

## General Announcement::Announcement by Subsidiary Company, CDL Investments New Zealand Limited

## Issuer &amp; Securities

|                         |  |
|-------------------------|--|
| <b>Issuer/ Manager</b>  | CITY DEVELOPMENTS LIMITED                      |
| <b>Securities</b>       | CITY DEVELOPMENTS LIMITED - SG1R89002252 - C09 |
| <b>Stapled Security</b> | No   |

## Announcement Details

|  |  |
|--|--|
| <b>Announcement Title</b>  | General Announcement   |
| <b>Date &amp; Time of Broadcast</b>  | 08-Feb-2018 17:21:31   |
| <b>Status</b>  | New  |
| <b>Announcement Sub Title</b>  | Announcement by Subsidiary Company, CDL Investments New Zealand Limited  |
| <b>Announcement Reference</b>  | SG180208OTHR2Z0L   |
| <b>Submitted By (Co./ Ind. Name)</b>   | Enid Ling Peek Fong  |
| <b>Designation</b>   | Company Secretary  |
| <b>Description (Please provide a detailed description of the event in the box below)</b> | Please refer to the Announcement released by CDL Investments New Zealand Limited on 8 February 2018 relating to Full Year Results for the Year Ended 31 December 2017. |
| <b>Attachments</b>   | <a href="#">📎08022018-CDLNZ_2017_Full Year Results.pdf</a><br>Total size =1962K  |

# CDL Investments New Zealand Limited

## Consolidated Statement of Comprehensive Income

For the year ended 31 December 2017

|  |      | <u>Group</u>  |               |
|--|------|---------------|---------------|
| <i>In thousands of dollars</i>                   | Note | 2017          | 2016          |
| Revenue  |      | 78,630        | 74,434        |
| Cost of sales                                    |      | (32,144)      | (33,747)      |
| <b>Gross Profit</b>                              |      | <b>46,486</b> | <b>40,687</b> |
| Other income                                     |      | 37            | 37            |
| Administrative expenses                          | 3, 4 | (248)         | (217)         |
| Property expenses                                |      | (491)         | (583)         |
| Selling expenses                                 |      | (2,123)       | (2,246)       |
| Other expenses                                   | 3, 4 | (1,137)       | (1,096)       |
| <b>Results from operating activities</b>         |      | <b>42,524</b> | <b>36,582</b> |
| Finance income                                   | 5    | 2,144         | 956           |
| <b>Net finance income</b>                        |      | <b>2,144</b>  | <b>956</b>    |
| <b>Profit before income tax</b>                  |      | <b>44,668</b> | <b>37,538</b> |
| Income tax expense                               | 6    | (12,507)      | (10,510)      |
| <b>Profit for the period</b>                     |      | <b>32,161</b> | <b>27,028</b> |
| <b>Total comprehensive income for the period</b> |      | <b>32,161</b> | <b>27,028</b> |
| <b>Profit attributable to:</b>                   |      |               |               |
| Equity holders of the parent                     |      | 32,161        | 27,028        |
| <b>Total comprehensive income for the period</b> |      | <b>32,161</b> | <b>27,028</b> |
| <b>Earnings per share</b>                        |      |               |               |
| Basic earnings per share (cents)                 | 13   | 11.60         | 9.77          |
| Diluted earnings per share (cents)               | 13   | 11.60         | 9.77          |

The accompanying notes form part of, and should be read in conjunction with these financial statements.



# CDL Investments New Zealand Limited

## Consolidated Statement of Changes in Equity

For the year ended 31 December 2017

| <i>In thousands of dollars</i>                   |             |                      | <u>Group</u>             |                     |
|--|-------------|----------------------|--------------------------|---------------------|
|  | <b>Note</b> | <b>Share Capital</b> | <b>Retained Earnings</b> | <b>Total Equity</b> |
| Balance at 1 January 2016                        |             | 53,294               | 86,995                   | 140,289             |
| <b>Total comprehensive income for the period</b> |             |                      |                          |                     |
| Profit for the period                            |             | -                    | 27,028                   | 27,028              |
| <b>Total comprehensive income for the period</b> |             | -                    | <b>27,028</b>            | <b>27,028</b>       |
| <b>Transactions with owners of the Company</b>   |             |                      |                          |                     |
| Shares issued under dividend reinvestment plan   | 12          | 552                  | -                        | 552                 |
| Dividend to shareholders                         | 12          | -                    | (6,074)                  | (6,074)             |
| Supplementary dividend                           |             | -                    | (178)                    | (178)               |
| Foreign investment tax credits                   |             | -                    | 178                      | 178                 |
| <b>Balance at 31 December 2016</b>               |             | <b>53,846</b>        | <b>107,949</b>           | <b>161,795</b>      |
| Balance at 1 January 2017                        |             | 53,846               | 107,949                  | 161,795             |
| <b>Total comprehensive income for the period</b> |             |                      |                          |                     |
| Profit for the period                            |             | -                    | 32,161                   | 32,161              |
| <b>Total comprehensive income for the period</b> |             | -                    | <b>32,161</b>            | <b>32,161</b>       |
| <b>Transactions with owners of the Company</b>   |             |                      |                          |                     |
| Shares issued under dividend reinvestment plan   | 12          | 464                  | -                        | 464                 |
| Dividend to shareholders                         | 12          | -                    | (8,308)                  | (8,308)             |
| Supplementary dividend                           |             | -                    | (253)                    | (253)               |
| Foreign investment tax credits                   |             | -                    | 253                      | 253                 |
| <b>Balance at 31 December 2017</b>               |             | <b>54,310</b>        | <b>131,802</b>           | <b>186,112</b>      |



The accompanying notes form part of, and should be read in conjunction with these financial statements.

# CDL Investments New Zealand Limited

## Consolidated Statement of Financial Position

As at 31 December 2017

|                                      | <u>Group</u> |                |                |
|--------------------------------------|--------------|----------------|----------------|
|                                      | Note         | 2017           | 2016           |
| <i>In thousands of dollars</i>       |              |                |                |
| <b>SHAREHOLDERS' EQUITY</b>          |              |                |                |
| Issued capital                       | 12           | 54,310         | 53,846         |
| Retained earnings                    |              | 131,802        | 107,949        |
| <b>Total Equity</b>                  |              | <b>186,112</b> | <b>161,795</b> |
| <i>Represented by:</i>               |              |                |                |
| <b>NON CURRENT ASSETS</b>            |              |                |                |
| Property, plant and equipment        |              | 5              | 5              |
| Development property                 | 8            | 90,595         | 84,631         |
| Investment in associate              |              | 2              | 2              |
| <b>Total Non Current Assets</b>      |              | <b>90,602</b>  | <b>84,638</b>  |
| <b>CURRENT ASSETS</b>                |              |                |                |
| Cash and cash equivalents            | 11           | 18,774         | 1,989          |
| Short term deposits                  | 14           | 46,500         | 45,500         |
| Trade and other receivables          | 10           | 1,726          | 3,018          |
| Development property                 | 8            | 34,104         | 33,132         |
| <b>Total Current Assets</b>          |              | <b>101,104</b> | <b>83,639</b>  |
| <b>Total Assets</b>                  |              | <b>191,706</b> | <b>168,277</b> |
| <b>NON CURRENT LIABILITIES</b>       |              |                |                |
| Deferred tax liabilities             | 9            | 2              | 2              |
| <b>Total Non Current liabilities</b> |              | <b>2</b>       | <b>2</b>       |
| <b>CURRENT LIABILITIES</b>           |              |                |                |
| Trade and other payables             |              | 2,133          | 4,312          |
| Employee entitlements                |              | 27             | 22             |
| Income tax payable                   |              | 3,432          | 2,146          |
| <b>Total Current Liabilities</b>     |              | <b>5,592</b>   | <b>6,480</b>   |
| <b>Total Liabilities</b>             |              | <b>5,594</b>   | <b>6,482</b>   |
| <b>Net Assets</b>                    |              | <b>186,112</b> | <b>161,795</b> |

For and on behalf of the Board



R AUSTIN, DIRECTOR, 8 February 2018



BK CHIU, MANAGING DIRECTOR, 8 February 2018



The accompanying notes form part of, and should be read in conjunction with these financial statements.

