Cedar Woods Properties Limited

EUROZ INVESTOR CONFERENCE

14 March 2017






Cedar Woods' strategy

To grow and develop our national project portfolio, diversified by:

- *geography*
- *product type*
- *price point*

so that it continues to hold broad customer appeal and performs well in a range of market conditions.

Geography

- Established in 4 states
- Good geographic spread, well located projects

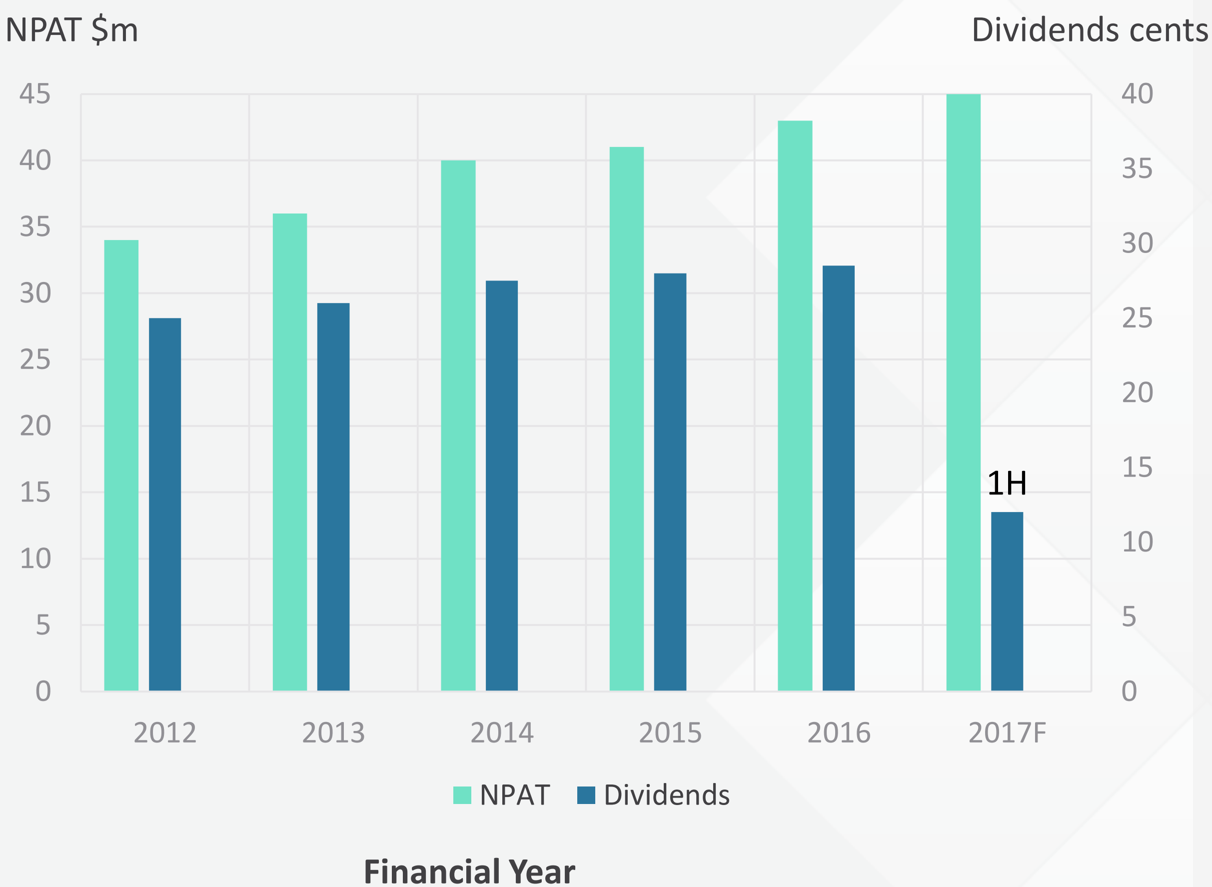
Product Type

- First apartments at Williams Landing sold out
- Introducing medium density at Wooloowin & Glenside and townhouse product at Port Adelaide

Price Point

- First homebuyer, upgrader, investor all catered for
- Brisbane, Perth and Adelaide markets offer excellent affordability

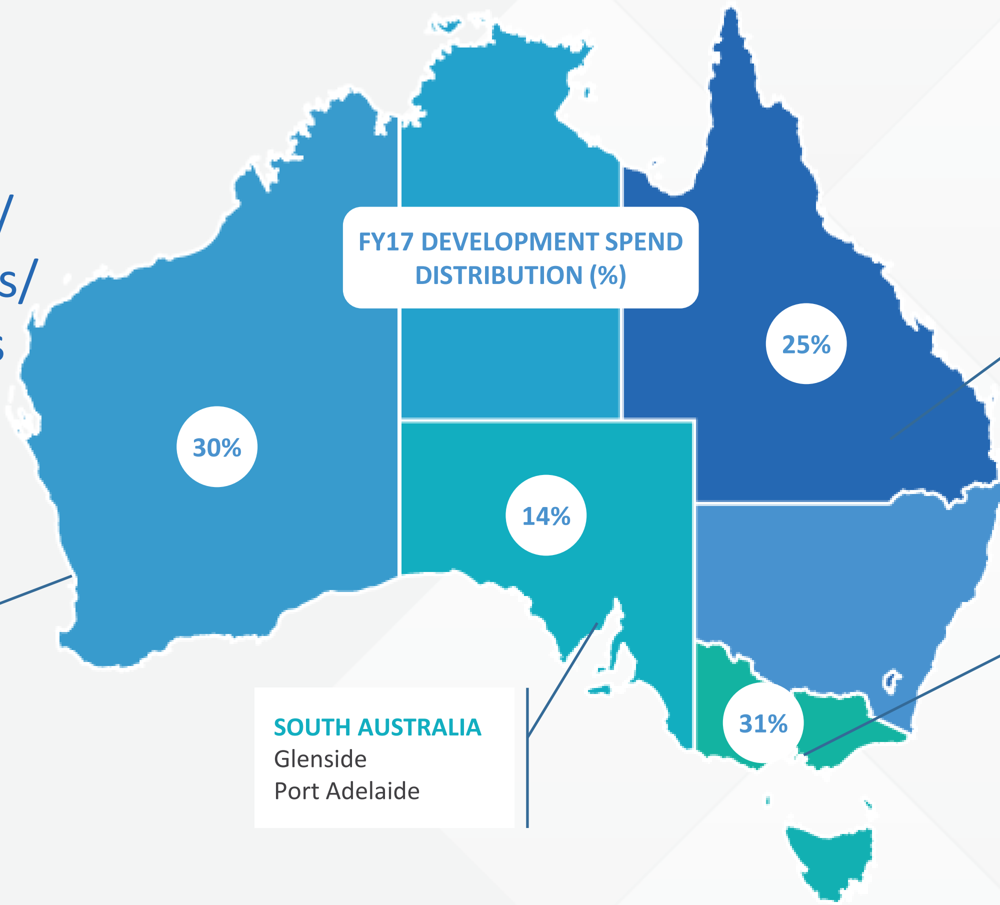
Strategy delivering strong performance



- 6 consecutive years of NPAT growth
- Forecast FY17 NPAT approximately $45m
- Strong and consistent dividend payments
- FY12-16 ROE average: 16%

Balanced national portfolio

- 4 states
- 24 projects
- 10,000 lots/ townhouses/ apartments



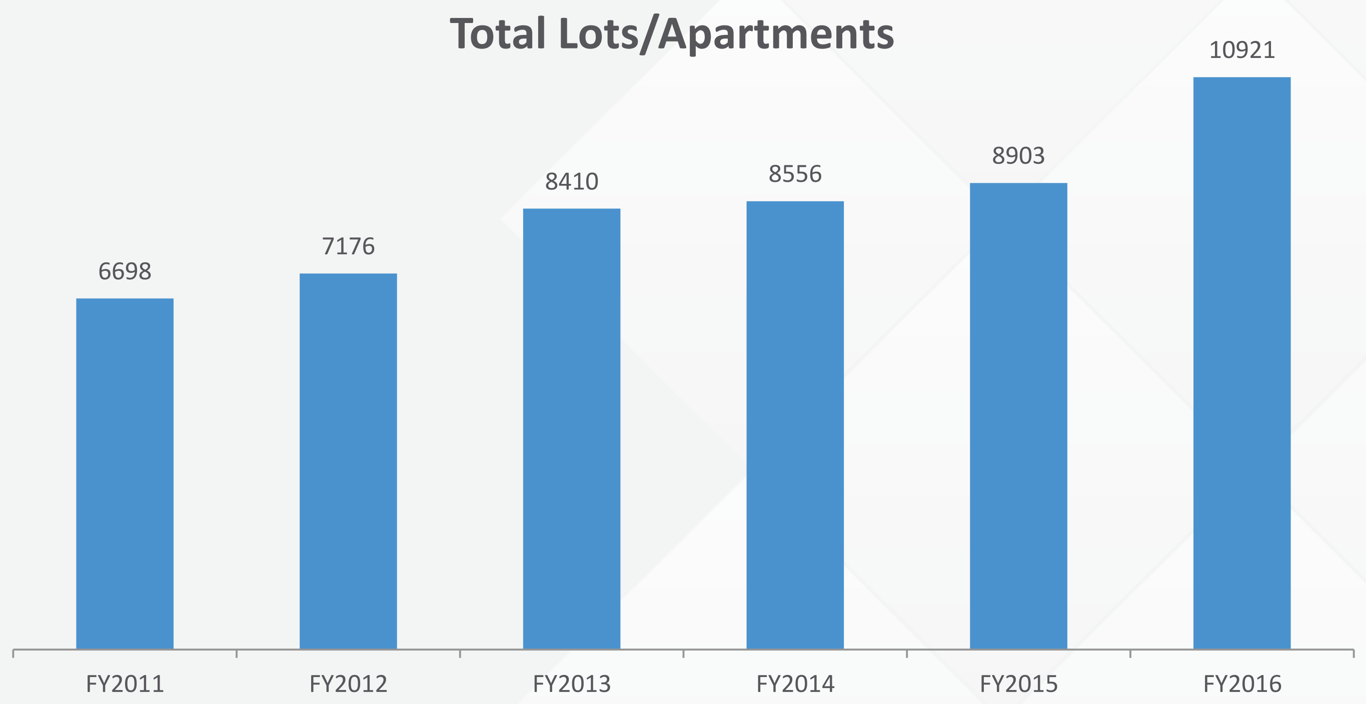
WESTERN AUSTRALIA
Major Projects
Ariella
Bushmead
Harrisdale Green
Mangles Bay Marina
The Rivergums
Millars Landing
Byford Brook & Scarp

