



**TRUSTED** **INNOVATIVE**  
**RELIABLE** **DELIVERY**

**39<sup>th</sup> Annual Meeting of Shareholders  
Tuesday 23<sup>rd</sup> May 2023**

1

## WELCOME to this Hybrid Meeting

This meeting is being held in person and is being webcast

The Meeting Chair is **Colin Sim** | **Independent Director**

Directors attending in person are;

<b>Jason Adams</b>	<b>Managing Director</b>
<b>Eik Sheng Kwek</b>	<b>Non-Executive Director</b>
<b>Vincent Yeo</b>	<b>Non-Executive Director</b>
<b>John Henderson</b>	<b>Independent Director</b>
<b>Desleigh Jameson</b>	<b>Independent Director</b>

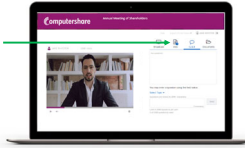


2


### How to Participate in Virtual/Hybrid Meetings (Q&A)

**Shareholder & Proxyholder Q&A Participation**

**Written Questions:** Questions may be submitted ahead of the meeting. If you have a question to submit during the live meeting, please select the Q&A tab on the right half of your screen at anytime. Type your question into the field and press submit. Your question will be immediately submitted.



**Help:** The Q&A tab can also be used for immediate help. If you need assistance, please submit your query in the same manner as typing a question and a Computershare representative will respond to you directly.



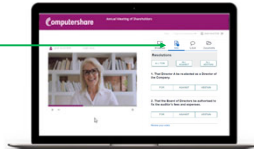
3

### How to Participate in Virtual/Hybrid Meetings (Voting)


**Shareholder & Proxyholder Voting**

Once the voting has been opened, the resolutions and voting options will allow voting.

To vote, simply click on the Vote tab, and select your voting direction from the options shown on the screen. You can vote for all resolutions at once or by each resolution.




Your vote has been cast when the tick appears. To change your vote, select 'Change Your Vote'.



4


- **Quorum**
- **Apologies**
- **Proxies**
- **Minutes of the 38<sup>th</sup> Annual Meeting of Shareholders**
- **Notice of Meeting taken as read**



5

### Annual Report & Financial Statements

- 2022 another **positive year** of sales despite the rapidly declining residential property market in second half of year
- A consistent result with last years net profit, despite section sales revenue down 28.3% on 2021
- Full year result underpinned by one-off high value, high margin commercial land sale
- We grew our land portfolio by 15.8 hectares in 2022, with acquisitions in Hamilton and Havelock North
- Development of commercial property completed in 2022, with majority leased - balance of leasing is challenging in present environment



6

## Annual Report & Financial Statements (cont.)

- High housing costs, mortgage rates and high cost of living is challenging for families and businesses alike
- The residential housing market has come back 15% from the Nov-2021 Peak
- Maintaining a level of profit consistent with the past two years will be difficult – more guidance at half year
- We will look at the factors we can influence and prioritise sales for settlement in 2023
- Good reasons to be optimistic – CDI has significant underlying future potential
- We're seeing signs of "green shoots", to be optimistic for 2024



7

7



Jason Adams

## Managing Directors Presentation

8

## 2022 Financial Re-cap

	2022		2021	
	(\$m)	#Sections	(\$m)	#Sections
<b>Sales Revenue</b>				
Residential Sales	36.9	80	88.5	225
Commercial Sales	29.0	1	3.4	1
Total Sales Revenue	65.9		91.9	
<b>Leasing Revenue</b>				
Lease Revenue	1.2	4	0.05	2
<b>Profit Before Tax</b>	43.3		43.4	
<b>Profit After Tax</b>	31.2		31.3	



9

9

## 2022 Financial Re-cap (Cont...)

### Residential/ Commercial Land Sales from:



Tram Valley Road, Auckland  
11 Section Sales



Kewa Road, Auckland  
6 Section Sales



Prestons Park, Christchurch  
63 Section Sales



Wiri, Auckland  
1 Sale

10

## 2022 Financial Re-cap (Cont...)

### Commercial Warehouses FY(2022):

- Lease Revenue: \$0.8m
- NLA: 16,402m<sup>2</sup>
- % Leased: 100%
- WALE (Years): 6.68
- Full Lease Rental (p.a.): \$2.2m



