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16 November 2021

ASX RELEASE

2021 Annual General Meeting ("AGM")

Enclosed are copies of an address and a presentation to be given at today's AGM of Peet Limited (ASX: PPC) ("Peet") by Mr Tony Lennon, Chairman and Mr Brendan Gore, Managing Director and Chief Executive Officer, respectively.

This announcement is authorised for release to the market by the Directors of Peet Limited.

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Chairman's Address to 2021 Peet Limited Annual General Meeting

I confirm that all Directors are present virtually at today's AGM and we have also arranged for representatives from Ernst & Young, to be present. Later in the meeting you will be given the opportunity to ask questions relating to the FY21 audit.

Following my address, Peet's Managing Director and CEO, Brendan Gore, will deliver a presentation and we will then follow with the formal part of the meeting.

COVID-19

The COVID-19 pandemic continued to have an impact across the country and our first priority continued to be on the safety and wellbeing of our team, with particular focus on our employees in Victoria and ACT.

While business practices normalised across the majority of the country in the first half of FY21, Melbourne and Canberra continued to be subject to significant disruption resulting from COVID-19-related lock downs and I commend our employees in Victoria and ACT who have demonstrated enormous character and resilience through extended lockdowns.

1H22 earnings announcement

Earlier this morning, Peet announced guidance for 1H22 earnings of $16 million to $19 million, subject to the timing of settlements and the half-year independent review by the Company's auditor and compares to earnings of $10.1 million for the previous corresponding period.

The expected earnings for 1H22 is on the back of continuing favourable market conditions across the country and Mr Gore will provide further context in his presentation.

FY21 performance

FY21 saw an improved performance by the Group on the back of both higher sales and settlements volumes across its funds management, development and joint venture segments and across most of the states it operates in. This was supported by continuing favourable market conditions, government stimulus and consumer confidence during FY21.

The Group achieved operating profit after tax and statutory profit of $28.5 million in FY21, compared to an operating profit after tax of $15.1 million and statutory loss of $30.1 million in FY20.

Earnings per share for FY21 equated to 5.9 cents and in August 2021, the Directors declared a final dividend for FY21 of 2.5 cent per share, fully franked, bringing the total dividend for FY21 to 3.5 cents per share, fully franked. This compares to a full-year dividend 1.5 cents per share, fully franked, in FY20.

Brendan will provide further information on the Group's FY21 performance in his presentation.

Strategic focus

We continue to make progress with, and back, our strategy to deliver quality residential communities around Australia through four key pillars:

- investing in quality land;
- planning, creating and enhancing communities;
- expanding our product offerings; and
- maintaining strong capital management.

During FY21, the Peet Group:

- continued to invest, with two townhouse sites and one low-rise apartment site acquired;
- commenced development/sales of five new projects from our existing landbank;
- continued to extend our market reach by broadening our offerings to include more townhouses and low-rise apartments;
- at 30 June 2021, the Group's gearing was 24.8%, which is expected to be at the upper end of our target range of 20% to 30% during FY22 due to the significant level of construction activity; and
- as part of our capital management, $49 million of the c.$75 million of non-core asset divestment program was under contract, with settlement proceeds expected in FY22 and FY23.

We will continue to consider selective acquisitions to restock our development pipeline, when appropriate, whilst being mindful of our gearing.

Sustainability and community building

The communities we create become a permanent part of Australia's urban fabric. Accordingly, Peet focuses on planning, designing and developing communities that balance environmental, social and economic needs.

FY21 saw the beginning of our journey towards reconciliation, with the commencement of the process to develop our *Reflect* Reconciliation Action Plan. Peet has a history of successfully working with the Traditional Owners of the land in which we create our communities. We are committed to understanding, listening and learning to further enhance those relationships and identify opportunities to support and celebrate First Nations peoples and culture.