SOUTH AUSTRALIA
Glenside
Port Adelaide

QUEENSLAND
Ellendale
Wooloowin

VICTORIA
Williams Landing
Oxford Apartments
St. A
Banbury Village
Carlingford
Jackson Green
Wattle Apartments

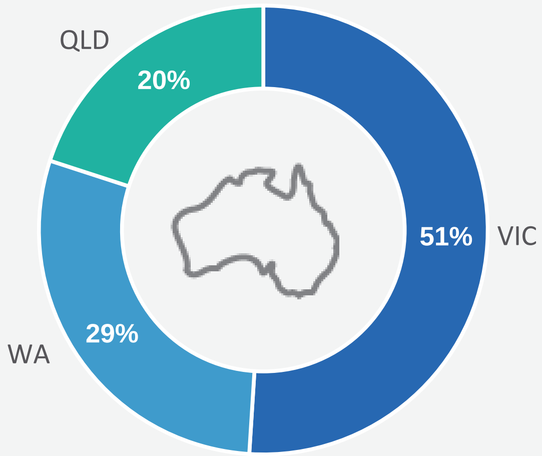
Growth in portfolio



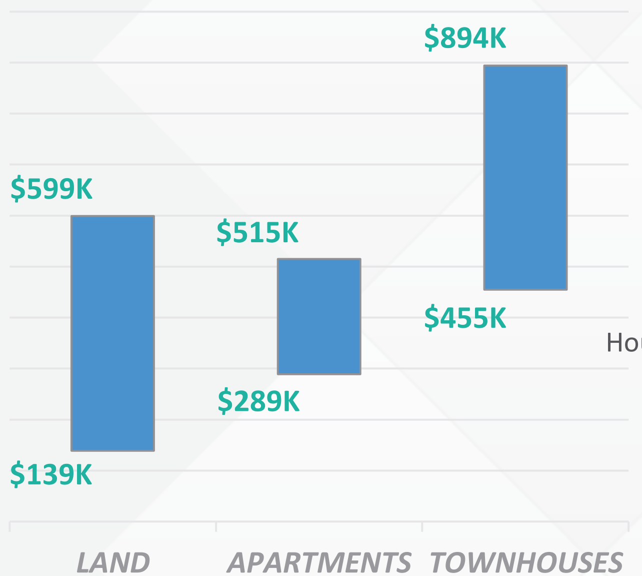
- First Brisbane acquisition – January 2014 contract, May 2014 settlement
- First Adelaide acquisition – March 2017 contract, June 2017 settlement
- Portfolio now has in excess of 10 years supply

Diversified portfolio

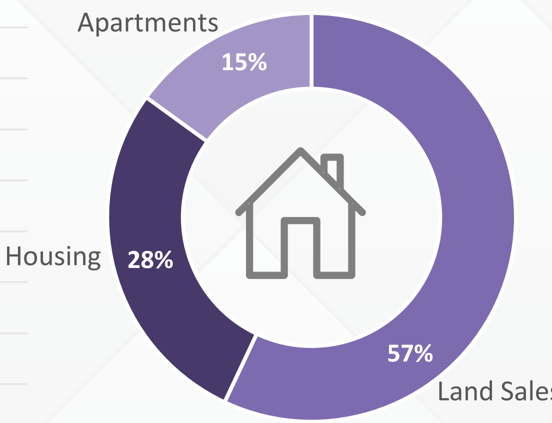
State
Presales revenue



Price Point
Current price list



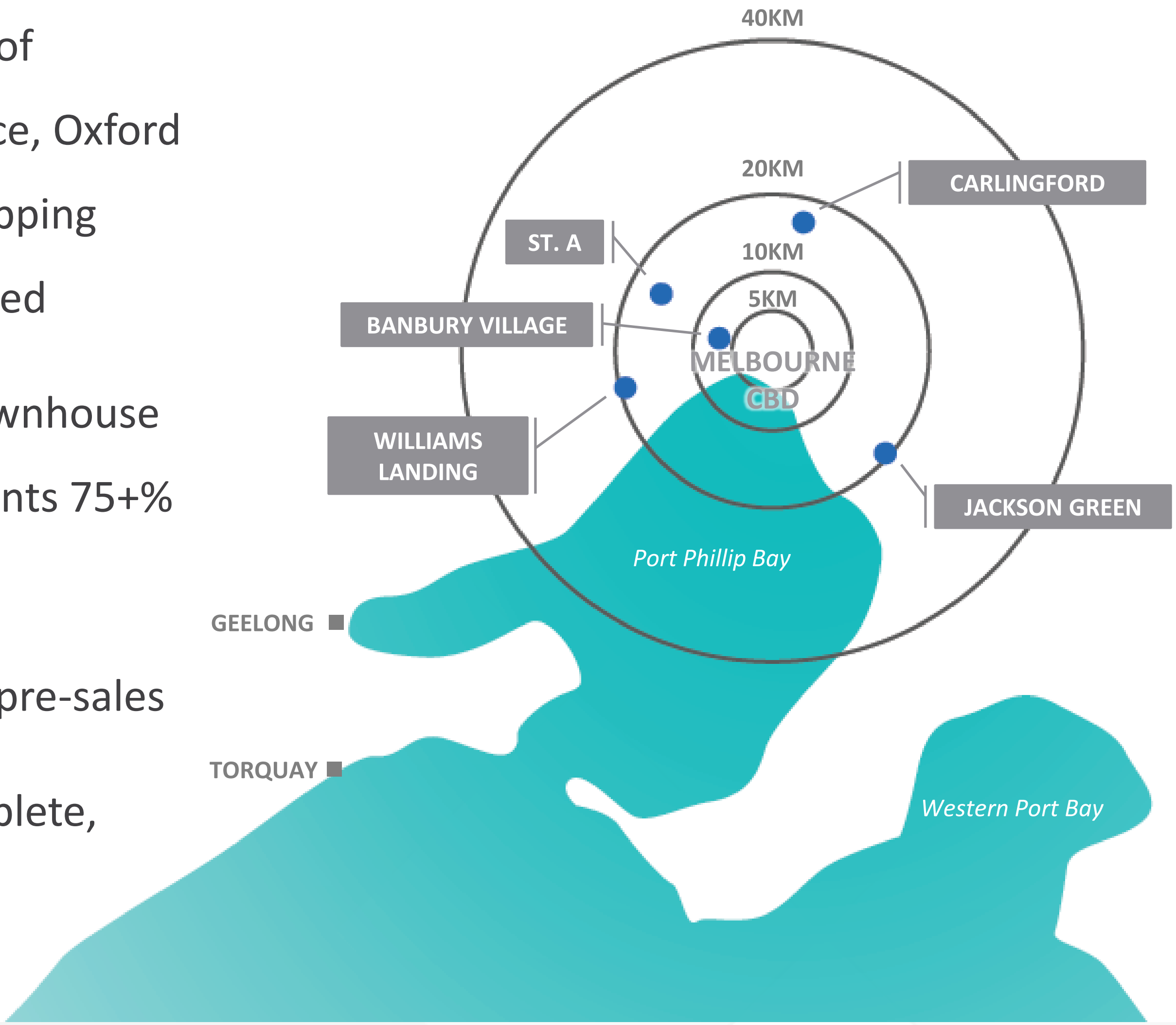
Product
Presales – # lots/apartments



- Pre sales across three states
- Wide range of price points
- Focus on land and housing, with niche apartment product

VIC portfolio update

- Williams Landing - Heads of Agreement for Target office, Oxford apartments released, shopping centre expansion completed
- Jackson Green - strong townhouse pre-sales, Wattle apartments 75+% pre sold
- St. A – strong townhouse pre-sales
- Banbury Village now complete, UDIA Awards Finalist



