



Elanor Commercial Property Fund

HY22 Results Presentation





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ACKNOWLEDGEMENT OF COUNTRY

Elanor is proud to work with the communities in which we operate, to manage and improve properties on land across Australia and New Zealand.

We pay our respects to the traditional owners, their elders past, present and emerging and value their care and custodianship of these lands.





Overview

Elanor Commercial Property Fund



Elanor Commercial Property Fund (ASX:ECF)



Externally managed real estate investment trust investing in high investment quality **Australian office properties**

ECF is managed by **Elanor Investors Group (ASX:ENN)**, a listed fund manager with \$2.44 billion of funds under management

Established in 2019, ECF owns **eight commercial office properties** across Australia with a gross asset value of **\$532.3 million**

Investment Strategy



To invest in commercial office properties with differentiated positions and sustainable competitive advantages in their respective markets

ECF's portfolio of commercial office properties meet and exceed the demands of tenants in their respective markets leading to **sustainable**, **secure income**

ECF's **active asset management** is acutely focused on responding to the needs of tenants, to drive rental income and capital growth





HY22 achievements



Successful execution of strategic leasing and ESG initiatives

Active asset management resulting in strong leasing outcomes

Investing in tenant and building amenity and establishing a roadmap to a carbon neutral portfolio

Executing on leasing initiatives across the Portfolio with **10,040 m² leased** over the period (13% of the portfolio)



Created value from strategic acquisition

Strategy to acquire assets with differentiated positions in their respective markets

Acquired 50 Cavill Avenue, Surfers Paradise, the pre-eminent office accommodation on the Gold Coast, in August 2021

Valuation uplift of \$4.9m (4.4%)¹ reflecting strong leasing outcomes in the four months since acquisition



Delivered strong uplift in portfolio value

Valuation increases reflecting strong leasing outcomes

Valuation increase of \$18.1m (3.7%)² on a like-for-like basis

30 Jun 2021²: \$495.1m, 31 Dec 2021: \$513.2m

- 1. Uplift expressed on a like-for-like basis from the purchase price net of settlement adjustments for outstanding incentives
- 2. Including the net purchase price of 50 Cavill Avenue, Surfers Paradise, QLD which settled on 31 August 2021
- 3. Calculated on the closing price of \$1.10 on 18 February 2022



Strong income and increasing NTA per security

Distributions

- HY22: 4.70 cps (8.5% yield³)
- Reaffirming FY22 market guidance: 9.4 cps

Funds From Operations

- HY22: 5.50 cps
- Reaffirming FY22 market guidance: 10.8 cps

NTA up 5.3% to \$1.19 per security post acquisition of Cavill Avenue

HY22: Results highlights



Continued strong performance

FFO

\$14.3m

5.50 cents per security¹, full-year guidance of 10.8 cents per security¹

Gross Asset Value

\$532.3m

Increase of 35% from 30 June 2021

Distributions per Security

4.70c

Full-year guidance of 9.4 cents per security, conservative payout ratio

Occupancy³

95.6%

Significantly above average national occupancy rate of 87.9%⁴

NTA per Security

\$1.19

5.3% increase post acquisition of Cavill Avenue

Gearing⁵

32.8%

Conservative gearing at lower end of target gearing range

Portfolio WALE²

3.8yrs

Minimal near term lease expiries

Hedged Interest Rate Exposure

97.3%

Minimal exposure to interest rate increases

- 1. Based on the weighted average number of securities on issue
- 2. Weighted by income, excluding any rental guarantees and including Heads of Agreements
- 3. Weighted by area, excluding any rental guarantees and including Heads of Agreements
- 4. PCA January 2021
- 5. Debt less cash divided by total assets less cash