The 6,000-lot Googong project in New South Wales is one of the first towns in Australia to have technology built in at scale and from the ground up. The latest addition to the roll-out of the town's Smart Cities infrastructure is 5G ready 'smart' LED light poles. One of the benefits of this is that the poles are installed off-grid and are powered by free renewable solar energy - meaning no carbon emissions and no energy costs.

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Conclusion

I take this opportunity to thank my colleagues on the Board for their efforts during the year, and on their behalf thank Brendan Gore and his team for their contributions throughout FY21 and FY22 to date.

The details of Brendan's and other Key Management Personnel's remuneration are outlined in the remuneration report included in the 2021 Annual. There were no changes to the remuneration structure of our KMPs during FY21.

The *Corporations Act* requires a resolution to be put to the meeting adopting the 2021 Remuneration Report. We will come to that vote later in today's meeting.

Before I close my address to the 2021 AGM, and on behalf of the whole Peet team, I would like to thank all our Securityholders, our Syndicate investors and our Joint Venture partners for their ongoing support.

I now invite our Managing Director and Chief Executive Officer, Brendan Gore, to address the meeting.

ANNUAL GENERAL MEETING

2021

Life YOUR WAY

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PEET CONTINUES TO BENEFIT FROM CURRENT MARKET CONDITIONS

FY21 Results Summary

Operating[1] and Statutory Profit After Tax
89%
$28.5 million

OPERATING EARNINGS OF **5.9 CENTS** PER SHARE
90%

DIVIDEND OF **3.5 CENTS** PER SHARE FULLY FRANKED

GEARING[2] OF **24.8%**

3,142
LOTS[3] SOLD
35%
INCREASE ON FY20

2,980
LOTS[3] SETTLED
66%

1,948
CONTRACTS ON HAND[3]
9%
INCREASE ON 30 JUNE 2020

OPERATING CASH FLOW OF
$62m
(BEFORE ACQUISITIONS)

>87%
OF LAND BANK PROJECTS EXPECTED TO BE IN DEVELOPMENT BY FY24

5
NEW PROJECTS COMMENCED SALES/ DEVELOPMENT

Notes:

