

MONTHLY TRAFFIC REPORT

ZXY EXAMPLE RETAIL CENTRE

prepared by:

Beonic Pty Ltd

DECEMBER 2002

| | Traffic Current Month | Traffic Last Month | Var % | Traffic Last Year | Var % |
|--|-----------------------------|--------------------------|--------------|-------------------------|----------|
| Sensor Locations: | | | | | |
| Main Entry - East | 255,499 | 234,282 | +9.1% | 229,825 | +11.2% |
| Main Entry - North | 211,077 | 182,556 | +15.6% | 181,339 | +16.4% |
| Main Entry - South | 134,989 | 116,989 | +15.4% | 114,972 | +17.4% |
| Main Entry - West | 312,273 | 277,681 | +12.5% | 266,310 | +17.3% |
| Tenancy - Angus & Robertson | 97,201 | 78,281 | +24.2% | 80,743 | +20.4% |
| Tenancy - Coles | 230,335 | 191,262 | +20.4% | 204,081 | +12.9% |
| Tenancy - Target | 170,298 | 138,394 | +23.1% | 151,197 | +12.6% |
| Tenancy - Travel Agent | 259,151 | 239,550 | +8.2% | 229,394 | +13.0% |
| Tenancy - Wild Things | 320,501 | 285,036 | +12.4% | 286,316 | +11.9% |
| Sensor Group Totals: | | | | | |
| Tenancy - Angus & Robertson | 48,600 | 39,140 | +24.2% | 40,372 | +20.4% |
| Tenancy - Coles | 115,168 | 95,631 | +20.4% | 102,040 | +12.9% |
| Tenancy - Target | 170,298 | 138,394 | +23.1% | 151,197 | +12.6% |
| Tenancy - Travel Agent | 259,151 | 239,550 | +8.2% | 229,394 | +13.0% |
| Tenancy - Wild Things | 320,501 | 285,036 | +12.4% | 286,316 | +11.9% |
| Sensor Group Grand Total: | | | | | |
| Total Shopping Centre | 456,919 | 405,754 | +12.6% | 396,223 | +15.3% |
| Trading Day Analysis : | | | | | |
| No. of Trading Days in Current Month = | 27 | | | | |
| No. of Trading Days in month Last Year = | 27 | | | | |
| No. of Trading Days This Year = | 306 | | | | |
| No. of Trading Days Last Year = | 305 | | | | |
| | M.A.T | M.A.T | Var % | | |
| | This Year: | Last year: | | | |
| Average Day = | 14,191 | 12,918 | +9.9% | | |
| Average Week = | 83,510 | 75,773 | +10.2% | (This Years Total = | 4342504) |
| Average Month = | 361,876 | 328,350 | +10.2% | (Last Years Total = | 3940207) |

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AVERAGE MONTH REPORT

ZXY EXAMPLE RETAIL CENTRE TOTAL SHOPPING CENTRE

prepared by:
Beonic Pty Ltd

MONTH ENDING DECEMBER 2002 (1 YEAR AVERAGE)

| Month | Average Traffic | % of Total |
|----------------|------------------|----------------|
| January 2002 | 381,129 | 8.8 % |
| February 2002 | 338,190 | 7.8 % |
| March 2002 | 360,317 | 8.3 % |
| April 2002 | 303,069 | 7.0 % |
| May 2002 | 369,897 | 8.5 % |
| June 2002 | 321,395 | 7.4 % |
| July 2002 | 322,554 | 7.4 % |
| August 2002 | 365,614 | 8.4 % |
| September 2002 | 310,855 | 7.2 % |
| October 2002 | 406,807 | 9.4 % |
| November 2002 | 405,754 | 9.3 % |
| December 2002 | 456,919 | 10.5 % |
| Total | 4,342,500 | 100.0 % |

