



# HY20 Results Presentation

27 February 2020



# Important Information & Disclaimer

This presentation including its appendices (Presentation) is dated 27 February 2020 and has been prepared by Cromwell Property Group, which comprises Cromwell Corporation Limited (ACN 001 056 980) and the Cromwell Diversified Property Trust (ARSN 102 982 598) (the responsible entity of which is Cromwell Property Securities Limited (ACN 079 147 809; AFSL 238052)). Shares in Cromwell Corporation Limited are stapled to units in the Cromwell Diversified Property Trust. The stapled securities are listed on the ASX (ASX Code: CMW).

This Presentation contains summary information about Cromwell Property Group as at 31 December 2019. Statutory financial information has been reviewed by Cromwell Property Group's auditors. Operating financial information has not been subjected to audit review. All financial information is in Australian dollars and all statistics are as at 31 December 2019 unless otherwise stated.

The information in this Presentation is subject to change without notice and does not purport to be complete or comprehensive. It should be read in conjunction with Cromwell Property Group's other periodic and continuous disclosure announcements available at [www.asx.com.au](http://www.asx.com.au).

The information in this Presentation does not take into account your individual objectives, financial situation or needs. Before making an investment decision, investors should consider, with or without a financial or taxation adviser, all relevant information (including the information in this Presentation) having regard to their own objectives, financial situation and needs. Investors should also seek such financial, legal or tax

advice as they deem necessary or consider appropriate for their particular jurisdiction.

Cromwell Property Group does not guarantee any particular rate of return or the performance of an investment in Cromwell Property Group nor do they guarantee the repayment of capital from any such investment or any particular tax treatment. Past performance is not a reliable indicator of future performance. Any "forward-looking" statements are based on assumptions and contingencies which are subject to change without notice. Any forward-looking statements are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance.

The information in this Presentation has been obtained from or based on sources believed by Cromwell Property Group to be reliable. To the maximum extent permitted by law, Cromwell Property Group, their officers, employees, agents and advisors do not make any warranty, expressed or implied, as to the currency, accuracy, reliability or completeness of the information in this Presentation and disclaim all responsibility and liability for the information (including, without limitation, liability for negligence).

To the extent that any general financial product advice in respect of Cromwell Property Group stapled securities is provided in this Presentation, it is provided by Cromwell Property Securities Limited. Cromwell Property Securities Limited and its related bodies corporate, and their associates, will not receive any remuneration or benefits in connection with that advice.

Cromwell Funds Management Limited ACN 114 782

777 AFSL 333214 (CFM) is the responsible entity of, and the issuer of units in the Cromwell Australian Property Fund ARSN 153 092 516 (APF), Cromwell Direct Property Fund ARSN 165 011 905 (DPF), Cromwell Ipswich City Heart Trust ARSN 154 498 923 (ICH), Cromwell Phoenix Core Listed Property Fund ARSN 604 286 071 (PCF), Cromwell Phoenix Opportunities Fund ARSN 602 776 536 (POF), Cromwell Phoenix Property Securities Fund ARSN 129 580 267 (PSF), Cromwell Property Trust 12 ARSN 166 216 995 (C12) and Cromwell Riverpark Trust ARSN 135 002 336 (CRT) (the funds). In making an investment decision in relation to one or more of the funds, it is important that you read the product disclosure statement for the fund. The PDS for each fund is issued by CFM and is available from [www.cromwell.com.au](http://www.cromwell.com.au) or by calling Cromwell on 1300 268 078. POF, PCF, ICH, C12 and CRT are not open for investment. Applications for units in APF, DPF and PSF can only be made on the application form accompanying the relevant PDS.

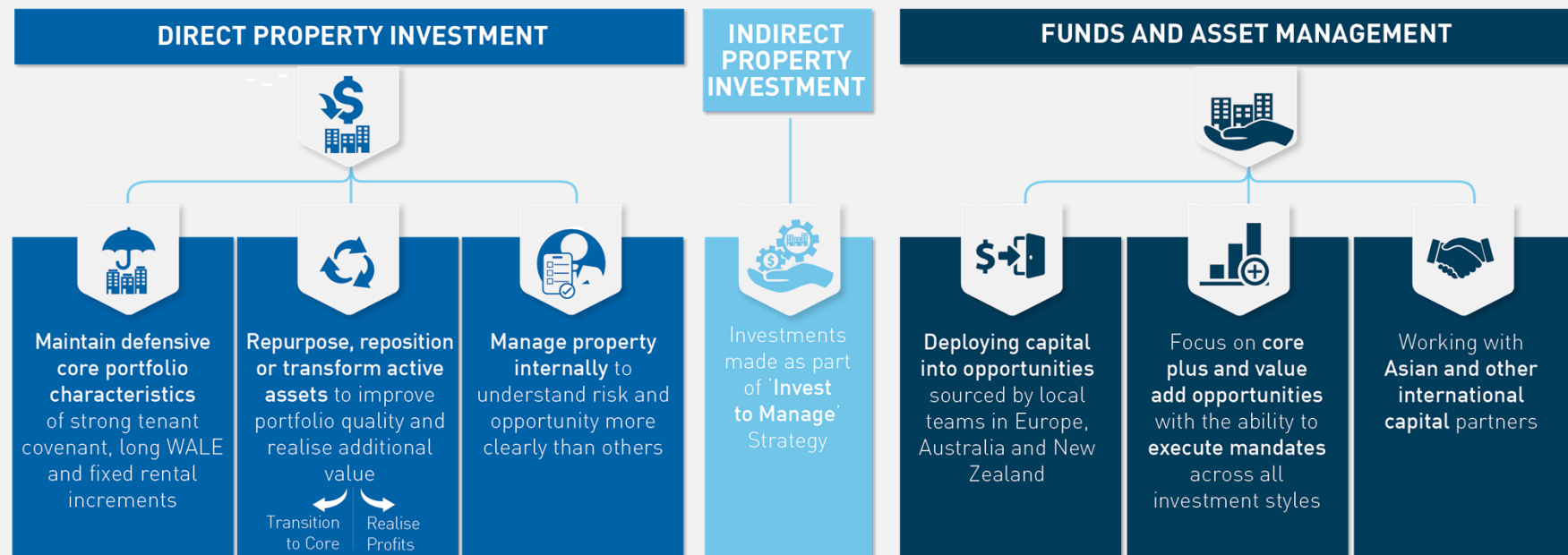
This Presentation is for information purposes only and does not constitute an offer to sell, or the solicitation of an offer to buy, any securities or any other financial products in any jurisdiction and is not a prospectus, product disclosure statement or other document under Australian law or any other law.

© 2020. Cromwell Property Group. All rights reserved

# Cromwell Property Group Overview

Cromwell is a real estate investor and manager operating on three continents with a global investor base

- Cromwell maintains a strong and secure balance sheet and long-dated direct property portfolio which enables it to recycle assets and reinvest into its indirect property investment and funds management businesses
- Securityholders benefit from stable long term cash flows, demonstrated asset enhancement capabilities and transactional profits, and low risk exposure to Asian capital flows and European commercial real estate markets







# HY20 Summary Results & Strategy Update



# HY20 Summary Results & Strategy Update

**59%**

increase in statutory  
profit per security



Statutory profit  
**\$227.3 million**

up 105% compared to prior  
corresponding period  
(HY19 \$111.1 million)



Statutory profit per security  
**8.78 cps**

up 59% on prior comparable  
period (HY19 5.52 cps)

**26%**

increase in  
operating profit per  
security



Underlying operating profit  
**\$134.1 million**

up 62% compared to the prior  
corresponding period  
(HY19 \$82.6 million)



Operating profit per security  
**5.18 cps**

26% ahead of prior  
corresponding period  
(HY19 4.10 cps)

Well positioned  
property portfolio  
and balance sheet

NTA per unit  
**\$1.04**  
(FY19 0.99)

WALE  
**6.1 years**  
(DPT)

Group Gearing  
**41%**  
(pro-forma 39%)<sup>1</sup>

Debt tenor  
**4.2 years**

1. See Appendix for further details of segment results, operating profit and reconciliation to statutory profit  
2. Post completion of sale of 50% of 475 Victoria Avenue, Chatswood

# HY20 Summary Results & Strategy Update

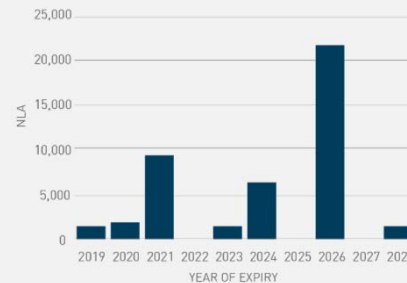
## 400 George Street Brisbane

- Acquired for \$524.75 million, currently investigating a range of future options for asset
- Occupancy rate of 99.6% underpinned by blue-chip corporate and State and Commonwealth Government tenants
- Asset has development upside with 35 levels, a ground level foyer, a mezzanine food court and 30 levels of office above
- 5.5 Star NABERS Energy, 4.0 Star NABERS Water and 5.0 Star NABERS Indoor Environment Ratings as well as a 5.0 Star Green Star As-Built Rating

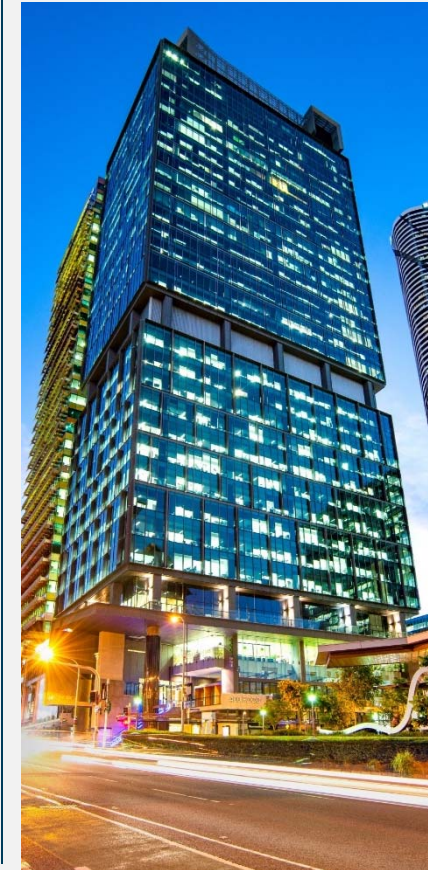
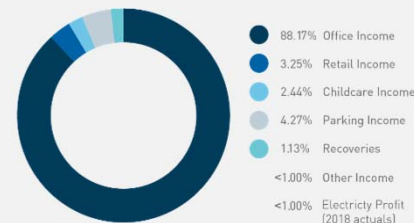
## Property Overview