Williams Landing Shopping Centre Expansion

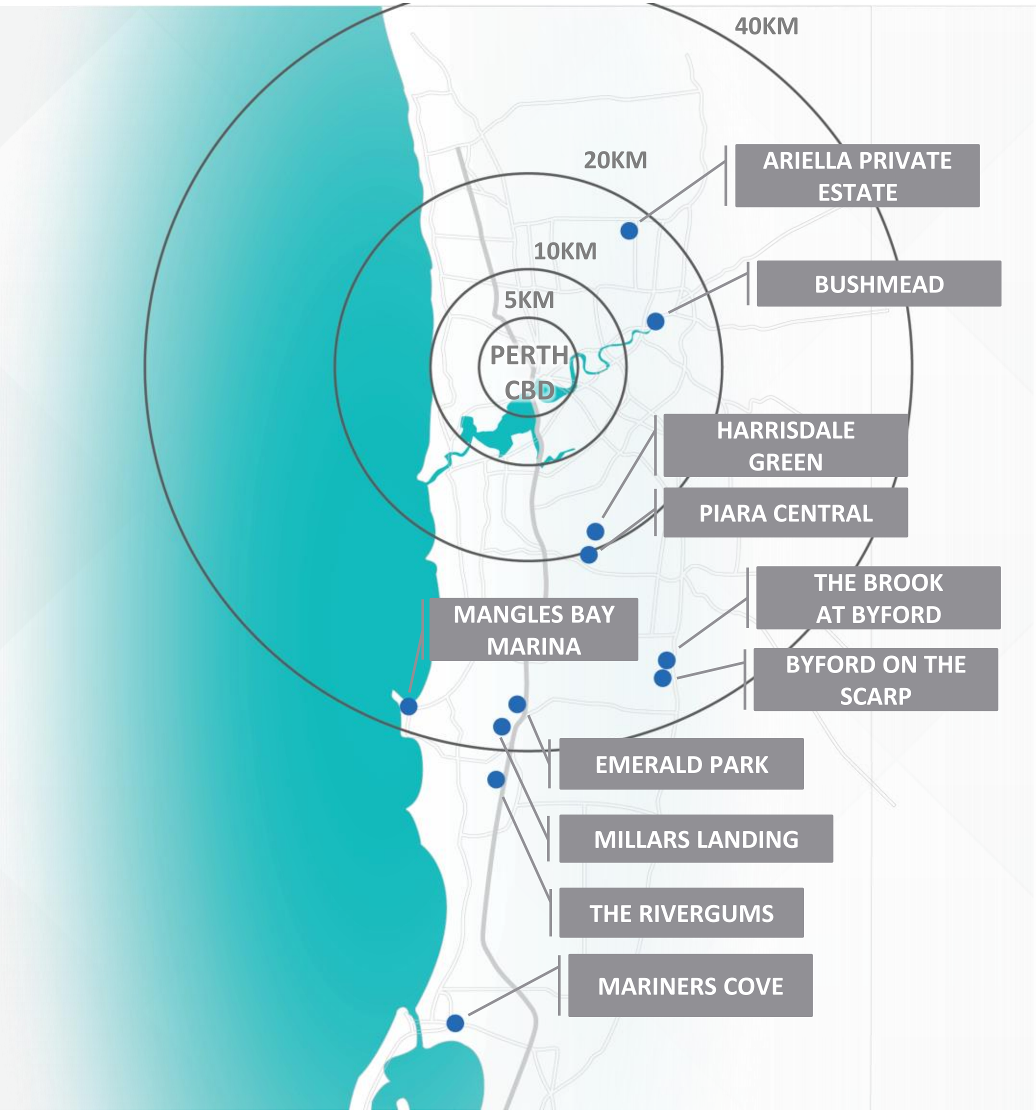
Wattle Apartments - 60 total, > 75% presold

Wattle Apartments at Jackson Green

St A

WA portfolio update

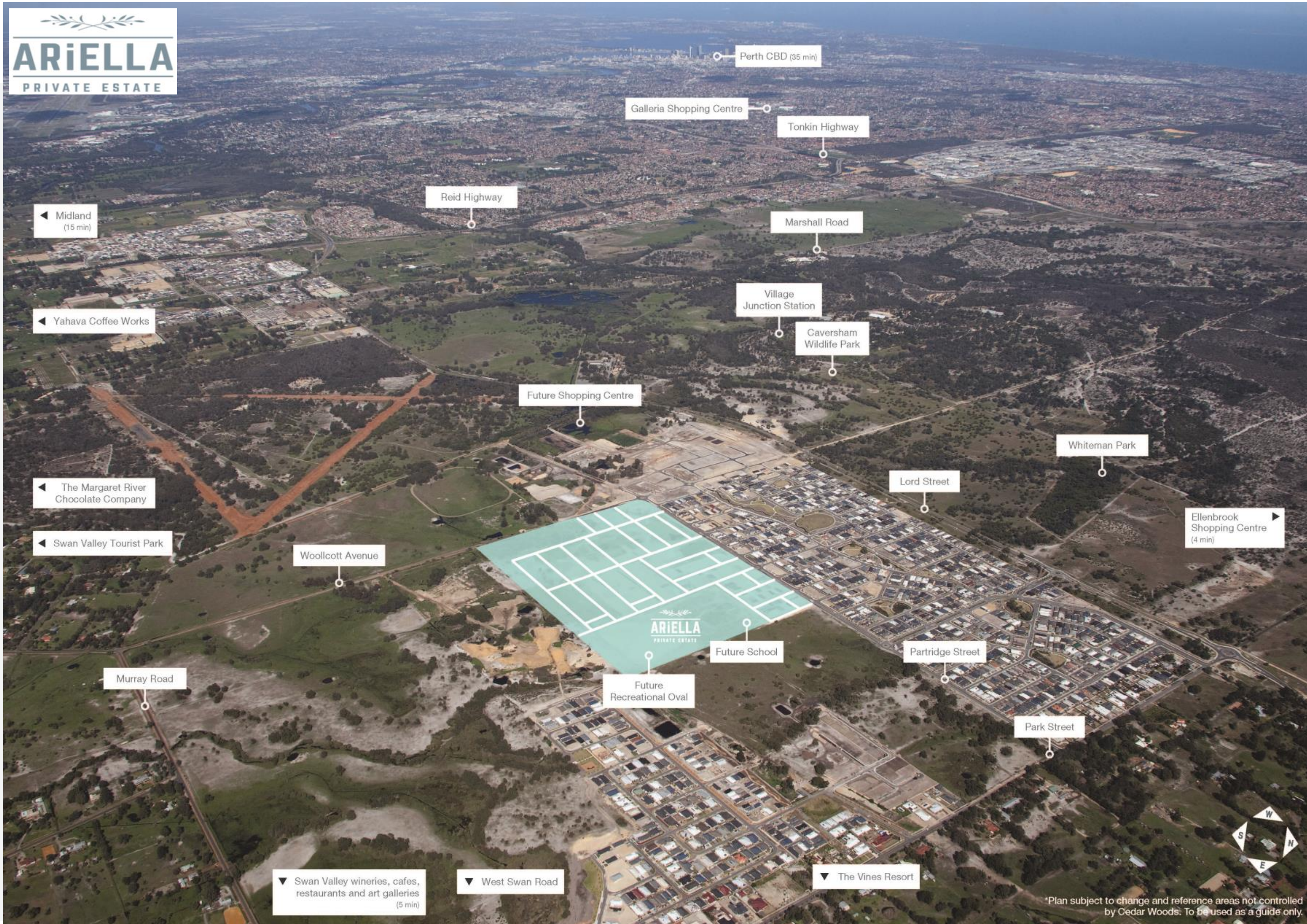
- Successful launch of Bushmead, approaching stage 1 completion
- Ariella sales momentum continuing, stage 3 commenced ahead of schedule
- Construction of new stages at several established projects continuing
- Sales at Baldivis and Byford projects remain subdued



The Rivergums BALDIVIS

Baldivis Secondary College

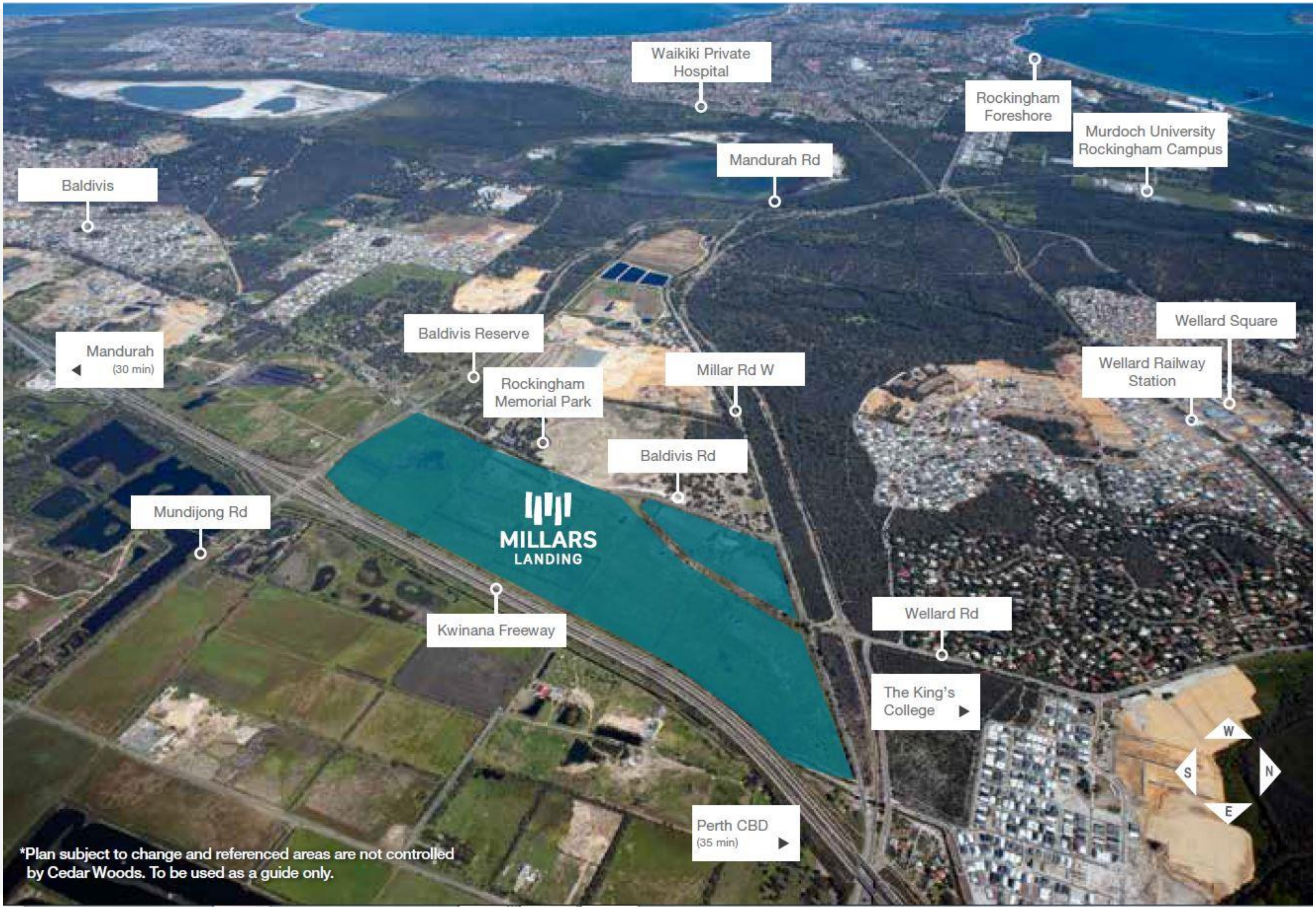
THE BROOK
AT BYFORD


ARiELLA
PRIVATE ESTATE
Perth CBD (35 min)
Galleria Shopping Centre
Tonkin Highway
Reid Highway
Midland (15 min)
Marshall Road
Village Junction Station
Caversham Wildlife Park
Yahava Coffee Works
Future Shopping Centre
Whiteman Park
Lord Street
The Margaret River Chocolate Company
Ellenbrook Shopping Centre (4 min)
Swan Valley Tourist Park
Woollcott Avenue
Future School
Partridge Street
Murray Road
Future Recreational Oval
Park Street
Swan Valley wineries, cafes, restaurants and art galleries (5 min)
West Swan Road
The Vines Resort
*Plan subject to change and reference areas not controlled by Cedar Woods. To be used as a guide only.

