

# WINTON

21 February 2025

Client Market Services  
NZX Limited

Copy to:  
ASX Market Announcements  
Australian Stock Exchange  
AUSTRALIA

Dear Sir/Madam

**WINTON LAND LIMITED (NZX: WIN, ASX: WTN)  
NZX/ASX ANNOUNCEMENT – INTERIM RESULTS FOR THE SIX MONTHS ENDED 31 DECEMBER 2024**

Please find attached the following information relating to Winton Land Limited's results for the six months ended 31 December 2024:

- (a) the Results Announcement (as required by NZX Listing Rule 3.5.1);
- (b) the Investor Presentation; and
- (c) the Unaudited Interim Financial Statements and notes.

For the purposes of ASX Listing Rule 1.15.3, Winton Land Limited confirms that it continues to comply with the listing rules of its home exchange, being the NZX Listing Rules.

Yours sincerely



**Jean McMahon**  
CFO

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# WINTON

## MARKET ANNOUNCEMENT

**NZX: WIN / ASX: WTN**

21 February 2025

### WINTON ANNOUNCES INTERIM RESULTS FOR FY25

Winton (NZX: WIN / ASX: WTN) today announces its interim results for the six months ending 31 December 2024 (H1 FY25).

Revenue of \$81.1 million decreased 5.3% compared to H1 FY24 revenue of \$85.6 million. Revenue for the period is attributed to 90 units settled, down 68 units from 158 in H1 FY24, a full six months of trading at Ayrburn compared to one month in the prior period, and rent received.

Earnings before interest, tax, depreciation, and amortisation (EBITDA) for H1 FY25 decreased to a loss of \$0.1 million from \$14.2 million profit in H1 FY24, and there is a net loss after tax of \$2.0 million in H1 FY25 compared to a \$9.7 million net profit after tax in H1 FY24.

The decrease in profitability reflects the lower number of settlements, a \$2.8 million investment properties fair value loss in H1 FY25 compared to a \$2.6 million gain in H1 FY24, a \$3.6 million increase in administrative expenses reflecting a full six months of administration expenses from the establishment and operation of Ayrburn, \$1.0 million higher depreciation and a \$0.7 million decrease in net interest income. This is offset by 10.1% lower selling expenses, mainly attributable to lower marketing costs.

Chris Meehan, Chair and CEO of Winton said: "These results reflect the struggling economic environment and a year of lower product delivery in Winton's residential development timeline.

While the overall results aren't what we would have liked, we have continued to operate with discipline, nurtured growth parts of the business in line with the revenue diversification strategy and avoided taking on significant new projects to protect the Company from undue risk until we see clear evidence that the cycle is turning. We are navigating the recession as well as possible but most importantly, we are positioning the Company optimally to benefit from an improving property cycle."

Winton finished the six-month period with a pre-sale book of \$342.0 million as at 31 December 2024, a landbank yield of c6,000 units, including 877 retirement living units and cash holdings of \$26.1 million.

Despite the financial result, Winton has continued to deliver against its strategy of diversifying revenue. It completed the renovation and refurbishment of the waterfront Cracker Bay office building, the last of the council approvals were received for the wider Cracker Bay and Northbrook Wynyard Quarter precinct, including hospitality and variations submitted for Northbrook Wynyard Quarter resource consent and it opened The Bakehouse and R.M. Prime Produce at Ayrburn.

At Northbrook, Stage 1 Northbrook Wānaka continued at pace and in line with the project timeline in anticipation of residents moving in during May this year (2025). Despite strong pre-sales, the hard but right decision was made to push out the Northbrook Wynyard Quarter project by c.12 months to allow time for construction costs and interest costs to moderate over the next year, which will

positively impact this project. This decision enables us to focus on Northbrook Wānaka and Northbrook Arrowtown and accelerate those projects where possible.

Winton also completed some significant residential projects including Jimmy's Point at Launch Bay Hobsonville Point, ALTA Villas and Stage 17 at Northlake Wānaka and Stage 3 at Lakeside Te Kauwhata.

Winton's Sunfield project was one of the initial listed projects under part 2A of the Fast-track Approvals Act 2024 and it has recently submitted its detailed application. Winton will work with the Ministry for the Environment over the coming months to progress the application.

In November 2024, Winton entered into a new borrowing facility secured against its recently completed office building and marina complex at Cracker Bay. The facility limit is \$18.3m including accrued interest with a term of 12 months and the ability to extend for a further 2 years. The balance of this facility at 31 December 2024 was \$7.0m.

In February 2025, Winton entered into a new borrowing in respect of its Sunfield project. The facility limit is \$22.5m including accrued interest with a term of 18 months. Winton has no recourse debt at group level and all other properties (except Lakeside) across the group remain unencumbered.

As at FY24 results, the Board paused paying a dividend to maintain financial discipline through softer market conditions while enabling Winton to continue executing its growth plans, which remains the Board's view for H1 FY25.

Chris Meehan concludes: "The economic downturn is more severe than expected and has continued for longer. A change in government was anticipated to be a catalyst to get the economy moving again and out of recession, however, it is taking more time than was generally expected.

We remain cautious and believe New Zealand isn't yet at the bottom of the construction cycle. While interest rates have decreased, that is only one part of the economic levers stifling the economy. Unemployment continues to increase, and we maintain our view that the property market is unlikely to substantially turn around until after unemployment has peaked.

While it will continue to remain challenging, we are confident in Winton's financial position and strategy to weather the continued weakness in the economy and come out the other side very well positioned for the future."

Winton's Interim Report is also released today with the Company's H1 FY25 results. Winton's Interim Report and all future financial reports will be publicly available on our website [Investor Centre - Winton Land Limited](#).

Ends.

For investor or analyst queries, please contact:

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**About Winton**

Winton is a residential land developer that specialises in developing integrated and fully masterplanned neighbourhoods. Across its 12 masterplanned communities, Winton has a portfolio of 23 projects expected to yield a combined total of circa 6,000 residential lots, dwellings, apartment units, retirement village units and commercial lots. Winton listed on the NZX and ASX in 2021.

[www.winton.nz](http://www.winton.nz)

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TE PAEHOKO O AOTEAROA

Template

## Results announcement

(for Equity Security issuer/Equity and Debt Security issuer)

Updated as at June 2023

Results for announcement to the market		
Name of issuer	Winton Land Limited (WIN)	
Reporting Period	6 months to 31 December 2024	
Previous Reporting Period	6 months to 31 December 2023	
Currency		
	Amount (000s)	Percentage change
Revenue from continuing operations	\$81,061	-5%
Total Revenue	\$81,061	-5%
Net profit/(loss) from continuing operations	(\$2,001)	-121%
Total net profit/(loss)	(\$2,001)	-121%
Interim/Final Dividend		
Amount per Quoted Equity Security	It is not proposed to pay dividends	
Imputed amount per Quoted Equity Security	Not Applicable	
Record Date	Not Applicable	
Dividend Payment Date	Not Applicable	
	Current period	Prior comparable period
Net tangible assets per Quoted Equity Security	\$1.74	\$1.73
A brief explanation of any of the figures above necessary to enable the figures to be understood	The announcement is extracted from Winton's unaudited financial statements as at and for the six months ended 31 December 2024. A copy of these unaudited financial statements is attached to this announcement.	
Authority for this announcement		
Name of person authorised to make this announcement	Jean McMahan	
Contact person for this announcement	Jean McMahan	
Contact phone number	+64 9 377 7003	
Contact email address	<a href="mailto:jean.mcmahan@winton.nz">jean.mcmahan@winton.nz</a>	
Date of release through MAP	21 February 2025	

Unaudited financial statements accompany this announcement.

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# WINTON

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FC Jimmy's Point,  
Launch Bay,  
Hobsonville Point

01 The Bakehouse,  
Ayrburn

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# Letter from CEO and Chair

Chris Meehan



02

02 Chris Meehan,  
Chief Executive Officer

03 Northbrook Wānaka

**D**ear Fellow Shareholders,

As you will likely know, property development is cyclical, and New Zealand currently remains at the bottom of the property cycle. Winton's interim results for the six months ending 31 December 2024 reflect the struggling economic environment and a year of lower product delivery in Winton's residential development timeline. While the overall results aren't what we would have liked, we have continued to operate with discipline, nurtured growth parts of the business in line with the revenue diversification strategy and avoided taking on significant new projects to protect the Company from undue risk until we see clear evidence that the cycle is turning. We are navigating the recession as well as possible but most importantly, we are positioning the Company optimally to benefit from an improving property cycle.

Revenue for the first-half of FY25 (H1 FY25) was \$81.1 million, a 5.3% decrease compared to H1 FY24 revenue of \$85.6 million. Revenue for the period is attributed to 90 units settled, down 68 units from 158 in H1 FY24, a full six months of trading at Ayrburn compared to one month in the prior period, and rent received.

The product mix for H1 FY25 meant the average revenue per unit and average cost of sales per unit were both higher. Cost of sales for H1 FY25 was \$57.5 million, an increase of 0.9% from \$57.0 million in H1 FY24.

Earnings before interest, tax, depreciation, and amortisation (EBITDA) for H1 FY25 decreased to a loss of \$0.1 million from \$14.2 million profit in H1 FY24, and there is a net loss after tax of \$2.0 million in H1 FY25 compared to a \$9.7 million net profit after tax in H1 FY24.

The decrease in profitability is attributable to the lower number of settlements, a \$2.8 million investment properties fair value loss in H1 FY25 compared to a \$2.6 million gain in H1 FY24, a \$3.6 million increase in administrative expenses reflecting a full six months of administration expenses from the establishment and operation of Ayrburn, \$1.0 million higher depreciation and a \$0.7 million decrease in net interest income. This is offset by 10.1% lower selling expenses, mainly attributable to lower marketing costs.

Winton finished the six-month period with a pre-sale book of \$342.0 million as at 31 December 2024, a landbank yield of c6,000 units, including 877 retirement living units and cash holdings of \$26.1 million.

In November 2024, Winton entered into a new borrowing facility secured against its recently completed office building and marina complex at Cracker Bay. The facility limit is \$18.3 million including accrued interest with a term of 12 months and the ability to extend for a further 2 years. The balance of this facility at 31 December 2024 was \$7.0 million.

In February 2025, Winton entered into a new borrowing in respect of its Sunfield project. The facility limit is \$22.5 million including accrued interest with a term of 18 months. Winton has no recourse debt at group level and all other properties (except Lakeside) across the group remain unencumbered.

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## Letter from CEO and Chair

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04 | WINTON LAND LIMITED

The Fast-track Approvals Act 2024 became law in December, with Winton's Sunfield project as one of the initial listed projects under part 2A of the Act. In February, Winton submitted its detailed application for the Sunfield project under the Fast-track Approvals Act 2024 and looks forward to progressing the application with the Ministry for the Environment over the coming months.

As I have already commented, the business is making hard decisions to play the cycle as well as possible. In December, despite strong pre-sales, we determined pushing out the Northbrook Wynyard Quarter project by c12 months was the right call to make. Northbrook Wynyard Quarter is a big project for us, so we are playing a prudent game and want to get the timing in the cycle right. We believe there is further opportunity for construction costs and interest costs to moderate over the next year, which will flow into the property market and positively impact this project. This decision enables us to focus on Northbrook Wānaka and Northbrook Arrowtown and accelerate those projects where possible.

### Dividend

As at FY24 results, the Board paused paying a dividend to maintain financial discipline through softer market conditions while enabling Winton to continue executing its growth plans, which remains the Board's view for H1 FY25.

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## Market and Outlook

The economic downturn is more severe than expected and has continued for longer. A change in government was anticipated to be a catalyst to get the economy moving again and out of recession, however, it is taking more time than was generally expected.

