

ASX CODE

AXI

ISSUED CAPITAL

Ordinary Shares
420.4 M

CONTACT

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19 May 2017

ASX ANNOUNCEMENT

PRESENTATION TO GLOBAL ALLIANCE PARTNERS AUSTRALIAN EMERGING COMPANIES, SYDNEY

Adelaide, Australia, Friday 19 May 2017: Axiom Properties Limited (ASX:AXI) advises shareholders that the Managing Director is presenting the Company at the Global Alliance Partners Australian Emerging Companies Conference held in Sydney today. A copy of which is contained herein.

About Axiom Properties Ltd

Axiom Properties Ltd is a property development and investment business focused on developing and delivering quality property solutions. Axiom's principal objective is to create long term value for shareholders through creating a well-respected property development and investment company that consistently delivers above industry returns on capital.

For more information, please contact:

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Axiom Properties Limited

Presentation
Global Alliance Partners
Australian Emerging Companies Conference

19 May 2017

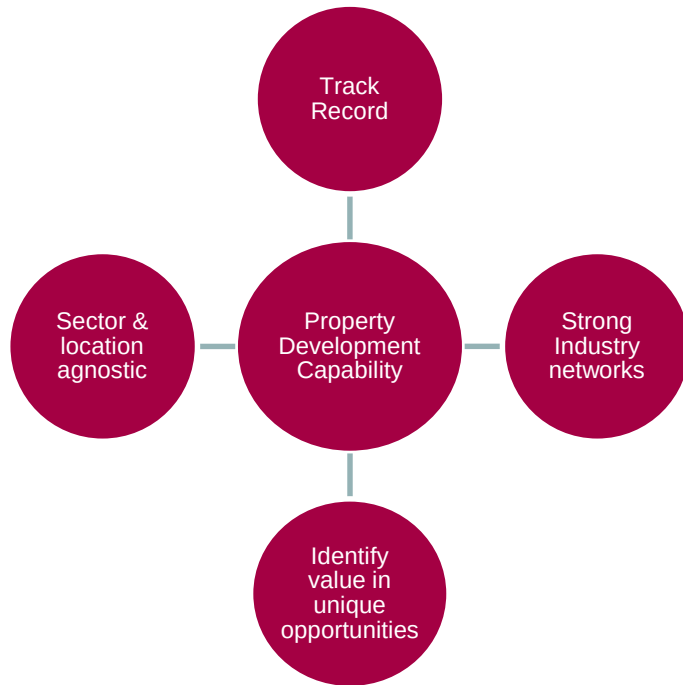
Agenda

Axiom Properties Limited History

Axiom Current Projects

Axiom Past Projects

Axiom Properties Limited



- ASX listed property development company (ASX code: AXI).
- Strong track record of creating and delivering large scale, institutional-grade property across Australia.
- Project diversity has included shopping centres, large format retail centres, office buildings, medical centres, childcare centres, broad acre subdivisions and apartments.
- Efforts are focused on where we believe we are uniquely positioned to leverage our expertise, relationships and local knowledge.
- Close alignment to Pivot Group, its major shareholder
- Pivot has a 45 year history as a successful private developer and is best known for its ownership, development and management of Sea World, Movie World and Wet'nWild.
- Strong networks: Government (both Federal and State) and Industry (Member of the Large Format Retailers Assoc, other national and international major retailers, Institutions);
- Track record of delivering for its investors/JV partners - Charter Hall, ISPT, Southern Cross Equity Group, Multiplex, Harvey Norman.