Site Area	2,902 sqm
NLA	43,978 sqm
Occupancy	99.6%
WALE	4.7 years
NABERS Energy	5.5 Star
NABERS Water	4.0 Star

### Expiry Profile NLA



### Income source





# HY20 Summary Results & Strategy Update

## Cromwell Polish Retail Fund Restructure Underway

- Cromwell is temporarily warehousing assets acquired as part of 'Invest to Manage' strategy
- CPRF is to be restructured as an EU alternative investment fund (AIF) and managed by Cromwell's Luxembourg regulated manager
- Fund restructure to complete end of March, sell-down will then commence, targeting an eventual long-term co-investment stake of 20% – 30% (similar to CEREIT)
- Cromwell has 40 people in Poland. The team have managed the assets for >10 years
- Poland remains Europe's success story with 5 year average GDP growth figures of 3.4% p.a.
- Retail rents and volume of retail space both remain well below those seen in Western Europe

1. Source: Oxford Economics. 5 year figures 2018 – 2022.  
2. Ownership 50%

Centre	City	Class	Current Value (\$M)	Cap Rate	Occupancy % by NLA	WALE
Janki	Warsaw	Retail	389.6	5.50%	91.6%	5.7 years
Korona	Wroclaw	Retail	147.3	6.50%	99.2%	5.4 years
Ster	Szczecin	Retail	95.5	7.00%	88.8%	3.7 years
Rondo	Bydgoszcz	Retail	91.2	6.75%	96.7%	5.3 years
Tulipan	Lodz	Retail	25.6	7.00%	100.0%	6.6 years
Kometa	Torun	Retail	21.8	7.00%	100.0%	7.2 years
<b>Total</b>			<b>771.0</b>	<b>6.10%</b>	<b>94.9%</b>	<b>5.4 years</b>
Ursynow <sup>2</sup>	Warsaw	Retail	86.4		89.7%	4.8 years



Centrum Handlowe Janki, Poland

# HY20 Results & Strategy Update

## 475 Victoria Avenue, Chatswood

- A private fund managed by BlackRock Real Estate will acquire a 50% stake in the asset for \$120 million
- Cromwell will enter into a joint venture relationship with BlackRock for the expansion of the asset
- Cromwell and Blackrock will explore new ways to further increase value
- Towers originally acquired in March 2006 with refurbishment and modernisation works undertaken since acquisition
- Recent lease deals include Reed Elsevier Australia renewing 4,580 sqm across five levels for a further five years

## Property Overview

Site Area	6,030 sqm
NLA	24,812 sqm
Occupancy	92.2%
WALE	3.0 years
NABERS Energy	5.0 Star
NABERS Water	3.0 Star







# Financial and Capital Management Update



# HY20 Headline Results<sup>1</sup>

Financial and Capital Management Update

## HY20 Commentary

- Statutory profit was \$227.3 million, up 105% compared to prior corresponding period (HY19 \$111.1 million)
- Statutory profit per security was 8.78 cps, up 59% on prior comparable period (HY19 5.52 cps)
- Underlying operating profit of \$134.1 million, up 62% compared to the prior corresponding period (HY19 \$82.6 million)
- Operating profit was 5.18 cps, 26% ahead of prior corresponding period (HY19 4.10 cps)
- Distributions of \$97.5 million up 27% on the prior corresponding period (\$76.5 million)
- Distributions per security of 3.75 cps, on track for full year guidance of 7.50 cps

1. See Appendix for further details of segment results, operating profit and reconciliation to statutory profit

## HY20 Performance Versus PCP

	HY20	HY19	Change
Statutory profit (\$M)	227.3	111.1	104.6%
Statutory profit (cents per security)	8.78	5.52	59.1%
Operating profit (\$M) <sup>1</sup>	134.1	82.6	62.4%
Operating profit (cents per security)	5.18	4.10	26.4%
Distributions (\$M)	97.5	76.5	27.5%
Distributions (cents per security)	3.75	3.63	3.3%
Payout ratio	72.7%	92.6%	(21.5%)

# HY20 Segment Results<sup>1</sup>

Financial and Capital Management Update

## HY20 Commentary

- Direct property investment segment profit was \$105.7 million, strongly up 68.6% on the prior period, driven by strong like-for-like NOI growth
- Indirect property investment segment profit, primarily represented by Cromwell's stake in CEREIT was up 33.0% from \$19.4 million to \$25.8 million
- Funds and asset management segment profit was \$31.1 million, up 67.2% from \$18.6 million
- Corporate costs up \$1.6 million led by increased insurance premiums
- Development profit booked from the sale of Northpoint Tower of \$32 million (pre-tax)

1. See Appendix for further details of segment results, operating profit and reconciliation to statutory profit  
 2. Includes non-segment specific corporate costs pertaining to Group level functions such as finance and tax, legal, risk and compliance, corporate secretarial and marketing and other corporate services

## HY20 Segment Profit Versus PCP

	HY20 (\$M)	HY19 (\$M)	Change
Direct property investment	105.7	62.7	68.6%
Indirect property investment	25.8	19.4	33.0%
Funds and asset management	31.1	18.6	67.2%
<b>Total segment results</b>	<b>162.6</b>	<b>100.7</b>	<b>61.5%</b>
Finance income	2.9	3.2	(9.4%)
Corporate costs <sup>2</sup>	(21.1)	(19.5)	8.2%
Income tax expense	(10.3)	(1.8)	472%
<b>Operating profit</b>	<b>134.1</b>	<b>82.6</b>	<b>62.4%</b>
<b>Operating profit (cents per security)</b>	<b>5.18</b>	<b>4.10</b>	<b>26.3%</b>



# Balance Sheet

## Financial and Capital Management Update

### Balance Sheet Liquid and Well Positioned

- Cash and cash equivalents of \$186.8 million, up 83.9% or \$85.2 million from 30 June 2019
- Cromwell's 30.4% stake in CEREIT of \$637 million was recorded as an equity accounted investment
- Total assets increased by \$1,494 million as the balance sheet expanded on the back of Invest to manage strategy
- Net Tangible Assets (NTA) up to \$1.04 per security compared to \$0.99 per security FY19
- Total number of securities on issue as at 31 December 2019 was 2,606.6 million (2,236.6 million 30 June 2019)

1. Gearing calculated as (total borrowings less cash)/(total tangible assets less cash). Look through gearing adjusts for 30.4% of CEREIT and 50% in LDK Joint Venture

	<b>HY20 (\$M)</b>	<b>FY19 (\$M)</b>
Cash and cash equivalents	186.8	101.6
Investment property	3,926.7	2,520.9
Equity accounted investments	708.4	814.5
Receivables	286.6	194.2
Intangibles	6.6	4.5
Investments at fair value	19.3	22.6
Other assets	55.1	37.4
<b>Total assets</b>	<b>5,189.5</b>	<b>3,695.7</b>
Interest bearing liabilities	(2,232.0)	(1,356.4)
Derivative financial instruments	(40.6)	(37.1)
Distribution payable	(48.9)	(40.5)
Payables	(123.9)	(60.3)
Other liabilities	(39.3)	(18.4)
<b>Total liabilities</b>	<b>(2,484.7)</b>	<b>(1,512.7)</b>
<b>Net assets</b>	<b>2,704.8</b>	<b>2,183.0</b>
Securities on issue	2,606.6	2,236.6
<b>NTA per security (excl. interest rate swaps)</b>	<b>\$1.04</b>	<b>\$0.99</b>
<b>Gearing<sup>1</sup></b>	<b>40.8%</b>	<b>35.0%</b>
<b>Gearing (look-through)<sup>1</sup></b>	<b>45.1%</b>	<b>42.3%</b>

# Capital Position

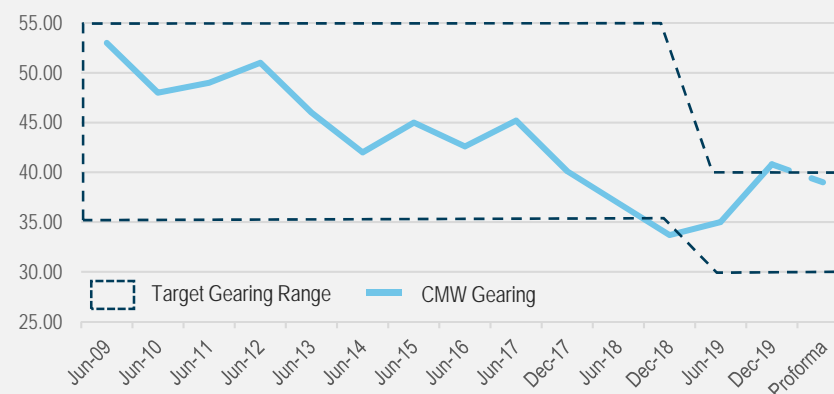
## Financial and Capital Management Update

### Strong Debt Profile, Gearing<sup>1</sup> Within Target Range

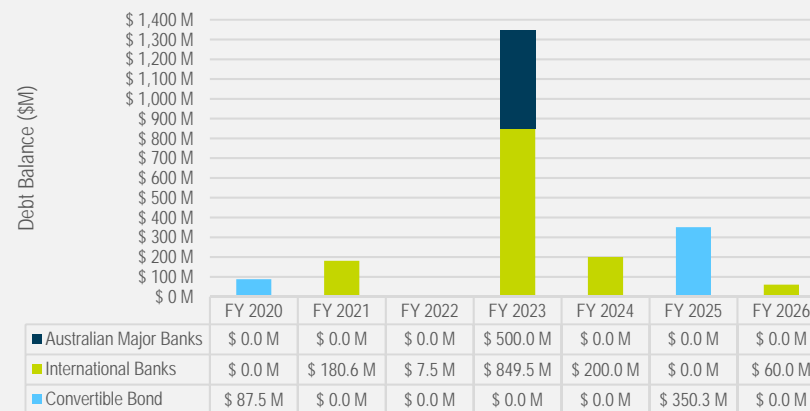
- Target 'through the cycle' gearing of 30% – 40% with leverage capacity to be used on a short term basis to execute the 'Invest to Manage' strategy
- HY20 gearing was 0.8% above target range, but on a pro-forma basis has dropped to 39%, within range and prior to the planned sell down of CPRF
- Weighted average debt expiry was 4.2 years, diversified across 21 domestic and international lenders and two Convertible Bond issues (2020 bond issue was repaid February 2020)
- 68.2% of balance sheet hedged with a weighted average hedge term of 2.0 years
- Forward exposures remain actively managed against an annually agreed target to ensure the best possible protection

1. Gearing calculated as (total borrowings less cash)/(total tangible assets less cash). Look through gearing adjusts for 30.4% of CEREIT and 50% in LDK Joint Venture

