

## ASX / Media Release

2 June 2015

### Ingenia hosts Sydney asset tour and provides sales update

Ingenia Communities Group (ASX: INA) today hosts an Investor tour in conjunction with an update on its progress over the past months. The tour will provide a deeper insight into the Group's operations and ongoing development as a leading provider of affordable Australian seniors housing.

Significant progress has been made in the Group's development business as key projects launched in the first half of the year deliver sales, with reserved and contracted homes moving through to settlement.

Chief Executive Officer of Ingenia, Simon Owen, said: "Following the launch in recent months of our Stoney Creek community in Marsden Park, Sydney and Lake Macquarie Village in Morisset, combined with the complete sell-out of Ettalong Beach, Ingenia is on track to meet its sales target of 75-80 manufactured homes for the current financial year.

"As at 28 May the Group had secured 80 sales comprising 33 settlements and 47 homes under contract or deposited with a significant level of settlements and sales enquiries anticipated in June."

A detailed slide pack is attached and all materials are available at the Ingenia Investor Centre <http://www.ingeniacommunities.com.au/investor-centre/>.

"Ingenia continues to generate high quality recurrent operating cash flows across its business, whilst we recycle capital and focus on building a low risk development model through the highly attractive Lifestyle Parks business," Mr Owen said.

**ENDS**

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Ingenia Communities Holdings Limited (ACN 154 444 925), Ingenia Communities Fund (ASRN 107 459 576) and Ingenia Communities Management Trust (ARSN 122 928 410). The Responsible Entity for each scheme is Ingenia Communities RE Limited (ACN 154 464 990) (AFSL415862).

# Ingenia Communities Group

## Asset Tour and Development Update

2 June 2015



Stoney Creek Estate, Marsden Park (Sydney)

# Agenda

Topic	Speaker	Page
Introduction	Simon Owen	3
Development	Owen Burnie	9
Case Study	Simon Owen	15
Break		
Sales	Kate Melrose	29
Outlook	Simon Owen	54



**Ingenia Communities speakers**

**Simon Owen**  
CEO



**Owen Burnie**  
S. Development Manager



**Kate Melrose**  
GM, Project Sales

# Strategy overview

## Lifestyle Parks – a key pillar of Ingenia’s strategy

**Ingenia’s strategy is focused on the ownership, management and development of a quality portfolio of seniors living accommodation providing investors with exposure to stable cash yielding assets with complementary but modest exposure to development returns**

### Active Lifestyle Estates

#### Lifestyle and Tourism Parks

- > Stable cashflows through permanent and short-term accommodation
- > Upside through low risk development

#### Strategy

Capitalise on demand for affordable housing solutions to grow stable cashflows and build sustainable development profits

Focus of business growth  
(acquisition and development)

### Garden Villages

#### Senior Rental Communities

- > Stable cashflows supported by Government funded payments
- > Limited opportunity to deploy new capital at appropriate return

#### Strategy

Continue to extract value and optimise portfolio performance

Refining portfolio – exit poorly performing or isolated villages

### Settlers

#### Deferred Management Fee

- > Limited cash yield
- > Currently supplemented by returns on development

#### Strategy

Exit at value

In active discussions to divest

# Active Lifestyle Estates

Focus on stable permanent rent flows

## Permanent Residents Portfolio Core

- Stable rents with CPI + growth
- Government supported income streams
- Repositioning through recycling of older style product
- Expansion through acquisition and development

## Tourism

complementary  
strong cash flow  
business

- Attractive holding income pending development
- Diversifies and increases cash flow
- Mix of location | product reduces volatility
- Regional markets offer all season tourism returns
- Coastal areas 'high' occupancy + rents in peak
- Cross-selling opportunities + resident benefits

## Development

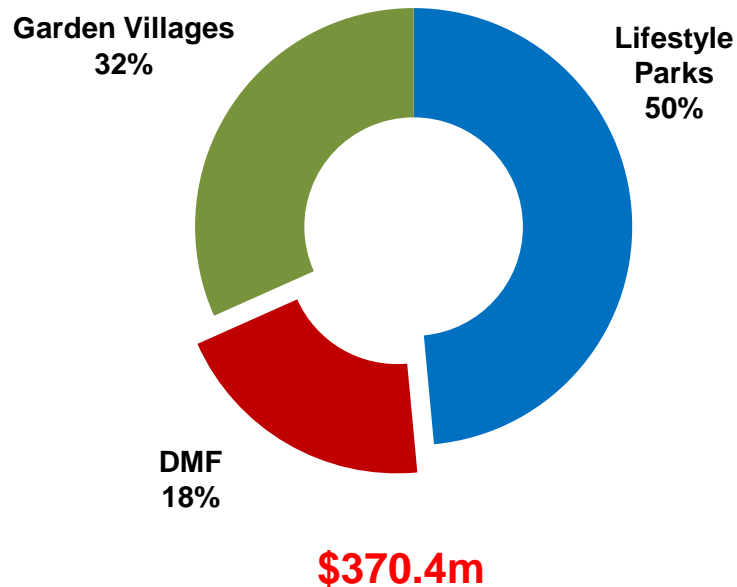
high margin  
capital recycling

- Capital light low risk development
- Drives repositioning and transition to highest and best use
- Maximises return on low-yielding sites
- Evolves assets to represent 'brand vision'
- Grows rent roll
- Recycles capital to fund further acquisitions and development

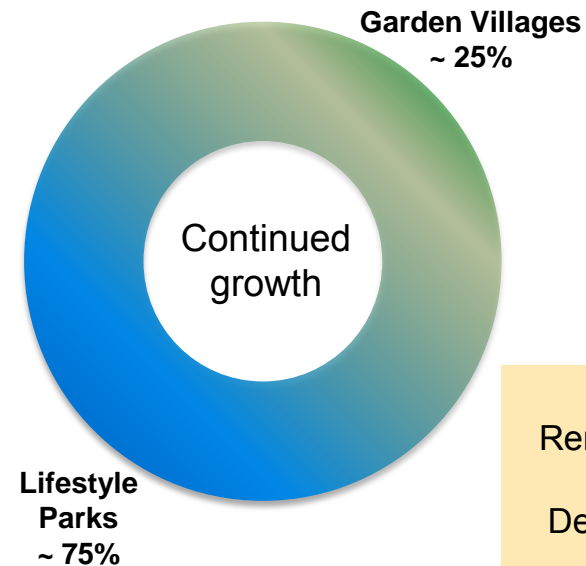


# Strategy rapidly progressed

31 December 2014  
(post completed acquisitions)



Target allocation



Target  
Rental income  
~75%  
Development  
income  
~25%

- > Cash yielding Australian assets now comprise 82% of total portfolio value

# Ingenia's portfolio is dominated by seniors rental communities

Ingenia has **62** Australian communities and growing



Largest owner and operator of seniors **rental** villages in Australia

A leading owner and operator of **Lifestyle Parks** in NSW



- 34 Rental villages
- > 1,801 units
- > In all States except SA



- 8 DMF villages
- > 838 units
- > WA, QLD and NSW



- 20 Lifestyle Parks
- > 1,360 permanent homes
- > 1,500 short term sites
- > 1,070+ development sites
- > Growing presence in NSW and SE QLD

Ingenia's growth focus



- > Further 12 parks under assessment



# Changes to strategy execution

Foundations for growth established

## Opportunities/Challenges


































































- > Quality and speed of home delivery inconsistent
- > Sales focus limited - shared resources
- > Customer feedback – great product but ‘caravan park’ location not aspirational
- > Park Managers traditionally selling homes but limited experience and time



## Solutions

- > Offtake agreements with two key builders to secure supply (July 2014)
- > Dedicated General Manager – Project Sales reporting to CEO (August 2014)
- > Projects launched with community vision and clear permanent and living precincts in place - ongoing
- > Dedicated experienced sales consultants recruited for key projects (March 2015)

# Rapidly expanding development rollout

	June 2013	June 2015
Total properties	  x2	                     x20
Properties in development mode	 DA consent requested for 7 homes at the Grange x1	         x9
Homes under construction or being installed	x0	                                x45

# Development process

Owen Burnie, Senior Development Manager





# Development process

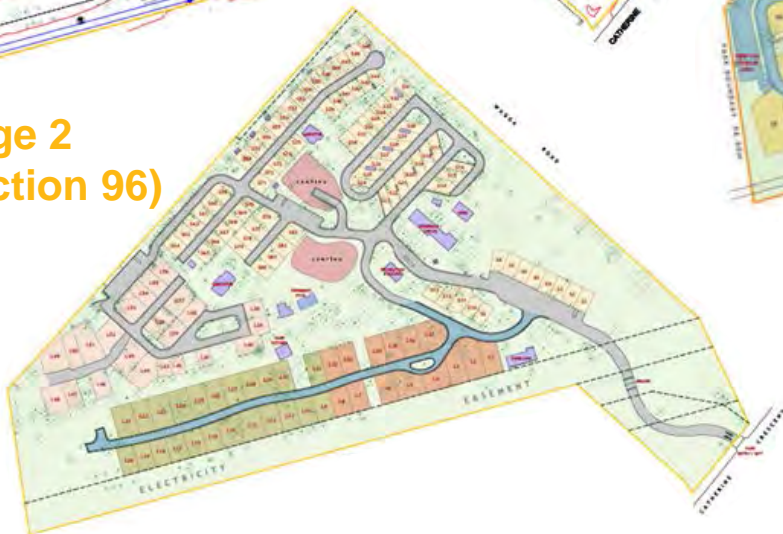
## Approvals

- > Varies between projects and Local Government Areas

## Existing



## Stage 2 (Section 96)



## Masterplan

## Active Lifestyle Estates, Albury

# Development process

## Infrastructure and staging

- > Existing infrastructure often in poor condition or under capacity (sometimes over 30 years old)
- > Individual house connections
- > Reticulation – roads, electricity, sewer, water, gas, stormwater, telecommunications
- > Major Lead in services – electricity kiosk, sewer and water connections
- > Typically much cheaper than Greenfields and have existing yield

