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REDEFINE PROPERTIES

GROUP RESULTS

for the year ended 31 August 2013



AGENDA

Redefine Properties

OVERVIEW AND STRATEGY

Marc Wainer (CEO)

PROPERTY PORTFOLIO

David Rice (COO)

FINANCIAL RESULTS

Andrew Konig (FD)

PROSPECTS

Marc Wainer (CEO)

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REDEFINE PROPERTIES

OVERVIEW AND STRATEGY

Marc Wainer

2013 KEY MILESTONES

2013 was a busy year

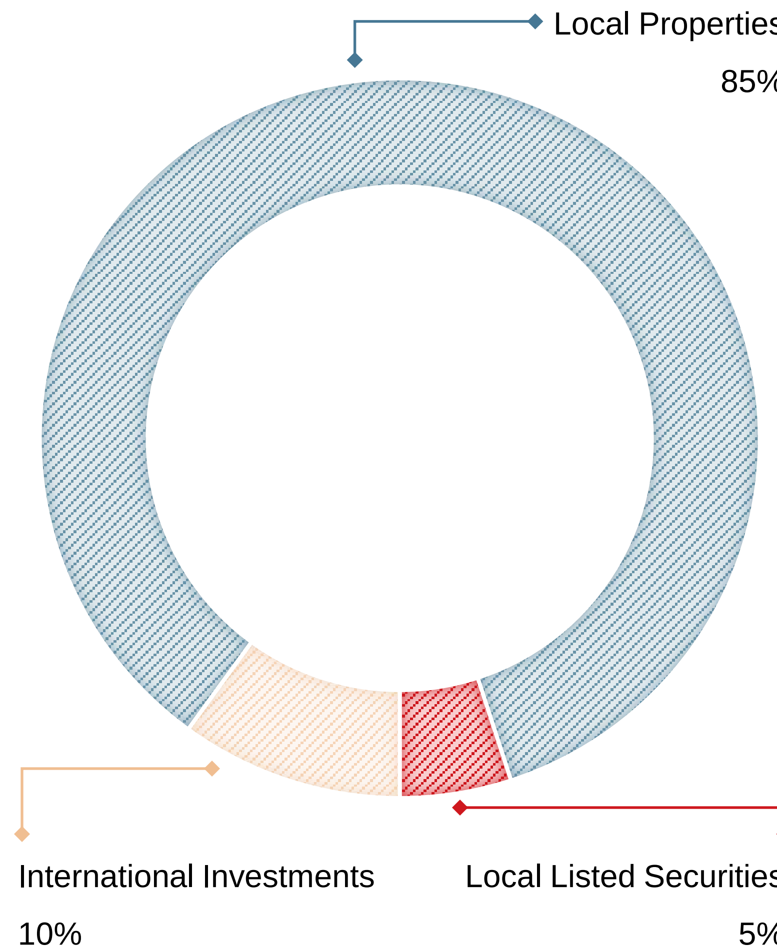
- Pleasing results despite market conditions
- Fountainhead:
  - Redefine acquired 50% by year end
  - Holding has since increased to 62%
  - Property management being internalised
  - Implementing portfolio upgrade
- Significant progress on restructuring:
  - Acquisitions of R1.3 billion transferred
  - Acquisitions totalling R3.4 billion concluded
- Development pipeline R3 billion
- REIT status applies from 1 September
- ADR established
- Redefine International inward listing
- Brand awareness entrenched

Fundamentals are solid

REDEFINE'S INVESTMENT PROPOSITION

- Attractive real yields
- Prospect of capital appreciation
- High visibility of earnings
- Good quality diversified portfolio
- Limited speculative development
- Internationally diversified
- Element of Rand hedge
- Proven management team
- Recurring fee income

Group Property Asset Portfolio (%)



GROWTH AND CAPITAL APPRECIATION PROSPECTS

OUR GOALS	STATUS
Continuous improvement in the quality of core property portfolio	Ongoing - substantially complete
Improve property sector BEE rating	Priority project
Extend lease expiry profile	Ongoing - work in progress
Enhance the tenant profile	Ongoing - work in progress
Increase tenant retention rate	Ongoing - work in progress
Improve cashflows from property assets	Ongoing - work in progress
Lower the age profile of property portfolio to reduce maintenance	Ongoing – work in progress

2013 Outcomes

- Acquired 50% of East Rand Mall for R1.1 billion plus four others for R160 million
- Concluded a number of acquisitions – totalling R3.4 billion, to transfer in FY 2014

2014 Priorities

- Dispose the government tenanted office portfolio
- Substantially complete the rationalisation of the property portfolio
- Continue to acquire good quality and dispose of non-core assets to recycle capital
- Ongoing restructure without diluting earnings
- Implementation of BEE strategy to improve BEE score

Average value per property approaching R100 million

FOCUSSED PROPERTY MANAGEMENT

REDEFINE PROPERTIES

Property is our commodity, people are our business

OUR GOALS	STATUS
Strengthen service to tenants	Ongoing - work in progress
Improve efficiencies and information flow	Ongoing - work in progress
Invest in staff	Ongoing - work in progress
Embrace technology for efficient communication	Ongoing - work in progress

2013 Outcomes

- Expanded leasing capacity
- Improved customer relations
- Internalised recovery of electricity charges
- Created specialist management focus through separation of Retail
- Fountainhead property management taken-on

2014 Priorities

- Improve management information
- Continue refinement of processes
- Focus on cost of services through leveraging economies of scale
- Introduce technology-based applications to improve communications with staff
- Introduce electronic communication platforms to serve shoppers/support tenants



TRANSFORMATION INTO A PURE PROPERTY PLAY

OUR GOALS	STATUS
Transformation of local investments from a hybrid into a pure property play	On track for completion
Invest in local listed securities if potential for control	Continuous review

2013 Outcomes

- Realisation strategy of Hyprop implemented
- Significant holding in Fountainhead acquired
- Reliance on non-recurring fee income eliminated

2014 Priorities

- Exit the remaining Hyprop holding – halved in October
- Increase the holding in Fountainhead – investment has been increased by 12%

International investments held through listed securities

PRUDENT MANAGEMENT OF DEBT

OUR GOALS	STATUS
Secure the lowest cost of fixed and variable finance costs	Ongoing
Optimise funding maturity profiles	Work in progress – as debt matures
Broaden funding sources	Ongoing
Maintain conservative loan to value ratios	Continuous process

2013 Outcomes

- Extended and spread debt maturity profile
- Expanded presence in debt capital market
- Maintained sufficient liquidity
- Ensured a healthy balance of fixed and floating debt
- Focussed on increasing value of unsecured assets
- Improved group credit metrics
- Reduced cost of debt

2014 Priorities

- Improve the loan to value ratio by restructuring
- Establish an American Depositary Receipts programme
- Increase funding from debt capital markets
- Increase the level of unsecured debt
- Introduce a dividend re-investment programme
- Restructure expensive debt

Positive real returns to be exploited

REAL GROWTH IN INTERNATIONAL MARKETS

OUR GOALS	STATUS
Diversify risk geographically	Ongoing
Take advantage of investing in higher-yielding environments	Continuous review
Exploit income and capital growth opportunities at low risk	Continuous review

2013 Outcomes

- Refinancing of Redefine International completed
- Simplified Redefine International holding
- Increased presence in Australia through investment in Cromwell

2014 Priorities

- Set up SARB approved structure to invest in offshore property directly
- Invest in listed offshore securities and direct property at attractive yields
- Gear up the Cromwell holding in Australia to fund offshore investments

Development offers better initial yields than acquisitions

EXPLOIT VALUE ADD TO EXISTING PROPERTIES

OUR GOALS	STATUS
Redevelop existing properties to enhance ability to earn revenue	Ongoing - work in progress
Cater for tenant demands	Continuous review
Maximise opportunities from existing well located properties	Continuous review
Uplift value	Continuous review
Develop or partner with developers to create new investment opportunities	Continuous review

2013 Outcomes

- Current development pipeline totals R3 billion
  - New developments of R2.6 billion underway
  - Redevelopment projects of existing properties for R600 million in progress