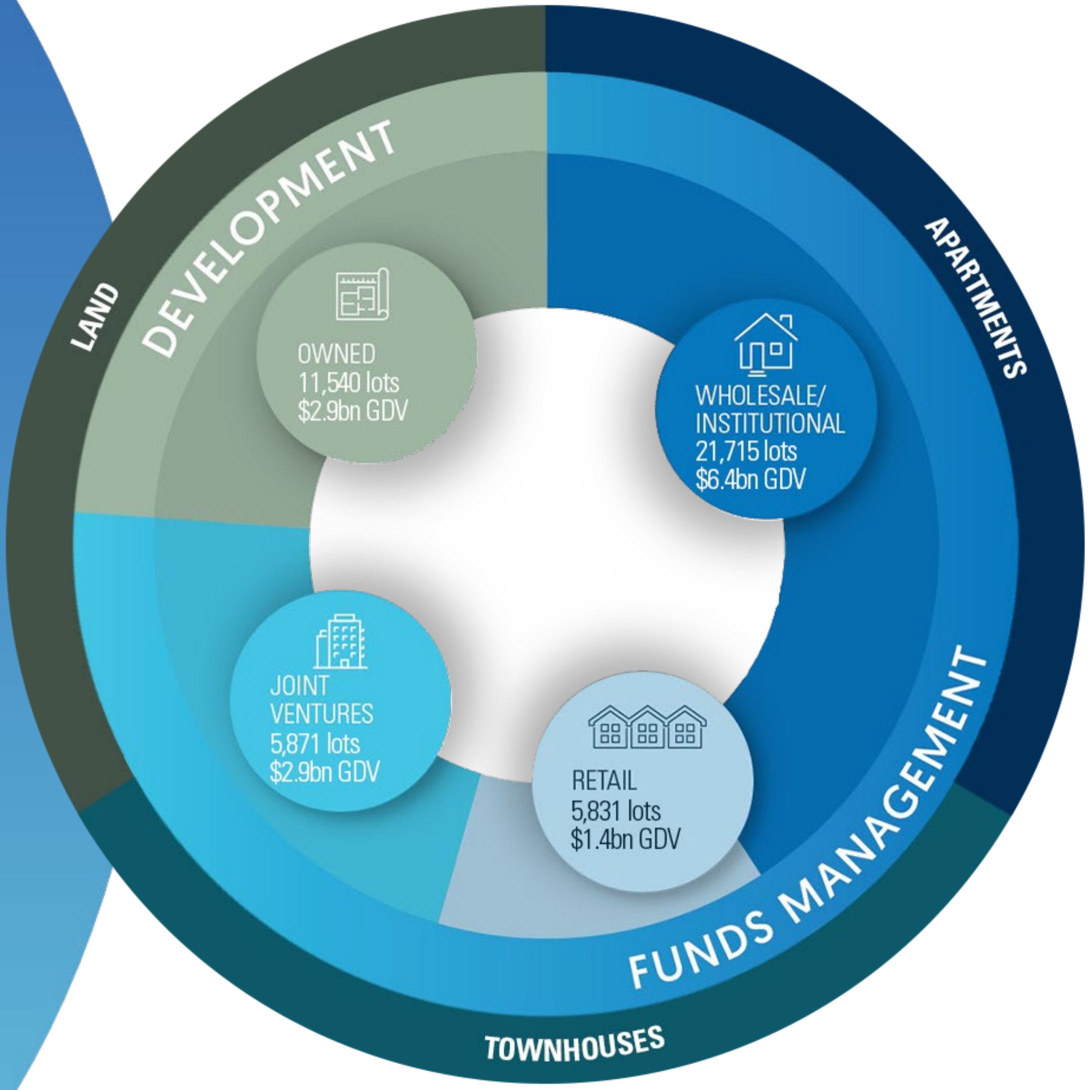
1 Operating profit is a non-IFRS measure that is determined to present the ongoing activities of the Group in a way that reflects its operating performance. Operating profit excludes unrealised fair value gains/(losses) arising from the effect of revaluing assets and liabilities and adjustments for realised/(unrealised) transactions outside the core ongoing business activities. In FY20, a restructuring and divestment-related provision of $45.2 million after tax was excluded in calculating the operating profit.

2 Calculated as (Total interest-bearing liabilities (including land vendor liabilities) less cash)/(Total assets less cash, less intangible assets).

3 Includes equivalent lots.

STRONG PLATFORM FOR GROWTH

- Strong culture, brand and customer focus
- Leading Australian developer of residential communities with a proven track record for over 125 years
- Large, nationally diverse land bank provides economies of scale to deliver a wide range of product at lower cost
- Extensive capabilities in acquisition, design, delivery and marketing
- Proven ability to expand business into new opportunities such as Townhouses and low-rise Apartments
- Well established funds management capability with long term retail and institutional capital partners



Land bank of 44,957 lots[1]

Land bank of $13.6bn gross development value

52 projects nationally

Range of affordable product appealing to all buyer segments

Notes:
1 Includes equivalent lots.

GROUP PRIORITIES AND STRATEGIC FOCUS

Strategic focus on optimising land bank for future growth and value creation

Continue to leverage large scale national portfolio to further improve returns

- Accelerate production to meet current demand and increase operating cash flows
  - Sales momentum continuing into FY22
- Continue to focus on improving project returns and operating margins
- Continue to balance the portfolio between land and built form projects and increase weighting to east coast markets
  - Remain focussed on the right product in the right markets

Continue to assess capital recycling opportunities

- Assess further divestment opportunities to maximise market cycles to unlock value where appropriate
  - Continue to develop FM/JV initiatives with existing and new capital partners
  - Evaluate "super lot" opportunities within portfolio

