Annual General Meeting
November 2015

FY15 RESULTS OVERVIEW

Continued strong momentum

- Strong uplift in FY15 operating profit[1] after tax to $38.5m, up 22%
- Strong underlying business performance
  - Revenue up 22% from FY14 with 3,266 lots settled
  - EBITDA[2] up 25% to $92.4m
  - Improvement in EBITDA[2] margin to 26%
  - Improvement in ROCE[3] to 13.8% from 11.0%
- Improvement in capital position
  - Strong operating cash flows of $113m
  - Covenant gearing[4] reduced to 23.8%
- Fully franked final dividend of 3cps, bringing total FY15 dividend to 4.5cps, fully franked

Notes:
1. Operating profit is a non-IFRS measure that is determined to present the ongoing activities of the Group in a way that reflects its operating performance. Operating profit includes the effects of non-cash movements in investments in associates and joint ventures. Operating profit excludes unrealised fair value gains/(losses) arising from the effect of revaluing assets and liabilities and adjustments for realised transactions outside the core ongoing business activities.
2. Pre write-downs and includes effects of non-cash movements in investments in associates and joint ventures
3. Return on Capital Employed (ROCE) = EBIT (pre write-down) / (average net debt + average total equity)
4. (Total interest bearing liabilities (including land vendor liabilities) less cash) / (Total assets adjusted for market value of inventory less cash, less intangible assets). Excludes syndicates consolidated under AASB10

KEY HIGHLIGHTS FOR FY15

GROWTH AND POSITIONING

- Peet moved to 100% ownership of CIC post CIC share buyback
- Selective acquisitions of land holdings to restock pipeline, predominantly through funds platform
  - Acquired interests in seven new projects comprising more than 4,000 lots/dwellings with GDV[1] of circa $1 billion
  - Average acquisition price per lot of approximately $30,000
- Continued focus on wholesale relationships to pursue further growth opportunities
- Pipeline of approximately 47,000 lots geographically spread and balanced between Development, Funds Management and JVs
- Sale of Greenvale for $93.1m in August 2015, significantly above market adjusted NTA
- New Tarneit (VIC) retail land syndicate successfully completed

CASH FLOW

- Business in strong cash generating position
- Developments to be self funded through operating cash flows going forward
- Strong FY15 net operating cash flow of $113.3m
- Cash interest cover up strongly to 4 times

CAPITAL MANAGEMENT

- Gearing at lower end of target range of 20 - 30%
- Net debt of $177m - down 31% on FY14 ($257m)
- Cash and available facilities of $127.4m as at 30 June 2015

Notes:
1. Gross Development Value

IMPROVING FINANCIAL PERFORMANCE

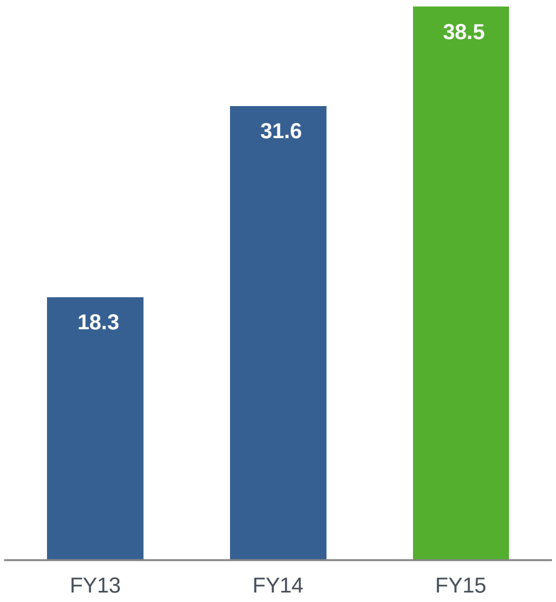
Growth in earnings via improvement in margins and ROCE

» Operating profit[1] after tax up 110% since FY13 representing a CAGR[2] of 45%, boosted by acquisition of CIC