AXIOM OVERVIEW

Capital Structure

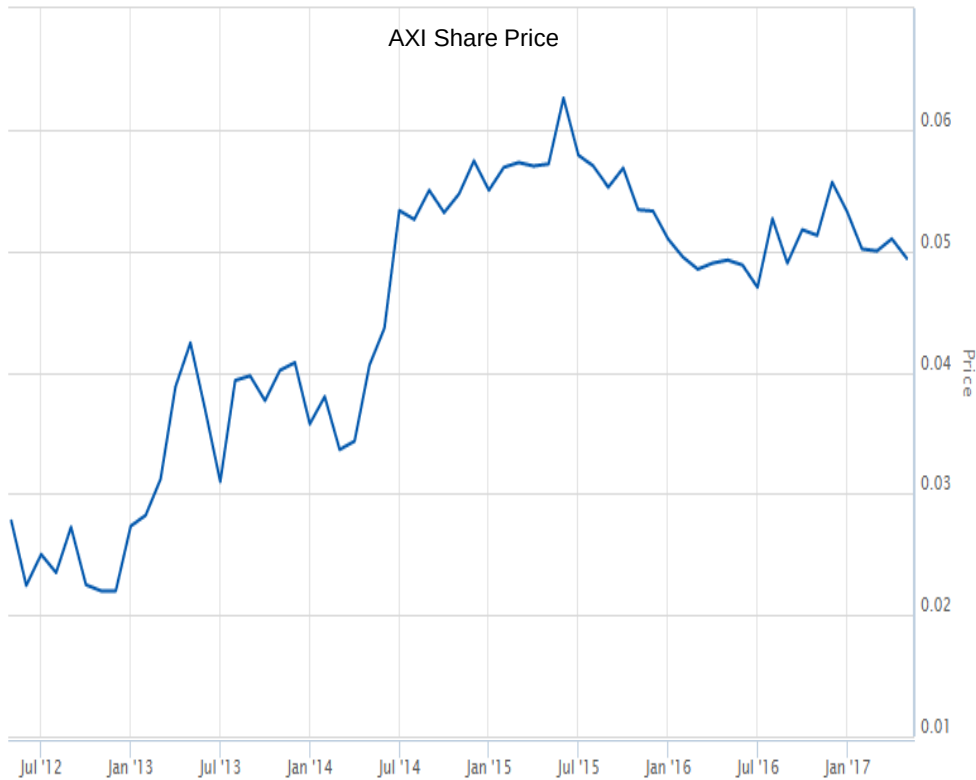
Share Price (cents) (as at 17 May 2017)	4.9
Fully Paid Ordinary Shares (m)	420.4m
Market Capitalisation (\$m)	\$20.6m

Major Shareholders

Pivot Group	36%
Oriental University City Holdings	20%
Ben Laurance	15%

Directors & Senior Management

Ian Laurance A.M.	Independent Chairman
Ben Laurance	Managing Director
Professor John Howe	Independent Director
Liu Ying Chun	Independent Director
Doris Chung Gim Lian	Independent Director
Paul Santinon	CFO & Company Secretary
Paul Rouvray	General Manager
Anthony Lombardo	Development and Investment Manager



Our Development & Investment Approach

ORIGINATION

Selective Evaluation and Acquisition

Continual evaluation of target markets to determine the unique opportunities and themes that we believe will deliver superior risk-adjusted returns.

INCUBATION

Risk Mitigation

Seek to manage and mitigate all risk elements of a development life-cycle through efficient use of capital and hands-on management of all aspects.

CREATION

Active Management

Active, hands-on approach throughout the construction, leasing and financing stages of development, leveraging deep expertise and experience of executive team and development team.

