

YEARLY COMPARISON REPORT

ZXY EXAMPLE RETAIL CENTRE TOTAL SHOPPING CENTRE

prepared by:
Beonic Pty Ltd

YEAR ENDING DECEMBER 2002

Start	End	Traffic	% of Total
January 1999	December 1999		
January 2000	December 2000	915,526	30.7 %
January 2001	December 2001	985,051	33.0 %
January 2002	December 2002	1,085,625	36.4 %
Total		2,986,202	100.0 %

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YEARLY PENETRATION REPORT

ZXY EXAMPLE RETAIL CENTRE TOTAL SHOPPING CENTRE

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YEAR ENDING DECEMBER 2002

Total Shopping Centre Sensor Location	Traffic This Year	% of Total Traffic	Traffic Last Year	Var %
Main Entry - East	2,488,710	28.7 %	2,262,308	+10.0%
Main Entry - North	1,971,701	22.7 %	1,789,053	+10.2%
Main Entry - South	1,262,032	14.5 %	1,143,878	+10.3%
Main Entry - West	2,962,564	34.1 %	2,685,175	+10.3%
Total Sensors	8,685,007	100.0 %	7,880,414	+10.2%
Group Total	4,342,504	100.0 %	3,940,207	+10.2%

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YEARLY TRAFFIC (MAT) REPORT

ZXY EXAMPLE RETAIL CENTRE

prepared by:
Beonic Pty Ltd

YEAR ENDING DECEMBER 2002

	Jan 2002	Feb 2002	Mar 2002	Apr 2002	May 2002	Jun 2002	Jul 2002	Aug 2002	Sep 2002	Oct 2002	Nov 2002	Dec 2002	Yearly Total
Sensor Locations:													
Main Entry - East	218,403 +18.6%	190,646 +6.3%	205,733 +0.1%	176,680 +4.6%	217,006 +18.3%	184,372 +7.2%	186,612 +6.2%	211,101 +8.4%	176,238 -0.7%	232,138 +28.2%	234,282 +11.6%	255,499 +11.2%	2,488,710 +10.0%
Main Entry - North	173,786 +22.0%	157,773 +11.3%	159,709 -2.8%	138,006 +3.6%	166,363 +16.7%	145,755 +3.8%	146,613 +5.7%	163,611 +7.8%	142,243 +2.4%	184,209 +24.9%	182,556 +10.0%	211,077 +16.4%	1,971,701 +10.2%
Main Entry - South	109,527 +22.1%	99,042 +10.0%	106,368 +0.1%	87,651 +1.7%	106,729 +11.7%	91,487 +1.9%	94,658 +9.4%	105,549 +10.1%	89,354 -0.2%	119,689 +30.7%	116,989 +8.3%	134,989 +17.4%	1,262,032 +10.3%
