ASX/Media Release

21 October 2024

Stockland 1Q25 operational update

Stockland (ASX: SGP) has today released its quarterly update for the three months ended 30 September 2024.

Managing Director and Chief Executive Officer, Tarun Gupta said: "Stockland's first quarter has continued to build on the positive momentum and the solid operational performance of the previous year.

"During 1Q25, we were pleased to be confirmed as the preferred proponent to deliver the Waterloo Renewal Project, alongside our consortium partners and Homes NSW. We also received ACCC clearance for the acquisition of 12 actively trading Masterplanned Communities (MPC). Following FIRB and other approvals, we expect to achieve settlement in 2Q25.

"Operationally, our portfolio continues to perform well. In the Investment Management segment, our Town Centre portfolio is benefiting from its essentials-based mix, and our well-located Logistics assets have recorded strong occupancy and rental growth. In the Development segment, our MPC business achieved 1,121 sales in line with our expectations, and our LLC business achieved net sales of 135 homes, reflecting the positive customer response to our new project launches."

FY25 FFO per security guidance is maintained at 32.0–33.0 cents post-tax[1], excluding any benefit from the acquisition of 12 Masterplanned Communities announced in December 2023.

A skew in MPC settlements to 2H25 and ongoing capital deployment into targeted growth areas is expected to see gearing at 31 December 2024 above the 30 June 2024 level (24.1%) but within the target gearing range of 20-30%[1].

Stockland will provide an update on its FY25 guidance once all approvals relating to the acquisition of the 12 MPC projects have been obtained.

Further information is available in Stockland's 1Q25 Operational update, attached below and available at www.stockland.com.au/investor-centre

Ends

This announcement is authorised for release to the market by Ms Katherine Grace, Stockland's Company Secretary.

Investor enquiries

Ian Randall
General Manager Investor Relations

0476 583 634

Media enquiries

Elizabeth Rex
General Manager Stakeholder Engagement

0429 565 170

1. Forward looking statements, including FY25 earnings guidance, remain subject to no material change in market conditions.

Stockland

1Q25 Operational Update

21 October 2024

Aura, QLD

1Q25 operational update

Key highlights

Group

- ACCC clearance received on 26 September 2024 for ~$1.06bn[1] acquisition of 12 actively trading Masterplanned Communities (MPC) projects with the transaction subject to FIRB and other approvals; settlement expected in 2Q25
- Named preferred proponent to deliver the Waterloo Renewal Project, NSW alongside consortium partners
- FY25 FFO per security guidance[2] maintained at 32.0-33.0 cents post-tax, excluding any benefit from the acquisition of 12 MPC Communities
- Distribution per security expected to be within Stockland's targeted payout ratio range of 75% to 85% of FFO on a full-year basis
- Gearing levels expected to increase by 31 December 2024 due to capital deployment and MPC settlement skew to 2H25, but remain within 20-30% target range[2]

Investment Management

Logistics:
- Strong performance with positive leasing spreads of 36.0%[3]
- WALE of 3.3 years provides further opportunity to capture positive rental reversion

Town Centres:
- Resilient performance from essentials-based portfolio
- Total comparable MAT growth of +2.8%[4] and comparable MAT specialty sales growth of +1.5%[4]

Workplace:
- Positive re-leasing spreads of 1.0%[5]

Communities Rental:
- High quality rental income from a growing portfolio of established Land Lease Communities home sites

Development

Masterplanned Communities (MPC):
- Net sales of 1,121, in line with expectations
- 3,992 contracts on hand providing good visibility into FY25
- Maintaining FY25 target settlement range of 5,300-5,700 lots, with a skew to 2H25, and development operating profit margin in the low 20% range[2]

Land Lease Communities (LLC):
- Net sales of 135 homes reflecting positive response to new launches
- 353 contracts on hand at higher average pricing vs FY24 settlements[6]
- Maintaining FY25 target settlements of 600-650 homes, with development operating profit margin in the low 20% range[2]

Commercial Development:
- Progressing the Logistics development pipeline with ~0.3bn[7] expected to commence during FY25
- Construction progressing on the final two buildings at MPark Stage 1[8], NSW

