

# Cromwell Property Group

FY25 results presentation

28 August 2025



# Important information & disclaimer

This presentation including its appendices (Presentation) is dated 28 August 2025 and has been prepared by Cromwell Property Group ('Cromwell' or 'the 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 238 052)). 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 30 June 2025. Operating financial information has not been subjected to audit review. All financial information is in Australian dollars and all statistics are as at 30 June 2025 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 investment objectives, financial situation or particular needs. Before making an investment decision, investors should consider, with or without a financial or taxation advisor, 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, investment, legal tax advice or other 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 333 214 (CFM) is the responsible entity of, and the issuer of units in, the Cromwell Direct Property Fund ARSN 165 011 905 (DPF), 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), Cromwell Riverpark Trust ARSN 135 002 336 (CRT) and Cromwell Phoenix Global Opportunities Fund ARSN 654 056 961 (GOF) (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 (PDS) and target market determination (TMD) for the fund.

The PDS and TMD 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, C12 and CRT are not open for investment. Applications for units in DPF, PSF and GOF 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.

Recipients of this Presentation should make their own enquiries and investigations regarding information in this Presentation including but not limited to the assumptions, uncertainties and contingencies which may affect Cromwell Property Group and its future strategy and performance and the impact that different future outcomes may have on Cromwell Property Group.

© 2025. Cromwell Property Group. All rights reserved





## Acknowledgement of Country

Cromwell Property Group acknowledges and pays respects to past, present, and future Traditional Custodians of Australia and their Elders. We respect the cultural, spiritual, and educational practices of Aboriginal and Torres Strait Islander peoples.

## Agenda

### Introduction

Gary Weiss, Chair

### Results overview

Jonathan Callaghan, CEO

### Financial results and capital management

Michelle Dance, CFO

### Segment performance

Rob Percy, CIO

### Strategy and priorities

Jonathan Callaghan, CEO

# Key highlights

For the financial year ended 30 June 2025

## 1

### Sector leading portfolio management

- ✓ **Investment Portfolio occupancy of 97.6%<sup>1</sup>:**  
demonstrates Cromwell's effective leasing strategy execution
- ✓ **55% of FY26 vacancy under HOA:**  
strong leasing underwrites future earnings and value.
- ✓ **Investment portfolio continues to deliver stable income:**  
~69.2% derived from Government, Qantas and Metro Trains.
- ✓ **Valuations stabilising:**  
supported by ongoing maintenance, upgrades, and ESG improvements.
- ✓ **Strategic exit contracted:**  
sale of 475 Victoria Avenue, Chatswood (completion expected end Q1 FY26).

## 2

### Business simplification and clear growth strategy

- ✓ **Material divestments finalised – transformation delivered:**  
European platform and Cromwell Polish Retail Fund (CPRF) sold in FY25 and FY24 respectively, totalling \$1.6 billion in asset sales since 2022.
- ✓ **Distribution guidance for FY26 of 3.0 cps:**  
distribution guidance is possible due to simpler business structure.
- ✓ **Funds management growth pipeline:**  
Barton ACT development underway with 19,800sqm asset fully leased to Commonwealth Government tenant for 15 years.
- ✓ **Platform amalgamation discussions progressing:**  
strategic alignment remains a key focus.

1. Excluding 475 Victoria Ave, Chatswood, which is classified as held for sale at 30 June 2025.



# Key highlights

For the financial year ended 30 June 2025

## 3 Strengthened financial position

- ✓ **Strong balance sheet with Group gearing at 28.2%<sup>1</sup>:**  
below target gearing range, providing capacity for deployment into growth initiatives.
- ✓ **Liquidity of \$504.3 million:**  
ensuring flexibility to support value accretive growth strategy.
- ✓ **Debt facilities refinanced:**  
lower interest rates, simplified lender group and more favourable terms.
- ✓ **Funding structure simplified:**  
enabling swift capital deployment into new opportunities.

## 4 Investor diversification and market liquidity

- ✓ **ESR sold down 10.8% of its holding in May 2025:**  
via a strategic bookbuild to institutional and sophisticated investors.
- ✓ **Brookfield acquired a 19.9% stake in July 2025:**  
completing ESR's exit and becoming a substantial securityholder.
- ✓ **Brookfield's investment followed Cromwell's transformation:**  
of a simplified and repositioned platform.
- ✓ **Brookfield is aligned with securityholders:**  
with a desire to close the gap between intrinsic value and trading price.
- ✓ **The Board and management will continue to execute Cromwell's strategy**

1. Excluding the JV Syndicated loan facility which is associated with 475 Victoria Ave, Chatswood, which is classified as held for sale at 30 June 2025.

# Strong platform to support growth initiatives

Group assets under management: \$4.2 billion<sup>1</sup>

## Australia

### Investment Portfolio

**\$2.1 billion**  
Total AUM<sup>1</sup>

**72+**  
tenant-customers

**8**  
Properties<sup>1,2</sup>

**235k+**  
sqm of NLA<sup>1</sup>

### Funds Management

**\$1.3 billion**  
Total AUM<sup>1</sup>

**101+**  
tenant-customers

**8**  
properties

**116k+**  
sqm of NLA



## New Zealand

### Oyster

**\$0.8 billion**  
Total AUM

**417+**  
tenant-customers

**33** properties



1. Excluding 475 Victoria Ave, Chatswood, which is classified as held for sale at 30 June 2025.  
2. Including Barton, ACT development, currently under construction.



# ESG Highlights

## Environmental

**11%**

Decrease in absolute emissions compared to FY24.

**Net Zero**

**Scope 2** purchased electricity (market-based).

**<100%**

Renewable Electricity Target reached in FY25 (target 80%).

**3<sup>rd</sup> & 4<sup>th</sup>**

Investment Portfolio and Cromwell Direct Property Fund **NABERS Sustainable Portfolio Index** (energy) ratings out of 48.



4-star Green Star Performance portfolio rating recognising efficient building operations across the portfolio.

## Social

**89%**

FY24 Group tenant satisfaction score (Peer Index 82).

**70%**

Employee engagement score.



Pay parity maintained.



Investors and tenants identified as Cromwell's most important stakeholders in ESG materiality assessment.

## Governance

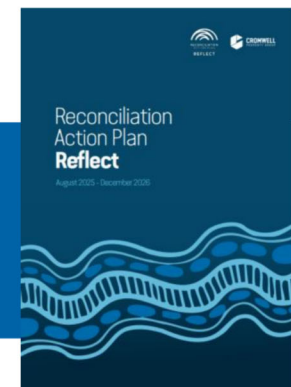
- **ESG embedded in enterprise risk management**, assessed alongside financial and operational risks.
- **Reporting aligned with GRI and SASB** enhancing transparency and investor confidence.
- **FY24 GRESB Public Disclosure Rating: A** reflecting top-tier ESG disclosures.
- **Full scope 1, 2, and 3 emissions breakdown reported**, positioning Cromwell as a transparent carbon reporter.
- **Board diversity across gender, experience, and culture**, supporting balanced governance.
- **First voluntary TNFD response in the Annual Report**, see Climate and Nature-related Financial Disclosures.



Best Sustainable Finance Deal for Australia/New Zealand 2024 by FinanceAsia for the Group's \$1.2 billion green and sustainability-linked loan.

## Development and launch of Reflect RAP

Cromwell developed a Reflect RAP during FY25, launched for FY26. This shows commitment to early-stage reconciliation actions—building relationships with First Nations communities, raising internal cultural awareness, and setting a foundation for long-term engagement and inclusion.



