

# ANNUAL GENERAL MEETING

MANA AHURIRI HOLDINGS  
LIMITED PARTNERSHIP

# BACKGROUND AND PURPOSE

- MAHLP's purpose is to provide the financial resources for Mana Ahuriri, led by MAT, to thrive and exist vibrantly in 1,000 years.
- To do this we need to build a balanced investment portfolio that grows, is resilient and provides reliable distributions, even during downturns.
- Mana Ahuriri has received settlement with a comparatively small starting asset base (and mainly cash) but with a very material Deferred Settlement Property (DSP) preferential opportunity pipeline.
- Hence our 5-year focus on executing the DSP opportunity pipeline and building the pūtea up to a level where it can sustain future distributions.
- MAHLP will need to be disciplined, innovative and maximise the value from all of its DSP opportunities to execute this.
- But if it is, then it not only has the ability to deliver strong financial returns but also excitingly contribute power non-financial outcomes for Mana Ahuriri.

# OUR 5 YEAR GOALS

## Rangatiratanga

Leadership and excellence across all we do

### Whai Rawa

Growing our assets, mokopuna and rohe wealth and prosperity.



Deliver an average 10% annual return on equity and grow the pūtea to well over **\$50m** so it can sustain future distributions.

### Te Taiao

Active kaitiaki of our natural environment so that it supports our wellbeing / ora.



Control of over **6,500 hectares** in its takiwā long-term providing a strong footprint with strong environmental practices in place.

# OUR 5 YEAR GOALS

## Oranga

Our people thrive – their ora is achieved in ways they desire.



Deliver a **housing programme of 400 homes** across a mixed tenure of community rental, affordable rental (rent to own), shared equity and market, with Mana Ahuriri preferential access.

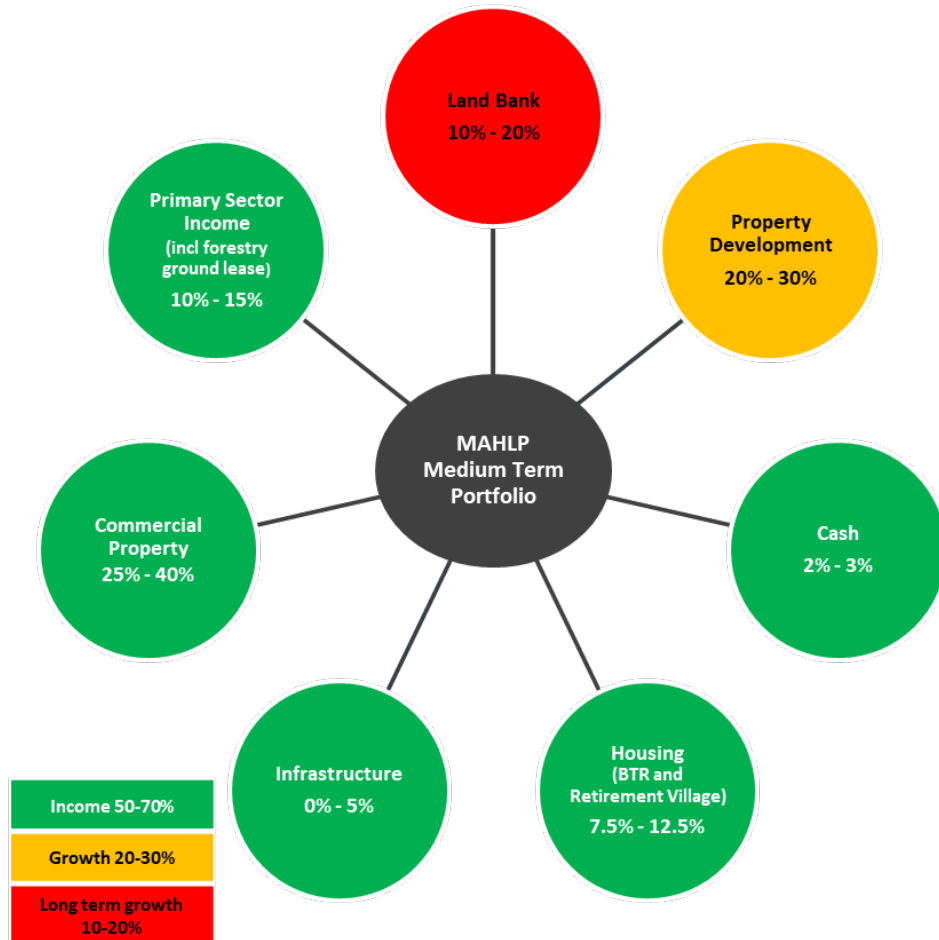
## Ahurea Tukiri

Whānau are connected, proud and culturally strong.



