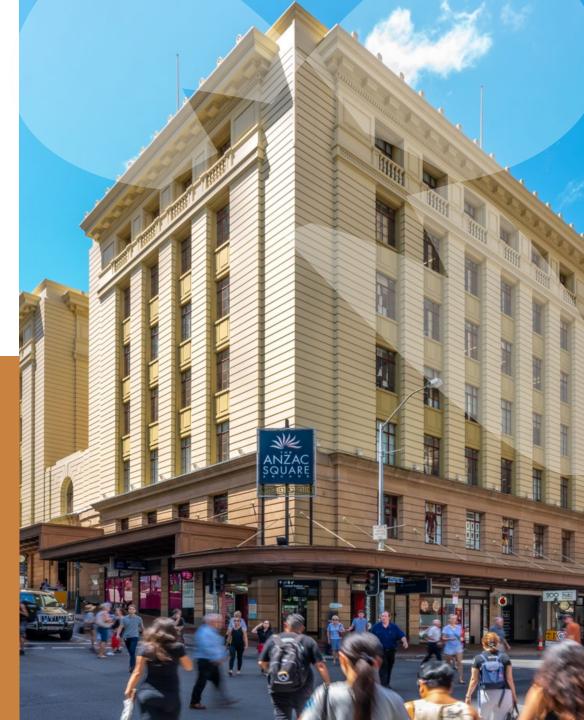


## Elanor Commercial Property Fund

FY21 Preliminary Results Presentation

ASX: ECF

23 August 2021



### Contents

- 1. Summary and Key Achievements
- 2. Portfolio and Market Overview

- FY21 Preliminary Financial Results
- 4. Outlook
- 5. Appendices





# Summary and Key Achievements

## **Executive Summary**



	ECF listed in December 2019 with the Product Disclosure Statement (PDS) forecast period ending 30 June 2021. The Fund has exceeded all forecasts including:
	Material FFO outperformance – 20% above PDS forecast for FY21
PDS Forecast Period	<ul> <li>Delivered on key initiatives – leasing and proactive management resulting in minimal short term lease expiries, WALE of 4.2 years and occupancy at 95%</li> </ul>
	<ul> <li>Improved portfolio quality and income security – greater asset, geographic and tenant diversification, with the portfolio increasing by:</li> <li>25% to \$385 million as at 30 June 2020 (or 63% to \$498 million including the acquisition of 50 Cavill Avenue, Surfers Paradise, QLD)</li> </ul>
	ECF is well positioned to deliver strong distributions and grow capital value:
FY22+	<ul> <li>Forecast distribution of 9.4 cents per security in FY22 (8.5% yield<sup>1</sup>) – with minimal short term leasing risk</li> </ul>
	<ul> <li>Multiple opportunities to enhance total return – key initiatives to create value and further reduce portfolio's 6.6% capitalisation rate</li> </ul>

## **FY21 Key Metrics**



FFO Per Security	Distributions Per Security	NTA Per Security	Portfolio WALE <sup>1</sup>
<b>12.55C</b> 20% higher than PDS forecast	<b>10.03C</b> Conservative payout ratio of 80%	\$1.19 2.9% increase in portfolio valuations since 30 June 2020	<b>4.2yrs</b> Minimal short-term earnings risk
Weighted Ave. Cap Rate <sup>2</sup>	Occupancy <sup>3</sup>	Gearing⁵	Interest Cover Ratio
6.6% Portfolio capitalisation rates reflecting attractive yield premium	94.6% Significantly above the national occupancy rate of 88.8% <sup>4</sup>	<b>34.5%</b> Weighted average maturity of 2.6 years and cost of debt of 2.10% p.a.	10.5X Strong cash flows providing material headroom

- 1. Weighted by income, excluding any rental guarantees and including Heads of Agreements
- 2. Weighted by property valuations as at 30 June 2021
- 3. Weighted by area, excluding any rental guarantees and including Heads of Agreements over currently vacant space

