

 HEAD OFFICE
 Lvl 19, 200 Mary St, Brisbane QLD 4000 | GPO Box 1093, Brisbane QLD 4001

 INVESTORS
 1300 268 078 | EMAIL invest@cromwell.com.au

 TENANTS
 1800 005 657 | EMAIL property@cromwell.com.au

 TELEPHONE
 +61 7 3225 7777

 FACSIMILE
 +61 7 3225 7788

 WEBSITE
 www.cromwellpropertygroup.com

Thursday 27 February 2020

ASX Market Announcements Office Exchange Centre 20 Bridge Street SYDNEY NSW 2000

Dear Sir/Madam

Cromwell Property Group (ASX:CMW) HY20 Results Presentation

Attached is a copy of Cromwell Property Group's HY20 Results Presentation.

Yours faithfully CROMWELL PROPERTY GROUP

LUCY LAAKSO COMPANY SECRETARY

Authorised for lodgement by Lucy Laakso (Company Secretary) and Paul Weightman (Chief Executive Officer).

Media Enquiries: Honner Media Paul Cheal / Jessica Effeney +61 (0) 427 755 296 / +61 (0) 400 998 373 paul@honner.com.au / jessica@honner.com.au

ABOUT CROMWELL PROPERTY GROUP

Cromwell Property Group (ASX:CMW) is a diversified real estate investor and manager with operations on three continents and a global investor base. As at 31 December 2019, Cromwell had a market capitalisation of \$3.1 billion, a direct property investment portfolio valued at \$3.2 billion and total assets under management of \$11.9 billion across Australia, New Zealand and Europe.

Cromwell Property Group (ASX:CMW) comprising Cromwell Corporation Limited ABN 44 001 056 980 and the Cromwell Diversified Property Trust ABN 30 074 537 051, ARSN 102 982 598 [the responsible entity of which is Cromwell Property Securities Limited ABN 11 079 147 809, AFSL 238052] | Registered office address: Level 19, 200 Mary Street Brisbane QLD 4000 Australia



HY20 Results Presentation

I BEEBBBBB

SERERSER.

REALING

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.

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 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.

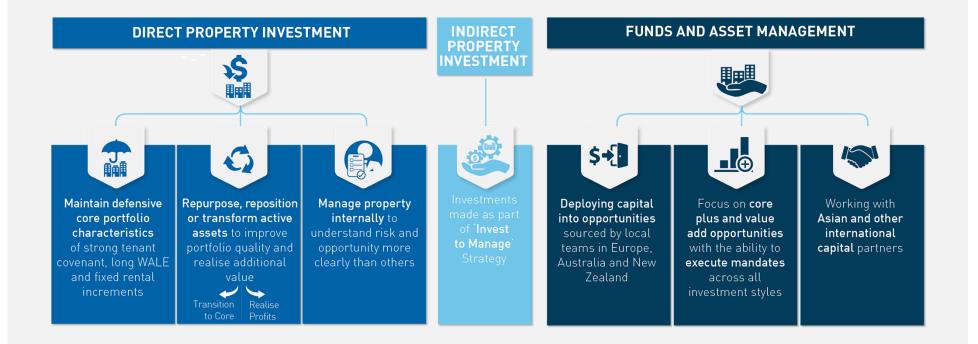
© 2020. Cromwell Property Group. All rights reserved