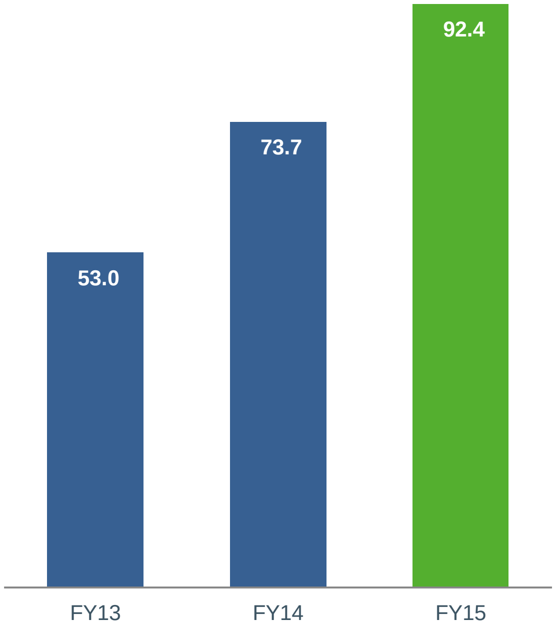
» EBITDA[3] CAGR of 32% since FY13, helped by improving margins

- Ongoing EBITDA[3] margin improvement to be driven by improved gross margin through net price growth, cost efficiencies and greater impact of high margin projects

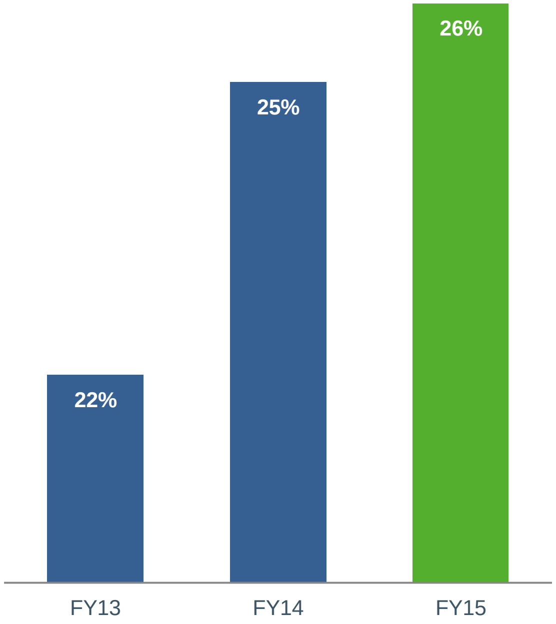
OPERATING PROFIT[1] AFTER TAX ($M)



EBITDA[3] ($M)



EBITDA[3] MARGIN



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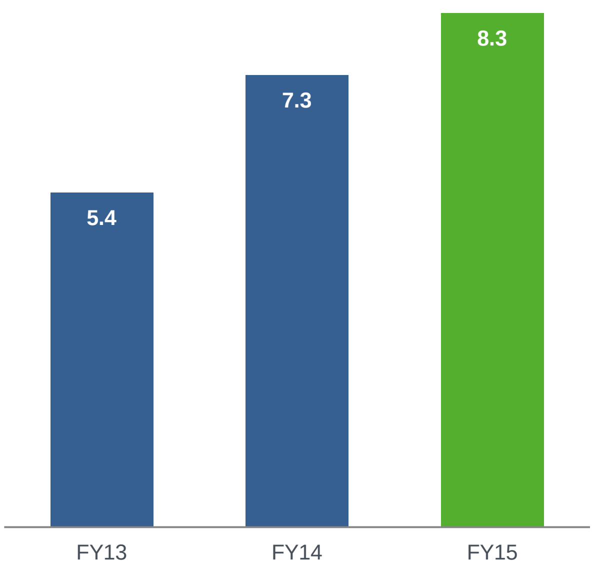
2 CAGR = Compounded Annual Growth Rate
3 Pre write-downs and includes effects of non-cash movements in investments in associates and joint ventures