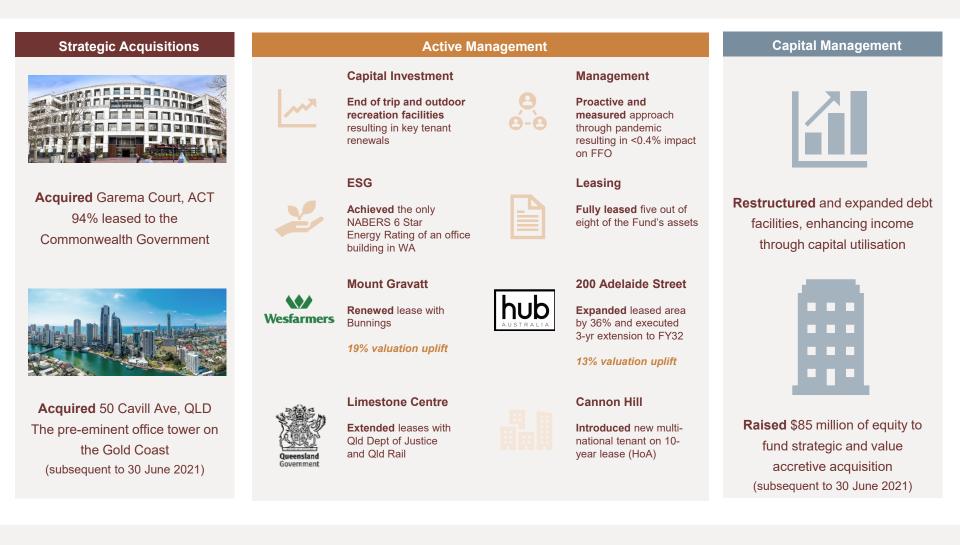
4. PCA July 2021

5. Debt less Cash divided by Total Assets less Cash

5

## Achievements since December 2019 IPO



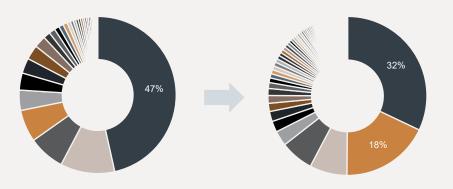


## Achievements since December 2019 IPO<sup>1</sup> (continued)



Strategic acquisitions have enhanced the composition of the portfolio

### **Top Tenants<sup>1</sup>**

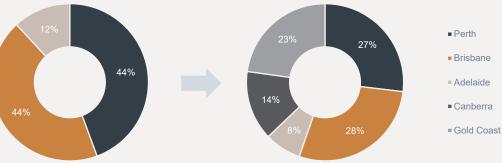


#### CPB Contractors

- Commonwealth of Australia
- DXC Technology
- Hub Australia
- Accor
- Wesfarmers
- Coles Supermarkets
- Regus Gold Coast
- Clemenger BBDO

- Largest single tenant represents 32% of income, down from 47% at IPO
- Government now represents 18% of portfolio income



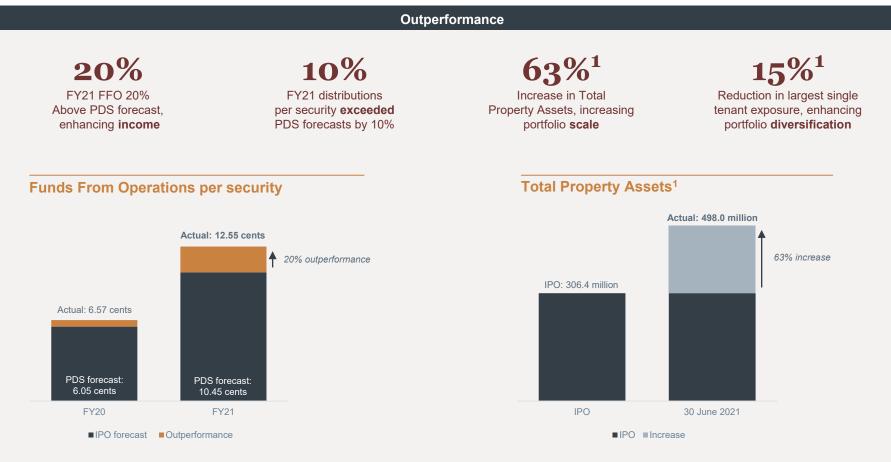


- Less than 30% of ECF's assets are exposed to any one market, down from 44% at IPO
- Investment in new markets (Canberra and the Gold Coast)

## Achievements since December 2019 IPO (continued)



ECF has materially outperformed PDS forecasts



The Fund has materially outperformed PDS forecasts, with FY21 FFO 20% above PDS forecast and FY21 distributions 10% above PDS forecast



