Westfield

#### **Westfield Group**

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Dear Sir/Madam

WESTFIELD GROUP (ASX:WDC)
1st QUARTER 2007 - REVIEW

The Westfield Group Quarterly Operational Presentation is attached.

Yours faithfully WESTFIELD GROUP

Simon Tuxen

**Company Secretary** 



# Westfield Group

1st Quarter 2007 - Review



### 1<sup>st</sup> Quarter Review

- Highlights
- Shopping Centre Operating Performance
- Retail Sales
- Global Development Activity
- Current Projects
- Future Major Projects
- Appendix



### **Highlights**

### **Operations**

- Solid specialty store rental growth achieved with almost full occupancy maintained in Australia, New Zealand and the United Kingdom portfolios. In the United States the portfolio was 93.4% leased at 31 March 2007
- Strong retail sales performance across all markets with specialty stores in the United States and Australia showing increases of 6% and in New Zealand up 5% for the quarter. The United Kingdom market also performed well with total retail sales increasing 5.7% for the quarter

#### **Development**

- Currently 19 major projects under construction at a forecast cost of \$7.6 billion (WDC share \$5.4 billion)
- Anticipate the completion of 10 major projects during 2007 at a total cost of \$1.9 billion (WDC share \$1.3 billion)
- Commenced 4 projects in the first quarter at a forecast total cost of \$1.1 billion (WDC share \$0.9 billion)



### **Shopping Centre Operating Performance**

			Lease Deals Completed <sup>2</sup>		Comparable Average Specialty Store Rent	
	Portfolio Leased <sup>1</sup>	Specialty Occupancy Cost <sup>1</sup>	Number	Area	Amount <sup>1</sup>	Growth <sup>3</sup>
Australia & New Zealand	> 99.5%	16.3%	470	53,741 sqm	\$1,209 psm NZ\$999 psm	5.2%
United States	93.4%	13.6%	310	779,169 sqft	US\$43.18 psf	4.4%
United Kingdom	> 99.0%	n/a	31	7,138 sqm	£633 psm	7.1%

<sup>&</sup>lt;sup>1</sup> As at 31 March 2007

<sup>&</sup>lt;sup>2</sup> 3 months to 31 March 2007

<sup>&</sup>lt;sup>3</sup> 31 March 2007 compared to 31 March 2006



### Retail Sales Overview<sup>1</sup>

#### Period to 31 March 2007

	MAT	12 months Growth	3 months Growth
United States <sup>2</sup>			
Specialties	US\$7.5 bn	4.7%	6.0%
Australia			
Majors		3.7%	4.1%
Specialties*		5.1%	6.0%
Total	\$18.9 bn	4.7%	5.2%
United Kingdom <sup>3</sup>			
Comparable		3.1%	3.4%
Total		5.5%	5.7%
New Zealand			
Specialties*		2.7%	5.0%
Total	NZ\$1.8 bn	3.1%	4.8%

<sup>\*</sup> Includes larger format specialties

<sup>&</sup>lt;sup>1</sup> All sales growth figures are reported on a comparable basis

<sup>&</sup>lt;sup>2</sup> US represents growth in sales per square foot

<sup>&</sup>lt;sup>3</sup> British Retail Consortium-KPMG retail sales report



### **Global Development Activity**

 19 projects currently under construction with an estimated total cost of \$7.6 billion (WDC share \$5.4 billion)

	No. of Projects	Estimated Total Cost	Target Weighted Average Yield <sup>1</sup>
United States	10	US\$1.1 bn	9.9 – 10.4%
Australia & New Zealand	7	\$1.6 bn	8.5 – 9.0%
United Kingdom – Derby	1	£0.3 bn	8.25 - 8.75%
<ul><li>London</li></ul>	1	£1.6 bn	5.25 - 5.75%
Total	19	\$7.6 bn	

■ Commenced 4 developments in the first quarter at a total forecast cost of \$1.1 billion and a forecast weighted average development yield of 8.1% – 8.6%

