



---

# HY21 RESULTS PRESENTATION

25 February 2021



# Important Information & Disclaimer

This presentation including its appendices (Presentation) is dated 25 February 2021 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 2020. 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 2020 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 and 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 Direct Property

Fund ARSN 165 011 905 (DPF), Cromwell Ipswich City Heart Trust ARSN 154 498 923 (ICH), 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, ICH, C12 and CRT are not open for investment. Applications for units in 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.

© 2021. Cromwell Property Group. All rights reserved

# Agenda

## Introduction and Highlights

Acting CEO Michael Wilde

## Financial and Capital Management

Acting CFO Brett Hinton

## Direct Property Portfolio

Head of Property Bobby Binning

## Investment Management

CIO Rob Percy

## Retail Funds Management

Head of Retail Funds Management Hamish Wehl

## Outlook

Acting CEO Michael Wilde



---

# Overview



# Cromwell Property Group Overview

Overview: All group statistics as at 31 December 2020

## Broad and Deep Property Platform



**\$11.6** billion  
AUM



**220**  
properties



**3.4** million  
sqm



**2,850+**  
tenant customers

## Geographic and Culturally Diverse Team



**440+**  
people



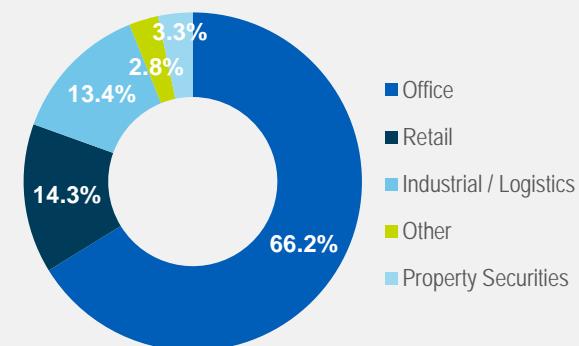
**14**  
countries



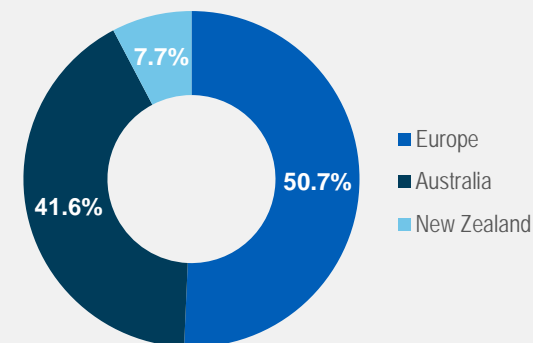
**28**  
offices

## Global Portfolio by Sector and Geography

Assets Under Management (AUM) - by Sector



Assets Under Management (AUM) - by Geography



# Strategy Summary

## Overview

|                              |                          |   |
|------------------------------|--------------------------|---|
| Direct Property Investment   | Core                     | Defensive government base, long WALE, strong covenants, low capex and structured growth   |
|                              | Core+                    | Generate leasing upside and take advantage of short term market trends  |
|                              | Active                   | Drive outperformance from repositioning and asset enhancement or alternatively capital recycling  |
| Indirect Property Investment | CEREIT                   | CEREIT provides stable distributions, access to Asian capital   |
|                              | LDK                      | Opportunity to scale-up LDK JV given strong thematic tailwinds  |
|                              | CPRF & CULF <sup>1</sup> | Temporarily warehoused opportunities as part of 'Invest to Manage' strategy   |
| Funds and Asset Management   | Europe                   | Opportunities to scale-up platform via Cromwell European Logistics Fund and CEREIT<br>Platform focused on delivering continued growth in quality and resilience of CEREIT portfolio |
|                              | A/NZ                     | Consistent long term recurring revenue with substantial 'weight of capital' looking to invest   |
| Capital Management           |                          | 'Through the cycle' target gearing range of 30% to 40% with liquidity to be used on a short term basis to execute the 'Invest to Manage' strategy                                   |

1. Cromwell Polish Retail Fund and Cromwell Italian Urban Logistics Fund

# HY21 Summary

## Overview

### Earnings and Distributions

#### Statutory profit<sup>1</sup>

**\$146.8 million**

Equivalent to 5.59 cps

#### Underlying operating profit<sup>1</sup>

**\$99.1 million**

Equivalent to 3.79 cps

#### Distributions

**2 x 1.8750 cps**

Paid 20 November 2020 and  
19 February 2021 respectively

### Platform

#### Direct Property Investment

**\$3.0 billion value**  
**5.5% WACR and 6.3 year WALE**  
**\$1.0 billion development pipeline**

#### Indirect Property Investment

##### CEREIT 30.7%, CPRF<sup>2</sup> & CULF

**Book value €606.7 million**

##### LDK 50% interest

**\$17.7 million**

#### Funds and asset management

**\$8.3 billion total FUM**

**\$5.9 billion FUM in Europe**  
**\$2.4 billion FUM in A/NZ**

### Financial Position

#### NTA per unit

**\$1.00**

(FY20 \$0.99)

#### Liquidity<sup>3</sup>

**\$610 million**

#### Weighted Average Debt Maturity

**2.9 years**

#### Gearing

**42.5%**

#### Next debt maturity

**March  
2022**

#### Interest rate hedging

**87% / 2.8  
years**

1. See Appendix for further details of segment results, operating profit and reconciliation to statutory profit
2. Excludes equity accounted interest in Ursynow
3. Cash and cash equivalents plus undrawn commitments

# COVID-19 HY21 Tenant-Customer Negotiations

## Overview

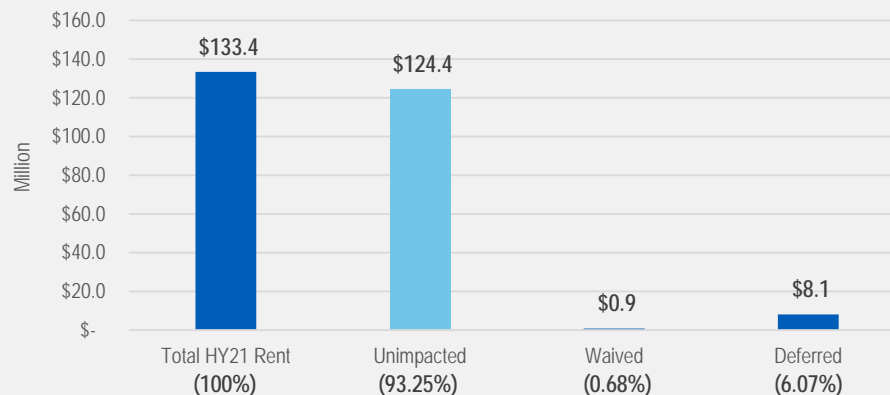
### Direct Property Investment Portfolio

- National Code of Conduct required landlords to provide rent relief to SMEs impacted by COVID-19
- SMEs represent 8.7% of total gross passing income in the Australian property portfolio. Not all were impacted by COVID-19
- Cromwell's in-house model means we benefitted from strong pre-existing relationships with, and knowledge of, tenant-customers before COVID-19
- All tenant-customers were directly engaged with by Cromwell employees, agreements were bespoke and agreed on a case-by-case basis
- All negotiations have been concluded and finalised
- A six month deferral was agreed with Qantas for their April to September 2020 rental. Qantas have since commenced paying rent and have a lease expiry of December 2032

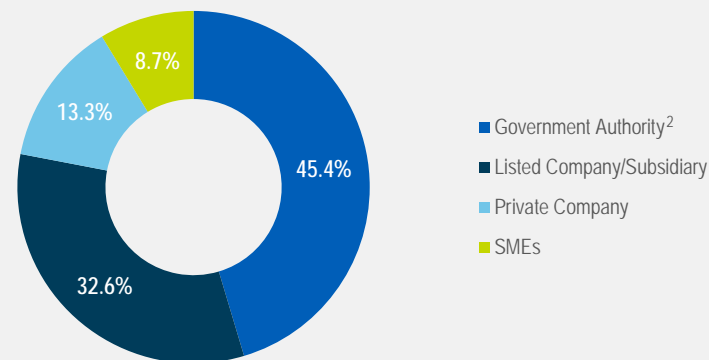
1. By gross passing income

2. Includes Government owned and funded entities

### HY21 COVID-19 position – Australian portfolio



### Tenant classification<sup>1</sup>





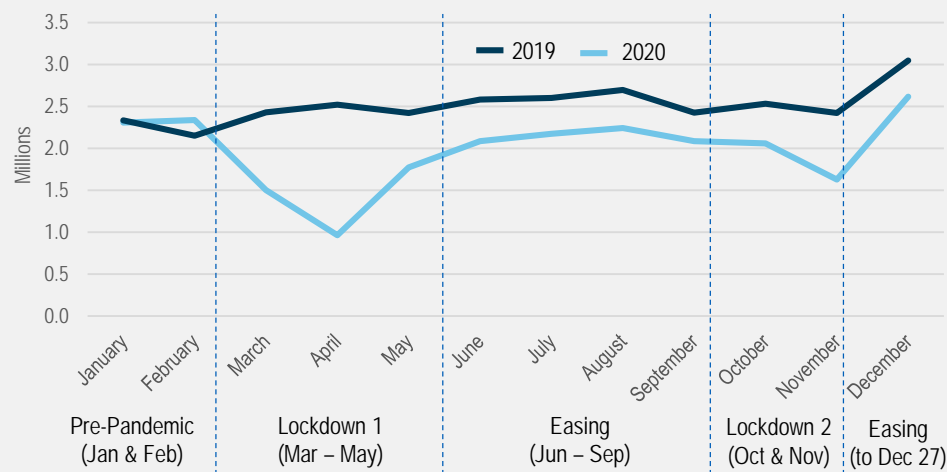
# COVID-19 HY21 Tenant-Customer Negotiations

## Overview

### Cromwell Polish Retail Fund (CPRF)

- Footfall bounced back quickly to 80%+ after each lockdown with overall footfall at 79% of 2019. Anecdotal evidence that average spend per visit increased on 2019
- In Poland there was no right to a rental waiver. The uncollected or deferred rent must be paid usually via a lease extension
- 311 variation requests in total (excl. Ursynow) with 271 agreed and 40 being negotiated. Deals extended portfolio WALE by 0.4 years with an average increase of 0.7 years for the tenant-customers where agreements have been met
- Despite challenging circumstances of 35 lease expiries in 2020 (excl. Ursynow), only 2 tenant-customers voluntarily vacated at lease expiry illustrating the desirability of the assets
- Total collections remained strong throughout at 95% for period from 1 March to end December (note there is usually a lag on collections so December number will increase over time)
- However a conservative credit loss provision of €1.4 million has been made in relation to tenant-customer receivables

