



INVESTA
Property Group

Investa Properties Limited
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July 29th, 2004

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

Dear Madam,

INVESTA PROPERTY GROUP YEAR END RESULTS
Investa achieves Earnings and Distribution growth in line with Bidder's Statement

Investa Property Group is pleased to announce a solid result for the year ended 30 June 2004, achieving the earnings and distribution forecasts and synergies anticipated in the Bidder's Statement prepared in June 2003 in relation to the Group's bid to acquire DOF (Delta Office Fund, formerly Principal Office Fund).

The distribution for the year was 16.5 cents per security, up 5.8 percent on the previous year, and earnings* per security of 16.55 cents per security were up 1.7 percent. Funds under management grew by 59 percent to \$5.1 billion, following the acquisition of DOF, positioning Investa as the largest commercial property investment vehicle listed on the Australian Stock Exchange.

The Investment Portfolio continued to contribute the bulk of Group earnings (87 percent), while earnings from business activities increased from \$34.0 million to \$45.7 million (up 34.4 percent). In particular the development business grew its gross profit by 69 percent and extended its development pipeline beyond 2008. Gearing at year end was 36.3 percent.

This result demonstrates the strength of the business model and progress being made in the delivery of the vision outlined four years ago when Investa was created. In four years Investa has:

- grown the size and quality of the Investment Portfolio by acquiring the Telstra portfolio and DOF;
- established a Syndication business with \$500 million of funds under management (FUM);
- established a Wholesale business with \$350 million FUM;
- acquired and grown a Development business with a \$169 million landbank at 30 June, 2004;
- established and grown a Corporate Property Services (CPS) business, initially servicing Westpac Banking Corporation and now Suncorp Metway; and
- become recognised as a leader in socially responsible investment and for its commitment to sustainability principles.

**Earnings before revaluations, amortisation and after tax*

REVENUE AND EARNINGS GROWTH

	Actual 2004	Actual 2003	Change
Revenue	\$639.4 million	\$413.8 million	+54.5%
Earnings*	\$222.8 million	\$131.8 million	+69.0%
Distribution per Security	16.50 cents	15.60 cents	+5.8%
Earnings per Security*	16.55 cents	16.28 cents	+1.7%

The net operating income from the Investment Portfolio was \$259 million, up 89 percent. Overall, the Investment Portfolio contributed 87 percent of Group earnings* up from 82 percent last year, reflecting the acquisition of DOF.

The Financial Statements, for Investa Property Group, Investa Property Trust and Investa Properties Limited are attached together with Appendix 4E and a Summary Distribution Statement.

BUSINESS ACTIVITIES – participation across the Property Value Chain rewarded

Investa conducts four businesses; Development, Asset Management, Funds Management and Investment. The Investment operations are divided into two components, Short Term Investments and our Investment Portfolio. Investa's strategy is to extract maximum value from each link in the property value chain.

The 34.4 percent increase in earnings from business activities was driven by:

- **Sustained growth in development activity** – Sale of 289 residential lots, completion and sale of Manly Shopping Centre Queensland, Turner Street South Melbourne sales and the partly completed CPSA building in North Ryde. The development business achieved 47 percent margin on costs (up from 44 percent last year);
- **Asset management**
 - **CPS** – continued to provide corporate property services to Westpac and other corporate clients (which, from July 1, 2004 includes Suncorp-Metway);
 - **Portfolio Asset Management** – the integrated property and facilities management team continued to grow following the DOF acquisition. Telstra savings (\$3.0m) continued with Investa receiving \$0.6m from the saving;
- **Growing income from funds management** – the fees earned from retail syndicates and wholesale products have continued to increase reflecting full year fees from syndicates launched in the previous year and the additional syndicate, Investa Sixth Commercial Trust, launched in the financial year;
- **Short Term Investments** – during the year Investa earned income from our direct investment in wholesale funds (Investa Commercial Property Fund and Martin Place Trust), our shopping centre at Macarthur Central, Investa Brisbane Commercial Trust and Investa Sixth Commercial Trust.

*Earnings before revaluations, amortisation and after tax

INVESTMENT PORTFOLIO - growth and sound fundamentals

The Investment Portfolio delivered a like for like increase in property income of 2.1 percent, a pleasing result having regard to the prevailing market conditions.

The growth in Portfolio net income was largely driven by the acquisition of DOF taking total Investment Portfolio assets from \$1.8 billion to \$3.4 billion at 30 June 2004. This acquisition added twelve quality properties, including 126 Phillip Street, Sydney to our existing portfolio. The properties acquired are a combination of premium and A-grade buildings located in Sydney, Melbourne and Perth.

At June 30, 2004 the average lease term of the Portfolio stood at 4.4 years and occupancy levels remained high at 96.2 percent. Leasing remains a key focus for the Group with 97,200 sq metres leased in the past 12 months.

Lease Expiry Profile (by area)

Year Ending 30 June	Vacant	2005	2006	2007	2008	2009	2010+
Percentage of Portfolio expiring	3.8%	8.4%	16.4%	16.6%	12.2%	10.0%	32.6%

Independent valuations were adopted for 7 investment properties resulting in a net revaluation decrement for the financial year of \$15.1 million, which was 0.3% of the Group's total assets as at 30 June 2004. The Net Tangible Asset per security of \$1.78 was down 3 cents on the previous year reflecting the goodwill recognised on the acquisition of DOF.

CORPORATE FINANCE & CAPITAL MANAGEMENT – strengthening balance sheet

The Group strengthened its balance sheet through refinancing debt facilities, reducing leverage by selling non-core assets and continued operation of the distribution reinvestment plan.

After acquiring DOF, Investa was rated for the first time and achieved BBB+/A2 by Standard and Poor's, reflecting the increased scale of our portfolio.

Since December 2003, the Group renegotiated and refinanced all of its bank facilities under a much simplified unsecured loan structure provided by a range of banks. We have also diversified the source of debt funds through the issue of long term bonds (10 and 12 years) in the United States, providing access to a large pool of long term financing. As a result of these activities, the Group's debt maturity profile has been lengthened while also achieving a marginal reduction in the cost of debt.

To complement the issue of notes offshore, it is intended to establish a program in the next 12 months under which we will be able to issue both short and long term securities in the Australian domestic debt capital markets.

At 30 June 2004, Group gearing was 36.3 percent and the Group remains committed to further debt reduction. Interest rates for 69 percent of outstanding debt are hedged with a weighted term of 4.4 years and the weighted average interest rate of 6.2 percent (including margin).

OUTLOOK - a solid basis for the future

In the four years since Investa's inception in 2000, we have continued to deliver on the vision we outlined when the Group commenced life as an independent entity. During this period the Group has undertaken a well measured, calculated growth path. It is now Australia's largest listed owner of office property and also conducts a number of businesses across the property value chain all designed to make the whole of Investa greater than the sum of its component parts.

This has enabled us to deliver consistent earnings and distribution growth for our investors.

For further information, please contact Chris O'Donnell on (02) 8226 9301 or Graham Monk on (02) 8226 9304.

Yours faithfully

A handwritten signature in black ink, appearing to read 'Brian McGarry', with a vertical line extending downwards from the end of the signature.

Brian McGarry
Company Secretary

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