1. On a 100% basis (Stockland 50.1%, Supalai 49.9%), excluding transaction costs and subject to adjustments at completion, acquired via Stockland Supalai Residential Communities Partnership (SSRCP). SSRCP may also negotiate to acquire certain additional parcels of land for an additional payment of up to $239m.
2. All forward looking statements, including FY25 earnings guidance, remain subject to no material change in market conditions.
3. Re-leasing spreads on new leases and renewals negotiated over the period.
4. Comparable basket of assets as per the Shopping Centre Council of Australia (SCCA) guidelines, which excludes assets which have been redeveloped within the past 24 months.
5. Excludes Walker Street Complex and 601 Pacific Highway in NSW. Does not apply to MPark as this is newly created product.
6. FY24 average settlement price per home: ~$708,000.
7. Forecast end value on completion. Subject to relevant approvals.
8. MPark Capital Partnership with Ivanhoé Cambridge.

Stockland

Investment Management

Oakleigh Industrial Estate, VIC.

Logistics and Workplace

Strong operating metrics maintained

Logistics

- Positive re-leasing spreads of 36.0% on new leases and renewals negotiated during the period
- Occupancy of 99.3%[1], with active asset management to position for future brownfield redevelopment
- WALE of 3.3[1] years provides opportunity to capture positive rental reversion
- Sustained demand for well-located metropolitan assets, with ~40,000 sqm of leases executed in 1Q25

	1Q25 3 months ended 30 September 2024	1Q24 3 months ended 30 September 2023
Leases executed[2]	39,576 sqm	166,287 sqm
Leases under HOA	76,153 sqm	37,780 sqm
Portfolio occupancy[1]	99.3%	99.1%
Portfolio WALE[1]	3.3 years	3.7 years

Workplace

- Majority of the portfolio currently being positioned for future development, including mixed use opportunities
- Limited scale of the portfolio resulting in variability in operating metrics:
  - Re-leasing spreads of 1.0%[3] on new leases and renewals negotiated during the period
  - Portfolio occupancy of 89.7%[1,3] and WALE of 5.3 years[1,3], reflecting the completion of the first two buildings at MPark Stage 1[4]

	1Q25 3 months ended 30 September 2024	1Q24 3 months ended 30 September 2023
Leases executed[3]	3,309 sqm	11,775 sqm
Leases under HOA[3]	4,224 sqm	10,752 sqm
Portfolio occupancy[1,3]	89.7%	93.5%
Portfolio WALE[1,3]	5.3 years	4.7 years

1. By income.
2. 1Q24 included three large leasing transactions at distribution centres in NSW.
3. Excludes Walker Street Complex and 601 Pacific Highway in NSW. Does not apply to MPark as this is newly created product.
4. MPark Capital Partnership with Ivanhoé Cambridge.

Town Centres

Resilient performance from essentials-based portfolio

- Achieved positive leasing spreads of 2.0%[1] while maintaining sustainable occupancy cost of 15.3%[2] and high levels of portfolio occupancy at 99%[3]
- Total comparable MAT growth of +2.8% and comparable MAT specialty sales growth of +1.5%[4]
- Comparable specialty sales of ~$10,500 sqm, ~7.6% above the Urbis average[5]
- Resilient sales underpinned by >70% exposure to essentials-based categories
- Discretionary categories continue to see slower sales, while essentials categories such as food retailing and catering have been more resilient and delivered positive sales growth

To 30 September 2024	Total portfolio		Comparable centres[4]	
Retail sales by category	**MAT $m**	**MAT growth**	**MAT growth**	**1Q25 vs 1Q24**
Total	**4,831**	**2.8%**	**2.8%**	**2.0%**
Specialties	1,495	1.5%	1.5%	2.1%
Supermarkets	1,641	5.1%	5.1%	1.4%
DDS/DS	598	3.1%	3.1%	0.9%
Mini majors	684	2.1%	2.1%	4.2%

To 30 September 2024	Total portfolio		Comparable centres[4]	
Specialty sales by category	**MAT $m**	**MAT growth**	**MAT growth**	**1Q25 vs 1Q24**
Apparel	**378**	**(3.0)%**	**(3.0)%**	**(0.1)%**
Food catering	333	5.5%	5.5%	4.8%
Food retail	123	7.1%	7.1%	6.9%
Homewares	52	(3.2)%	(3.2)%	(0.3)%
Retail services	242	2.0%	2.0%	2.0%

1. Rental growth on stable portfolio on an annualised basis.
2. Occupancy cost reflects stable assets, adjusted to reflect tenants trading more than 24 months.
3. Occupancy across the stable portfolio, based on signed leases and agreements at 30 September 2024.
4. Comparable basket of assets as per SCCA guidelines, which excludes assets which have been redeveloped within the past 24 months. All centres are included in the comparable basket in 1Q25.
5. Urbis Major Sub-regional Shopping Centre benchmark.

