



1H17


Ingenia

2017

PROPERTY PORTFOLIO

ABOUT INGENIA

61 properties*

- Established in 2004 – internalised as Ingenia in 2012 and now part of the ASX 300
- Leading provider of affordable seniors living and holiday accommodation
- Over 4,100 residents paying fortnightly rent complemented by capital light, low risk development and co-located tourism
- Rent payments supported by Commonwealth pension and rental assistance
- Board and management team with deep sector experience
- Focus on Lifestyle and Holiday communities – attractive organic growth opportunity supported by roll-up of fragmented industry sector

* Excludes Ingenia's investment in 8 traditional retirement villages (5 held in a joint venture).



Contents

Property portfolio	3	Ingenia Garden Villages	58
Ingenia Lifestyle and Holidays	4	Portfolio overview	60
Portfolio overview	6	Portfolio statistics	62
Portfolio statistics	8	Properties	64
Tourism accommodation rates and occupancy	10		
Properties	12		
Ingenia Lifestyle Development	26		
Development pipeline	27		
Sales at 31 December 2016	28		
Asset Overviews	30		

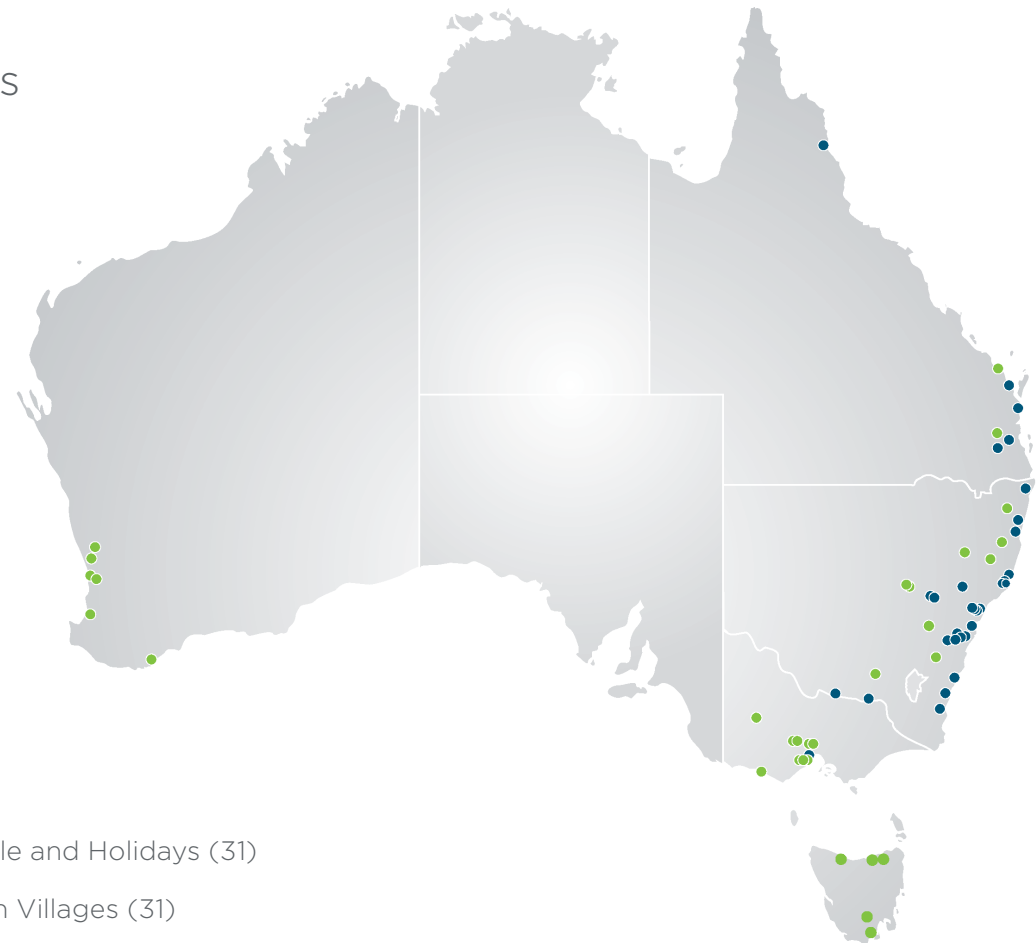
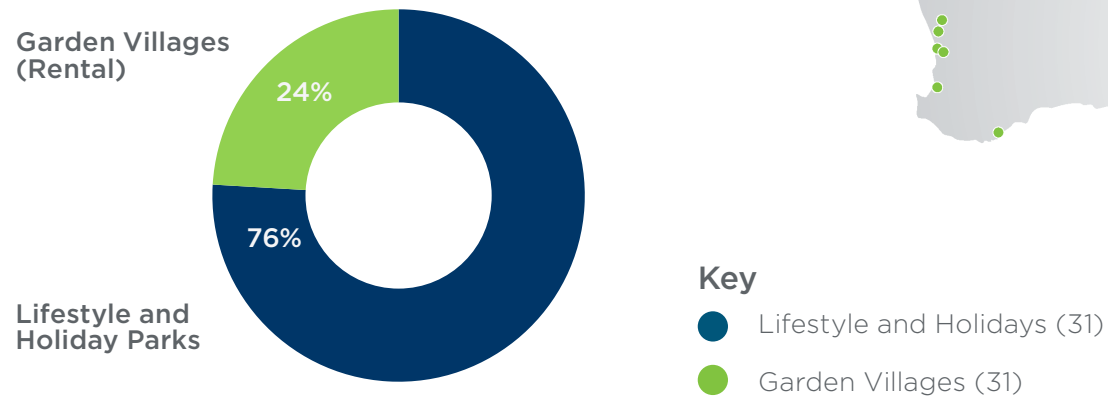
Information as at 31 December 2016 unless otherwise stated.