2014 Priorities

- Identify yield enhancing development opportunities around owned properties
- Make significant progress on current development pipeline
- Pursue pre-let / tenant demand driven development opportunities
- Provide redevelopment services to Fountainhead

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REDEFINE PROPERTIES

PROPERTY PORTFOLIO

David Rice

PORTFOLIO AT 31 AUGUST 2013

- Portfolio value - R24 billion
- Number of properties – 251
- Total GLA – 3.125 million m²
- The investment in retail is now 40% by value
- 65% of the portfolio is located in Gauteng (R15.5 billion)
- Top 20 properties make up 35% of portfolio by value
  - Top 10 offices 37% of office portfolio
  - Top 10 retail 45% of retail portfolio
  - Top 10 industrial 44% of industrial portfolio
- 31% of portfolio are single tenanted properties (R7.4 billion)
- Top 20 tenants contribute 46% of gross monthly rent with Government contributing 16% of the total and 32% of office rent
- A-Grade tenants contribute 63% of Gross Monthly Rent

LEASING

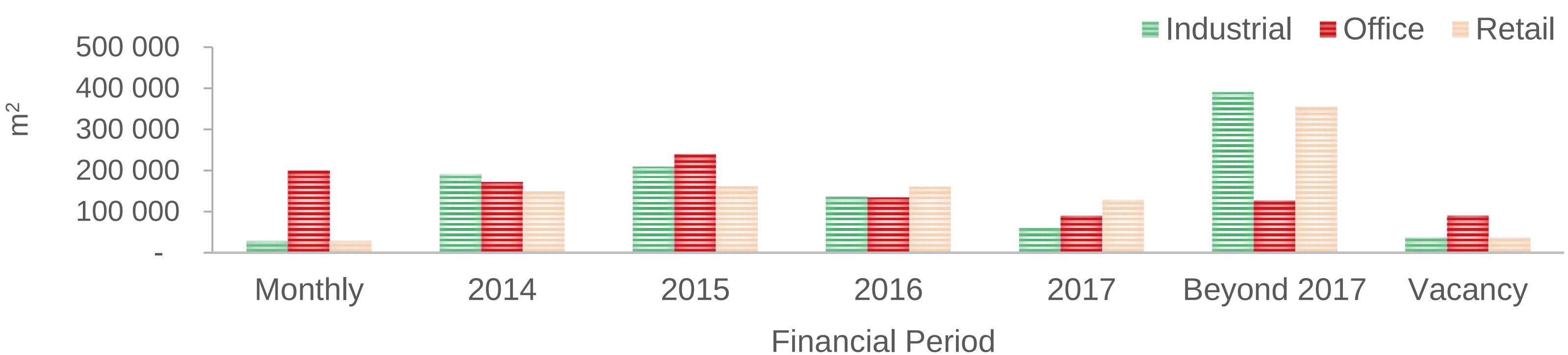
- Tenant renewal retention was 80%
  - Offices 87%
  - Retail 88%
  - Industria 63% (23% has been relet)
- Rent reversion on renewals was 6% with average escalations of 8%
  - Offices 5%
  - Retail 8%
  - Industrial 5%
- Total vacancy is 5.3%
  - Offices 8.6
  - Retails 3.6
  - Industrial 3.7

Leasing

LEASE EXPIRY PROFILE

GLA

Year to August	Industrial m²	Industrial %	Office m²	Office %	Retail m²	Retail %	Total m²	Total %
Monthly	28 003	3	199 536	19	28 932	3	256 471	8
2014	190 765	18	171 510	16	148 665	14	510 940	16
2015	209 032	20	238 902	23	161 179	16	609 113	19
2016	136 597	13	134 418	13	160 548	16	431 563	14
2017	61 212	6	90 399	9	128 725	13	280 336	9
Beyond 2017	390 061	37	126 309	12	354 275	35	870 645	28
Vacancy	38 400	4	90 528	9	37 018	4	165 946	5
	1 054 070	100	1 051 602	100	1 019 342	100	3 125 014	100



Lease expiry profile

Property management

PROPERTY MANAGEMENT

- Significant increase to retail skills
- High tenant retention levels due to intense focus on tenant relationships throughout the portfolio
- Cleaning and security
  - The cost of cleaning and security for the Redefine and Fountainhead portfolios totals R150 million per annum. Redefine Investigating the possibility of setting up a business to manage these functions ensuring a significant cost saving and improved service delivery
- Non GLA income
  - Redefine has partnered with goMetis who specialise in extracting income from non GLA areas of properties. This will cover –
    - Media and advertising
    - Digital
    - Non GLA space (kiosks etc.)
    - Sponsorships
    - Parking

PROPERTY MANAGEMENT

- Electricity management
  - Redefine's holistic approach to energy savings includes the elimination of energy waste, implementation of energy efficiency initiatives and the responsible introduction of renewable energy projects in an effort to optimise operating costs and reduce its environmental foot print
  - We have established a specialist in-house utilities management division to focus on the effective recovery of costs from the relevant users
  - The initial focus will be upgrading to efficient lighting across the portfolio, installation of occupancy sensors and timers, and the installation of variable speed drives for HVAC systems
  - This effort has already ensured energy savings of R7.4 million for the 2014 year
  - Electricity recoveries has been insourced and full recovery is expected for the 2014 year
  - In addition we have commissioned the installation of a solar power plant at Park Meadows in Johannesburg and are investigating the possibility of a similar installation at Matlosana Mall

PROPERTY MANAGEMENT

- Technology
  - Discussions are under way with various service providers to install open access fibre to properties where appropriate, allowing tenants access to high speed data services at lower cost
  - Wi-Fi is being installed in shopping centres and office buildings
  - The creation of shopping centre specific apps for smart phones and tablets, will provide general shopper information, location specific comparative advertising, shopper movement, location of available parking and more additional features

DEVELOPMENT

REDEFINE PROPERTIES

- The competitive tender market continues to weaken as contractor order books fill. Commercial building costs are expected to rise by 7.5% in 2013 which will place upward pressure on required rentals to achieve acceptable development returns
- A specific focus over the past 2/3 years has been the upgrade of properties within the portfolio. Current projects have an approved value of R619 million at an average yield of 9%
- Some of the portfolio activity:
  - Gauteng - 190 Barbara Road Isando, Premier Milling Watloo, Pretoria
  - Kwazulu Natal - Scottsville Mall, Essex Gardens, South Coast Mall
  - Cape - Standard Bank Centre, Ottery Hypermarket, Shoprite Parow, Sable Square, CTX Business Park, Eagle Park

Committed new development projects with an approved value of R2.6 billion, at an average yield of 8% are presently in progress

Development

Major developments

MAJOR DEVELOPMENTS

- 90 Grayston Drive
  - Initial approved yield: 8.5%
  - Estimated capital cost: R505 million
  - Size: 19 343m²
  - Commencement date: March 2012
  - Expected completion date: August 2014

- 90 Rivonia Road
  - Developed primarily for Webber Wentzel attorneys (25000m²)
  - Initial approved yield: 8%
  - Estimated capital cost: R960 million
  - Size: 32 000m²
  - Commencement date: April 2013
  - Expected completion date: November 2015

Major developments

MAJOR DEVELOPMENTS

- 190 Barbara Road
  - Initial approved yield: 9%
  - Estimated capital cost: R100 million
  - Size: 16 000m^2
  - Commencement date: February 2013
  - Expected completion date: May 2014



Major developments

MAJOR DEVELOPMENTS

- Essex Gardens
  - Westville KZN
  - Initial approved yield: 10.7%
  - Estimated capital cost: R107 million
  - GLA: 8 000m²
  - Expected completion date: March 2015

- Standard Bank Centre
  - Initial approved yield: 6.4%
  - Estimated capital cost: R530 million
  - Size: 57 058m²
  - Commencement date: June 2013
  - Expected completion date: February 2015

Major developments

MAJOR DEVELOPMENTS

- Matlosana Mall, North West province
  - Strategically located on N12 just outside Klerksdorp CBD
  - Initial approved yield: 8.25%
  - Estimated capital cost: R1.1 billion
  - Size: 64 000m²
  - Commencement date: April 2013
  - Expected completion date: October 2014