ARiELLA
PRIVATE ESTATE

Cottage lots

Millars Landing




MILLARS
LANDING

Piara Central & South

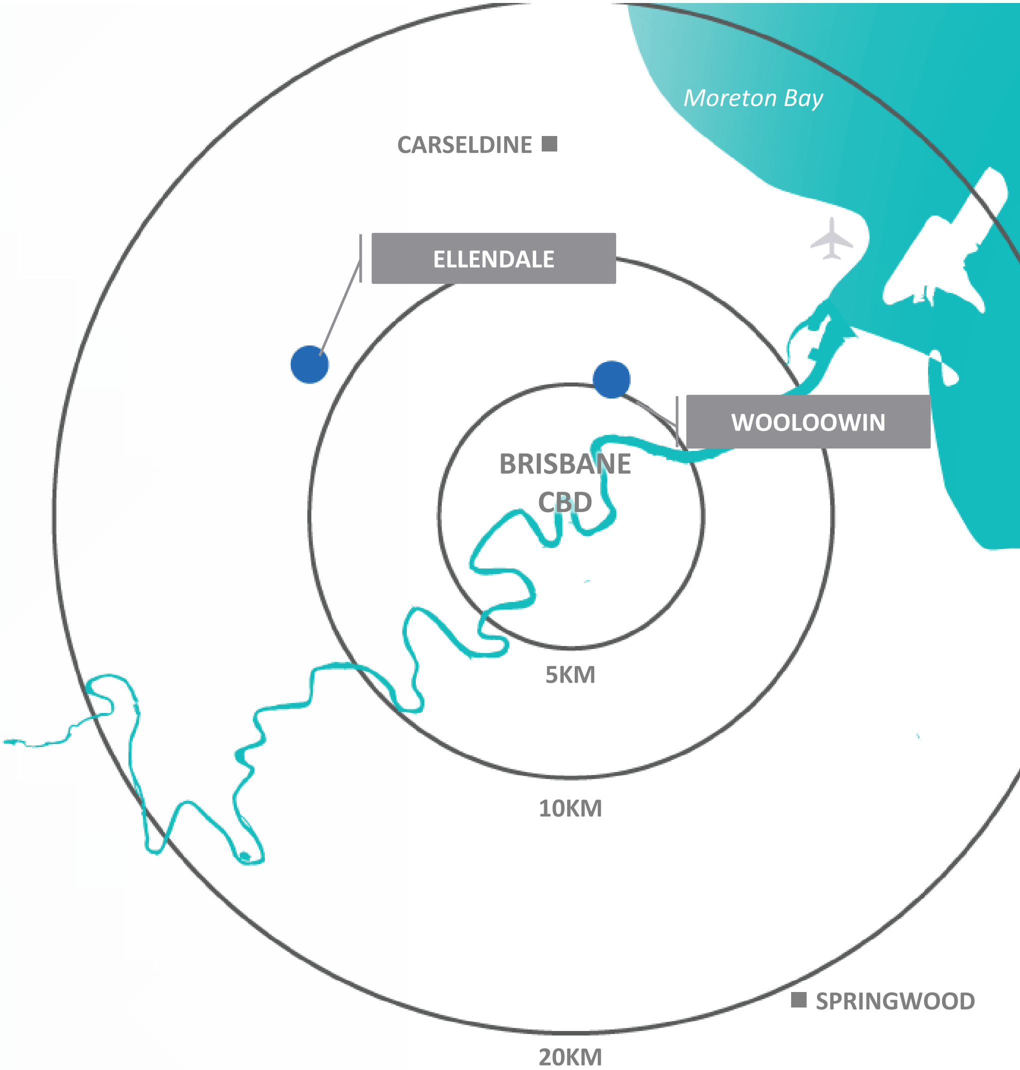
QLD portfolio update

ELLENDALE

- Stage 1 has 142 lots with 125 sales
- 480 lots already approved on 67 ha on the 227 ha site
- Rezoning of the balance 160 ha underway and anticipated to be completed in C2017

WOOLOOWIN

- Planning application lodged
- Approvals expected in C2017
- Mix of town houses and apartments
- Close to 2 train stations and shops



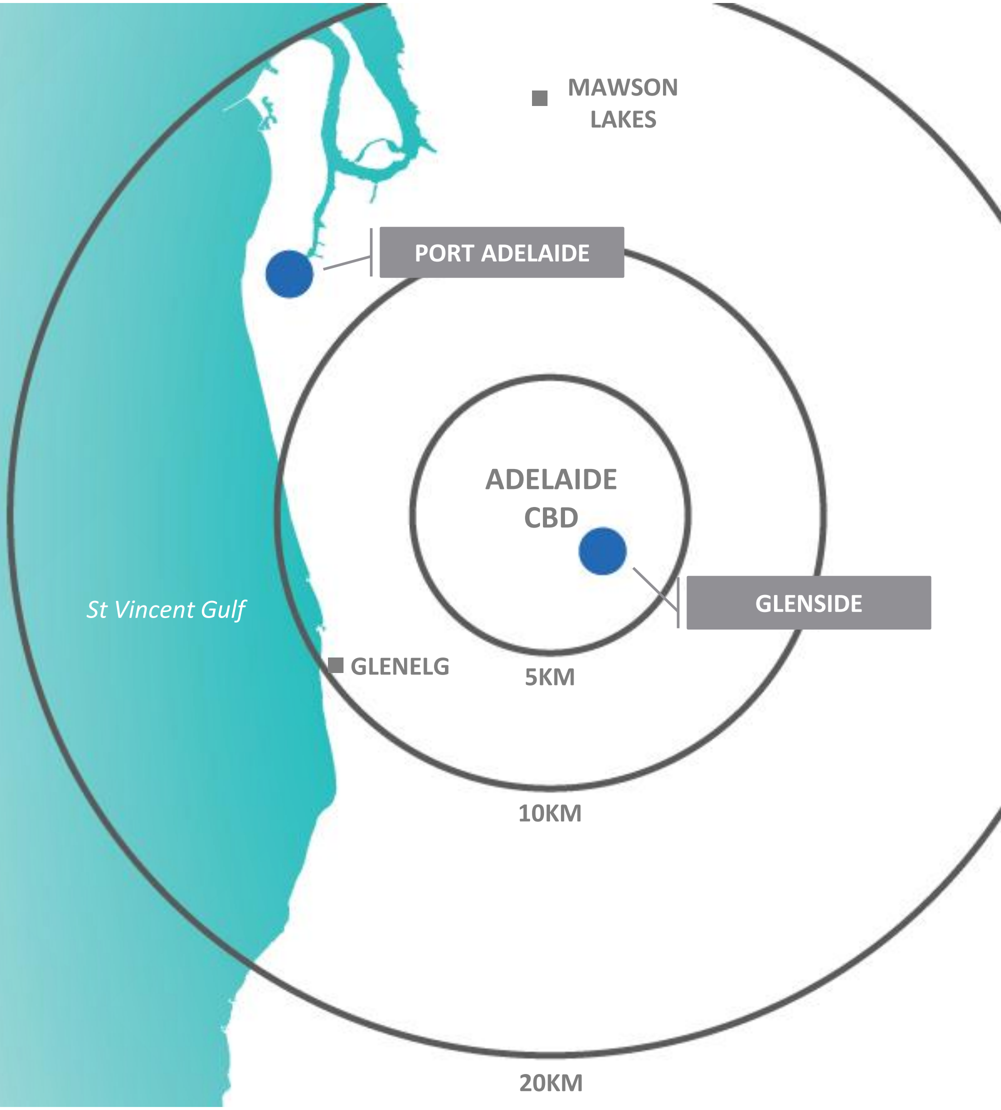
Wooloowin – inner suburban location

Wooloowin streetscape – view from level 2

Wooloowin townhouse streetscape

SA portfolio update

- Glenside rezoning approved December 2016, site works now approved
- Port Adelaide due diligence investigations successfully completed
- Both sites have strong locational attributes and cater to different markets
- Adelaide office established with new staff to be as the projects progress