Property portfolio

Ingenia's \$588 million* property portfolio is dominated by cash yielding assets.

Ingenia Communities is one of Australia's largest owner, operator and developer of seniors rental, land lease and holiday communities.

Portfolio (by value)*



*Includes Palms Oasis and Radke Rd (settled January 2017) and Cairns Coconut (to settle March 2017).

INGENIA LIFESTYLE AND HOLIDAYS

Ingenia Lifestyle and Holidays

The Portfolio provides affordable seniors accommodation through a land-lease rental model complemented by holiday experiences, catering largely to seniors and families

The Portfolio has expanded rapidly, providing exposure to a growing market with stable cash flows and attractive development returns

Ingenia's focus is on increasing scale and enhancing returns through acquisition and rapidly expanding development activity

At 31 December 2016 Ingenia's Lifestyle and Holidays Portfolio had a book value of \$389.8 million

Portfolio overview

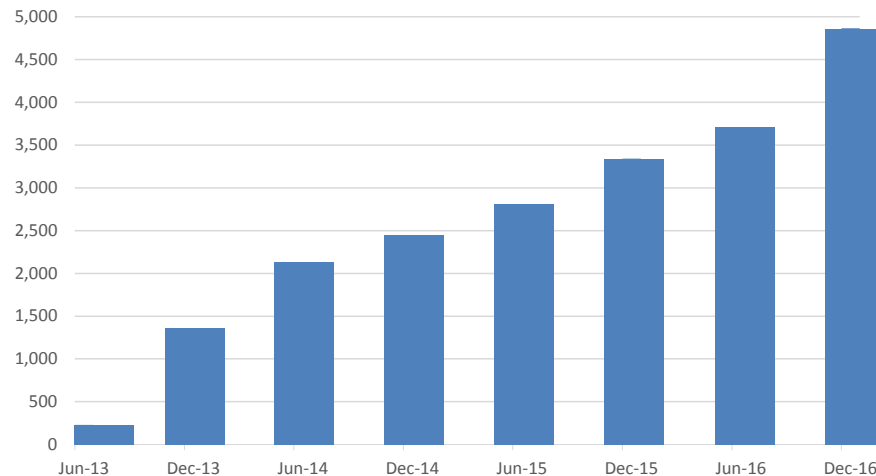
Rental revenue (1H17) \$19.9 million

	31 December 2016 ¹	31 December 2015
Total properties	31	24
Total permanent sites	1,871	1,554
Total annual sites	920	605
Total tourism sites	2,076	1,190
Potential development sites ²	2,356	1,626