Main Entry - West	260,542 +21.6%	228,919 +8.5%	248,825 +1.8%	203,802 +3.1%	249,697 +13.1%	221,177 +5.2%	217,225 +5.6%	250,968 +7.3%	213,876 +0.6%	277,579 +27.3%	277,681 +11.0%	312,273 +17.3%	2,962,564 +10.3%
Tenancy - Angus & Robertson	80,999 +24.2%	74,425 +14.6%	75,354 +2.7%	63,765 +0.6%	77,279 +11.7%	67,771 +5.5%	68,407 +7.8%	78,412 +10.2%	65,912 +1.4%	85,054 +26.8%	78,281 +2.1%	97,201 +20.4%	912,860 +10.7%
Tenancy - Coles	195,468 +21.5%	175,411 +13.0%	190,473 +4.6%	152,955 +2.6%	191,646 +17.9%	167,808 +5.8%	162,913 +4.7%	187,503 +8.4%	159,790 +0.2%	207,834 +28.4%	191,262 +5.8%	230,335 +12.9%	2,213,398 +10.5%
Tenancy - Target	146,745 +23.7%	129,182 +9.7%	136,168 +2.3%	110,193 -1.1%	137,516 +12.6%	118,443 +2.7%	116,752 +3.4%	135,546 +7.0%	116,383 0.0%	150,041 +21.9%	138,394 +1.2%	170,298 +12.6%	1,605,661 +8.1%
Tenancy - Travel Agent	221,163 +20.1%	203,276 +13.9%	207,684 -1.2%	180,444 +6.4%	215,924 +13.1%	189,557 +2.6%	192,030 +8.3%	207,420 +6.3%	180,120 +0.7%	235,759 +23.6%	239,550 +10.6%	259,151 +13.0%	2,532,078 +9.8%
Tenancy - Wild Things	273,031 +22.0%	248,069 +12.6%	254,917 +3.1%	205,218 +0.3%	258,583 +14.8%	226,303 +5.2%	225,985 +6.8%	255,439 +7.9%	221,083 +0.2%	278,736 +22.1%	285,036 +9.5%	320,501 +11.9%	3,052,901 +9.8%
Sensor Group Totals:													
Tenancy - Angus & Robertson	40,500 +24.2%	37,212 +14.6%	37,677 +2.7%	31,882 +0.6%	38,640 +11.7%	33,886 +5.5%	34,204 +7.8%	39,206 +10.2%	32,956 +1.4%	42,527 +26.8%	39,140 +2.1%	48,600 +20.4%	456,430 +10.7%
Tenancy - Coles	97,734 +21.5%	87,706 +13.0%	95,236 +4.6%	76,478 +2.6%	95,823 +17.9%	83,904 +5.8%	81,456 +4.7%	93,752 +8.4%	79,895 +0.2%	103,917 +28.4%	95,631 +5.8%	115,168 +12.9%	1,106,699 +10.5%
Tenancy - Target	146,745 +23.7%	129,182 +9.7%	136,168 +2.3%	110,193 -1.1%	137,516 +12.6%	118,443 +2.7%	116,752 +3.4%	135,546 +7.0%	116,383 0.0%	150,041 +21.9%	138,394 +1.2%	170,298 +12.6%	1,605,661 +8.1%
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YEARLY TRAFFIC (MAT) REPORT