We remain cautious and believe New Zealand isn't yet at the bottom of the construction cycle. While interest rates have decreased, that is only one part of the economic levers stifling the economy. Unemployment continues to increase, and we maintain our view that the property market is unlikely to substantially turn around until after unemployment has peaked.

While it will continue to remain challenging, we are confident in Winton's financial position and strategy to weather the continued weakness in the economy and come out the other side very well positioned for the future. Thank you, Winton's shareholders, for your support through this part of the cycle.



Chris Meehan  
*Chair and Chief Executive Officer*

- 04 Ayrburn, Arrowtown
- 05 Jimmy's Point, Launch Bay, Hobsonville Point
- 06 The Bakehouse, Ayrburn



# Financial Commentary

In the 6 months to 31 December 2024, Winton has delivered revenue of \$81.1 million, 5.3% down from \$85.6 million in H1 FY24. A total of 90 units were settled, a decrease of 68 units. Cost of sales of \$57.5 million is slightly higher than H1 FY24 by \$0.5 million. This is a result of the 18.1% increase in built product settled by volume in H1 FY25 which has a higher revenue and cost per unit than land lot sales.

Commercial revenue increased by \$7.7 million in H1 FY25 due to Ayrburn contributing 6 months of trading compared to the previous period when it was only open for 1 month. A fair value loss of \$2.8 million results from the revaluation of commercial assets and retirement land within the investment properties portfolio. This compares to a gain of \$2.6 million in H1 FY24.

Administrative expenses increased by \$3.6 million in H1 FY25. This was mostly due to an increase in employee benefits expense by \$4.5 million with Ayrburn trading for an additional five months offset by a decrease in establishment costs of \$2.4 million. Establishment costs are those costs incurred in relation to the pre-opening of Ayrburn venues, and these include branding, marketing, recruitment, and employee training. The remainder of the increase in Administrative expenses is due to the growth of Winton's operations.

Net interest income was \$0.7 million lower due to a decrease in average cash reserves.

The resultant net loss after tax in H1 FY25 is \$2.0 million, a reduction from \$9.7 million net profit after tax in the prior period.

An increase in investment properties of \$44.1 million represents progress at Northbrook Wānaka and Northbrook Wynyard Quarter.

Winton entered into a \$18.3 million debt facility secured against the completed office building and marina complex at Cracker Bay. The facility has a term of 12 months, with the ability to extend for a further 2 years. The balance of this facility at 31 December 2024 was \$7.0 million.

In February 2025, Winton entered into a new borrowing facility in respect of its Sunfield project. The facility limit is \$22.5 million including accrued interest with a term of 18 months. Winton has no recourse debt at group level and all other properties (excluding Lakeside) across the group remain unencumbered.

We enter the second half of FY25 with \$26.1 million in cash reserves.

07 Lakeside,  
Te Kauwhata



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# Residential

Residential development encompasses Winton's traditional land and property development business. Revenue for H1 FY25 is \$70.6 million reflecting 90 settlements across some significant projects including Jimmy's Point Launch Bay, Lakeside Stage 3, Northlake Stage 17 and the Northlake Townhouses. EBITDA is \$6.6 million and net profit after tax of \$6.2 million. The product mix for H1 FY25 meant the average revenue per unit and average cost of sales per unit were both higher.

Jimmy's Point is 30 high-end waterfront apartments within Winton's Launch Bay neighbourhood at Hobsonville Point. They were completed in September 2024 to an excellent standard, and the

buyers' feedback is outstanding. It has been fantastic seeing residents create a community within Jimmy's Point and be so happy with their new homes. Jimmy's Point is Winton's last residential project at Launch Bay.

At Northlake, the townhouses, known as the ALTA Villas, were completed during H1 FY25. Of the 20 Villas, 18 settled during the period, and the remaining two will settle in H2 FY25. The ALTA Villas are a high-quality addition to Northlake, and it has been great to see the new owners join and make the most of this thriving community.

Stage 17 at Northlake is known as The Preserve and is a premium land offering

both in size and location. Titles for the last substage, Stage 17a, were granted in November 2024 with only a handful of land lots remaining unsold across Stage 17.

At Lakeside Te Kauwhata, delivery continued at pace during H1 FY25, with 39 lots in Stage 3 completed and settled. The last 112 lots in Stage 3 have since been completed and will settle in the coming weeks.

**08** ALTA Villas,  
Northlake

**09** Northlake,  
Wānaka





09



# Northbrook

## Luxury Later Living

Retirement

For most of H1 FY25, Northbrook Arrowtown, Northbrook Wānaka and Northbrook Wynyard Quarter were the focus.

At Northbrook Wānaka, the construction of Stage 1 has progressed at pace and is on target for our first residents to move in during May 2025. Stage 1 includes 32 luxurious residences, most of which are located along the recently named Ten Acre Drive within Winton's Northlake neighbourhood. At the recent site open day of Stage 1, over 30 groups attended, with many attendees acknowledging the superior standard of Northbrook. The central Wellness facility is also underway and is expected to be completed by November 2025.

At Northbrook Arrowtown, the sales team is pleased with the level of visitors to the Display Suite. Building consent for the first two buildings forming part of Stage 1 has been lodged and once obtained, procurement of this stage will continue.

As mentioned earlier, despite strong pre-sales, the construction of Northbrook Wynyard Quarter has been pushed out for 12 months. Winton remains committed to this high-quality project in downtown Auckland and will complete current preparation work, including the piling works, and building consenting over the 12-month period. Detailed design will continue in parallel during 2025.

During H1 FY25, Christchurch City Council made decisions on Plan Change 14, increasing the permitted height from 14 metres to 22 metres.

This unlocks opportunities for greater efficiencies for the Northbrook Avon Loop site. Therefore, we are reviewing the most desirable layout for Northbrook Avon Loop to ensure an optimal outcome for the project.

Work has continued on the layout and design for Stage 1 at Northbrook Launch Bay within Winton's Launch Bay neighbourhood at Hobsonville Point.

We are excited about the quality of the product being delivered and the team looks forward to welcoming the first Northbrook residents in May 2025.

10 Northbrook Wānaka

11 Northbrook Arrowtown

12 Northbrook Wānaka



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Artist Impression

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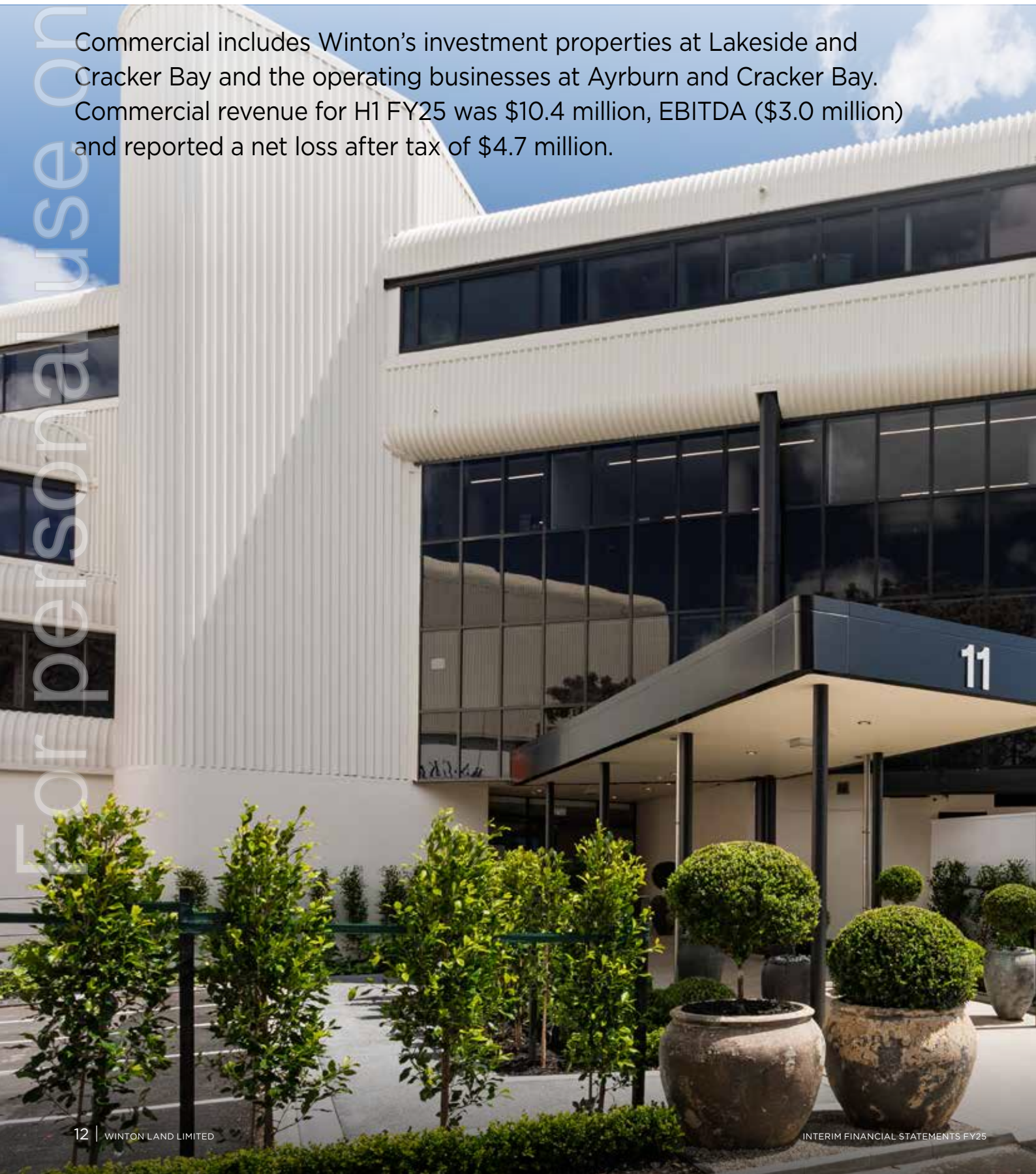


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# Commercial

Commercial includes Winton's investment properties at Lakeside and Cracker Bay and the operating businesses at Ayrburn and Cracker Bay. Commercial revenue for H1 FY25 was \$10.4 million, EBITDA (\$3.0 million) and reported a net loss after tax of \$4.7 million.

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# CRACKER BAY

36.8421° S, 174.7557° E



The renovation and refurbishment of the Cracker Bay office building is now complete. It offers premium waterfront facilities for tenants across four levels.

In addition, the last of the council approvals were received for the wider Cracker Bay and Northbrook Wynyard Quarter precinct, including for hospitality and variations submitted for Northbrook Wynyard Quarter resource consent.

13 Cracker Bay,  
Wynyard Quarter

# AYRBURN

Commercial

Positive momentum continues at Ayrburn as a multi-venue hospitality and tourism destination. During H1 FY25, Ayrburn had a full six months of trading and in December we opened The Bakehouse and R.M. Prime Produce.

In June 2024, experienced industry leader Kieran Turnbull joined the Ayrburn team as General Manager, bringing experience, knowledge and leadership to the relatively new team. Ayrburn has continued to refine and improve internal systems, including the technology suite across the reservation, point of sale, and reporting platforms,

resulting in a more cohesive approach across multiple venues and enabling faster decision-making to maximise utilisation of capacity and demand. The Ayrburn team has improved operating efficiency and reduced overheads, which will be more visible in the second half of this financial year.

The opening of The Bakehouse unlocked further opportunities for larger events while still being able to serve non-event visitors and has created further momentum, particularly for weddings in 2025 and 2026. During H1 FY25, Ayrburn hosted a number of

significant successful events including the well-loved Christmas Wonderland in July and the Wonderland Ball. In H2 FY25, Ayrburn will host various music events and its first festival of motoring, the Ayrburn Classic, in March.

