FY21 Results

20 August 2021

Stockland

Foreshore, QLD

We acknowledge the Traditional Custodians of the land on which we meet, work and live. We pay our respects to First Nation Elders past, present and emerging and the care they have given this country. Stockland is committed to supporting organisations and individual Aboriginal and Torres Strait Islander people in a culturally appropriate manner.

Artwork created by Maurice Mickelo

Agenda

Group update	Tarun Gupta Managing Director & CEO
Financial results and capital management	Tiernan O'Rourke CFO
Commercial Property	Louise Mason Group Executive & CEO, Commercial Property
Communities	Andrew Whitson Group Executive & CEO, Communities
Summary	Tarun Gupta Managing Director & CEO

Artist impression, Affinity Place, North Sydney, NSW

Group update

Tarun Gupta

The Gables, NSW

Strong platform for growth

Vision, purpose and values	Strong culture and brand	End to end multi sector capability	Creator of connected communities	Nationally diversified large landbank	Leading ESG track record	Strong balance sheet

Our purpose	Our vision	Our values
We believe there is a better way to live	To be a great Australian real estate company that makes valuable contributions to our communities and our country	**C**ommunity **A**ccountability **R**espect **E**xcellence

83%	WGEA	>80%	Top 20
Employee Engagement	Employer of Choice	Customer Satisfaction[1]	AFR Top 100 Graduate Employer Awards

1. Across Retail shopper satisfaction, Residential, Retirement Living, Workplace, Logistics, Life Sciences & Technology.

ESG leadership – FY21 achievements

Proactive approach to long-term environmental, social and governance risks and opportunities

Environmental	Social	Governance

Launched 2030 Sustainability Strategy – Living for the Future

Environmental

Net Zero Carbon Target
brought forward to 2028

69% reduction
in emission intensity since 2006

$138m in savings
with over 50% passed on to tenants

98% waste diversion
on residential developments

Scaling Reconophalt
'low carbon' road base

Social

47% women
in management

WGEA employer of choice
for 7th year

$5.8m
in community investment and development

75%
national liveability score

93%
resident satisfaction[1]

Launched 3rd RAP

$10m
in First Nations procurement

Governance

2nd Modern Slavery statement
released

Sustained global ESG leadership

Member of Dow Jones Sustainability Indices Powered by the S&P Global CSA	**#3** Dow Jones Sustainability Index **Global Top 5 Rating** for over 10 years
MSCI ESG RATINGS AAA	**AAA** MSCI ESG Rating **Leader rating** held for 10 years
GRESB 2020	**GRESB** Green Star Rating **Top quintile** for 7 years

1. Resident satisfaction from annual Liveability Index survey.

Our performance

FFO[1]
$788m
(4.6)% on FY20

FFO[1] per security
33.1 cents
(4.6)% on FY20

NTA per security
$3.98
5.3%[2] on 30 June 2020

Distribution per security
24.6 cents
75% payout ratio

Return on equity[3]
10.3%
(120) bps on 30 June 2020

Statutory profit
$1.1bn

FY21 Highlights

- FFO at top end of guidance range
- Residential sales volumes (7,700 lots) – up 54.2% vs FY20 and with strong momentum continuing into FY22
- Comparable MAT growth up 2.3%[4] vs pre COVID-19 levels, with occupancy and leasing spreads both improving over 2H and 96% rent collection for FY21 (vs 1H 87%)
- Retirement Living delivered strongest ever[5] established sales for portfolio – settlements up 22.3% on a like for like basis
- Executing on our $5.5bn[6] Logistics, Life Sciences & Technology development pipeline, with several key leasing, planning and construction milestones reached over FY21
- Strong capital position, with gearing of 21.4% and $2.2bn of available liquidity
- Halcyon transaction (post balance date) accelerates land lease strategy and is immediately accretive to FFO

1. Funds from operations (FFO) and adjusted funds from operations (AFFO) are determined with reference to the PCA guidelines.
2. Compared to 30 June 2020 NTA per security of $3.78.
3. Return on equity accumulates individual business return on assets and adjusts for cash interest paid and average drawn debt for the 12 month period ended 30 June 2021. Excludes Residential Communities workout projects.
4. Compared to pre COVID-19, 12 months to February 2020.
5. Comparable sales adjusted for historical asset sales.
6. Forecast value on completion.

COVID-19 decisive and proactive response

Stockland continues to adapt to protect our people and business	
Safety and wellbeing	• Safety and wellbeing of tenants, customers, contractors and our teams remains #1 priority • COVIDSafe operational plans active across assets as Government restrictions and lockdowns continue in 2021 • 'Hub and Home' hybrid working model in place for employees with ongoing focus on personal wellbeing
Industry and government engagement	• Proactive engagement continues, working closely with government and industry to manage the safe and efficient operation of construction sites across key markets in Melbourne and Sydney • Continued provision of space at assets for temporary testing clinics
Capital management and financial health	• Maintained strong available liquidity of $2.2bn
Tenant support	• Engagement continues with tenants as State governments re-institute regulatory regime to support impacted small to medium enterprises
Releases and production levels	• Production levels will be guided by customer demand and restrictions imposed on civil infrastructure and construction works, in line with State government guidelines • Monitoring pressure on supply chains as extended lockdowns impact access to goods and skilled labour
Customer experience	• Innovation, digital and data capability driving online Communities business enquiry and improved retail customer experiences

Financial results and capital management

Tiernan O'Rourke

Amberton Beach, WA

Capital position

At 30 June 2021

Gearing

21.4%

At the low end of target range of 20-30%

Investment grade credit ratings

A-/A3 Stable outlook

S&P / Moody's

Operating cashflow

$1.0bn

For FY21

Weighted average cost of debt

3.7%

For FY21

Available liquidity (cash and undrawn facilities)

$2.2bn

Weighted average cost of debt

3.5%

Expected for FY22

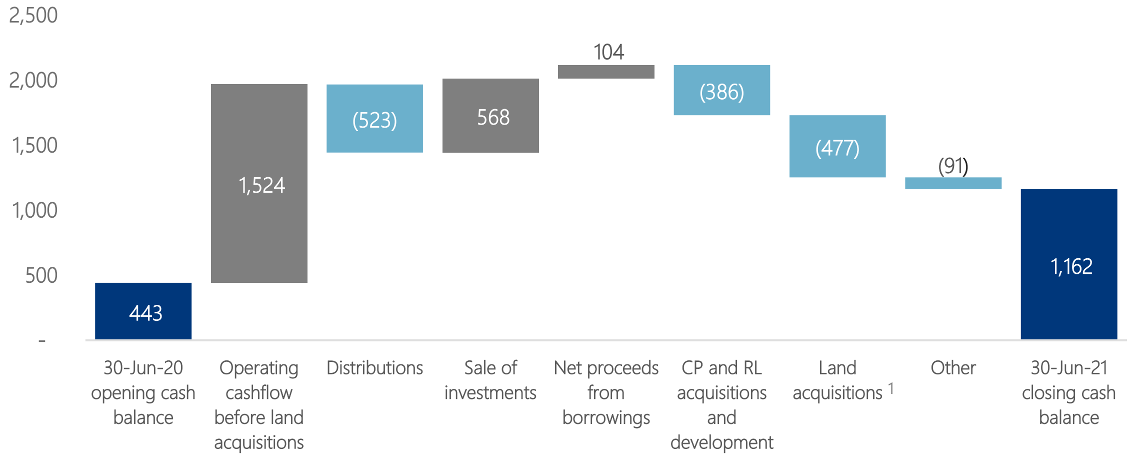
Weighted average debt maturity

5.3 years

- Significant headroom in financial metrics under debt documentation
- Continued broad access to global capital markets

