

## ASX / Media Release

5 May 2017

### Ingenia successfully completes placement and institutional component of \$74 million capital raising

#### Highlights

- Strong investor demand with \$32 million placement significantly oversubscribed
- Capital raised to fund acquisition of four quality established communities and expansion of development pipeline with acquisition of DA approved 196 home development site
- Fully underwritten accelerated non-renounceable entitlement offer to raise \$42 million – institutional component significantly oversubscribed
- Offer Booklet for retail component of 1 for 11 entitlement offer to be despatched on 10 May 2017

Ingenia Communities Group (ASX: INA) today announced the successful completion of a placement of approximately 12.3 million new securities and the institutional component of the entitlement offer at an issue price of \$2.60 per new security to sophisticated and wholesale investors. The placement was significantly oversubscribed with strong demand from both domestic and offshore investors.

The funds raised will be allocated to the acquisition of four established communities and the acquisition and development of a DA approved greenfield site. The acquisitions, which are forecast to settle between May and September this year (subject to the conclusion of standard due diligence enquiries), increase Ingenia's lifestyle portfolio by approximately 20% (by value) and enhance the Group's presence in key coastal and metropolitan markets.

Ingenia Chief Executive Officer Simon Owen said he was very pleased to see strong demand from both existing investors and new entrants to the Group's register, with domestic and international investors represented.

"As a result of the strong demand from a broad range of investors, we have continued to grow the Group's investor base, while responding to the demand from existing investors to participate in Ingenia's growth."

“In addition to ongoing support from our existing investors, we have seen increasing interest from Australian based investors, who will join our register through the capital raising along with new global funds.”

“The success of the placement and institutional component of the entitlement offer indicates ongoing support from the market for our strategy. This capital raising allows us to continue to grow in key markets - through the acquisition of additional communities in Queensland and New South Wales. With a portfolio of 36 assets and more than 2,660 potential development sites now secured we expect to continue to deliver growth in returns to investors,” Mr Owen said.

Securities issued under the placement and institutional component of the entitlement offer will rank equally with existing fully paid ordinary securities and will be entitled to the FY17 interim distribution, expected to be 5.1 cents per security, which is payable in September 2017. The trading of the new securities is expected to occur on 15 May 2017.

Documentation for the retail component of the entitlement offer is expected to be despatched to eligible securityholders on Wednesday 10 May 2017. Eligible securityholders are those with a registered address in Australia or New Zealand on the record date of 7:00pm (AEST) on Friday 5 May 2017.

Morgans Corporate Limited, Petra Capital Pty Ltd and Moelis Australia Advisory Pty Limited were Joint Lead Managers, Underwriters and Bookrunners in relation to the capital raising. Dentons acted as legal adviser to Ingenia.

Ingenia expects the trading halt implemented on Wednesday 3 May 2017 to be lifted at market open today.

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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).