

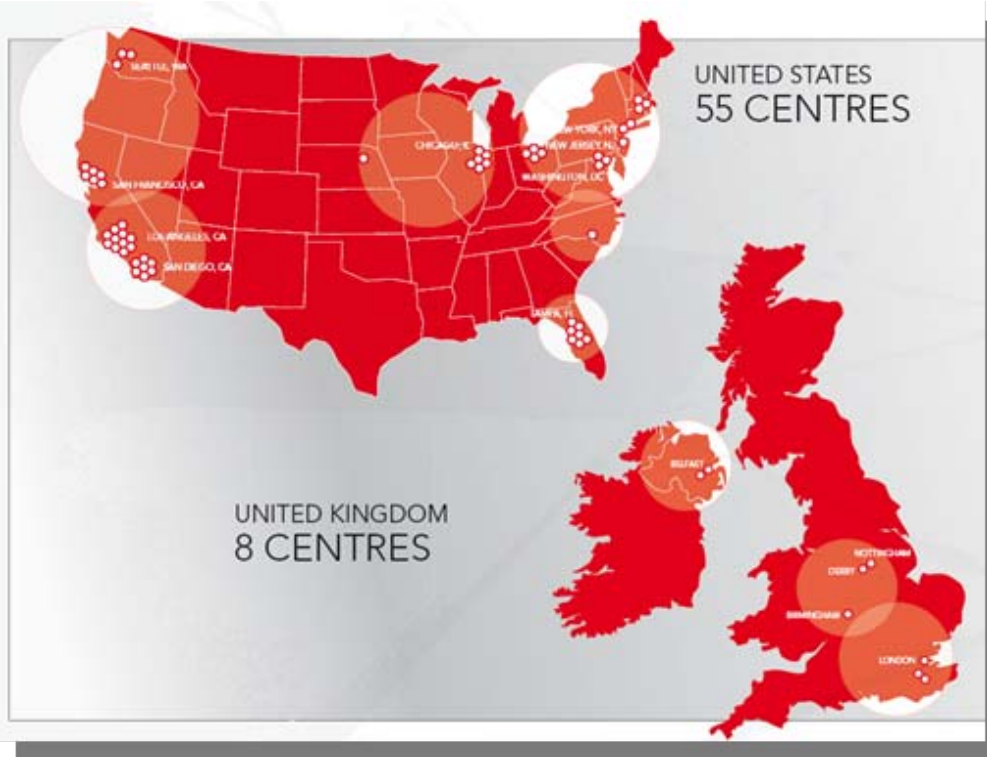
Sharing of Trading Information

Bill Giouroukos; Director of Operations

OUR GLOBAL ASSETS

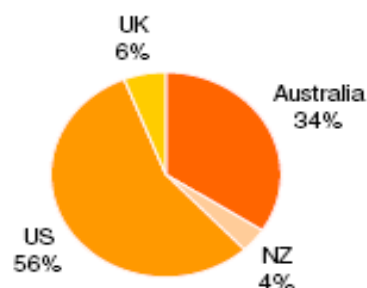


Westfield has ownership in 119 shopping centres across 4 geographies

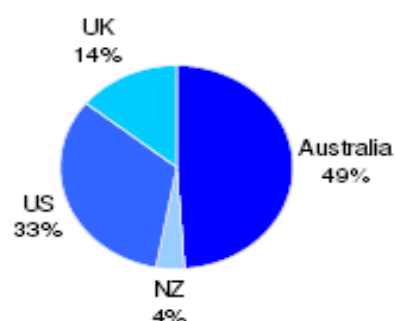


	United States	Australia	United Kingdom	New Zealand	Total
Centres	55	44	8	12	119
Retail Outlets	9,012	11,720	1,276	1,716	23,724
GLA (million sqm)	5.9	3.6	0.6	0.4	10.5
Westfield Asset Value (billion) ¹	US\$15.3	\$22.0	£2.8	NZ\$3.0	\$47.4
Assets Under Management (billion) ²	US\$17.4	\$30.1	£4.9	NZ\$3.0	\$61.7