Nov 14



Mar 15



May 15





# Development process

## Community facilities upgrades

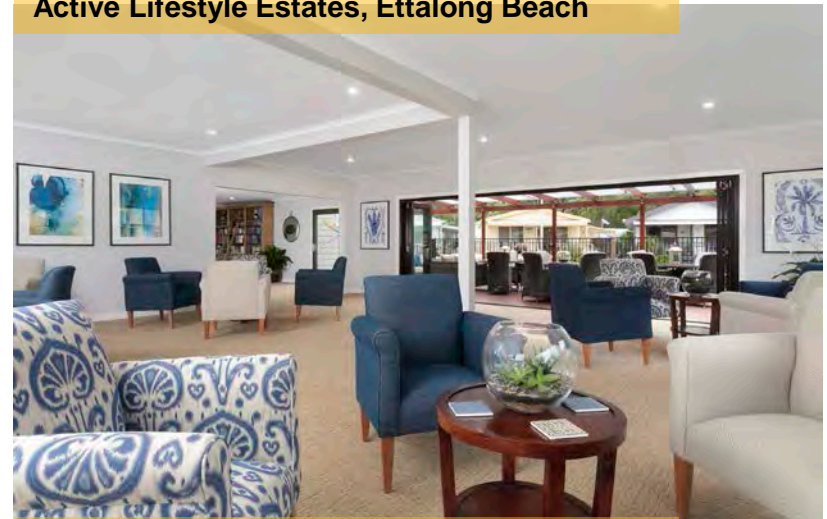
- > Community building
- > Swimming pool
- > BBQ areas
- > Consultation Rooms
- > Wellness Centre (Ingenia Care Assist)



Active Lifestyle Estates, Ettalong Beach



Artist's impression – Stoney Creek



Active Lifestyle Estates, Ettalong Beach



# Development process

## House Procurement

- > Forging strong relationships with our house manufacturers
- > Supply agreements in place with Parkwood and Glendale
- > Now working with other builders as business expands



> 4 Weeks



> 8 Weeks



> 12 Weeks

- > Improved standardised plans and specifications
- > Design innovations and accessibility
- > On-site building permitted in QLD (Chambers Pines)



ACTIVE LIFESTYLE ESTATES ALBURY 508 Wagga Road, Lavington NSW 2641  
 Tel 0459 955 122 | Email [albury@activelifestyleestates.com.au](mailto:albury@activelifestyleestates.com.au) | [www.lifestyleestates.com.au](http://www.lifestyleestates.com.au)



# Case study

## Active Lifestyle Estates, Ettalong Beach





# Ettalong Beach Holiday Village

## Acquisition overview

- > Ingenia's second MHE investment
- > Acquired April 2013
- > Leasehold site – lease to 30 June 2029
- > Site configuration on acquisition
  - 85 permanent home sites
  - 16 tourist cabins & 6 weekend cabins
  - 7 powered sites
- > Facilities
  - Community centre with laundry facilities
  - Inground pool
  - Administration building and Manager's residence
  - Children's playground





# On acquisition

Mixed use park with dated facilities





# Original site plan





# On acquisition

## Key metrics

- Purchase price \$2.1 million
- Yield (ingoing) >18%
- Forecast Unlevered IRR >20%
- Average weekly rent (Permanents) \$121.30
- Tourism rates from \$33 to \$220 per night dependent on accommodation type & season





# The opportunity

**Capitalise on attractive beachside location and proximity to services by repositioning the village as a attractive over 50s estate**

## Asset strategy on acquisition

- > Conversion of tourism to transition village to 100% permanent accommodation
- > Anticipated an additional 28 plus permanent sites could be achieved

## Timing

- > Lodge Masterplan with Council in 2013
- > Commence development in stages from 2014



# Development Masterplan

## SITE PLAN ETTALONG BEACH VILLAGE



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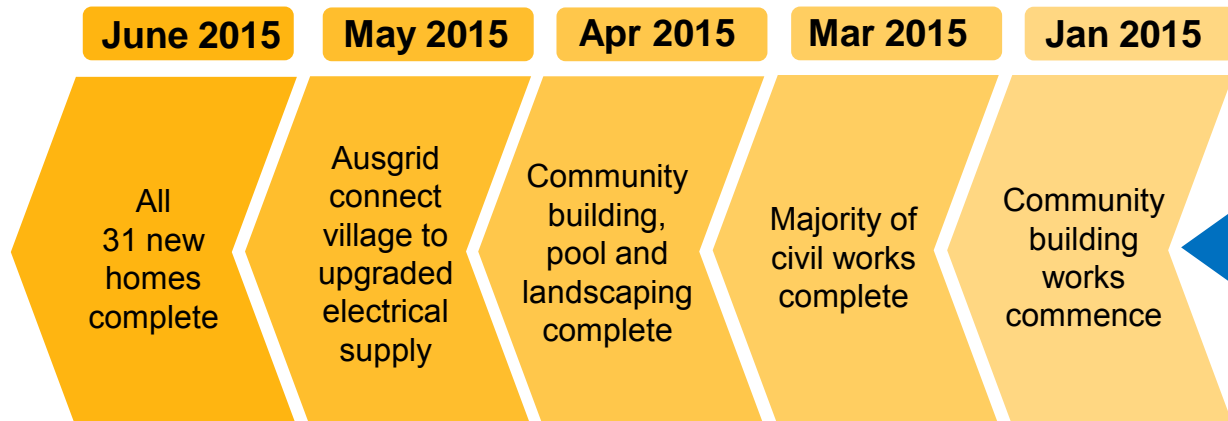
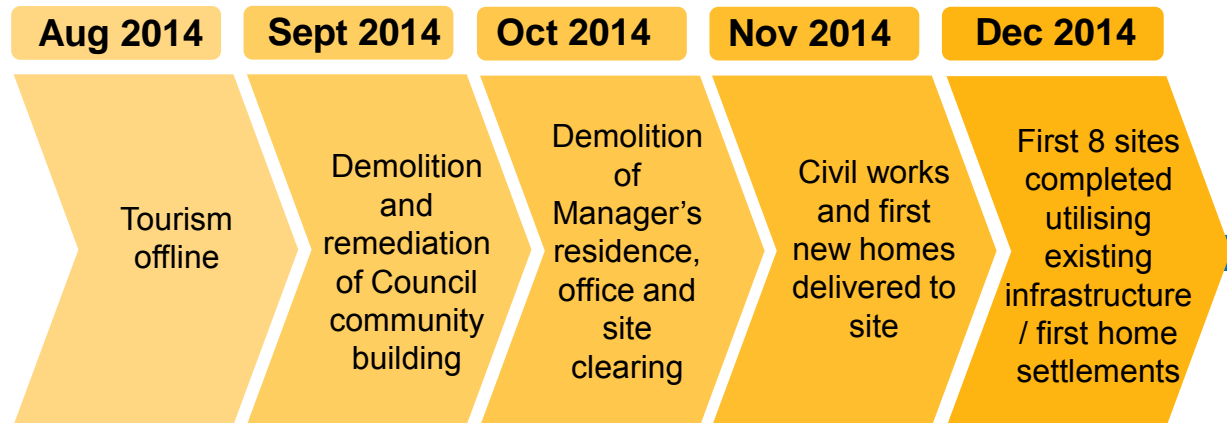


# The process

## Development

### Approvals Process

- > Development Application lodged with Council in **March 2014**
- > Council approval for masterplan received in **June 2014**



# The process

## Sales



Sales Launch  
Oct 14

Off Plan  
Sales

Sold Out  
April 15  
(7 mths)

Community  
Centre

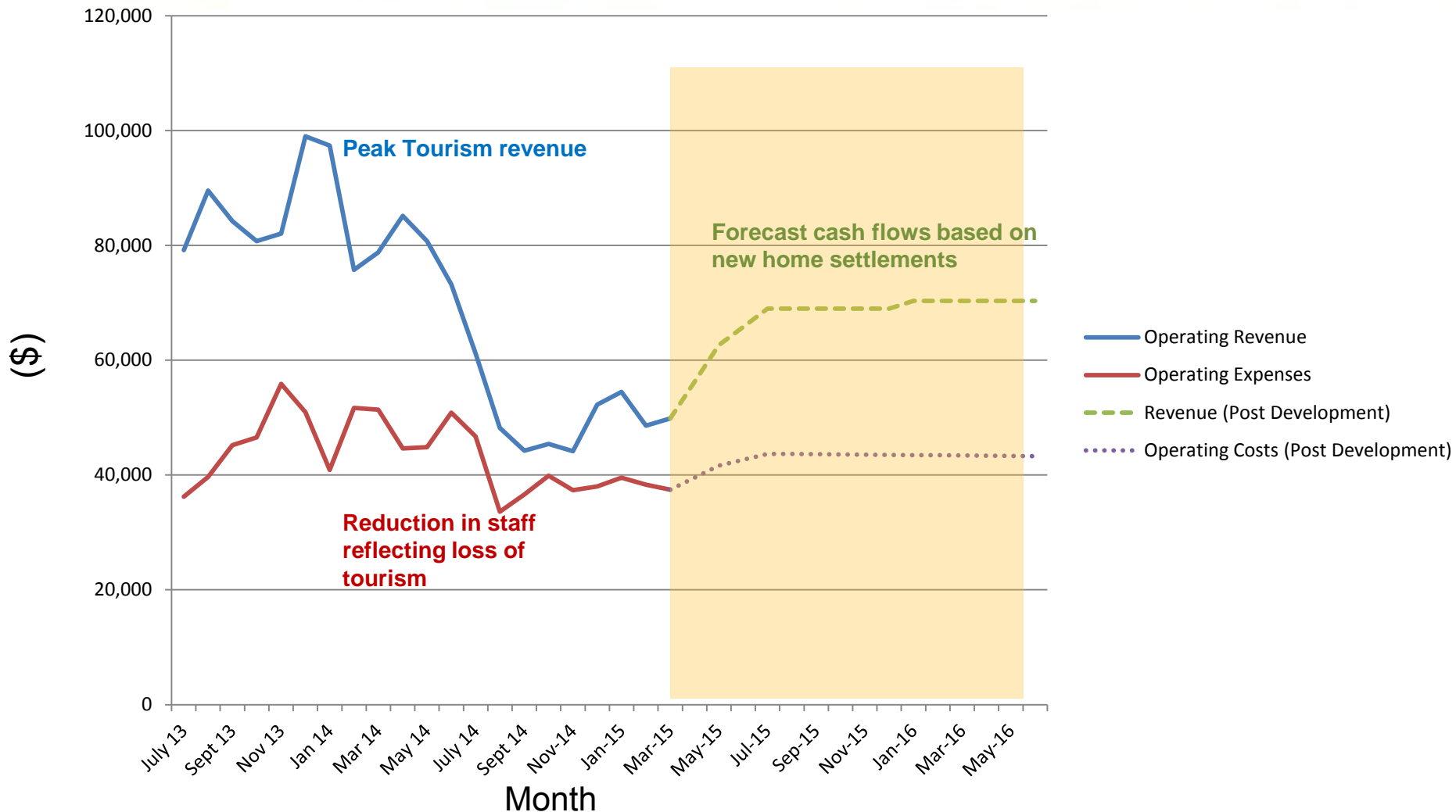
Settlements





# The process

## Cash flows through development



**Note:** Interest associated with leasehold payment to Gosford City Council included in operating expenses. Site level operating margin (excluding lease payment) on completion ~60%.