**14** The Bakehouse, Ayrburn

**15** R.M. Prime Produce, Ayrburn



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PRODUCE

R. M. PRIME PRODUCE

R

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# WINTON

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# Consolidated Statement of Comprehensive Income

For the six months ended 31 December 2024

ALL VALUES IN \$000'S	NOTE	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2024	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2023
Revenue	2	81,061	85,621
Cost of sales		(57,517)	(57,003)
<b>Gross profit</b>		23,544	28,618
Loss on sale of property, plant and equipment		(445)	(200)
Fair value (loss) / gain on investment properties		(2,794)	2,591
Selling expenses		(2,704)	(3,008)
Property expenses		(1,107)	(797)
Administrative expenses	10.1	(15,934)	(12,371)
Share-based payment expense		(616)	(655)
<b>Earnings before interest, taxation, depreciation and amortisation (EBITDA)</b>		(56)	14,178
Amortisation		(283)	(283)
Depreciation		(1,946)	(902)
<b>Earnings before interest and taxation (EBIT)</b>		(2,285)	12,993
Interest income		1,015	2,300
Interest expense and bank fees		(1,152)	(1,735)
<b>(Loss) / Profit before income tax</b>		(2,422)	13,558
Income tax benefit / (expense)			
Current taxation	10.2	(538)	(3,447)
Deferred taxation	10.2	959	(382)
Total income tax benefit / (expense)		421	(3,829)
<b>(Loss) / Profit after income tax</b>		(2,001)	9,729
Items that may be reclassified to profit or loss:			
Movement in currency translation reserve		9	(17)
<b>Total comprehensive income after income tax attributable to the shareholders of the Company</b>		(1,992)	9,712
Basic earnings per share (cents)	9.1	(0.67)	3.28
Diluted earnings per share (cents)	9.2	(0.65)	3.16

The accompanying notes form part of these interim financial statements.

# Consolidated Statement of Changes in Equity

For the six months ended 31 December 2024

ALL VALUES IN \$000'S	NOTE	SHARE CAPITAL	RETAINED EARNINGS	SHARE-BASED PAYMENTS RESERVE	FOREIGN CURRENCY TRANSLATION RESERVE	TOTAL EQUITY
<b>Balance as at 30 June 2023 (audited)</b>		386,595	121,702	2,338	(221)	510,414
Total comprehensive income		-	9,729	-	(17)	9,712
Dividends to shareholders	10.3	-	(6,407)	-	-	(6,407)
Share-based payment expense		-	-	758	-	758
<b>Balance as at 31 December 2023 (unaudited)</b>		386,595	125,024	3,096	(238)	514,477
<b>Balance as at 30 June 2024 (audited)</b>		386,595	129,410	3,750	(206)	519,549
Total comprehensive income		-	(2,001)	-	9	(1,992)
Share-based payment expense		-	-	712	-	712
<b>Balance as at 31 December 2024 (unaudited)</b>		386,595	127,409	4,462	(197)	518,269

The accompanying notes form part of these interim financial statements.

# Consolidated Statement of Financial Position

As at 31 December 2024

ALL VALUES IN \$000'S	NOTE	UNAUDITED 31 DECEMBER 2024	AUDITED 30 JUNE 2024
<b>CURRENT ASSETS</b>			
Cash and cash equivalents		26,134	41,689
Accounts receivable, prepayments and other receivables	10.4	6,162	5,849
Inventories	4	59,925	79,053
<b>Total current assets</b>		<b>92,221</b>	<b>126,591</b>
<b>NON-CURRENT ASSETS</b>			
Inventories	4	158,864	168,200
Investment properties	5	321,579	277,440
Property, plant and equipment	6	88,872	79,839
Intangible assets	7	1,739	1,993
<b>Total non-current assets</b>		<b>571,054</b>	<b>527,472</b>
<b>Total assets</b>		<b>663,275</b>	<b>654,063</b>
<b>CURRENT LIABILITIES</b>			
Accounts payable, accruals and other payables	10.5	21,591	24,187
Current lease liabilities	10.6	34	33
Taxation payable		5,328	5,794
<b>Total current liabilities</b>		<b>26,953</b>	<b>30,014</b>
<b>NON-CURRENT LIABILITIES</b>			
Borrowings	8	78,576	64,046
Non-current lease liabilities	10.6	20,320	20,338
Deferred tax liabilities	10.2	19,157	20,116
<b>Total non-current liabilities</b>		<b>118,053</b>	<b>104,500</b>
<b>Total liabilities</b>		<b>145,006</b>	<b>134,514</b>
<b>Net assets</b>		<b>518,269</b>	<b>519,549</b>
<b>EQUITY</b>			
Share capital	10.3	386,595	386,595
Foreign currency translation reserve		(197)	(206)
Share-based payment reserve		4,462	3,750
Retained earnings		127,409	129,410
<b>Total equity</b>		<b>518,269</b>	<b>519,549</b>

These interim financial statements are signed on behalf of Winton Land Limited and were authorised for issue on 21 February 2025.  
The accompanying notes form part of these interim financial statements.



**Chris Meehan**  
Chair



**Steven Joyce**  
Chair, Audit and Financial Risk Committee

# Consolidated Statement of Cash Flows

For the six months ended 31 December 2024

ALL VALUES IN \$000'S	NOTE	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2024	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2023
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Receipts from customers		81,130	85,264
Interest received		1,015	2,300
Net GST received / (paid)		458	(11,007)
Payments to suppliers and employees		(46,826)	(47,122)
Deposits paid on contracts for land		(5,400)	(5,400)
Interest and other finance costs paid		(2,305)	(1,378)
Income tax paid		(1,004)	(5,233)
<b>Net cash flows from operating activities</b>		<b>27,068</b>	<b>17,424</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Proceeds from sale of property, plant and equipment		60	10
Intangible assets acquired		(29)	-
Payments to suppliers and employees for investment properties		(44,706)	(25,773)
Acquisition of property, plant and equipment		(11,484)	(24,421)
<b>Net cash flows from investing activities</b>		<b>(56,159)</b>	<b>(50,184)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Proceeds from MMLIC facility		18,147	63,315
Repayment of MMLIC facility		(10,389)	-
Proceeds from MCCB facility		6,772	-
Payment of principal portion of lease liabilities		(994)	(1,166)
Payment of dividends	10.3	-	(6,407)
<b>Net cash flows from financing activities</b>		<b>13,536</b>	<b>55,742</b>
Net increase in cash and cash equivalents		(15,555)	22,982
Cash and cash equivalents at beginning of year		41,689	76,310
<b>Cash and cash equivalents at end of year</b>		<b>26,134</b>	<b>99,292</b>

The accompanying notes form part of these interim financial statements.

# Notes to the Interim Financial Statements

For the six months ended 31 December 2024

## 1. General Information

This section sets out the basis upon which the Group's Interim Financial Statements are prepared.

### 1.1. Reporting entity

These unaudited consolidated interim condensed financial statements (the interim financial statements) are for Winton Land Limited and its subsidiaries (together, the Group). The Company is a limited liability company incorporated in New Zealand and is registered under the New Zealand Companies Act 1993. The Company is a FMC reporting entity under Part 7 of the Financial Markets Conduct Act 2013 and the Financial Reporting Act 2013 and these interim financial statements have been prepared in accordance with the requirements of these Acts. The Company is listed on the NZX Main Board (NZX: WIN) and the ASX Main Board (ASX: WTN).

The Group's principal activity is the development and sale of residential land properties. The Group also develops retirement villages and commercial properties however these are start-up operations.

### 1.2. Basis of preparation

The interim financial statements have been prepared in accordance with New Zealand Generally Accepted Accounting Practice (NZ GAAP). They comply with NZ IAS 34 'Interim Financial Reporting' and IAS 34 'Interim Financial Reporting'. For the purposes of complying with NZ GAAP the Group is a for-profit entity.

These interim financial statements have been prepared on the historical cost basis except where otherwise identified. All financial information is presented in New Zealand dollars and has been rounded to the nearest thousand.

These interim financial statements should be read in conjunction with the Annual Financial Statements for the year ended 30 June 2024 which may be downloaded from the Company's website (<https://www.winton.nz>).

To ensure consistency with the current period, comparative figures have been amended to conform with the current period presentation where appropriate.

### 1.3. Critical judgements, estimates and assumptions

In applying the Group's accounting policies, the Board and Management continually evaluates judgements, estimates and assumptions that may have an impact on the Group. The significant judgements, estimates and assumptions made in the preparation of these financial statements were the same as those applied to the consolidated financial statements as at and for the year ended 30 June 2024.

### 1.4. Accounting policies

The accounting policies adopted are the same as those applied by the Group in its consolidated financial statements as at and for the year ended 30 June 2024.

### 1.5. Significant events and transactions

The financial position and performance of the Group was affected by the following events and transactions that occurred during the reporting period:

#### Borrowings

On 18 November 2024, Cracker Bay Holdings Limited (a 100% subsidiary company of the Company) entered into a debt facility with MC Cracker Bay Pty Limited (MCCB, a 100% subsidiary company of Regal Partners Limited) for \$18,340,646. Refer to note 8 for further details.

## 2. Revenue

ALL VALUES IN \$000'S	UNAUDITED 31 DECEMBER 2024	UNAUDITED 31 DECEMBER 2023
Sales revenue	79,209	83,487
Rent	1,719	1,764
Other income	133	370
<b>Total revenue</b>	<b>81,061</b>	<b>85,621</b>

# Notes to the Interim Financial Statements

For the six months ended 31 December 2024

## 3. Segment Reporting

### (i) Basis for segmentation

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker has been identified as the Board of Directors. The Group has established the following reportable segments that are managed separately because of different operating strategies. The following describes the operation of each of the reportable segments:

Reportable segment	Operations
Residential development	Design, develop, market and sell residential properties to external customers. These include land lots, dwellings, townhouses and apartments with the majority of operations in New Zealand.
Retirement villages	Develop and operate retirement villages in New Zealand.
Commercial portfolio	Develop and manage a commercial portfolio to produce rental income, operating income and capital appreciation in New Zealand.

### (ii) Information about reportable segments

The retirement villages and commercial portfolio segments are start-up operations.

The following is an analysis of the Group's segments:

ALL VALUES IN \$000'S	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2024	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2023
<b>Revenue</b>		
Residential development	70,634	82,922
Retirement villages	23	-
Commercial portfolio	10,404	2,699
<b>Group</b>	<b>81,061</b>	<b>85,621</b>
<b>Earnings before interest, taxation, depreciation and amortisation (EBITDA)</b>		
Residential development	6,615	17,787
Retirement villages	(1,513)	-
Commercial portfolio	(3,044)	(1,861)
Unallocated	(2,114)	(1,748)
<b>Group</b>	<b>(56)</b>	<b>14,178</b>
<b>Earnings before interest and taxation (EBIT)</b>		
Residential development	6,231	17,362
Retirement villages	(1,666)	(98)
Commercial portfolio	(4,736)	(2,523)
Unallocated	(2,114)	(1,748)
<b>Group</b>	<b>(2,285)</b>	<b>12,993</b>

# Notes to the Interim Financial Statements

For the six months ended 31 December 2024

## 3. Segment Reporting (Continued)

### (ii) Information about reportable segments (Continued)

The retirement villages and commercial portfolio segments are start-up operations.

