31 July 2002

The Manager **Company Announcements** Australian Stock Exchange Limited 20 Bridge Street Sydney NSW 2000

Dear Sir

#### **INVESTA PROPERTY GROUP YEAR END RESULTS** Continued strong earnings growth and contribution from corporate activity

Investa Property Group is pleased to announce its results for the year ended 30 June 2002.

The Annual Reports, including the Financial Statements, for Investa Property Group, Investa Property Trust and Investa Properties Limited are attached together with Appendix 4B and a Summary Distribution Statement.

Earnings and Distributions per Security have increased over the previous year by 14.6% and 6.9% respectively, reflecting the strong performance of the investment portfolio and the contribution of company activities and in particular Investa Developments.

In delivering this result the Group has demonstrated the strength of its strategy in leveraging the property value chain.

	Actual 2001	Actual 2002	Change
Revenue	\$137.3 million	\$204.7 million	+ 49.1%
Earnings*	\$62.5 million	\$84.9 million	+ 35.8%
Distribution per Security	13.80 cents	14.75 cents	+6.9%
Earnings per Security*	12.98 cents	14.88 cents	+ 14.6%

Earnings before revaluations, amortisation and after tax

Company earnings represented 11.7% of the overall result reflecting the measured steps taken during the year in expanding these business activities. This is compared to 1.7% in the previous year.

Chris O'Donnell, Managing Director of Investa Properties Limited, said: "This result represents a distribution growth of 6.1 percent per annum on average for the last two years."

"The Group has continued the deployment of the strategy to broaden the Group's participation across the property value chain, building on past achievements and supported by a number of successful initiatives during the year.

"As a result, the Group has benefited from a higher than expected contribution from corporate activities, in keeping with a key objective to grow earnings from fund, asset, property management and development activities.

"Underpinned by our ongoing program of active capital management, Investa is well placed to take advantage of future opportunities as a broad-based property group. We are budgeting for further earnings growth in the year ahead," he said.

### **BUSINESS UNIT HIGHLIGHTS**

DEVELOPMENTS

- Acquisition of the development company Silverton, introducing an experienced development team and development assets valued at \$145 million.
- Acquisition of a medium term commercial/residential development site: Forbes St, West End, Brisbane for \$8.9 million.

Silverton generated higher than budgeted residential lot sales rates and together with the disposal of three properties to the Investa Second Industrial Trust, development activities generated \$6.3 million in earnings to the result.

"The purchase of Silverton Limited has lived up to expectations and has delivered ahead of forecast. The restocking of the development inventory is underway," said Mr O'Donnell.

#### CORPORATE PROPERTY SERVICES

IPG continues to provide corporate property services to Westpac, and is actively pursuing other opportunities.

FUNDS MANAGEMENT

- The launch of two wholesale investment funds, the Investa Commercial Property Fund and Martin Place Wholesale Syndicate.
- Establishment of two new Syndicates Investa First Industrial Trust and the Investa Second Industrial Trust, the latter predominantly investing in buildings developed by the Group.

"The Group has been successful in tapping into the strong interest in commercial and industrial assets by both wholesale and retail investors. As a result, external funds now equate to 27% of total assets under management," said Mr O'Donnell.

INVESTA PROPERTY TRUST

- New leases entered into total over 25,000m<sup>2</sup>.
- Occupancy remains high at 98% with the average remaining term to lease expiry extending to 4.6 years.
- Valuation increases of \$53.4 million.
- Purchase of a 50% interest in 209 Kingsway, South Melbourne which is currently under construction. The other 50% will be owned by another group fund. The asset is expected to be valued at \$100 million on completion.

The substantial investment portfolio continued to deliver strong earnings through to the Group, with leasing and rent reviews generating a 10% increase in the like for like property income against the previous year.

"Looking forward, the Trust portfolio has only 6.7% of its leases expiring in the coming twelve months, 11.9% in 2004 and 12.7% in 2005. This provides the Trust with a sound basis for providing sustainable earnings going forward," said Mr O'Donnell.

ASSET MANAGEMENT

- Expansion of the asset management business from 11 assets at 30 June 2001 to 31 assets across New South Wales, Victoria and now in Queensland.
- Total space under management is approximately 450,000m<sup>2</sup>.

"The opening of operations in Brisbane in April accounted for the majority of this expansion. While asset management services are not offered to third parties, they are a key platform for the delivery of services to the external funds under management," said Mr O'Donnell.

CORPORATE FINANCE & CAPITAL MANAGEMENT

- Launch of a \$250 million AAA rated Commercial Mortgage Backed Securities issue, introducing a new cost effective source of finance to the Group.
- 21.9% gearing of which 80% is hedged for at least 12 months.

"Becoming the primary issuer of debt complements our bank facilities as part of an integrated financial management approach to Group funding," said Mr O'Donnell.

For further information, please contact Chris O'Donnell on (02) 8226 9301 or Andrew Junor on (02) 8226 9305.

Yours sincerely

CHRIS O'DONNELL Managing Director

# **Investa - Summary Distribution Statement**

## **Highlights**

- Distribution (14.75 cps) up by 6.9% on py
- Earnings (14.88 cps) up by 14.6% on py
- Company ahead of forecast
- Carry forward increased to \$3.1m
- Development a significant contributor to profit

	Trust	IPL	Group
Rental Income	91,643	1,718	95,920
Fee Income - Fund management	-	2,667	-
Fee Income - Syndication	_	1,721	1,721
Fee Income - Wholesale	-	1,426	1,426
Fee Income - CPS	-	8,288	8,288
Fee Income - Property Mgmt	-	3,029	470
Investment income	-	3,400	3,400
Development Income	-	9,474	9,474
Other Development Income	-	2,735	2,735
Interest Income	4,493	1,215	2,983
Total Income	96,136	35,673	126,417
Operating Expenses	4,073	17,723	19,129
Borrowing Costs	17,090	3,987	18,353
Total Expenses	21,163	21,710	37,482
Earnings before Amort & Tax	74,973	13,963	88,935
Amortisation	1,930	1,126	3,055
Depreciation	-	252	252
Тах	-	3,796	3,796
Earnings after Amort & Tax	73,043	8,789	81,831
Transfers from Contributed Equity	4,573	-	4,573
Income Brought Forward	960	443	1,403
Distributable Income	78,576	9,232	87,807
Amount Carried Forward	199	2,943	3,141
Total Distributed	78,377	6,289	84,666

\* Eliminated on consolidation