# On completion

- > Leasehold site – lease to 30 June 2029
- > Site configuration
  - 116 permanent home sites
- > Facilities
  - Community centre with library
  - Inground pool





# On completion

## Key metrics

- > Forecast stabilised cash yield (based on acquisition price)
  - ~10% (post full lease payment)
- > Forecast unlevered IRR
  - ~19%
- > Weekly rents
  - \$165 for new homes
- > Development
  - Average sale price \$320,000
  - Profit in excess of total spend





# On completion

## A vibrant community





# Break





# Sales process

Kate Melrose, GM Project Sales



# Agenda

Kate Melrose, General Manager Project Sales



Topic	Page
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Strong growth sector	31
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Case Study - Ettalong Beach	35
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Case Study - Stoney Creek	41
---------------------------	----

Sales strategy	52
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Sales momentum	53
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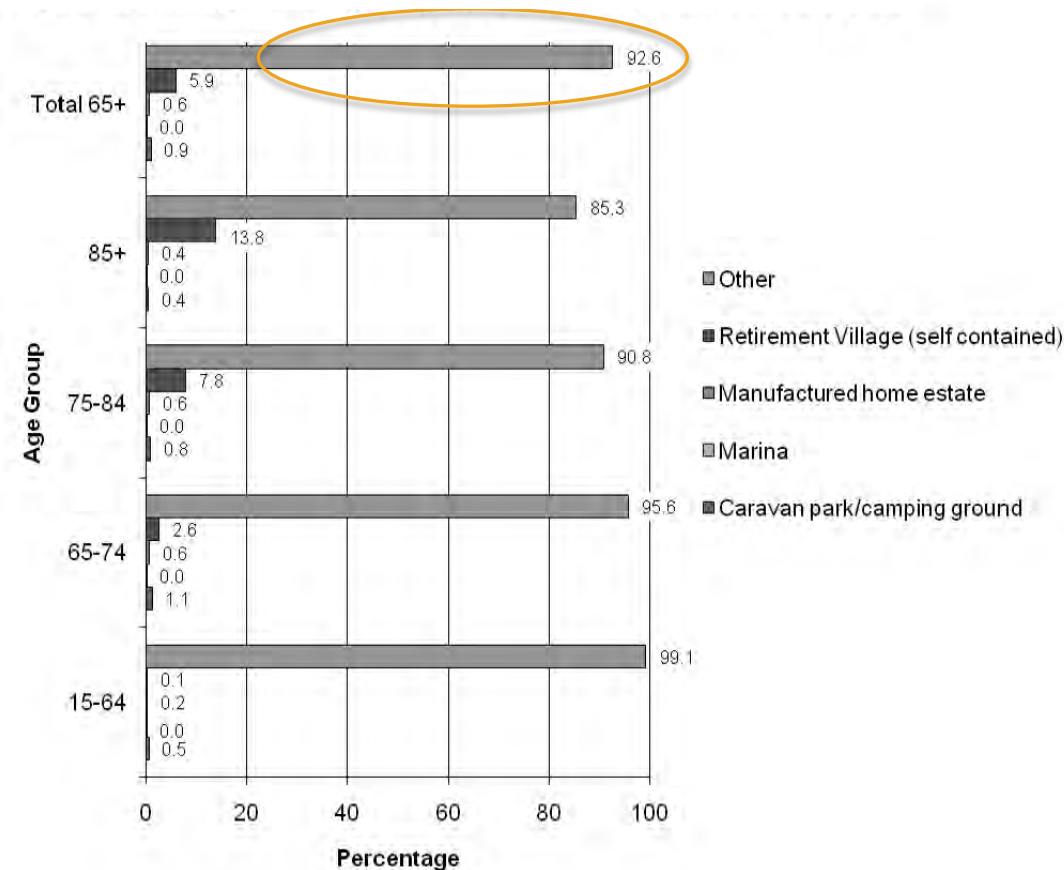
# Strong growth sector

- > Manufactured Housing in Australia currently has relatively low penetration rates and strong growth prospects.
- > Opportunity lies with the 90%+ of the market sitting in their homes grappling with how to fund the next chapter of their life.
- > Growing lone person households will continue to drive demand for affordability, connection and socialisation

## Growth will be driven by

- Growing number of 65+ in housing stress\*
- Declining home ownership amongst 65+
- Affordability demands
- Surge in lone person households driven by divorce and bereavement
- Globally high before house poverty rates (asset rich/ cash poor)

Dwelling location type by age of reference person, Australia, 2006



## Education is key to drive increased penetration rates in this sector

\* Housing stress is defined by the 30/40 rule which defines a household as being in housing stress if it spends at least 30 per cent of its income on housing and is in the lowest 40 per cent of the income distribution but is generally silent about what income measures are employed. (AHURI Housing affordability in Australia, National Research Venture 3: Housing Affordability for Lower Income Australians, Research Paper 3)

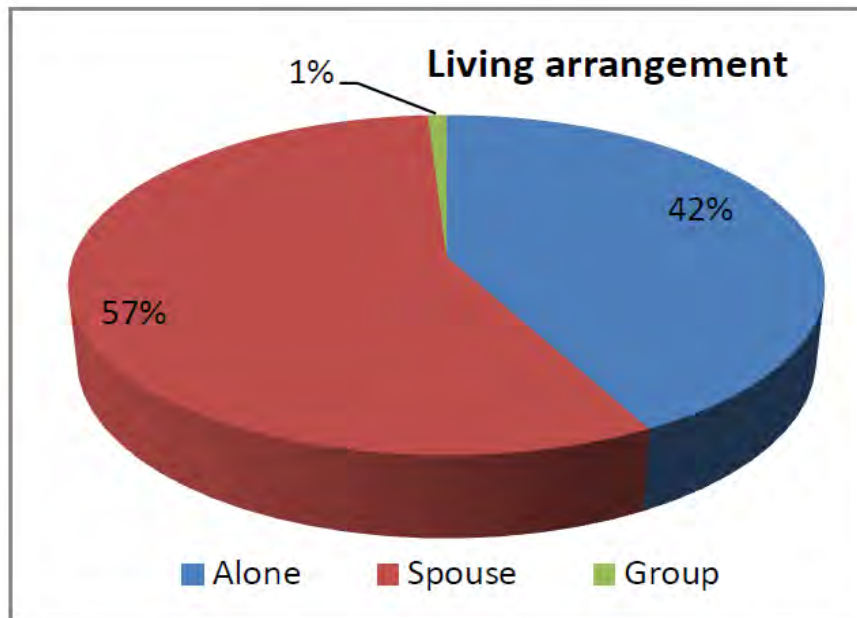
•Source: Australian demographic trends and their implications for housing subsidies May 2015 (AHURI).

# Comparison with Industry Survey

## Manufactured Homes Survey 2013

Report on Findings

Review of the Manufactured Homes (Residential Parks) Act 2003



[www.hpw.qld.gov.au](http://www.hpw.qld.gov.au)

# Customer insight

## Albury survey results snapshot

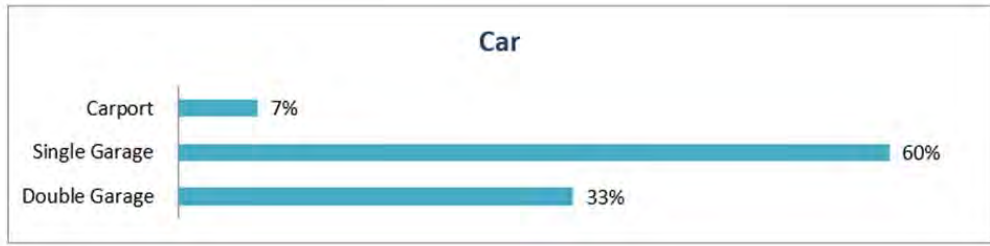
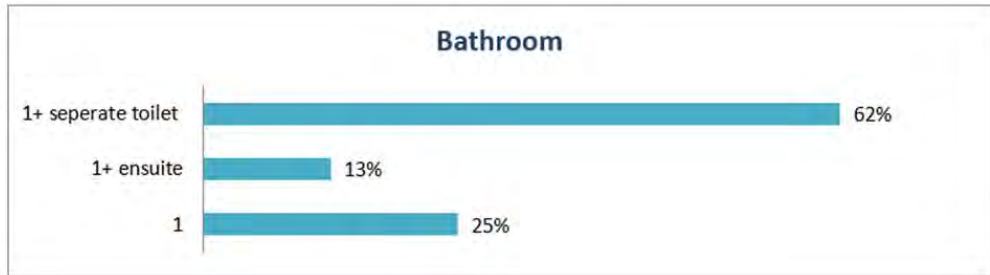


### What Fun, Health and Wellness programs would you use?



### COMMUNITY RESEARCH

If you bought a new home, what are your priorities?