### Monthly Portfolio Footfall over Pandemic<sup>1</sup>



### Monthly Footfall 2020 vs. 2019

| Footfall 2020 v 2019 | Jan | Feb  | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total |
|----------------------|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------|
|                      | 99% | 109% | 62% | 38% | 73% | 81% | 84% | 83% | 86% | 81% | 67% | 86% | 79%   |

### Monthly Gross Invoice Collection After Adjusting for COVID-19 Lease Variations

| Gross Collected | Mar  | Apr  | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total |
|-----------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-------|
|                 | 123% | 117% | 99% | 99% | 99% | 96% | 95% | 92% | 81% | 67% | 95%   |

1. Statistics include Ursynow

# COVID-19 HY21 Valuations Resilient

## Direct Property Investment Segment

### Valuation impacts – Australia

- 99% of Australian balance sheet assets were externally, independently revalued as at 31 December 2020
- Fair value increase in investment property of \$37.6 million (HY20 \$110.1 million) net of property improvements, lease costs and incentives
- WACR tightened slightly to 5.51%, driven by continued improvement in performance of core portfolio

|       | HY21         | FY20         |
|-------|--------------|--------------|
| Total | WACR<br>5.5% | WACR<br>5.6% |

### Valuation Impacts – Italy

- All Italian assets being warehoused on balance sheet were externally, independently revalued as at 31 December 2020
- Italian assets have benefitted from increased business volumes seen throughout the logistics sector during COVID-19
- The portfolio showed a net fair value increase of €1.7 million equivalent to 3.0%

|       | HY21         | FY20   |
|-------|--------------|--|
| Total | WACR<br>5.1% | WACR<br>N/A (Assets were acquired during half) |

### Valuation Impacts – Poland

- All Polish assets being warehoused on balance sheet were externally, independently revalued as at 31 December 2020
- Polish shopping centre assets have continued to show their resilience reflecting the role they play in the Polish market and their strong focus on grocery essentials
- The portfolio showed a marginal decrease in value of €1.1 million equivalent to 0.2%

|       | HY21         | FY20         |
|-------|--------------|--------------|
| Total | WACR<br>6.5% | WACR<br>6.4% |

# Sustainability Supports Operational Resilience

## Overview



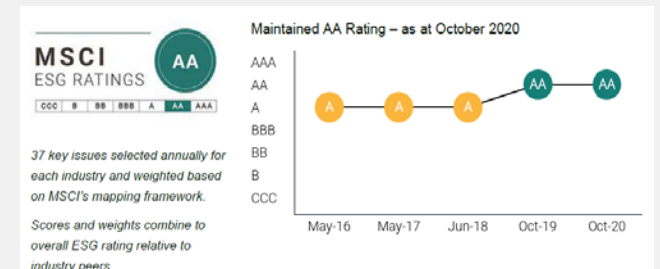
**SUSTAINABILITY**  
EVERYTHING IS CONNECTED

Cromwell's sustainability framework is comprised of five inter-connected pillars through which it addresses the material environment, social and governance risks and opportunities identified in the business

Cromwell's aim is to continually improve operational resilience and ensure the business can meet any challenge, like COVID-19, as they may arise



|                     |                                     |           |
|---------------------|-------------------------------------|-----------|
| Australian Entities | Cromwell Diversified Property Trust | ★ ★ ★ ★ ★ |
|                     | Cromwell Direct Property Fund       | ★ ★ ★ ★ ★ |
|                     | Cromwell Riverpark Trust            | ★ ★ ★ ★ ★ |
|                     | Cromwell Ipswich City Heart Trust   | ★ ★ ★ ★ ★ |
|                     | Cromwell Property Trust 12          | ★ ★ ★ ★ ★ |
| European Entities   | Cromwell European REIT              | ★ ★ ★ ★ ★ |
|                     | Cromwell Polish Retail Fund         | ★ ★ ★ ★ ★ |



1. Notice: The information provided is for informational, non-commercial purposes only, does not constitute investment advice and is subject to conditions available in our [Legal Disclaimer](#). Usage as a credit rating or as a benchmark is not permitted. Unless otherwise explicitly agreed in writing, usage for products and services, index creation, derivative work, portfolio or fund management, or any other usage are not permitted. By way of exception, usage is permitted only to the rated company, limited to a single reference of its own information in annual reporting and sustainability website, mentioning Sustainalytics as a source.
2. Notice: The use by Cromwell Property Group of any MSCI ESG Research LLC or its affiliates ("MSCI") data, and the use of MSCI logos, trademarks, service marks or index names herein, do not constitute a sponsorship, endorsement, recommendation, or promotion of Cromwell Property Group by MSCI. MSCI services and data are the property of MSCI or its information providers, and are provided 'as-is' and without warranty. MSCI names and logos are trademarks or service marks of MSCI.)

# Strategic Priorities for 2021

## Overview

“The management team is focused on executing our 2021 priorities, maintaining operational resilience and ensuring the business is in a strong position when a new permanent CEO is appointed,” Acting Cromwell CEO Michael Wilde

### Direct Property Investment

1. Optimise performance of Core property portfolio
2. Progress \$1.0 billion development pipeline

### Indirect Property Investment

3. Ensure warehoused funds (CPRF and CULF) can be offered to capital partners when conditions allow

### Funds and Asset Management

4. Grow Australian Retail Funds Under Management
5. Increase investment management capabilities and scale of European platform







---

# Financial and Capital Management Update





# HY21 Headline Results

## Financial and Capital Management Update

### Commentary

- Statutory profit of \$146.8 million, equivalent to 5.59 cps, a 35.4% reduction due to a lower fair value gain on investment properties versus the prior comparable period
- Operating profit of 3.79 cps, a reduction of 26.8% on the prior six month period which benefitted from the sale of Northpoint Tower
- Rent collection during COVID-19 has remained strong given the skew towards high quality government, ASX-listed and other larger tenant-customer entities
- Distributions of 3.75 cps maintained unchanged on prior comparable period

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

### HY21 Performance Versus PCP

|                                     | HY21  | HY20  | Change  |
|-------------------------------------|-------|-------|---------|
| Statutory profit (\$m) <sup>1</sup> | 146.8 | 227.3 | (35.4%) |
| Statutory profit (cps)              | 5.59  | 8.78  | (36.3%) |
| Operating profit (\$m) <sup>1</sup> | 99.1  | 134.1 | (26.1%) |
| Operating profit (cps)              | 3.79  | 5.18  | (26.8%) |
| Distributions (\$m)                 | 98.1  | 97.5  | 0.6%    |
| Distributions (cps)                 | 3.75  | 3.75  | -       |
| Payout ratio                        | 99.0% | 72.7% | 26.3%   |

# HY21 Segment Results

## Financial and Capital Management Update

### Commentary

#### Direct Property Investment

Segment profit of \$77.1 million, a reduction on the prior comparable period which benefitted from the sale of Northpoint Tower but supported by strong like-for-like NOI growth of 3.6%

#### Indirect Property Investment

Segment profit of \$22.6 million due to warehousing of CPRF, stable earnings from CEREIT and share of income from LDK

#### Funds and asset management

Segment profit of \$22.3 million lower due to COVID-19 driven reduction in transactional activity in Europe

#### Other

Corporate costs have reduced as has income tax expense due to the development fee earned in respect of Northpoint Tower

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

### HY21 Segment Profit<sup>1</sup> Versus Prior Comparable Period

|                              | HY21<br>(\$m) | HY20<br>(\$m) | Change         |
|------------------------------|---------------|---------------|----------------|
| Direct property investment   | 77.1          | 105.7         | (27.1%)        |
| Indirect property investment | 22.6          | 25.8          | (12.4%)        |
| Funds and asset management   | 22.3          | 31.1          | (28.3%)        |
| <b>Total segment results</b> | <b>122.0</b>  | <b>162.6</b>  | <b>(25.0%)</b> |
| Finance income               | 2.0           | 2.9           | (31.0%)        |
| Corporate costs <sup>2</sup> | (19.5)        | (21.1)        | (7.6%)         |
| Income tax expense           | (5.4)         | (10.3)        | (47.6%)        |
| <b>Operating profit</b>      | <b>99.1</b>   | <b>134.1</b>  | <b>(26.1%)</b> |
| Operating profit (cps)       | 3.79          | 5.18          | (26.8%)        |

# Strong Capital Position

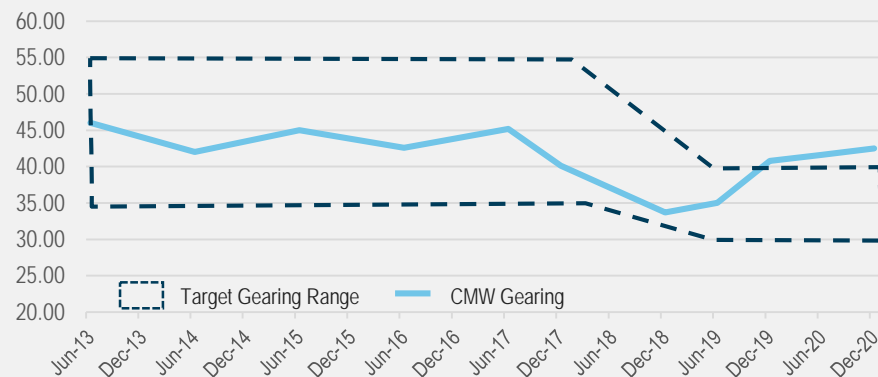
## Financial and Capital Management Update

### Debt Profile and Balance Sheet

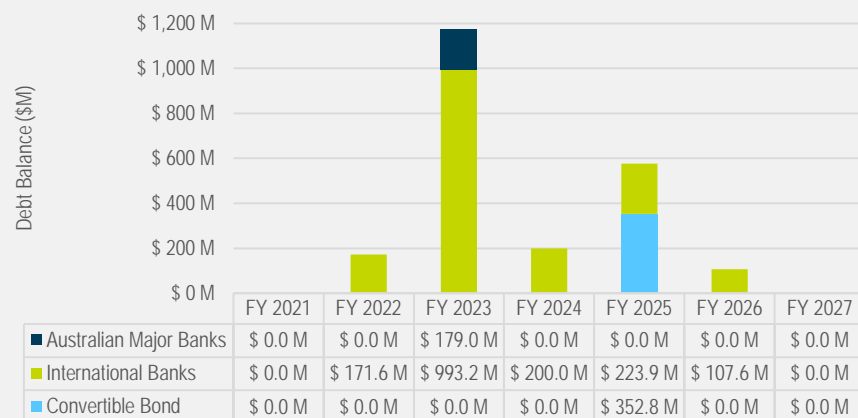
- Target 'through the cycle' gearing of 30% – 40% with liquidity to be used on a short term basis to execute the 'Invest to Manage' strategy
- Gearing is currently 42.5% as the business warehouses CPRF and CULF opportunities
- Average cost of debt has continued to reduce, down by 18 basis points from 2.84% (FY20) to 2.66%
- Substantial liquidity of \$610 million consisting of cash and cash equivalents of \$150 million with the balance being undrawn facilities held primarily with Australian banks
- Debt remains well diversified across two dozen domestic and international lenders with no expiries until March 2022
- Weighted Average Debt Maturity is 2.9 years, with a focus on ensuring it remains greater than two years