## Portfolio and Market Overview



## Acquisition: 50 Cavill Avenue, Surfers Paradise



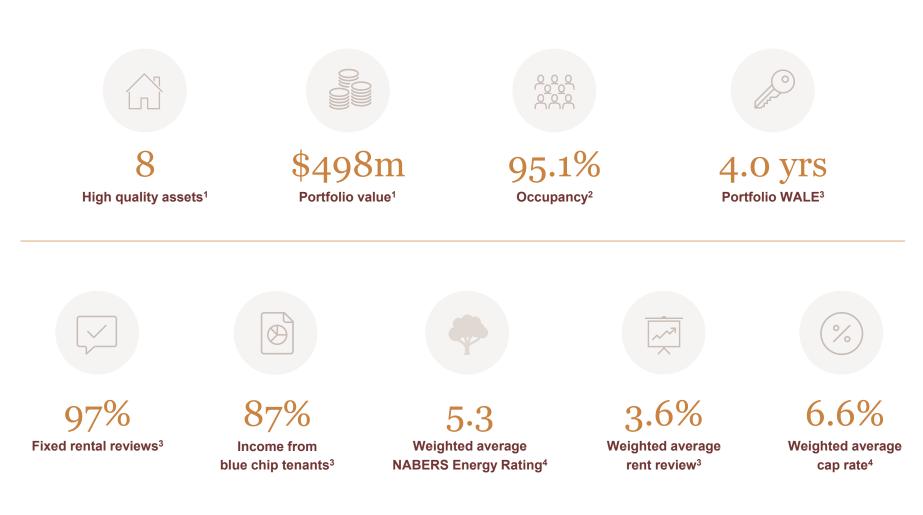
### Investing in assets with a differentiated, competitive advantage

Transaction Summary	<ul> <li>Acquisition of 50 Cavill Avenue, Surfers Paradise, QLD for \$113.5 million</li> <li>The transaction is funded by a fully-underwritten \$85 million equity raising and \$39 million of debt</li> <li>Post-transaction, the Fund's property portfolio will increase to \$498 million with gearing maintained at 35%</li> <li>Settlement is forecast to occur 1 September 2021</li> </ul>
Compelling Investment Rationale	<ul> <li>The pre-eminent office building on the Gold Coast, located in the heart of Surfers Paradise</li> <li>Clear competitive advantage against other commercial assets</li> <li>Acquiring significantly below replacement cost</li> <li>Diverse tenant base with the opportunity to drive rental growth</li> <li>Positioned in a market that has strong supply / demand fundamentals</li> <li>Attractive investment metrics: 7% initial yield and \$6,818 per sqm acquisition price</li> </ul>



## Portfolio Highlights<sup>1</sup>





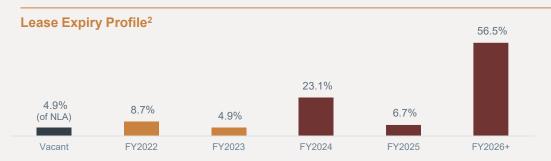
- 1. Including the acquisition of 50 Cavill Avenue, Surfers Paradise, QLD (settlement forecast to occur on 1 September 2021)
- 2. Weighted by area, excluding any rental guarantees and including Heads of Agreements over currently vacant space
- 3. Weighted by income, excluding any rental guarantees and including Heads of Agreements
- 4. Weighted by asset value

## Security of Income<sup>1</sup>



### High quality tenants from diverse industries





Strong lease expiry profile, with 86% of the Fund's income secured for the next two years and an overall WALE of 4.0 years

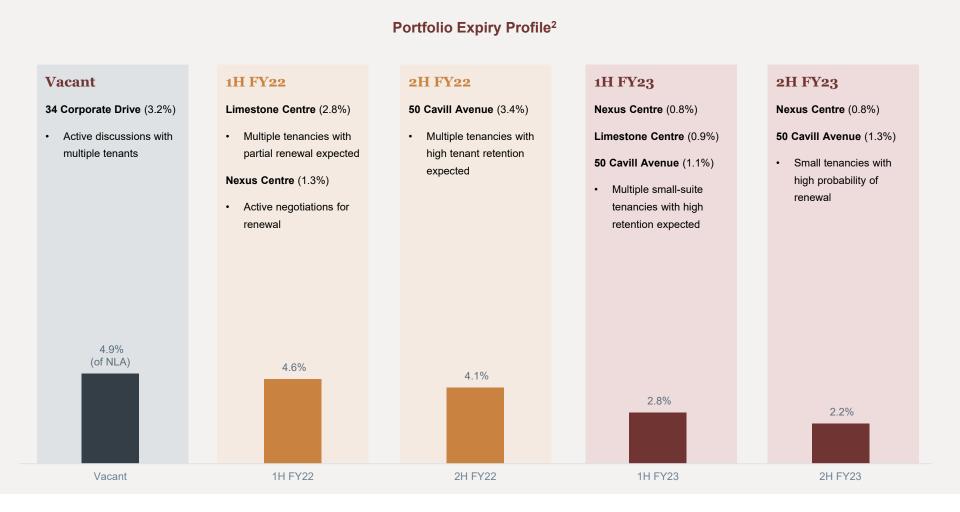
1. Including the acquisition of 50 Cavill Avenue, Surfers Paradise, QLD (settlement forecast to occur on 1 September 2021)

2. Expiry Profile based on % of Portfolio's income, with the exception of vacant area which is weighted by NLA

## Security of Income: Next Two Years<sup>1</sup>

Minimal short-term expiries provides income stability





1. Including the acquisition of 50 Cavill Avenue, Surfers Paradise, QLD (settlement forecast to occur on 1 September 2021)

