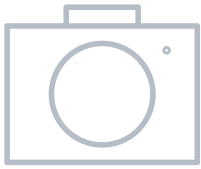


MIRVAC GROUP
13 AUGUST 2015

RESULTS FY15



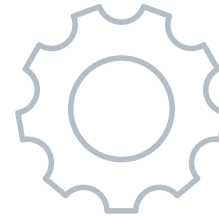
AGENDA



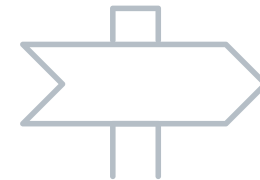
FY15
RESULTS
OVERVIEW



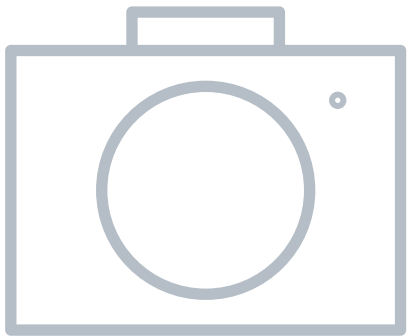
FY15 GROUP
FINANCIAL
RESULTS



OPERATIONAL
RESULTS
AND UPDATE



OUTLOOK
AND GROUP
GUIDANCE



FY15 RESULTS OVERVIEW



Deliver stable growth

5%
3 year operating EPS CAGR

4%
3 year DPS CAGR

20-30%
maintained gearing within target range

67%
FY16 Development EBIT secured and 55% of FY17 secured



Disciplined approach to allocating capital and driving returns

83/17%
FY15 passive/active capital split within target ~80/20%

\$7.5bn
investment portfolio from \$6.0bn in FY12

11.1%
improved development ROIC from 5.4% in FY13

\$10-15m
FY17+ expected annual savings from efficiency initiatives



Office

Create and buy for continued out performance

100%
office portfolio on strategy

\$884m
office acquisitions since FY12

\$3.2bn
development pipeline up from \$1.6bn in May 2013

21%
FY15 incentives, consistently below market



Retail

Competitive advantage in Urban Retail

100%
retail portfolio on strategy

67%
weighted to Sydney market

\$8,805/sqm
specialty sales productivity, up 19% since FY13

16.0%
occupancy costs reduced from 17.6% in FY14



Industrial

Create for continued outperformance

93%
industrial portfolio on strategy

98.7%
maintained high portfolio occupancy in FY15

7.6 years
maintained long WALE in FY15

\$214m
industrial acquisitions in FY15, with repositioning potential



Residential

Create and sell in defined urban markets

23.6%
Improved residential gross margins from 17.0% in FY13

\$2.0bn
secured record level of presales in FY15

>2,800
target FY16 lot settlements, up 25% on FY14

>14,000
potential lot settlements between FY16-FY20



Safety

- › 27% reduction in Group Lost Time Injury Frequency Rate (LTIFR) in FY15 to 1.2
 - 5 million construction hours with a LTIFR of 0.8
- › Masterplanned communities had its second consecutive year with no LTIs

Diversity and Inclusion

- › Formulated diversity and inclusion strategy that focuses on four key areas
 - Diversity of thought; an inclusive culture; flexibility; and gender balance
- › Participating in Equilibrium Man
 - Group of six men attempting to adopt flexible work practices, without compromising performance or position at work



This Changes Everything

- › Office portfolio achieved 5.1 star NABERS rating without green power
- › 50 Green leases signed in the commercial office portfolio
 - Created new Tenant Sustainability Fitout Guide to support green lease implementation
- › Increased waste diverted from landfill in the investment portfolio to 45% (FY14: 34%)
- › Established Charity Strategy including
 - Partnership with The Smith Family
 - Launch of Workplace Giving Program

Hatch

- › Rolled out Hatch innovation program across the company
- › Established missions targeted at solving key business issues and opportunities

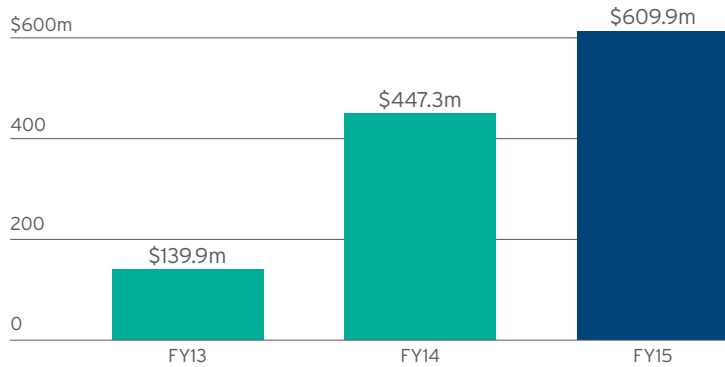




FY15 GROUP FINANCIAL RESULTS

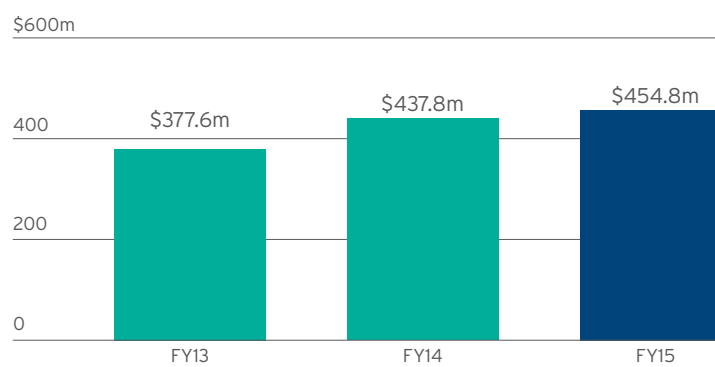


STATUTORY PROFIT



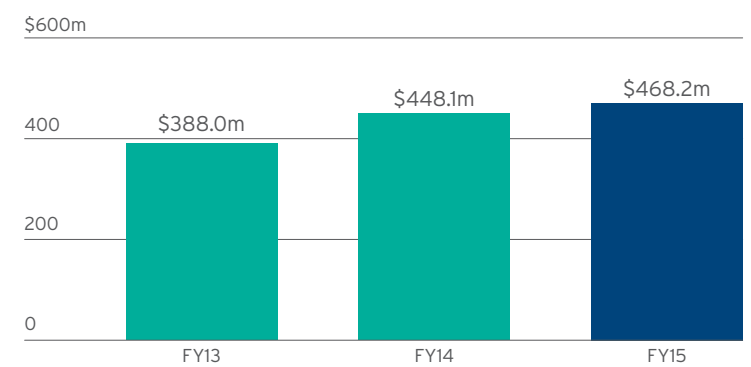
- › Increased statutory profit by 36% from FY14 to \$609.9m
- › Delivered statutory EPS of 16.5cpss
- › Valuation uplift of \$172.1m
 - Includes acquisition costs of \$36m

OPERATING PROFIT¹



- › Increased operating profit by 4% from FY14 to \$454.8m
- › Delivered operating EPS of 12.3cpss at the top end of guidance
 - 3 year operating EPS CAGR of 5%

FUNDS FROM OPERATIONS²



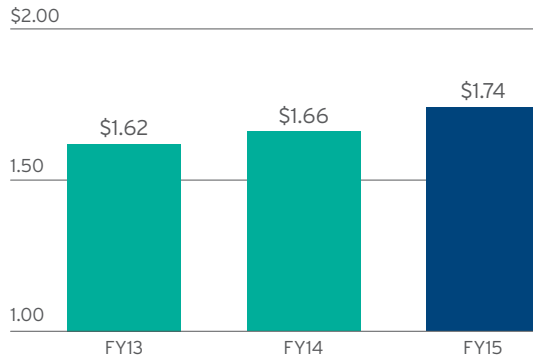
- › Increased FFO by 4% from FY14 to \$468.2m
- › Delivered FFO of 12.7cpss

1) Operating profit after tax is a non-IFRS measure and is profit before specific non-cash and significant items and related taxation.