1. Gearing calculated as (total borrowings less cash)/(total tangible assets less cash)

### Group Gearing<sup>1</sup>



### Debt Expiry Profile



# Strong Capital Position

## Financial and Capital Management Update

### Substantial Headroom to Covenants

| Facility                               | Covenant      | Actual    | Limit     | Headroom (value) |                         |
|--|---------------|-----------|-----------|------------------|-------------------------|
| <b>Senior Secured Facility</b>         | LVR           | 36.20%    | 60.00%    | \$1.14 billion   | on Aggregate Value      |
|  | WALE          | 6.3 years | 3.0 years | 3.3 years        |                         |
|  | ICR           | 6.4 x     | 2.0 x     | \$60.4 million   | on Net Operating Income |
|  |               |           |           |                  |                         |
| <b>€255 million Unsecured Facility</b> | Gearing Ratio | 49.21%    | 65.00%    | \$1.36 billion   | on Tangible Assets      |
|  | ICR           | 3.8 x     | 2.5 x     | \$76.6 million   | on EBITDA               |

- Extensive, and regular modelling of various different scenarios regularly conducted
- Worst of COVID-19 arguably over with relatively minimal impact on portfolio and cashflows
- Cromwell has adequate liquidity and substantial headroom to covenants to allow it time to consider various capital reallocation strategies that will restore gearing to the target range



---

# Direct Property Investment Segment





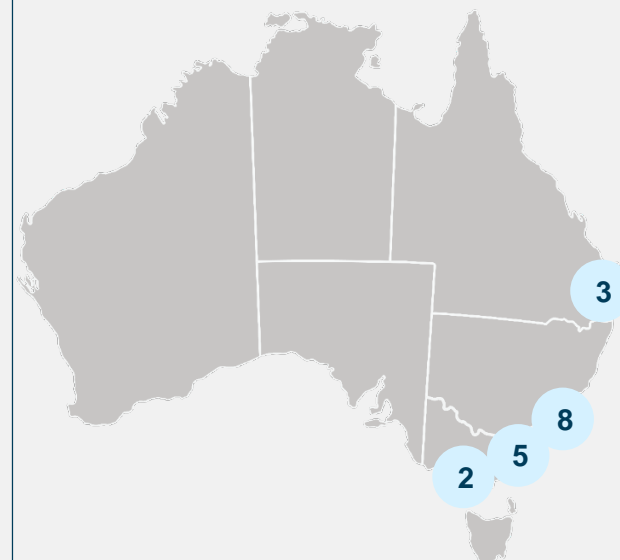
# Property Portfolio Snapshot (Australian properties only)

Direct Property Investment Segment

## Key Core/Core+ Portfolio Metrics<sup>1</sup>

| Core   | Properties<br>10 | Book value<br>\$2.4 billion  | WACR<br>5.26% | WALE<br>7.4 years | Occupancy<br>98.5%  | NOI growth<br>4.6% |
|--------|------------------|------------------------------|---------------|-------------------|---------------------|--------------------|
| Core+  | Properties<br>6  | Book value<br>\$0.6 billion  | WACR<br>6.53% | WALE<br>2.8 years | Occupancy<br>87.7%  | NOI growth<br>8.5% |
| Total  | Properties<br>16 | Total value<br>\$3.0 billion | WACR<br>5.51% | WALE<br>6.3 years | Occupancy<br>95.6%  | NOI growth<br>5.6% |
| Active | Properties<br>2  | Book value<br>\$18 million   | WACR<br>7.25% | WALE<br>N/A       | Occupancy<br>Vacant | NOI growth<br>N/A  |

1. NOI growth calculated on a like-for-like basis. All other metrics as at 31 December 2020



**18** Total Australian properties on balance sheet

**\$3.0bn** Book value

**5.51%** WACR

# Back-to-the-office

Direct Property Investment Segment

## Tenant-Customer Focus

- Cromwell has been focused on providing safe workplaces for all tenant-customers in accordance with relevant guidelines
- Occupancy rates have been driven by government and individual company policies and recent lockdowns
- Cromwell's occupancy rates per state are similar to those surveyed by the Property Council of Australia albeit occupancy in its Canberra assets are closer to pre-COVID levels
- Occupancy is not expected to return to 'normal' levels until vaccination programmes have substantially completed

## Creating COVID safe workplaces

**COVID-19:**  
Please practice good lift etiquette

TO ENSURE THE SAFETY OF YOURSELF AND OTHERS, PLEASE:

- Maintain physical distance
- Do not over-crowd
- Avoid touching others
- Practice good hygiene and wear face covering mask

**COVID-19:**  
Help stop the spread

We're all in this together.

Cromwell continues to respond to the COVID-19 pandemic in an active and agile manner. We are promoting hygiene and social distancing measures to reduce the risk of a 'second wave' of COVID-19. Steps you should take include:

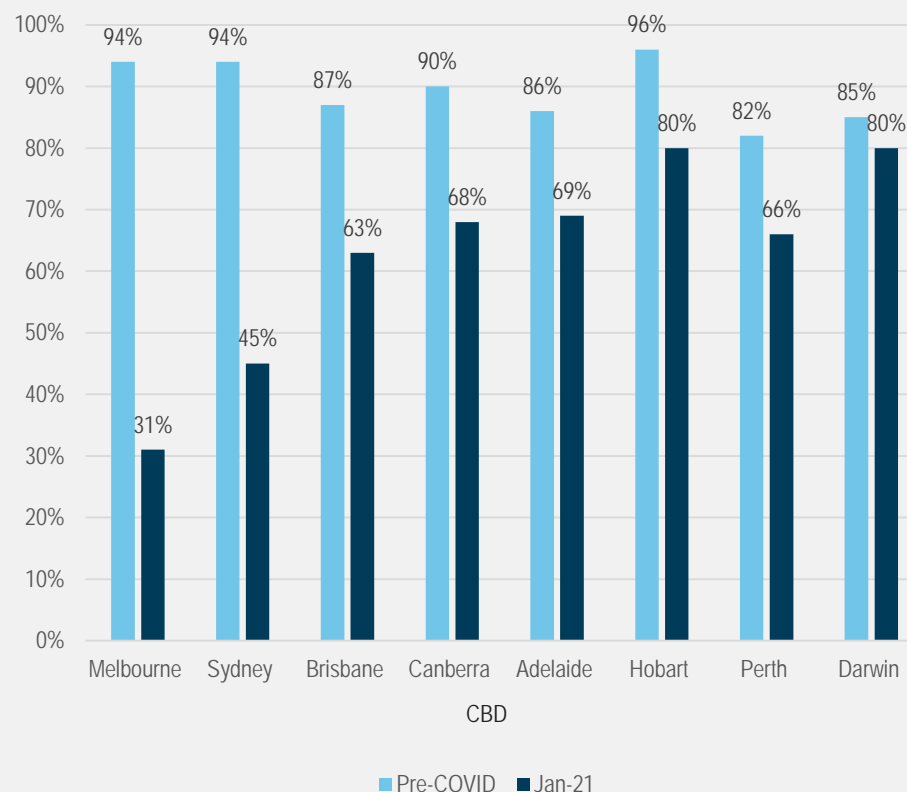
- Maintaining a 1.5m distance from others
- Practicing good hygiene
- Staying home if you are experiencing any flu-like symptoms

Cromwell has increased the frequency of cleaning for high 'touch' areas, such as elevator buttons, doorhandles and handrails. Further preventative actions to limit the likelihood of a positive case in this building include installing hand sanitisers, promoting social distancing and hygiene measures, as well as purchasing additional bathroom supplies to ensure the building is able to remain safe and operational.

PLEASE WAIT HERE  
MAINTAIN SOCIAL DISTANCING

CLEAN HANDS COUNT

## Property Council CBD Back-to-the-office statistics



Source: Property Council of Australia

# Portfolio Demonstrates Resiliency

## Direct Property Investment Segment

### Occupancy and Leasing Status

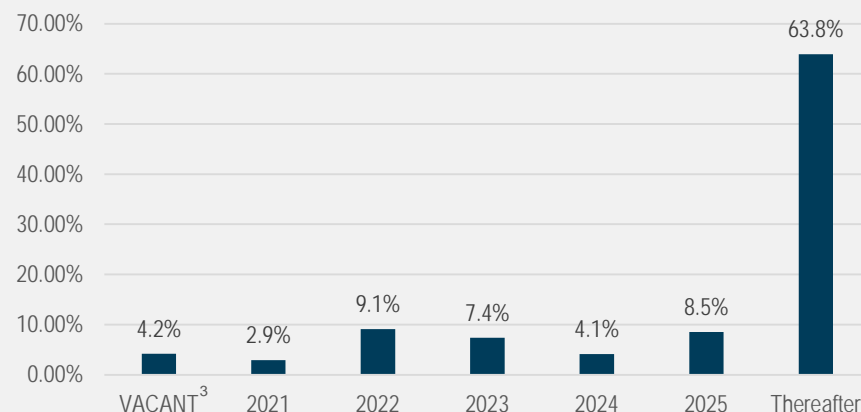
- Weighted Average Lease Expiry of 6.3 years (FY20 6.2 years)
- Vacancy by gross passing income of 4.2%
- Favourable future expiry profile with an average of roughly 7% expiring each year from 2021 to 2025 (5 years)
- Upcoming expiries greater than 1.0% of gross passing income are Therapeutic Goods Administration for 4.1% of gross passing income and NortonLifelock Australia Pty Ltd for 2.1% of gross passing income in July 2022 and July 2021 respectively

