

# Westfield Trust

## Half Year Results - 2003

**12 August 2003**



The logo for Westfield, featuring a stylized red 'W' followed by the word 'Westfield' in a red, italicized serif font.

# Agenda



- Financial Highlights
- 2003 Half Year Results Summary
- Investment Highlights
- Retail Sales Overview
- Leasing and Management Update
- Major Projects Update
- Appendices
  - Shopping Centre Portfolio (including ART Centres)
  - Capital Activities
  - Retail Sales by Centre

# Financial Highlights

## ■ DPU Growth Forecast for the 12 months

- **2003**  from 3.75% to **4.5%**
- **2004**  from 3.75% to **4.0%**

## ■ Half Year to 30 June '03

- **Net Profit after Tax**  **10.0% to \$258.3 million**
- **DPU Growth**  **4.2% to 12.22 cents**

# 2003 Half Year Result Summary



	June 2003	June 2002	% Change
<b>Net Profit</b>	\$258.3 m	\$234.8 m	+10.0%
<b>Distribution</b>	12.22 cpu	11.73 cpu	+4.2%
<b>Total Assets</b>	\$12.44 bn	\$9.22 bn	+34.9%
<b>Unitholders Equity</b>	\$6.72 bn	\$6.01 bn	+11.8%
<b>NTA per unit</b>	\$3.12	\$2.99	+4.4%
<b>Gearing</b>	37.4% -at 30 June 36.0% -after Aug asset sale	28.4%	n/a

# Investment Highlights

- Acquisition of Sydney Central Plaza (Sydney, NSW) for \$401 million
- Successful \$1.9 billion takeover of AMP Shopping Centre Trust (ART)
  - Westfield Management Limited appointed Responsible Entity on 11 August '03
- Sale of three properties to Centro Property Trust (CEP)
  - Galleria (WA) and Toombul (Qld) for \$610 million
  - Colonnades (SA) - ex ART for \$114 million (settled 8 August '03)
  - Combined profit on sale of Galleria and Toombul - \$60 million
- New \$320 million JV with Perron Group
  - WFT acquired a 50% interest in Bay City Plaza (VIC) from Perron Group for \$72.0 million
  - Perron Group acquired a 50% interest in Airport West (VIC) from WFT for \$87.7 million
  - Profit on sale of Airport West - \$3.7 million
- \$700 million redevelopment of Westfield Bondi Junction (NSW) continues on schedule
- Successful completion of the NZ \$59 million redevelopment of Westfield St Lukes (New Zealand)
- Opening of North Lakes (Qld) on 7 August '03 - \$74 million project achieving a yield of 9.5%

# Retail Sales Overview

## Total Portfolio



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### Period to 30 June 2003

	3 months	6 months	12 months
<b>AUSTRALIA<sup>1</sup></b>			
- Total Sales	A\$2.3bn	A\$4.5bn	A\$9.7bn
- % Variance	+4.5%	+4.2%	+4.5%
<b>NEW ZEALAND<sup>1</sup></b>			
- Total Sales	NZ\$0.4bn	NZ\$0.7bn	NZ\$1.5bn
- % Variance	+1.3%	+3.6%	+4.4%

1. Centre Summary – Refer Appendix

# Retail Sales Overview - Australia

## Comparable Performance



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Period to 30 June 2003

	3 months	6 months	12 months
Department Stores	+2.9%	+0.8%	-2.0%
Discount Dept. Store	+6.0%	+6.4%	+7.8%
Supermarkets	<u>+0.6%</u>	<u>+1.4%</u>	<u>+2.4%</u>
<b>Majors</b>	<b>+3.7%</b>	<b>+3.3%</b>	<b>+3.0%</b>
<b>Mini Majors</b>	<b>+5.9%</b>	<b>+6.2%</b>	<b>+7.2%</b>
<b>Cinemas</b>	<b>(0.8)%</b>	<b>+3.8%</b>	<b>+3.7%</b>
Fashion	+4.3%	+4.9%	+4.9%
Food Catering	+6.4%	+6.8%	+6.3%
Food Retail	+8.0%	+8.0%	+6.7%
Footwear	+14.2%	+14.2%	+10.2%
General Retail	-4.4%	-2.7%	+1.5%
Houseware	+8.5%	+9.6%	+11.4%
Jewellery	+8.4%	+9.5%	+9.7%
Leisure	+4.1%	+3.5%	+2.4%
Retail Services	<u>+13.9%</u>	<u>+13.2%</u>	<u>+12.5%</u>
<b>Specialties</b>	<b>+6.0%</b>	<b>+6.6%</b>	<b>+6.5%</b>
<b>TOTAL</b>	<b>+5.0%</b>	<b>+5.2%</b>	<b>+5.2%</b>

# Leasing & Management Update

## Portfolio Performance

- Record low vacancy levels at June 2003
  - < 0.5% of retail space
- 993 renewal and new lease deals completed during the 6 months
- Specialty occupancy costs across the portfolio – approx 15.5%
- Low shopping centre arrears at <0.2% of annual billings

