

WINTON

# Winton builds neighbourhoods

ANNUAL REPORT  
2023

Management commentary  
(no financial statements)

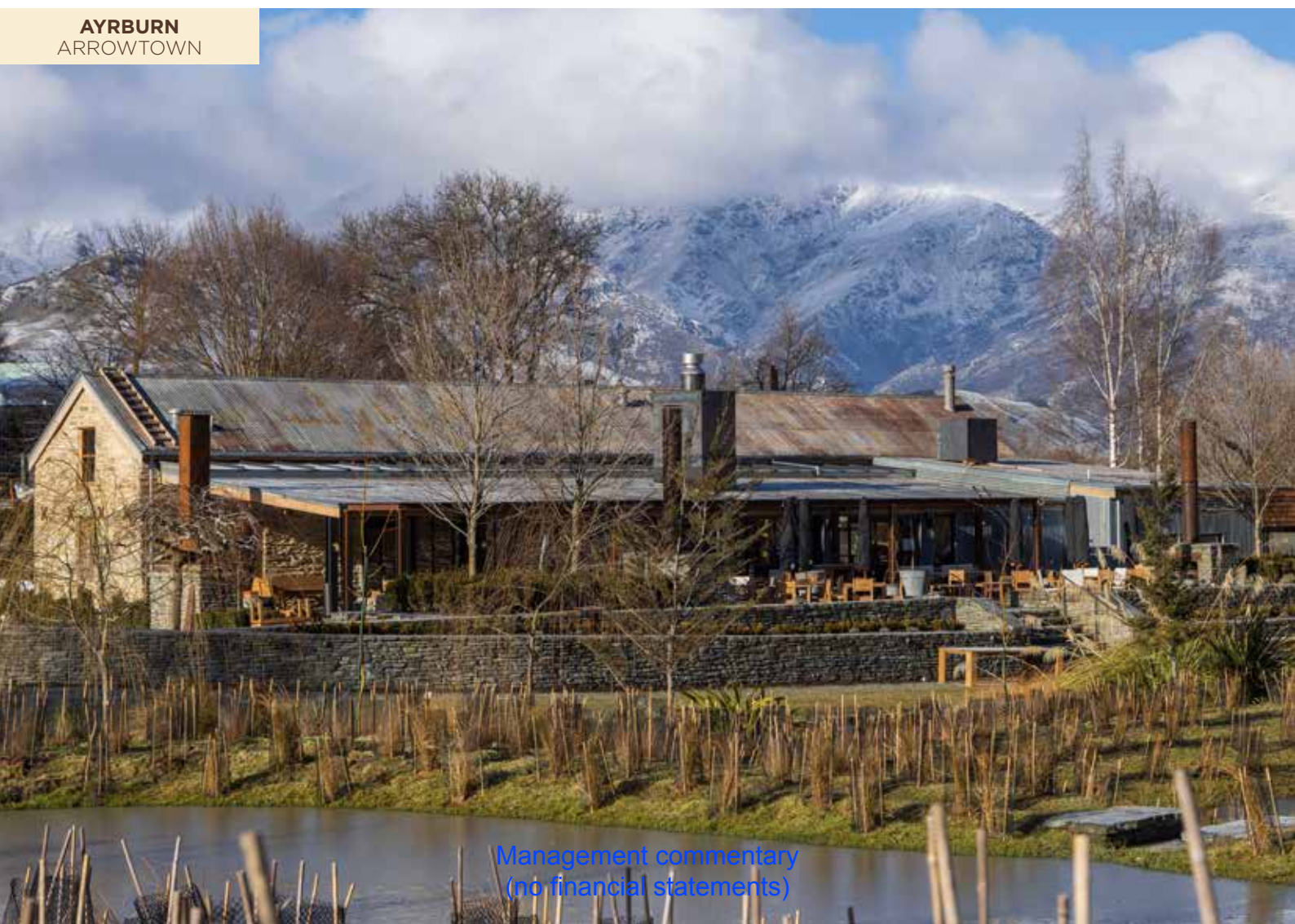


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**AYRBURN**  
ARROWTOWN



[Management commentary](#)  
(no financial statements)



# Key highlights

**\$211.4M**

REVENUE  
UP 32.5% ON FY22

**\$108.7M**

GROSS PROFIT

**51.4%**

GROSS PROFIT  
MARGIN

**\$64.6M**

NET PROFIT  
AFTER TAX

**30.6%**

NPAT MARGIN

**ZERO**

DEBT

**\$76.3M**  
CASH AND CASH  
EQUIVALENTS

**6,407**  
UNITS<sup>1</sup>  
LANDBANK YIELD

**78%<sup>2</sup>**  
OF PORTFOLIO  
(BY UNITS) ARE  
RESIDENTIAL LOTS  
LIMITING EXPOSURE  
TO CONSTRUCTION

**902**  
RETIREMENT  
LIVING UNITS YIELD  
ACROSS 5 LOCATIONS

**565**  
UNITS DELIVERED  
AND SETTLED

**65**  
EMPLOYEES

**\$419.3M<sup>3</sup>**  
OF GROSS  
PRE-SALES SECURED

**26**  
CURRENT PROJECTS  
**14**  
MASTERPLANNED  
COMMUNITIES

**520**  
TOTAL  
SHAREHOLDERS

1 Units comprise residential land lots, dwellings, townhouses, apartments, retirement living units and commercial units.

2 Target units to be developed from 1 July 2023 onwards on existing projects based on management estimates and masterplans current as at 30 June 2023. Target total units, target product mix and target settlement period may change, including due to planning outcomes and market demand.

3 Pre-sales are as at 30 June 2023.



# Letter from Chris Meehan

## CEO and Chair



A record year for delivery and settlements during the 12 months ending 30 June 2023 (FY23) resulted in post tax earnings of \$73.8 million<sup>1</sup> and \$211.4 million revenue, 32.5% higher compared to FY22 and attributable to 565 units<sup>2</sup> settling.

This is a significant effort by the team to deliver so many units and is the outcome of many years of preparation and development. The timing of delivery meant we settled more units than we ever have before and 116 units more than FY22, including land lots, dwellings, townhouses and apartments. Revenue was skewed to the second half, with 59.8% delivered in H2 FY23.

As a result of top-line growth, we delivered a gross profit of \$108.7 million and a gross profit margin of 51.4% compared to \$72.4 million and 45.4%, respectively, in FY22. Earnings before interest, tax, depreciation and amortisation (EBITDA) increased 88.1% to \$95.6 million compared to \$50.8 million<sup>3</sup> pro forma EBITDA in FY22. Net profit after tax (NPAT) was \$64.6 million, 78.6% higher than FY22 pro forma NPAT of \$36.2 million.

It has been a big year at Winton. We adapted to and completed our first full year as a listed company, delivered our largest number of units in a year, navigated an extremely wet construction season, launched sales for Northbrook Wynyard Quarter and received resource consent for three Northbrook locations. We also grew the Winton team to

65 people, predominantly to begin the resourcing of our Northbrook and Ayrburn business units. The team has taken it in its stride, and we are all collectively looking forward to the year ahead and the programme of work to be delivered.

As we have communicated over the past 18 months, the residential sales environment has been slower. The significant pre-sale book we had built up has done exactly what it was meant to and protected future revenue. We also locked in supply contracts well in advance to minimise the cost increases from supply chain issues and inflation, which reduced volatility within the cost of sales compared to some of our peers.

With a big year in settlements and a slower market, as expected, our pre-sale book has decreased to \$419.3 million. In a slower residential market, it is more difficult to get pre-sales as the traditional discount to buy off the plans is less appealing to buyers if they perceive the market may fall further during the time of construction. This strategy of discounted pre-sales is a natural hedge for potential defaults as we can often sell a property at the same price or better once completed.

Despite the market challenges, we are in a compelling and enviable position. We still have zero debt, cash holdings of \$76.3 million, and an existing landbank with a potential yield of over 6,000 units.

- 1 Post tax earnings of \$73.8 million were at the lower end of guidance (between \$72.4 million and \$82.4 million) being NPAT excluding H2 FY23 fair value revaluation of investment properties. A reconciliation can be found on page 16 of the investor presentation.
- 2 Units comprise residential land lots, dwellings, townhouses, apartments, retirement living units and commercial units.
- 3 Pro forma EBITDA is a non-NZ GAAP measure that includes pro forma adjustments. You can find a reconciliation to NZ GAAP measures in Winton's results presentation on page 32.



**ALTA VILLAS  
NORTHLAKE  
WANAKA**

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## Operational

Following on from a busy first half, in the second half, we delivered 346 units completing stage 3D at Lakeside in Te Kauwhata, stages 9-13 at Beaches Matarangi, stages 3-6 at North Ridge Cessnock, and stage 16 and the Duplex Townhouses at Northlake. This takes the total for the year to 565 units.

The Village Centre at Lakeside Te Kauwhata was completed at the end of the financial year. We already have some great tenants, including a supermarket, a childcare, a fitness centre, a barbershop, and the Kāinga Ora sales office. We look forward to seeing the Village Centre be put to great use and become a vibrant place for the community. At Lakeside, we also completed the design for the 60+ hectares of shared spaces in collaboration with Kāinga Ora and local iwi. We look forward to working on this during FY24.

In June we formally launched the Northbrook Wynyard Quarter offering after completing a full-sized show apartment and sales office. We couldn't be happier with how the launch went, with the concept of luxury later living taking hold and connecting with our target market. On the first weekend, we had over 400 people through the show suite. Strong numbers of people continue to visit and we are seeing good levels of sales contracts put in place. What resonated most with buyers is the ability to continue living the way they want and

within a five-star residence with stunning water views. We continue to deliver key milestones, which Julian has detailed on page 9.

At Ayrburn Arrowtown, we are nearing the end of construction and started hiring key personnel for when the hospitality precinct opens. Ayrburn will perfectly complement the luxury later living offering at Northbrook Arrowtown and provide a destination for many to enjoy.

At Sunfield, we continued progressing the 50 hectares of the property that is currently zoned future urban with a more traditional masterplan supported by current regulation. Meanwhile, we continue to pursue alternate legislative pathways to rezone the remaining c.150 hectares of the Sunfield land, including the Resource Management Act.

As previously communicated, Winton has issued proceedings in the Auckland High Court under the Commerce Act, alleging anti-competitive conduct by the Government housing agency Kāinga Ora. Winton is seeking Court declarations that Kāinga Ora's conduct is unlawful and in breach of the Commerce Act, and an order requiring Kāinga Ora to consider Sunfield for assessment under the UDA, as well as substantial damages for Kāinga Ora's conduct to date which were recently quantified in an Amended Statement of Claim. The provisionally assessed amount of \$138.5m in damages plus costs and interest represents Winton's view of the quantum of the loss it has suffered due to Kāinga Ora's alleged anti-competitive conduct. This is not a process that we have taken lightly, but we believe their current conduct is fundamentally flawed.



**LAKESIDE**  
TE KAUWHATA





**NORTHBROOK  
WANAKA**  
ARTIST IMPRESSION

Management commentary  
(no financial statements)



# Letter from Chris Meehan continued

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## Environmental, Social and Governance Update

This year, we have focused on building the foundation to drive and communicate our ESG framework and impact.

Most recently, our senior management team adopted a sustainability framework, with endorsement from the Winton Board of Directors (the Board). The strategy outlines our main focus areas within three pillars, reflecting the interconnection with Winton's business strategy and its ability to operate long into the future. The sustainability framework lays the foundation to minimise negative risks and deliver positive impacts to continue to create thriving neighbourhoods. We are proud of what we were already doing, but the framework brings more structure and focus on the areas where we can have the most impact.

In FY23, we completed our first emissions inventory for Scope 1, Scope 2, and some Scope 3 emissions. For our following inventory, we are working towards including more Scope 3 emissions and adding reduction targets.

In FY22, we initiated a process that would formalise our commitment to health and safety and create a structure fit for a growing company in our industry to keep employees, contractors, and our wider communities safe. In FY23, following a third-party company-wide health and safety review, we have created a proactive master health and safety system and specific plans for development and construction. Training is underway for people of all levels at Winton, and we look to formalising appropriate monitoring metrics during FY24.

During FY24, we will build on the initial work we have completed for climate-related disclosures, ensuring we meet all requirements for our first mandatory disclosure year ending 30 June 2024.

## Board Changes

In June, Winton Board member Anna Molloy announced her retirement from the Winton Board, effective from the close of 22 August 2023. On behalf of the Board and management, I would like to thank Anna for her invaluable contribution and commitment to Winton, particularly during the initial public offering (IPO) and Winton's transition to becoming a publicly listed company.

The Board appointed Steven Joyce as a Director to the Winton Board in June 2023. The Board has determined that Steven is an Independent Director and will hold office until Winton's 2023 Annual Meeting when he will retire and offer himself for election by the shareholders. Steven will take over the position of Chair of the Audit and Financial Risk Committee from 22 August 2023. We are delighted to have Steven join the Board. He brings a wealth of experience to Winton with his vast financial and economic skills and experience and pragmatic and strategic insight.

# Letter from Chris Meehan continued

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## Dividend

The Board declared a dividend of 2.16 cents per share for the six months ending, 30 June 2023.

This is in addition to the 2.06 cents per share dividend that was declared and paid for the first half of FY23, bringing the total dividend for the year to 4.22 cents per share, reflecting 20% of distributable earnings.

The dividend is in line with our dividend policy, updated in February 2023 to exclude any unrealised valuation movements in investment properties and within a pay-out ratio of approximately 20-40% of full-year distributable earnings.

## Market and Outlook

The New Zealand housing market has faced headwinds over the past eighteen months. However, as we head into FY24, there are strong indicators that the market is near to or at the bottom.

The housing market in New Zealand still has fundamental issues constraining the housing supply. We believe some homeowners will continue to struggle in the near term with higher interest rates and high inflation, but increasing immigration to New Zealand, constrained land supply, and upward sentiment of rental prices, will put compounding pressure on the already short housing supply.

The supply chain issues in the industry have cleared and the ongoing cost increases in building supplies have stopped. We have continued to see strain within the industry, with an 85% increase in construction industry insolvencies in FY23 compared to FY22. There will likely be more, particularly where businesses are highly leveraged. For Winton we continue to operate with financial discipline both on land acquisition and sales to enable us to thrive through the cycle and use it to our advantage as we build prominence in the New Zealand property industry. In the current economic turbulence, Winton is a financially stable, experienced and trusted developer, delivering reliable, high-quality product. For all those reasons, builders want to work for us and price accordingly.

As I stated earlier, results for FY23 were the outcome of a number of years of development and due to completion timing, a standout year for settlements and revenue recognition. Looking ahead to FY24, the timing of completed units and the type means revenue will be lower than FY23. Going forward we will naturally keep the market informed of our plans and progress with the business but do not expect to provide formal guidance, to enable us to better focus on operating the business for maximum long-term shareholder value.

We have an exciting year ahead and thank you for your continued support as we deliver on our growth plans. We are here to provide value to our shareholders but without our employees, customers, contractors, regulatory bodies, and investors, we wouldn't be able to do that.



**Chris Meehan**  
Chair and CEO

<sup>3</sup> Refer to reconciliation on page 8.





**JIMMY'S POINT  
LAUNCH BAY**



# Financial Commentary

For the 12-month period ending 30 June 2023, Winton produced a record year of delivery, with 565 unit settlements. In delivering a record year of settlements, FY23 revenue was \$211.4 million, up 32.5% compared to \$159.5 million in FY22.

Revenue was lower than Winton's Prospective Financial Information (PFI) included in the PDS by 38.7%, a result of inclement weather conditions in FY23, with timing of project completion delayed until FY24. The volume of units varies from year-to-year depending on the number and size of projects under development and the development lifecycle of each project, the staging of construction works, the level of pre-sales and the underlying market.

Cost of sales reflects the cost of the land and to develop the land and property for sale. In FY23, Cost of sales was \$102.7 million, up 17.9% from \$87.1 million in FY22. Costs of sales are recognised in alignment with revenue; therefore, the increase is reflective of both a 25.8% increase in the volume of units settled, and a 6.0% improvement in Gross Profit Margin.

Gross profit was \$108.7 million, up 50.1% compared to FY22. Gross Profit Margin for FY23 was 51.4% compared to 46.6% in PFI and 45.4% in FY22; due to a higher average margin from the product mix settled during FY23. Margins on land lot settlements are typically greater than dwellings and apartments for Winton.

Earnings were at the lower end of guidance (between \$72.4 million and \$82.4 million), being NPAT excluding any unconfirmed fair value revaluation of investment properties for FY23, with post tax earnings totalling \$73.8 million for the period. A reconciliation is provided below.

NPAT RECONCILIATION TO FEBRUARY 2023 GUIDANCE	2023
Statutory NPAT	\$64.6m
Fair value adjustment H2 ended 30 June 2023	\$8.7m
Tax impact of fair value adjustment H2 ended 30 June 2023	\$0.5m
NPAT excluding H2 FY23 fair value revaluation of investment properties	\$73.8m

Rental income has increased significantly in the year as a result of the purchase of Cracker Bay (formerly Pier 21) and the tenanting of Lakeside Commercial totalling, \$3.7 million. Selling expenses were 12.6% lower than FY22 as a function of reduced marketing spend, as cost was focussed on completed projects and the Northbrook brand during the year. Administrative expenses were increased due to additional headcount and new litigation in FY23.

Profit after income tax for the period was \$64.6 million compared to \$31.7 million in the comparative period but lower than the PFI of \$98.8 million.

As at 30 June 2023, cash and cash equivalents were \$76.3 million, compared to \$204.8 million on 30 June 2022, with the decrease in balance a result of the use of capital raised during the IPO of \$350 million for developments and expansion of the business. Total assets were \$590.6 million and total liabilities were \$80.2 million.



# Northbrook Update



**Julian Cook**  
Director of Retirement

## Northbrook offers luxury later living in five exquisite locations near the water's edge.

Northbrook targets the high-end niche of New Zealand's growing and aging population that has been underserved by the existing large-scale operators. Every Northbrook location has independent residences and hospital-level care within Northbrook.

Northbrook residents can expect a five-star lifestyle with spacious and private residences, superior dining experiences, premium care facilities if needed, and luxurious facilities and amenities, including a fully equipped gym, yoga studio, heated pool, spa pool, infrared sauna, and garden areas. Each location will have unique facilities and amenities, like the Northbrook Wynyard Quarter's private marina and the Northbrook Wanaka wood workshop.

The first five locations have a total yield of 902 units, including independent residences, serviced units and care suites. The standard terms under the Northbrook Occupational Right Agreement will provide a 30% Deferred Management Fee over a four-year period for independent living residences and a 30% Deferred Management Fee over a two-year period for care suites.

# Northbrook



# Northbrook Update continued



After three years of designing Northbrook to fulfil the luxurious brand vision and enable efficient construction and operations, FY23 saw us move ahead into construction and pre-sales.

We now have resource consent for three locations; Wynyard Quarter, Wanaka, and Avon Loop in Christchurch. An amendment is underway for an existing resource consent at Northbrook Arrowtown and we are well progressed on an amendment for our existing Launch Bay resource consent.

The FY23 highlight at Northbrook was the launch of Northbrook Wynyard Quarter pre-sales and the opening of the show apartment and sales office. This entailed building a full-size apartment for potential buyers to experience the sophistication and spaciousness of a Northbrook residence.

We had hundreds of people through the suite during the opening weekend and were delighted with their response. The feedback was that there wasn't anything like this in New Zealand targeting the top of the retirement market, the fit-out was exceptional with fine finishing and thoughtful design, and the amenity within Northbrook and the associated Cracker Bay created a lifestyle they couldn't imagine anywhere else. Strong interest has continued and translated into initial sales. We look forward to construction starting at Northbrook Wynyard Quarter in Q2 of FY24.

Northbrook Wanaka is positioned alongside Winton's Northlake community and surrounded by southern beauty. The show suite at Northbrook Wanaka is nearing completion, and we look forward to welcoming people to it in early September.

**NORTHBROOK**  
AVON LOOP



**Northbrook**

Management commentary  
(no financial statements)

# Northbrook Update continued



Resource consent was recently received for Northbrook Avon Loop in Christchurch. The 15,139 sqm site is in central Christchurch on Oxford Terrace and alongside Avon River, with beautiful park surrounds akin to those throughout Christchurch. Detailed planning is underway, and we look forward to opening the show suite in 2024.

The Northbrook team is growing to resource sales and operations. We have hired a General Manager of Operations, a Head of Clinical, a National Sales Manager and sales teams for Wynyard Quarter and Wanaka. We also utilise the marketing and design expertise of the Winton team. We will continue to build the team appropriately, pacing with sales launches and operational requirements.



Northbrook	Location	Project status	Pre-selling	Independent and Serviced Retirement Units	Care Suites	Total Units and Suites
Wynyard Quarter	Auckland	Resource consent granted, show suite complete, works to commence FY24	Yes	119	35	154
Wanaka	Wanaka	Resource consent granted, works underway, show suite nearly complete	Commencing	96	32	128
Arrowtown	Arrowtown	Resource consent granted (amendment underway), works underway and show suite under construction	Coming soon	173	23	196
Launch Bay	Auckland	Resource consent submission underway	No	175	39	214
Avon Loop	Christchurch	Resource consent granted	No	178	32	210
<b>Total</b>				<b>741</b>	<b>161</b>	<b>902</b>

## Northbrook



# Completed Projects

## Ovation Launch Bay

The Ovation is a boutique waterfront development comprising two townhouses and nineteen apartments overlooking Catalina Bay in Winton's Launch Bay neighbourhood at Hobsonville Point.

Its northerly, elevated position captures the sun and maximises the site's magnificent harbour views. Designed to bookend the Oval green space, the Ovation is set amidst the trees at the harbour's edge.

The Ovation's exterior perfectly complements its spectacular setting with earth-toned stone and warm, natural timbers. The inclusion of brick embraces the brick manufacturing heritage of the area and pairs well with aluminium cladding made from 80 percent recycled material.

Each apartment has an exceptional outdoor area and access to the shared garden on the northern aspect of the Ovation, overlooking the water. The luxurious two and three-bedroom apartments range from 117 sqm to 130 sqm with floor-to-ceiling windows beneath a 2.7 metre stud height, with exquisitely crafted interiors by the award-winning Stewart Harris, Principal of Macintosh Harris.