ZXY EXAMPLE RETAIL CENTRE

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Beonic Pty Ltd

YEAR ENDING DECEMBER 2002

	Jan 2002	Feb 2002	Mar 2002	Apr 2002	May 2002	Jun 2002	Jul 2002	Aug 2002	Sep 2002	Oct 2002	Nov 2002	Dec 2002	Yearly Total
Tenancy - Wild Things	273,031 +22.0%	248,069 +12.6%	254,917 +3.1%	205,218 +0.3%	258,583 +14.8%	226,303 +5.2%	225,985 +6.8%	255,439 +7.9%	221,083 +0.2%	278,736 +22.1%	285,036 +9.5%	320,501 +11.9%	3,052,901 +9.8%
Sensor Group Grand Total: Total Shopping Centre	381,129 +20.9%	338,190 +8.7%	360,318 +0.0%	303,070 +3.4%	369,898 +15.2%	321,396 +5.0%	322,554 +6.3%	365,614 +8.1%	310,856 +0.5%	406,808 +27.5%	405,754 +10.5%	456,919 +15.3%	4,342,504 +10.2%

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YEARLY TRAFFIC (MAT) REPORT

ZXY EXAMPLE RETAIL CENTRE

prepared by:
Beonic Pty Ltd

YEAR ENDING DECEMBER 2002

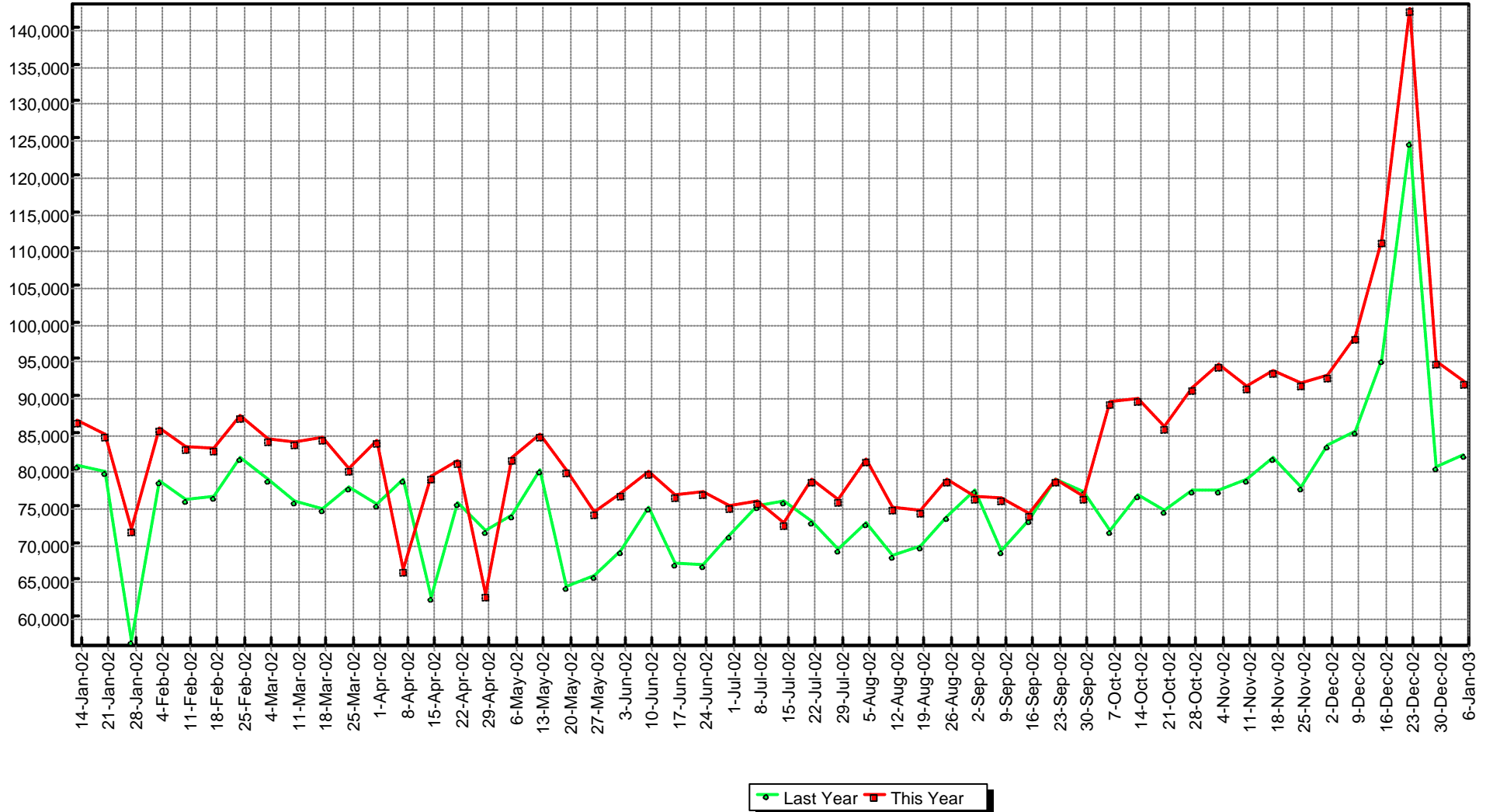
	Jan 2002	Feb 2002	Mar 2002	Apr 2002	May 2002	Jun 2002	Jul 2002	Aug 2002	Sep 2002	Oct 2002	Nov 2002	Dec 2002	Yearly Total
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YEARLY (M.A.T) TRAFFIC GRAPH

ZXY EXAMPLE RETAIL CENTRE TOTAL SHOPPING CENTRE

JANUARY-2002 to DECEMBER-2002
(by week)