The following is an analysis of the Group's segments:

UNAUDITED 31 December 2024					
ALL VALUES IN \$000'S	RESIDENTIAL	RETIREMENT	COMMERCIAL	UNALLOCATED	TOTAL
<b>Segment assets and liabilities</b>					
Inventories	215,249	-	3,540	-	218,789
Investment Properties	-	249,033	72,546	-	321,579
Property, plant and equipment	702	7,863	75,961	4,346	88,872
Other assets	2,672	727	3,591	27,045	34,035
<b>Total assets</b>	<b>218,623</b>	<b>257,623</b>	<b>155,638</b>	<b>31,391</b>	<b>663,275</b>
Total liabilities	102,619	8,564	31,749	2,074	145,006
<b>Net assets</b>	<b>116,004</b>	<b>249,059</b>	<b>123,889</b>	<b>29,317</b>	<b>518,269</b>

AUDITED 30 June 2024					
ALL VALUES IN \$000'S	RESIDENTIAL	RETIREMENT	COMMERCIAL	UNALLOCATED	TOTAL
<b>Segment assets and liabilities</b>					
Inventories	243,450	-	3,803	-	247,253
Investment Properties	-	207,454	69,986	-	277,440
Property, plant and equipment	756	7,817	66,358	4,908	79,839
Other assets	3,298	577	3,328	42,328	49,531
<b>Total assets</b>	<b>247,504</b>	<b>215,848</b>	<b>143,475</b>	<b>47,236</b>	<b>654,063</b>
Total liabilities	99,634	5,336	26,382	3,162	134,514
<b>Net assets</b>	<b>147,870</b>	<b>210,512</b>	<b>117,093</b>	<b>44,074</b>	<b>519,549</b>

## 4. Inventories

ALL VALUES IN \$000'S	UNAUDITED 31 DECEMBER 2024	AUDITED 30 JUNE 2024
Expected to settle within one year	59,925	79,053
Expected to settle greater than one year	158,864	168,200
<b>Total inventories</b>	<b>218,789</b>	<b>247,253</b>

# Notes to the Interim Financial Statements

For the six months ended 31 December 2024

## 5. Investment properties

ALL VALUES IN \$000'S	UNAUDITED 31 DECEMBER 2024	AUDITED 30 JUNE 2024
Opening balance	277,440	207,517
Acquisitions	-	716
Right-of-use asset reassessment	-	10,549
Unrealised fair value loss	(2,794)	(1,718)
Disposals	-	(170)
Capital expenditure	46,933	60,546
<b>Total investment properties</b>	<b>321,579</b>	<b>277,440</b>
<b>Less: lease liability</b>	<b>(20,354)</b>	<b>(20,371)</b>
<b>Total investment properties excluding NZ IFRS 16 lease adjustments</b>	<b>301,225</b>	<b>257,069</b>

One investment property could not be reliably measured as at 31 December 2024 due to the current stage of development of the property. Therefore it is held at cost at 31 December 2024.

As the fair value of investment property is determined using inputs that are unobservable, the Group has categorised investment property as level 3 under the fair value hierarchy in accordance with NZ IFRS 13 'Fair Value Measurement'.

The significant unobservable input used in the fair value measurement of the Group's development land is the value per m2 assumption. Increases in the value per m2 rate result in corresponding increases in the total valuation and decreases in the value per m2 rate result in corresponding decreases in the total valuation.

The significant unobservable input used in the fair value measurement of the Group's completed land and buildings is the capitalisation rate applied to earnings. A significant decrease/(increase) in the capitalisation rate would result in significantly higher/(lower) fair value measurement.

## 6. Property, plant and equipment

ALL VALUES IN \$000'S	WORK IN PROGRESS	BUILDINGS	FURNITURE, FIXTURES AND FITTINGS	MOTOR VEHICLES	PLANT AND EQUIPMENT	TOTAL
<b>COST</b>						
As at 1 July 2023	32,641	5,507	2,362	880	1,098	42,488
Additions	32,122	738	7,512	1,080	598	42,050
Transfers	(30,861)	30,861	-	-	-	-
Disposals	-	-	(22)	-	(55)	(77)
<b>As at 30 June 2024 (audited)</b>	<b>33,902</b>	<b>37,106</b>	<b>9,852</b>	<b>1,960</b>	<b>1,641</b>	<b>84,461</b>
Additions	10,303	274	853	126	109	11,665
Transfers	(11,182)	11,182	-	-	-	-
Disposals	-	(1)	(1,073)	(89)	(88)	(1,251)
<b>As at 31 December 2024 (unaudited)</b>	<b>33,023</b>	<b>48,561</b>	<b>9,632</b>	<b>1,997</b>	<b>1,662</b>	<b>94,875</b>

# Notes to the Interim Financial Statements

For the six months ended 31 December 2024

## 6. Property, plant and equipment (Continued)

ALL VALUES IN \$000'S	WORK IN PROGRESS	BUILDINGS	FURNITURE, FIXTURES AND FITTINGS	MOTOR VEHICLES	PLANT AND EQUIPMENT	TOTAL
<b>ACCUMULATED DEPRECIATION</b>						
As at 1 July 2023	-	429	839	308	453	2,029
Depreciation	-	1,415	717	210	282	2,624
Disposals	-	-	(8)	-	(23)	(31)
<b>As at 30 June 2024 (audited)</b>	-	1,844	1,548	518	712	4,622
Depreciation	-	1,116	567	131	132	1,946
Disposals	-	(1)	(454)	(36)	(74)	(565)
<b>As at 31 December 2024 (unaudited)</b>	-	2,959	1,661	613	770	6,003
<b>NET BOOK VALUE</b>						
<b>As at 30 June 2024 (audited)</b>	33,902	35,262	8,304	1,442	929	79,839
<b>As at 31 December 2024 (unaudited)</b>	33,023	45,602	7,971	1,384	892	88,872

Also included in buildings category is buildings fitout.

## 7. Intangible assets

ALL VALUES IN \$000'S	UNAUDITED 31 DECEMBER 2024	AUDITED 30 JUNE 2024
Opening balance	1,993	2,479
Acquisitions	29	81
Amortisation	(283)	(567)
<b>Total intangible assets</b>	<b>1,739</b>	<b>1,993</b>

# Notes to the Interim Financial Statements

For the six months ended 31 December 2024

## 8. Borrowings

### (i) Net borrowings

ALL VALUES IN \$000'S	UNAUDITED 31 DECEMBER 2024	AUDITED 30 JUNE 2024
MMLIC facility drawn down	72,418	64,763
MCCB facility drawn down	7,018	-
Unamortised borrowings establishment costs	(860)	(717)
<b>Net borrowings</b>	<b>78,576</b>	<b>64,046</b>
Weighted average interest rate of drawn debt (inclusive of margins and line fees)	9.91%	10.35%
Weighted average term to maturity (years)	2.8	3.5

On 18 November 2024, Cracker Bay Holdings Limited (CBH, a 100% subsidiary company of the Company) entered into a debt facility with MCCB for \$18,341,000. The facility expires 18 November 2025 with an option to extend for a further two years.

The MCCB facility is secured by way of a general security deed provided by CBH and a registered mortgage security across the Cracker Bay property.

On 14 December 2023, Lakeside Developments 2017 Limited (LDL, a 100% subsidiary company of the Company) entered into a debt facility with Massachusetts Mutual Life Insurance Company (MMLIC) for \$80,000,000. The facility expires 14 December 2027. The MMLIC facility is secured by way of a general security deed provided by LDL and a registered mortgage security across the Lakeside development property.

## 9. Investor returns and investment metrics

This section summarises the earnings per share which is a common investment metric.

### 9.1. Basic earnings per share

	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2024	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2023
(Loss) / Profit after income tax (\$000s)	(2,001)	9,729
Weighted average number of ordinary shares (shares)	296,613,736	296,613,736
<b>Basic (loss) / earnings per share (cents)</b>	<b>(0.67)</b>	<b>3.28</b>

### 9.2. Diluted earnings per share

The calculation of diluted earnings per share has been based on the profit attributable to ordinary shareholders and weighted-average number of ordinary shares outstanding after adjustment for the effects of all dilutive potential ordinary shares.

Weighted average number of shares for the purpose of diluted earnings per share has been adjusted for 10,598,114 share options (31 December 2023: 10,830,926) issued under the Group's Share Option Plan as at 31 December less share options forfeited.

This adjustment has been calculated using the treasury share method.

	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2024	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2023
(Loss) / Profit after income tax (\$000s)	(2,001)	9,729
Weighted average number of ordinary shares (shares)	307,543,025	307,444,662
<b>Diluted (loss) / earnings per share (cents)</b>	<b>(0.65)</b>	<b>3.16</b>

# Notes to the Interim Financial Statements

For the six months ended 31 December 2024

## 10. Other

### 10.1. Administrative expenses

ALL VALUES IN \$000'S	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2024	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2023
Auditors remuneration:		
Audit and review financial statements	(127)	(116)
Directors' fees	(231)	(217)
Employee benefits expense	(10,084)	(5,607)
Legal expense	(1,446)	(1,252)
Operating lease and rental payments	(374)	(119)
Establishment costs	(189)	(2,539)
Other expenses	(3,483)	(2,521)
<b>Total administrative expenses</b>	<b>(15,934)</b>	<b>(12,371)</b>

### 10.2. Taxation

#### (i) Current taxation

ALL VALUES IN \$000'S	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2024	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2023
<b>Profit before income tax</b>	<b>(2,422)</b>	<b>13,558</b>
Prima facie income tax calculated at 28%	678	(3,796)
<i>Adjusted for:</i>		
Prior period adjustment	131	75
Non-tax deductible revenue and expenses	(235)	(39)
Movement in temporary differences	(1,113)	355
Difference in tax rates	1	(42)
<b>Current taxation expense</b>	<b>(538)</b>	<b>(3,447)</b>

# Notes to the Interim Financial Statements

For the six months ended 31 December 2024

## 10. Other (Continued)

### 10.2. Taxation (Continued)

#### (ii) Deferred taxation

ALL VALUES IN \$000'S	AUDITED 30 JUNE 2024 AS AT	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2024	UNAUDITED 31 DECEMBER 2024 AS AT
<b>Deferred tax assets</b>			
Employee benefits	467	103	570
Accounts payable, accruals and other payables	335	(204)	131
Lease liability	5,704	(5)	5,699
Share-based payment reserve	928	172	1,100
<b>Gross deferred tax assets</b>	<b>7,434</b>	<b>66</b>	<b>7,500</b>
<b>Deferred tax liabilities</b>			
Accounts receivable, prepayments and other receivables	42	3	45
Right-of-use asset	6,173	-	6,173
Inventories	12,247	(500)	11,747
Intangible asset	501	(79)	422
Property, plant and equipment	2,923	43	2,966
Investment properties	5,664	(360)	5,304
<b>Gross deferred tax liabilities</b>	<b>27,550</b>	<b>(893)</b>	<b>26,657</b>
<b>Net deferred tax liability</b>	<b>(20,116)</b>	<b>959</b>	<b>(19,157)</b>

Deferred taxation expense for the six months ended 31 December 2023 was \$382,000.

## 10.3. Equity

### (i) Capital and Reserves

ALL VALUES IN \$000'S	UNAUDITED 31 DECEMBER 2024 SHARES '000S	UNAUDITED 31 DECEMBER 2024 \$000'S	AUDITED 30 JUNE 2024 SHARES '000S	AUDITED 30 JUNE 2024 \$000'S
Total shares issued and outstanding	296,614	386,595	296,614	386,595

All shares on issue are fully paid, carry equal voting rights, share equally in dividends and any surplus on wind up and have no par value. All shares are recognised at the fair value of the consideration received by the Company.