Strong operating cashflows

$m



$m	FY21	FY20
Operating cashflow before land acquisitions	1,524	1,436
Includes residential cashflows as follows		
Sales and other revenue	1,859	1,887
Current year stage costs	(282)	(240)
Future stage infrastructure costs	(446)	(457)
SG&A and other costs	(209)	(193)
Total	922	997

Focused cashflow management

- Distribution covered by strong operating cashflows
- FY21 distribution of 24.6 cps reflecting a payout ratio of 75% and our continued focus on retaining capital for growth
- Completed $584m of non-core divestments including $495m[2] Retail Town Centres and $89m Retirement Living villages
- 80% of land acquired on capital efficient terms

Debt collection update

- 97%[3] of FY21 rent collected across the portfolio (96% retail, 99% logistics and 98% workplace), after abatements
- Close to 100% of FY21 tenant rental support negotiations completed
- $9m charge to FFO for ECL and abatements during FY21
- Monitoring impact of new round of Government regulations supporting impacted small to medium enterprises in early FY22

1. Includes Residential and Logistics projects.
2. Includes the settlement of transactions previously announced in FY20 results disclosures.
3. At 31 July 2021.

Funds from operations

FFO reflects:

- Strong debt recovery in Commercial Property, Workplace & Logistics income-producing acquisitions and completed developments offset in part by non-core disposals
- Strong underlying results in Residential, marginally below last year due to lower transaction profit contributions
- Increased overheads due to increased insurance premiums, investment in technology, and controlled cost increases to drive growth

$m	FY21	FY20	Change	Comparable growth[1]
Logistics	164	160	2.5%	1.0%
Workplace	60	54	11.1%	1.0%
Retail Town Centres	363	343	5.8%	5.6%
Commercial Property net overheads	(29)	(20)	45.0%	
Commercial Property	558	537	3.9%	3.9%
Residential Communities	331	372	(10.9)%	
Retirement Living	54	58	(6.9)%	
Unallocated corporate overheads	(69)	(56)	(23.7)%	
Net interest expense	(86)	(86)	0.8%	
Total	788	825	(4.6)%	
FFO per security	33.1	34.7	(4.6)%	
Distribution per security	24.6	24.1	2.1%	

1. Includes comparable assets excluding acquisitions, divestments and assets under development.

Statutory profit to FFO and AFFO reconciliation

The table below shows the reconciliation of statutory profit to FFO and AFFO with reference to the definitions outlined in the Property Council of Australia (PCA) white paper "Voluntary best practice guidelines for disclosing FFO and AFFO"

$m		FY21	FY20	Change
PCA reference	Statutory profit	1,105	(21)	5,515.2%
	Adjusted for:			
D1/D4	Amortisation of lease incentives and lease fees	92	89	
D5	Straight-line rent	1	(3)	
A3/A4	Net change in fair value of Commercial investment property[1]	(433)	452	
A3/A4	Net unrealised change in fair value of Retirement Living investment properties and obligation	92	130	
F2	Unrealised DMF revenue	(46)	(29)	
C2	Net loss/(gain) on financial instruments	(63)	109	
F2	Net loss/(gain) on other financial assets	(1)	4	
A1/A2	Net loss/(gain) on sale of other non-current assets	18	(20)	
A6	Net reversal of impairment of inventories	(5)	-	
B1	Impairment of Retirement Living goodwill	-	38	
E	Tax (benefit)/expense (non-cash)[2]	(27)	45	
F2	One-off costs[3]	55	31	
G	Funds from operations (FFO)	788	825	(4.6)%
G2	Maintenance capital expenditure[4]	(61)	(32)	
G3	Incentives and leasing costs for the accounting period[5]	(76)	(57)	
	Adjusted funds from operations (AFFO)	651	736	(11.6)%
	AFFO per security	27.3	31.0	(11.9)%

1. Includes Stockland's share of revaluation movements relating to properties held through joint venture entities (FY21: $17m gain; FY20: $44m gain), and fair value unwinding of ground leases recognised under AASB 16 (FY21: $1m; FY20: $1m).
2. The Group has accumulated tax losses of $1.4bn and as a result does not have any near-term material income tax expense that will be settled in cash.
3. Gross of tax benefits of $17m (FY20:$9m), other one-off costs reflect the impact of the IFRIC agenda decision on SaaS costs and provisions for expected onerous contract costs. Prior year also includes costs associated with the delay of SAP systems go-live and restructuring costs. To be classified as a one-off, these costs were assessed to be highly unlikely to reoccur in future years.
4. Includes $6m (FY20: $6m) Retirement Living maintenance capital expenditure.
5. Excludes assets under construction.

Commercial Property

Louise Mason

Year in review

Strong portfolio performance with comparable FFO growth of

3.9%[1]

Portfolio rebalancing continued with $635m further divestment of non-core Retail Town Centres, including the above book value sale of Bundaberg (QLD), anticipated settlement September 2021

Growth of Workplace and Logistics capital allocation to

32%

Construction underway at M_Park (NSW) with agreements for lease with data and life sciences tenants executed

Authority approvals for Workplace developments at Affinity Place (NSW) and Piccadilly (NSW) progressing well

Portfolio resilience underlined by rent collection at

97%[2]

Retail portfolio occupancy of

99.1%[3]

Total retail sales growth at

3.1%[4]

compared to pre-pandemic

1. Includes comparable assets excluding acquisitions, divestments and assets under development.
2. Net of abatements, at 31 July 2021.
3. Occupancy across the stable portfolio (92% by value) based on signed leases and agreements at 30 June 2021.
4. FY21 growth on the 12 months to February 2020.

Commercial Property

Operating metrics

Key metrics	Asset value[1]	Portfolio weighting at 30 June 2021	FFO	FFO comparable growth[2]	Occupancy	WALE[4]
Retail Town Centres	$5,486m	38%	$363m	5.6%	99.1%[3]	5.3 yrs
Workplace	$1,011m	7%	$60m	1.0%	91.7%	2.5 yrs
Logistics	$3,397m	25%	$164m	1.0%	98.0%	4.6 yrs
Total	$9,894m	70%	$587m[5]	3.9%		

$9.9bn
Asset value[1]

25%
Logistics portfolio weighting

3.9%
Comparable FFO[2]

1. Excludes WIP and sundry properties.
2. Includes comparable assets excluding acquisitions, divestments and assets under development.
3. Occupancy reflects stable assets for the period. This calculation is based on signed leases at 30 June 2021.
4. Weighted average lease expiry.
5. Excludes Commercial Property net overheads of $(29)m.