### Major Tenant-customers

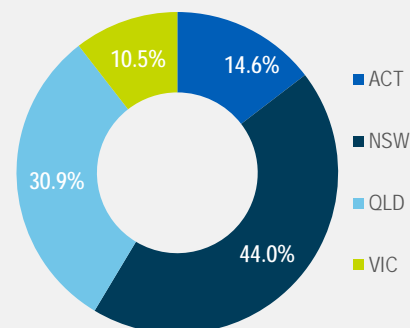
| Top Tenants <sup>1</sup> | % of Gross Income | Cumulative % | Credit Rating <sup>2</sup> |
|--------------------------|-------------------|--------------|----------------------------|
| Federal Government       | 22.8%             | 22.8%        | AAA                        |
| Qantas                   | 16.0%             | 38.8%        | Baa2                       |
| NSW State Government     | 13.2%             | 52.0%        | AAA                        |
| QLD State Government     | 8.4%              | 60.4%        | AA+                        |
| <b>TOTAL</b>             | <b>60.4%</b>      |              |                            |

- Calculated on current gross passing income, subject to review and rounding
- S&P/Moodys Ratings as at 24 February 2021
- Includes vacancy, holdover, casual
- Includes Government owned and funded entities

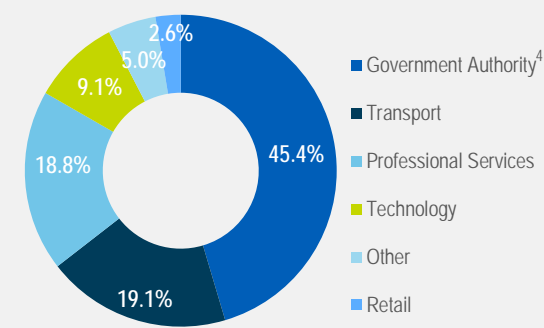
### Cromwell Lease Expiry Profile<sup>1</sup>



### Geographic diversification






### Sector diversification



# Development Pipeline To Improve Portfolio Quality

Direct Property Investment Segment

Line-of-sight to c.\$1.0 billion pipeline of new value add development opportunities

|                                   |                  |                    |  |  |
|-----------------------------------|---|--|---|--|
|                                   | <b>19 National Circuit,<br/>Barton, ACT</b>   | <b>700 Collins Street,<br/>Melbourne VIC</b>   | <b>Victoria Avenue,<br/>Chatswood NSW</b>   | <b>Confidential Projects</b>   |
| <b>Description</b>                | This property is earmarked to be demolished and a new c. 18,000 sqm building is to be constructed | DA for an additional 13,000 sqm of office, 182 room hotel and c. 280 residential accommodation units | Amended DA agreed with JV partner and submitted to Council                          | Negotiations on redevelopment of existing assets with new and existing tenants |
| <b>Status</b>                     | DA Approved   | DA Approved  | Awaiting DA Approval  | Pipeline   |
| <b>Estimated development cost</b> | \$85 million  | c.\$350m   | c.\$120m  | >\$450m  |
| <b>Proposed timing</b>            | FY21+   | FY22-24  | FY22-23   | FY21+  |

---

# Indirect Property Investment Segment





# Segment Operating profit of \$22.6 million

Indirect Property Investment Segment

| Key Metrics             |   |                     |                                  |                              | Commentary  |
|-------------------------|---|---------------------|----------------------------------|------------------------------|---|
| <b>CEREIT</b>           | Book value<br>€399 million                            | AUM<br>€2.2 billion | WALE<br>4.6 years                | Properties<br>96             | Increase quality / resiliency of portfolio, with 75%+ in Western Europe and 75%+ in office and light industrial / logistics |
| <b>LDK</b>              | Equity accounted Value <sup>1</sup><br>\$17.7 million | JV interest<br>50%  | Seniors Living Apartments<br>430 | Seniors Living Villages<br>2 | Focus on construction of Blocks D & E at Greenway Views and two NEW greenfield opportunities in due diligence               |
| <b>CPRF<sup>2</sup></b> | Valuation<br>€455 million                             | WALE<br>4.9 years   | WACR<br>6.5%                     | Assets<br>6                  | Temporarily warehoused on balance sheet   |
| <b>CULF</b>             | Valuation<br>€54.5 million                            | WALE<br>10.2 years  | WACR<br>5.1%                     | Assets<br>7                  | Temporarily warehoused on balance sheet   |

1. 50% interest

2. Excludes equity accounted interest in Ursynow

# CEREIT – Outstanding COVID-19 Performance

Indirect Property Investment Segment

## Resilience and diversification

- No blanket provisions for “rent relief” or across-the-board rent waivers; less than €40,000 in rent abatements and fortnightly top 25 tenant-customer per country call programme
- 2.1% positive rent reversion across all sectors with close to 100% cash collection rate for 2020
- 95.1% occupancy up from 93.2% in previous year
- Recorded an uplift in valuations with the portfolio now valued at €2.2 billion<sup>1</sup> (€2.1 billion FY20)
- Cromwell’s 30.7% equity accounted share of CEREIT’s profit for the year was \$22.2 million (HY20: \$22.8 million)
- As at 31 December 2020 the stake is valued at over €399 million (\$637 million)
- €113.2 million acquisition of 11 assets in the Czech Republic and Slovakia expected end first quarter of 2021 will increase portfolio weighting of light industrial / logistics towards 40%
- Exploring opportunities in the post-Brexit UK

1. Valuation is based on independent valuations conducted by CBRE and Savills as at 31 Dec 2020 for 95 properties in the portfolio, the new acquisition in Italy completed on 23 Dec 2020 is carried at its purchase price  
 2. Others include three government-let campuses, one leisure / retail property and one hotel in Italy

## Key statistics

**Book value (30.7%)**  
**€399 million**

**AUM**  
**€2.2 billion<sup>1</sup>**

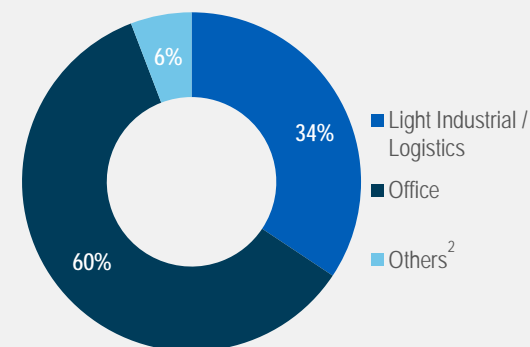
**WALE**  
**4.9 years**

**Occupancy**  
**95.1%**

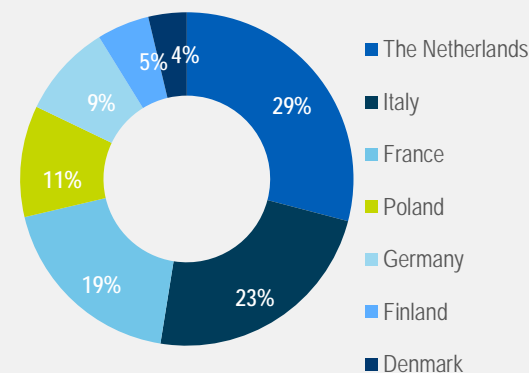
**Properties**  
**96**

**Tenants**  
**800**

## Sector diversification



## Geographic diversification



# LDK – Additional Greenfield Sites Identified

## Indirect Property Investment Segment

### Seniors Living opportunity

- 50% ownership interest in LDK Healthcare (LDK) which has two operational villages (The Landings and Greenway Views)
- The Landings, a 220 home Seniors Living village on the Upper North Shore, Sydney, was acquired for \$60 million in 2019 and adaptive reuse of Greenway Views in Canberra continues
- Ongoing discussions continue with interested capital partners to scale-up and establish a sizeable business over the medium term
- Two additional greenfield sites are currently in due diligence
- No reported COVID-19 cases in either village

### LDK Greenway Views – Adaptive Reuse Update

- Adaptive re-use of Tuggeranong Office Park to a planned >300 apartment, Seniors Living village continues
- First three blocks (Stage 1) of 210 apartments have been completed and second two blocks (Stage 2) are now underway with completion due in February 2022
- 128 of the 210 completed Stage 1 apartments have been sold (83 settled)
- Stage 2 will provide an additional 117 apartments. Pre-sales are strong with 42 sales achieved so far



The Landings, North Turramurra



Greenway Views, ACT

# CPRF – Opportunity for Capital Partners

Indirect Property Investment Segment

## Commentary

- The portfolio contains six catchment dominating shopping or convenience centres, plus a significant interest in a seventh (Ursynow)
- All centres are anchored by significant hypermarket/grocery which continued to trade strongly throughout lockdowns, underpinned by French grocery giant Auchan providing 30% of gross rent
- Confidential discussions with a range of possible outcomes ongoing on Ursynow. Update to be provided once they conclude
- The portfolio will be offered to capital partners as soon as conditions allow
- Cromwell is looking to retain a stake of up to 20%

1. Statistics exclude equity accounted investment in Ursynow

## Key Statistics<sup>1</sup>

### Valuation

€451.1 million

### WALE

4.9 years

### Assets

6

### WACR

6.5%

### Occupancy

94.8%

## Valuation Details

| Portfolio        | Value (€m)<br>Dec 20 | Value (€m)<br>June 20 | WALE<br>(years) | Occupancy<br>(%) |
|------------------|----------------------|-----------------------|-----------------|------------------|
| Janki, Warszawa  | 226.6                | 227.6                 | 5.3             | 91.7%            |
| Korona, Wrocław  | 85.3                 | 84.9                  | 5.0             | 98.8%            |
| Ster, Szczecin   | 56.2                 | 56.2                  | 3.2             | 88.1%            |
| Rondo, Bydgoszcz | 54.4                 | 54.9                  | 4.2             | 97.3%            |
| Tulipan Łódź     | 15.5                 | 15.6                  | 5.6             | 100.0%           |
| Kometa, Toruń    | 13.1                 | 13.2                  | 6.2             | 100.0%           |
| <b>Total</b>     | <b>451.1</b>         | <b>452.1</b>          | <b>4.9</b>      | <b>94.8%</b>     |
| Ursynow, Warsaw  | 106.5                | 106.8                 | 4.2             | 93.3%            |
| <b>Total</b>     | <b>557.6</b>         | <b>558.9</b>          |                 |                  |



# CULF – Opportunity for Capital Partners

Indirect Property Investment Segment

## Commentary

- During the half-year Cromwell, in partnership with Korean real estate investment manager, IGIS Asset Management, settled on seven logistics assets in Northern Italy for €51 million (\$83.3 million)
- The assets in the portfolio were independently valued as at 31 December 2020 and showed a 3.0% overall increase in value
- The portfolio is currently fully let to, and occupied by, DHL and remained open and operational through various Italian government restrictions
- The portfolio is intended to form the seed portfolio of the Cromwell European Logistics Fund, to be launched shortly
- Cromwell is looking to retain a 20% stake