2) Funds from Operations (FFO) is derived in accordance with PCA guidelines.

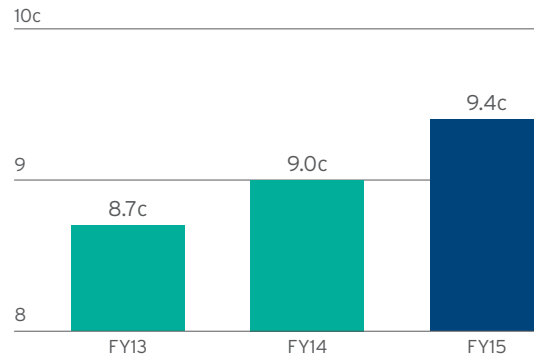


NTA¹



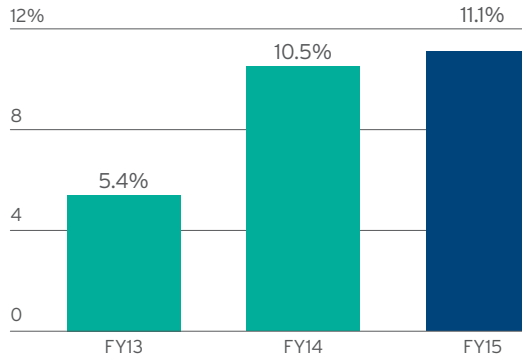
- > NTA increased by 5% from FY14 to \$1.74 per stapled security reflecting
 - \$172.1m of portfolio revaluation gains inclusive of \$31.3m uplift on properties held in JVA
 - \$16.1m gain from asset sales

DISTRIBUTIONS



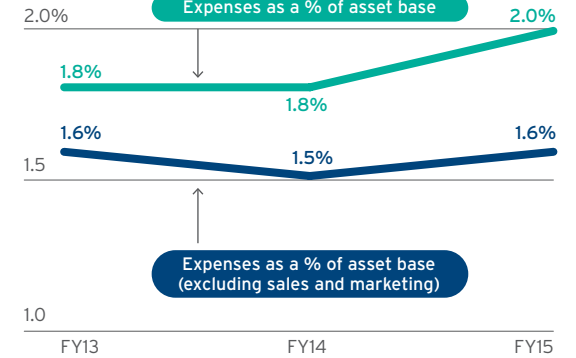
- > DPS growth of 4% from FY14 to 9.4cpss
- > Represents Group payout ratio of 76%
- > Distributions a minimum of 100% of Trust taxable earnings

DEVELOPMENT ROIC



- > Improved Development ROIC to 11.1%
 - Increased contribution from commercial developments
 - Strong residential gross margins of 23.6%
- > Focus on driving Development ROIC towards 12% by FY17

OVERHEAD COSTS



- > Group overheads as a percentage of Mirvac's asset base (excluding sales and marketing) increased slightly from FY14 to 1.6% reflecting an increase in performance based incentives
- > Increase in selling and marketing expenses reflecting accelerated residential release program
- > Operating model restructure and cost efficiency initiatives underway

1) NTA per stapled security, based on ordinary securities including EIS securities.

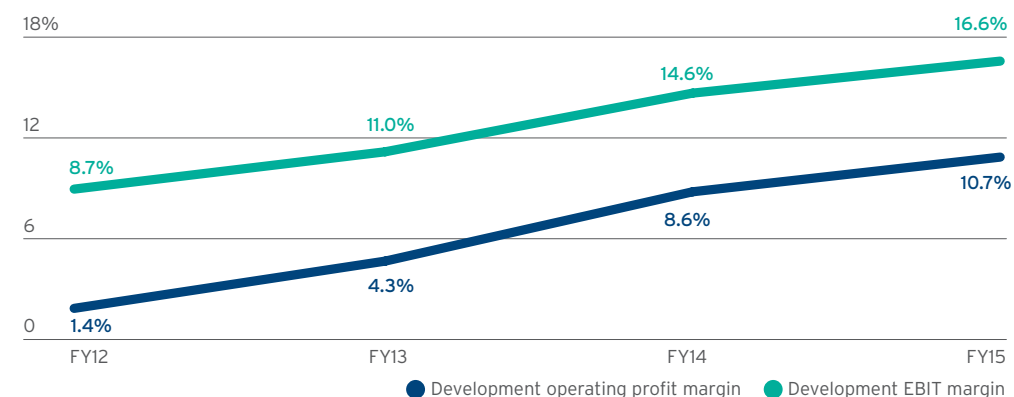
STRONGER DEVELOPMENT CONTRIBUTION UNDERPINS EARNINGS GROWTH



- Investment earnings supported by NOI growth and acquisitions, however offset by \$1.1bn of asset sales in FY14 including the 50% sale of 275 Kent St on 1 July 2014
- Reduced contribution from Investment Management reflecting continued exit of non-aligned funds
- Development EBIT up reflecting an increased contribution from commercial developments in FY15 partially offset by a reduction in residential lots settlements
- Movement in corporate costs primarily relates to higher employee STI provided due to improvement in the Group's performance
- Development EBIT margins improved from 14.6% in FY14 to 16.6% in FY15
 - Includes residential and commercial developments and re-charge projects
- Development operating profit margins improved from 8.6% in FY14 to 10.7% in FY15

| EBIT BY DIVISION | FY15 \$M | FY14 \$M |
|-----------------------|--------------|--------------|
| Investment | 478.6 | 483.5 |
| Investment Management | 4.4 | 7.0 |
| Development | 196.0 | 189.7 |
| Unallocated | (79.6) | (75.5) |
| Elimination | 1.0 | (14.2) |
| Operating EBIT | 600.4 | 590.5 |

DEVELOPMENT PROFIT MARGINS

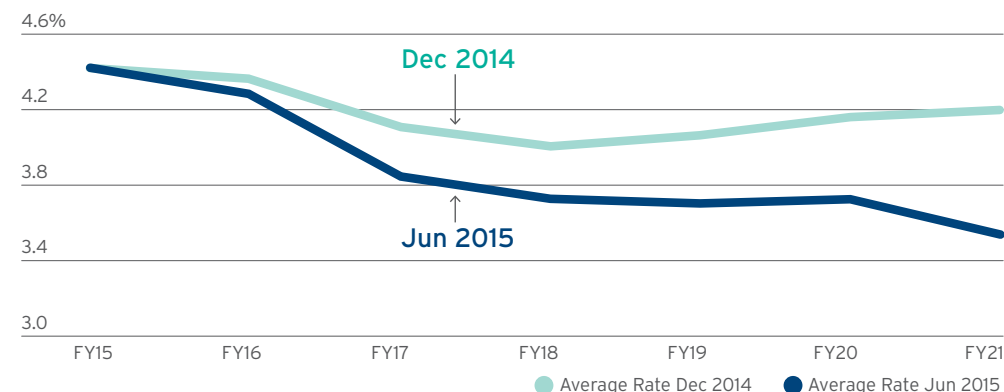




- › Gearing within target range of 20-30% and maintained BBB+ credit rating
- › Restructured the Group's \$1.4bn syndicated bank facility from three tranches to five
- › Group weighted average debt maturity maintained at 4.3 years with no debt maturities over the next 12 months
- › Average borrowing cost reduced to 5.2% (June 14: 5.6%)
- › Issued \$150m USPP, with expiries in 2025 and 2027, which will settle in August 2015 and extend the Group's weighted average debt maturity
- › Lowered future borrowing costs through additional low cost interest rate hedging
- › Positive operating cash flow of \$412.7m driven by the timing of residential lot settlements and commercial development fund through arrangements
- › Significant near term capital commitments
 - Delivery of \$2.0bn pre-sold residential developments
 - Committed commercial developments with \$370m cost to complete
 - Significant skew of expected FY16 residential settlements to 2H16