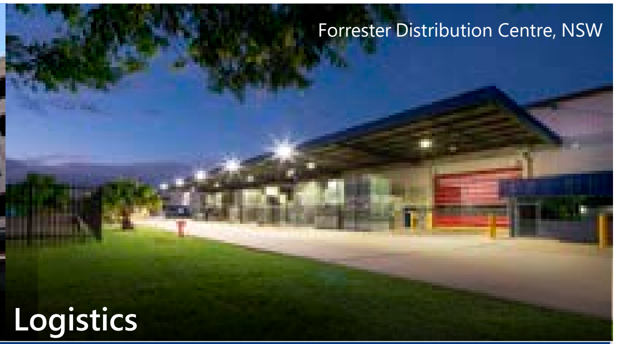
Commercial Property

Valuation results

Net valuation increase of

$432m[1]

With 99%[2] of assets independently revalued in FY21[3]



FY21[4]	**$(82)m, (1.4)%**	**$(31)m, (3.0)%**	**$545m, 19.1%**
Cap rates	Unchanged at 6.1%	Firmed by 20 basis points to 5.6%	Firmed by 60[5] basis points to 4.8%
Drivers	2H21 valuations stabilised in line with an improvement in leasing and retailer sentiment	Movement reflects a fall in net income and higher letting up allowances/incentives due to pandemic uncertainty	Uplift driven predominantly by capitalisation rate compression as well as moderate rental growth

1. Excludes WIP, sundry properties and stapling adjustment for owner-occupied space.
2. By value.
3. The external valuers have indicated that their retail valuations are subject to material uncertainty on a forward-looking basis. They have certified that their valuations were appropriate on the valuation date of 30 June 2021 but do state that due to the current market uncertainty the valuations may change materially after that date as new information comes to light.
4. Represents net valuation change for 12 months to June 2021.
5. Represent six months movement to December 2020, full year movement to June 2020 firmed by 90 basis points.

Logistics, Life Sciences & Technology

Portfolio quality

- Portfolio growth from 15% to 25% of Stockland capital allocation over 5 years
- Comparable FFO growth of 1.0%
- Leasing demand strong with over 400,000 sqm leased
- Delivered 53,700 sqm of new logistics assets, with a combined value of $111m

$3.4bn
Asset value[1]

408,984 sqm
Leased/HOA[2]

	FY21	FY20
FFO	$164m	$160m
Asset value[1]	$3,397m	$2,859m
Leased area	310,652 sqm	423,579 sqm
Leases under HOA[3,4]	98,332 sqm	63,694 sqm
Average rental growth on new leases and renewals	1.3%[6]	0.7%[7]
Portfolio occupancy[3,5]	98.0%	96.3%
Portfolio WALE[3,5]	4.6 yrs	5.2 yrs

1. Excludes WIP and sundry properties.
2. Reflects retained and new tenants, executed leases & HOA.
3. At 30 June 2021.
4. Represents 100% interest.
5. By income.
6. Excluding a single deal at Forrester Distribution Centre (NSW), rebased to market rent.
7. Excludes material lease renewal at Optus Centre, Macquarie Park (NSW).

Logistics, Life Sciences & Technology

Scaling through development

Master planning

$2.8bn[1]

Restocking opportunity

- Altona Industrial Estate (VIC)
- M_Park Stage 2 (NSW)
- Melbourne Business Park future stages (VIC)

Progressed planning

$1.0bn[1]

Detailed planning

- Melbourne Business Park (VIC) – Lot 45[2]
- Kemps Creek (NSW)
- Willawong Distribution Centre (QLD) Stage 3-5
- Willawong Joint Venture Project (QLD)
- Leakes Road, Truganina (VIC)[3]
- Cranbourne West (VIC)[3]

Active development

$1.7bn[1]

Projects currently under development

- Melbourne Business Park (VIC)
- Gregory Hills Industrial Estate (NSW)
- Leppington Business Park (NSW)
- M_Park (NSW) Stage 1 Buildings A, B, C & D

Projects ready to start developing

- Silica Street Industrial Park, Carole Park (QLD)
- Yatala Distribution Centre (QLD)
- Yatala 77 Darlington Drive (QLD)

Total $5.5bn[1]

development pipeline

Yatala Distribution Centre, QLD

1. Forecast value on completion.
2. Construction to commence immediately following settlement and depending on approvals, is targeted for completion by April 2022.
3. Under conditional contracts to acquire. Will be acquired and held as part of the joint venture arrangements with the fund managed by JP Morgan Asset Management.

Retail Town Centres

Resilient performance

- Specialty occupancy cost 14.9%[1]
- Leasing activity returned to pre-pandemic levels, with 683[2] deals completed in FY21
- Negative rent reversion of (6.1)%, improved on the (7.8)% reported at 1H21
- 67%[3] tenant retention reflecting increasing retailer confidence
- Shopper satisfaction score of 81%[4]
- Incentives lower at 12.6 months[5]

Leasing
115,000 sqm[2]

Occupancy
99.1%[6]

Shopper satisfaction
81%[4]

		FY21	FY20
Occupancy[6]		99.1%	99.0%
WALE[7,8]		5.3 yrs	5.7 yrs
Specialty retail leasing activity[9]			
Tenant retention[3]		67%	61%
Total lease deals[2]		683	523
Specialty occupancy cost ratio[1]		14.9%	15.5%
Average rental growth on lease deals[10]		(6.1)%	(6.0)%
		2H21 – (5.4)%	2H20 – (7.7)%
Renewals:	number, area	357 / 54,695 sqm	225 / 26,682 sqm
	rental growth[10]	(5.5)%	(2.9)%
New leases:	number, area	220 / 29,071 sqm	193 / 25,630 sqm
	rental growth[10]	(7.1)%	(9.5)%
	incentives: months[5]	12.6	12.9

1. Occupancy cost reflects stable assets, adjusted to reflect tenants trading more than 24 months.
2. Includes stable, unstable and project leasing.
3. Adjusted for operational centre remixes and reconfiguration as well as retailers subject to administration.
4. Based on Stockland 'always on' shopper satisfaction survey, representing the proportion of shoppers that rated their satisfaction with Stockland as a score of 6-10 (on a 0-10 satisfaction rating scale).
5. Represents the contributions made towards the retailers' fit outs, expressed in equivalent months of net rent.
6. Occupancy across the stable portfolio based on signed leases and agreements at 30 June 2021.
7. Assumes all leases terminate at earlier of expiry / option date.
8. By area.
9. Metrics relate to stable assets unless otherwise stated.
10. Rental growth on an annualised basis.

