

COMMERCIAL PROPERTY FUND

Elanor Commercial Property Fund

FY23 Results Presentation

ASX: ECF 22 August 202 CONTENTS

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Overview

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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

Strongly positioned for prevailing market conditions



Income security – strongly positioned for FY24

- Delivered FY23 FFO and DPU guidance with strong leasing momentum
- High occupancy (98%) and low FY24 lease expiries (6% of income)
- FY24 DPU guidance of 8.5 cents (based on ~85% payout ratio)¹

Fund assets – well positioned for performance

- Average capitalisation rate of 6.95%, 91 bsp above JLL national average
- Rising markets rents: up 8.8% across the portfolio in FY23
- Limited new supply: Market rents 75% below replacement cost rents



Capital management – strengthened balance sheet

- Proforma gearing of 26% post asset sales¹
- Increased average debt maturity to 2.6 years² (from 1.6 years at 30 June 2023)
- Increased average hedge maturity to 3.2 years³ (from 2.2 years at 30 June 2023)
- Assumes net proceeds from the sale of Nexus and Limestone is applied to reduce debt (refer ASX announcement 17 August 2023)
- 2. Reflects credit approved terms to extend \$80m debt maturing on 28 February 2024 to 31 August 2026
- 3. Interest rate hedging transactions completed on 15 August 2023



COMMERCIAL PROPERTY FUND

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FY23: Results highlights

FFO per Security	Distributions per Security	Occupancy ¹	Portfolio WALE ³	Like-for-like rental income growth	
11.01 c	9.40 c	98.4%	3.1 yrs	6.8%	
Achieved FY23 guidance of 11.0 cents per security	85% payout ratio	Significantly above market occupancy of 85% ²	Secure income with only 6% of income expiring in FY24	With 11% positive leasing spreads⁴	
Weighted average capitalisation rate	Total Portfolio Value ⁵	NTA per Security	Balance Sheet Gearing ⁶	Hedged interest rate exposure ⁸	
6.95%	\$557.5m	\$1.00	35.1%	78.9%	
Up from 6.09%	Decrease of 8.5% from 30 June 2022	Decrease from \$1.20 at 30 June 2022	26% on a proforma basis post asset sales ⁷	Weighted average hedge expiry of 3.2 years	orus

1. Weighted by area, including Heads of Agreements

- 2. JLL REIS June 2023, national CBD occupancy
- 3. Weighted by income, including Heads of Agreements
- 4. Calculated on leases executed in FY23
- 5. Treating 19 Harris Street as an equity-accounted investment results in investment portfolio of \$507.2 million
- 6. Debt less cash divided by total assets less cash
- 7. Assumes net proceeds from the sale of Nexus and Limestone is applied to reduce debt (refer ASX announcement 17 August 2023)
- 8. Reflects hedged interest rate exposure following interest rate hedging transactions completed on 15 August 2023; 19 Harris Street debt is hedged to expiry