# CDL Investments New Zealand Limited

## Consolidated Statement of Cash Flows

For the year ended 31 December 2017

|   | <u>Group</u>     |                 |
|---|------------------|-----------------|
|   | 2017             | 2016            |
| <i>In thousands of dollars</i>                                |                  |                 |
|   | Note             |                 |
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>                   |                  |                 |
| <b>Cash was provided from:</b>                                |                  |                 |
| Receipts from customers                                       | 80,228           | 72,643          |
| Interest received   | 1,875            | 897             |
| <b>Cash was applied to:</b>                                   |                  |                 |
| Payment to suppliers  | (29,687)         | (24,591)        |
| Payment to employees  | (427)            | (408)           |
| Deposits paid on unconditional contracts for development land | (14,965)         | -               |
| Purchase of development land                                  | (174)            | -               |
| Income tax paid   | (10,968)         | (10,341)        |
| Net Cash Inflow from Operating Activities                     | <u>25,882</u>    | <u>38,200</u>   |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>                   |                  |                 |
| <b>Cash was provided from:</b>                                |                  |                 |
| Short term deposits   | 45,500           | 5,000           |
| <b>Cash was applied to:</b>                                   |                  |                 |
| Purchase of plant and equipment                               | -                | (4)             |
| Short term deposits   | (46,500)         | (45,500)        |
| Net Cash Outflow From Investing Activities                    | <u>(1,000)</u>   | <u>(40,504)</u> |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES</b>                   |                  |                 |
| <b>Cash was applied to:</b>                                   |                  |                 |
| Dividend paid   | (7,844)          | (5,522)         |
| Supplementary dividend paid                                   | (253)            | (178)           |
| Net Cash Outflow from Financing Activities                    | <u>(8,097)</u>   | <u>(5,700)</u>  |
| Net Increase/(Decrease) in Cash and Cash Equivalents          | 16,785           | (8,004)         |
| Add Opening Cash and Cash Equivalents                         | 1,989            | 9,993           |
| Closing Cash and Cash Equivalents                             | 11 <u>18,774</u> | <u>1,989</u>    |

# CDL Investments New Zealand Limited

## Consolidated Statement of Cash Flows - continued

For the year ended 31 December 2017

|   |      | <u>Group</u>  |               |
|---|------|---------------|---------------|
| <i>In thousands of dollars</i>  | Note | 2017          | 2016          |
| RECONCILIATION OF PROFIT FOR THE PERIOD TO CASH FLOWS FROM OPERATING ACTIVITIES |      |               |               |
| Net Profit after Taxation   |      | 32,161        | 27,028        |
| <b>Adjusted for non cash items:</b>   |      |               |               |
| Depreciation  |      | -             | 2             |
| Income tax expense  | 6    | 12,507        | 10,510        |
| <b>Adjustments for movements in working capital:</b>                            |      |               |               |
| (Increase)/Decrease in receivables  |      | 1,292         | (1,887)       |
| (Increase)/Decrease in development properties                                   |      | (6,936)       | 8,788         |
| Increase/(Decrease) in payables   |      | (2,174)       | 4,100         |
| <b>Cash generated from operating activities</b>                                 |      | <b>36,850</b> | <b>48,541</b> |
| Income tax paid   |      | (10,968)      | (10,341)      |
| <b>Cash Inflow from Operating Activities</b>                                    |      | <b>25,882</b> | <b>38,200</b> |



# CDL Investments New Zealand Limited

Notes to the Consolidated Financial Statements  
For the year ended 31 December 2017

## SIGNIFICANT ACCOUNTING POLICIES

### REPORTING ENTITY

CDL Investments New Zealand Limited (the "Company") is a company domiciled in New Zealand, registered under the Companies Act 1993 and listed on the New Zealand Stock Exchange. The Company is a FMC Reporting Entity in terms of the Financial Markets Conduct Act 2013 and the Financial Reporting Act 2013.

The financial statements of the Company for the year ended 31 December 2017 comprises the Company and its subsidiary (together referred to as the "Group").

The principal activity of the Group is the development and sale of residential land properties.

#### (a) Statement of compliance

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

The financial statements were authorised for issuance on 8 February 2018.

#### (b) Basis of preparation

The financial statements are presented in New Zealand Dollars (\$), which is the Company's functional currency. All financial information presented in New Zealand dollars has been rounded to the nearest thousand.

The financial statements have been prepared on the historical cost basis.

The preparation of financial statements in conformity with NZ IFRS requires management to make judgements, estimates and assumptions that affect the application of company policies and reported amounts of assets and liabilities, income and expenses. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future period affected.

In particular, information about significant areas of estimation uncertainty and critical judgements in applying accounting policies that have the most significant effect on the amounts recognised in the financial statements are described in Note 2 - Accounting Estimates and Judgements.

#### (c) Changes in accounting policies

The accounting policies have been applied consistently to all periods presented in these financial statements. The accounting policies are now included within the relevant notes to the consolidated financial statements.

#### (d) Basis of consolidation

##### (i) Subsidiaries

Subsidiaries are entities controlled by the Company. The Company controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. The financial statements of subsidiaries are included in the consolidated financial statements from the date on which control commences until the date on which control ceases.

##### (ii) Subsidiaries

Intragroup balances and any unrealised gains and losses or income and expenses arising from intragroup transactions, are eliminated in preparing these consolidated financial statements.

#### (e) Property, plant and equipment

Items of property, plant and equipment are stated at cost less accumulated depreciation. The cost of purchased property, plant and equipment is the value of the consideration given to acquire the assets and the value of other directly attributable costs, which have been incurred in bringing the assets to the location and condition necessary for their intended service. Depreciation on assets is calculated using the straight-line method to allocate cost to their residual values over their estimated useful lives, as follows:

|                     |              |
|---------------------|--------------|
| Plant and equipment | 3 - 10 years |
|---------------------|--------------|

**CDL Investments New Zealand Limited**  
Notes to the Consolidated Financial Statements  
For the year ended 31 December 2017

Significant accounting policies - continued

**(f) Trade and other payables**

Trade and other payables are stated at cost.

**(g) Revenue**

Revenue represents amounts derived from:

- Land and property sales: recognised on the transfer of the related significant risk and rewards of ownership which is when legal title passes to the buyer and full settlement of the purchase consideration of the property occurs.

**(h) New standards and interpretations not yet adopted**

The following new standards and amendments to standards are not yet effective for the year ended 31 December 2017, and have not been applied in preparing these consolidated financial statements:

- *NZ IFRS 9 - Financial Instruments (effective after 1 January 2018)*
- *NZ IFRS 15 - Revenue from Contracts with Customers (effective 1 January 2018)*
- *IFRS 16 - Leases (effective 1 January 2019)*

The Group has assessed the new standards and the adoption of these standards is not expected to have a material impact on the Group's financial statements.