11

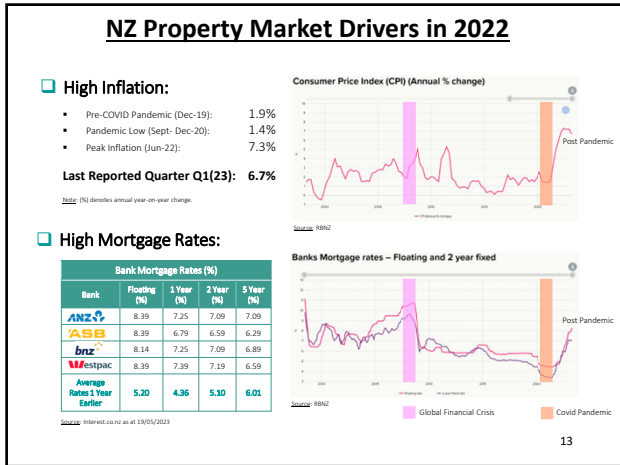
## 2022 Financial Re-cap (Cont...)

### Suburban Retail Centres FY(2022):

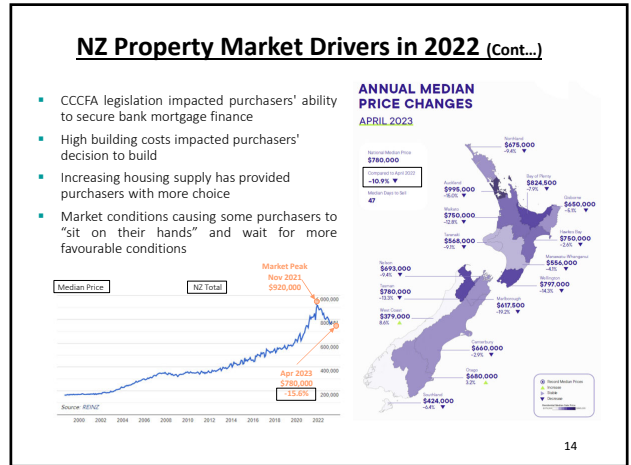
- Lease Revenue: \$0.4m
- NLA: 3,411m<sup>2</sup>
- % Leased: 66.6%
- WALE (Years): 5.52
- Full Occupied Leased Rental (p.a.): \$1.25m



12



13



14

### Completed Developments

**Kewa Road Subdivision**

- Titles issued
- All sections sold

**Tram Valley Road Subdivision**

- Titles issue Dec-22
- 1<sup>st</sup> Stage settlements Dec-22
- Balance stage settlements 2023/24

**CDL INVESTMENTS NEW ZEALAND LIMITED**

15

15

### Completed Developments (Cont...)

**Prestons Park (Stage 5), Christchurch**

- Sub-stages 5(E2-E3):
  - Titles issued Q3(22)
  - Section Sales 2022-24
- Sub-stages 5(G & H):
  - Construction completed
  - 224c Compliance/fitting underway
- Sub-stage 5(F, I & J):
  - Earthworks/Civil works completed by July 23

**Prestons Park (Stage 6), Christchurch**

- Construction completed, titles issued
- Sales 2022-24

**CDL INVESTMENTS NEW ZEALAND LIMITED**

16

16

### Completed Developments (Cont...)

**Warehouse #1 (Primepac), Wiri Auckland**

- Construction completed 2022
- 100% Tenanted

**Prestons Park Local Centre, Christchurch**

- Construction completed 2022/23
- 9 Tenants Trading
- 4 Units - Pre-lease Agreements
- 3 Units - Available