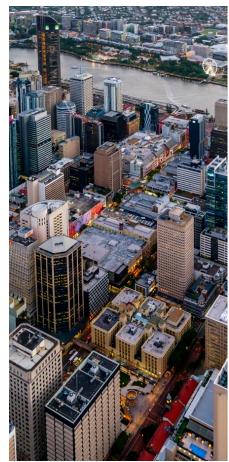
2. Expiry profile based on % of portfolio income, with the exception of vacant area which is weighted by NLA

## **30 June 2021 Valuation Summary**



Weighted average cap rate down 29 bps and portfolio valuations up 2.9%

	Valuation Type	Valuation (\$m)	Cap Rate	Discount Rate
30 June 2020 Valuation		373.5	6.88%	7.22%
Investment Properties				
Corporate Drive, Cannon Hill, Brisbane	External	21.0	7.00%	7.50%
Nexus Centre, Upper Mount Gravatt, Brisbane	External	36.5	7.00%	7.00%
Campus DXC, Adelaide	Internal <sup>1</sup>	37.5	6.75%	7.00%
WorkZone West, Perth	Internal <sup>1</sup>	134.0	6.50%	6.75%
Limestone Street, Ipswich	Internal <sup>1</sup>	34.0	7.50%	7.75%
200 Adelaide Street, Brisbane	External	50.0	5.75%	6.50%
Garema Court, Canberra	Internal <sup>1</sup>	71.5	6.50%	7.25%
30 June 2021 Valuation		384.5	6.59%	6.99%
Change		<b>†</b> 2.9%	↓0.29%	↓ 0.23%
50 Cavill Avenue	External	113.5	6.77%	7.25%
Post-Acquisition Valuation		498.0	6.63%	7.05%



## **FY21 Value Creation**

### Delivering on value-add initiatives





## **Multiple Opportunities for Value Creation<sup>1</sup>**



### Delivering on value-add initiatives, with more upside in portfolio



## Multiple Opportunities for Value Creation (continued)



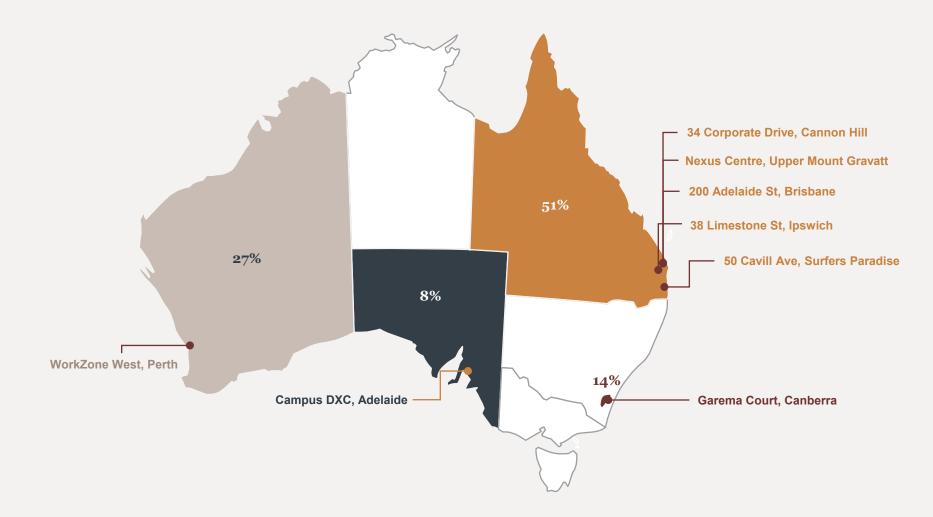
Delivering on value-add initiatives, with more upside in portfolio

Property	Initiative	Outcome Sought	Current Cap Rate <sup>2</sup>
Corporate Drive Cannon Hill, Brisbane	Lease currently vacant space	<ul><li>Increased income</li><li>Cap rate compression</li></ul>	7.00%
Garema Court Canberra	<ul> <li>Extend leases / re-lease key anchor tenants</li> <li>Investment in tenant amenities and building efficiency</li> </ul>	Cap rate compression	6.50%
WorkZone West Perth	Convert sub-lease tenants to direct leases and extend WALE	Cap rate compression	6.50%
Campus DXC Adelaide	<ul> <li>Extend lease with existing tenant</li> <li>Develop vacant land to increase NLA</li> <li>Explore potential alternate use</li> </ul>	<ul><li>Cap rate compression</li><li>Increased income</li></ul>	6.75%

