



Strategy Day - May 2010

Access to Third Party Capital

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- Strong relationship with capital providers
- Provide Integrated Solutions for Lend Lease pipeline
- Consistent framework of dealing with capital providers
 - Trusted investment partner
 - Strong corporate governance
 - Alignment of interests
- Consistent framework of investment feasibility and appraisals
- Lend Lease managed funds have consistently been top performers

11

Funds managed globally

144

Institutional clients

A\$9.7 billion*

Funds under management

87

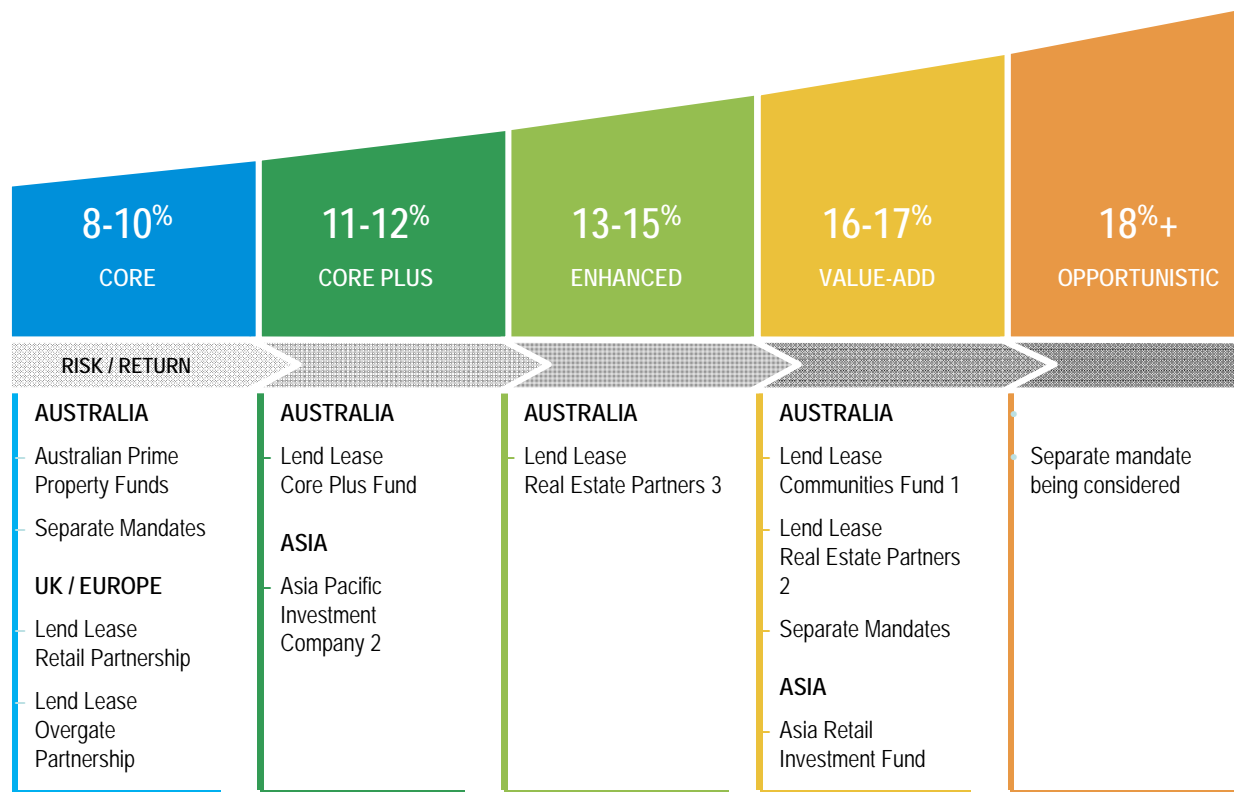
Properties held in managed funds

Fund Manager of the Year 2009



* At Mar 10, including ING Retail transaction

Global product spectrum



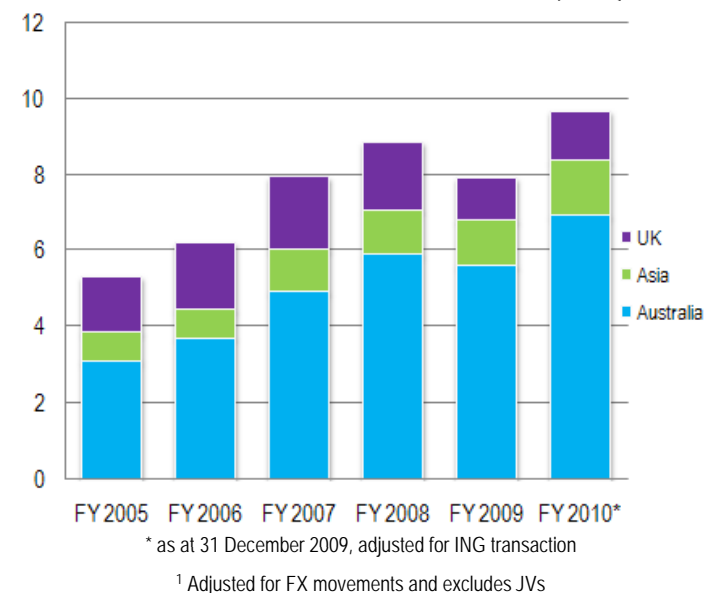
PROPERTY TYPE				
Retail, commercial and industrial.	Hotels, car parks, retirement villages and fringe core sectors.	Retail, commercial, industrial and other property requiring 'active' management.	Development in core markets.	Development in non-traditional sectors. Higher risk geographies.