**CDL Investments New Zealand Limited**  
Notes to the Consolidated Financial Statements  
For the year ended 31 December 2017

**1. SEGMENT REPORTING**

**Operating segments**

The single operating segment of the Group consists of property operations, comprising the development and sale of residential land sections.

The Group has determined that its chief operating decision maker is the Board of Directors on the basis that it is this group which determines the allocation of resources to segments and assesses their performance.

An operating segment is a distinguishable component of the Group:

- that is engaged in business activities from which it earns revenues and incurs expenses,
- whose operating results are regularly reviewed by the Group's chief operating decision maker to make decisions on resource allocation to the segment and assess its performance, and
- for which discrete financial information is available.

**Geographical segments**

Segment revenue is based on the geographical location of the segment assets. All segment revenues are derived in New Zealand.

Segment assets are based on the geographical location of the development property. All segment assets are located in New Zealand.

The Group has no major customer representing greater than 10% of the Group's total revenues.

**2. ACCOUNTING ESTIMATES AND JUDGEMENTS**

Management discussed with the Audit Committee the development, selection and disclosure of the Group's critical accounting policies and estimates and the application of these policies and estimates.

**Key sources of estimation uncertainty**

In Note 14, detailed analysis is given of the interest rate and credit risk exposure of the Group and risks in relation thereto. The Group is also exposed to a risk of impairment to development properties should the carrying value exceed the market value due to market fluctuations in the value of development properties. However, there is no indication of impairment as in Note 8 the carrying value of development properties is \$124,699,000 (2016: \$117,762,000) while the market value determined by an independent registered valuer is \$276,316,000 (2016: \$297,032,000).

**3. ADMINISTRATIVE AND OTHER EXPENSES**

The following items of expenditure are included in administrative and other expenses:

*In thousands of dollars*

Auditors' remuneration  
- Audit fees  
- Tax compliance & advisory fees  
Depreciation  
Directors' fees  
Operating lease and rental payments  
Other  
Total excluding personnel expenses

| Note | Group      |            |
|------|------------|------------|
|      | 2017       | 2016       |
| 17   | 52         | 51         |
|      | 1          | 14         |
|      | -          | 2          |
|      | 150        | 95         |
|      | 83         | 76         |
|      | 673        | 667        |
|      | <b>959</b> | <b>905</b> |

**4. PERSONNEL EXPENSES**

*In thousands of dollars*

Wages and salaries  
Employee related expenses and benefits  
Increase in liability for long-service leave

| Group      |            |
|------------|------------|
| 2017       | 2016       |
| 396        | 390        |
| 29         | 17         |
| 1          | 1          |
| <b>426</b> | <b>408</b> |

The Group's net obligation in respect of long-term service benefits, is the amount of future benefit that employees have earned in return for their service in the current and prior periods. The obligation is calculated using their expected remunerations and an assessment of likelihood the liability will arise.

**CDL Investments New Zealand Limited**  
Notes to the Consolidated Financial Statements  
For the year ended 31 December 2017

**5. NET FINANCE INCOME**

*In thousands of dollars*

Interest income  
Net finance income

| Group        |            |
|--------------|------------|
| 2017         | 2016       |
| 2,144        | 956        |
| <b>2,144</b> | <b>956</b> |

Finance income and expense comprise interest payable on borrowings calculated using the effective interest rate method, interest receivable on funds invested, and dividend income that are recognised in the profit or loss.

Finance income is recognised in profit or loss as it accrues, using the effective interest method.

**6. INCOME TAX EXPENSE**

Recognised in the statement of comprehensive income

*In thousands of dollars*

**Current tax expense**  
Current year  
Adjustments for prior years

**Deferred tax expense**  
Origination and reversal of temporary differences

Total income tax expense in the statement of comprehensive income

| Group         |               |
|---------------|---------------|
| 2017          | 2016          |
| 12,508        | 10,527        |
| -             | -             |
| <b>12,508</b> | <b>10,527</b> |
| (1)           | (17)          |
| (1)           | (17)          |
| <b>12,507</b> | <b>10,510</b> |

Reconciliation of effective tax rate

*In thousands of dollars*

Profit before income tax  
Income tax using the company tax rate of 28% (2016: 28%)  
Adjusted for:  
Over provided in prior years

Effective tax rate

| Group         |               |
|---------------|---------------|
| 2017          | 2016          |
| 44,668        | 37,538        |
| 12,507        | 10,510        |
| -             | -             |
| <b>12,507</b> | <b>10,510</b> |
| <b>28%</b>    | <b>28%</b>    |

Income tax for the year comprises current and deferred tax. Income tax is recognised in profit or loss except to the extent that it relates to items recognised directly in equity or other comprehensive income, in which case it is recognised in equity or in other comprehensive income.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the balance date, and any adjustment to tax payable in respect of previous years.

Deferred tax is recognised in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The temporary differences relating to investments in subsidiaries are not provided for to the extent that they will probably not reverse in the foreseeable future. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities, using tax rates enacted or substantively enacted at the balance date.

A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the asset can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

**7. IMPUTATION CREDITS**

*In thousands of dollars*

Imputation credits available for use in subsequent reporting periods

| Group  |        |
|--------|--------|
| 2017   | 2016   |
| 49,673 | 41,551 |

**CDL Investments New Zealand Limited**  
Notes to the Consolidated Financial Statements  
For the year ended 31 December 2017

**8. DEVELOPMENT PROPERTY**

*In thousands of dollars*

Expected to settle greater than one year  
Expected to settle within one year  
Development property

| Group          |                |
|----------------|----------------|
| 2017           | 2016           |
| 90,595         | 84,631         |
| 34,104         | 33,132         |
| <b>124,699</b> | <b>117,763</b> |

Development property is carried at the lower of cost and net realisable value. Cost includes the cost of acquisition, development, and holding costs such as interest. Interest and other holding costs incurred after completion of development are expensed as incurred. All holding costs are written off 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. No interest (2016: nil) has been capitalised during the year. Development property includes deposits paid on unconditional contracts for development land.

The carrying amounts of the development property is reviewed at each balance date to determine whether there is any indication of impairment. If any such indication exists, the asset's recoverable amount is estimated. The recoverable amount of an asset is the greater of its net selling price and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. For an asset that does not generate largely independent cash inflows, the recoverable amount is determined for the cash-generating unit to which the asset belongs. Whenever the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount the impairment loss is recognised in profit or loss.

The value of development property held at 31 December 2017 was determined, on an open market existing use basis, by an independent registered valuer, DM Koomen SPINZ of Extensor Advisory Limited as \$276.3 million (2016: \$297.0 million).

The fair value of development property as determined by the independent valuer is categorised as Level 3 based on the inputs to the valuation methodology. 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 fair 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).