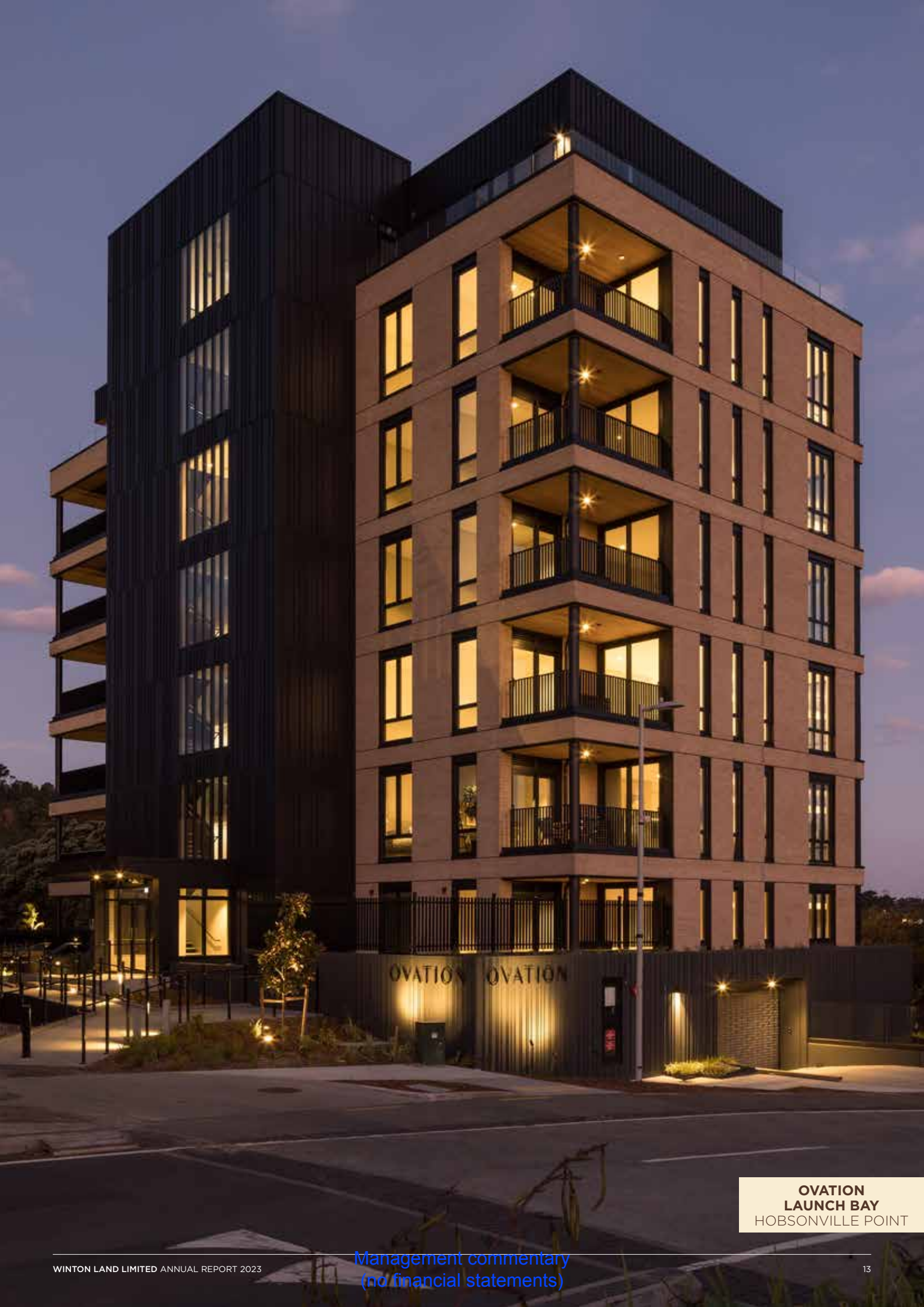
On the top level is the full-floor stunning penthouse overlooking the Waitematā Harbour and designed for luxurious comfort with four bedrooms, four bathrooms, and a wrap-around 120 sqm patio.

The Ovation's perfect location means an absolute waterfront position bordering Launch Bay's grass oval, once the host of military parades, and a short walk along the Hobsonville Point boardwalk to the ferry and the cafés at Catalina Bay.

After years of planning and construction, the Ovation Apartments were completed in December 2022 and are a welcomed addition to the Launch Bay community alongside other completed Winton projects, including the Officer Houses, Oval Houses, and Marlborough Apartments.



**OVATION  
LAUNCH BAY**  
HOBSONVILLE POINT



**OVATION  
LAUNCH BAY**  
HOBSONVILLE POINT



# Completed Projects continued

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## Duplex Townhouses Northlake

The vision for the 28 Duplex Townhouses in the heart of Winton's Northlake neighbourhood in Wanaka was for two-level homes with beautiful views from every master and a uniform architectural frame to the central recreation reserve. And that is precisely what was delivered.

Local architects 360 Architects brought the vision to life and construction of these high-quality and popular homes started in the second half of 2021. They were built in tranches of 10 homes at a time, supporting a rolling build and settlement program over two years.

The three and four-bedroom, 2.5 bathroom homes were completed with landscaping and fencing and offered a low-maintenance lifestyle that appealed to many, including younger couples, small families, and owners choosing to let both long and short-term. These homes had significant interest from the moment they launched in 2021. As well as the efficient floor plan and design of these homes, buyers



**NORHLAKE**  
WANAKA

loved the location of these homes with the 12,000 sqm recreation reserve across the road and the Village Centre just a few minutes walk down the road.

Northlake's masterplan is founded on Winton's belief that diverse and connected neighbourhoods create thriving communities. At Northlake, we have incorporated a range of housing types to serve the needs of a diverse range of buyers and residents, and the Duplex Townhouses have complemented this strategy.

All properties are sold and settled, with the last tranche of homes being completed in June 2023.

*"The Duplex Townhouses create this architectural frame around the recreation reserve at Northlake. They are such an excellent addition to the range of homes we have at Northlake and the buyers couldn't be happier."*

DUNCAN ELLEY - GENERAL MANAGER, PROJECT DELIVERY





# Completed Projects continued

## River Terrace

Just 3 kms out of Cromwell and down Sandflat Road is River Terrace, Winton's boutique lifestyle neighbourhood.

The vision was to offer a small number of large sections within a thoughtful masterplan for those that wanted more space but wanted to remain within a community. The completed development has lived up to the vision with 17 lots ranging from 1.32- 3.92 hectares and the flexibility to allow for spacious homes and multi bay workshops/sheds for work or play.

River Terrace is enveloped by spectacular mountain vistas and close to everything the region offers, whether on the bike trails, on the water or enjoying the art galleries, artisanal delicacies, and award-winning wineries. Lake Dunstan is close by, Kawarau River is over the road, just across the bridge is Bannockburn, and in 45 minutes residents can be in Queenstown.

The landscaping and boundary structures are integral to River Terrace, with green borders and character fencing consistent with the natural material palate and the vernacular of the surrounding Central Otago environment. They include timber post and rail fencing, a local schist stone wall, and extensive planting of ~3,500 natives and ~4,500 exotic plants, creating a continuous green buffer and contributing to better ecology and biodiversity.

Construction started in 2021, along with sales for the first stage. Of the 17 lots, 15 were sold as bare land for buyers to design and build their southern oasis. Winton built two expansive homes, each with four bedrooms, a study, a media room, three bathrooms, and a five-bay workshop/shed.

River Terrace attracted much interest as potential buyers dreamed of creating a lifestyle in such a beautiful part of New Zealand. There was a real mix of buyers, including locals and people moving to the area from Christchurch, Auckland, and the wider region.

*"The design of River Terrace enabled a lifestyle of expansive space and easy connection with everything the region offers, but within a community. We couldn't be prouder of the result and look forward to watching the development become a thriving community as buyers build their dream homes and become residents."*

LAUREN CHRISTIE - GENERAL MANAGER QUEENSTOWN

**RIVER TERRACE**  
CROMWELL





**RIVER TERRACE  
CROMWELL**



# Winton ESG

## Creating thriving neighbourhoods

Winton's vision is to set the standard as a world-class property group that creates thoughtful masterplanned neighbourhoods that are best by design. We are dedicated to creating more sustainable, connected, and vibrant urban communities, providing a lasting legacy for future generations.

Winton is on a sustainability journey and is focused on delivering significant milestones over the next 2-3 years, driven by the sustainability framework adopted by the senior management team and endorsed by Winton's Board of Directors.

The three pillars of our sustainability strategy are Thriving Planet, Thriving People, and Sustainable Future. They are naturally interrelated and integrated into our business strategy. Every pillar is about mitigating potential negative impacts on or from our operations, delivering positive impacts by creating thriving and resilient communities and more sustainable lifestyles.

One of Winton's biggest positive impacts comes from increasing New Zealand's housing supply within thoughtfully designed masterplanned neighbourhoods, with high-quality homes, where nature is celebrated and shared green spaces and walkways are abundant for all to enjoy.

Winton creates high-quality, well-planned, well-designed and well-built developments that are more resilient to climate change and provide real amenity and harmony to our communities, thereby contributing to the overall wellbeing of those living, working, and playing in our neighbourhoods.

Greenfield land development allows us to enhance the ecological value significantly. When we look for new sites, we seek sites with natural features we can improve and evolve to benefit the lifestyles of those living within a Winton neighbourhood. Any one of our developments could include stream restoration, revegetation, wetland development, park development, and every development incorporates shared spaces, comprehensive street planting, and landscaping, creating new ecosystems and enhancements to others. By doing so, we firmly believe there is significant social value to those that live, visit and work within Winton neighbourhoods.

The three pillars include the material ESG factors we determined as the most important for our initial framework. The following material factors have been determined using resources such as SASB Standards, Climate-Related Disclosure NZ Standards and internal engagement with senior management, key business leaders and the Board of Directors.



TO DATE, WE HAVE PLANTED OVER  
**238,000**  
**TREES AND**  
**PLANTS**  
IN WINTON NEIGHBOURHOODS

AND DELIVERED  
**~270,000 SQM**  
IN SHARED SPACES



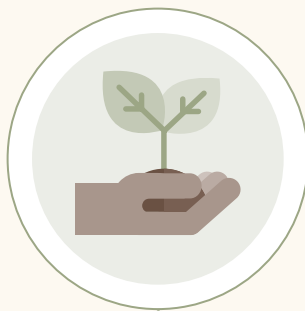
# Sustainability framework

Our vision is to set the standard as a world-class property group that creates thoughtful masterplanned neighbourhoods that are best by design.

By focusing on the three pillars of this framework, we deliver more sustainable, connected, and vibrant urban communities, providing a lasting legacy for future generations.

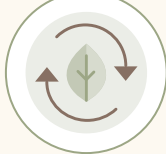
## Creating thriving neighbourhoods

### THRIVING PLANET

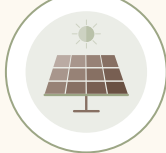


#### ENVIRONMENTAL FOCUS

##### NATURE AND POLLUTION



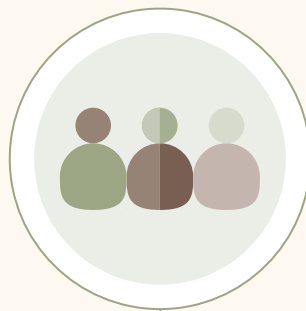
##### CLIMATE ACTION



##### RESOURCES AND MATERIALS



### THRIVING PEOPLE



#### SOCIAL VALUE FOCUS

##### VIBRANT AND RESILIENT NEIGHBOURHOODS



##### WELLBEING



##### COMMUNITY INCLUSION



### SUSTAINABLE FUTURE



#### COMMERCIAL FOCUS

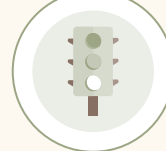
##### ECONOMIC PROSPERITY

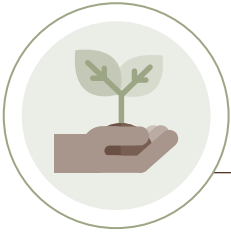


##### BUSINESS MODEL RESILIENCE



##### SOCIAL LICENSE TO OPERATE





# Thriving planet

## COMMITMENTS

1

PROTECT AND RESTORE NATURE

6

RESTORE OR REUSE BUILDINGS WHERE PRACTICAL

10

USE BEST PRACTICE TO AVOID ENVIRONMENTAL BREACHES

2

ENABLE LOWER CARBON LIFESTYLES

7

BUILD HIGH-QUALITY BUILDINGS TO LENGTHEN THEIR LIFETIME AND REDUCE WASTE LONG-TERM

11

ADAPT TO AND DO OUR PART TO MITIGATE CLIMATE CHANGE

3

MAINTAIN AN EMISSIONS INVENTORY SYSTEM

8

INFLUENCE SUSTAINABILITY IMPACTS OF CONTRACTORS, SUPPLIERS, TENANTS, AND EMPLOYEES

12

USE INNOVATION AND TECHNOLOGY FOR BETTER SUSTAINABILITY OUTCOMES

4

REDUCE CARBON EMISSIONS AND WASTE TO LANDFILL

9

COMPLY WITH ENVIRONMENTAL LAWS

5

DESIGN FOR RESOURCE EFFICIENCY





# Thriving planet continued

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## FY23 positive impacts

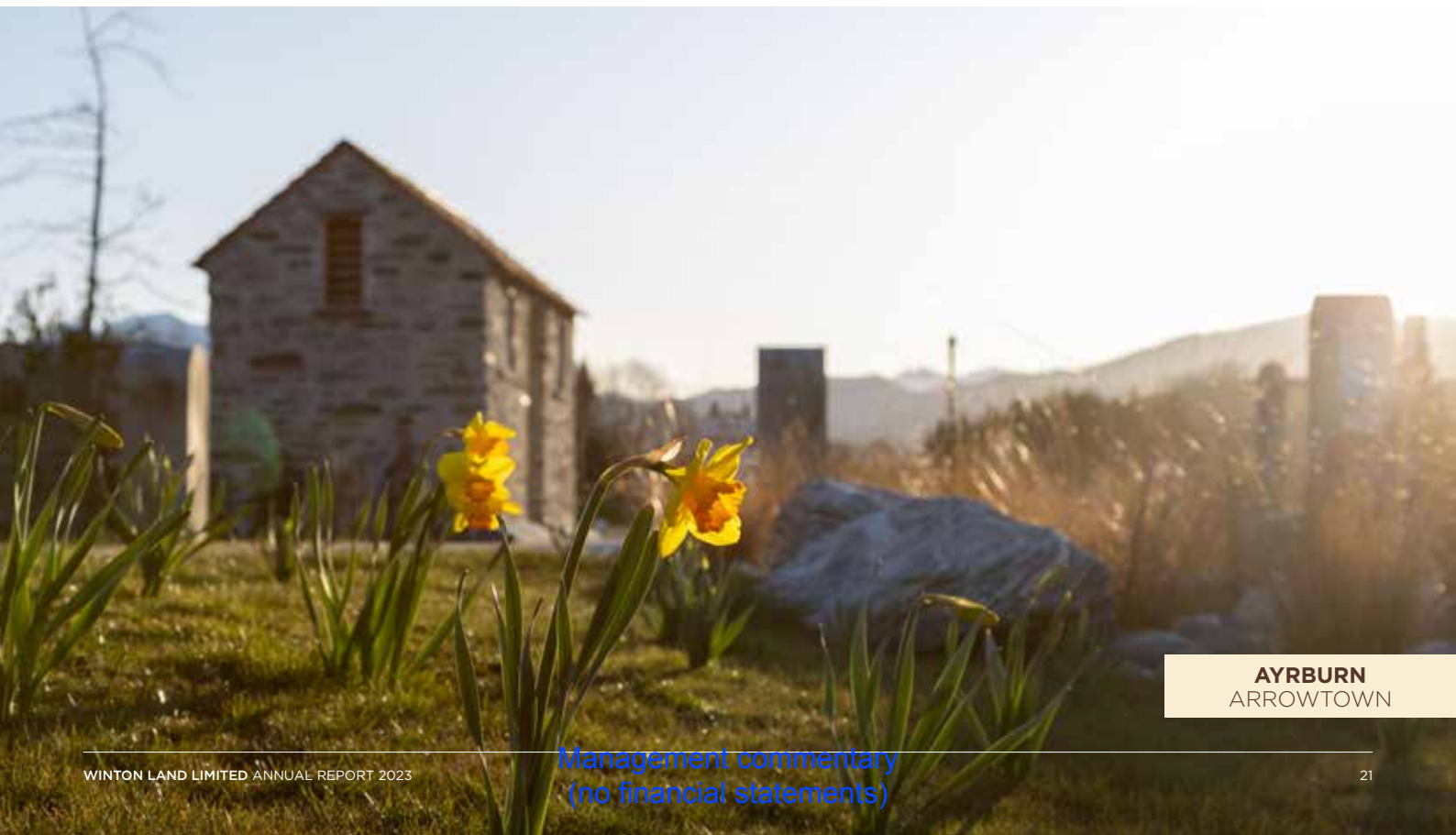
- Completed Winton's first emissions inventory including Scope 1, Scope 2 and some Scope 3 emissions, audited and verified by Toitū.
- Incorporated sustainability considerations into new vehicle and equipment acquisitions so lower emission vehicles and electric tools are purchased when fit for purpose.
- Planted over ~33,000 trees and plants, which included 5,000 at Beaches Matarangi and 7,000 native kānuka trees at Northlake Wanaka.
- Created four wetlands at Beaches Matarangi with comprehensive planting, including pōhutukawa, kōwhai, māhoe, mānuka, flax, and various rush varieties.
- Created two manmade lakes at Beaches Matarangi, which act as a stormwater solution and created positive ecological environments from the abundance of planting around the circumference.
- Continued a tree planting and pest trapping initiative with local Iwi group Mana Tāhuna, planting over 2,000 trees over 3 hectares at Ayrburn Arrowtown.
- Observed positive outcomes following significant revitalisation steps over the past four years to improve stream health, wildlife, and biodiversity at Ayrburn

Arrowtown. Initiatives included fencing to exclude stock from the creek within Ayrburn and creating riparian margins by planting 800 metres along the creek with 30,000 native plants. Early data shows a reduction in sediment as water travels through Ayrburn.

- Restored 719 sqm of heritage buildings, celebrating and remediating their unique character, but also making them structurally sound to be enjoyed long into the future.
- Assisted local iwi in Te Kauwhata with their funding application to plant kahikatea trees at Lakeside.
- Became a member of the NZ Green Building Council (NZGBC).

## FY24 focus

- Determine carbon intensity metrics and set emission reduction targets.
- Formulate an emissions reduction plan.
- Climate-related disclosures implementation.
- Create Winton sustainability standards for design and development.



**AYRBURN**  
ARROWTOWN

# Thriving planet continued

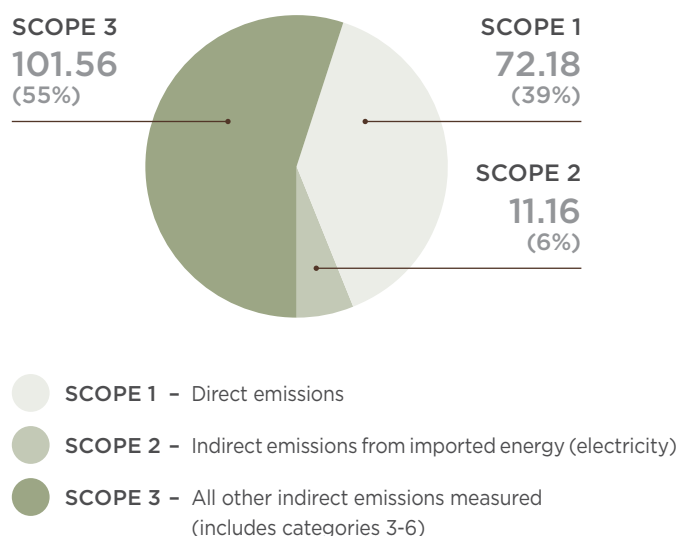
## Our emissions footprint

During FY23, Winton measured its emissions for the first time to ISO 14064-1:2018, which was audited and verified by Toitū and certified under the Toitū carbonreduce certification. In our first inventory, we set the inventory boundary to all Scope 1 and Scope 2 emissions and some Scope 3 emissions, where we were able to calculate associated emissions accurately.

FY22 MEASURED EMISSIONS (tCO <sub>2</sub> e)	
<b>SCOPE 1</b>	
Category 1: Direct emissions	72.18
<b>SCOPE 2</b>	
Category 2: Indirect emissions from imported energy	11.16
<b>SCOPE 3</b>	
Category 3: Indirect emissions from transportation	95.11
Category 4: Indirect emissions from products used by organisation	6.45
<b>TOTAL GROSS EMISSIONS</b>	<b>184.90</b>
Category 1: Direct removals	-
Purchased emission reductions	-
<b>TOTAL NET GHG EMISSIONS</b>	<b>184.90</b>

Winton's main drivers of emissions for Scope 1 and Scope 2 are fuel use for transportation and electricity use. However, we expect the profile of our second-year emissions to be different to reflect a full year of post-COVID business without lockdowns, the growing business and number of employees, and additional Scope 3 emissions. We expect Scope 3 emissions to be exponentially more than Scope 1 and Scope 2 combined as Winton's business model means external contractors complete all onsite works and construction, and therefore sit within Scope 3 emissions.

During FY24, we will work on Scope 3 emissions measurement, determine relevant intensity metrics for the Winton business, set appropriate emission reduction targets and develop an emissions reduction plan to meet those targets.







**SUNFIELD**  
PAPAKURA



**SUNFIELD**  
PAPAKURA

# Thriving planet continued

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## Climate-Related Disclosures

Winton understands the importance of identifying climate-related risks and opportunities for adapting to climate change and transitioning to a lower emissions economy. Aligned with Winton's three strategic sustainability pillars, Winton will mitigate risks and maximise opportunities.

Winton's first mandatory disclosure is for the year ending 30 June 2024, however, we have completed and disclosed initial steps within this report. Winton may utilise the provisions in Climate Standard 2 which would mean Winton would be fully compliant by FY26 at the latest.

Winton has implemented an ESG governance structure, of which climate-related risks and opportunities are a significant part. This ensures the integration of climate-related risks and opportunities within the broader sustainability framework.

### ROLES AND RESPONSIBILITIES

<b>BOARD</b>	Oversees ESG, including climate-related risks and opportunities. Reviews and approves the direction and monitors progress against targets.
<b>SENIOR MANAGEMENT</b>	Assesses and manages ESG, including climate-related risks and opportunities. Reports on programme performance and progress.
<b>CFO AND GM CORPORATE SERVICES</b>	Day-to-day oversight of ESG matters, Chief Financial Officer specific focus on climate-related risks and opportunities and NZ CS standards.
<b>SUSTAINABILITY WORKING GROUP</b>	Led by our Sustainability Manager and will meet at least monthly. The working group is made up of Chief Financial Officer, GM Corporate Services and key business unit managers. The Working Group shapes, monitors and coordinates our sustainability programme across the business, involving others for specific workstreams.