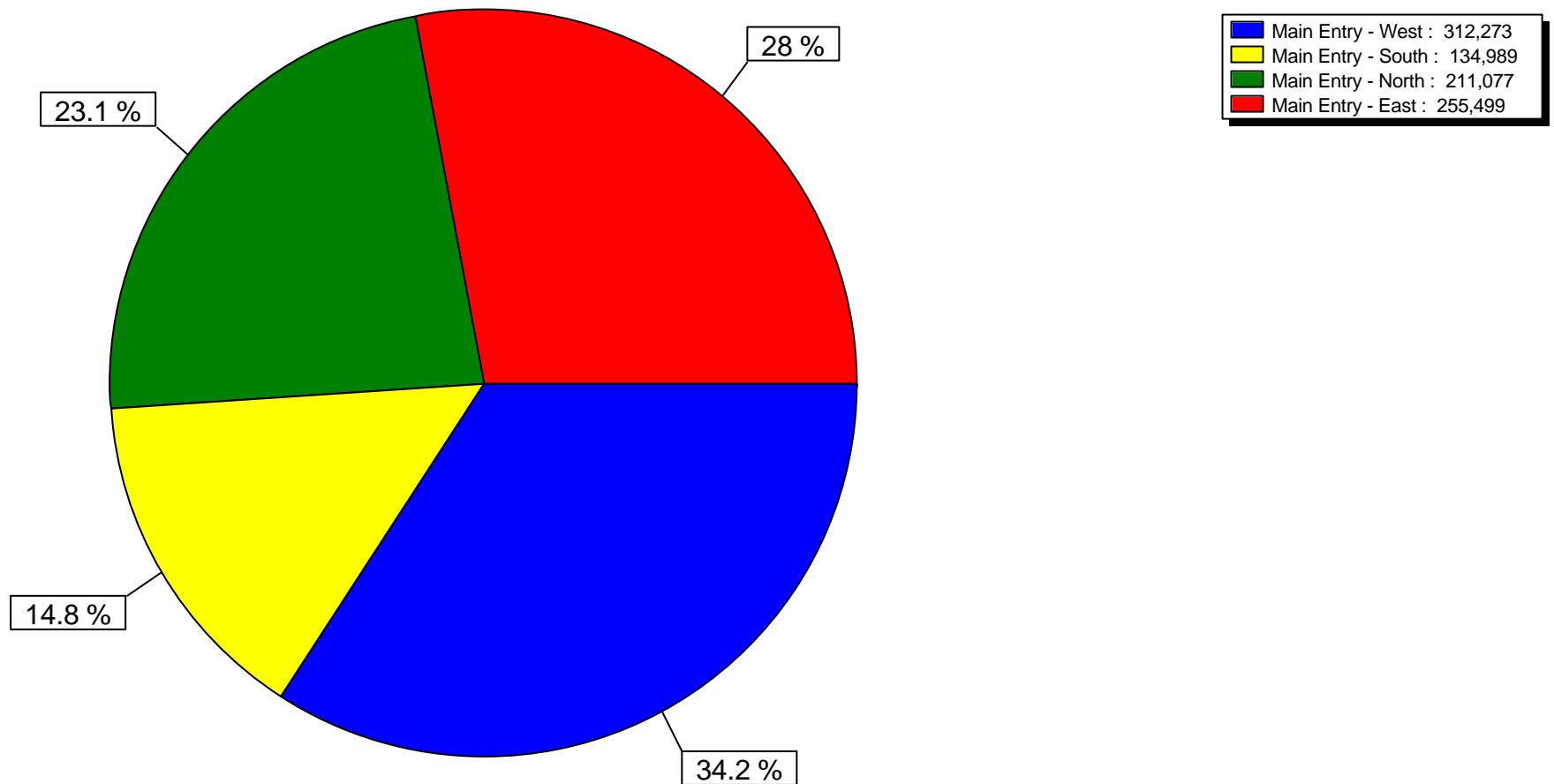
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MONTHLY PENETRATION CHART