**9. DEFERRED TAX ASSETS AND LIABILITIES**

**Recognised deferred tax assets and liabilities**

Deferred tax assets and liabilities are attributable to the following:

*In thousands of dollars*

|                                     | Group     |           |             |             |            |            |
|-------------------------------------|-----------|-----------|-------------|-------------|------------|------------|
|                                     | Assets    |           | Liabilities |             | Net        |            |
|                                     | 2017      | 2016      | 2017        | 2016        | 2017       | 2016       |
| Plant and equipment                 | -         | -         | (1)         | -           | (1)        | -          |
| Development property                | -         | -         | (47)        | (50)        | (47)       | (50)       |
| Employee benefits                   | 41        | 44        | -           | -           | 41         | 44         |
| Trade and other payables            | 5         | 4         | -           | -           | 5          | 4          |
| <b>Net tax assets/(liabilities)</b> | <b>46</b> | <b>48</b> | <b>(48)</b> | <b>(50)</b> | <b>(2)</b> | <b>(2)</b> |

**Movement in deferred tax balances during the year**

*In thousands of dollars*

|                          | Group              |                              |                     |
|--------------------------|--------------------|------------------------------|---------------------|
|                          | Balance 1 Jan 2016 | Recognised in profit or loss | Balance 31 Dec 2016 |
| Plant and equipment      | (1)                | 1                            | -                   |
| Development property     | (60)               | 10                           | (50)                |
| Employee benefits        | 38                 | 6                            | 44                  |
| Trade and other payables | 4                  | -                            | 4                   |
|                          | <b>(19)</b>        | <b>17</b>                    | <b>(2)</b>          |

## CDL Investments New Zealand Limited

Notes to the Consolidated Financial Statements

For the year ended 31 December 2017

### 9. DEFERRED TAX ASSETS AND LIABILITIES - continued

Movement in deferred tax balances during the year

*In thousands of dollars*

|                          | Group              |                              |                     |
|--------------------------|--------------------|------------------------------|---------------------|
|                          | Balance 1 Jan 2017 | Recognised in profit or loss | Balance 31 Dec 2017 |
| Plant and equipment      | -                  | (1)                          | (1)                 |
| Development property     | (50)               | 3                            | (47)                |
| Employee benefits        | 44                 | (3)                          | 41                  |
| Trade and other payables | 4                  | 1                            | 5                   |
|                          | (2)                | -                            | (2)                 |

### 10. TRADE AND OTHER RECEIVABLES

*In thousands of dollars*

Trade receivables  
Other receivables and prepayments  
Trade and other receivables

| Group        |              |
|--------------|--------------|
| 2017         | 2016         |
| 13           | 9            |
| 1,713        | 3,009        |
| <b>1,726</b> | <b>3,018</b> |

None of the trade and other receivables are impaired.

Trade and other receivables are stated at their cost less impairment losses. The carrying amounts of the trade and other receivables are reviewed at each balance date to determine whether there is any indication of impairment. If any such indication exists, the asset's recoverable amount is estimated. Whenever the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount the impairment loss is recognised in profit or loss.

### 11. CASH AND CASH EQUIVALENTS

*In thousands of dollars*

Bank balances  
Call deposits  
Cash and cash equivalents

| Group         |              |
|---------------|--------------|
| 2017          | 2016         |
| 8,274         | 1,989        |
| 10,500        | -            |
| <b>18,774</b> | <b>1,989</b> |

Cash and cash equivalents comprise cash balances and call deposits with an original maturity of three months or less.

### 12. CAPITAL AND RESERVES

Share capital

Shares issued 1 January  
Issued under dividend reinvestment plan  
Total shares issued and outstanding

| Parent         |               |                |               |
|----------------|---------------|----------------|---------------|
| 2017           | 2017          | 2016           | 2016          |
| Shares '000s   | \$000's       | Shares '000s   | \$000's       |
| 276,947        | 53,846        | 276,093        | 53,294        |
| 567            | 464           | 854            | 552           |
| <b>277,514</b> | <b>54,310</b> | <b>276,947</b> | <b>53,846</b> |

All shares carry equal rights and rank pari passu with regard to residual assets of the Company and do not have a par value. At 31 December 2017, the authorised share capital consisted of 277,513,971 fully paid ordinary shares (2016: 276,947,325).

#### Dividend Reinvestment Plan

In 1998, the Company adopted a Dividend Reinvestment Plan pursuant to which shareholders may elect to receive ordinary dividends in the form of either cash or additional shares in the Company. The additional shares are issued at the weighted average market price for the shares traded over the first five business days immediately following the Record Date.

Accordingly, the Company issued 566,646 additional shares under the Dividend Reinvestment Plan on 19 May 2017 (2016: 853,649) at a strike price of \$0.8198 per share issued (2016: \$0.6461).



**CDL Investments New Zealand Limited**  
Notes to the Consolidated Financial Statements  
For the year ended 31 December 2017

**12. CAPITAL AND RESERVES - continued**

**Dividends**

The following dividends were declared and paid during the year 31 December:

*In thousands of dollars*

3.0 cents per qualifying ordinary share (2016: 2.2 cents)

| Parent       |              |
|--------------|--------------|
| 2017         | 2016         |
| 8,308        | 6,074        |
| <b>8,308</b> | <b>6,074</b> |

After 31 December 2017 the following dividends were declared by the directors. The dividends have not been provided for and there are no income tax consequences. It is anticipated that a portion of the dividends declared will be paid by way of shares through the Dividend Reinvestment Plan.

*In thousands of dollars*

3.5 cents ordinary dividend per qualifying ordinary share

3.5 cents total dividend per qualifying ordinary share

| Parent       |
|--------------|
| 9,713        |
| <b>9,713</b> |

**13. EARNINGS PER SHARE**

**Basic and diluted earnings per share**

The calculation of basic and diluted earnings per share at 31 December 2017 was based on the profit attributable to ordinary shareholders of \$32,161,000 (2016: \$27,028,000); and weighted average number of ordinary shares outstanding during the year ended 31 December 2017 of 277,325,000 (2016: 276,663,000), calculated as follows:

**Profit attributable to ordinary shareholders (basic & diluted)**

*In thousands of dollars*

Profit for the period

Profit attributable to ordinary shareholders

| Group         |               |
|---------------|---------------|
| 2017          | 2016          |
| 32,161        | 27,028        |
| <b>32,161</b> | <b>27,028</b> |

**Weighted average number of ordinary shares**

Issued ordinary shares at 1 January

Effect of 566,646 shares issued in May 2017

Effect of 853,649 shares issued in May 2016

Weighted average number of ordinary shares at 31 December

| Parent         |                |
|----------------|----------------|
| 2017           | 2016           |
| Shares '000s   | Shares '000s   |
| 276,947        | 276,093        |
| 378            | -              |
| -              | 570            |
| <b>277,325</b> | <b>276,663</b> |

**14. FINANCIAL INSTRUMENTS**

The Group only holds non-derivative financial instruments which comprise trade and other receivables, cash and cash equivalents, short term deposits, and trade and other payables.

Non-derivative financial instruments are recognised initially at fair value plus, for instruments not at fair value through profit or loss, any directly attributable transaction costs. Subsequent to initial recognition non-derivative financial instruments are measured as described below.

Financial assets are derecognised if the Group's contractual rights to the cash flows from the financial assets expire or if the Group transfer the financial asset to another party without retaining control or substantially all risks and rewards of the asset. Financial liabilities are derecognised if the Group's obligations specified in the contract expire or are discharged or cancelled.

*In thousands of dollars*

**Financial Assets**

Cash and cash equivalents

Short term deposits

Trade and other receivables

**Financial Liabilities**

Trade and other payables

| Note | Group        |              |
|------|--------------|--------------|
|      | 2017         | 2016         |
| 11   | 18,774       | 1,989        |
|      | 46,500       | 45,500       |
| 10   | 1,726        | 3,018        |
|      | <b>2,133</b> | <b>4,312</b> |

Exposure to credit and interest rate risks arises in the normal course of the Group's business.

