

7 May 2008



**Westfield Group**

Level 24, Westfield Towers  
100 William Street  
Sydney NSW 2011  
GPO Box 4004  
Sydney NSW 2001  
Australia

**Telephone** 02 9358 7000

**Facsimile** 02 9358 7077

**Internet** [www.westfield.com](http://www.westfield.com)

The Manager  
Company Announcements Office  
ASX Limited  
Level 4, Exchange Centre  
20 Bridge Street  
SYDNEY NSW 2000

Dear Sir/Madam

**WESTFIELD GROUP (ASX:WDC)  
1st QUARTER 2008 - REVIEW**

The Westfield Group Quarterly Operational Presentation is attached.

Yours faithfully  
**WESTFIELD GROUP**

A handwritten signature in black ink, appearing to be "Simon Tuxen".

**Simon Tuxen  
Company Secretary**

Encl.

**Westfield Holdings Limited** ABN 66 001 671 496

**Westfield Management Limited** ABN 41 001 670 579 AFS Licence 230329  
as responsible entity for **Westfield Trust** ABN 55 191 750 378 ARSN 090 849 746

**Westfield America Management Limited** ABN 66 072 780 619 AFS Licence 230324  
as responsible entity for **Westfield America Trust** ABN 27 374 714 905 ARSN 092 058 449



# Westfield Group

1<sup>st</sup> Quarter Review  
31 March 2008

7 May 2008

*Westfield*

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

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

*Note: All figures within this presentation are presented in Australian dollars unless otherwise stated*

# Highlights

## Resilient Business Model

- Strong financial position supported by stable cash flows – contracted long term leases (98% of rental income derived from base rent), diversified across 23,000 retail outlets
- Value creation through redevelopment and intensive management of the portfolio

## Operations

- High occupancy levels across all markets and continued demand from retailers for space
- Solid comparable specialty rental growth
- Continued sales growth in Australia and the United Kingdom, while slowing in the United States and New Zealand

## Development

- Continued demand for new space from retailers
- Currently 12 major projects under construction at a forecast cost of \$5.7 billion (WDC share \$3.8 billion)
- Anticipate the completion of 9 projects during 2008 at a total cost of \$5.3 billion (WDC share \$3.5 billion)
- Forecast to commence over \$4.0 billion of new projects in 2008

# Shopping Centre Operating Performance

	Portfolio Leased <sup>1</sup>	Specialty Occupancy Cost <sup>1</sup>	Lease Deals Completed <sup>2</sup>		Average Specialty Store Rent	
			Number	Area	Amount <sup>1</sup>	Growth <sup>3</sup>
<b>Australia &amp; New Zealand</b>	> 99.5%	16.7%	652	77,421 sqm	\$1,280 psm NZ\$1,045 psm	4.8%
<b>United States</b>	92.8% <sup>4</sup>	15.1%	268	689,436 sqf	US\$45.20 psf	3.8%
<b>United Kingdom</b>	> 99%	n/a	52	21,759 sqm	£659 psm	4.1%

<sup>1</sup> As at 31 March 2008

<sup>2</sup> 3 months to 31 March 2008

<sup>3</sup> 31 March 2008 compared to 31 March 2007

<sup>4</sup> Includes impact of the recently acquired Broward and Westland centres resulting in a 20 bps reduction in Portfolio Leased

# Retail Sales Overview

	Period to 31 March 2008		
	MAT	12 months Growth	3 months Growth
<b>Australia<sup>1</sup></b>			
Majors		3.9%	4.6%
Specialties		6.7%	5.2%
Total	\$20.0 bn	5.9%	5.3%
<b>New Zealand<sup>1</sup></b>			
Specialties		0.5%	(2.2)%
Total	NZ\$1.9 bn	2.1%	0.2%
<b>United States<sup>2</sup></b>			
Specialties	US\$7.2 bn	0.7%	(1.5)%
<b>United Kingdom<sup>3</sup></b>			
National <sup>1</sup>		1.6%	0.8%
London <sup>1</sup>		7.1%	5.0%
Total	n/a	3.7%	3.5%