Australia: Bay City, Doncaster, Plenty Valley

■ New Zealand: Manukau

<sup>&</sup>lt;sup>1</sup> Stabilised income/Westfield Group cost



### Global Development Activity continued...

Anticipate the completion of 10 developments during 2007 at a total cost of \$1.9 billion (WDC share \$1.3 billion)

United States: Brandon, Southpark, Garden State Plaza, Sarasota, Annapolis,

**Old Orchard** 

Australia: Kotara, North Lakes

■ New Zealand: Albany

United Kingdom: Derby

Expect to commence between \$1.5 and \$2.0 billion of projects in 2007





















### **Future Major Projects**

#### **United States**

- Belden Village (Ohio)
- Century City Phase II (California)
- Chicago Ridge (Illinois)
- Fashion Square (California)
- Fox Hills (California)\*
- Horton Plaza (California)
- Mainplace (California)\*
- Montgomery (Maryland)
- North County (California)\*
- Palm Desert (California)\*
- Plaza Camino Real (California)\*
- Santa Anita (California)\*
- Southgate (Florida)
- UTC (California)\*
- Valencia (California)
- Valley Fair (California)
- West Covina (California)\*
- West Valley (California)
- \* Includes redevelopment of Federated Stores

#### **Australia & New Zealand**

- Belconnen (ACT)
- Booragoon (WA)
- Carindale (QLD)
- Fountain Gate (VIC)
- Macquarie (NSW)
- Marion (SA)
- Mt Gravatt (QLD)
- Newmarket (NZ)
- North Lakes (QLD)
- Pacific Fair (QLD)
- Riccarton (NZ)
- Sydney CBD (NSW)
- Tea Tree Plaza (SA)
- Warringah (NSW)

#### **United Kingdom**

- Broadway (Bradford)
- Merry Hill (Birmingham)
- Sprucefield (Lisburn, Northern Ireland)
- Stratford City (East London)
- The Broadmarsh Centre (Nottingham)
- The Friary (Guildford)



# Westfield Group

1st Quarter 2007 - Review

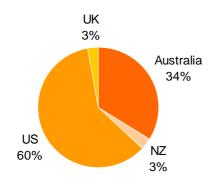
**Appendix** 



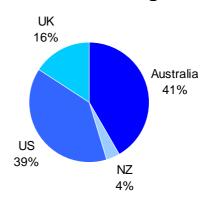
### **Portfolio Summary**

	United States	Australia	United Kingdom	New Zealand	Total
Centres	59	44	7	11	121
Retail Outlets	9,050	11,500	750	1,500	22,800
GLA (million sqm)	6.2	3.5	0.3	0.3	10.3
Westfield Asset Value (billion) <sup>1</sup>	US\$15.6	\$19.3	£1.0	NZ\$2.6	\$43.4 <sup>1</sup>
Assets Under Management (billion) <sup>2</sup>	US\$18.9	\$25.2	£3.9	NZ\$2.8	\$60.62

#### **Gross Lettable Area**



#### **Assets Under Management**



<sup>&</sup>lt;sup>1</sup> WDC share of shopping centre assets and excludes work in progress and assets held for redevelopment

<sup>&</sup>lt;sup>2</sup> WDC and joint venture share of shopping centre assets and includes work in progress and assets held for redevelopment Note: Exchange rates as at 31 March 2007 were AUD/USD 0.8057, AUD/GBP 0. 4104, AUD/NZ 1. 1337.