## **Strategically Located Portfolio**<sup>1</sup>



ECF assets have are well-located across strongly performing markets

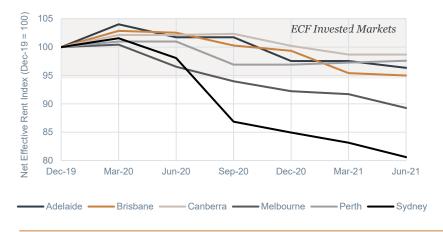


## Invested in right markets<sup>1</sup>

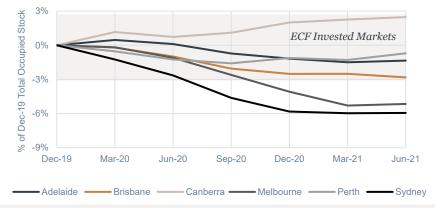


### Key market metrics stabilising; Fund invested in better-performing markets

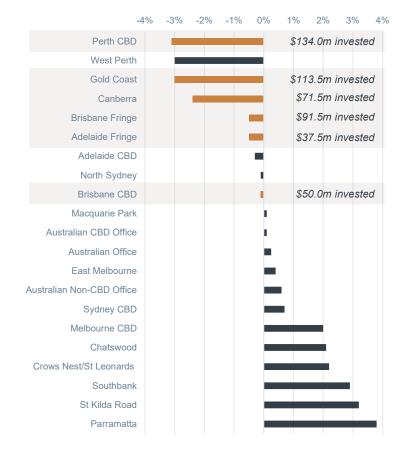
#### Net Effective Rents<sup>2</sup> (18 months to June 2021)



#### Cumulative Net Absorption<sup>2</sup> (18 months to June 2021)



#### Change in Vacancy<sup>3</sup> (6 months to July 2021)



1. Including the acquisition of 50 Cavill Avenue, Surfers Paradise, QLD (settlement forecast to occur on 1 September 2021)

- 2. JLL research, June 2021
- 3. PCA research, August 2021



## FY21 Preliminary Financial Results



## **Income Statement**



Income (\$'000)		FY21		
Gross property income		39,579		
Total Income		39,579		
Expenses				
Property expenses		(7,204)	550	
Borrowing costs		(2,951)	FFO	FFO of \$25.6m or 12.55 cents
Investment management fees		(2,512)	12.55c	per security
Other expenses		(1,264)		
Total Expenses		(13,930)		
Funds From Operations (FFO)		25,649		
Transaction and establishment costs		(25)	Distribution	Distribution of
Fair value adjustments on investment property		5,580		10.03 cents pe security (payou
Straight lining of rental income		1,661	10.03C	ratio 80% of
Amortisation expense		(1,610)		FFO)
Statutory Net Profit		31,255		
Securities on issue	#'000	204,400		
FFO per security	cps	12.55		
Distributions	\$'000	20,523		
Distribution per security	cps	10.03		
Payout ratio (% of FFO)	%	80%		

## **FFO Reconciliation**



Income (\$'000)		FY21
Statutory Net Profit		31,255
Transaction and establishment costs		25
Fair value adjustments on investment property		(5,580)
Straight lining of rental income	(1,661)	
Amortisation expense		1,610
Funds From Operations (FFO)		25,649
Distributions		20,523
Securities on issue	#'000	204,400
FFO per security	cps	12.55
Distributions per security	cps	10.03
Payout ratio (% of FFO)	%	80%

<sup>FFO</sup> \$25.6m	FFO of \$25.6m or 12.55 cents per security
Payout ratio $80\%$	Payout ratio of 80% of FFO

### **Balance Sheet**



Net Tangible Assets (NTA) \$1.19 per security

Increase from \$1.13 at 30 June 2020

Investment Properties \$384.5m

2.9% increase from 30 June 2020

Gearing ratio<sup>1</sup>

34.5%

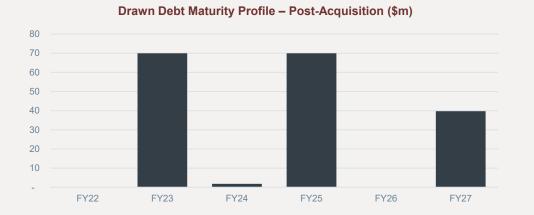
Gearing ratio reduced from 35.4% at 30 June 2020

Balance Sheet (\$'000)	30 June 2021	30 June 2020
Assets		
Cash	8,409	6,813
Receivables	454	970
Other assets	802	737
Investment properties	384,500	373,500
Total Assets	394,165	382,020
Liabilities		
Payables	2,662	3,201
Distribution payable	5,092	4,852
Rent received in advance	682	837
Interest bearing liabilities	141,441	139,572
Derivative financial instruments	825	1,990
Total Liabilities	150,702	150,452
Net Assets	243,463	231,568
Securities on Issue ('000)	204,400	204,400
NAV per security	\$1.19	\$1.13
NTA per security	\$1.19	\$1.13
Gearing <sup>1</sup>	34.5%	35.4%