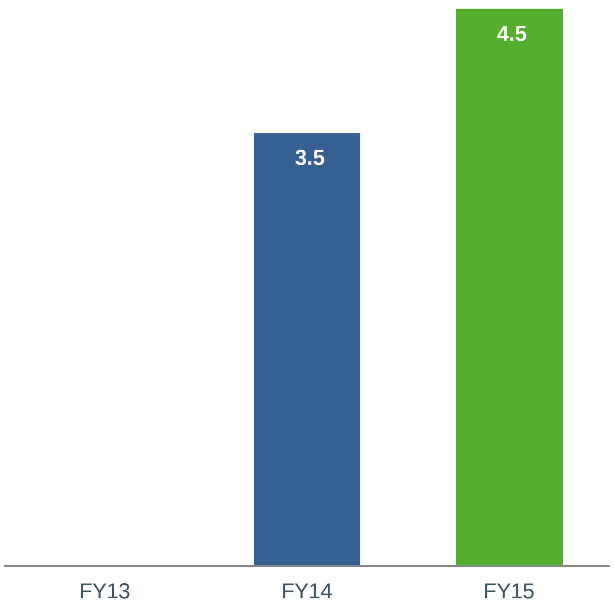
FOCUS ON DRIVING SHAREHOLDER RETURNS

OPERATING EPS (CPS)



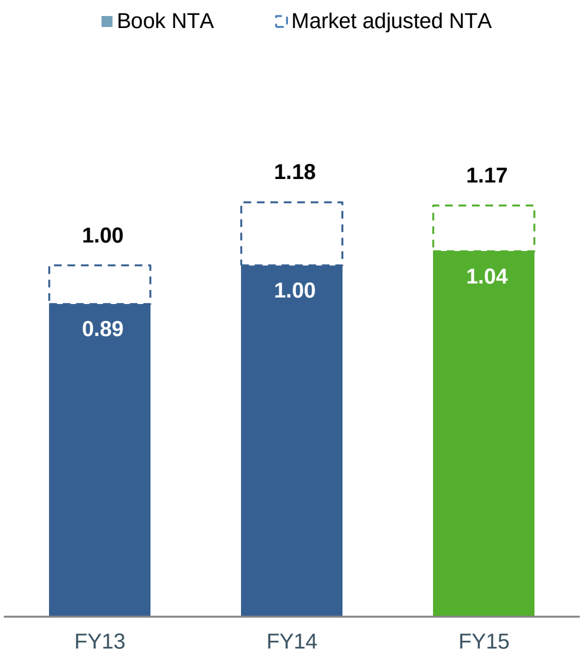
- EPS CAGR of 24% since FY13
- Increase of 14% from FY14 includes $51m capital raise in November 2014

DPS (CPS)



- FY15 DPS of 4.5cps, fully franked
- Representing a payout ratio of 54% of operating EPS
- Target payout ratio of 50% going forward

NTA PER SHARE ($)



- 4% increase in book NTA per share from FY14
- Market adjusted NTA[1] per share includes bank-instructed independent valuations on development assets only
- Does not include value for Funds Management business or value uplift of co-investment stakes in funds and JVs

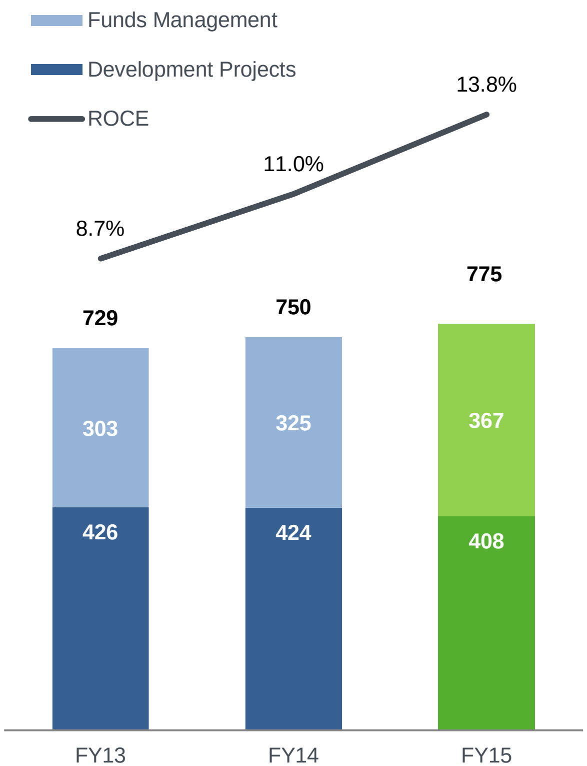
Notes:
1 Market adjusted NTA is based on independent bank-instructed mortgage valuations, adjusted for development costs and settlements post valuation date