Retail Town Centres

Strong sales performance

- Comparable specialty sales of $9,799 sqm[1], 8% above the Urbis benchmark[2]
- Comparable MAT growth of 2.3% on the twelve months preceding COVID-19 to February 2020
- Comparable non-discretionary MAT has experienced strong growth of 6.8% on February 2020
- Pro-actively managing current lockdowns with provisioning based on past outcomes, and resilience of sales with 75% essential goods and services

Essential retail sales

75%

Total MAT growth[3]

3.1%

To 30 June 2021	Total portfolio[4]			Comparable centres[5]		
Retail sales by category	**MAT $m**	**MAT growth**	**MAT growth pre COVID-19 (Feb 20)**	**MAT growth**	**MAT growth pre COVID-19 (Feb 20)**	**2H21 growth (on 2H19)**
Total	5,936	6.4%	3.1%	6.2%	2.3%	2.4%
Specialties	1,875	11.7%	2.3%	11.1%	1.6%	2.4%
Supermarkets	2,101	4.4%	7.0%	3.9%	6.0%	6.1%
DDS/DS	902	13.0%	13.9%	13.7%	14.6%	15.3%
Mini majors	799	20.1%	24.6%	20.1%	23.0%	26.5%

To 30 June 2021	Total portfolio[4]			Comparable centres[5]		
Specialty sales by category	**MAT $m**	**MAT growth**	**MAT growth Pre COVID-19 (Feb 20)**	**MAT growth**	**MAT growth pre COVID (Feb 20)**	**2H21 growth (on 2H19)**
Apparel	467	19.9%	4.0%	20.2%	4.4%	5.9%
Food catering	336	7.8%	(4.6)%	7.2%	(5.5)%	0.9%
Homewares	74	17.2%	15.4%	14.7%	12.9%	8.4%
Retail services	280	22.1%	10.2%	21.0%	8.8%	16.5%

1. Comparable centres, excludes divestments and development centres and adjusted for stores trading less than 12 months.
2. Urbis Double DDS Sub-regional Shopping Centre benchmark, pre-COVID-19 benchmarks.
3. Compared to pre COVID-19, 12 months to February 2020.
4. Sales data includes all Stockland managed retail assets, including joint venture assets.
5. Comparable basket of assets as per SCCA guidelines, which excludes assets which have been redeveloped within the past 24 months.

Workplace

Strong platform for future growth

- Stable FFO growth of 1.0% through FY21 despite impact of COVID-19
- Rental growth on new leases and renewals of 5.8%
- Portfolio WALE of 2.5 years to support the development pipeline, with less than 13% of leases expiring in FY22
- 98% rent collected in FY21[1]

Artist impression, Piccadilly, Sydney, NSW

4
assets

$1.0bn
portfolio value[2]

7%
portfolio weighting

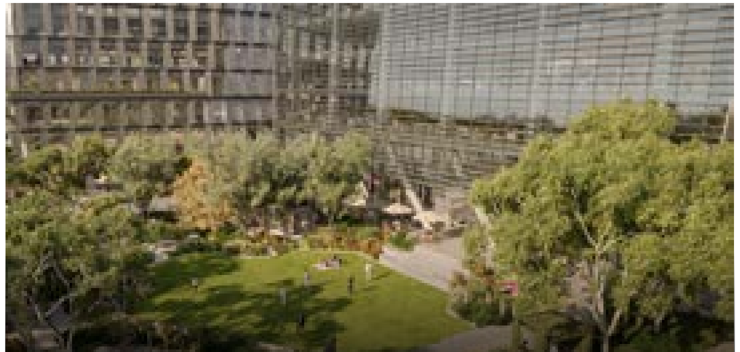
$3.9bn
development pipeline[3]

	FY21	FY20
FFO	$60m	$54m
Asset value	$1,011m	$1,038m
Leases executed	8,556 sqm	14,177 sqm
Leases under HOA[4]	713 sqm	578 sqm
Average rental growth on new leases and renewals	5.8%	18.6%
Portfolio occupancy[4,5]	91.7%	93.6%
Portfolio WALE[4,5]	2.5 yrs	3.2 yrs

1. At 31 July 2021, net of COVID-19 abatements.
2. Excludes WIP and sundry properties.
3. Forecast value on completion.
4. At 30 June 2021.
5. By income.

Key developments progressing

M_Park, Affinity Place and Piccadilly



Artist impression M_Park, NSW

Artist impression M_Park, NSW

Artist impression Affinity Place, North Sydney NSW

Future of workplace

- Humanising design
- Health and wellbeing
- Community and belonging
- Collaboration and innovation

M_Park (NSW) – Stage 1

- Commenced construction
- $600m end value[1]
- 60%[2] pre-commitment tenants
  - Johnson & Johnson Medical
  - Wise Medical
  - Multinational data centre operator

Affinity Place (NSW)

- Development Application approval expected late 2021

Piccadilly (NSW)

- Unanimous support from City of Sydney Council to submit planning proposal to NSW Government for assessment

1. Expected value on completion, subject to planning approval and market conditions.
2. By lettable area.

Commercial Property

Strategy delivery

Logistics

- Quality portfolio, strong valuation uplift
- Roll out of $3.2bn[1,2] pipeline
- Future masterplanning opportunities

Workplace

- Strong progress on authority approvals for $3.9bn[1] development pipeline
- Market opportunity to deliver physically and digitally designed precincts with a focus on people and the future way of working

Retail Town Centres

- Resilient essentials driving strong sales growth
- Proven repositioning and placemaking
- Omnichannel focus

Technology and Life Sciences

- M_Park (NSW) innovation precinct dedicated to whole-of-business and whole-of-life health
  - $600m[1] M_Park (NSW) Stage 1 under construction, est. completion 2024
  - Lodgement of $1.7bn[1] M_Park (NSW) Stage 2[3] masterplan – six buildings, est. 2024-2029 construction[4]

1. Forecast value on completion.
2. Developments commenced or progressed planning.
3. Interest held under a binding put and call option deed.
4. Subject to completion of the acquisition on exercise of the put/call option.