# Financial results and capital management

CROMWELL PROPERTY GROUP | FY25 RESULTS



Artist impression, entry refurbishment at 400 George Street, Brisbane

# FY25 financial summary

## Overview

### Statutory loss<sup>1</sup>

**\$22.6** million

(equivalent to loss of 0.9 cps)

### Distributions

**3.0**cps

### Assets under management<sup>2</sup>

**\$4.2** billion

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

**\$108.6** million

(equivalent to 4.1 cps)

### FFO

**\$105.7** million

(equivalent to 4.0 cps)

### AFFO

**\$66.6** million

(equivalent to 2.5 cps)

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

2. AUM includes investment properties and other assets.

## Financial position

### NTA per unit

**\$0.56**

(FY24: \$0.61)

### Gearing<sup>4</sup>

**28.2%**<sup>5</sup>

(FY24: 38.9%)

### Interest rate hedging<sup>5</sup>

**69.1%**

(FY24: 77.9%)

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

**\$504.3** million

(FY24: \$292.3 million)

### Weighted average debt maturity

**2.9** years

(FY24: 2.6 years)

### Interest rate hedge term

**2.6** years

(FY24: 2.0 years)

3. Cash and cash equivalents plus available undrawn debt commitments.

4. Calculated as (Total borrowings less cash) / (Total tangible assets less cash). Total tangible assets excludes Right to Use assets recorded in accordance with AASB16 Leases.

5. Excluding the JV Syndicated loan facility which is associated with 475 Victoria Ave, Chatswood, which is classified as held for sale at 30 June 2025.



# FY25 headline results

- Statutory loss for the financial year to 30 June 2025 of \$22.6 million was driven by:
  - Valuation loss of \$97.4 million in H1 25, offset somewhat by valuation gain of \$3.5 million in H2 25
  - Fair value loss on interest rate and foreign currency derivatives of \$36.3 million.
- Operating profit of \$108.6 million, equivalent to 4.1 cps, represents a 20.6% decrease on FY24, principally due to a \$12.3 million distribution received in prior year from the Campbell Park co-investment, increased financing costs and the impact of the European platform sale.
- NTA change from 61 cps at FY24 to 56 cps mainly due to fair value declines of Investment Properties.
- Distributions of 3.0 cps, represents a payout ratio<sup>2</sup> of 74.2% for the 12 months to 30 June 2025.

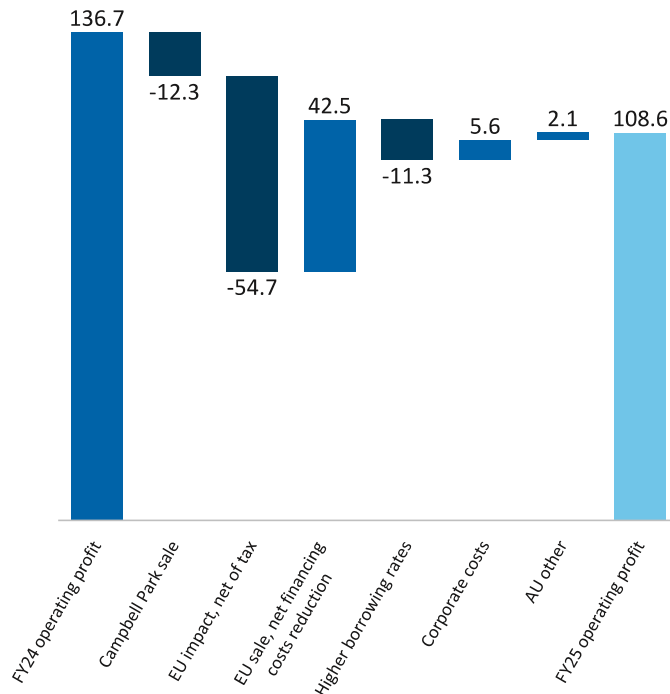
|                                     | FY25   | FY24    | Change  |
|-------------------------------------|--------|---------|---------|
| Statutory loss (\$m) <sup>1</sup>   | (22.6) | (531.6) | 95.7%   |
| Statutory loss (cps)                | (0.9)  | (20.3)  | 95.7%   |
| Operating profit (\$m) <sup>1</sup> | 108.6  | 136.7   | (20.6%) |
| Operating profit (cps)              | 4.1    | 5.2     | (20.6%) |
| Distributions (\$m)                 | 78.4   | 80.5    | (2.6%)  |
| Distributions (cps)                 | 3.0    | 3.08    | (2.6%)  |
| Payout ratio <sup>2</sup> (%)       | 74.2   | 59.8    | 14.4%   |

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

2. Payout ratio on FFO (FY25: \$105.7 million; FY24: \$134.7 million).

# FY25 earnings overview

## Operating profit (millions)



1. Net of Corporate costs.

2. Net Finance Costs includes interest expense and interest revenue.

|                                      | FY25<br>(\$'M) | FY24<br>(\$'M) | Change<br>(%)  |
|--------------------------------------|----------------|----------------|----------------|
| Australian Investment Portfolio EBIT | 157.4          | 156.6          | 0.5%           |
| <b>Funds and Asset Management</b>    |                |                |                |
| Australia EBIT                       | 8.4            | 8.5            | (1.2%)         |
| Europe EBIT                          | 3.9            | 10.0           | (61.0%)        |
| <b>Total Funds Management EBIT</b>   | <b>12.3</b>    | <b>18.5</b>    | <b>(33.5%)</b> |
| <b>Co-investments</b>                |                |                |                |
| European co-investments              | 17.8           | 70.0           | (74.6%)        |
| Australian co-investments            | 0.8            | 13.6           | (94.1%)        |
| <b>Total Co-investments EBIT</b>     | <b>18.6</b>    | <b>83.6</b>    | <b>(77.8%)</b> |
| <b>Segment EBIT</b>                  | <b>188.3</b>   | <b>258.7</b>   | <b>(27.2%)</b> |
| Corporate Costs                      | (32.9)         | (38.5)         | (14.5%)        |
| <b>Group EBIT<sup>1</sup></b>        | <b>155.4</b>   | <b>220.2</b>   | <b>(29.4%)</b> |
| Net financing costs <sup>2</sup>     | (45.7)         | (76.9)         | (40.6%)        |
| Operating income tax expense         | (1.1)          | (6.6)          | (83.3%)        |
| <b>Segment Profit</b>                | <b>108.6</b>   | <b>136.7</b>   | <b>(20.6%)</b> |

Reflects partial year following the European platform sale, and HY24 included \$3.4m EU performance fee compared to nil in the current period

Reflects partial year earnings following the European platform sale (including CEREIT (Dec 24), CPRF (May 24) and CIULF (Jul 23))

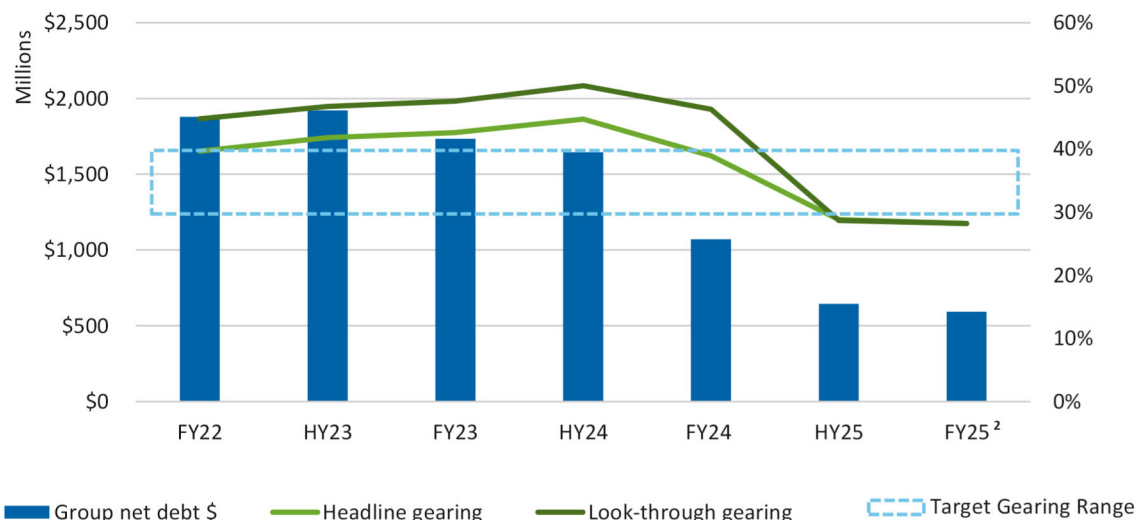
\$12.3m distribution received in relation to Campbell Park sale in FY24

