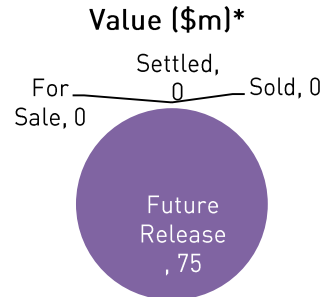
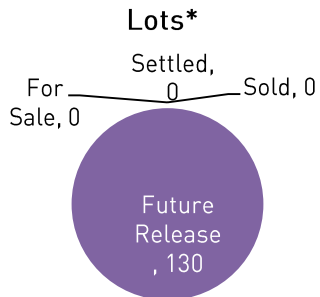
- Indicative lots and project value only. Project configuration and design may change during design and approval process.

# Lot 1014 Springs

Lot 1014 Springs Rivervale

**Project:** In excess of 130 apartments plus ground floor commercial for street front activation to be constructed on 3,992sqm site.

- **Status:** Early stages of planning and design.
- **Ownership:** 50% JV with land owner
- **Value:** Approximately \$75 million
- **Est. Completion:** FY17
- **Sales:**



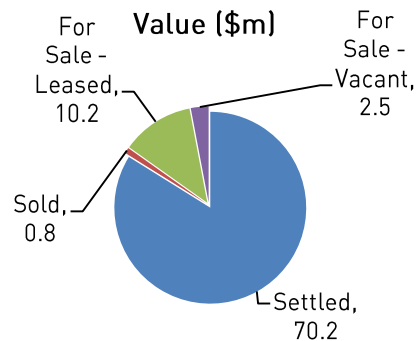
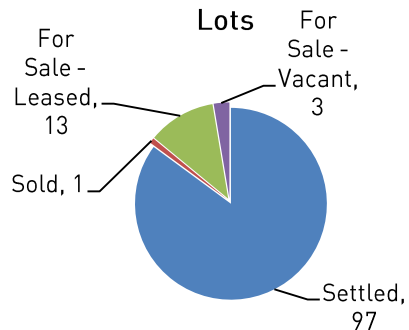
- Indicative lots and project value only. Project configuration and design may change during design and approval process.

## Project Update – Regional Developments

# Pelago West

Corner Sharpe Avenue & Warambie Road Karratha

- **Project:** 114 apartments and 1,100 sqm of ground floor office space in 9 level building. Comprises 1, 2 & 3 bedroom apartments.
- **Status:** Works complete
- **Ownership:** Wholly owned through subsidiary
- **Value:** \$83.7 million (residential only)
- **Completed:** FY13
- **Sales:**



# Pelago East

Corner Sharpe Avenue & Warambie Road, Karratha

➤ **Project:** 174 apartments in 9 level building. Comprises studio, 1, 2 & 3 bedroom apartments, along with 1,683 sqm of ground floor commercial space.

➤ **Status:** Construction complete.

➤ **Ownership:** Wholly owned through subsidiary

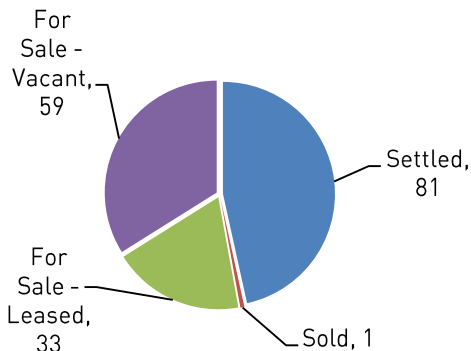
➤ **Value:** \$119.7 million (residential only)

➤ **Completed:** FY14

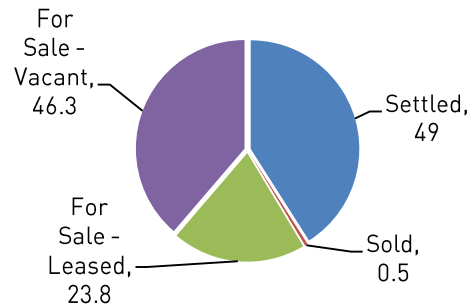
➤ **Sales:**



Lots



Value (\$m)



