

FY16 Results Presentation

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The Group's consolidated AIFRS statutory profit increased 39.2% to \$185.9 million

Underlying Profit was \$124.0 million and compares favourably to the previous period which included the gain of \$20.8 million on the sale of Birkenhead Point

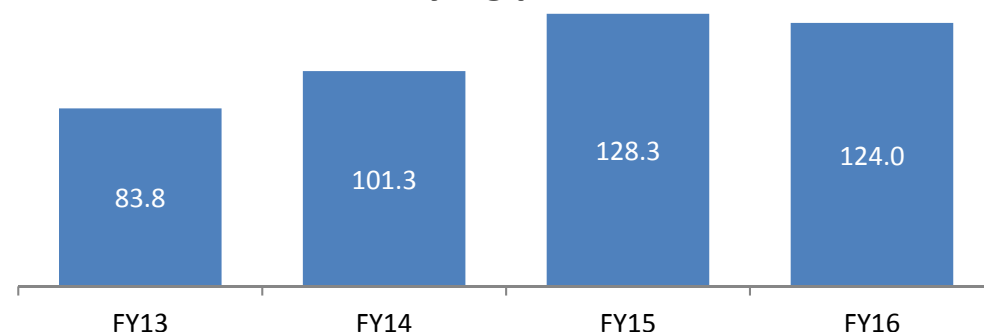
We continued to be active during the period

- Acquired commercial assets totalling \$180 million in value
- Added 7 storage facilities for \$62 million to the storage portfolio making it our biggest sector exposure
- Took advantage of opportunity to provide real estate project funding with \$123 million invested in property ventures projects

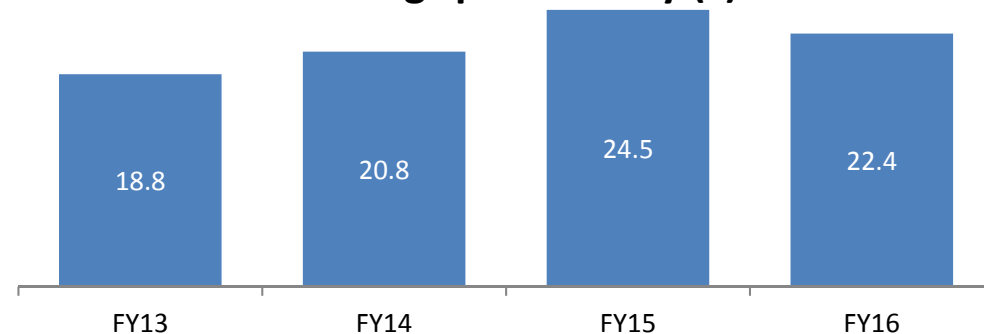
Continued to expand our product offering across our third party capital platform in FY16

- \$275 million residential development JV with Singaporean based CDL, to build 472 units in South Brisbane, QLD
- \$180 million of commercial assets in JV with Goldman Sachs and other partners
- Mandate to manage \$113 million asset on behalf of private clients

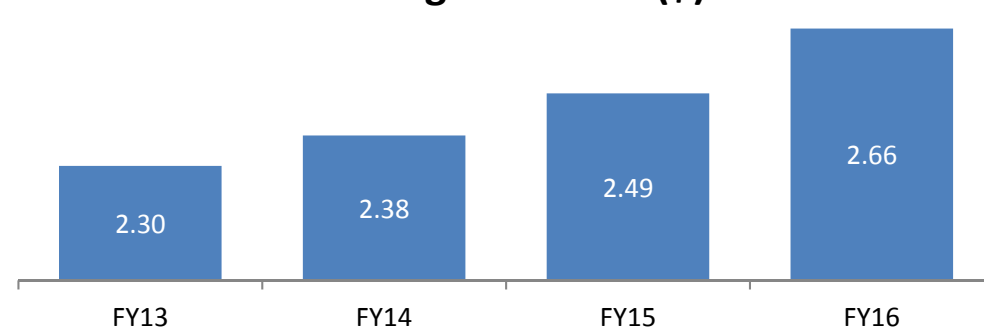
Underlying profit (\$m)



Earnings per security (c)



Net tangible assets (\$)



Financial results and capital management Rob Boulderstone



Diversified business delivers results

Key financial metrics

	Jun 16	Jun 15	
Consolidated Group¹ – AIFRS statutory profit	\$185.9m	\$133.5m	39%
AIFRS (Abacus) statutory profit	\$169.7m	\$147.6m	15%
Underlying profit²	\$124.0m	\$128.3m	-3%
Underlying earnings per security	22.4c	24.5c	-9%
Distributions per security ³	17.0c	17.0c	
Cashflow from operations	\$91.5m	\$119.3m	
Interest cover ratio ⁴	4.2x	5.1x	
Weighted average securities on issue	555m	524m	

Underlying Profit \$124.0 million

Drivers of underlying profit in FY16:

- \$32 million of finance income from loans to development projects
- \$15 million gains from projects
- \$13 million of fee income from third party capital and other management mandates

4% reduction (\$2.5 million) in rental income across the commercial portfolio as a result of asset sales

12% increase (\$4 million) in storage income from:

- Strong revenue per available square metre gains across the stabilised portfolio
- Contributions from facilities in lease up mode

Maintained target for 100% of distributions to be paid from recurring earnings

1. The Group consists of the merged Abacus Property Group, Abacus Hospitality Fund, Abacus Wodonga Land Fund and ADIF II
2. Underlying Profit is calculated in accordance with the AICD/Finsia principles for reporting Underlying Profit
3. Includes distributions declared post period end (1 July 2016 and 1 July 2015)
4. Calculated as underlying EBITDA divided by interest expense and includes impairments on inventory

Conservative balance sheet

Balance sheet remains conservative and gearing remains below targeted level despite increased drawn debt

NTA per security grew by 6.8% to \$2.66 driven by cap rate compression and stronger earnings performances from a number of investment properties

During the year the Group continued its capital allocation to higher returning investments in storage and development opportunities

August DRP and placement of shortfall securities provided \$47 million of additional liquidity

Balance sheet metrics	Jun 16	Jun 15
NTA per security	\$2.66	\$2.49
NTA per security less August distribution ¹	\$2.59	\$2.41
Abacus total assets	\$2,302m	\$1,957m
Net tangible assets ²	\$1,480m	\$1,378m
Total debt facilities	\$873m	\$770m
Total debt drawn	\$629m	\$388m
Average cost of drawn debt	5.4%	6.1%
Abacus gearing ratio ³	25.8%	18.2%
Covenant gearing ratio ⁴	29.5%	22.8%
Debt term to maturity	3.5 yrs	4.3 yrs
% hedged of drawn debt	53%	88%
% hedged of total debt facilities	38%	44%
Weighted average hedge maturity	2.6 yrs	2.9 yrs

1. 8.5c distribution in August 2015 and August 2016 respectively

2. Excludes external non-controlling interests of \$43.3 million (FY15: \$31.0 million)

3. Bank debt minus cash divided by total assets minus cash. If joint venture and fund assets and debt are consolidated proportionately based on Abacus' equity interest, look through gearing is 30.3%

4. Covenant gearing calculated as Total Liabilities (net of cash) divided by Total Tangible Assets (net of cash)

Investment portfolio – Office and Industrial Peter Strain



Investment portfolio of \$1.6 billion

Key portfolio metrics

	Jun 16	Jun 15
Investment portfolio value ¹ (\$m)	1,568	1,318
Commercial portfolio ¹ (\$m)	994	861
Storage portfolio (\$m)	574	457
WACR ^{1,4} (%)	7.48	8.05
No. of commercial assets ¹	32	37
NLA (m ²) ^{2,3}	302,888	297,874
Occupancy ^{2,3} (% by area)	91.2	93.4
WALE ^{2,3} (yrs by income)	4.3	4.1
Like for like rental growth ^{2,3} (%)	2.7	2.2

1. Includes assets acquired under our third party capital platform, inventory and PP&E

2. Excludes storage assets

3. Excludes development assets

4. Weighted Average Cap Rate

Investment portfolio remixing continues with increases across the storage, office and retail portfolios

- Acquired 7 facilities for the Storage portfolio
- Added investments in Lutwyche City Shopping Centre, Brisbane and 201 Pacific Highway, St Leonards
- Sale of 8 assets during the year for \$64 million