# Notes to the Interim Financial Statements

For the six months ended 31 December 2024

## 10. Other (Continued)

### 10.3. Equity (Continued)

#### (ii) Dividends

The following dividends were declared and paid by the Company during the six months ended 31 December:

ALL VALUES IN \$000'S	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2024	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2023
2,1600 cents per qualifying ordinary share - 12/09/2023	-	(6,407)
<b>Total dividends</b>	-	(6,407)

### 10.4. Accounts receivable, prepayments and other receivables

ALL VALUES IN \$000'S	UNAUDITED 31 DECEMBER 2024	AUDITED 30 JUNE 2024
Accounts receivable	288	261
Prepayments and other receivables	5,874	5,588
<b>Total accounts receivable, prepayments and other receivables</b>	6,162	5,849

As at 31 December 2024, prepayments and other receivables includes retention monies held in accordance with the Construction Contracts Act of \$2,232,000 (30 June 2024: \$3,040,000).

### 10.5. Accounts payable, accruals and other payables

ALL VALUES IN \$000'S	UNAUDITED 31 DECEMBER 2024	AUDITED 30 JUNE 2024
Accounts payable	14,170	15,249
Accruals and other payables in respect of inventories	3,102	3,888
Accruals and other payables	4,319	5,050
<b>Total accounts payable, accruals and other payables</b>	21,591	24,187

### 10.6. Lease liabilities

ALL VALUES IN \$000'S	UNAUDITED 31 DECEMBER 2024	AUDITED 30 JUNE 2024
Opening balance	20,371	11,021
Lease liability reassessment	-	10,549
Lease liability interest expense	977	1,133
Rent paid	(994)	(2,332)
<b>Total lease liabilities</b>	20,354	20,371

# Notes to the Interim Financial Statements

For the six months ended 31 December 2024

## 10. Other (Continued)

### 10.7. Related party transactions

The transactions with related parties that were entered into during the year, and the year-end balances that arose from those transactions are shown below.

#### Key management personnel remuneration

Key management personnel comprise members of the Board and members of the Senior Management Team.

ALL VALUES IN \$000'S	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2024	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2023
Employee benefits expense	1,995	2,028
Share-based payment expense	669	669
Directors' fees	85	82
<b>Key management personnel remuneration</b>	<b>2,749</b>	<b>2,779</b>

An Executive Director was granted 5,145,356 share options on 17 December 2021 with an exercise price of \$3.8870 and a vesting date of 17 December 2031.

Senior Management Team were granted 4,244,910 share options on 17 December 2021 with an exercise price of \$3.8870. Of these, 1,414,970 share options have a vesting date of 17 December 2025, 1,414,970 share options have a vesting date of 17 December 2028 and 1,414,970 share options have a vesting date of 17 December 2031.

#### Transactions with related parties during the six months

ALL VALUES IN \$000'S	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2024	UNAUDITED 6 MONTHS ENDED 31 DECEMBER 2023
Key management personnel	-	1,335
Employees	-	1,888
<b>Revenue from contracts with related parties</b>	<b>-</b>	<b>3,223</b>

As at 31 December 2024, the Group has also entered into agreements for the sale of residential properties with Executive Directors for \$18,852,000 (30 June 2024: \$18,852,000), key management personnel for nil (30 June 2024: nil) and employees for \$2,829,000 (30 June 2024: \$2,829,000) to be recognised as revenue in future years.

Julian Cook, an Executive Director is also a Director of WEL Networks Limited (WEL). During the six months ended 31 December 2024, the Group incurred \$321,000 of development costs categorised as inventories (six months ended 31 December 2023: \$102,000) from WEL. As at 31 December 2024 there was \$321,000 (30 June 2024: nil) owing to WEL and included in account payables, accruals and other payables. There were no other transactions between the Group and other companies to be disclosed.

Steven Joyce, an Independent Director is also a Director of Joyce Advisory Limited (JAS). During the six months ended 31 December 2024, the Group incurred nil professional fees categorised as administrative expenses (six months ended 31 December 2023: \$8,000) from JAS. As at 31 December 2024 there was nil (30 June 2024: \$3,000) owing to JAS and included in account payables, accruals and other payables. There were no other transactions between the Group and other companies to be disclosed.

Some of the Directors and key management personnel are shareholders of the Company.

# Notes to the Interim Financial Statements

For the six months ended 31 December 2024

## 10. Other (Continued)

### 10.8. Capital and land development commitments

As at 31 December 2024, the Group had entered into contractual commitments for development expenditure and purchase of land. Development expenditure represents amounts contracted and forecast to be incurred in future years in accordance with the Group's development programme. Land purchases represent the amounts outstanding for the purchase of land. Joint venture capital commitment represents the Group's commitment to the Winton / MaxCap Medium Density Development Fund.

ALL VALUES IN \$000'S	UNAUDITED 31 DECEMBER 2024	AUDITED 30 JUNE 2024
Development expenditure	61,079	43,310
Land purchases	23,600	29,000
Joint venture capital commitment	50,000	50,000
<b>Total capital and land development commitments</b>	<b>134,679</b>	<b>122,310</b>

### 10.9. Subsequent events after balance date

On 10 February 2025, Sunfield Developments Limited (a 100% subsidiary company of the Company) entered into a debt facility with Bank of New Zealand (BNZ) for \$22,500,000.



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## Independent auditor's review report to the shareholders of Winton Land Limited

### Conclusion

We have reviewed the interim condensed financial statements of Winton Land Limited ("the Company") and its subsidiaries (together "the Group") on pages 18 to 32 which comprise the consolidated statement of financial position as at 31 December 2024, and the consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the six months ended on that date, and explanatory notes. Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial statements on pages 18 to 32 of the Group do not present fairly, in all material respects, the consolidated financial position of the Group as at 31 December 2024, and its financial performance and its cash flows for the six months ended on that date, in accordance with New Zealand Equivalent to International Accounting Standard 34: *Interim Financial Reporting (NZ IAS 34)* and International Accounting Standard 34: *Interim Financial Reporting (IAS 34)*.

This report is made solely to the Company's shareholders, as a body. Our review has been undertaken so that we might state to the Company's shareholders those matters we are required to state to them in a review report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Company and the Company's shareholders as a body, for our review procedures, for this report, or for the conclusion we have formed.

### Basis for conclusion

We conducted our review in accordance with NZ SRE 2410 (Revised) *Review of Financial Statements Performed by the Independent Auditor of the Entity*. Our responsibilities are further described in the *Auditor's responsibilities for the review of the financial statements* section of our report. We are independent of the Group in accordance with the relevant ethical requirements in New Zealand relating to the audit of the annual financial statements, and we have fulfilled our other ethical responsibilities in accordance with these ethical requirements.

Other than in our capacity as auditor we have no relationship with, or interest in, the Company or any of its subsidiaries. Partners and employees of our firm may deal with the Group on normal terms within the ordinary course of trading activities of the business of the Group.

### Directors' responsibility for the interim financial statements

The directors are responsible, on behalf of the Entity, for the preparation and fair presentation of the interim financial statements in accordance with New Zealand Equivalent to International Accounting Standard 34: *Interim Financial Reporting (NZ IAS 34)* and International Accounting Standard 34: *Interim Financial Reporting (IAS 34)* and for such internal control as the directors determine is necessary to enable the preparation and fair presentation of the interim financial statements that are free from material misstatement, whether due to fraud or error.



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### **Auditor's responsibilities for the review of the interim financial statements**

Our responsibility is to express a conclusion on the interim financial statements based on our review. NZ SRE 2410 (Revised) requires us to conclude whether anything has come to our attention that causes us to believe that the interim financial statements, taken as a whole, are not prepared in all material respects, in accordance with New Zealand Equivalent to International Accounting Standard 34: *Interim Financial Reporting (NZ IAS 34)* and International Accounting Standard 34: *Interim Financial Reporting (IAS 34)*.

A review of interim financial statements in accordance with NZ SRE 2410 (Revised) is a limited assurance engagement. We perform procedures, consisting of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. The procedures performed in a review are substantially less than those performed in an audit conducted in accordance with International Standards on Auditing (New Zealand) and consequently do not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion on those interim financial statements.

The engagement partner on the review resulting in this independent auditor's review report is Brent Penrose.

The signature 'Ernst &amp; Young' is written in a black, cursive script font.

Chartered Accountants  
Auckland  
21 February 2025

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# Directory

## Company

Winton Land Limited  
NZCN 6310507  
ARBN 655 601 568

## Board of Directors

Chris Meehan, Chair  
Michaela Meehan  
Julian Cook  
Glen Tupuhi  
Steven Joyce  
James Kemp  
Guy Fergusson

## Senior Management Team

Chris Meehan, Chief Executive Officer  
Simon Ash, Chief Operating Officer  
Jean McMahon, Chief Financial Officer  
Justine Hollows, General Manager Corporate Services  
Duncan Elley, General Manager Project Delivery  
Julian Cook, Director of Retirement

## Company Secretary

Justine Hollows

## Registered Office

### New Zealand:

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Auckland 1010  
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### Australia:

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Website: [www.winton.nz](http://www.winton.nz)

## Auditor

Ernst & Young  
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Auckland 1010  
New Zealand

## Corporate Legal Advisors

### New Zealand:

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Level 34, PwC Tower  
15 Customs Street West  
Auckland 1010  
New Zealand

### Australia:

Mills Oakley  
Level 7, 151 Clarence Street  
Sydney, NSW 2000  
Australia

## Share Registry

Winton's share register is maintained by MUFG Corporate Markets, a division of MUFG Pension & Market Services. MUFG Corporate Markets is your first point of contact for any queries regarding your investment in Winton. You can view your investment, indicate your preference for electronic communications, access and update your details and view information relating to dividends and transaction history at any time by visiting the MUFG Corporate Markets Investor Centre at the addresses noted below.

## Registry

### New Zealand:

MUFG Corporate Markets  
Level 30, PwC Tower  
15 Customs Street West  
Auckland 1010  
New Zealand  
Telephone: +64 9 375 5998  
Email: [enquiries@linkmarketservices.co.nz](mailto:enquiries@linkmarketservices.co.nz)  
Website: [www.linkmarketservices.co.nz](http://www.linkmarketservices.co.nz)

### Australia:

MUFG Corporate Markets  
Level 12, 680 George Street  
Sydney, NSW 2000  
Australia  
Telephone: +61 1300 554 474  
Email: [enquiries@linkmarketservices.com.au](mailto:enquiries@linkmarketservices.com.au)  
Website: [www.linkmarketservices.com.au](http://www.linkmarketservices.com.au)

## Investors

[investors@winton.nz](mailto:investors@winton.nz)

For personal use only



17 Jimmy's Point,  
Launch Bay,  
Hobsonville Point

BC ALTA Villas,  
Northlake Wānaka



Forpers use only



# WINTON

BEST BY DESIGN

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# WINTON

BEST BY DESIGN

21 February 2025

INTERIM RESULTS FY25  
INVESTOR PRESENTATION

# Presenting Today

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**Chris Meehan**  
Chief Executive Officer



**Jean McMahon**  
Chief Financial Officer



# WINTON

BEST BY DESIGN

1. Business Update
2. Financial Overview
3. Market and Outlook

Northbrook Arrowtown and Ayrburn, Arrowtown

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Personalise.com

The Bakehouse Ayrburn, Arrowsmith

WINTON

BUSINESS UPDATE

# Business Highlights

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Settled 90 units in a difficult market and very challenging economic conditions



Pre-sale book of \$342.0m as at 31 December 2024



Jimmy's Point – 30 high-end waterfront apartments completed at Launch Bay Hobsonville Point



ATLA Villas – 20 Townhouses completed at Northlake Wānaka



Completed Stage 17 at Northlake Wānaka



Sunfield included on the initial Fast-track project list and has since submitted an application under the Fast-track Approvals Act 2024