Communities

Andrew Whitson

Providence, QLD

Year in review

Growing and reshaping the communities business

Residential

Continued outperformance in MPC

- Strong result with ~54.2% growth in net sales and ~19.8% growth in settlements
- Significant early cycle restocking with ~14,000 lots acquired since outbreak of the pandemic
- Strong customer demand for affordable MPC product expected to continue over FY22
- Well positioned to capitalise with 77,000[1] lot landbank, skewed to the Eastern Seaboard

Retirement Living

Record established sales

- Strongest established sales on record with settlements growth of 22.3% on FY20
- Continued increase in customer preferences towards safety and wellbeing
- Strength of established housing market to continue to support customer demand
- Explore solutions to reduce capital allocation over time

Land Lease

Acceleration in scale of business

- Successful entry into land lease with the launch of Aura (QLD) and Minta (VIC)
- Organic pipeline growth of ~1,000 lots to ~4,000 over the last six months
- Halcyon acquisition increasing total portfolio to 7,800 sites
- Opportunity to introduce third party capital as the portfolio grows

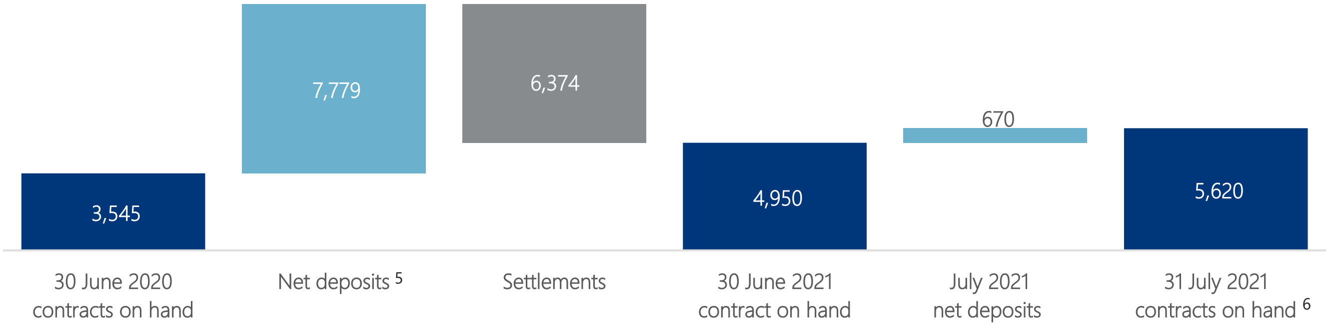
1. Includes ~2,000 lots under due diligence.

Residential

Strong result reflects competitive advantage in MPC

- 6,374[1] settlements was 19.8% above FY20 with default rates in line with historical averages over 2H21
- Result demonstrates the strength of the Stockland brand as customers display an ongoing preference for low density MPC
- FFO of $331m reflects a decline of (10.9)% on FY20, or an increase of 20.5% excluding one-off transaction profits[2]
- Operating profit margin of 18.0%[3] impacted by earlier disposal of non-core superlots and higher WA settlement volumes than expected
- Strategic early cycle restocking of 11,900 lots over FY21, including the acquisition of 1,300 lots[4] in VIC and a 450 lot consolidation at The Gables[4] (NSW) over 4Q21

Increase in contracts on hand



$331m
FFO

(10.9)%
FFO growth

$319m **20.5%**
FFO and growth excluding transaction profits[2]

6,374
Total lots settled[1]

19.8%
Increase on FY20

18.0%
Operating profit margin

18.9%
ROA

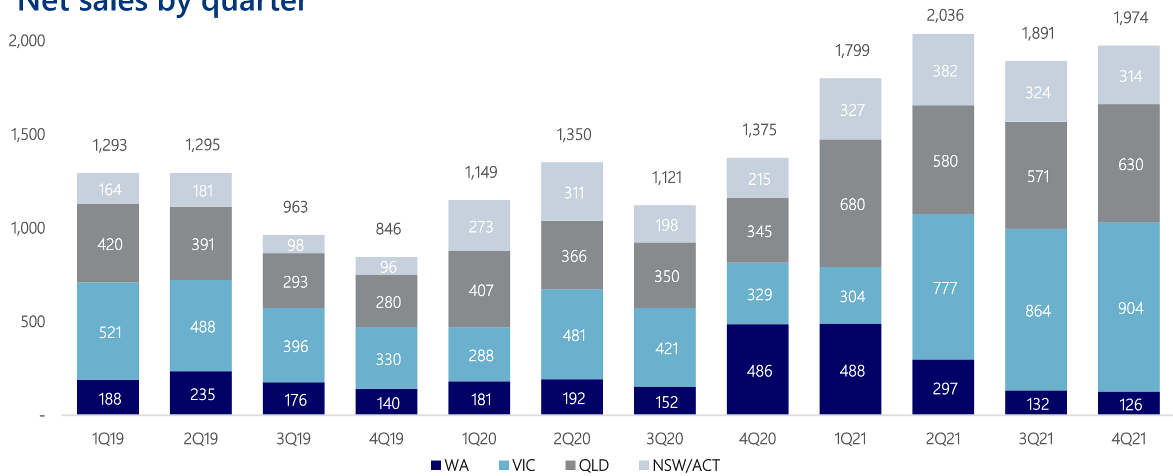
1. Includes 1,777 settlements under joint venture/project development agreements (FY20: 1,341).
2. FY21 FFO includes $12m balance of transaction profits from the sale of The Grove (VIC), FY20 transaction profits of $107m from The Grove (VIC), Merrylands Court (NSW) and the capital partnering transaction at Aura (QLD).
3. Compared to prior guidance of approximately 19.0%.
4. Includes acquisitions and exchange of contracts subject to planning approvals and finalisation of due diligence.
5. Includes 79 sales acquired from the acquisition of Providence (QLD).
6. Excludes July 2021 settlements.

Residential

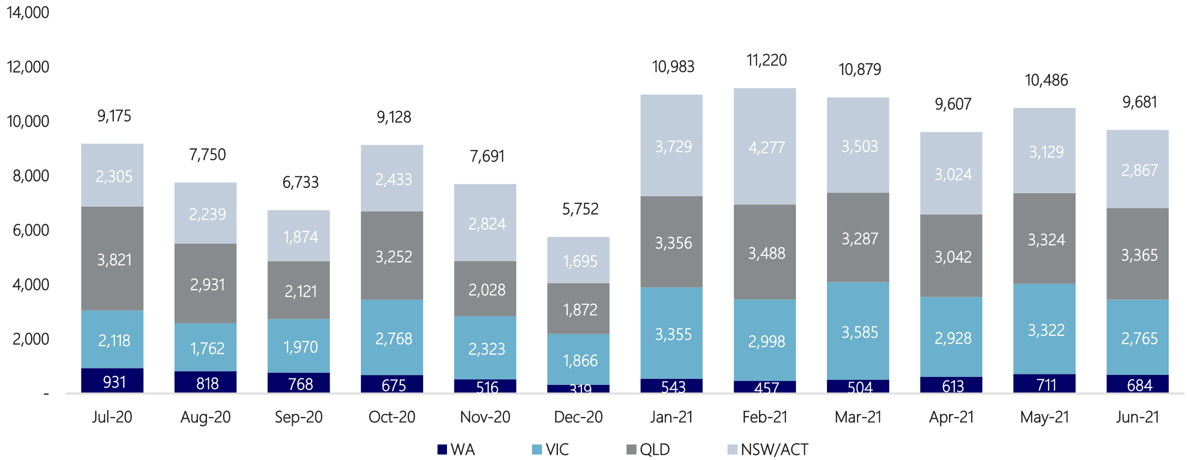
Demand for MPC to remain strong over FY22