Consider selective acquisitions to restock pipeline when appropriate

Key trends underpinning our strategy

- Population growth driving development in major cities
- Major cities will continue to attract the majority of population growth
- Australian residential sector supported by strong fundamentals
- Population growth expected to return to pre-COVID levels beyond FY23 driven by net overseas migration

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DIGITAL INNOVATION DRIVING CUSTOMER EXPERIENCE

Significant investment in digital technology over last 5 years resulting in cost efficiencies across the Group and improved return on investment

Strategic priorities

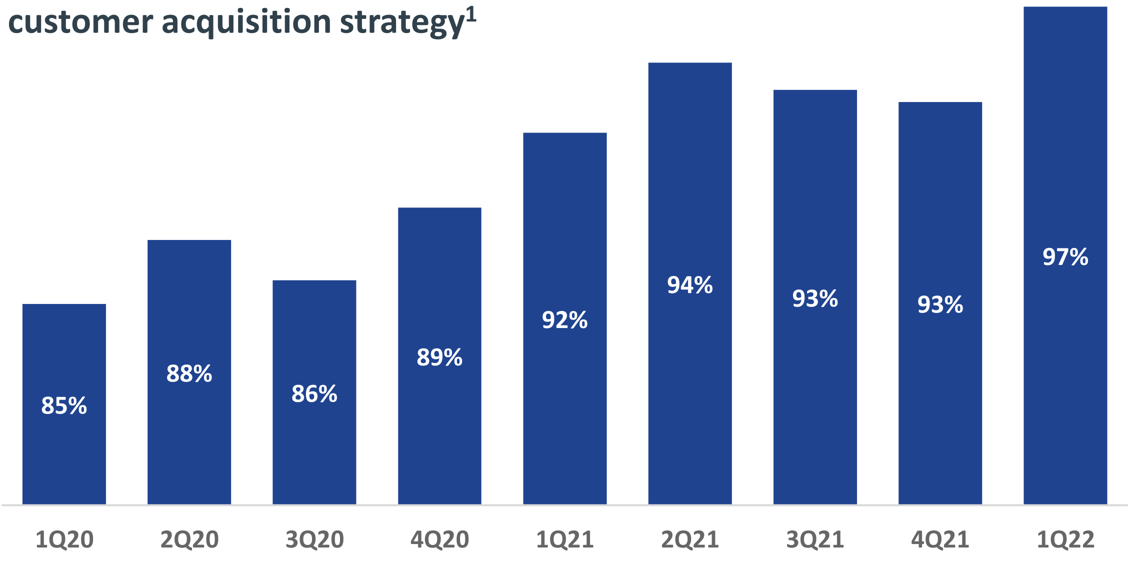
- Gain deep understanding of customer behaviour and preferences through data insights and customer satisfaction programs
- Leverage technology to deliver optimal customer experience across digital platforms and in-person sales experience
- Focus on digital conversion optimisation strategies to increase digital lead acquisition
- Enhance and evolve the First Home Buyer Toolkit to support customers through the home buying journey

An enhanced, holistic end-to-end digital customer experience

First home buyer toolkit

- Digital First Home Buyer Toolkit delivered via marketing automation and personalisation creating a point of difference, highly targeted at a key customer demographic
- 75K+ digital views of First Home Buyer Toolkit since launch in May 2020
- Technology driving personalised customer experiences across the digital platform achieving improved conversion rates
- 97% of enquiry generated digitally in FY22[1]
- 67% reduction in cost per lead[2]

Growth of digitally generated enquiry driven by targeted, efficient customer acquisition strategy[1]