| CAPITAL MANAGEMENT METRICS | FY15 | FY14 |
|--|----------|----------|
| Balance sheet gearing ¹ | 24.3% | 27.8% |
| Look-through gearing | 25.2% | 28.5% |
| ICR ² | 4.5x | 4.2x |
| Total interest bearing debt ³ | \$2,565m | \$2,820m |
| Average borrowing cost ⁴ | 5.2% | 5.6% |
| Average debt maturity | 4.3 yrs | 4.3 yrs |
| S&P credit rating | BBB+ | BBB+ |
| Hedged percentage | 61% | 58% |
| Average hedge maturity | 5.2 yrs | 4.3 yrs |

FY15 FIXED INTEREST PROFILE



1) Net debt (at foreign exchange hedged rate) excluding leases/(total tangible assets - cash).

2) Adjusted EBITDA/finance cost expense.

3) Total interest bearing debt (at foreign exchange hedged rate) excluding leases.

4) Includes margins and line fees.



OPERATIONAL RESULTS AND UPDATE



OFFICE: MAINTAINED SOLID PORTFOLIO METRICS AND CREATED VALUE



- > Maintained positive like-for-like growth of 2.6%
- > Portfolio occupancy of 94.0% impacted by vacancy at
 - 367 Collins St (63% of vacancy under HOA)
 - 60 Margaret St (90% of vacancy under HOA)
- > Net valuation gains of \$84.9m representing an uplift of 2.1%¹
- > Cap rate compression of 32 bps from June 14 reflecting
 - Demand for quality assets, completion of 699 Bourke St and FY15 asset sales
- > Achieved 12% premium to book value on \$248m of asset sales
- > Leased 7.5% of portfolio NLA (136 deals across 51,585sqm)
 - Positive leasing spreads of 3.0%
- > Completed development 699 Bourke St, Melbourne in line with expectations
 - \$154m value on completion at cap rate of 6.13%
 - Achieved 7.2% yield on cost and \$16m total return²
 - 100% occupied on completion (10 year lease term)
 - 6 Star Green Star – Office Design v2
 - Capital partner TIAA-CREF with 50% interest

| PORTFOLIO RESULTS | FY15 ³ | HY15 | FY14 |
|-----------------------------------|-------------------|------------|------------|
| Portfolio value | \$4,108.0m | \$4,083.2m | \$4,025.0m |
| Net valuation uplift ¹ | 2.1% | 0.8% | 0.8% |
| Like-for-like NOI growth | 2.6% | 3.8% | 3.4% |
| Occupancy ⁴ | 94.0% | 94.7% | 96.1% |
| WALE ⁵ | 4.3 yrs | 4.5 yrs | 4.7 yrs |
| WACR | 7.01% | 7.24% | 7.33% |

| LEASING ACTIVITY | AREA | LEASING SPREAD | AVERAGE INCENTIVE | AVERAGE WALE |
|------------------|------------------|-------------------|-------------------|------------------|
| Renewals | 21,685sqm | 3.2% | 17% | 4.7 years |
| New leases | 29,900sqm | 2.7% ⁶ | 26% | 5.3 years |
| Total | 51,585sqm | 3.0% | 21% | 5.0 years |

- 1) Net gain on fair value of investment properties divided by closing fair value from previous corresponding period. Excludes transaction costs for acquisitions.
- 2) Includes development profit and NTA uplift.
- 3) Portfolio value includes two assets, in St Leonards, being held for development. All other metrics exclude these assets.
- 4) By area, including 8 Chifley, NSW.
- 5) By income, including 8 Chifley, NSW.
- 6) Excludes new leases over vacant space.



Office conditions

- › Continued signs of improved tenant demand in Sydney and Melbourne
 - Other major markets at or close to stabilising
- › Incentives remain elevated, however expected to improve as supply decreases
- › Capital values continue to be supported for well-leased prime assets

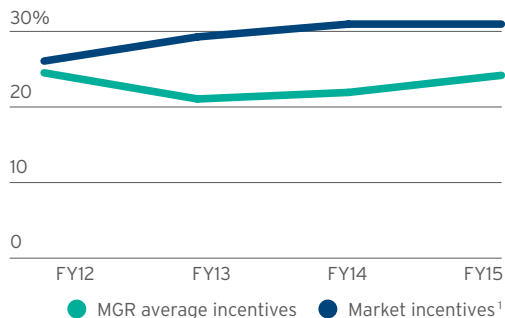


Portfolio positioning

- › 83% of portfolio located in Sydney and Melbourne
- › Track record of leasing capability
 - Leasing activity five year average ~55,000sqm
 - MGR incentives historically below market
- › ~170,000sqm of office space under HOA, including 275 Kent St, 40 Miller St and 60 Margaret St in Sydney
 - Represents 25% of portfolio NLA
 - Average WALE of ~10 years

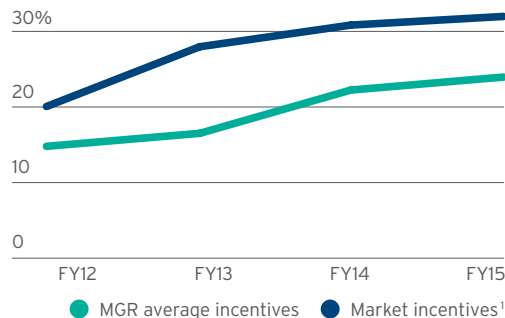
MGR V'S MARKET INCENTIVES

Sydney



MGR V'S MARKET INCENTIVES

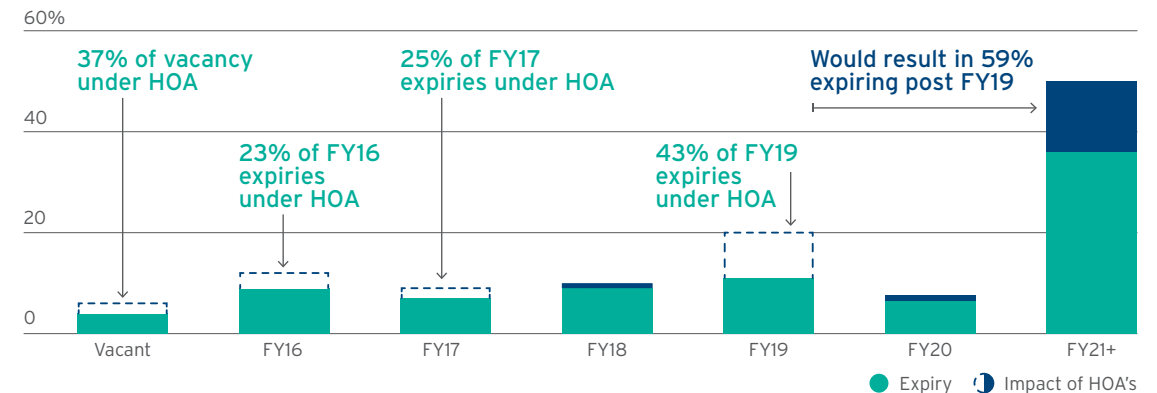
Melbourne



1) Source: JLL (average prime incentives).