# Understanding market drivers and the purchase division

Marge and Bob are living in the family home worth \$550,000

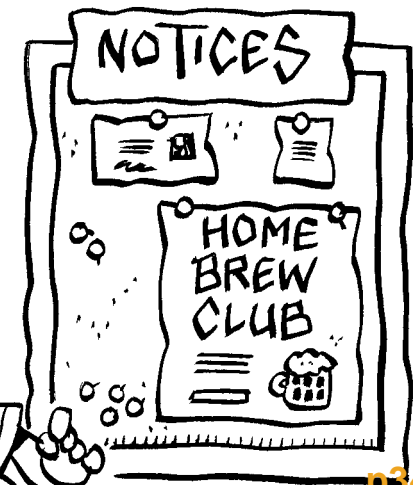
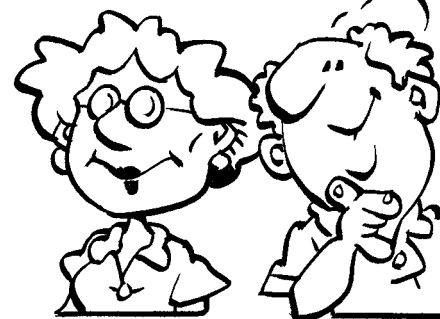
They sold their only shares in the GFC and so now only have the house. The kids had all left home and they are getting tired of mowing the lawn and looking after the place.

However, their third daughter and grandkids moved home after her husband left and they are craving being able to lock and leave and finally travel. The only way is if they help her out and sell their home.

<b>House Value</b>	<b>=</b>	<b>\$550k</b>
<b>New Home</b>	<b>=</b>	<b>\$310k</b>
<b>Help kids</b>	<b>=</b>	<b>\$20k</b>
<b>New Van</b>	<b>=</b>	<b>\$45k</b>
<b>Invest /Kitty</b>	<b>=</b>	<b>\$175k</b>



Yes, Marge, this sounds like just the place for us.



# Active Lifestyle Estates, Ettalong Beach



Sales Launch  
Oct 14

Off Plan  
Sales

Sold Out  
April 15  
(7 mths)

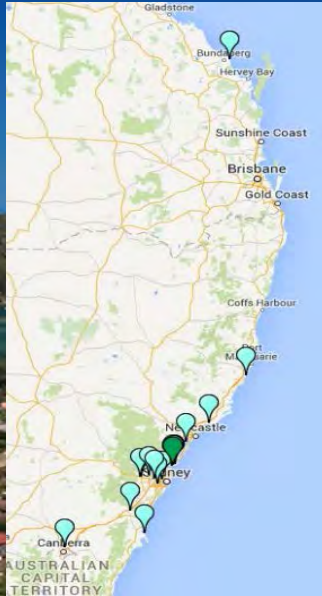
Community  
Centre

Settlements





# Ettalong insights



## 31 new homes sold in 6 months

Sales Rate – 4 p.m.

Almost equal proportion of single to couples

48 occupants – 1.5 per dwelling

Average Age 69.7 (From 55 to 89)

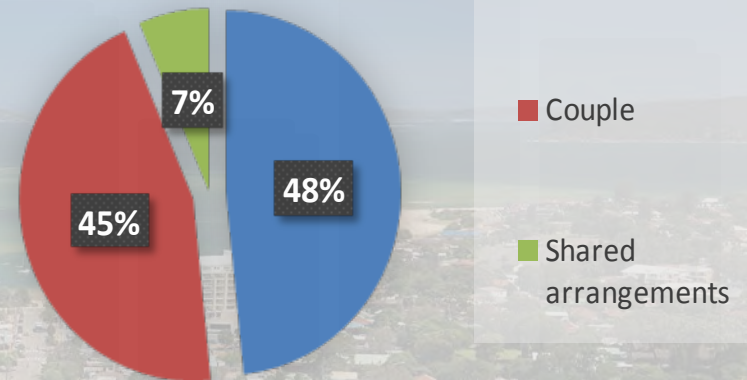
100% off plan – customised – takes time

Spend Ratio – 72% (30% - 146%)

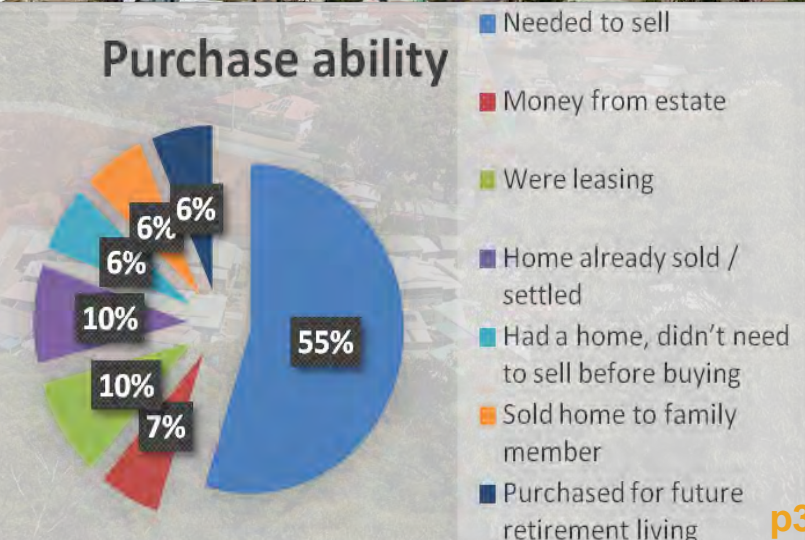
55% had to sell their home

Average Price – \$320,000

## Total occupants

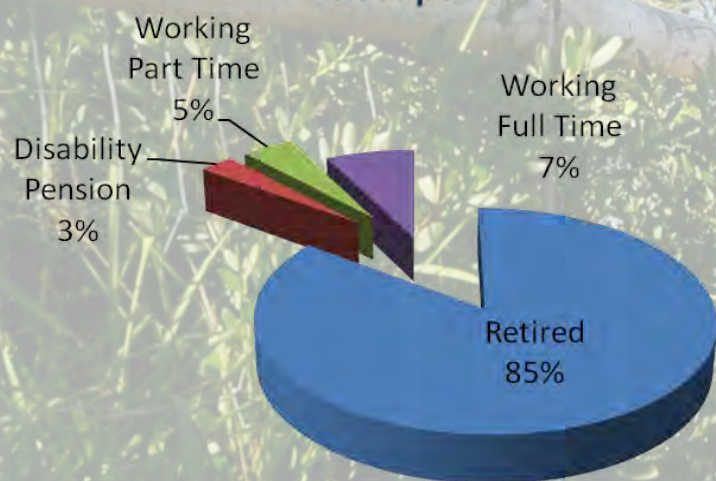


## Purchase ability

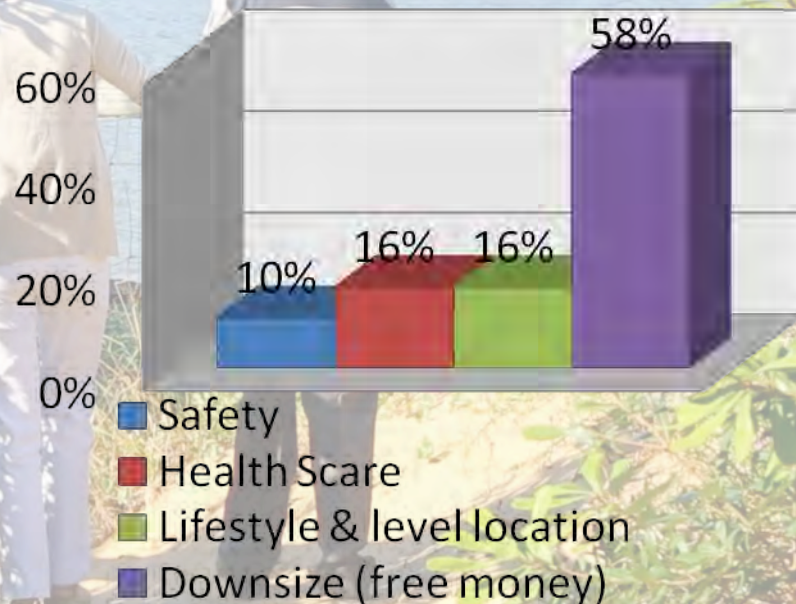




## Occupants

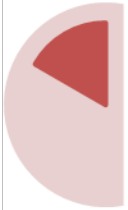


## Motivation





# Ettalong – SOLD OUT



PLACE

Physical repositioning  
80% complete

- Entry complete
- Shifting old vans and homes
- Community Centre
- Boulevards home upgrade



October 2014



May 2015





# Ettalong – SOLD OUT

## PRODUCT + PRICE

### Product diversity

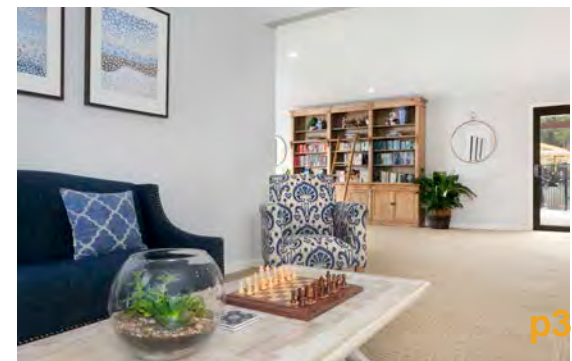
100% complete

- 100% Off plan sales
- Volume of tailoring took time

October 2014



May 2015





# Ettalong – SOLD OUT

## PEOPLE

### Community Connections

90% complete

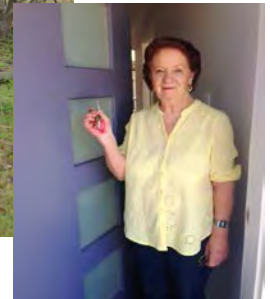
- Mature Community at Project Launch

### October 2014

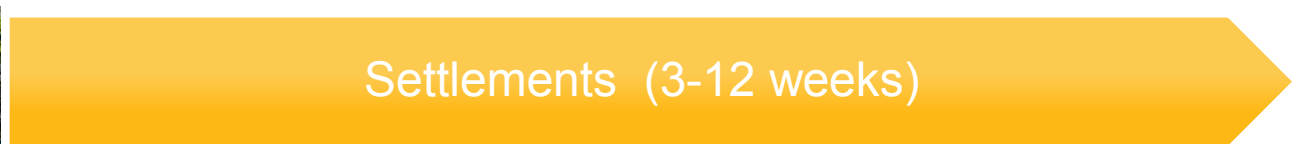
A warm community welcomed new buyers and provided certainty of like minded neighbours