OPTIMISATION

Partner and Divestment Strategy

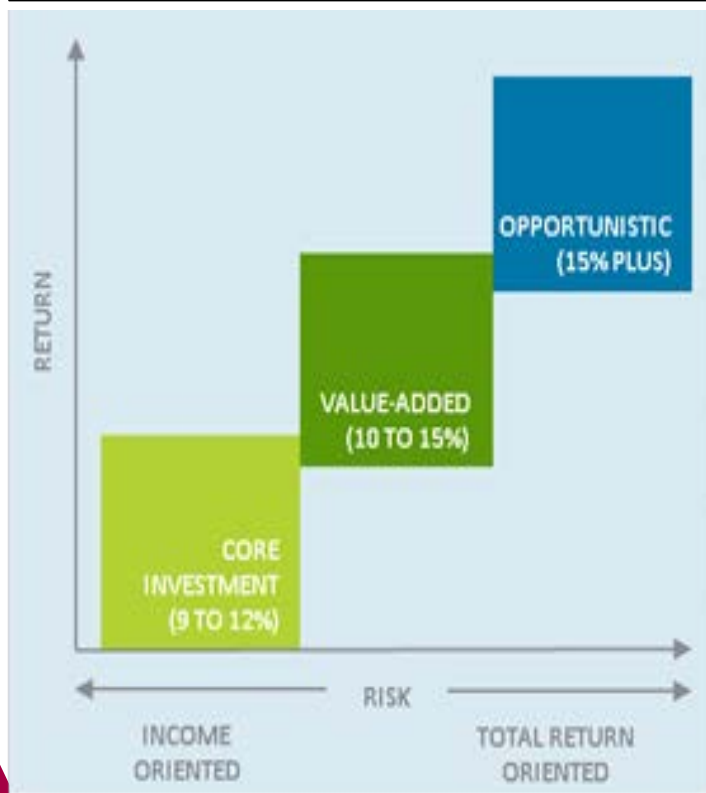
Ability to attract strong industry and institutional capital partners where appropriate. Continual evaluation of market and sector dynamics to optimise value transfer throughout development and investment phases.

Past & Current Projects

Date	Project	Region	Type	Description	Value (\$m)
Past Projects					
Apr-08	100 St George's Tce	Perth CBD, WA	30,000 sq/m Office	Mixed Use Development, retail, carparking, Office	230
Dec-09	Gepps X	Metro Adelaide, SA	62,000 sq.m Large Format Retail	One of Australia's largest integrated Homemaker Centres	160
Apr-10	The Age	Melbourne CBD, VIC	Large land holding, mixed use	The former "Age" headquarters, in JV with ISPT	70
Dec-10	Worldpark Stage 1	Fringe CBD, Adelaide SA	12,000 sq.m Green Office Campus	Stage 1 of 3 office building, fully leased	48
Dec-11	Churchill South Stage 1	Metro Adelaide, SA	12,000 sq.m Large Format Retail	Bunnings Warehouse	18
Jul-14	Churchill North Stages 1 & 2	Metro Adelaide, SA	30,000 sq.m Retail Centre	Sub-regional Shopping Centre incl. Costco, Coles, Kmart	70
Oct-15	Churchill South Stages 2 & 3	Metro Adelaide, SA	10,000 sq.m Large Format Retail and pad sites	Mixed Use retail precinct and fast food restaurants	22
Apr-16	Churchill North 3	Metro Adelaide, SA	Expansion to 40,000 sq.m Retail Centre	Sub-regional Shopping Centre (Expansion of Centre)	20
Total					638
Current Projects					
Current	Worldpark Stage 2 & 3	Fringe CBD, Adelaide SA	24,000 sq.m Green Office Campus	Stages 2 & 3 office buildings, seeking pre-commitments	125
Current	Mt Barker Residential	Metro Adelaide, SA	Residential Sub-division	600 Lot Residential Sub-division in Adelaide	120
Current	Darwin JV	Metro Darwin, NT	35,000 sq.m Retail Centre	Sub-regional Shopping Centre development	100
Current	Double Bay Mixed-Use	Sydney, NSW	Mixed Use redevelopment	Cinema, Retail and Residential Apartments	220
Current	Churchill North Stage 4	Metro Adelaide, SA	7,500 sq.m Retail Centre	Stage 4 expansion of Shopping Centre	20
Current	New Opportunity	Metro Perth, WA	35,000 sq.m Mixed Retail Centre	Currently under review	85
Current	New Opportunity	Adelaide CBD	30,000 sq.m Mixed Use commercial/hotel	Currently under review	150
Current	New Opportunity	Metro Perth, WA	50,000 sq.m Mixed Retail Centre	Currently under review	125
Total					945