YEARLY SALES CONVERSION GRAPH

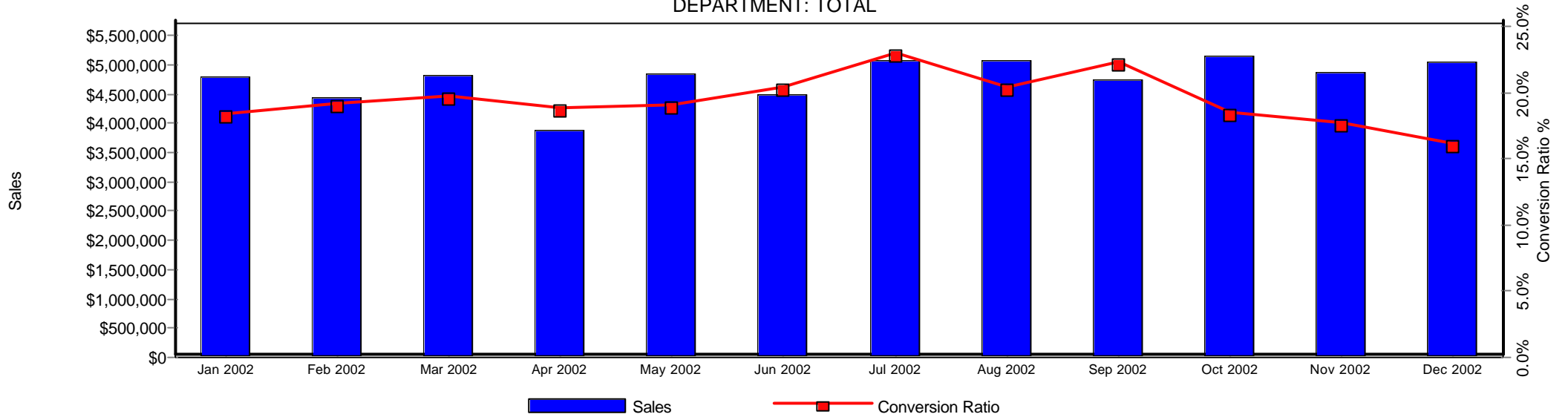
ZXY EXAMPLE RETAIL CENTRE

prepared by:

Beonic Pty Ltd

TUESDAY 31-DECEMBER-2002

DEPARTMENT: TOTAL



	Jan 2002	Feb 2002	Mar 2002	Apr 2002	May 2002	Jun 2002	Jul 2002	Aug 2002	Sep 2002	Oct 2002	Nov 2002	Dec 2002	Total
\$ Sales	\$4,784,125	\$4,429,734	\$4,812,122	\$3,888,636	\$4,838,613	\$4,477,355	\$5,065,202	\$5,081,495	\$4,747,589	\$5,139,555	\$4,859,365	\$5,038,438	\$57,162,224
Traffic	381,130	338,191	360,315	303,069	369,894	321,396	322,553	365,612	310,855	406,808	405,752	456,919	4,342,494
Transactions	69,044	64,089	70,108	56,545	69,611	64,959	73,273	73,681	68,676	74,470	70,790	72,864	828,110
Sales / Traffic	\$12.55	\$13.10	\$13.36	\$12.83	\$13.08	\$13.93	\$15.70	\$13.90	\$15.27	\$12.63	\$11.98	\$11.03	\$13.16
Conversion Rate	18.1%	19.0%	19.5%	18.7%	18.8%	20.2%	22.7%	20.2%	22.1%	18.3%	17.4%	15.9%	19.1%