Driving **progressive procurement** on construction projects and ensuring **cultural overlay** into built form that reflects Mana Ahuriri.

# INVESTMENT STRATEGY REMINDER



- Leverage natural advantages, or endowments, and be focused on the execution of the DSP pipeline.
- Ensure the necessary diversification to enable sufficiently stable cashflows to meet distribution obligations, while retaining a strong property focus.
- Utilise a range of innovative tactics and partners to be able to execute all the opportunities while ensuring retention of value from preferential settlement rights.
- Where commercially feasible will deliver wider outcomes important to Mana Ahuriri .

# RETURNS AND DISTRIBUTION

- As an inter-generational investor MAHLP must balance current generation (distributions) and future generations (re-investment) and as a minimum maintain the real value (after CPI and population growth) of the putea.
- Over the short to medium term anticipate premium returns via the DSP opportunity pipeline, however will hold the distribution lower and focus on growing the pūtea to a sustainable level. This is critical given the small quantum of the cash settlement.
- Once the gains from the settlement rights are crystallised and the putea built to a sustainable level, while returns will normalise to long run expectations (reduce from 10% to 7%) , the level of putea will enable increase distributions (increase from 1.5% to 2.5%)

	Short - Medium Term Expectations	
Cash return (after interest)	10%	1.5% distribution
		0.5% tax
		2% population growth
Capital return		2% inflation
		4% real pūtea growth
Total Return	10%	10%

Current generation return

Maintain the real value of pūtea

Reinvest for future generations

	Long Term Target Expectations	
4.0-4.5%		2.5% distribution
		0.5% tax
2.5-3.0%		2% population growth
		2% inflation
7%		7%

Current generation return

Maintain the real value of pūtea

Reinvest for future generations

# FINANCIAL OPERATING PERFORMANCE – FY24

## Financial Performance

### Mana Ahuriri Holdings LP

Account \$000s	FY24	FY23
Total Operating Income	1,617	1,383
Total Operating Expenses	(470)	(373)
<b>Operating Profit</b>	<b>1,148</b>	<b>1,010</b>
Total Other Gains & (Losses)	1,293	763
MAHLP Comprehensive Income	2,441	1,773
Distribution	(528)	(250)
<b>Contribution to Partners Capital</b>	<b>1,913</b>	<b>1,523</b>

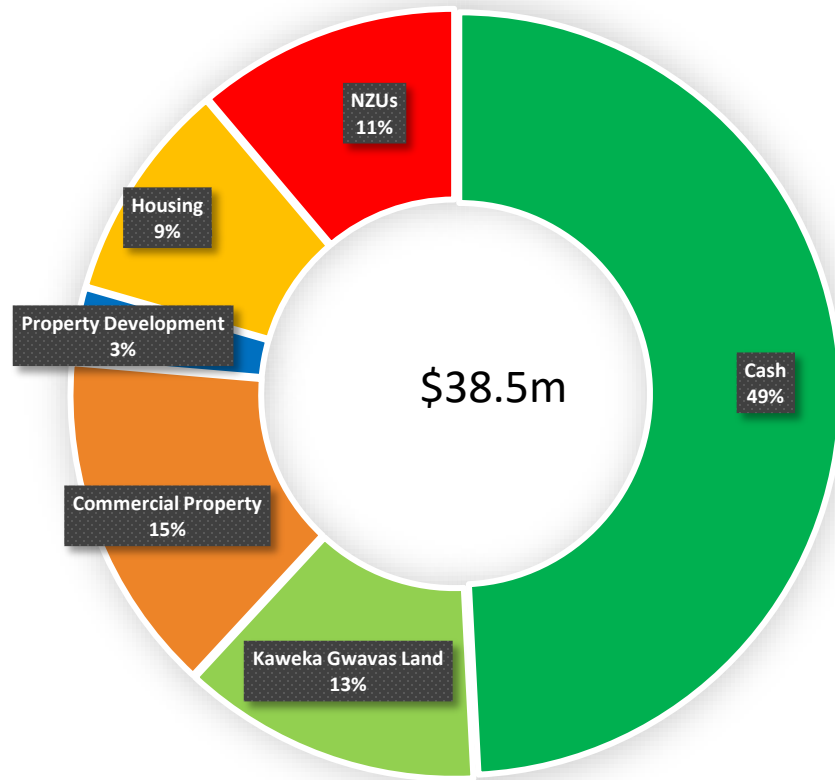
The operating profit for the year of ~**\$1.15m** was primarily driven by:

- interest earned on term deposits of \$1.05m.
- Cash distribution of \$0.4m received from Kaweka Gwavas.
- Property income of \$0.2m includes income from the investment properties.
- Total operating expenses for the year ended June 30 were \$0.47m.

Total Profit of **\$2.44m** for the year, resulting in an overall return of 6.7% on equity, included Revaluations and Other Items totalling \$1.29m comprising:

- Increase in Kaweka Gwavas of \$0.72m, largely due to the upward movement in the value of the NZUs.
- Increase in Investment Property market valuations of \$0.28m comprising of a small decrease Waghorne and increase in Pakake.
- Deferred Maintenance Settlement negotiated with DOC for Conservation House of \$0.3m.

# FY 24 INVESTMENT PORTFOLIO



- Continued focus on growing the balance sheet to enable maximum execution of the exciting DSP pipeline, resulting in a \$0.528m distribution to MAT plus a \$1.736m growth in equity.
- Sold 59 Marine Parade (Conservation House) during the year as indicated at the last AGM.
- Cash was largely invested in term deposits with MAHLP's market knowledge of bank wholesale rates ensuring competitive tension and the best possible interest rates.
- Cash will significantly reduce post-acquisition of Munroe Precinct while allocation to Housing will materially increase post the acquisition of Wharerangi and Owen (via the JV)



# HOUSING PROGRAMME UPDATE

Indicative Tenure Allocation	Total	Affordable Rental	PHO	Community Rental (public housing)
Owen Street	24	-	-	24
Te Roropipi (Wharerangi)	235	40	20	-
Munroe St	119	40	20	
Auckland Road	39	13	10	
McDonald Street	17	17	-	-
Total	434	110	50	24

**Joint Venture :** Joint venture with Hāpai Housing, called Mana Ahuriri Hāpai, recently established.

**Wharerangi and Owen St:** Resource consent has been received, acquisition value agreed with the Crown and as-consented independent valuation received that enable a back-back profit to fund MAHLP's investment in the JV in addition to releasing cash to acquire other DSP opportunities. In addition Ka Uruora funding recently confirmed to enable delivery of the 60 affordable homes. Targeting acquisition of these two properties in first quarter of 2025.

**Munroe Street:** Resource consent submitted and value agreed with the Crown

**Auckland & McDonald:** Both projects are currently on hold as MAHLP focuses on progressing the Wharerangi, Owen, and Munroe AHP projects.