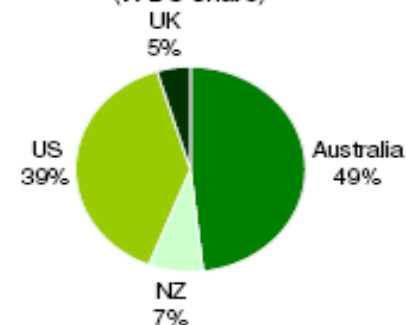
Gross Lettable Area



Assets Under Management



Net Operating Income (WDC share)



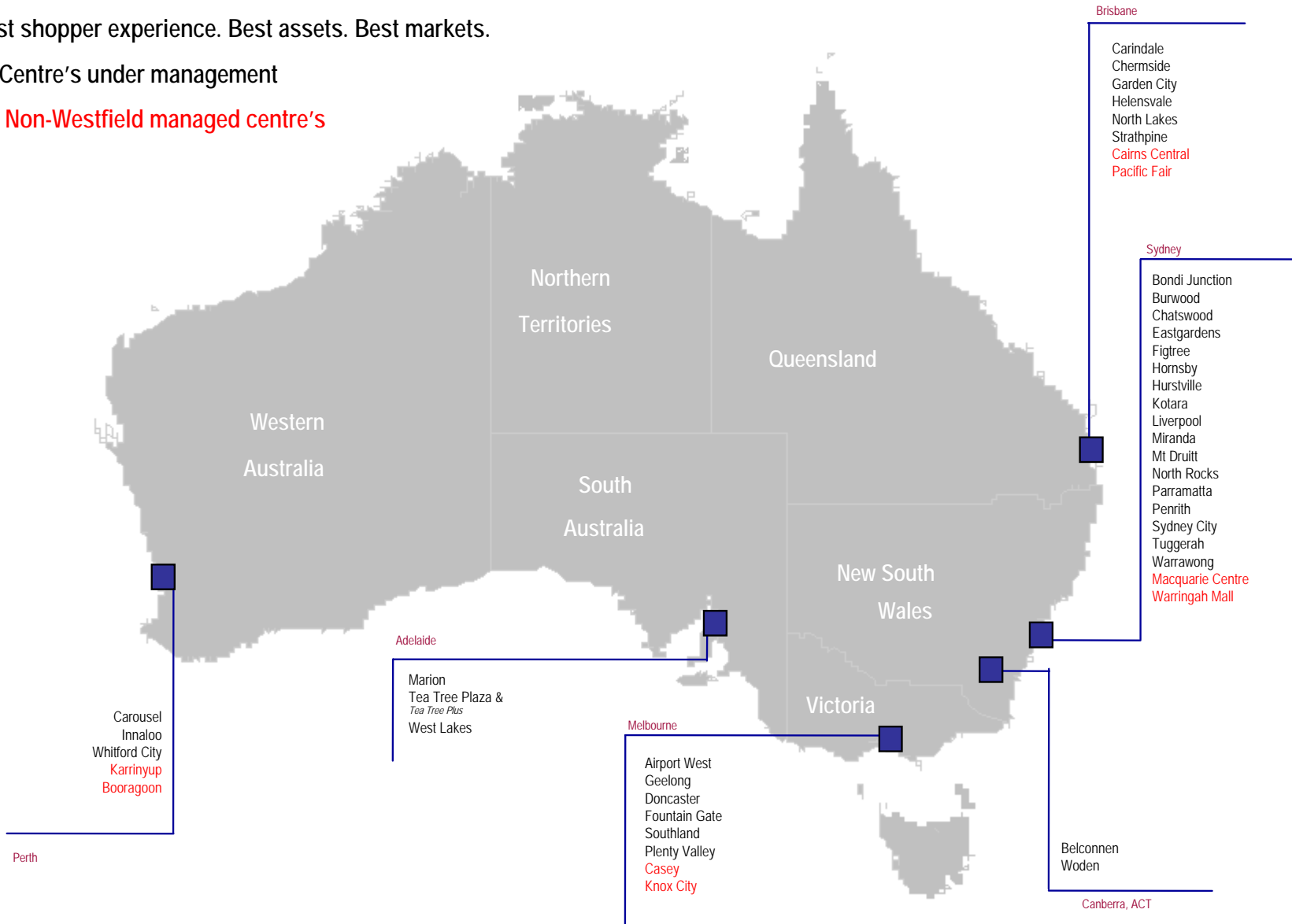
AUSTRALIAN CENTRES



Best shopper experience. Best assets. Best markets.

37 Centre's under management

+ 8 Non-Westfield managed centre's



What are the differences in the Australian, US and UK market?

- Shorter leases
 - Australia 5 - 7 years
 - United Kingdom 10 years
 - United States 10 - 15 years
- Australia: Indexed rent based on consumer price index (CPI) + 2.5% and no market reviews
- United States: primarily flat rents and stepped increase in year 5. Gradually moving to annual uplifts with no market review.
- Transactions less reliant on leasing agents
- Openness of turnover data provided by retailers and landlords
- Industry are familiar with sales data for individual centres



How does Westfield in Australia share trading information?

- Shopping Centre Council of Australia (SCCA)
- Annual Shopping Centre News 'Big Guns'
- Urbis Retail Averages



Different Market, Different History, Different Stage

TENANT LANDLORD PARTNERSHIP

What are the benefits for sharing trading information?

TAKING A HOLISTIC APPROACH TO MAXIMISING TOTAL SALES

- Benchmarking
- Planning & forecasting
- Managing retail mix & improving product offer
- Retailer partnerships to drive sales
- Focus of marketing spend
- Redevelopment/capital investment



WESTFIELD LONDON

New Developments at Westfield

- Derby
- London
- Stratford City



How does sharing trading information attract potential investors?