### Group Gearing (2009 to 2019)



### Debt Expiry Profile





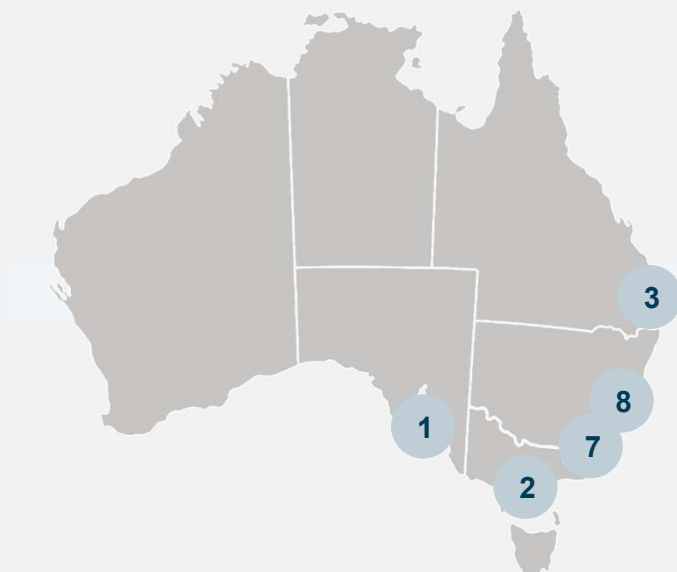
# Direct Property Investment Segment





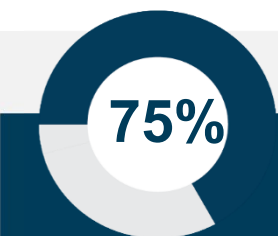
# Property Portfolio Snapshot (DPT properties only)

Direct Property Investment Segment



## Key Portfolio Metrics

No. properties on balance sheet	21
Value	A\$3.2bn
WACR	5.63%
Occupancy by NLA	92.5%
WALE	6.1 yrs



## Core Portfolio

Wale: 7.9 years  
Occupancy: 99.7%  
NOI growth: 3.4%

**QANTAS GLOBAL HQ**  
Mascot, NSW

**MCKELL BUILDING**  
Sydney, NSW

**STATION STREET**  
Penrith, NSW

**CROWN STREET**  
Wollongong, NSW

**BULL STREET**  
Newcastle, NSW

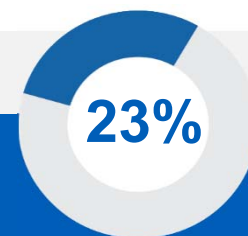
**700 COLLINS STREET**  
Docklands, VIC

**VILLAGE CINEMAS**  
Geelong, VIC

**400 GEORGE STREET**  
Brisbane, QLD

**HQ NORTH TOWER**  
Fortitude Valley, QLD

**SOWARD WAY**  
Greenway, ACT



## Core+ Portfolio

Wale: 3.2 years  
Occupancy: 96.2%  
NOI growth: 2.1%

**207 KENT STREET**  
Sydney, NSW

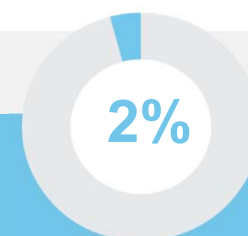
**475 VICTORIA AVENUE**  
Chatswood, NSW

**REGENT CINEMA CENTRE**  
Albury, NSW

**ORACLE BUILDING**  
Lyneham, ACT

**TGA COMPLEX**  
Symonston, ACT

**200 MARY STREET**  
Brisbane, QLD



## Active Portfolio

Wale: 0.1 years  
Occupancy: 48.8%  
NOI growth: 64.8%

**TUGGERANONG CAR PARK**  
Greenway, ACT

**LOVETT TOWER**  
Woden, ACT

**BORROWDALE HOUSE**  
Woden, ACT

**19 NATIONAL CIRCUIT**  
Barton, ACT

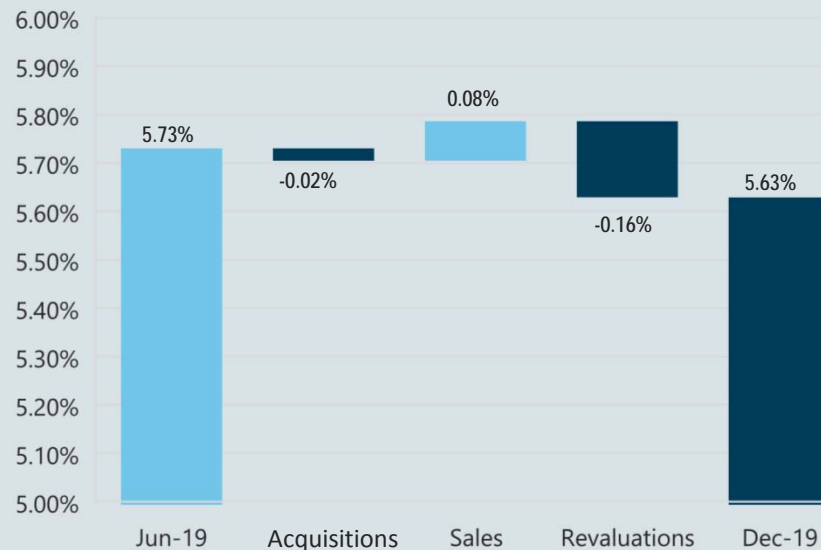
**WAKEFIELD STREET**  
Adelaide, SA

# Portfolio Valuation Continues to Improve

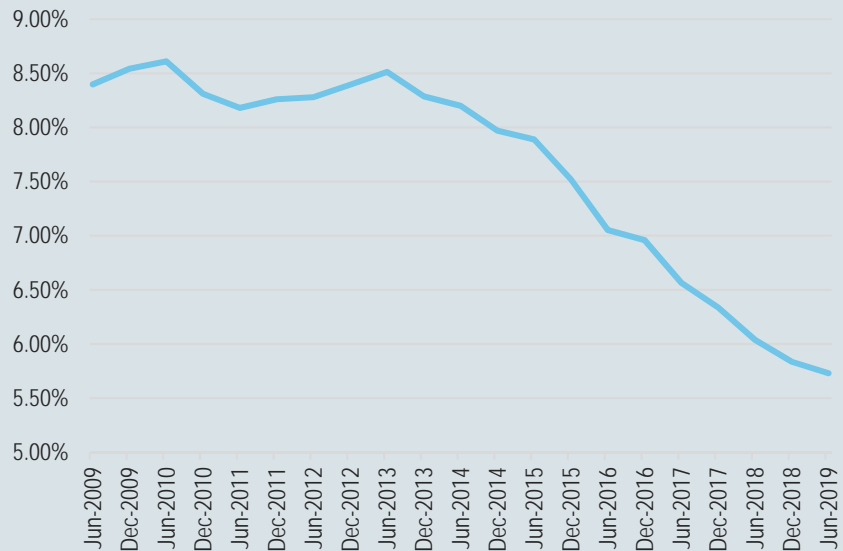
## Direct Property Investment Segment

- Eleven assets were externally revalued in the period representing approximately half of the portfolio by value
- Fair value increase in investment property of \$110.1 million net of property improvements, lease costs and incentives
- Portfolio quality continues to improve, Weighted Average Cap Rate tightened by 0.10% to 5.63%

### FY19 Weighted Average Cap Rate Change



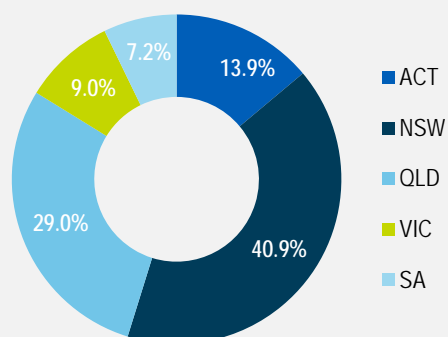
### Historic Weighted Average Cap Rate



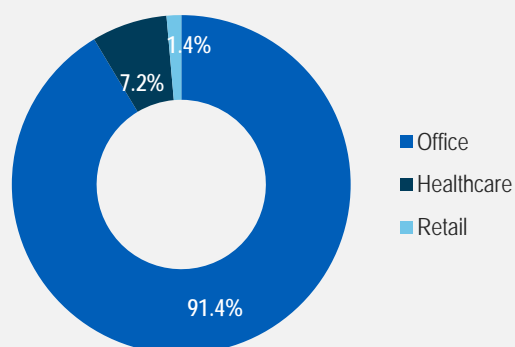
# Tenant Customer Profile Remains Robust

Direct Property Investment Segment

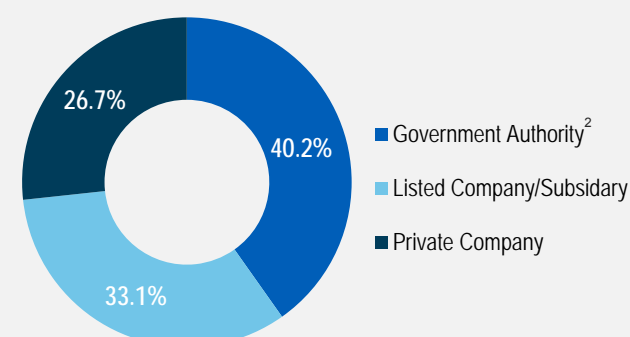
## Geographic Diversification<sup>1</sup>



## Sector Diversification<sup>1</sup>



## Tenant Classification<sup>1</sup>



- Tenant profile remains consistent and of high quality
  - Top 4 tenants account for 53.8% of income
  - Government<sup>2</sup> contributes just over 40% of income
- More than 40% of the portfolio is in NSW and benefitting from strong leasing conditions, increase in QLD post acquisition of 400 George street, ACT next largest at 13.9%

Top Tenants <sup>1</sup>	% of Gross Income	Cumulative %	Credit Rating <sup>3</sup>
Federal Government	21.1%	21.1%	AAA
Qantas	13.7%	34.8%	Baa2
NSW State Government	11.0%	45.8%	AAA
QLD State Government	8.0%	53.8%	AA+
<b>TOTAL</b>	<b>53.8%</b>		

1. By gross passing income  
 2. Includes Government owned and funded entities  
 3. S&P/Moodys Ratings as at 26 February 2020