ACQUISITIONS AND DISPOSALS

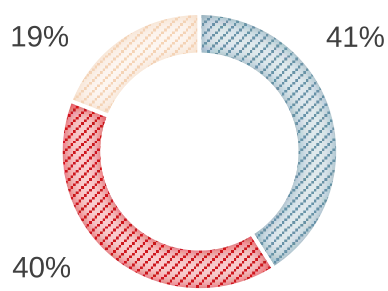
- Acquisitions for the period amounted to R1.3 billion at an average commencing yield of 7.2%. The significant property being East Rand Mall at R1.115 billion
- Disposals amounted to R366 million at an average yield of 10.8% consisting of 12 properties mainly located in CBD's and in line with the strategy of cleaning up the portfolio
- Post August Redefine has concluded agreements, subject to usual approvals, for the acquisition of properties for a total consideration of R3.4 billion at an initial yield 7.9% and disposed of 5 properties for a total amount of R216 million at an average yield of 10.8%
- The separate listing of the R2.2 billion Government tenanted portfolio is now scheduled for February 2014
- The following slide gives an overview of the post August activity demonstrating -
  - The shape of the portfolio at 31 August
  - Projected portfolio upon conclusion of the major acquisitions and disposal of the Government portfolio
  - Including 62% of the Fountainhead portfolio and completion of the major development projects

Acquisitions and disposals

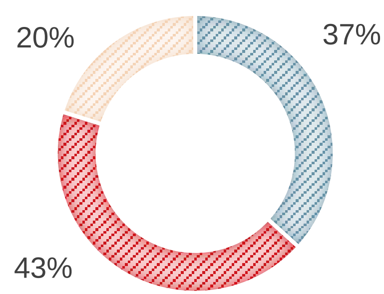
PORTFOLIO SECTORAL SPREAD

	Office (R000)	Retail (R000)	Industrial (R000)	Total (R000)
	9 834	9 601	4 564	23 999
Maponya Mall - 51 %		727		727
Discovery, Cnr West & Freedman Dr - 50%	207			207
Design Quarter		432		432
Nicol Grove	392			392
Ericsson - Woodmead	240			240
Ellerines Cato Ridge (transferred after 31/08/2013)			468	468
Alexander Forbes (50%)	690		-	690
Less : Government Portfolio	(2 200)			(2 200)
Total	**9 163**	**10 760**	**5 032**	**24 955**
Fountainhead (62%) *	1 049	5 220	403	6 672
Developments (90 Grays,Rivonia, Matlosana Etc)	1 012	720	-	1 732
Total (Including Fountainhead & Developments)	11 224	16 700	5 435	33 359

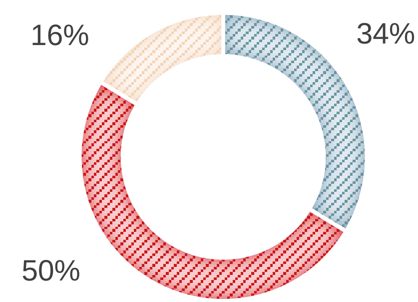
31 August 2013



Post August Acquisitions and Disposals



With Fountainhead and Major Developments



Office Retail Industrial

Portfolio sectoral spread

TOP 10 PROPERTIES BY VALUE AT 31 AUGUST

Top 10 properties by value

	Property	Sector	Region	Area	Value (R'm)	Valuation R/m²
1	East Rand Mall (50%)	Retail	Gauteng	62 445	1 115	35 711
2	Golden Walk	Retail	Gauteng	45 123	764	16 920
3	Pepkor Isando	Industrial	Gauteng	107 017	631	5 893
4	Standard Bank Centre	Office	Western Cape	55 252	593	10 733
5	155 West Street	Office	Gauteng	24 501	522	21 325
6	Sammy Marks Square	Retail	Gauteng	34 124	500	14 638
7	Park Meadows	Retail	Gauteng	27 376	438	15 999
8	Cleary Park Shopping Centre	Retail	Western Cape	36 290	428	11 794
9	Commerce Square	Office	Gauteng	16 439	368	22 410
10	Convention Tower	Office	Western Cape	17 854	365	20 444
			Total	**426 421**	**5 723**	**14 483**

TOP 10 PROPERTIES INCLUDING FOUNTAINHEAD, DEVELOPMENTS AND ACQUISITIONS

	Property	Sector	Region	GLA m²	Value (R’m)	Valuation R/m²
1	Centurion Mall (62%)	Retail	Gauteng	134 582	2 088	25 033
2	East Rand Mall (50%)	Retail	Gauteng	62 445	1 115	35 711
3	Matlosana Mall (70%)	Retail	Other	65 000	720	15 830
4	90 Rivonia Road	Office	Gauteng	34 500	961	27 855
5	Design Quarter	Retail	Gauteng	45 438	824	18 135
6	Golden Walk	Retail	Gauteng	45 123	764	16 920
7	Maponya Mall (51%)	Retail	Gauteng	63 756	727	22 359
8	Pepkor Isando	Industrial	Gauteng	107 017	631	5 893
9	Standard Bank Centre	Office	Western Cape	55 252	593	10 733
10	Blue Route Mall (62%)	Retail	Western Cape	55 504	653	18 962
			Total	**668 617**	**9 075**	**17 641**

Top 10 properties by value

MAPONYA MALL, SOWETO

- **Maponya Mall, Soweto**
  - Value : R1,37 billion
  - Size: 69 768m² (100%)
  - Major Tenants: Pick ‘n Pay, Edgars, Virgin Active, Woolworths, Mr. Price
  - Current Occupancy: 98%
  - Year Built: 2007

Retail considerations for next 12 months

RETAIL CONSIDERATIONS FOR NEXT 12 MONTHS

- Nationals will continue to take up more retail space with various brands indicating a take up of between 3-10%
- Growing presence of international brands will create opportunities for certain new developments, expansions and competition for existing centres. Although relatively unknown brands will battle to find prime premises
- Cost of occupancy ratios and consumer pressures eg toll roads will place pressure on rentals, particularly line shops
- Will Pick n Pay's move to central distribution allow Landlords to convert low rental storage space into higher level retail space?
- Are certain retailers expanding too quickly?
- Non prime high rent yielding space may come to the market as Banks look to reduce their footprint
- The longevity of content driven categories - cinemas, books and music
- What future furniture stores in certain centres?



OFFICES

- Premium and A-Grade have been the best performing segments however we are concerned there will be a further increase in vacancy levels across all sectors
- New development is on the rise and in the main tenant driven with fierce competition for corporate tenants. The name of the game is musical chairs!
- This is leaving large pockets of vacant A-Grade space in certain locations and these properties will come under similar rental pressure as secondary properties
- The major development activity is in Sandton driven by the relocation of corporates and remains the strongest office node in the country
- Redefines speculative development at 90 Grayston Drive is shortlisted by an international company for its south african head office for 10 000m with a decision expected mid November. With the building now visible greater interest is evident
- Redefine's exposure to Sandton will be approximately R3.4 billion upon completion of 90 Grayson Drive and Webber Wentzel
- Required gross rentals to achieve >8% initial return on a Premium grade office building in Sandton with delivery late 2015 are now approximately R200/m



Industrial

INDUSTRIAL

- Industrial vacancies have reduced to 2008 levels
- There remains a shortage of premium warehousing particularly with good transport linkages, greater stacking heights and a small office component
- This demand has been influenced by logistic companies and International and local retailers
- Redefines industrial exposure is R5 billion with 80% being warehousing and high tech/high grade property
- The majority of the 38 000m of vacant space (26 000m) is light manufacturing and standard units
- It is intended to dispose of older obsolete properties and replace with modern, well located properties
- As KZN continues to produce the best industrial performance with available property at a premium Redefine has acquired a large tract of land at Cornubia, north of Umhlanga, which will allow for development of 85 000m

