

# ASX Announcement and Media Release



## Shareholder Discount Offer

Cedar Woods Properties Limited (Cedar Woods) [ASX: CWP] is pleased to announce enhancements to its shareholder discount offer, which will take effect immediately.

The shareholder discount offer rewards Cedar Woods shareholders by providing exclusive discounts on property purchases at the Company's developments.

The key improvements relate to a broadening of the range of products included in the offer and a reduction in the qualifying period for holding shares in order to be eligible for the offer.

The changes are as follows:

- The offer is extended to strata commercial units, reflecting the Company's diversification into commercial developments;
- For residential lots, the qualifying period of ownership of CWP shares will be reduced to 6 months prior to the lot contract date, from the current period of 12 months;
- For 'built form' lots (such as townhouses or apartments), the qualifying period of ownership of CWP shares will also be reduced to 6 months prior to purchase, or when lots are purchased off the plan, CWP shares may be bought at the time of purchase of the lot but must be held by the purchaser through to settlement; and
- The number of shareholder discounts available will be limited in any sales release to two discounts, although the Company may extend this for a particular release.

Customers who wish to access the shareholder discount offer for a particular product should enquire with the sales managers at the Company's projects, details of which may be found on the Cedar Woods website [www.cedarwoods.com.au](http://www.cedarwoods.com.au).

The revised terms of the shareholder discount offer are attached.

27 February 2019

Cedar Woods Properties Limited

ASX Code: CWP

Cedar Woods Properties is a national developer of residential communities and commercial developments. Established in 1987, the Company has grown to become one of Australia's leading property companies.

### For further information

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## Shareholder Discount Offer

### **5% DISCOUNT ON LAND AND 2.5% DISCOUNT ON HOUSES, TOWNHOUSES, APARTMENTS AND COMMERCIAL UNITS IN CEDAR WOODS' PROJECTS**

- ◆ **5% discount on single residential land lots:**  
Eligible shareholders are those who have held 1,000 CWP shares for at least 6 months prior to purchase
- ◆ **2.5% discount on houses, townhouses, apartments & strata commercial units (collectively 'built form product'):**  
Eligible shareholders are those who:
  - Have held 1,000 CWP shares for at least 6 months prior to purchase; OR
  - Hold 1,000 CWP shares at the time of buying 'off the plan\*' and hold through to settlement

### **TERMS & CONDITIONS**

1. Shareholders are entitled to a 5% discount off the listed sale price of any single residential lot and 2.5% off the listed sale price of any house, townhouse, apartment or strata commercial unit (within selected developments);
2. For single residential land lots, shareholders must have held a minimum number of 1,000 shares for at least 6 months before purchasing a lot to qualify for the discount;
3. For 'built form product' shareholders must have held a minimum number of 1,000 shares for at least 6 months before purchasing a property to qualify for the discount; Alternatively, if the built form product is bought 'off the plan'\* the shareholder may qualify for the discount by holding a minimum number of 1,000 shares at the time of purchase and must provide evidence of continuous ownership of the minimum holding until settlement of the product;
4. There is no limit to the number of lots, products, which a shareholder may purchase under the scheme, subject to any statutory restrictions and noting some restrictions on the number of shareholder discounts offered in any one sales release (see 5 below);
5. This offer is limited to two shareholder discounts per sales release. The company may extend the offer to additional sales in any release at its absolute discretion;
6. Joint holders are counted as one for the purpose of the discount;
7. The shareholder discount applies to the full list price only and does not apply when other special promotions, discounts or incentives are in place, but noting condition 8 below;
8. The shareholder discount applies in addition to landscaping and fencing rebates, where available;
9. The shareholder discount scheme does not apply to lots or products in joint venture or syndicate projects;
10. The shareholder discount scheme does not apply to housing contracts that shareholders enter into with independent builders on land purchased in the company's developments;
11. No shareholder discount card will be issued; purchasers need only declare themselves as qualifying shareholders at the time of purchase to be eligible to apply for the discount;

12. The property must be purchased in the name of the shareholder or a registered entity directly associated with the shareholder, to the satisfaction of Cedar Woods;
13. The property must be purchased directly through the company's appointed agent to receive the discount, and not any other agent or representative;
14. The Company reserves the right to administer the scheme at its discretion and alter the above terms and conditions without prior notice. The scheme may be withdrawn for particular developments. Shareholders will be advised of any significant changes by lodgement of a notice at the Australian Securities Exchange and subsequently in the company's regular reports to shareholders;
15. The Company may not approve an offer to purchase at its absolute discretion.

\*products bought 'off the plan' are those products that have yet to be titled under an approved plan.

**ENDS**