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3 August 2023

Company Announcements Office  
ASX Limited  
Exchange Centre  
Level 4, 20 Bridge Street  
Sydney NSW 2000

Dear Sir/Madam

**Elanor Investors Group (ASX: ENN) – Message to Securityholders**

Please find attached a letter from Elanor’s CEO and Managing Director to Elanor Securityholders in relation to the successful integration of Challenger’s \$3.4 billion commercial real estate business.

Yours sincerely,

A handwritten signature in black ink, appearing to read "Symon Simmons".

Symon Simmons  
Company Secretary  
Elanor Investors Group

**Authority and Contact Details**

This announcement has been authorised for release by Mr Glenn Willis, Managing Director and Chief Executive Officer of Elanor Investors Group.

For further information regarding this announcement please contact:

Symon Simmons  
Company Secretary  
Elanor Investors Group  
Phone: (02) 9239 8400

# Message to Securityholders

3 August 2023

Dear Elanor Securityholder,

## **Successful integration of Challenger's \$3.4 billion commercial real estate business**

We are pleased to confirm that we have successfully completed the integration of Challenger's \$3.4 billion commercial real estate business into Elanor's funds management platform - with the full realisation of synergies underpinning forecast incremental funds management EBITDA of over \$12 million in FY24. The transaction increases the Group's AUM from \$3 billion to over \$6 billion.

The transaction delivers on several key strategic objectives of the business, delivering material earnings accretion and return on equity, and step-change growth in AUM with new strategic capital partnerships.

The acquisition delivers significant value to Elanor Securityholders:

- A 78% increase in forecast base management fee income for FY24 with incremental annualised base management fees of \$16.1 million
- Forecast incremental EBITDA of over \$12 million in FY24 (representing a transaction EBITDA multiple of ~ 3x)
- New institutional capital partners and Elanor Securityholders (Challenger 13.7% and Abu Dhabi Investment Council ("ADIC") 3.0%)
- Grant of options to ADIC to acquire a further 7.5 million ENN securities at exercise prices of between \$2.25 to \$2.75 (options are linked to ADIC committing a further \$0.5 billion in AUM)
- Exclusive capital raising agreement with Fidante to distribute Elanor's real estate managed funds

The combination of Elanor's real estate funds management capability with Challenger's market leading capital raising platform positions the Group for further strong growth.

This acquisition is a milestone achievement for Elanor as we execute on our key strategic objective to become the leading Australian real estate funds management group known for delivering exceptional investment returns for our capital partners.

Yours sincerely,

A handwritten signature in black ink, appearing to read "Glenn Willis".

Glenn Willis  
CEO and Managing Director