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



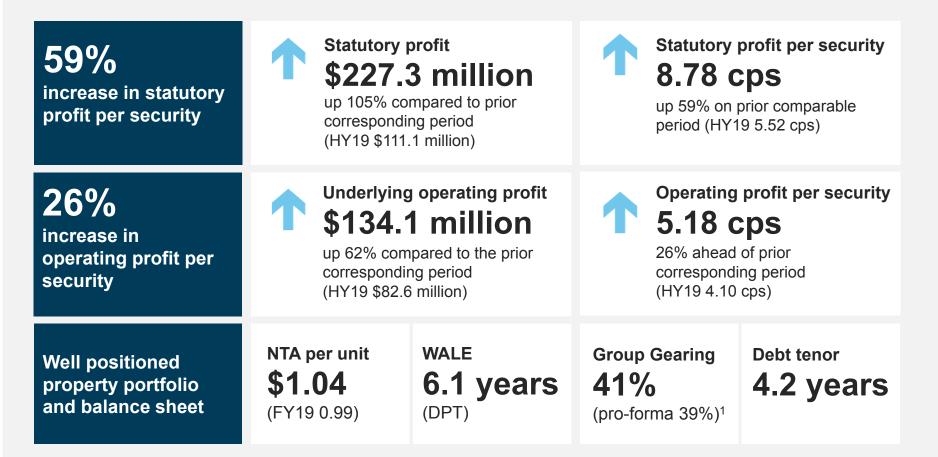




HY20 Summary Results & Strategy Update

Reas

HY20 Summary Results & Strategy Update



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 bluechip 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

Olta Area	0.000
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	
25,000	
20,000	
15,000	
10,000	
5,000	
0 2019 2020 2021 2022 202 YEAR OF	3 2024 2025 2026 2027 2028 EXPIRY
Income source	
	 88.17% Office Income 3.25% Retail Income
	2.44% Childcare Income
	4.27% Parking Income





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, selldown 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%

			Current Value	Сар	Occupancy	
Centre	City	Class	(\$M)	Rate	% 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
Total			771.0	6.10%	94.9%	5.4 years
Ursynow ²	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 Results¹

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

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) ¹	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%)		

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



HY20 Segment Results¹

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)

 See Appendix for further details of segment results, operating profit and reconciliation to statutory profit
 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%
Total segment results	162.6	100.7	61.5%
Finance income	2.9	3.2	(9.4%)
Corporate costs ²	(21.1)	(19.5)	8.2%
Income tax expense	(10.3)	(1.8)	472%
Operating profit	134.1	82.6	62.4%
Operating profit (cents per security)	5.18	4.10	26.3%



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

	HY20	FY19
	(\$M)	(\$M)
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
Total assets	5,189.5	3,695.7
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)
Total liabilities	(2,484.7)	(1,512.7)
Net assets	2,704.8	2,183.0
Securities on issue	2,606.6	2,236.6
NTA per security (excl. interest rate swaps)	\$1.04	\$0.99
Gearing ¹	40.8%	35.0%
Gearing (look-through) ¹	45.1%	42.3%



Capital Position

Financial and Capital Management Update

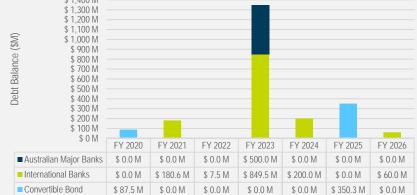
Strong Debt Profile, Gearing¹ Within Target Range

- 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)









Direct Property Investment Segment

HEEBBBBB

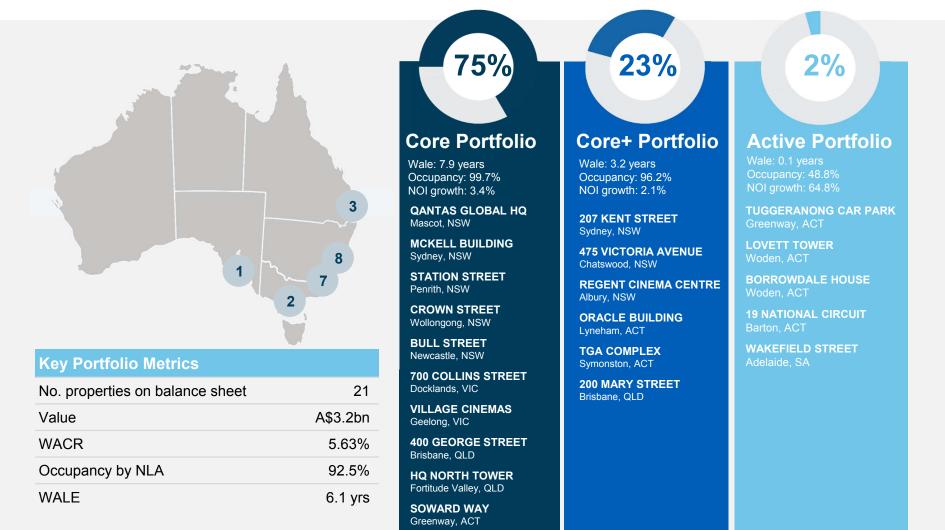
SERENSOTAN

1110

Rents

Property Portfolio Snapshot (DPT properties only)