## **Debt and Capital Management**



	30 June 2021	Post-Acquisition <sup>1</sup>
Facility limit (\$m)	147.0	189.7
Drawn debt (\$m)	141.8	181.5
Gearing <sup>2</sup>	34.5%	34.6%
Hedged %	98.7%	99.0%
Weighted average cost of debt (p.a.)	2.08%	2.16%
Average debt facility maturity (years)	2.6	3.2
Average swap / hedge maturity (years)	2.7	3.2



**Gearing**<sup>2</sup> of 34.6%<sup>5</sup> is within ECF's target gearing range

**Weighted average cost of debt** is approximately 2.16%<sup>5</sup> p.a. The weighted average term to maturity of the Fund's debt is 3.2 years<sup>5</sup>

#### Debt is 99.0% hedged<sup>5</sup>

- Target range for fixed interest rate exposure of between 70% and 100% of drawn debt
- Average swap / hedge maturity is 3.2 years<sup>5</sup>

#### Key Covenants

- Loan-to-value ratio  $(LVR)^3 \le 45\%$ 
  - Fund LVR: 37.0% post-acquisition
- Interest Cover Ratio (ICR)<sup>4</sup> ≥ 3.00x, assessed semiannually
  - Fund ICR: 10.53x as of 30 June 2021

- 1. Including the acquisition of 50 Cavill Avenue, Surfers Paradise, QLD (settlement forecast to occur on 1 September 2021)
- 2. Gearing Calculated as debt less cash divided by total assets less cash
- 3. LVR is calculated as drawn debt divided by the bank value of the portfolio
- 4. ICR is calculated as net rental income divided by interest expense
- Post-acquisition of 50 Cavill Avenue, Surfers Paradise, QLD (settlement forecast to occur on 1 September 2021)



## Outlook



### FY22 Guidance







# 10.8 cpu

(9.8% yield<sup>1</sup>)

## 9.4 CDU

(8.5% yield<sup>1</sup>)

## **Strategy and Key Focus**







## Appendices



### Portfolio Summary<sup>1</sup>



Asset	Valuation Type	State	Valuation (\$m)	Valuation (\$ per sqm)	Cap Rate (%)	Occupancy <sup>2</sup> (%)	WALE <sup>3</sup> (years)
WorkZone West, Perth	Internal <sup>1</sup>	WA	134.0	8,589	6.50%	100%	4.2
200 Adelaide St, Brisbane	External	QLD	50.0	8,393	5.75%	100% <sup>1</sup>	8.6
Limestone Centre, Ipswich	Internal <sup>1</sup>	QLD	34.0	4,733	7.50%	89%	2.2
Campus DXC, Adelaide	Internal <sup>1</sup>	SA	37.5	5,964	6.75%	100%	4.2
NEXUS Centre, MtGravatt	External	QLD	36.5	4,938	7.00%	100%	2.9
34 Corporate Drive, Cannon Hill	External	QLD	21.0	3,953	7.00%	54%	7.1
Garema Court, Canberra	Internal <sup>1</sup>	ACT	71.5	6,249	6.50%	100%	2.8
50 Cavill Avenue, Gold Coast	External	QLD	113.5	6,818	6.77%	97%	3.1
Total			498.0	6,568	6.63%	95.1%	4.0

Cap rates, occupancy, WALE remaining stable

1. Including the acquisition of 50 Cavill Avenue, Surfers Paradise, QLD (settlement forecast to occur on 1 September 2021)

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

3. By income, excluding any rental guarantees and including Heads of Agreements

4. Last external valuation completed in December 2020

## 50 Cavill Avenue, Surfers Paradise, QLD

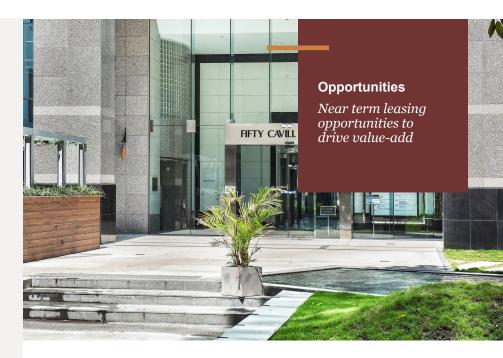


### **Overview**

- · Pre-eminent office building on the Gold Coast
- Prominent location on the corners of the Gold Coast Highway, Cavill
   Avenue and Beach Road, with convenient access to public transport
- 16,648 sqm A-Grade office tower, comprising 21 levels of quality office accommodation and a three-level office and retail annex
- Five levels of basement car parking comprising 454 car park spaces
- Exceptional office space with a central core, four sides of natural light and spectacular 360-degree Broadwater, coastal, hinterland and Nerang River views