Executing on Strategy

Commercial PROPERTY FUND

Portfolio metrics

8.1 years

refurbishment

High investment quality commercial office properties



WorkZone West 202 Pier Street, Perth

\$134.0 million

Prime grade office property with leading environmental credentials



200 Adelaide Street Brisbane

\$55.5 million

High quality, unique CBD heritage building



Limestone Centre 38 Limestone St, Ipswich

\$37.0 million

Flexible office accommodation with 'best-in-class' parking



Campus DXC 196 OG Road, Adelaide

\$37.5 million

High quality tech campus style office accommodation



 $1,810 \text{ m}^2$

Average floor plates



Nexus Centre

96 Capalaba Rd, Mount Gravatt

\$39.2 million

Large floorplates with high quality indoor and outdoor amenity



Cannon Hill

34 Corporate Dr, Cannon Hill

\$22.5 million

High quality office and warehouse asset in prime location



Garema Court

140-180 City Walk, Canberra

\$72.0 million

Iconic office building in the heart of the Canberra CBD



50 Cavill Ave

Surfers Paradise

\$115.5 million

Dominant office building in the Gold Coast market

1:97

Above-average car parking ratio

5.2 Stars

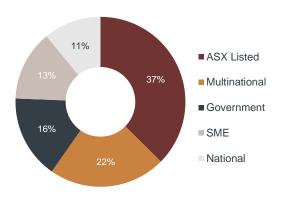
Average NABERS Energy rating



Assets attracting quality tenants

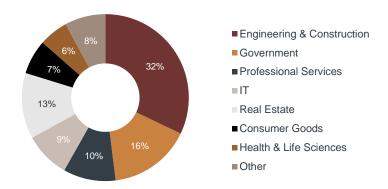
Tenant Type (by income)

87% of the portfolio is leased to Government, multinational, national or ASX-listed companies



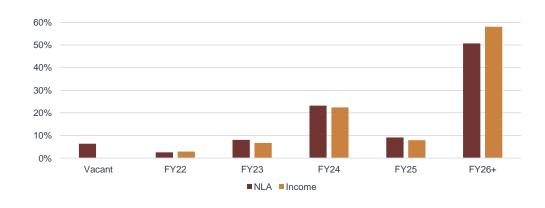
Tenant Industry (by income)

Portfolio's tenants are in growth sectors



Lease Expiry Profile (by area)

Strong lease expiry profile with 82% of the Fund's income secured for the next two years; portfolio **WALE of 3.8 years**¹



Top 10 Tenants	
M CIMIC	32.6%
Australian Government	14.1%
DXC.technology	7.7%
hub AUSTRALIA	6.4%
ACCOR HOTELS	3.0%
coles	2.1%
UNNINGS warehouse	2.1%
Regus	1.7%
CLEMENGERBBDO	1.6%
Queensland Government	1.6%
Total	89.3%



Executing on strategy: Driving leasing outcomes

Value accretive capex

Consultative approach with tenants leading to informed, value accretive capex:

- High quality, market relevant fit outs
- Flexible meeting spaces
- · Outdoor areas; Green space
- End-of-trip facilities
- Upgraded common areas

Environmental initiatives

- · WorkZone West has achieved:
 - Climate Active Carbon Neutral certification
 - 6.0 Star NABERS Energy Rating
- Portfolio approach to energy efficiency and environmental sustainability
- Roadmap to a Carbon Neutral portfolio

Tailored initiatives for each asset



WorkZone West

6 Star NABERS Energy and Carbon Neutral certification



200 Adelaide St

Upgraded lobby reinforces the unique heritage offering



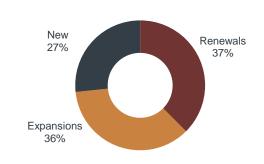
Cannon Hill

High-quality fit-outs increasingly important post-pandemic

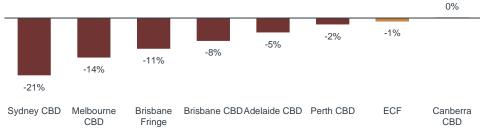
Leasing activity¹

10,040 m²

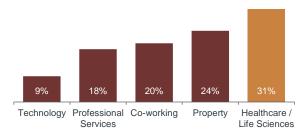
Representing 13% of Portfolio



Net effective rent: Pre- and post-COVID²



High quality tenants³













- 1. Excluding short-term lease extensions. Pie chart shows percentage of NLA leased
- 2. JLL REIS; Change in Prime Net Effective Rent from December 2019 to December 2021



Executing on strategy: Driving valuation increases

Strong valuation uplift¹

\$18.1m or 3.7%

	Valuation (\$ millions)	Increase (%)	Cap Rate (%)
30 June 2021	384.5	-	6.59%
Acquisitions ²	110.6	+28.8%	-
Valuation uplift ¹	18.1	+3.7%	-
31 December 2021	513.2	+33.5%	6.33%