Reduction primarily driven by European platform sale, with contributions from ongoing Australian cost control initiatives

Reduced following debt repayment with European sale proceeds, partially offset by higher rates

# Debt levels significantly reduced to support growth strategy

Group net debt and gearing



- Group net debt significantly reduced by \$1.3 billion to \$593 million<sup>2</sup>, down 68% since asset sale programme commenced in 2022.
- Following the exit from the Chatswood joint venture, gearing is projected to be 28.2%<sup>2</sup>, positioning the Group strongly to pursue strategic growth opportunities.
- WACD remained relatively flat at 4.9% (4.8% at 30 June 2024), following debt repayment in January 2025 and renegotiation of secured bilateral facility in Q4 FY25.
- Significant headroom to covenants of our secured bilateral facilities, with weighted average drawn credit margin down to 1.31% from 1.77%.

| Facility                  | Covenant         | 30 Jun 2025 | Covenant limit |
|---------------------------|------------------|-------------|----------------|
| Senior Secured Facilities | LVR <sup>1</sup> | 33.5%       | 60.0%          |
|                           | ICR <sup>4</sup> | 2.9x        | 2.0x           |

Gearing<sup>2</sup>

**28.2%**  
(FY24 38.9%)

Liquidity<sup>3</sup>

**\$504.3 million**

Weighted average cost of debt<sup>5</sup>

**4.9%**

Weighted average debt maturity<sup>6</sup>

**2.9 years**

1. Drawn Debt / Secured Property.

2. Excluding the JV Syndicated loan facility which is associated with 475 Victoria Ave, Chatswood, which is classified as held for sale at 30 June 2025.

3. Cash and cash equivalents plus available undrawn debt commitments.

4. Ratio of the aggregate NOI of Secured Property to Interest Expense for 12 months to 30 June 2025.

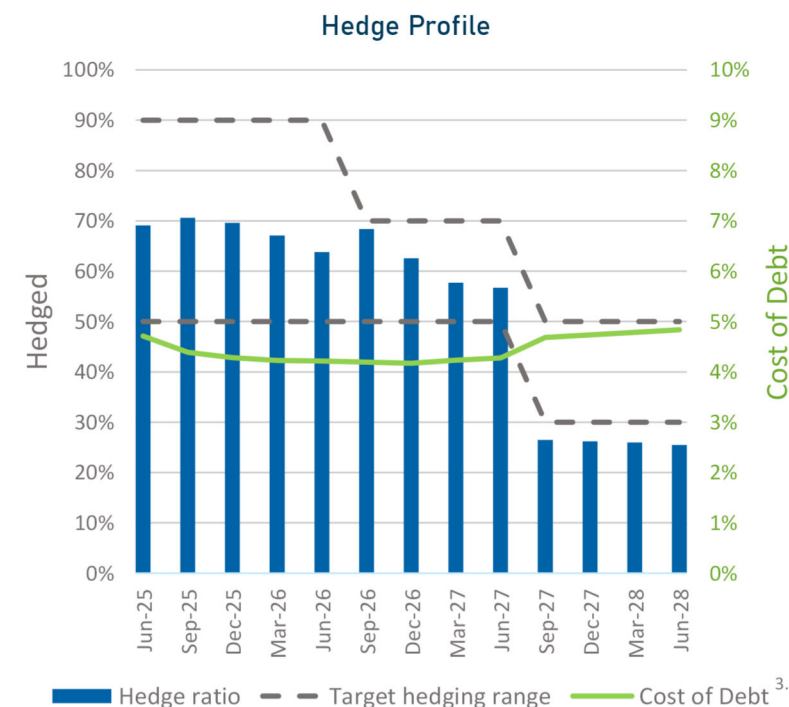
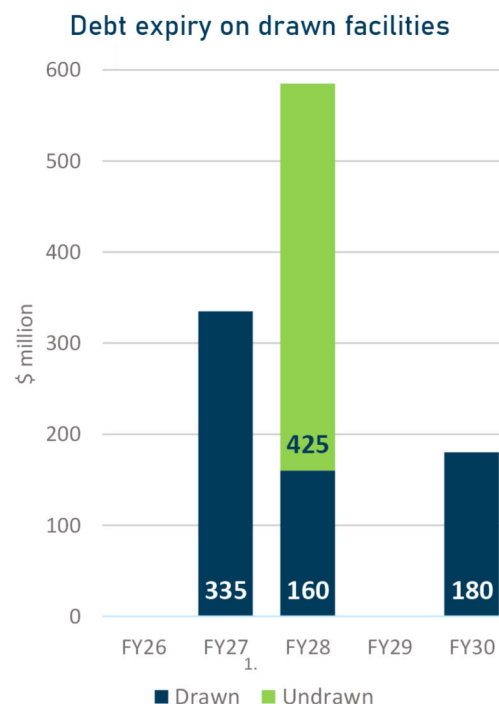
5. Weighted Average Cost of Debt is calculated using the preceding 12 months actual costs of floating rate debt in place plus the credit margins, and the interest rate hedge portfolio in place.

6. The WADM for the Senior Secured facility is 2.9yrs.



# Debt facility renegotiation reduces overall debt and funding costs

- Renegotiation of secured bilateral facilities in June 2025 has resulted in more favourable terms and covenants as well as longer duration.
- The renegotiation has resulted in a decrease in Cromwell's weighted average credit margin, from 1.77% to 1.31% on a fully drawn basis.
- The hedge ratio is 69.1%<sup>1</sup> (77.9% at 30 June 2024), which is within the target range. The average rate of derivatives is 3.35%<sup>2</sup> (2.85% at 30 June 2024).
- Cromwell retains an appropriate level of interest rate hedging, while using option contracts as part of the hedge portfolio, to allow the Group to benefit from interest rate cuts, as they occur.



1. Excluding the JV Syndicated loan facility which is associated with 475 Victoria Ave, Chatswood, which is classified as held for sale at 30 June 2025