Opportunistic Property Focus

Risk/Return Styles



	Core	Value-Added	Opportunistic
Risk	Low	Medium	High
Target IRR	9-12%	10-15%	15%+
Earnings	Income (70%) + Capital Appreciation (30%)	Income (50%) + Capital Appreciation (50%)	Current income (<20%) + Capital Appreciation (>80%)
Holding Period	5+ years	3-7 years	2-5 years
Leverage	0-50%	30-70%	50-80%
Building Type	Quality assets with long leases and quality tenants, low vacancy	Assets with upside potential through refurbishment, re-leasing or repositioning	Development or distressed assets

Track Record – Recent examples

Axiom has a very strong track record of successful development and delivery of property projects across a wide range of property sectors all around Australia. Some recent developments include:

The re-zoning and development of 24 hectares of Government owned land known as the Islington Railyards, South Australia, into a major retail destination. Stage One of this project was the completion of a 12,600 sq.m. Bunnings Home Improvement and Outdoor Living Centre, which opened for trade in December 2011, within 13 months of Axiom gaining tenure of the land;

The construction and completion of a major sub-regional shopping centre known as Churchill North in Adelaide's Kilburn, anchored by Coles and Kmart, together with approx. 55 specialty tenancies and several pad sites. Additionally, the securing and completion of the first Costco store in Adelaide which sits alongside the shopping centre;

The conception and development of "Worldpark:01", a Green Office campus situated on 3 hectares of land on Adelaide's CBD fringe on Richmond Rd, Keswick, SA. Stage One involved the delivery of a \$50million, 12,000 sq.m. boutique office building boasting 5 star Green credentials and setting a new benchmark in Adelaide for this style of office development. The Stage One building was completed well within time and budget and is occupied by Coffey International, Genessee and Wyoming Australia, and SA Government (Safework SA);

The re-zoning and development of Gepps Cross Homemaker Centre (South Australia) – a 16 hectare parcel of land (previously an abattoir) which now is a completed homemaker centre of 62,000 sq.m. incorporating most of Australia's premier bulky goods retailers, including Harvey Norman, The Good Guys, Spotlight, Radio Rentals, Toys'r'Us, JB Hi-Fi, Super Amart and Rebel Sport. This Centre was the largest centre of its kind in the southern hemisphere (until recently) and one of the best trading Centres nationally; and

The development in Joint Venture with Industry Super Property Trust (ISPT) of a \$230million, 30,000sq.m. office building at 100 St George's Terrace, Perth, WA for National Australia Bank's state headquarters

Timeline

2006

- Pivot Group takes major stake in Axiom and appoint new board of directors
- Enters into agreement with ISPT to develop CBD office building in Perth

2007

- Announces Childcare centre development in Brighton WA, and Medical Centre development in Caboolture, QLD
- Forms JV with ISPT to redevelop 'The Age' newspaper's Melbourne CBD headquarters
- Announces joint venture with Coffey International to develop green business precinct
- Secures bulky goods development at Gepps Cross, Adelaide, SA

2008/09

- Completes Perth CBD office project
- Sells residential component of 'The Age' site

2010

- Sells stake in 'The Age' development
- Secures high profile 24ha site at Islington Railyards, Adelaide, SA
- Delivery of Stage One Worldpark a boutique office building on the fringe of Adelaide's CBD
- Sale of Stage One Worldpark office building for \$46m to Growthpoint Properties Limited
- Sale of 50% interest in Gepps X Centre – 62,000 sq.m bulky goods centre developed by Axiom

2011

- Secured Bunnings for Stage One of Churchill Centre South (formerly known as Islington Railyards)
- Successful rezoning of Islington Railyards site to retail and residential