Direct Property Investment Segment





Portfolio Valuation Continues to Improve

Direct Property Investment Segment

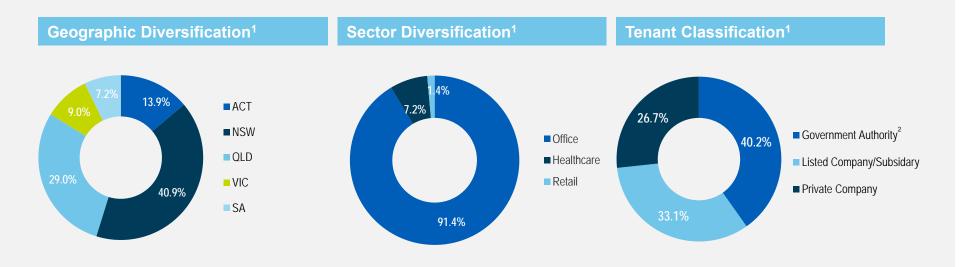
- Eleven assets were externally revalued in the period representing approximately half of the portfolio by value
- Fair value increase in investment property of \$110.1 million net of property improvements, lease costs and incentives
- Portfolio quality continues to improve, Weighted Average Cap Rate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





Tenant Customer Profile Remains Robust

Direct Property Investment Segment



- Tenant profile remains consistent and of high quality
 - Top 4 tenants account for 53.8% of income
 - Government² 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 Topopto1	% of Gross	Cumulative %	Crodit Dating3
Top Tenants ¹	Income	Cumulative %	
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+
TOTAL	53.8%		

3. S&P/Moodys Ratings as at 26 February 2020



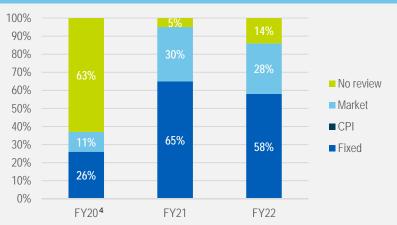
^{1.} By gross passing income

^{2.} Includes Government owned and funded entiti

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 FY20⁴
 - 3.05% over 65% of portfolio in FY21
 - 3.67% over 58% of portfolio in FY22



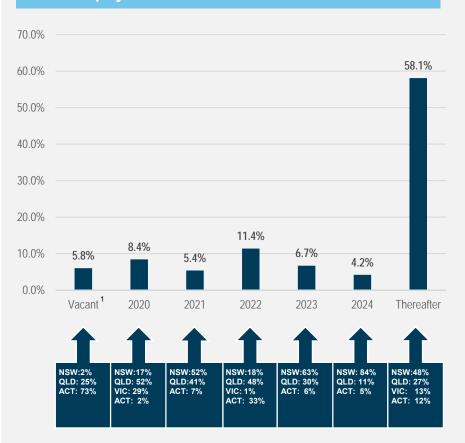
Next Review Type^{2,3}

1. Includes vacancy, holdover, casual

- 2. Includes CPI reviews with a fixed minimum amount
- Calculated on current gross passing income, subject to review and rounding

4. FY20 reviews are for the remaining 6 months (1-Jan-20 to 30-Jun-20) only





Lease Expiry Profile % Gross Income³

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 ¹	Victoria Avenue, Chatswood NSW	700 Collins Street, Melbourne VIC	Centenary House, ACT	Confidential Projects
Description	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
Status	Ongoing	Existing DA to be reviewed	Awaiting DA Approval (expected mid 2020)	DA submitted	New
Development cost (estimated)	>\$150 million	c.\$100 million	c.\$350 million	c.\$85 million	>\$500 million
Proposed timing	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

1110

SERENARTE.