ZXY EXAMPLE RETAIL CENTRE
TOTAL SHOPPING CENTRE

prepared by:
Beonic Pty Ltd

DECEMBER 2002



MONTHLY PENETRATION REPORT

ZXY EXAMPLE RETAIL CENTRE TOTAL SHOPPING CENTRE

prepared by:
Beonic Pty Ltd

DECEMBER 2002

| Total Shopping Centre Sensor Location | Traffic This Year | % of Total Traffic | Traffic Last Year | Var % |
|--|----------------------------------|-----------------------------------|----------------------------------|--------------|
| Main Entry - East | 255,499 | 28.0 % | 229,825 | +11.2% |
| Main Entry - North | 211,077 | 23.1 % | 181,339 | +16.4% |
| Main Entry - South | 134,989 | 14.8 % | 114,972 | +17.4% |
| Main Entry - West | 312,273 | 34.2 % | 266,310 | +17.3% |
| Total Sensors | 913,838 | 100.0 % | 792,446 | +15.3% |
| Group Total | 456,919 | 100.0 % | 396,223 | +15.3% |

<<< End of Report >>>

MONTHLY SALES CONVERSION REPORT

ZXY EXAMPLE RETAIL CENTRE

prepared by:

Beonic Pty Ltd

TUESDAY 31-DECEMBER-2002

| Department: Total | Sales | % Total | No of Transactions | % Total | Traffic | % Total | Average \$ Sale/Trans | Average \$ Sale/Customer | Conversion Rate % |
|----------------------|--------------------|---------------|-----------------------|---------------|----------------|---------------|--------------------------|-----------------------------|----------------------|
| Sun 1 Dec 2002 | \$96,024 | 1.9% | 1,353 | 1.9% | 110 | | \$70.97 | \$872.95 | 1230.0% |
| Mon 2 Dec 2002 | \$191,877 | 3.8% | 2,813 | 3.9% | 5,718 | 1.3% | \$68.21 | \$33.56 | 49.2% |
| Tue 3 Dec 2002 | \$188,403 | 3.7% | 2,679 | 3.7% | 9,120 | 2.0% | \$70.33 | \$20.66 | 29.4% |
| Wed 4 Dec 2002 | \$187,859 | 3.7% | 2,846 | 3.9% | 11,338 | 2.5% | \$66.01 | \$16.57 | 25.1% |
| Thu 5 Dec 2002 | \$193,359 | 3.8% | 2,720 | 3.7% | 36,393 | 8.0% | \$71.09 | \$5.31 | 7.5% |
| Fri 6 Dec 2002 | \$193,275 | 3.8% | 2,804 | 3.8% | 20,718 | 4.5% | \$68.93 | \$9.33 | 13.5% |
| Sat 7 Dec 2002 | \$194,066 | 3.9% | 2,717 | 3.7% | 14,639 | 3.2% | \$71.43 | \$13.26 | 18.6% |
| Sun 8 Dec 2002 | \$169,913 | 3.4% | 1,704 | 2.3% | 154 | | \$99.71 | \$1,103.33 | 1106.5% |