Investment portfolio delivered 5.7% or \$74.0 million revaluation gains in FY16

- Evenly split across the commercial and storage portfolios

Acquisitions improved growth in net rental income across second half of FY16

Occupancy slightly reduced to 91.2% due to expiries across our retail and industrial assets

Commercial portfolio delivered increased like for like rental growth of 2.7% and WALE to 4.3 years

Office and Industrial portfolio

\$23.8m

Office: portfolio value uplift⁵

\$492m

Office portfolio value

7.3%

Office portfolio WACR^{1,3}

91.8%

Office: portfolio occupancy¹

4.1 yrs

Office portfolio WALE^{1,4}

2.5%

Office: rental growth²



\$127m

Industrial portfolio value

94.4%

Industrial portfolio occupancy¹

\$4.1m

Industrial portfolio asset value uplift

8.4%

Industrial portfolio WACR^{1,3}

3.5 yrs

Industrial portfolio WALE^{1,4}



1. Excludes development assets
2. Like for like rent growth
3. Weighted Average Cap Rate
4. Weighted Average Lease Expiry
5. Includes fair value gains on equity accounted investments

14 Martin Place: development update

14 Martin Place, Sydney NSW

Works completed to date include a restoration of sections of the façade

- Protecting the heritage nature of the property while maintaining A Grade status

Finalising works remixing the retail tenancies

- Reconfigured space and tenancies to improve tenant quality and revenue sustainability

Redevelopment of 780m² over two levels of retail space fronting Angel Place and Pitt Street to create exciting new dining options with access to Angel Place

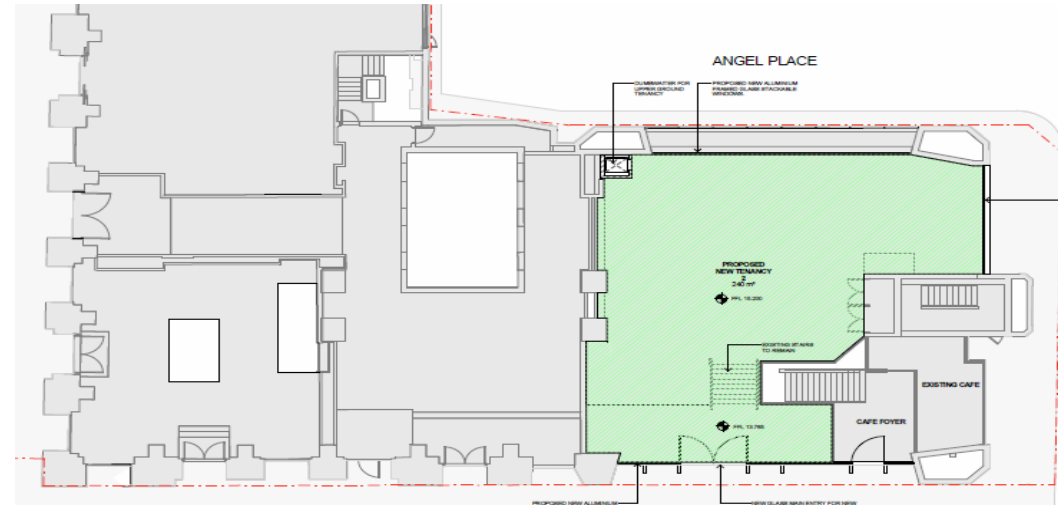
Lease signed with Award winning restaurant Long Chim out of Singapore with celebrity chef David Thompson

- Long Chim to open in 550m² for 15 yrs in September 2016

Redevelopment of retail space on ground floor facing Pitt Street with international café group, Joe the Juice

- Joe the Juice to open in 230m² for 10 yrs in early 2017

14 Martin Place – Ground level



Example of Long Chim fitout, 14 Martin Place, Sydney NSW



201 Pacific Highway – St Leonards NSW

201 Pacific Highway, St Leonards was acquired in August 2015 at a price of \$115.0 million

- 50/50 joint venture with Goldman Sachs
- Bought well with strong initial yield
- Exploit over time the yield differential between the core CBD and suburban markets

This A grade building comprises 13,841m² of office and 2,688m² of retail and 262 car spaces

- The retail comprises 20 tenancies in the Forum plaza adjoining the railway station
- Asset presents a diversified income with 20% of the income from retail (anchored by Coles) and 10% from car parking

Plans to stratum subdivide the retail have been approved by council and we are commencing our application to have plan registered

- Stage two: strata individual retail shops to commence upon registration of stratum anticipated in H117
- Anticipate strong demand for strata lots

Key metrics

June 16

Rate per square metre at acquisition	\$6,957
Cap rate	7.25%
NLA (sqm)	16,529m ²
WALE (yrs by income)	2.9 yrs
Occupancy (% by area)	97%
Average rent psqm (office)	\$506



Investment portfolio – Retail Cameron Laird



Retail portfolio overview

\$21.0m

Portfolio value uplift⁵

\$375m

Portfolio value

6.7%

Portfolio
WACR^{1,3}

85.7%

Portfolio occupancy¹

7.6%

Rental growth²

4.9 yrs

Portfolio WALE^{1,4}



Strong leasing results drive like for like rental growth up 7.6% for period

- Driven by strong re-leasing across Ashfield Mall and Bacchus Marsh (particularly re-signing of majors following development works)

1. Excludes development assets
2. Like for like rent growth
3. Weighted Average Cap Rate
4. Weighted Average Lease Expiry
5. Includes fair value gains on equity accounted investments

Occupancy has dropped as a result of the acquisition of Lutwyche City Shopping Centre

- Tenants leaving in preparation for development works

Valuation gains of \$21million or 5.9% of portfolio reflect recognition of redevelopment works and firming of cap rates

Portfolio characteristics reflect assets with strong growth opportunities through redevelopment and tenant remixing

Retail portfolio updates

Retail Portfolio development pipeline robust with multiple projects

Bacchus Marsh Coles Express service station is due for completion in August 2016

- 12 year lease @ \$240,000pa
- Likely to attract strong interest from retail investors at tight yields

Oasis Shopping Centre completed its first two developments during the year

- Allianz tenancy for 2,100m² of NLA added 400m² of new NLA
- New restaurants and CBA tenancies of 650m² of NLA added 300m² of new NLA
- Town planning approval for alteration and expansion of existing restaurant precinct received for 5 new restaurants. Currently pre-leasing with construction to commence in August 2016



Lutwyche City Shopping Centre – Brisbane QLD

Lutwyche City was acquired in August 2015 for \$65 million in a joint venture that grew our third party capital platform

- Abacus ownership 75%

We have plans to reposition the centre to dominate its Primary Trade Area for the convenience shop

Development planning to identify and maximise all value-add opportunities:

- Potential for additional supermarket and improved food / convenience offer
- Expanded commercial space
- Centre ambience upgrade to positively reposition customer perception
- Improve the café and restaurant offer to align with the expanded office space
- Introduce paid parking to improve available parking and remove commuters

Centre occupancy will be managed in line with development plans

Key metrics

June 16

Rate per square metre at acquisition	\$3,450
Cap rate	7.25%
NLA (sqm)	18,929m ²
WALE (yrs by income)	4.8 yrs
Occupancy (% by area)	81%
Average rent psqm	\$390



Liverpool Plaza, Sydney NSW update

Macquarie and Moore Streets, Liverpool Plaza, Sydney NSW

Development options have been assessed on a site that combines two small commercial properties adjoining our existing retail asset Liverpool Plaza

- Promoted as a mixed-use development site following proposed LEP changes
- Retail will provide connectivity to the plaza and existing shopping centre

Development Plan:

- Residential: 134 residential apartments and 80 – 100 serviced apartments
- Car parking: 207 new car bays
- Commercial/Retail: 3,000m² of commercial and retail space including a 100 – 120 place childcare centre above retail

Development Status:

- Rezoning – 100 metre high mixed-use planning application accepted by council
- Gateway approval for rezoning now approved by NSW Government – requires council approval post public exhibition
- Development Application – anticipate lodgement Q4 2016



Investment Portfolio – Self Storage Phil Peterson



Storage: 14.2% growth in portfolio NLA

Storage portfolio: \$574 million

15.5% increase in underlying EBITDA to \$32.7 million in FY16 driven by strong trading and recent acquisitions