2) By income.

OFFICE LEASE EXPIRY PROFILE WITH IMPACT OF HOA's²

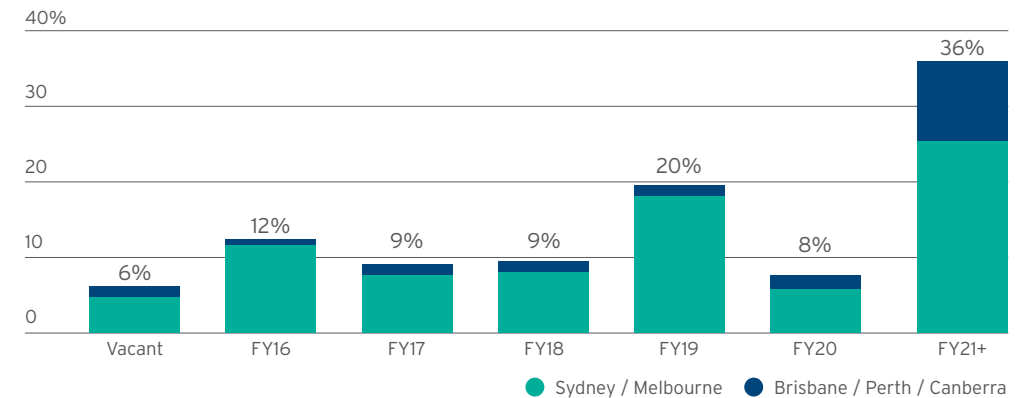




- > FY16 NOI outlook
 - Solid occupancy
 - Embedded rental growth (average 3.4% pa fixed rent increases over 84% of portfolio income)
 - Contribution from 699 Bourke St (50% interest) and Treasury Building (50% interest)
 - Full year impact of FY15 asset sales
 - 23% of FY16 lease expiries under HOA
- > \$1.2bn committed office developments on track, expected to deliver ~7.5% average yield on cost
 - 1H16: Treasury Building, Perth
\$330m end value (99% leased, 5 Star Green Star¹)
 - 2H16: 200 George St, Sydney
\$625m end value (81% leased, 6 Star Green Star¹)
 - FY17: 2 Riverside Quay, Melbourne
\$212m end value (91% leased, 5 Star Green Star¹)

1) Office Design v3.
 2) By income.
 3) Represents 100% of expected end value of office developments.
 4) As at 31 July 2015.

OFFICE LEASE EXPIRY PROFILE BY GEOGRAPHY²



| OFFICE DEVELOPMENTS | AREA | % PRE-LEASED | ESTIMATED END VALUE ³ |
|-----------------------|------------------|------------------|----------------------------------|
| Committed | | | |
| Treasury Building, WA | 30,800sqm | 99% | \$330m |
| 200 George St, NSW | 38,900sqm | 81% | \$625m |
| 2 Riverside Quay, VIC | 21,000sqm | 91% ⁴ | \$212m |
| Subtotal | 90,700sqm | 90% | \$1,167m |

Development pipeline

55 Pitt St, NSW; Green Square, NSW;
 664 Collins St, VIC; 477 Collins St, VIC and Perth City Link, WA

Total Pipeline **\$3.2bn**



RETAIL: QUALITY PORTFOLIO DRIVING STRONG METRICS



- › NOI up 15% driven by rental growth, acquisitions and development completions
 - Partially offset by asset sales
- › Positive like-for-like growth of 2.1% underpinned by urban market centres
- › Maintained high occupancy of 99.4%
- › Delivered strong total comparable MAT growth of 4.7%
 - Positive across all categories, including 3.8% growth in specialities
- › Specialty sales productivity up 5%, to \$8,805/sqm, and specialty occupancy costs reduced 170bps to 16.0%
- › Leased 17% of portfolio NLA (296 deals across 51,825sqm)
 - Strong leasing spreads of 4.8%
- › Achieved 11% premium to book value on \$158m of asset sales
- › Cap rate compression of 33 bps from June 14 reflecting divestments and improved portfolio quality
- › Completed total 11,300sqm of expansions at Stanhope Village, NSW and Kawana Shoppingworld, QLD
 - Delivered an average YOC of >7%

| PORTFOLIO RESULTS | FY15 | 1H15 ¹ | FY14 |
|--------------------------------------|------------|-------------------|------------|
| Portfolio value | \$2,139.5m | \$2,093.2m | \$1,769.6m |
| Net valuation uplift ² | 3.4% | 1.4% | 2.1% |
| Like-for-like NOI growth | 2.1% | 2.6% | 2.0% |
| Occupancy | 99.4% | 99.2% | 99.1% |
| Specialty comparable occupancy costs | 16.0% | 16.4% | 17.7% |
| Total leasing spreads | 4.8% | 4.1% | 4.5% |
| Total comparable MAT growth | 4.7% | 3.1% | 2.2% |
| Specialties comparable MAT growth | 3.8% | 2.9% | 2.0% |
| WACR | 6.49% | 6.59% | 6.82% |

| RETAIL SALES BY CATEGORY | FY15 TOTAL MAT | FY15 COMPARABLE MAT GROWTH | FY14 COMPARABLE MAT GROWTH |
|--------------------------|----------------------|----------------------------------|----------------------------------|
| Non-food majors | \$205.5m | 4.7% | (1.9%) |
| Food majors | \$800.0m | 7.3% | 1.6% |
| Mini majors | \$349.5m | 3.3% | 7.0% |
| Specialties | \$885.1m | 3.8% | 2.0% |
| Other retail | \$175.3m | 1.4% | 0.2% |
| Total | \$2,415.4m | 4.7% | 2.2% |

1) Excludes asset held for sale.

2) Net gain on fair value of investment properties divided by closing fair value from previous corresponding period. Excludes transaction costs for acquisitions.



Retail conditions

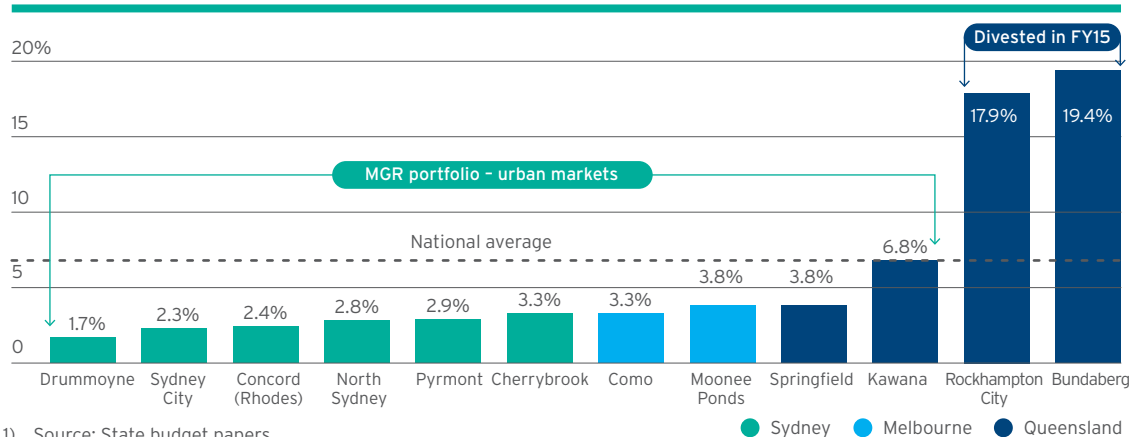
- > Mixed conditions nationally
 - Retail sales underpinned by low interest rates, steady employment and dwelling activity
 - Consumer sentiment remains volatile and wages growth subdued
- > Sydney retail spending strength supported by
 - Improved population and economic growth
 - Strongest state economic growth forecast for FY16, compared to other major states¹
 - Higher levels of dwelling investment
 - Large, broad-based infrastructure investment