# Completed & Current Projects

<b>Completed Projects</b>	<b>Cost \$ million</b>	<b>Actual Yield</b>	<b>Completed</b>
St Lukes <i>(Auckland)</i>	NZ 59.0	8.6%	29 May '03
North Lakes <i>(Brisbane)</i>	74.0	9.5%	7 Aug '03

<b>Current Projects</b>	<b>Estimated Cost \$ million</b>	<b>Target Yield</b>	<b>Anticipated Completion</b>
Bondi Junction <i>(Sydney)</i>	700.0	7.5 - 7.75%	Stage 1 - Dec '03 Final Stage - Mid '04

# Future Projects – Approx. \$1.8 billion

## ■ Near Term Projects A\$600 million

- The Pines (VIC)
- Doncaster (VIC)
- Innaloo (WA)
- Liverpool (NSW)
- Queensgate (NZ)
- Riccarton (NZ)
- West City (NZ)

## ■ Future Projects A\$1.2 billion

- Albany (NZ)
- Bay City Plaza (VIC)
- Carousel (WA)
- Centrepoint (NSW)
- Chermside (QLD)
- Fountaingate (VIC)
- Kotara (NSW)
- Manukau (NZ)
- Newmarket (NZ)
- North Lakes (QLD)
- Pakuranga (NZ)
- St Lukes (NZ)
- Tuggerah (NSW)

# Appendices

- Property Portfolio
- Capital Activities
- Retail Sales by Centre

# Shopping Centre Portfolio



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## Western Australia

- Booragoon (25%)
- Carousel
- Innaloo
- Karrinyup (25%)

## Queensland

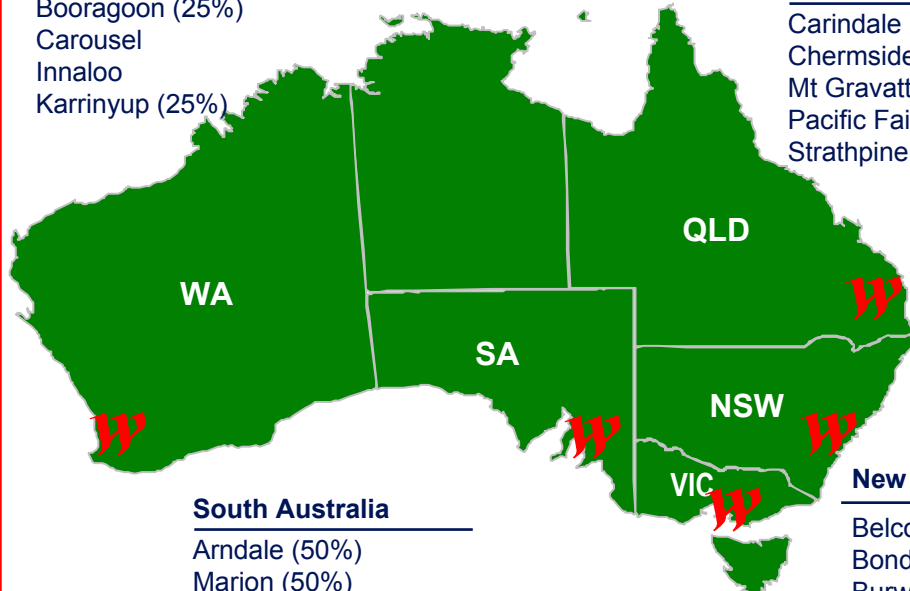
- Carindale (50%)
- Chermside
- Mt Gravatt (75%)
- Pacific Fair (44%)
- Strathpine

## AUSTRALIA

39 Centres - 2.8m sqm  
8,300 retailers

## NEW ZEALAND

12 Centres - 0.3m sqm  
1,200 retailers



## South Australia

- Arndale (50%)
- Marion (50%)
- Tea Tree Plaza (50%)

## Victoria

- Airport West (50%)
- Bay City Plaza (50%)
- Doncaster
- Fountain Gate
- Knox (30%)
- Southland (50%)
- The Pines

## New South Wales / ACT

- Belconnen (50%)
- Bondi Junction
- Burwood
- Centrepont
- Chatswood
- Figtree
- Hornsby
- Hurstville (50%)
- Kotara (100%)
- Liverpool (50%)
- Macquarie (55%)
- Miranda (50%)
- Mt Druitt (50%)
- North Lakes
- North Rocks
- Parramatta
- Sydney Central Plaza
- Tuggerah
- Warrarong
- Warringah Mall (25%)

## Auckland

- Downtown
- Glenfield
- Manukau
- Newmarket (50%)
- Shore City
- St Lukes
- Pakuranga
- WestCity