Immediate uplift of 4.4% at 50 Cavill Avenue since acquisition in August 2021²

Cap rate compressions reflects successful leasing outcomes and investor demand for quality assets

Key valuation increases



\$4.9 million | +4.4%

50 Cavill Avenue





Nexus Centre \$2.7 million



+7.4%

Further opportunities for valuation uplift

- Immediate leasing up opportunities at Cannon Hill (HoA signed over level one for a new seven-year lease)
- Repositioning upside at Garema Court
- Lease up of Limestone Street



Corporate Drive, Cannon Hill $22.5 \text{ million}^3 + 6.5\% \text{ cap rate}^3$

^{1.} From 30 June 2021 including the acquisition of 50 Cavill Avenue, Surfers Paradise, QLD which settled on 31 August 2021, net of settlement adjustments for outstanding incentives

^{2.} Purchase price of 50 Cavill Avenue net of settlement adjustments for outstanding incentives

^{3.} Prior to the signing of a new Heads of Agreement taking occupancy to 90.6% and increasing the WALE to 7.0 years



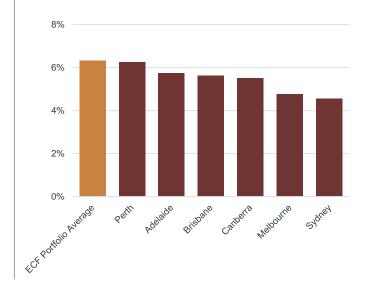
Continued opportunity to create value across the portfolio

Capitalisation rates¹ (%)

6.33%

Weighted Average Capitalisation Rate

Opportunity for further cap rate compression and valuation uplift

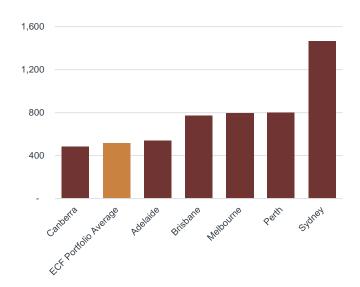


Gross market rents¹ (\$/m²)

\$515 per m²

Weighted Average Gross Market Rent

Assets are highly competitive in their respective markets, with attractive rental price points

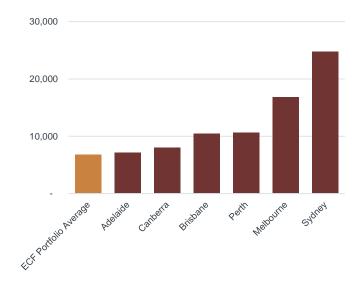


Capital values¹ (\$/m²)

\$6,768 per m²

Weighted Average Capital Value

Portfolio materially below replacement cost providing competitive advantage and significant value uplift potential



1. JLL REIS 31 December 2021



HY22 Financial Results



Income statement

Income Statement (\$'000)	HY22	HY21
Gross property income	22,680	19,735
Property expenses	(4,175)	(3,509)
Net Property Income	18,505	16,226
Borrowing costs	(1,856)	(1,487)
Investment management fees, other expenses	(2,319)	(1,786)
Funds From Operations (FFO)	14,330	12,953
Fair value adjustments on investment property	5,555	2,515
Straight lining, amortisation ¹ , other	(1,287)	197
Statutory Net Profit	18,598	15,665
FFO per Security (cents)	5.50	6.34
Distributions	13,225	10,362
Distributions per Security (cents)	4.70	5.07
Payout ratio ²	85%	80%



HY22 Distribution

4.70cps

Distribution of 4.70 cents per security (payout ratio 85% of FFO)



HY22 FFO

5.50cps

FFO of \$14.3m

^{1.} Includes the amortisation of capitalised leasing costs and rental abatements, and debt establishment costs recognised in the Statement of Profit or Loss

^{2.} Payout ratio equal to distribution per security divided by FFO per security for the period