2. Where caps or collars are in place, the calculation assumes the cap strike rate.

3. Weighted Average Cost of Debt is a "point in time" number

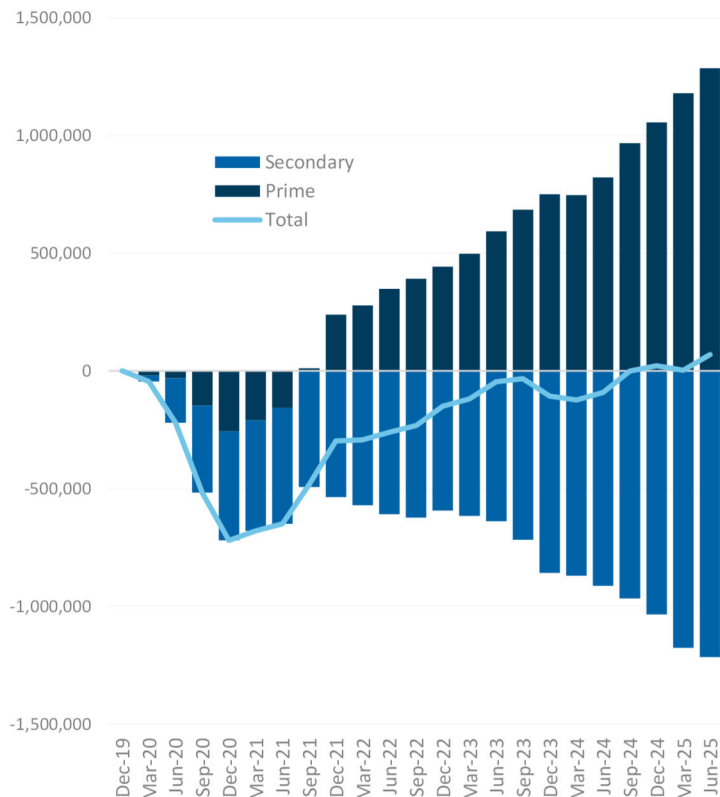
# Investment Portfolio



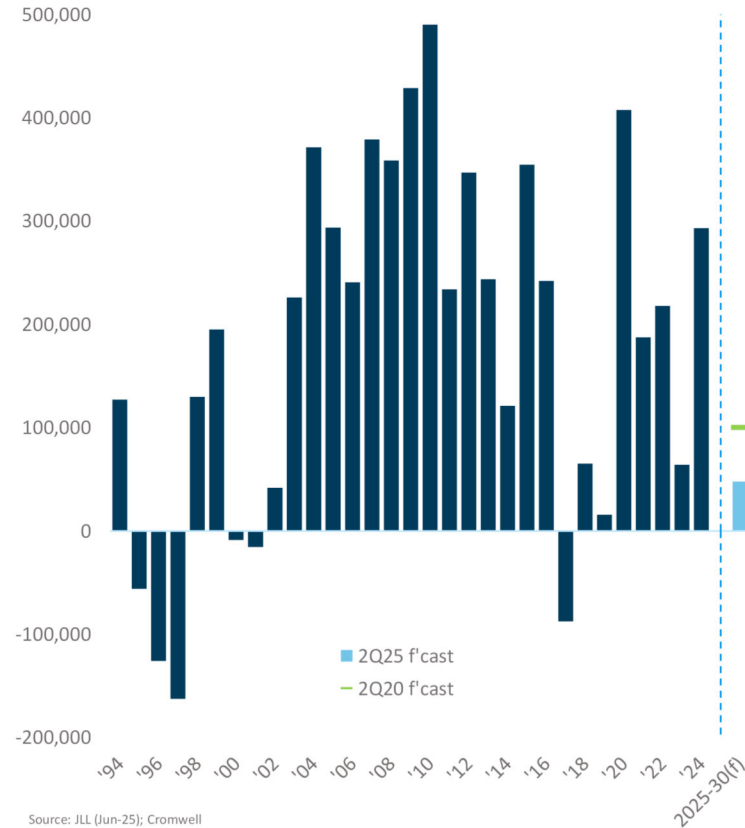
CoLab Space at 207 Kent Street, Sydney

# Improving fundamentals point to office recovery

## Cumulative Office Net Absorption (sqm)



## National CBD Office Annual Net Supply (sqm)



- Cap rates have stabilised following interest rate cuts and pick up in sentiment across capital markets
- Occupiers have reset their footprints and jobs growth is now leading to space expansion
- The supply pipeline is very constrained with economic rents typically too high for development to stack up
- Quality assets in preferred markets are already seeing lower incentives, driving effective rental growth
- Substantial capacity for further rental growth given affordable starting point, strengthening demand, and very limited supply

# Valuations stabilised

- As at 30 June 2025, portfolio valuations were up \$3.5 million (0.17%) from HY25, reflecting market stabilisation, consistent with broader market trends.
- Portfolio occupancy improves to sector-leading occupancy rate of 97.6%<sup>2</sup>, up 3.5% since June 2024, and supported by a diversified, high-quality tenant mix.
- Strong progress on FY26 lease expiries – 55% under non-binding heads of agreement, underpinning future earnings and valuation growth.
- Over 51,000 sqm of new or renegotiated leases were completed during the past financial year, representing approximately 10% of the existing net lettable area across current buildings, plus 19,800 sqm at the Barton, ACT development<sup>2</sup>, highlighting continued tenant demand.
- Conditional sale contract signed to exit 50% stake in 475 Victoria Avenue, Chatswood, NSW signalling completion of non-core Australian asset sales. Sale price of \$87 million, with positive impact on FY2026 earnings and gearing reduction. Completion expected end Q1 FY2026.

1. Australian Portfolio, excludes 50% ownership of 475 Victoria Avenue, Chatswood and includes Barton, ACT development, currently under construction.

2. Australian Portfolio, excludes 50% ownership of 475 Victoria Avenue, Chatswood and does not include Barton, ACT development, currently under construction.

3. Including non-binding heads of agreement and includes Barton, ACT development, currently under construction.

## Portfolio value

**\$2.1 billion<sup>1</sup>**

(FY24) : \$2.2 billion

## Core assets across key East Coast markets<sup>1</sup>

**8**

## Weighted average cap rate

**7.07%<sup>2</sup>**

(FY24 6.6%)

## Portfolio occupancy (by NLA)

**97.6%<sup>2</sup>**

(FY24: 94.1%)

## New or renegotiated leases during FY25<sup>3</sup>

**~51k sqm**

## Weighted average lease expiry (by income)

**5.0 years<sup>2</sup>**

(FY24 5.4 years)



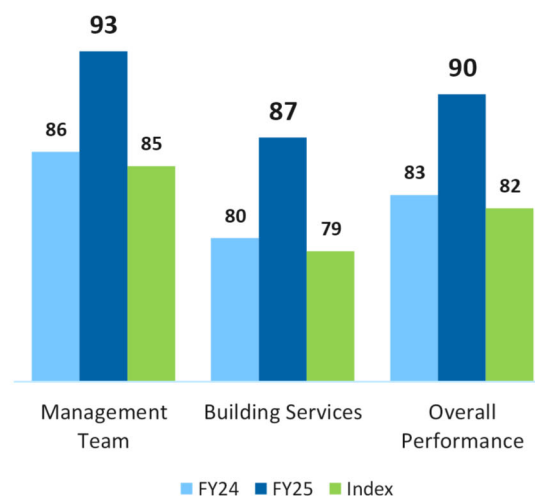
# Resilient tenant base supports portfolio stability and growth

- Tenant profile remains high quality, with sector leading occupancy levels and secure income streams.
- Top 5 tenants make up 69.2% of portfolio by income underpinning income security from high quality tenants.
- On a like-for-like basis, excluding non-recurring income, portfolio net operating income increased by 2.2%.

| Top 5 Tenants                         | % of Gross Income | Credit Rating |
|---------------------------------------|-------------------|---------------|
| 1. Australian Federal Government      | 23.3%             | AAA           |
| 2. Qantas Airways Limited             | 19.1%             | Baa2          |
| 3. QLD State Government               | 12.2%             | AA+           |
| 4. NSW State Government               | 10.5%             | AAA           |
| 5. Metro Trains Melbourne Pty Limited | 4.1%              | -             |
| <b>Total</b>                          | <b>69.2%</b>      |               |

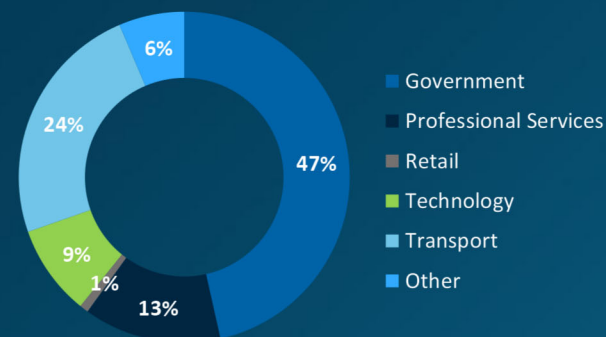
## Improved tenant satisfaction metrics

Improved tenant satisfaction metrics reflect enhanced performance across both the management team and building services, highlighting stronger communication, faster issue resolution, and better overall service delivery, supporting tenant retention.

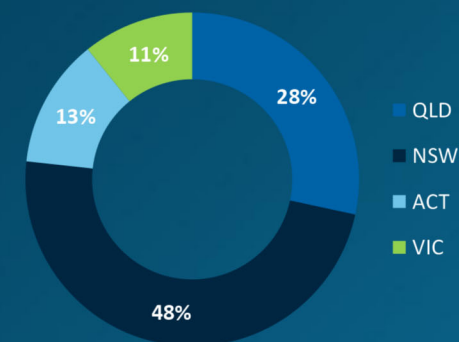


TSI Index: Survey is carried out by Future Forma who create an index from portfolios owned by Abacus, Brookfield, CapitalLand, Cbus Property, Cromwell, Invesco, Lendlease, Marprop, Spirit Super, Stockland, REST and Salta Properties.