Strong leasing results across the portfolio

Strong rental growth

25,500m² leased during FY23 across 38 transactions

11%	positive leasing spread ¹
6.8%	like-for-like rental income growth

6.8%

of renewing tenants maintained or 92% increased footprint²

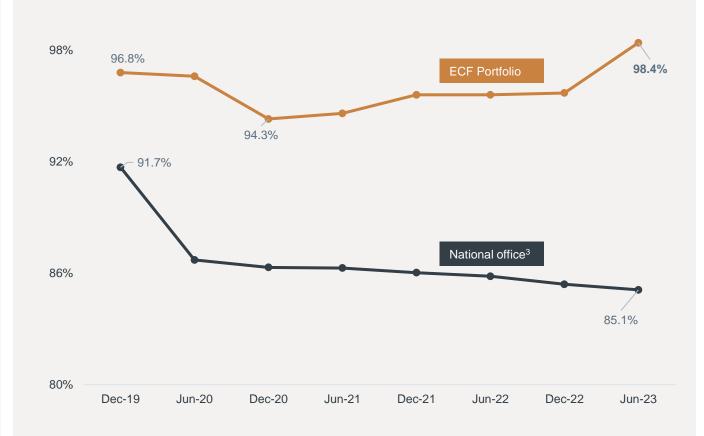
12.8%

6%

average gross incentive

of leases expiring by income in FY24, down from 22% at the start of FY23

98.4% occupancy, materially above national office average





Portfolio well positioned for continued growth in rents

8.5%

Decline in portfolio valuation Rents offsetting cap rate decompression

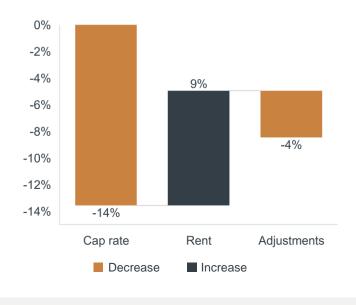
8.8%

Market rent increase across portfolio

91 bsp

Higher cap rate to JLL national average

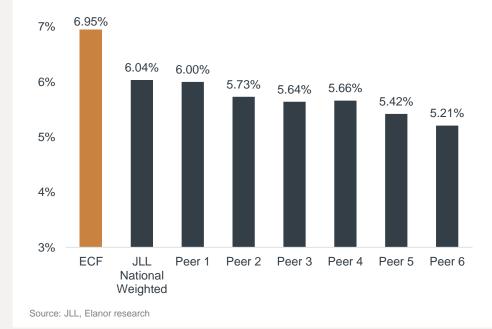
Cap rate decompression partially offset by increasing rents



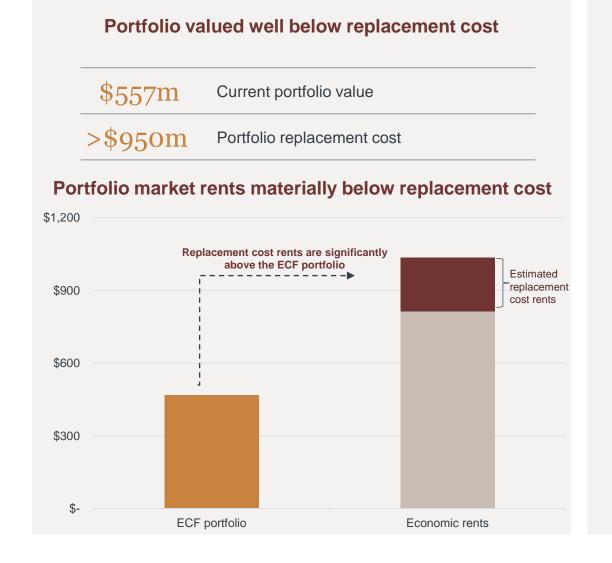
Competitive market rents



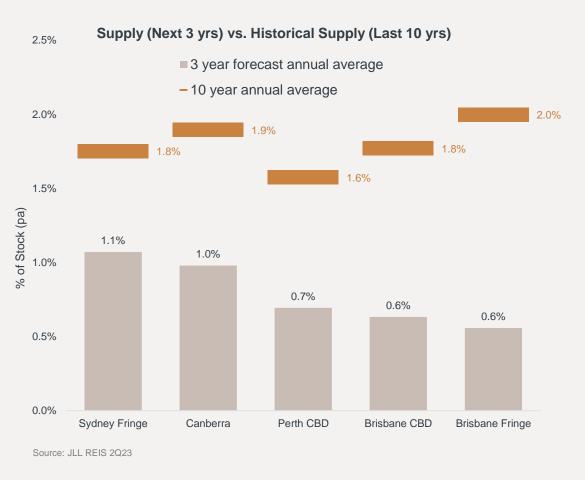
Higher cap rate across high performing portfolio



Elevated economic rents support growth in rents and asset valuations



Limited supply given elevated replacement cost rents





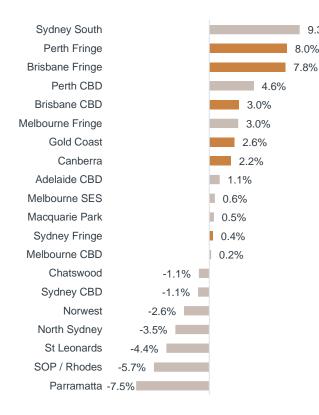
Portfolio invested in favourable markets