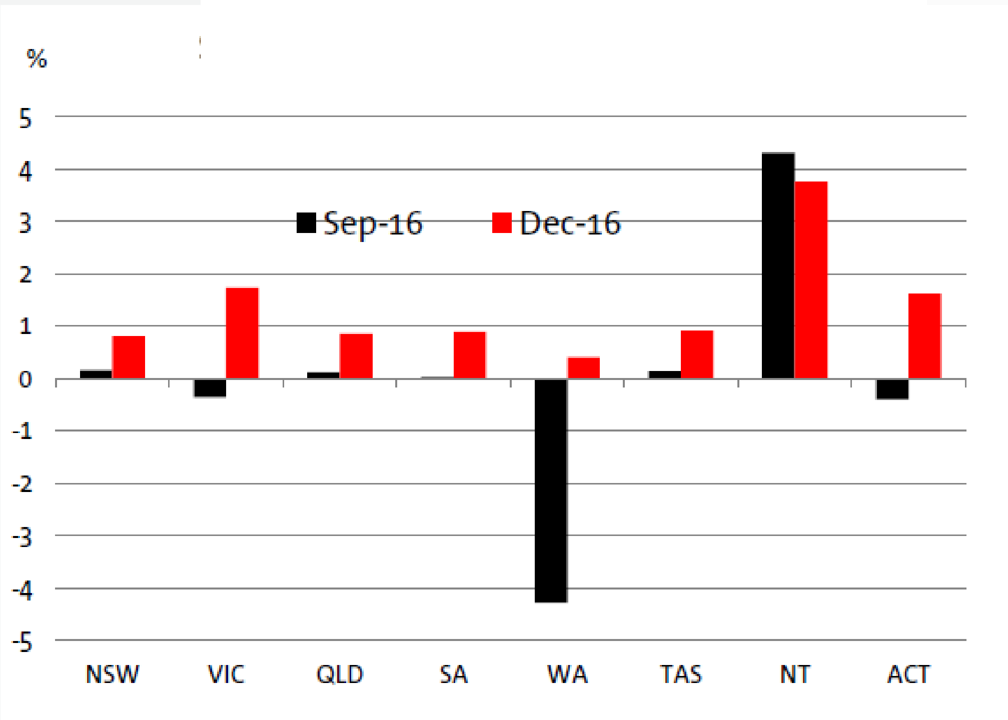


Glenside Images (indicative, subject to change)

Port Adelaide Images (indicative, subject to change)

Port Adelaide masterplan (indicative, subject to change)

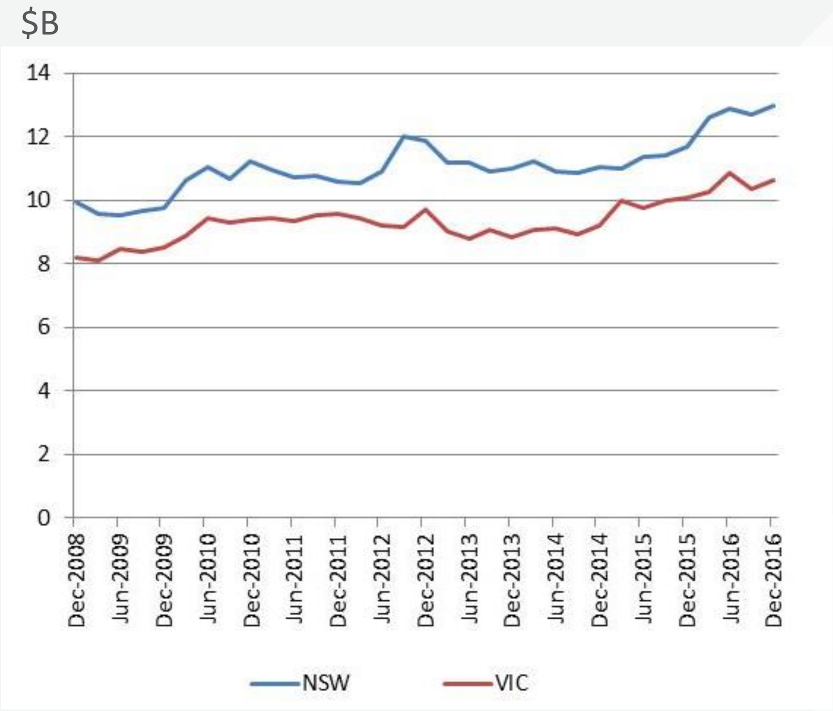
State final demand growth, quarterly

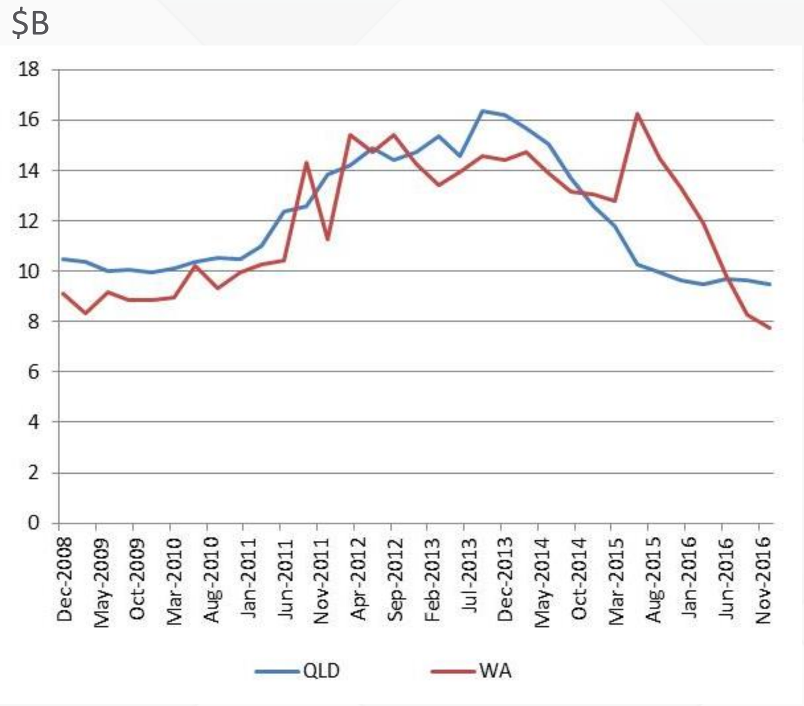


State/ Territory	Dec-16 Q/Q	Y/Y
NT	3.8	11.1
ACT	1.6	7.3
NSW	0.8	4.1
VIC	1.7	3.4
TAS	0.9	2.4
SA	0.9	2.1
QLD	0.9	1.8
WA	0.4	-7.8