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 20191
- 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 years²
- 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)

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

		1		
Properties		103	Finland	
Occupancy Rate (by lettable are	a)	93.2%	Properties	
Valuation (€) ¹	,	2,103 million	Lettable Area (sq m)	61,9
WALE / WALB ²		4.4 years / 3.5 years	Valuation (€ million)	11
			% of Portfolio	5.5
% Freehold ³		91.6%	Average Reversionary Yield	7.8
Average Reversionary Yield ⁴		6.7%	Germany	
Denmark			Properties	
Properties	13		Lettable Area (sq m)	166,4
Lettable Area (sq m)	151,489		Valuation (€ million)	12
Valuation (€ million)	83.7		% of Portfolio	5.7
% of Portfolio	4.0%		Average Reversionary Yield	7.0
Average Reversionary Yield	7.9%			
The Netherlands			Poland	
Properties	17		Properties	
Lettable Area (sq m)	260,205		Lettable Area (sq m)	111,10
Valuation (€ million)	636.1		Valuation (€ million)	243
% of Portfolio	30.2%		% of Portfolio	11.6
Average Reversionary Yield	5.7%		Average Reversionary Yield	7.9
ltalv			France	
Properties	18		Properties	2
Lettable Area (sq m)	348,196		Lettable Area (sq m)	363,5
Valuation (€ million)	476.7		Valuation (€ million)	427
% of Portfolio	22.7%		% of Portfolio	20.3
Average Reversionary Yield	6.0%		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

Reas

Foundations For Growth Locked In

Funds and Asset Management

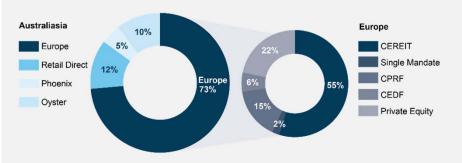
Segment Overview

- 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





€ 9.0 € 8.0 € 8.0 € 7.0 75% € 6.0 € 5.0 € 3.9 € 3.8 € 3.8 € 4.0 € 3.4 € 3.0 72% 49% € 2.0 36% € 1.0 0% € -Jun-17 Jun-18 Jun-19 Dec-19 Medium term target ■ European FUM (\$B) ■ % recurring FUM



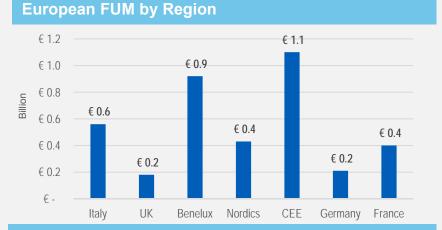


High Level of Activity To Peak 2019/20

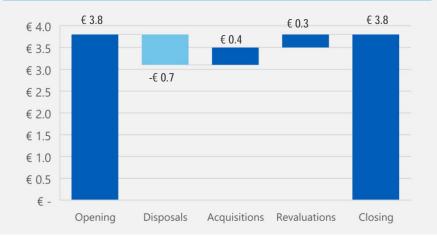
Funds and Asset Management

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



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, Queanbeyan 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

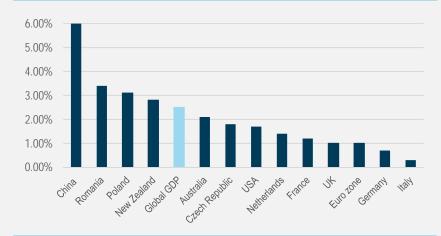


Economic Growth To Slow

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%









Source: Trading Economics.com, Australian Bureau of statistics

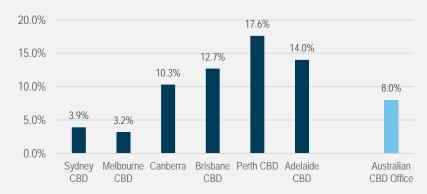


Australian Real Estate Snapshot

Outlook and Guidance

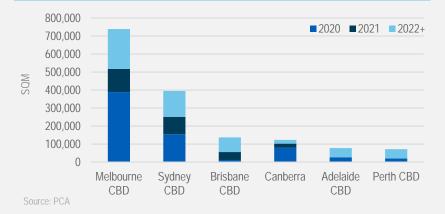
- Australian CBD vacancy is essentially unchanged during the half at 8.0% (7.9% FY19), with non-CBD vacancy slightly higher at 9.1%
- Sydney and Melbourne CBDs continue to be the tightest markets with cyclical low CBD office vacancy rates (3.9% and 3.2% respectively)
- Both of these markets are in development 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