Portfolio positioning

- > The portfolio has re-weighted to stronger, more densely populated urban markets
 - Over \$1bn in retail transactions in the past three years
 - 100% exit from regional markets
- > Over the past two years
 - Specialty sales productivity increased by 19%
 - Leasing spreads averaged 4.7%
 - IPD outperformance on 1, 3 and 5 year basis³
- > Portfolio expected to continue to benefit from its geographic and market positioning

UNEMPLOYMENT RATES AT MARCH 2015²

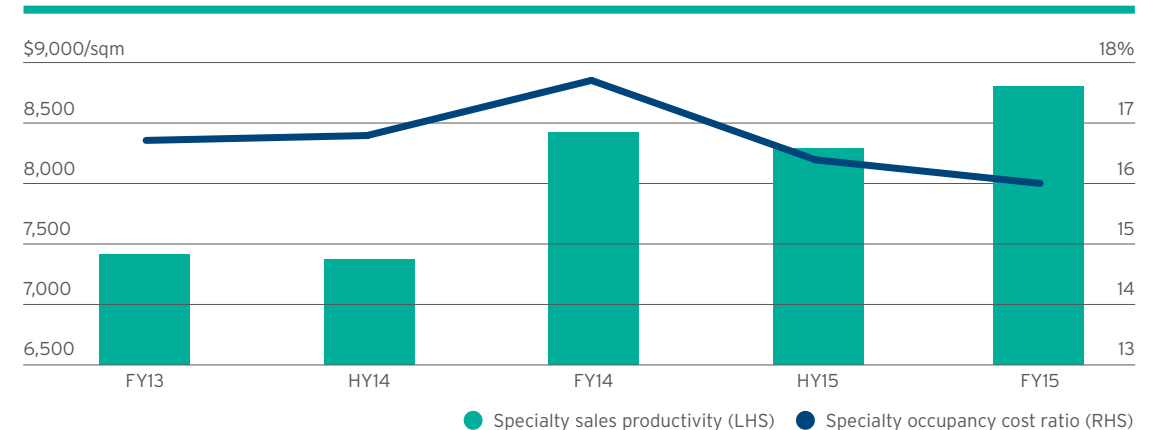


1) Source: State budget papers.

2) Source: Small Area Labour Markets, Department of Employment, Australian Government.

3) IPD total returns as at 31 March 2015.

SALES PRODUCTIVITY & OCCUPANCY COSTS



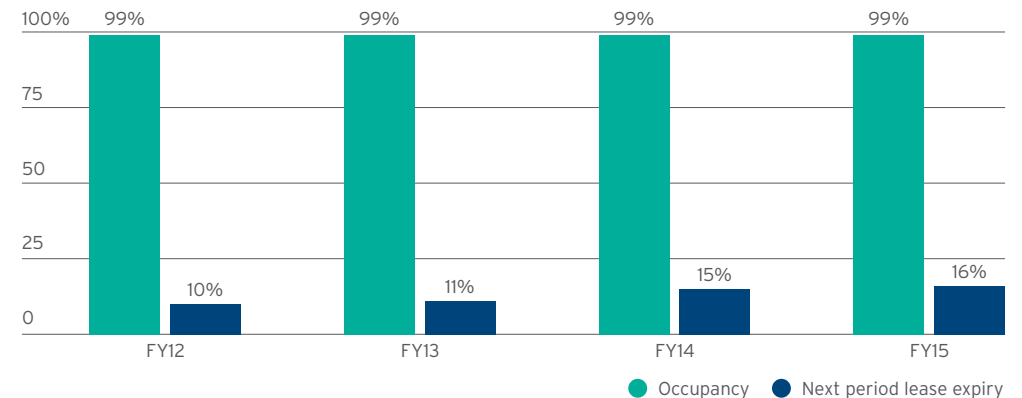


- > Continue to unlock value from existing portfolio
 - Four projects committed, expected to deliver an average YOC ~7% (Target 10yr IRR over 10%)
 - FY16: Orion Springfield, Stage 2, QLD (75% leased)
 - Tramsheds Harold Park, NSW (59% leased)
 - Greenwood Plaza, NSW
 - FY17: Broadway Shopping Centre, NSW (32% leased)
- > FY16 NOI outlook
 - High occupancy
 - Embedded rental growth (average 4.4% pa fixed rent increases over 83% of total portfolio income)
 - Full year contribution from Birkenhead Point and completed developments
 - Full year impact of FY15 asset sales
 - Impact from development affected assets
- > Continued focus on maintaining strong track record of high occupancy and reducing holdovers

RETAIL DEVELOPMENT AND REPOSITIONING PIPELINE

| Committed | Masterplanning Phase | Future |
|---------------------------|-------------------------|--------------------------|
| Orion Springfield Central | Rhodes Waterside | Stanhope Village |
| Broadway Shopping Centre | Harbourside | Kawana Shoppingworld |
| Tramsheds Harold Park | Cherrybrook Village | MetCentre |
| Greenwood Plaza | St Marys Village Centre | Coolleman Court |
| | Como Centre | Broadway Shopping Centre |
| | Birkenhead Point | |

TRACK RECORD OF HIGH OCCUPANCY (BY AREA)





INDUSTRIAL: HIGH OCCUPANCY AND LONG WALE PROVIDING STABLE INCOME



- › Maintained strong portfolio metrics
 - Occupancy of 98.7%
 - WALE of 7.6 years
- › Strong like-for-like NOI growth of 3.4%, driven by embedded rental growth
- › Net valuation uplift of 6.5%, driven by cap rate compression of 41 bps from June 14, including
 - Hoxton Park tightened 50 bps to 6.00%
- › Completed 24,445sqm of leasing activity
- › Industrial portfolio increased to \$661m (June 2014: \$407m), with the acquisition of the Altis portfolio for \$214m
 - Four income producing assets, located in Sydney
 - Total lettable area of 78,308sqm
 - Initial yield ~7%

| PORTFOLIO RESULTS | FY15 | IH15 | FY14 |
|-----------------------------------|----------|----------|----------|
| Portfolio value | \$661.0m | \$416.6m | \$405.6m |
| Net valuation uplift ¹ | 6.5% | 0.6% | 1.6% |
| Like-for-like NOI growth | 3.4% | 3.8% | 4.0% |
| Occupancy ² | 98.7% | 99.5% | 99.5% |
| WALE ³ | 7.6 yrs | 8.2 yrs | 8.7yrs |
| WACR | 7.02% | 7.38% | 7.43% |

1) Net gain on fair value of investment properties divided by closing fair value from previous corresponding period. Excludes transaction costs for acquisitions.