### May 2015



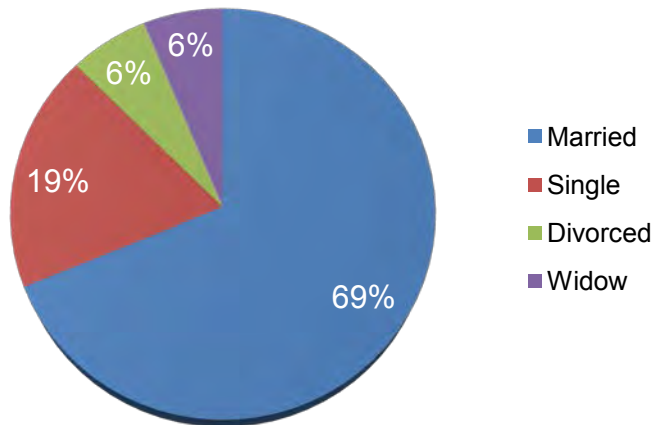
# Stoney Creek timeline



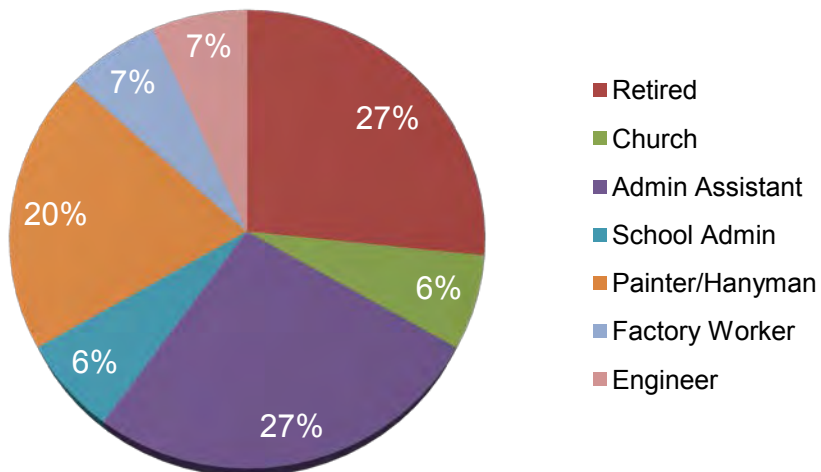


# Stoney Creek

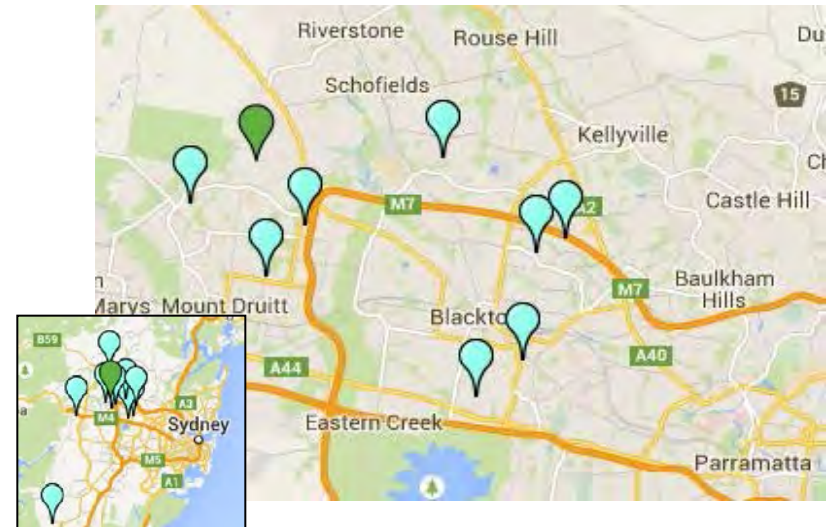
## Marital Status



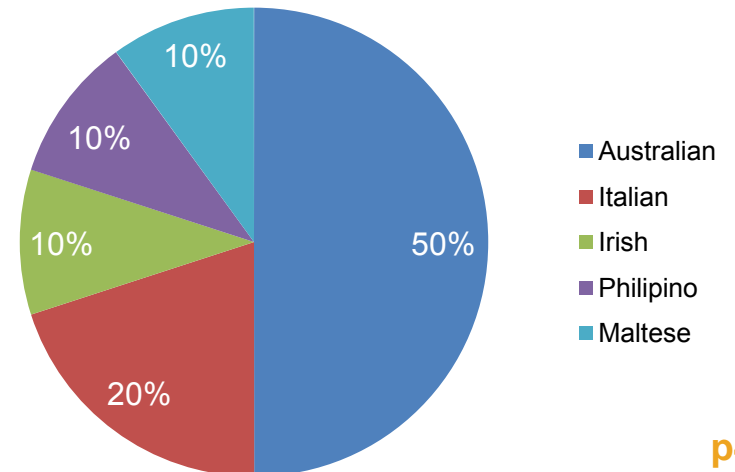
## Background Career



## 95% are from the primary catchment



## Nationality



## LEGEND

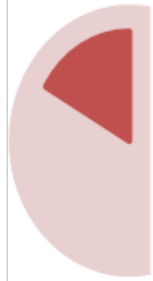
- Stage 1
- Stage 2
- Stage 3



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## PLACE



**Physical repositioning**  
**40%** complete

- Entry complete
- Shifting old vans and homes
- Community Centre
- Boulevards home upgrade

## PRODUCT + PRICE



**Product diversity**  
**40%** complete

- Ability to diversify product in FY16 will drive sales velocity

## PEOPLE



**Community Connections**  
**20%** complete

- Emotional repositioning required to make it a community people aspire to belong to

# Community engagement and education



## Local Letterbox drops

**Active Lifestyle Estates Lake Macquarie**

**Thinking of downsizing?**

**Inspect our new Display Homes**  
Wednesdays & Saturdays  
10am until 12 noon

Take a fresh approach and enjoy life.

- ✓ \$3,000 secures your new lifestyle
- ✓ No stamp duty or exit fees
- ✓ Quality homes with open plan living
- ✓ Large alfresco entertainment decks
- ✓ Lifestyle living in over 555 community
- ✓ On site management
- ✓ No strata/community levies
- ✓ Claim rental assistance, where eligible
- ✓ No council rates
- ✓ Put friendly community

**Display Homes NOW OPEN**  
Wednesdays & Saturdays  
10am until 12 noon

Phone Jason our Project Sales Manager for more information  
**4970 5769**

1A Stockton Street, Murrumbidgee NSW 2540  
www.ingenia.com.au

**Active Lifestyle Estates Lake Macquarie**

Phone Jason on 4970 5769  
1A Stockton Street, Murrumbidgee NSW 2540  
www.ingenia.com.au

## Newspaper advertising

**Brand new homes from \$285,000\***

**Thinking of downsizing? Take a fresh approach and enjoy life!**

- ✓ No stamp duty or exit fees
- ✓ Quality homes with open plan living
- ✓ Large alfresco entertainment decks
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**Phone Jason for an appointment: 4970 5769**  
1A Stockton Street, Murrumbidgee NSW 2540 | www.ingenia.com.au

**Active Lifestyle Estates Lake Macquarie**

## eDM sent to database

**Brand new homes SELLING FAST**  
From just \$285,000

**Thinking of downsizing? Take a fresh approach and enjoy life!**

- ✓ No stamp duty or exit fees
- ✓ Quality homes with open plan living
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1A Stockton Street, Murrumbidgee NSW 2540 | www.ingenia.com.au

**Active Lifestyle Estates Lake Macquarie**

## Digital listing on centralcoast.org + 9 additional local websites

**Active Lifestyle Estates - Lake Macquarie Village**

**Active Lifestyle Estate Lake Macquarie - Time to enjoy life!**

Just a short drive from the beautiful Lake Macquarie in Murrumbidgee, Active Lifestyle Estate Lake Macquarie is nestled within the famous Murrumbidgee valley, where nature and recreation are the focus.

Active Lifestyle Estate Lake Macquarie is ideally located close to shopping, restaurants, hospital, railway station and an 18-hole championship golf course.

Active Lifestyle Estate allows you to meet your own home in a resort-style community, without the cost of buying land, making it an affordable retirement option.

**About Our Community**

Active Lifestyle Estate Lake Macquarie encompasses independence and a healthy lifestyle. Coming from an Active Lifestyle Estate means enjoying all the amenities and facilities - active club, active pool, active gym.

Active Lifestyle Estate Lake Macquarie is designed for long-term residents, those who:

Display Homes are now open Wednesdays and Saturdays from 10am - 12pm, so come have our brand new homes and see what we have to offer.