## Diversification by occupier (Income)



## Diversification by state (Value)



# Major leasing achievements

Active asset management remains key to drive ongoing strong portfolio performance, de-risking expiries through strategic capex spend and asset specific initiatives to support positive leasing outcomes.

## New Leases

**14**  
New tenants

**~34.5k<sup>1</sup> sqm**  
New leases signed

## Renewals

**11**  
Tenants re-signed

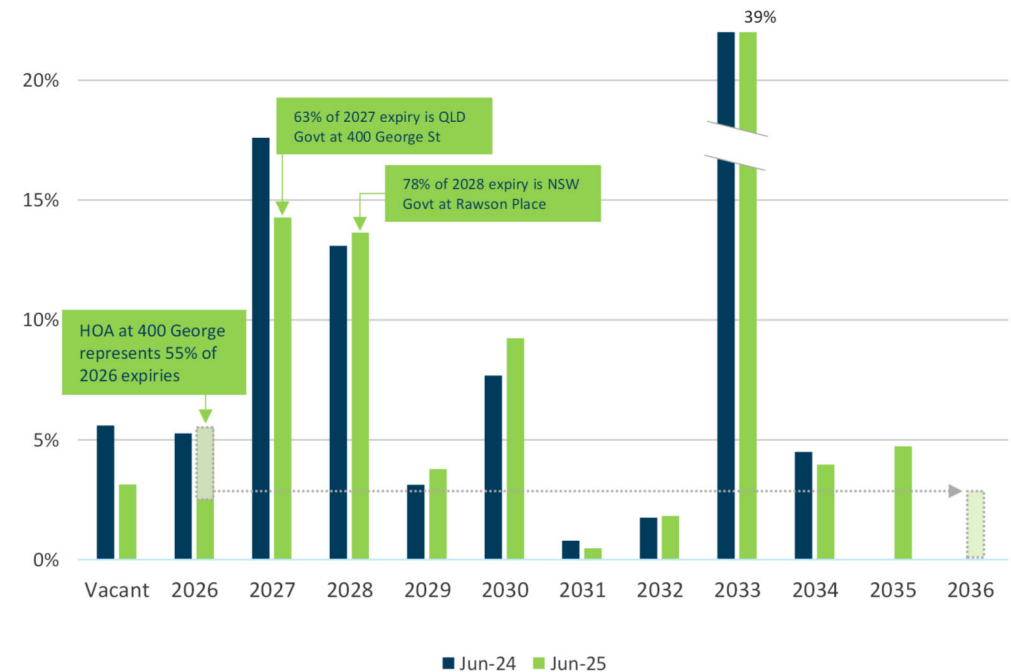
**~17.3k sqm**  
Leases re-signed

- Leasing activity totalling more than 51,000<sup>1</sup> sqm over the period reflects active market conditions, supported by consistent demand across key precincts and ongoing tenant engagement.
- The majority of current vacancy is focused at 207 Kent Street, which is expected to attract greater interest from prospective tenants, now that the tenant-exclusive third-space, CoLab, is completed.
- A heads of agreement has been issued for five floors at 400 George Street, Brisbane, to a government-funded organisation. This commitment mitigates 55% of the portfolio lease expiry in FY26, reducing vacancy risk.

1. Including non-binding heads of agreement and Barton, ACT development underway.

CROMWELL PROPERTY GROUP | FY25 RESULTS

## Lease expiry profile (by NLA)



# Case study:

## 400 George Street, Brisbane

Continued asset improvements across the portfolio ensure relevance and longevity to drive favourable leasing outcomes to underpin income security. Strategic capital expenditure will position this asset as a premier location in the precinct through:

- Enhancements to the building's lobby and repositioning the entry to the prominent George and Turbot Streets corner are currently in progress, designed to create a fresh and inviting entry experience.
- New design features modern, lighter colour palettes that evoke a sense of openness and comfort. Key additions include an open café area, a welcoming lobby lounge, and a dedicated concierge space.
- Revitalised lobby will also incorporate green elements to bring a touch of nature into the heart of Brisbane's CBD, complemented by natural textures and warm wood tones.

This project is the final stage of a strategic repositioning programme, following the recent completion of improvements to the end-of-trip facilities and the third space – a shared area for tenants that hosts events, wellness programs, and learning space.





# Building out fund management pipeline

## Barton, ACT Development

- Development of a 19,800 sqm office building in Barton, ACT on existing Cromwell landholding
- 100% pre-leased to a major Commonwealth Government department:
  - 15-year lease with a 5-year extension option; and
  - Ensures long-term income stability from AAA-rated, low-risk tenant
- Anticipated total cost of \$201 million<sup>1</sup>
- Projected yield on cost is expected to be greater than 6.3%
- Initially to be financed by Cromwell, with plans to introduce capital partners at a suitable stage



Artist impression

## Timeline

- **2025:** Construction commencement
- **2026:** Construction delivery
- **2027:** Completion



Office area  
**19,800 sqm**



Levels  
**6** above ground plus  
basement car parking



Environmental Ratings  
Target  
**6-star**



Building services  
**All electric**

1. This includes land, construction costs, fees, finance costs, and a tenant incentive which is commensurate with market, to be taken in instalments during the delivery of the project.



# Funds and asset management



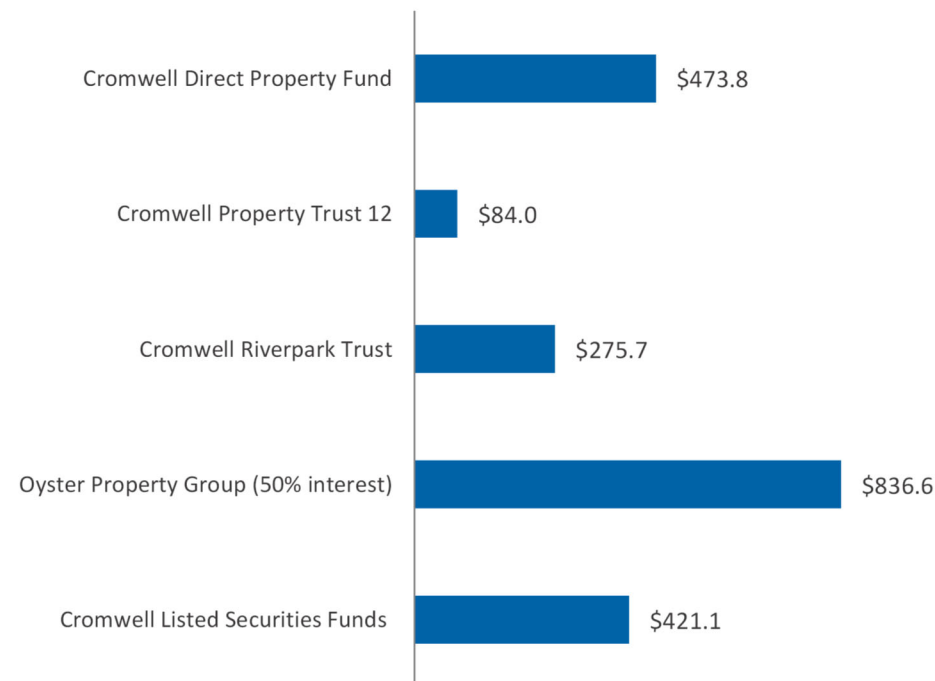
11-13 Robinson Street, Dandenong

# Australia / New Zealand funds management

## Key activities

- \$1.3 billion<sup>1</sup> of third-party funds under management across 8 directly managed products.
- Cromwell Direct Property Fund:
  - High quality portfolio of 8<sup>2</sup> assets in key markets on Australia's east coast, down by 5.3% from Jun-2024<sup>3</sup> to \$537 million (HY25: \$542.0), with WACR of 7.7%<sup>3</sup>.
  - Portfolio WALE of 3.4 years and occupancy of 96.6%, with 54% of portfolio income from Government and listed tenants<sup>4</sup>.
  - Leasing markets remain active with over 9,938 sqm<sup>5</sup> leased over the year.
  - Full Periodic Liquidity event held in July 2025 - if more than 50% of investors submit redemption requests, CMW will proceed to realising assets and ultimately winding up the fund which may take several years to complete.
  - Outcome of Periodic Liquidity event is expected end of September 2025, and no material impact expected for FY26 earnings.
- Unitholders of Cromwell Riverpark Trust, which owns Energex House in Brisbane, voted in favour of a 2-year extension on 6 December 2024.
- Transactional activity in New Zealand remains subdued, reflected in Oyster Property Group's trading results. Whilst the value of assets under management is down slightly on June 2024, this is a direct result of translation into AUD.
- Inflows across the Cromwell Listed Securities business, managed by Phoenix Portfolios, continue to gain momentum. Valuation improvement reflects ongoing stabilisation of markets and expect to see ongoing improvements through FY26.