1. Includes Palms Oasis, Radke Rd and Cairns Coconut.

2. Includes new and recycled permanent and tourism sites, and optioned and contracted assets.

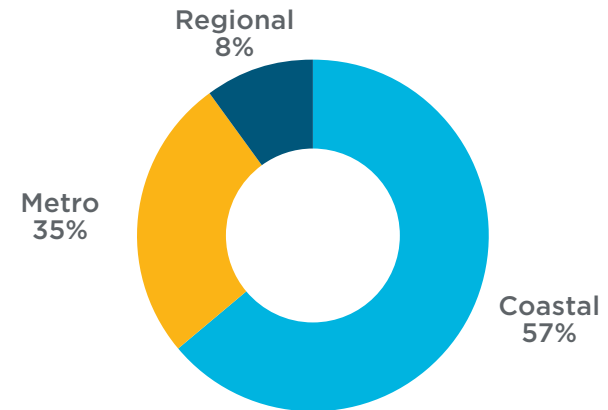
Rapid growth in rental income sites



Note: Dec 2016 includes Palms Oasis and Cairns Coconut.

The Portfolio is concentrated in urban and coastal areas

Portfolio location (by value)



Note: Includes Palms Oasis and Cairns Coconut.

Average weekly rent (permanent home)

31 December 2016 **\$155 per week**

Note: Includes ~400 Ingenia owned rentals with an average rent of \$240 per week.

Average site rent (annuals)

31 December 2016 **\$104 per week**



INGENIA'S FOCUS
IS ON CONTINUED GROWTH THROUGH
IMPROVED OPERATIONAL PERFORMANCE,
ACCRETIVE ACQUISITIONS AND HIGH
MARGIN DEVELOPMENT

Ingenia Lifestyle Chambers Pines

Portfolio statistics: Ingenia Lifestyle and Holidays

Development assets

Property	Acquisition Date	Asset Value (\$m)	Occupied Permanent Sites	Annuals	Tourism		Total
					Cabins	Sites	
Ingenia Albury	Aug 2013	\$6.2	27	-	21	26	74
Ingenia Mudgee Valley	Sept 2013	\$3.6	28	-	30	16	74
Ingenia Mudgee	Oct 2013	\$6.8	30	-	33	40	103
Ingenia Lifestyle Lake Macquarie	Nov 2013	\$7.2	73	-	-	-	73
Ingenia Lifestyle Chain Valley Bay	Dec 2013	\$5.2	12	-	-	-	12
Ingenia Hunter Valley	Feb 2014	\$10.9	16	-	20	28	64
Ingenia Lifestyle Stoney Creek	May 2014	\$21.2	194	-	-	-	194
Ingenia Lifestyle Chambers Pines	Mar 2015	\$25.0	211	-	-	-	211
Ingenia Lifestyle Bethania	Jul 2015	\$13.7	61	-	-	-	61
Ingenia Lifestyle Lara	Oct 2015	\$15.5	73	-	-	-	73
Ingenia Lifestyle South West Rocks	Feb 2016	\$9.8	59	4	24	144	231
Latitude One	Dec 2016	\$12.8	-	-	-	-	-
Bethania Land (Radke Rd)	Jan 2017	\$1.7	-	-	-	-	-
Total		\$139.6	784	4	128	254	1,170

Note: Development assets are not currently generating stable passing yields as they are impacted by development, including disruption to tourism, removal of income producing sites and subscale.

Portfolio statistics: Ingenia Lifestyle and Holidays

Stable assets

Property	Acquisition Date	Asset Value (\$m)	Permanent Sites	Annuals	Tourism		Total
					Cabins	Sites	
Ingenia Lifestyle The Grange	Mar 2013	\$15.2	152	-	-	-	152
Ingenia Lifestyle Ettalong Beach	Mar 2013	\$5.9	116	-	-	-	116
Ingenia Nepean River	Aug 2013	\$12.7	102	-	36	14	152
Ingenia Kingscliff	Nov 2013	\$12.5	109	-	19	60	188
Ingenia Holidays One Mile Beach	Dec 2013	\$13.6	2	49	62	121	234
Ingenia Holidays Sun Country	Apr 2014	\$8.5	36	204	18	-	258
Ingenia Lifestyle Rouse Hill	Jun 2014	\$17.7	118	-	-	-	118
Ingenia Holidays White Albatross	Dec 2014	\$27.6	134	-	60	105	299
Ingenia Holidays Noosa	Feb 2015	\$15.8	50	-	30	107	187
Ingenia Holidays Lake Macquarie	Apr 2015	\$7.6	10	47	22	41	120
Ingenia Sydney Hills	May 2015	\$15.5	68	-	25	45	138
Ingenia Holidays Lake Conjola	Sept 2015	\$28.2	-	278	36	63	377
Ingenia Holidays Soldiers Point	Oct 2015	\$11.9	22	20	29	50	121
Ingenia Holidays Broulee	Mar 2016	\$6.4	-	37	29	58	124
Ingenia Holidays Ocean Lake	Aug 2016	\$9.2	44	124	24	58	250
Ingenia Holidays Hervey Bay	Oct 2016	\$9.5	19	-	28	108	155
Ingenia Holidays Avina	Oct 2016	\$33.0	41	-	56	65	162
Ingenia Holidays Palms Oasis	Jan 2017	\$7.5	29	157	-	-	186
Cairns Coconut	Mar 2017	\$50.0	35	-	118	207	360
Total		\$308.3	1,087	916	592	1,102	3,697
PORTFOLIO TOTAL		\$449.0	1,871	920	720	1,356	4,867