Balance sheet

Balance Sheet (\$'000)	31 Dec 2021	30 Jun 2021
Assets		
Cash	14,447	8,409
Investment properties	513,200	384,500
Receivables, other	4,607	1,256
Total Assets	532,254	394,165
Liabilities		
Interest bearing liabilities	184,223	141,441
Distribution payable	6,613	5,092
Payables, other	7,208	4,169
Total Liabilities	198,044	150,702
Net Assets	334,210	243,463
Securities on Issue ('000)	281,383	204,400
NAV per security	\$1.19	\$1.19
NTA per security	\$1.19	\$1.19
Gearing ¹	32.8%	34.5%



Net Tangible Assets (NTA)

\$1.19 per security

Increase of 6cps, or 5.3%, post 50 Cavill Avenue acquisition



Investment Properties

\$513.2m

33.5% increase from 30 June 2021



Gearing Ratio¹

32.8%

Conservatively positioned at low end of target range

Gearing reduced from 34.5% at 30 June 2021

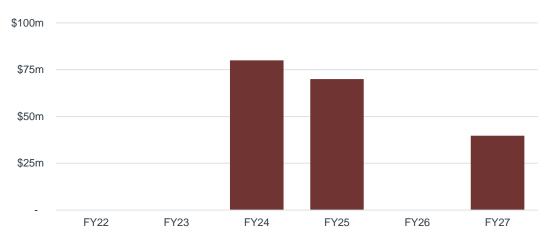
Debt less cash divided by total assets less cash



Debt and capital management

Capital management metrics	31 Dec 2021
Facility limit (\$m)	189.7
Drawn debt (\$m)	184.8
Gearing ¹	32.8%
Hedged %	97.3%
Weighted average cost of debt (p.a.)	2.19%
Average debt facility maturity (years)	3.1
Average swap / hedge maturity (years)	2.7

Debt expiry profile



Weighted average cost of debt

2.19% p.a.

• The weighted average term to maturity of the Fund's debt is 3.1 years

Gearing¹

32.8%

- Conservatively positioned at low end of target range
- Gearing reduced from 34.5% at 30 June 2021

Debt hedged

97.3%

Minimal exposure to interest rate increases

Key covenants

Loan-to-value ratio (LVR)

≤45%

- Fund LVR: 37.6%² as of 31 December 2021
- Interest Cover Ratio (ICR)³ ≥ 3.00x, assessed semi-annually
- Fund ICR: 9.96x as of 31 December 2021

- 1. Debt less cash divided by total assets less cash
- 2. Drawn debt divided by total of most recent bank approved valuations
- 3. Net rental income divided by interest expense



Portfolio and Market Overview



Labour market strength is translating into demand for office space

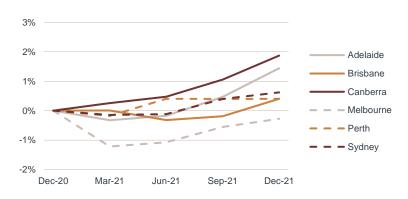
Job advertisements¹

(24 months to December 2021)



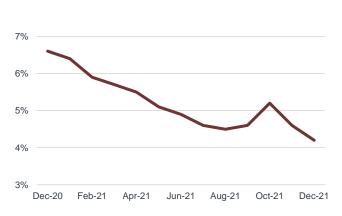
Cumulative net absorption³

(12 months to December 2021)

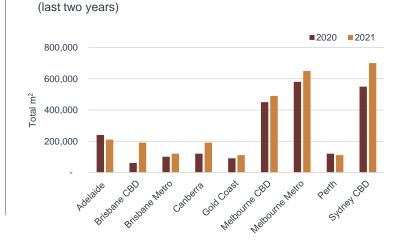


National unemployment rate²

(12 months to December 2021)



Leasing enquiries⁴



Corporate requirements for the new era of office

Upgrading to better quality

Tenants are upscaling their office accommodation to enhance their efficiency. wellness and employee satisfaction

Increased tenant amenity

Increasingly important for business to entice staff back to the office

Wanting more flexibility

To meet the fast-changing requirements of business

Greater focus on ESG

Acute focus on wellness in the workplace incorporating Environmental, Social and Governance

Accessibility for employees

Heightened focus on accessibility in both CBD, fringe and metro locations

- Australian Government Labour Market Information Portal
- Australian Bureau of Statistics
- 4. Colliers Office Demand Index

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Creating value through strategic acquisitions: 50 Cavill Avenue