## Australian funds management Product breakdown by value (M)



1. Excluding 475 Victoria Ave, Chatswood, which is classified as held for sale at 30 June 2025.
2. 6 direct assets and 2 assets in underlying unit trusts.
3. Excluding Spring Hill, which was sold in August 2024
4. On look-through basis.
5. Including non-binding heads of agreement.



# Growth strategy

CROMWELL PROPERTY GROUP | FY25 RESULTS



Artist impression, Barton, ACT



# Group strategy

## Strategic direction

We will be an  
**Australian capital light  
investment manager**

Serving  
**retail, wholesale and  
strategic institutional  
investors**

specialising in  
**traditional Australian  
property sectors**

## Pathway to execution

### Organic growth

- Targeted asset acquisitions for new product launches, focused on the unlisted market.
- Slower execution pathway, although allows targeted and specialised asset selection.
- Selective development opportunities where commercially attractive.



### Existing product growth

- Partnering with like-minded capital partners to facilitate growth of existing products.
- Focus remains on sector opportunities within office, retail and industrial.



### Platform acquisitions

- Growth through portfolio or platform acquisitions, merged either into an existing product or as a standalone fund or mandate.
- Provides opportunity for fast delivery of scale and diversification.



# Sector opportunities



## Office

Pricing dislocation

Market sector recovery

Liquidity constraints

- Negative sentiment has impacted markets and assets indiscriminately, but space fundamentals vary considerably, presenting mispriced acquisition opportunities.
- Market sector jobs growth is starting to recover from a soft base, supporting demand at a time when delivering new supply is not economically feasible.
- Liquidity constraints have impacted some owners' capacity to effectively manage assets, resulting in sub-optimal outcomes which can be remedied by an experienced operator such as Cromwell.



## Industrial

Onshoring

Constrained supply pipeline

Fragmented ownership

- Demand drivers are broadening beyond e-commerce as geopolitical shifts elevate the importance of supply chain resilience and domestic industry.
- Planning, servicing, and construction challenges are constraining the near-term supply response. Lack of land availability in select markets should support space market fundamentals over the longer term.
- Ownership of industrial assets remains relatively fragmented and quality across the stock base can vary significantly. These dynamics present opportunities to enhance asset performance.



## Retail

Resilient income

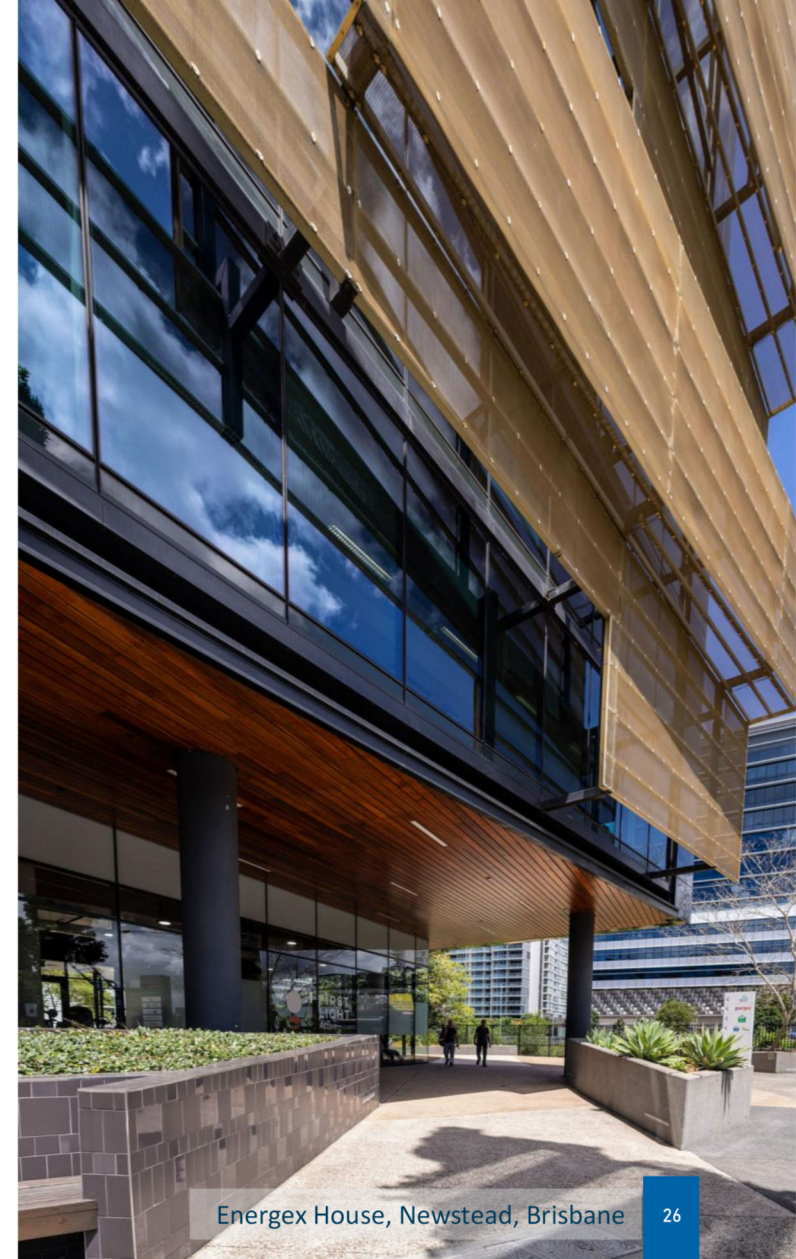
Inflation tailwinds

Consumer recovery

- Convenience centres provide largely stable income from blue chip tenants on long leases.
- Nature of grocery spending means demand is less volatile, but this doesn't come at the expense of growth, which averaged 4.8% p.a. over the last 20 years<sup>1</sup>.
- Consumption conditions are improving as tax cuts and lower inflation flow through to real household disposable income.
- Limited retail supply is forecast, which should contribute to positive rental tension for landlords.

# Key priorities

- **Capital deployment:** Opportunity to leverage improving market conditions and Cromwell's strong capital position to accelerate growth in Funds Management recurring fee income through organic expansion and strategic acquisitions with capital partners.
- **Maintain strong occupancy:** Continue to drive strong tenant engagement and active asset management initiatives to maximise rental income across the Investment Portfolio.
- **Prudent capital management:** remains a priority, with a focus on maintaining appropriate gearing throughout the growth phase to enable strategic expansion and long-term value creation.
- **Maintain high ESG & sustainability credentials,** pathway to net zero targets and energy-efficient upgrades.
- **Guidance:** the Group expects to pay an annual distribution of 3.0 cents per security for the 2026 financial year (0.75 cents per quarter).