## Key statistics

|                                      |                              |                     |                    |                          |
|--------------------------------------|------------------------------|---------------------|--------------------|--------------------------|
| <b>Valuation</b><br>€54.5<br>million | <b>WALE</b><br>10.2<br>years | <b>WACR</b><br>5.1% | <b>Assets</b><br>7 | <b>Occupancy</b><br>100% |
|--------------------------------------|------------------------------|---------------------|--------------------|--------------------------|

## Valuation Details

| Portfolio           | Value (€m)<br>Dec 20 | WALE<br>(years) | Occupancy<br>(%) |
|---------------------|----------------------|-----------------|------------------|
| Carugate            | 23.4                 | 11.0            | 100.0%           |
| Campegine           | 9.9                  | 12.0            | 100.0%           |
| Torri di Quartesolo | 5.5                  | 9.0             | 100.0%           |
| Verona              | 5.4                  | 9.0             | 100.0%           |
| Bologna Interporto  | 5.1                  | 9.0             | 100.0%           |
| Campogalliano       | 3.0                  | 9.0             | 100.0%           |
| San Mauro Torinese  | 2.2                  | 6.0             | 100.0%           |
|                     | 54.5                 | 10.2            |                  |



---

# Funds and Asset Management Segment



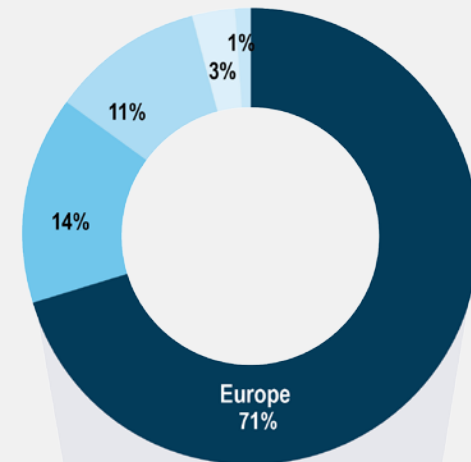
# Segment Profit of \$22.3 million

Funds and Asset Management Segment

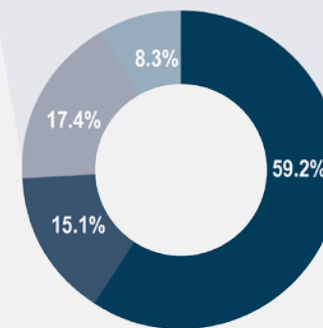
| Key Metrics |                      |                               | Commentary   |
|-------------|----------------------|-------------------------------|--|
| Wholesale   | FUM<br>\$6.1 billion | HY21 profit<br>\$7.9 million  | Significant opportunity to scale post-COVID-19, 79% of platform underpinned by longer term recurring capital |
| Retail      | FUM<br>\$2.1 billion | HY21 profit<br>\$14.4 million | Long term recurring revenue, high margins and focus on quality retail investment products                    |
| Total       | FUM<br>\$8.3 billion | HY21 profit<br>\$22.3 million | FUM up slightly (FY20 \$8.2 billion) but profit hit by reduction in transaction and performance fees         |

## Cromwell Funds Under Management

### Australasia



### Europe



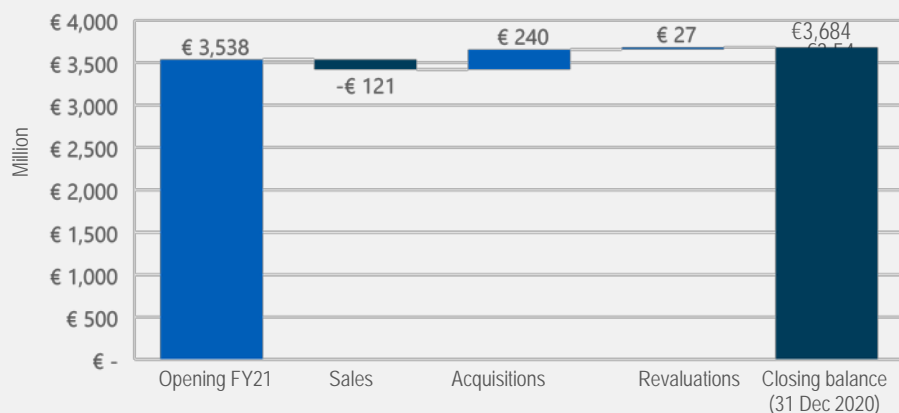
# Europe – Executing through COVID-19

## Funds and Asset Management Segment

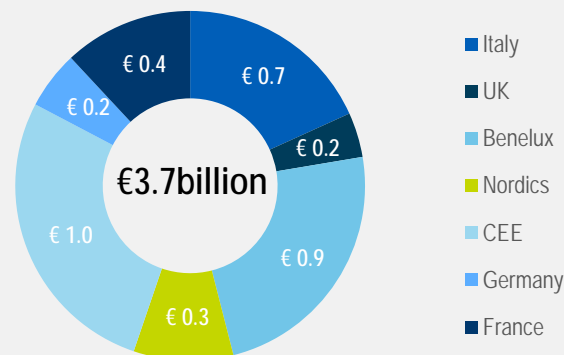
### European Funds Management Update

- €3.7 billion FUM with 78% underpinned by longer dated capital (FY20 €3.5 billion)
- Transactional activity essentially stopped for six months when COVID-19 hit, but has slowly returned albeit at different rates in different countries
- Pertti Vanhanen appointed as new Managing Director, Europe. Previously at Aberdeen Asset Management, he commenced in January 2021
- Medium term target of €8 billion FUM (75% recurring) remains

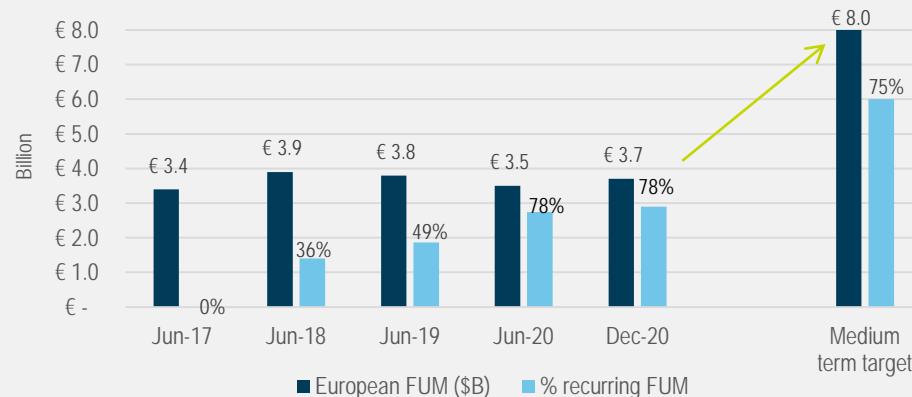
### Change in European FUM



### European FUM by Region (€billion)



### Evolution of European FUM



# Europe – Executing through COVID-19

## Funds and Asset Management Segment

|             |  |
|-------------|--|
| 29 Jul 2020 | Announced acquisition of seven logistics assets in Italy for €51 million, with IGIS Asset Management   |
| 13 Aug 2020 | Entered into partnership with Goldman Sachs to develop a sustainable 24,078 sqm office building in Amsterdam 'The Joan'                                    |
| 1 Oct 2020  | CEREIT acquired 30,557 sqm freehold Sangerhausen logistics asset in Germany  |
| 7 Oct 2020  | Sold 16,000 sqm urban distribution park in France to Valor Real Estate Partners  |
| 8 Oct 2020  | Acquired 1,500 sqm core office building in Paris CBD, on behalf of new capital partner   |
| 23 Oct 2020 | CEREIT secured three lease deals totalling 25,000 sqm in Denmark, France and Poland  |
| 23 Dec 2020 | Off-market acquisition of an intermodal logistics park in Italy totalling 156,000 sqm  |
| 18 Jan 2021 | Pertti Vanhanen joined as Managing Director, Europe  |
| 26 Jan 2021 | Completed sale of final asset within the Cromwell Netherlands Diversified Partnership (CNDP). CNDP has deployed >€350 million of capital since 2014        |
| 27 Jan 2021 | Cromwell to develop a 7,100 sqm new office building at Kildean Business Park, Scotland which has been pre-let to M&G Plc on a 20-year sole occupancy lease |



7 rue de la Baume, Paris, France



Centro Logistico Orlando Marconi, Italy



Kildean Business Park, Scotland



# Australia – Continued Investor Demand for Income

## Funds and Asset Management Segment

- Retail Funds Management segment profit was \$14.4 million and AUM was \$2.1 billion, slightly lower (\$2.2 billion FY20) due to the sale of the Rand Distribution Centre

### Cromwell Property Trust 12

- The Rand Distribution Centre in Direk, South Australia sold for \$63 million, a \$10 million premium to book value. Unitholders received the proceeds via a special distribution
- Unitholders voted to renew the trust term for a further five years until 31 October 2025
- Performance fee paid of \$9.695 million

### Cromwell Phoenix Property Securities Fund

- Retains highly recommended rating from two major independent research houses
- Any rotation away from growth to value will assist investment manager “Phoenix” who is a deep value manager

### Cromwell Phoenix Opportunities Fund

- Delivered net performance to investors of 35.3% (including franking credits) for the six months to 31 December 2020
- Performance fee paid of \$2.2 million



Rand Distribution Centre, Direk, SA



19 George Street, Dandenong, VIC



# Australia – Continued Investor Demand for Income

## Funds and Asset Management Segment

### Cromwell Direct Property Fund (DPF)

- Withdrawal event associated with the end of DPF's initial seven-year term closed on 31 July 2020. Investors representing 90.1% of issued capital elected to continue with their investment in DPF
- Gross assets remain in excess of \$408 million following the withdrawal event. Performance since inception (August 2013) is 9.2% annualised (31 December 2020)
- Fund has a distribution yield of 5.8%, paid monthly, based on a unit price of \$1.24 as at 31 December 2020
- Fund was added to major administration platforms throughout November 2020 facilitating deeper access to retail capital and further diversifying the register
- Fund's gearing (total debt / total assets) at a low 20.5% providing the opportunity to acquire new assets



163-175 O'Riordan Street, Mascot, NSW



11 Farrer Place, Queanbeyan, NSW



Bunnings, Munno Para West, SA

# New Zealand - Oyster Industrial Limited to Reopen

## Funds and Asset Management Segment

- Total AUM at Oyster Group in New Zealand (50% interest) was essentially unchanged at NZ\$1.9 billion (FY20 NZ\$2.0 billion)