**Warehouse #2 (Boundaryline), Wiri Auckland**

- Construction completed 2022
- 100% Tenanted

**Stonebrook Local Centre, Rolleston**

- Construction completed 2022
- 3 Tenants Trading
- 1 Unit - Pre-lease Agreement
- 1 Unit - Available

**CDL INVESTMENTS NEW ZEALAND LIMITED**

17

17

### Work in Progress

**Iona, Stage 1, Havelock North Hawkes Bay**

- Subdivision consent lodged 2022
- Limited Notification
- Consent due Jun/Jul 2023
- Construction to commence Sept-2023

**Iona, Stage 3, Havelock North Hawkes Bay**

- Master Planning Underway

**Iona, Stage 2, Havelock North Hawkes Bay**


- Subdivision consent to be lodged Jun-2023
- Limited Notification anticipated
- Consent expected Mar-24
- Earthworks to commence Sept-2024

**CDL INVESTMENTS NEW ZEALAND LIMITED**

18


18

### Work in Progress (Cont...)




**Arataki Road, Havelock North  
Hawkes Bay**

- Subdivision consent lodged Q3(22)
- Addressing Council RFI's
- Consent expected 2024
- Earthworks to commence 2024/25




19

### Work in Progress (Cont...)



**R2 Growth Cell, Puketaha  
Hamilton East**

- Waikato Expressway completed
- Master Planning Underway




20

### April 2023 YTD Sales


- 2023 Sales with Settlements 2023 = **\$24.2m**  
(\$41.4m in 2022)
- 2023 Sales from:
  - Kewa Road, Albany, Auckland
  - Tram Valley Road, Swanson, Auckland
  - Prestons Park, Christchurch
- 2023 Sales with Settlements 1<sup>st</sup> half 2024 = **\$9.1m**
- The residential housing market continues to ease
- Market Drivers: (contributing to a continued slowdown)
  - High House prices (relative to incomes)
  - High Inflation and building costs
  - High mortgage rates and bank lending constraints (CCCFA)
  - High cost of living

**2023 Sales Location Map**



**AUCKLAND SALES**  
• Kewa Road, Albany  
• Tram Valley Road, Swanson


**CANTERBURY SALES**  
• Prestons Park, Christchurch



21

### CDI Cash Position

- Cash & term deposits: **\$71.0m** (as at 30 April 2023)  
(87.5m in 2022)
- Bank borrowings **Nil**
- We're not adverse to borrow or raise capital for the right opportunities

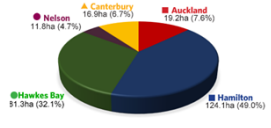


22

### Our Pipeline

**We have a solid Pipeline**

- Total land holding **254ha**
- Section yield, \*circa **3,300 sections**
- circa **16.5 years supply**, (assuming sell down rate 200 sections per year)
- Maintained a nationwide geographical spread
- Diverse portfolio, offers flexibility
- Looking to grow our Portfolio
- Now is an opportune time





**AUCKLAND PROJECTS**  
• Trig Road, West Harbour

**HAMILTON PROJECTS**  
• Gordon Road, Puketaha

**HAWKES BAY PROJECTS**  
• Arataki Road, Havelock North  
• Iona Block, Havelock North

**NELSON PROJECTS**  
• Hillcrest Road

**CANTERBURY PROJECTS**  
• Prestons Park, Christchurch  
• Stonebrook, Rolleston

23

### Acquisition Opportunities

- The current NZ economic environment is producing a number of promising acquisition opportunities
- Vendors are becoming more realistic with price expectations, coming off peak market Nov-2021 highs
- Highly leveraged vendors looking to divest in holdings
- Distressed sales on the rise




24

## Strategic Planning

- Management is laying the groundwork for our medium/long term future
- We are looking at evolving our strategic planning which will focus on:
  - Growing our business from our existing core assets/developments;
  - How we can diversify our revenue streams;
  - Expanding on our recent project successes;
  - Growing our asset base (organic and strategic);
  - Forming strategic partnerships with similar minded stakeholders, and;
  - Growing shareholder returns