Note: The stable portfolio is not currently subject to development and is generating stable yields of more than 9.5% on purchase price. Cashflows related to tourism assets may be weighted to peak holiday seasons.

Note: Capitalisation rates range from 7.65% - 14.0%.

Tourism accommodation rates and occupancy

Ingenia Holidays Property Name	Location	Self Contained Accommodation	Occupancy Self Contained	Average Rate Self Contained	Caravan / Camping Sites	Occupancy Caravan / Camping	Average Daily Rate Caravan / Camping
Ingenia Mudgee	Mudgee, NSW	33	41%	\$83	40	34%	\$32
Ingenia Hunter Valley	Cessnock, NSW	20	67%	\$142	28	83%	\$40
Ingenia Mudgee Valley	Mudgee, NSW	30	52%	\$80	16	32%	\$38
Ingenia Nepean River	Penrith, NSW (Sydney)	36	72%	\$123	14	75%	\$33
Ingenia Holidays One Mile Beach	Anna Bay, NSW	62	53%	\$149	121	33%	\$49
Ingenia Holidays White Albatross	Nambucca Heads, NSW	60	66%	\$129	105	52%	\$45
Ingenia Kingscliff	Kingscliff, NSW	19	60%	\$88	60	61%	\$32
Ingenia Holidays Sun Country	Mulwala, NSW	18	28%	\$95	-	-	-
Ingenia Albury	Albury, NSW	21	36%	\$80	26	56%	\$26
Ingenia Holidays Noosa	Noosa, QLD	30	62%	\$108	107	63%	\$45
Ingenia Holidays Lake Macquarie	Lake Macquarie, NSW	22	64%	\$147	41	29%	\$44
Ingenia Sydney Hills	Dural, NSW (Sydney)	25	67%	\$116	45	71%	\$36
Ingenia Holidays Lake Conjola	Lake Conjola, NSW	36	52%	\$175	63	32%	\$48
Ingenia Holidays Soldiers Point	Soldiers Point, NSW	29	59%	\$188	50	49%	\$61
Ingenia South West Rocks	South West Rocks, NSW	24	48%	\$132	144	27%	\$53
Ingenia Holidays Broulee	Broulee, NSW	29	32%	\$159	58	17%	\$56
Ingenia Holidays Ocean Lake	Wallaga Lake, NSW	24	24%	\$136	58	18%	\$35
Ingenia Holidays Hervey Bay	Torquay, QLD	28	33%	\$121	108	26%	\$39
Ingenia Holidays Avina	Vineyard, NSW (Sydney)	56	22%	\$224	65	47%	\$41
TOTAL/AVERAGE - TOURISM SITES		602	51%	\$129	1,149	42%	\$42

Note: Figures represent average daily rates and occupancy for the period owned from 1 July 2016 to 31 December 2016.



Ingenia Holidays Lake Conjola



ALBURY - Lavington, NSW

Ingenia Albury (formerly known as Albury Citygate Caravan and Tourist Park), is located Albury. The community offers a mix of permanent homes as well as cabin, caravan and camping accommodation. New permanent homes are being added as part of the current development.

Asset Strategy

Ingenia's focus is on maximising returns from the site through the addition of new permanent homes and the separation of the tourism and permanent precincts. The Group is presently assessing converting the entire community into permanent homes. See page 48 for further information on the development.