Key focus since settlement in August 2021



Create strong relationships with stakeholders: tenants, property managers, leasing agents



Minimise downtime through proactive engagement with tenants by providing flexibility to grow within the property



Reinforce the market dominance of the asset through providing corporate amenity that meets and exceeds market expectations



Reset the rental profile, capitalising on strength of the local market and the unique position of the asset

Achievements

+\$4.9 million

or

+4.4%

Valuation uplift over 4 months

Outperforming acquisition underwrite¹

+\$10 per m²

Average net rent increase

3.7% Average saving on incentives

+\$24 per m²

Average effective rental growth

+12.3%

Average increase in parking income





Creating value through targeted initiatives



Nexus Centre | Upper Mount Gravatt, Brisbane, QLD

Competitive advantage

Large floor plates with high quality indoor and outdoor amenity

Management initiatives:

- · Expanded and enhanced end-of-trip
- Outdoor community space and barbeque area, allowing tenants to fully utilise the natural environment

Result:

 Renewed lease with key tenants and increased rent profile resulting on valuation uplift





200 Adelaide St | Brisbane, QLD

Competitive advantage:

 Unique, high quality, well positioned CBD heritage asset

Management initiatives:

- Working with tenant to facilitate extension and expansion of lease (Hub Australia)
- Amenity upgrades and high-quality fit-out

Result:

Increased WALE resulting in cap rate compression





Further opportunities for significant value uplift

Corporate Drive | Brisbane, QLD

- New 10-year lease with life sciences tenant Abacus dx, a multinational pathology, medical research, and laboratory equipment manufacturer
- Heads of Agreement signed for a new seven-year lease taking occupancy to 90.6% and increasing the WALE to 7.0 years
- Short-term potential for material cap rate compression and valuation uplift

Enhancement Opportunities

- · Attract additional life sciences tenant
- Refurbishment of level 1 tenancy
- · Creation of end-of-trip facility
- Improved environmental credentials
- · Upgrading parking and garden area



Cap Rate Compression and Valuation Upside



Garema Court | Canberra, ACT

- Iconic office property; premium location in heart of Canberra CBD
- Significant optionality to reposition asset to capture rental and valuation upside
- Wide potential tenant pool from both Government and private sectors
- Feasibility modelling underway to inform repositioning strategy
- Value enhancement to include upgrades to amenity, ESG, wellness, technology, and base building services



Enhancement Opportunities

- ESG; Carbon neutrality
- Ground floor café
- · Executive centre and flex offering
- · Increase lobby height
- Upgrade end-of-trip facility
- · Enhance internal stairs
- Activate balconies

Valuation and Rent Upside





Roadmap to carbon neutral portfolio



Portfolio Discovery & Analysis

- ESG data collection
- Energy Use Intensity (EUI) baselining
- Asset-specific efficiency programs initiated

Efficiency Opportunities

- Lighting upgrades
- Optimisation of Building Management System (BMS)
- Supply chain and waste management

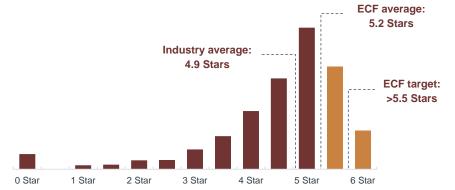
Benchmarking

- NABERS ratings
- Additional international rating systems

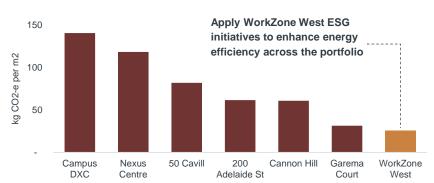
Net Zero

- On-site renewable energy generation
- · Carbon offset procurement
- EV charging opportunities

NABERS Energy Ratings: Australian Offices¹



Carbon Emissions per m²: ECF Portfolio







Outlook



Strategy and key focus

Proven Investment Strategy

To invest in commercial office properties with differentiated positions and sustainable competitive advantages in their respective markets



Key Focus



Maintain Income Security and Portfolio Resilience

Short-term and long-term tenant retention



Grow Income and Capital Value

Enhance value via leasing and strategic management initiatives



Value Accretive Growth

Invest in further high investment quality, value accretive commercial office properties

