

Westfield Group

June 2004 - Operational Review

10 August 2004

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

Agenda



- Financial Forecasts
- Recent Property Transactions
- Australia & New Zealand Update
- United Kingdom Update
- United States Update
- Appendices

Financial Forecasts



- Earnings for Westfield Trust, Westfield America Trust and Westfield Holdings for the 6 months ended 30 June 04 are expected to be in line with the Merger Explanatory Memorandum forecasts

- Distributions and dividends for the 6 months to 30 June 04 - payable 31 August 04
 - Westfield Trust 12.71 cents per unit
 - Westfield America Trust 8.70* cents per unit
 - Westfield Holdings 13.58 cents per share

- Westfield Group Forecasts
 - Remain consistent with the Merger Explanatory Memorandum
 - 12 months to June 05 \$1.03 per stapled security
 - 12 months to June 06 \$1.10 per stapled security

* Includes 0.9 cents per unit Special Distribution

Recent Property Transactions

- Since the completion of the Merger in July 04 the Group has acquired interests in more than \$1bn of property
 - Formed 4 new joint ventures totalling \$790m with Deutsche Diversified Trust
 - Whitford City (Perth), West Lakes (Adelaide), North Lakes (Brisbane), Plenty Valley (Melbourne)
 - Acquired the Skygarden shopping centre and Imperial Arcade, in Sydney's CBD for \$241m* and sold The Pines shopping centre in Melbourne for \$116 million
 - Acquired the remaining 50% interest of Newmarket in Auckland, New Zealand - including the Two Double Seven shopping centre and adjacent land for a total outlay of NZ\$189.4m
 - Acquired a 13 level office building adjacent to Century City shopping centre in Los Angeles, California for US\$82.5m*

* Refer Appendix for additional information

Retail Sales Overview

- Australia & New Zealand



Period to 30 June 2004

	3 months	6 months	12 months
AUSTRALIA¹			
- Total Sales ²	A\$2.6bn +12.1%	A\$5.0bn +11.1%	A\$10.5bn +8.6%
- Comparable Specialties	+8.0%	+7.7%	+6.5%
NEW ZEALAND¹			
- Total Sales	NZ\$0.4bn +5.7%	NZ\$0.7bn +5.6%	NZ\$1.5bn +4.7%
- Comparable Specialties	+7.5%	+6.4%	+5.1%

1. Centre Summary – Refer Appendix
2. Excludes centres not managed by Westfield

Retail Sales Overview - Australia

Comparable Performance Growth *



Period to 30 June 2004

	3 months	6 months	12 months
Department Stores	4.2%	5.6%	4.0%
Discount Dept. Store	6.0%	5.7%	4.4%
Supermarkets	2.1%	2.0%	1.8%
Majors	4.1%	4.6%	3.8%
Mini Majors	14.0%	14.4%	11.8%
Cinemas	17.7%	10.5%	7.7%
Fashion	7.5%	7.5%	5.0%
Food Catering	10.2%	11.2%	10.0%
Food Retail	5.0%	4.5%	4.5%
Footwear	0.8%	0.1%	4.8%
General Retail	7.1%	4.6%	1.0%
Homewares	15.5%	14.5%	14.4%
Jewellery	7.6%	8.0%	7.3%
Leisure	3.9%	3.4%	2.3%
Retail Services	12.5%	12.8%	11.4%
Specialties	8.0%	7.7%	6.5%
TOTAL	7.6%	7.7%	6.5%

Operating Performance*

- Australia & New Zealand



- Portfolio occupancy level continues to be in excess of 99.5%
- 1,011 renewal and new lease deals completed during the six months
- Specialty occupancy costs across the portfolio – approx 15.4%
- Low shopping centre arrears at <0.2% of annual billings

Completed & Current Projects



- Australia & New Zealand – Approx \$1.2 billion

Completed Projects	Total Cost \$ million	Actual Yield	Completed
West City (Auckland)	NZ 17	8.5%	May '04
Current Major Projects	Estimated Total Cost \$ million	Target Yield	Anticipated Completion
Bondi Junction (Sydney)	750	7.6%	Multiple stages - now open Final Stage - Q4 '04
The Pines (Melbourne) ¹	44	8.75%	Oct '04
Mt Gravatt (Brisbane)*	20 ²	8.05%	Nov '04
Helensvale (Gold Coast)*	180 ³	8.80%	End '05
Riccarton (Christchurch)	NZ 94	8.25%	Main retail - Nov '04 Cinemas - Mid '05
Queensgate (Wellington)*	NZ 150	8.50%	End '05