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REDEFINE PROPERTIES

FINANCIAL RESULTS

Andrew Konig



Financial fundamentals solid

2013 FINANCIAL HIGHLIGHTS

- Financial results ahead of market guidance
- Distribution growth of 7.3% to 68.7 cents (second half up 7.7%)
- Distributable income exceeds R2 billion
- In Rand terms distributable income has grown by 15.5%
- Balance sheet transformed and strengthened
- Total tangible assets R44 billion
- Deepened presence in debt capital market – R1.5 billion raised
- Equity up R1.7 billion – R800 million issue for cash, R900 million to acquire Fountainhead
- Active portfolio's margin up 1.2% to 77.8%
- Average cost of Redefine's debt reduced by 90 basis points to 8%
- Net Asset Value up 69.3 cents to 870.7 cents per linked unit



CURRENT CORPORATE STRUCTURE

REDEFINE PROPERTIES

REDEFINE PROPERTIES

100%
Direct Property Portfolio

Listed Securities
Hyprop 5%*
Arrowhead 1%

33%
Redefine International P.L.C. **

62%
Fountainhead Property Trust *

12%
Cromwell Property Group

14%

The structure has been simplified

* At 31 August 2013, the Hyprop holding stood at 11% and Fountainhead amounted to 50% - the proposal in October 2013 to acquire additional Fountainhead units resulted in the above changes

** The unbundling of the inwardly listed Redefine International P.L.C. units by 49% held Redefine Properties International Limited has resulted in Redefine's direct holding



DISTRIBUTABLE INCOME
FOR THE YEAR ENDED 31 AUGUST 2013

	Distributable Income R'million	Per Linked Unit cents	Y-O-Y Change %
2012 Actual	1 743	64.0	
Less 2012 non-recurring	(36)	(1.3)	
Less dilution arising from new units		(4.4)	
2012 actual recurring	**1 707**	58.3	
Organic growth 2013	270	9.2	
2013 recurring	**1 977**	67.5	15.8%
Add 2013 non-recurring	36	1.2	
2013 Actual	**2 013**	68.7	7.3%

The spread of the distributions per linked unit for 2013 are as follows:

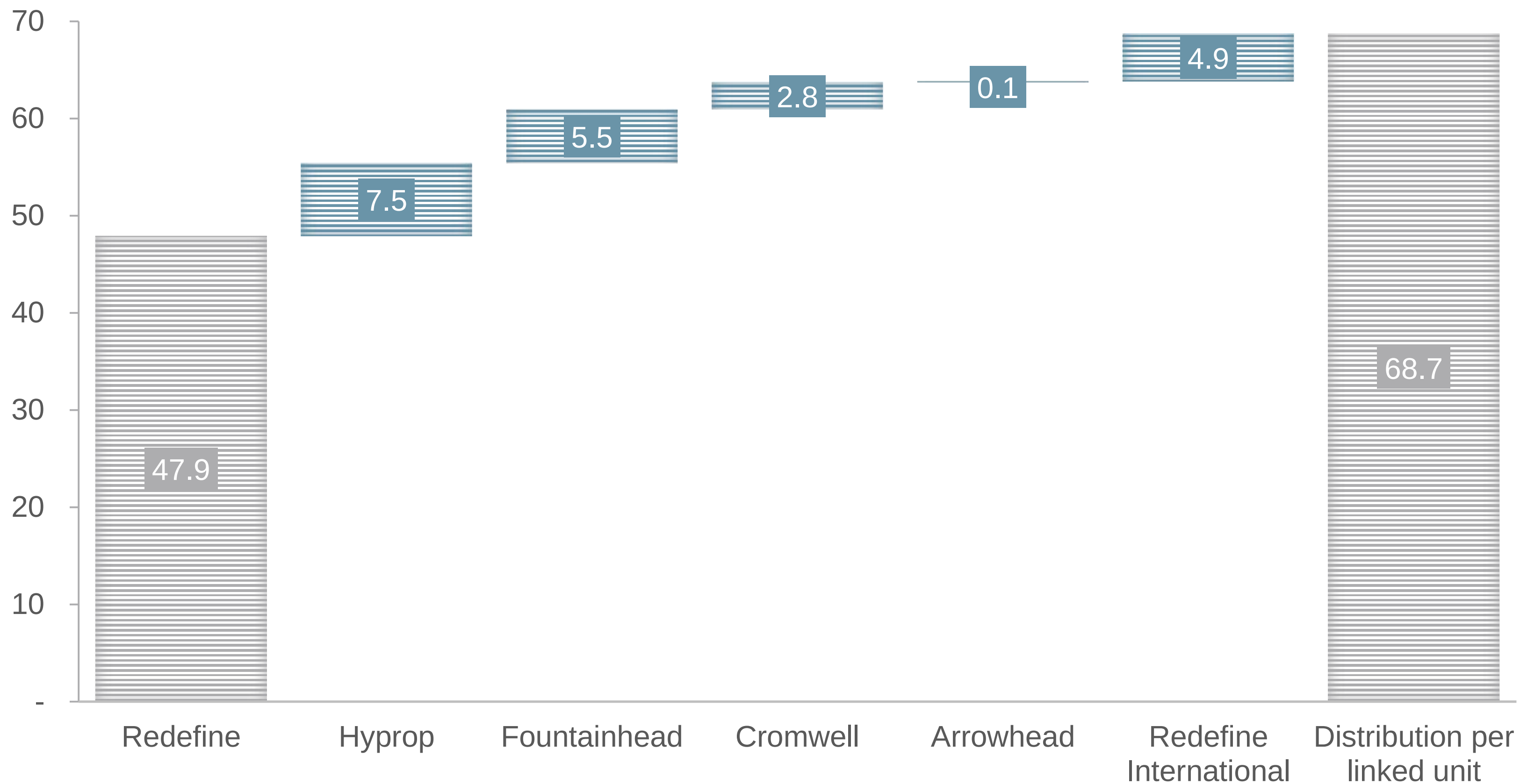
	First Half	Second Half	Total
Actual 2013 (cents)	**33.7**	35.0	68.7
Actual 2012 (cents)	**31.5**	32.5	64,0
% Change	**7.0%**	7.7%	7.3%

No reliance on lumpy fee income



Core assets provide a strong base from which to diversify

DISTRIBUTION CONTRIBUTORS - CENTS



- Redefine contributes 70% to the distribution
- Listed securities on a combined basis contribute 20.8 cents per linked unit