1A Stockton Street, Murrumbidgee NSW 2540  
PH: 02 4970 5769  
Email: info@ingenia.com.au  
Web: www.ingenia.com.au

Download the latest version of the Stock List



# Community events and connections





# Customer experience





# What will my life be like?

 <h2>EVENTS CALENDAR</h2>						
MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
<b>20 APRIL</b> 10am – 12 noon <b>CRAFT</b>	<b>21 APRIL</b>	<b>22 APRIL</b> 1.00pm <b>CARDS</b> 6.30pm <b>POOLS</b>	<b>23 APRIL</b>	<b>24 APRIL</b> 5–8pm <b>HAPPY HOUR</b>	<b>25 APRIL</b> <b>ANZAC DAY</b> 12 noon <b>SAUSAGE SIZZLE</b>	<b>26 APRIL</b> 8.00–9.30am <b>BBQ BREAKFAST</b>
<b>27 APRIL</b> 10am – 12 noon <b>CRAFT</b>	<b>28 APRIL</b>	<b>29 APRIL</b> 1.00pm <b>CARDS</b> 6.30pm <b>POOLS</b>	<b>30 APRIL</b> 8–9am <b>TAI CHI</b> <b>RSL Bus Day</b>	<b>1 MAY</b> 5–8pm <b>HAPPY HOUR</b>	<b>2 MAY</b>	<b>3 MAY</b>
<b>4 MAY</b> 10am – 12 noon <b>CRAFT</b>	<b>5 MAY</b> 8.30am – 12.30pm <b>BINGO</b>	<b>6 MAY</b> 1.00pm <b>CARDS</b> 6.30pm <b>POOLS</b>	<b>7 MAY</b> <b>RSL Bus Day</b>	<b>8 MAY</b> 5–8pm <b>HAPPY HOUR</b>	<b>9 MAY</b> 2pm <b>MOTHERS DAY HIGH TEA</b>	<b>10 MAY</b> <i>Mother's Day</i>
<b>11 MAY</b> 10am – 12 noon <b>CRAFT</b>	<b>12 MAY</b> 10–11am <b>MOVEMENT TO MUSIC</b>	<b>13 MAY</b> 1.00pm <b>CARDS</b> 6.30pm <b>POOLS</b>	<b>14 MAY</b> <b>RSL Bus Day</b>	<b>15 MAY</b> 5–8pm <b>HAPPY HOUR</b>	<b>16 MAY</b>	<b>17 MAY</b>
<b>18 MAY</b> 10am – 12 noon <b>CRAFT</b>	<b>19 MAY</b> 12 noon <b>PIES &amp; PEAS LUNCH</b>	<b>20 MAY</b> 1.00pm <b>CARDS</b> 6.30pm <b>POOLS</b>	<b>21 MAY</b> <b>RSL Bus Day</b>	<b>22 MAY</b> 5–8pm <b>HAPPY HOUR</b>	<b>23 MAY</b>	<b>24 MAY</b>
<b>25 MAY</b> 10am – 12 noon <b>GOLF MORNING TEA FOR CANCER COUNCIL</b>	<b>26 MAY</b> 10–11am <b>MOVEMENT TO MUSIC</b>	<b>27 MAY</b> 1.00pm <b>CARDS</b> 6.30pm <b>POOLS</b>	<b>28 MAY</b> <i>Hairdresser</i>	<b>29 MAY</b> 5–8pm <b>HAPPY HOUR</b>	<b>30 MAY</b> <b>Country &amp; Western Night</b>	<b>31 MAY</b> 8.00–9.30am <b>BBQ BREAKFAST</b>

ACTIVE LIFESTYLE ESTATES CHAMBERS PINES 2 Koplick road, Chambers Flat QLD 4133  
Tel 0434 560 191 | Email: chamberspines@activelifestyleestates.com.au | www.liveinlogan.com.au

You're invited to join us for a

## Country and Western night

**LIVE MUSIC**

When: Saturday 30th May  
Where: Community Centre  
Time: 7pm  
Price: \$5 per person. BYO nibbles & drinks  
RSVP: Places are limited to 40 residents so RSVP quick to Rosie on 0434 560 191

ACTIVE LIFESTYLE ESTATES  
Chambers Pines  
2 Koplick Road, Chambers Flat QLD 4133  
www.liveinlogan.com.au

You're invited to join us for a

## Mothers Day High Tea

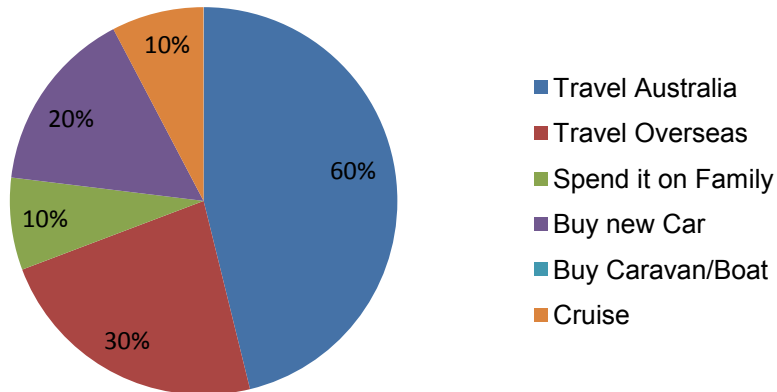
When: Saturday 9th May  
Where: Community Centre  
Time: 2pm  
RSVP: Project Sales Manager Rosie on 0434 560 191

ACTIVE LIFESTYLE ESTATES  
Chambers Pines  
2 Koplick Road, Chambers Flat QLD 4133  
www.liveinlogan.com.au

# The Club Card to differentiate and add value

- > The Concept of the Club Card resonated strongly supported by the fact their No 1 goal if they had more money is to travel Australia.
- > Strong opportunity to cross leverage tourism to target the Grey Nomad sector

## What would you do if you had extra money?



Source: Lake Macquarie Survey Dec. 14



**Join the club!**

When you join the Active Lifestyle Estates family, you receive a Gold Membership to Active Holidays!

- ✓ Enjoy a 25% discount on any Active Holidays Park
- ✓ Discount vouchers and special offers for your family and friends
- ✓ 15 beautiful locations to explore

p49



# Product diversity to maximise consumer reach and sales velocity



# Product development

## Sample floorplans



2 1.5

**Int:** 97 sqm  
**Total:** 147sqm  
**Typical Lot:** 195sqm

2 1.5 1

**Int:** 97 sqm  
**Total:** 147sqm  
**Typical Lot:** 195sqm





# Sales process

A dual approach to drive increased sales rates

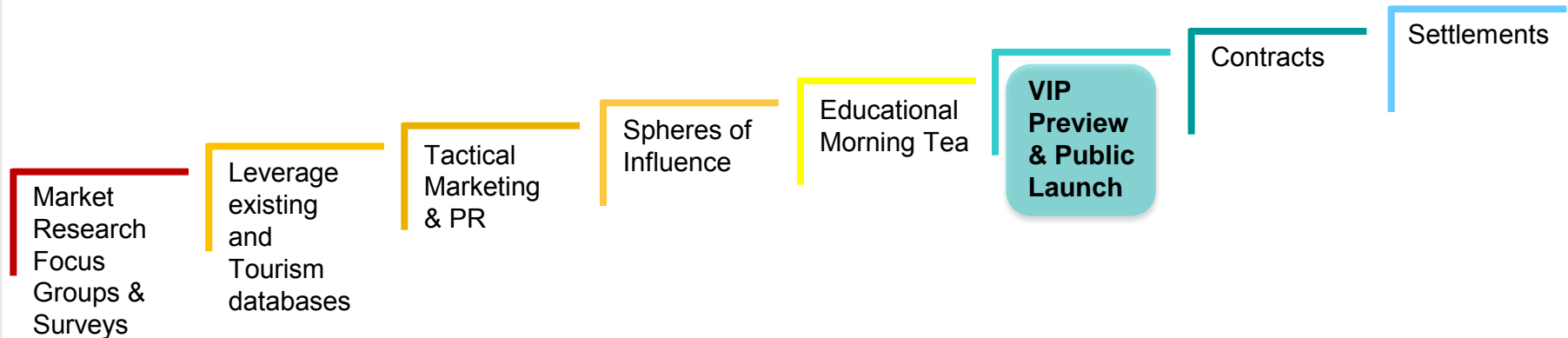


- > Capture 'in market' buyers plus build pent up demand and trust
- > Take buyers and their families on a journey earlier

## A Dual Sales Approach:



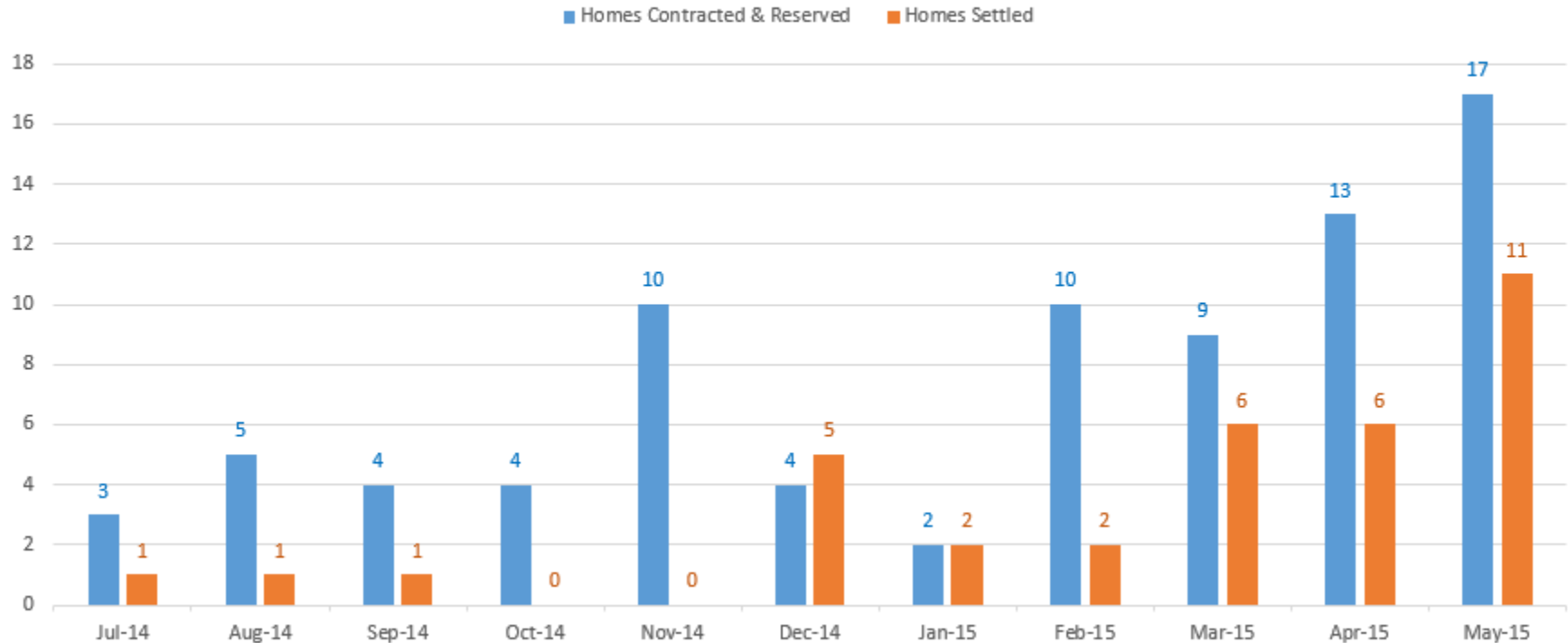
- 1) **Tactical Marketing Campaign to target 'in market' buyers**
- 2) **A community engagement, research and events based educational approach to warm the market, build awareness and advocacy with those 'planning ahead'.**