- FY21 net sales of 7,700[1] reflects a 54.2% increase on FY20
- Enquiries remain strong despite the roll-off of HomeBuilder stimulus
- Strong customer demand for affordable MPC product continues with 20%[2] of customers willing to live further from CBDs
- Continue to leverage our end-to-end virtual sales process and visualisation tools to capitalise on 58,000 new leads generated online
- Good FY22 earnings visibility, with 4,600 contracts on hand due to settle at average price points ~10% above FY21
- FY22 target operating profit margin[3] of ~18% and around 6,400 settlements[2] with a skew to 2H21
- Statutory approval timing and construction industry shutdowns resulting in the deferral of 600 settlements into FY23

Net sales by quarter



Monthly enquiries

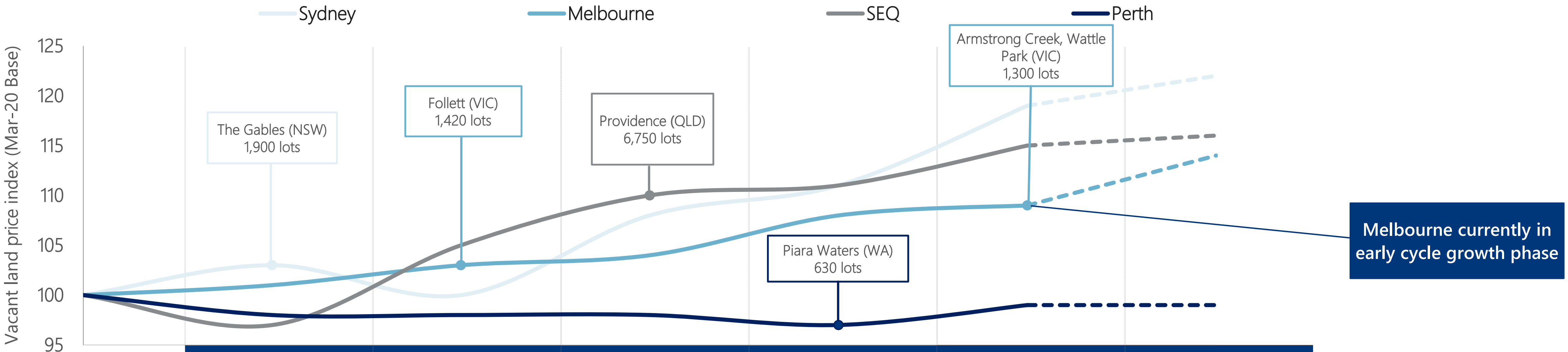


1. Excludes 79 sales acquired from the acquisition of Providence (QLD).
2. Stockland Customer Insights Research.
3. Subject to no significant disruption to construction activities due to COVID-19 related lockdowns through FY22.

Residential

Significant early cycle restocking to underpin future margins

~14,000 lots acquired in early phase of COVID-19 recovery cycle



	4Q20	1Q21	2Q21	3Q21	4Q21	Totals
Sydney	1,900	-	550	-	450[1]	2,900
Melbourne	-	1,420	500	300	1,300[1]	3,520
SEQ	-	-	6,750	-	-	6,750
Perth	-	-	-	630	-	630
Total (lots)	1,900	1,420	7,800	930	1,750	13,800

80% acquisitions on capital efficient terms

~14,000 lots acquired since March 2020

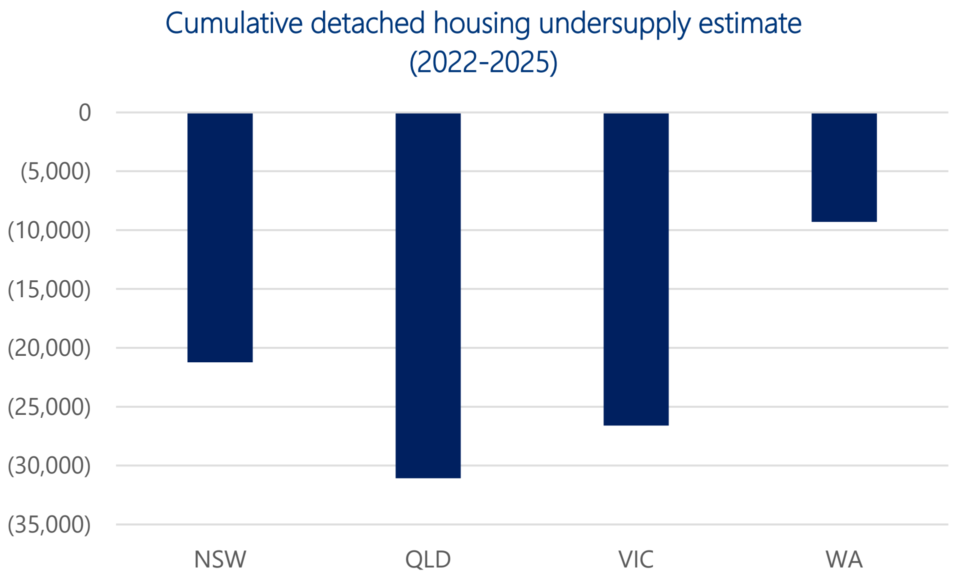
1. Includes acquisitions and exchange of contracts subject to planning approvals and finalisation of due diligence.

Source: NLS (Research4). Indexed weighted average price growth for SEQ, Melbourne and Perth corridors, and capital city price growth for Sydney.

Residential

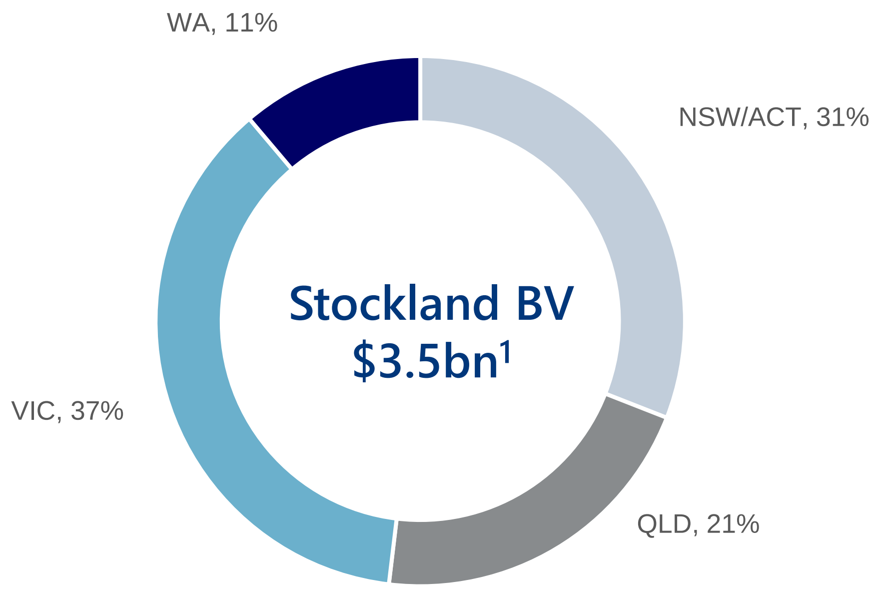
Uniquely positioned to undersupplied markets