Stockland

Development

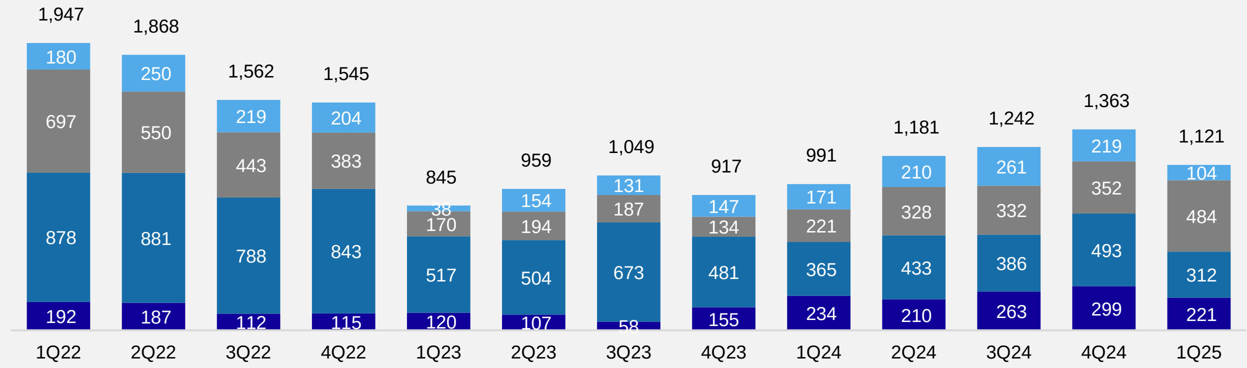
Grand Central, Tarneit, VIC

Masterplanned Communities

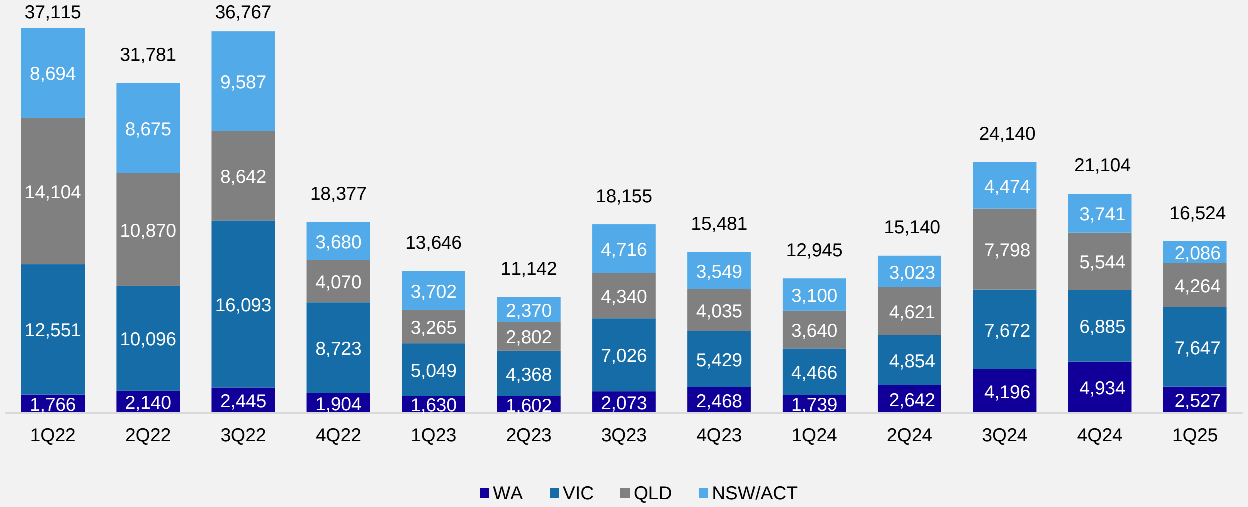
Performance in line with expectations

- Net sales of 1,121 lots reflecting:
  - VIC gross sales in line with FY24 run rate, with net sales impacted by elevated cancellations relating to a high number of settlements called in June 2024
  - Timing of new releases in NSW
  - Strong net sales rates in WA and QLD
- Enquiry levels running in line with long run averages, with conversion to sales continuing to improve
- Default rates[1] remain above historical levels, but below previous cyclical peaks
- 3,992 contracts on hand, with FY25 average settlement pricing expected to be in line with FY24 settlements, reflecting like-for-like price growth offset by geographic mix of settlements
- Targeting FY25 development operating profit margins in the low 20% range and settlements of 5,300-5,700 lots[2], with a skew to 2H25