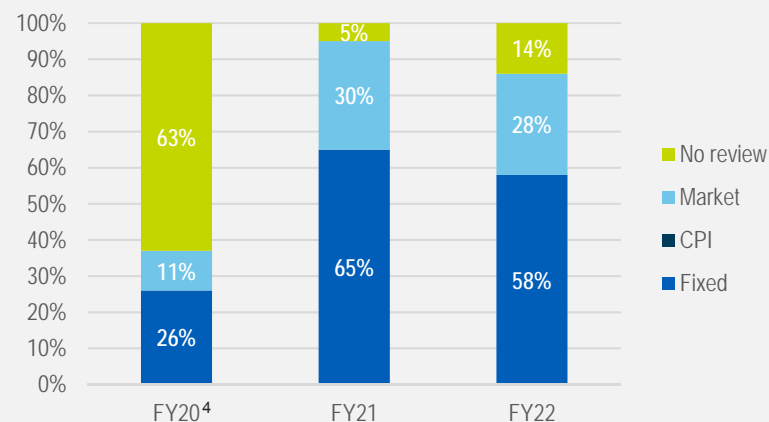


# Favourable Lease Expiry Profile

## Direct Property Investment Segment

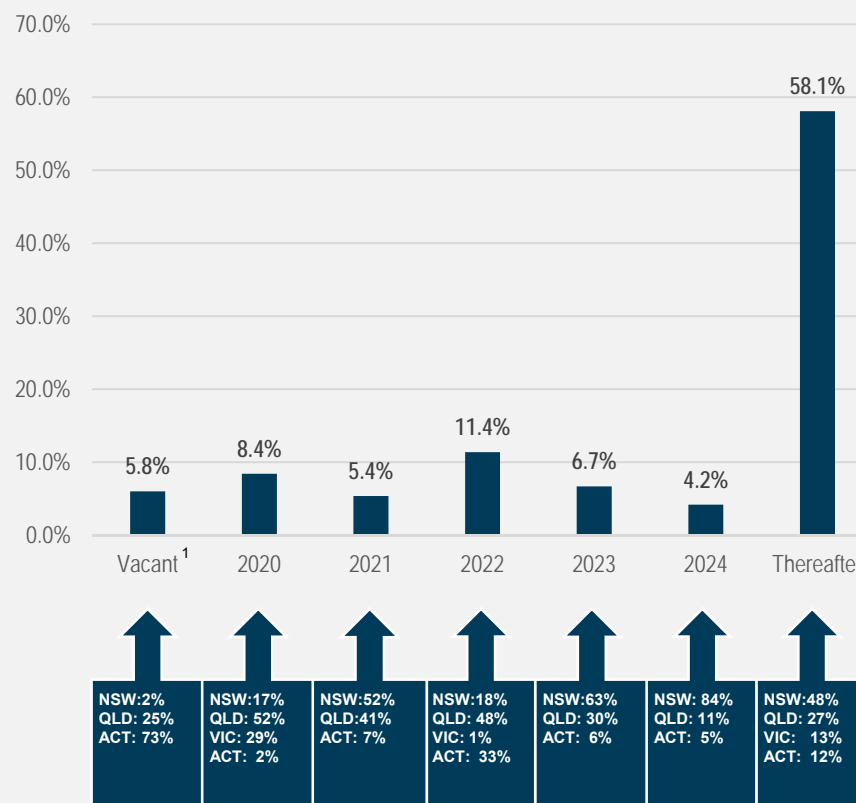
- The majority of vacancy is contained in the active portfolio within properties which are earmarked for redevelopment
- Average fixed review in next three years
  - 3.50% over 26% of portfolio in FY20<sup>4</sup>
  - 3.05% over 65% of portfolio in FY21
  - 3.67% over 58% of portfolio in FY22

### Next Review Type<sup>2,3</sup>



- Includes vacancy, holdover, casual
- Includes CPI reviews with a fixed minimum amount
- Calculated on current gross passing income, subject to review and rounding
- FY20 reviews are for the remaining 6 months (1-Jan-20 to 30-Jun-20) only

### Lease Expiry Profile % Gross Income<sup>3</sup>



# Core and Core+ portfolio 98.75% Occupied

Direct Property Investment Segment

## Leasing update

- 64 lease transactions, for a total of 83,775 sqm, in HY20
- Core portfolio is 99.7% leased with the Core+ portfolio at 96.2% which equates to a 98.75% occupancy rate by NLA

## Major transactions

- Reed Elsevier renewed five levels for a further five years for a total of 4,580 sqm at **Victoria Avenue, Chatswood**
- 1,686 sqm of leasing transactions at **200 Mary Street, Brisbane** which brings the occupancy for the asset up to 98.5%
- 10 year renewal of the lease for the **Albury cinema**
- 2,017 sqm of leasing transactions at **207 Kent Street, Sydney**
- 1,906 sqm of leasing at **400 George Street, Brisbane**

## Major lease expiries >1% of gross income

1. **Active Asset - Wakefield Street** where Calvary Healthcare Adelaide occupied 17,881 sqm. This property is now vacant and earmarked for redevelopment with master planning for the site underway
2. **Active Asset – Centenary House** where the Commonwealth Government tenancy expired at 31 December 2019. This property is earmarked to be demolished and a new c. 18,000 sqm building is to be constructed, with the DA to be submitted next month



Victoria Avenue, Chatswood



400 George Street, Brisbane

# Development Pipeline Grows to >\$1.2 billion

## Direct Property Investment Segment

- Asset recycling strategy ongoing since 2010 with over \$488 million of assets sold in 24 months to 31 December 2019
- Proceeds have facilitated creation of a >\$1.2 billion pipeline of value add development opportunities



	Greenway Views, ACT <sup>1</sup>	Victoria Avenue, Chatswood NSW	700 Collins Street, Melbourne VIC	Centenary House, ACT	Confidential Projects
<b>Description</b>	Construction has commenced converting office buildings to Seniors Living, with 35,000sqm capacity for further development	DA to be reviewed and potentially resubmitted mid year for larger office tower on site. Response expected early 2021	DA submitted July 2019 for an additional 13,000 sqm of office, 182 room hotel and c.280 residential accommodation units.	Asset to be knocked down and replaced with a brand new 18,000 sqm A-Grade office building	Negotiations on redevelopment of existing assets with new and existing tenants
<b>Status</b>	Ongoing	Existing DA to be reviewed	Awaiting DA Approval (expected mid 2020)	DA submitted	New
<b>Development cost (estimated)</b>	>\$150 million	c.\$100 million	c.\$350 million	c.\$85 million	>\$500 million
<b>Proposed timing</b>	FY19-21	FY22-23	FY22-24	FY21+	FY21+

1. Cromwell has a 50% ownership interest in LDK Healthcare, the operator of a planned Seniors Living community at Greenway, ACT



# Masterplan of 300 Wakefield Street, Adelaide

## Direct Property Investment Segment

- Asset became vacant in February 2020
- Site covers 8,725 sqm located on the western edge of the Adelaide CBD near Hutt Street dining precinct
- The current masterplan concept integrates a number of proposed uses into an aging in place development that is complementary to its location, future Adelaide precinct vision and Cromwell's desired outcomes
- Masterplan incorporates mixed use 'Health Precinct' concept including retail, allied health and rehabilitation, childcare, residential and / or seniors living accommodation with a ground floor 'village square' with a mix of public and private uses
- Cromwell is currently considering the feasibility of the concepts and masterplan



Artist Impressions, indicative only



# Indirect Property Investment Segment





# Segment Results Driven by CEREIT Success

## Indirect Property Investment Segment

- Operating profit for the segment was \$25.8 million up 33% from \$19.4 million in the prior comparable period (HY19)
- This was mostly due to CEREIT, which announced 2019 results to the Singapore Exchange Securities Trading Limited on 25 February 2019<sup>1</sup>
- CEREIT has delivered consistently above the IPO Forecast since listing and reported net Property Income of €116.1 million
- CEREIT FY2019 distributions per unit, of 4.08 Euro cents were up 8.8% year on year and above IPO forecast
- CEREIT's portfolio value has grown by >55% in two years<sup>2</sup>
- Cromwell's 30.4% equity accounted share of CEREIT's profit was \$22.8 million (HY19: \$25.3 million) and the stake is now valued at over €400 million (\$637 million)

1. For the Financial Period, which refers to the financial period from 30 November 2017 to 31 December 2019  
2. €1,354 million at IPO versus €2,103 million upon successful completion of the sale of Parc d'Osny.



Bretten  
Pforzheim, Germany



Parc Des Grésillons  
Paris, France



Green Office  
Krakow, Poland



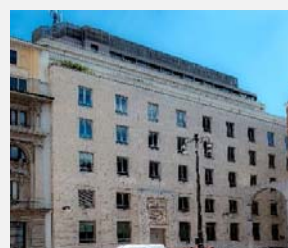
Central Plaza  
Rotterdam, The Netherlands



Koningskade  
The Hague, The Netherlands



Plaza Forte  
Helsinki, Finland



Milano Piazza Affari  
Milan, Italy



Herstedvang 2-4  
Copenhagen, Denmark



Paryseine  
Paris, France

# CEREIT Portfolio Now 103 Properties

Indirect Property Investment Segment

Properties	103
Occupancy Rate (by lettable area)	93.2%
Valuation (€) <sup>1</sup>	<b>2,103 million</b>
WALE / WALB <sup>2</sup>	4.4 years / 3.5 years
% Freehold <sup>3</sup>	91.6%
Average Reversionary Yield <sup>4</sup>	6.7%

Denmark	
Properties	13
Lettable Area (sq m)	151,489
Valuation (€ million)	83.7
% of Portfolio	4.0%
Average Reversionary Yield	7.9%

The Netherlands	
Properties	17
Lettable Area (sq m)	260,205
Valuation (€ million)	636.1
% of Portfolio	30.2%
Average Reversionary Yield	5.7%

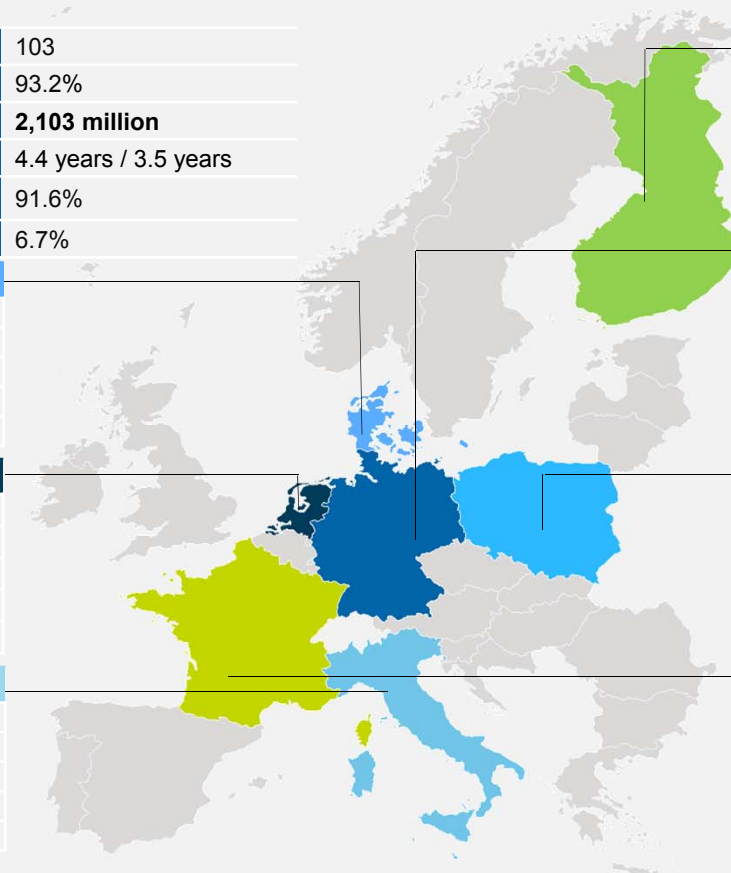
Italy	
Properties	18
Lettable Area (sq m)	348,196
Valuation (€ million)	476.7
% of Portfolio	22.7%
Average Reversionary Yield	6.0%