### Key recent activity

- Oyster Industrial Limited has contracted to purchase three additional industrial properties and re-opened in December 2020 for a second equity raise
- Oyster has also exchanged contracts on the acquisition of the Albany Lifestyle Centre for NZ\$87.5 million. Settlement of the property is expected to occur on 30 April 2021
- The property is located within the heart of Auckland's North Shore suburb of Albany and is anchored by a 13,707 sqm Mitre 10 Mega store
- The acquisition will be the seed asset for a new unlisted large format retail fund with a particular focus on supermarkets, DIY/hardware and essential service stores



Albany Lifestyle Centre



Oyster Industrial Limited Asset

---

# Outlook





# Global Economic Growth Hit by COVID-19

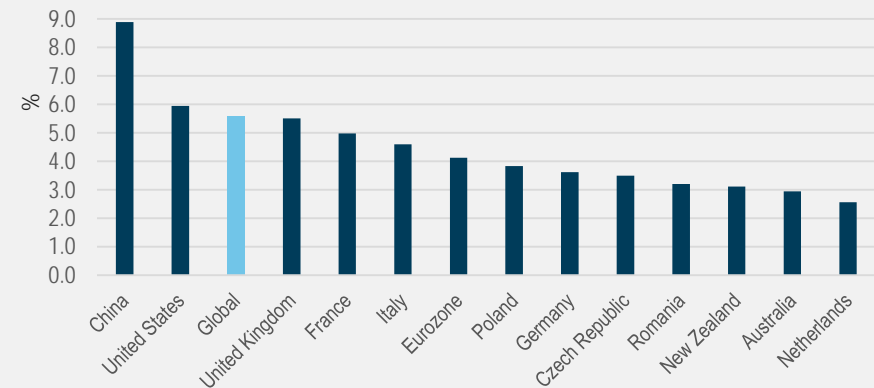
## Outlook

### Global Economic Growth

- Major economies are expected to show strong positive economic growth for 2021 after COVID-19 driven contractions in the previous year
- Australia had two quarters of negative growth for the first time in 30 years before rebounding strongly in the last quarter despite the lockdown in Melbourne
- Unemployment has dropped faster than expected to 6.4% and the economy is expected to grow 3.0% in 2021 although further lockdowns may impact the timing of this
- Global growth is also forecast to bounce back strongly to 5.6% led by the world's two largest economies, China at 8.9% and the United States at 5.9%
- Eurozone GDP forecast to grow by 4.1% with most countries expected to grow faster than Australia's forecast 3.0%
- €1.1 trillion European Commission recovery plan will improve the region's medium-term growth outlook and should help offset the differences in domestic fiscal responses

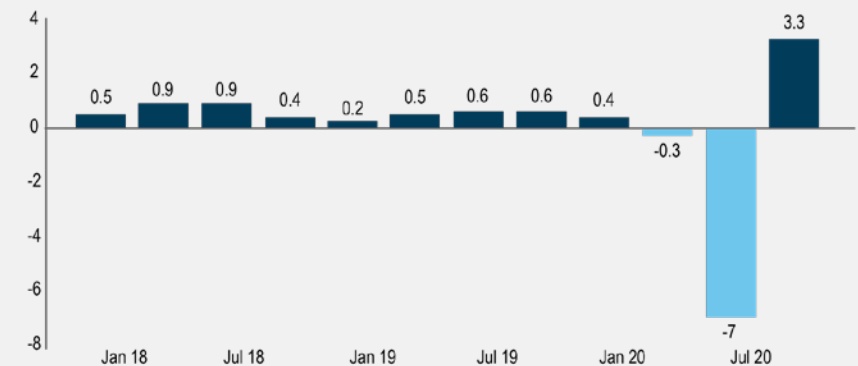
Source: Oxford Economics

### 2021 (Select) Forecast GDP Growth Rates



Source: Oxford Economics

### Australian Quarterly GDP Growth Rate



Source: Trading Economics.com, Australian Bureau of statistics

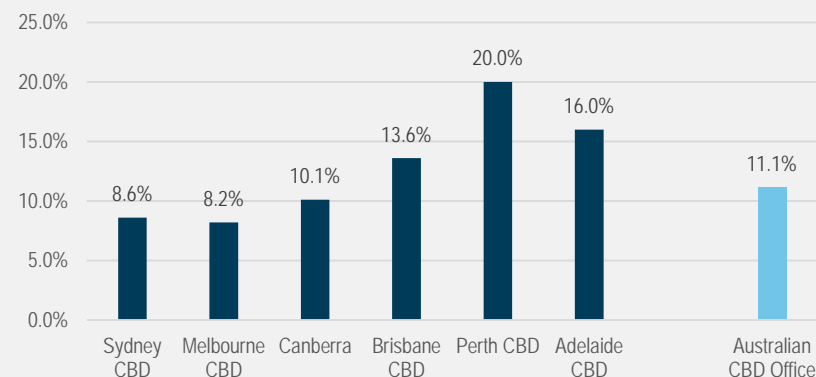
# Australian Real Estate Snapshot

## Outlook

### Australian CBD Office Markets

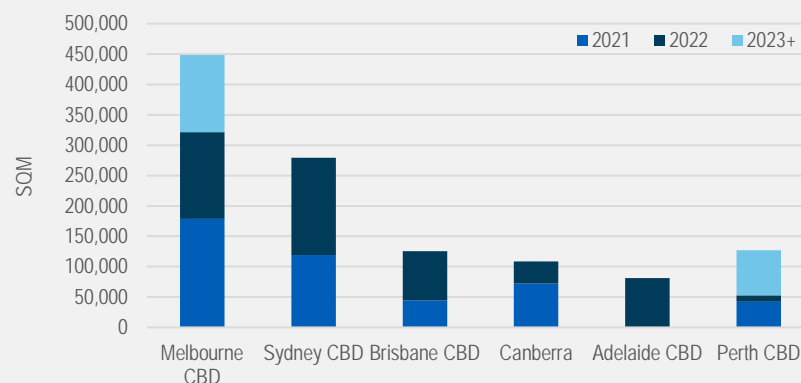
- Australian CBDs impacted by COVID-19 with occupancy rates still substantially below pre-COVID-19 norms
- Sydney CBD (8.6%) and Melbourne CBD (8.2%) office markets have both seen rises in vacancy from c.3% before COVID-19
- All other CBD markets have vacancy rates above 10%
- 400,000+ sqm of new stock to be added to Australian CBDs in 2021 with a further 700,000 sqm projected in 2022/23+
- 40% of the overall total is forecast to be added to the Melbourne CBD
- Long leased offices, where supported by government leases continue to be in demand. Industrial / logistics sector is also expected to stay popular while the retail sector remains out of favour

### Total Australian CBD Office Vacancy (%)



Source: PCA

### Future Supply of CBD Markets



Source: PCA



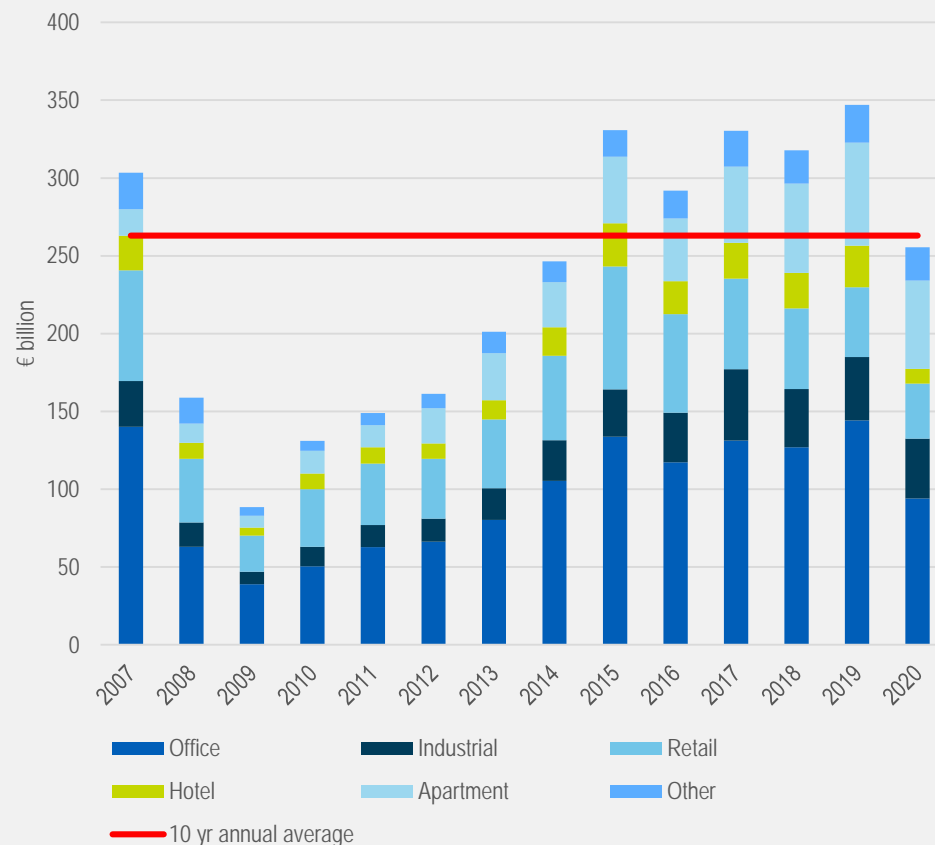
# European Real Estate Snapshot

## Outlook

### European Commercial Real Estate Markets

- €76.2 billion was invested in the fourth quarter of 2020, 55% above the previous quarter and on par with the first quarter of 2020 bringing the total 2020 volume to €255 billion – only 3% behind the 10 year annual average
- Office sector accounted for 36% of total investment volume, similar to previous quarters with a clear focus on quality assets in well-connected locations
- The share of industrial transactions continued to grow, reaching 18% at the end of 2020, equating to €14.0 billion
- Retail accounted for 14% in the final quarter of 2020 or €10.9 billion as investors continue to rebalance their portfolios and focus on strategic assets and locations
- Structural shifts, accelerated by the COVID-19 crisis will see more capital directed towards sectors that offer defensive, long-term characteristics

### Investment Volumes by Sector



Source: Real Capital Analytics – data as at 27 January 2021

# Outlook

## Outlook

### FY21 Guidance

- The roll out of vaccination programmes provides confidence that COVID-19 impacts will gradually become more manageable over time
- However the economic and social impacts of the pandemic will continue to cause uncertainty and dislocation for the rest of 2021 and are likely to impact market activity and the timing of related transactional and performance fees
- Cromwell therefore provides updated FY21 distribution guidance of 7.00 cps, 0.50 cps below previous guidance
- Guidance is subject to changes in economic conditions, the continuing impact of COVID-19 on markets and the effectiveness of vaccination programmes and responses by various governments
- HY21 distributions of 3.75 cps have been paid, meaning distributions of 3.25 cps are now forecast to be paid for the remainder of FY21
- Based on FY21 guidance of 7.00 cps and a closing security price of \$0.82 as at 24 February 2021 this represents a forecast distribution yield of 8.54%