| Mon 9 Dec 2002 | \$190,544 | 3.8% | 2,698 | 3.7% | 6,742 | 1.5% | \$70.62 | \$28.26 | 40.0% |
| Tue 10 Dec 2002 | \$191,327 | 3.8% | 2,864 | 3.9% | 10,566 | 2.3% | \$66.80 | \$18.11 | 27.1% |
| Wed 11 Dec 2002 | \$190,593 | 3.8% | 2,869 | 3.9% | 12,296 | 2.7% | \$66.43 | \$15.50 | 23.3% |
| Thu 12 Dec 2002 | \$190,563 | 3.8% | 2,825 | 3.9% | 41,352 | 9.1% | \$67.46 | \$4.61 | 6.8% |
| Fri 13 Dec 2002 | \$191,955 | 3.8% | 2,770 | 3.8% | 23,428 | 5.1% | \$69.30 | \$8.19 | 11.8% |
| Sat 14 Dec 2002 | \$199,275 | 4.0% | 2,940 | 4.0% | 16,532 | 3.6% | \$67.78 | \$12.05 | 17.8% |
| Sun 15 Dec 2002 | \$179,294 | 3.6% | 2,739 | 3.8% | 194 | | \$65.46 | \$924.20 | 1411.9% |
| Mon 16 Dec 2002 | \$187,162 | 3.7% | 2,884 | 4.0% | 8,162 | 1.8% | \$64.90 | \$22.93 | 35.3% |
| Tue 17 Dec 2002 | \$187,096 | 3.7% | 2,818 | 3.9% | 12,312 | 2.7% | \$66.39 | \$15.20 | 22.9% |
| Wed 18 Dec 2002 | \$189,027 | 3.8% | 2,788 | 3.8% | 14,823 | 3.2% | \$67.80 | \$12.75 | 18.8% |
| Thu 19 Dec 2002 | \$191,253 | 3.8% | 2,859 | 3.9% | 49,842 | 10.9% | \$66.90 | \$3.84 | 5.7% |
| Fri 20 Dec 2002 | \$194,343 | 3.9% | 2,810 | 3.9% | 32,402 | 7.1% | \$69.16 | \$6.00 | 8.7% |
| Sat 21 Dec 2002 | \$192,237 | 3.8% | 2,783 | 3.8% | 24,578 | 5.4% | \$69.08 | \$7.82 | 11.3% |
| Sun 22 Dec 2002 | \$190,575 | 3.8% | 2,699 | 3.7% | 428 | 0.1% | \$70.61 | \$445.27 | 630.6% |
| Mon 23 Dec 2002 | | | | | | | | | |
| Tue 24 Dec 2002 | | | | | | | | | |
| Wed 25 Dec 2002 | \$190,357 | 3.8% | 2,698 | 3.7% | 14,968 | 3.3% | \$70.55 | \$12.72 | 18.0% |
| Thu 26 Dec 2002 | \$193,120 | 3.8% | 2,826 | 3.9% | 40,084 | 8.8% | \$68.34 | \$4.82 | 7.1% |
| Fri 27 Dec 2002 | \$193,114 | 3.8% | 2,776 | 3.8% | 22,926 | 5.0% | \$69.57 | \$8.42 | 12.1% |
| Sat 28 Dec 2002 | \$192,225 | 3.8% | 2,792 | 3.8% | 16,614 | 3.6% | \$68.85 | \$11.57 | 16.8% |
| Sun 29 Dec 2002 | | | | | | | | | |
| Mon 30 Dec 2002 | | | | | | | | | |
| Tue 31 Dec 2002 | \$189,602 | 3.8% | 2,790 | 3.8% | 10,480 | 2.3% | \$67.96 | \$18.09 | 26.6% |
| Total | \$5,038,438 | 100.0% | 72,864 | 100.0% | 456,919 | 100.0% | \$69.15 | \$11.03 | 15.9% |