- 12.4% increase in storage rental income

Strong transactional period with 7 assets added to the portfolio

- \$44.7 million on 4 established facilities
- \$17.5 million on 3 new conversion opportunities

Established portfolio's metrics increased further to:

- 87.4% occupancy up 1.4%
- \$259m² rental rate up 1.2%
- \$227m² RevPAM up 3.2%

14.2% increase in portfolio NLA during FY16

Optimised RevPAM through balance between occupancy and rental yield levers

- Includes commercial and industrial properties held for redevelopment
- Average over last 12 months (by area) of established assets
- Adjusted to FY16 FX rate of \$1.0489 for comparison purposes
- RevPAM: Revenue per available square metre

Key metrics	AUS	NZ	Jun 16	Jun 15
Portfolio value (\$m)	455.7	118.7	574.4	457.2
No. of storage assets	50 ¹	12	62	54
WACR	7.9%	8.2%	8.0%	8.6%
NLA ¹ (m ²)	230,000	60,000	290,000	254,000
Land (m ²)	375,000	105,000	480,000	434,000
Occupancy ²	86.7%	89.6%	87.4%	86.0%
Average rental rate ² , \$psm	\$259	NZ\$272	\$259	\$256 ³
RevPAM ⁴ (per available m ²) ²	\$225	NZ\$244	\$227	\$220 ³



Stage 1 completed, Stage 2 being prepared for conversion Wodonga facility, VIC

Storage portfolio overview

FY16 stabilised asset acquisition strategy focused on freehold facilities in metro markets with higher potential yields than the portfolio average

FY16 transactions include two in Brisbane, one in Melbourne and one in Auckland increasing platform by approx. 24,000 NLA m²

Auckland acquisition at St Lukes, a 6,200m² facility for NZ\$11 million in March 2016

- Purpose built facility with expansion potential for additional units to maximise FSR and occupancy
- Abacus portfolio now has 12 facilities in NZ, 8 being high quality facilities in key Auckland market

Portfolio consists of:

- 51 established storage facilities and
- 5 newly converted facilities with further expansion potential
- 6 non storage assets with intended 20,000+m² of NLA
- Portfolio total customers approx. 25,000
- Average stay per customer of almost 36 months



Storage portfolio overview

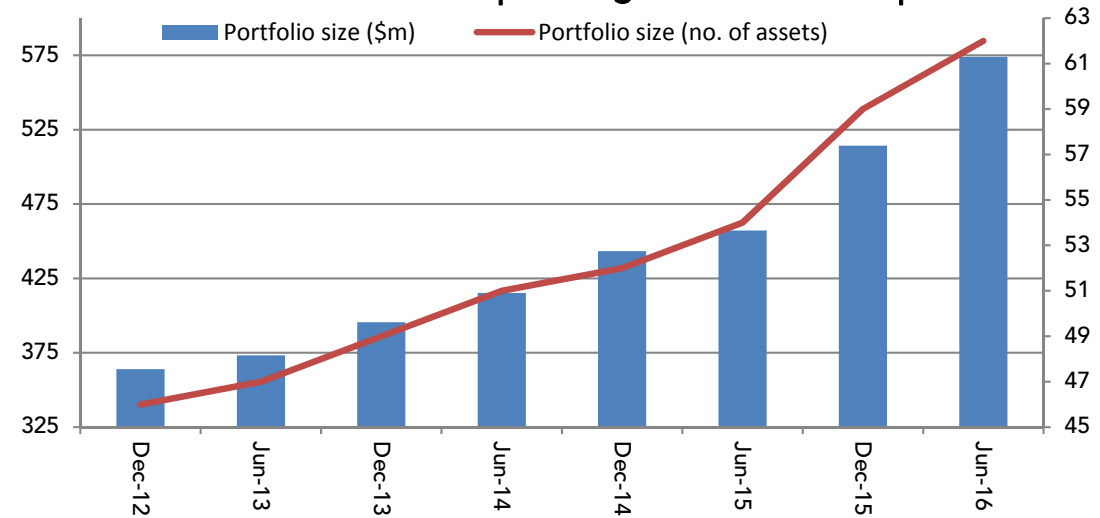
Over the last two years

- Added 5 converted facilities with completed stages, 14,000m² of NLA
- Averaging 69% occupancy during FY16 after average of 18 months of operation (includes 4 facilities in Sydney metro area)
- Market rates suggest average rental rate of c.\$270pm² achievable
- Further c.2,100m² of NLA to be complete in FY17

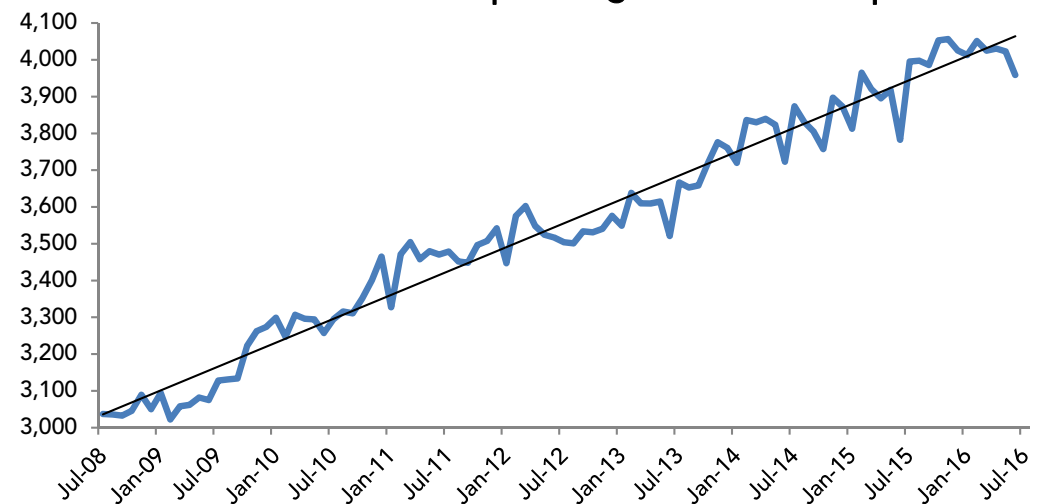
Current development pipeline of approved and unapproved stages will convert ~26,000m² of NLA over the next two years

- Includes an additional 5 assets
- 3 to be completed during FY17 (includes 1 asset in Sydney and 2 in Melbourne)

Portfolio value compound growth of 13.9% pa



Total revenue¹ compound growth of 4.0% pa



1. Includes 41 like for like stores held since July 2008

Growth opportunities – case study

St Peters, Sydney (NSW)

Property acquired for \$3.975 million with GFA of 3,300m² (\$1,200psm)

Located on Princes Highway in Sydney with excellent exposure to passing cars

Facility in close proximity to neighbouring high density resi precincts e.g. Mascot, Wolli Creek, providing good demand driver for self storage

- High yield catchment with small average unit sizes

Works completed in February 2015 and trading commenced in March 2015

Facility is trading strongly, delivering RevPAM above the portfolio average with expectations of further improvements

- Occupancy at 85% has exceeded expectations since opening



Growth opportunities – case study

South Oakleigh, Melbourne (VIC)

Property acquired for \$3.45 million with GFA 3,576m² (rate \$965pm²) and site 6,782m².