### **Key Metrics**

Valuation	A\$m	113.5 million
Valuation per sqm	A\$ / sqm	6,818
Cap Rate	%	6.77%
Weighted Average Rent Review	%	3.4%
WALE by income	yrs	3.1
NLA	sqm	16,648
Car Parking Ratio	bays:NLA	1:37
Occupancy	%	97%
NABERS Rating	4.5 Sta	r Energy Rating



Major tenants	NLA (sqm)	% of total income	Lease expiry
Accor	2,792	16.8%	Jul-23
Regus	1,418	8.9%	Dec-31
Ray White	1,126	6.5%	Feb-22

## Garema Court, Canberra, ACT



### **Overview**

- Garema Court is a seven level, prominently located A Grade office building with 94% of the buildings income coming from AAA rated tenant, Commonwealth of Australia
- Garema Court is situated in the core of Canberra's CBD, benefiting from substantial amenity within walking distance and with quick access to public transport including bus interchange and light rail terminus
- Constructed in 1996, the building has undergone periodic refurbishments in 2010, 2012 and 2019, ensuring the building is of a high standard and highly environmentally efficient



### **Key Metrics**

Valuation	A\$m	71.5 million
Valuation per sqm	A\$ / sqm	6,249
Cap Rate	%	6.50%
Weighted Average Rent Review	%	3.8%
WALE by income	yrs	2.8
NLA	sqm	11,442
Car Parking Ratio	bays:NLA	1:173
Occupancy	%	100%
NABERS Rating	5.5 Sta	ar Energy Rating

Major tenant	NLA (sqm)	% of total income	Lease expiry
Commonwealth of Australia	10,873	93.7%	Mar-24

## WorkZone West, Perth, WA

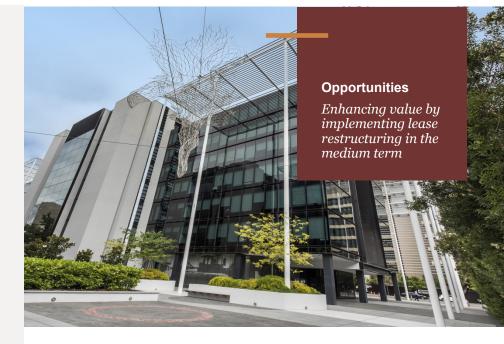


### **Overview**

- WorkZone West is a seven-level, modern office building providing 15,602 sqm of NLA located on a large 5,688 sqm site with 139 car parks
- The upper level is A-grade office accommodation, offering six large flexible floor plates averaging approximately 2,443 sqm
- WorkZone West benefits from being fully-leased to CPB Contractors, a wholly owned subsidiary of ASX-listed CIMIC Group
- WorkZone West is located in close proximity to the Perth Central Train Station, Perth's cultural centre that is undergoing a major redevelopment, and the gentrifying entertainment precinct of Northbridge

### **Key Metrics**

Valuation	A\$m	134.0
Valuation per sqm	A\$ / sqm	8,589
Cap Rate	%	6.5%
Weighted Average Rent Review	%	4.0%
WALE by income	yrs	4.2
NLA	sqm	15,602
Car Parking Ratio	bays:NLA	1:112
Occupancy	%	100%
NABERS Rating	6 Sta	ar Energy Rating



Major tenant	NLA (sqm)	% of total income	Lease expiry
CPB Contractors (CIMIC Group)	15,331	98.9%	Aug-25

## 200 Adelaide St, Brisbane, QLD



### **Overview**

- 200 Adelaide St is a heritage office building located in the heart of Brisbane CBD providing 5,957 sqm of office accommodation
- The building has recently completed a significant capital works program including new lifts and refurbishing the lobby
- Offers highest quality office accommodation which will help attract premium rents
- The asset has direct under cover access to Brisbane Central train station

### **Key Metrics**

Valuation	A\$m	50.0
Valuation per sqm	A\$ / sqm	8,393
Cap Rate	%	5.75%
Weighted Average Rent Review	%	3.5%
WALE by income	yrs	8.6
NLA	sqm	5,957
Car Parking Ratio	bays:NLA	1:271
Occupancy	%	100%
NABERS Rating		Exempt



Major tenants	NLA (sqm)	% of total income	Lease expiry
HUB Australia	4,813	77.1%	Aug-31
Clemenger BBDO	1,045	18.1%	Apr-25

## 38 Limestone St, Ipswich, QLD



### **Overview**

- Limestone Centre consists of dual-building business-park style office accommodation and ancillary retail in the Ipswich CBD, which is located ~31km from Brisbane CBD
- The building is located on an 8,064 sqm site, and comprises ~7,183 sqm of NLA across two buildings, including ~285 sqm of retail and 305 car bays
- Site includes 1,000 sqm parcel of vacant land (no value attributed to the land)
- Ipswich CBD has a strong tenant base of Government and health-industry tenants, who are strategically located to service the Ipswich corridor, including Ipswich hospital