2) By area.

3) By income.



Industrial conditions

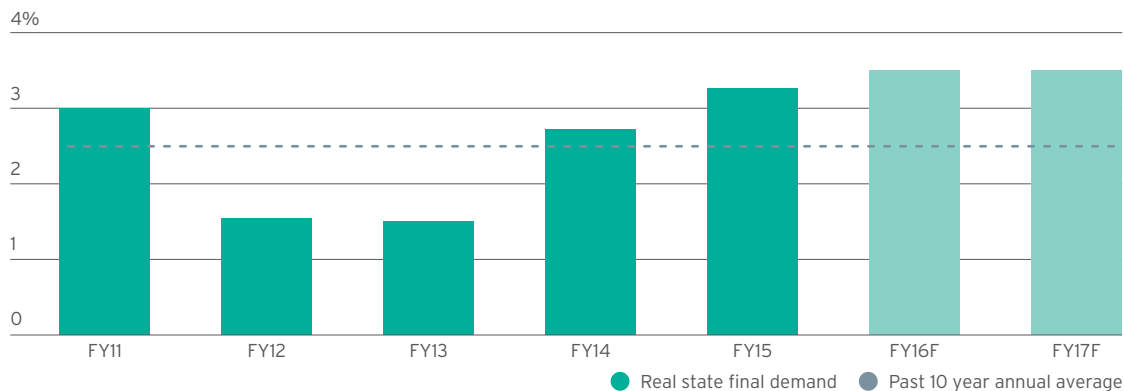
- › Tenant demand encouraging as business confidence slowly gains momentum, however tenants remain cautious
- › Markets expected to improve as the NSW economy accelerates in FY16
- › More certainty with new Sydney infrastructure connections expected to improve industrial productivity
- › Investor appetite remains strong for prime assets



Portfolio positioning

- › Portfolio income supported by geographic positioning and strong portfolio metrics
 - 90% of portfolio located in Sydney
 - High occupancy and long WALE
- › Acquisition of Altis assets further strengthens the portfolio and includes long-term redevelopment potential
- › \$200m development pipeline located within core industrial precinct in Sydney

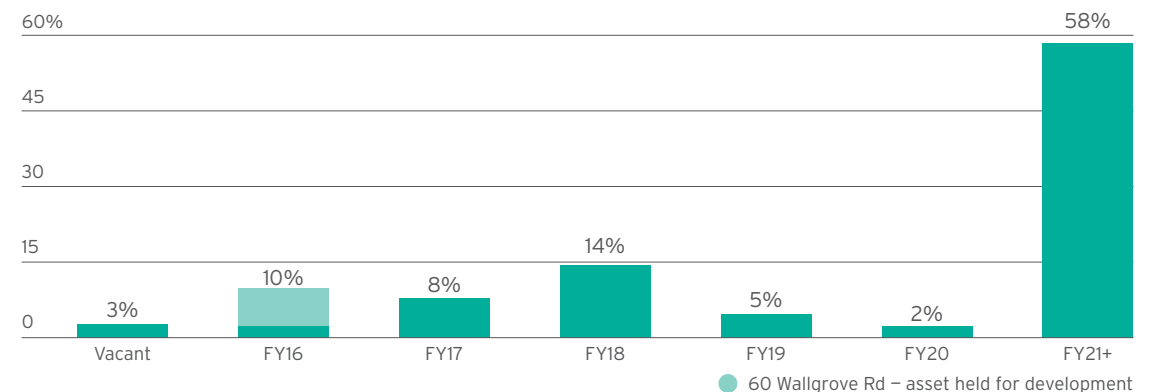
NSW ECONOMIC OUTLOOK REAL STATE FINAL DEMAND¹



1) Estimate of the level of spending in the local economy by the private and public sectors, equivalent to Domestic Final Demand.
Source: ABS, Forecasts from NSW Government Budget Papers FY16

2) By income.

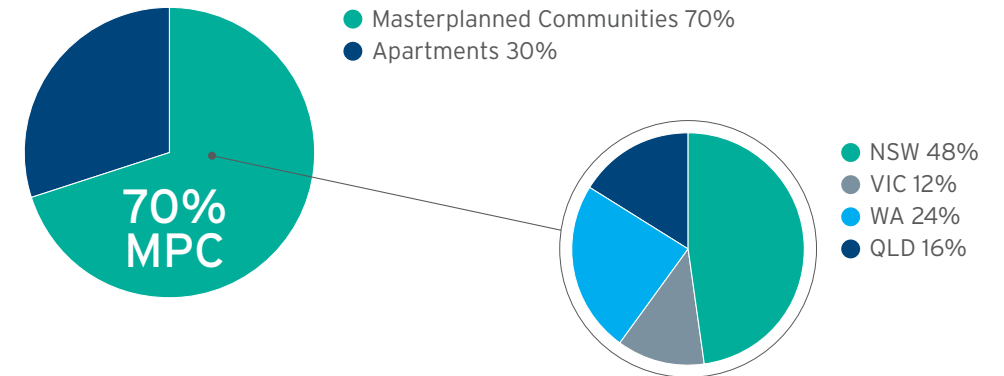
INDUSTRIAL LEASE EXPIRY PROFILE²



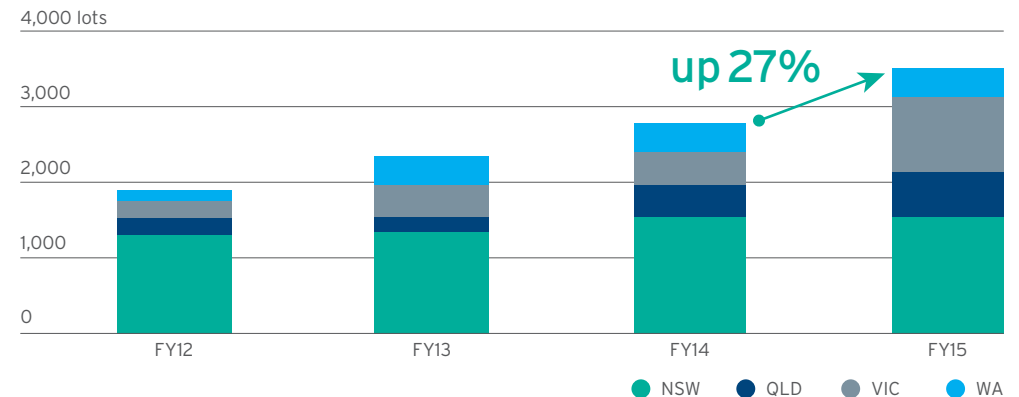


- > Settled 2,271 lots in line with FY15 target of >2,200
 - 70% derived from MPC projects, predominately NSW
- > Delivered strong FY15 residential gross margins of 23.6%¹, driven by outperformance of MPC and apartment projects in Sydney
- > Sales activity up 27%² on FY14, driven by NSW and VIC
- > Activated over 8,700 lots with the launch of new projects including
 - Three new MPC projects in Melbourne
 - Rockbank: 6,080 lots
 - Tullamore: ~625 lots
 - Cheltenham: 184 lots
 - Three major apartment projects
 - Green Square and Bondi, Sydney and Art House, Brisbane
- > Secured record level of pre-sales, de-risking future development earnings
 - Valued at \$2.0bn³, up 67% on FY14

FY15 LOT SETTLEMENTS



SALES ACTIVITY BY LOTS²



1) Including provision settlements. Excluding provision settlements gross margin 25.9%.