Acquired	August 2013
Title	Freehold
Site area	8.6 hectares
No. sites (permanent)	27
No. sites (tourism)	47
Annual sites	-
Dev. sites	84 (approved)



AVINA, Vineyard, NSW (Sydney)

Located 50 km from the Sydney CBD in Vineyard, NSW, Ingenia Holidays Avina (formerly Avina Van Village) sits within the North West Growth corridor and is a large mixed-use community offering tourism and permanent accommodation. The acquisition includes 14.4 hectares of land that is proposed to be developed into a brand new community offering quality affordable housing for local seniors. The existing community includes permanent homes as well as a range of tourism accommodation and facilities.

Asset Strategy

Ingenia's focus is on securing a DA for the development of 247 new homes with associated community facilities on acquired land adjacent to the existing community. A DA has been lodged for this expansion, which sits in close proximity to the NSW Government's planned large scale Vineyard development. See page 52 for further information on the development.

Acquired	October 2016
Title	Freehold
Site area	5.1 ha (existing) 14.4 ha (vacant land)
No. sites (permanent)	41
No. sites (tourism)	121
Annual sites	-
Dev. sites	247 (STA)



BETHANIA - Bethania, QLD (Brisbane)

Ingenia Lifestyle Bethania (formerly Upstream Bethania) is located approximately 30 kilometres from the Brisbane CBD. Bethania is a modern community with 61 occupied homes across three stages already in place. The community includes a bowling green, library, games room, barbeque, garden areas, pool and heated spa, as well as 70 DA approved sites. A DA has been lodged for an additional 191 sites.

Asset Strategy

Ingenia's focus is on developing the remaining stages in the community. Since acquisition, adjoining sites have been acquired for future development. See page 38 for further information.

Acquired	July 2015
Title	Freehold
Site area	7.8 hectares
Adjoining land	7.1 hectares
No. sites (permanent)	61
No. sites (tourism)	-
Annual sites	-
Dev. sites	70 (approved) 191 (STCA)



BROULEE BEACH - Broulee, NSW

Located on the South Coast of NSW, Ingenia Holidays Broulee builds Ingenia's presence in the South Coast tourism market.

The Park is located in a quiet residential location with beachfront access, 20 kilometres from Bateman's Bay and approximately 300 kilometres south of Sydney. The Park offers a mix of annual sites and tourism accommodation, including cabins and caravan and camp sites.

Facilities include a playground, jumping pillow, games room and swimming pool.

Asset Strategy

The Park offers reconfiguration potential and the opportunity to further enhance returns through the upgrade and remixing of existing accommodation and facilities.

Acquired Title	March 2016 Leasehold (to March 2035)
Site area	2.4 hectares
No. sites (permanent)	-
No. sites (tourism)	87
Annual sites	37



Ingenia Holidays Nepean River



Chambers Pines – Chambers Flat, QLD (Brisbane)

Ingenia Lifestyle Chambers Pines is located approximately 30 kilometres from Brisbane and is close to Ingenia Lifestyle Bethania. The community includes established manufactured homes with facilities including swimming pool, community centre and bowling green. In addition, the asset has a separate rental precinct.

Asset Strategy

With development of the DA approved sites within the established permanent living precinct now complete, Ingenia is increasing the number of high yielding rental units and has commenced the development of the golf course. See page 34 for further information.

Acquired	March 2015
Title	Freehold
Site area	15.9 hectares
No. sites (permanent)	211
Annual sites	-
Dev. sites	256 (approved)

(Includes park owned units rented on a standard residential lease)



CHAIN VALLEY BAY – Chain Valley Bay, NSW

Formerly known as Macquarie Lakeside, Ingenia Lifestyle Chain Valley Bay is situated on the shores of Lake Macquarie, close to Newcastle. This waterfront location is being redeveloped to create a new permanent living community.

Asset Strategy

Ingenia is developing this waterfront location to create a new boutique community. A development is currently underway with the first new homes sold and refurbished community facilities now in place. A DA has been lodged for 12 additional homes. See page 42 for further information.