Undersupply to drive land market relative outperformance



- Significant vacant land market undersupply forecast across Greater Sydney, SEQ and Greater Melbourne
- 96% of lots acquired since the outbreak of the pandemic located on the Eastern Seaboard

Landbank skew to Eastern Seaboard markets



- Competitive advantage reflected in scale and location of our ~77,000[1] lot landbank, a key driver of relative outperformance
- Embedded margins in landbank with average age of ~9.9 yrs

1. Includes ~2,000 lots still under due diligence.

Residential

Fundamentals to remain strong across the Eastern Seaboard

FY22 market outlook[1]

State	Price	Volumes	Market commentary
NSW	↑	↔	• Strong demand for low density MPC product to continue • Chronic undersupply of available land to place a ceiling on volumes with price growth to continue • Potential for further construction closures may restrict market production and volumes
VIC	↑	↑	• Currently early in the cycle post lagged volume and price growth recovery relative to other states • Significant pent-up demand and relative affordability to Sydney to drive volume and price growth outperformance
QLD	↑	↔	• Continued strong demand post further decentralisation of the workforce and increased relative affordability to other Eastern Seaboard major cities • Acute undersupply of available land to constrain volumes with price growth to continue
WA	↑	↓	• Moderation in sales volumes from cyclical highs post roll-off of the strongest stimulus in the country • Expect price increases over 2H22 in response to continued established market strength which is currently reflected in the tightest rental market nationally

Providence, QLD

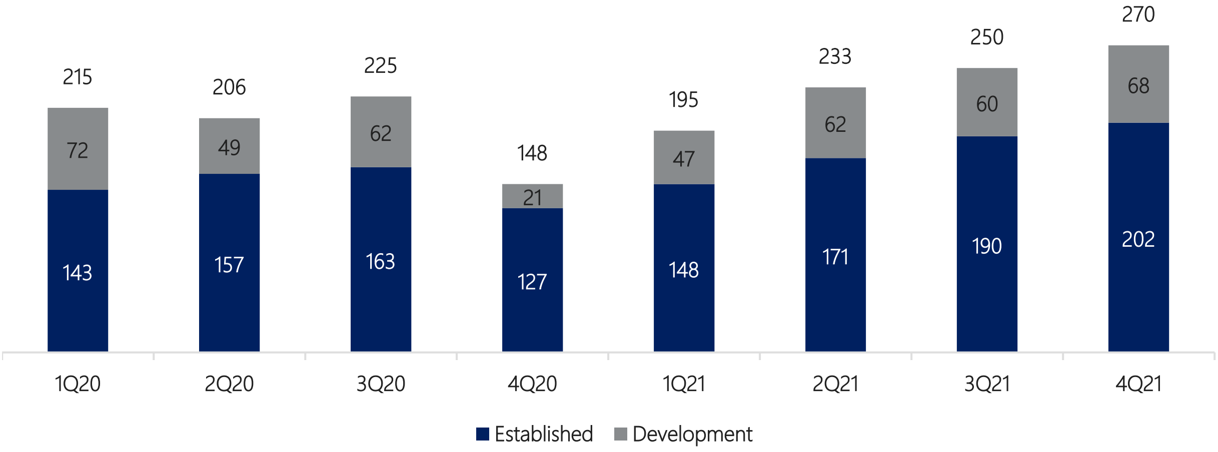
1. Current market conditions remain challenging with ongoing lockdowns and community transmission of COVID-19. All forward-looking statements including FY22 earnings guidance are provided on the basis that the vaccination roll-out continues COVID-19 restrictions ease toward the end of CY21.

Retirement Living

Record established sales driven by increasing customer demand

- Record[1] established sales of 711 and strong growth in settlements of 22.3%
- Result reflects the continued increase in customer preferences towards safety and wellbeing and the strength of the established housing market
- Decline in FFO reflects reduced development settlement volumes due to pipeline timing ahead of future brownfield opportunities
- Incremental profit from village disposals to drive FFO growth of ~$30m in FY22
- Explore solutions to reduce capital allocation over time

Net sales by quarter



690
Established units settled[2]

22.3%
On FY20[2]

$54m
FFO

(6.9)%
On FY20

6.9%
Increase in established contracts on hand

5.4%
ROA

1. Comparable sales adjusted for historical asset sales.
2. Includes no withheld settlements (FY20: 6).

Land Lease

Differentiated over 50's product offering and business model

Typical development project

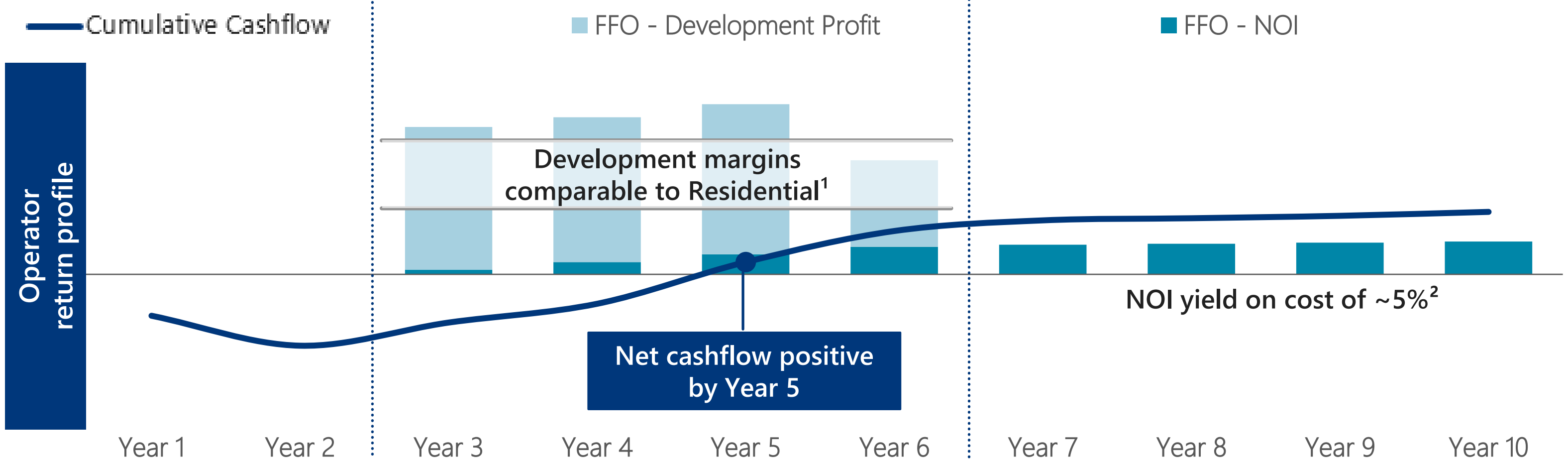
Planning & development phase | Rental income phase - stabilised

Operator and customer journey

Operator	Operator	Homeowner	Operator	Homeowner
Acquires land, commences planning & design	Sells relocatable home for development return	Buys, owns and maintains relocatable home	Retains land and community facilities for high quality cashflow	Pays weekly land rent to enjoy unique customer experience

Differentiated model to Retirement Living

- Attracts younger retirees with lifestyle aspirations
- Simple customer proposition
- Government rental support



Devt returns + high quality recurring income

- Development operating profit margins comparable to Residential, >15% greenfield, >10% in development
- Cashflow positive during development
- High quality recurring income, growth of 3.0-3.5% p.a.