Tenant in place short term – generating cashflow while DA approval was obtained

Good clearance in warehouse allows fit out of new mezzanine floor plus surplus land to be used for external/drop down units

Storage facility once developed will provide NLA c4,500m² plus front office tenancy 500m² on Clarinda Road

Office tenancy to be stripped out and converted to café pending separate planning approval for change of use to be finalised

Anticipate average rental rate to be in-line with portfolio average of c.\$259pm²





Property ventures overview Cameron Laird & John L'Estrange

\$57.0 million underlying EBITDA contribution

- 1.1x increase due to an increase in interest and fee income from new and existing projects and profit realisations

Development projects heavily focused on Sydney residential market

- Over 73% of our capital invested in this market
- Brisbane residential market second largest exposure of 14% reducing to c.8% (Merivale) by FY18

Results include previously announced impairment to Muswellbrook residential development as a result of the downturn in the resources sector

- Abacus' sole regional residential development

Current pipeline of projects is underpinned by over 9,000 unit and/or land sites which equates to a cost base of only \$55,000 per unit/land site

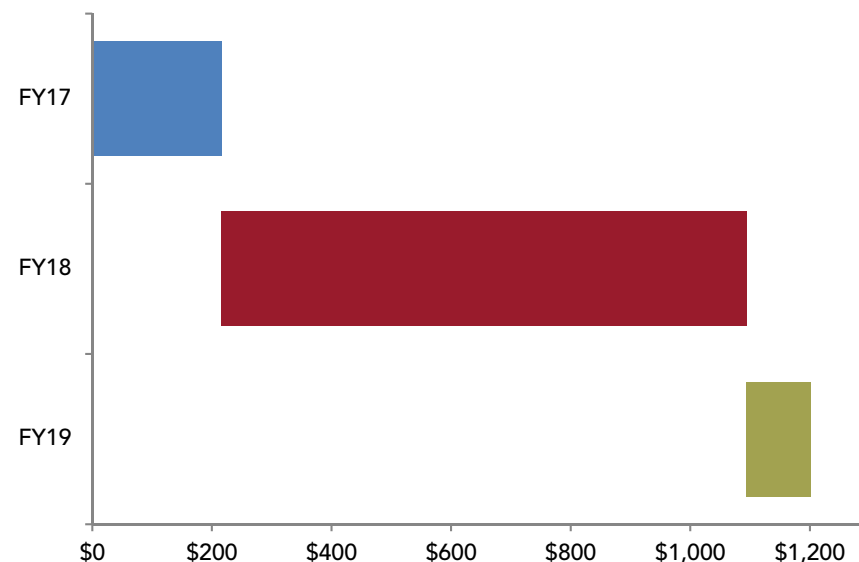
Pipeline has estimated potential to generate end sales revenues of c.\$1+ billion¹ between FY17 and FY19

- Project timeframes pushed out in part due to NSW council amalgamation program slowing approval process

1. Estimated revenue combines residential developments total development revenue net of sales costs and GST and total repayments on all residential land approval investments which include accrued interest, equity profits and invested capital

Key metrics	Jun 16	Jun 15
Residential exposure	96.2%	99.4%
Loans	\$370.3m	\$263.0m
Equity	\$129.3m	\$150.5m
Average interest rate	10%	13%

Project estimated end sales revenues (in millions) ¹



Residential pipeline – developments

\$118 million of invested capital across 8 residential development projects currently under construction

Sites well located in Sydney, Brisbane, Melbourne and Canberra

- Fundamentals remain solid across most major markets

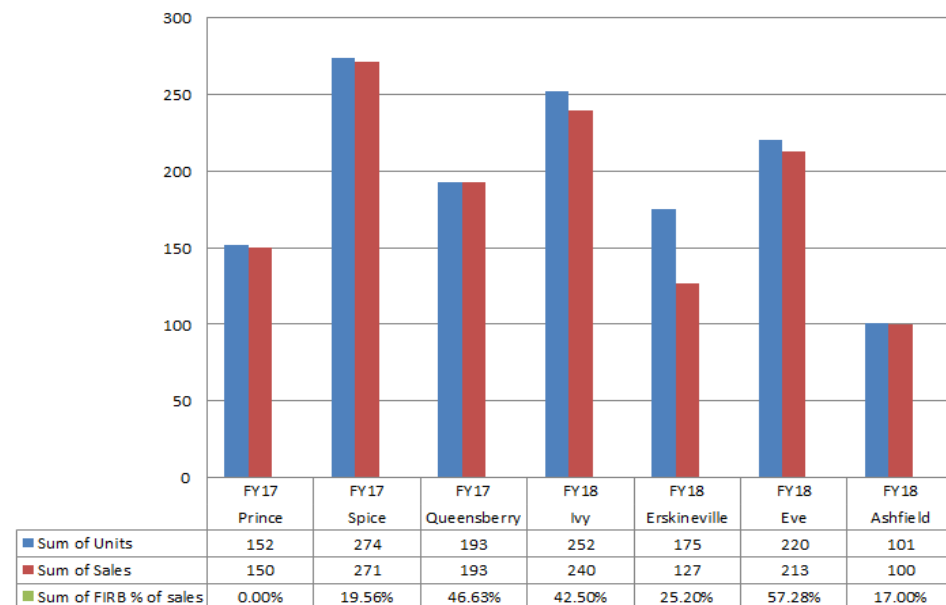
Committed projects are 94.7% sold and all projects (excluding Erskineville, which we anticipate imminently) have met the requirements for senior funding

FY17 completion program includes

- The PRINCE, ACT: 152 apartments, 150 sold, with settlements anticipated in H117
- SPICE, QLD: 274 apartments, 271 sold, with settlements anticipated in H117
- The EMINENCE, VIC: 193 apartments, all sold, with settlements anticipated in H217

Development projects have approximately 30% of offshore buyers

- Focused on affordable product
- Pre-settlement process engaged



Residential pipeline – land approvals

\$290 million of invested capital across 11 residential land projects actively progressing through the local and state government approvals process

- Expanded our lending practices to take advantage of banks tightening their lending criteria

100% exposure to the Sydney metropolitan market

- Fundamentals remain solid with demand exceeding supply
- The local council amalgamation process has delayed the planning approval process

Current pipeline updates:

- 548-568 Canterbury Road Campsie: site has received approval for its 353 units and is under exclusive due diligence for a price in line with our anticipated sale prices
- 570-580 Canterbury Road Campsie: awaiting council approval for s.96 for a total of 105 units. Anticipate sale in H117
- Werrington: settlements on Stages 1 and 2 have begun with funds repaying project level debt and interest
- Marsden Park: on track for initial staged repayment



Project site is located at 181 James Ruse Drive Camellia, Parramatta NSW

- 6.8 hectares located 23km west of Sydney CBD
- State Government has recently announced that the light rail will travel past our site
- Master Plan has received State Gateway approval

The Master Plan provides for 5.3:1 FSR which delivers c.300,000m² of buildable area. That is expected to provide c.3,250 apartments and 15,000m² of retail/commercial

Following public exhibition, we anticipated council sign off, however, following the appointment of council administrators as part of the council amalgamation process there have been delays and requests for further information

- We are providing the further information to council and Department of Planning (DOP)
- The council and DOP are pushing forward with their studies to rezone the entire Camellia suburb which is a further positive for the site due to an emphasis on residential dwellings
- Council and DOP are reviewing our site in the context of the future wider district plan

Key metrics

Jun 15

Invested capital (RCL ¹)	\$150.2m
Units	~3,250
Retail	15,000m ²
ABP profit share	50%
Estimated unit sales price	\$100,000
Anticipated sale date	FY18



1. Camellia and Riverlands Projects are cross collateralised



Funds management overview

\$10.7 million underlying EBITDA contribution for the twelve month period

- \$146 million of fund investments

Each fund independent despite accounting consolidation

- ADIF II continues to realise assets. During the year seven assets were sold for \$39.1 million. Proceeds were used to repay debt. The Fund has 6 properties remaining and these are expected to be sold in the current financial year
- AHF: In March 2016, AHF sold the Rydges Tradewinds for \$34 million and this settled in July 2016. The remaining two hotels are expected to be sold in the current financial year
- Wodonga Fund: Residential land lots continue to sell well with 107 lots sold over the year at an average price of \$123,000, a 6% price increase on the prior corresponding period. At the current time there are 154 lots available for sale of which 97 have been pre sold. The site has capacity for a further 202 residential lots as at 30 June 2016

Third party capital partnering program

Business has evolved across changing market cycles with over \$1.4 billion invested with our investment partners

We have expanded our product offering to meet the requirements of our partners

- Expanding our revenue sources with fee based, capital light mandates and funds

Capital partnering since 2010	Sector	Price ¹ , A\$	Asset Level IRR
Birkenhead Point, Drummoyne VIC	Retail	174,000,000	24%
350 George Street, Sydney NSW	Office/Retail	27,000,000	
4 & 14 Martin Place, Sydney NSW	Office/Retail	153,500,000	
32 Walker Street, North Sydney NSW	Office	35,600,000	
484 St Kilda Road, St Kilda VIC	Office	68,000,000	25%
309 George Street, Sydney NSW	Office/Retail	68,750,000	17%
180 Queen Street, Brisbane QLD	Office/Retail	29,500,000	
35 Boundary Street, Brisbane QLD	Office	40,250,000	
Wharf 10, Sydney NSW	Office	31,800,000	27%
World Trade Centre, Melbourne VIC	Office/Retail	120,400,000	
Oasis Shopping Centre, Gold Coast QLD	Retail	103,500,000	
201 Pacific Highway, St Leonards NSW	Office/Retail	115,000,000	
Lutwyche City Shopping Centre, Brisbane QLD	Retail	65,000,000	
Merivale development, South Brisbane QLD	Residential development	275,000,000	
Red Cross Building, Sydney NSW	Office	112,900,000	
Total		1,420,200,000	