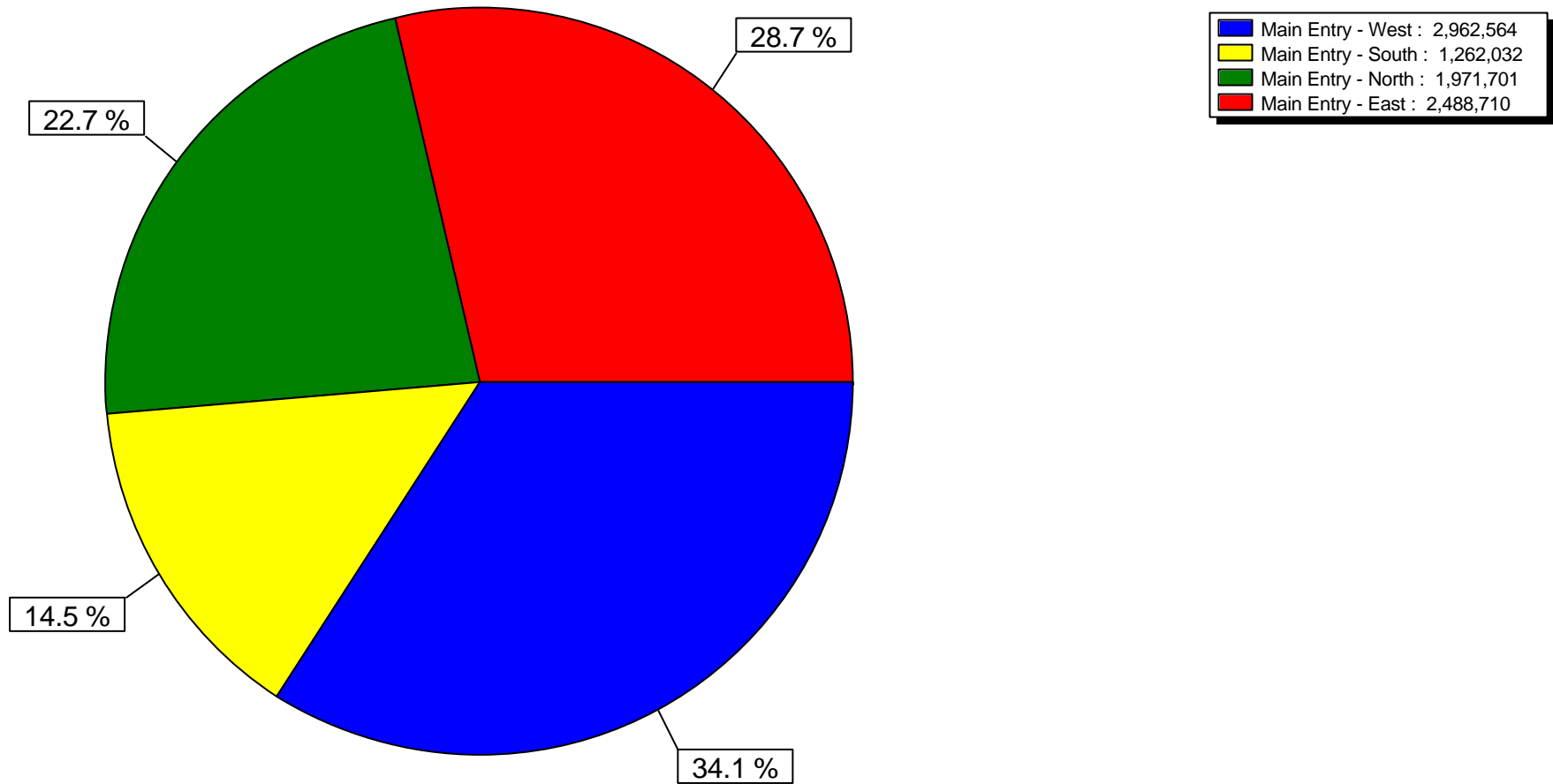
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YEARLY PENETRATION CHART

ZXY EXAMPLE RETAIL CENTRE
TOTAL SHOPPING CENTRE

prepared by:
Beonic Pty Ltd

YEAR ENDING DECEMBER 2002



YEARLY KEY PERFORMANCE INDICATOR REPORT

ZXY EXAMPLE RETAIL CENTRE

prepared by:

Beonic Pty Ltd

AS AT TUESDAY 31-DECEMBER-2002

(REPORT FOR 1 YEAR)

Department:	Sales	% Total	No of Transactions	% Total	Traffic	% Total	Conversion Rate %
Fashion	\$12,862,836	22.5%	152,976	18.5%	3,052,901	70.3%	5.0%
Food	\$3,593,921	6.3%	351,192	42.4%	1,106,699	25.5%	31.7%
Household	\$22,319,970	39.0%	105,771	12.8%	1,605,661	37.0%	6.6%
Majors	\$12,829,847	22.4%	139,236	16.8%	1,106,699	25.5%	12.6%
Services	\$5,555,655	9.7%	78,935	9.5%	2,532,078	58.3%	3.1%
Total	\$57,162,229	100.0%	828,110	100.0%	4,342,504	100.0%	19.1%