25

25

## NZ Natural Events 2023 - Update



### Auckland Storms:

- No material damage to our Auckland subdivisions or commercial warehouses

### Cyclone Gabrielle:

- No material damage to our Auckland, Hamilton or Hawkes Bay properties

### Our sites are well positioned:

- Elevated by design
- Geologically / geotechnically sound
- Contain well designed and functioning storm water management systems and overland flow paths

26

## 2023 Outlook

- The residential housing market has come back 15% from the Nov-2021 Peak
- High inflation, mortgage rates and cost of living will continue to negatively impact the NZ Property Market
- Maintaining a level of profit consistent with the past two years will be difficult – more guidance at half year
- CDI positive first 4 months YTD, sales & margins, but residential section demand and sales will be influenced by property market and wider economic pressures
- We will look at the factors we can influence and prioritise sales for settlement in 2023
- CDI expects to deliver another profitable 2023
- Good reasons to be optimistic – CDI has significant underlying future potential
- CDI in a strong financial position for project development and acquisitions
- We're seeing signs of "green shoots", to be optimistic for 2024. We're planning for the future



27

27

## Closing Summary

- High inflation, mortgage rates and cost of living will continue to negatively impact the NZ Property Market for the remainder of 2023
- Positive first 4 months YTD, sales & margins, but residential section demand and sales will be influenced by property market and wider economic pressures.
- Maintaining a level of profit consistent with the past two years will be difficult – more guidance at half year
- We will look at the factors we can influence and prioritise sales for settlement in 2023
- CDI expects to deliver another profitable 2023
- Commercial warehouses in Wiri and Retail Centres at Preston Park and Stonebrook completed, and mostly leased. Lease out 2023/24
- Sufficient developed section inventory & pipeline ensures supply to meet selective demand and - be ready for the up-turn
- CDI in a strong financial position for project development and acquisition
- CDI expects to deliver another profitable 2023
- We're seeing signs of "green shoots", to be optimistic for 2024. We're planning for the future



28

28

## ELECTION OF DIRECTORS

- Re-election of Eik Sheng Kwek as a Director



29

## ELECTION OF DIRECTORS

- Election of Jason Adams as a Director



30

## **AUDITORS APPOINTMENT & REMUNERATION**

- No other nomination received - KPMG are reappointed as the Company's auditors
- Resolution that the Directors be empowered to fix the remuneration of the Auditors for the year ending 31 December 2023



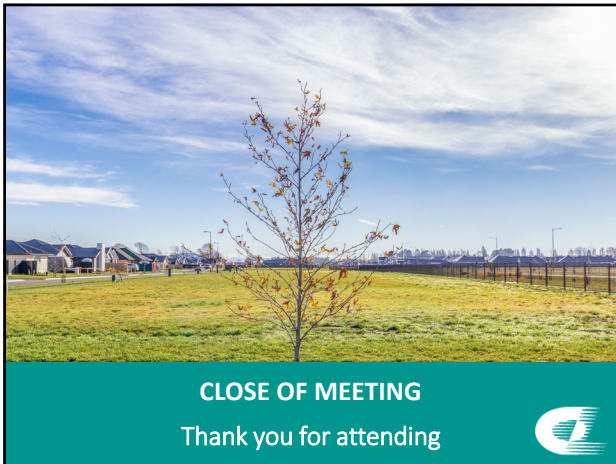
31

31

## **GENERAL BUSINESS**



32



33

## **DISCLAIMER:**

The information contained in this presentation is intended to provide general information only and does not take into account any specific or individual objectives, financial situation or needs. This presentation is not an offer or invitation for subscription or purchase of securities or other financial products and it should not be taken or relied on as investment or financial advice. You should obtain independent professional advice prior to making any investment decision. Past performance is not indicative of future performance and no guarantee of future returns is implied or given.

All reasonable care has been taken in relation to the preparation and collation of this presentation. CDL Investments New Zealand Limited and its directors, officers, employees, agents or any other person do not accept responsibility for any loss or damage whatsoever occurring resulting from the use of or reliance on the presentation by any person.



34