CAPITAL MANAGEMENT

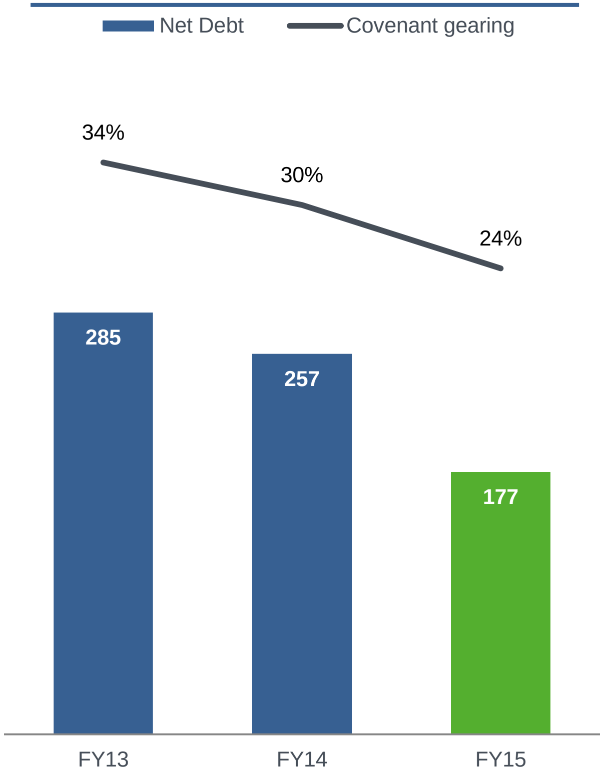
Significant improvement in capital position

- Increase in ROCE[1] to 13.8%
  - Increase in ROCE[1] through increasing use of capital efficient structures
  - Improved underlying earnings performance
- Reduction in covenant gearing of ~10% from FY13
  - At lower end of target gearing range of 20 – 30%
  - Declining cost of debt with further reductions expected
  - Significant strengthening of cash interest coverage to 4.0x

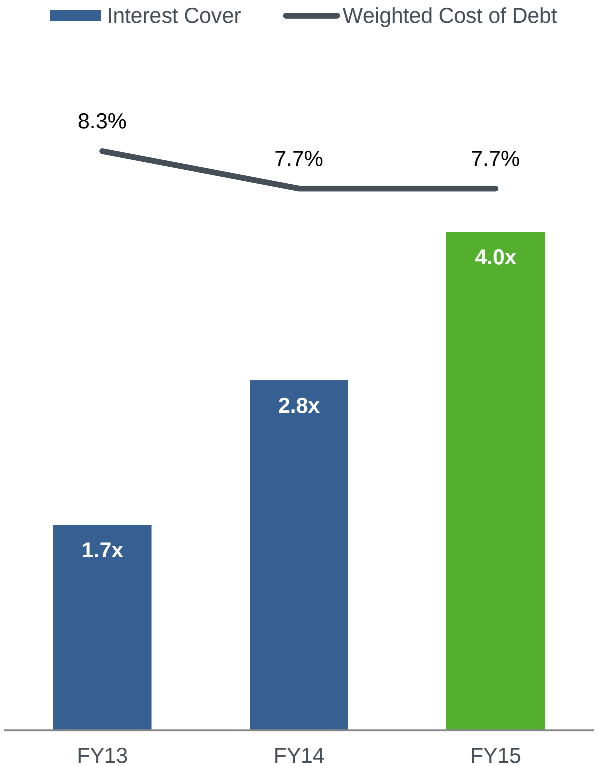
CAPITAL EMPLOYED ($M)[2] AND ROCE[1]



NET DEBT ($M) AND COVENANT GEARING[3]



INTEREST COVER AND CASH COST OF DEBT



Notes:
1 Return on Capital Employed (ROCE) = EBIT (pre write-down) / (average net debt + average total equity)
2 Development projects and Funds Management/JV only
3 (Total interest bearing liabilities (including land vendor liabilities) less cash) / (Total assets adjusted for market value of inventory less cash, less intangible assets). Excluding syndicates consolidated under AASB10