¹ The Pines has been sold with settlement to take place upon completion of the development

² Westfield share 75% - \$15m

³ Westfield share 50% - \$90m

* Projects commenced within six month period to 30 June 2004

Future Projects



- Australia & New Zealand - Approx \$2.0 billion*

Near term projects commencing 2nd half of 2004:

- Liverpool (NSW) - \$190m¹
- Tuggerah (NSW) - \$100m¹
- Parramatta (NSW) - \$90m¹
- Innaloo (WA) - \$50m¹
- Albany (NZ)
- Belconnen (ACT)
- Bay City Plaza (VIC)
- Carousel (WA)
- Chermside (QLD)
- Doncaster (VIC)
- Fountain Gate (VIC)
- Kotara (NSW)
- Manukau (NZ)
- Newmarket (NZ)
- North Lakes (QLD)
- Pakuranga (NZ)
- St Lukes (NZ)
- Sydney CBD (NSW)

¹ Estimated project cost

* Westfield ownership share post recent transactions - \$1.8 billion

Operating Performance

- United Kingdom



■ Retail sales

Period to 30 June 2004

	3 months	6 months	12 months
Comparable sales growth	2.7%	2.6%	2.0%

- Occupancy level continues to be in excess of 99%
- Predevelopment works at Derby progressing well for £200 million development to commence in Q4 2004
- Outline planning permission received for £140 million development at Guildford representing fourth development consent for the UK portfolio

** UK retail sales performance is as reported in the BRC-KPMG Retail Sales Monitor which monitors sales across a general basket of retail goods across the country.*

Future Projects



- United Kingdom - Approx. £920 million*

Outline planning permission received for the following projects:

- The Eagle Centre (Derby)
- The Broadmarsh Centre (Nottingham)
- The Friary (Guildford)
- Brunel Centre (Swindon)

* Westfield ownership share - £560m

Retail Sales Overview

- United States



Period to 30 June 2004

	3 months	6 months	12 months
- Total Specialty Sales	US\$1.5bn	US\$2.9bn	US\$6.5bn
- Change in Sales (psf)	+6.4%	+7.6%	+5.2%
<ul style="list-style-type: none"> • East Coast • Mid West • West Coast 	<ul style="list-style-type: none"> +7.0% +4.2% +7.3% 	<ul style="list-style-type: none"> +7.3% +5.0% +9.4% 	<ul style="list-style-type: none"> +5.1% +2.4% +7.2%

Retail Sales by Category - United States



	Period to 30 June 2004		
	3 months	6 months	12 months
Women's ready to wear	6.3%	7.1%	3.4%
Men's Fashion	5.3%	7.4%	6.4%
Unisex	5.4%	7.8%	4.2%
Jewellery	1.0%	4.7%	3.3%
Leisure:			
- Music	(0.3)%	(0.4)%	1.3%
- Electronics	12.0%	10.5%	6.5%
- Cellular phones	13.0%	12.6%	12.2%
- Books	(0.4)%	3.1%	3.2%
- Sports specialties	1.0%	(1.1)%	3.0%
Restaurant	6.9%	7.2%	7.4%
Food Court	4.1%	5.0%	3.3%
Theatres	6.1%	3.5%	3.9%

Operating Performance

- United States



- 93% of portfolio leased as at 30 June 2004
 - consistent with June 2003

- 1,369,540 square feet leased during the six months
 - Average rent on new leases = US\$43.65 psf
 - 32.7% increase over expiring leases

- Average portfolio speciality rent as at 30 June 2004 - US\$37.42 psf
 - 4.9% increase over the prior year

- Low shopping centre arrears at <0.2% of annual billings

Current Projects

- United States - Approx US \$1.2 billion



Current Major Projects	Estimated Cost US \$million	Target Yield	Anticipated Completion
Santa Anita (Los Angeles, California)	113 ¹	9.2%	Oct '04
Parkway (San Diego, California)	26	9.3%	Dec '04
Wheaton (Wheaton, Maryland)	111	9.1%	1 st qtr '05
Franklin Park (Toledo, Ohio)	112	9.1%	2 nd qtr '05
Chesterfield (St Louis, Missouri)*	71	9.1%	4 th qtr '05
Gateway (Lincoln, Nebraska)	31	9.3%	4 th qtr '05
Century City (Los Angeles, California)*	127	9.0%	2 nd qtr '06
Connecticut Post (Milford, Connecticut)*	118	9.0%	2 nd qtr '06
San Francisco (San Francisco, California)	410 ²	8.0-8.5%	4 th qtr '06