### **Key Metrics**

Valuation	A\$m	34.0
Valuation per sqm	A\$ / sqm	4,733
Cap Rate	%	7.50%
Weighted Average Rent Review	%	3.3%
WALE by income	yrs	2.2
NLA	sqm	7,183
Car Parking Ratio	bays:NLA	1:24
Occupancy	%	89%
NABERS Rating		Exempt



Major tenants	NLA (sqm)	% of total income	Lease expiry
Government <sup>1</sup>	3,390	48.7%	Various
The Uniting Church	822	11.5%	Jul-25
Secure Parking	0	9.3%	Aug-23
Life Without Barriers	686	8.8%	Sep-21
Qld Diagnostic Imaging	525	6.9%	Sep-29

## Campus DXC, Adelaide, SA



#### **Overview**

- Campus DXC is a two-level, modern, campus-style office building, which is solely leased to DXC Technology and benefits from a ~4.2yr WALE
- First generation tenant that has made significant contribution to high quality fit
   out
- Campus DXC is situated on a 12,370 sqm site located 6km north-east of the Adelaide CBD, and comprises ~6,288 sqm of office space and 333 car bays
- Site includes 6,000 sqm of vacant land which is currently being used for overflow parking
- The location benefits from surrounding amenity including the nearby Marsden Shopping Centre which recently underwent a \$15m refurbishment

### **Key Metrics**

Valuation	A\$m	37.5
Valuation per sqm	A\$ / sqm	5,964
Cap Rate	%	6.75%
Weighted Average Rent Review	%	3.5%
WALE by income	yrs	4.2
NLA	sqm	6,288
Car Parking Ratio	bays:NLA	1:19
Occupancy	%	100%
NABERS Rating		Expired



Major tenant	NLA (sqm)	% of total income	Lease expiry
DXC Technology	6,288	100.0%	Aug-25

## Nexus Centre, Upper Mount Gravatt, Brisbane, QLD

### **Overview**

- Nexus Centre is a four-level freestanding office building located within the Upper Mount Gravatt commercial district, which is located ~14km from the Brisbane CBD and is characterised by Government and large corporate tenants
- The building is located on a 6,455 sqm site and comprises 7,392 sqm of NLA across four floors with functional 2,005 sqm floorplates and 215 car bays
- The asset was constructed in 1990, and recently underwent cosmetic and mechanical refurbishment
- · Main tenants include Coles (state office), Bunnings and NAB

### **Key Metrics**

Valuation	A\$m	36.5
Valuation per sqm	A\$ / sqm	4,938
Cap Rate	%	7.00%
Weighted Average Rent Review	%	2.7%
WALE by income	yrs	2.9
NLA	sqm	7,392
Car Parking Ratio	bays:NLA	1:34
Occupancy	%	100.0%
NABERS Rating	5 Sta	ar Energy Rating



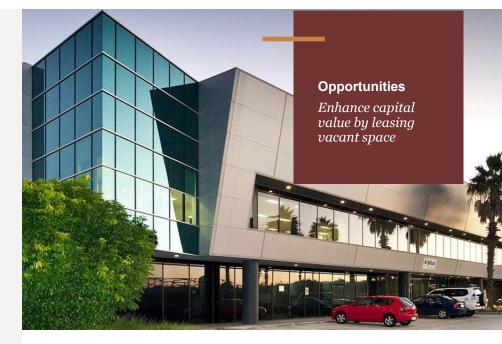
Major tenants	NLA (sqm)	% of total income	Lease expiry
Wesfarmers	2,177	29.3%	Various
Coles Supermarkets	2,005	26.9%	Dec-26
National Australia Bank	705	8.9%	Dec-25

## 34 Corporate Drive, Cannon Hill, Brisbane, QLD



### **Overview**

- Corporate Drive is a high-quality office and warehouse asset located in the well-regarded Southgate Corporate Park, which is located 6km from the Brisbane CBD and neighbours other large corporate users
- The asset is situated on a 12,930 sqm site and has ~5,313 sqm of NLA and 164 parking bays.



### **Key Metrics**

Valuation	A\$m	21.0
Valuation per sqm	A\$ / sqm	3,953
Cap Rate	%	7.0%
Weighted Average Rent Review	%	3.0%
WALE by income	yrs	7.1
NLA	sqm	5,313
Car Parking Ratio	bays:NLA	1:32
Occupancy	%	54%
NABERS Rating	5 Star Energy Rating	

Major tenants	NLA (sqm)	% of total income	Lease expiry
Heads of Agreement	2,230	65.4%	Oct-31
Optus	665	34.6%	Jun-22

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