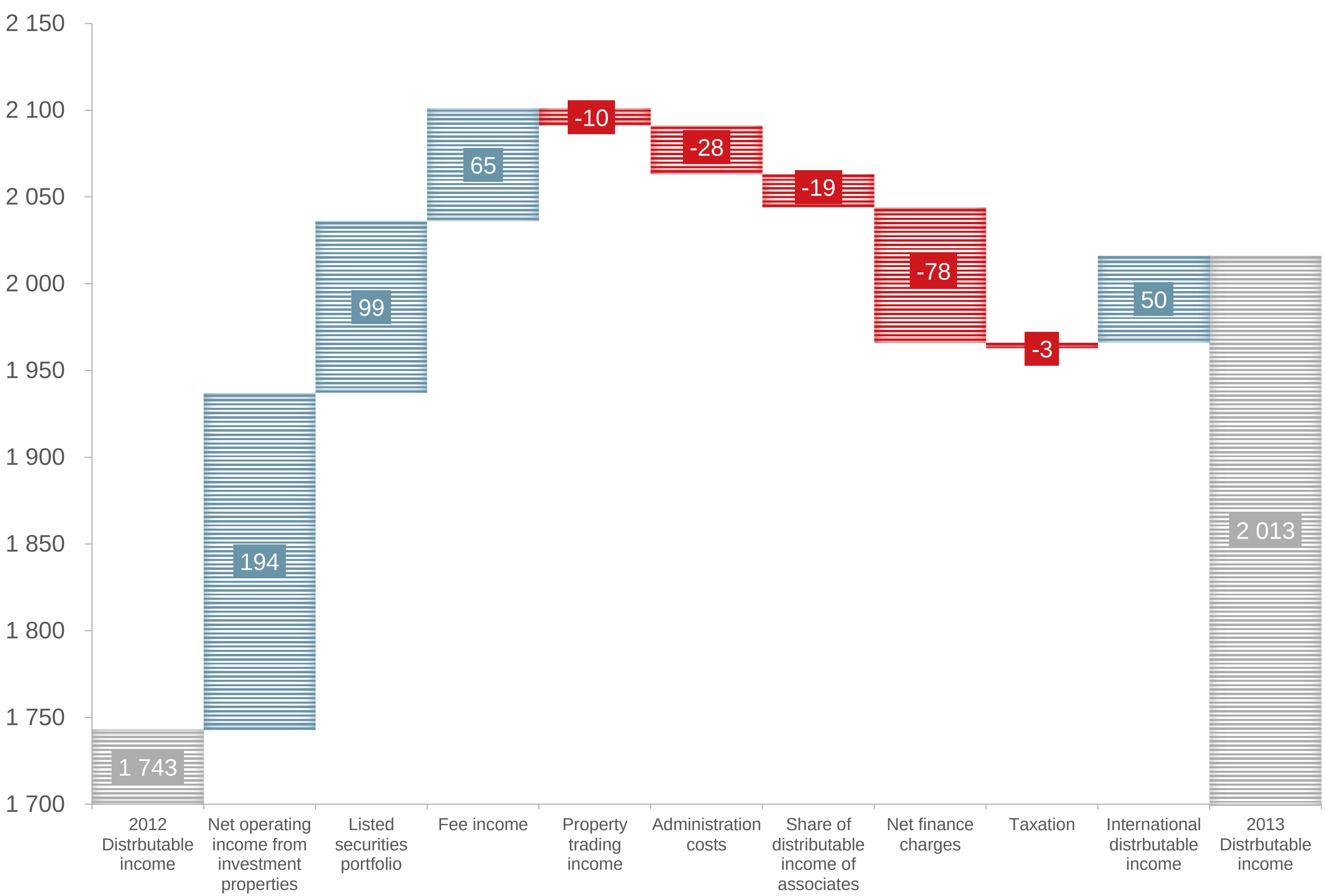
IFRS DISTRIBUTABLE INCOME RECONCILIATION FOR THE YEAR ENDED 31 AUGUST 2013

REDEFINE PROPERTIES

	Audited IFRS (R'm)	Income Adjustments (R'm)	Distributable Income (R'm)	Notes
Revenue				
Property portfolio	3 221	(68)	3 153	
Contractual rental income	3 153		3 153	
Straight-line rental accrual	68	(68)	0	Non cash entry
Listed securities income	311	12	323	Alignment of earnings to actual distribution
Fee income	89	27	116	Realignment with admin costs
Trading income	4		4	
Total revenue	3 625	(29)	3 596	
Operating costs	(634)		(634)	
Administration costs	(150)	(26)	(176)	Refer to Fee income
Net operating income	2 841	(55)	2 786	
Changes in fair values	1 369	(1 369)	0	Capital base to be preserved
Amortisation of intangibles	(63)	63	0	Arises from fair value assessments
Equity accounted profits	330	(187)	143	Alignment of earnings to actual distribution
Income from operations	4 477	(1 548)	2 929	
Net interest	(851)		(851)	
Interest paid	(989)		(989)	
Interest received	138		138	
Foreign exchange loss	(81)	85	4	Unrealised loss
Income before debenture interest	3 545	(1 463)	2 082	
Debenture interest	(2 013)	2 013	0	Reversed for reconciliation purposes
Profit before taxation	1 532	550	2 082	
Taxation	1 390	(1 393)	(3)	Deferred tax and CGT eliminated
Profit for the period from continuing operations	2 922	(843)	2 079	
Profit from discontinued operations	935	(861)	74	Consolidation entry reversed
Profit for the period	3 857	(1 704)	2 153	
Redefine shareholders	3 620	(1 607)	2 013	
Non-controlling interests	237	(97)	140	Net adjustments attributed to NCI

IFRS does not provide relevant information

DRIVERS OF GROWTH IN DISTRIBUTABLE INCOME
FOR THE YEAR ENDED 31 AUGUST 2013



Good growth in investment properties



SIMPLIFIED DISTRIBUTABLE INCOME STATEMENT
FOR THE YEAR ENDED 31 AUGUST 2013

	2013 (R'm)	2012 (R'm)	Change %
Net operating income from investment properties - Redefine	**2 130**	1 936	10.0
Fountainhead distributable income	138	-	100.0
Listed securities portfolio	322	361	-10.8
Fee income	115	50	130.0
Property trading income	4	14	-71.4
Total revenue	**2 709**	2 361	14.7
Administration costs	(146)	(118)	23.5
Net operating profit	**2 563**	2 243	14.3
Share of distributable income from associates	-	19	-100.0
Net finance charges	(769)	(691)	11.3
Taxation	(3)	-	100.0
Local distributable income	**1 791**	1 571	14.0
International distributable income	222	172	29.1
Distributable income	**2 013**	1 743	15.5

The distributable income analysis included in the published Results Announcement splits the group (IFRS) figures into Redefine, Fountainhead and International

International income is 11% of total

Growth in spite of churn arising from restructure

ANALYSIS OF INCOME FROM ACTIVE PORTFOLIO
FOR THE YEAR ENDED 31 AUGUST 2013

	2013 (R'm)	2012 (R'm)	Change %
Active property portfolio revenue	2 258	2 137	5.7
Active property portfolio costs	(502)	(499)	0.6
Property income from active property portfolio	**1 756**	1 638	7.2
Net operating income from acquired / development properties	363	165	120.0
Net operating income from disposed properties	11	133	-91.7
Net operating income from investment properties	**2 130**	1 936	10.0
Active portfolio margin %	77.8%	76.6%	

ACTIVE PORTFOLIO REVENUE PERFORMANCE
FOR THE YEAR ENDED 31 AUGUST 2013

Benefit of a diversified portfolio at work

Letting activity drives the year's active property growth of 5.7% as follows:

	Offices (R'm)	Retail (R'm)	Industrial (R'm)	Other (R'm)	Total (R'm)	Contribution to Growth
2012 property revenue	1 014	835	267	21	**2 137**	
Add 2013 letting activity	50	76	7	(12)	**121**	
Contractual lease escalations	51	57	20		**128**	6.0%
New lets	25	37	22		**84**	3.9%
Renewals		6	1		**7**	0.3%
Vacancies	(26)	(24)	(36)		**(86)**	-4.0%
Movement in other				(12)	**(12)**	-0.5%
2013 property revenue	**1 064**	**911**	**274**	**9**	**2 258**	
Year-on-year growth	**4.9%**	**9.1%**	**2.6%**	**-57.1%**	**5.7%**	

ACTIVE PORTFOLIO EXPENDITURE ANALYSIS
FOR THE YEAR ENDED 31 AUGUST 2013

	2013 (R'm)	2012 (R'm)	Change %
Net municipal charges	69	74	-6.8
Net electricity charges	8	33	-75.8
Operating costs	182	172	5.8
Property Management	102	80	27.5
Repairs & maintenance	44	48	-8.3
TI costs	38	36	5.6
Letting commission	22	21	4.8
Management fees	19	16	18.8
Bad debts	18	19	-5.3
Property costs	**502**	499	0.6

	2013 %	2012 %	2011 %	2010 %
Operating costs as a % of active property income	**19.6**	20.7	21.4	21.0
Property management costs as a % of collections	**3.4**	3.0	3.3	3.6
Municipal recoveries as a % municipal charges	**71.9**	67.8	63.4	67.9
Electricity recoveries as a % electricity charges	**96.0**	56.4	49.6	53.0

Internalisation of electricity recoveries is the game changer

Consistent improvement in efficiencies

ACTIVE PORTFOLIO TRADING EFFICIENCY
FOR THE YEAR ENDED 31 AUGUST 2013

Every R100 of property revenue converts into property income as follows:

	2013 %	2012 %	2011 %	2010 %
Property revenue	100.0	100.0	100.0	100.0
Less property costs	**22.2**	23.4	24.5	25.6
Municipal charges net of recoveries	3.1	3.4	3.9	3.1
Electricity charges net of recoveries	0.4	1.6	1.7	1.1
Operating Costs	8.0	8.1	7.8	7.5
Property Management	4.5	3.8	4.1	4.5
Repairs & Maintenance	1.9	2.2	2.1	2.3
Tenant Installation	1.7	1.7	1.8	1.1
Letting commission	1.0	1.0	1.3	1.2
Management fees	0.8	0.7	1.5	4.4
Bad debts	0.8	0.9	0.3	0.4
Property margin	**77.8**	76.6	75.5	74.4

Balance sheet transformed and strengthened

ABRIDGED STATEMENT OF FINANCIAL POSITION
AS AT 31 AUGUST 2013

REDEFINE PROPERTIES

ASSETS	2013 Group (R'm)	2013 Redefine (R'm)	2012 Redefine (R'm)	2012 Group (R'm)
Investment properties	32 812	21 707	21 281	29 736
Listed securities	2 050	2 052	5 640	5 341
Goodwill and intangible assets	5 264	4 371	4 163	4 659
Interest in associates	1 654	1 526	-	1 963
Interest in subsidiaries	-	5 361	1 452	-
Other non-current assets	1 129	1 103	211	1 676
Current assets	885	608	725	1 246
Non-current assets held for sale	5 092	4 180	313	2 135
Total Assets	**48 886**	**40 908**	**33 785**	**46 756**
EQUITY AND LIABILITIES				
Shareholders' interest	24 948	24 703	20 620	20 042
Non-controlling interests	4 241	6	(2)	1 301
Interest bearing borrowings	12 873	10 742	7 731	12 649
Deferred taxation	568	575	2 047	2 080
Other non-current liabilities	79	79	474	531
Interest bearing borrowings – current	2 142	1 392	1 430	6 793
Trade and other payables	959	630	588	1 232
Distribution payable	1 025	1 025	897	897
Non-current liabilities held for sale	2 051	1 756	-	1 231
Total equity and liabilities	**48 886**	**40 908**	**33 785**	**46 756**

2013: Fountainhead consolidated, Redefine International equity accounted

2012: Redefine International consolidated, Cromwell equity accounted

LISTED SECURITIES MAPPED TO BALANCE SHEET
AT 31 AUGUST 2013

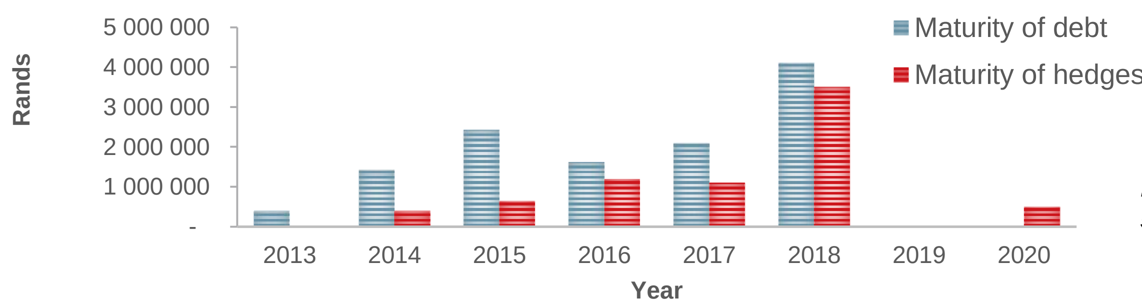
	Market value (R'm)	Interest held (%)	IFRS value (R'm)
Listed securities			
Cromwell	2 031	12.4	2 031
Arrowhead	19	0.7	19
	2 050		**2 050**
Interest in subsidiaries			
Fountainhead Property Trust	4 345	49.7	4 099
Interest in associates			
Redefine International	2 314	49.3	1 654
Non-current assets held for sale			
Hyprop	1 972	11.4	1 972
Total listed securities	**10 681**		**9 775**

IFRS and market value in some cases differ

FUNDING
AT 31 AUGUST 2013

	Redefine (R'm)	Fountainhead (R'm)	Group (R'm)
Bank borrowings	9 705	2 881	12 586
Debt capital market	2 429	-	2 429
Debt	**12 134**	**2 881**	**15 015**
Non-current liabilities held for sale	1 856	-	1 856
Total borrowings	**13 990**	**2 881**	**16 871**
Key debt statistics	39.9%		
Loan to value (Management target 35%) – including held for sale	39.9%		
Loan to value – excluding held for sale	37.3%		
Debt capital market funding (Management target 30% of debt)	20%		
% of debt secured	70%		
% of assets secured	62%		
Market value of assets secured	22 164		
Weighted average cost of borrowings	8.0%		
% of debt fixed (Management target 65%)	66%		
Undrawn debt facilities – available on demand	1 789		

Debt maturity profile excluding held for sale



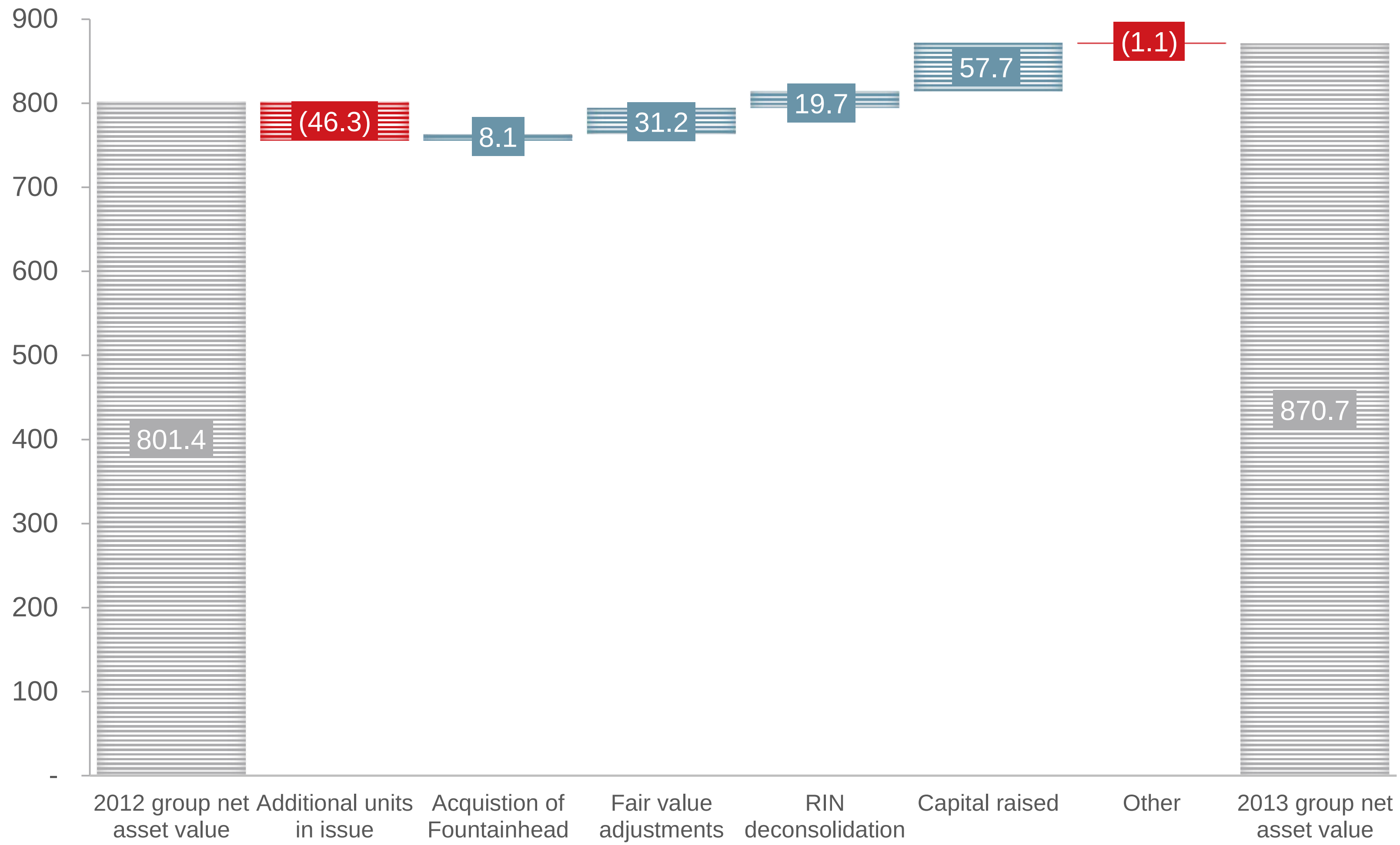
Moody's credit rating was refreshed on 5 August 2013 and remains unchanged