### For further information please contact:



**Michael Wilde**  
Acting CEO  
Michael.wilde@cromwell.com.au  
Phone: +61 7 3225 7777



**Brett Hinton**  
Acting CFO  
Brett.hinton@cromwell.com.au  
Phone: +61 7 3225 7777



**Ross McGlade**  
Head of Investor Relations  
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

---

# Appendices



# Appendices

## Contents

|       |   |
|-------|---|
| 43    | HY21 Operating and Statutory Profit Reconciliation  |
| 44    | Segment Result - Operating Earnings Detail          |
| 45    | Balance Sheet                                       |
| 46    | Property Portfolio - Top 10 Assets                  |
| 47    | Property Portfolio - Top 10 Leases                  |
| 48-49 | Property Portfolio - Net Property Income            |
| 50    | Property Portfolio - Movement in Book Value         |
| 51    | Property Portfolio - Debt Platform Facility Details |

# HY21 Operating and Statutory Profit Reconciliation

## Appendix

|   |  | HY21 (\$M)      | HY20 (\$M)      |
|---|--|-----------------|-----------------|
| <b>Profit from operations</b>                   |  | <b>99.1</b>     | <b>134.1</b>    |
| <b>Operating EPS (cents per security)</b>       |  | <b>3.79 cps</b> | <b>5.18 cps</b> |
| Gain on sale of investment properties           |  | 5.9             | 2.9             |
| Loss on disposal of other assets                |  | -               | (2.8)           |
| Other transaction costs                         |  | (7.8)           | (17.2)          |
| Restructure costs                               |  | (1.5)           | -               |
| Related to non-controlling interests            |  | 0.7             | -               |
| Operating lease costs                           |  | 1.5             | 1.8             |
| Fair value net gains / (write-downs)            | Investment properties  | 37.6            | 110.1           |
|   | Derivative financial instruments                               | 3.9             | (3.8)           |
|   | Investments / receivables at fair value through profit or loss | (0.5)           | 20.2            |
| Non-cash property investment income / (expense) | Straight-line lease income                                     | 3.1             | 5.5             |
|   | Lease incentive amortisation                                   | (13.7)          | (11.8)          |
|   | Lease cost amortisation  | (1.2)           | (2.2)           |
| Other non-cash expenses:                        | Amortisation of loan transaction costs                         | (4.9)           | (5.1)           |
|   | Finance costs attributable to lease incentives                 | (0.5)           | (0.3)           |
|   | Net exchange gains / (loss) on foreign currency borrowings     | 18.4            | 9.8             |
|   | Amortisation and depreciation <sup>1</sup>                     | (4.5)           | (3.5)           |
|   | Relating to equity accounted investments <sup>2</sup>          | 14.1            | (4.6)           |
|   | Net foreign exchange gains / (losses)                          | (1.3)           | -               |
|   | Net tax losses / (utilised) <sup>3</sup>                       | (1.6)           | (5.8)           |
| <b>Net Profit for the year</b>                  |  | <b>146.8</b>    | <b>227.3</b>    |
| <b>Statutory EPS (cents per security)</b>       |  | <b>5.59 cps</b> | <b>8.78 cps</b> |

1. Comprises depreciation of plant and equipment and right-of-use assets and amortisation of intangible assets
2. Comprises fair value adjustments and other non-operating items included in share of profit of equity accounted entities
3. Comprises tax expense attributable to changes in deferred tax assets recognised as a result of carried forward tax losses



# Segment Results – Operating Earnings Detail

## Appendix

| Half Year ending 31 December 2020                  | Direct Property<br>Investment<br>(\$M) | Indirect Property<br>Investment<br>(\$M) | Funds And Asset<br>Management<br>(\$M) | HY21           |
|--|--|--|--|----------------|
| <b>Segment revenue</b>                             |  |  |  |                |
| Rental income and recoverable outgoings            | 110.0                                  | 33.1                                     | -                                      | 144.1          |
| Operating profits of equity accounted investments  | -                                      | 23.6                                     | 6.3                                    | 29.9           |
| Development sales and fees                         | -                                      | 0.5                                      | 1.1                                    | 1.6            |
| Funds and asset management fees                    | -                                      | -  | 52.2                                   | 52.2           |
| Distributions                                      | -                                      | 1.8                                      | -                                      | 1.8            |
| <b>Total segment revenue and other income</b>      | <b>110.0</b>                           | <b>59.0</b>                              | <b>59.6</b>                            | <b>229.6</b>   |
| <b>Segment expenses</b>                            |  |  |  |                |
| Property expenses                                  | (18.5)                                 | (17.1)                                   | -                                      | (35.6)         |
| Funds and asset management direct costs            | -                                      | (2.5)                                    | (32.9)                                 | (35.4)         |
| Other expenses                                     | (0.8)                                  | (1.9)                                    | (4.4)                                  | (7.1)          |
| <b>Total segment expenses</b>                      | <b>(19.3)</b>                          | <b>(21.5)</b>                            | <b>(37.3)</b>                          | <b>(78.1)</b>  |
| <b>EBITDA</b>                                      | <b>91.7</b>                            | <b>37.5</b>                              | <b>22.3</b>                            | <b>151.5</b>   |
| Finance costs                                      | (14.6)                                 | (14.9)                                   | -                                      | (29.5)         |
| <b>Segment profit after finance costs</b>          | <b>77.1</b>                            | <b>22.6</b>                              | <b>22.3</b>                            | <b>122.0</b>   |
| <b>Unallocated items</b>                           |  |  |  |                |
| Finance income                                     |  |  |  | 2.0            |
| Corporate costs <sup>1</sup>                       |  |  |  | (19.5)         |
| Income tax expense                                 |  |  |  | (5.4)          |
| <b>Segment profit</b>                              |  |  |  | <b>99.1</b>    |
| <b>Weighted Average Securities on Issue ('000)</b> |  |  |  | <b>2,614.8</b> |

1. 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

# Balance Sheet

## Appendix

|   | HY210 (\$M)      | FY20 (\$M)       |
|---|------------------|------------------|
| Cash and Cash Equivalents                           | 150.3            | 194.1            |
| Investment Property                                 | 3,811.5          | 3,752.3          |
| Equity accounted investments                        | 717.7            | 718.0            |
| Receivables   | 279.4            | 251.3            |
| Other assets  | 80.1             | 74.8             |
| <b>Total assets</b>                                 | <b>5,039.0</b>   | <b>4,990.5</b>   |
| Interest bearing liabilities                        | (2,234.7)        | (2,191.2)        |
| Derivative financial instruments                    | (15.3)           | (19.3)           |
| Distribution payable                                | (49.1)           | (49.0)           |
| Payables  | (94.1)           | (111.1)          |
| Other liabilities                                   | (31.3)           | (30.9)           |
| <b>Total liabilities</b>                            | <b>(2,424.5)</b> | <b>(2,401.5)</b> |
| <b>Net assets</b>                                   | <b>2,614.5</b>   | <b>2,589.0</b>   |
| Securities on issue                                 | 2,617.5          | 2,612.9          |
| <b>NTA per security (excl. interest rate swaps)</b> | <b>\$1.00</b>    | <b>\$0.99</b>    |
| <b>Gearing<sup>1</sup></b>                          | <b>42.5%</b>     | <b>41.6%</b>     |
| <b>Gearing (look-through)<sup>1</sup></b>           | <b>49.2%</b>     | <b>47.5%</b>     |

1. Gearing calculated as (total borrowings less cash)/(total tangible assets less cash). Look through gearing adjusts for the 30.7% interest in CEREIT, 88% interest in Ursynow, 50% interest in Oyster and 100% interest in LDK

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

## Appendix

| Asset                        | State | Class  | Current<br>Market Value<br>(\$M) | Cap Rate     | Occupancy %<br>by NLA | WALE             | Major Tenants                               |
|------------------------------|-------|--------|----------------------------------|--------------|-----------------------|------------------|---|
| Qantas HQ                    | NSW   | Office | 540.0                            | 5.13%        | 100.0%                | 10.9 years       | Qantas Airways Limited                      |
| 400 George Street            | QLD   | Office | 533.0                            | 5.25%        | 94.0%                 | 5.0 years        | QLD Government, Federal Government          |
| 700 Collins Street           | VIC   | Office | 338.0                            | 5.00%        | 99.2%                 | 4.9 years        | Bureau of Meteorology, Metro Trains         |
| McKell Building              | NSW   | Office | 315.0                            | 5.00%        | 100.0%                | 7.4 years        | NSW State Government                        |
| Kent Street, Sydney          | NSW   | Office | 301.0                            | 6.25%        | 90.8%                 | 3.3 years        | Norton Anti-Lock, Mann Judd, Leap Software  |
| Soward Way                   | ACT   | Office | 298.2                            | 5.00%        | 100.0%                | 11.7 years       | Federal Government                          |
| HQ North Tower               | QLD   | Office | 235.5                            | 6.00%        | 97.8%                 | 3.8 years        | AECOM, TechnologyOne, CS Energy             |
| Victoria Avenue <sup>2</sup> | NSW   | Office | 120.0                            | 5.75%        | 82.6%                 | 2.9 years        | Reed Elsevier, Leighton Contractors, Ventia |
| 200 Mary Street              | QLD   | Office | 90.0                             | 6.65%        | 79.0%                 | 1.9 years        | Cromwell, Logicamms                         |
| Station Street, Penrith      | NSW   | Office | 51.5                             | 5.75%        | 100.0%                | 7.4 years        | NSW State Government                        |
| <b>Total Top 10 Assets</b>   |       |        | <b>2,822.2</b>                   | <b>5.39%</b> | <b>95.5%</b>          | <b>6.5 years</b> |   |
| Balance of Portfolio         |       |        | 176.3                            | 7.25%        | 84.4%                 | 5.0 years        |   |
| <b>Total</b>                 |       |        | <b>2,998.5</b>                   | <b>5.51%</b> | <b>93.6%</b>          | <b>6.3 years</b> |   |