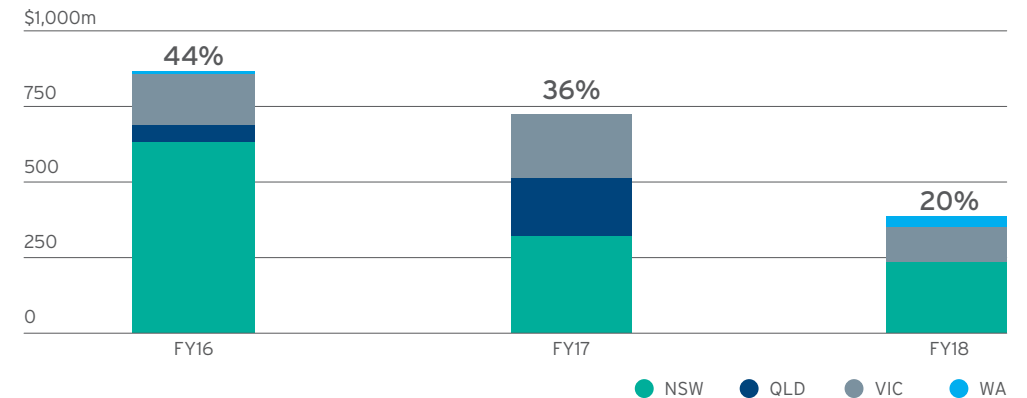
2) Total new sales and pre-sales for the 12 month period.

3) Adjusted for Mirvac's share of JVA and Mirvac managed funds.

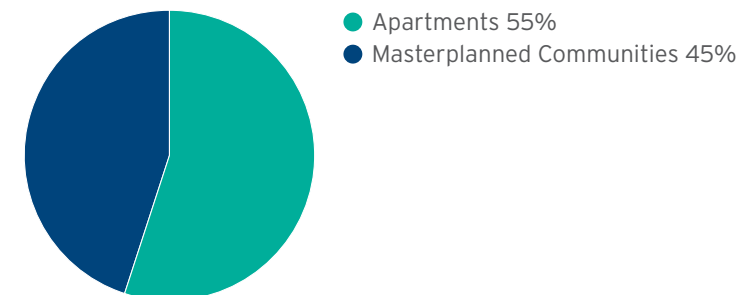


- > Successfully accelerated release programme with over 4,000 lots released in FY15 (80% increase on FY14)
- > ~90% sales success in NSW and VIC including
 - Green Square, NSW: 462 lots, 99% pre-sold
 - Harold Park, NSW: 350 lots, 87% pre-sold
 - Rockbank, VIC: 265 lots, 100% pre-sold
 - Harcrest, VIC: 212 lots, 90% pre-sold
 - Bondi, NSW: 190 lots, 100% sold
- > Increased exchanged pre-sales contracts to \$2.0bn (December 14: \$1.3bn)
 - 44% expected to settle in FY16
 - 36% expected to settle in FY17
 - 20% expected to settle in FY18
- > Pre-sales lots well balanced between apartments and MPC projects
- > Secured 67% and 57% of expected FY16 and FY17 Development EBIT¹ respectively driven by record level of residential pre-sales

PRE-SALES: EXPECTED SETTLEMENT PROFILE BY STATE



PRE-SALES: PRODUCT TYPE BY LOTS



1) Development EBIT before overheads and sales and marketing.



Sydney

- › Momentum supported by pent-up demand and improved economy
 - NSW seeing lowest level of net interstate outflow migration level since 1970s
 - Undersupply of dwellings relative to demand is expected to continue for some time yet
 - Stronger for longer construction cycle is being underpinned by broad new infrastructure plans

Melbourne

- › Ongoing strong population growth to support dwelling demand
 - Metropolitan Melbourne will see an additional 1.8m people over the 20 years to 2031, equates to 90,000 new residents per year
 - Deep dwelling demand is forecast for middle and outer rings
 - Inner city apartments supply is expected to remain concentrated

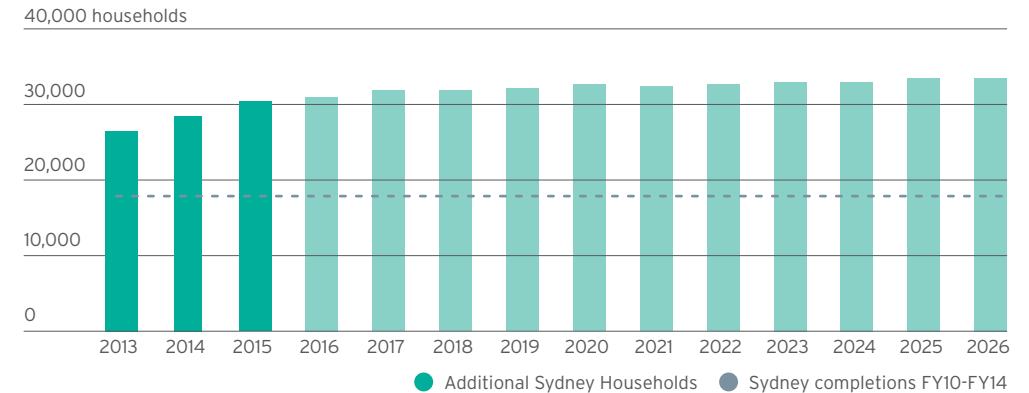
Brisbane

- › Market demand continues to remain steady
 - Brisbane apartment market continues to offer attractive, relatively high yields
 - Brisbane land market has not seen the same supply increases and as a result is seeing moderate price growth

Perth

- › Subdued economic conditions is generally impacting the market
- › Demand for affordable product however, is being supported by policy incentives such as low interest rates and First Home Buyers grants
 - Land market demand has reverted back to more average levels, with lower price markets performing better

SYDNEY DEMAND VS PAST SUPPLY



Source: ABS Household and Family Projections March 15, NSW Planning & Environment

MELBOURNE PRECINCT DWELLING REQUIREMENT

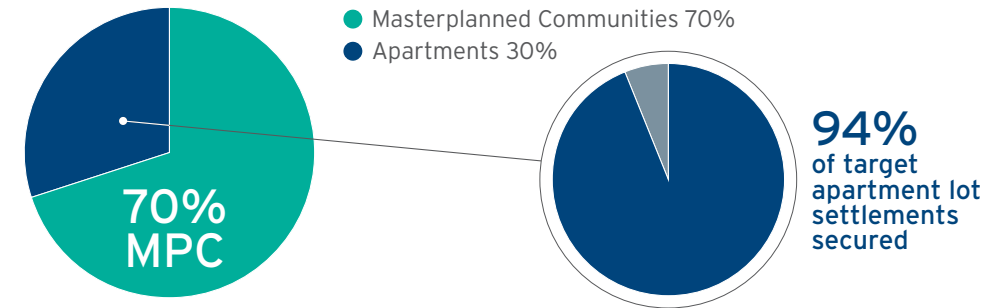
| MGR major projects | Lots to go | Precinct | Precinct dwelling requirement 2011-2031 ¹ |
|--------------------|------------|----------|--|
| Donnybrook | 2,296 | Northern | 140,000-180,000 |
| Harcrest | 86 | East | 80,000-110,000 |
| Tullamore | 438 | East | 80,000-110,000 |
| Dallas Brooks Hall | 259 | Central | 120,000-145,000 |
| Cheltenham | 137 | Southern | 165,000-205,000 |
| Smiths Lane | 2,222 | Southern | 165,000-205,000 |
| Rockbank | 5,815 | Western | 135,000-175,000 |

1) Source: Department of Transport, Planning and Local Infrastructure, Preliminary Population Projections, 2014, Plan Melbourne 2014.