9.3%

8.0%

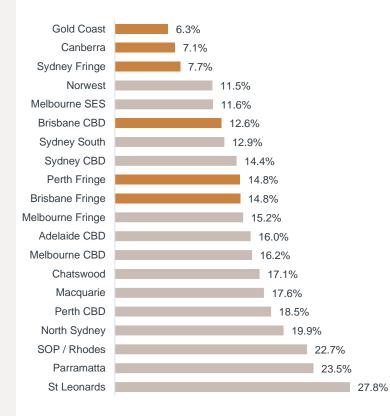
Growth in occupied stock

Invested in growing markets with leasing demand



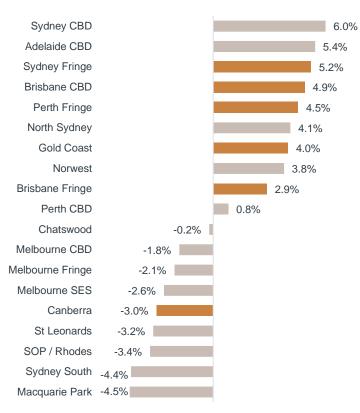
Vacancy rate

Invested in low vacancy markets



Rental growth

Invested in markets with solid net effective rental growth



ECF invested markets



FY23 Financial Results



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Income statement

Income statement (\$'000)	FY23	FY22	
Gross property income	59,991	48,729	
Property expenses	(12,268)	(9,614)	
Net Property Income	47,723	39,114	
Borrowing costs	(7,139)	(4,121)	
Investment management fees, other expenses	(5,726)	(4,873)	
Funds From Operations (FFO)	34,858	30,120	
Fair value adjustments on investment property	(48,202)	3,116	
Straight lining, amortisation, other ^{1,2}	(18,832)	10,714	
Statutory Net Profit	(32,176)	43,949	
FFO per Security (cents)	11.01	10.94	
Distributions	29,756	27,276	
Distributions per Security (cents)	9.40	9.40	
Payout ratio ³	85%	86%	



Includes fair value adjustments of interest rate swaps, amortisation of capitalised leasing costs and rental abatements and debt establishment costs recognised in the Statement of Profit or Loss
 Includes share of profit offset by distribution receivable from equity investment of 19 Harris Street

- 3. Distributions per security divided by FFO per security

FY23 Financial Results

Balance sheet

Balance sheet (\$'000) ¹	30 June 2023	30 Jun 2022	
Assets			
Cash	9,950	9,235	
Investment properties ²	557,453	609,015	
Receivables, other	11,687	13,342	
Total Assets	579,091	631,592	
Liabilities			
Interest bearing liabilities	241,359	234,848	
Manager contribution ³	3,618	4,545	
Distribution payable	7,439	7,666	
Payables, other	8,875	4,799	
Total Liabilities	261,291	251,857	
Net Assets	317,799	379,734	
Securities on Issue ('000)	316,556	316,556	
NAV per security	\$1.00	\$1.20	
NTA per security ⁶	\$1.00	\$1.20	
Balance sheet gearing ⁴	35.1%	30.8%	
Look-through gearing ⁴	40.7%	36.3%	



Net Tangible Assets (NTA)⁶ **\$1.00** per security



Investment Properties⁵ \$557.5m



Gearing Ratio⁴

35.1% • Within target range of 30% to 40%

26.2% post asset sales⁷

Balance sheet shown on a consolidated look-through basis

- Treating 19 Harris Street as an equity-accounted investment results in investment portfolio of \$507.2 million The \$3.6m manager contribution associated with the 19 Harris Street acquisition will be fully amortised to equity over a period of five years
- Debt less cash divided by total assets less cash
- Includes ECF's 49.9% interest in 19 Harris Street on a look-through basis
- 6. NTA per security of \$1.00 recognising the manager contribution as equity
- 7. Assumes net proceeds from the sale of Nexus and Limestone is applied to reduce debt (refer ASX announcement 17 August 2023)

Valuations





Like-for-like valuation decrease¹

\$51.6m or 8.5%

Based on weighted average capitalisation rate increasing from 6.09% to 6.95% (91 basis points above JLL national average)

