

# Australian Unity Investments Property Teleconference November 2011

INVESTMENTS



# Our property expertise

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- One of Australia's largest and most trusted unlisted property managers
- One of the few fund managers with the in-house capability to directly manage property assets
- In-house property team is responsible for managing a property portfolio valued over \$1.7b\*
- Manage more than 70\* properties across Australia
- Leasing and building management experience
- Highly skilled Property Team with sector experience in:
  - retail, industrial, commercial and healthcare

# Our wealth of experience



**Martin Hession, Head of Property**

Over 30 years in portfolio management, commercial and land development and real estate agency



**Peter Lambden, Portfolio Manager – Retail, Office and DPF**

Over 35 years experience in portfolio and property management



**Chris Smith, Portfolio Manager – Healthcare & Industrial**

Over 20 years experience in portfolio and property management



**Alex Fisher, Portfolio Manager – Property Income Fund**

Over 11 years investment management experience

# Over 70 properties around Australia



## Western Australia

**RETAIL PROPERTY FUND**  
Thornlie Square Shopping Centre, Thornlie

**DIVERSIFIED PROPERTY FUND**  
218 Bannister Road, Canning Vale  
7 Geddes Street, Balcatta  
10 Clarke Street, O'Connor  
Busselton Central Shopping Centre  
Dog Swamp Shopping Centre, Yokine  
Woodvale Boulevard Shopping Centre  
19 Prince Street, Busselton

## South Australia

**HEALTHCARE PROPERTY TRUST**  
College Grove Private Hospital, Walkerville  
Wakefield Medical Clinic, Adelaide  
Wakefield Private Hospital, Adelaide  
12 View Road, Walkerville, Adelaide

**PROPERTY INCOME FUND**  
Salisbury Cinema Complex, Salisbury (Retail)

## Victoria

**OFFICE PROPERTY TRUST**  
477 Collins Street, Melbourne  
172-186 Moreland Road, Brunswick  
**RETAIL PROPERTY FUND**  
Waurin Ponds Shopping Centre, Geelong  
North Blackburn Square Shopping Centre, North Blackburn  
Wendouree Homemaker Centre, Ballarat

**HEALTHCARE PROPERTY TRUST**  
Beleura Private Hospital, Mornington  
Eureka Medical Centre, Ballarat  
Manningham Medical Centre, Templestowe  
Peninsula Private Hospital, Langwarrin  
The Valley Private Hospital, Mulgrave  
Brunswick Private Hospital & Brunswick House Aged Care, Brunswick  
Victoria House, Prahran

## Queensland

**RETAIL PROPERTY FUND**  
Sunshine Homemaker Centre, Maroochydore

**HEALTHCARE PROPERTY TRUST**  
Ipswich Medical Centre & Day Surgery, Ipswich  
Willetts Road Medical Centre (3 properties), Mackay

**INDUSTRIAL PROPERTY TRUST**  
3 Hi Tech Court, Eight Mile Plains  
23 Hi Tech Court, Eight Mile Plains

## New South Wales

**RETAIL PROPERTY FUND**  
Tamworth City Plaza, Tamworth  
Caltex Twin Service Centres, Wyong

**HEALTHCARE PROPERTY TRUST**  
IVF Australia Clinic, St Leonards  
Berkeley Vale Private Hospital, Berkeley Vale  
Constitution Hill Aged Care, Toongabbie  
Forest Road Development Site, Orange  
Hunters Hill Private Hospital, Hunters Hill  
Figtree Consulting Suites, Figtree  
Figtree Private Hospital, Figtree  
Royal Prince Alfred Medical Centre, Newtown

**Property Syndicate No. 1 (Industrial)**  
65 Lathams Road, Carrum Downs  
180 St Kilda Road, Melbourne  
89-103 Boundary Road, North Laverton

**Property Syndicate No. 3 (Industrial)**  
2-10 Gaine Road, Dandenong  
27 Commercial Drive, Dandenong  
4 Redland Drive, Mitcham  
1-5 Siddons Way, Hallam