<<< End of Report >>>

MONTHLY KEY PERFORMANCE INDICATOR REPORT

ZXY EXAMPLE RETAIL CENTRE

prepared by:

Beonic Pty Ltd

AS AT TUESDAY 31-DECEMBER-2002

(REPORT FOR 1 MONTH)

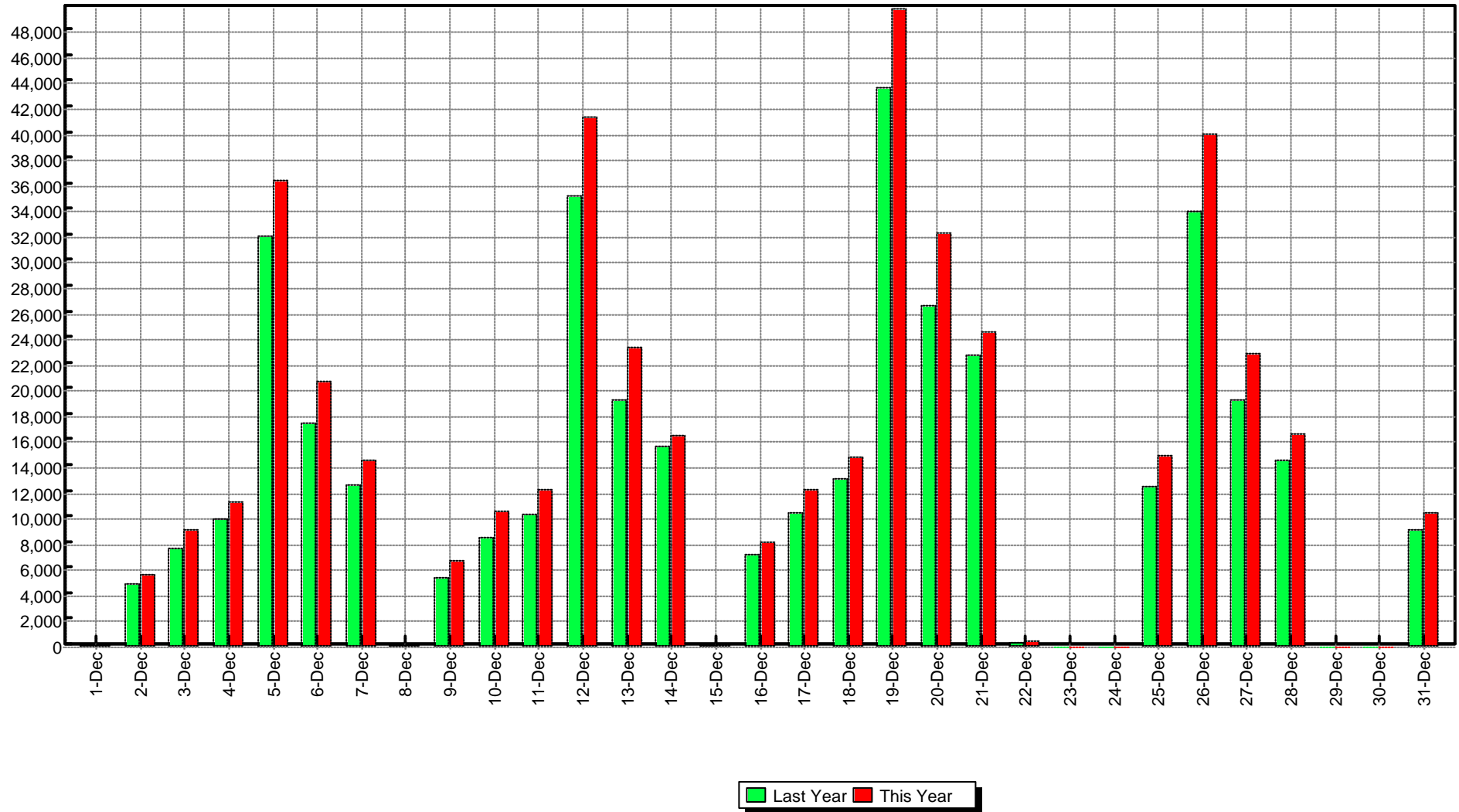
| Department: | Sales | % Total | No of Transactions | % Total | Traffic | % Total | Conversion Rate % |
|--------------|--------------------|---------------|--------------------|---------------|----------------|---------------|-------------------|
| Fashion | \$1,159,364 | 23.0% | 13,849 | 19.0% | 320,501 | 70.1% | 4.3% |
| Food | \$315,430 | 6.3% | 30,286 | 41.6% | 115,168 | 25.2% | 26.3% |
| Household | \$1,936,973 | 38.4% | 9,204 | 12.6% | 170,298 | 37.3% | 5.4% |
| Majors | \$1,161,469 | 23.1% | 12,582 | 17.3% | 115,168 | 25.2% | 10.9% |
| Services | \$465,202 | 9.2% | 6,943 | 9.5% | 259,151 | 56.7% | 2.7% |
| Total | \$5,038,438 | 100.0% | 72,864 | 100.0% | 456,919 | 100.0% | 15.9% |