Finland	
Properties	11
Lettable Area (sq m)	61,977
Valuation (€ million)	115.5
% of Portfolio	5.5%
Average Reversionary Yield	7.8%

Germany	
Properties	11
Lettable Area (sq m)	166,456
Valuation (€ million)	120.0
% of Portfolio	5.7%
Average Reversionary Yield	7.0%

Poland	
Properties	6
Lettable Area (sq m)	111,101
Valuation (€ million)	243.9
% of Portfolio	11.6%
Average Reversionary Yield	7.9%

France	
Properties	27
Lettable Area (sq m)	363,577
Valuation (€ million)	427.6
% of Portfolio	20.3%
Average Reversionary Yield	7.8%



1. Valuations as at 31 December 2019 except 12 properties exchanged for sale in December are recorded at sale price

2. WALE and WALB as at 31 December 2019. WALE is defined as weighted average lease expiry by headline rent based on the final termination date of the agreement (assuming the tenant-customer does not terminate the lease on any of the permissible break date(s), if applicable); WALB is defined as the weighted average lease break by headline rent based on the earlier of the next permissible break date at the tenant's election or the expiry of the lease

3. % freehold and continuing / perpetual leasehold by value

4. A proxy to present cap rate. Reversionary Yield is the net market rental value per annum (net of non-recoverable running costs and ground rent) expressed as a percentage of the net capital value. The reversionary yield for the portfolio and sub portfolios is the average reversionary yield weighted by the valuation



# 430 LDK Apartments Operational End April

Indirect Property Investment Segment

## Seniors Living opportunity

- Cromwell has a 50% ownership interest in LDK Healthcare (LDK)
- LDK has one operational village in North Sydney and one in Greenway, ACT which accepted its first residents this month
- Ongoing discussions with interested capital partners to scale-up and establish a sizeable business over the medium term
- Additional sites already identified

## The Landings

- The Landings, a 220 home Seniors village on the Upper North Shore Sydney was acquired for \$60 million early in 2019
- Successful conversion of 97.3% of existing residents to LDK model means capital appreciation of underlying assets expected

## Greenway Views

- Adaptive re-use of Tuggeranong Office Park to a planned >390 apartment, 500 seniors living village continues
- First block (of five) complete, two currently underway to complete by April, meaning 210 apartments then operational
- Sales progressing well, first residents have moved in with care and meals being delivered



Greenway Views, ACT



Greenway Views, ACT



# Funds and Asset Management Segment



# Foundations For Growth Locked In

## Funds and Asset Management

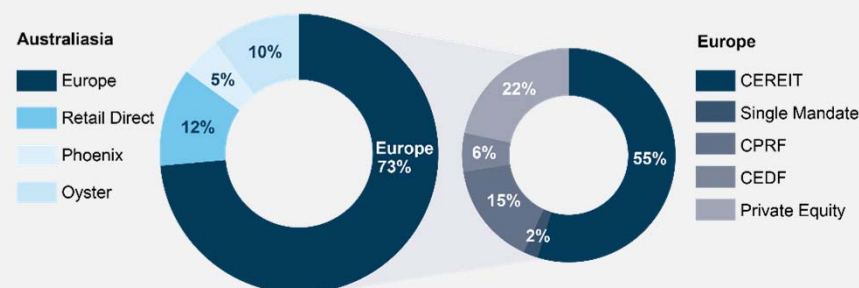
### Segment Overview

- Total Funds and Asset management segment profit was up 67% to \$31.1 million (HY19 \$18.6 million)
- Total segment FUM was \$8.3 billion split between \$2.2 billion of retail FUM and \$6.1 billion of wholesale FUM

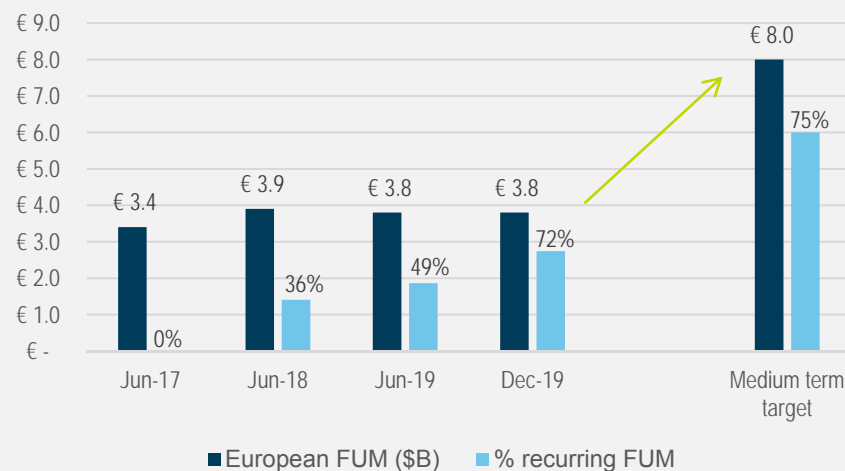
### European Funds Management Update

- FUM within Europe was steady at €3.8 billion (\$6.1 billion) but there was again substantial transactional activity of c.€1.0 billion (excl. CPRF)
- This included the managed sell-down of the German Portfolio within the Cromwell European Diversified Fund generating an IRR of 19% for investors
- FY20 represents the last major year of sell-downs relating to historically acquired funds
- Post completion of recent CEREIT acquisitions and investor interests in Cromwell Polish Retail Fund recurring income has increased to 72%
- Platform is ready to scale with medium term target of €8 billion and 75% of earnings from recurring income

### Cromwell Funds Under Management



### Path to Securing European FUM





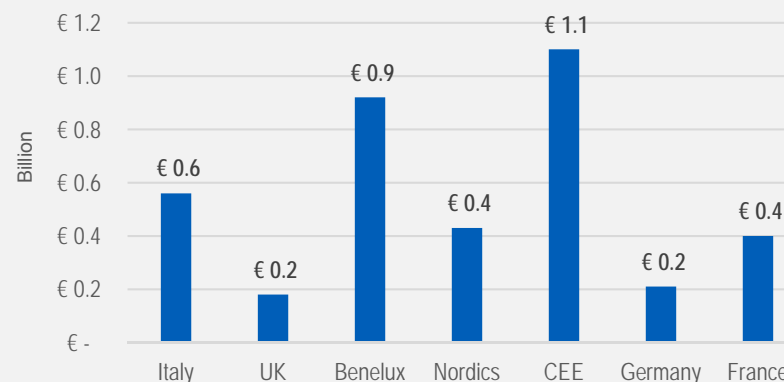
# High Level of Activity To Peak 2019/20

## Funds and Asset Management

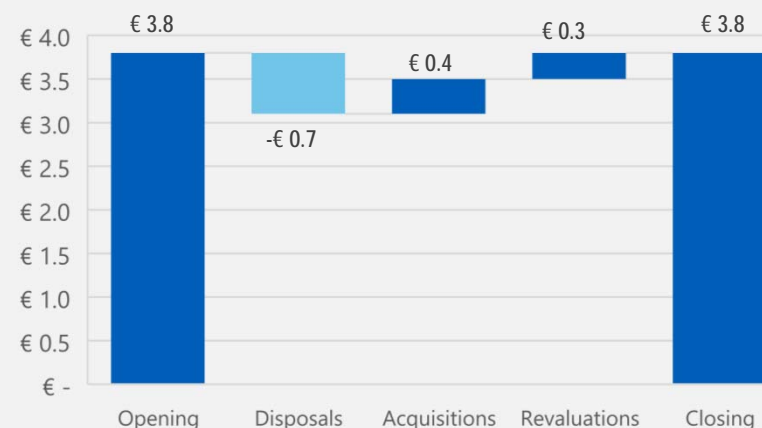
### Key activity in Europe

- 449,712 sqm of leases signed in 602 transactions, 12 leases per week, every week, for the year
- Czech Republic:** Sold Galerie Butovice shopping centre in western Prague for a price in excess of €80 million
- Denmark:** 9 new leases, in total 1,545 sqm was signed in the last quarter with an additional 2,335 sqm in Q1 2020
- France:** Resumed leasing Parc des Docks, leasing 11,227 sqm in 1H 2019, and another 3,500 sqm of in 4Q 2019
- Germany:** Stone portfolio of three industrial assets acquired on behalf of CEREIT in Pforzheim, near Stuttgart
- Netherlands:** Extended lease with the anchor tenant at Haagse Port for c.16.000 sqm, additional requirements of 6,000 sqm also incorporated into lease
- Netherlands:** Completed the sale of The Mark, a prominent 22,795 sqm office building located in Rotterdam
- Poland:** Acquired Poznan's Business Garden business park for €88.8 and two office buildings in Krakow for €80 million on behalf of CEREIT
- Poland:** Completed major €65 million expansion and refurbishment of Janki shopping centre adding 21,000 sqm

### European FUM by Region



### Change in FY19 European FUM





# DPF Inflows Strengthen

## Funds and Asset Management

### Cromwell Direct Property Fund (DPF)

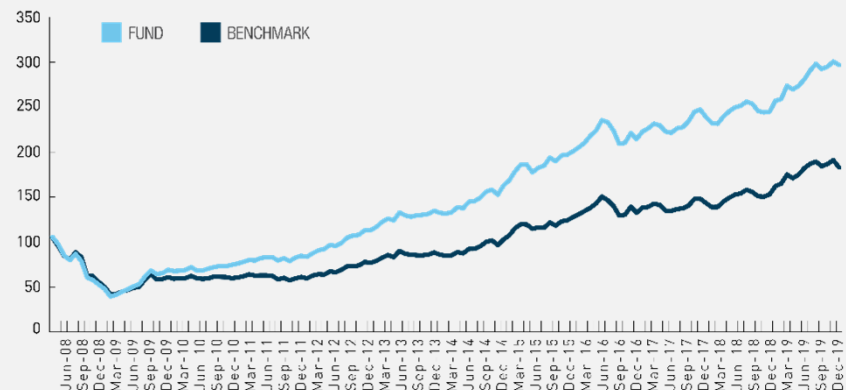
- DPF purchased its seventh direct asset, located at 11 Farrer Place, Queenbeyan for \$35 million in October 2019
- Inflows >\$112 million in the six months to 31 December 2019
- Gross assets now in excess of \$457 million and performance since inception (August 2013) is 10.2% annualised (31 December 2019)
- DPF has low gearing, a highly recommended rating from independent research house Lonsec and a distribution yield of 5.8%