Acquired	December 2013
Title	Freehold
Site area	1.6 hectares
No. sites (permanent)	12
No. sites (tourism)	-
Annual sites	-
Dev. sites	35 (approved)
	12 (STA)



ETTALONG BEACH - Ettalong Beach, NSW

On the idyllic Central Coast in the seaside village of Ettalong, Ingenia Lifestyle Ettalong Beach is located just 300 metres from the beach within the Gosford region. Ettalong Beach is approximately one hour's drive from Sydney and four kilometres from Woy Woy. Facilities include a resort style swimming pool and community centre.

Asset Strategy

Since acquisition Ingenia has converted tourism sites and vacant land to 31 new permanent home sites, creating a dedicated permanent living village with new facilities.

Acquired	April 2013
Title	Leasehold (to June 2029)
Site area	3.1 hectares
No. sites (permanent)	116
No. sites (tourism)	-
Annual sites	-



HERVEY BAY, Torquay, QLD

Ideally located alongside the Torquay Lakes in Hervey Bay on the Queensland Fraser Coast, a scenic 3 ½ hours drive north of Brisbane, Ingenia Holidays Hervey Bay (formerly Happy Wanderer Caravan Park) establishes a new cluster in a strong tourism and retiree location. Accommodation includes caravan and camping sites, cabins, villas and a vast array of amenities including three pools, a heated spa, children's playground areas, BBQ and picnic areas, bike and fishing rod hire located in Australia's premier whale watching location.

Asset Strategy

Ingenia's focus is on optimising performance of this established asset through remixing and enhancing the site's profile.

Acquired	October 2016
Title	Freehold
Site area	3.0 hectares
No. sites (permanent)	19
No. sites (tourism)	136
Annual sites	-



Ingenia Lifestyle Bethania aerial November 2016



HUNTER VALLEY - Cessnock, NSW

Ingenia Hunter Valley (formerly BIG4 Valley Vineyard) is a mixed use community providing permanent living and tourist accommodation. Located in the Hunter Valley, the community includes a community room, jumping pillow, pool and spa as well as a campers kitchen and barbeque areas. A new community centre and new homes have been added as part of the current development.

Asset Strategy

Ingenia's focus is currently on the addition of new DA approved permanent homes as part of a development which will add new homes along with upgraded facilities. See page 46 for further information.

Acquired	February 2014
Title	Freehold
Site area	4 hectares
No. sites (permanent)	16
No. sites (tourism)	48
Annual sites	-
Dev. sites	55 (approved)



KINGSCLIFF - Kingscliff, NSW

Ingenia Kingscliff (formerly known as Drifters Holiday Village), is located between the Tweed River and Kingscliff Beach on 10 acres of green open space. The community includes both permanent homes and short-term accommodation with access to a range of water based leisure activities.

Asset Strategy

Ingenia's focus is on increasing returns through site upgrades and repositioning within the existing community. Longer term there is potential to add approximately 27 additional sites (subject to approvals).

Acquired	November 2013
Title	Freehold
Site area	4.1 hectares
No. sites (permanent)	109
No. sites (tourism)	79
Annual sites	-
Dev. sites	27 (STA)



LAKE CONJOLA - Lake Conjola, NSW

Located on 21 hectares on the NSW South Coast, Ingenia Holidays Lake Conjola is in a prime lake front location approximately three hours south of Sydney. The Park is recognised as the premier tourist park on the NSW South Coast. Since acquisition, Ingenia has added additional tourism cabins and has lodged a DA for the addition of 114 new homes on existing vacant land.

Asset Strategy

There is an immediate opportunity to expand the annual and tourism offering as well as potential to add a sizeable permanent living precinct (subject to approvals). To date, additional tourist sites have been added to the Park. See page 54 for further information on the development.

Acquired	September 2015
Title	Freehold
Site area	21 hectares
No. sites (permanent)	-
No. sites (tourism)	99
Annual sites	278
Dev. sites	114 (STCA)



LAKE MACQUARIE – Morisset, NSW

Ingenia Lifestyle Lake Macquarie is located in close proximity to Lake Macquarie and nearby Ingenia Lifestyle The Grange.

The community was initially expanded with the addition of 32 new homes and the stage 2 (15 homes) has now been complete. A new clubhouse, entry and infrastructure upgrades were part of the Stage 2 works.

Asset Strategy

Originally acquired as a mixed use Park, a significant development has added 32 new manufactured homes. The addition of a further 15 homes and new community facilities has now been completed. The development increases the Park's rental base and provides significant development returns. See page 30 for further information on the development.