## Board's role

Winton's Board of Directors is the governing body of climate-related disclosures.

ESG matters are reported to the Board quarterly by senior management, including progress against the Board-supported sustainability framework, including climate-related risks and opportunities.

Winton's Board established a risk management framework that includes a list of material risks faced by Winton, of which climate change is included.

The Board delegates the responsibility to the senior management team to ensure the appropriate skills and competencies are available to manage climate-related risks and opportunities.

The Board also receives information about climate-related risks and opportunities as part of Winton's due diligence process for new acquisitions.

The Board has agreed to a work plan to meet the climate-related disclosure requirements in the timeframe set out in Climate Standards 1, 2, and 3, including setting metrics and targets. Once those metrics and targets are in place, the Board will monitor the progress quarterly as part of the ESG agenda item.

Senior Management will present the assessment of climate-related risks and opportunities at least annually to the Board.



# Thriving planet continued

## Management's role

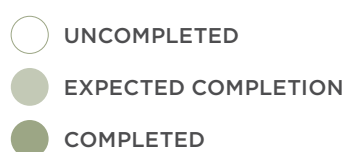
The management team is involved in assessing and managing ESG matters, including climate-related risks and opportunities. The Chief Financial Officer and GM Corporate Services have day-to-day oversight. The table on page 24 shows the relevant groups' structure and responsibilities.

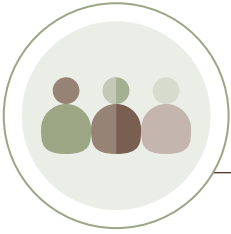
Management is informed about, makes decisions on, and monitors ESG matters monthly, including climate-related risks and opportunities. The integration of climate-related risks and opportunities into business strategy and operations means decisions and management involvement also occurs within the workstream of a project.

The Sustainability Working Group shapes, monitors and coordinates Winton's sustainability programme across the business.

All Winton employees, contractors and suppliers share the responsibility of implementing and delivering on Winton's sustainability framework, including meeting the requirements of the climate-related standards.

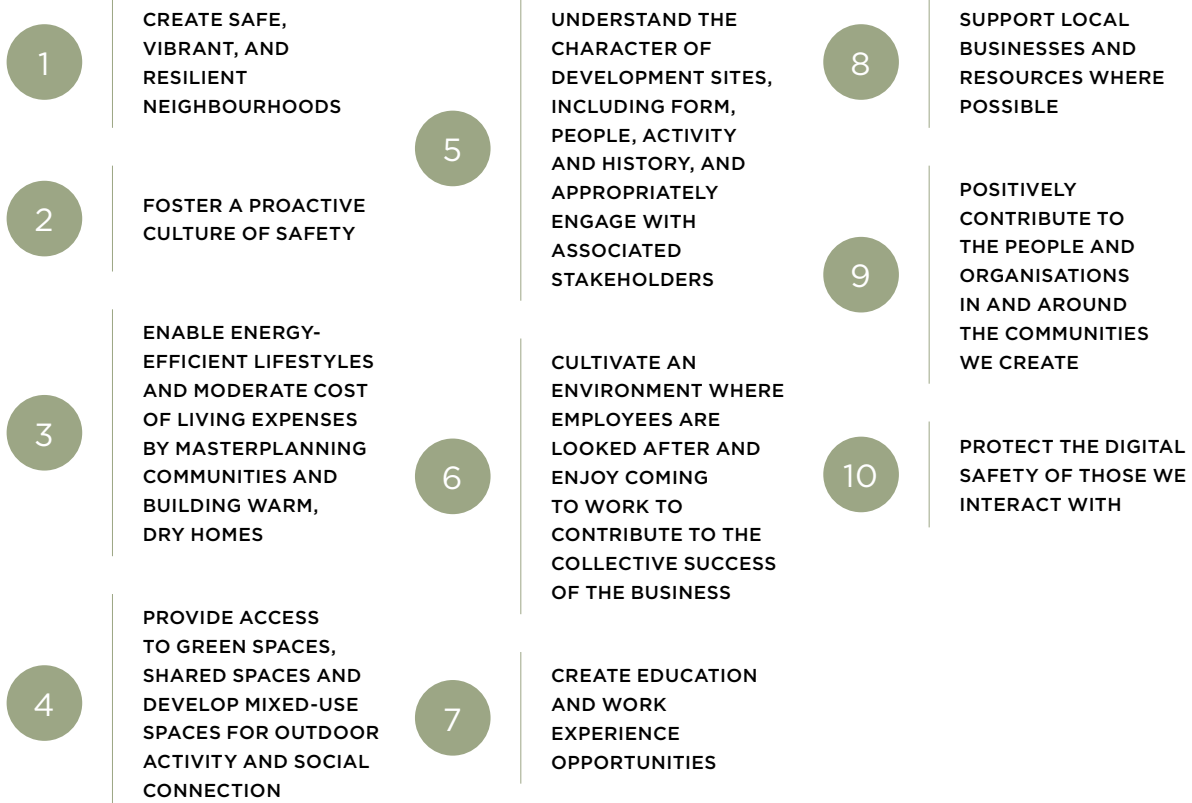
OUR DISCLOSURE PROGRESS		FY23	FY24	FY25	FY26
<b>GOVERNANCE</b>	Disclose the organisation's governance and management structure overseeing and managing climate standards.				
<b>STRATEGY</b>	Disclose current impacts and financial impacts, scenario analysis undertaken, climate-related risks and opportunities over the short, medium, and long-term, anticipated impacts and financial impacts and transition plan aspects of Winton's strategy.				
<b>RISK MANAGEMENT</b>	Disclose how the organisation identifies, assesses, and manages climate-related risks and how they are integrated into its overall risk management processes.				
<b>METRICS AND TARGETS</b>	Disclose the metrics and targets used to assess and manage relevant climate-related risks and opportunities.				





# Thriving people

## COMMITMENTS



## FY23 positive impacts

- Delivered 565 units, comprising of residential land lots, dwellings, townhouses, apartments, retirement living units and commercial units.
- Supported local businesses, with 93% of our top 20 onsite contractors local to the contracted project.
- Made \$11.7 million in development contributions that go toward improving infrastructure and towards long-term growth of the community. The projects they go towards could be anything from a water or wastewater initiative, a library, or community centre.
- Through donations and sponsorships, we contributed \$96,000 to the communities we operate in or areas in need in New Zealand, including:
  - Donating building supplies to the value of \$64,000 to Te Aitanga a Mahaki iwi to help rebuild flood-damaged properties in the Te Karaka, Gisborne community.
  - In association with the tree planting initiative at Ayrburn, Winton donated \$8,600 to the Mana Tāhuna Charitable Trust to help improve the wellbeing and health of families and individuals in the Tāhuna Queenstown community.
- Winton, alongside Kāinga Ora, engaged with the Te Kauwhata community around the design of a further 60 hectares of open space reserves at Lakeside. The significant-sized area incorporates an iwi reserve and the remaining three playgrounds, the largest of which has been designed to mirror the Matariki star cluster and the local iwi's proposed planting area of kahikatea trees. In FY23, the design was completed, and resource consent was granted. Works will occur in FY24.
- Installed street signage at Lakeside Te Kauwhata that reflects culturally significant historic places and people in the Te Kauwhata community. This was the outcome of a two-year collaboration with local iwi and Waikato District Council to amend the existing pool of names that had little cultural significance or historic meaning.



# Thriving people continued

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- At the completed Longreach Cooks Beach Winton community, we worked with local iwi, Thames Coromandel District Council, and Heritage New Zealand to agree on a heritage management plan for two large reserves containing archaeological features. The archaeological sites consist of Māori garden soils, shell midden, and a toolmaking flaking floor. The Heritage Management Plan sets out appropriate management principles and actions to ensure the archaeological sites are cared for so that their meaning and importance are conserved for present and future generations. The plan identifies appropriate landscaping, plantings, and access routes, and enables the installation of interpretation of the Māori cultural landscape. The planting to protect these archaeological sites will be completed in FY24.
- Completed Health and Safety (H&S) audit and made significant headway in creating a robust H&S structure for the growing Winton organisation to keep employees, contractors, and our wider communities safe, including a Master H&S system and specific plans for development and construction. Refer to the H&S section that follows for more detail.

- Design accepted for Northbrook Wynyard Quarter Homestar 6 rating under Homestar v4.1.
- Completed internal Winton cyber security audit, with recommended improvements implemented over the year.

## FY24 focus

- Implement cyber security and data privacy policy.
- Implement modern slavery policy.
- Create guidance for Winton's sponsorship, donations, and community engagements to focus on the communities we operate in.
- Further community inclusion possibilities in the design of Winton neighbourhoods.
- Determine appropriate H&S metrics to monitor performance and implement for FY24.



**NORTHLAKE**  
WANAKA

# Thriving people continued

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## Health and Safety

Winton's internal Health and Safety Committee (with Board oversight) monitors and manages health and safety risks within the organisation, including through its supplier relationships. Winton adopts a systematic approach to managing health and safety risks and has comprehensive health and safety documentation in place.

Winton has continued developing its health and safety systems and procedures to align with the business's activities and industry best practice. A master health and safety system has been refined, and risk registers have been developed for each business unit in recognition of the diverse nature of Winton's business activities. Following an external expert consultant review, recommended refinements have been incorporated into the management system. Training has been arranged for all relevant persons in the business, from Board Members to Development Managers and support staff, to ensure a good level of understanding and skill level is maintained in the health and safety space.

In the last year, Winton has developed a bespoke system to manage contracted works in both the land development and vertical build space; this has included providing formal

guidance through tendering conditions, and pre-qualification guidelines to prospective contractors in the tendering and procurement phase. Development Managers have also been inducted into the system to ensure all Winton development staff are managing works contracts to follow legislative requirements and industry best practice. This system requires strong communication and reporting across the design, procurement, and contractor management phases of projects.

Technology has also played a part in advancing the health and safety management of Winton's businesses, with the Landscape Maintenance Teams utilising an online app to record, report, and communicate with office staff to ensure that teams working remotely can quickly and effectively convey any safety issues or concerns that occur.

Winton will continue fine-tuning its health and safety systems with regular committee meetings and stakeholder engagement.

During FY23, no notifiable events to WorkSafe NZ have occurred in respect of Winton's employees, and all of Winton's contractors on each respective site are required to fully report all notifiable incidents not only to WorkSafe NZ but to Winton as part of their extensive contractual health and safety obligations.



**AYRBURN  
ARROWTOWN**





**LAUNCH BAY  
TOWNHOUSES**  
HOBSONVILLE POINT

# Thriving people continued

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## A vibrant neighbourhood in the making

Lakeside is Winton's 179-hectare masterplanned neighbourhood along the edge of Lake Waikare in Te Kauwhata.

It all got underway in 2017 when Winton submitted the plan change, which was subsequently granted and earthworks soon followed. The vision for Lakeside was to create a community where affordable homes, social connection and access to nature were at the heart of the design.

Early in the development, Winton helped secure funding from Council's Housing Infrastructure Fund for much-needed upgrades to critical infrastructure for Lakeside and the broader community, including water main and roading upgrades and critical works to the Waste Water Treatment Plant. This was important for the entire Te Kauwhata community and enabled Winton to get on with development works faster.

Before Winton purchased the land for Lakeside, it was used for dairy farming. Therefore, the site had very little ecological value, including the neighbouring 3,442 hectare Lake Waikare. Developing the land for a community meant there was no longer stock and associated agricultural impacts from farming the land. However, there was still much work to do to restore and protect nature for the future.

Within the masterplan for Lakeside, there are over 60 hectares of shared space throughout the neighbourhood. During FY23, alongside Kāinga Ora, Winton consulted on the design of the open space reserves, which incorporates the Iwi Reserve and the remaining three playgrounds, the largest of which has been designed to mirror the Matariki star cluster. Resource consent was granted in FY23 and works will begin in FY24.

In researching the site's character and engaging with local iwi, we understood the history and areas of cultural significance, which enabled us to incorporate recognition into the masterplan and assist with other initiatives where possible. In the 1800s Māori fled across Lake Waikare from the most eastern point of the Lakeside land to escape the battles in the area. The point where they left from is culturally significant and is the location of the Iwi Reserve, which fronts Lake Waikare, enabling local iwi access to and awareness of this site. Within the reserve, local iwi would like to create a kahikatea forest, a tree that densely populated the area but was cleared to make way for farming. Winton is assisting with their funding applications to help bring the idea to life.

Through collaboration with Ngā Muka and the Waikato District Council, we were able to help revive traditional and historical names related to the greater Lake Waikare area in the street naming of the Lakeside development. After a two-year process, Ngā Muka was able to include names that had significant meaning to them, including Te Whaiti and Whatahuhu, who were both ancestors that acted in the interests of all hapuu descendants of the area, Te Mamae considered a whanau matriarch who saved and protected children and Karaka which was the original name for Lake Kopuera. We understand incorporating historic and regionally important Māori names has meant a lot to local iwi and the community, reflecting the deep relevance of reviving pre-contact names and acknowledging older history.

To help restore nature at Lakeside, we have completed two wetlands and a third is underway. We have planted 127,616 trees and plants at Lakeside so far, including a significant amount around the wetlands - all of which help create new ecosystems and improve the biodiversity and ecological outcomes of the area. The 5 kms of walkways and connections enable residents to make the most of the shared spaces integrated with nature.

The development is well underway, with nearly 300 homes completed and occupied and 150 land lots ready for construction to start. Of the constructed homes, 70 were offered under the Kiwibuild programme, targeting first-home buyers.

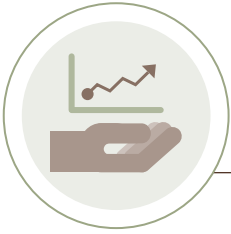
We have just completed the Village Centre, which will become a vibrant hub for the community to utilise for their daily conveniences and contribute to a thriving neighbourhood. We love to see residents making it their own and just recently, the community held a Matariki event at Lakeside.

We look forward to the construction of the 1,000-student school commencing. Once complete, the current Te Kauwhata school which is at capacity with 350 students, will move to the site at Lakeside.





**LAKESIDE**  
TE KAUWHATA



# Sustainable future

The Sustainable Future pillars include the critical commercial and economic aspects to ensure the longevity of the company. The three focus areas are economic prosperity, business model resilience and social license to operate. Each of these is critical to the long-term sustainability of Winton as a business.

To continue to do what we do long into the future and continue to have access to funding, we must deliver shareholder value, minimise risk and maximise opportunities to ensure the resiliency of our business model and successfully navigate the ever-changing and complex legal & regulatory environment.

## COMMITMENTS

1

CONTRIBUTE TO ECONOMIC GROWTH, GDP AND TAXES

4

CREATE WORKFORCE OPPORTUNITIES

6

SUCCESSFULLY NAVIGATE THE EVER-CHANGING AND COMPLEX LEGAL & REGULATORY ENVIRONMENT

2

CREATE SHAREHOLDER VALUE

5

COMPLY WITH LOCAL AND CENTRAL GOVERNMENT LAWS AND REGULATIONS

7

UTILISE PRODUCT DESIGN AND LIFECYCLE MANAGEMENT FOR BETTER SUSTAINABILITY OUTCOMES

3

INCORPORATE CLIMATE CHANGE RISKS AND OPPORTUNITIES INTO THE BUSINESS MODEL

## FY23 Positive Impacts

- Grew the Winton full time team from 35 to 65 to support the growth of the company.
- Delivered \$64.6 million profit and \$9.3 million distributed to shareholders for the FY23 year.
- Completed the governance structure for Climate-Related Disclosures.

## FY24 Focus

- Meet financial targets and deliver shareholder returns.
- Innovations in product design that enable energy efficiency and embodied carbon reduction at scale and in a financially feasible way.
- Implications of changes to the building code and other new legislation relating to adaption and mitigation of climate change.



# Sustainability data

SUSTAINABILITY PILLARS		FY23	FY22	FY21 <sup>1</sup>
<b>THRIVING PLANET</b> 	Scope 1 emissions (tCO2e)		72.18	
	Scope 2 emissions (tCO2e)		11.16	
	Scope 3 emissions - partial (tCO2e)		101.56	
	Total emissions from FY23 boundary (tCO2e)		184.9	
	Emissions intensity (Scope 1 and Scope 2 tCO2e/\$m revenue)		0.52	
	Emissions intensity (Scope 1 and Scope 2 tCO2e/\$m earnings)		2.63	
	Fine for environmental breaches (\$m)	0	0	0
<b>THRIVING PEOPLE</b> 	Number of employees (FTE)	65	35	27
	% of FTE Female	43%	34%	30%
	% of FTE Male	57%	66%	70%
	Turnover	19%	8%	
	Senior management gender diversity (% Female)	40%	40%	
	Senior management gender diversity (% Male)	60%	60%	
	Senior management gender diversity (% Diverse)	0%		
	Total incidents reported to Work Safe	0	0	0
	Workplace fatalities	0	0	0
	Portion of top 20 onsite contractors local to project	93%	89%	91%
<b>SUSTAINABLE FUTURE</b> 	Revenue (\$m)	211.4	159.5	177.0
	Net profit after tax (\$m)	64.6	31.7	46.1
	Dividends to shareholders (\$m)	9.3		

1. Winton became a listed company during FY22, therefore, there is limited data for FY21.

# Leadership and Governance

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## Board of Directors



### **Chris Meehan**

Chair and Chief Executive Officer  
*Associate Diploma in Business (Property Valuation)*  
Appointed 19 June 2017

Chris leads Winton's strategy and operations.

A founding principal and CEO of Winton, Chris has over 30 years of experience in real estate investment.

Prior to establishing Winton, Chris founded the Belle Property real estate franchise in Australia, and grew this business to 20+ offices across Australia and New Zealand, prior to its sale to private equity interests in 2009.



### **Julian Cook**

Executive Director and Director of Retirement  
*BA, MAF, BSc, MSc*  
Appointed 13 September 2021

Julian is responsible for leading and executing Winton's retirement strategy.

Prior joining Winton, Julian spent the last 11 years at Summerset Group, including seven years as CEO. Prior to 2010, Julian was an Associate Director with Macquarie Group for over 12 years.

Julian is currently Chairman of SkyCity Entertainment Group and a director of WEL Networks and Deakin Topco Pty Limited (trading as Levande).



### **David Liptak**

Non-executive Director  
*BA (Economics)*  
Appointed 7 July 2017

David is the Founder and Managing Partner of Spring Street Partners, a private US-based investment firm established in 1995, and has over 40 years' experience in corporate finance, funds management and investment.

David's career has included roles at Bear, Stearns & Co. Inc. and Oppenheimer & Co. Inc. . In 1992, David formed West Broadway Partners Inc., an investment partnership that ultimately managed more than US\$700m in investor capital.



### **Anna Molloy**

Independent Non-executive Director  
*BCom (Accounting & Finance), BE, CFA Charterholder*  
Appointed 24 September 2021  
(Retiring 22 August 2023)

Anna has over 15 years' experience working in equity capital markets and investment management.

Anna is currently an independent Director for ANZ New Zealand Investments Limited and Channel Infrastructure NZ Limited. Anna was previously a Future Director on the NZX Limited Board.



### **Steven Joyce**

Independent Director  
*BSc*  
Appointed 22 June 2023

Steven has over 25 years of successful leadership experience across a unique mix of commercial and government roles, working in governance and executive positions.

While in Government, Steven served as a senior economic minister, holding the Finance, Economic Development, Science and Innovation, Transport, ICT and Tertiary Education, Skills and Employment Portfolios. Prior to entering politics, he was a successful radio entrepreneur, starting RadioWorks NZ Ltd. Under his leadership, it became New Zealand's second largest radio company.

Steven is also a director of Joyce Advisory Limited, providing independent advice to boards on finance, economics, and strategy execution.



### **James Kemp**

Non-executive Director  
*BCom, BFin (Hons), MFin*  
Appointed 21 February 2022

James has been appointed to the Board of Winton in his capacity as a representative of TC Akarua 2 Pty Limited (as trustee of the TC Akarua Sub Trust), being a substantial shareholder in Winton.

James is a Senior Managing Director in Macquarie Asset Management and is Head of Real Estate, Asia-Pacific. He has over 16 years of experience in real estate private equity and investment banking across Asia-Pacific. James has been a director on a number of other real estate companies and is currently also a director of the Japan and China logistics developer and fund manager, Unified Industrial.





**Michaela Meehan**  
 Non-executive Director  
*MSc (Economics and Business Administration)*  
 Appointed 19 June 2017

Michaela is a founding principal of Winton, and has over 20 years of corporate, property and treasury experience.

Michaela was a Senior Product Manager for the Danish brewery Carlsberg, in Copenhagen, from 1995 and 2001. Michaela was also a professional sailor for 13 years, competing at three Olympic Games as a member of the Danish Sailing Team.



**Glen Tupuhi**  
 Independent Non-executive Director  
*Graduate Diploma in Health Management*  
 Appointed 24 September 2021

Glen has over 30 years' experience, including in health and justice-related fields.

He has held senior positions in Oranga Tamariki (formerly CYFS), Corrections, Health Waikato, Hauora Waikato and Te Runanga o Kirikiriroa and has extensive governance experience representing Ngati Paoa, Hauraki and iwi Māori.



**Jelte Bakker**  
 Non-executive Director (alternate)  
 Appointed 21 February 2022

Jelte has been appointed as an alternate director for James Kemp. Jelte is a Senior Managing Director in Macquarie Asset Management and is Global head of Opportunistic Real Estate. Jelte has over 20 years of experience in real estate private equity and investment banking. Jelte is currently also a director on a number of other real estate companies around the world.