# Sales momentum

> Of the 81 sites deposited and contracted to date, 35 have settled

## Contracted, Reserved & Settled FY15 YTD





# Outlook

Simon Owen, CEO



# As projects progress, sales are moving through to settlement

- > At 23 Feb reservations and contracts were totaling over \$9m were in place
- > Sales are moving to completion as homes are delivered and buyers settle

	1 July to 31 Dec 2014	New Settlements	Refurbished Settlements	Reserved	Contracted	Available Stock 31/12	Under construction	
	All sites – 41 sales	8	-	19	14	20	61	
Launched	At 23 February (year to date)	New Settlements	Refurbished Settlements	Reserved	Contracted	Available Stock 23/02	Homes under construction	Target Sales Price
Oct 14	<b>Ettalong Beach (Ettalong)</b>	6	-	14	8	-	19	<b>\$320k+</b>
Mar 15	<b>Lake Macquarie (Morisset)</b>	-	-	2	2	1	18	<b>\$310k+</b>
April 15	<b>Albury Citygate (Albury)</b>	2	-	3	-	2	5	<b>\$180k+</b>
Repositioning	<b>Mudgee Tourist (Mudgee)</b>	1	-	-	-	9	-	<b>\$250k+</b>
Repositioning	<b>Mudgee Valley (Mudgee)</b>	-	-	-	-	7	-	<b>\$230k+</b>
March 15	Stoney Creek Estate (Marsden Park)	1	-	4	-	5	21 <sup>1</sup>	\$280k+
April 15	BIG4 Valley Vineyard (Cessnock)	-	-	-	-	-	4	\$220k+
Planning	Macquarie Lakeside (Chain Valley Bay)	-	-	-	-	-	-	\$325k+
Planning	Nepean (Penrith)	1	-	-	-	-	-	\$245k+
Planning	Sun Country (Mulwala)	-	-	-	-	-	-	\$200k+
Not active	The Grange (Morisset)	1	-	-	-	-	-	\$300k+
<b>Subtotal</b>		<b>12</b>	<b>-</b>	<b>23</b>	<b>10</b>	<b>24</b>	<b>67</b>	
<b>Sales</b>		<b>45</b>						

6 now settled  
13 now under contract  
5 cancellations

All 10 now settled at  
29 May 2015  
0 cancellations





# On track to meet target of 75 – 80 sales FY15

- > Reservations and contracts in place totalling over \$12m will underpin results in 2H15 and into FY16

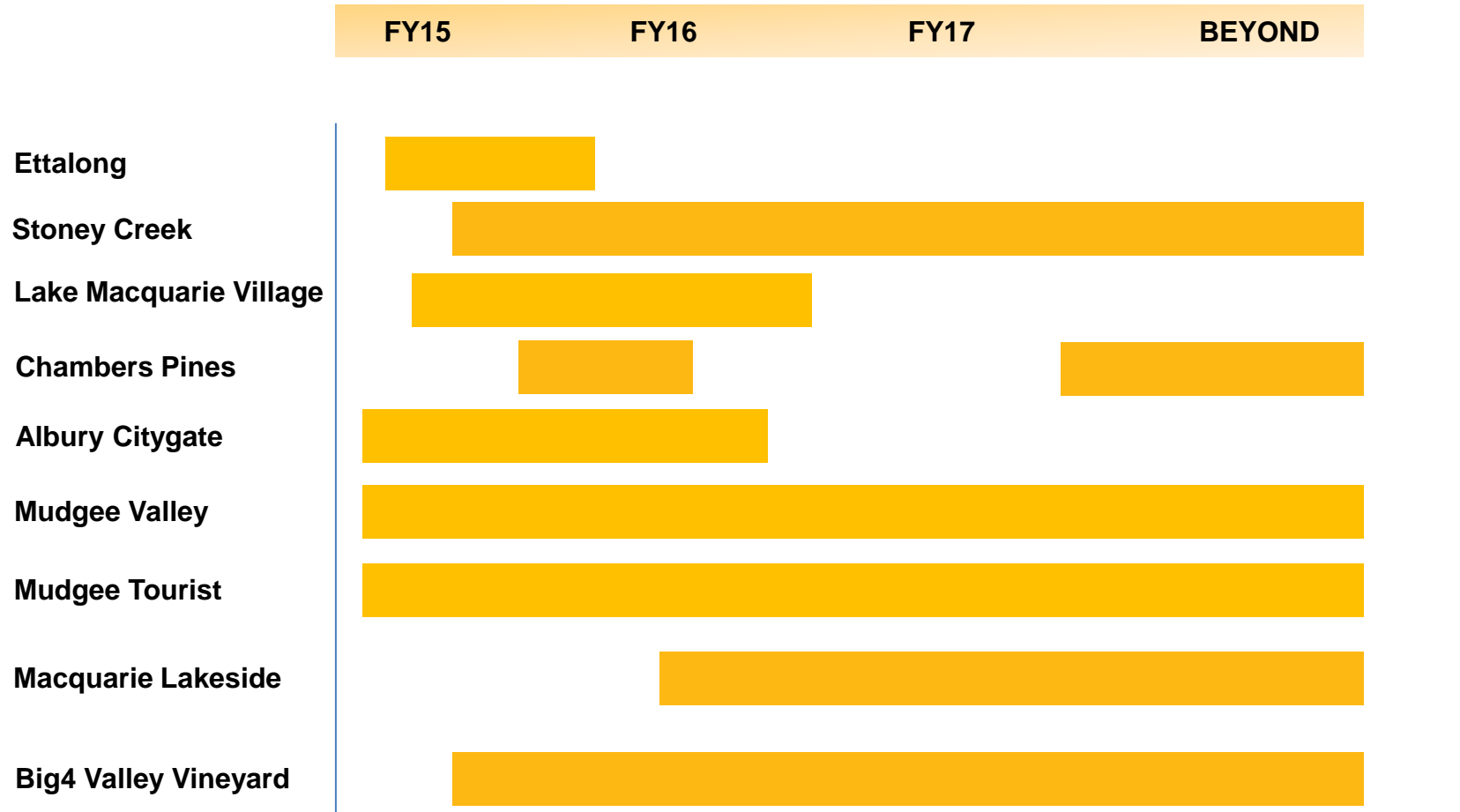
	1 July to 28 May 2015	New Settlements	Refurb / DMF Settlements	Reserved	Contracted	Available Completed Stock	Homes under construction	Average Sale Price Achieved
Active projects	Ettalong Beach (Ettalong)	15	-	-	16	-	12	\$320k+
	Lake Macquarie (Morisset)	4	-	9	2	11	14	\$320k+
	Stoney Creek Estate (Marsden Park)	6	-	8	2	16	10	\$295k+
	Chambers Pines (Logan)	-	-	4	1	-	-	\$185k+
	Albury Citygate (Albury)	3	-	2	2	6	-	\$180k+
	Big4 Valley Vineyard (Cessnock)	-	-	-	-	-	4	-
	Mudgee Tourist (Mudgee)	1	-	1	-	9	-	\$250k+
	Mudgee Valley (Mudgee)	-	-	-	-	7	-	-
Other	The Grange (Morisset)	1	2	-	-	-	-	\$255k+
	Nepean (Penrith)	1	-	-	-	-	-	\$230k+
	<b>Subtotal</b>	<b>31</b>	<b>2</b>	<b>24</b>	<b>23</b>	<b>49</b>	<b>40</b>	
	<b>Sales</b>				<b>80</b>			

> Contracted: Site has had deposit paid and Contract has been executed.

> Reserved/Deposited: Site has holding deposit paid - no Contract has been executed.

# Strong pipeline in place

## Mature and immature communities



Projects comprise conversion of existing sites/limited infill lots and development of new sites.