¹ Westfield share 90% - US\$102 m

² Westfield share 50% - US\$205m

* Projects commenced within six month period to 30 June 2004

Future Projects



- United States - Approx. US \$1 billion*

Near term project commencing 2nd half of 2004:

- Topanga (California) - \$230m¹
- Garden State Plaza (Paramus, New Jersey)
- Plaza Bonita (San Diego, California)
- Sarasota (Sarasota, Florida)
- Southgate (Sarasota, Florida)
- Southcenter (Seattle, Washington)
- Southpark (Cleveland, Ohio)
- UTC (San Diego, California)

1. Estimated project cost

** Westfield ownership share - US\$800 million*

Appendices



- Aerial – Sydney CBD
- Aerial – Century City, Los Angeles
- Retail Sales by Centre – Australia and New Zealand

Sydney CBD - Aerial



Century City, Los Angeles - Aerial



1801 Avenue of the Stars

Westfield Shoppingtown Century City



Westfield Trust
Centre Turnover Report - Australia
June 2004

	Total		
	MAT to June 04		QTR to June 04
	A\$M	% variance	% variance
CENTRES MANAGED BY WESTFIELD			
Belconnen	386.4	2.7	2.1
Total ACT		2.7	2.1
Bondi Junction	n.a	n.a	n.a
Burwood	346.6	6.7	4.3
Chatswood	429.7	4.7	6.1
Figtree	137.2	1.0	-0.8
Hornsby	496.5	9.8	12.4
Hurstville	335.2	5.3	0.8
Kotara	280.8	4.3	7.1
Liverpool	308.4	1.7	3.1
Miranda	597.8	6.1	5.2
Mt. Druitt	276.9	7.5	10.7
North Rocks	96.7	3.6	-0.3
Parramatta	558.3	2.6	5.4
Sydney City*	465.4	5.1	0.8
Tuggerah	309.6	6.0	5.5
Warrawong	189.3	5.9	8.5
Total New South Wales		5.3	5.3
Carindale	513.2	8.9	10.8
Chermside	422.7	9.9	11.2
Garden City	432.9	10.2	17.1
North Lakes	n.a	n.a	n.a
Strathpine	205.3	5.1	5.9
Total Queensland		9.0	11.9
Marion	593.1	14.3	16.8
Tea Tree	413.7	8.7	11.8
Total South Australia		11.9	14.7
Airport West	218.4	4.2	6.1
Bay City	182.0	4.3	6.4
Doncaster	336.3	0.8	2.9
Fountain Gate	506.0	10.8	11.0
Southland	628.9	6.5	8.6
Total Victoria		5.8	7.3
Carousel	369.6	6.3	8.4
Innaloo	127.1	5.0	6.7
Total Western Australia		6.0	8.0
CENTRES MANAGED EXTERNALLY			
Macquarie	516.0	5.6	5.1
Warringah	640.5	5.4	4.6
Pacific Fair	563.4	11.8	9.7
Knox	575.1	21.8	17.4
Borragoon	433.2	5.9	6.6
Karrinyup	309.2	2.3	2.8
* Combined Sydney Central Plaza and Centrepoint			

Westfield Trust
Centre Turnover Report - New Zealand
June 2004

	Total		
	MAT to Jun 04		QTR to Jun 04
	NZ\$M	% variance	% variance
CENTRES MANAGED BY WESTFIELD			
Chartwell	105.6	7.0	5.4
Downtown	57.1	(1.4)	8.5
Glenfield	172.9	2.6	5.5
Manukau	167.9	4.3	6.5
Pakuranga	97.8	2.4	2.7
Queensgate	134.6	4.6	5.1
Riccarton	206.8	(3.4)	(9.5)
Shore City	77.6	2.0	3.6
St Lukes	270.9	14.4	6.8
Two Double Seven	119.3	3.6	10.0
WestCity	138.4	9.0	28.5
Total New Zealand		3.2	5.0