**CDL Investments New Zealand Limited**  
Notes to the Consolidated Financial Statements  
For the year ended 31 December 2017

**14. FINANCIAL INSTRUMENTS - continued**

**Credit risk**

Management has a credit policy in place and the exposure to credit risk is monitored on an ongoing basis. Credit evaluations are performed on all customers requiring credit over a certain amount. The Group does not require collateral in respect of financial assets.

The key factor in managing risk is that the Certificate of Title is only transferred to the purchaser when all cash is received in full upon settlement.

The Group's exposure to credit risk is mainly influenced by its customer base. As such it is concentrated to the default risk of its industry. However, geographically there is no credit risk concentration.

Cash, cash equivalents, and term deposits are allowed only in liquid securities and only with counterparties that have a credit rating equal to or better than the Group. Given their high credit ratings, management does not expect any counterparty to fail to meet its obligations.

At the balance date there were no significant concentrations of credit risk. The maximum exposure to credit risk is represented by the carrying amount of each financial asset.

**Interest rate risk**

The Group has no exposure to interest rate risk as there are no funding facilities (2016: nil). However, the Group is exposed to movements in interest rates on short-term investments which is explained in the Sensitivity analysis. Interest income is earned on the cash and cash equivalent balance and the short term deposits balance.

**Effective interest and repricing analysis**

In respect of income earning financial assets, the following tables indicate the effective interest rates at the balance sheet date and the periods in which they reprice.

| Group                          | 2017 |                         |               |                  |              | 2016                    |               |                  |               |
|--------------------------------|------|-------------------------|---------------|------------------|--------------|-------------------------|---------------|------------------|---------------|
|                                | Note | Effective interest rate | Total         | 6 months or less | 6-12 months  | Effective interest rate | Total         | 6 months or less | 6-12 months   |
| <i>In thousands of dollars</i> |      |                         |               |                  |              |                         |               |                  |               |
| Cash and cash equivalents      | 11   | 0.00% to 2.67%          | 18,774        | 18,774           | -            | 0.00% to 1.85%          | 1,989         | 1,989            | -             |
| Short term deposits            |      | 3.20% to 3.51%          | 46,500        | 42,000           | 4,500        | 3.11% to 3.60%          | 45,500        | 26,000           | 19,500        |
|                                |      |                         | <b>65,274</b> | <b>60,774</b>    | <b>4,500</b> |                         | <b>47,489</b> | <b>27,989</b>    | <b>19,500</b> |

**Sensitivity analysis**

The Group manages interest rate risk by maximising its interest income through forecasting its cash requirements and cash inflows. Over the longer-term, however, permanent changes in interest rates will have an impact on profit.

A decrease of one percentage point in interest rates would have decreased the Group's profit before income tax by \$605,000 (2016: \$246,000) in the current period.

**Liquidity risk**

Liquidity risk represents the Group's ability to meet its contractual obligations. The Group evaluates its liquidity requirements on an ongoing basis. In general, the Group generates sufficient cash flows from its operating activities to meet its obligations arising from its financial liabilities. It is the Group's policy to provide credit and liquidity enhancement only to wholly owned subsidiaries.

The following table sets out the contractual cash flows for all financial liabilities that are settled on a gross cash flow basis:

| Group                          | 2017          |                  |             | 2016          |                  |             |
|--------------------------------|---------------|------------------|-------------|---------------|------------------|-------------|
|                                | Balance Sheet | 6 months or less | 6-12 months | Balance Sheet | 6 months or less | 6-12 months |
| <i>In thousands of dollars</i> |               |                  |             |               |                  |             |
| Trade and other payables       | 2,133         | 1,990            | 143         | 4,312         | 3,585            | 727         |
|                                | <b>2,133</b>  | <b>1,990</b>     | <b>143</b>  | <b>4,312</b>  | <b>3,585</b>     | <b>727</b>  |



**CDL Investments New Zealand Limited**  
 Notes to the Consolidated Financial Statements  
 For the year ended 31 December 2017

14. FINANCIAL INSTRUMENTS - continued

**Estimation of fair values**

The following summarises the major methods and assumptions used in estimating the fair values of financial instruments reflected in the above tables.

- (a) Cash, accounts receivable, accounts payable and related party receivables. The carrying amount for these balances approximate their fair value because of the short maturities of these items.

**Capital management**

The Group's capital includes share capital and retained earnings.

The Group's policy is to maintain a strong capital base so as to maintain investor, creditor and market confidence and to sustain future development of the business. The impact of the level of capital on shareholders' return is also recognised and the Group recognises the need to maintain a balance between the higher returns that might be possible with greater gearing and the advantages and security afforded by a sound capital position.

The Group is not subject to any external imposed capital requirements.

The allocation of capital is, to a large extent, driven by optimisation of the return achieved on the capital allocated.

The Group's policies in respect of capital management and allocation are reviewed regularly by the Board of Directors.

There have been no material changes in the Group's management of capital during the period.

15. OPERATING LEASES

**Leases as Lessee**

Non-cancellable operating lease rentals are payable as follows:

*In thousands of dollars*

Less than one year  
 Between one and five years

| Group     |           |
|-----------|-----------|
| 2017      | 2016      |
| 13        | 11        |
| 21        | 5         |
| <b>34</b> | <b>16</b> |

During the year ended 31 December 2017, \$17,000 was recognised as an expense in profit or loss in respect of operating leases (2016: \$16,000) and \$37,000 (2016: \$37,000) was recognised as other income in profit or loss in respect of leases.

Payments made under operating leases are recognised in profit or loss on a straight-line basis over the term of the lease. Lease incentives received are recognised in profit or loss as an integral part of the total lease expense.

16. CAPITAL COMMITMENTS

As at 31 December 2017, the Group has entered into contracts for capital expenditure on development properties of \$68,621,000 (2016: \$13,589,000).

**CDL Investments New Zealand Limited**  
Notes to the Consolidated Financial Statements  
For the year ended 31 December 2017

**17. RELATED PARTIES**

**Identity of related parties**

The Group has a related party relationship with its subsidiary as well as a fellow subsidiary of its parent (see Note 18), and with its Directors and executive officers.

**Transactions with key management personnel**

None of the Directors of the Company and their immediate relatives have control of the voting shares of the Company. Key management personnel include the Board comprising non-executive directors and executive directors.

The total remuneration and value of other benefits earned by each of the Directors of the Company for the year ending 31 December 2017 was:

*In thousands of dollars*

C Sim (appointed 2 August 2017)  
HR Wong (retired 30 June 2017)  
VWE Yeo  
KS Tan (appointed 28 February 2017)  
ATS Lee (retired 28 February 2017)  
R Austin  
J Henderson  
Total for non-executive directors  
BK Chiu  
Total for executive directors

| Group |      |
|-------|------|
| 2017  | 2016 |
| 15    | -    |
| 40    | -    |
| 30    | 30   |
| -     | -    |
| -     | -    |
| 35    | 35   |
| 30    | 30   |
| 150   | 95   |
| -     | -    |
| -     | -    |
| 150   | 95   |

Non-executive directors receive director's fees only. The executive directors do not receive remuneration or any other benefits as a director of the Parent Company or of the Company's subsidiary.