- Expect to deliver growth in Residential earnings in FY16
 - FY16 lot settlement target of over 2,800 (~25% increase on FY15)
 - Over 65% of target lot settlements secured via pre-sales
 - 94% of target apartment settlements secured
 - Gross development margins expected to remain above through cycle band (18-22%)
 - Over 85% of target FY16 lot settlements expected to be from non-impaired projects (FY15: 80%)
- Material skew in earnings to 2H16 with a significant number of major projects expected to settle in the second half
 - ~\$870m¹ of MPC and apartment pre-sales expected to settle in 2H16
 - Capital expected to trend up reflecting increased activity
- Sales and marketing expenses expected to remain elevated in FY16
 - Continue to take advantage of positive residential conditions with over 3,700 expected lot releases in FY16
 - Higher amount of commissions due to expected increase in volumes

FY16 TARGET LOT SETTLEMENTS



MAJOR 2H16 EXPECTED SETTLEMENTS

| Project | Type | Pre-sales secured (lots) | Revenue secured ¹ | Ownership |
|----------------------------|------------|--------------------------|------------------------------|-----------|
| Harold Park, NSW | Apartments | 578 | \$571m | 100% |
| Harcrest, VIC | MPC | 221 | \$111m | 20% |
| Tullamore, VIC | MPC | 62 | \$52m | 100% |
| Waterfront, Unison S1, QLD | Apartments | 54 | \$39m | 100% |
| Cheltenham, VIC | MPC | 47 | \$33m | 100% |
| Rockbank, VIC | MPC | 170 | \$32m | 50% |
| Enclave, VIC | MPC | 32 | \$20m | 50% |
| Everton Park, QLD | MPC | 21 | \$11m | 100% |
| Total | | | ~\$870m | |

1) Represents 100% revenue.



- › 12 new projects (totalling ~7,160 lots) selectively acquired in FY15 in line with strategic mandates and return hurdles (average IRR 18%)
 - 84% of lots MPC
 - Off-market transactions with average upfront payment of less than \$60k per lot¹
- › Existing pipeline supports over 14,000 potential lot settlements over the next five years
 - Major projects expected to contribute approximately 70% of target EBIT for each financial year between FY16 and FY20
 - Released projects substantially pre-sold
 - Seven new project launches expected in FY16 including Gledswood Hills, Moorebank, New Brighton, St Leonards, Sydney Olympic Park, Waterloo in Sydney and Dallas Brooks Hall in Melbourne

SECURED PRE-SALES FOR EXPECTED MAJOR CONTRIBUTORS OVER THE NEXT 5 YEARS²

FY16

| | |
|-----------------------|---------------|
| ● Harold Park, NSW | 99% pre-sold |
| ● Alex Ave, NSW | 16% pre-sold |
| ● Yarra's Edge, VIC | 44% pre-sold |
| ● Googong, NSW | 78% pre-sold |
| ● Brighton Lakes, NSW | |
| ● Tullamore, VIC | 100% pre-sold |

FY17

| | |
|-----------------------|---------------|
| ● Bondi, NSW | 99% pre-sold |
| ● Tullamore, VIC | 77% pre-sold |
| ● Waterfront, QLD | 79% pre-sold |
| ● Cheltenham, VIC | 40% pre-sold |
| ● Art House, QLD | 100% pre-sold |
| ● Brighton Lakes, NSW | |

FY18

| | |
|----------------------------|--------------|
| ● Tullamore, VIC | |
| ● Harold Park, NSW | 31% pre-sold |
| ● Sydney Olympic Park, NSW | |
| ● Yarra's Edge, VIC | 54% pre-sold |
| ● Green Square, NSW | 99% pre-sold |
| ● Claremont, WA | 14% pre-sold |

FY19

| | |
|---------------------|--|
| ● Tullamore, VIC | |
| ● Yarra's Edge, VIC | |
| ● Art House, QLD | |
| ● Claremont, WA | |
| ● West Swan, WA | |
| ● Green Square, NSW | |

FY20

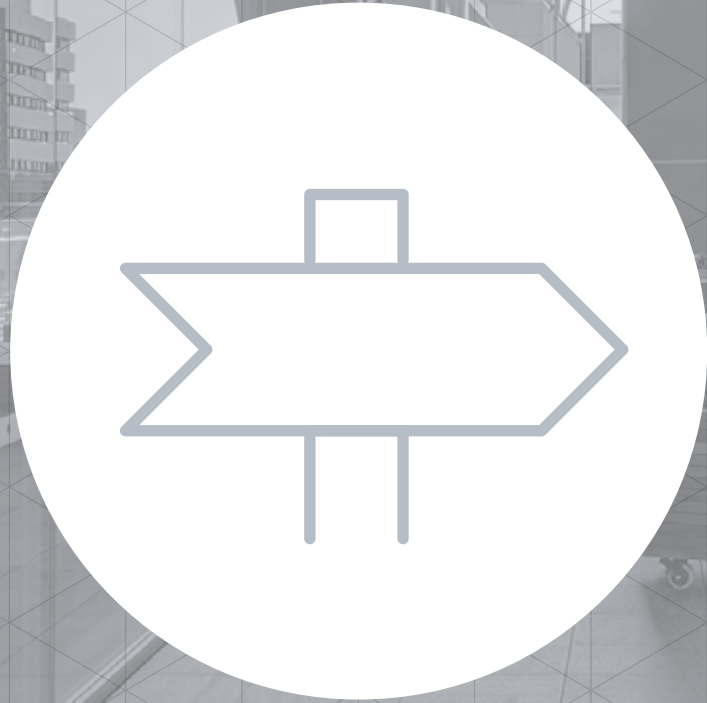
| | |
|---------------------------|--|
| ● Dallas Brooks Hall, VIC | |
| ● St Leonard's, NSW | |
| ● Tullamore, VIC | |
| ● Rockbank, VIC | |
| ● Googong, NSW | |
| ● Donnybrook, VIC | |

1) Total upfront payments divided by total lot yield.

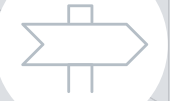
2) Subject to planning approvals.

3) By lots.

● Released ● Partially released ● Not released



OUTLOOK AND GROUP GUIDANCE



Office

- › Continue to manage lease expiry profile and secure tenant pre-commitments for development pipeline
- › Deliver committed developments in line with target returns

Retail

- › Continue to maintain solid portfolio metrics
- › Target acquisitions in urban markets with value-add opportunities
- › Continue to unlock value from existing portfolio

Residential

- › Focus on executing significant delivery program
- › Continue to improve project returns and maintain solid gross development margins
- › Maintain a very disciplined approach to restocking pipeline

Operational excellence

- › Maintain leading HSE metrics
- › Progress implementation of operating model review initiatives
- › Deliver on sustainability, innovation and diversity and inclusion strategies

Group

- › **FY16 Group operating profit guidance: \$470m – \$482m**
- › **FY16 EPS guidance: 12.7cpss – 13.0cpss**
- › **FY16 DPS guidance: 9.7cpss – 9.9cpss**
- › Expected one-off restructuring cost in FY16 of ~\$4m, in line with previous guidance
- › Continue to target 12% Development ROIC by FY17
- › Continue to maintain ~80/20% split between passive and active capital





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