Completed and opened The Bakehouse and R.M. Prime Produce at Ayrburn

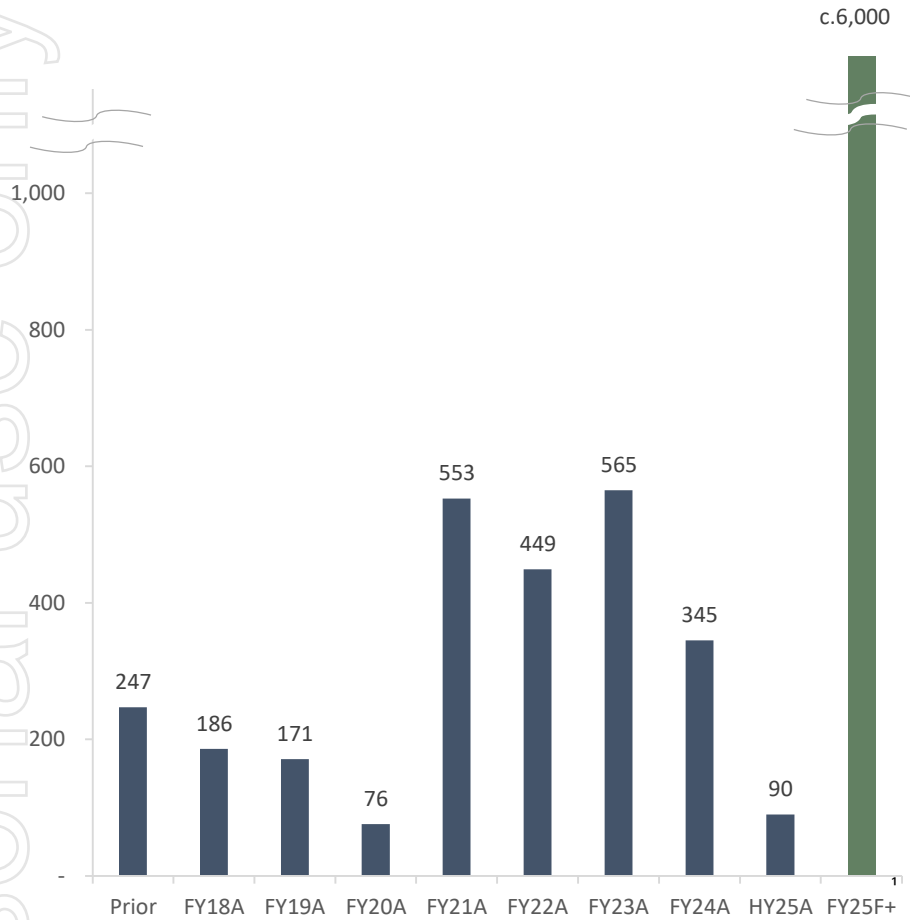


Completed the renovation and refurbishment of the Cracker Bay office building



# Significant landbank pipeline

Pipeline of c.6,000 units remain to be delivered in future years.



Settlements include completed communities (Lakeside - 39, Northlake - 33, Launch Bay - 18)



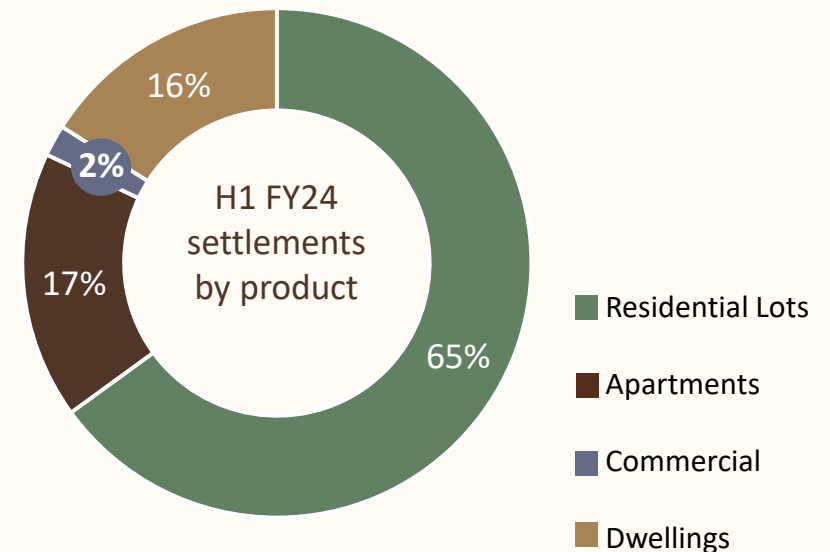
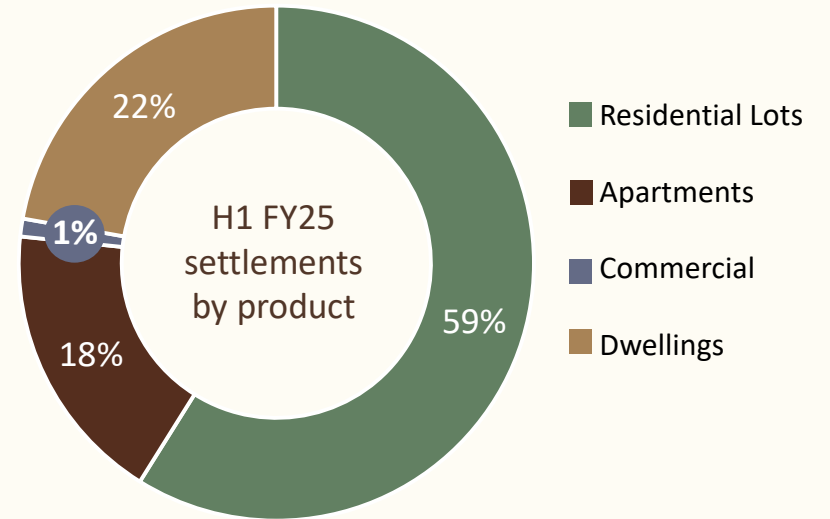
# H1 FY25 Residential Settlements

Neighbourhood	Units settled H1 FY25	Units settled H1 FY24	Movement
Lakeside	39	78	(39)
Beaches	-	16	(16)
North Ridge	-	9	(9)
Northlake	33	28	5
Launch Bay	18	26	(8)
River Terrace	-	1	(1)
<b>Total</b>	<b>90</b>	<b>158</b>	<b>(68)</b>
Average residential revenue per unit (000's)	\$783	\$523	\$260

## H1 FY25 Unit Sales

- 41.1% of settlements comprised of constructed product compared with 34.8% in H1 FY24.
- Average revenue per unit is \$260k higher in H1 FY25 as a result of the greater proportion of constructed product settled.

## Settlements By Product Type



# Progress continues with residential development



Northlake, Wānaka



Launch Bay, Hobsonville Point



Beaches, Matarangi



Lakeside, Te Kauwhata

### North Ridge Cessnock

- Preparatory works continue for planning approvals for stage 7 onwards.
- Federal government has announced a \$22m road upgrade between Cessnock CBD and North Ridge, improving connections and travel times which is positive for future stages.

### Launch Bay Hobsonville

- Completion of 30 apartments at Jimmy's Point.
- All apartments in The Ovation are now sold, and the project is complete.

### Northlake

- Construction of 20 ALTA Villa Townhouses completed.
- Stage 17a land lots had new titles issued in November 2024 with only a handful of land lots remaining unsold across Stage 17.
- Stage 18 construction commenced in December 2024 with the first titles expected June 2025.

### Beaches Matarangi

- The Beaches residential development is now complete, with the remaining lots being marketed.

### Lakeside Te Kauwhata

- 39 Stage 3 lots were completed and settled and the last 112 lots in Stage 3 have since been completed and will settle in the coming weeks.
- Stage 4 civil works commenced in H1 FY25 with the first substage due for completion in February 2025.
- The remaining bulk earthworks for the development are due to be completed February 2025.

### Sunfield, Papakura

- The Fast-track Approvals Act 2024 became law in December, with Winton's Sunfield project as one of the initial listed projects under part 2A of the Act. In February, Winton submitted an application for the Sunfield project under the Fast-track Approvals Act 2024 and looks forward to progressing the application with the Ministry for the Environment over the coming months.

# Northbrook Wānaka countdown to Stage One

On target for the first residents to move in during May 2025.

- Northbrook Wānaka Stage One residences are taking shape and on target for the first residents to move in during May 2025. Roofing is complete, and the windows are in, along with wall linings, joinery, and timber flooring. Internal painting is well underway, while driveways, pathways, and landscaping have begun.
- Stage One consists of 18 3-bedroom residences and 14 2-bedroom residences, totalling 32 residences.
- Construction of the central wellness facilities is well underway, with the slab platform and foundations complete, and the framework for the pool is now in place. It is expected to be completed by November 2025.



Stage 1 Northbrook Wānaka, Northlake Wānaka



Three-bedroom Residence, Northbrook Wānaka



# Progress of other Northbrook locations continues

## Northbrook Wynyard Quarter

- Despite strong pre-sales, the construction of Northbrook Wynyard Quarter has been pushed out for c 12 months as we believe there is further opportunity for construction costs and interest costs to moderate over the next year, which will flow into the property market and positively impact this project.
- Winton remains committed to this high-quality project in downtown Auckland and will complete current preparation work, including the piling works, and building consenting over the 12-month period. Detailed design will continue in parallel during 2025.
- This decision enables us to focus on Northbrook Wanaka and Northbrook Arrowtown and accelerate those projects where possible.

## Northbrook Arrowtown

- Northbrook Arrowtown's location in close proximity to Ayrburn has continued to enable high volumes of visitors and potential future residents to visit the show suite.
- Resource consent variation has been lodged to reflect the final built form.
- Building consent for the first two buildings forming part of Stage 1 has been lodged and once obtained, procurement of this stage will continue.

## Northbrook Launch Bay

- Work has continued on the layout and design for Stage 1 at Northbrook Launch Bay within Winton's Launch Bay neighbourhood at Hobsonville Point.

## Northbrook Avon Loop

- During H1 FY25, Christchurch City Council made decisions on Plan Change 14, increasing the permitted height from 14 metres to 22 metres. This unlocks opportunities for greater development efficiency for the Northbrook Avon Loop site. Therefore, we are reviewing the most desirable layout for Northbrook Avon Loop to ensure an optimal outcome for the project.



Northbrook Arrowtown, Arrowtown

# CRACKER BAY

COMMERCIAL

Winton continues to diversify our revenue streams to support future annuity income.



- The renovation and refurbishment of the Cracker Bay office building is now complete. It offers premium waterfront facilities for tenants across four levels.
- The last of the council approvals were received for the wider Cracker Bay and Northbrook Wynyard Quarter precinct, including for hospitality and variations submitted for Northbrook Wynyard Quarter resource consent.

# AYR BURN

The Ayrburn masterplan has been designed to uplift the value of neighbouring Northbrook Arrowtown and Winton-owned residential land.

- Positive momentum continues at Ayrburn as a multi-venue hospitality and tourism destination.
- During H1 FY25, Ayrburn had a full six months of trading and, in December, opened The Bakehouse and R.M. Prime Produce.
- The Bakehouse is a more casual offering compared to The Woolshed, open between 9am – 8pm and unlocks further opportunities for larger events while still being able to serve non-event visitors, creating further momentum, particularly for weddings in 2025 and 2026.
- In June 2024, experienced industry leader Kieran Turnbull joined the Ayrburn team as General Manager, bringing experience, knowledge and leadership to the relatively new team.
- Ayrburn has continued to refine and improve internal systems for a more cohesive approach across multiple venues and enabling faster decision-making to maximize utilisation of capacity and demand.
- The Ayrburn team has improved operating efficiency and reduced overheads, which will be more visible in the second half of this financial year.
- During H1 FY25, Ayrburn hosted a number of significant successful events including the well-loved Christmas Wonderland in July and the Wonderland Ball. In H2 FY25, Ayrburn will host various music events and its first festival of motoring, the Ayrburn Classic, in March.