1. Relating to Australian balance sheet properties only

2. 50% interest

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

## Appendix

| Tenant-customer                                     | Tenant Classification     | Expiry Date | % of Portfolio Rental Income |
|---|---------------------------|-------------|------------------------------|
| Qantas Airways Limited                              | Listed Company/Subsidiary | Dec-32      | 16.0%                        |
| Commonwealth of Australia (Dept of Social Services) | Government Authority      | Sep-32      | 8.9%                         |
| QLD State Government                                | Government Authority      | Dec-26      | 8.4%                         |
| Government Property NSW                             | Government Authority      | Jun-28      | 8.0%                         |
| Commonwealth of Australia (Dept of Human Services)  | Government Authority      | Sep-25      | 4.8%                         |
| Bureau of Meteorology                               | Government Authority      | Jul-26      | 4.5%                         |
| Therapeutic Goods Administration                    | Government Authority      | Jun-22      | 4.1%                         |
| AECOM Australia Pty Ltd                             | Listed Company/Subsidiary | Sep-25      | 3.7%                         |
| TechnologyOne Limited                               | Listed Company/Subsidiary | Apr-26      | 3.7%                         |
| Metro Trains Melbourne Pty Ltd                      | Private Company           | Feb-25      | 3.2%                         |
|   |                           |             | 65.3%                        |

1. Relating to Australian balance sheet properties only

# Net Property Income

## Appendix

|  | HY21 (\$M)   | HY20 (\$M)  | Variance (\$M) | Variance (%)    |
|--|--------------|-------------|----------------|-----------------|
| Station Street, Penrith                  | 1.5          | 1.5         | 0.0            | 0.0%            |
| McKell Building                          | 6.8          | 6.9         | (0.1)          | (1.4%)          |
| Crown Street, Wollongong                 | 1.5          | 1.5         | 0.0            | 0.0%            |
| Bull Street, Newcastle                   | 1.0          | 0.9         | 0.1            | 11.1%           |
| Qantas HQ                                | 14.9         | 14.9        | 0.0            | 0.0%            |
| 700 Collins Street                       | 8.5          | 8.3         | 0.2            | 2.4%            |
| Soward Way, Greenway                     | 8.0          | 7.6         | 0.4            | 5.3%            |
| HQ North Tower                           | 9.6          | 8.1         | 1.5            | 18.5%           |
| Village Cinema Geelong                   | 1.0          | 0.8         | 0.2            | 25.0%           |
| <b>Core Total</b>                        | <b>52.8</b>  | <b>50.5</b> | <b>2.3</b>     | <b>4.6%</b>     |
| Oracle Building                          | 1.5          | 1.2         | 0.3            | 25.0%           |
| TGA Complex                              | 3.8          | 3.7         | 0.1            | 2.7%            |
| 200 Mary Street                          | 4.2          | 3.8         | 0.4            | 10.5%           |
| Kent Street, Sydney                      | 8.9          | 8.2         | 0.7            | 8.5%            |
| Regent Cinema Centre                     | 0.7          | 0.7         | 0.0            | 0.0%            |
| <b>Core+ Total</b>                       | <b>19.1</b>  | <b>17.6</b> | <b>1.5</b>     | <b>8.5%</b>     |
| Tuggeranong Office Park - Car Park       | (0.4)        | (0.3)       | (0.1)          | 33.3%           |
| 19 National Circuit                      | (0.1)        | 1.1         | (1.2)          | (109.1%)        |
| <b>Active Total</b>                      | <b>(0.5)</b> | <b>0.8</b>  | <b>(1.3)</b>   | <b>(162.5%)</b> |
| <b>TOTAL HELD PROPERTIES<sup>1</sup></b> | <b>71.4</b>  | <b>68.9</b> | <b>2.5</b>     | <b>3.6%</b>     |

1. Includes only balance sheet properties held for all of HY20 and HY21



# Net Property Income

## Appendix

|  | HY21 (\$M)   | HY20 (\$M)   | Variance (\$M) | Variance (%)   |
|--|--------------|--------------|----------------|----------------|
| <b>ACQUISITIONS / DISPOSALS</b>          |              |              |                |                |
| Cromwell Italy Urban Logistics Fund      | 1.0          | -            | 1.0            | N/A            |
| Cromwell Polish Retail Fund              | 14.6         | 5.8          | 8.8            | 151.7%         |
| Wakefield St, Adelaide                   | 0.8          | 8.7          | (7.9)          | (90.8%)        |
| Lovett Tower                             | (0.2)        | (0.3)        | 0.1            | (33.3%)        |
| Borrowdale House                         | 0.0          | (0.1)        | 0.1            | (100.0%)       |
| Victoria Avenue <sup>1</sup>             | 3.0          | 6.3          | (3.3)          | (52.4%)        |
| George Street, Brisbane                  | 16.2         | 9.3          | 6.9            | 74.2%          |
| Farrer Place, Queanbeyan                 | 0.0          | 0.7          | (0.7)          | (100.0%)       |
| <b>Acquisition / Disposals Total</b>     | <b>35.4</b>  | <b>30.4</b>  | <b>5.0</b>     | <b>(16.5%)</b> |
|  |              |              |                |                |
| Car Parking / Mary St Hub                | 0.1          | 0.4          | (0.3)          | (75.0%)        |
| Consolidation adjustments / eliminations | 4.8          | 3.1          | 1.7            | 54.8%          |
| <b>Other Total</b>                       | <b>4.9</b>   | <b>3.5</b>   | <b>1.4</b>     | <b>40.0%</b>   |
|  |              |              |                |                |
| <b>TOTAL NET PROPERTY INCOME</b>         | <b>111.7</b> | <b>102.8</b> | <b>8.9</b>     | <b>8.7%</b>    |

1. Reflects 50% Sale in May 2020

# Movement In Book Value

## Appendix

- Strategy of continuously improving portfolio through acquisitions since 2010
- In-sourced facilities management model also lowers lifecycle capex

|   | HY21<br>(\$M)  | FY20<br>(\$M)  | FY19<br>(\$M)  | FY18<br>(\$M)  | FY17<br>(\$M)  | FY16<br>(\$M)  | FY15<br>(\$M)  | FY14<br>(\$M)  | FY13<br>(\$M)  | FY12<br>(\$M)  | FY11<br>(\$M)  | FY10<br>(\$M)  |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Opening balance   | 3,752.3        | 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>                                 | 89.0           | 1,286.0        | -              | 51.8           | -              | -              | 8.0            | -              | 661.3          | 263.4          | 322.4          | -              |
| Construction costs  | 0.8            | 0.2            | -              | 13.6           | 92.3           | 47.2           | -              | -              | -              | -              | -              | -              |
| Finance costs capitalised                                 | 0.6            | 0.1            | -              | 1.1            | 4.4            | -              | -              | -              | -              | -              | -              | -              |
| Property Improvements                                     | 3.4            | 13.4           | 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>0.4</b>     | <b>0.7</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   | (44.0)         | (150.8)        | (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                                | 3.1            | 9.7            | 9.3            | 27.8           | 3.6            | 2.3            | 5.5            | 5.6            | 6.0            | 6.9            | 4.9            | 0.8            |
| Lease costs and incentives                                | 2.3            | 68.6           | 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 <sup>2</sup> | (15.0)         | (29.2)         | (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               | 37.6           | 17.5           | 86.4           | 77.4           | 125.0          | 263.2          | 32.4           | 46.3           | (55.7)         | (12.4)         | 33.7           | (32.1)         |
| Net foreign exchange differences                          | (19.0)         | 15.2           | -              | -              | -              | -              | -              | -              | -              | -              | -              | -              |
| <b>Closing Balance</b>                                    | <b>3,811.5</b> | <b>3,752.3</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>0.01%</b>   | <b>0.02%</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 right-of-use assets acquired as a component of the Polish portfolio

2. Pertains to the amortisation of lease costs, lease incentive costs and right-of-use assets

# Balance Sheet Debt Details

## Appendix

| Facility                        | Drawn<br>(AUD \$M) | Commitment<br>(AUD \$M) | Maturity<br>Date | Fin Yr<br>Expiry | Years<br>Remaining | Covenants                            |
|---------------------------------|--------------------|-------------------------|------------------|------------------|--------------------|--------------------------------------|
| Bank 1 - 5 Year Facility        | 100.0              | 100.0                   | Jun-2023         | 2023             | 2.5                | LVR 60%<br>ICR 2.0 x<br>WALE 3.0 yrs |
| Bank 2 - 5 Year Facility        | -                  | 250.0                   | Jun-2025         | 2025             | 4.5                |                                      |
| Bank 3 - 5 Year Facility        | 179.0              | 250.0                   | Jun-2023         | 2023             | 2.5                |                                      |
| Bank 4 - 5 Year Facility        | 150.0              | 150.0                   | Jun-2025         | 2025             | 4.5                |                                      |
| Bank 5 - 5 Year Facility        | 200.0              | 200.0                   | Jun-2024         | 2024             | 3.5                |                                      |
| Bank 6 - 5 Year Facility        | 100.0              | 100.0                   | Jun-2023         | 2023             | 2.5                |                                      |
| Bank 7 - 5 Year Facility        | 75.0               | 75.0                    | Jun-2023         | 2023             | 2.5                |                                      |
| Bank 8 - 5 Year Facility        | 50.0               | 50.0                    | Jun-2023         | 2023             | 2.5                |                                      |
| Bank 9 - 5 Year Facility        | 125.0              | 125.0                   | Jun-2023         | 2023             | 2.5                |                                      |
| Bank 10 - 7 Year Facility       | 60.0               | 60.0                    | Jun-2026         | 2026             | 5.5                |                                      |
| Bank 11 - 4 Year Facility       | -                  | 50.0                    | Mar-2024         | 2024             | 3.2                |                                      |
| Bank 11 - 5 Year Facility       | -                  | 50.0                    | Mar-2025         | 2025             | 4.2                |                                      |
| <b>Syndicated Debt Platform</b> | <b>1,039.0</b>     | <b>1,460.0</b>          |                  |                  | <b>3.1 yrs</b>     |                                      |
| Euro Syndicated Facility        | 358.9              | 358.9                   | Sept-2022        | 2023             | 1.7 yrs            | Gearing ratio 65%; ICR 2.5 x         |
| CPRF Facilities                 | 342.1              | 342.1                   |                  |                  | 1.7 yrs            | LTV 60 - 65%; DSCR 130 - 220%        |
| Cromwell Italy Urban Logistics  | 53.9               | 53.9                    |                  |                  | 4.4 yrs            | LTV 65%, ICR 2.0 x                   |
| 2025 Convertible Bond           | 352.8              | 352.8                   | Mar-2025         | 2025             | 4.2 yrs            |                                      |
| Multiple Banks                  | 81.3               | 120.6                   | Apr-2025         | 2025             | 4.1 yrs            | LTV 60 - 65%; ICR 1.5 – 2.0 x        |
| <b>TOTAL</b>                    | <b>2,228.0</b>     | <b>2,688.3</b>          |                  |                  | <b>2.9 yrs</b>     |                                      |



**CROMWELL**  
PROPERTY GROUP