1. Represents the acquisition price for commercial properties or the total estimated sales revenue from residential developments

Summary and outlook



Summary and outlook

We are pleased to deliver another strong underlying profit result

- Securityholder distributions are secure and predictable
- 100% of distributions covered by recurring earnings
- Payout ratio of 76% of underlying profit

The business outlook remains positive with a strong balance sheet of opportunities

- The diversified nature of our multi-business model means we are well positioned at this stage in the cycle

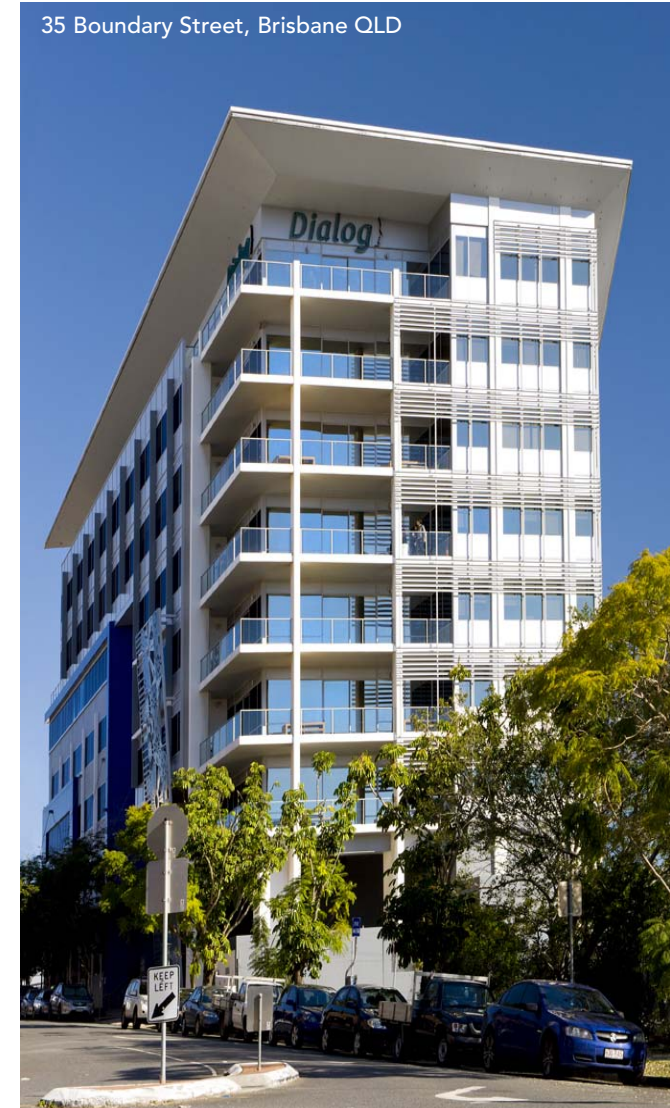
We aim to continue to grow our positions in the storage sector and our third party capital platform

- Expanding our investment relations and product offering

Despite the disappointing delays to the residential development approval process in Sydney as a result of the council amalgamation program, we are confident these timing delays will not ultimately impact our anticipated returns

- Our exposure to residential development will reduce over the next 12-18 months as projects are completed and realised
- 73% exposure to the Sydney residential market

35 Boundary Street, Brisbane QLD



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Abacus Group Projects Limited ACN: 104 066 104

Abacus Funds Management Limited ACN: 007 415 590 AFSL No. 227819

Abacus Storage Funds Management Limited ACN: 109 324 834 AFSL No. 277357

Abacus Storage Operations Limited ACN: 112 457 075

FY16 Annual Results Appendices



Appendix A

Segment balance sheet

Abacus balance sheet	Property	Storage	Funds	Property Ventures	Corporate	June 2016	June 2015
	(\$m)	(\$m)	(\$m)	(\$m)	(\$m)	(\$m)	(\$m)
Investment properties	813.8	570.3				1,384.1	1,189.7
Inventory				64.8		64.8	107.9
Property, plant and equipment	0.6	4.1				4.7	7.0
Loans and interest	15.0		145.6	370.3		530.9	394.9
Other investments and financial assets	22.5		0.4	26.8		49.7	43.6
Equity accounted investments	142.2			37.7		179.9	137.3
Cash and cash equivalents					36.3	36.3	28.2
Other assets					19.4	19.4	15.2
Goodwill and intangibles					32.5	32.5	33.3
Total assets	994.1	574.4	146.0	499.6	88.2	2,302.3	1,957.1
Interest bearing liabilities						631.3	388.9
Other liabilities						118.5	128.8
Total liabilities						749.8	517.7
Net assets						1,552.5	1,439.4

Appendix B

Segment earnings (underlying profit)

	Property	Storage	Funds	Property Ventures	FY16 Total	FY15 Total
Rental and Storage income	70.0	61.3			131.3	130.1
Finance income ¹				46.3	46.3	26.2
Funds management income			12.5		12.5	10.3
Share of profit from equity accounted investments ²	13.3 ³		0.4	5.7 ⁴	19.4	31.2
Sale of inventory ⁴	0.3			2.6	2.9	39.0
Net change in fair value of investments derecognised ⁴	6.9			9.1	16.0	30.7
Interest income					0.5	0.6
Total Underlying Revenue	90.5	61.3	12.9	63.7	228.9	268.1
Expenses	(14.5)	(23.1)			(37.6)	(38.1)
Cost of inventory sales ⁴	(2.8)			(2.3)	(5.1)	(34.5)
Net loss on sale of property, plant & equipment / impairment charges	(0.1)				(0.1)	(4.9)
Segment result before corporate overheads⁵	73.1	38.2	12.9	61.4	186.1	190.6
Corporate and other costs ⁶	(10.0)	(5.6)	(2.2)	(4.4)	(22.2)	(22.8)
Underlying EBITDA	63.1	32.6	10.7	57.0	163.9	167.8
Finance costs ⁶					(31.3)	(30.9)
Depreciation, amortisation and impairment expense	(1.5)	(0.3)			(1.8)	(2.6)
Tax expense					(6.8)	(5.2)
Non-controlling interests					0.0	(0.8)
Underlying Profit	61.6	32.3	10.7	57.0	124.0	128.3
Change in fair value of investments	48.9	36.7	0.0	0.0	85.6	30.2
Change in fair value of derivatives					(8.3)	(10.9)
Impairment of land development				(40.6)	(40.6)	
Tax benefit on significant items					9.0	
Statutory Profit	110.5	69.0	10.7	16.4	169.7	147.6

1. Fee and interest on loans

2. Distributions from joint ventures

3. Excludes fair value gain of \$11.6 million

4. Transactional activities

5. Excludes depreciation

6. Associated holding costs are allocated to transactional activities

Appendix C

Net tangible asset reconciliation

	30 June 2016	30 June 2015
Consolidated Group net assets	1,559.3	1,438.1
<i>Less</i>		
Total external non-controlling interest	(43.3)	(31.0)
Total stapled security holders' interest in equity	1,516.0	1,407.1
<i>Less</i>		
Intangible assets and goodwill	(32.5)	(33.3)
Deferred tax assets/liabilities (net)	(3.5)	3.9
Total net tangible assets	1,480.0	1,377.7
Securities on issue	556.6	553.2
Net tangible assets per security	2.66	2.49