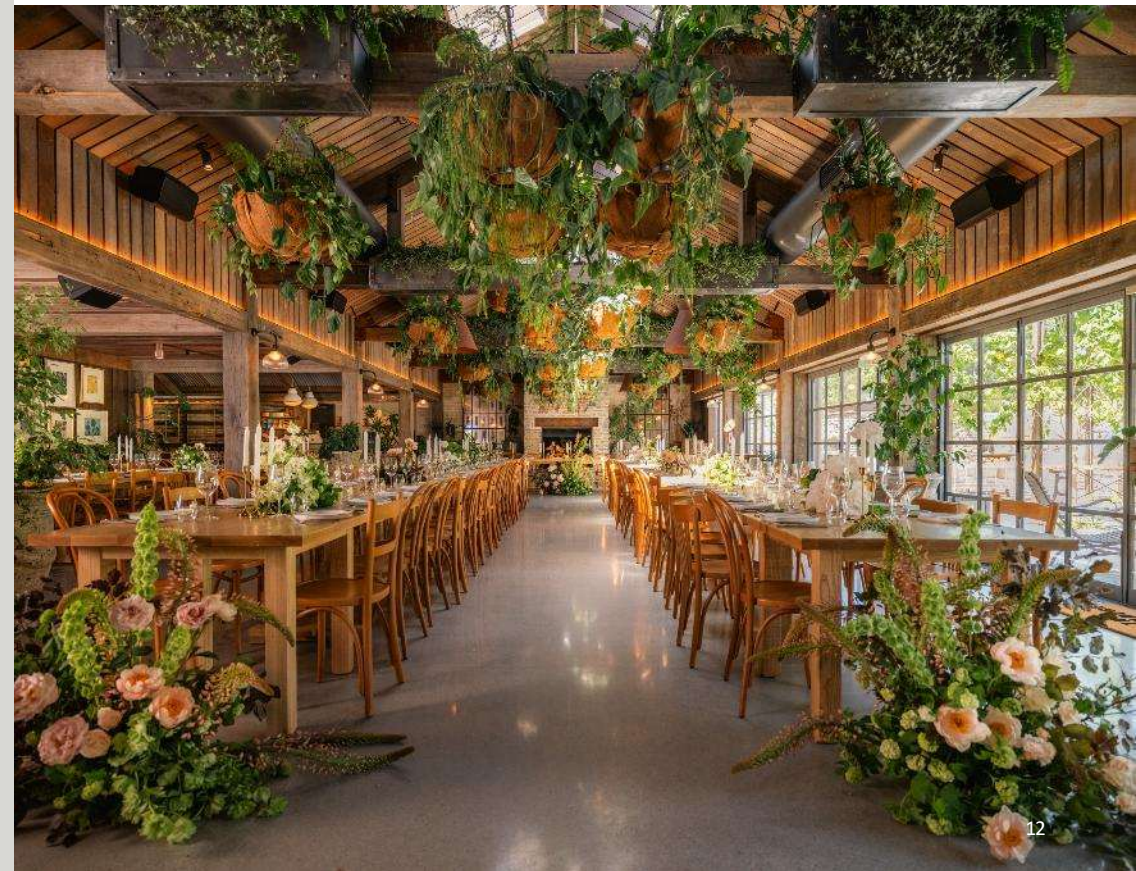
All in, good time.

COMMERCIAL



R.M. Prime Produce, Ayrburn

The Bakehouse, Ayrburn





Jimmy's Point, Launch Bay Hobsonville Point

**WINTON**

**FINANCIAL OVERVIEW**

# H1 FY25 Financial Performance

Winton's results reflect the struggling economic environment and a year of lower product delivery in Winton's residential development timeline.

## Financial Performance

- Revenue has decreased by 5.3%, primarily due to a net 68 fewer units settled in H1 FY25 compared to the prior period. This is offset by constructed product comprising 41% of settlements which commands a price premium over land lots.
- Commercial revenue increased by \$7.7 million in H1 FY25 due to Ayrburn contributing 6 months of trading compared to the previous period when it was only open for 1 month.
- Cost of sales has stayed steady despite the decrease in units settled, again owing to the higher proportion of construction products.
- The fair value loss on investment properties in H1 FY25 of \$2.8 million results from the revaluation of Winton's commercial and retirement assets. This compared to a gain of \$2.6 million in H1 FY24.
- Administrative expenses increased by \$3.6 million in H1 FY25. This was mostly due to an increase in employee benefits expense by \$4.5 million with Ayrburn trading for an additional five months offset by a decrease in establishment costs of \$2.4 million. Establishment costs are those costs incurred in relation to the pre-opening of Ayrburn's venues, and these include branding, marketing, recruitment, and employee training. The remainder of the increase in Administrative expenses is due to the growth of Winton's operations.
- The resultant net loss after tax in H1 FY25 is \$2.0 million a reduction from \$9.7 million profit in the prior period.

Statement of Financial Performance	unaudited H1 FY25	unaudited H1 FY24	
NZ\$m (unless indicated otherwise)	Year Ended	Year Ended	Movement
	31-Dec-24	31-Dec-23	
Revenue	81.1	85.6	(4.5)
Cost of sales	(57.6)	(57.0)	(0.6)
<b>Gross profit</b>	<b>23.5</b>	<b>28.6</b>	<b>(5.1)</b>
<i>Gross profit margin</i>	<i>29.0%</i>	<i>33.4%</i>	<i>(4.4%)</i>
(Loss) / gain on sale of property, plant and equipment	(0.4)	(0.2)	(0.2)
Fair value (loss) / gain on investment properties	(2.8)	2.6	(5.4)
Selling expenses	(2.7)	(3.0)	0.3
Property expenses	(1.1)	(0.8)	(0.3)
Administrative expenses	(16.0)	(12.3)	(3.7)
Share-based payment expense	(0.6)	(0.7)	0.1
<b>EBITDA</b>	<b>(0.1)</b>	<b>14.2</b>	<b>(14.3)</b>
Depreciation and amortisation	(2.2)	(1.2)	(1.0)
Net interest income	(0.1)	0.6	(0.7)
<b>(Loss) / Profit before income tax</b>	<b>(2.4)</b>	<b>13.6</b>	<b>(16.0)</b>
Income tax expense	0.4	(3.9)	4.3
<b>(Loss) / Profit after income tax</b>	<b>(2.0)</b>	<b>9.7</b>	<b>(11.7)</b>
<b>Basic earnings per share (cents)</b>	<b>(0.67)</b>	<b>3.28</b>	<b>(3.95)</b>

# H1 FY25 Financial Position

Winton continues to operate with a conservative level of debt in its capital structure.

## Financial Position

- Cash balances of \$26.1 million at 31 December 2024.
- In November 2024, Winton entered into a new borrowing facility secured against its recently completed office building and marina complex at Cracker Bay. The facility limit is \$18.3m including accrued interest with a term of 12 months and the ability to extend for a further 2 years. The balance of this facility at 31 December 2024 was \$7.0m.
- In February 2025, Winton entered into a new borrowing facility in respect of its Sunfield site. The facility limit is \$22.5m including accrued interest with a term of 18 months.
- Winton has no recourse debt at group level and all other properties (except Lakeside) across the group remain unencumbered.
- Inventories have decreased from FY24 due to the greater volume of built product settling. We note that inventories are held at the lower of cost and net realisable value.
- Investment properties have increased from FY24. This increase is driven predominantly by investment property construction works, design and consent costs of \$46.9m.
- The increase in Property Plant and Equipment was primarily due to construction of The Bakehouse (opened December 2024) and Billy's (due to be completed in H2 FY25). We note that property, plant, and equipment are held at cost less accumulated depreciation.

Statement of Financial Position	unaudited FY24	audited FY23	
NZ\$m (unless indicated otherwise)	As at	As at	Movement
	31-Dec-24	30-Jun-24	
Cash and cash equivalents	26.1	41.7	(15.6)
Inventories	218.8	247.3	(28.5)
Investment properties	321.6	277.4	44.2
Property, plant and equipment	88.9	79.8	9.1
Other assets	7.9	7.8	0.1
<b>Total assets</b>	<b>666.3</b>	<b>654.0</b>	<b>9.3</b>
Accounts payable and other liabilities	21.5	24.2	(2.7)
Borrowings	78.6	64.0	14.6
Taxation payable	5.3	5.8	(0.5)
Lease liability	20.4	20.4	-
Deferred tax liabilities	19.2	20.1	(0.9)
<b>Total liabilities</b>	<b>145.0</b>	<b>134.5</b>	<b>10.5</b>
<b>Net assets</b>	<b>518.3</b>	<b>519.5</b>	<b>(1.2)</b>
NTA cents per share	174.1	174.5	(0.4)

# H1 FY25 Statement of Cash Flows

Winton maintains a steady cash position.

## Cashflows

- Net operating cashflows increased by \$9.6 million due to reduced payments to suppliers, employees and IRD offset by reduced settlements.
- Development land purchases relate to Sunfield deposit payments.
- Investing activity has increased due to construction activity at Northbrook Wanaka and Wynyard in H1 FY25.
- Decreased property, plant and equipment cashflow is a result of completed projects at the Ayrburn Precinct in FY24.
- As at FY24 results, the Board paused paying a dividend to maintain financial discipline through softer market conditions while enabling Winton to continue executing its growth plans, which remains the Board's view for H1 FY25.

Statement of Cashflows	unaudited H1 FY25	unaudited H1 FY24	
NZ\$m (unless indicated otherwise)	Year Ended	Year Ended	Movement
	31-Dec-24	30-Jun-24	
<b>Cash flows from operating activities</b>			
Receipts from customers	81.1	85.3	(4.2)
Payment to suppliers and employees	(46.8)	(47.1)	0.3
Development land purchases	(5.4)	(5.4)	-
Other operating activities	(1.8)	(15.3)	13.5
<b>Net cash flows from operating activities</b>	<b>27.1</b>	<b>17.5</b>	<b>9.6</b>
<b>Cash flows from investing activities</b>			
Investment property purchases	(44.7)	(25.8)	(18.9)
Acquisition of property, plant and equipment	(11.4)	(24.4)	13.0
Other investing activities	(0.1)	-	(0.1)
<b>Net cash flows from investing activities</b>	<b>(56.2)</b>	<b>(50.2)</b>	<b>(6.0)</b>
<b>Cash flows from financing activities</b>			
Net proceeds of borrowing	14.5	63.3	(48.8)
Dividends paid to shareholders	-	(6.4)	6.4
Payment of lease and other liabilities	(1.0)	(1.2)	0.2
<b>Net cash flows from financing activities</b>	<b>13.5</b>	<b>55.7</b>	<b>(42.2)</b>
Net increase in cash and cash equivalents	(15.6)	23.0	(38.6)
Cash and cash equivalents at beginning of the period	41.7	76.3	(34.6)
<b>Cash and cash equivalents at the end of the period</b>	<b>26.1</b>	<b>99.3</b>	<b>(73.2)</b>