Operational update

GROUP UPDATE

Sales momentum remains solid

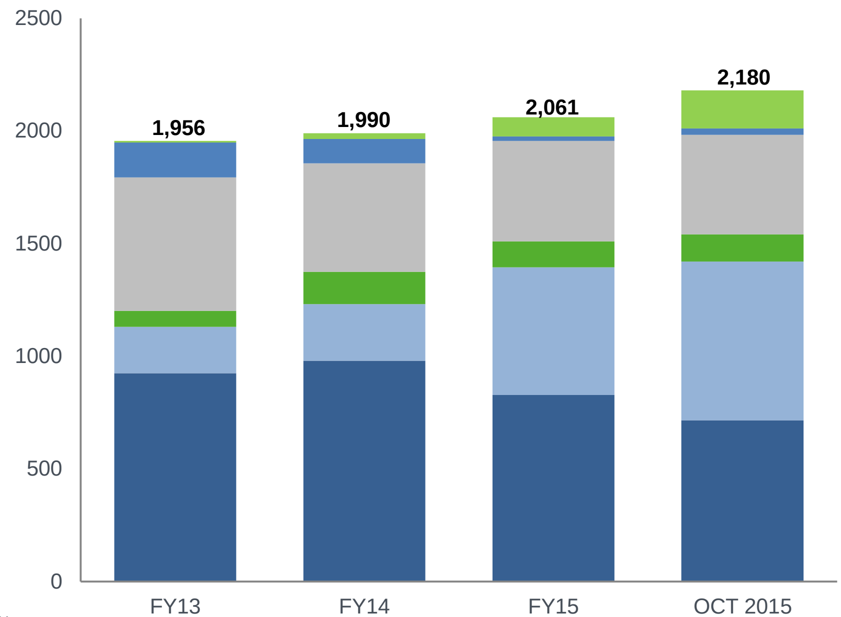
- ✓ Operating performance tracking in line with expectations
  - » Residential sales continue to be robust in most key corridors
    - Reduced sales performance in certain Perth corridors has been offset by continued strong performance across east coast projects
  - » Seven projects to commence development and sales in FY16
    - Three projects commenced selling during 1H16 with a further four projects expected to commence 2H16
  - » Value of contracts on hand increased to $482m as at 31 October 2015 – up 9% since year end
- ✓ Improving margins following stronger market conditions and price growth from east coast projects
- ✓ Funds Management earnings expected to be higher in FY16
  - » Performance fees expected to improve in FY16 due to stronger performance of Victorian projects
- ✓ Existing development pipeline can be funded from operating cash flow
- ✓ Return on capital expected to increase

CONTRACTS ON HAND

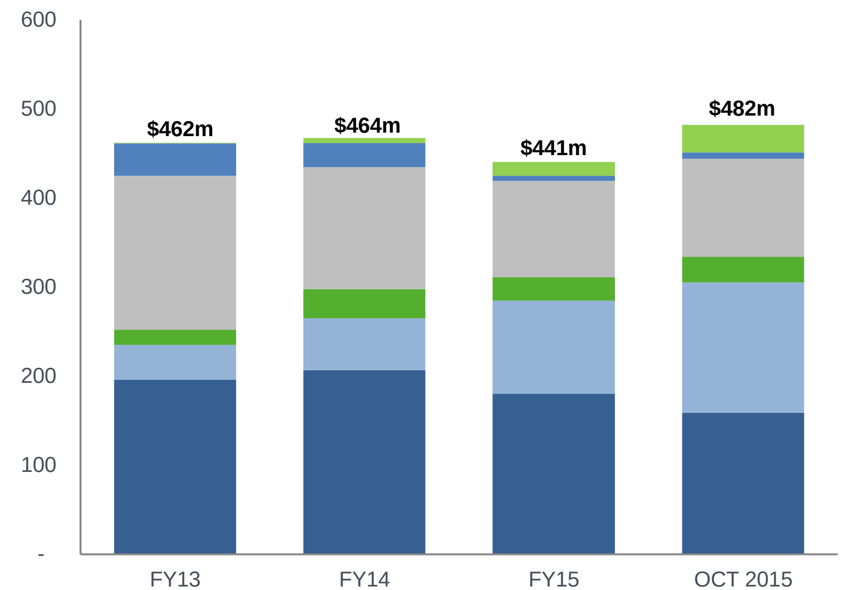
Contracts on hand[1,2] up 6% since 30 June 2015 to 2,180 lots