<<< End of Report >>>

YEARLY 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 %
January 2002	\$4,784,125	8.4%	69,044	8.3%	381,130	8.8%	\$69.29	\$12.55	18.1%
February 2002	\$4,429,734	7.7%	64,089	7.7%	338,191	7.8%	\$69.12	\$13.10	19.0%
March 2002	\$4,812,122	8.4%	70,108	8.5%	360,315	8.3%	\$68.64	\$13.36	19.5%
April 2002	\$3,888,636	6.8%	56,545	6.8%	303,069	7.0%	\$68.77	\$12.83	18.7%
May 2002	\$4,838,613	8.5%	69,611	8.4%	369,894	8.5%	\$69.51	\$13.08	18.8%
June 2002	\$4,477,355	7.8%	64,959	7.8%	321,396	7.4%	\$68.93	\$13.93	20.2%
July 2002	\$5,065,202	8.9%	73,273	8.8%	322,553	7.4%	\$69.13	\$15.70	22.7%
August 2002	\$5,081,495	8.9%	73,681	8.9%	365,612	8.4%	\$68.97	\$13.90	20.2%
September 2002	\$4,747,589	8.3%	68,676	8.3%	310,855	7.2%	\$69.13	\$15.27	22.1%
October 2002	\$5,139,555	9.0%	74,470	9.0%	406,808	9.4%	\$69.02	\$12.63	18.3%
November 2002	\$4,859,365	8.5%	70,790	8.5%	405,752	9.3%	\$68.64	\$11.98	17.4%
December 2002	\$5,038,438	8.8%	72,864	8.8%	456,919	10.5%	\$69.15	\$11.03	15.9%
Total	\$57,162,229	100.0%	828,110	100.0%	4,342,494	100.0%	\$69.03	\$13.16	19.1%

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YEARLY SALES (MAT) REPORT

ZXY EXAMPLE RETAIL CENTRE

prepared by:
Beonic Pty Ltd

YEAR ENDING DECEMBER 2002

	Monthly Sales TY	Monthly Sales LY	Monthly Var %	MAT Sales TY	MAT Sales LY	MAT Var %	Sales/m ²	Occ %
Sales Locations:								
Coles	\$1,161,469	\$1,066,505	+8.9%	\$12,829,847	\$12,075,190	+6.2%	\$3,019	3.9%
Electrical Goods	\$1,936,973	\$1,863,203	+4.0%	\$22,319,970	\$21,070,207	+5.9%	\$372,000	0.1%
Female Fitness Centre	\$62,599	\$59,564	+5.1%	\$693,002	\$648,605	+6.8%	\$3,465	7.2%
Health Foods	\$142,158	\$128,919	+10.3%	\$1,558,668	\$1,458,900	+6.8%	\$31,173	0.6%
KFC	\$173,272	\$163,859	+5.7%	\$2,035,253	\$1,911,232	+6.5%	\$40,705	0.5%
Lingerie Boutique	\$1,159,364	\$1,106,099	+4.8%	\$12,862,836	\$12,090,406	+6.4%	\$183,755	0.1%
Outback Tours	\$203,010	\$199,660	+1.7%	\$2,402,620	\$2,377,160	+1.1%	\$48,052	0.4%
P&C Financial Services	\$199,593	\$188,967	+5.6%	\$2,460,033	\$2,320,684	+6.0%	\$8,200	1.2%
Department Totals:								
Fashion	\$1,159,364	\$1,106,099	+4.8%	\$12,862,836	\$12,090,406	+6.4%	\$183,755	0.1%
Food	\$315,430	\$292,778	+7.7%	\$3,593,921	\$3,370,132	+6.6%	\$35,939	0.6%
Household	\$1,936,973	\$1,863,203	+4.0%	\$22,319,970	\$21,070,207	+5.9%	\$372,000	0.1%
Majors	\$1,161,469	\$1,066,505	+8.9%	\$12,829,847	\$12,075,190	+6.2%	\$3,019	3.9%
Services	\$465,202	\$448,191	+3.8%	\$5,555,655	\$5,346,449	+3.9%	\$10,101	1.6%
Department Grand Total:								
Total	\$5,038,438	\$4,776,776	+5.5%	\$57,162,229	\$53,952,384	+5.9%	\$11,364	1.1%

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