Timeline

2012

- Sale of Stage One Bunnings at Churchill South for \$19m
- Secured Coles and Kmart to anchor Churchill North Shopping Centre
- Sale of remaining 50% interest in Gepps Cross centre
- Joint Venture agreed with Southern Cross Equity Group (sale of 50% interest in the Churchill North development for \$11.25m)

2013

- Secured US retail giant Costco on a 50 year ground lease at Churchill Centre North Stage Two
- Construction work commences on Stages One and Two Churchill Centre North

2014

- Construction commences on Stage 2 Churchill South a 6,000 sq.m large format retail precinct
- Completion of construction of Churchill North Shopping Centre and successful leasing campaign to lease 55 specialties and several pad sites
- Costco opens its first South Australian store
- Completion of construction and commencement of trade of Stage 2 Churchill South large format retail precinct

2015

- Axiom secure Aldi to anchor next stage of Churchill North – one of Aldi's first SA store
- Secures \$150million JV residential sub-division opportunity at Mt Barker, SA
- Announced strategic partnership with new major shareholder to investigate Student Accommodation opportunities
- Development Application lodged for 500 lot subdivision at Mt Barker

2016/17

- Announces Joint Venture project at Darwin, NT for major retail development including proposed sub-regional shopping centre.
- Axiom and partner Built. announced as Preferred Proponent for \$300m mixed-use project at Double Bay, Sydney, NSW

Agenda

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Axiom Current Projects

Axiom Past Projects

Churchill North Shopping Centre, Adelaide



- Expansion of existing Churchill North shopping centre, 8kms north of the Adelaide CBD.
- Axiom secured the site in 2010 and has developed two separate centres, Churchill North and Churchill South.
- Axiom secured the successful re-zoning of the site from light industrial to full-scale retail
- Land held under a 97 year lease with the South Australian Government.
- Current shopping centre anchored by Costco, Coles, Kmart, Aldi and 50+ specialty shops.
- Churchill North shopping centre currently delivers a strong recurring passive income.
- DA lodged with Council to incorporate an additional 7,500 sqm of retail floor space and pad sites.
- Current centre is proving to be the dominant shopping precinct in the area.

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Churchill North Shopping Centre, Adelaide

Churchill Shopping Centre



Property Details

Location	Churchill Road, Kilburn
Region	South Australia
Asset Class	Retail
Land area (sqm)	17.85 ha
Net lettable area (sqm)	35,000+ sqm
Current Zoning	Retail
Project Type	Sub-regional Shopping Centre/Centre Expansion
Project Status	Stage 4 DA lodged
Construction Commence	Oct 2017
Completion Date	Oct 2018
Current Book Value - AXI	\$42.8 million (50% interest)
Current Debt – AXI	\$24.99 million (50% interest)
AXI Equity Value (\$)	\$17.81million (50% interest)

Churchill South Centre, Adelaide



- Stage One Bunnings was developed and subsequently sold in March 2011.
- Bunnings occupied approx half of the 6ha site, leasing a 12,600sq.m. hardware and outdoor lifestyle store.
- Stage Two, 6,000 sq.m mixed large format retail centre adjoining Bunnings was completed in November 2014 with an end value of \$15m. Stage Two was fully let prior to construction commencing.
- Stage 3 incorporates an additional 2,000 sq.m and was substantially pre-let prior to construction commencing and was completed in January 2015
- Additional pad site pre-let to Hungry Jack's on a long term ground lease basis.

Churchill South Centre, Adelaide

Churchill South Centre



Property Details

Location	Churchill Road, Kilburn
Region	South Australia
Asset Class	Retail
Land area (sqm)	6.0 ha
Net lettable area (sqm)	20,000+ sqm
Current Zoning	Retail
Project Type	Large Format Retail Centre
Project Status	Completed
Construction Commence	S1 2011
Completion Date	S3 2014
Current Book Value – AXI	S1 SOLD \$19.0 million S2 & S3 - \$21.23 million
Current Debt – AXI	\$11.57 million
AXI Equity Value (\$)	\$9.66 million
Passing Yield (%)	7.75% p.a.