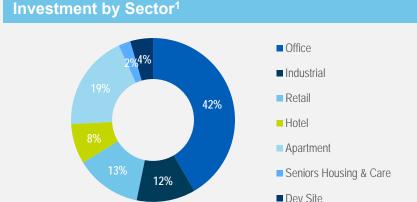




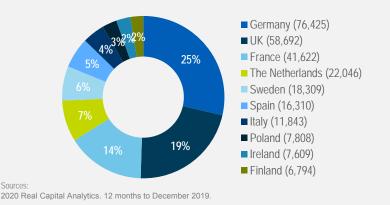
European Real Estate Snapshot

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



Top 10 European Destinations (€ million)¹





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% respectively¹

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	Brisbane Office	Sydney Office	London Office	Auckland Office	Singapore Office
1300 276 693	Level 19,	Level 14	7 Seymour Street	Oyster Property Group	50 Collyer Quay
invest@cromwell.com.au	200 Mary Street	167 Macquarie Street	London, W1H 7JW	Level 2, 14 Normanby Road,	#07-02 OUE Bayfront Singapore
www.cromwell.com.au	Brisbane QLD 4000	Sydney NSW 2000	UK	Auckland, New Zealand	049321



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



Additional Information

A HE BERBERS

BERERBERE SERVICES

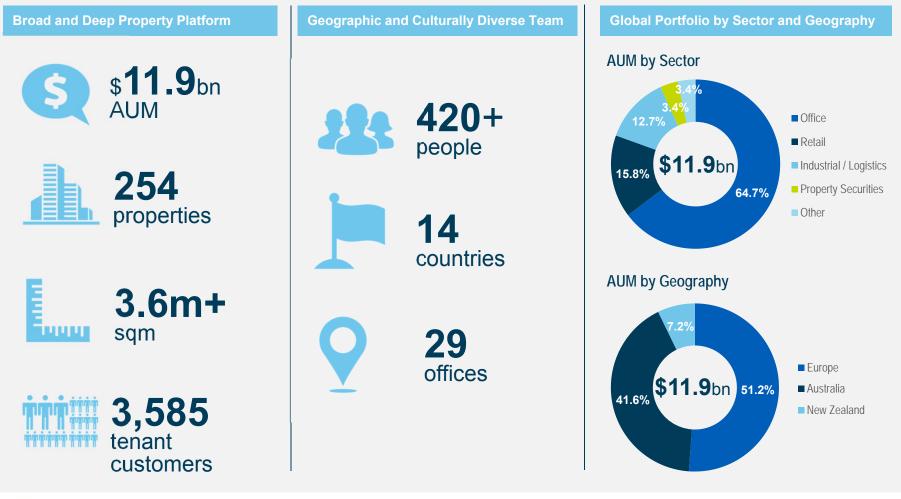


38	Cromwell Property Group Statistics
39	Local European Footprint
40	HY20 Operating and Statutory Profit - Reconciliation
41	Segment Result - Operating Earnings Detail
42	Property Portfolio - Top 10 Assets
43	Property Portfolio - Top 20 Leases
44-46	Property Portfolio - Net Property Income
47	Property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



Cromwell Property Group Statistics

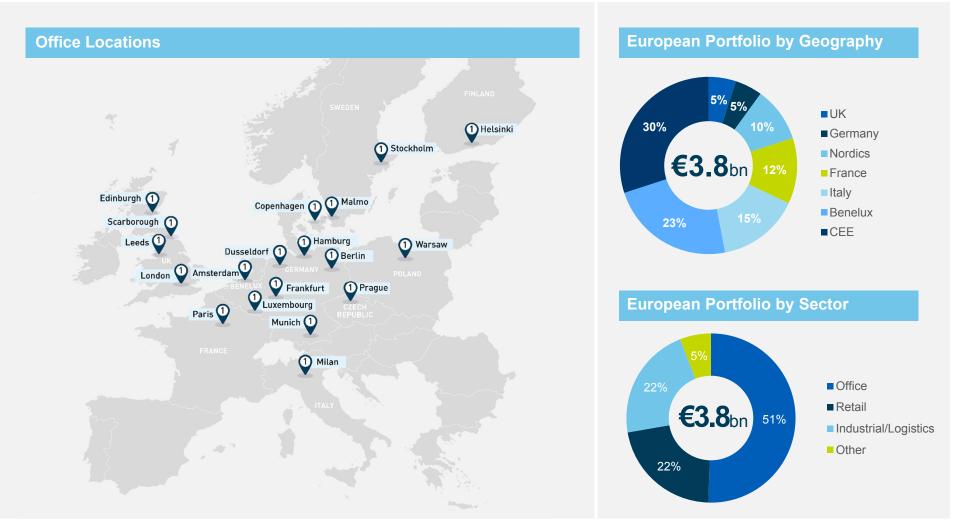
All group statistics as at 31 December 2019