- » Increase driven by continuing strong east coast market conditions
- » Value of contracts on hand[1,2] up 9%

CONTRACTS ON HAND BY GEOGRAPHY (LOTS)[1,2]



CONTRACTS ON HAND BY GEOGRAPHY (VALUE)[1,2]



WA VIC QLD NSW/ACT NT SA

Notes:
1. Includes equivalent lots
2. Excludes Arena englobo sale of $93.1m

KEY PROJECTS - FLAGSTONE CITY, QLD

- Flagstone is a 1,245 hectare greenfield master planned community situated in a key South East Queensland Growth corridor 38 km South West of Brisbane's CBD
- Joint Venture with MTAA Super with over 12,000 dwellings
- Flagstone City will become home to 30,000 people, with retail, commercial, education & childcare, recreation, health, sporting and community infrastructure
- Existing Flagstone Rise community, of approximately 4,000 residents, providing education, childcare and retail amenity

KEY PROJECTS - FLAGSTONE CITY, QLD

SUMMARY INFORMATION – IN PROGRESS

Acquisition Date	June 2011
Location	Greater Flagstone, Logan
Project Value (Incl. GST)	\$3,230m
Total Lots[1]	12,000+
Lots Remaining	12,000+
Expected Settlement Period	FY17 – FY41
Ownership Structure	50% Peet Limited; 50% MTAA Super
Price Range	\$130,000 - \$240,000
Lot Size Range	$250m^2 – 720m^2$

- Environmental approvals for the entire development site in place
- Government catalyst funding to assist with start-up infrastructure funding
  - Preliminary construction works of bridge over the interstate railway line to access the core site area underway
- Development approvals in place for the first phase of development being 714 residential lots and 34 commercial lots
- First sales expected to occur in early 2016

Artists impression

Notes:
1 Includes equivalent lots

KEY PROJECTS - ASTON, VIC

SUMMARY INFORMATION – IN PROGRESS

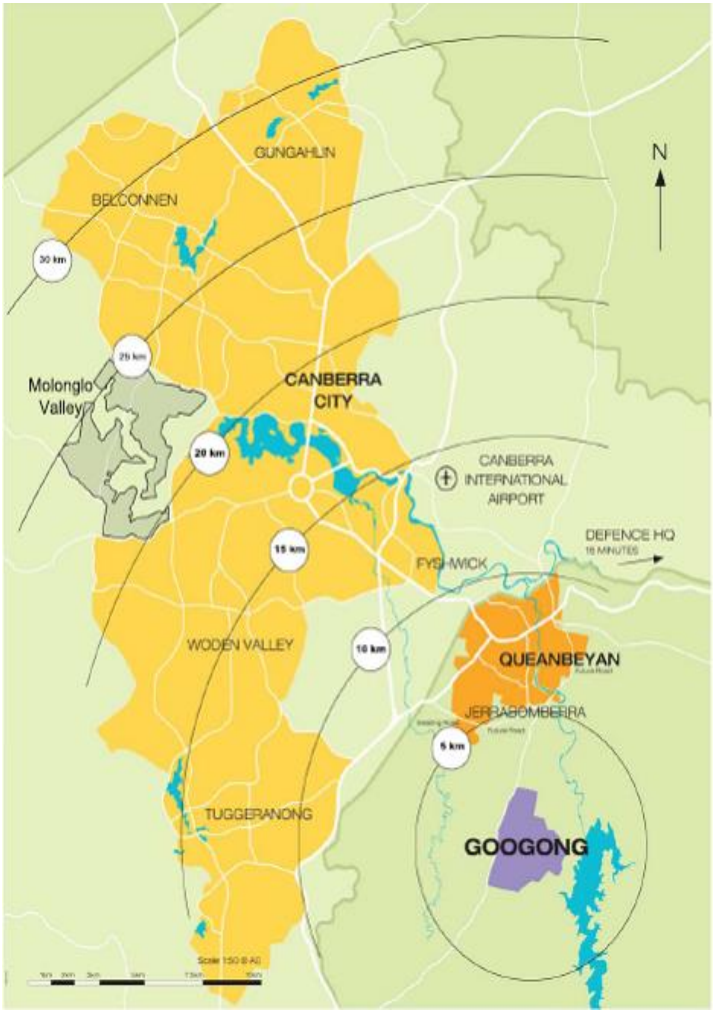
Acquisition Date	2002
Location	Craigieburn, Victoria
Project Value (Incl. GST)	$595m
Total Lots[1]	2,479
Lots Remaining	1,733
Expected Settlement Period	FY12 – FY24
Ownership Structure	100% Peet Limited
Price Range	$197,000 - $252,000