# Anchorage

Lot 452 Sutherland Street, Port Hedland

- **Project:** Mixed use development to comprise approximately 547 residential apartments, 2,307 m2 of commercial space, and 163 short-stay apartments over four stages on 3.15ha site.
- **Status:** Scheme amendment recently approved. Development application currently underway.
- **Ownership:** 100% owned by subsidiary.
- **Value:** Approximately \$400 million
- **Est. Completion:** FY17 – FY19 (Staged)
- **Sales:**



\* Indicative lots and project value only



## Pipeline Summary

# Pipeline Completion Summary

|                              |             |                | FY14   | FY15  | FY16  | FY17  | FY18  | FY19  |
|------------------------------|-------------|----------------|--------|-------|-------|-------|-------|-------|
| Project                      | Stage       | FRI's Interest |        |       |       |       |       |       |
| <b>Residential Projects:</b> |             |                |        |       |       |       |       |       |
| Lime                         | All         | 50%            | 4.5    |       |       |       |       |       |
| Knightsgate                  | All         | 50%            | 14.9   |       |       |       |       |       |
| St Marks                     | All         | 100%           | 70.5   |       |       |       |       |       |
| Pelago West                  | Residential | 100%           | 2.4    | 13.4  |       |       |       |       |
| Adagio                       | All         | 50%            | 39.0   | 13.1  |       |       |       |       |
| Pelago East                  | Residential | 100%           | 72.8   | 46.9  |       |       |       |       |
| Ecco                         | All         | 50%            | 46.3   | 6.5   |       |       |       |       |
| Au                           | All         | 45%            |        | 107.8 |       |       |       |       |
| Spring View Towers           | All         | 50%            |        | 100.3 |       |       |       |       |
| 52 Mill Point                | All         | 50%            |        | 17.8  |       |       |       |       |
| Toccata                      | All         | 50%            |        | 84.6  |       |       |       |       |
| Subi Strand                  | All         | 50%            |        |       | 171.7 |       |       |       |
| Norwood                      | All         | 50%            |        |       | 36.1  |       |       |       |
| Arbor North                  | All         | 50%            |        |       | 77.0  |       |       |       |
| Railway Pde, Maylands        | 1 of 2      | 50%            |        |       | 91.5  |       |       |       |
| Dianella                     | All         | 50%            |        |       | 66.0  |       |       |       |
| West Leederville             | All         | 50%            |        |       | 90.0  |       |       |       |
| Northbridge                  | All         | 100%           |        |       | 50.0  |       |       |       |
| Murray St, West Perth        | All         | 50%            |        |       |       | 125.0 |       |       |
| Lot 1014 Springs             | All         | 50%            |        |       |       | 75.0  |       |       |
| Anchorage                    | 1 of 4      | 100%           |        |       |       | 80.0  |       |       |
| Concerto & Harmony           | All         | 50%            |        |       |       | 220.0 |       |       |
| Railway Pde, Maylands        | 2 of 2      | 50%            |        |       |       | 91.5  |       |       |
| Arbor South                  | All         | 50%            |        |       |       | 53.0  |       |       |
| Anchorage                    | 2 of 4      | 100%           |        |       |       |       | 129.0 |       |
| Anchorage                    | 3 of 4      | 100%           |        |       |       |       |       | 102.0 |
| Anchorage                    | 4 of 4      | 100%           |        |       |       |       |       | 89.0  |
| <b>Commercial Projects:</b>  |             |                |        |       |       |       |       |       |
| Pelago East                  | Commercial  | 100%           | 13.2   |       |       |       |       |       |
| Springs Office               | Commercial  | 50%            |        |       |       | 37.6  |       |       |
| FY Totals (\$m):             |             |                | 263.6  | 390.4 | 582.3 | 682.1 | 129.0 | 191.0 |
| Finbar's Interests (\$m)     |             |                | 211.25 | 219.9 | 451.2 | 381.1 | 129.0 | 191.0 |
| Total Pipeline (\$m)         |             |                | 2,238  |       |       |       |       |       |

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