Altitude Corporate Centre, Mascot

### Phoenix Portfolios – Property Securities Fund (PSF)

- The Fund is the only property securities fund in Australia that currently has a highly recommended rating from independent research houses Lonsec and Zenith
- Inflows in excess of \$39 million in the six months to 31 December 2019
- Assets in excess of \$300 million and performance since inception (April 2008) is 9.7% annualised (31 December 2019), outperforming the AREIT 300 Accumulation index by 4.4% per annum



# Oyster Continues Growth

## Funds and Asset Management

AUM at Oyster Group in New Zealand (50% interest) was up slightly to NZ\$1.8 billion (FY19 NZ\$1.7 billion)

### Key activity during the half

- Oyster formed a limited partnership to acquire a 60% ownership share in Tauranga Crossing Shopping Centre, Lifestyle Centre, and development land
- The resulting investment opportunity will be marketed to institutional investors in 2020
- Oyster Industrial Limited closed fully subscribed in October just two weeks after opening. The fund is underpinned by two newly developed properties in South Auckland's sought-after Wiri industrial precinct, supported by long-term leases and fixed rental growth
- The \$17.9 million raise attracted strong demand from investors and is forecast to provide annual pre-tax cash returns of 5.25%



Tauranga Crossing Shopping Centre



101 McLaughlins Road and 12 Harbour Ridge Drive Wiri, Auckland





# Outlook and Guidance

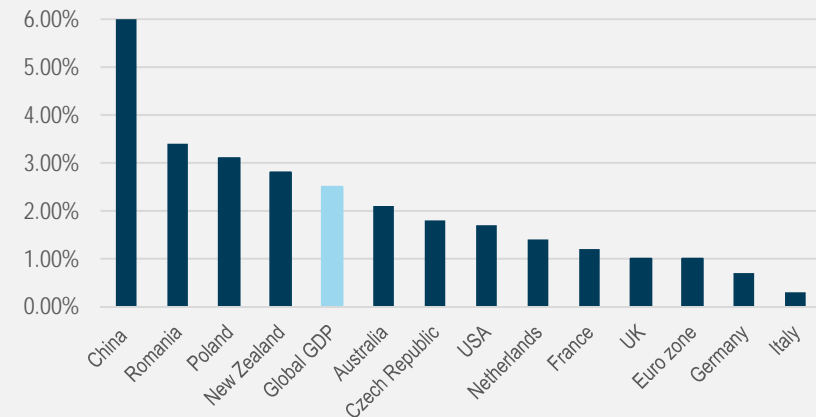


# Economic Growth To Slow

## Outlook and Guidance

- 2020 was seen as a 'go slow' year with global GDP growth, before the Coronavirus, forecast to be 2.5%
- G7 major economies at 1.2%, China and India at 6.0%
- Australian GDP growth of 2.1% under global average of 2.5% and now expected to slow considerably due to natural disasters and impact of Coronavirus
- The Eurozone economy is also slow, 2020 GDP growth across the EU27 was forecast to be 1.0% picking up to 1.3% in 2021
- Central European countries (e.g. Poland, Czech Republic) are expected to continue to out-perform their western counterparts
- Eurozone data indicates a struggling manufacturing sector is being offset by strong domestic demand underpinned by unemployment at a decade low of 7.5%

### 2020 Forecast (Select) Global GDP Growth Rates



### Australian Quarterly GDP Growth Rate



Source: Trading Economics.com, Australian Bureau of statistics

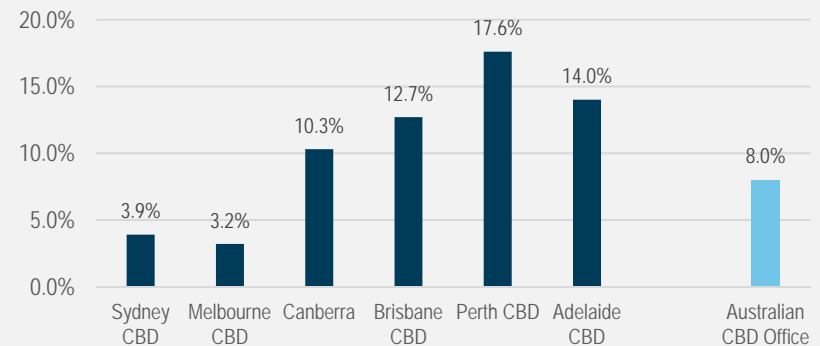


# Australian Real Estate Snapshot

## Outlook and Guidance

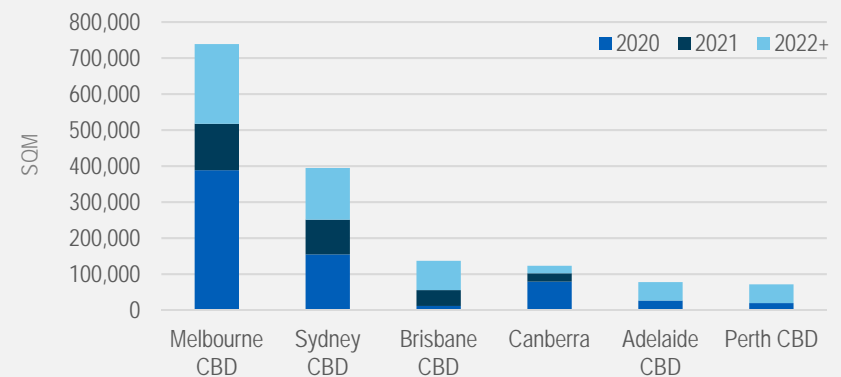
- Australian CBD vacancy is essentially unchanged during the half at 8.0% (7.9% FY19), with non-CBD vacancy slightly higher at 9.1%
- Sydney and Melbourne CBDs continue to be the tightest markets with cyclical low CBD office vacancy rates (3.9% and 3.2% respectively)
- Both of these markets are in development phase with 1.56 million sqm of new stock in pipeline in CBDs, nearly half (47%) of this is in Melbourne with a further 25% in Sydney
- Ongoing demand means office and industrial / logistics sector yields continue to tighten, retail remains out of favour
- Investor demand continues to slowly recede from record levels in 2018 but offshore capital continues to look for opportunities given yield discrepancies with other international markets

### Total Australian CBD Office Vacancy (%)



Source: PCA

### Future Supply of CBD Markets



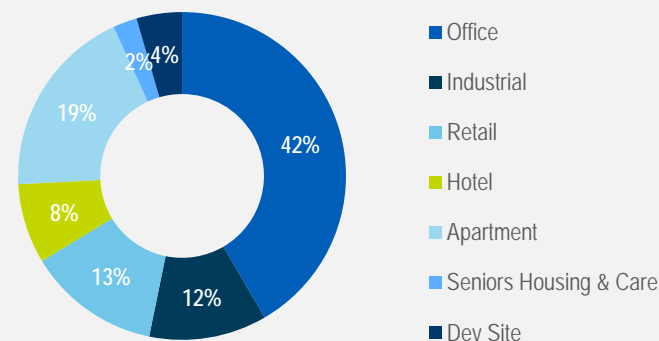
Source: PCA

# European Real Estate Snapshot

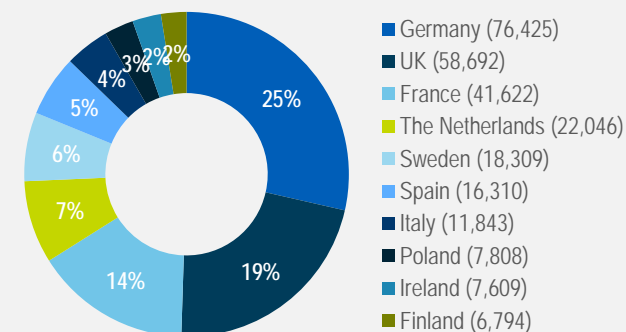
## Outlook and Guidance

- Europe's commercial real estate markets are in relatively good health despite a slowing economy and investment volumes which are slightly below the peak in 2018
- Capital inflows are still robust (with cross border capital accounting for 48% of all European transactions)
- Investor appetite for the office sector continues, accounting for 42% of trading volumes. Apartments (residential) came a surprising second (19%), followed by retail (13%) and industrial sectors (12%), similar to the previous year
- Higher levels of activity recorded in 'non-traditional' sectors such as hotels and seniors housing & care
- The current low-interest rate environment is helping to attract capital offsetting, to some extent, the weaknesses caused by external geopolitical and economic headwinds
- Germany again surpassed the UK in volume terms but both markets continue to take the majority of investment. France also had a strong year with The Netherlands and Spain rounding out the top 5 positions

### Investment by Sector<sup>1</sup>



### Top 10 European Destinations (€ million)<sup>1</sup>



Sources:  
2020 Real Capital Analytics. 12 months to December 2019.