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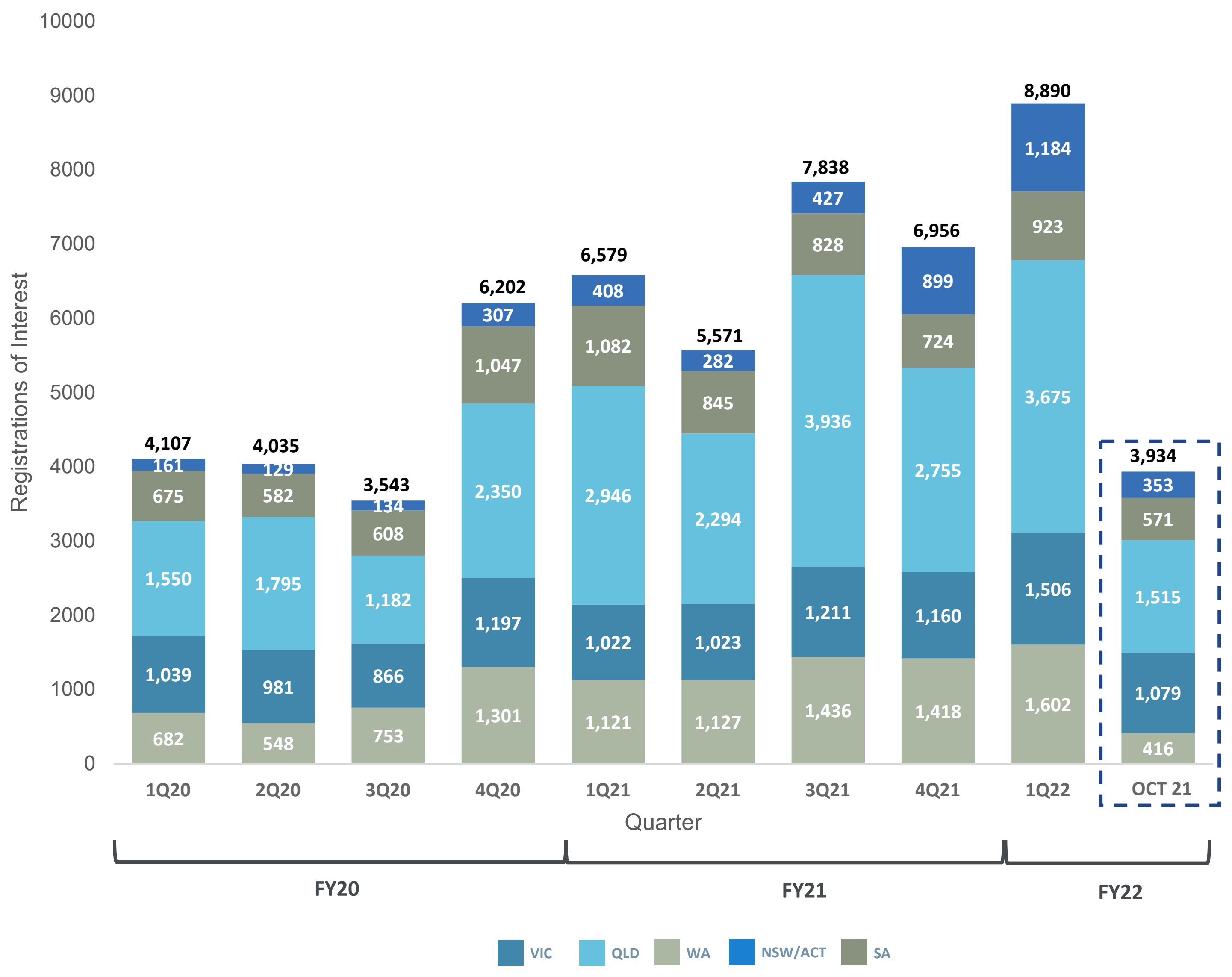
Notes:
1. % digital enquiry of total received.
2. Cost per lead reduction over last 3 FYs.