Funding sources broadened

NAV bolstered by value uplift and corporate activity

NET ASSET VALUE
AT 31 AUGUST

Net asset value has increased by 8.6%



SUMMARISED CASH FLOW
FOR THE YEAR ENDED 31 AUGUST 2013



	Redefine (R'm)	Fountainhead (R'm)	2013 (R'm)	2012 (R'm)
Opening cash	351	-	351	660
Arising from Redefine International	(293)	-	(293)	-
Arising from Fountainhead		342	342	
Adjusted opening cash	**58**	**342**	**400**	**660**
Generated by operations	2 439	401	**2 840**	3 124
Net interest paid	(698)	(81)	**(779)**	(1 468)
Linked unit distributions paid	(1 884)	(304)	**(2 188)**	(1 843)
Surplus cash	**(85)**	**358**	**273**	**473**
Investments	(5 367)	(53)	**(5 420)**	(2 590)
Funding raised	5 486	14	**5 500**	2 393
Translation effects	6	-	**6**	75
Closing cash	**40**	**319**	**359**	351

Unproductive cash minimised

Minimising impact of the improbable

CURRENT TOP OF MIND RISKS

BLACK SWAN EVENTS ARE BECOMING ROUTINE

Risk	Triggers	Mitigating factors
Interest rate	• World events • Fed policy on quantitative easing • Interest rates at low end of cycle • Market illiquidity • Credit rating downgrade of SA	• Hedging policy in place • Review of structuring debt
Tenant default	• Possible corporate failure	• Ongoing monitoring tenants trading patterns • Constant review of tenants payment cycles • Review of tenant information in public domain • Regular high level discussions with senior management
Development	• Developments completed without income • Labour unrest delay projects	• Speculative developments limited to maximum 5% of property assets • Developments based on improving earning capacity • Preference given to pre-let projects
Funding	• Flight of capital • Impact of Basel III	• Funding sources broadened • Manage credit risk • Maintain low liquidity risk • Prudent management of loan to value ratios
Purpose built facilities	• Service industries in decline • Industries facing business continuity threat	• Conversion plans of these facilities for alternative use in place

UNITHOLDER PROFILE

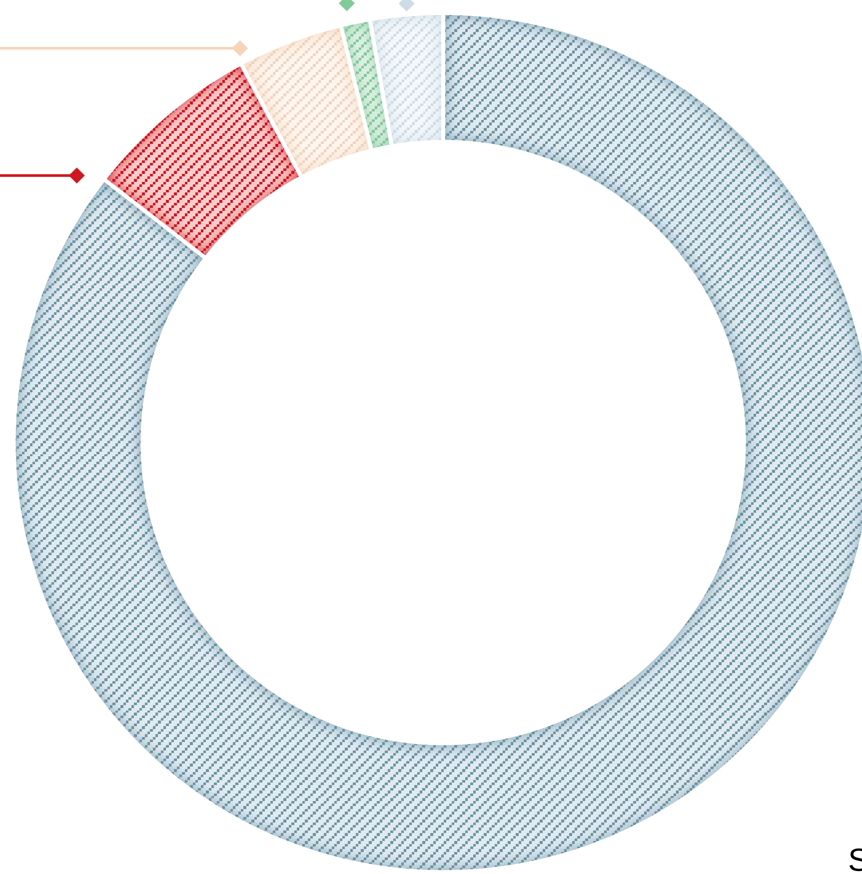
Redefine has a broad investor base

Top 10 beneficial unitholders at end September 2013	Number of units	%
STANLIB	186 529 352	6.4
State Street	179 834 734	6.1
Government Employees Pension Fund	174 618 033	5.9
Investec	141 275 970	4.8
Old Mutual	126 897 327	4.3
Investment Solutions	121 885 827	4.2
Clearwater Property Holdings	98 984 125	3.4
Eskom Pension and Provident Fund	85 477 733	2.9
Sanlam Group	69 586 768	2.4
Allan Gray	61 736 967	2.1
Total	**1 246 826 836**	**42.5**

