

Folkestone

**Annual General Meeting
16 October 2008**

Overview

- 2008 Year In review
- Outlook
- Questions

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2008 Year in Review

- Adding value through planning process
- Preparing new projects for development
- Positioning ourselves;
 - to weather the current market volatility
 - take advantage of growth opportunities

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2008 Year in Review

Donnybrook Road, Mickleham

- Re-zoning of land to Industrial/Commercial expected by December 2008, 2 years earlier than originally forecast
- Earlier than forecast re-zoning is tangible recognition by both local and state authorities of the lack of appropriately zoned employment land in northern growth corridor of Melbourne
- Infrastructure currently being delivered to the area
 - Donnybrook Rd/Hume Highway interchange due for completion mid 2009
 - Services such as power, water/sewerage, gas, telecommunications expected during 2009

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2008 Year in Review

Donnybrook Rd, Mickleham (continued)

- Land enjoys easy access to
 - Melbourne Port
 - Melbourne Airport
 - CBD
 - Melbourne wholesale markets
 - Metropolitan Ring Road/Hume Highway – Sydney / Melbourne Freight Route
 - Population centres within growth corridors of Hume & Whittlesea
- Land is ideally placed to satisfy the expected demand for large scale distribution/logistics/campus style office developments

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2008 Year in Review

Millers Road Homemaker Centre, Altona


- **Development Scheme**

- Development application lodged October 10 2008 for 35,000sqm bulky goods / home maker centre development
- Scheme designed to cater for the rapidly expanding and increasingly affluent inner western suburbs of Melbourne
- Balance of site (approx 50,000sqm) to be utilised for industrial 3 uses
- Development subject to obtaining lease commitments and scheduled to commence in 2009



 PERSPECTIVE LOOKING SOUTH WEST



 PERSPECTIVE LOOKING SOUTH EAST

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2008 Year in Review

The Terraces, Clifton Hill

- Site has been cleared of all existing buildings and prepared for development
- Pre-sale campaign for Stage 1, comprising 11 townhouses and 13 apartments commenced on 1 October 2008
- Enquiry to date has been encouraging despite the current market volatility

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2008 Year in Review

108 Ocean Beach Road, Sorrento

- Site acquired in January 2007 to develop a 2100m² retail complex, anchored by Coles Supermarket and Liqourland
- Access Constructions have constructed the building which is scheduled to be completed by November 2008
- Property sold to a private investor prior to commencement of construction and settles following completion of building works

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2008 Year in Review

Parcel B, Toyotagreen Business Park, Port Melbourne

- Construction of first two stages comprising 8 units and multi-deck carpark completed by Access Constructions
- Property fully leased by June 2008
- Due to current volatility of the financial and property markets, Stage 3, comprising 5 units of office, warehouse and showroom space, has been postponed at the request of our partner

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2008 Year in Review

Access Constructions

- 2008 result was affected by rising cost of materials such as steel, and a reduction in activity levels within the industry brought about by the slowing economy.
- Forward order workbook has been impacted by project postponements caused by the current credit crisis
- Opportunities for new work are still available and are being actively pursued

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Outlook

- Market conditions have deteriorated since 30 June 2008 and are expected to continue to suffer from a lack of confidence throughout the 2009 calendar year
- Based upon the timing of current developments, 2009 earnings are forecast to be lower than 2008

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- Questions?