CEDAR WOODS PROPERTIES LIMITED

Annual Results to 30 June 2003

Presentation Outline

- Company objectives
- Financial highlights
- Key strategies
- Operating highlights
- Outlook and 2004 Forecast

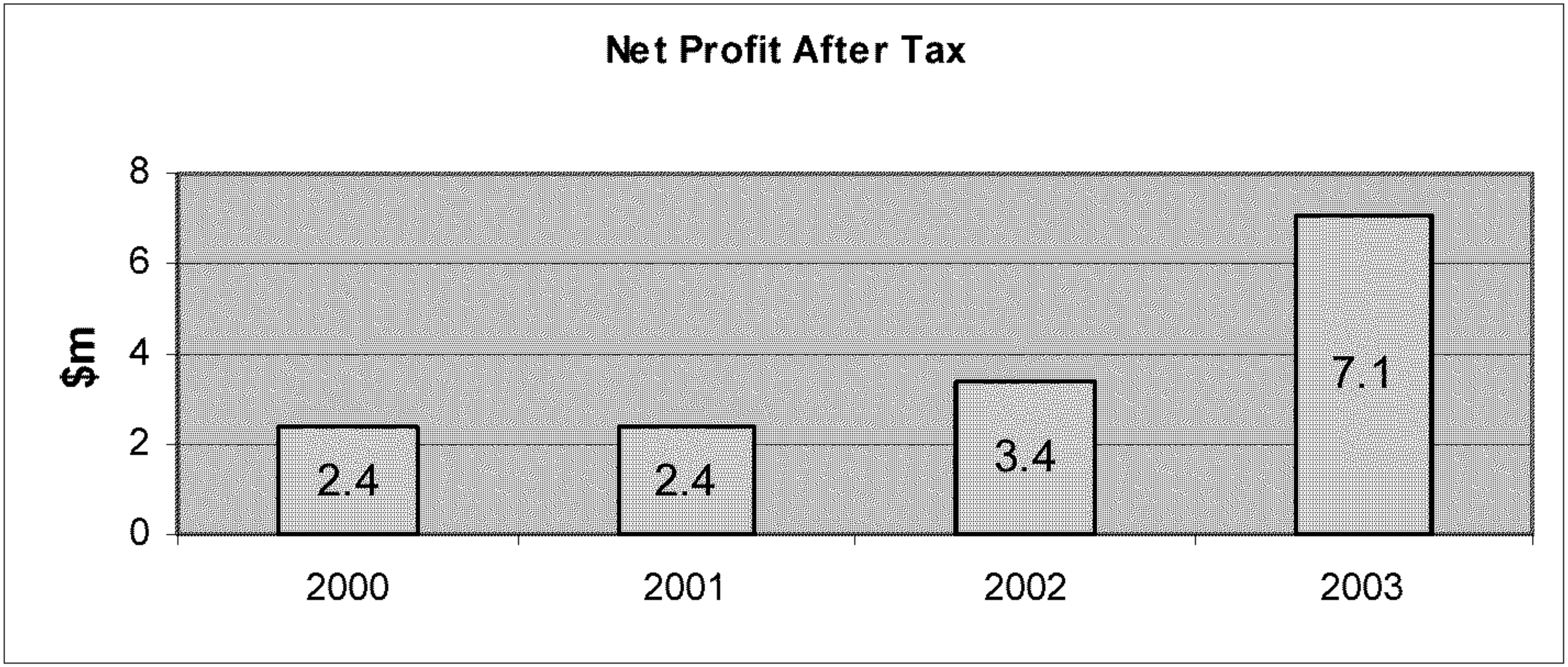
Company Objectives

- Primary objective - growth in earnings per share
- Aim to be in the top half of listed companies
- Average eps growth – all industrials from 1998 - 2002 was 6% pa, in 2003 expected to be 5-10%
- CWPL's current target is 10% pa growth, exceeded for FY2003
- Gearing (net debt to equity) – target range 10% to 60%
- Return on equity – minimum of 12%