Net sales by quarter



Enquiries by quarter



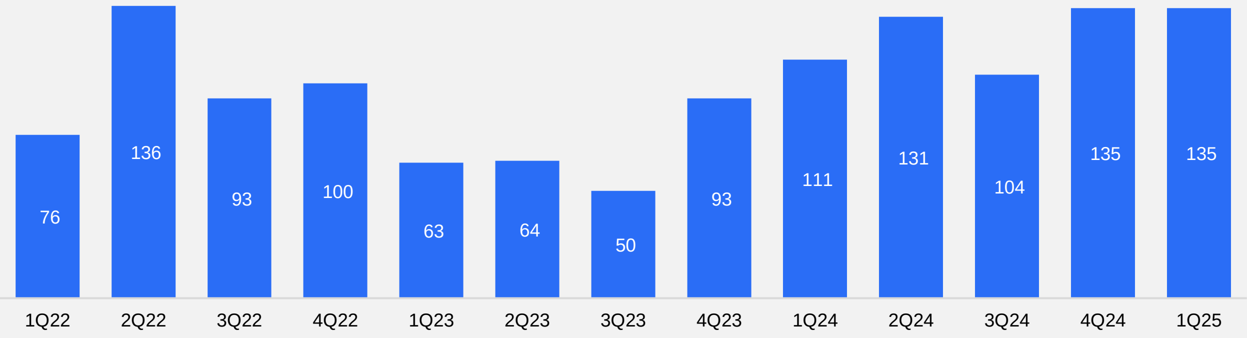
1. 12-month rolling average default rate vs 10-year average default rate.
2. Subject to no material change in market conditions.

Land Lease Communities

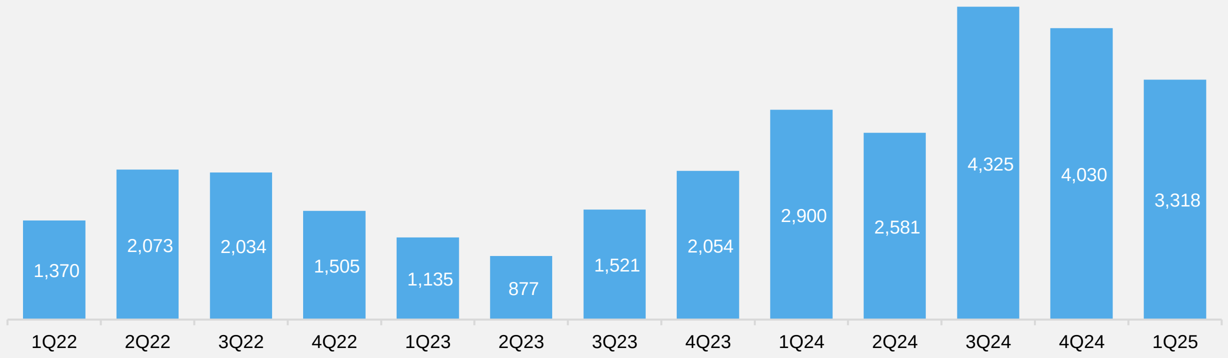
Strong performance underpinned by increasing project activation

- Net sales of 135 homes, reflecting positive customer response to new project launches
- 353 contracts on hand at slightly higher average pricing vs FY24 settlements[1]
- Increased pipeline activation, with five new communities expected to launch during FY25[2]
- Maintaining FY25 target settlements of 600-650 homes[3], with development operating profit margin in the low 20%s range

Net sales by quarter



Enquiries by quarter



1. FY24 average settlement price per home: ~$708,000.
2. Subject to relevant approvals and planning.
3. Subject to no material change in market conditions.