## Senior Management Team



**Chris Meehan**  
 Chair and Chief Executive Officer



**Simon Ash**  
 Chief Operating Officer



**Jean McMahon**  
 Chief Financial Officer



**Justine Hollows**  
 GM Corporate Services



**Duncan Elley**  
 GM Project Delivery





**BEACHES**  
MATARANGI



# Financial Statements

FOR THE YEAR ENDED 30 JUNE 2023



# Consolidated Statement of Comprehensive Income

For the year ended 30 June 2023

ALL VALUES IN \$000'S	NOTE	2023	2022
Revenue	3	211,421	159,523
Cost of sales		(102,689)	(87,096)
<b>Gross profit</b>		<b>108,732</b>	<b>72,427</b>
Rent income		3,651	93
Other income		5,995	2,043
Fair value gain on investment properties		6,821	-
Selling expenses	8.1	(8,234)	(9,418)
Property expenses		(1,337)	(610)
Administrative expenses	8.2	(18,777)	(12,996)
Share-based payment expense	8.12	(1,278)	(592)
Offer costs	1.7	-	(5,981)
<b>Earnings before interest, taxation and depreciation (EBITDA)</b>		<b>95,573</b>	<b>44,966</b>
Amortisation		(519)	-
Depreciation		(845)	(718)
<b>Earnings before interest and taxation (EBIT)</b>		<b>94,209</b>	<b>44,248</b>
Interest income		2,631	2,190
Interest expense and bank fees		(1,633)	(1,820)
<b>Profit before income tax</b>		<b>95,207</b>	<b>44,618</b>
Income tax expense			
Current taxation	8.3	(24,526)	(4,455)
Deferred taxation	8.3	(6,043)	(8,506)
Total income tax expense		(30,569)	(12,961)
<b>Profit after income tax</b>		<b>64,638</b>	<b>31,657</b>
Items that may be reclassified to profit or loss:			
Movement in currency translation reserve		(539)	314
<b>Total comprehensive income after income tax attributable to the shareholders of the Company</b>		<b>64,099</b>	<b>31,971</b>
Basic earnings per share (cents)	7.1	21.79	12.44
Diluted earnings per share (cents)	7.2	21.02	12.15

The accompanying notes form part of these financial statements.



## Consolidated Statement of Changes in Equity

For the year ended 30 June 2023

ALL VALUES IN \$000'S	NOTE	SHARE CAPITAL	RETAINED EARNINGS	SHARE-BASED PAYMENTS RESERVE	FOREIGN CURRENCY TRANSLATION RESERVE	TOTAL EQUITY
<b>Balance as at 1 July 2021</b>		49,100	34,691	-	4	83,795
Total comprehensive income for the year		-	31,657	-	314	31,971
Proceeds from primary issuance	8.4	350,000	-	-	-	350,000
Offer costs capitalised to equity		(15,433)	-	-	-	(15,433)
Employee share bonus	8.4	2,928	-	-	-	2,928
Share-based payment expense	8.12	-	-	829	-	829
<b>Balance as at 30 June 2022</b>		386,595	66,348	829	318	454,090
Total comprehensive income for the year		-	64,638	-	(539)	64,099
Dividends to shareholders	8.4	-	(9,284)	-	-	(9,284)
Share-based payment expense	8.12	-	-	1,509	-	1,509
<b>Balance as at 30 June 2023</b>		386,595	121,702	2,338	(221)	510,414

The accompanying notes form part of these financial statements.

# Consolidated Statement of Financial Position

As at 30 June 2023

ALL VALUES IN \$000'S	NOTE	2023	2022
<b>CURRENT ASSETS</b>			
Cash and cash equivalents	8.9	76,310	204,824
Restricted cash		-	810
Accounts receivable, prepayments and other receivables	8.5	6,873	4,924
Inventories	4	91,128	95,615
<b>Total current assets</b>		<b>174,311</b>	<b>306,173</b>
<b>NON-CURRENT ASSETS</b>			
Inventories	4	165,567	86,254
Deposits paid on investment property acquisitions		-	7,198
Investment properties	5	207,517	80,498
Property, plant and equipment	6	40,459	16,064
Right-of-use asset		281	562
Intangible assets	8.6	2,479	123
<b>Total non-current assets</b>		<b>416,303</b>	<b>190,699</b>
<b>Total assets</b>		<b>590,614</b>	<b>496,872</b>
<b>CURRENT LIABILITIES</b>			
Accounts payable, accruals and other payables	8.7	30,140	24,573
Current lease liabilities	8.8	1,281	299
Taxation payable		23,395	7,986
<b>Total current liabilities</b>		<b>54,816</b>	<b>32,858</b>
<b>NON-CURRENT LIABILITIES</b>			
Non-current lease liabilities	8.8	9,740	323
Deferred tax liabilities	8.3	15,644	9,601
<b>Total non-current liabilities</b>		<b>25,384</b>	<b>9,924</b>
<b>Total liabilities</b>		<b>80,200</b>	<b>42,782</b>
<b>Net assets</b>		<b>510,414</b>	<b>454,090</b>
<b>EQUITY</b>			
Share capital	8.4	386,595	386,595
Foreign currency translation reserve		(221)	318
Share-based payment reserve		2,338	829
Retained earnings		121,702	66,348
<b>Total equity</b>		<b>510,414</b>	<b>454,090</b>

These Group financial statements are signed on behalf of Winton Land Limited and were authorised for issue on 22 August 2023. The accompanying notes form part of these financial statements.



**Chris Meehan**  
Chairman



**Anna Molloy**  
Chair, Audit and Financial Risk Committee



# Consolidated Statement of Cash Flows

For the year ended 30 June 2023

ALL VALUES IN \$000'S	NOTE	2023	2022
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Receipts from customers		221,497	157,872
Interest received		2,631	2,190
Net GST received / (paid)		6,931	(63)
Payments to suppliers and employees		(165,748)	(132,143)
Purchase of development land		(20,179)	(4,000)
Deposits paid on contracts for land		(23,600)	(13,477)
Interest and other finance costs paid		(562)	(7,451)
Income tax paid		(9,117)	(11,548)
<b>Net cash flows from operating activities</b>		<b>11,853</b>	<b>(8,620)</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Proceeds from sale of property, plant and equipment		1,435	-
Intangible assets acquired		(2,875)	-
Acquisition of land for investment properties	5	(63,965)	(36,418)
Deposits paid on contracts of land for investment properties		-	(7,198)
Payments to suppliers and employees for investment properties		(37,306)	(15,129)
Acquisition of property, plant and equipment		(26,203)	(7,156)
<b>Net cash flows from investing activities</b>		<b>(128,914)</b>	<b>(65,901)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Proceeds from primary issuance	8.4	-	350,000
Payment of offer costs		-	(18,486)
Release of restricted cash		-	43,109
Payment of dividends	8.4	(9,284)	-
Payment of principal portion of lease liabilities		(2,169)	(306)
Repayment of MMLIC facility		-	(130,000)
Repayment of related party loans receivables		-	2
<b>Net cash flows from financing activities</b>		<b>(11,453)</b>	<b>244,319</b>
Net increase in cash and cash equivalents		(128,514)	169,798
Cash and cash equivalents at beginning of year		204,824	35,026
<b>Cash and cash equivalents at end of year</b>		<b>76,310</b>	<b>204,824</b>

The accompanying notes form part of these financial statements.

## Consolidated Statement of Cash Flows (continued)

For the year ended 30 June 2023

ALL VALUES IN \$000'S	2023	2022
<b>RECONCILIATION OF PROFIT AFTER INCOME TAX TO CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Profit after income tax	64,638	31,657
<b>Adjusted for non cash items:</b>		
Amortisation	519	-
Depreciation	564	437
Depreciation of right of use asset	281	281
Deferred taxation	6,043	8,506
Fair value gain on investment properties	(6,821)	-
Lease liability interest expense	1,071	72
Share-based payment expense	1,278	592
Income tax	15,409	(7,093)
<b>Adjustments for movements in working capital</b>		
(Increase) / decrease in accounts receivable, prepayments and other assets	(1,949)	291
Increase in inventories (net of transfers)	(74,826)	(53,110)
Increase in accounts payable, accruals and other liabilities	4,836	8,502
Decrease in accrued borrowing costs	-	1,268
Decrease in restricted cash	810	1,592
Decrease in long term deposits	-	(371)
Decrease in contract liability	-	(7,225)
Offer costs not included in operating cashflow	-	5,981
<b>Net cash flows from operating activities</b>	<b>11,853</b>	<b>(8,620)</b>

The accompanying notes form part of these financial statements.



# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 1. General Information

This section sets out the basis upon which the Group's Financial Statements are prepared. Specific accounting policies are described in the note to which they relate.

### 1.1. Reporting entity

These audited consolidated financial statements (the 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 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 financial statements have been prepared in accordance with New Zealand Generally Accepted Accounting Practice (NZ GAAP). They comply with the New Zealand Equivalents to International Financial Reporting Standards (NZ IFRS) and other applicable Financial Reporting Standards, as appropriate for Tier 1 for-profit entities. The financial statements also comply with International Financial Reporting Standards (IFRS).

The 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.

### 1.3. Subsidiaries

Subsidiaries are entities controlled by the Group. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases.

### 1.4. Basis of consolidation

The consolidated financial statements comprise the Company and the entities it controls. All intercompany transactions are eliminated on consolidation.

### 1.5. 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 critical judgements, estimates and assumptions made in the preparation of these financial statements are as follows:

4. *Inventories* - page 47

5. *Investment properties* - page 48

8.6 *Intangible assets* - page 55

### 1.6. Accounting policies

No changes to accounting policies have been made during the year and policies have been consistently applied to all years presented.

Significant accounting policies have been included throughout the notes to the financial statements. Other relevant policies are provided as follows:

#### Goods and services tax

These financial statements have been prepared on a goods and services tax (GST) exclusive basis except for the accounts receivable balance, accounts payable balance and other items where GST incurred is not recoverable. These balances are stated inclusive of GST.

# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 1. General Information (Continued)

### Business combinations

The Group accounts for business combinations using the acquisition method when control is transferred to the Group. The consideration transferred in the acquisition is generally measured at fair value, as are the identifiable net assets acquired. Any goodwill that arises is tested at each reporting period for impairment. Transaction costs are expensed as incurred.

### Interests in equity-accounted investees

The Group's interest in equity-accounted investees comprises of an interest in a joint venture. The joint venture is an arrangement in which the Group has joint control, whereby the Group has rights to the net assets of the arrangement, rather than rights to its assets and obligations for its liabilities. Interest in the joint venture is accounted for using the equity method. It is initially recognised at cost, which includes transaction costs. Subsequent to initial recognition, the consolidated financial statements include the Group's share of the profit or loss and other comprehensive income of equity accounted investees, until the date on which joint control ceases.

### New accounting standards and interpretations issued but not yet effective

There are no new and amended accounting standards that are not yet effective and that are expected to have a material impact on the Group in the current or future reporting periods and on foreseeable future transactions.

## 1.7. 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:

### Inventories and investment properties acquisitions

On 1 July 2021, the Group contracted to purchase land at Wynyard Quarter, Auckland for \$70,000,000. An initial deposit of \$7,000,000 was paid on 7 July 2021 and the balance of \$63,000,000 was paid on 5 July 2022. A portion of the land will be developed into apartments and sold, \$23,453,000 (2022: \$2,337,000) of the purchase price is included in inventories. The remaining portion of the land will be developed into a retirement village, \$46,547,000 (2022: nil) of the purchase price is included in investment properties. The apportionment is based on the resource consent granted 14 March 2023.

On 8 April 2022, the Group contracted to purchase land and other assets at Wynyard Quarter, Auckland for \$23,750,000. An initial deposit of \$2,375,000 was paid on 21 June 2022 and the balance of \$21,375,000 was paid on 21 July 2022. Of the purchase price, \$20,702,000 is included in investment properties, \$2,875,000 is included in intangible assets and \$173,000 is included in property, plant and equipment as at 30 June 2023.

On 25 July 2022, the Group contracted to purchase land in Auckland for \$18,000,000. An initial deposit of \$3,600,000 was paid on 4 August 2022 and is included in inventories as at 30 June 2023.

On 9 September 2021, the Group contracted to purchase land at Avon Loop, Christchurch for \$32,000,000. The Group settled the acquisition on 1 March 2022 and it is included in investment properties.

On 3 May 2022, the Group contracted to purchase land at Parnell, Auckland for \$4,000,000. The Group settled the acquisition on 26 May 2022 and it is included in inventories.

### Business combination

On 21 July 2022, Cracker Bay Operating Limited (a 100% subsidiary company) acquired assets in a business combination. The fair value of the identifiable net assets was \$3,048,000 and no goodwill or bargain purchase price adjustment arose from this transaction.

### Joint venture

On 21 September 2022, WMC Development Fund LP (a 100% subsidiary company of the Company) entered into a new partnership with MCNZ Finance Trustee Limited as trustee of MDI NZ Partnership No.1. The partnership is a \$200m equity investment vehicle that will focus on the acquisition and construction of townhouses and apartment developments throughout New Zealand. WMC Development Fund LP has a 25% interest in this partnership.



# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 1. General Information (Continued)

### Initial Public Offering (IPO)

On 17 December 2021, the Group issued 90,043,735 shares at \$3.8870 per share (total value \$350,000,000) in an IPO. Offer costs associated with the IPO totalled \$21,414,000. \$5,981,000 of costs were recognised in the Consolidated Statement of Comprehensive Income. The remaining \$15,433,000 of costs were capitalised against equity as these costs relate to the issue and listing of new capital. Included in these costs, \$2,928,000 was settled by way of issuance of new shares (753,278 shares) to employees.

### Borrowings

On 15 June 2022, Lakeside Developments 2017 Limited (a 100% subsidiary company of the Company) repaid its debt facility with Massachusetts Mutual Life Insurance Company (MMLIC) of \$130,000,000.

## 2. 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 operations in New Zealand and Australia.
Retirement villages	Develop and operate retirement villages in New Zealand.
Commercial portfolio	Develop and manage a commercial portfolio to produce rental income and capital appreciation in New Zealand.

# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 2. Segment Reporting (Continued)

### (ii) Information about reportable segments

During the year ended 30 June, the residential development segment was the only segment contributing to revenue. Both the retirement villages and commercial portfolio are start-up operations.

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

ALL VALUES IN \$000'S	2023	2022
<b>Gross profit</b>		
Residential development	108,732	72,427
<b>Group</b>	108,732	72,427
<b>Earnings before interest, taxation, depreciation and amortisation (EBITDA)</b>		
Residential development	91,927	44,966
Retirement villages	2,630	-
Commercial portfolio	1,324	-
Unallocated	(308)	-
<b>Group</b>	95,373	44,966
<b>Earnings before interest and taxation (EBIT)</b>		
Residential development	91,147	44,248
Retirement villages	2,612	-
Commercial portfolio	758	-
Unallocated	(308)	-
<b>Group</b>	94,209	44,248

ALL VALUES IN \$000'S	2023				TOTAL
	RESIDENTIAL	RETIREMENT	COMMERCIAL	UNALLOCATED	
<b>Segment assets and liabilities</b>					
Inventories	256,695	-	-	-	256,695
Investment Properties	-	161,451	46,066	-	207,517
Property, plant and equipment	-	-	31,635	8,824	40,459
Other assets	5,590	300	3,072	76,981	85,943
Total assets	262,285	161,751	80,773	85,805	590,614
Total liabilities	61,156	4,036	14,190	818	80,200
<b>Net assets</b>	201,129	157,715	66,583	84,987	510,414



# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 2. Segment Reporting (Continued)

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

ALL VALUES IN \$000'S	2022				TOTAL
	RESIDENTIAL	RETIREMENT	COMMERCIAL	UNALLOCATED	
<b>Segment assets and liabilities</b>					
Inventories	181,869	-	-	-	181,869
Investment Properties	-	76,415	4,083	-	80,498
Property, plant and equipment	-	-	12,603	3,461	16,064
Deposits paid on investment property acquisitions	-	4,823	2,375	-	7,198
Other assets	5,734	-	-	205,509	211,243
<b>Total assets</b>	<b>187,603</b>	<b>81,238</b>	<b>19,061</b>	<b>208,970</b>	<b>496,872</b>
<b>Total liabilities</b>	<b>39,174</b>	<b>985</b>	<b>1,422</b>	<b>1,201</b>	<b>42,782</b>
<b>Net assets</b>	<b>148,429</b>	<b>80,253</b>	<b>17,639</b>	<b>207,769</b>	<b>454,090</b>

The residential segment can be further analysed geographically as one project is located in Australia whilst the remainder are in New Zealand. The Australian project contributed Gross Profit of \$16,977,000 (2022: \$3,530,000) and EBITDA and EBIT of \$15,652,000 (2022: \$3,003,000).

## 3. Revenue

ALL VALUES IN \$000'S	2023	2022
Revenue from contracts with customers	211,421	159,523
<b>Total revenue</b>	<b>211,421</b>	<b>159,523</b>

Revenue represents amounts derived from land and property sales. Land and property sales are recognised when the customer obtains control of the property and is able to direct and obtain the benefits from the property. The customer gains control of the property when the Group receives full and final consideration for the property and the Group transfers over the record of title.

## 4. Inventories

ALL VALUES IN \$000'S	2023	2022
Expected to settle within one year	91,128	95,615
Expected to settle greater than one year	165,567	86,254
<b>Total inventories</b>	<b>256,695</b>	<b>181,869</b>

The Group reclassified land and development costs initially categorised as inventories to investment properties of \$nil (2022: \$28,714,000). These inventories include land suitable for retirement villages and commercial property which will be developed and held by the Group to earn deferred management fees and rental income.

The Group has reclassified land and development costs initially categorised as inventories to property, plant and equipment of \$nil (2022: \$6,419,000). These inventories include land suitable for a retail precinct which will be developed and operated by the Group.

# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 4. Inventories (Continued)

### Recognition and measurement

Inventories are carried at the lower of cost and net realisable value. Cost includes the cost of acquisition, development, and holding costs such as interest. All holding costs are expensed through profit or loss in the year incurred, with the exception of interest holding costs which are capitalised during the period when active development is taking place. During the year ended 30 June 2023, no interest has been capitalised to inventories (2022: \$6,962,000). Interest and other holding costs incurred after completion of development are expensed as incurred. Inventories include deposits paid on contracts for development land of \$43,740,000 (2022: \$22,477,000).

The carrying amounts of inventories are reviewed at each balance date to ensure its carrying amount is recorded at the lower of its cost and net realisable value. The net realisable value of inventories is the estimated selling price in the ordinary course of business less the estimated costs of completion and costs necessary to make the sale. The determination of net realisable value of inventories involves estimates taking into consideration prevailing market conditions, current prices and expected date of commencement and completion of the projects, the estimated future selling price, cost to complete projects and selling costs. The amount of any write-down of inventories is recognised as an expense in the Consolidated Statement of Comprehensive Income to the extent that the carrying value of inventories exceeds its estimated net realisable value.

### Key estimates and assumptions

The net realisable values of inventories have been assessed by management who have prepared internal valuations. The total value is in excess of the carrying value, therefore there is no indication of net realisable value write downs.

The basis of the valuation is the hypothetical subdivision approach and/or block land sales comparisons to derive the residual block land values. The major unobservable inputs that are used in the valuation model that require judgement include the individual section prices, allowances for profit and risk, projected completion and sell down periods and interest rates during the holding period. The estimated net realisable value would increase or (decrease) if: the individual section prices were higher/(lower); the allowances for profit were higher/(lower); the allowances for risk were lower/(higher); the projected completion and sell down periods were shorter/(longer); and the interest rate during the holding period was lower/(higher).

## 5. Investment properties

ALL VALUES IN \$000'S	NOTE	2023	2022
Opening balance		80,498	-
Acquisitions		71,163	36,418
Right-of-use asset acquired		11,497	-
Transfers from inventories	4	-	28,714
Unrealised fair value gain		6,821	-
Capital expenditure		37,538	15,366
<b>Total investment properties</b>		<b>207,517</b>	<b>80,498</b>
Less: lease liability		(10,698)	-
<b>Total investment properties excluding NZ IFRS 16 lease adjustments</b>		<b>196,819</b>	<b>80,498</b>

ALL VALUES IN \$000'S	2023	2022
Retirement village land measured at fair value	106,029	-
Commercial properties measured at fair value	31,084	-
Investment properties under development	59,706	80,498
<b>Total investment properties excluding NZ IFRS 16 lease adjustments</b>	<b>196,819</b>	<b>80,498</b>



# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 5. Investment properties (Continued)

### Recognition and measurement

Investment properties are held to earn current and future rental income (including deferred management fees) but not for sale in the ordinary course of business, use in the production or supply of goods and services, or for administrative purposes. Investment properties consist of land under development for retirement villages and commercial property. Initial recognition of investment properties is at cost and it is subsequently measured at fair value. Gains or losses arising from changes in the fair values of investment properties are included in profit or loss in the year in which they arise. The cost of investment properties includes directly attributable construction costs and other costs necessary to bring the investment properties to working condition for their intended use. These other costs include professional fees, consents and head office costs directly related to the construction of the investment properties. Where costs are apportioned across more than one asset, the apportionment methodology is determined by considering the nature of the cost. Land acquired with the intention of constructing an investment property is classified as investment property from the date of acquisition. During the year ended 30 June 2023, \$232,000 of share-based payment expense has been capitalised to investment properties (2022: \$237,000). Investment properties under development include development land held at cost. This reflects the early stage of development and consenting meaning fair value cannot be reliably determined.

### Key estimates and assumptions

The Board determined that independent valuations of the investment property portfolio where the fair value can be reliably measured should be undertaken at 30 June 2023 in order to ensure that investment properties are held at fair value. The Board determined that full valuations were appropriate for Northbrook Wanaka land, Northbrook Wynyard land, Northbrook Avon Loop land, Lakeside Commercial and Cracker Bay and these were performed by Extensor Advisory Limited and Bayleys. As part of the valuation process, the Group's management verifies all major inputs to the independent valuation reports, assesses movements in individual property values and holds discussions with the independent valuer.

The fair value was determined using Level 3 valuation techniques via a combination of the following approaches:

- Sales comparison: the key assumptions being land value per square metre.
- Direct capitalisation: the property rental is divided by a market derived capitalisation rate to assess the market value of the asset. Further adjustments are then made to the market value to reflect under or over renting, additional revenue and required capital expenditure.

	RANGE OF SIGNIFICANT UNOBSERVABLE INPUTS		2023 MEASUREMENT SENSITIVITY	
			INCREASE IN INPUT	DECREASE IN INPUT
Land value (\$ per square metre) <sup>1</sup>	350	14,186	Increase	Decrease
Market capitalisation rate (%) <sup>2</sup>	6.00%	8.00%	Decrease	Increase
Market rental (\$ per square metre) <sup>3</sup>	175	513	Increase	Decrease

1. The valuers assessment of land value which a property is expected to achieve under a new arm's length sale transaction reflecting transactional evidence from similar properties.
2. The capitalisation rate applied to the market rental to assess a property's value, determined through analysis of similar transactions taking into account location, weighted average lease term, tenant covenant, size and quality of the property.
3. The valuers assessment of the net market income which a property is expected to achieve under a new arm's length leasing transaction. Includes both leased and vacant areas.

## Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

### 5. Investment properties (Continued)

#### Key estimates and assumptions (Continued)

The estimated sensitivity of the fair value of investment property to changes in the land value (under the sales comparison approach), the market rent under the direct capitalisation valuation approach) and the market capitalisation rate (under the direct capitalisation valuation approach) is set out in the table below:

ALL VALUES IN \$000'S		2023			
		LAND VALUE			
Retirement village land measured at fair value	Fair Value			- \$100	+ \$100
Valuation	106,029			per sqm	per sqm
Change				(6,183)	6,180
Change (%)				-5.83%	5.83%

ALL VALUES IN \$000'S		2023			
		MARKET RENT		MARKET CAPITALISATION RATE	
Commercial properties measured at fair value	Fair Value	- \$50	+ \$50	+ 0.25%	- 0.25%
Valuation	31,084	per sqm	per sqm		
Change		(2,819)	3,382	(1,101)	1,147
Change (%)		-9.07%	10.88%	-3.54%	3.69%

### 6. Property, plant and equipment

ALL VALUES IN \$000'S	2023	2022
Opening balance	16,064	2,926
Additions	26,030	7,156
Acquisition through business combination	173	-
Transfers from inventories	-	6,419
Depreciation	(564)	(437)
Disposals	(1,244)	-
<b>As at 30 June</b>	<b>40,459</b>	<b>16,064</b>

As at 30 June 2023, property, plant and equipment includes work in progress of \$31,635,000 (2022: \$12,603,000).

#### Recognition and Measurement

Property, plant and equipment are stated at cost less accumulated depreciation, with the exception of land, which is not depreciated. Depreciation is charged to the profit or loss on a diminishing value basis over the estimated useful lives of each asset class as follows:

- Buildings 2%
- Motor Vehicles 10% - 50%
- Furniture, fixtures and fittings 8% - 67%
- Computers 13% - 67%



# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 7. Investor returns and investment metrics

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

### 7.1. Basic earnings per share

	2023	2022
Profit after income tax (\$000s)	64,638	31,657
Weighted average number of ordinary shares (shares)	296,613,736	254,573,475
<b>Basic earnings per share (cents)</b>	<b>21.79</b>	<b>12.44</b>

### 7.2. 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. As at 30 June 2023, the weighted average number of shares for the purpose of diluted earnings per share has been adjusted for 10,833,497 share options (30 June 2022: 10,936,400) issued under the Group's Share Option Plan. This adjustment has been calculated using the treasury share method.

	2023	2022
Weighted average number of ordinary shares (shares) for basic earnings per share	296,613,736	254,573,475
Effect of share options dilution	10,874,799	5,872,697
<b>Weighted average number of ordinary shares (shares) for diluted earnings per share</b>	<b>307,488,535</b>	<b>260,446,172</b>

	2023	2022
Profit after income tax (\$000s)	64,638	31,657
Weighted average number of ordinary shares (shares)	307,488,535	260,446,172
<b>Diluted earnings per share (cents)</b>	<b>21.02</b>	<b>12.15</b>

## 8. Other

### 8.1. Selling expenses

Selling expenses include all costs related to the sale of inventory, primarily sales commissions, marketing and legal expenses.

### 8.2. Administrative expenses

ALL VALUES IN \$000'S	2023	2022
Auditors remuneration:		
Audit and review of the financial statements	(210)	(250)
Tax compliance and advisory fees	-	(186)
Directors' fees	(433)	(309)
Employee benefits expense	(9,900)	(7,117)
Legal expense	(3,151)	(2,741)
Operating lease and rental payments	(214)	(132)
Other expenses	(4,869)	(2,261)
<b>Total administrative expenses</b>	<b>(18,777)</b>	<b>(12,996)</b>

# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 8. Other (Continued)

### 8.2. Administrative expenses (Continued)

Ernst & Young (EY) were appointed as auditor of the Company on 26 October 2022 replacing KPMG. The 2023 auditor's remuneration includes fees for both the annual audit of the financial statements and the review of the interim financial statements as well as the audit of two subsidiary companies.

During the financial year 2022, the Company's former auditor KPMG also received remuneration in relation to their role as Investigating Accountant for the IPO and tax advisers. These fees were \$699,000 and are included within offer costs capitalised to equity. They also received remuneration in relation to property due diligence tax advice. These fees for 2022 were \$14,000 and are included within investment properties and accounts receivable, prepayments and other receivables.

### 8.3. Taxation

#### (i) Reconciliation of accounting profit before income tax to income tax expense

ALL VALUES IN \$000'S	2023	2022
<b>Profit before income tax</b>	95,207	44,618
Prima facie income tax calculated at 28%	(26,658)	(12,493)
<i>Adjusted for:</i>		
Prior period adjustment	9	4,095
Non-tax deductible revenue and expenses	(2,812)	(426)
Movement in temporary differences	5,245	4,332
Tax losses utilised	-	79
Difference in tax rates	(310)	(42)
<b>Current taxation expense</b>	(24,526)	(4,455)
Prior period adjustment	-	(4,095)
Fair value gain on investment properties	(4,756)	-
Intangible asset	(660)	-
Capitalised interest	434	(1,368)
Inventories	(1,177)	(3,816)
Other	116	773
<b>Deferred taxation expense</b>	(6,043)	(8,506)
<b>Total taxation reported in Consolidated Statement of Comprehensive Income</b>	(30,569)	(12,961)

During 2022, the prior period adjustment of \$4,095,000 related to an IRD binding ruling issued in February 2022 with regards to the tax deduction permitted on inventory. This amount is required to be deducted for tax purposes over a 4 year period and not in a single period as done in the prior year. This has been treated as a change in accounting estimate and is reflected in the deferred tax balance for inventory.



# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 8. Other (Continued)

### 8.3. Taxation (Continued)

#### (ii) Deferred taxation

ALL VALUES IN \$000'S	2021 AS AT	2022 RECOGNISED IN PROFIT	2022 AS AT	2023 RECOGNISED IN PROFIT	2023 AS AT
<b>Deferred tax assets</b>					
Employee benefits	90	62	152	136	288
Accounts payable, accruals and other payables	207	643	850	(305)	545
Lease liability	221	(47)	174	2,912	3,086
Share-based payment reserve	-	232	232	358	590
Losses available for offsetting against future taxable income	79	(79)	-	-	-
<b>Gross deferred tax assets</b>	597	811	1,408	3,101	4,509
<b>Deferred tax liabilities</b>					
Accounts receivable, prepayments and other receivables	3	90	93	(201)	(108)
Right-of-use asset	206	(49)	157	3,141	3,298
Inventories	1,483	9,276	10,759	704	11,463
Intangible asset	-	-	-	660	660
Investment properties	-	-	-	4,840	4,840
<b>Gross deferred tax liabilities</b>	1,692	9,317	11,009	9,144	20,153
<b>Net deferred tax liability</b>	(1,095)	(8,506)	(9,601)	(6,043)	(15,644)

#### Recognition and measurement

Tax is accounted for on a consolidated Group basis and the Group is required to pay tax to the Inland Revenue as required by the Income Tax Act 2007. Income tax expense comprises current and deferred tax. Current tax is recognised in the profit or loss for the year. Deferred tax relating to items recognised outside profit or loss is recognised outside profit or loss. Deferred tax items are recognised in correlation to the underlying transaction either in other comprehensive income or directly in equity.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the reporting date, and any adjustment to tax payable in respect of previous years. Deferred tax is provided for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes.

Deferred tax assets and liabilities are offset if there is a legally enforceable right to offset current tax liabilities and assets, and they relate to income taxes levied by the same tax authority on the same taxable entity, or on different entities, but they intend to settle current tax assets and liabilities on a net basis. A deferred tax asset is recognised to the extent that it is probable that future taxable profits will be available against which temporary differences can be utilised.

Additional income tax arising from distribution of dividends is recognised at the same time as the liability to pay the dividend is recognised.

# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 8. Other (Continued)

### 8.3. Taxation (Continued)

#### (iii) Imputation account

The amounts below represent the balance of the imputation credit account as at the end of the reporting period, adjusted for imputation credits that will arise from the payment of taxation represented in the Consolidated Statement of Financial Position.

ALL VALUES IN \$000'S	2023	2022
Opening balance	18,967	15,184
Taxation paid / payable	19,616	3,783
Imputation credits attached to dividends paid	(3,394)	-
<b>Closing balance available to shareholders for use in subsequent periods</b>	<b>35,189</b>	<b>18,967</b>

## 8.4. Equity

### (i) Capital

	2023 SHARES '000S	2023 \$000'S	2022 SHARES '000S	2022 \$000'S
Shares issued 1 January	296,614	386,595	205,817	49,100
Primary issuance	-	-	90,044	350,000
Offer costs	-	-	-	(15,433)
Issue of share capital to employees	-	-	753	2,928
<b>Total shares issued and outstanding</b>	<b>296,614</b>	<b>386,595</b>	<b>296,614</b>	<b>386,595</b>

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.

### (ii) Dividends

The following dividends were declared and paid by the Company during the year 30 June:

ALL VALUES IN \$000'S		2023	2022
1.07 cents per qualifying ordinary share	24-Aug-22	3,174	-
2.06 cents per qualifying ordinary share	22-Feb-23	6,110	-
<b>Total dividends</b>		<b>9,284</b>	<b>-</b>

# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 8. Other (Continued)

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

ALL VALUES IN \$000'S	2023	2022
Accounts receivable	110	14
Prepayments and other receivables	6,763	4,910
<b>Total accounts receivable, prepayments and other receivables</b>	<b>6,873</b>	<b>4,924</b>

#### Recognition and measurement

Accounts receivable are recognised at fair value and subsequently measured at amortised cost using the effective interest rate method. Receivables are assessed on an ongoing basis for impairment. The Group recognises a provision for impairment on receivables based on the lifetime expected credit loss at balance date. Those which are anticipated to be uncollectable are written off. The Group applies the simplified approach to providing for expected credit losses prescribed by NZ IFRS 9 'Financial Instruments', which permits the use of lifetime expected loss provision for all trade receivables.

### 8.6. Intangible assets

ALL VALUES IN \$000'S	2023	2022
Opening balance	123	123
Acquisition through business combination	2,875	-
Amortisation	(519)	-
<b>Total intangible assets</b>	<b>2,479</b>	<b>123</b>

#### Recognition and measurement

Intangible assets acquired separately are measured on initial recognition at cost. The cost of intangible assets acquired in a business combination is their fair value at the date of acquisition. Following initial recognition, intangible assets are carried at cost less any accumulated amortisation and accumulated impairment losses. Intangible assets with finite lives are amortised using the straight line method over the useful economic life and assessed for impairment whenever there is an indication that the intangible asset may be impaired. Intangible assets consist of customer contracts of \$2,356,000 as at 30 June (2022: nil). The useful lives as at 30 June 2023 for the customer contracts acquired was between two and five years with no residual value.

#### Key estimates and assumptions

Assessing the carrying value of intangible assets requires management to estimate future cash flows to be generated by the customer contracts. The key assumptions used in the future cashflows include the expected life of the customer contract, expenses in relation to the contract, the average life of the contract and the appropriate discount rate to apply.



# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 8. Other (Continued)

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

ALL VALUES IN \$000'S	2023	2022
Accounts payable	14,693	16,162
Accruals and other payables in respect of inventories	4,517	4,084
Accruals and other payables	10,930	4,327
<b>Total accounts payable, accruals and other payables</b>	<b>30,140</b>	<b>24,573</b>

#### Recognition and measurement

Expenses are recognised on an accruals basis and, if not paid at the end of the reporting period, are reflected as a payable in the Consolidated Statement of Financial Position.

### 8.8. Lease liabilities

ALL VALUES IN \$000'S	2023	2022
Opening balance	622	790
Additions	11,497	-
Fair value adjustment	-	76
Lease liability interest expense	1,071	63
Rent paid	(2,169)	(307)
<b>Total lease liabilities</b>	<b>11,021</b>	<b>622</b>

Lease liabilities relate to the ground lease and water space licence at Cracker Bay and the head office lease at Viaduct Harbour in Auckland.

#### Recognition and measurement

Right of use assets are measured at cost comprising the amount of the initial lease liability, any payments made before the commencement of the lease, direct costs and any restoration costs. Right of use assets are disclosed within the same line item as that within which the corresponding underlying assets would be presented if they were owned. Some right of use assets meet the definition of investment properties. Refer note 5 for policies and disclosure on investment properties.

Lease liabilities are measured at the net present value of the lease payments. These payments include fixed lease payments, amount expected to be payable under residual value guarantees, variable lease payments that are based on an index or rate, the exercise price of a purchase option if the lessee is reasonably certain to exercise that option, and payments of penalties for terminating the lease, if the lease term reflects the lessee exercising that option.

These lease payments are discounted using the interest rate implicit in the lease. If that rate cannot be determined, the lessee's incremental borrowing rate is used, being the rate that the lessee would have to pay to borrow the funds necessary to obtain an asset of similar value in a similar economic environment with similar terms and conditions.

Subsequent to initial measurement, each lease payment is allocated between the principal and finance cost. The finance cost is charged to the Statement of Comprehensive Income over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 8. Other (Continued)

### 8.9. Financial instruments

The following financial assets and liabilities, that potentially subject the Group to financial risk, have been recognised at amortised cost in the financial statements:

ALL VALUES IN \$000'S	2023	2022
<b>Financial assets</b>		
Cash and cash equivalents <sup>1</sup>	76,310	204,824
Restricted cash <sup>2</sup>	-	810
Accounts receivable and other receivables	6,545	4,604
Deposits paid on Investment property acquisitions	-	7,198
<b>Total financial assets</b>	<b>82,855</b>	<b>217,436</b>
<b>Financial liabilities</b>		
Accounts payable, accruals and other payables	26,850	20,920
Lease liability	11,021	622
<b>Total financial liabilities</b>	<b>37,871</b>	<b>21,542</b>

1. Comprises solely of cash at bank.

2. Restricted cash comprises cash held on deposit with Bank of New Zealand.

The carrying amount of financial assets and liabilities presented above are reasonable approximations of their fair value.

### 8.10. Financial risk management

The Group's activities expose it to a variety of financial risks: interest rate risk, credit risk, and liquidity risk. The Group's overall financial risk management strategy focuses on minimising the potential negative economic impact of unpredictable events on its financial performance.

#### (a) Interest rate risk

The Group's exposure to the risk of changes in interest rates relates primarily to the Group's cash and cash equivalents with a floating interest rate.

The Group has no borrowings as at 30 June.

#### (b) Credit risk

Credit risk represents the risk that the counterparty to a financial instrument will fail to discharge its obligations and the Group will suffer financial loss as a result. Financial instruments which potentially subject the Group to credit risk consist of cash at bank, accounts receivable and other receivables.

With respect to the credit risk arising from cash and cash equivalents and restricted cash, there is limited credit risk as cash is deposited with Bank of New Zealand Limited, a registered bank in New Zealand with a credit rating of AA- (Standard & Poor's). The Group considers both historical analysis and forward looking information in determining any expected credit loss, and infers from this strong credit rating that no loss allowance is deemed necessary.

With respect to the credit risk arising from accounts receivable, the Group only enters into arrangements over its inventories with parties whom the Group assesses to be creditworthy. Credit risk does not arise on property sale proceeds to be settled as title will not transfer until settlement.

The carrying amount of financial assets as per note 8.9 approximates the Group's maximum exposure to credit risk.

# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 8. Other (Continued)

### 8.10. Financial risk management (Continued)

#### (c) Liquidity risk

Liquidity risk is the risk that the Group will experience difficulty in either realising assets or otherwise raising sufficient funds to meet its obligations arising from its financial liabilities. The Group manages liquidity risk by continuously monitoring forecast and actual cash flows and matching the maturity profiles of financial assets and liabilities.

The table below analyses the Group financial liabilities (principal and interest) by the relevant contracted maturity groupings based on the remaining period as at 30 June.

ALL VALUES IN \$000'S	CARRYING AMOUNT	CONTRACTUAL CASH FLOWS				TOTAL
		0 - 1 YEAR	1 - 2 YEARS	2 - 5 YEARS	> 5 YEARS	
Accounts payable, accruals and other payables	26,850	26,850	-	-	-	26,850
Lease liability	11,021	2,333	1,985	5,955	11,889	22,162
<b>Total as at 30 June 2023</b>	<b>37,871</b>	<b>29,183</b>	<b>1,985</b>	<b>5,955</b>	<b>11,889</b>	<b>49,012</b>
Accounts payable, accruals and other payables	24,573	24,573	-	-	-	24,573
Lease liability	622	-	622	-	-	622
<b>Total as at 30 June 2022</b>	<b>25,195</b>	<b>24,573</b>	<b>622</b>	<b>-</b>	<b>-</b>	<b>25,195</b>

#### (d) Capital risk management

The Group's policy is to maintain a strong capital base so as to maintain investor and creditor confidence and to sustain future development of the business. The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern whilst maximising the return to shareholders through maintaining an optimal balance of debt (when any) and equity. In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt.



# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 8. Other (Continued)

### 8.11. 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	2023	2022
Employee benefits expense	3,691	2,690
Share-based payment expense	1,338	662
Employee share bonus	-	3,500
Executive Directors' fees	160	158
<b>Key management personnel remuneration</b>	<b>5,189</b>	<b>7,010</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 members 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 year

ALL VALUES IN \$000'S	2023	2022
Key management personnel	1,050	616
Shareholders	-	10,500
Employees	2,145	1,381
<b>Revenue from contracts with customers</b>	<b>3,195</b>	<b>12,497</b>

As at 30 June, the Group has also entered into agreements for the sale of residential properties with Executive Directors for \$18,852,000 (2022: \$24,515,000), key management personnel for \$2,263,000 (2022: \$2,268,000) and employees for \$4,968,000 (2022: \$8,121,000) to be recognised as revenue in future years.

During the year ended 30 June 2022, the Group purchased land from Avon Hotel Limited for \$32,000,000. Avon Hotel Limited's Director, is an indirect shareholder of the Company.

The Group's Directors are also Directors of other companies.

Julian Cook, an Executive Director is also a Director of WEL Networks Limited (WEL). During the year, the Group incurred \$585,000 of development costs categorised as inventories (2022: \$462,000) from WEL. As at 30 June 2023 there was nil (2022: 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 year, the Group incurred \$57,000 of development costs categorised as inventories (2022: nil) from JAS. As at 30 June 2023 there was \$2,000 (2022: nil) 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 Consolidated Financial Statements

For the year ended 30 June 2023

## 8. Other (Continued)

### 8.12. Share-based payments

On 17 December 2021, the Group established a Share Option Plan under which options to subscribe for the Group's shares have been granted to certain employees. The plan has three tranches with vesting dates of 17 December 2025, 17 December 2028 and 17 December 2031. The options convert to ordinary shares. This is an equity-settled share scheme. The key terms and conditions related to the grants under the plan are as follows; all options are to be settled by the physical delivery of shares.

GRANT DATE/EMPLOYEE ENTITLED	NUMBER OF INSTRUMENTS (000'S)	VESTING CONDITIONS	CONTRACTUAL LIFE OF OPTIONS
On 17 December 2021	1,896	4 years of service from grant date	5 years of service from grant date
Same as above	1,896	7 years of service from grant date	8 years of service from grant date
Same as above	7,041	10 years of service from grant date	11 years of service from grant date
<b>Total share options</b>	<b>10,833</b>		

The number of share options under the Share Option Plan are as follows:

NUMBER OF INSTRUMENTS (000'S)	2023	2022
Opening balance	10,936	-
Granted during the year	-	10,939
Forfeited during the year	(103)	(3)
<b>As at 30 June</b>	<b>10,833</b>	<b>10,936</b>

The weighted-average exercise price of all share options is \$3.8870. The weighted-average remaining contractual life for the share options outstanding as at 30 June 2023 was 6.9 years (2022: 7.9 years).

The fair value of the share options has been measured using the Black-Scholes formula. The requirement that the employee has to save in order to purchase shares under the Share Option Plan has been incorporated into that fair value at grant date by applying a discount to the valuation obtained. The inputs used in measurement of the fair values at grant date of the share options were as follows.

Fair value at grant date (weighted-average) (\$)	1.160
Share price at grant date (\$)	3.8870
Exercise price (\$)	3.8870
Expected volatility	25.0%
Expected life (weighted-average)	8.4 years
Expected dividends	2.50%
Risk-free interest rate (based on government bonds)	2.46%

The fair value of the share options as at 30 June 2023 is \$2,338,000 (2022: \$829,000).

# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 8. Other (Continued)

### 8.12. Share-based payments (Continued)

#### Recognition and measurement

The cost of equity-settled transactions is determined by the fair value at the date when the grant is made using an appropriate valuation model.

The cost is recognised in the Statement of Comprehensive Income, together with a corresponding increase in equity (share-based payment reserve), over the period in which service is fulfilled (the vesting period). The cumulative expense recognised for equity-settled transactions at each reporting date until the vesting date reflects the extent to which the vesting period has expired, and the Group's best estimate of the number of equity instruments that will ultimately vest. The expense or credit in the Statement of Comprehensive Income for a period represents the movement in cumulative expense recognised as at the beginning and end of the period.

Service is not taken into account when determining the grant date fair value of awards, but the likelihood of the condition being met is assessed as part of the Group's best estimate of the number of equity instruments that will ultimately vest. Market performance conditions are reflected within the grant date fair value.

No expense is recognised for awards that do not ultimately vest because service conditions have not been met. When the terms of an equity-settled award are modified, the minimum expense recognised is the grant date fair value of the unmodified award, provided that the original terms of the award are met. An additional expense, measured as at the date of modification, is recognised for any modification that increases the total fair value of the share-based payment transaction, or is otherwise beneficial to the employee. Where an award is cancelled by the entity or by the counterparty, any remaining element of the fair value of the award is expensed immediately through profit or loss.