<<< End of Report >>>

MONTHLY TRAFFIC GRAPH

ZXY EXAMPLE RETAIL CENTRE TOTAL SHOPPING CENTRE

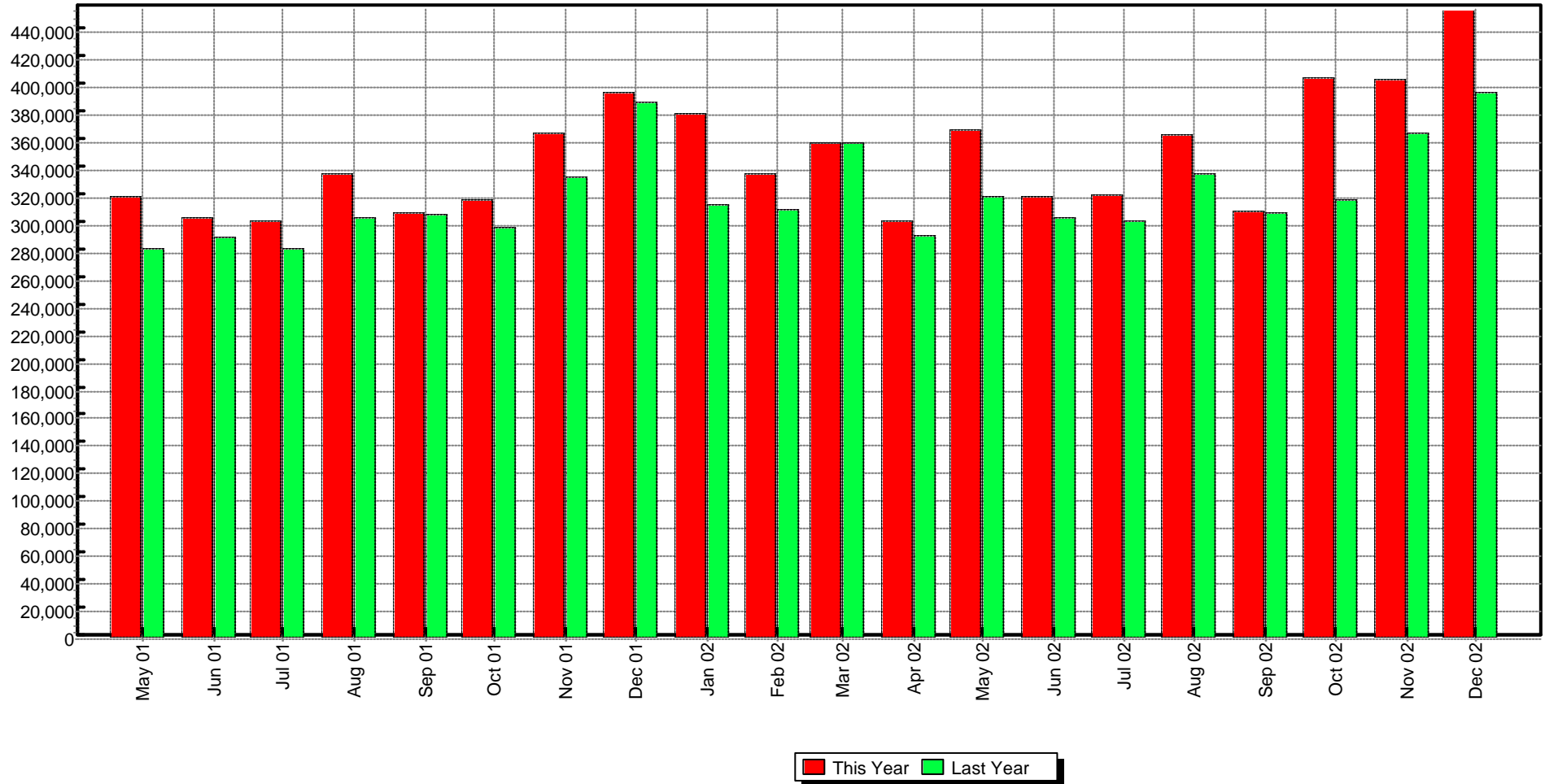
1-DECEMBER-2002 to 31-DECEMBER-2002



MONTHLY TREND GRAPH

ZXY EXAMPLE RETAIL CENTRE TOTAL SHOPPING CENTRE

prepared by:
Beonic Pty Ltd



MONTHLY SALES GRAPH

ZXY EXAMPLE RETAIL CENTRE TOTAL

1-DECEMBER-2002 to 31-DECEMBER-2002



MONTHLY SALES REPORT

ZXY EXAMPLE RETAIL CENTRE

prepared by:

Beonic Pty Ltd

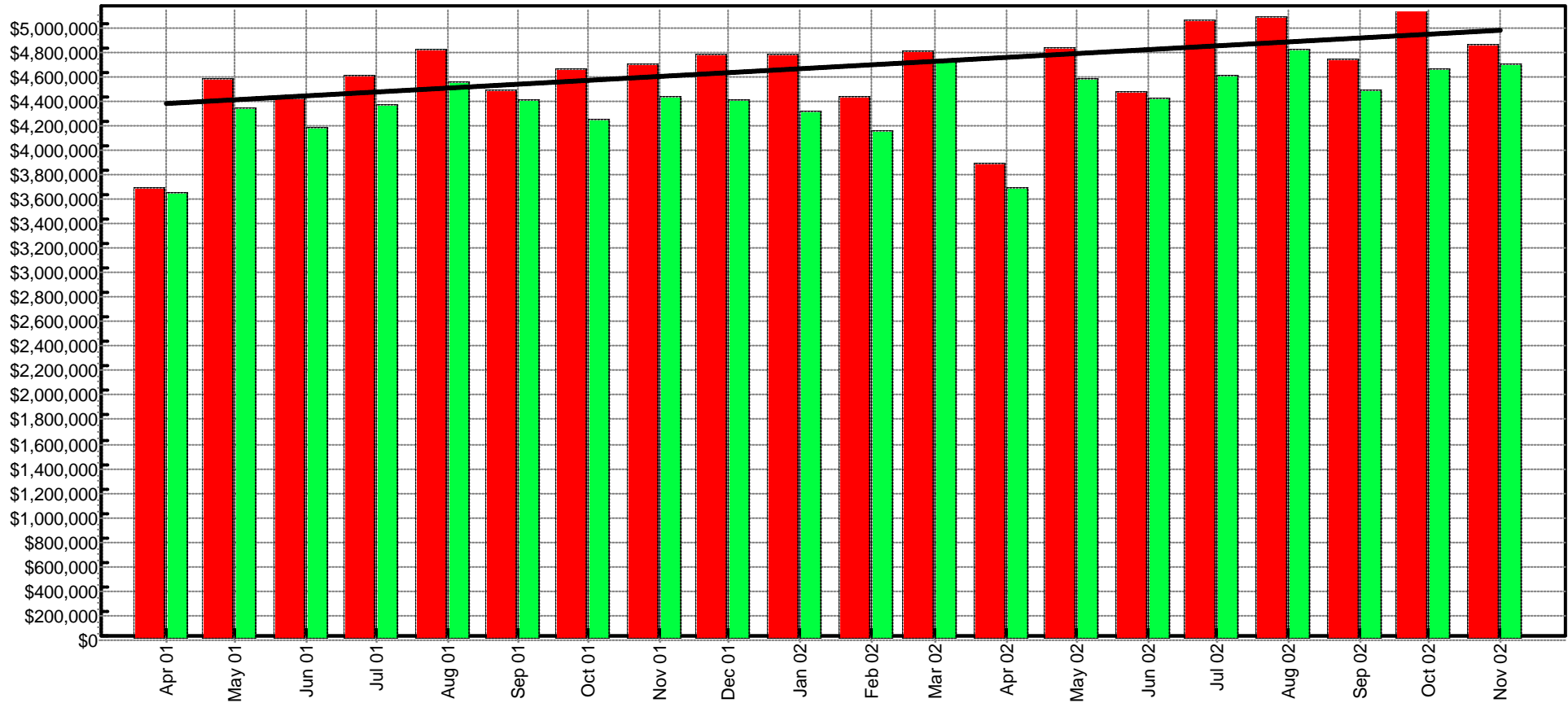
DECEMBER 2002

| | Sales Current Month | Sales Last Month | Var % | Sales Last Year | Var % |
|--------------------------------|---------------------------|------------------------|--------------|-----------------------|---------------|
| Sales Locations: | | | | | |
| Coles | 1,161,469 | 1,075,638 | +8.0% | 1,066,505 | +8.9% |
| Electrical Goods | 1,936,973 | 1,883,168 | +2.9% | 1,863,203 | +4.0% |
| Female Fitness Centre | 62,599 | 60,236 | +3.9% | 59,564 | +5.1% |
| Health Foods | 142,158 | 135,122 | +5.2% | 128,919 | +10.3% |
| KFC | 173,272 | 177,549 | -2.4% | 163,859 | +5.7% |
| Lingerie Boutique | 1,159,364 | 1,116,057 | +3.9% | 1,106,099 | +4.8% |
| Outback Tours | 203,010 | 203,010 | 0.0% | 199,660 | +1.7% |
| P&C Financial Services | 199,593 | 208,585 | -4.3% | 188,967 | +5.6% |