International Investor

International investment has grown tenfold since 2008

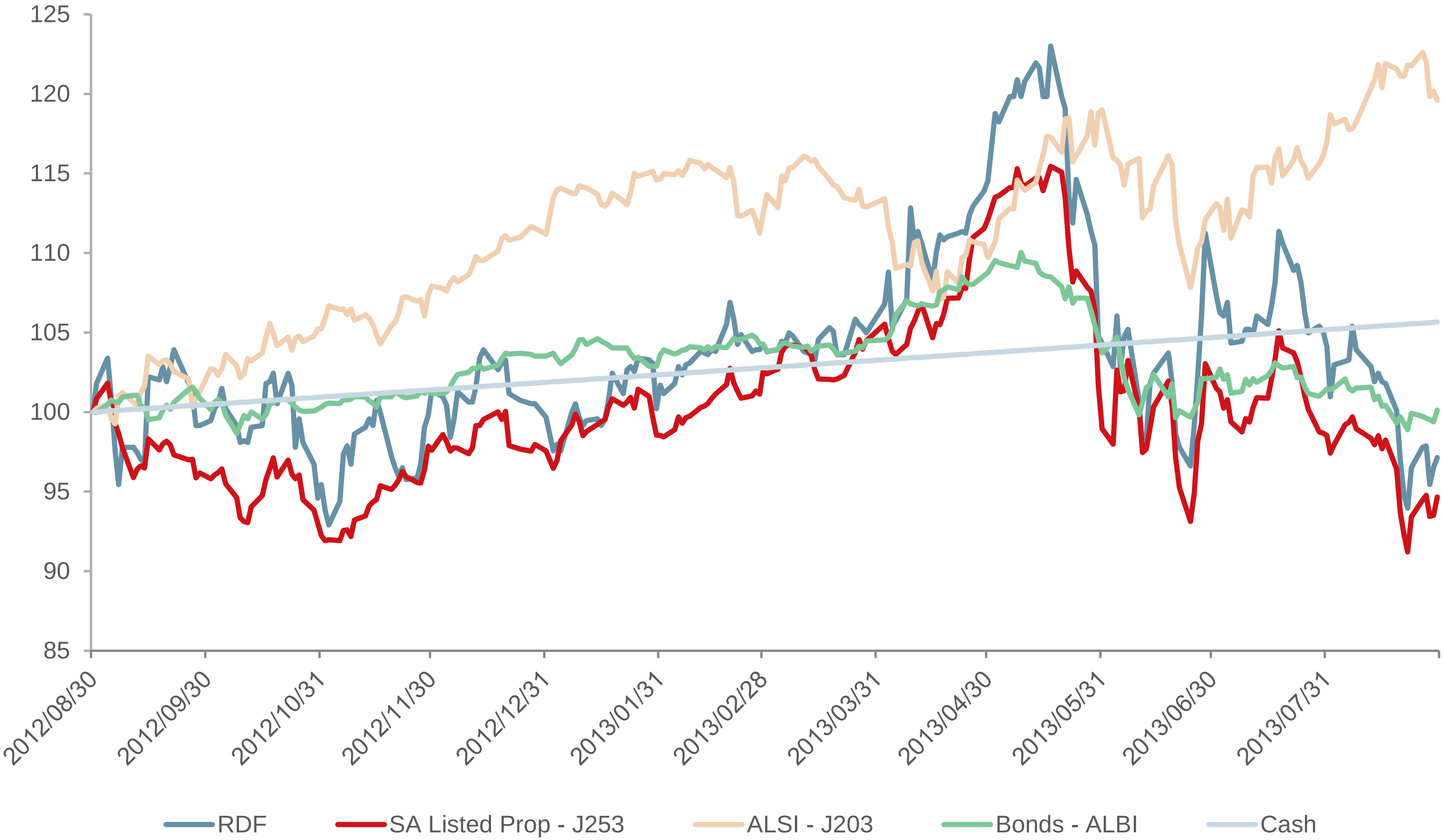
COUNTRY CLASSIFICATION
BENEFICIAL UNITHOLDERS



Change in international ownership:
2008: 1.4%
2009: 6.0%
2010: 10.1%
2011: 12.2%
2012: 14.9%
2013: 15.9%

May's quantitative easing announcement was the tipping point

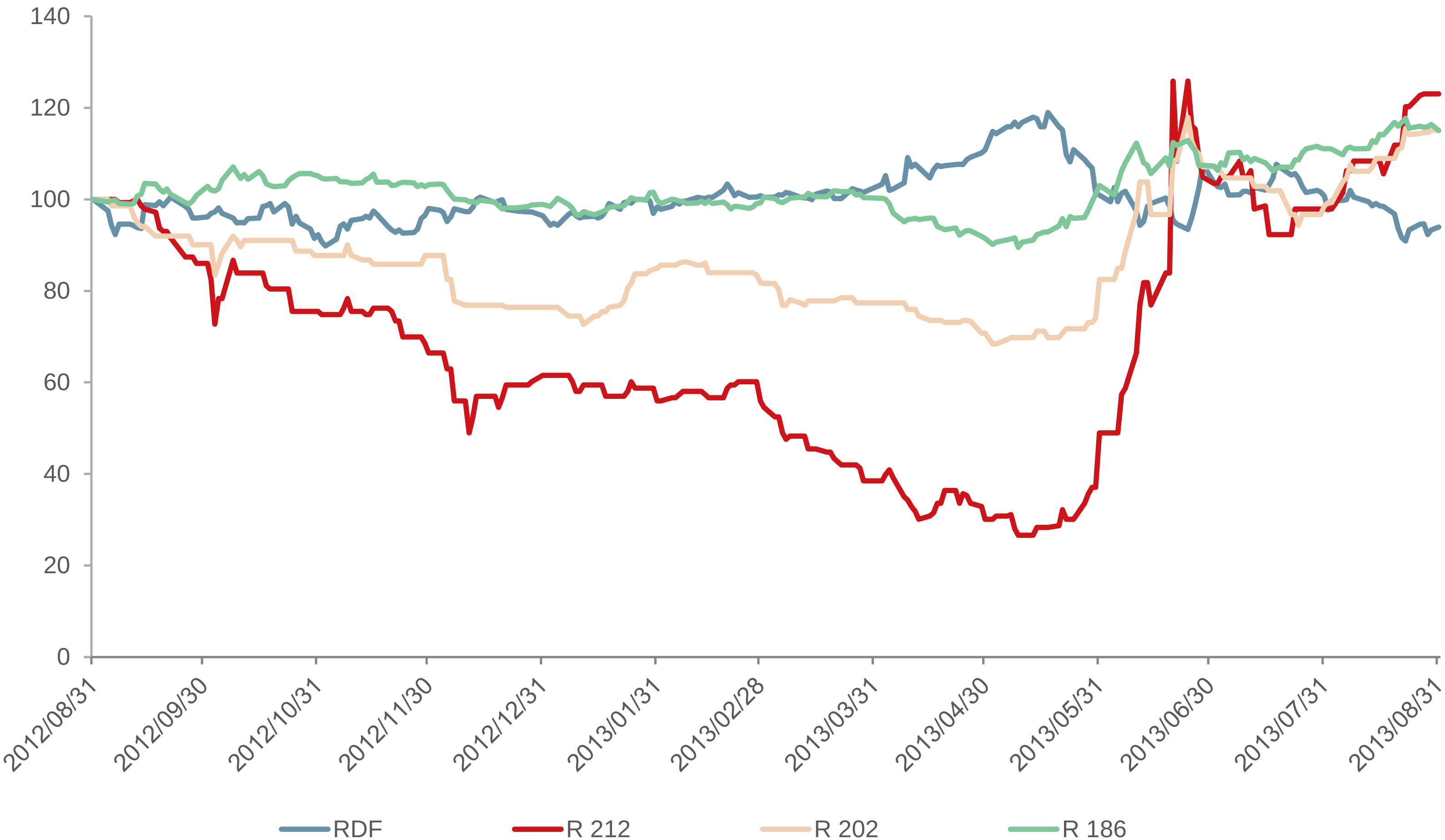
REDEFINE AND ASSET CLASS RETURNS
12 MONTHS TO END AUGUST 2013



Redefine's average monthly trade is R1.1 billion (around 4% of market capitalisation) and approximately 14%, by value, of the sector's monthly average trade

An equity investment in Redefine is akin to an inflation linked bond

REDEFINE'S UNIT PRICE TREND AGAINST BONDS



R202 – inflation linked bond maturing December 2033

R212 – inflation linked bond maturing January 2022

R186 – government bond maturing from December 2025 (redeemed over 3 years)



ASSESSMENT OF REDEFINE ON A STANDALONE BASIS
FOR THE 12 MONTHS TO END AUGUST 2013

	Group (cents)	Listed Securities (cents)	Redefine (cents)
Base information			
Net Asset Value	870.7	333.6	537.1
Market value 31 August 2013 per linked unit	916.0	364.6	551.4
Market value 25 October 2013 per linked unit	1 003.0	377.1	625.9
Distribution per linked unit	68.7	20.8	47.9
Historic yields			
Return on Net Asset Value			8.9%
Return on market value 31 August 2013			8.7%
Return on market value 25 October 2013			7.7%
Premium to Net Asset Value			
To market value 31 August 2013			1.03 X
To market value 25 October 2013			1.16 X
Total return			
Growth in Net Asset Value	69.3		
2013 distribution	68.7		
Capital and income return	**138.0**		
Total return on 2012 Net Asset Value	17.2%		

Redefine's core operations are undervalued

Property for people

We're not landlords. We're people.
www.redefine.co.za

REDEFINE PROPERTIES

PROSPECTS

Marc Wainer

PROSPECTS
REDEFINE'S 2014 OUTLOOK

REDEFINE PROPERTIES

- Recurring themes for 2014:
  - Subdued trading environment
  - Disproportionate increases in rates
  - Continued financial market volatility
- Redefine is well focussed to manage the variables within its control
- Continued improvement of the portfolio without diluting income
  - Disposal of government tenanted office portfolio
  - Acquisition of six properties for R3.4 billion concluded

Net addition R1.2 billion

- Anticipated growth in distributable income for 2014 at similar rate to 2013

These prospects have not been reviewed or reported on by the group's independent auditors

Restructured property asset base to benefit 2014

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REDEFINE PROPERTIES

QUESTIONS