FY22 Guidance



FFO Guidance FY22

10.8 cps

(9.8% yield1)



Distribution Guidance FY22

9.4 cps

(8.5% yield1)



Appendix: Portfolio Details

Portfolio summary

Asset	Туре	Valuation (\$m)	NLA ¹ (m²)	Valuation (\$ per m²)	Cap Rate (%)	Occupancy ² (%)	WALE ³ (years)	NABERS Energy (Stars)	Emissions Intensity (kg CO ₂ -e per m²)
WorkZone West Perth, WA	External	134.0	15,602	8,589	6.50%	100.0%	3.7	6.0	25.3
200 Adelaide St, Brisbane, QLD	External	55.5	5,957	9,317	5.50%	99.0%	8.3	Exempt	61.5
Limestone Centre, Ipswich, QLD	External	37.0	7,183	5,151	7.00%	68.5%	3.1	Exempt	-
Campus DXC, Adelaide, SA	External	37.5	6,288	5,964	6.50%	100.0%	3.7	Unrated	140.3
Nexus Centre, Upper Mount Gravatt, Brisbane, QLD	External	39.2	7,365	5,303	6.50%	100.0%	2.6	4.5	118.1
34 Corporate Drive, Cannon Hill, Brisbane, QLD	External	22.5	5,313	4,235	6.50%	90.6%	7.0	5.0	60.7
Garema Court, Canberra, ACT	External	72.0	11,442	6,293	5.75%	100.0%	2.2	5.5	31.3
50 Cavill Avenue, Gold Coast, QLD	External	115.5	16,648	6,938	6.52%	97.0%	3.3	4.5	81.7
Total		513.2	75,825	6,768	6.33%	95.6%	3.8	5.2	66.4

^{1.} Net Lettable Area

By area, excluding any rental guarantees and including Heads of Agreements over currently vacant space
 By income, excluding any rental guarantees and including Heads of Agreements over currently vacant space



50 Cavill Avenue, Surfers Paradise, QLD

Overview

The pre-eminent office building on the Gold Coast with a dominant market position

Located in the heart of Surfers Paradise with unparalleled amenity and convenient access to public transport Exceptional office space with four sides of natural light and spectacular 360-degree water views

Financial

Valuation	\$115.5 million
Valuation per m ²	\$6,938 per m ²
Cap Rate	6.52%
Occupancy	97.0%
WALE by income	3.3 years
Weighted Average Rent Review	3.4%

Net Lettable Area (NLA)	16,648 m ²
Car Parks	454
Car Parking Ratio	1:37
Key Tenants	Accor, Regus, Ray White
NABERS Energy Rating	4.5 Stars
NABERS Water Rating	3.5 Stars
Typical Floor Plates	890 m ²







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Garema Court, Canberra, ACT









Overview

Iconic A-Grade office property in a premium location in the heart of the Canberra CBD

Benefiting from substantial amenity within walking distance, including the Canberra Centre, light rail terminal and bus interchange Seven level, highly energy efficient building with large floor plates and balconies

Financial

\$72.0 million
\$6,293 per m ²
5.75%
100.0%
2.2 years
4.0%

Net Lettable Area (NLA)	11,442 m²
Car Parks	66
Car Parking Ratio	1:173
Key Tenants	Commonwealth of Australia
NABERS Energy Rating	5.5 Stars
NABERS Water Rating	5.0 Stars
Typical Floor Plates	1,750 m ²



WorkZone West, Perth, WA

Overview

Seven-level, modern office building providing A-Grade accommodation across large, flexible floor plates Climate Active Carbon Neutral certification and 6 Star NABERS energy rating providing market-leading environmental credentials Well located in close proximity to the Perth Central Train Station and the cultural hub and entertainment precinct of Northbridge

Financial

\$134.0 million
\$8,589 per m ²
6.50%
100.0%
3.7 years
4.0%

Net Lettable Area (NLA)	15,602 m ²
Car Parks	138
Car Parking Ratio	1:113
Key Tenants	CIMIC
NABERS Energy Rating	6.0 Stars
NABERS Water Rating	4.5 Stars
Typical Floor Plates	2,443 m ²









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200 Adelaide St, Brisbane, QLD









Overview

High quality, extensively refurbished heritage asset in a premium location in the heart of the Brisbane CBD