WHARERANGI





OWEN STREET





**MUNROE STREET**





CULTURAL OVERLAY EXEMPLARS

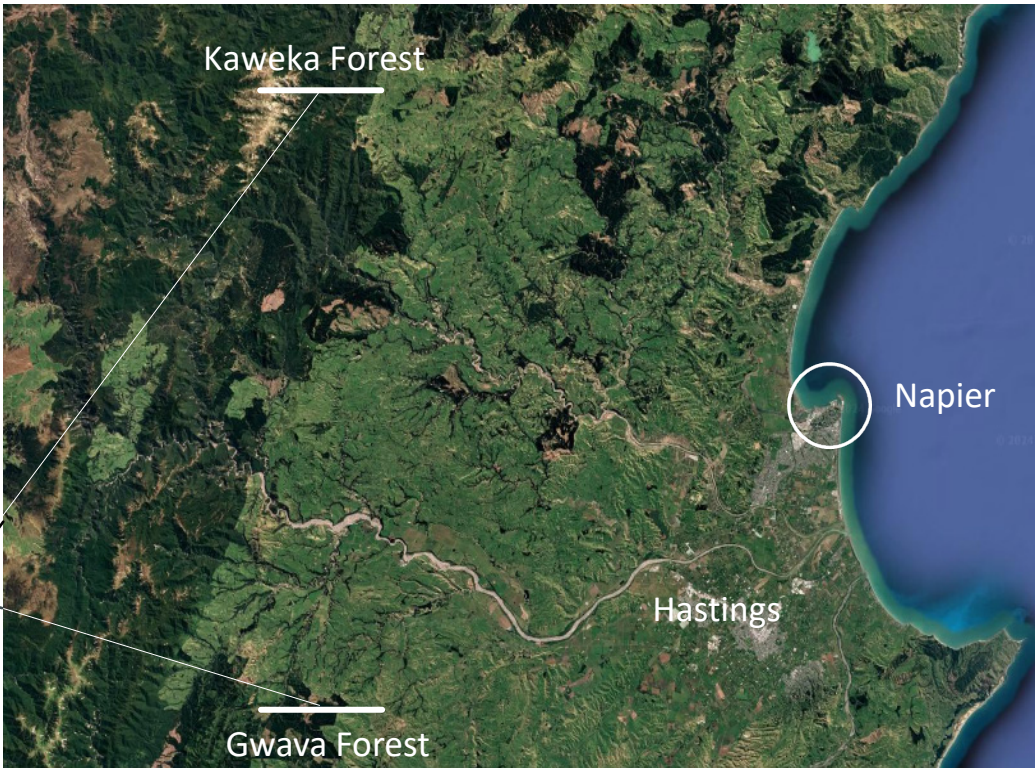


# COMMERCIAL INVESTMENT UPDATE



24ha  
1,321ha  
115ha  
41ha  
0.5ha  
2.7ha

Kaweka Gwavas  
5,316ha



# COMMERCIAL INVESTMENT UPDATE

**Munroe Precinct:** MAHLP have been working through the acquisition for some time now and are currently in final negotiations with the Crown. This property is set to act as a centre piece of the portfolio delivering stable and reliable returns which will help fund ongoing distributions.

**Kaweka Gwavas:** MAHLP holds a 33% stake in KGFT, which includes land leased to a forestry company (Pan Pac). The primary focus in the upcoming period is to negotiate a favourable rent review and for MAHLP to receive its share of NZUs, which will support the funding of Severn Precinct and other commercial investment opportunities.

**Severn Precinct:** Due diligence and valuation works are progressing, with Severn is set to be a leading scale bulk retail and industrial development in Napier.

**Ahuriri Station:** MAHLP has been collaborating closely with neighbouring PSGEs to protect Mana Ahuriri's options for future uses of Ahuriri Station, which is fundamental to being able to acquire it. Significant progress with inclusion in the FDS and Fast Track.

**Napier Airport:** After a lengthy process, arbitration has concluded with a favourable outcome for Mana Ahuriri. MAHLP is now progressing due diligence and exploring potential acquisition structures.