Source: NAB economic update – March 2017

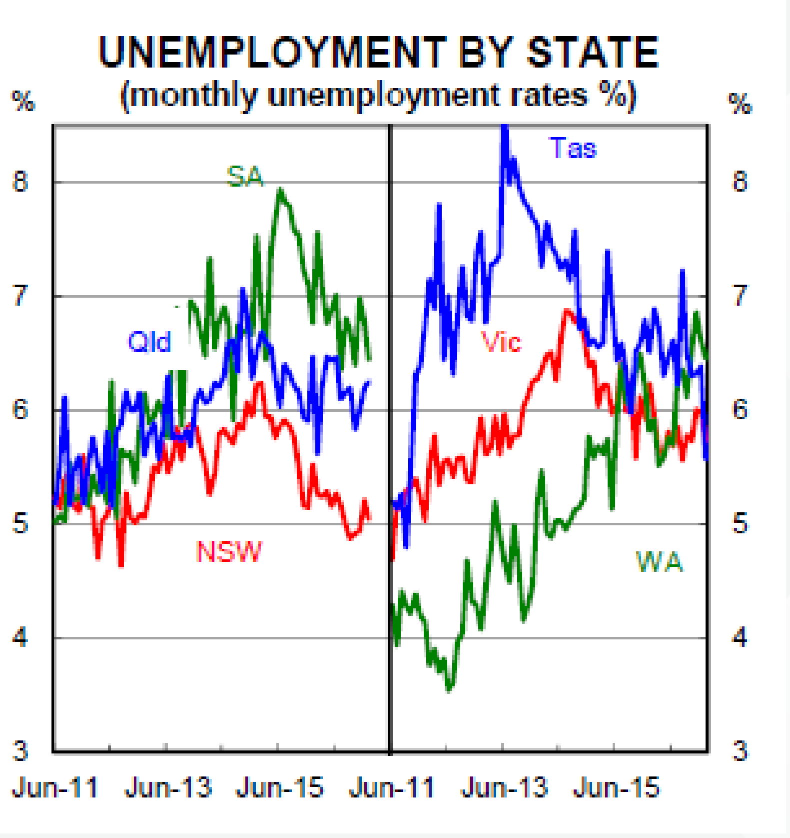
Construction work – since 2008



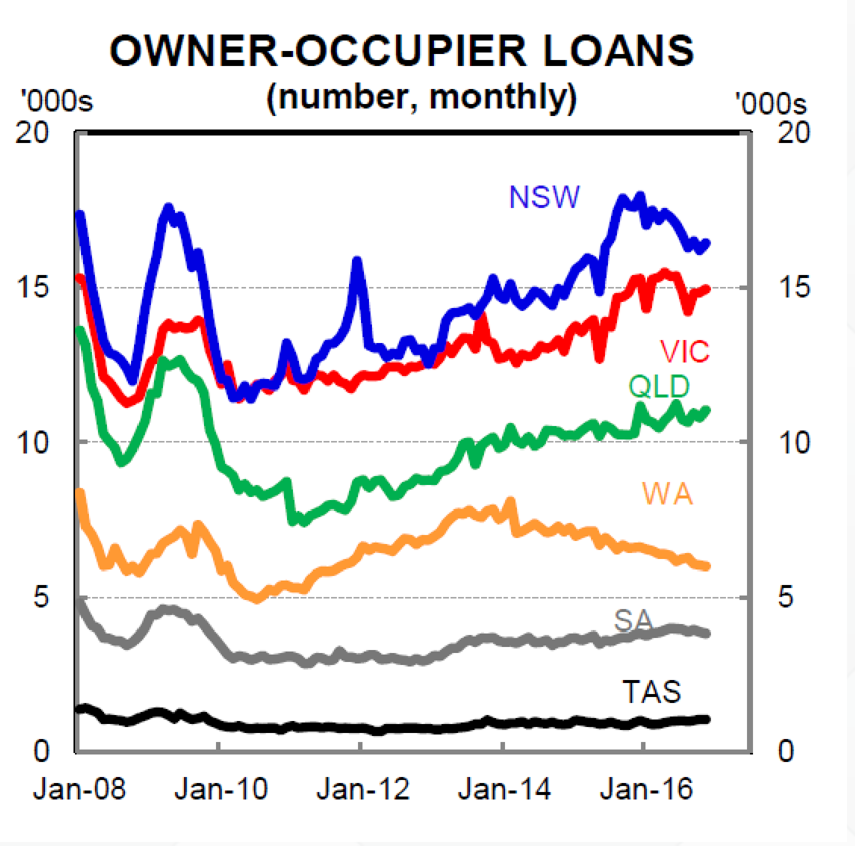


Source: ABS 8755.0 Construction Work Done, December 2016

Employment and finance



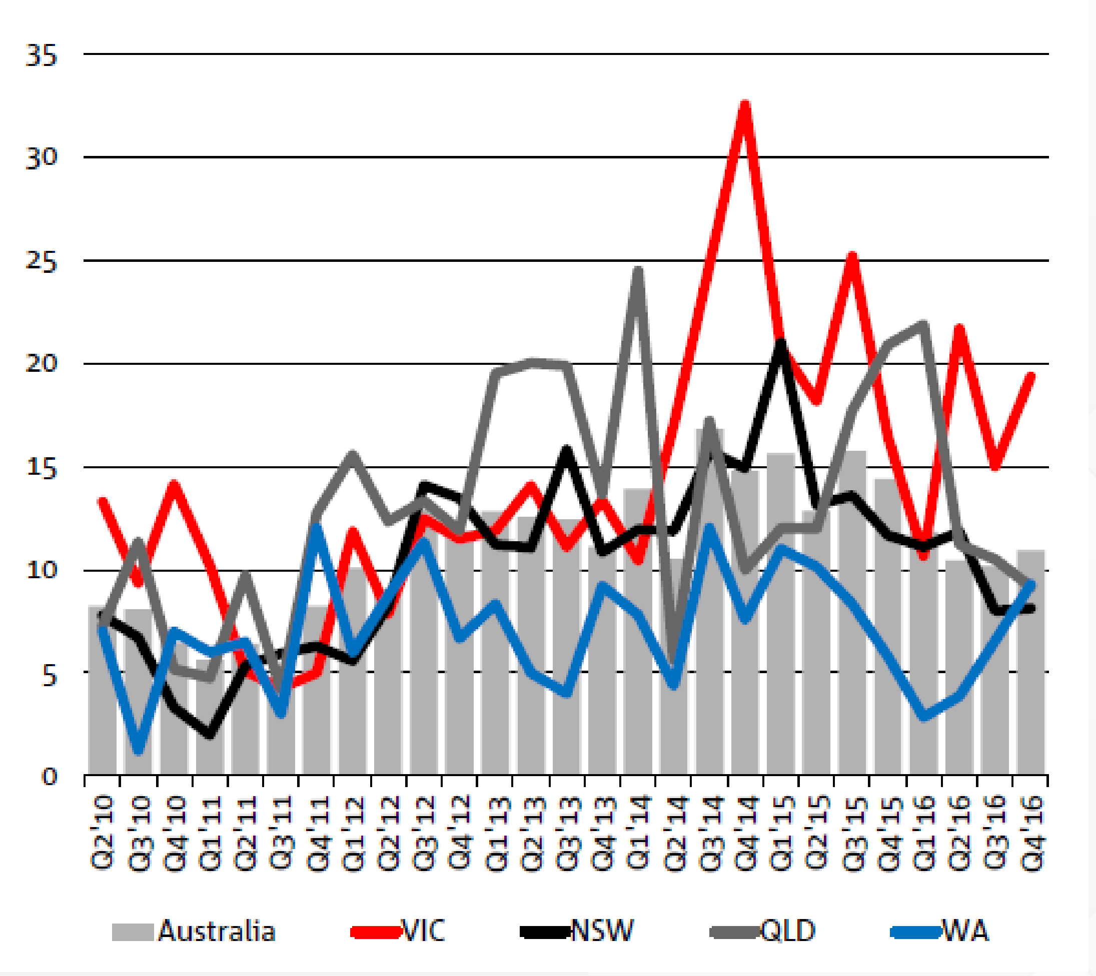
Source: Commonwealth Bank of Australia – Labour Force Jan 2017



Source: Commonwealth Bank of Australia – Housing finance Nov 2016

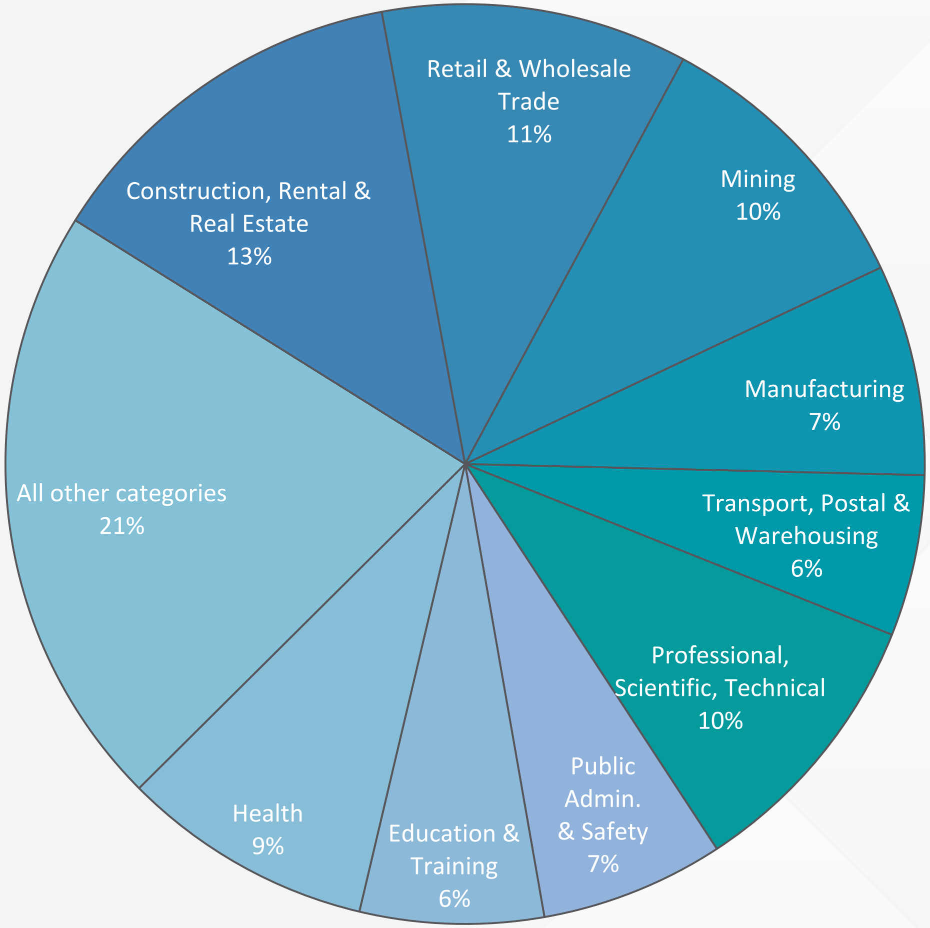
- Unemployment appears to have peaked in most states
- Loan approvals remain at high levels in Eastern States, WA has dropped

Demand for new property from foreign buyers (% of total)