Appendix D

Abacus cashflow analysis¹

	\$'000
CASHFLOWS FROM OPERATING ACTIVITIES	
Income receipts	208,423
Interest received	459
Distributions received	432
Income tax paid	(7,990)
Borrowing costs paid	(29,247)
Operating payments	(88,766)
Payment for land acquisition	(1,779)
NET CASHFLOWS FROM OPERATING ACTIVITIES²	81,532
CASHFLOWS FROM INVESTING ACTIVITIES	
Payments for investments and funds advanced	(186,867)
Proceeds from sale / settlement of investments and funds repaid	75,313
Purchase and disposal of property, plant and equipment	2,485
Purchase of investment properties	(156,342)
Disposal of investment properties	46,085
Payment for other investments	(1,162)
NET CASHFLOWS USED IN INVESTING ACTIVITIES	(220,488)
CASHFLOWS FROM FINANCING ACTIVITIES	
Proceeds from issue of stapled securities and return of capital	7,264
Payment of finance and issue costs	(4,157)
Repayment of borrowings	(6,902)
Proceeds from borrowings	237,023
Distributions paid	(86,242)
NET CASHFLOWS FROM FINANCING ACTIVITIES	146,986
NET INCREASE IN CASH AND CASH EQUIVALENTS	8,030
Net foreign exchange differences	79
Cash and cash equivalents at beginning of period	28,175
CASH AND CASH EQUIVALENTS AT END OF PERIOD	36,284

1. 30 June 2016 cashflow statement for ABP excluding the consolidation of funds under AASB10

2. Cashflow from operations of \$85.7 million deducts sale of transactional inventory (\$1.4m) and adds back the purchase of non-current inventory and development costs \$5.6m

Appendix E

Debt facilities

Capital management metrics	June 2016	June 2015
Total debt facilities	\$873m	\$770m
Total debt drawn	\$629m	\$388m
Term to maturity	3.5 yrs	4.3 yrs
% hedged	53%	88%
Weighted average hedge maturity	2.7 yrs	2.9 yrs
Average cost of debt – drawn	5.4%	6.1%
Group gearing ¹	25.8%	18.2%
Look through gearing ²	30.3%	22.6%
Covenant gearing	29.5%	22.8%
Covenant gearing limit	50.0%	50.0%
Interest Coverage Ratio	4.2x	5.1x
Interest Coverage Ratio covenant	2.0x	2.0x

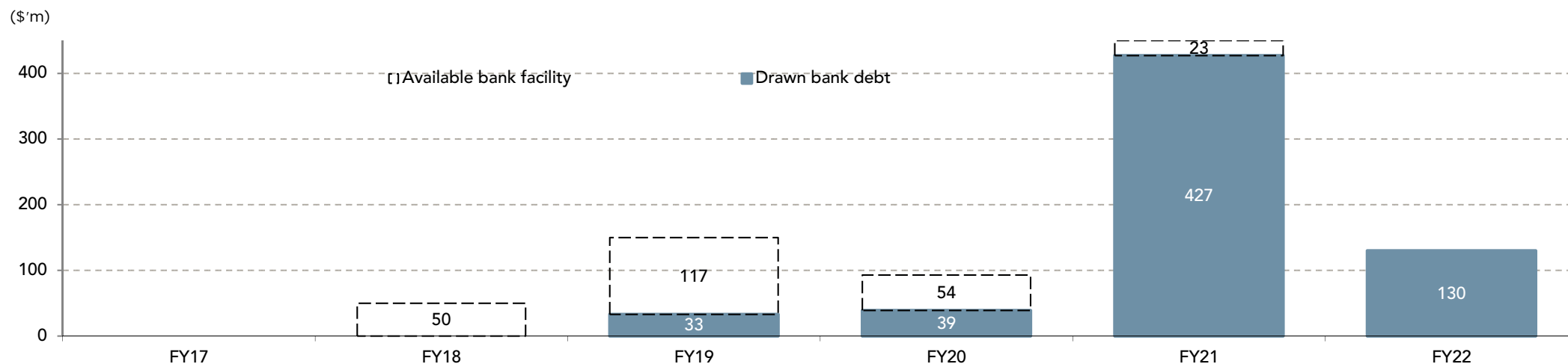
1. Abacus max target group gearing of up to 35%

2. Includes joint venture and fund assets and debt consolidated proportionately with Abacus' equity interest

Appendix F

Debt maturity profiles

Debt maturity profile as at 30 June 2016



Fixed hedging maturity profile as at 30 June 2016



Appendix G

Portfolio revaluations

Revaluation process for Abacus resulted in a net increase in the investment properties values for FY16 of approximately 5.7% or \$74.0 million

- \$37.3 million across the wholly owned commercial properties
- \$36.7 million across the storage portfolio
- Revaluation of assets owned across our third party capital platform resulted in a net increase of \$11.6 million

Average cap rate across the Abacus commercial portfolio has decreased to 7.18%

Market transactions illustrative of a tightening cap rate environment across all commercial sectors.

Abacus investment portfolio by sector	Valuation 30 June 2016 \$'000	Weighted average cap rate 30 June 2016
Retail	\$375,193	6.74%
Office	\$492,316	7.33%
Industrial & Other	\$126,559	8.39%
Total commercial portfolio	\$994,068	7.18%
Storage	\$574,395	7.98%
Total investment portfolio	\$1,568,463	7.48%

Appendix H

Summary portfolio metrics

Key portfolio metrics

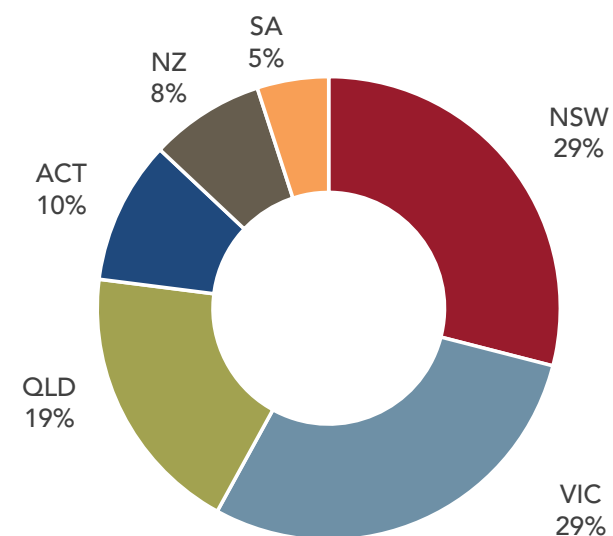
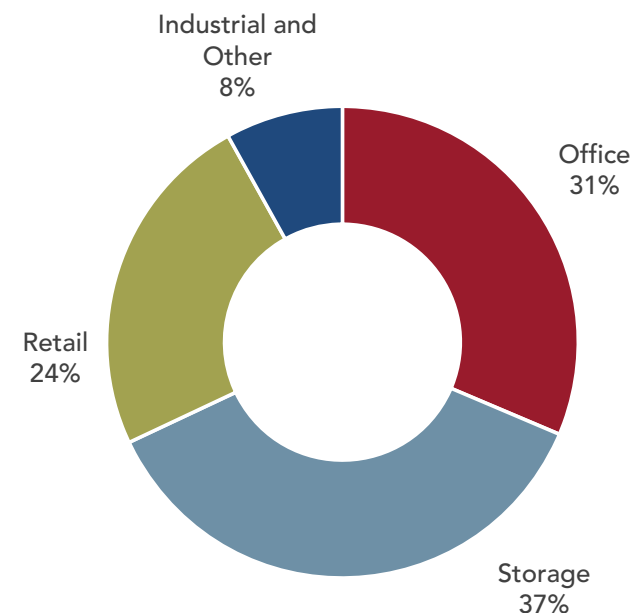
	Jun 16	Jun 15
Investment portfolio value ¹ (\$m)	1,568	1,318
Commercial portfolio ¹ (\$m)	994	861
Storage portfolio (\$m)	574	457
WACR ^{1,4} (%)	7.48	8.05
No. of commercial assets ¹	32	37
NLA (sqm) ^{2,3}	302,888	297,874
Occupancy ^{2,3} (% by area)	91.2	93.4
WALE ^{2,3} (yrs by income)	4.3	4.1
Like for like rental growth ^{2,3} (%)	2.7	2.2