## Hamilton

- Chartwell Square

## Wellington

- Johnsonville (50%)
- Queensgate

## Christchurch

- Riccarton Mall

# Shopping Centre Revaluations

<u>Centre</u>	<u>% Interest</u>	<u>New Valuation</u> \$m	<u>Revaluation Increment</u> \$m	<u>Current Cap Rate</u> %	<u>Previous Cap Rate</u> %
Airport West	50%	87.5	3.6	8.15%	8.75%
Doncaster	100%	378.0	23.0	7.00%	7.50%
Figtree	100%	77.0	20.9	8.25%	10.50%
Southland	50%	360.0	3.8	6.75%	7.25%
<b>TOTAL</b>			<b>51.3</b>		

# Capital Activities

## ■ Equity:

- \$137.6m from the issue of 43.3m DRP units in February 2003
- \$200m from the issue of 60.6m ordinary units in April 2003

## ■ Debt:

- \$500m from the issue of 5 and 7 year MTN's in July 2003
- 'A/Stable/A-1' rating from S & P

## ■ At 30 June 2003

- 93%\* of total debt hedged at a weighted average cost (incl. margin) of 6.6%
- Weighted average remaining term of fixed debt and hedges is 6.3 years
- Interest cover is 3.7 times
- Gearing was 37.4%, now 36% following completion of asset sales to CEP

\* Incorporates the receipt of proceeds from asset sales to CEP on 1 July '03 which has been used to repay borrowings

# Interest Rate & Currency Hedging

Interest Rate Hedging	Amount A\$ millions	Weighted Avg Rate %
Dec 2003	3,893	6.40
Dec 2004	3,893	6.28
Dec 2005	3,508	6.41
Dec 2006	3,498	6.58
Dec 2007	3,073	6.40
Dec 2008	2,643	6.57
Dec 2009	2,438	6.57
Dec 2010	1,653	6.39
Dec 2011	975	6.34
Dec 2012	500	5.92

Currency Hedging	Amount NZ\$ millions	Rate
Dec 2003	101.6	1.2658
Dec 2004	117.9	1.2526
Dec 2005	117.8	1.2333
Dec 2006	95.5	1.2172
Dec 2007	34.4	1.1965

**Westfield Trust  
Centre Turnover Report  
June 2003**

	<b>Total</b>		
	<b>MAT to Jun 03</b>		<b>Qtr to Jun 03</b>
	<b>A\$M</b>	<b>% variance</b>	<b>% variance</b>
Belconnen	374.9	4.0	2.7
<b>Total ACT</b>		<b>4.0</b>	<b>2.7</b>
Bondi	n/a	n/a	n/a
Burwood	324.8	9.6	10.1
Centrepont /SCP	442.7	2.7	2.7
Chatswood	410.3	2.1	(0.2)
Figtree	135.9	11.0	10.1
Hornsby	450.7	15.9	2.6
Hurstville	317.9	5.3	9.7
Liverpool	298.5	3.5	2.1
Miranda	564.6	3.6	2.8
Mt. Druitt	257.6	0.7	2.4
North Rocks	93.1	0.3	4.2
Parramatta	543.7	2.2	2.5
Tuggerah	291.1	7.2	6.7
Warrawong	179.2	3.7	3.6
<b>Total New South Wales</b>		<b>1.7</b>	<b>2.6</b>
Carindale	471.5	9.9	8.0
Chermside	384.4	12.1	11.5
Strathpine	195.3	3.9	5.0
Toombul	206.5	2.2	3.7
<b>Total Queensland</b>		<b>8.2</b>	<b>7.8</b>
Arndale	146.9	2.9	2.6
Marion	519.1	8.0	10.3
Tea Tree	379.5	5.2	3.4
<b>Total South Australia</b>		<b>6.2</b>	<b>6.6</b>
Airport West	208.0	7.7	10.1
Doncaster	333.5	3.9	0.3
Fountain Gate	451.6	19.1	14.0
Southland	590.3	4.6	3.0
The Pines	79.6	5.9	(0.3)
<b>Total Victoria</b>		<b>8.0</b>	<b>5.7</b>
Carousel	347.1	3.5	5.6
Galleria	329.2	4.0	5.9
Innaloo	121.0	5.9	5.9
<b>Total Western Australia</b>		<b>4.1</b>	<b>5.8</b>
	<b>NZ \$M</b>		
Chartwell	98.9	6.2	4.9
Downtown	58.4	6.8	(4.5)
Glenfield	168.5	0.5	(1.9)
Johnsonville	34.8	1.9	5.3
Manukau	161.5	(6.0)	(10.5)
Pakuranga	94.2	6.1	(1.4)
Queensgate	128.8	0.6	(0.5)
Riccarton	214.1	3.6	(2.9)
Shore City	76.1	0.7	(1.5)
St Lukes	236.6	11.1	21.8
Two Double Seven	115.2	23.1	3.4
WestCity	127.4	2.9	(2.0)
<b>Total New Zealand</b>		<b>4.4</b>	<b>1.3</b>