For more information, please contact:

**Jonathan Callaghan**

Chief Executive Officer

[jonathan.callaghan@cromwell.com.au](mailto:jonathan.callaghan@cromwell.com.au)

Phone: +61 7 3225 7777

**Michelle Dance**

Chief Financial Officer

[michelle.dance@cromwell.com.au](mailto:michelle.dance@cromwell.com.au)

Phone: +61 7 3225 7777

**Libby Langtry**

Investor Relations Manager

[libby.langtry@cromwell.com.au](mailto:libby.langtry@cromwell.com.au)

Phone: +61 2 8278 3690

# Appendices

- 29 Operating profit and statutory loss reconciliation
- 30 Segment results - operating earnings detail
- 31 Balance sheet
- 32 Investment Portfolio summary
- 33 Net property income
- 34 Movement in book value
- 35 Balance sheet debt details





# FY25 Operating profit and statutory loss reconciliation

## Appendix

|                                                                | FY25 (\$M)        | FY24 (\$M)        |
|----------------------------------------------------------------|-------------------|-------------------|
| <b>Operating profit</b>                                        | <b>108.6</b>      | <b>136.7</b>      |
| <b>Operating EPS</b>                                           | <b>4.15 cps</b>   | <b>5.22 cps</b>   |
| Gain on sale of investment properties                          | -                 | 1.8               |
| Fair value gains / (losses)                                    |                   |                   |
| Investment properties                                          | (117.1)           | (315.1)           |
| Derivative financial instruments                               | (36.3)            | (23.4)            |
| Campbell Park Rights cost                                      | -                 | 15.5              |
| Investments at fair value through profit or loss               | (1.6)             | (3.8)             |
| Lease cost and incentive amortisation and rent straight-lining | (34.3)            | (24.1)            |
| Relating to equity accounted investments <sup>(1)</sup>        | 0.4               | (0.7)             |
| Net exchange (loss) / gain on foreign currency borrowings      | (0.7)             | 3.5               |
| Non-cash or non-operating items from discontinued operations   | 65.3              | (311.2)           |
| Tax benefit relating to non-operating items                    | 0.2               | 1.8               |
| Other non-cash expenses or non-recurring items <sup>(2)</sup>  | (7.1)             | (12.6)            |
| <b>Net loss for the period</b>                                 | <b>(22.6)</b>     | <b>(531.6)</b>    |
| <b>Statutory EPS</b>                                           | <b>(0.86) cps</b> | <b>(20.3) cps</b> |

(1) Comprises fair value adjustments included in share of profit of equity accounted entities.

(2) Comprises of depreciation of plant and equipment and right-of-use assets, amortisation of intangibles, amortisation of loan transaction costs and other transaction costs.



# Segment results – operating earnings detail

Appendix

| 30 June 2025                                     | Investment Portfolio<br>\$M | Funds and asset<br>management<br>\$M | Co-investments<br>\$M | Cromwell<br>\$M |
|--------------------------------------------------|-----------------------------|--------------------------------------|-----------------------|-----------------|
| <b>Segment revenue</b>                           |                             |                                      |                       |                 |
| Rental income and recoverable outgoings          | 194.0                       | -                                    | 0.8                   | 194.8           |
| Operating profit of equity accounted investments | -                           | 1.2                                  | 17.9                  | 19.1            |
| Development income                               | -                           | 2.3                                  | -                     | 2.3             |
| Funds and asset management fees                  | -                           | 51.2                                 | -                     | 51.2            |
| Distributions                                    | -                           | -                                    | 0.8                   | 0.8             |
| <b>Total segment revenue</b>                     | <b>194.0</b>                | <b>54.7</b>                          | <b>19.5</b>           | <b>268.2</b>    |
| <b>Segment expenses</b>                          |                             |                                      |                       |                 |
| Property expenses                                | 35.3                        | -                                    | 0.3                   | 35.6            |
| Funds and asset management direct costs          | -                           | 36.8                                 | 0.6                   | 37.4            |
| Other expenses                                   | 1.3                         | 5.6                                  | -                     | 6.9             |
| <b>Total segment expenses</b>                    | <b>36.6</b>                 | <b>42.4</b>                          | <b>0.9</b>            | <b>79.9</b>     |
| <b>Segment profit</b>                            | <b>157.4</b>                | <b>12.3</b>                          | <b>18.6</b>           | <b>188.3</b>    |
| <b>Unallocated items</b>                         |                             |                                      |                       |                 |
| Net finance costs                                |                             |                                      |                       | (45.7)          |
| Corporate costs                                  |                             |                                      |                       | (32.9)          |
| Income tax expense                               |                             |                                      |                       | (1.1)           |
| <b>Segment profit</b>                            |                             |                                      |                       | <b>108.6</b>    |

# Balance sheet

## Appendix

|                                                                           | FY25 (\$M)     | FY24 (\$M)       |
|---------------------------------------------------------------------------|----------------|------------------|
| <b>Assets</b>                                                             |                |                  |
| Cash and cash equivalents                                                 | 79.3           | 292.3            |
| Investment Properties                                                     | 2,015.0        | 2,212.0          |
| Disposal group assets held for sale                                       | 87.0           | 439.2            |
| Equity accounted investments                                              | 21.2           | 20.1             |
| Receivables                                                               | 13.9           | 25.8             |
| Intangibles                                                               | 0.2            | 0.3              |
| Derivative financial assets                                               | 4.8            | 46.7             |
| Investments at Fair Value                                                 | 12.0           | 13.6             |
| Other Assets                                                              | 37.0           | 33.0             |
| <b>Total Assets</b>                                                       | <b>2,270.4</b> | <b>3,083.0</b>   |
| <b>Liabilities</b>                                                        |                |                  |
| Borrowings                                                                | (675.9)        | (1,388.6)        |
| Derivative financial instruments                                          | (2.0)          | (15.7)           |
| Distribution payable                                                      | (19.6)         | (19.6)           |
| Payables                                                                  | (13.0)         | (20.6)           |
| Disposal group liabilities held for sale                                  | (87.0)         | (31.2)           |
| Other liabilities                                                         | (19.0)         | (17.5)           |
| <b>Total liabilities</b>                                                  | <b>(816.5)</b> | <b>(1,493.2)</b> |
| <b>Net Assets</b>                                                         | <b>1,453.9</b> | <b>1,589.8</b>   |
| Securities on issue (M)                                                   | 2,618.9        | 2,618.9          |
| <b>NTA per security (including interest rate derivatives)</b>             | <b>\$0.56</b>  | <b>\$0.61</b>    |
| <b>NTA per security (excluding interest rate derivatives)</b>             | <b>\$0.55</b>  | <b>\$0.60</b>    |
| <b>Gearing<sup>1</sup></b>                                                | <b>31.1%</b>   | <b>38.9%</b>     |
| <b>Gearing<sup>1</sup> (look-through)</b>                                 | <b>31.1%</b>   | <b>46.3%</b>     |
| <b>Gearing (excluding Chatswood at Jun 25)<sup>2</sup></b>                | <b>28.2%</b>   | <b>38.9%</b>     |
| <b>Gearing (excluding Chatswood at Jun 25)<sup>2</sup> (look-through)</b> | <b>28.2%</b>   | <b>46.3%</b>     |

1. Calculated as (Total borrowings less cash) / (Total tangible assets less cash). Total tangible assets excludes Right to Use assets recorded in accordance with AASB16 Leases.
2. Excluding the JV Syndicated loan facility which is associated with 475 Victoria Ave, Chatswood, which is classified as held for sale at 30 June 2025.