Access to multiple modes of public transport, including direct undercover access to Brisbane Central train station

Iconic heritage building with modern, high quality amenity presenting a unique value proposition

Financial

Valuation	\$55.5 million
Valuation per m ²	\$9,317 per m ²
Cap Rate	5.50%
Occupancy	99.0%
WALE by income	8.3 years
Weighted Average Rent Review	3.6%

Net Lettable Area (NLA)	5,957 m ²
Car Parks	23
Car Parking Ratio	1:259
Key Tenants	Hub Australia, Clemenger BBDO
NABERS Energy Rating	Exempt
NABERS Water Rating	Exempt
Typical Floor Plates	1,200 m ²



38 Limestone St, Ipswich, QLD

Overview

Dual-building office property in the Ipswich CBD, approximately 30km from the Brisbane CBD Comprises two buildings situated on an expansive 8,000m² site with ground floor retail and significant car parking

Strategically located to service Government and healthcare industry tenants in the Ipswich corridor (including Ipswich hospital)

Financial

Valuation	\$37.0 million
Valuation per m ²	\$5,151 per m ²
Cap Rate	7.00%
Occupancy	68.5%
WALE by income	3.1 years
Weighted Average Rent Review	3.3%

Net Lettable Area (NLA)	7,183 m ²
Car Parks	305
Car Parking Ratio	1:24
Key Tenants	QLD Government, Uniting Church
NABERS Energy Rating	Exempt
NABERS Water Rating	Exempt
Typical Floor Plates	1000 – 4,500 m ²









Slanor | COMMERCIAL PROPERTY FUND

Campus DXC, Adelaide, SA









Overview

High quality, two-level, modern tech campus-style office building located 6 km northeast of the Adelaide CBD Expansive, 12,400m² site with ample car parking, meeting the needs of the local market

The property benefits from surrounding amenity including the nearby Marsden Shopping Centre

Financial

Valuation	\$37.5 million
Valuation per m ²	\$5,964 per m ²
Cap Rate	6.50%
Occupancy	100.0%
WALE by income	3.7 years
Weighted Average Rent Review	3.5%

Net Lettable Area (NLA)	6,288 m ²
Car Parks	333
Car Parking Ratio	1:19
Key Tenants	DXC Technology
NABERS Energy Rating	Unrated
NABERS Water Rating	Unrated
Typical Floor Plates	3,144 m ²



Nexus Centre, Upper Mount Gravatt, Brisbane, QLD

Overview

High quality, four-level office building with substantial indoor and outdoor amenity Large, flexible floor plates with good natural light and significant parking

Located on a 6,500 m² site, 14 km from the Brisbane CBD

Financial

Valuation	\$39.2 million
Valuation per m ²	5,303 per m ²
Cap Rate	6.50%
Occupancy	100.0%
WALE by income	2.6 years
Weighted Average Rent Review	3.4%

Car Parking Ratio1:3Key TenantsColes, Bunnings, NANABERS Energy Rating4.5 StarNABERS Water RatingUnrate	Net Lettable Area (NLA)	7,392 m ²
Key Tenants Coles, Bunnings, NA NABERS Energy Rating 4.5 Star NABERS Water Rating Unrate	Car Parks	248
NABERS Energy Rating 4.5 Star NABERS Water Rating Unrate	Car Parking Ratio	1:30
NABERS Water Rating Unrate	Key Tenants	Coles, Bunnings, NAB
	NABERS Energy Rating	4.5 Stars
Typical Floor Plates 2,000 m	NABERS Water Rating	Unrated
	Typical Floor Plates	2,000 m ²









Elanor | COMMERCIAL PROPERTY FUND

34 Corporate Drive, Cannon Hill, Brisbane, QLD







Overview

High-quality office and warehouse property strategically located 6km from the Brisbane CBD Strategically located in proximity to major infrastructure including airport, sea port, and major arterial roads

Situated on a large 13,000 m² site with significant warehouse space and extensive car parking

Financial

4,235 per m ²
6.50%
90.6%
7.0 years
3.4%

5,313 m ²
164
1:32
Abacus dx, Optus
5.0 Stars
Unrated
1,909 m ²

Slanor COMMERCIAL PROPERTY FUND

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