**DIVERSIFIED PROPERTY FUND**  
706 Lorimer Street, Port Melbourne

**PROPERTY INCOME FUND**  
98 Ingelston Road, Wakerley  
15 Telford Place, Arundel

**DIVERSIFIED PROPERTY FUND**  
278 Orchard Road, Richlands

**Property Syndicate No. 2 (Industrial)**  
110 Airds Road, Minto

**INDUSTRIAL PROPERTY TRUST**  
50-52 Redfern Street, Wetherill Park  
9 Coventry Place, Mt Druitt

**DIVERSIFIED PROPERTY FUND**  
121-125 Henry Street, Penrith  
20 Smith Street, Parramatta  
395 West Botany Street, Rockdale  
**Australian Capital Territory**

**PROPERTY INCOME FUND**  
40 Allara Street, Canberra (Office)

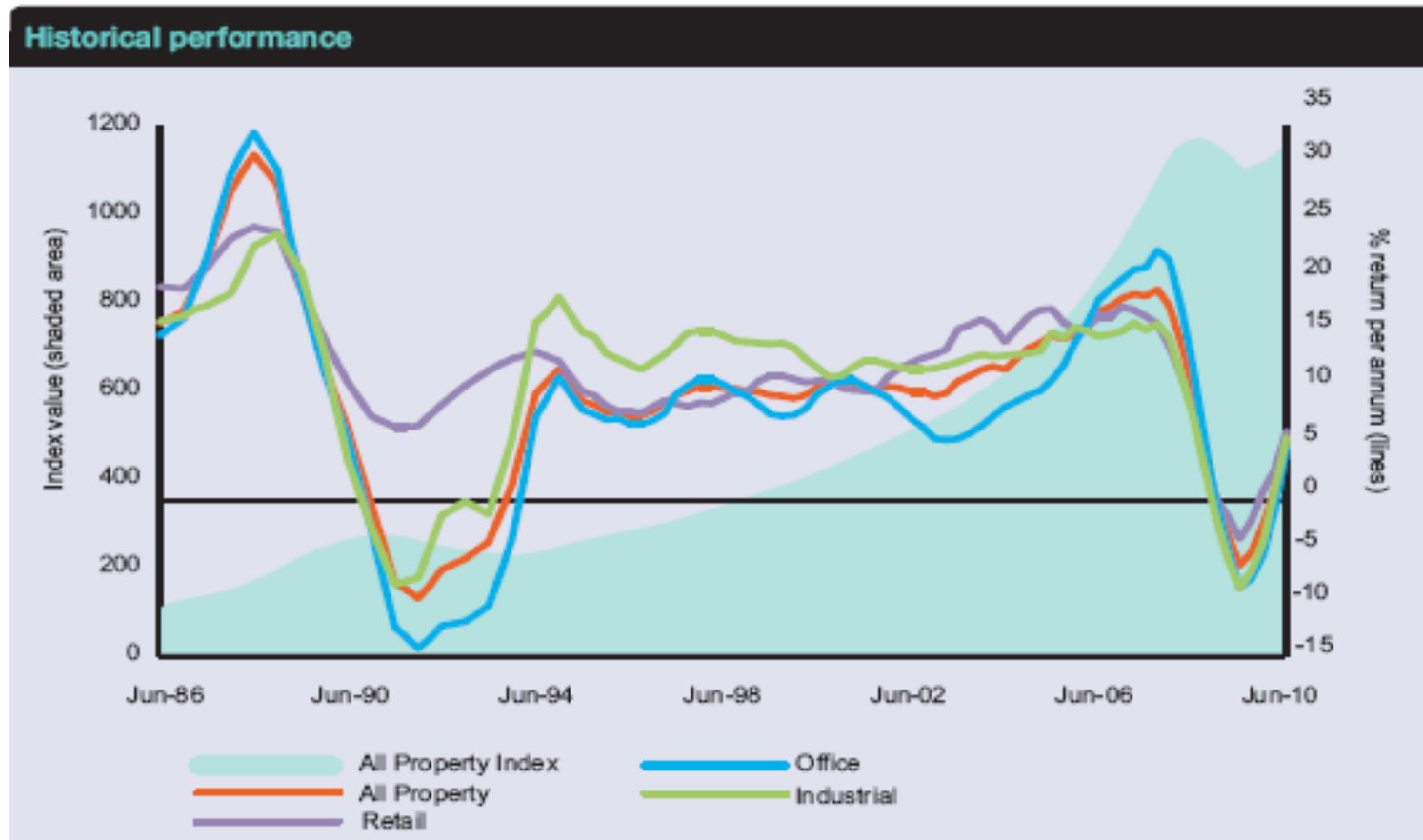
**INDUSTRIAL PROPERTY TRUST**  
38-40 Vella Drive, Sunshine  
104 Woodlands Drive, Braeside