# Guidance Affirmed, Strategic Review Underway

## Outlook and Guidance

### FY20 Guidance Affirmed

- Business well-positioned to meet possible risks, strong balance sheet with liquidity, proforma gearing in target range, long debt tenor and long WALE
- Focus on continued successful execution of 'Invest To Manage' strategy
- **FY20 operating profit affirmed at 8.30 cps with FY20 distribution guidance affirmed at 7.50 cps, representing an operating profit yield of 7.03% and a distribution yield of 6.36% respectively<sup>1</sup>**

### Strategic Review Underway

- Cromwell is currently undertaking a Strategic Review, in conjunction with its advisers UBS and Goldman Sachs
- Review will examine all aspects of the business, assess the current 'Invest to Manage' strategy and Cromwell welcomes input from all securityholders
- All options to maximise securityholder value will be considered including a formal sale process of the Group or parts of the Group and the capital levels required to execute the Groups strategy
- Conclusion of Strategic Review is expected prior to FY20 results

### For further information please contact:



**Paul Weightman**  
CEO / Managing Director  
paul.weightman@cromwell.com.au  
Phone: +61 7 3225 7720



**Michael Wilde**  
Chief Financial Officer  
michael.wilde@cromwell.com.au  
Phone: +61 7 3225 7729



**Ross McGlade**  
Investor Relations Manager  
ross.mcglade@cromwell.com.au  
Phone: +61 2 8278 3613

Investor Services  
1300 276 693  
invest@cromwell.com.au  
www.cromwell.com.au

Brisbane Office  
Level 19,  
200 Mary Street  
Brisbane QLD 4000

Sydney Office  
Level 14  
167 Macquarie Street  
Sydney NSW 2000

London Office  
7 Seymour Street  
London, W1H 7JW  
UK

Auckland Office  
Oyster Property Group  
Level 2, 14 Normanby Road,  
Auckland, New Zealand

Singapore Office  
50 Collyer Quay  
#07-02 OUE Bayfront Singapore  
049321



<sup>1)</sup> Based on CMW closing share price of \$1.18 as at 26 February 2020



# Additional Information





# Appendices


## Contents

38	Cromwell Property Group Statistics
39	Local European Footprint
40	HY20 Operating and Statutory Profit - Reconciliation
41	Segment Result - Operating Earnings Detail
42	Property Portfolio - Top 10 Assets
43	Property Portfolio - Top 20 Leases
44-46	Property Portfolio - Net Property Income
47	Property Portfolio - Movement in Book Value
48	Property Portfolio - Debt Platform Facility Details

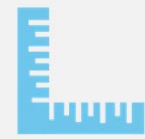
# Cromwell Property Group Statistics

All group statistics as at 31 December 2019

## Broad and Deep Property Platform

 **\$11.9bn**  
AUM

 **254**  
properties

 **3.6m+**  
sqm

 **3,585**  
tenant  
customers

## Geographic and Culturally Diverse Team

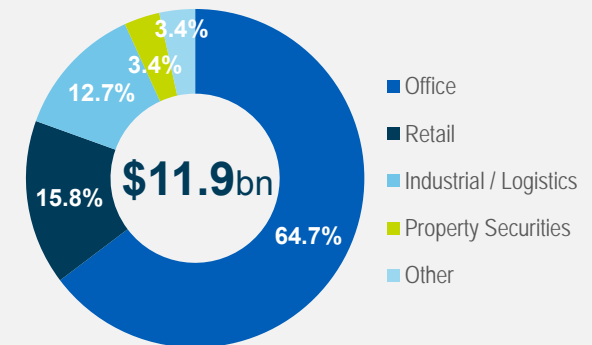
 **420+**  
people

 **14**  
countries

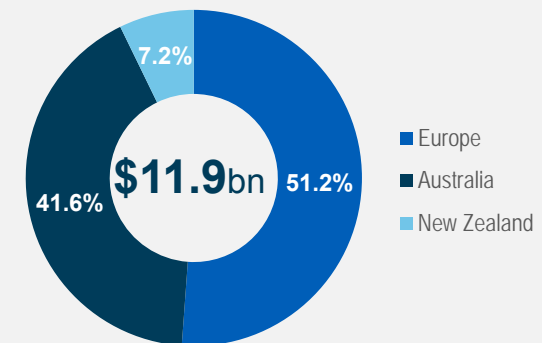
 **29**  
offices

## Global Portfolio by Sector and Geography

AUM by Sector



AUM by Geography



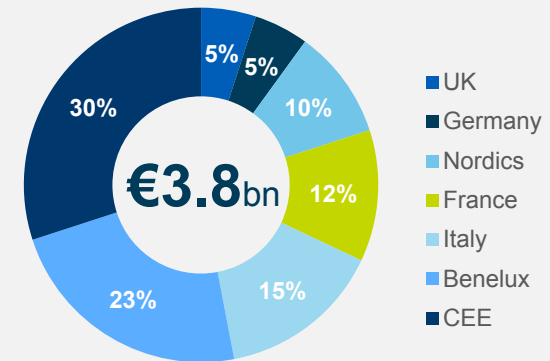
# Local European Footprint

19 regional offices providing on the ground local market knowledge and expertise

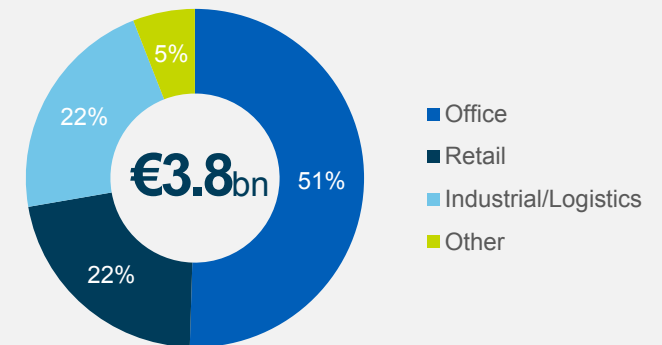
## Office Locations



## European Portfolio by Geography



## European Portfolio by Sector





# HY20 Operating and Statutory Profit Reconciliation

		HY20 (\$M)	HY19 (\$M)
Profit from operations		134.1	82.6
Operating EPS (cents per security)		5.18 cps	4.10 cps
Gain on sale of investment properties		2.9	-
Loss on disposal of other assets		(2.8)	-
Operating lease costs		1.8	-
Other transaction costs		(17.2)	-
Fair value net gains / (write-downs)	Investment properties	110.1	44.4
	Derivative financial instruments	(3.8)	16.1
	Receivables at fair value through profit or loss	18.7	
	Investments at fair value through profit or loss	1.5	(2.0)
Non-cash property investment income / (expense)	Straight-line lease income	5.5	6.1
	Lease incentive amortisation	(11.8)	(9.3)
	Lease cost amortisation	(2.2)	(0.8)
Other non-cash expenses:	Amortisation of finance costs	(5.1)	(3.9)
	Finance costs attributable to lease incentives	(0.3)	-
	Relating to equity accounted investments <sup>1</sup>	(4.6)	2.6
	Decrease in recoverable amounts	-	(0.2)
	Amortisation and depreciation <sup>2</sup>	(3.5)	(1.1)
	Net exchange / (loss) on foreign currency borrowings	9.8	(12.2)
	Net foreign exchange losses	-	(3.9)
	Net tax losses utilised <sup>3</sup>	(5.8)	(7.3)
Profit for the year		227.3	111.1
Statutory EPS (cents per security)		8.78 cps	5.52 cps

1. Comprises fair value adjustments and other non-operating items included in share of profit of equity accounted entities

2. Comprises depreciation of plant and equipment and right-of-use assets and amortisation of intangible assets

3. Comprises tax expense attributable to changes in deferred tax assets recognised as a result of carried forward tax losses and other relevant tax-related adjustments

# Segment Result – Operating Earnings Detail

Full Year ending 31 December 2019	Direct Property Investment (\$M)	Indirect Property Investment (\$M)	Funds And Asset Management (\$M)	HY20
<b>Segment revenue</b>				
Rental income and recoverable outgoings	114.1	11.5	-	125.6
Operating profits of equity accounted investments	-	26.0	0.9	26.9
Development sales and fees <sup>1</sup>	32.0	-	-	32.0
Funds and asset management fees	-	-	82.1	82.1
Distributions	-	1.4	-	1.4
<b>Total segment revenue and other income</b>	<b>146.1</b>	<b>38.9</b>	<b>83.0</b>	<b>268.0</b>
<b>Segment expenses</b>				
Property expenses	(20.8)	(5.7)	-	(26.5)
Funds and asset management direct costs	-	(0.7)	(42.4)	(43.1)
Other expenses	(0.7)	(2.1)	(6.5)	(9.3)
<b>Total segment expenses</b>	<b>(21.5)</b>	<b>(8.5)</b>	<b>(48.9)</b>	<b>(78.9)</b>
<b>EBITDA</b>	<b>124.6</b>	<b>30.4</b>	<b>34.1</b>	<b>189.1</b>
Finance costs	(18.9)	(4.6)	(3.0)	(26.5)
<b>Segment profit after finance costs</b>	<b>105.7</b>	<b>25.8</b>	<b>31.1</b>	<b>162.6</b>
<b>Unallocated items</b>				
Finance income				2.9
Corporate costs <sup>2</sup>				(21.1)
Income tax expense				(10.3)
<b>Segment profit</b>				<b>134.1</b>
<b>Weighted Average Securities on Issue ('000)</b>				<b>2,589.9</b>

1. In accordance with the relevant accounting policy, the development revenue of \$32.0 million has been recognized due to the performance obligations inherent in the relevant contract being fully satisfied during the period
2. Includes non-segment specific corporate costs pertaining to Group level functions such as finance and tax, legal, risk and compliance, corporate secretarial, marketing and other corporate services

# Top 10 Assets<sup>1</sup>

## Property Portfolio

Asset	State	Class	Current Market Value (\$M)	Cap Rate	Occupancy % by NLA	WALE	Major Tenants
Qantas HQ	NSW	Office	535.0	5.00%	100.0%	11.8 years	Qantas Airways Limited
400 George Street	QLD	Office	524.8	5.50%	99.6%	4.8 years	QLD Government, Federal Government
700 Collins Street	VIC	Office	337.0	5.00%	99.8%	5.7 years	Bureau of Meteorology, Metro Trains
Kent Street, Sydney	NSW	Office	305.0	6.25%	100.0%	3.8 years	Symantec, Mann Judd, Hajoti
McKell Building	NSW	Office	300.0	5.00%	100.0%	8.5 years	NSW State Government
Soward Way	ACT	Office	280.7	5.25%	100.0%	12.7 years	Federal Government
HQ North Tower	QLD	Office	242.1	6.00%	98.5%	5.0 years	AECOM, TechnologyOne, CS Energy
Victoria Avenue	NSW	Office	238.0	5.75%	92.2%	3.0 years	Reed Elsevier, Leighton Contractors, Ventia
200 Mary Street	QLD	Office	100.0	6.25%	98.5%	2.1 years	Secure Parking, Cromwell, Logicamms
Station Street, Penrith	NSW	Office	49.0	6.50%	100.0%	8.5 years	NSW State Government
<b>Total Top 10 Assets</b>			<b>2,911.6</b>	<b>5.46%</b>	<b>99.0%</b>	<b>6.8 years</b>	
Balance of Portfolio			<b>244.5</b>	<b>7.21%</b>	<b>74.2%</b>	<b>2.7 years</b>	
<b>Total</b>			<b>3,156.1</b>	<b>5.63%</b>	<b>92.5%</b>	<b>6.1 years</b>	