Source: NAB residential property survey Q4-2016

WA Employment Analysis

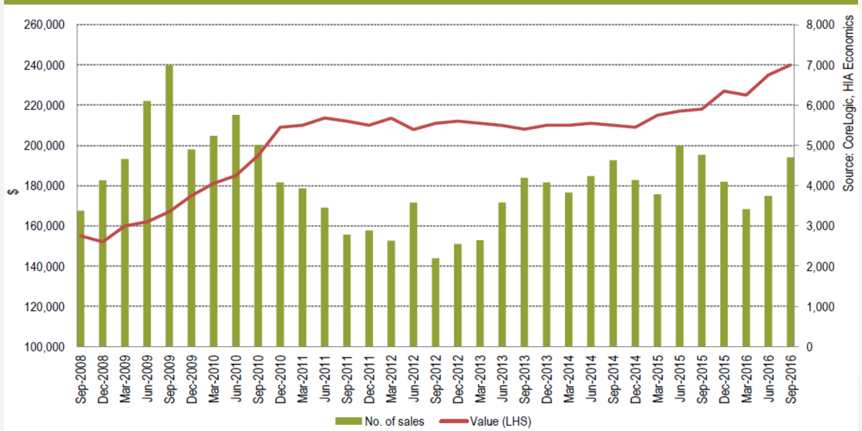


Peak mining employment was 120,400 in August 2012 now 99,300

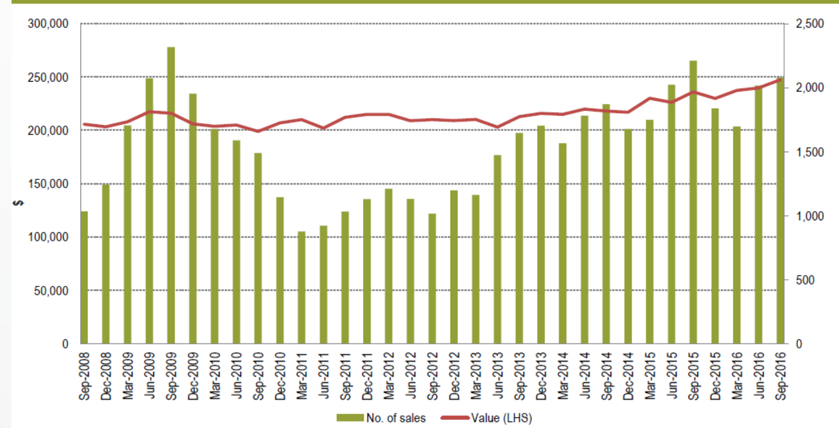
Source: ABS, November Quarter 2016

Land sales

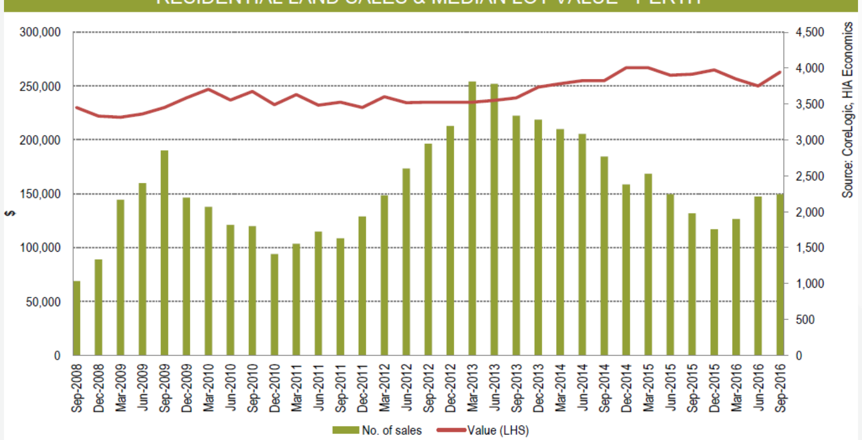
RESIDENTIAL LAND SALES & MEDIAN LOT VALUE - MELBOURNE



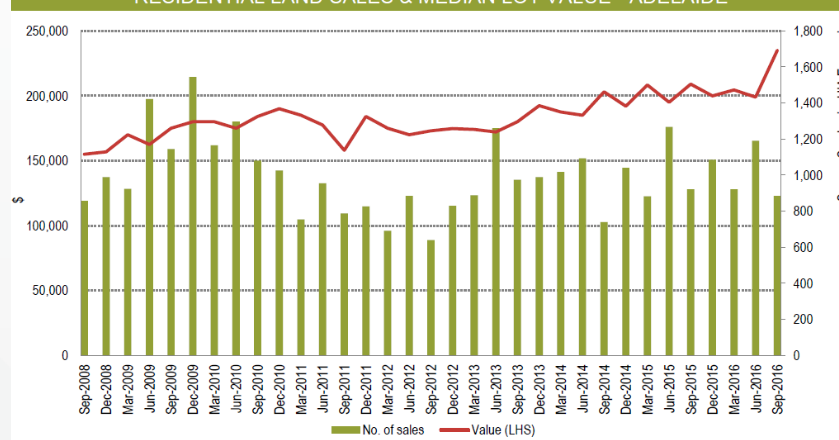
RESIDENTIAL LAND SALES & MEDIAN LOT VALUE - BRISBANE



RESIDENTIAL LAND SALES & MEDIAN LOT VALUE - PERTH

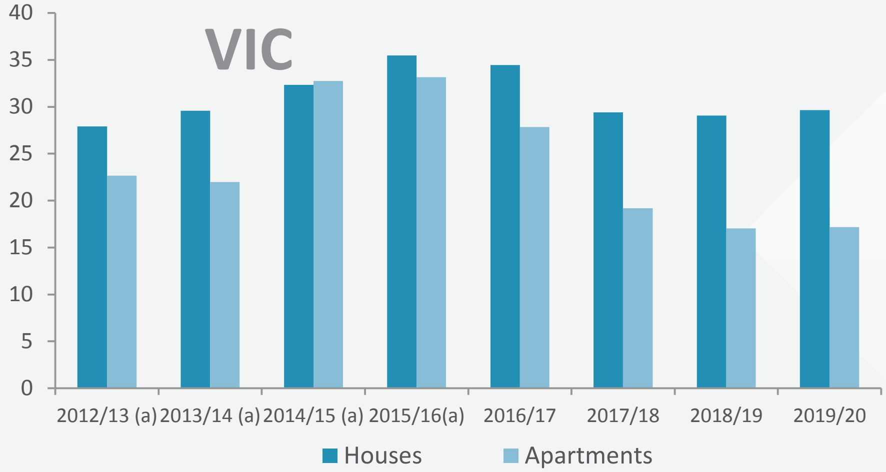


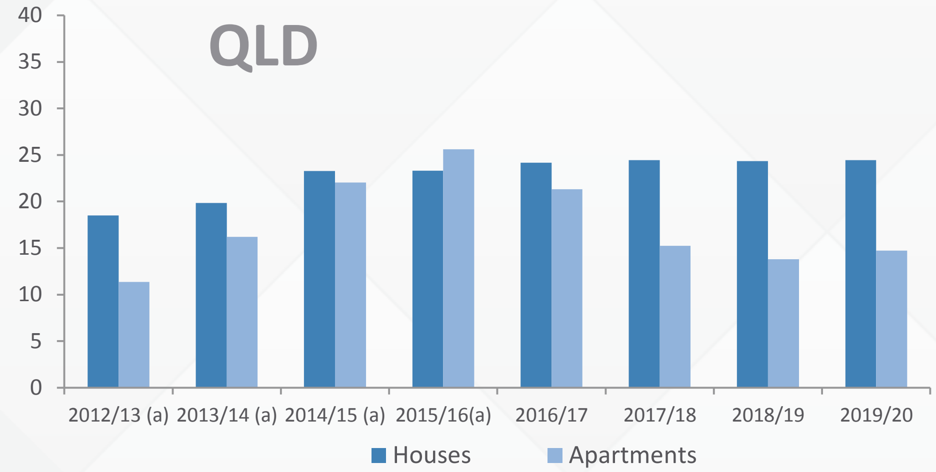
RESIDENTIAL LAND SALES & MEDIAN LOT VALUE - ADELAIDE

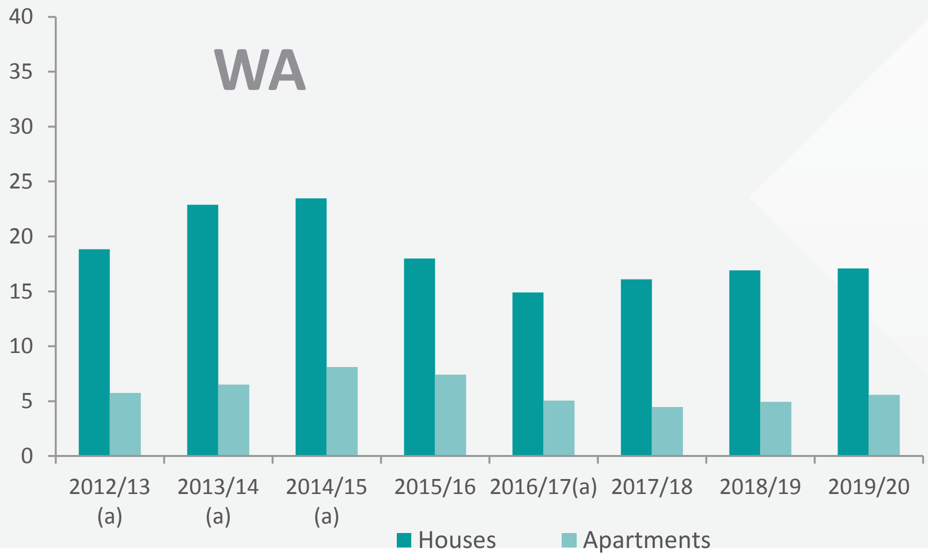


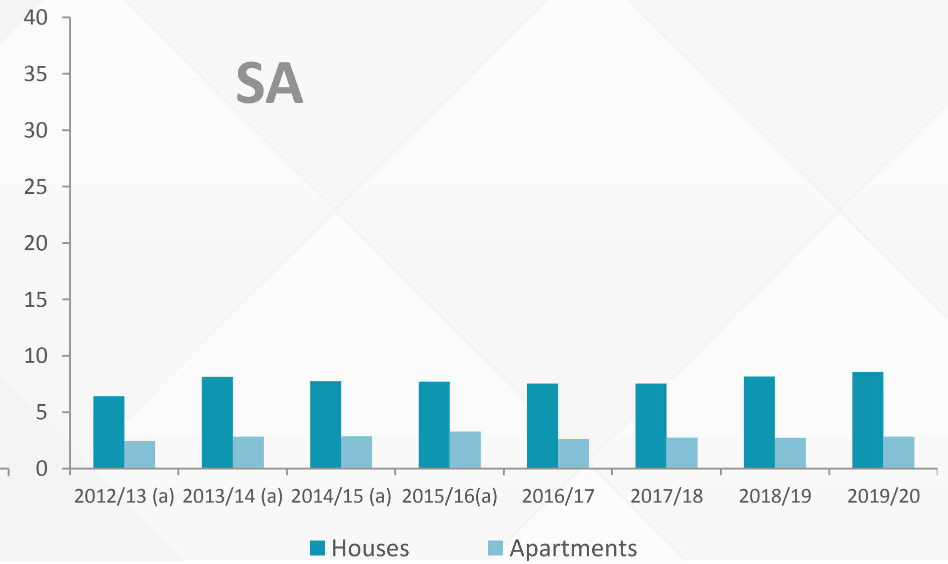
Dwelling start forecasts

Housing markets less volatile than apartments









Source: HIA as at February 2017

Diversification strategy underpinning results

Manage our portfolio with the aim of delivering consistent annual growth in profits and dividends

Grow and develop our national project portfolio…

…diversified by geography, product type and price point…

…so that it continues to appeal and performs well in a range of market conditions

- Positive outlook underpinned by strong pre-sales of $274 million, up 56% on last year
- Development program is on track, backed by continued strong pre-sales and disciplined project execution and delivery
- Landmark projects in Queensland, Victoria and Western Australia underway, placing the company in a strong position for FY17
- Assuming current market conditions continue, the company anticipates exceeding FY16’s record profit, with an NPAT of approximately $45 million
- Well positioned for FY2018 with several landmark projects on track to provide first contributions, with pre sales of over $100 million

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Appendices

Company highlights

- ASX 300 company with a proven track record of consistent earnings growth
- Attractive, fully franked yield
- Attractive valuation metrics
- Balanced, national portfolio, diversified by product type, price point and geography
- Strong balance sheet and capacity to fund growth
- Experienced and proven management team

Cedar Woods' charter

PURPOSE

"To create long term value for our shareholders through the disciplined acquisition, development and marketing of properties that meet the needs of our customers."

OBJECTIVE

"To manage our portfolio with the aim of delivering consistent annual growth in profits and dividends."

STRATEGY

"To grow and develop our national project portfolio, diversified by geography, product type and price point, so that it continues to hold broad customer appeal and performs well in a range of market conditions."