Northbrook Wanaka, Northlake

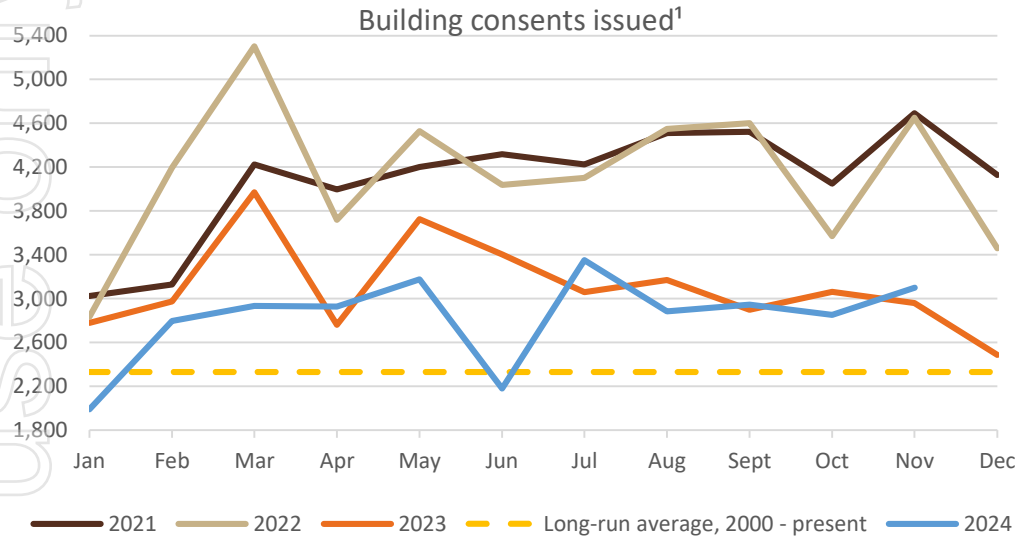
**WINTON**

**MARKET AND OUTLOOK**

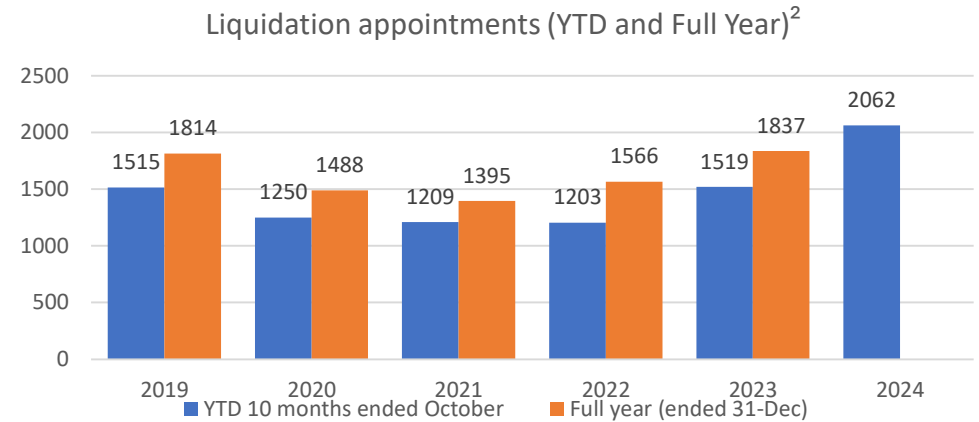
# Market and Outlook

The economic downturn is more severe than expected and has continued for longer. We remain cautious and believe New Zealand isn't yet at the bottom of the construction cycle.

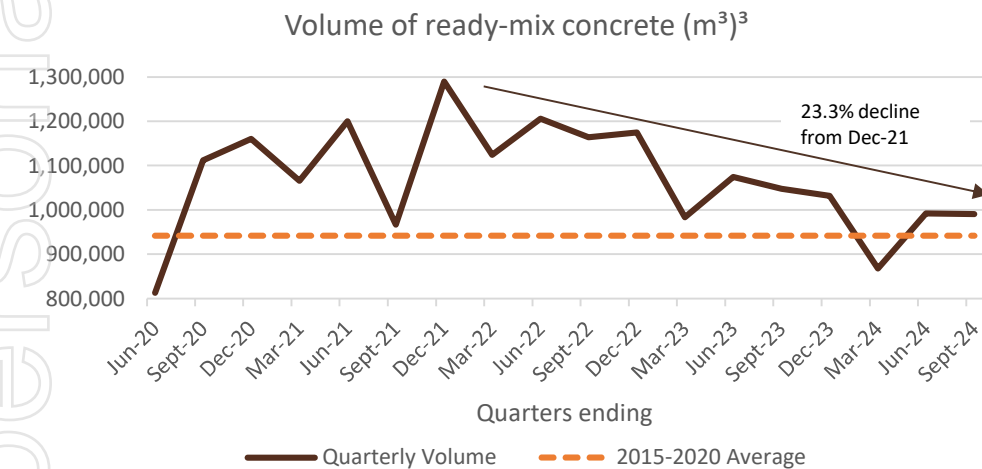
## Building Consents Remain Subdued



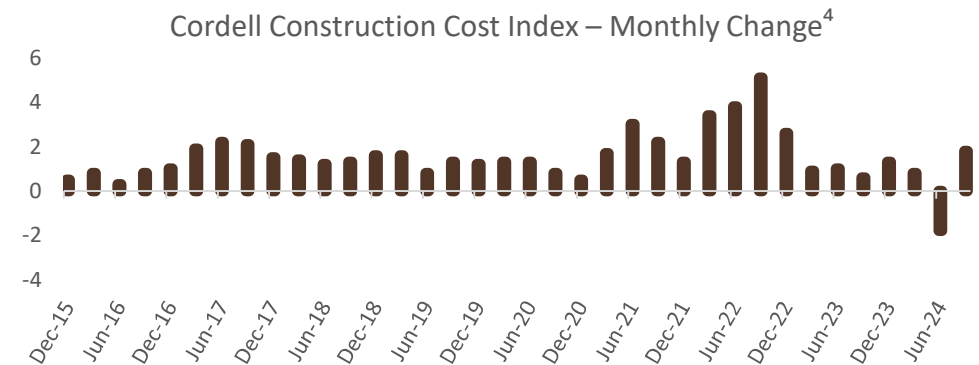
## Insolvencies Continue to Increase



## Volume of Ready-Mix Concrete Remains in Decline



## Construction Costs Remain High



# Market and Outlook

Unemployment continues to increase, and we maintain our view that the residential property market is unlikely to substantially turn around until after unemployment has peaked.

## Unemployment Continues to Increase, 5.1 as at December 2024

Unemployment Rate, Sep 2010 – Dec 2024 (quarterly)

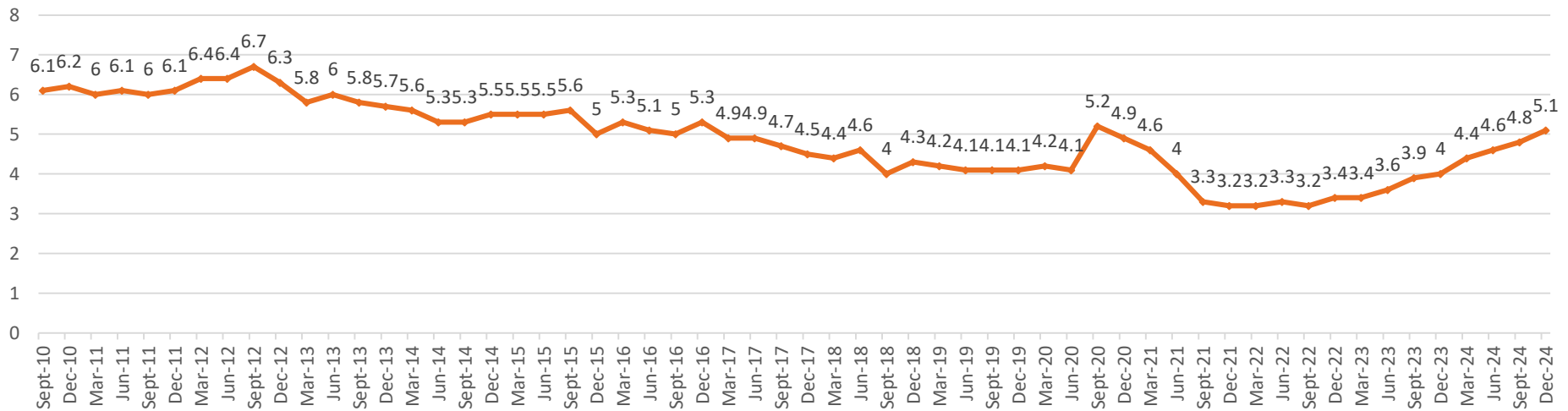


Chart Data Source: Statistics NZ

# Market and Outlook

Winton is navigating the recession as well as possible and positioning the Company optimally to benefit from an improving economy in the future.

- The economic downturn is more severe than expected and has continued for longer. A change in government was anticipated to be a catalyst to get the economy moving again and out of recession, however, it is taking more time than was generally expected.
- We remain cautious and believe New Zealand isn't yet at the bottom of the construction cycle. While interest rates have decreased, that is only one of the economic levers stifling the economy. Unemployment continues to increase, and we maintain our view that the property market is unlikely to substantially turn around until after unemployment has peaked.
- While it will continue to remain challenging, we are confident in Winton's financial position and strategy to weather the continued weakness in the economy and come out the other side well positioned for the future.



Northbrook Wānaka,  
Northlake Wānaka



Beaches, Matarangi

**WINTON**

**QUESTIONS**

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**WINTON**  

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**BEST BY DESIGN**  

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# Senior Management Team

## Presenting Today



**Chris Meehan**

Chief Executive Officer

- Founded Winton in 2009.
- Over 30 years' real estate experience.
- Strategic and operational leadership.
- Founded the Belle Property real estate franchise in Australia, and grew the business to 20+ offices across Australia and New Zealand.



**Jean McMahon**

Chief Financial Officer

- Over 18 years' experience in real estate, finance and investment.
- Responsible for finance, tax and accounting functions.
- Previously at Property for Industry, Lloyds Banking Group and KPMG.



**Simon Ash**

Chief Operating Officer

- Over 18 years' experience in real estate, finance and investment banking.
- Responsible for oversight of Winton's business operations.
- Previously at Macquarie Group and Brookfield Financial.



**Justine Hollows**

General Manager,  
Corporate Services

- Over 18 years' experience in law, including property development, transactional and leasing work.
- Responsible for legal oversight, risk management, compliance, and human resources.
- Previously at Auckland International Airport, Bell Gully, and Minter Ellison.



**Duncan Elley**

General Manager,  
Project Delivery

- Over 20 years of experience in land development, real estate, finance and investment management.
- Responsible for delivery of development projects.
- Previously at Chenavari Investment Managers and Capmark Bank Europe plc.

# Neighbourhood Summary

Winton's 12 communities, with 11 in New Zealand and 1 in Australia.

Communities	Location	Target units <sup>1</sup>	Settled <sup>2</sup>	Target units remaining <sup>1</sup>
1. Northlake	Wanaka	1,003	(725)	278
2. Lakeside	Te Kauwhata	1,672	(978)	694
3. Launch Bay	Hobsonville	350	(118)	232
4. Sunfield	Auckland	3,957	-	3,957
5. Wynyard Quarter	Auckland	186	-	186
6. Avon Loop	Christchurch	210	-	210
7. Northbrook Arrowtown	Queenstown	188	-	188
8. Ayrburn Farm & Precinct	Arrowtown	16	(2)	14
9. Beaches	Matarangi	332	(309)	23
10. North Ridge	Cessnock (AU)	358	(176)	182
11. Bridesdale Farm	Queenstown	138	(137)	1
12. Cracker Bay	Auckland	-	-	-
<b>Total</b>		<b>8,410</b>	<b>(2,445)</b>	<b>5,965</b>

Target units remaining by type		
Residential	Retirement	Commercial
145	131	2
682	-	12
18	214	-
3,643	-	314
24	152	10
-	210	-
-	170	18
7	-	7
22	-	1
182	-	-
-	-	1
-	-	-
<b>4,723</b>	<b>877</b>	<b>365</b>

Notes: 1. Target units to be developed from 1 January 2025 onwards on existing projects based on management estimates and masterplans current as at 31 December 2024. Target total units, target product mix and target settlement period may change, including due to planning outcomes and market demand. 2. Settled and Pre-sold units as at 31 December 2024.