1. Relating to Australian balance sheet properties only

# Top 20 Leases<sup>1</sup>

## Property Portfolio

Tenant	Tenant Classification	Expiry Date	% of Portfolio Rental Income
Qantas Airways Limited	Listed Company/Subsidiary	Dec-32	13.7%
Commonwealth of Australia (Dept of Social Services)	Government Authority	Sep-32	7.6%
Calvary Healthcare Adelaide PTY LTD	Private Company	Feb-20	7.2%
QLD State Government	Government Authority	Dec-26	7.1%
Government Property NSW	Government Authority	Jun-28	6.7%
Bureau of Meteorology	Government Authority	Jul-26	3.8%
Therapeutic Goods Administration	Government Authority	Jun-22	3.5%
Commonwealth of Australia (Dept of Human Services)	Government Authority	Sep-21	3.4%
AECOM Australia Pty Ltd	Listed Company/Subsidiary	Sep-25	3.1%
TechnologyOne Limited	Listed Company/Subsidiary	Apr-25	2.9%
Metro Trains Melbourne Pty Ltd	Private Company	Feb-25	2.6%
Symantec (Australia) Pty Ltd	Listed Company/Subsidiary	Jul-21	2.1%
Government Property NSW	Government Authority	Jun-28	1.7%
CGW Nominees	Private Company	Sep-24	1.6%
Government Property NSW	Government Authority	Jun-28	1.5%
Reed Elsevier Australia Pty Limited	Listed Company/Subsidiary	Dec-25	1.2%
Commonwealth of Australia (ANAO)	Government Authority	Jan-20	1.2%
Reed Elsevier Australia Pty Limited 1	Listed Company/Subsidiary	Dec-20	1.2%
Government Property NSW	Government Authority	Jun-28	1.1%
Ventia Pty Ltd	Private Company	Feb-23	1.1%
			<b>74.3%</b>

1. Relating to Australian balance sheet properties only



# Net Property Income<sup>1</sup>

## Property Portfolio

	HY20 (\$M)	HY19 (\$M)	Variance (\$M)	Variance (%)
Station Street, Penrith	1,521,197	1,272,650	248,547	19.5%
McKell Building	6,898,711	5,840,275	1,058,436	18.1%
Crown Street, Wollongong	1,472,851	1,374,103	98,748	7.2%
Bull Street, Newcastle	904,424	863,759	40,665	4.7%
Qantas HQ	14,873,893	14,327,854	546,039	3.8%
Village Cinema Geelong	758,414	744,450	13,964	1.9%
700 Collins Street	8,283,913	8,206,470	77,443	0.9%
Soward Way, Greenway	7,595,928	7,682,017	(86,089)	(1.1%)
HQ North Tower	8,147,699	8,481,241	(333,542)	(3.9%)
<b>Core Total</b>	<b>50,457,030</b>	<b>48,792,819</b>	<b>1,664,211</b>	<b>3.4%</b>

	HY20 (\$M)	HY19 (\$M)	Variance (\$M)	Variance (%)
Oracle Building	1,234,942	1,024,888	210,054	20.5%
200 Mary Street	3,782,440	3,416,156	366,284	10.7%
TGA Complex	3,718,470	3,595,890	122,580	3.4%
Kent Street, Sydney	8,200,769	7,962,523	238,246	3.0%
Regent Cinema	676,614	664,072	12,542	1.9%
Victoria Avenue	6,267,289	6,735,373	(468,084)	(6.9%)
<b>Core+ Total</b>	<b>23,880,524</b>	<b>23,398,902</b>	<b>481,622</b>	<b>2.1%</b>

1. Includes only Australian balance sheet properties held for all of HY20 and HY19.

# Net Property Income<sup>1</sup>

## Property Portfolio

	HY20 (\$M)	HY19 (\$M)	Variance (\$M)	Variance (%)
Wakefield St, Adelaide	8,699,613	3,526,674	5,172,939	146.7%
Borrowdale House	(50,056)	(51,945)	1,889	(3.6%)
Tuggeranong Office Park - Car Park	(347,973)	(389,434)	41,461	(10.6%)
19 National Circuit	1,097,927	1,365,955	(268,028)	(19.6%)
Lovett Tower	(283,518)	1,078,929	(1,362,447)	(126.3%)
<b>Active Total</b>	<b>9,115,993</b>	<b>5,530,179</b>	<b>3,585,814</b>	<b>64.8%</b>

<b>TOTAL HELD PROPERTIES</b>	<b>83,453,546</b>	<b>77,721,900</b>	<b>5,731,647</b>	<b>7.4%</b>
------------------------------	-------------------	-------------------	------------------	-------------

### ACQUISITIONS / DISPOSALS

Cromwell Polish Retail Fund	5,771,943	-	5,771,943	N/A
George Street, Brisbane	9,305,289	-	9,305,289	N/A
Farrer Place, Queanbeyan	730,500	1,002,696	(272,196)	(27.1%)
Sturton Rd, Edinburgh Park	(60)	(3,711)	3,651	(98.4%)
Tuggeranong Office Park	-	764,477	(764,477)	(100.0%)

### ADJUSTMENTS

Car Parking / Mary St Hub	372,035	346,000	26,035	7.5%
Consolidation adjustments / eliminations	3,083,180	2,465,652	617,528	25.0%

<b>TOTAL NET PROPERTY INCOME</b>	<b>102,716,434</b>	<b>82,297,014</b>	<b>20,419,420</b>	<b>24.8%</b>
----------------------------------	--------------------	-------------------	-------------------	--------------

1. Includes only Australian balance sheet properties held for all of HY20 and HY19.

# Movement In Book Value

## Property Portfolio

- Strategy of continuously improving portfolio through acquisitions since 2010
- Recycling of capital means disposing of assets before asset has large capex requirements
- In-sourced facilities management model also lowers lifecycle capex

	HY20 (\$M)	FY19 (\$M)	FY18 (\$M)	FY17 (\$M)	FY16 (\$M)	FY15 (\$M)	FY14 (\$M)	FY13 (\$M)	FY12 (\$M)	FY11 (\$M)	FY10 (\$M)
Opening balance	2,520.9	2,451.1	2,357.8	2,274.0	2,101.0	2,249.5	2,396.0	1,724.4	1,444.9	1,064.1	1,117.2
Acquisitions <sup>1</sup>	1,275.9	-	51.8	-	-	8.0	-	661.3	263.4	322.4	-
Construction costs	-	-	13.6	92.3	47.2	-	-	-	-	-	-
Finance costs capitalised	-	-	1.1	4.4	-	-	-	-	-	-	-
Property Improvements	7.7	21.9	6.7	9.2	2.1	16.5	44.5	76.3	50.2	40.4	1.3
<b>Lifecycle Capex</b>	<b>2.6</b>	<b>1.9</b>	<b>2.5</b>	<b>3.0</b>	<b>2.6</b>	<b>6.8</b>	<b>6.8</b>	<b>6.3</b>	<b>2.6</b>	<b>3.0</b>	<b>2.2</b>
Disposals	(32.0)	(54.5)	(89.3)	(87.1)	(150.9)	(205.8)	(250.0)	(42.4)	(39.3)	(33.7)	(22.1)
Transferred to held for sale	-	-	(0.9)	(69.5)	-	(36.6)	-	-	-	-	-
Straight line lease income	5.5	9.3	27.8	3.6	2.3	5.5	5.6	6.0	6.9	4.9	0.8
Lease costs and incentives	50.1	25.6	22.1	22.8	21.7	37.7	11.9	29.3	15.8	15.9	2.2
Amortisation of leasing costs and incentives	(14.0)	(20.8)	(19.5)	(19.9)	(15.2)	(13.0)	(11.6)	(9.5)	(7.7)	(5.8)	(5.4)
Net gain/(loss) from fair value adjustments	110.1	86.4	77.4	125.0	263.2	32.4	46.3	(55.7)	(12.4)	33.7	(32.1)
Net foreign exchange loss	(0.1)										
<b>Closing Balance</b>	<b>3,926.7</b>	<b>2,520.9</b>	<b>2,451.1</b>	<b>2,357.8</b>	<b>2,274.0</b>	<b>2,101.0</b>	<b>2,249.5</b>	<b>2,396.0</b>	<b>1,724.4</b>	<b>1,444.9</b>	<b>1,064.1</b>
<b>Lifecycle Capex as a % on average assets</b>	<b>0.08%</b>	<b>0.08%</b>	<b>0.10%</b>	<b>0.13%</b>	<b>0.12%</b>	<b>0.31%</b>	<b>0.29%</b>	<b>0.31%</b>	<b>0.16%</b>	<b>0.24%</b>	<b>0.20%</b>

1. Includes CPRF

# Balance Sheet Debt Details

## Property Portfolio

Facility	Drawn (AUD \$M)	Commitment (AUD \$M)	Maturity Date	Fin Yr Expiry	Years Remaining	Covenants
Bank 1 - 5 Year Facility	100.0	100.0	Jun-2023	2023	3.5	LVR 60% ICR 2.0 x WALE 3.0 yrs
Bank 2 - 5 Year Facility	250.0	250.0	Jun-2023	2023	3.5	
Bank 3 - 5 Year Facility	250.0	250.0	Jun-2023	2023	3.5	
Bank 4 - 5 Year Facility	-	150.0	Jun-2023	2023	3.5	
Bank 5 - 5 Year Facility	200.0	200.0	Jun-2024	2024	4.5	
Bank 6 - 5 Year Facility	100.0	100.0	Jun-2023	2023	3.5	
Bank 7 - 5 Year Facility	75.0	75.0	Jun-2023	2023	3.5	
Bank 8 - 5 Year Facility	-	50.0	Jun-2023	2023	3.5	
Bank 9 - 5 Year Facility	87.0	125.0	Jun-2023	2023	3.5	
Bank 10 - 7 Year Facility	60.0	60.0	Jun-2026	2026	6.5	
<b>Syndicated Debt Platform</b>	<b>1,122.0</b>	<b>1,360.0</b>			<b>3.8 yrs</b>	
Euro Syndicated Facility	309.1	359.8	Sept-2022	2023	2.7 yrs	Gearing ratio 65%; ICR 2.0 x
International Bank	180.6	186.3	Feb-2021	2021	1.2	Projected ICR 130%, Projected Debt Cover 120%; Historical Debt Cover 130%; LTV 75%
International Bank	178.4	178.4	Feb-2-23	2023	3.1	
<b>CPRF Facilities</b>	<b>359.0</b>	<b>364.7</b>			<b>2.1 yrs</b>	LTV 60%; DSCR 220%
Euro - 3 Year Facility	7.5	7.5	May 2022	2022	2.4 yrs	LVR 60%; ICR 2.0 x; LTC 50% until PC
2020 Convertible Bond	87.5	87.5	Feb-2020	2020	0.1 yrs	
2025 Convertible Bond	350.3	350.3	Mar-2025	2025	5.2 yrs	
Lease liabilities	14.0	14.0	Various	Various		
<b>TOTAL</b>	<b>2,249.4</b>	<b>2,543.8</b>			<b>4.2 yrs</b>	





**CROMWELL**  
PROPERTY GROUP