1. Includes assets acquired under our third party capital platform, inventory and PP&E

2. Excludes storage assets

3. Excludes development assets

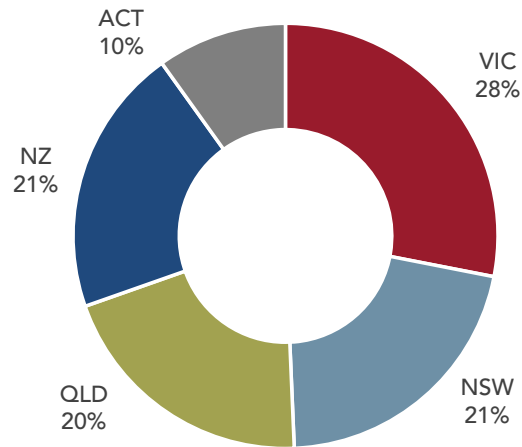
4. Weighted Average Cap Rate



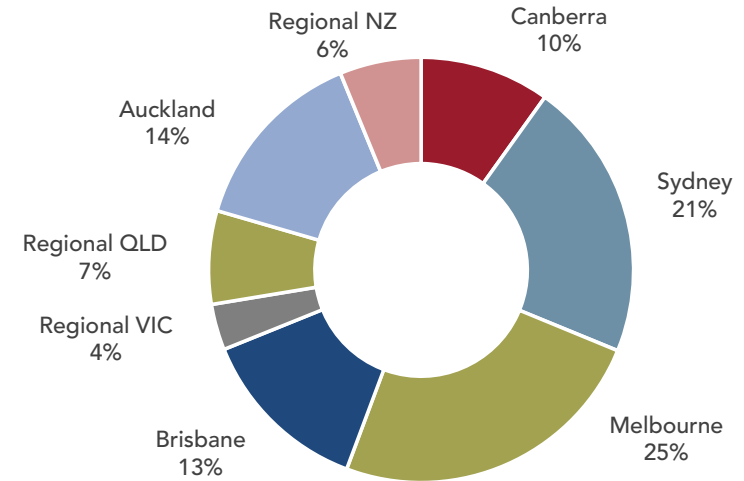
Appendix H

Summary storage portfolio metrics

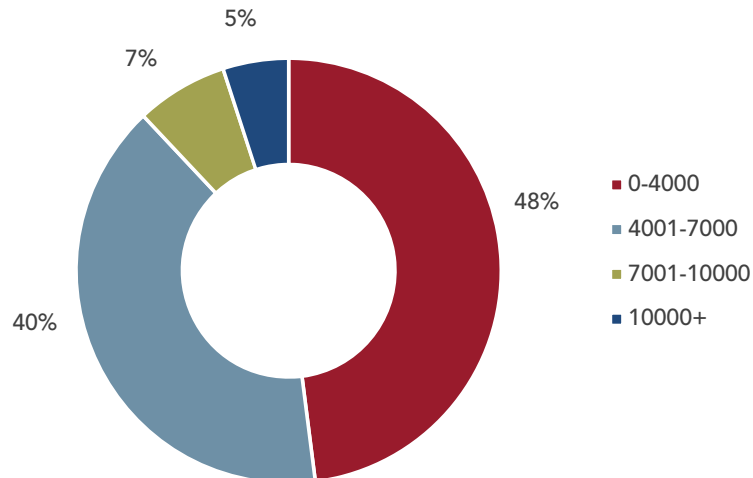
State geographic diversity by NLA



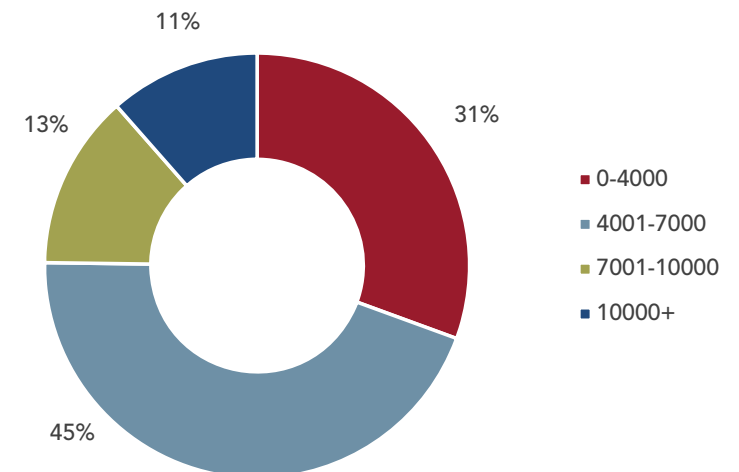
Regional geographic diversity by NLA



Asset net lettable area (m²) split by number of assets





Asset net lettable area (m²) split by value



Appendix H

Summary portfolio metrics

Portfolio metrics	Office		Retail		Industrial		Storage	
								
	Jun 16	Jun 15	Jun 16	Jun 15	Jun 16	Jun 15	Jun 16	Jun 15
Portfolio (\$m)	492	440	375	275	127	133	574	457
No. of assets	16	16	7	7	9	14	62	54
Lettable area (sqm) ¹	89,004	81,167	83,106	66,575	130,778	150,132	290,000	254,000
WACR (%)	7.33	7.71	6.74	7.35	8.39	8.65	7.98	8.62
Occupancy ¹ (% by area)	91.8	93.7	85.7	88.4	94.4	95.5	87.4 ³	86.0 ³
Average rent psqm	\$460	\$453	\$446	\$420	\$82	\$84	A\$259 ³	A\$256 ^{3,4}
WALE ¹ (yrs by income)	4.1	4.0	4.9	4.6	3.5	3.7	–	–
Rental growth ^{1,2} (%)	2.5	1.0	7.6	2.9	(7.4)	3.5	–	–
RevPAM (per available sqm)	–	–	–	–	–	–	A\$227 ³	A\$220 ^{3,4}