ENQUIRY LEVELS REMAIN STRONG

- Enquiry levels remain strong with further growth across all states during 1Q22
- Strong customer demand for affordable product continues
- 1Q22 enquiry momentum has continued into 2Q22 with October representing 44% of previous quarter enquiry levels



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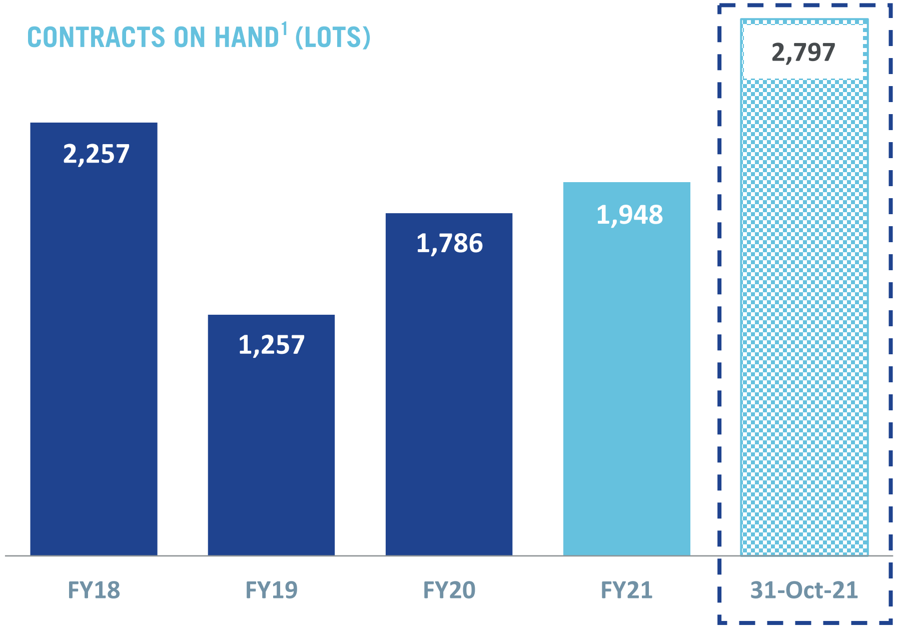
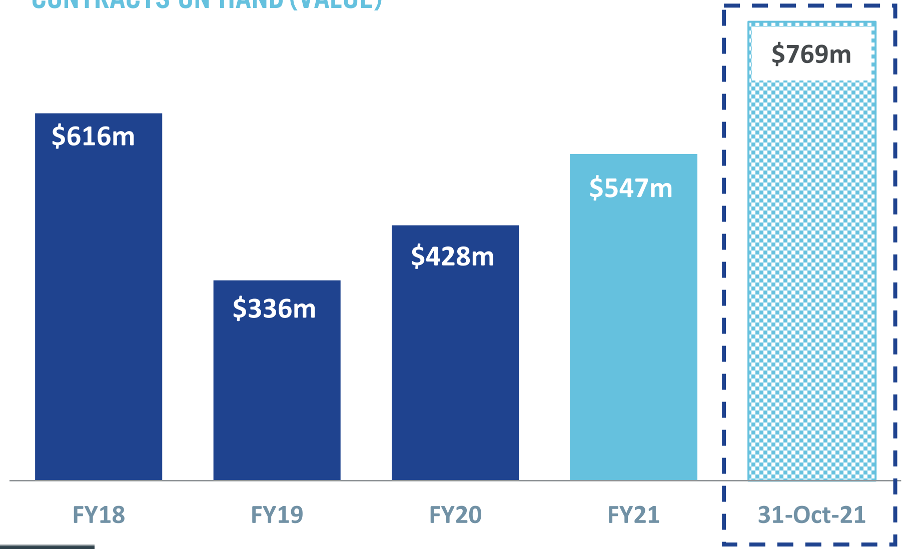
CONTRACTS ON HAND

CONTRACTS ON HAND[1] (LOTS)



CONTRACTS ON HAND (VALUE)



Significant increase in contracts on hand[1] reflects strong market conditions

Contracts on hand[1] at 31 October 2021 have increased by 44% since 30 June 2021 to 2,797 lots

- Reflects strong market conditions across all of the Group's markets and government stimulus

Contracts value of $769m – up 41% since 30 June 2021

Sales momentum continuing into 2Q22

Notes:
1. Includes equivalent lots.