VALUES

Integrity

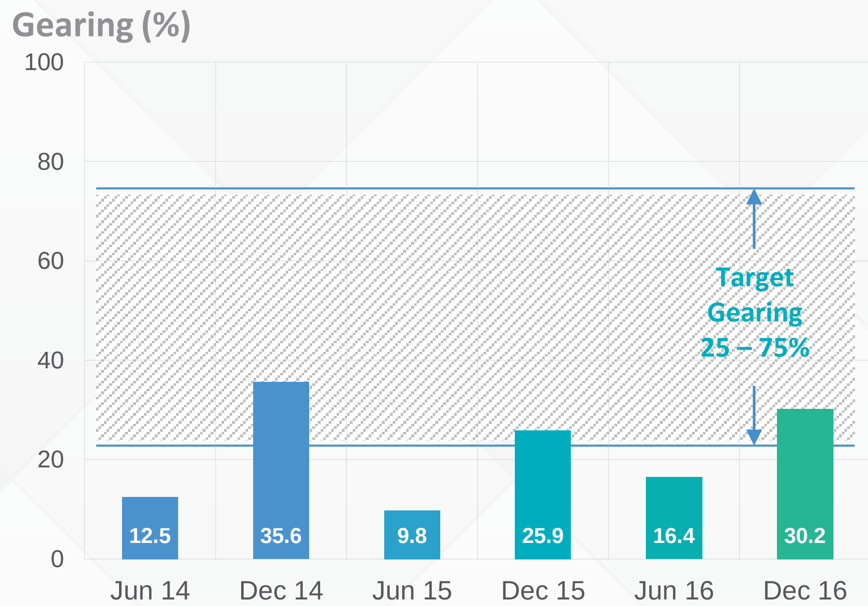
Performance

Innovation

People and Environment

Balance sheet strength and access to funding

	31 Dec 2016 $m	30 June 2016 $m
Total assets (book value)	484.3	452.7
Net bank debt	89.9	50.3
Net assets (equity)	297.3	307.2
Net bank debt to equity	30.2%	16.4%
Finance facilities	205	165
Finance facility headroom	115.1	98.5
Interest cover	3.1x	16.6x

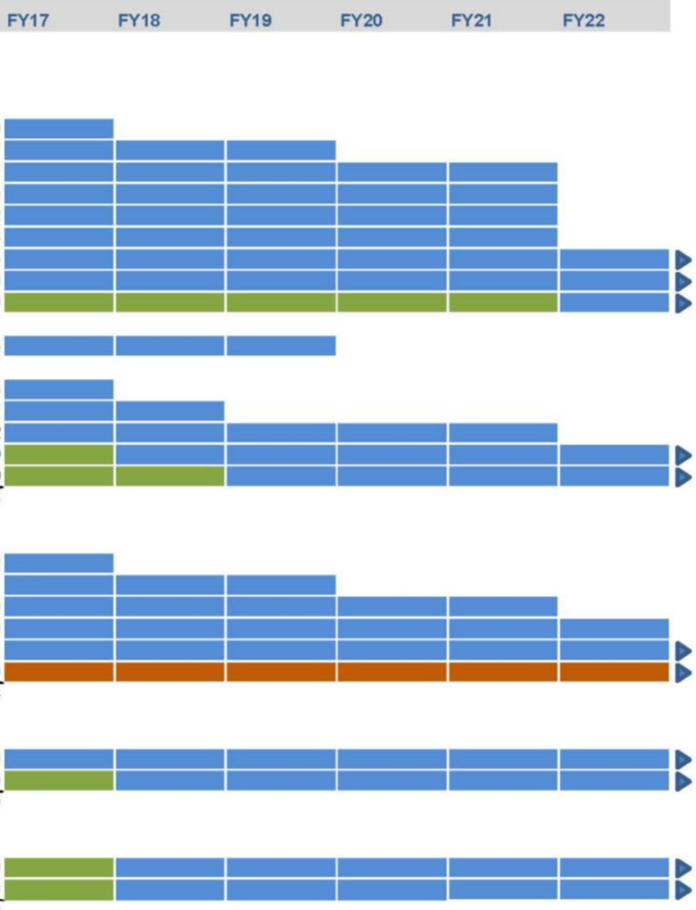


- Net bank debt to equity at 30.2%, to continue well within target range for remainder of FY17
- $205 million in finance facilities, significant headroom at 31 December 2016, facility extended to November 2019
- Interest cover is forecast to be significantly stronger for the full year

Project pipeline

Planning, Design & Rezoning | Development & Sales | Leasing, Development & Sales

PROJECT NAME	CORRIDOR/LOCATION	PROJECT TYPE	LOT/UNITS PROJECT	LOT/UNITS REMAIN (as at 1/7/16)
WESTERN AUSTRALIA				
Perth				
Mariners Cove	South	Canal lots	984	40
The Brook at Byford	South East	Residential Land	405	277
Rivergums Baldivis	South	Residential Land	1413	457
Ariella	North East	Residential Land	480	425
Byford on the Scarp	South East	Residential Land	324	262
Piara Waters / Forrestdale	South East	Residential Land	443	443
Bushmead	East	Residential Land	935	935
North Baldivis	South	Residential Land	1580	1580
Pinjarra	South	Residential Land	1080	1080
Regional				
Elements South Hedland	Pilbara	Residential Land	136	15
WA "JV" projects				
Cedar Woods Wellard (Emerald Park)	South	Residential Land	665	135
Batavia Coast Marina Apartments	Mid-West	Apartments	54	27
Harrisdale Green	South East	Residential Land	427	262
Mangles Bay	South	Mixed use	TBD	TBD
Western Edge	Pilbara	Residential Land	600	600
				6538
VICTORIA				
Melbourne				
Banbury Village	Inner West	Houses and Apartments	430	62
Carlingford	North	Residential Land	650	141
St Albans	North West	Houses and Apartments	250	250
Jackson Green	South East	Houses and Apartments	350	350
Williams Landing Residential	West	Residential Land	2385	721
Williams Landing Town Centre	West	Retail, Mixed Use, Apartments	600	600
				2124
QUEENSLAND				
Brisbane				
Ellendale	North West	Residential Land	480	480
Wooloowin	Inner North	Houses and Apartments	279	279
				759
SOUTH AUSTRALIA				
Adelaide				
Glenside (proposed)	Inner South East	Houses and Apartments	1000	1000
Port Adelaide (proposed)	North West	Houses and Apartments	500	500
				1500

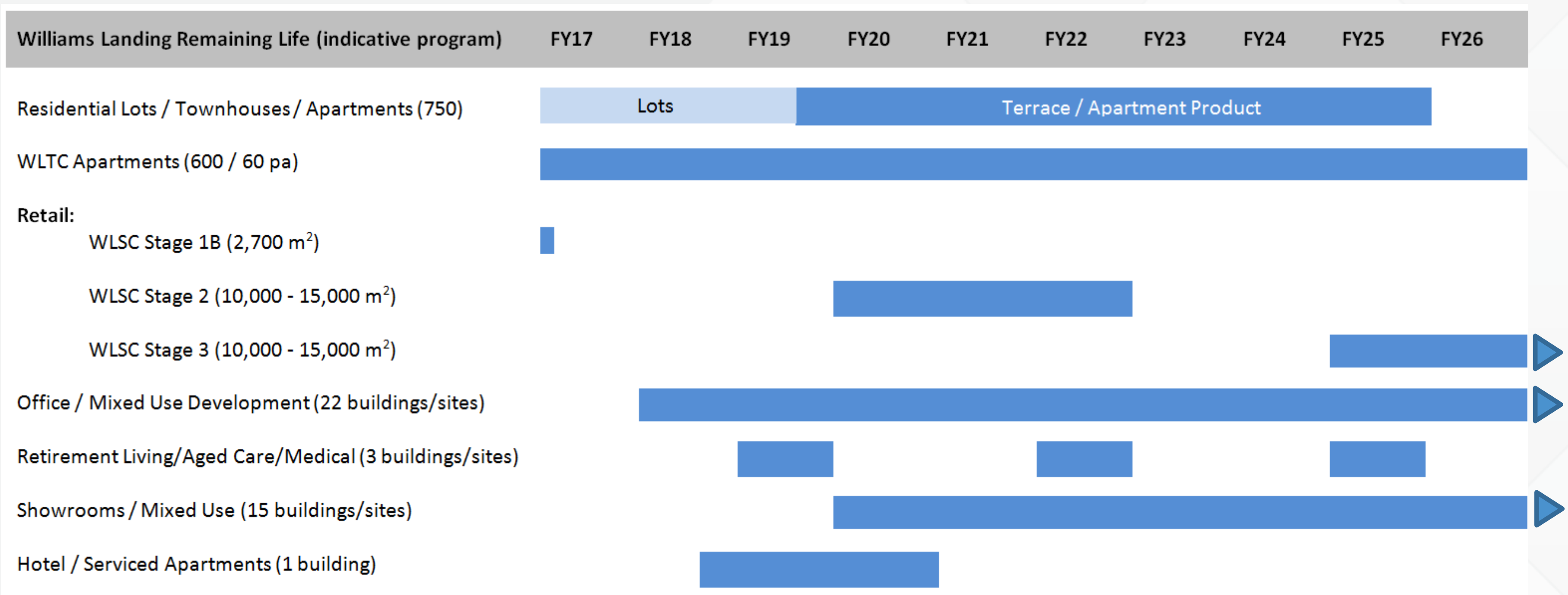


First Home Owner Grant by state

State	Amount
Western Australia (recently increased from $10,000)	$15,000
Victoria (regional areas $20,000)	$10,000
Tasmania	$20,000
South Australia	$15,000
Queensland	$20,000
Northern Territory	$26,000
New South Wales	$10,000
A.C.T	$7,000

Source: API Premium Australian Property Journal E-Brief - Friday March 03 2017

Williams Landing remaining life 2026+



Williams Landing Town Centre – indicative stages