WorldPark, Adelaide



- The conception and development of “Worldpark:01”, a Green Office campus situated on 3 hectares of land on Adelaide’s CBD fringe on Richmond Rd, Keswick, SA. Stage One involved the delivery of a \$46million, 12,000 sq.m. boutique office building boasting 5 star Green credentials and setting a new benchmark in Adelaide for this style of office development. The Stage One building was completed well within time and budget and is occupied by Coffey International, Genessee and Wyoming Australia, and SA Government (Safework SA).
- Balance of development incorporates another 2 boutique office buildings.
- Axiom currently in pre-leasing phase to secure sufficient anchor tenants.

WorldPark, Adelaide

WorldPark, Adelaide



Property Details

Location	Keswick, Adelaide
Region	South Australia
Asset Class	Office
Land area (sqm)	3.0 ha
Net lettable area (sqm)	35,000+ sqm
Current Zoning	Commercial
Project Type	Office Campus
Project Status	DA approved
Construction Commence	S1 2009
Completion Date	S1 201
Current Book Value - AXI	S1 SOLD \$46 million S2 & S3 \$7.25 million
Current Debt – AXI	Nil
AXI Equity Value (\$)	\$7.25 million

Mixed Use Development, Double Bay



- Mixed-use project in joint venture with national construction and development group Built.
- Double Bay is an exclusive harbour front suburb in the Eastern Suburbs of Sydney.
- Axiom/Built selected by Council to redevelop their land after an exhaustive 2 year EOI campaign.

Mixed Use Development, Double Bay



- Consistent with Woollahra Council's long-held ambitions to revitalise the Double Bay suburb.
- Project will convert 3,800 sq.m Cross St carpark site into multi-screen cinema complex, retail, commercial, car parking, and residential apartments.
- Palace Cinema to operate multi-screen cinema component on long term lease basis
- JV currently negotiating Project Development Agreements and Planning Approvals with Council
- Project consistent with Council's stated objectives of revitalising Double Bay and promoting and increasing activities in the Double Bay Commercial Centre

Mixed Use Development, Double Bay

Mixed Use Project, Double Bay



Property Details

Location	Cross Street, Double Bay
Region	New South Wales
Asset Class	Mixed Use
Land area (sqm)	3,800 sqm
Project Mix (sqm)	85+ Apartments/1,000 sqm Retail
Current Zoning	Mixed Use
Project Status	Pre DA
Construction Commence	Estimated Jun 2019
Completion Date	Estimated Jun 2021
End Value GRV (\$)	Estimated \$200 million+

Glenlea Estate, Mt Barker



- Residential land subdivision in joint venture (50/50) with local prominent Mt Barker family.
- Mt Barker is located in the Adelaide Hills, 35kms south east of Adelaide CBD and is accessed from Adelaide via the South Eastern Freeway.
- Mt Barker is a large and rapidly expanding centre of business, retail and service activities.