Total remuneration of non-executive directors is included in "administrative and other expenses" (see Note 3).

**Investment in associate**

The Group's subsidiary, CDL Land New Zealand Limited, has a 33.33% investment in Prestons Road Limited. The principal activities of Prestons Road Limited are as a service provider and in this regard, it is charged with engaging suitably qualified consultants in fields such as geotechnical engineering, resource management compliance, subdivision of land, legal and regulatory compliance and related issues.

The associate has no revenue or expenses, therefore the Group's share of profit in its associate for the year was nil (2016: nil).

Summary unaudited financial information for the associate, not adjusted for the percentage ownership held by the Group:

**Prestons Road Limited**

*In thousands of dollars*

Current assets  
Current liabilities  
Net assets (100%)  
Group interests  
Group's interest of net assets  
Carrying amount in associates

| Group  |        |
|--------|--------|
| 2017   | 2016   |
| 34     | 46     |
| 28     | 40     |
| 6      | 6      |
| 33.33% | 33.33% |
| 2      | 2      |
| 2      | 2      |

Movements in the carrying value of the associate:

*In thousands of dollars*

Balance at 1 January  
Purchase of investment  
Balance at 31 December

| Group |      |
|-------|------|
| 2017  | 2016 |
| 2     | 2    |
| -     | -    |
| 2     | 2    |

**CDL Investments New Zealand Limited**  
Notes to the Consolidated Financial Statements  
For the year ended 31 December 2017

**17. RELATED PARTIES - Investment in associate - continued**

Associates are those entities in which the Group has significant influence, but not control or joint control, over the financial and operating policies. A 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.

Interests in associates and the joint venture are accounted for using the equity method. They are 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 OCI of equity-accounted investees, until the date on which significant influence or joint control ceases.

When the Group's share of losses exceeds its interest in an equity accounted investee, the carrying amount of that interest (including any long-term investments) is reduced to nil and the recognition of further losses is discontinued except to the extent that the Group has an obligation or has made payments on behalf of the associate.

**18. GROUP ENTITIES**

**Control of the Group**

CDL Investments New Zealand Limited is a subsidiary of Millennium & Copthorne Hotels New Zealand Limited by virtue of Millennium & Copthorne Hotels New Zealand Limited owning 66.56% (2016: 66.70%) of the Company and having three out of six of the Directors on the Board. Millennium & Copthorne Hotels New Zealand Limited is 70.79% (2016: 70.22%) owned by CDL Hotels Holdings New Zealand Limited (computed on voting shares), which is a wholly owned subsidiary of Millennium & Copthorne Hotels plc in the United Kingdom. The ultimate holding company is Hong Leong Investment Holdings Pte Ltd in Singapore.

During the year CDL Investments New Zealand Limited has reimbursed its parent, Millennium & Copthorne Hotels New Zealand Limited, \$313,000 (2016: \$304,000) for expenses incurred by the parent on behalf of the Group.

During 2017, CDL Investments New Zealand Limited issued no additional shares (2016: nil) to its parent, Millennium & Copthorne Hotels New Zealand Limited, under the Dividend Reinvestment Plan (see Note 12). The total shares on issue to Millennium & Copthorne Hotels New Zealand Limited is 184,724,438 (2016: 184,724,438).

**19. SUBSEQUENT EVENTS**

Subsequent to balance date, the Group settled the purchase of a parcel of land in Christchurch for approximately \$6.0 million. The capital committed is included in Note 16.



# Independent Auditor's Report

To the shareholders of CDL Investments New Zealand Limited

## Report on the consolidated financial statements

### Opinion

In our opinion, the accompanying consolidated financial statements of CDL Investments New Zealand Limited (the company) and its subsidiary (the group) on pages 1 to 16:

- i. present fairly in all material respects the group's financial position as at 31 December 2017 and its financial performance and cash flows for the year ended on that date; and
- ii. comply with New Zealand Equivalents to International Financial Reporting Standards and International Financial Reporting Standards.

We have audited the accompanying consolidated financial statements which comprise:

- the consolidated statement of financial position as at 31 December 2017;
- the consolidated statements of comprehensive income, changes in equity and cash flows for the year then ended; and
- notes, including a summary of significant accounting policies and other explanatory information.



### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (New Zealand) ('ISAs (NZ)'). We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

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

Our responsibilities under ISAs (NZ) are further described in the auditor's responsibilities for the audit of the consolidated financial statements section of our report.

Our firm has also provided other services to the group in relation to taxation compliance and taxation advisory services. Subject to certain restrictions, partners and employees of our firm may also deal with the group on normal terms within the ordinary course of trading activities of the business of the group. These matters have not impaired our independence as auditor of the group. The firm has no other relationship with, or interest in, the group.



### Materiality

The scope of our audit was influenced by our application of materiality. Materiality helped us to determine the nature, timing and extent of our audit procedures and to evaluate the effect of misstatements, both individually and on the consolidated financial statements as a whole. The materiality for the consolidated financial statements as a whole was set at \$2.2 million determined with reference to a benchmark of group profit before tax. We chose the benchmark because, in our view, this is a key measure of the group's performance.





## Key audit matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the consolidated financial statements in the current period. We summarise below those matters and our key audit procedures to address those matters in order that the shareholders as a body may better understand the process by which we arrived at our audit opinion. Our procedures were undertaken in the context of and solely for the purpose of our statutory audit opinion on the consolidated financial statements as a whole and we do not express discrete opinions on separate elements of the consolidated financial statements.

### The key audit matter

### How the matter was addressed in our audit

#### Capitalisation and Allocation of Development Costs

Refer to note 8 of the consolidated financial statements.

The group's development property comprises land and costs incurred to develop land into subdivisions and individual properties for sale. At \$124.7m this represents 65% of assets on the consolidated statement of financial position.

Determining whether to capitalise or expense costs relating to development of the land is subjective as it depends whether the costs enhance the land or maintain the current value. In addition there is significant judgement in determining how to allocate the costs to individual properties.

To assess the capitalisation of development costs we examined the operating effectiveness of the group's process to capitalise and record development costs. We then obtained invoices for a sample of capitalised costs to check whether the nature of the expense met the capitalisation criteria in the accounting standards. We found no exceptions.

Our procedures over the allocation of these development costs involved considering the costs capitalised to properties sold versus costs capitalised to the remaining properties in the portfolio, and in comparison to realised value upon sale. We also checked for consistency in approach between periods. The evidence we obtained demonstrated the allocation of costs was in line with our expectations.



## Other information

The Directors, on behalf of the group, are responsible for the other information included in the entity's Annual Report. Other information includes the Director's review, disclosures relating to corporate governance, the trend statement and financial summary included in the Annual Report. Our opinion on the consolidated financial statements does not cover any other information and we do not express any form of assurance conclusion thereon.

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 in the audit or otherwise appears materially misstated. If, based on 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 received the Director's Review and have nothing to report in regards to it. The Annual Report is expected to be made available to us after the date of this Independent Auditor's Report and we will report the matters identified, if any, to those charged with governance.



## Use of this independent auditor's report

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



## Responsibilities of the Directors for the consolidated financial statements

The Directors, on behalf of the company, are responsible for:

- the preparation and fair presentation of the consolidated financial statements in accordance with generally accepted accounting practice in New Zealand (being New Zealand Equivalents to International Financial Reporting Standards) and International Financial Reporting Standards;
- implementing necessary internal controls to enable the preparation of a consolidated set of financial statements that is fairly presented and free from material misstatement, whether due to fraud or error; and
- assessing the ability to continue as a going concern. This includes disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless they either intend to liquidate or to cease operations, or have no realistic alternative but to do so.