<sup>1</sup> Sales growth figures are reported on a comparable basis

<sup>2</sup> 2008 trailing 12 months sales of \$462 per sqf compared to 2007 sales of \$459 per sqf (as per US industry practice)

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

# Global Development Activity

- 12 major projects currently under construction with an estimated total cost of \$5.7 billion (WDC share \$3.8 billion)

	No. of Projects	Estimated Total Cost	Target Weighted Average Yield <sup>1</sup>
United States	7	US\$1.1 bn	8.60 – 9.10%
Australia & New Zealand	4	\$1.1 bn	8.40 – 8.90%
United Kingdom – London	1	£1.6 bn	5.25 – 5.75%
<b>Total</b>	<b>12</b>	<b>\$5.7 bn</b>	

- Expect to commence over \$4.0 billion of new projects in 2008 including Stratford City (London) and Sydney City

<sup>1</sup> Stabilised income/Westfield Group cost

# Anticipated 2008 Completions

- Anticipate the completion of 9 major developments during 2008 at a gross cost of \$5.3 billion (WDC share \$3.5 billion)

	Project Cost million	Yield Range	Anticipated Completion
Plaza Bonita (California)	US\$115	10.00 – 10.50%	Qtr 2 '08
Plenty Valley (Melbourne) <sup>1</sup>	\$210	10.00 – 10.50%	Qtr 2 '08
Geelong (Geelong) <sup>1</sup>	\$210	8.50 – 8.80%	Qtr 3 '08
Manukau (Auckland)	NZ\$70	9.00 – 9.50%	Qtr 3 '08
Southcenter (Washington)	US\$240	10.00 – 10.50%	Qtr 3 '08
Doncaster (Melbourne) <sup>1</sup>	\$600	7.75 – 8.25%	Qtr 4 '08
Galleria at Roseville – Stage 1 (California)	US\$260 <sup>2</sup>	7.75 – 8.00% <sup>2</sup>	Qtr 4 '08
London (United Kingdom) <sup>3</sup>	£1,600	5.25 – 5.75%	Qtr 4 '08
Topanga – Stage 2 (California)	US\$50	9.50 – 10.00% <sup>4</sup>	Qtr 4 '08

<sup>1</sup> Joint venture centre

<sup>2</sup> Project cost and yield range of entire project

<sup>3</sup> Westfield Group project cost approximately £1.0 billion

<sup>4</sup> Yield range of entire project – Stage 1 (US\$300million) completed and opened





**London (UK)**  
Aerial





**London (UK)**  
Internal Construction

# Future Major Projects

## United States

- Broward (Florida)
- Century City Phase II (California)
- Fashion Square (California)
- Montgomery (Maryland)
- North County (California)
- Palm Desert (California)
- Plaza Camino Real (California)
- Southcenter (Stage 2) (Washington)
- Southgate (Florida)
- UTC (California)
- Valley Fair (California)
- West Covina (California)
- West Valley (California)
- World Trade Center (New York)

## Australia & New Zealand

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

## United Kingdom

- Bradford
- Guildford
- Merry Hill
- Nottingham
- Sprucefield (Northern Ireland)
- Stratford City (London)



# Westfield Group

1<sup>st</sup> Quarter Review  
31 March 2008

## APPENDICES

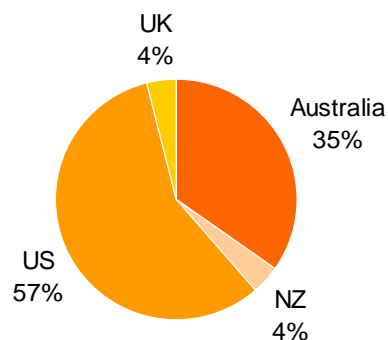


*Westfield*

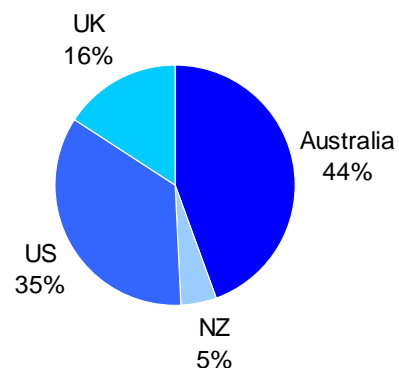
# Portfolio Summary as at 31 December 2007