🔳 Increase 📕 Decrease 🔳 Total



External valuations

8 of 9 properties externally valued at 30 June 2023

Higher capitalisation rates

86bps increase to 6.95%

Rising market rents

Partially offsetting the impact of capitalisation rate decompression

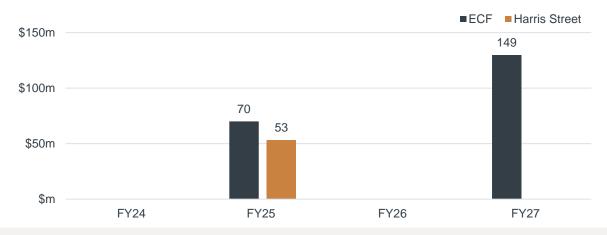




Capital management

Key metrics: 30 June 2023	Balance sheet	Look-through
Facility limit (\$m)	199.7	253.0
Drawn debt (\$m)	189.9	242.0
Gearing ¹	35.1%	40.7%
Hedged ²	78.9%	82.9%
Weighted average cost of debt (p.a.) ²	4.42%	4.36%
Average debt facility maturity (years) ²	2.6	2.5
Average swap / hedge maturity (years) ²	3.2	2.8

Debt expiry profile



Weighted average cost of debt ² 4.42% p.a.	 Weighted average term to maturity of Fund's debt is 2.6 years²
Balance sheet gearing ¹ 35.1%	 26.2% on completion of asset sales⁵ 33.1% look-through gearing on completion of asset sales⁵
Hedged interest rate exposure ² 78.9%	 Look-through hedging is 82.9%² Proforma debt 100% hedged on the sale of Nexus and Limestone
Key covenants Significant headroom	 Loan-to-valuation ratio 42% well within the covenant of 52.5%³ Interest Cover Ratio (ICR)⁴ of 8.4x, well above covenant of 3.0x

1. Debt less cash divided by total assets less cash

2. Reflects credit approved terms to extend \$80m debt maturing on 28 February 2024 to 31 August 2026 and interest rate hedging transactions completed on 15 August 2023

3. Portfolio valuation excluding Harris Street, divided by facility limit

4. Includes the hedge reset in August 2023

5. Assumes net proceeds from the sale of Nexus and Limestone is applied to reduce debt (refer to ASX announcement on 17 August 2023)

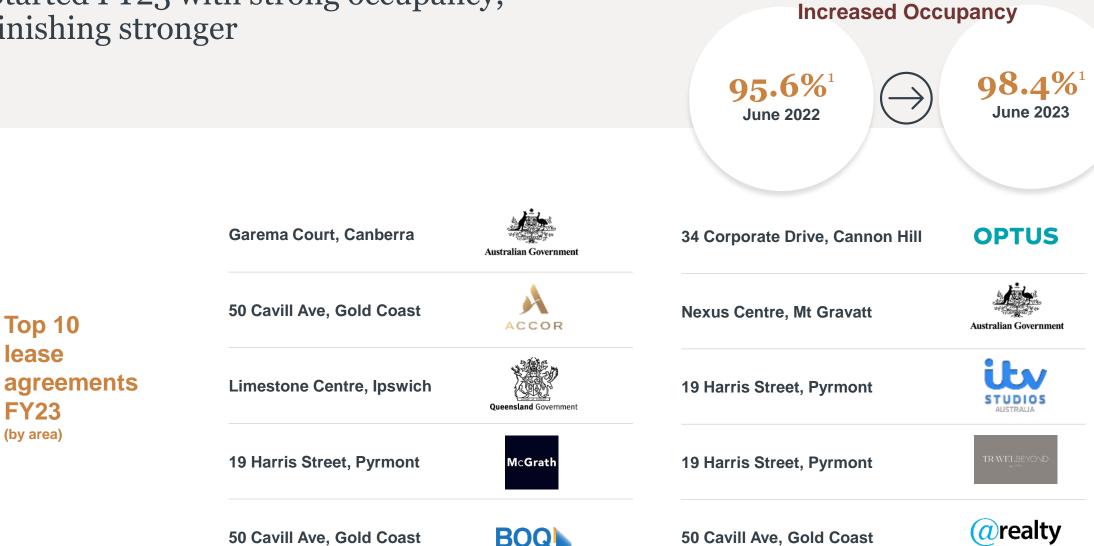


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Asset Management Overview



Started FY23 with strong occupancy, finishing stronger



FY23

(by area)