# Current projects

Ettalong Beach, Ettalong Beach, NSW



**Acquired April 2013**

**Sales launched October 2014**

- ✓ 31 new homes – project sold out - final settlements expected to complete 1H16





✓ Stage 1 underway – 6 homes settled, 10 homes contracted or reserved





# Current projects

Lake Macquarie Village, Morriset, NSW

**Acquired November 2013**

**Sales launched March 2015**

- ✓ Project in market – 4 homes settled, 11 homes contracted or reserved



## SITE 120 FEATURES

- New home with modern finishes
- Modern entertainer's kitchen
- Separate laundry
- 2 bedrooms
- 1 bathroom + separate W/C
- Single carport
- Entertainment deck
- Built-in robes in all bedrooms
- Open plan living
- Air conditioning to living and dining areas
- Ceiling fans
- Connection to services

INTERNAL LIVING AREA	97.08m <sup>2</sup>
EXTERNAL LIVING AREA	25.49m <sup>2</sup>
CARPORT	21m <sup>2</sup>
<b>TOTAL</b>	<b>143.57m<sup>2</sup></b>



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# Current projects

## Chambers Pines, Logan, Queensland

Acquired March 2015

Existing stock (5 homes) – all contracted or reserved

- ✓ DA lodged for further 256 sites May 2015
- ✓ Potential to add additional rental units to enhance returns





# Current projects

Albury Citygate, Albury, NSW



**Acquired November 2013**

**Stage 1 – 5 of 6 homes sold or deposited**

- ✓ Stage 2 – first 5 homes launched May 2015
- ✓ DA for Masterplan lodged May 2015



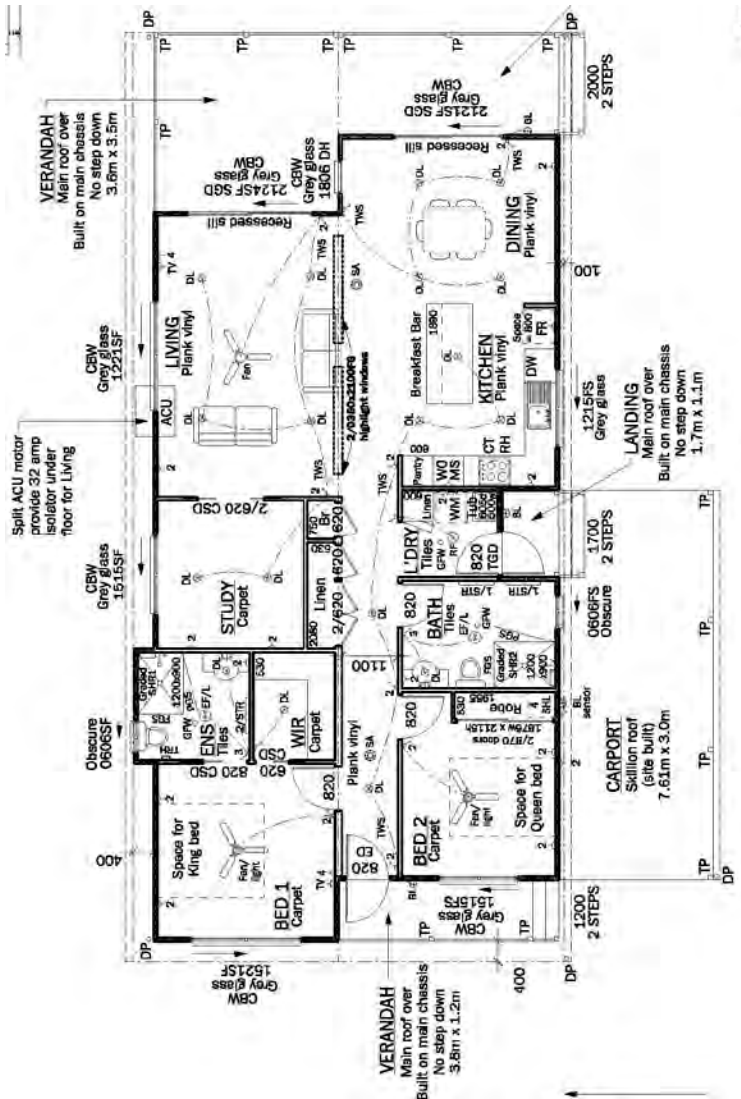
# Current projects

## BIG4 Valley Vineyard, Cessnock, NSW

Acquired February 2014

Infrastructure upgrades complete April 2015

✓ Stage 1 (20 homes) - sales launch planned late 2015



- POWERED SITES
  - COMMUNITY FACILITIES
  - LONG TERM SITES (40)
  - SHORT TERM TOWNHOMES SITES (13)
  - SHORT TERM TOWNHOMES SITES (8)
  - LANDSCAPED AREAS
  - EXISTING AMENITIES/ COMMUNITY FACILITIES TO BE UPGRADED
  - CHILDREN'S PLAY EQUIPMENT
  - VINEYARDS
- NOTES**
- SHORT TERM SITES CAN BE CONVERTED IN THE FUTURE TO LONG TERM SITES BY COMBINING MULTIPLE SITES TOGETHER (IF DESIRED)
  - SEPARATE COMMUNITY FACILITIES FOR LONG TERM TENANTS AND SHORT TERM TENANTS REDUCES POTENTIAL CONFLICT
  - NEW ENTRY STATEMENT AND CENTRALISED VISITOR PARKING CREATES "INGENIA" BRANDING



# Current projects

## Mudgee Valley and Mudgee Tourist and Van Resort



### MASTER PLAN



### Mudgee Valley Resort, Mudgee NSW

Acquired September 2013

- ✓ Stage 1 infrastructure upgrades and landscaping works complete
- ✓ Masterplan finalised following land consolidation, DA being prepared

### BIG4 Mudgee Tourist and Van Resort, Mudgee NSW

Acquired October 2013

- ✓ 1 home settled, 1 reserved
- ✓ DA for Masterplan achieving separation of permanent living and tourism being prepared



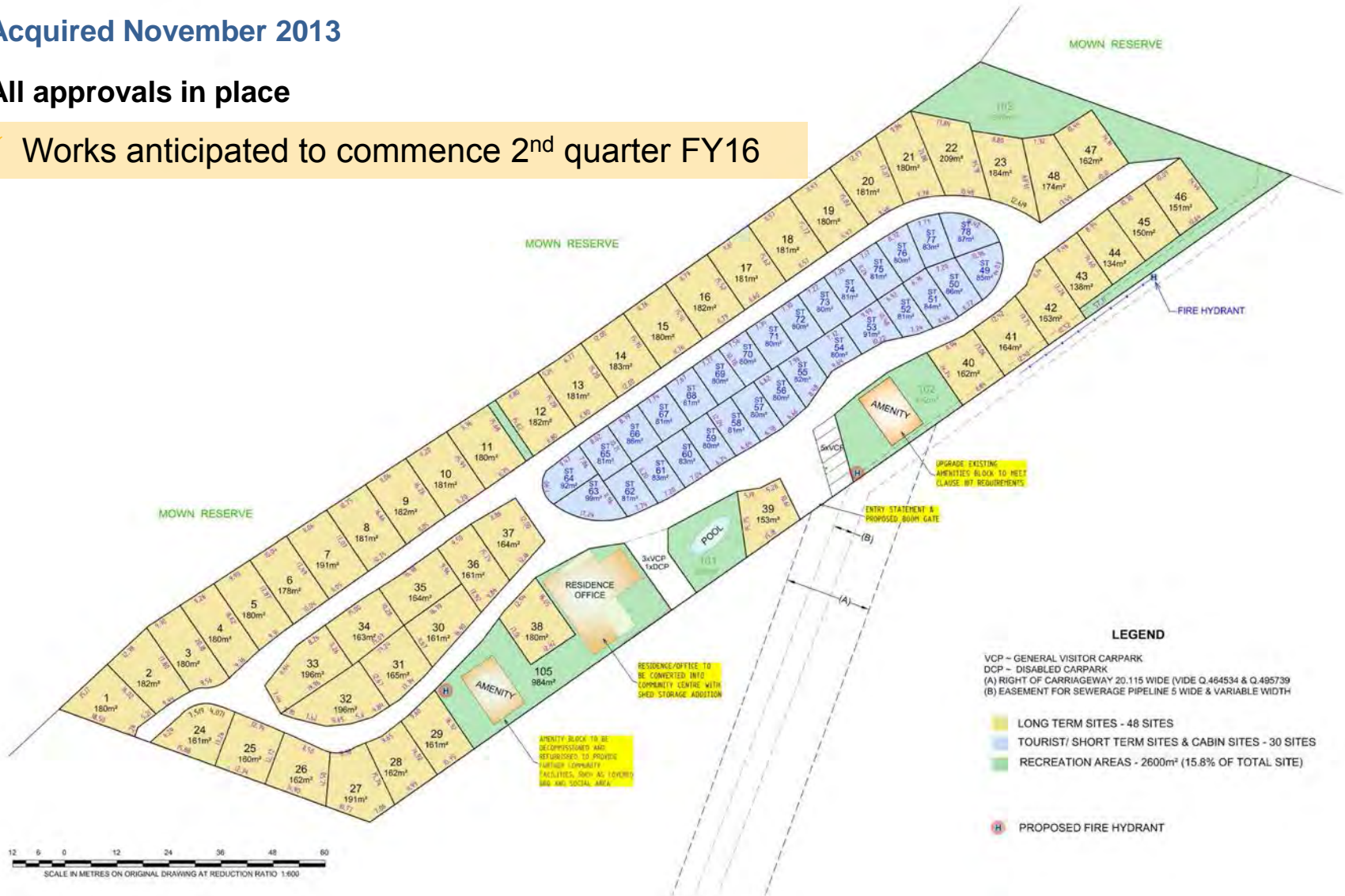
# Future projects

## Macquarie Lakeside, Chain Valley Bay, NSW

Acquired November 2013

All approvals in place

✓ Works anticipated to commence 2<sup>nd</sup> quarter FY16





# Market overview

## Government funding supports affordability



- > The recent 2016 Federal Budget changes support residents retaining access to the pension
- > From 1 January 2017 the aged pension asset test threshold will increase
- > Based on changes to the minimum asset test, 170,000 pensioners will receive an additional \$30 per fortnight through their pensions
- > Many residents also receive rent assistance, enhancing affordability
- > The increase in the 'taper rate' from \$1.5 to \$3, will decrease the pension received by pensioners with liquid assets over the minimum assets test

	Current Asset Test Threshold (20 March 2015)	Revised Asset Test Threshold (1 January 2017)
Single Homeowner	\$202,000	\$250,000
Single Non-Homeowner	\$348,500	\$450,000
Couple Homeowner	\$286,500	\$375,000
Couple Non-Homeowner	\$433,000	\$575,000

# Outlook

- ▶ Strong pipeline of sales to underpin FY16 settlements
- ▶ Ongoing improvements in development and sales, driven by experienced, dedicated team
- ▶ Anticipate growth in sales (target 120) in FY16 as additional developments move into selling phase and projects are repositioned
- ▶ Active asset recycling underway
- ▶ Lifestyle Parks portfolio will continue to grow as additional permanent and development sites are secured through strong acquisitions pipeline



A background image of a swimming pool with a butterfly in the foreground. The pool is blue and surrounded by a concrete deck. In the background, there is a building with a white roof and a lifebuoy hanging on the wall. A large blue umbrella is visible on the right side. In the foreground, there are green plants with purple flowers and a butterfly.

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