



CROMWELL
PROPERTY GROUP

GENERAL MEETING PRESENTATION

28 March 2018



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Directors



Geoffrey H Levy, A0
INDEPENDENT NON-EXECUTIVE
CHAIRMAN



Paul Weightman
MANAGING DIRECTOR / CEO



Michelle McKellar
INDEPENDENT NON-EXECUTIVE
DIRECTOR



Jane Tongs
INDEPENDENT NON-EXECUTIVE
DIRECTOR



Andrew Konig
NON-EXECUTIVE DIRECTOR



Marc Wainer
NON-EXECUTIVE DIRECTOR



Leon Blitz
INDEPENDENT NON-EXECUTIVE
DIRECTOR

Meeting Agenda

- Open
- CEO's Address
- Formal Voting
- Item of Business



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CEO's Address

Mr. Paul Weightman

Cromwell Property Group Overview



1) Includes assets under construction at 'as if complete', 45% Phoenix Portfolios and 50% of Oyster Group assets under management

Cromwell Property Group Overview

- Cromwell is a real estate investor and manager operating on three continents with a global investor base
- We are focused on creating value and providing sustainable returns for investors and security holders
- We offer securityholders an attractive combination of stable long term cash flows, demonstrated asset enhancement capabilities and transactional profits, and low risk exposure to Asian capital flows and European economic growth

Direct Property Investment



Maintain defensive core portfolio
characteristics of strong tenant covenant, long WALE and fixed rental increment



Repurpose, reposition or transform active asset portfolio to improve asset quality and realise additional value



Transition to Core **Realise Profits**



Manage property internally to understand risk and opportunity more clearly than others



Continually in market looking for value based investment opportunities

Funds Management

WHOLESALE



Focus on **core, core plus and value add** opportunities

Select wholesale partnerships

Ability to execute mandates across all investment styles

RETAIL



Provide investors with a **range of product** options

Via either open ended funds or closed, unlisted trusts

Focus on delivering an attractive yield with low volatility

LISTED



Provide investors with a liquid investment and stable, secure and sustained distributions per security

Key Recent Milestones

30 September 2017	▪ Soward Way, ACT (HY18 valuation of \$260 million) reaches practical completion
4 October 2017	▪ Sold 9.83% stake in Investa Office Fund (ASX: IOF), profit of \$25 million, IRR of 18%
2 November 2017	▪ Hedging profile (excluding the 3.39% cap) extended to 2.6 years, 73% hedged
29 November 2017	▪ Health and Forestry House sold for \$66 million, IRR 20%
30 November 2017	▪ Successful listing of the €1.4 billion Cromwell European REIT (CEREIT) on the SGX-ST
11 December 2017	▪ \$170 million strategic placement to SingHaiyi Group Ltd and Haiyi Holdings Pte. Ltd
15 February 2018	▪ Security Purchase Plan closed at \$35 million
28 February 2018	▪ Cromwell announces HY18 results, reconfirms FY18 guidance
7 March 2018	▪ ARA Asset Management agrees to purchase 19.5% of Cromwell from Redefine Properties
22 March 2018	▪ Cromwell successfully prices €230 million Convertible Bond Offer



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Formal Voting

Mr. Geoffrey H Levy, AO

Voting Cards

Yellow card
Voting card

Blue card
Non-voting attendee card

White card
Visitor card



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Item of Business

Item 1

Ratification of the issue of New Stapled Securities for the purposes of ASX Listing Rule 7.4

“That the issue of 175,052,515 New Stapled Securities in accordance with the terms of issue of the Strategic Placement, as described in the Explanatory Memorandum accompanying this Notice of Meeting convening the Meeting, is ratified and approved for the purposes of ASX Listing Rule 7.4 and for all other purposes.”

	Number	% of proxies received
For	970,856,712	90.11%
Open	10,447,402	0.97%
Against	96,070,033	8.92%
Abstain	2,197,148	



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