Strong positive leasing metrics

Number of leasing transactions

38 completed in FY23 (25,500 m²)

Weighted average net rent

 $\frac{504}{m^2}$ of leases completed in FY23

Fixed increase

3.9% average annual rental reviews for new leases

Average gross incentive

12.8%

of leases executed in FY23

Tenant retention

83% high renewal rate minimising downtime

Government tenants

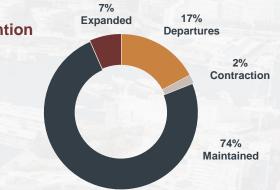
61%

of leases executed (by NLA) Government or Government backed

Strong tenant retention

92%

of renewing tenants maintained or expanded footprint¹



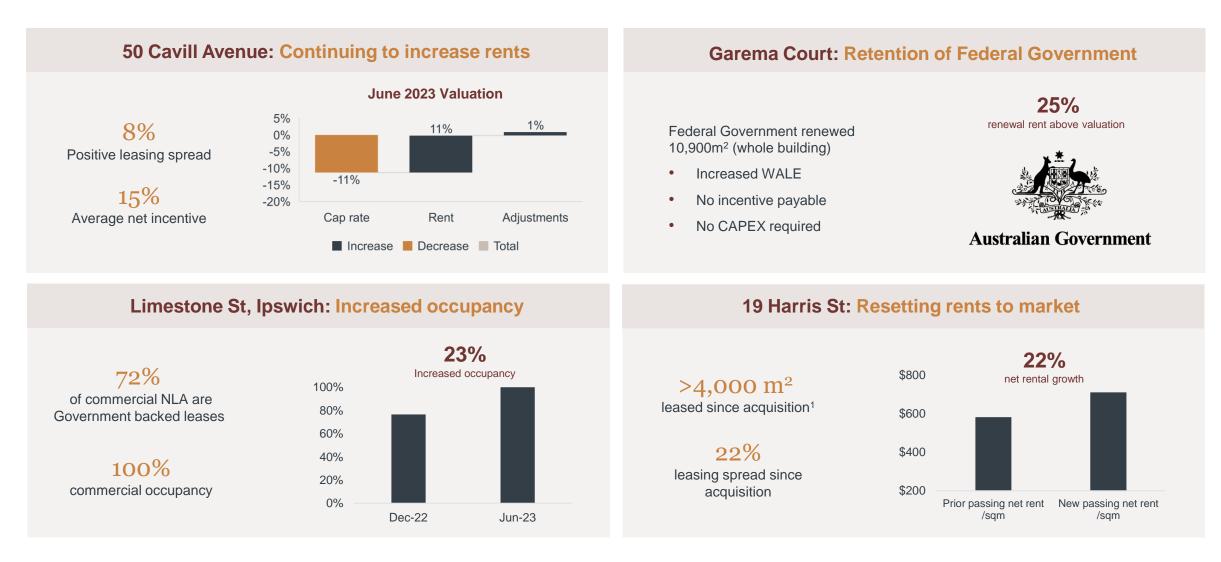
FY23 leasing spreads







Executing asset management initiatives

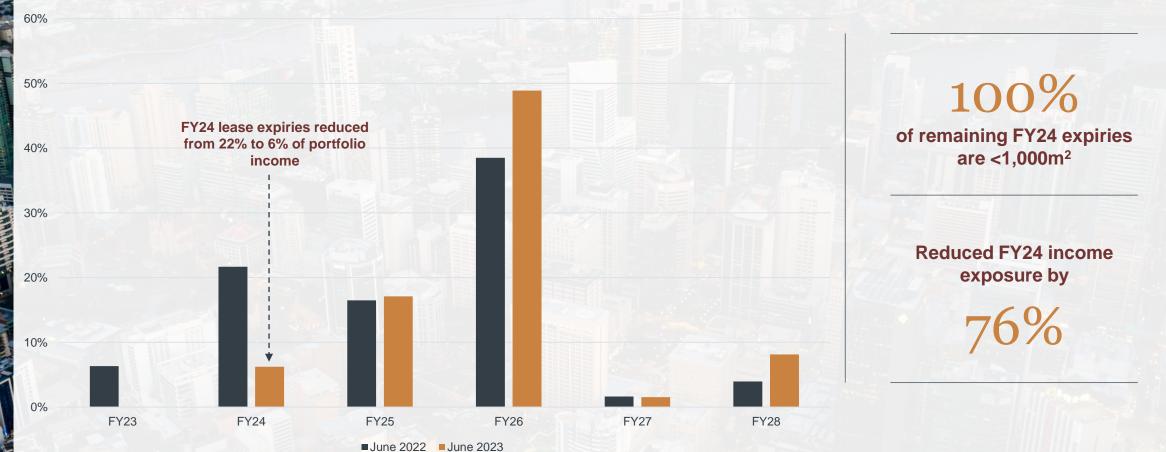


Asset Management Overview



Material reduction in FY24 lease expiries

Lease expiry profile





Continued execution of asset management initiatives

Increasing rents across major assets

Assets with material discounts to replacement cost

Passing Rent Discount to
Replacement Cost Rent50 Cavill
AvenueTo D(

50 Cavill
Avenue19 Harris
Street52%35%

WorkZone West 43%

Key leasing initiatives for FY24



In markets with strong market fundamentals

	Surfers Paradise	Sydney Fringe	Perth Fringe
Net Supply (% of stock)	1.5%	-0.6%	-0.3%
Demand (Net Absorption) (% of stock)	2.6%	0.4%	8.0%
12-month market rent * movement	+4.0%	+10.1%	+4.5%

Campus DXC

- Actively engaging with existing tenant: DXC Technology
- Opportunity for higher and better use including healthcare, education, mixed use
- Surplus land with development potential

WorkZone West

Implementation of dual leasing strategy:

- Renew existing tenants
- Introduce whole of building tenant

* Net Face market rent



Impactful sustainability for our stakeholders

*	Environment	35% ¹ of portfolio is carbon neutral with roadmap established to further reduce emissions	47% ¹ of portfolio have on-site solar power , enhancing efficiency and reducing reliance on the grid