Performance highlights

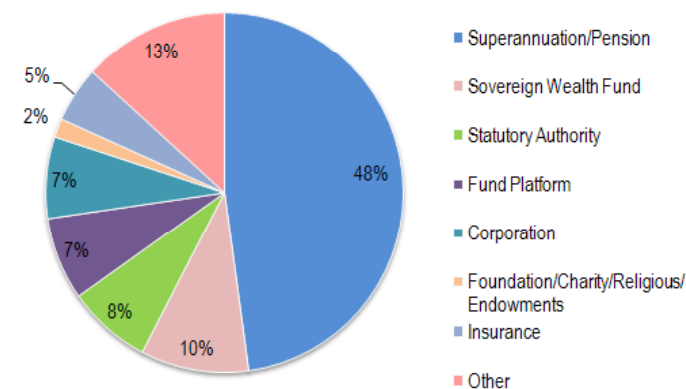


- 21% growth in FUM in past year
- \$2.1b in new equity raised and \$3.3b in debt secured in past 18 months
- 24 new investors introduced to the platform in past 18 months
- Secured \$1.4b ING Retail Fund portfolio using Integrated Capital Solutions approach
- Launched LLREP3 with target FUM of \$400m
- Secured a new Sovereign Wealth Fund investor
- Existing Funds positioned strongly – low levels of gearing, no redemption requests, capacity for growth

LLIM – Historical Wholesale FUM (A\$b)



Investor Type (by FUM)



Raising 3rd party capital for Lend Lease over the last 18 months



Equity		
Investor Type	Sector/Fund	Commitments Secured*
Sovereign Wealth Funds	Retail Mandate	\$500m
Australian Capital Partners	Retail	\$70m
Offshore Pension Funds	Commercial Mandate	\$150m
Offshore Investors	Residential Mandate	\$70m
Australian Super Funds	Residential Mandate	\$50m
Aus Super Funds, Offshore Pension Funds and Fund of Funds	Core Funds - Retail, Commercial & Industrial	\$1b
Aus Super Funds, Offshore Pension Funds and Fund of Funds	Enhanced Fund	\$250m
TOTAL		~\$2.1b

Debt	
Fund/Project	Debt Secured
APPF	\$1,760m
LL Communities Fund 1	\$130m
LLREP3	\$200m
APIC II	\$280m
ARIF	\$575m
Development Projects	\$355m
TOTAL	~\$3.3b

* Equity invested or Heads of Terms agreed

Case Study: Acquisition of \$1.4b ING Retail Property Fund



- Integrated Capital Solutions approach
- \$1.2b growth in FUM
 - Launched LLREP3
 - Introduced Future Fund to platform as mandate client
 - Growth in APPF Retail
- Scaled Lend Lease Retail, increasing assets under management from 12 to 17 (+165,000sqm of GLA)
- Signed agreement for introduction of Myer at Lakeside Joondalup – underpinning future major expansion of the asset
- Non core assets divested prior to acquisition
- Lend Lease direct investment of \$145m
- Attractive strategic portfolio acquisition at an optimum time in the property cycle

3rd party capital investor trends and focus



Investor	Market Trend	Lend Lease Position
Australian Super Funds	<ul style="list-style-type: none"> ▪ Have emerging appetite ▪ Most are at or underweight real estate ▪ Seeking quality core product with quality Managers 	<p>\$500m raised for APPF Retail \$300m raising commenced for APPF Commercial</p>
European Pension Funds	<ul style="list-style-type: none"> ▪ Seeking Asia Pacific investments ▪ Using allocations to Australia and Japan to balance risk of investing in Asian markets 	<p>Invested in Australian Funds Discussions on new products</p>
North American Pension Funds	<ul style="list-style-type: none"> ▪ Opportunity and value-add funds, focused on managing issues within existing investment portfolios ▪ Canadian Funds investing on large deals 	<p>Advanced discussions on large mandate</p>
Sovereign Wealth Funds	<ul style="list-style-type: none"> ▪ Seeking opportunities with strategic partners/managers – large investment appetite 	<p>Secured \$500m Future Fund mandate Advanced discussions on mandates</p>
Fund of Funds	<ul style="list-style-type: none"> ▪ Remain a smaller source of capital to gain access to 'best-in-class' managers and distressed opportunities in mature markets – seeking Asia Pacific opportunities 	<p>REP3 launched Advanced discussions on new products</p>

Current growth initiatives

Separate Mandates & Joint Ventures

- Funding for Barangaroo first stage, Victoria Harbour, RNA and development pipeline
- Further investment in Retail and Residential sectors



Lakeside Joondalup

Existing Fund Capital Raisings

- Further capital raisings in APPF Funds – Retail, Commercial and Industrial
- Lend Lease Core Plus Fund capital raising

Asia

- Establish investment vehicle to invest into Asia in accord with group strategy
- Invest remaining S\$400m ARIF capital



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New Fund Opportunities

- Establish investment vehicles in line with demand for Lend Lease pipeline product