



ESR Australia announces executive appointment of Matthew Lawson

- Matthew Lawson appointed Deputy Chief Financial Officer of ESR Australia, activating a senior executive succession plan
- Mr Lawson brings 15 years' experience in the APAC region at leading global real estate investment and financial services companies
- Demonstration of ESR Australia's ongoing commitment to employing professionals with Australian and wider APAC experience, to give a competitive edge to domestic operations

SYDNEY, 6 October 2020

ESR Australia is pleased to announce the appointment of Matthew Lawson as Deputy Chief Financial Officer. This strategic appointment further bolsters ESR Australia's senior management capability, as Mr Lawson assumes responsibility for the Corporate Development team and Treasury.

This is an important step in the succession plan for current ESR Australia Chief Financial Officer, Tony Groth. Mr Lawson will transition into the CFO position in preparation for Mr Groth's planned retirement in mid-2021.

Mr Lawson brings significant experience from across the Asia-Pacific (APAC) region. He joins ESR Australia from publicly listed global real estate, hospitality and related services conglomerate Hongkong & Shanghai Hotels Limited, where he served as an Executive Director and Chief Financial Officer from 2016 to 2020. Prior to this role, Mr Lawson was a Managing Director and Head of Real Estate, Gaming & Lodging Investment Banking for Asia at JPMorgan, based in Hong Kong for 11 years.

ESR Australia CEO Phil Pearce said Mr Lawson would bring valuable international experience to the company and help continue its expansion in the Australian market. Mr Pearce added that Mr Lawson's extensive access to capital sources would help ESR Australia continue its strategy of growing land banks and assets under management from development.

"I'm delighted to welcome Matt to ESR Australia initially as Deputy CFO, as a transition to CFO at the retirement of our current CFO, Tony Groth, planned for next year.

Matt is well-credentialed to take on this new role and stood out in the candidate pool. I had encountered Matt when he was the head of real estate investment banking for JP Morgan and was someone I knew and trusted.



He joins us from a listed hotel ownership operating group where he was CFO, so he's clearly qualified for when he ultimately steps up into that position for ESR Australia. I also believe it's been an effective strategy for us to bring on staff with experience both in Australia and across the APAC region, which is too often undervalued." Mr Pearce said.

Mr Lawson said, "This is a fantastic opportunity for me to return to Australia. I've spent the last 15 years of my career in and among markets across the APAC region. That brings me familiarity with various stakeholders within ESR, as well as multiple sources of capital that will no doubt support the business as it seeks to grow.

The majority of the growth in the logistics space globally is going to be coming out of the APAC region, which is one of the fastest growing regions in the world. There's going to be greater connectivity with tenants, so our ability to service them in multiple markets should lend itself to a competitive advantage over time.

To be able to transition into a business with aggressive growth ambitions that operates in an asset class that is burgeoning in the COVID-19 environment, amid a sizeable shift towards ecommerce, was a key motivator for me," Mr Lawson said.

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About ESR Australia

ESR Australia is a leading manager of industrial and business park real estate with assets under management of more than A\$2.7 billion, and a robust pipeline of developments underway. ESR Australia also has established funds management capabilities with long term relationships with global institutional investors.

Their team has deep expertise across the industrial and office real estate markets. A fully integrated service offering is delivered by this inhouse team, achieving positive customer outcomes through tenant-driven development solutions, active asset management, and a strategic approach to property investment management.

ESR Group is the largest Asia-Pacific logistics real estate group by gross floor area (GFA) and by value of the assets owned directly and by the funds and investment vehicles it manages. With over US\$26.5 billion in assets under management across more than 18.7 million sqm of real estate and land, ESR operates across the region in China, Japan, Singapore, South Korea, India and Australia. ESR has been listed on the Main Board of The Stock Exchange of Hong Kong Limited since 1 November 2019.

For more information on ESR Australia, please visit au.esr.com

Assets Under Management @ 30 June 2020

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