Contraction of the second	Social	Proud partnership with The Smith Family , providing support to disadvantaged Australian students	Partnerships with leading community organisations to support and contribute to social impact outcomes
	Governance	ESG management committee : oversight of modern slavery, diversity and inclusion and climate change policy.	Implementation of policies to ensure partners and contractors meet our governance expectations

5.1 A B E R S OFFICE ENERGY PORTFOLIO True of Multiple read + zerotex

First portfolio NABERS rating for the Elanor Commercial Property Fund and now officially listed in the NABERS Sustainable Portfolios Index showcasing 64 leading portfolios across Australia

Roadmap To Net Zero Carbon

Portfolio Analysis



Portfolio wide gap analysis has been completed and a consolidated Sustainability Improvement Plan (SIP) developed to capture and track sustainability related information and initiatives at a fund level

Data collection software installed and an emissions baseline established



Renewed Carbon neutral status at 19 Harris St and WorkZone West

Asset-Specific Roadmaps



Each site has a dedicated Sustainability Improvement Plan combining information from Gap analysis, Net Zero plans and Capex and Opex budgets to inform planning and impact at an asset level

Comprehensive Net zero roadmaps completed for 50 Cavill Avenue, Garema Court & Mount Gravatt assets

Electrification opportunities have been identified and captured with the SIP's

Net Zero



Maintain certification for existing carbon neutral assets



Set comprehensive portfolio net zero target

Pursue 'renewable' energy procurement



Establish portfolio wide metering and monitoring solution for resource efficiency



Drive circular economy objectives through portfolio-wide waste procurement initiative