- Aston is a 200 hectare greenfield master planned community located 32 km north of the Melbourne CBD
- The community will accommodate approximately 2,500 lots along with a range of amenities, including a Neighbourhood Activity Centre, a State Government secondary school, 8 hectares of sporting fields and 12 hectares of waterways and parklands.
- Aston was launched to the market in June 2011 and since that time, the first sixteen stages have been developed
- Several adjoining land holdings were acquired to supplement the existing Aston development, resulting in the addition of 62 hectares

Notes:
1 Includes equivalent lots

KEY PROJECTS - GOOGONG

- Googong is a 780 hectare greenfield master planned community situated 16 km from Canberra CBD
- The community will accommodate approximately 6,500 homes, three schools, community and childcare facilities, two local Neighbourhood Centres, a Major Town Centre and 30 hectares of sporting facilities linked by 200 hectares of open space
- Joint Venture with Mirvac



KEY PROJECTS - GOOGONG

SUMMARY INFORMATION – IN PROGRESS

Acquisition Date	June 2010
Location	Queanbeyan, NSW/ACT
Project Value (Incl. GST)	$1,700m
Total Lots[1]	6,000
Lots Remaining	5,084
Expected Settlement Period	FY12 – FY33
Ownership Structure	50% CIC Australia; 50% Mirvac Group
Price Range	$100,000 - $460,000

- Project development commenced May 2012 with approximately 1,000 sales achieved to date
- In excess of 300 sales achieved during FY15 with approximately 200 homes now occupied
- 5 stages now completed with a further 4 stages commencing development

Notes:
1 Includes equivalent lots

KEY PROJECTS - LIGHTSVIEW

- Located 8km North East of the Adelaide CBD, it has become a highly sort after medium to high density suburb outselling all comparable developments in Adelaide
- Highly innovative infill Joint Venture project with SA Government
- Project will deliver over 2,100 dwellings within 100 hectares including a town centre, retail, community facilities and extensive high quality built form

Photo – Quality Landscaping

KEY PROJECTS - LIGHTSVIEW

» Approximately 35% of the project comprises houses and apartments designed in-house and sold as packaged housing

» 2014 National UDIA award winner for Best Master Planned Community and "Best of the Best" Presidents Award

SUMMARY INFORMATION – IN PROGRESS

Acquisition Date	June 2010
Location	Northgate, SA
Project Value (Incl. GST)	$157m
Total Lots[1]	2,185
Lots Remaining	851
Expected Settlement Period	June 2019
Ownership Structure	Joint Venture – Renewal SA
Price Range	$63,000 - $485,000

Artist Impression – in-house apartment design

Notes:
1 Includes equivalent lots

NEW PROJECTS IN FY16 - FY18

Pipeline of approximately 47,000 lots providing visibility of future earnings

- Up to 12 new projects expected to commence development within the next 2-3 years
  - More than 85% of the lots in these projects sit within the Funds Management business
  - Represents approximately 40% of existing pipeline
  - Average project duration of 7 years providing visibility of future earnings and cash flows
- Over 80% of entire land bank is expected to be in development by end of FY17
- Land portfolio well balanced across key growth corridors

