

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

Friday 1 November 2019

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

Dear Sir/Madam

# **Cromwell Property Group (ASX:CMW)**

In accordance with ASX Listing Rule 3.17.1, attached is a copy of a letter sent to holders of Cromwell Property Group stapled securities today.

Yours faithfully

**CROMWELL PROPERTY GROUP** 

**LUCY LAAKSO** 

**COMPANY SECRETARY** 



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# **CROMWELL QUARTERLY BUSINESS UPDATE**

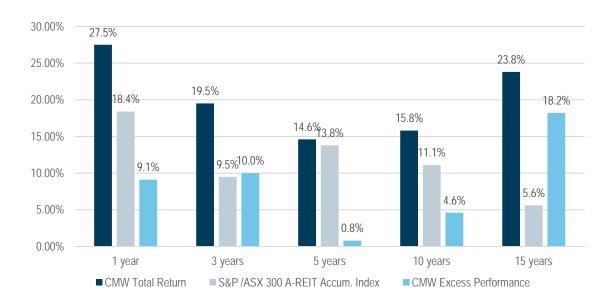
## Dear Securityholder,

It has been three months since my last update. There are now only a few weeks to go before the Cromwell Board of Directors and I will have the pleasure of welcoming securityholders to the Annual General Meeting of Cromwell Corporation Limited and the General Meeting of Cromwell Diversified Property Trust (Meeting) in Brisbane on 28 November 2019.

Cromwell was established in July 1998 with capital from friends and family. Today, Cromwell's securityholders range from large institutional investors, both domestic and international, to 14,000 'mums and dads', many of whom are now retired. The common thread between members of this diverse group is that they all trust Cromwell to provide them with stable, secure and growing distributions with the potential for capital growth.

I believe our success in consistently being able to do so remains, in part, due to always being absolutely focused on doing the right thing for all of our investors, large and small, equally. As such, the table below shows Cromwell's total securityholder return over one, three, five, ten and 15 years.

## **Cromwell Total Securityholder Return**



# Meeting update: Your vote is important

All securityholders should have received the Notice of Meeting and Explanatory Memorandum for the Meeting (Notice) and their personalised proxy voting forms. If you have not received the Notice or your proxy form, please contact our investor services team directly on phone: 1300 268 078 or email: <a href="mailto:invest@cromwell.com.au">invest@cromwell.com.au</a>.

The Notice sets out the resolutions that will be voted on at the Meeting and the Board's recommendations on how securityholders should vote on the resolutions. The rationale for each recommendation is included in the Notice and I encourage you to read it carefully. As you will see, the Notice contains details of a proposed resolution to elect a director nominated by ARA Real Estate Investors XXI Pte. Ltd. (which is part of the ARA Asset Management group) (ARA) to Cromwell's board



of directors (Board). ARA is Cromwell's largest securityholder. It has become increasingly evident that ARA is a direct competitor to Cromwell in Australia, where we have both bid on the same assets including 400 George Street in Brisbane, and in Europe where ARA is also active.

As part of its ongoing renewal process the Board has taken the view that all non-executive directors should be independent, and (to the extent possible) free of any conflict, so they can act in the best interests of all securityholders. On this basis, the Board appointed two new independent non-executive directors on 21 October 2019 and has recommended against the election of ARA's new nominated Board representative. Please refer to the Notice for further details about the Board's recommendations on each of the resolutions to be voted on at the Meeting.

ARA have also again requested a copy of Cromwell's securityholder register which, under the Corporations Act, they are entitled to do. They, or their representatives, may attempt to communicate directly with you to encourage you to vote in favour of the election of their nominated director. If you do receive any unsolicited communication or contact from ARA or their representatives, (including unofficial proxy forms), we again encourage you to treat it with circumspection.

If you have any questions about the Meeting or the Notice, please contact the Cromwell Investor Services team directly by phone: 1300 268 078 or email: invest@cromwell.com.au.

## 'Invest to Manage' strategy update

The 'Invest to Manage' strategy involves investing capital to acquire or improve assets, and then creating new funds to attract investment from capital partners. Cromwell will hold a co-investment stake in each fund, manage the assets and recycle the capital into new initiatives. The strategy aims to build enterprise value, add to medium-term earnings and generate higher total securityholder return.

#### **Australia**

In Australia, we continue to recycle capital from the assets where we have already added significant value into new opportunities. We sold our 50% interest in Northpoint Tower for \$300 million and acquired 400 George Street in Brisbane for \$524.75 million, for which we will seek a capital partner.

We continue to progress our \$1 billion pipeline of active asset opportunities. The ongoing repositioning of an old office style campus in Greenway, ACT into a seniors' living village with our joint venture partner LDK Healthcare is progressing well, with residents due to move in next year. The premium end of the seniors' living market is benefitting from strong demographics and demand and this opportunity is already attracting substantial investor interest.

# **Europe**

We have recently signed formal binding agreements to acquire all of the third-party investor interests in the Cromwell Polish Retail Fund (CPRF). CPRF consists of seven catchment-dominating retail centres with a gross asset value of approximately \$1 billion.

Our 34-strong team in Poland have been managing and developing the assets for more than a decade and have identified value enhancement initiatives that we expect will drive attractive future returns. Once the transaction completes we will reset CPRF and look to market it to new investors.

#### **Singapore**

The Cromwell European REIT (CEREIT) continues to grow. The completion of an €88.8 million acquisition of an office asset in Poznan in Poland means that its portfolio now comprises 102 properties in seven European countries. Cromwell's 32% stake is currently worth approximately €400



million and CEREIT is turning out to be an excellent investment for both Cromwell and CEREIT securityholders.

Overall, despite the media and economic noise, we remain focused on the 'Invest to Manage' strategy and I'm positive about the opportunities that lie ahead. Thank you for your ongoing support and I look forward to seeing as many of you as possible at the upcoming Meeting.

Yours sincerely

**Paul Weightman** 

CEO

Cromwell Property Group

Ends.

## **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 Real Estate Investor and Manager with operations on three continents and a global investor base. The Group is included in the S&P/ASX200. As at 30 June 2019, Cromwell had a market capitalisation of \$3.0 billion, a direct property investment portfolio in Australia valued at \$2.5 billion and total assets under management of \$11.9 billion across Australia, New Zealand and Europe.