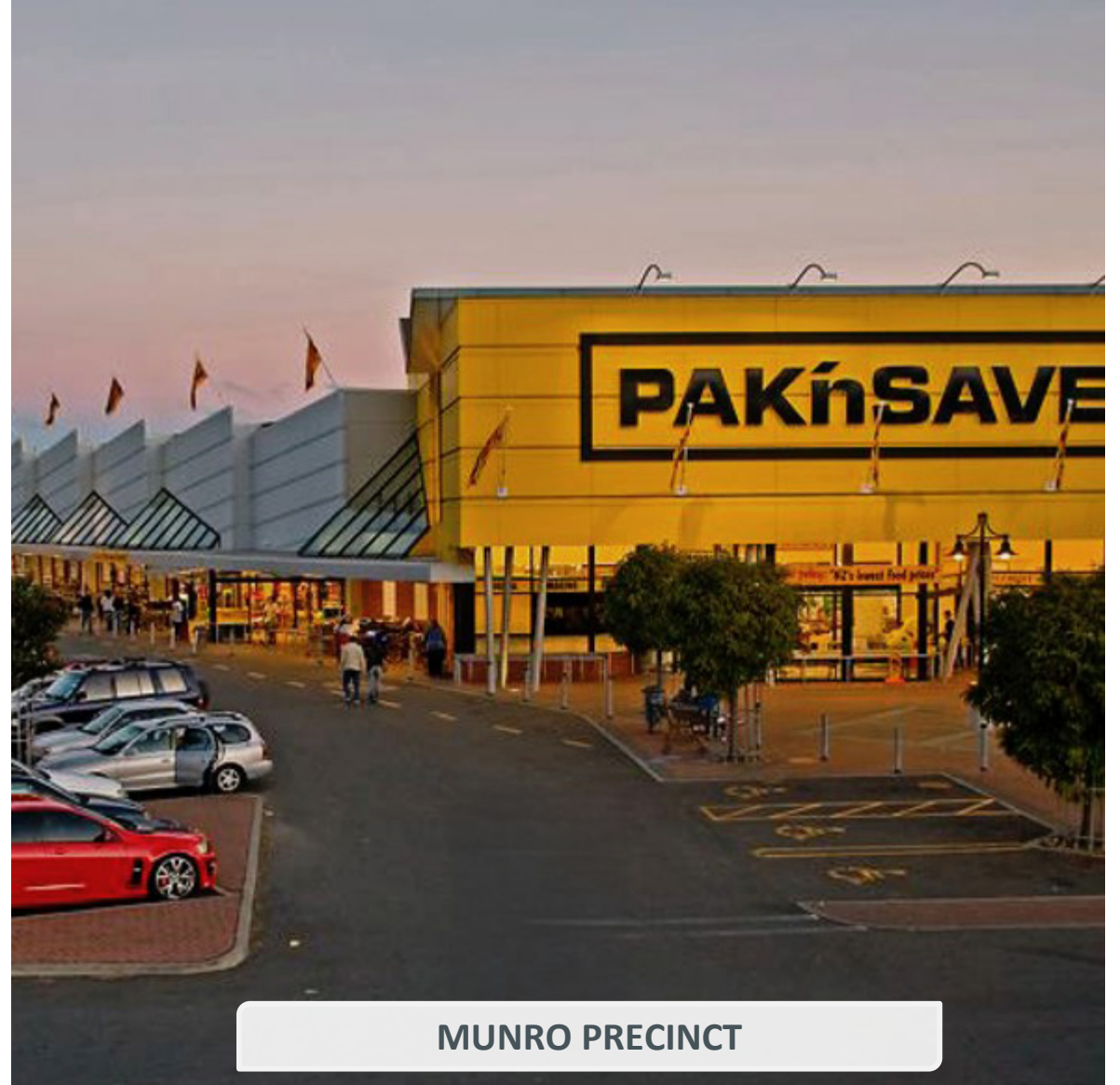
**Pakake:** Plans have been progressed for Pakake to be utilized as a temporary car park while very early concept consideration of a long-term office / hub has been initiated.

**Waghorne (Sale):** Within the context of constrained capital, better returns and long-term value will be generated by selling this property and instead allocating this capital to attractive commercial opportunities in the DSP pipeline such as Severn and Munroe Precincts.





**NAPIER AIRPORT**



**MUNRO PRECINCT**





INDUSTRIAL EXEMPLAR



SEVERN PRECINCT





**AHURIRI STATION**



**KaweKa**

# FY25 OUTLOOK



Acquire Munroe Precinct (Pak n Save and Burger King sites)



Complete acquisition of and commence construction on Te Roropipi (Wharerangi) and Owen St Housing Projects



Progress sale of Waghorne St



Complete due diligence and progress Airport acquisition



An aerial, grayscale photograph of a coastal city. In the foreground, there are various buildings, including a prominent one with a dome on the left. The middle ground shows a dense urban area with many smaller buildings. In the background, a large body of water (a bay or harbor) is visible, surrounded by hills and mountains under a hazy sky. The text "Thank You!" is overlaid in the center, with a horizontal line extending from the left side of the text.

# Thank You!