FY16 - FY18 PROJECT RELEASE SCHEDULE

Project	State	Segment	First Sales	Lots[1]	Project Life (Years)
Botanic Village	VIC	Funds	2016	783	6yrs
Flagstone City	QLD	Funds	2016	12,000+	25yrs+
Greenlea	WA	Owned	2016	430	3yrs
Hilbert Park	WA	Funds	2016	997	8yrs
Stratton	WA	Funds	2017	745	5yrs
Yanchep	WA	Funds	2018	888	7yrs
Tarneit	VIC	Funds	2016	300	4yrs
Rockbank	VIC	Owned	2018	557	5yrs
Mundijong	WA	Funds	2018	852	8yrs
Mundijong	WA	Owned	2018	508	6yrs
Werribee	VIC	Owned	2016	961	7yrs
Atria Apartments (Kingston)	ACT	JV	2016	167	2yrs
Total				**19,188**	**Ave: 7 yrs**

Notes:
1 Includes equivalent lots

Market overview & outlook

RESIDENTIAL MARKET OVERVIEW

Melbourne

- Ongoing strong population growth to support dwelling demand
  - Metropolitan Melbourne forecast to see an additional 1.8m people over the next 20 years, equals 90,000 new residents per year
  - Volumes expected to stabilise near current high levels
  - Stock supply meeting demand, supporting moderate price growth

Perth

- Subdued economic conditions are generally impacting the market
  - Demand for affordable product is being supported by policy incentives such as low interest rates and First Home Buyers' grants
  - Volumes have generally reduced, with lower price markets performing better
  - Moderate decline in prices expected as production levels are adjusted to reflect current market conditions

Brisbane

- Market demand continues to remain steady
  - Sales volumes in SE Qld continue to increase
  - Price growth continues to lag Vic & NSW to date
    - Increased demand via a recovery in interstate migration would see improved price growth

Sydney

- Demand remains strong supported by pent-up demand and improved economy
  - NSW seeing lowest level of net interstate outflow migration since 1970s
  - Under supply of dwellings relative to demand is expected to continue for some time yet
  - Price growth expected to moderate

OUTLOOK

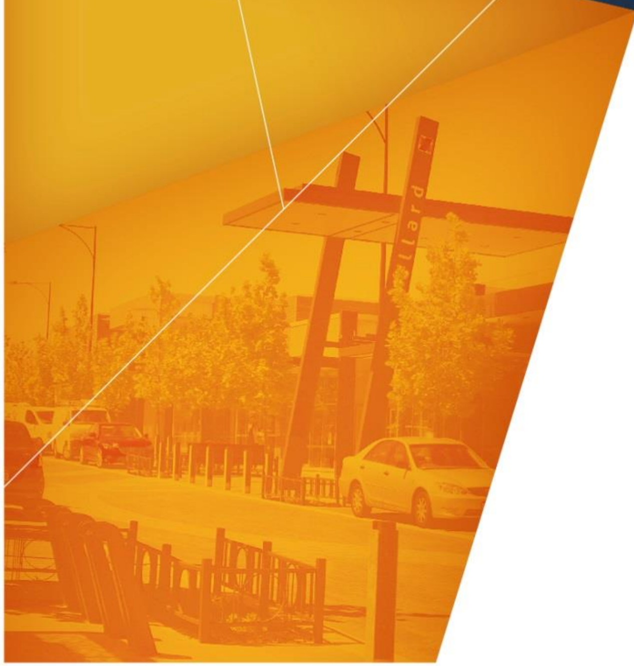
Portfolio well positioned for sustainable long-term growth and value creation

Outlook supported by market fundamentals

- Greatest near term exposure to well-performing Vic market
- Qld contribution to increase due to Flagstone City commencing development during FY16
- WA market conditions have softened however lower priced lots still selling, majority of recently released and planned estates located in the affordable eastern corridor

Peet’s key focus

- Accelerating production where possible and active management of product mix
  - Delivery of affordable product targeted at the low and middle market segments, including an increasing focus on medium density
- Actively managing landbank with a focus on increasing ROCE
- Development spend to be self-funded through operating cash flows
- Further improvement in EBITDA margins
- Selective acquisition of projects to restock pipeline, predominantly through funds platform
- Well positioned to deliver more than 3,500 settlements in FY16 and target earnings growth
  - FY16 earnings expected to be weighted to the second half



Thank you

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