### 8.13. Investment in subsidiaries

The Company has the following wholly owned subsidiaries:

- Ayrburn Precinct Limited
- Ayrburn Transport Limited (incorporated 22 March 2023)
- Ayrburn Wines Limited
- Ayrburn Wines Online Limited (incorporated 15 July 2022)
- Beaches Developments Limited
- Bridesdale Farm Developments Limited
- Cracker Bay Holdings Limited (previously named Pier 1 Holdings Limited)
- Cracker Bay Operating Limited (previously named Pier 1 Operating Limited)
- Francis Street Developments Pty Limited
- Lakes Edge Developments Limited
- Lakeside Commercial Limited (incorporated 15 July 2022)
- Lakeside Developments 2017 Limited
- Lakeside Residential Limited
- Launch Bay Townhouses Limited
- Longreach Developments Limited
- Marlborough Precinct Holdings Limited
- Marlborough Precinct Residential Limited
- Northbrook Launch Bay Limited
- Northbrook Arrowtown Limited
- Northbrook Avon Loop Limited (previously named Avon Loop Developments Limited)
- Northbrook Retirement Villages Limited
- Northbrook Wanaka Limited
- Northbrook Wynyard Limited (previously named Wynyard Developments Limited)
- Northlake Developments Limited
- Northlake Investments Limited
- Northlake Residential Limited
- Northlake Townhouses Limited
- Parnell Developments Limited
- River Terrace Developments Limited
- River Terrace Residential Limited
- Sunfield Developments Limited
- Waterfall Park Developments Limited
- Winton Capital Limited
- Winton Fund Limited
- Winton Fund No.2 Limited
- Winton Group Holdings Limited
- Winton Partners Bellbird Pty Limited
- Winton Property Investments Limited

On 23 December 2022, Winton Advisory Limited was amalgamated with Winton Capital Limited. On 27 October 2022, NB HoldCo 1 Limited (previously named Northbrook Avon Loop Limited) and NB HoldCo 2 Limited (previously named Northbrook Wynyard Limited) were deregistered. On 1 May 2023, Northlake Apartments Limited was deregistered.



# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 8. Other (Continued)

### 8.14. Capital and land development commitments

As at 30 June 2023, 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.

ALL VALUES IN \$000'S	2023	2022
Development expenditure	53,636	119,332
Land purchases	55,116	146,200
Joint venture capital commitment	50,000	-
<b>Total capital and land development commitments</b>	<b>158,752</b>	<b>265,532</b>

### 8.15. Significant events after balance sheet date

On 22 August 2023, the Board of Directors approved the payment of a net dividend of 2.1600 cents per share to be paid on 12 September 2023. The gross dividend (3.0000 cents per share) carries imputation credits of 0.8400 cents per share. The payment of this dividend will not have any tax consequences for the Group and no liability has been recognised in the Consolidated Statement of Financial Position as at 30 June 2023 in respect of this dividend.

# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 9. Comparison to prospective financial statements

On 1 December 2021 the Group issued a Product Disclosure Statement (PDS) in respect of the IPO. The following provides an explanation of the variances between the prospective financial information contained within the PDS and the actual financial position at 30 June 2023.

### CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

For the year ended 30 June 2023

ALL VALUES IN \$000'S	ACTUAL 2023	UNAUDITED PDS 2023*
Revenue	211,421	344,700
Cost of sales	(102,689)	(184,100)
<b>Gross profit</b>	<b>108,732</b>	<b>160,600</b>
Rent income	3,651	-
Other income	5,995	-
Fair value gain on investment properties	6,821	-
Selling expenses	(8,234)	(9,100)
Property expenses	(1,337)	(600)
Administrative expenses	(18,777)	(11,700)
Share-based payment expense	(1,278)	(1,700)
<b>Earnings before interest, taxation and depreciation (EBITDA)</b>	<b>95,573</b>	<b>137,500</b>
Amortisation	(519)	-
Depreciation	(845)	(700)
<b>Earnings before interest and taxation (EBIT)</b>	<b>94,209</b>	<b>136,800</b>
Interest income	2,631	1,800
Interest expense and bank fees	(1,633)	(800)
<b>Profit before income tax</b>	<b>95,207</b>	<b>137,800</b>
Income tax expense		
Current taxation	(24,526)	(40,200)
Deferred taxation	(6,043)	1,200
Total income tax expense	(30,569)	(39,000)
<b>Profit after income tax</b>	<b>64,638</b>	<b>98,800</b>
Items that may be reclassified to profit or loss:		
Movement in currency translation reserve	(539)	-
<b>Total comprehensive income after income tax attributable to the shareholders of the Company</b>	<b>64,099</b>	<b>98,800</b>
Basic earnings per share (cents)	21.79	34.91
Diluted earnings per share (cents)	21.02	33.59

### Explanation of Variances

The key variances to the PDS were:

- Lower income due to a lower number of units settled.
- Higher administrative expenses due to acquisition of Cracker Bay, higher legal fees and employee benefits expense.
- Lower current taxation expense / higher deferred taxation expense due to IRD binding ruling.

\* This information is unaudited and sourced from the PDS and where necessary the prospective information has been aligned to the statutory financial statement format.

# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 9. Comparison to prospective financial statements (Continued)

### CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

For the year ended 30 June 2023

ALL VALUES IN \$000'S	ACTUAL 2023	UNAUDITED PDS 2023*
<b>Balance as at 1 July 2022</b>	454,090	401,600
Total comprehensive income	64,099	98,800
Dividends to shareholders	(9,284)	(12,400)
Share-based payment expense	1,509	1,700
<b>Balance as at 30 June 2023</b>	510,414	489,700

### Explanation of Variances

The key variances to the PDS were:

- Higher equity share capital due to raising more proceeds from primary issuance than forecast.
- Lower retained earnings due to lower earnings than forecast.

*\* This information is unaudited and sourced from the PDS and where necessary the prospective information has been aligned to the statutory financial statement format.*



# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 9. Comparison to prospective financial statements (Continued)

### CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 30 June 2023

ALL VALUES IN \$000'S	ACTUAL 2023	UNAUDITED PDS 2023*
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	76,310	96,300
Accounts receivable, prepayments and other receivables	6,873	-
Inventories	91,128	7,200
<b>Total current assets</b>	<b>174,311</b>	<b>103,500</b>
<b>NON-CURRENT ASSETS</b>		
Inventories	165,567	198,400
Investment properties	207,517	255,100
Property, plant and equipment	40,459	2,100
Right-of-use asset	281	200
Intangible assets	2,479	100
<b>Total non-current assets</b>	<b>416,303</b>	<b>455,900</b>
<b>Total assets</b>	<b>590,614</b>	<b>559,400</b>
<b>CURRENT LIABILITIES</b>		
Accounts payable, accruals and other payables	30,140	27,400
Current lease liabilities	1,281	300
Taxation payable	23,395	40,200
<b>Total current liabilities</b>	<b>54,816</b>	<b>67,900</b>
<b>NON-CURRENT LIABILITIES</b>		
Non-current lease liability	9,740	300
Deferred tax liabilities	15,644	1,500
<b>Total non-current liabilities</b>	<b>25,384</b>	<b>1,800</b>
<b>Total liabilities</b>	<b>80,200</b>	<b>69,700</b>
<b>Net assets</b>	<b>510,414</b>	<b>489,700</b>
<b>EQUITY</b>		
Share capital	386,595	336,300
Foreign currency translation reserve	(221)	-
Share-based payment reserve	2,338	2,600
Retained earnings	121,702	150,800
<b>Total equity</b>	<b>510,414</b>	<b>489,700</b>

### Explanation of Variances

The key variances to the PDS were:

- Lower cash due to lower settlements than forecast.
- Higher inventories due to lower settlements than forecast.
- Lower investment properties due to delayed development of investment properties.
- Higher deferred tax liabilities due to IRD binding ruling.

\* This information is unaudited and sourced from the PDS and where necessary the prospective information has been aligned to the statutory financial statement format.

# Notes to the Consolidated Financial Statements

For the year ended 30 June 2023

## 9. Comparison to prospective financial statements (Continued)

### CONSOLIDATED STATEMENT OF CASH FLOWS

For the year ended 30 June 2023

ALL VALUES IN \$000'S	ACTUAL 2023	UNAUDITED PDS 2023*
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Receipts from customers	221,497	338,500
Interest received	2,631	1,800
Net GST paid	6,931	1,800
Payments to suppliers and employees	(165,748)	(144,500)
Purchase of development land	(20,179)	(24,100)
Deposits paid on contracts for land	(23,600)	(20,000)
Interest and other finance costs paid	(562)	-
Income tax (paid) / received	(9,117)	(10,800)
<b>Net cash flows from operating activities</b>	<b>11,853</b>	<b>142,700</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Proceeds from sale of property, plant and equipment	1,435	-
Intangible assets acquired	(2,875)	-
Acquisition of land for investment properties	(63,965)	(77,000)
Payments to suppliers and employees for investment properties	(37,306)	(120,000)
Acquisition of property, plant and equipment	(26,203)	(300)
<b>Net cash flows from investing activities</b>	<b>(128,914)</b>	<b>(197,300)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Dividends paid	(9,284)	(12,400)
Payment of principal portion of lease liabilities	(2,169)	-
<b>Net cash flows from financing activities</b>	<b>(11,453)</b>	<b>(12,400)</b>
Net increase in cash and cash equivalents	(128,514)	(67,000)
Cash and cash equivalents at beginning of year	204,824	163,300
<b>Cash and cash equivalents at end of year</b>	<b>76,310</b>	<b>96,300</b>

### Explanation of Variances

The key variances to the PDS were:

- Higher cash at beginning of year due to raising more proceeds from primary issuance than forecast.
- Less cash spent on operating activities due to lower settlements than forecast and higher payments to suppliers and employees.
- Less cash spent on investing activities due to delayed development of investment properties.

\* This information is unaudited and sourced from the PDS and where necessary the prospective information has been aligned to the statutory financial statement format.



## Independent Auditor's Report to the shareholders of Winton Land Limited

### Opinion

We have audited the financial statements of Winton Land Limited (the "Company") and its subsidiaries (together the "Group") on pages 38 to 66, which comprise the consolidated statement of financial position of the Group as at 30 June 2023, and the consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended of the Group, and the notes to the consolidated financial statements including a summary of significant accounting policies.

In our opinion, the consolidated financial statements on pages 38 to 66 present fairly, in all material respects, the consolidated financial position of the Group as at 30 June 2023 and its consolidated financial performance and cash flows for the year then ended in accordance with New Zealand Equivalents to International Financial Reporting Standards and International Financial Reporting Standards.

This report is made solely to the Company's shareholders, as a body. Our audit has been undertaken so that we might state to the Company's shareholders those matters we are required to state to them in an auditor's 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 audit work, for this report, or for the opinions we have formed.

### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (New Zealand). Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the financial statements* section of our report.

We are independent of the Group in accordance with Professional and Ethical Standard 1 *International Code of Ethics for Assurance Practitioners (including International Independence Standards)* (New Zealand) issued by the New Zealand Auditing and Assurance Standards Board, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

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.

### Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current year. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, but we do not provide a separate opinion on these matters. For each matter below, our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the *Auditor's responsibilities for the audit of the financial statements* section of the audit report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying consolidated financial statements.

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### Capitalisation and allocation of property costs

Why significant	How our audit addressed the key audit matter
<p>The Group's inventories, property, plant and equipment under development ("PPE"), and investment properties, of \$257m, \$32m and \$208m respectively, together represent 84% of the Group's total assets.</p> <p>The Group's inventories comprise land and buildings that are being developed into subdivisions or individual properties for sale.</p> <p>The Group's PPE comprise show suites and land and buildings that are being developed into retail premises that will be operated by the Group.</p> <p>The Group's investment properties comprise land being developed into retirement villages and commercial property.</p> <p>Given the nature of the Group's operations, it incurs significant costs each year in acquiring and developing its inventories, PPE and investment properties.</p> <p>Determining whether to capitalise or expense property costs relating to inventories, PPE and investment properties is subjective. The key judgments used in this determination are:</p> <ul style="list-style-type: none"> <li>▶ Whether costs are eligible for capitalisation under the relevant accounting standard (noting that there are differing requirements related to differing asset types); and</li> <li>▶ How to allocate capitalised costs to individual properties.</li> </ul> <p>Disclosures relating to inventories, PPE and investment properties and the associated significant judgments are included in Note 4 Inventories, Note 6 Property Plant and Equipment, and Note 5 Investment Property to the consolidated financial statements.</p>	<p>Our audit procedures included the following:</p> <ul style="list-style-type: none"> <li>▶ Held discussions with management to understand:           <ul style="list-style-type: none"> <li>▶ The process for capitalisation and allocation of property costs.</li> </ul> </li> <li>▶ On a sample basis we:           <ul style="list-style-type: none"> <li>▶ Reviewed the nature of property costs capitalised to consider whether they were eligible for capitalisation under the relevant accounting standard.</li> <li>▶ Agreed a sample of capitalised property costs to invoice and supporting documentation to assess the nature of the cost and its allocation to individual properties.</li> <li>▶ Agreed significant property acquisitions to purchase agreements and, where relevant, settlement documentation.</li> <li>▶ Performed analytical procedures in relation to the cost of sale and margin recorded on property sales to identify outliers between similar properties as well as between periods. We considered whether any outliers suggested that property costs had been allocated in an inappropriate manner.</li> </ul> </li> <li>▶ Considered the adequacy of the disclosures in the financial statements in relation to inventories, PPE and investment property.</li> </ul>

### Other matter

The consolidated financial statements of Winton Land Limited for the year ended 30 June 2022 were audited by another auditor who expressed an unmodified opinion on those statements on 24 August 2022.

### Information other than the financial statements and auditor's report

The directors of the Company are responsible for the annual report, which includes information other than the consolidated financial statements and auditor's report.

Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.



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In connection with our audit of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained during the audit, or otherwise appears to be materially misstated.

If, based upon the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

### **Directors' responsibilities for the financial statements**

The directors are responsible, on behalf of the entity, for the preparation and fair presentation of the consolidated financial statements in accordance with New Zealand Equivalents to International Financial Reporting Standards and International Financial Reporting Standards, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, the directors are responsible for assessing on behalf of the entity the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Group or cease operations, or have no realistic alternative but to do so.

### **Auditor's responsibilities for the audit of the financial statements**

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with International Standards on Auditing (New Zealand) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

A further description of the auditor's responsibilities for the audit of the financial statements is located at the External Reporting Board's website: <https://www.xrb.govt.nz/standards-for-assurance-practitioners/auditors-responsibilities/audit-report-1/>. This description forms part of our auditor's report.

The engagement partner on the audit resulting in this independent auditor's report is Grant Taylor.

A stylized, handwritten signature of 'Ernst &amp; Young' in black ink.

Chartered Accountants  
Ernst & Young  
22 August 2023



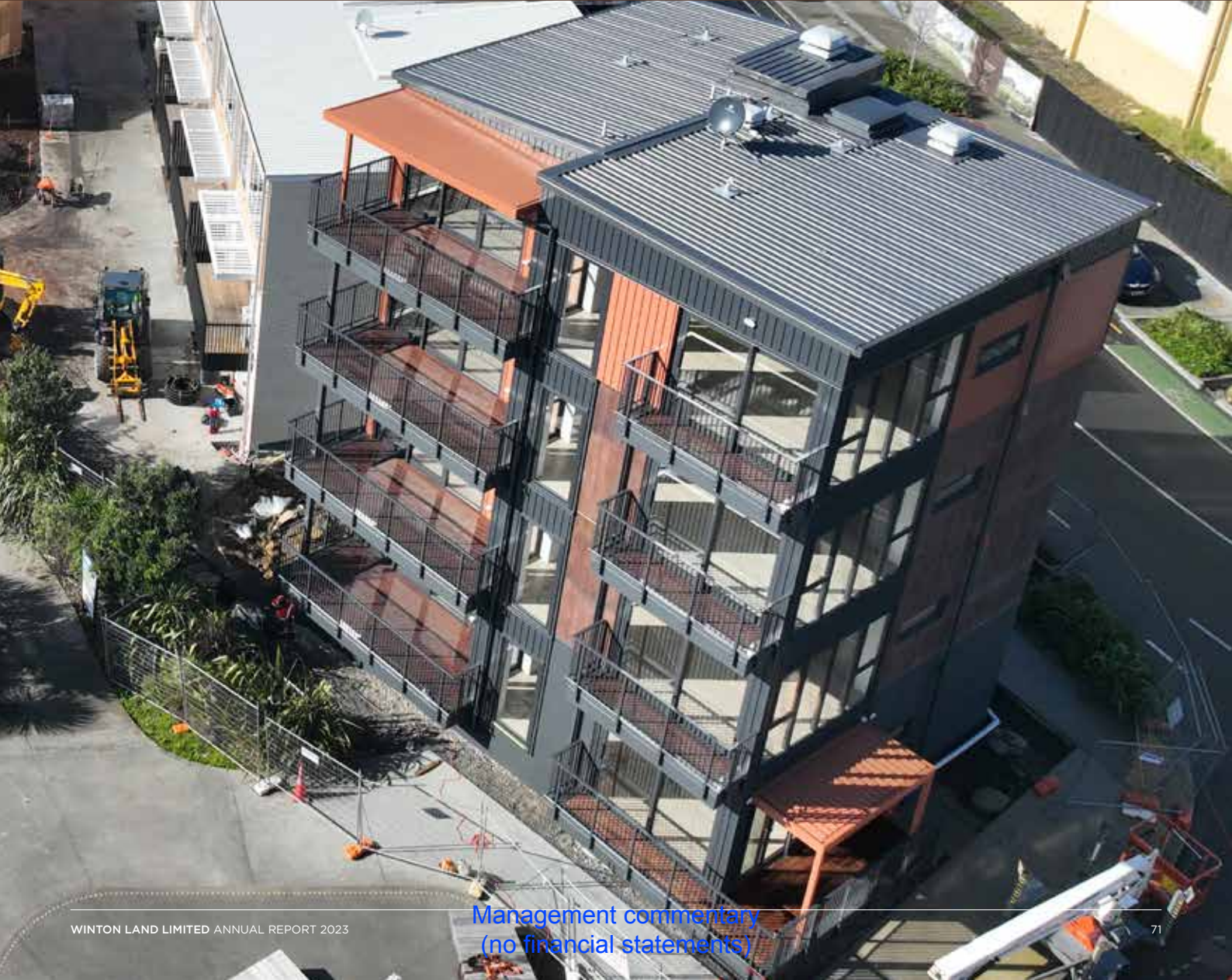


**LAUNCH BAY  
TOWNHOUSES**  
HOBSONVILLE POINT

Management commentary  
(no financial statements)



# Corporate Governance





# Corporate Governance

## COMPANY INFORMATION

Winton is a limited liability company incorporated under the Companies Act 1993 (the **Companies Act**). The Company listed on the NZX Main Board (NZX code: **WIN**) and the ASX (Foreign Exempt Listing) (ASX code: **WTN**) in December 2021. The Board currently comprises nine directors.

A copy of the Company's constitution and more detailed information on the Board and Winton's senior management team is available at Winton's Website.

## CORPORATE GOVERNANCE

The Board is committed to strong governance and accountability. The Company fosters a culture of transparency for the benefit of its shareholders and other stakeholders. To demonstrate its commitment to high quality corporate governance, the Board has adopted the principles in the NZX Corporate Governance Code dated 10 December 2020 (**NZX Code**). The NZX Code – Key Principles section below lists those principles and discloses the extent to which Winton has followed the recommendations in the NZX Code.

In the Board's opinion, as at 30 June 2023, the Company complies with the NZX Listing Rules and the NZX Code, other than Recommendations 2.8 and 2.9 as explained below.

The Code of Ethics, policies and charters referenced in the NZX Code – Key Principles section below, together with other policies and charters (the **Company Policies**), are available on Winton's Website and are available to all directors, employees, and contractors at Winton. Copies of, and training on, the Company Policies is provided to all directors and employees as part of their induction process, and updates and refresher discussions are scheduled regularly.

## NZX CODE – KEY PRINCIPLES

### Principle 1 – Code of Ethical Behaviour

*“Directors should set high standards of ethical behaviour, model this behaviour and hold management accountable for these standards being followed throughout the organisation.”*

Winton maintains high standards of ethical conduct and requires its people to behave honestly and with integrity, in a manner consistent with Winton's values and the Company Policies. These include the following:

<b>Code of Ethics</b>	<p>The Code of Ethics has been communicated to all of the Company's directors, employees and contractors and they are all subject to its standards and procedures. The Code of Ethics is not an exhaustive list of acceptable and non-acceptable behaviour at Winton, rather it contains guiding principles and reflects Winton's values as a company.</p> <p>The reporting of breaches of the Code of Ethics is encouraged and the steps for doing so are set out in Winton's Risk Management and Whistleblowing Policy. Any breaches are required to be addressed promptly and consistently and handled by Winton as set out in the Code of Ethics. The Code of Ethics is reviewed at least every two years, with the last review conducted in June 2022.</p>
<b>Securities Trading Policy</b>	<p>The Securities Trading Policy sets out the guidelines to, and express restrictions on, trading in Winton's financial products.</p> <p>The Securities Trading Policy provides transparency about expectations and requirements of directors, employees and contractors when dealing with Winton shares and places additional restrictions on certain “restricted persons” and prohibitions during prescribed blackout periods. Prior written consent of the General Counsel (or CEO in the case of a request by the General Counsel or CFO) is required to trade, and persons must otherwise act in compliance with laws.</p>
<b>Diversity and Inclusion Policy</b>	<p>The Diversity and Inclusion Policy sets out the Company's guiding principles for diversity and inclusion in the business. Refer to Principle 2 below for further details.</p>
<b>Risk Management and Whistleblowing Policy</b>	<p>The Risk Management and Whistleblowing Policy sets out the commitment of the Company to the sound and effective management of risks that are material to the achievement of its strategic objectives. This policy is also intended to encourage directors, employees and contractors to speak out if they see any behaviour that does not fit with the Company's values of integrity and honesty.</p>
<b>Environment and Corporate Responsibility Policy</b>	<p>The Environment and Corporate Responsibility Policy is a policy designed to ensure that the actions of the Company support the vision to create long-term value for Winton and others.</p>

## Corporate Governance continued

### Principle 2 – Board Composition and Performance

*“To ensure an effective board, there should be a balance of independence, skills, knowledge, experience and perspectives.”*

#### Role of the Board

The Board is elected by its shareholders to provide overall strategic direction to the Company and to protect and enhance the value of the assets of Winton for the benefit of its shareholders. The Board is responsible for the management of the business and affairs of Winton and delegates the day-to-day leadership and management of the business to the CEO.

The Board operates under a written Board Charter, which sets out the role, responsibilities, composition, structure, and approach of the Board and management. The Board acknowledges that Recommendation 2.9 of the NZX Code sets out that the Board should have an independent Chair, and that the roles of Chair and CEO should be separated. At present, Chris Meehan is both the CEO and the Board Chair. Winton believes that this is appropriate given Chris Meehan’s expertise and significant background with the Company as one of its founders.