1. Excludes development assets

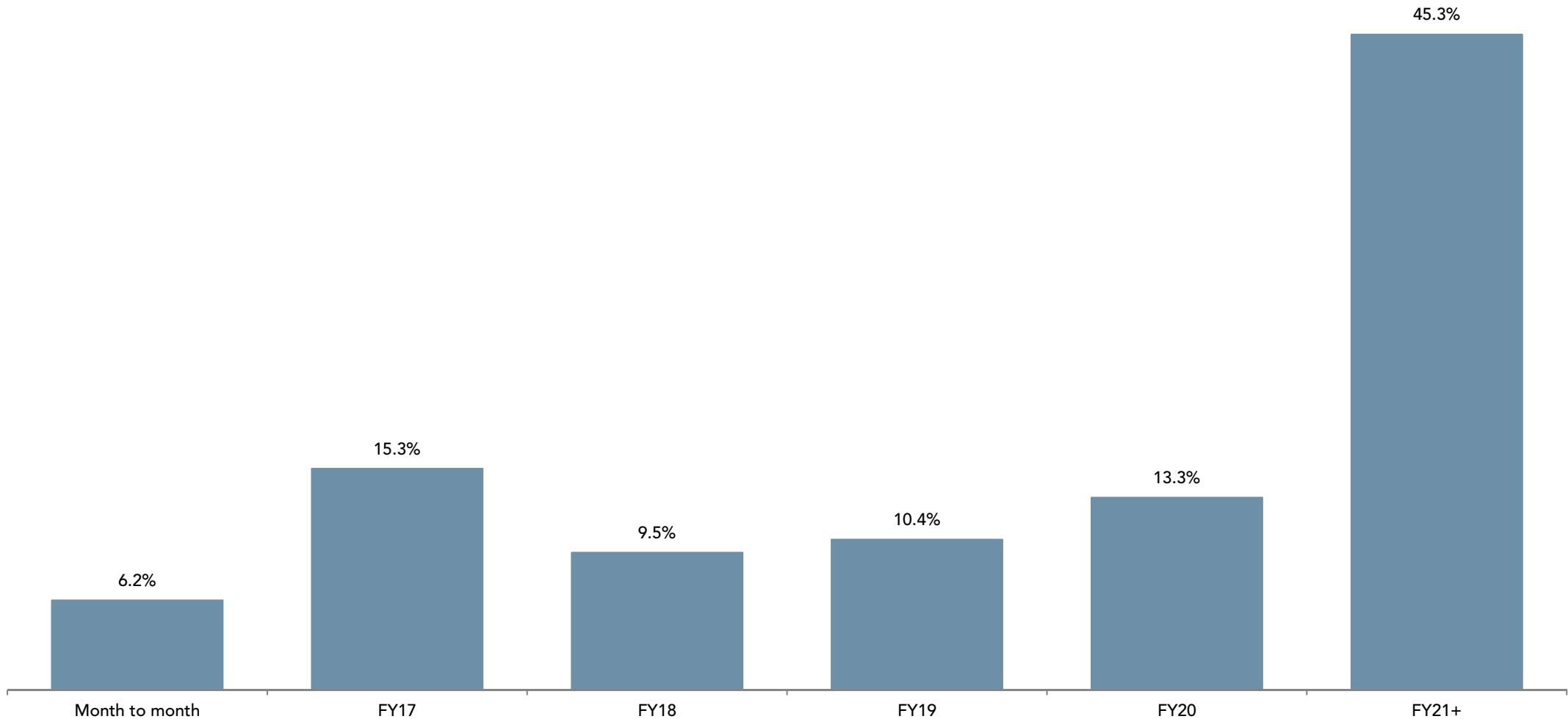
2. Like for like rent growth

3. Average over last 12 months (by area) of all stabilised assets

4. Adjusted to FY17 FX rate of \$1.0489 for comparison purposes

Appendix H

Summary portfolio metrics – lease expiry profile



Appendix I

Property ventures

Projects	Type	Equity	Loans	Total	Interest rate	Security	Returns
RCL Portfolio, NSW	JV/Loan	\$59.9m	\$90.3m	\$150.2m		1st Mortgagee	50% profit share
Campsie, NSW	Loan	-	\$42.1m	\$42.1m		1st Mortgagee	50% profit share
SPICE Apartments, QLD	Loan	-	\$37.1m	\$37.1m		2nd Mortgagee	41% profit share
Merivale St, QLD	JV	\$26.5m	-	\$26.5m		Equity	49% profit share
Marsden Park, NSW	Loan	-	\$25.6m	\$25.6m		1st Mortgagee	Exit fee upon repayment
Erskineville, NSW	JV	\$4.0m	\$20.0m	\$24.0m		Unsecured	50% profit share
French Street, Werrington, NSW	Loan	-	\$17.2m	\$17.2m		2nd Mortgagee	25% profit share
Grand Ave, Camellia, NSW	Loan	-	\$16.2m	\$16.2m		1st Mortgagee	50% profit share
Belmore, NSW	Loan	-	\$14.5m	\$14.5m		1st Mortgagee	50% profit share
The EMINENCE, VIC	JV	-	\$13.1m	\$13.1m		Unsecured	50% profit share
Tuggeranong, ACT	JV	\$0.2m	\$12.7m	\$12.9m		1st Mortgagee	50% profit share
Rance Road (Settler's Estate), NSW	Loan	-	\$14.0m	\$14.0m		1st Mortgagee	50% profit share
Bosch, Bentleigh East, VIC	Inventory	\$11.4m	-	\$11.4m		Equity	100% ownership
107 George St, NSW	Loan	-	\$8.4m	\$8.4m		1st Mortgagee	50% profit share
Lane Cove, NSW	Loan	-	\$7.8m	\$7.8m		1st Mortgagee	50% profit share
Ashfield Central, NSW	Inventory	\$7.7m	-	\$7.7m		Equity	100% ownership
23 George St, NSW	Loan	-	\$7.2m	\$7.2m		1st Mortgagee	50% profit share
55 Aird St, NSW	Loan	-	\$7.0m	\$7.0m		1st Mortgagee	50% profit share
Doonside, NSW	Loan	-	\$6.1m	\$6.1m		1st Mortgagee	50% profit share
16 small projects and investments	-	\$19.6m	\$17.3m	\$36.9m			
Total		\$129.3m	\$370.3m	\$499.6m	10%		

Appendix I

Residential pipeline – developments

Schedule of major projects due for development

- Targeted profit on cost of c.20%
- Average interest rate on ABP loans c.10%

Project name	Settlement	Units/Sold	Status	ETR ¹	Ave. Unit Price	ABP Profit share	Comments
Quay Street, QLD	FY17	78/74	Completed	~\$32m	\$436k	50%	68 Settled - Settlements ongoing
SPICE apartments, QLD	FY17	274/271	Under construction	~\$132m	\$534k	Structured with minimum 50%	Settlements begin in H117
The Prince, ACT	FY17	152/150	Under construction	~\$75m	\$550k	50%	Settlements begin in H117
EMINENCE apartments, VIC	FY18	193/193	Under construction	~\$112m	\$640k	50%	Settlements begin in H217
Erskineville, NSW	FY18	175/127	Planning: DA approved Under construction	~\$152m	\$950k	50%	Settlements begin in H218
Ashfield Central, NSW	FY18	101/100	Under construction	~\$88m	\$820k	100%	Settlements begin in H218
Merivale, QLD	FY18	IVY:252/240 EVE:220/213	Planning: DA approved Under construction	~\$242m	\$515k	49%	Settlements begin in H218
Hawthorn, VIC	FY18/19	24/0	Planning: DA submitted	~\$36m	\$1.6m	50%	Construction to commence FY17 with completion in FY18/19

1. ETR: Estimated Total Revenue (net of sales costs and GST)

Appendix I

Residential pipeline – approvals

Schedule of major projects awaiting sale to third parties upon rezoning approval

- Average interest rate on ABP loans c.10%

Project name	Timeline	Units	Status	Est. Unit/Lot Price ¹	ABP Profit share	Comments
Campsie, NSW	FY17	Site 1: 270+83 Site 2: 86+19	Site 1+2: DA approved. s.96 submitted for extra units	~\$140-150k	50%	Site 1: under exclusive DD Site 2: anticipate exchange in H117
Camellia, NSW	FY18	15,000m ² of retail + 3,250	Awaiting final council approval	~\$100k	50%	Local council amalgamations and requests for further information have delayed approval. We are providing further information while Council and DOP push forward with their studies to rezone the entire Camellia suburb
Belmore, NSW	FY17/18	211 + additional 49	DA lodged but looking to increase height	~\$150k	50%	Stage payment for site up to \$24m. Trying to achieve additional floors from DA height extension
Lane Cove, NSW	FY18	700+	High density – DA to be submitted in 2017 when council merger complete		50%	Planning Proposal prepared in consultation with Council
Parramatta: George St, NSW	FY18	125+	Planning: seeking rezoning to residential		50%	Apartment/Retail building in Parramatta CBD
Parramatta: Aird St, NSW	FY18	100+	Planning proposal approved rezoning to residential		50%	Apartment/Retail building in Parramatta CBD
Grand Ave, Camellia, NSW	FY19		Long term rezoning to residential		50%	Seeking rezoning inline with area regeneration

1. Estimated Unit/Lot Price based on market evidence

Appendix I

Residential pipeline – land sub-divisions

Schedule of land sub-divisions due for development

Project name	Timeline	Land lots/Sold	Status	Price per lot	Cost to prepare lot	ABP share	Comments
French Road Werrington (Stage 1), NSW	FY17	108/108	Sold Out	\$270k	\$100k	25%	Settlements currently happening. Funds will repay senior debt, accrued interest and capital
French Road Werrington (Stage 2), NSW	FY17	30/30	Sold Out	\$280k	\$100k	25%	Settlements currently happening. Funds will repay senior debt, accrued interest and capital
French Road Werrington (Stage 3), NSW	FY18	111/0	Awaiting revised DA approval	\$270k	\$100k	25%	DA submitted: rezoning of 111 small lots has been revised and approval anticipated within next 3 months
French Road Werrington (Stage 4), NSW	FY18/19	121/0	Awaiting gazettal	\$270k	\$100k	25%	DA to be submitted upon gazettal approval
Riverlands, NSW	FY18	450/0	Progressing rezoning	~\$450k+	\$120k	50%	Council have adopted the planning proposal (PP) for a residential sub-division. Rezoning has been approved by council. NSW gazettal is imminent. Development application is being worked on.
Rance Road Werrington, NSW	FY18/19	152/0	Seeking rezoning	~\$330k	\$100k	50%	Development application anticipated soon for 152 blocks averaging 220m ² .

Appendix J

Consolidated funds under management

Funds	ADIF II	AHF	AWLF
Assets	6	3	1
Assets Under Management	\$139.4m	\$140.8m	\$20.1m
WAV cap rate	7.90%	7.83%	N/A
Occupancy	84%	77%	N/A
Bank debt	\$50m	\$50m	N/A
WAV bank debt maturity	1.0 yr.	0.8 yrs	N/A
Covenant gearing ¹	40%	41%	N/A
NAV per unit ²	74c	55c	Nil

1. Secured loans as a percentage of bank approved security

2. Assumes that the Abacus Working Capital Facilities are treated as equity on a fund wind up

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