1. Operating profit margin comprises sales revenue less cost of goods sold (excludes land costs & community facility development costs).
2. NOI yield on cost = net operating income / residual land value (land cost + community facility development costs).

Land Lease

Acceleration in ramp-up of land lease

Successful entry into land lease business

- Successful launch of Aura (QLD) and Minta (VIC) in 2H21
- Stockland pipeline increase of ~1,000 lots to ~4,000 over the last six months driven by:
  - Incremental yield from existing projects
  - Acquisition of sites at Coffs Harbour (NSW)[1] and Armstrong Creek (VIC), and MPC acquisition in Tarneit (VIC)

Halcyon acquisition driving growth and value accretion

- Acquired market leading, fully integrated platform
- Driven significant increase in total portfolio scale
- Established sites delivering high quality recurring income, with material activity in development and further pipeline in planning

Growth in scale and activity


Artist impression, Halcyon Glades, QLD


Artist impression, Halcyon Waters, QLD

	Stockland	Halcyon	Combined
Total established	-	1,500	1,500
Total development	4,000	2,300	6,300
In development	400	1,200	1,600
In planning	3,600	1,100	4,700
Total portfolio	4,000	3,800	7,800

1. Acquisition finalisation subject to planning approvals.

Land Lease

Combined portfolio activity to grow beyond FY22

- Good earnings visibility with ~340 contracts on hand including 55 sales secured in July 2021
- Targeting ~300 settlements in FY22, with Halcyon contributions to grow from ~250 in FY22 to ~350 p.a. over the medium term
- Combined portfolio to generate ~600 settlements p.a. within three years, with significant project launches in FY23-24 to drive longer term volumes

Artist impression, Halcyon Lakeside, QLD

Artist impression, Halcyon Greens, QLD

	Community	Remaining sites	FY22	FY23	FY24	FY25	FY26	FY27+
In development	Halcyon Greens (QLD)	200						
	Halcyon Rise (QLD)	300						
	B by Halcyon (QLD)	300						
	Halcyon Bayside (QLD)	380						
	Stockland Aura (QLD)	240						
	Stockland Minta (VIC)	180						
	Subtotal in development	1,600						
In planning launch dates	FY23	1,200						
	FY24	2,150						
	FY25	400						
	FY26+	950						
	Subtotal in planning	4,700						
	Total pipeline	6,300						

Significant ramp-up in project launches over FY23-24

* Shaded areas represent transition from project launch to settlements. In planning developments subject to DA approval.

Outlook

Tarun Gupta

Stockland

Highlands, VIC

Highlands, VIC

Focus on future opportunities

- Strategic review underway anticipated completion by end 2021
- Well positioned to capitalise on key trends:
  - Shift in consumer preferences toward suburban living
  - Continued growth in institutional demand for real property assets
  - Technological change driving both customer and investor demand across core and emerging real estate sectors
- ~$33bn[1] development pipeline provides visibility of future development profits and creation of high quality investment product
- Acceleration of third party capital partnerships - increasing assets under management and recurring earnings
- Ability to leverage scale and quality of existing landbank including mixed use opportunities to leverage longer term urbanisation trends
- Optimisation of capital allocation across the portfolio

1. Total development pipeline, includes projects in early planning stages, projects with planning approval and projects under construction across both Commercial Property and Communities.

Optimise Stockland capital allocation

Unlock $33bn[1] development pipeline

EXPAND THIRD PARTY CAPITAL

LOGISTICS, LIFE SCIENCES & TECHONOLOGY	WORKPLACE	RETAIL TOWN CENTRES	RESIDENTIAL	LAND LEASE	RETIREMENT LIVING
Accelerate development of core $5.5bn[2] pipeline	Create workplaces of the future	Resilient portfolio, sales 75% essential goods and services	Market leading residential developer in masterplanned communities (MPC)	High growth sector with demographic tailwinds	Improved performance
Continue to expand platform and diversity of offerings	$3.9bn[2] pipeline with approvals progressing	Mixed use opportunities	$21bn[2] development pipeline	Leverage competitive strengths in MPC	Strong residential market tailwinds
	Expand platform, depth of capability and exposure	Increasing investor interest in essentials retail	Active restocking in growth markets	Introduce third party capital as $3bn[2] pipeline drives growth	Explore third party capital solutions

OPTIMISE STOCKLAND CAPITAL ALLOCATION

1. Total development pipeline, includes projects in early planning stages, projects with planning approval and projects under construction across both Commercial Property and Communities Business.
2. Forecast value on completion.

FY22 outlook

- Strategic review to be completed late 2021
- Strong residential sales momentum into FY22, production constraints may defer settlements into FY23
- COVID-19 trading restrictions increase near term uncertainty for retail portfolio. 2H21 performance indicates capacity for rapid recovery as restrictions ease
- Continue to investigate opportunities to rebalance portfolio

- End to end capabilities to accelerate delivery of $33bn[1] development pipeline
- Invest to build capability as asset creator across target sectors and in capital partnering - new CIO Justin Louis appointed to commence late 2021
- Continue strong track record in ESG

Guidance[2]

FY22 estimated **FFO per security forecast** in the range of **34.6 to 35.6** cents

Distribution per security forecast to be within our target payout ratio of **75% to 85%** of FFO

Current market conditions remain challenging with ongoing lockdowns and community transmission of COVID-19. All forward looking statements including FY22 earnings guidance are provided on the basis that the vaccination roll out continues and COVID-19 restrictions ease towards the end of CY21 and are underpinned by the following business assumptions:

- Residential settlement around **6,400** lots
- Residential operating profit margin **~18%**
- Land lease communities delivering **300** sites in FY22
- Recent average rent collection trends returning towards the end of CY21

1. Total development pipeline, includes projects in early planning stages, projects with planning approval and projects under construction across both Commercial Property and Communities.
2. All forward-looking statements are subject to no material change in market conditions; including the level of community transmission, the impact of restrictions including state border closures, lockdowns and other impacts from COVID-19 on the economy, broader community and business performance.

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Important Notice