



ASX Announcement

22 February 2024

**Step Change Growth in Assets Under Management;  
Well Positioned for Strong Growth in Securityholder Value**

- HY24 Core Earnings of \$8.3 million, or 5.45 cents per security
- HY24 Distribution of 4.90 cents per security (above guidance of 4.75 cents)
- Assets Under Management of \$6.3 billion (111% increase since 30 June 2023)
- Recurring funds management income of \$23.7 million (37% increase on HY23)
- Base management fee income of \$20.3 million (71% increase on HY23)
- Initiatives to recycle over \$50 million of capital committed to existing managed funds in CY24

Elanor Investors Group (“ENN” or “Group”) announces its interim financial results for the half year ended 31 December 2023 (“period”).

**Business Highlights**

- Successful integration of the Challenger Real Estate funds management business
- Secured Abu Dhabi Investment Council (ADIC) real estate funds management mandate
- Completion of 55 Elizabeth Street (Brisbane) managed fund acquisition for \$172 million. Successfully raised \$109 million in equity from capital partners
- Established joint venture with ICON Developments (a wholly owned subsidiary of Japanese developer, Kajima Corporation) to develop a targeted \$250 million prime Australian logistics portfolio.

Glenn Willis, Elanor CEO, commented: “During the half we executed one of the key objectives for the Group – to grow funds under management through strategic acquisitions. The acquisition and, more particularly, the successful integration of Challenger’s \$3.2 billion real estate funds management business has delivered immediate and material earnings accretion, with incremental funds management EBITDA of over \$6 million for the half.

We are seeing an increasing number of quality real estate investment opportunities in the current market as evidenced by the recently completed 55 Elizabeth Street acquisition, a ‘deep value’ investment for our capital partners. We are pleased with the success of the \$109 million capital raising with Fidante, Challenger’s capital raising platform, for this investment.

Furthermore, we are focused on strengthening the Group’s balance sheet through initiatives to recycle over \$50 million of capital committed to existing managed funds in 2024.”

**Summary of Financial Results**

During the six months to 31 December 2023, the Group increased its assets under management to \$6.3 billion. Executing the Group’s funds management growth objectives continues to drive growth in recurring funds management income, with HY24 base funds management income of \$20.3 million (HY23: \$11.9 million) and recurring funds management income of \$23.7 million (37% increase on HY23). The Group’s recurring funds management EBITDA has also grown to \$5.5 million (HY23: \$0.6 million) reflecting the scalability of the Group’s funds management platform.



A summary of the Group's financial results for the period is set out below<sup>1</sup>:

<b>Summary earnings results</b>	<b>ENN Group 31 December 2023</b>	<b>ENN Group 31 December 2022</b>
Core Earnings (\$'m)	8.3	10.3
Distributions payable to Securityholders (\$'m)	7.5	9.3
Core Earnings per stapled security (cents)	5.45	8.35
Distributions per stapled security (cents)	4.90	7.51

<b>Summary balance sheet results</b>	<b>ENN Group 31 December 2023</b>	<b>ENN Group 30 June 2023</b>
Net Asset Value per stapled security (\$)	1.13	1.25
Net Tangible Assets per stapled security (\$)	0.86 <sup>2</sup>	1.23
Gearing (net debt / total assets less cash) (%)	31.3	31.7

## **Outlook**

The Group's key strategic objective remains unchanged: to deliver investment outperformance for Elanor's capital partners and grow Securityholder value.

The Group is focused on continuing to grow recurring funds management EBITDA and improving EBITDA margin.

Furthermore, we are strengthening the Group's balance sheet through initiatives to recycle over \$50 million of capital committed to existing managed funds.

With the prevailing environment presenting an increasing number of investment opportunities, our scalable real estate funds management platform positions us well for strong growth in both assets under management and Securityholder value.

Please refer to the HY24 results presentation and financial statements lodged with ASX today for further details of Elanor's HY24 result.

<sup>1</sup> Presented on the basis of equity accounting certain managed funds that are consolidated into the Group's statutory results

<sup>2</sup> Excluding \$39.6m of management rights acquired under the Challenger transaction



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### Investor Briefing

Elanor Investors Group will be holding an Investor Briefing Conference Call on Thursday 22 February 2024 at 1.00pm AEDT, to present and discuss the Group's HY24 results. The Conference details are:

Toll-Free Dial-In: 1800 809 971 or +61 2 9007 3187

Conference ID: 10036024

Commencement: 1.00pm AEDT

Pre-Registration: <https://s1.c-conf.com/diamondpass/10036024-arg3o6.html>

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This announcement has been authorised for release by the Elanor Investors Group Board of Directors.

For further information regarding this announcement please contact:

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Elanor Investors Group  
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### About Elanor Investors Group

Listed on the Australian Securities Exchange in 2014, Elanor Investors Group (ASX: ENN) is an investment and funds management business with \$6.3 billion in assets under management across Australia and New Zealand. Elanor's key sectors of focus are commercial office, industrial and logistics, retail real estate and hotels, tourism and leisure. Elanor's investment management objective is to acquire and unlock value in real estate assets that provide strong income and capital growth potential.

[www.elanorinvestors.com](http://www.elanorinvestors.com)