**PROPERTY INCOME FUND**  
65 Beverage Drive, Tullamarine (Industrial)  
421 Victoria Street, Brunswick (Industrial)  
11 Dansu Court, Hallam (Industrial)  
7-9 Siddons Way, Hallam (Industrial)

# What happened to the property market?



Major property downturn not seen since early 1990s



Source: Property Council/IPD Australia Property Index

# What's happening today?



## Key to recovery - strong economic fundamentals

Indicators	Peak	Trough	Peak	Today
	Sep 90	Dec 93	Mar 08	Nov 10
	%	%	%	%
Cash rate	14	4.75	7.25	4.75
10 year bond	13.5	6.7	5.5	5.3
Economic growth (Sep-10)	0.3	3.4	3.3	3.3
Inflation	6.1	2.2	4.2	3.10
Unemployment rate	7.2	10.5	4.1	5.10

Source: Jones Lang LaSalle, ABS, GFBA, PCA/IPD, Access Economics, RBA

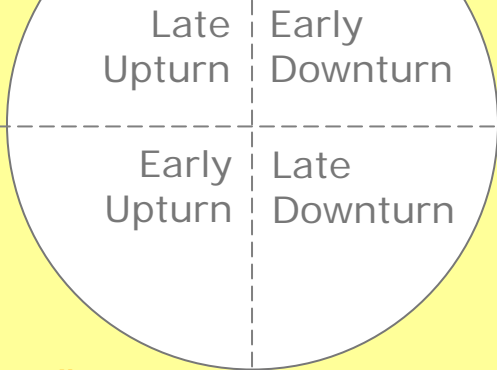
# Capital Value Property Clock

Q1 2010

Values decreasing

Values increasing

- Industrial
- Office
- Retail



Melbourne  
Sydney  
Brisbane

Sydney  
Melbourne  
Adelaide

Brisbane  
Perth  
Canberra

Regional  
Sub-Regional  
Neighbourhood

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# Did you know?



Australian Unity Investments is responsible for managing some of the highest rated property funds in Australia. Our well-known funds include:

## **Australian Unity Healthcare Property Trust**

- 4¼ stars by Adviser Edge
- Highly Recommended by Lonsec
- Highly Recommended by Zenith

## **Australian Unity Property Income Fund**

- 4 stars by Adviser Edge
- Recommended by Lonsec

## **Australian Unity Retail Property Fund**

- 3¾ stars by Adviser Edge
- Recommended (Upper End) by Lonsec

# Important Information

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Applications for investments in these products may only proceed on the respective application attached to or accompanying the current Product Disclosure Statement (PDS). A PDS containing full details should be obtained before making any investment decision. A Product Disclosure Statement (PDS) for these products is available at [www.australianunityinvestments.com.au](http://www.australianunityinvestments.com.au) or by calling us on 1800 649 033. You should consider the PDS in deciding whether to acquire, or continue to hold the product.

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Past performance is not a reliable indicator of future performance.