- Asset productivity assessment
- Asset life cycle management
- Long term planning & forecasting
- Identifying and addressing emerging trends
- Capital Reinvestment



Westfield

Search 700's of brands and retailers





Subscribe to Newsletter | Wish List | Sign In

Shop by Store | Shop by Brand | Find a Gift | Specials & Offers | What's On | Community | CART: 27 Items

697 BRANDS
104 RETAILERS
42 LOCATIONS
1 CHECKOUT

WESTFIELD NOW SELLS ONLINE!

HEADING

 <p>SAMSUNG 40" Full High Definition TV \$289.95</p> <p>JB HIFI BUY NOW</p> <p>View All TV's ></p>	 <p>Audrey Temple Detail Sunglasses \$288.85</p> <p>WITCHERY BUY NOW</p> <p>View All Eyewear ></p>	 <p>Allie Zip Tote \$288.85</p> <p>WITCHERY BUY NOW</p> <p>View All Bags ></p>	 <p>Nokia N57 Mini Outright Mobile Phone \$697.00 \$900.00</p> <p>clicksmith BUY NOW</p> <p>View All Phones ></p>
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ON SALE

Westfield Sales are on sale!

[See Sale Items >](#)

APPLY NOW >

THE PLATINUM MONEYBACK CREDIT CARD

[View All Credit Cards >](#)

Massive Sales! Save up to 70% this month

Find a Westfield:

State: NSW

Stores Online

- AG Arthur Galen for Women
- Arenah Hill
- APJ Arment Exchange
- Bang On! T-Shirts
- Barist
- Bertha Lane
- Bookout
- Blue Blusen
- Boss H Tanga
- Chanel Boutique
- Chic Collectors
- Claris
- Custom On Body
- Das
- David Lawrence
- Deja Vu
- Miranda
- Mt Druitt
- North Rocks
- Parramatta
- Perruth
- Sydney
- Central Plaza
- Tuggerah
- Wentworth
- Liverpool



WESTFIELD ONLINE SHOPPING

Westfield.com.au



WESTFIELD STRATFORD CITY