NEW PROJECTS PROVIDE MEDIUM TERM EARNINGS VISIBILITY

Pipeline of approximately 45,000[1] lots providing visibility of future earnings

- Up to five new land community projects and seven townhouse/apartment sites to commence development within the next three years
- Planned project releases will be fully funded from internally generated cash flows, existing debt facilities and third party capital

FY22 – FY24 NEW PROJECT RELEASE SCHEDULE

PROJECT	STATE	SEGMENT	PROJECT START[2]	LOTS[3]/ UNITS	GDV	PROJECT LIFE (YEARS)
Communities						
University of Canberra[4]	ACT	JV	**FY24**	3,300	$1,985m	**19**
Fort Largs	SA	Owned	**FY22**	335	$93m	**4**
Jumping Creek	NSW	Owned	**FY22**	218	$93m	**3**
Ellery	VIC	Owned	**FY22**	278	$92m	**3**
Aston West	VIC	Owned	**FY23**	1,121	$350m	**6**
Townhouses						
Nudgee	QLD	Owned	**FY22**	84	$41m	**3**
Rochedale	QLD	Owned	**FY22**	36	$25m	**2**
South Morang	VIC	Owned	**FY23**	71	$37m	**2**
Keysborough	VIC	Owned	**FY22**	100	$100m	**3**
Cranbourne East	VIC	Owned	**FY23**	57	$29m	**4**
Glendalough	WA	Owned	**FY23**	105	$85m	**3**
Apartments						
Glyde Street	WA	Owned	**FY23**	44	$35m	**3**
Total				**5,749**	**$2,965m**	

Notes:
1 Includes equivalent lots
2 Commencement of sales / development
3 Refers to lots and/or dwellings
4 Subject to satisfaction of conditions

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FLAGSTONE - QLD

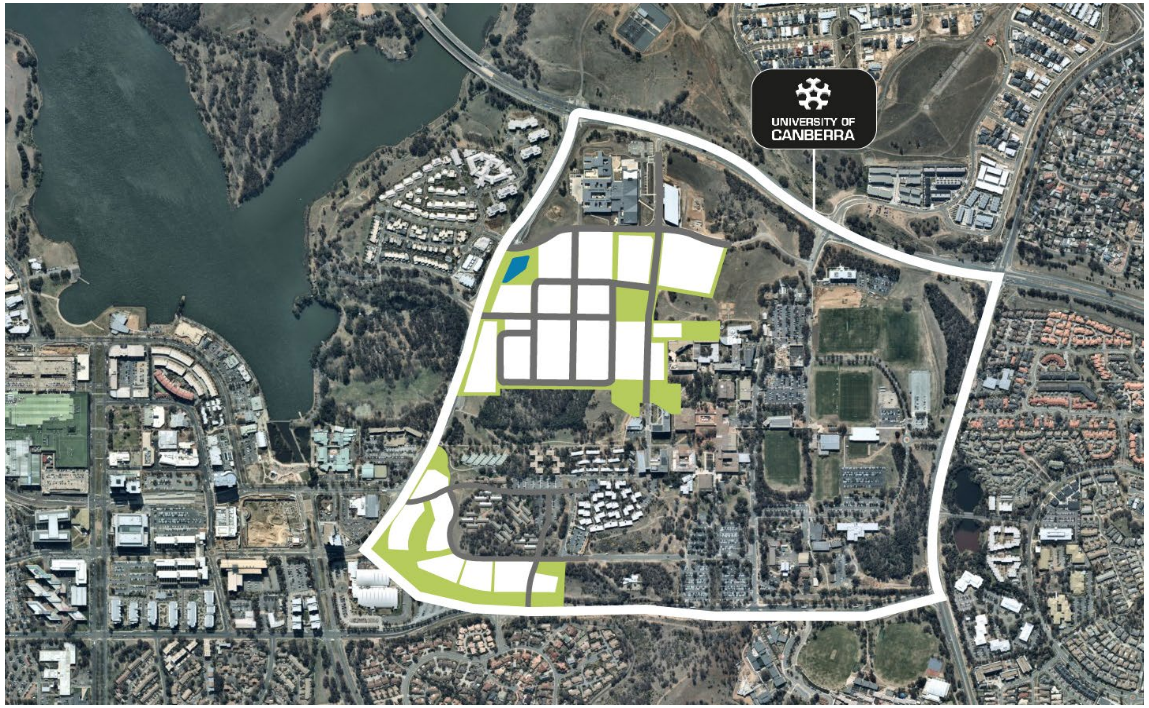
- A ~12,000 lots master planned community with a GDV of more than $3.7 billion - 38km south west of Brisbane’s CBD
- The only town-centre in the 7,000ha Greater Flagstone Priority Development Area, which will support the region’s expected population of more than 150,000 people
- State and local government Infrastructure Agreement signed for more than $1.2 billion
- Statutory approvals in place including Federal environmental approvals