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

Our objective is:

- 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 independent 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 ISAs NZ will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error. They 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 our responsibilities for the audit of these consolidated financial statements is located at the External Reporting Board (XRB) website at:

<http://www.xrb.govt.nz/standards-for-assurance-practitioners/auditors-responsibilities/audit-report-1/>

This description forms part of our independent auditor's report.

The engagement partner on the audit resulting in this independent auditor's report is **Jason Doherty**.

For and on behalf of



**Jason Doherty**  
KPMG Auckland

8 February 2018



## CDL INVESTMENTS NEW ZEALAND LIMITED

### Results for announcement to the market

|                                  |                               |
|----------------------------------|-------------------------------|
| <b>Reporting Period</b>          | 12 months to 31 December 2017 |
| <b>Previous Reporting Period</b> | 12 months to 31 December 2016 |

|  | Amount (000s) | Percentage change |        |
|--|---------------|-------------------|--------|
| <b>Revenue from ordinary activities</b>  | NZ\$ 78,667   | Up                | 5.63%  |
| <b>Profit (loss) from ordinary activities after tax attributable to security holders</b> | NZ\$ 32,161   | Up                | 18.99% |
| <b>Net profit (loss) attributable to security holders</b>                                | NZ\$ 32,161   | Up                | 18.99% |
| <b>Basic Earnings per share (cents)</b>  | 11.60c        | Up                | 18.71% |
| <b>Diluted Earnings per share (cents)</b>  | 11.60c        | Up                | 18.71% |
| <b>Net Tangible Assets per share (cents)</b>   | 67.06c        | Up                | 14.79% |

| <b>Interim*/Final Dividend</b> | Amount per security                      | Imputed amount per security |
|--------------------------------|--|-----------------------------|
| Final Dividend                 | Ordinary dividend of 3.5 cents per share | Fully imputed               |

\* No interim dividend was declared

|                              |             |
|------------------------------|-------------|
| <b>Record Date</b>           | 4 May 2018  |
| <b>Dividend Payment Date</b> | 18 May 2018 |

|                  |   |
|------------------|---|
| <b>Comments:</b> | Please refer to the attached Directors' Review. |
|------------------|---|

**Details of the reporting period and the previous corresponding reporting period:**

This report is for the full year ended 31 December 2017 and should be read in conjunction with the most recent annual financial report. Comparatives are in respect of the full year ended 31 December 2016.

**Information prescribed by NZX:**

Please refer to "Results for announcement to the market" and below.

--Statement of Financial Performance

Refer to the Annual Financial Statements.

--Statement of Financial Position

Refer to the Annual Financial Statements.

--Statement of Cash Flows

Refer to the Annual Financial Statements.

--Details of individual and total dividends or distributions and dividend or distribution payments

On 1 February 2018, the Directors declared a final dividend of 3.50 cents per ordinary share payable on 18 May 2018. The dividend reinvestment plan will apply to this dividend. The total dividend payable will be \$9.71 million. The dividend will be fully imputed and supplementary dividends will be paid to non-resident shareholders. The dividend has not been recognised for in the 31 December 2017 financial statements.

|  | NZ\$ (million) | NZ cents per share |
|--|----------------|--------------------|
| <b>Distributions declared</b>                                |                |                    |
| Final dividend for the 2017 Financial Year (ordinary shares) | NZ\$ 9.71      | 3.50c              |
| <b>Last distribution paid</b>                                |                |                    |
| Final dividend for the 2016 Financial Year (ordinary shares) | NZ\$ 8.31      | 3.00c              |

--Details of Dividend Reinvestment Plans in operation

In 1998, the Company adopted a Dividend Reinvestment Plan pursuant to which shareholders may elect to receive ordinary dividends in the form of either cash or additional shares in the Company. The additional shares are issued at the weighted average market price for the shares traded over the first five business days immediately following the Record Date.

--Net Tangible Assets per security (with comparatives for the previous corresponding period)

| NZ cents per share | Current full year | Previous full year |
|--------------------|-------------------|--------------------|
| Ordinary shares    | 67.06c            | 58.42c             |

--Details of entities over which control has been gained or lost during the period

Nil.

--Details of associates and joint ventures

| Name                  | % Held Current Full Year | % Held Previous Corresponding Full Year | Contributions to Net Profit Current Full Year | Contributions to Net Profit Previous Full Year |
|-----------------------|--------------------------|---|---|--|
| Prestons Road Limited | 33.33%                   | 33.33%                                  | \$ -  | \$ -   |

**Basis of preparation of financial statements:**

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 IFRSs) as appropriate for Tier 1 profit-oriented entities. The financial statements also comply with International Financial Reporting Standards (IFRSs).

**Accounting Policies:**

Refer to the Annual Financial Statements.

**Changes in accounting policies:**

There are no changes to accounting policies during the period.

**Audit Report:**

The Independent Auditor's report is at pages 17 to 19 of the Annual Financial Statements.

**Additional Information:**

None.

**DATE:**

8 February 2018

# Notice of event affecting securities

NZSX Listing Rule 7.12.2. For rights, NZSX Listing Rules 7.10.9 and 7.10.10. For change to allotment, NZSX Listing Rule 7.12.1, a separate advice is required.

Number of pages including this one  
(Please provide any other relevant details on additional pages) 1

Full name of Issuer CDL INVESTMENTS NEW ZEALAND LIMITED

Name of officer authorised to make this notice TROY DANDY, GROUP COMPANY SECRETARY Authority for event, e.g. Directors' resolution BOARD RESOLUTION

Contact phone number 09 353 5005 Contact fax number 09 309 3244 Date 08 / 02 / 2018

**Nature of event**  
Tick as appropriate

|  |  |  |                                   |  |
|--|--|--|-----------------------------------|--|
| Bonus Issue <input type="checkbox"/>                   | If ticked, state whether: Taxable <input type="checkbox"/> / Non Taxable <input type="checkbox"/>                  | Conversion <input type="checkbox"/>  | Interest <input type="checkbox"/> | Rights Issue Renounceable <input type="checkbox"/> |
| Rights Issue non-renounceable <input type="checkbox"/> | Capital change <input type="checkbox"/> Call <input type="checkbox"/> Dividend <input checked="" type="checkbox"/> | If ticked, state whether: Interim <input type="checkbox"/> Full Year <input checked="" type="checkbox"/> | Special <input type="checkbox"/>  | DRP Applies <input checked="" type="checkbox"/>    |

**EXISTING securities affected by this** *If more than one security is affected by the event, use a separate form.*

Description of the class of securities Ordinary ISIN KZ KGLE 000 1S8  
*If unknown, contact NZX*

**Details of securities issued pursuant to this event** *If more than one class of security is to be issued, use a separate form for each class.*

Description of the class of securities  ISIN   
*If unknown, contact NZX*

Number of Securities to be issued following event  Minimum Entitlement  Ratio, e.g. 1 for 2  for

Conversion, Maturity, Call Payable or Exercise Date  Treatment of Fractions

Strike price per security for any issue in lieu or date Strike Price available.  Tick if *pari passu*  OR provide an explanation of the ranking