FY24 Guidance

FY24 guidance



1

Secure income

\$

Minimal short-term expiries; 6% of portfolio income expiring in FY24

Proforma debt 100% hedged to 31 August 2026²



Strong capital position

Assets priced well at an average 6.95% cap rate

Balance sheet gearing of 35.0% with proforma gearing of 26%²



Rent growth opportunities

Portfolio rents well below economic rents with opportunities to drive higher



FY24 Distribution Guidance

8.5 cps²

Based on a payout ratio of ~85% Represents a 10.6% p.a. yield¹

1. Yield expressed on 18 August 2023 closing price of \$0.80

2. Assumes net proceeds from the sale of Nexus and Limestone is applied to reduce debt (refer to ASX announcement on 17 August 2023)





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Appendix: Portfolio Details

Elanor Commercial Property Fund

Elanor Commercial Property Fund



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 real estate fund manager with **\$6.2 billion** of funds under management

Established in 2019, ECF owns **nine commercial office properties** across Australia with a total portfolio value of **\$557.5 million**

Unique Investment Strategy



To invest in commercial office properties with **differentiated market positions** and **sustainable competitive advantages** **Differentiated market positions:** Assets with unique value propositions and clear points of difference in their respective markets

Sustainable competitive advantages: High tenant demand leading to superior long-term occupancy and rental growth



Portfolio summary

Asset	Туре	Ownership (%)	Valuation ⁵ (\$m)	NLA ² (m ²)	Valuation (\$ per m ²)	Cap Rate (%)	Occupancy ³ (%)	WALE ⁴ (years)	NABERS Energy (Stars)	Emissions Intensity (kg CO ₂ -e per m ²)
WorkZone West Perth, WA	Carbon Neutral aucons	100%	118.0	15,602	7,563	7.00%	100.0%	2.2	6.0	25.4
200 Adelaide Street Brisbane, QLD	External	100%	50.0	5,957	8,393	6.50%	100.0%	6.7	4.0	90.6
Limestone Centre Ipswich, QLD	Contract Price	100%	29.6	7,331	4,037	8.50%	97.4%	3.1	Exempt	-
Campus DXC Adelaide, SA	External	100%	28.5	6,288	4,532	7.75%	100.0%	2.2	4.5	68.8
Nexus Centre Upper Mount Gravatt, Brisbane, QLD	Contract Price	100%	35.0	7,262	4,823	7.65%	100.0%	2.9	5.0	62.8
34 Corporate Drive Cannon Hill, Brisbane, QLD	Internal	100%	28.5	5,377	5,300	6.25%	90.5%	5.9	Exempt	-
Garema Court Canberra, ACT	External	100%	66.0	11,442	5,768	7.00%	100.0%	2.9	5.5	29.5
50 Cavill Avenue Gold Coast, QLD	External	100%	120.0	16,648	7,268	7.25%	97.2%	3.7	5.5	41.6
19 Harris Street Pyrmont, Sydney, NSW	Carbon Neutral aucone External	49.9%	81.8	12,549	13,068	5.75%	97.7%	2.4	5.0	50.9
Total			557.5	88,456	6,784	6.95%	98.4%	3.1	5.3	45.7

1. Adjusted for ownership percentage

2. Net Lettable Area, shown on a 100% interest basis

By area, including Heads of Agreements over currently vacant space
 By income, including Heads of Agreements over currently vacant space
 Properties were externally valued as at 30 June. Adopted value reflecting sale values of assets.



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	\$120.0 million
Valuation per m ²	\$7,208 per m ²
Cap Rate	7.25%
Occupancy	97.2%
WALE by income	3.7 years
Weighted Average Rent Review	2.7%

Net Lettable Area (NLA)	16,648 m ²
Car Parks	393
Car Parking Ratio	1:42
Key Tenants	Bank of Queensland, Accor, Regus, Ray White
NABERS Energy Rating	5.5 Stars
NABERS Water Rating	3.5 Stars
Typical Floor Plates	890 m ²









200 Adelaide Street, 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	\$50.0 million
Valuation per m ²	\$8,393 per m ²
Cap Rate	6.50%
Occupancy	100.0%
WALE by income	6.7 years
Weighted Average Rent Review	3.5%