Stockland

Summary and outlook

B by Halcyon, QLD

Summary and outlook

For personal use only

- Accelerated execution of strategy and redeployment of capital towards targeted growth areas
- Solid operational performance from the Investment Management portfolio, with Town Centres benefiting from its high weighting to essentials-based categories and ongoing tenant demand for our well-located Logistics assets
- Strong starting positions in MPC and LLC, with 3,992 and 353 contracts on hand respectively, and eight new communities expected to launch from the existing pipeline during FY25[1]
- Established capital partnerships expected to facilitate the activation of the pipeline while generating recurring management income
- Disciplined management of pipeline, maintaining optionality over development programs and commencement to deliver secured pipeline at targeted yields
- Gearing levels expected to increase by 31 December 2024 due to ongoing capital deployment and MPC settlement skew to 2H25, but remain within 20-30% target range[2]

Maintained FY25 guidance range of 32.0 to 33.0 cents[2]

- FY25 FFO per security guidance range of 32.0 to 33.0 cents on a post-tax basis[2], excluding any benefit from the acquisition of the 12 MPC projects announced in late 2023[3] which remains subject to regulatory and other approvals
- Distribution per security within our targeted payout ratio of 75% to 85% of post-tax FFO on a full year basis[2]
- Stockland will provide an update on its FY25 guidance once all approvals relating to the acquisition of the 12 MPC projects have been obtained.

1. Subject to relevant approvals. Expecting to launch three MPC and five LLC during FY25.
2. All forward looking statements, including FY25 earnings guidance, remain subject to no material change in market conditions.
3. The acquisition of 12 MPC projects by SSRCP from Lendlease Communities remains subject to Foreign Investment Review Board (FIRB). Settlement of certain Project Delivery Agreement (PDA) projects are also conditional on the vendor obtaining relevant landowner Change of Control (CoC) consents. SSRCP may also negotiate to acquire certain additional parcels of land for an additional payment of up to $239m.

Aura, QLD

Stockland Corporation Limited
ACN 000 181 733

Stockland Trust Management Limited
ACN 001 900 741; AFSL 241190

As a responsible entity for Stockland Trust
ARSN 092 897 348

Important Notice

This Presentation has been prepared and issued by Stockland Corporation Limited (ACN 000 181 733) and Stockland Trust Management Limited (ACN 001 900 741; AFSL 241190) as Responsible Entity for Stockland Trust (ARSN 092 897 348) (“Stockland”). Figures stated in this report are as at 30 September 2024 unless stated otherwise. Whilst every effort is made to provide accurate and complete information, Stockland does not warrant or represent that the information included in this Presentation is free from errors or omissions or that it is suitable for your intended use. Except as required by law, Stockland does not assume any obligation to update or revise this Presentation after the date of this Presentation.

This Presentation contains forward looking statements, including statements regarding future earnings and distributions; expectations, commitments, targets, goals and objectives with respect to social value or sustainability; divestment, acquisition or integration of certain assets. The forward looking statements are based on information and assumptions available to us as of the date of this Presentation. Actual results, performance or achievements could be significantly different from those expressed in or implied by these forward looking statements. These forward looking statements are not guarantees or predictions of future performance, and involve known and unknown risks, uncertainties and other factors, many of which are beyond our control, and which may cause actual results to differ materially from those expressed in or implied by the statements contained in this Presentation.

Current market conditions remain uncertain. All forward looking statements, including FY25 earnings guidance, remain subject to no material change in market conditions.

The information provided in this Presentation may not be suitable for your specific needs and should not be relied upon by you in substitution of you obtaining independent advice. To the maximum extent permitted by law, Stockland and its respective directors, officers, employees and agents accepts no responsibility for any loss, damage, cost or expense (whether direct or indirect) incurred by you as a result of any error, omission or misrepresentation in this Presentation. All information in this Presentation is subject to change without notice. This Presentation does not constitute an offer or an invitation to acquire Stockland stapled securities or any other financial products in any jurisdictions, and is not a prospectus, product disclosure statements or other offering document under Australian law or any other law. It is for information purposes only.

This announcement is authorised for release to the market by Ms Katherine Grace, Stockland’s Company Secretary.

Stockland