	United States	Australia	United Kingdom	New Zealand	Total
Centres	55	44	7	12	118
Retail Outlets	8,735	11,430	926	1,672	22,763
GLA (million sqm)	5.8	3.5	0.4	0.4	10.1
Westfield Asset Value (billion) <sup>1</sup>	US\$16.1	\$20.0	£0.9	NZ\$3.1	\$43.2
Assets Under Management (billion) <sup>2</sup>	US\$19.4	\$28.2	£4.4	NZ\$3.3	\$63.2

**Gross Lettable Area**



**Assets Under Management**



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

<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 December 2007 were AUD/USD 0.8785, AUD/GBP 0.4383, AUD/NZD 1.1341



# Current Projects

United States – Approx US\$1.1 billion

	Project Cost US\$ million	Yield Range	Anticipated Completion
Plaza Bonita (California)	115	10.00 – 10.50%	Qtr 2 '08
Southcenter (Washington)	240	10.00 – 10.50%	Qtr 3 '08
Topanga – Stage 2 (California)	50	9.50 – 10.00% <sup>1</sup>	Qtr 4 '08
Galleria at Roseville (California)	260	7.75 – 8.00%	Qtr 4 '08/Qtr 4 '09
Culver City (California) <sup>2</sup>	170	7.75 – 8.25%	Qtr 4 '09
Santa Anita (California)	120	6.80 – 7.30%	Qtr 4 '09
Valencia (California) <sup>3</sup>	120	9.25 – 9.75%	Qtr 4 '09
<b>Total</b>	<b>1,075</b>	<b>8.60 – 9.10%</b>	

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

<sup>2</sup> Previously known as Fox Hills

<sup>3</sup> Joint venture centre

# Current Projects

## Australia & New Zealand – Approx \$1.1 billion

	Project Cost \$ million	Yield Range	Anticipated Completion
Plenty Valley (Melbourne) <sup>1</sup>	210	10.00 – 10.50%	Qtr 2 '08
Geelong (Geelong) <sup>1</sup>	210	8.50 – 8.80%	Qtr 3 '08
Manukau (Auckland)	NZ 70	9.00 – 9.50%	Qtr 3 '08
Doncaster (Melbourne) <sup>1</sup>	600	7.75 – 8.25%	Qtr 4 '08
<b>Total</b>	<b>1,081</b>	<b>8.40 – 8.90%</b>	

<sup>1</sup> Joint venture centre

# Current Projects

United Kingdom – Approx £1.6 billion

	Project Cost £ million	Yield Range	Anticipated Completion
London	1,600 <sup>1</sup>	5.25 – 5.75%	Qtr 4 '08

<sup>1</sup> Westfield Group project cost – approximately £1.0 billion



# Comparable Retail Sales Growth by Category

Australia

Period to 31 March 2008

	12 months	3 months
Department Stores	3.9%	6.0%
Discount Department Store	3.6%	4.5%
Supermarkets	3.4%	3.9%
Cinemas	6.7%	8.7%
Fashion	5.3%	2.3%
Food Catering	5.9%	4.8%
Food Retail	3.7%	5.8%
Footwear	5.4%	7.1%
General Retail	6.4%	4.5%
Homewares	3.7%	(0.5)%
Jewellery	10.4%	5.9%
Leisure	13.2%	13.0%
Retail Services	8.1%	5.7%
<b>Specialties</b>	<b>6.7%</b>	<b>5.2%</b>
<b>Total</b>	<b>5.9%</b>	<b>5.3%</b>

# Specialty Retail Sales Growth by Category

United States

Period to 31 March 2008

	12 months	3 months
Fashion	(3.5)%	(2.5)%
Jewellery	(6.4)%	(2.0)%
Leisure	11.6%	1.5%
Food retail	2.6%	(0.8)%
General retail	2.9%	(1.9)%
Cinemas	12.2%	0.8%