# Investment Portfolio summary

## Appendix

| Property                                                  | FY25 Value (\$M) | Cap rate     | Occupancy    | WALE by income from external valuation | NLA (sqm)      | Major tenants                         | Nabers Energy |
|-----------------------------------------------------------|------------------|--------------|--------------|----------------------------------------|----------------|---------------------------------------|---------------|
| 400 George St, Brisbane, QLD                              | 352.0            | 7.75%        | 98.5%        | 2.3                                    | 43,249         | QLD State Government                  | 5.5           |
| HQ North Tower, 540 Wickham Street, Fortitude Valley, QLD | 220.0            | 7.50%        | 99.3%        | 5.6                                    | 29,183         | AECOM, TechOne                        | 6.0           |
| 203 Coward St, Mascot, NSW                                | 469.0            | 6.75%        | 100%         | 7.5                                    | 47,910         | Qantas                                | -             |
| 2-24 Rawson Place, Sydney, NSW                            | 250.0            | 6.75%        | 100%         | 3.0                                    | 25,251         | NSW State Government                  | 5.5           |
| 207 Kent St, Sydney, NSW                                  | 255.0            | 7.38%        | 78.4%        | 2.8                                    | 20,574         | Various                               | 5.0           |
| 71 Athllon Drive, Greenway, ACT                           | 252.0            | 6.63%        | 100%         | 7.2                                    | 35,881         | Federal Government                    | 6.0           |
| 700 Collins St, Melbourne, VIC                            | 217.0            | 6.75%        | 98.7%        | 4.8                                    | 33,239         | Bureau of Meteorology<br>Metro Trains | 5.5           |
| <b>Total<sup>1</sup></b>                                  | <b>2,015.0</b>   | <b>7.07%</b> | <b>97.2%</b> | <b>5.0</b>                             | <b>235,287</b> | -                                     | -             |

1. Excluding 475 Victoria Avenue, Chatswood, NSW, contracted for sale.



# Investment Portfolio net property income

## Appendix

|                                                           | FY25 (M)     | FY24 (\$M)   | Variance (\$M) | Variance (%)    |
|-----------------------------------------------------------|--------------|--------------|----------------|-----------------|
| 2-4 Rawson Place, Sydney, NSW                             | 15.7         | 15.6         | 0.1            | 0.2             |
| 203 Coward Street, Mascot, NSW                            | 32.0         | 33.5         | (1.5)          | (4.4%)          |
| 700 Collins Street, Melbourne, VIC                        | 18.9         | 18.4         | 0.5            | 2.7%            |
| 71 Athllon Drive, Greenway, ACT                           | 18.7         | 18.0         | 0.7            | 4.0%            |
| HQ North Tower, 540 Wickham Street, Fortitude Valley, QLD | 17.7         | 16.0         | 1.6            | 10.3%           |
| 400 George Street, Brisbane, QLD                          | 34.4         | 32.8         | 1.6            | 4.9%            |
| 207 Kent Street, Sydney, NSW                              | 15.9         | 16.0         | (0.1)          | (0.9%)          |
| 475 Victoria Avenue, Chatswood, NSW                       | 5.2          | 4.7          | 0.5            | 11.5%           |
| <b>Total Held Properties</b>                              | <b>158.5</b> | <b>155.0</b> | <b>3.4</b>     | <b>2.2%</b>     |
| <b>Disposals</b>                                          |              |              |                |                 |
| 243 Northbourne Avenue, Lyneham                           | 0.0          | 2.5          | (2.5)          | (100.0%)        |
| Tuggeranong Office Park, Greenway (car park)              | 0.0          | (0.6)        | 0.6            | 100.0%          |
| 2 Station Street, Penrith                                 | 0.0          | 0.8          | (0.8)          | (100.0%)        |
| Car Parking / Mary Street Hub                             | 0.0          | 0.1          | (0.1)          | (100.0%)        |
| <b>Sold Assets Total</b>                                  | <b>0.0</b>   | <b>2.8</b>   | <b>(2.8)</b>   | <b>(100.0%)</b> |
| Consolidation adjustments / eliminations                  | 0.2          | 0.3          | (0.1)          | (33.3%)         |
| <b>Total Net Property Income</b>                          | <b>158.7</b> | <b>158.1</b> | <b>0.6</b>     | <b>0.4%</b>     |

# Movement in book value

## Appendix

|                                                 | FY25<br>\$M    | FY24<br>\$M    | FY23<br>\$M    | FY22<br>\$M    | FY21<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    |
|-------------------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>Opening Balance</b>                          | <b>2,212.0</b> | <b>3,098.2</b> | <b>3,740.0</b> | <b>3,863.5</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>1,117.2</b> |
| Acquisitions                                    | -              | -              | -              | -              | 89.3           | 1,286.0        | -              | 51.8           | -              | -              | 8.0            | -              | 661.3          | 263.4          | 322.4          | -              |
| Construction costs                              | -              | -              | -              | 0.2            | 1.8            | 0.2            | -              | 13.6           | 92.3           | 47.2           | -              | -              | -              | -              | -              | -              |
| Finance Costs Capitalised                       | -              | -              | -              | -              | 0.8            | 0.1            | -              | 1.1            | 4.4            | -              | -              | -              | -              | -              | -              | -              |
| Property Improvements                           | <b>3.2</b>     | 4.6            | 10.9           | 13.9           | 7.5            | 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>4.9</b>     | <b>7.9</b>     | <b>12.1</b>    | <b>6.0</b>     | <b>1.2</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                                       | -              | -              | (32.8)         | (132.3)        | (44.0)         | (150.8)        | (54.5)         | (89.3)         | (87.1)         | (150.9)        | (205.8)        | (250.0)        | (42.4)         | (39.3)         | (33.7)         | (22.1)         |
| Reclassified to: Held for sale                  | <b>(87.0)</b>  | (511.8)        | (189.8)        | (19.0)         | -              | -              | -              | (0.9)          | (69.5)         | -              | (36.6)         | -              | -              | -              | -              | -              |
| Inventory                                       | -              | -              | -              | (10.0)         | -              | -              | -              | -              | -              | -              | -              | -              | -              | -              | -              | -              |
| Straight Lining of Rental Income                | <b>(5.2)</b>   | 2.4            | 7.4            | 6.0            | 3.7            | 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                      | <b>33.4</b>    | 31.8           | 14.1           | 17.4           | 11.6           | 68.6           | 25.6           | 22.1           | 22.8           | 21.7           | 37.7           | 11.9           | 29.3           | 15.8           | 15.9           | 2.2            |
| Unpaid lease incentives                         | -              | (25.8)         | -              | -              | -              | -              | -              | -              | -              | -              | -              | -              | -              | -              | -              | -              |
| Amortisation of leasing costs and incentives    | <b>(29.2)</b>  | (29.0)         | (27.9)         | (29.3)         | (30.3)         | (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   | <b>(117.1)</b> | (359.9)        | (491.6)        | 54.0           | 97.5           | 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 gain / (loss)              | -              | (6.4)          | 55.8           | (30.4)         | (27.9)         | 15.2           | -              | -              | -              | -              | -              | -              | -              | -              | -              | -              |
| <b>Closing Balance</b>                          | <b>2,015.0</b> | <b>2,212.0</b> | <b>3,098.2</b> | <b>3,740.0</b> | <b>3,863.5</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>0.23%</b>   | <b>0.30%</b>   | <b>0.35%</b>   | <b>0.16%</b>   | <b>0.03%</b>   | <b>0.02%</b>   | <b>0.06%</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>   |

# Balance sheet debt details

## Appendix

| Facility                                                           | Drawn<br>\$M | Commitment<br>\$M | Maturity<br>Date | Fin Yr<br>Expiry | Years<br>Remaining | Covenants            |
|--------------------------------------------------------------------|--------------|-------------------|------------------|------------------|--------------------|----------------------|
| Bank 1 - 2 Year Facility                                           | 75.0         | 75.0              | May-2027         | 2027             | 1.9 yrs            | LVR 60%<br>ICR 2.0 x |
| Bank 2 - 2 Year Facility                                           | 125.0        | 125.0             | Jun-2027         | 2027             | 1.9 yrs            |                      |
| Bank 3 - 2 Year Facility                                           | 135.0        | 135.0             | Jun-2027         | 2027             | 1.9 yrs            |                      |
| Bank 4 - 3 Year Facility                                           | -            | 270.0             | Apr-2028         | 2028             | 2.8 yrs            |                      |
| Bank 1 - 3 Year Facility                                           | 5.0          | 75.0              | May-2028         | 2028             | 2.9 yrs            |                      |
| Bank 2 - 3 Year Facility                                           | 110.0        | 125.0             | Jun-2028         | 2028             | 2.9 yrs            |                      |
| Bank 3 - 3 Year Facility                                           | 45.0         | 115.0             | Jun-2028         | 2028             | 2.9 yrs            |                      |
| Bank 5 - 5 Year Facility                                           | 180.0        | 180.0             | Apr-2030         | 2030             | 4.8 yrs            |                      |
| <b>Secured Bilateral Facilities<br/>under CTD (Senior Secured)</b> | <b>675.0</b> | <b>1,100.0</b>    |                  |                  | <b>2.9 yrs</b>     |                      |