Local European Footprint

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





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
	Recievables 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 ¹	(4.6)	2.6
	Decrease in recoverable amounts	-	(0.2)
	Amortisation and depreciation ²	(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 ³	(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	Indirect Property Investment	Funds And Asset Management	
Tun Tear enung 51 December 2017	(\$M)	(\$M)	(\$M)	HY20
Segment revenue	(****)	(4.1.)	(***)	11120
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 ¹	32.0	-	-	32.0
Funds and asset management fees	-	-	82.1	82.1
Distributions	-	1.4	-	1.4
Total segment revenue and other income	146.1	38.9	83.0	268.0
Segment expenses				
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)
Total segment expenses	(21.5)	(8.5)	(48.9)	(78.9)
EBITDA	124.6	30.4	34.1	189.1
Finance costs	(18.9)	(4.6)	(3.0)	(26.5)
Segment profit after finance costs	105.7	25.8	31.1	162.6
Unallocated items				
Finance income				2.9
Corporate costs ²				(21.1)
Income tax expense				(10.3)
Segment profit				134.1
Weighted Average Securities on Issue ('000)				2,589.9

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 Assets¹

Property Portfolio

			Current Market Value		Occupancy %		
Asset	State	e Class	(\$M)	Cap Rate	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
Total Top 10 Assets			2,911.6	5.46%	99.0%	6.8 years	
Balance of Portfolio			244.5	7.21%	74.2%	2.7 years	
Total			3,156.1	5.63%	92.5%	6.1 years	

1. Relating to Australian balance sheet properties only



Top 20 Leases¹

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%
			74.3%

1. Relating to Australian balance sheet properties only



Net Property Income¹

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%)
Core Total	50,457,030	48,792,819	1,664,211	3.4%

	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%)
Core+ Total	23,880,524	23,398,902	481,622	2.1%

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



Net Property Income¹

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%)
Active Total	9,115,993	5,530,179	3,585,814	64.8%
TOTAL HELD PROPERTIES	83,453,546	77,721,900	5,731,647	7.4%
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%

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

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 <u>)</u>
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 ¹	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
Lifecycle Capex	2.6	1.9	2.5	3.0	2.6	6.8	6.8	6.3	2.6	3.0	2.2
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)										
Closing Balance	3,926.7	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
Lifecycle Capex as a % on average assets	0.08%	0.08%	0.10%	0.13%	0.12%	0.31%	0.29%	0.31%	0.16%	0.24%	0.20%



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	
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	LVR 60%
Bank 5 - 5 Year Facility	200.0	200.0	Jun-2024	2024	4.5	ICR 2.0 x
Bank 6 - 5 Year Facility	100.0	100.0	Jun-2023	2023	3.5	WALE 3.0 yrs
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	
Syndicated Debt Platform	1,122.0	1,360.0			3.8 yrs	
Euro Syndicated Facility	309.1	359.8	Sept-2022	2023	2.7 yrs	Gearing ratio 65%; ICR 2.0 x
						Projected ICR 130%, Projected Debt Cover
International Bank	180.6	186.3	Feb-2021	2021		120%; Historical Debt Cover 130%; LTV 75%
International Bank	178.4	178.4	Feb-2-23	2023	3.1	LTV 60%; DSCR 220%
CPRF Facilities	359.0	364. 7			2.1 yrs	
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		
TOTAL	2,249.4	2,543.8			4.2 yrs	