#### Delegation of Authority

In addition to the CEO’s day-to-day leadership and management of the business, the CEO and management have levels of authority approved by the Board. In turn, the CEO and management can sub-delegate authority to direct reports in appropriate circumstances. This structure is documented in the Delegated Authority Policy.

#### Directors and Board Composition

As at 30 June 2023, the Board comprises nine directors, as follows:

DIRECTOR	TYPE OF DIRECTORSHIP	APPOINTMENT DATE
CHRIS MEEHAN (CHAIR)	Executive Director	19 June 2017
MICHAELA MEEHAN	Non-executive Director	19 June 2017
DAVID LIPTAK	Non-executive Director	7 July 2017
JULIAN COOK	Executive Director	13 September 2021
ANNA MOLLOY <sup>1</sup>	Independent Director	24 September 2021
GLEN TUPUHI	Independent Director	24 September 2021
JAMES KEMP	Non-executive Director	21 February 2022
JELTE BAKKER (ALTERNATE FOR JAMES KEMP)	Non-executive Director	21 February 2022
STEVEN JOYCE <sup>2</sup>	Independent Director	22 June 2023

1. Anna Molloy has resigned from the Board, effective 22 August 2023.

2. Steven Joyce will stand for re-election at Winton’s FY23 annual shareholders’ meeting.



## Corporate Governance continued

### Directors and Board Composition continued

Directors are chosen on the basis of a mix of skills, knowledge and experience. The right blend of leadership and experience, combined with diversity of perspective, is critical to enabling the Board to create value for Winton's shareholders over the long term. A summary of the key skills and experience held across the Board as at 30 June 2023 is summarised below:

SKILL / EXPERIENCE			
PROPERTY, PLANNING, CONSTRUCTION	■	■	■
RETIREMENT VILLAGE DEVELOPMENT AND / OR OPERATION	■	■	■
STRATEGY	■	■	■
FINANCE / ACCOUNTING	■	■	■
GOVERNANCE	■	■	■
PEOPLE & CULTURE	■	■	■
HEALTH & SAFETY	■	■	■
SUSTAINABILITY	■	■	■
IWI / STAKEHOLDER RELATIONS	■	■	■

■ High Competence ■ Practical / Direct Experience ■ Some Experience

Directors are encouraged to hold shares in the Company to align their interests with the interests of shareholders. Six of the nine Directors own shares (either directly or through a related entity or trust), and those relevant interests are included under the heading "Directors' Dealings and Relevant Interests" in Principle 4 below. Of the remaining three Directors, two are appointed in their capacity as representatives of a Substantial Product Holder.

During the period 1 July 2022 to 30 June 2023, meeting attendance for the Directors was as follows:

DIRECTOR	BOARD			AUDIT AND FINANCIAL RISK			NOMINATION AND REMUNERATION		
	Member	Meetings held	Meetings attended	Member	Meetings held	Meetings attended	Member	Meetings held	Meetings attended
CHRIS MEEHAN (CHAIR)	•	8	8				•	1	1
MICHAELA MEEHAN	•	8	7						
DAVID LIPTAK	•	8	5	•	4	3			
JULIAN COOK	•	8	8						
ANNA MOLLOY	•	8	8	•	4	4	•	1	1
GLEN TUPUHI	•	8	8	•	4	4	•	1	1
JAMES KEMP	•	8	7						
JELTE BAKKER (ALTERNATE FOR JAMES KEMP)	•	8	6						
STEVEN JOYCE	•	8	0 <sup>1</sup>						

1. No Board Meetings were held during the period 22 June 2023 (appointment date of Steven Joyce) to 30 June 2023.

# Corporate Governance continued

## Director Training

At the time of appointment, directors receive a comprehensive induction from the business to familiarise themselves with Winton's management and operations. New directors are appropriately introduced to Winton's management and business and receive all papers and documents (including Company Policies) to enable them to provide value in their role on the Board. Regular site visits are provided for directors, both new and existing.

Directors of the Board are expected to maintain appropriate levels of financial, legal and industry understanding, and are encouraged to take responsibility for their own professional development. Each Director is also aware that they should seek independent advice in respect of their role as a Director, should the need arise.

## Board Performance

The Board has committed to critically evaluate its own performance and the performance of individual Directors on a regular basis. The Nomination and Remuneration Committee is tasked with making recommendations to the Board to ensure that adequate procedures are in place to review the performance of the Board as a whole, its committees and the contributions of each Director.

## Independence

The Board currently comprises nine director positions, including one alternate director. For the purposes of the NZX Listing Rules, the Board has determined that, as at 30 June 2023, three Directors are independent directors, being Anna Molloy, Glen Tupuhi and Steven Joyce.

In determining independence of Directors, the Board considers not only the factors expressly set out in Recommendation 2.4 of the NZX Code, but also carefully assesses whether a Director's interest, position, association or relationship might interfere, or be seen to interfere, with that Director's capacity to bring an independent judgment to bear on issues before the Board. The Board assesses the independence of each Director on their appointment, and will continue to do so at least annually thereafter. The Board acknowledges that Recommendation 2.8 of the NZX Code sets out that the Board should be comprised of a majority of independent Directors. The majority of Directors appointed to date represent existing shareholders and the Substantial Product Holders. The composition of the Board, and the appropriate governance structure for the Company, continues to be monitored on a regular basis.

## Diversity and Inclusion

Winton, and the Board, is committed to ensuring an environment where its people enjoy their roles, their interaction with other employees, contractors and customers and working towards the success of the business. Winton is committed to creating an open workplace where every team member is welcomed, supported and inspired, and where diversity is celebrated.

The principles of Winton's Diversity and Inclusion Policy include encouraging diversity of all types throughout the workforce at all levels, creating a flexible and inclusive work environment, ensuring the behaviour of its leaders reflect our values, attracting and retaining talented people and ensuring that its people feel safe. The Board considers that Winton has adhered to these principles and its Diversity and Inclusion Policy.

The Board recognises that gender is one important and commonly reported measure of diversity. The gender composition at Winton as at 30 June 2023 is set out in the table below:

POSITION	AS AT 30 JUNE 2023			AS AT 30 JUNE 2022		
	Female	Male	Diverse	Female	Male	Diverse <sup>1</sup>
DIRECTORS <sup>2</sup>	2	7	-	2	6	
SENIOR MANAGEMENT <sup>3</sup>	2	3	-	2	3	
EMPLOYEES <sup>2,3</sup>	28	37	- <sup>4</sup>	12	23	

1. Not reported in FY22.

2. Where an individual is an executive director on the Board, and is also an employee, they are counted twice.

3. Senior management team members are also included in employee statistics.

4. Not reported in FY23.

## Corporate Governance continued

### Interests Register

The Company maintains an Interests Register, together with separate Interests Registers for each subsidiary company. Any Director who is interested in a transaction with the Company (or a subsidiary) is required to immediately disclose to the Board the nature, monetary value and extent of that interest and will not be entitled to vote in respect of such transaction (other than a transaction where all Directors are required to sign a certificate in accordance with the Companies Act).

### Interests Register continued

All current declared interests of the Directors are listed in the table below, with those disclosures advised during FY23 shown in italics:

DIRECTOR	COMPANY / ORGANISATION	POSITION HELD
CHRIS MEEHAN	Korama Limited	Director and Shareholder
	Speargrass Holdings Limited	Director and Shareholder
	Woodside 45 Limited	Director
	<i>WMC Development GP Limited</i>	<i>Director</i>
MICHAELA MEEHAN	Korama Limited	Director
	Speargrass Holdings Limited	Director
DAVID LIPTAK	Wanaka Partners, LLC	Beneficial Owner
JULIAN COOK	SkyCity Entertainment Group Limited	<i>Chairman</i>
	WEL Networks Limited	Director
	Motutapu Investments Limited	Director
	<i>Deakin TopCo Pty Limited (trading as Levande)</i>	<i>Director</i>
ANNA MOLLOY	ANZ New Zealand Investments Limited	Director
	Channel Infrastructure NZ Limited	Director
	Hingaia Consulting Limited	Director and Shareholder
GLEN TUPUHI	Toi Consulting Limited	Director
JAMES KEMP	Macquarie Real Estate Investment Holding (Australia) Pty Limited	Director
	Macquarie Real Estate Management (Australia) Limited	Director
	TC Akarua 1 Pty Limited	Director
	TC Akarua 2 Pty Limited	Director
JELTE BAKKER	Macquarie Real Estate Investment Holding (Australia) Pty Limited	Director
	Macquarie Real Estate Management (Australia) Limited	Director
	TC Akarua 1 Pty Limited	Director
	TC Akarua 2 Pty Limited	Director
STEVEN JOYCE	<i>Joyce Advisory Limited</i>	<i>Director and Shareholder</i>
	<i>Icehouse Ventures Limited</i>	<i>Director</i>
	<i>The Icehouse Limited</i>	<i>Director</i>

There have been no interest register entries in respect of use of company information by Directors.

During the year, the Board authorised the renewal of the Directors' and Officers' insurance cover as at 1 October 2022 for a period of 12 months and has certified, in terms of section 162 of the Companies Act, that this cover is fair to the Company.

As permitted by the Company's constitution and the Companies Act, the Company has also entered into a deed indemnifying its Directors against potential liabilities and costs they may incur for acts or omissions in their capacity as Directors of the Company and its subsidiaries.

### Subsidiary Company Directors

As at 30 June 2023, Winton had 36 New Zealand subsidiary companies and 2 Australian subsidiary companies.

**Chris Meehan** is a Director of all 38 subsidiary companies.



# Corporate Governance continued

## Subsidiary Company Directors continued

**Michaela Meehan** is a Director of the following 21 New Zealand subsidiary companies: Beaches Developments Limited, Bridesdale Farm Developments Limited, Lakes Edge Developments Limited, Lakeside Developments 2017 Limited, Lakeside Residential Limited, Longreach Developments Limited, Marlborough Precinct Holdings Limited, Marlborough Precinct Residential Limited, Northbrook Launch Bay Limited, Northbrook Retirement Villages Limited, Northbrook Wanaka Limited, Northlake Developments Limited, Northlake Investments Limited, Northlake Residential Limited, Northlake Townhouses Limited, River Terrace Developments Limited, River Terrace Residential Limited, Waterfall Park Developments Limited, Winton Capital Limited, Winton Group Holdings Limited and Winton Property Investments Limited.

**Julian Cook** is a Director of the following 6 New Zealand subsidiary companies: Northbrook Retirement Villages Limited, Northbrook Launch Bay Limited, Northbrook Wanaka Limited, Northbrook Avon Loop Limited, Northbrook Wynyard Limited and Northbrook Arrowtown Limited.

**Iain Murray** is a Director of the 2 Australian subsidiary companies: Francis Street Developments Pty Limited and Winton Partners Bellbird Pty Limited.

Directors of the Company's subsidiaries do not receive any remuneration or other benefits in respect of their appointments, other than Iain Murray who receives an annual fee of AUD\$15,000 for corporate secretarial services to the Australian subsidiaries.

## Principle 3 – Board Committees

*“The board should use committees where this will enhance its effectiveness in key areas, while still retaining board responsibility.”*

The Board has two standing committees, being the Audit and Financial Risk Committee and the Nomination and Remuneration Committee, as detailed below. The Board has concluded that it is not necessary at this time to establish any other standing committees, but may consider additional committees as it matures as a listed company.

### Audit and Financial Risk Committee

*Membership: Anna Molloy (Chair), David Liptak, Glen Tupuhi*

Winton has an Audit and Financial Risk Committee that operates under its own written charter, which is available on Winton's Website. The Audit and Financial Risk Committee is currently chaired by Anna Molloy, who has a background in financial services. The membership of this committee is solely non-executive directors, with a majority of the members being independent.

The Audit and Financial Risk Committee takes responsibility to ensure the quality and integrity of external financial reporting including the accuracy, completeness, and timeliness of financial statements. The committee is committed to providing balanced, clear, and objective financial reporting. It reviews financial statements and makes recommendations to the Board concerning accounting policies, areas of judgment, compliance with accounting standards, stock exchange and legal requirements, and the results of the external audit.

The Audit and Financial Risk Committee may, in its discretion, invite Winton's external auditors and members of senior management, as appropriate, to attend committee meetings. All directors have a standing invitation to attend committee meetings.

Steven Joyce will be appointed as the chair of the Audit and Financial Risk Committee with effect from 22 August 2023.

### Nomination and Remuneration Committee

*Membership: Anna Molloy (Chair), Glen Tupuhi, Chris Meehan*

Winton has a combined Nomination and Remuneration Committee that operates under its own written charter. The majority of the members of this committee are independent. Since Chris Meehan is also the CEO, he declares conflicts of interest and stands down from decisions relating to his own performance and remuneration.

The primary responsibilities of the Nomination and Remuneration Committee include to identify and make recommendations to the Board in respect of director nominations (including casual vacancies and composition of committees), to review and recommend to the Board appropriate remuneration of the Directors for consideration by shareholders, and to review and approve annually the remuneration strategy for Winton, including specific responsibilities in relation to the CEO and his direct reports. Senior management is only invited to attend meetings of the Nomination and Remuneration Committee at the discretion of the committee.

The Company enters into written agreements with each of its new directors establishing the terms and conditions of their appointment, including their duties, term of appointment (subject to shareholder approval), expectations of the role and remuneration.

Steven Joyce will be appointed as the chair of the Nomination and Remuneration Committee with effect from 22 August 2023.





**NORTHBROOK  
ARROWTOWN**  
ARTIST IMPRESSION



## Corporate Governance continued

### Principle 4 - Reporting & Disclosure

*"The board should demand integrity in financial and non-financial reporting, and in the timeliness and balance of corporate disclosures."*

#### Continuous Disclosure

Winton is committed to promoting shareholder confidence through effective communication with the NZX, the ASX, the Company's shareholders, investors, analysts, media and other interested parties, and providing those parties with equal and timely access to material information. The Board and management carefully consider such information to ensure it is precise, balanced and consistent. Winton's Continuous Disclosure Policy applies to ensure that all relevant stakeholders have appropriate and timely access to relevant information, be it positive or negative.

#### Other Governance Documentation

The Company Policies, annual and interim reports, Company announcements and other relevant material is available on Winton's Website.

#### Reporting

Winton's half-year and audited full-year financial statements are prepared in accordance with the relevant financial reporting standards and applicable legislation. The audited full-year financial statements for FY23 are included in this report.

Non-financial information is included throughout this report, including in relation to Winton's communities and projects and the Company's general environmental and social sustainability factors and practices.

#### Directors' Dealings and Relevant Interests

The details of the Directors' dealings in the Company's financial products as at 30 June 2023 are set out in the table below:

DIRECTOR	NO. OF SHARES ACQUIRED / (DISPOSED)	CONSIDERATION PER SHARE	DATE OF TRANSACTION
CHRIS MEEHAN (CHAIR) (BENEFICIAL INTEREST)	668,595 <sup>1</sup>	\$1.9000	2 March 2023
	24,776 <sup>1</sup>	\$1.9597	3 March 2023
	33,077 <sup>1</sup>	\$2.0140	6 March 2023
	10,000 <sup>1</sup>	\$2.0000	8 March 2023
MICHAELA MEEHAN (BENEFICIAL INTEREST)	668,595 <sup>1</sup>	\$1.9000	2 March 2023
	24,776 <sup>1</sup>	\$1.9597	3 March 2023
	33,077 <sup>1</sup>	\$2.0140	6 March 2023
	10,000 <sup>1</sup>	\$2.0000	8 March 2023

*1. These transactions relate to acquisitions made by Korama Limited (as trustee of the Amarak Trust, a trust associated with Chris Meehan and Michaela Meehan).*

The details of the Directors' relevant interests in the Company's financial products for the year ended 30 June 2023 are set out in the table below:

DIRECTOR	NATURE OF RELEVANT INTEREST	NO. OF SHARES
CHRIS MEEHAN (CHAIR)	Beneficial	163,329,448
MICHAELA MEEHAN	Beneficial	163,329,448
DAVID LIPTAK	Beneficial	28,683,000
JULIAN COOK	Beneficial	1,286,339
ANNA MOLLOY	Beneficial	38,591
GLEN TUPUHI	Beneficial	12,870

Note that while James Kemp and Jelte Bakker are appointed to the Board in their capacity as representatives of substantial product holder, TC Akarua 2 Pty Limited (as trustee of the TC Akarua Sub Trust), they do not hold a personal relevant interest in those shares.



## Corporate Governance continued

### Principle 5 - Remuneration

*"The remuneration of directors and executives should be transparent, fair and reasonable."*

#### Directors' Remuneration

The current director fee pool is \$600,000 per annum, which was approved by the shareholders on 1 December 2021. In addition, Directors are reimbursed for all reasonable travel, accommodation and other expenses incurred by them in connection with their role as a Director.

Winton's strategy is to attract and retain high performing directors with the appropriate skills and experience to provide diversity of thought and benefit to the Company. On that basis, it is important that the Directors are appropriately remunerated. The current Directors' fees comprise an annual fee of \$60,000 per annum (other than the Board Chair fee which is \$100,000 per annum) and an annual fee of \$20,000 to chair the Audit and Financial Risk Committee and \$12,000 to chair any other Board committee.

Other than as set out in this report, the Company has not provided any other benefits to a Director for services as a director in any other capacity, nor has the Company made any loans to a Director, or guaranteed any debts incurred by a Director in FY23.

The remuneration paid to Directors of the Company during FY23 is as follows:

DIRECTOR	ROLE	DIRECTOR FEES PAID IN FY23
CHRIS MEEHAN	Board Chair	\$40,000
	Executive Director	\$60,000
ANNA MOLLOY	Audit and Financial Risk Committee (Chair)	\$20,000
	Nomination and Remuneration Committee (Chair)	\$12,000
	Independent Director	\$60,000
MICHAELA MEEHAN	Non-executive Director	\$60,000
DAVID LIPTAK	Non-executive Director	\$60,000
JULIAN COOK	Executive Director	\$60,000
GLEN TUPUHI	Independent Director	\$60,000
STEVEN JOYCE <sup>1</sup>	Independent Director	\$1,484
JAMES KEMP	Non-executive Director	-
JELTE BAKKER	Non-executive Director	-

1. Steven Joyce was appointed to the Board on 22 June 2023.

#### Remuneration Policy

The Board supports a remuneration strategy that is competitive in the market, taking into account the complexity of the business itself, and also having regard to the scale of, and high performance expected, within each role.

The Nomination and Remuneration Committee Charter governs the responsibilities and process by which the committee will adhere carry out its functions. The Committee is to consider benchmark executive remuneration data as appropriate, with remuneration of the CEO and other members of the senior management team including a mix of fixed and variable components, always having regard to alignment of shareholder interests. Together with the fixed base salary (including any KiwiSaver contributions, carparking, etc), remuneration also comprises variable components such as discretionary bonuses, and eligibility for the LTI Plan (described in more detail below).

#### LTI Plan

The Company implemented a long-term incentive plan (the **LTI Plan**) for employees, to incentivise and retain those employees. Under the LTI Plan, participants are granted options to vest at year 4, year 7 and year 10, and will not be required to pay for such options. Each option will give the participant the right to acquire one share, subject to the participant remaining employed at the relevant vesting date, at the Issue Price (as defined). The exercise price will not be adjusted for any dividends paid by Winton.

## Corporate Governance continued

### LTI Plan continued

Every employee of Winton as at the date of listing (17 December 2021) was included in the LTI Plan, and all subsequent employees are eligible to participate in that LTI Plan after 12 months of continuous service.

In addition to the general employee LTI Plan (referred to below), a grant of options has been made to Julian Cook. Mr Cook will not be required to pay for such options. Each option will give Mr Cook the right to acquire one share at the vesting date (being 10 years from the date of issue), subject to Mr Cook remaining employed on the 4th anniversary of the date of issue of the options, at the Issue Price (as defined). The exercise price will be adjusted for any dividends paid by Winton.

### Chief Executive's Remuneration

Chris Meehan is the Chair of the Board of Directors of the Company and received fees in that capacity in FY23 as outlined above. In addition, in his executive role as CEO of the Company, Chris Meehan's remuneration for FY23 was \$1,741,000. Mr Meehan did not receive any additional remuneration (including any short-term or long-term incentives) during FY23 as CEO.

### Employee's Remuneration

Julian Cook is a Director of the Company and received fees in that capacity in FY23 as outlined above. In addition, in his executive role as Director of Retirement Mr Cook received remuneration for FY23 of \$240,000. Mr Cook did not receive any additional remuneration (including any short-term or long-term incentives<sup>1</sup>) during FY23 as Director of Retirement.

There were 34 employees (or former employees) of Winton, not being Directors, who received remuneration and other benefits in their capacity as employees that exceeded \$100,000 during FY23, and these are set out in brackets of \$10,000 in the following table. Remuneration is calculated as inclusive of salary and any discretionary bonuses received.

AMOUNT OF REMUNERATION <sup>2</sup>	CURRENT EMPLOYEES
\$100,001 to \$110,000	3
\$110,001 to \$120,000	3
\$120,001 to \$130,000	4
\$130,001 to \$140,000	1
\$140,001 to \$150,000	2
\$160,001 to \$170,000	2
\$170,001 to \$180,000	2
\$180,001 to \$190,000	1
\$190,001 to \$200,000	2
\$200,001 to \$210,000	1
\$210,001 to \$220,000	1
\$220,001 to \$230,000	1
\$230,001 to \$240,000	2
\$260,001 to \$270,000	1
\$290,001 to \$300,000	1
\$310,001 to \$320,000	1
\$330,001 to \$340,000	1
\$340,001 to \$350,000	1
\$350,001 to \$360,000	3
\$500,001 to \$510,000	1

1. Remuneration does not include the grant of any options under the LTI Plan, with such remuneration to be captured on vesting.

2. Chris Meehan (as CEO) and Julian Cook (as Director of Retirement) are not included in this table as they are also Directors of the Company.





**LAKESIDE**  
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# Corporate Governance continued

## Principle 6 – Risk Management

*“Directors should have a sound understanding of the material risks faced by the issuer and how to manage them. The Board should regularly verify that the issuer has appropriate processes that identify and manage potential and material risks.”*

### Risk Management Framework

The Board has established a risk management framework which includes a list of material risks faced by Winton. The framework is reviewed and updated as risks to the business evolve and change. The Board has set its risk tolerance appetite in pursuit of its strategy and how it will manage them.

The nature of the risk treatment varies according to the nature and severity of the risk. If the risks are material, they will be reported to the Board. Simultaneously, where such risks warrant the need to make a disclosure to the market, Winton will apply relevant facts against the Continuous Disclosure Policy.