## Comparable Retail Sales Growth by Category

### Australia

Period to 31 March 2007

	12 months	3 months
Department Stores	7.7%	6.7%
Discount Dept. Store	0.2%	3.1%
Supermarkets	2.5%	1.9%
Cinemas	0.2%	(3.5)%
Fashion	3.8%	4.6%
Food Catering	4.2%	4.6%
Food Retail	6.5%	6.4%
Footwear	10.2%	8.1%
General Retail	6.7%	7.4%
Homewares	0.8%	4.3%
Jewellery	4.0%	10.0%
Leisure	11.4%	10.3%
Retail Services	5.8%	9.2%
Specialties*	5.1%	6.0%
TOTAL	4.7%	5.2%

<sup>\*</sup> Specialty stores are inclusive of larger format specialties



## Comparable Retail Sales Growth by Category

**United States** 

#### Period to 31 March 2007

	12 months	3 months
Fashion	4.6%	9.0%
Women's ready to wear	6.4%	8.2%
Unisex	3.4%	13.2%
Jewellery	0.5%	(3.2)%
Leisure	7.0%	6.4%
Food Retail	3.2%	3.2%
General Retail	5.8%	4.5%
Cinemas	5.9%	7.3%



Current Projects
United States – Approx US\$1.1 billion

Forecast	Total Cost <sup>1</sup> US\$ million	Yield Range	Anticipated Completion
Brandon (Florida)	60	11.0 – 11.5 %	Qtr 2 '07
Southpark (Ohio)	60	10.5 – 11.0%	Qtr 2 '07
Garden State Plaza (New Jersey)	1002	9.5 – 10.0 %	Qtr 2 '07
Sarasota (Florida)	50	9.0 – 9.5 %	Qtr 3 '07
Annapolis (Maryland)	150	10.0 – 10.5 %	Qtr 4 '07
Old Orchard (Illinois)	30	10.5 – 11.0 %	Qtr 4 '07
Plaza Bonita (California)	80	10.0 – 10.5 %	Qtr 1 '08
Topanga – Stage 2 (California)	50	9.5 – 10.0 % <sup>3</sup>	Qtr 4 '08
Southcenter (Washington)	230	10.0 – 10.5 %	Qtr 1 '09
Galleria at Roseville (California)	240	9.5 – 10.0 %	Qtr 1 '09
Total	1,050	9.9 – 10.4%	

<sup>&</sup>lt;sup>1</sup> Excludes project profits except for joint ventures

<sup>&</sup>lt;sup>2</sup> Westfield Group share 50% – US\$50m

<sup>&</sup>lt;sup>3</sup> Yield range of entire project – Stage 1 (US\$300million) completed and opened



**Current Projects**Australia & New Zealand – Approx \$1.6 billion

	Total Cost <sup>1</sup> \$ million	Yield Range	Anticipated Completion
Kotara (Newcastle)	170	8.8 – 9.1%	Qtr 3 '07
Albany (Auckland)	NZ 205	10.1 – 10.6%	Qtr 4 '07
North Lakes (Brisbane) <sup>2</sup>	155	9.0 – 9.3%	Qtr 4 '07
Plenty Valley (Melbourne) <sup>2</sup>	200	8.9 – 9.4%	Qtr 2 '08
Manukau (Auckland)	NZ 70	8.7 – 9.0%	Qtr 3 '08
Bay City (Geelong) <sup>2</sup>	195	8.2 – 8.7%	Qtr 3 '08
Doncaster (Melbourne)	600	7.75 – 8.25%	Qtr 4 '08
TOTAL	1,565	8.5 – 9.0%	

<sup>&</sup>lt;sup>1</sup> Excludes project profits except for joint ventures

<sup>&</sup>lt;sup>2</sup> Joint venture centres



Current Projects
United Kingdom – Approx £1.94 billion

	Total Cost £ million	Yield Range	Anticipated Completion
Derby	340 <sup>1</sup>	8.25 – 8.75%	Qtr 4 '07
London	1,600 <sup>2</sup>	5.25 – 5.75%	Qtr 4 '08

<sup>&</sup>lt;sup>1</sup> Includes project profits. Westfield Group share 50% – approximately £170 million

<sup>&</sup>lt;sup>2</sup> Westfield Group share 50% – approximately £1,000 million