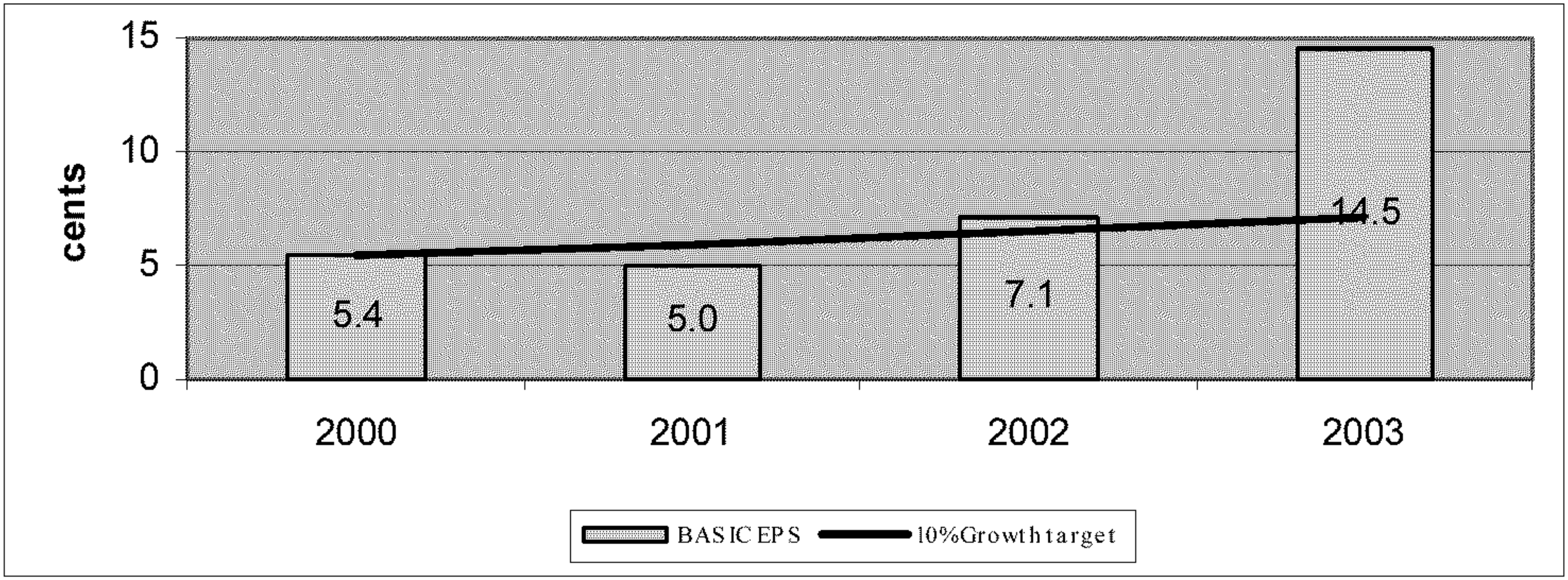
Financial Highlights – Profit & Loss

	Jun 2003 $m	Jun 2002 $m	% Increase
Operating Revenue	**36.4**	**26.2**	**39**
Profit from ordinary activities before income tax expense	**10.9**	**5.5**	**95**
Income Tax attributable to operating profit	**3.8**	**2.1**	**81**
Net profit after tax attributable to members of CWPL	**7.1**	**3.4**	**108**
Earnings Per Share	**14.5 cents**	**7.1 cents**	**104**

Profit Growth



Earnings per Share Growth



Financial Highlights – Balance Sheet

		June 2003	June 2002
Total assets	$m	66.8	50.3
Interest bearing liabilities (bank debt)	$m	5.9	8.6
Shareholders' equity	$m	36.8	29.0
Net debt to equity	(%)	16.0	29.4
Interest cover	(x)	43	21
Number of shares on issue 30 June	(m)	49.4	48.3
NTA per share – (book values)	(¢)	75.0	60.0