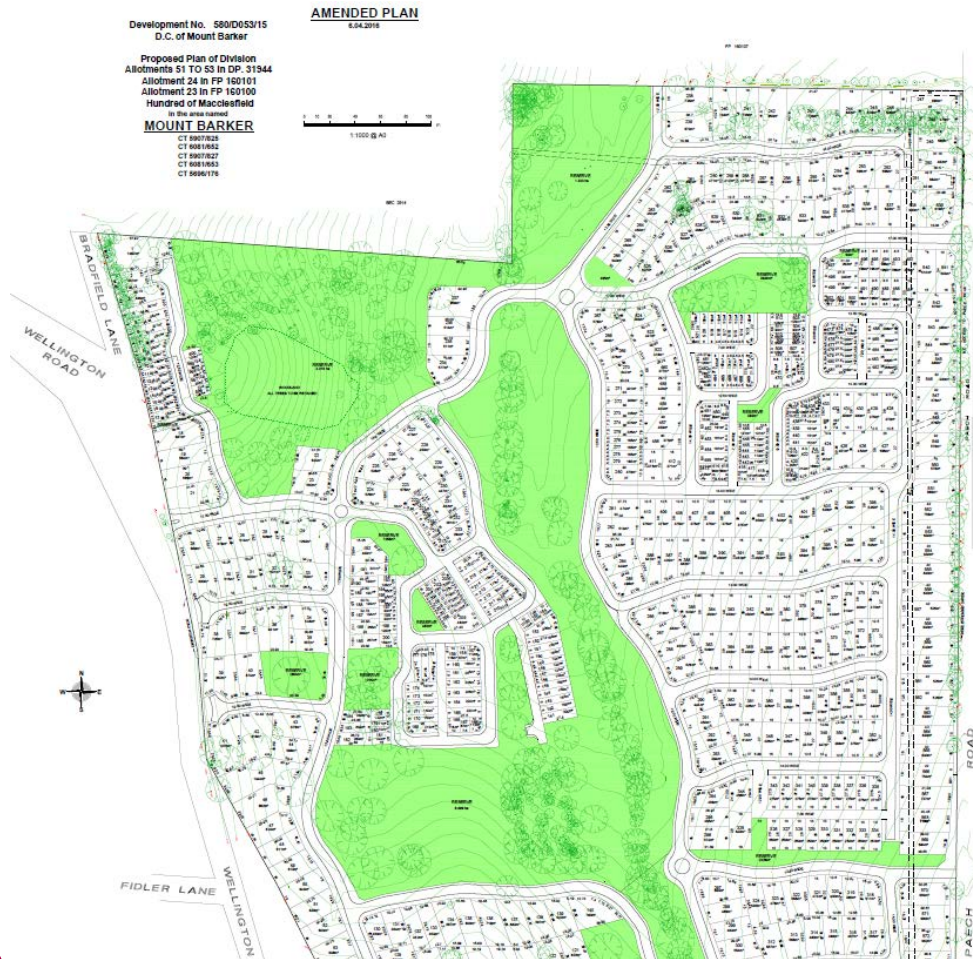
Glenlea Estate, Mt Barker



- Mt Barker was identified by the Department of Planning and Infrastructure some years ago as a major growth area, and was earmarked for expansion within the Government's 30 year plan for Greater Adelaide.
- Mt Barker has benefited from recent Government expenditure on infrastructure, including freeways and vehicle interchanges.
- Current population of 15,000 residents and anticipated to become one of the largest settlements outside the Adelaide Metropolitan Area with a projected population of around 40,000 people.
- Project land is already rezoned residential with an approved master plan allowing for approx 600 lots.

Glenlea Estate, Mt Barker

Glenlea Estate



Property Details

Location	Wellington Road, Mt Barker
Region	South Australia
Asset Class	Residential
Land area (sqm)	48.81 ha
Lot Yield	595 Lots
Current Zoning	Residential Neighbourhood
Project Type	Land Subdivision/Development
Project Status	DA Approved
Construction Commence	Estimated Aug 2017
Completion Date	Jun 2022
Construction Costs (\$)	Estimated \$28.5 million (50% interest)
Ending Value NRV (\$)	\$47.0 million (50% interest)
IRR (%)	20%p.a. +

Agenda

Axiom Properties Limited History

Axiom Current Projects

Axiom Past Projects

Past Projects

Office Park - Worldpark01, Adelaide, SA



Sub Regional Shopping Centre - Adelaide, SA



Homemaker Centre - Adelaide, SA



Past Projects

Bulky Goods - Gepps Cross, Adelaide, SA



CBD Office - Perth, WA