| Department Totals: | | | | | |
| Fashion | 1,159,364 | 1,116,057 | +3.9% | 1,106,099 | +4.8% |
| Food | 315,430 | 312,671 | +0.9% | 292,778 | +7.7% |
| Household | 1,936,973 | 1,883,168 | +2.9% | 1,863,203 | +4.0% |
| Majors | 1,161,469 | 1,075,638 | +8.0% | 1,066,505 | +8.9% |
| Services | 465,202 | 471,831 | -1.4% | 448,191 | +3.8% |
| Department Grand Total: | | | | | |
| Total | 5,038,438 | 4,859,365 | +3.7% | 4,776,776 | +5.5% |

MONTHLY SALES TREND GRAPH

ZXY EXAMPLE RETAIL CENTRE TOTAL

prepared by:
Beonic Pty Ltd



Sales Trend = 4,341,682 + 7,307 x Number of Months

■ This Year ■ LastYear — Trend

Correlation = 52.4%

MONTHLY SALES CONVERSION GRAPH

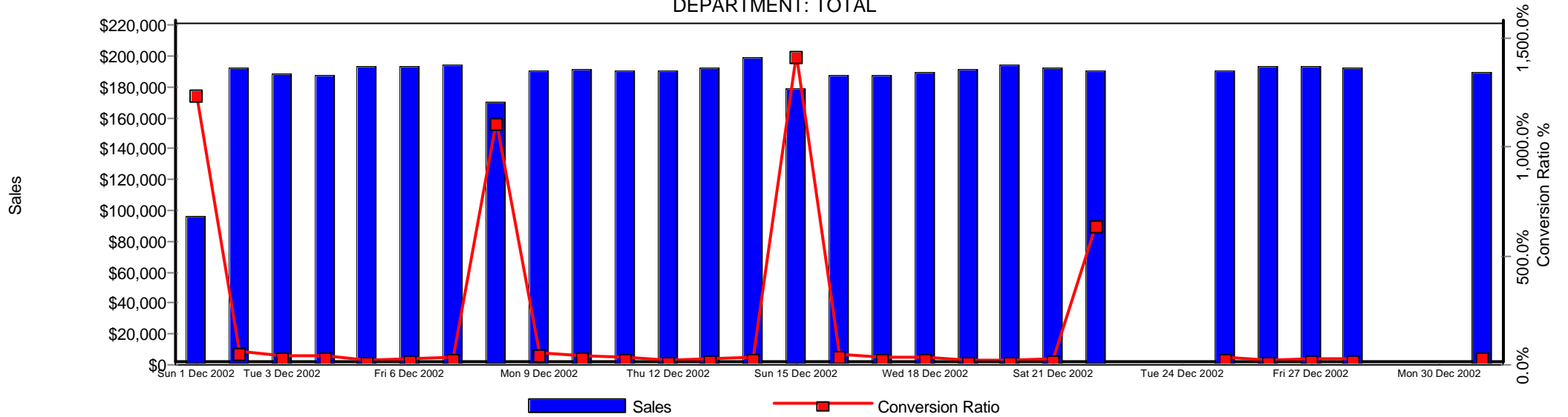
ZXY EXAMPLE RETAIL CENTRE

prepared by:

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TUESDAY 31-DECEMBER-2002

DEPARTMENT: TOTAL



<<< End of Report >>>