The Audit and Financial Risk Committee at Winton reviews and makes recommendations to the Board whether Winton’s processes for managing financial risk are sufficient and any incident of fraud or other failure of internal controls. Non-financial risk and the appropriateness of Winton’s insurance programme is reviewed and determined at a full Board level.

The CEO and other members of the senior management team review, update and take ownership of the day-to-day management and operation of Winton’s risk management framework and associated policies and procedures.

### Principal Business Risks and Key Strategies to Mitigate

Winton is currently focused on 13 principal business risks across its business. For the purposes of this report and Recommendation 6.1 of the NZX Code, a high-level description of these principal business risks is provided below:

AREA OF RISK	DESCRIPTION OF RISK	KEY STRATEGIES EMPLOYED BY WINTON TO MITIGATE RISK
PROPERTY MARKET RISK	Winton’s ability to achieve its forecasted sales and/or forecasted sales prices within each of its developments is dependent on the housing market conditions in each of the areas in which its developments are located.	<p>Winton reviews economic and residential property market conditions through research and relationships with market participants.</p> <p>Winton concentrates on areas of highest population growth.</p> <p>Our pre-sale strategy may incorporate a discount to market prices at the time of sale, in particular for purchases with a long settlement wait.</p> <p>Reporting is provided to the Board regularly.</p>
CONSTRUCTION AND DEVELOPMENT RISK	Winton faces construction and property development risks when developing its communities and projects within its communities. These risks include project delays (consenting and construction), default risk, governance and design risk, and potential labour and materials shortages. There is also a risk of supply chain cost inflation due to Covid-19 or similar global impact related shortages and delays.	<p>Winton ensures expected returns from developments adequately compensate Winton for the level of risk undertaken before approval.</p> <p>Through due diligence, Winton understands the project risks by undertaking comprehensive feasibility studies to determine the viability of the proposed initiative or development, the financial position of contractors and ensures funding is in place.</p> <p>Further, Winton establishes a procurement plan including, procurement for long lead items, and engages contractors early to mitigate cost escalation or contractor default. Its construction and development contracts have robust provisions to ensure these risks are adequately addressed and mitigated.</p>
CORPORATE GOVERNANCE AND GENERAL COMPLIANCE RISK	<p>Failure to comply with regulatory, societal and investor expectations in relation to corporate governance and environmental sustainability could impact Winton’s reputation and financial performance over the longer term.</p> <p>Failure to comply with environmental laws, resource consents and regulations which may result in penalties and/or reputational damage.</p>	<p>Winton’s governance procedures are continually monitored to ensure compliance. External consultants and advisers are engaged as appropriate. Winton also proactively engages with regulators such as NZ RegCo and ASIC to foster ongoing relationships and open dialogue.</p> <p>Project developments are required to have Environmental Management Plans in place and are consistently monitored in accordance with Resource Consent conditions.</p>

# Corporate Governance continued

## Principal Business Risks and Key Strategies to Mitigate continued

AREA OF RISK	DESCRIPTION OF RISK	KEY STRATEGIES EMPLOYED BY WINTON TO MITIGATE RISK
<b>FINANCIAL PERFORMANCE RISK</b>	The risk of financial performance not being managed to expectations.	As noted under the “construction and development risk”, Winton has a number of provisions in place to control this risk, including a delegation policy, an analytical review process, forecasting, budgeting, and general proactive management. Winton’s approach to on-sales is conservative requiring purchasers to provide personal guarantees as appropriate and ensuring deposits are payable early.
<b>RETIREMENT VILLAGE OPERATIONAL RISK</b>	<p>Winton will need to develop and implement new operational strategies to operate a retirement village and aged care offering under the Northbrook brand. This includes hiring appropriate staff and establishing and maintaining quality and service standards consistent with market expectations.</p> <p>Retirement villages will need to be developed and constructed to high standards to achieve the appropriate premium brand positioning.</p>	Julian Cook’s expertise as former CEO of one of New Zealand’s largest retirement village operators Summerset Group brings the necessary skills and knowledge to Winton through Julian’s role as Executive Director of Northbrook. Winton also retains expert external advisers to advise on registration, statutory obligations and ongoing compliance, as well as advice on upcoming changes to relevant legislation
<b>HEALTH, SAFETY AND WELLBEING OF WINTON EMPLOYEES, CONTRACTORS AND STAKEHOLDERS</b>	Risk of not having adequate procedures in place to identify, manage and report on the health, safety and wellbeing of Winton employees, contractors and stakeholders, both internally and externally.	Winton has a number of procedures in place to ensure hazards are identified and its health and safety obligations are met. Winton records near misses and “opportunities for improvement” at a corporate level as well as through contractor reporting lines for any incidents on site. These are minuted at regular site meetings or advised directly to Winton if appropriate to report outside of site meeting timing. PCG reporting covers health and safety as a standing item and independent audits are also undertaken. Employee wellbeing is top of mind for Winton, and benefits, monitoring and good work practices form part of the Health and Safety system. This Master Health and Safety system is implemented across the business, applying to all projects, the corporate offices and as appropriate where we interact with third parties. This programme has been assessed and embedded with assistance of an external Health, Safety and Wellbeing expert.
<b>TECHNOLOGY AND CYBERSECURITY RISK</b>	The risk of Winton’s systems or data becoming compromised, for example due to a cyberattack, outage or human error in releasing private data.	<p>Winton’s systems are managed by qualified third parties and appropriate cybersecurity controls are in place.</p> <p>Training and reinforcement of process is provided to employees who have access to private data.</p>
<b>STAFF RETENTION AND CAPABILITY RISK</b>	In a tight and highly competitive labour market, Winton is at risk of staff shortages and loss of institutional knowledge and experience. The risk is our ability to recruit appropriate replacements and the loss of knowledge and expertise.	<p>Key areas within Winton’s senior management, development and Northbrook teams will continue to be monitored closely.</p> <p>Winton also ensures a strong focus on team engagement and enhancement and maintains ongoing succession planning and retention structures within the company.</p> <p>Winton will continue to undertake regular performance reviews of employees and directors and benchmark remuneration packages with the wider market.</p> <p>Winton has searched international labour markets for some roles.</p>

# Corporate Governance continued

## Principal Business Risks and Key Strategies to Mitigate continued

AREA OF RISK	DESCRIPTION OF RISK	KEY STRATEGIES EMPLOYED BY WINTON TO MITIGATE RISK
CONSENTING RISK	<p>Winton's development activities typically require it to achieve rezoning or resource consents to allow development of its masterplanned communities and projects to be undertaken.</p> <p>There is a risk that Winton does not achieve the rezoning or consents required, or the rezoning or consents are granted on terms which are less favourable than Winton originally anticipated.</p>	<p>Winton has strong relationships across local and central governments and with tangāta whenua. While the outcome of rezoning and consenting decisions remains outside its direct control, Winton has a proven track record of achieving the necessary rezoning and consenting to develop large-scale masterplanned communities.</p> <p>Consenting risk helps create a barrier to entry which benefits Winton.</p>
LAND ACQUISITION RISK	<p>Winton's continued growth is dependent on its ability to acquire attractive sites for the development of new masterplanned communities. The vendors of attractive sites may choose to either not sell, sell to a competitor or other third party, or sell at higher prices than Winton would expect. Change to legislation is an ongoing risk.</p>	<p>Winton continually evaluates potential new sites and has a demonstrated record in origination opportunities through various channels, including direct approaches to landowners, public sale processes, its network of long-term relationships across New Zealand and inbound enquiry. Winton has enshrined provisions in its constitution to enable it to control shareholding to ensure it does not become an "overseas person" under the Overseas Investment Act 2005. This mitigates the risk of many competitors.</p> <p>General engagement with legal advisors is regular and ongoing to ensure Winton is informed on potential legislative or statutory changes, and where appropriate, we submit to government or relevant authority on such proposed change.</p>
CLIMATE CHANGE RISK	<p>Over the longer term, Winton expects to operate in a climate that will progressively depart from the weather conditions and events currently experienced, to more acute challenges and risks arising from increasing climate variability and transitioning to a lower carbon economy. This is likely to have various impacts on the longer-term plans and operations of the Winton - specifically in relation to the design, build and construction of its Northbrook communities.</p>	<p>Winton will adopt the requirements under the Climate Related Disclosures requirements to disclose more detail on the risks and opportunities for its business and how different global warming scenarios would impact its strategy in FY24. This will highlight adaption and transitional risks relevant to Winton and the industry it operates in. Appointment of permanent Sustainability and External Relations Manager to ensure Winton understands the requirements and implications to new regulations.</p>
FUNDING FOR STRATEGIC GOALS RISK	<p>The risk of not being able to fund strategic decisions due to reduced balance sheet strength.</p>	<p>Winton continually evaluates its existing position and future cashflows to prevent cash shortages, securing additional equity or funding as required. Winton also continues to have flexibility in its portfolio, allowing it to adjust settlement dates or slow works as required to help avoid cash holes.</p>
RESOURCE MANAGEMENT ACT (RMA) RISK	<p>Winton's largest value uplift in its operations comes from re-zoning land to residential which is reliant on the RMA. Changes to the RMA could have a significant impact on Winton's business and profitability.</p>	<p>Winton undergoes thorough planning under guidance of external consultants prior to acquisition and during the initial stages of development to reduce risk in relation to RMA change. General engagement with external consultants and experts is regular and ongoing to ensure Winton is informed on potential legislative or statutory changes, and where appropriate, submits to government or relevant authority on such proposed change.</p>



## Corporate Governance continued

### Health and Safety

Winton's internal Health and Safety Committee (with Board oversight) monitors and manages health and safety risk within the organisation, including through its supplier relationships. Winton adopts a systematic approach to the management of health and safety risks and has comprehensive health and safety documentation in place. The Company has continued to develop its health and safety system and as noted in the ESG Section on page 28, a master health and safety system has been refined and risk register developed for each business unit (across the land and vertical space) in recognition of the diverse nature of Winton's business activities. This system requires a strong level of communication and reporting across the design, procurement and contractor management phase of projects.

The Company encourages active involvement by Directors, senior management, employees and contractors to participate in improving health and safety within the organisation. Training across all levels of the business has been undertaken and ongoing training is carried out on a regular basis. As noted in the description of risks in this Principle 6 above, Winton ensures procedures are in place to identify hazards and record near misses or any incidents at both a corporate level and through our contractors. No notifiable events to WorkSafe NZ have occurred in respect of Winton's employees and all of Winton's contractors on each respective site are required to fully report all notifiable incidents not only to WorkSafe NZ, but to Winton as part of their extensive contractual health and safety obligations.

### Tax Governance

Winton has implemented a Tax Governance Framework, which sets out the policies and processes in place to manage Winton's tax objectives, identification of tax risks, and its tax reporting requirements to the Board. The Tax Governance Framework is reviewed by the CFO on an annual basis, or when material changes to the tax environment Winton operates in take place. Following each review, the CFO will report to the AFRC, who will in turn consider any changes or issues that need to be submitted to the Board for consideration. The Board is satisfied that Winton has effective policies and procedures to effectively manage Winton's tax risk and ensure that the Group meets its obligations. Winton continues to seek certainty on tax positions through proactive engagement with advisors and tax authorities. Overall, Winton adopts a risk-adverse stance on all tax issues, and engages qualified third party advisors to assist where appropriate.

### Principle 7 – Auditors

*“The board should ensure the quality and independence of the external audit process.”*

#### Audit

The Board is committed to ensure auditor independence is maintained, in accordance with strong governance practices and regulatory requirements. The Company has adopted an Auditor Independence Policy that is administered by the Audit and Financial Risk Committee.

The Auditor Independence Policy is a reflection of the Company's belief that the quality of external auditing is critical for the integrity of financial reporting, and provides an important protection for investors. The Policy addresses Recommendation 7.1 of the NZX Code and includes procedures for communication with an auditor, approval of an external audit firm, the monitoring of audit independence, the audit rotation requirements, the circumstances where it may be appropriate for an auditor to provide non-audit services and the responsibilities of Winton (including in relation to the monitoring of audit performance, value and fees).

Following the decision to rotate external auditors, EY was appointed, and approved by the shareholders at Winton's 2022 Annual Shareholders' Meeting.

EY, as the auditor of the FY23 financial statements, will be invited to attend this year's Annual Shareholders' Meeting.

Winton does not have a dedicated internal audit function. In addition to the robust external audit process, Winton's process to ensure internal compliance is through constant review, evaluation and improvement of the risk management process and internal controls.

### Principle 8 – Shareholder Rights and Relations

*“The board should respect the rights of shareholders and foster constructive relationships with shareholders that encourage them to engage with the issuer.”*

#### Investor Centre Website

Winton's Website contains a comprehensive set of investor-related material and data, including market disclosures, media releases, annual and interim reports, share-price information and copies of the Company Policies. It also contains details of Directors and employees.

# Corporate Governance continued

## Shareholder Communication

Winton welcomes communication and feedback from shareholders. Winton's Website provides contact details for shareholder and investor relations queries, and includes dates and times of shareholder meetings and investor calls. Winton's process following each results announcement is to hold an investor call to present the results and to allow investors and other stakeholders to ask questions.

Shareholders have the option of receiving their communications electronically, including by email, and are actively encouraged to take up this option.

## Notice of Annual Shareholders' Meetings

The Annual Meeting of Shareholders will again be run as a virtual-only meeting. It is expected to be held on Wednesday, 25 October 2023 at 11.00am (NZDT). The Notice of Meeting will be circulated at least 20 working days before the meeting and will also be posted on Winton's Website.

In respect of voting rights, Winton shareholders have one vote per share they hold in Winton, and will have the right to vote on material or related party transactions in accordance with the NZX Listing Rules.

## OTHER DISCLOSURES

### Donations

The Company (or subsidiaries) paid a total of \$96,000 in donations for the year ended 30 June 2023, including:

- \$64,000 to Te Aitanga A Mahaki, in the form of building supplies to be used to help rebuild flood damaged properties in the Te Karaka, Gisborne community;
- \$8,600 to the Mana Tāhuna Charitable Trust to help improve the wellbeing and health of families and individuals in the Tāhuna Queenstown community; and
- various donations to the Graeme Dingle Foundation and each of the Hawkes Bay Evergreen Foundation and Matai Charitable Trust to help with the Gisborne and East Coast flood relief.

### Dividends

The following dividends have been paid by the Company in the past two financial years:

DATE PAID	CENTS PER SHARE	TOTAL PAID FY23 \$000'S	TOTAL PAID FY22 \$000'S
14 SEPTEMBER 2022	1.07	3,174	-
15 MARCH 2023	2.06	6,110	-
<b>TOTAL DIVIDENDS PER STATEMENT OF CHANGES IN EQUITY</b>		<b>9,284</b>	<b>-</b>

### NZX Waivers

The following waivers from the NZX Listing Rules were either granted and published by NZX within, or relied upon by the Company during, FY23:

- NZ RegCo approval under NZX Listing Rule 8.1.6 to include provisions in the Company's constitution which allow the Board to restrict the transfer of Winton's securities to 'overseas persons' as defined in the Overseas Investment Act 2005 and to require certain documentation and/or information in relation to a proposed transfer or transferee of Winton's securities, and
- a waiver from NZX Listing Rule 8.1.5, to the extent that rule would otherwise prevent Winton from suspending the voting rights attaching to securities in accordance with the process set out in the Company's constitution.

The conditions to these approvals and waiver are that Winton is given a non-standard (NS) designation, in terms of its listing on the NZX Main Board. An outline and Explanation of the Effects document is available at Winton's Website.

### ASX Waivers

ASX also granted a waiver from ASX Listing Rules 8.10 to 8.11, to the extent necessary to permit Winton's constitution to contain the provisions outlined above that restrict certain transfers to "overseas persons" and suspend voting rights in relation to the same.

### Disciplinary action taken by NZX, ASX or FMA during FY23

Nil.

## Corporate Governance continued

### INVESTOR STATISTICS

#### 20 Largest Registered Shareholders as at 30 June 2023

RANK	HOLDER NAME	NO. OF SHARES	% OF SHARES
1.	Korama Limited	163,329,448	55.06
2.	Perpetual Corporate Trust Limited <sup>1</sup>	51,453,564	17.35
3.	Wanaka Partners, LLC	28,683,000	9.67
4.	JWAJ Limited	20,972,418	7.07
5.	Oto60 Nominee Limited	5,145,356	1.73
6.	Peter Karl Christopher Huljich & John Hamish Bonshaw Irving	3,563,269	1.20
7.	Christopher Peter Huljich & Constance Maria Huljich & Elizabeth Ferguson Anne	2,967,294	1.00
8.	HWM (NZ) Holdings Limited	2,091,025	0.70
9.	FNZ Custodians Limited	1,725,632	0.58
10.	Kiowa 2018 Corporate Trustee Company Limited	1,286,339	0.43
11.	Motutapu Investments Limited	1,286,339	0.43
12.	Forsyth Barr Custodians Limited	948,229	0.32
13.	Jason Timothy Kilgour & Vaughan Charles Atkin	711,405	0.24
14.	Accident Compensation Corporation <sup>2</sup>	656,271	0.22
15.	HSBC Nominees (New Zealand) Limited <sup>2</sup>	582,627	0.20
16.	Joseph Davenport & Shelley Davenport	514,535	0.17
17.	Colin Ian Crombie & Heather Joy Hallam	514,535	0.17
18.	Leveraged Equities Finance Limited	504,700	0.17
19.	Forsyth Barr Custodians Limited	483,000	0.16
20.	Evenhall Pty Limited	385,901	0.13
<b>TOTAL SHARES HELD BY TOP 20 SHAREHOLDERS</b>		<b>287,620,215</b>	<b>96.94</b>
Balance of Shares		8,993,521	3.06
<b>TOTAL OF ISSUED SHARES</b>		<b>296,613,736</b>	<b>100.00</b>

1. Perpetual Corporate Trust Limited is the custodian for the TC Akarua Sub Trust. Macquarie Real Estate Management (Australia) is the manager of TC Akarua 2 Pty Limited, who is the trustee of the TC Akarua Sub Trust.

2. Shares held through the New Zealand Central Securities Depository Limited.

#### Distribution of Shareholders

The distribution of the ordinary shares and registered shareholdings as at 30 June 2023 is set out in the following table:

ORDINARY SHARES	NUMBER OF SHAREHOLDERS	SHAREHOLDERS %	NUMBER OF SHARES	SHARE %
1 TO 1,000	102	19.62	54,644	0.02
1,001 TO 5,000	173	33.27	468,878	0.16
5,001 TO 10,000	88	16.92	678,117	0.23
10,001 TO 50,000	95	18.27	2,166,169	0.73
50,001 TO 100,000	20	3.85	1,364,477	0.46
100,001 AND OVER	42	8.07	291,881,451	98.40
<b>TOTAL</b>	<b>520</b>	<b>100.00</b>	<b>296,613,736</b>	<b>100.00</b>



## Corporate Governance continued

### Geographical Spread of Shareholders

The geographical spread of the ordinary shares and registered shareholdings as at 30 June 2023 is set out in the following table:

ORDINARY SHARES	NUMBER OF SHAREHOLDERS	SHAREHOLDERS %	NUMBER OF SHARES	SHARE %
AUCKLAND & NORTHERN REGION	169	32.50	199,030,918	67.10
WELLINGTON & CENTRAL DISTRICTS	84	16.15	4,786,686	1.61
NELSON, MARLBOROUGH & CHRISTCHURCH	65	12.50	484,500	0.16
DUNEDIN & SOUTHLAND	51	9.81	2,070,730	0.70
HAMILTON & SURROUNDING DISTRICTS	69	13.27	1,098,072	0.37
OVERSEAS	82	15.77	89,142,830	30.06
<b>TOTAL</b>	<b>520</b>	<b>100.00</b>	<b>296,613,736</b>	<b>100.00</b>

### Substantial Product Holders

The persons, who, for the purposes of section 293 of the Financial Markets Conduct Act 2013, were substantial product holders in the Company as at 30 June 2023 are as set out in the following table:

SUBSTANTIAL PRODUCT HOLDER	NUMBER OF SHARES WHEN NOTICE WAS FILED	% OF SHARES HELD AT DATE OF NOTICE
KORAMA LIMITED	163,329,448	55.06
TC AKARUA SUB TRUST	51,453,564	17.35
WANAKA PARTNERS, LLC	28,683,000	9.67
JWAJ LIMITED	20,972,418	7.07

The total number of voting securities on issue as at 30 June 2023 was 296,613,736.

## DIRECTORS' STATEMENT

The Board is responsible for preparing the Annual Report. This report is dated 22 August 2023 and is signed on behalf of the Board of Winton Land Limited by Chris Meehan, Chair and Anna Molloy, Director.



**Chris Meehan**  
Chair



**Anna Molloy**  
Director

## Corporate Governance continued

### GLOSSARY

**ASIC** means the Australian Securities and Investments Commission.

**ASX** means the Australian Stock Exchange.

**Board** means the Board of Directors of Winton Land Limited.

**Director** means a current director of the Board.

**Northbrook** means Winton's luxury later living brand.

**NZ RegCo** means NZX Regulation Limited.

**NZX** means the New Zealand Stock Exchange.

**Winton** and/or **Company** means Winton Land Limited, and where applicable, includes all subsidiaries of Winton Land Limited.

**Winton's Website** means [www.winton.nz/investorcentre/](http://www.winton.nz/investorcentre/).

# Directory

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## Company

Winton Land Limited  
NZCN 6310507  
ARBN 655 601 568

## Board of Directors

Chris Meehan, Chair  
Michaela Meehan  
David Liptak  
Julian Cook  
Anna Molloy  
Glen Tupuhi  
Steven Joyce  
James Kemp  
Jelte Bakker (alternate for James Kemp)

## 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

## Company Secretary

Justine Hollows

## Registered Office

### New Zealand:

Level 4, 10 Viaduct Harbour Avenue  
Auckland 1010  
New Zealand

### Australia:

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

## Mailing Address and Contact Details

P O Box 105526  
Auckland 1143  
New Zealand  
Telephone: +64 9 377 7003  
Website: [www.winton.nz](http://www.winton.nz)

## Auditor

Ernst & Young  
2 Takutai Square  
Auckland 1010  
New Zealand

## Legal Advisors

### New Zealand:

Chapman Tripp  
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 Link Market Services Limited. Link 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 Link Investor Centre at the addresses noted below.

## Registry

### New Zealand:

Link Market Services Limited  
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:

Link Market Services Limited  
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)





**NORTHLAKE  
WANAKA**

Management commentary  
(no financial statements)