Statement of Cashflows

Cashflows related to operating activities	June 2003 $m	June 2002 $m
Receipts from customers	40.4	25.6
Payments to suppliers & employees	(7.9)	(4.7)
Net interest paid	(0.2)	(0.2)
Income taxes paid	(1.6)	(1.0)
Payments for inventory – new land	(14.0)	(6.5)
Payments for inventory – development	(11.3)	(14.5)
Net operating cashflow	5.4	(1.3)

Statement of Cashflows

	June 2003 **$m**	June 2002 **$m**
Cashflows related to operating activities	5.4	(1.3)
Cashflows from investing	(0.2)	(0)
Cashflow from financing	(5.1)	(0.8)
Net increase in cash	0.1	(2.1)

Dividend Policy

- Provide balance between return to Shareholders and growth of Company
- Approximately 50% of net profit after tax plus realised reserves
- 7c dividend for FY 2003 (FY 2002 - 5c)
- Dividend Reinvestment Plan may be re-introduced in future

Performance Outcomes

	30 Jun 2003	30 June 2002
Earnings per share	14.5c	7.1c
EPS including realised reserve	17.5c	9.8c
Dividend	7c	5c
Return on Equity	19%	12%
EBIT/Sales Margin	30%	22%

Key Strategies

- Diversification of the property portfolio
  - new residential subdivisions
  - medium density residential and apartments
  - industrial and commercial land
- Identification and acquisition of new projects
- Retaining ownership of income producing assets
- Establishing joint venture initiatives to capitalise on our skill base

Port Mandurah

- "The Promontory" – successful townhouse concept
- 6 residential lots in Stage 6 remain in stock
- Evaluating development of Sutton Precinct, with up to 40 townhouses - $20 m project

Mariners Cove

MARINERS
COVE

- Over 100 dry lots sold in year
- 221 dry lots to be developed
- 331 canal lots to be developed, 67 lots now under way
- Future group housing site in canal zone

Regency Grove

- Located at Ocean Reef Road, Wanneroo
- 83 lot subdivision commenced FY 2003
- 60% sold in 2003
- Balance to be sold in FY 2004
- Total revenue $12 m

The Rivergums, Baldivis

- 115 ha project to yield 815 lots
- Well located at end of Kwinana Freeway
- Stage 1 - 90 lots, 70 sold in 1 month
- Stage 2 - 95 lots, selling well
- Project life of 7 years
- Display village
- Greensmart Accredited

Rockingham - Aria

- Coastal town 30 mins south of Perth
- Council approval obtained for 10 storey, 32 apartment tower plus ground floor commercial - $15 m project, currently 60% sold
- Anticipated to contribute to FY 2004 and FY 2005

Rockingham - Plaza

- Council approval obtained for 56 apartments and 24 townhouses
- Ground floor commercial
- Marketing during 2004
- Anticipate profits arising 2004 and 2005

Tapping

- Major new project announced July 2003
- Adjacent Joondalup townsite
- 51 hectares, 540 lots
- Seeking Greensmart Accreditation
- Commence Stage 1 in first half FY 2004

Canning Vale

- 8.35 ha located 17 km south of Perth
- Subdivision approval anticipated for 57 lots and 160 apartments
- Anticipated profit contribution in 2005-2008

Balcatta

- 6.3 ha parcel, 12 km north of Perth
- Major freeway interchange
- Showroom, commercial or bulky goods
- Opportunity to develop and lease
- Rezoning completed
- Currently marketing

Laverton, Melbourne

- 275 ha, 18 km (20 mins) west of Melbourne
- Mixed use project being masterplanned
- Major transit node
- Residential, commercial and industrial uses
- Fits Melbourne 2030 framework
- Negotiations ongoing with Government

Economic Outlook

- Local economy robust but subject to global influences
- Property market expected to soften – less so in WA
- Waterfront and coastal property in demand
- Steady industrial sector

Company Outlook

- Strong sales continuing at Mandurah projects
- Further growth provided by new projects
- New projects undergoing due diligence
- $35 m acquisition and development funding facility
- Forecasting $8.0 m net profit after tax in FY 2004, equating to 12% growth in earnings.