**Monies Associated with Event** *Dividend payable, Call payable, Exercise price, Conversion price, Redemption price, Application money.*

|   |             |   |   |  |
|---|-------------|---|---|--|
| <i>In dollars and cents</i>                                   |             | Source of Payment   | Cashflow  |  |
| Amount per security (does not include any excluded income)    | \$0.035     |   |   |  |
| Excluded income per security (only applicable to listed PIEs) | N/A         |   |   |  |
| Currency  | NZD         | Supplementary dividend details - NZSX Listing Rule 7.12.7 | Amount per security in dollars and cents <span style="border: 1px solid black; padding: 2px;">\$0.006176</span> |  |
| Total monies  | \$9,712,989 | Date Payable  | 18/05/18  |  |

**Taxation** *Amount per Security in Dollars and cents to six decimal places*

|   |     |                          |            |                                  |            |
|---|-----|--------------------------|------------|----------------------------------|------------|
| In the case of a taxable bonus issue state strike price | N/A | Resident Withholding Tax | \$0.002431 | Imputation Credit (Give details) | \$0.013611 |
|   |     | Foreign Withholding Tax  |            | FDP Credits (Give details)       | N/A        |

**Timing** (Refer Appendix 8 in the NZSX Listing Rules)

|   |          |   |          |
|---|----------|---|----------|
| <b>Record Date 5pm</b><br>For calculation of entitlements - | 04/05/18 | <b>Application Date</b><br>Also, Call Payable, Dividend / Interest Payable, Exercise Date, Conversion Date. | 18/05/18 |
|---|----------|---|----------|

|  |     |   |     |
|--|-----|---|-----|
| <b>Notice Date</b><br>Entitlement letters, call notices, conversion notices mailed | N/A | <b>Allotment Date</b><br>For the issue of new securities. Must be within 5 business days of application closing date. | N/A |
|--|-----|---|-----|

**OFFICE USE ONLY**  
Ex Date:  
Commence Quoting Rights:  
Cease Quoting Rights 5pm:  
Commence Quoting New Securities:  
Cease Quoting Old Security 5pm:

Security Code:  
Security Code:



# DIRECTORS' REVIEW

## Financial Performance

CDL Investments New Zealand Limited ("CDLI") is pleased to report a profit after tax of \$32.2 million for the year ended 31 December 2017, an increase of 19.0% from the previous year (2016: \$27.0 million). This result is the eighth consecutive year of profit growth for the company.

Profit before tax also increased to \$44.7 million (2016: \$37.5 million). Property sales & other income totalled \$78.7 million (2016: \$74.5 million).

Shareholders' funds as at 31 December 2017 increased to \$186.1 million (2016: \$161.8 million) and the company's total assets stood at \$191.7 million (2016: \$168.3 million). The net tangible asset per share (at book value) was 67.1 cents (2016: 58.4 cents).

## Dividend Announcement

Reflecting the record result, CDLI has resolved to increase its fully imputed ordinary dividend to 3.5 cents per share (2016: 3.0 cents per share), payable on 18 May 2018. The record date will be 4 May 2018. The Dividend Reinvestment Plan will apply to this dividend.

## Land portfolio

At 31 December 2017, the independent market value of CDLI's land holdings was \$276.3 million (2016: \$297.0 million). CDLI's accounting policies require the company to carry the value of its land portfolio at the lower of cost or net realisable value and at 31 December 2017, the land portfolio at cost was \$124.7 million (2016: \$117.8 million).

## Summary and Outlook

The New Zealand housing stock and new housing supply remains short of demand. This can explain why while housing sales have eased, pricing has only evened out. The Reserve Bank's LVR restrictions and the availability of finance have both had an effect on the New Zealand housing market. That said, although not as strong as in 2016, demand for CDLI housing sections remained steady in 2017.

The Overseas Investment Amendment Bill proposed by the Government last December is expected to have some but minimal impact on CDLI's business model of acquiring land for residential development. The proposed new Government measures classifying residential housing land as "sensitive land" is a demand-side measure and aimed "not to impede the broader objective of increasing the supply of residential housing". As a development company in housing sections, CDLI has consistently demonstrated its "financial commitment, business experience and acumen and good character" with its commitment to increasing the supply of sections for residential housing.

The Overseas Investment Amendment Bill in its current form may however have unintended consequences. These include the number of consent applications and time required to process them. Both measures are expected to increase with significant delays and costs to the housing industry.

CDLI will continue to drive sales activity of its existing housing sections in 2018 with the aim of delivering another year of growth in 2018. The Board and management will also continue to progress consents and future development approvals for projects in the pipeline as well as continue to seek to acquire additional land for future development.

## Management and staff

On behalf of the Board I sincerely thank the company's management and staff for their hard work during 2017 to deliver these excellent results.

A handwritten signature in black ink, appearing to read 'Colin Sim', with a stylized flourish at the end.

**Colin Sim**  
**Chairman**  
**8 February 2018**





## 19% PROFIT GROWTH FOR CDL INVESTMENTS NEW ZEALAND

Property development company CDL Investments New Zealand Limited (NZX: CDI) today reported its results for the year ended 31 December 2017.

CDI increased its profit after tax by 19.0% to \$32.2 million with property sales & other income increasing by 5.6% to \$78.7 million over 2016.

“We are very pleased to report another year of increased profit performance” said managing director Mr. B K Chiu. “Our housing sections in Auckland, Hamilton and Christchurch with their locations and design remain attractive to buyers despite a less buoyant market compared to 2016.”

“The property market moves in cycles. With new legislation on LVRs, availability of finance together with the levelling of net migration, 2017 could be seen as a correction year and this can be viewed as positive in moderating the exuberance of the market. However, supply of housing remains short of demand notably in the Auckland region. We continue to see a steady but subdued demand for our sections and this underlying demand is not surprising as home ownership remains an aspiration dear to New Zealanders. To this end we continue to programme the development and release of new sections for sale in 2018 and 2019 as well as implementing our land purchase plans for the future,” said Mr Chiu.

CDI’s Board resolved to increase its dividend to 3.5 cents per share (from 3.0 cents in 2016) fully imputed which would be released to shareholders on 18 May 2018. The record date would be 4 May 2018 and the Dividend Reinvestment Plan would apply to this dividend.

### Summary of results:

|  |   |
|--|---|
| • Profit after tax                         | \$32.2 million (2016: \$27.0 million)   |
| • Profit before tax                        | \$44.7 million (2016: \$37.5 million)   |
| • Total revenue & other income             | \$78.7 million (2016: \$74.5 million)   |
| • Shareholders’ funds                      | \$186.1 million (2016: \$161.8 million) |
| • Total assets                             | \$191.7 million (2016: \$168.3 million) |
| • Net tangible asset value (at book value) | 67.1 cents per share (2016: 58.4cps)    |
| • Earnings per share                       | 11.60 cents per share (2016: 9.77cps)   |

### About CDL Investments New Zealand Limited:

CDL Investments New Zealand Limited (CDI) has a proud track record of acquiring and developing residential sections in New Zealand for two decades. With a focus on creating and developing a range of high-quality residential sections to New Zealanders, CDI has over the past twenty years successfully completed numerous subdivision projects in Auckland, Hamilton, Tauranga, Hastings, Havelock North, Taupo, Nelson, Christchurch, Rolleston (Canterbury) and Queenstown. CDI is a majority-owned subsidiary of NZX-listed Millennium & Copthorne Hotels New Zealand Limited.

ENDS

**Issued by CDL Investments New Zealand Limited**

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