ASTON WEST - VIC

- 25km north of the Melbourne CBD
- Approximate yield of 1,100 lots
- Leverage existing amenity in Peet’s adjacent award-winning Aston development

UNIVERSITY CANBERRA - ACT

- Mixed use development with up to 3,300 dwellings and a GDV of approx. $1.7 billion
- Located 7km from the Canberra CBD and adjacent to the Belconnen Town Centre and Lake Ginninderra



GOOGONG - NSW

- A 6,000-lot JV master planned community with a GDV of more than $3.7 billion - 18km from Canberra CBD
- Over 2,700 lots sold to date, well established community with strong sales momentum
- Googong Town Centre detailed design underway

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BRABHAM - WA

- Total yield of approximately 3,300 dwellings with a GDV of approx. $700 million - 20km from the Perth CBD
- Adjacent to the future METRONET Whiteman Park Station, which is expected to be completed in 2024

FORT LARGS - SA

- A yield of 335 dwellings with a GDV of approx. $150 million, 20km north east of Adelaide CBD
- 3km from major defence projects at Osborne Naval Shipyard

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KEYSBOROUGH - VIC

- A yield of 100 townhouses with a GDV of approx. $100 million, 35km from southeast of Melbourne CBD
- Well located landholding, 5km from Dandenong Hospital, Deakin University, train station and Port Phillip Bay

GLENDALOUGH - WA

- A yield of 105 townhouses with a GDV of approx. $85 million, 5km from Perth CBD
- 500m from Glendalough train station and Lake Monger

GROUP OUTLOOK

- Residential markets are expected to remain positive over the medium term supported by improving employment outlook, population growth and current accommodating credit conditions
- Continuing residential sales momentum, a significant development pipeline and a strengthening balance sheet, positions the Group well for future growth
- The Group continues to monitor, assess and manage the ongoing impacts of COVID-19 including various government imposed lockdowns and restrictions.
- These impacts may contribute to:
  - Development program timeframes being extended
  - Disruption to supply chains
  - Increased development and labour costs due to border restrictions
- The balance of FY22 is expected to see a continuing focus on the delivery of a significant number of land lots and townhouses sold during FY21 and 1Q22 along with the commencement of up to six new projects:
  - The Group's gearing[1] is expected to be at the upper end of target range during FY22 as a result of construction activity

Focused on positioning the Group for growth through a prudent approach to project delivery and identifying growth opportunities

- The Group expects operating profits after tax for the 1H22 to be within the range of $16 - $19 million, subject to the timing of settlements and completion of the 1H22 review by the Company's auditor
- Subject to market conditions and the timing of settlements, the Group is well-positioned to target growth on 1H22 earnings based on contracts on hand.

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Notes:
1 Calculated as (Total interest-bearing liabilities (including land vendor liabilities) less cash)/(Total assets less cash, less intangible assets).

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