Net Lettable Area (NLA)	5,957 m ²
Car Parks	19
Car Parking Ratio	1:314
Key Tenants	Hub Australia, Clemenger BBDO
NABERS Energy Rating	4.0 Stars
NABERS Water Rating	Exempt
Typical Floor Plates	1,200 m ²



Limestone Centre, 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	\$29.6 million
Valuation per m ²	\$4,037 per m ²
Cap Rate	8.50%
Occupancy	97.4%
WALE by income	3.1 years
Weighted Average Rent Review	3.4%

Net Lettable Area (NLA)	7,331 m ²
Car Parks	305
Car Parking Ratio	1:24
Key Tenants	QLD Government, West Moreton Health
NABERS Energy Rating	Exempt
NABERS Water Rating	Exempt
Typical Floor Plates	1000 – 4,500 m²











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	Seven level, highly energy efficient building with large floor plates and balconies
	terminal and bus interchange	

Financial

Valuation	\$66.0 million
Valuation per m ²	\$5,768 per m ²
Cap Rate	7.00%
Occupancy	100.0%
WALE by income	2.9 years
Weighted Average Rent Review	4.0%

Net Lettable Area (NLA)	11,442 m ²
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

Valuation	\$118.0 million
Valuation per m ²	\$7,563 per m ²
Cap Rate	7.00%
Occupancy	100.0%
WALE by income	2.2 years
Weighted Average Rent Review	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	3.5 Stars
Typical Floor Plates	2,443 m ²











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	\$28.5 million
Valuation per m ²	\$4,532 per m ²
Cap Rate	7.75%
Occupancy	100.0%
WALE by income	2.2 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	4.5 Star
NABERS Water Rating	4.5 Star
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	\$35.0 million
Valuation per m ²	\$4,823 per m ²
Cap Rate	7.65%
Occupancy	100%
WALE by income	2.9 years
Weighted Average Rent Review	3.0%

7,262 m ²
262
1:28
Coles, Bunnings, NAB
5.0 Stars
Unrated
2,000 m ²











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

Valuation	\$28.5 million
Valuation per m ²	5,300 per m ²
Cap Rate	6.25%
Occupancy	90.5%
WALE by income	5.9 years
Weighted Average Rent Review	3.4%

Net Lettable Area (NLA)	5,377 m ²
Car Parks	165
Car Parking Ratio	1:32
Key Tenants	Abacus dx, Alliance Pharmaceuticals
NABERS Energy Rating	Exempt
NABERS Water Rating	Unrated
Typical Floor Plates	1,909 m ²



19 Harris Street, Pyrmont, NSW

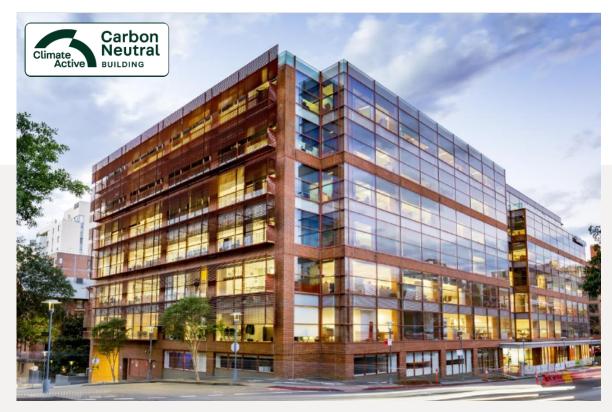
Overview

Seven level, Prime Grade office building located in the highly desirable and high-growth CBD Fringe suburb of Pyrmont NABERS Climate Active Carbon Neutral certification and WiredScore Silver rating Large, rectangular, 2,000m² floor plates suitable for multi-floor or small suite tenancies

Financial

Valuation ¹	\$81.8 million
Valuation per m ²	\$13,068 per m ²
Cap Rate	5.75%
Occupancy	97.7%
WALE by income	2.4 years
Weighted Average Rent Review	3.7%

Net Lettable Area (NLA)	12,549 m ²
Car Parks	139
Car Parking Ratio	1:90
Key Tenants	Thomson Reuters, ITV, McGrath Real Estate
NABERS Energy Rating	5.0 Stars
NABERS Water Rating	5.0 Stars
Typical Floor Plates	2,000 m ²











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