Acquired	November 2013
Title	Freehold
Site area	2.9 hectares
No. sites (permanent)	73
No. sites (tourism)	-
Annual sites	-
Dev. sites	20



LARA – Lara, VIC

Representing Ingenia's first lifestyle community in Victoria, Ingenia Lifestyle Lara is a partially developed land lease community approximately 60 kilometres west of Melbourne. The community was acquired with 56 sold homes, a further 13 unsold homes, premium community facilities and the potential to develop a further 164 homes.

Asset Strategy

Since acquisition Ingenia's focus has been on commencing a repositioning of the community which includes improving presentation and enhancing new home design while selling down 13 already completed homes. Ingenia has now completed the next stage of the development which includes releasing 50 sites and commencement of house construction. See page 36 for further information on the development.

Acquired	October 2015
Title	Freehold
Site area	8.3 hectares
No. sites (permanent)	73
No. sites (tourism)	-
Annual sites	-
Dev. sites	125 (approved)



LATITUDE ONE, Port Stephens, NSW

Latitude One, is the first Greenfield development to be undertaken by Ingenia. The fully approved site, located in Port Stephens, was acquired in December 2016.

The 29.2 hectare master planned site will include 229 new homes and high quality community facilities. The new community is within an established cluster with strong demographic fundamentals.

Asset Strategy

Ingenia plans to develop the 229 new homes in stages, with the community facilities to be complete in line with the first stage of homes. See page 44 for further information on the development.

Acquired	December 2016
Title	Freehold
Site area	29.2 hectares
No. sites (permanent)	-
No. sites (tourism)	-
Annual sites	-
Dev. sites	229 (approved)



MANNERING PARK, NSW

Ingenia Holidays Lake Macquarie sits on the shores of Lake Macquarie, close to amenities including shopping, dining options and medical facilities. Operating as a mixed-use park, the community includes a small number of permanent sites with facilities including a camp kitchen, play area, barbeque and pool. Part of the site is zoned for medium density housing.

Asset Strategy

Ingenia's focus is maximising returns from the existing operations and continuing to drive high levels of occupancy across the tourist accommodation. Longer term there is potential to enhance returns through selected remixing of the site.

Acquired	April 2015
Title	Freehold
Site area	3.3 hectares
No. sites (permanent)	10
No. sites (tourism)	63
Annual sites	47



MUDGEE - Mudgee, NSW

Ingenia Mudgee (formerly Mudgee Tourist and Van Resort) is located in picturesque Mudgee close to wineries, gourmet food markets and national parks. On 6.8 hectares, the community offers a mix of holiday accommodation as well as permanent home sites.

Asset Strategy

Ingenia is currently undertaking a redevelopment which will see new permanent homes added to the site in a new precinct, clearly separated from the tourism component. See page 50 for further information on the development.

Acquired	October 2013
Title	Freehold
Site area	6.8 hectares
No. sites (permanent)	30
No. sites (tourism)	73
Annual sites	-
Dev. sites	18 (approved) 12 (STCA)



MUDGEE VALLEY - Mudgee, NSW

Ingenia Mudgee Valley is located in North West Mudgee, close to the Mudgee Town centre. The community includes both permanent sites and a mix of short-term accommodation, including cabins and caravan and camping sites.

Asset Strategy

Ingenia's master plan for the site includes the addition of new permanent homes with associated facilities as well as a separation of the permanent living and tourism precincts of this 4.3 hectare site.

Acquired	September 2013
Title	Freehold
Site area	4.3 hectares
No. sites (permanent)	28
No. sites (tourism)	46
Annual sites	-
Dev. sites	16 (approved) 60 (STCA)



NEPEAN RIVER - Emu Plains, NSW

Ingenia Nepean River is located at the base of the Blue Mountains, close to Penrith and 60 km west of the Sydney CBD. A mixed-use community, Ingenia Nepean River provides a range of holiday accommodation as well as permanent homes.

Asset Strategy

Ingenia's focus is on maximising returns through optimising tourism revenues and the addition of a limited number of new permanent homes.

Acquired	August 2013
Title	Freehold
Site area	3.9 hectares
No. sites (permanent)	102
No. sites (tourism)	50
Annual sites	-
Dev. sites	10 (STA)





Ingenia Holidays Noosa



NOOSA - Tewantin, QLD

Ingenia Holidays Noosa (formerly Noosa Bougainvillia Holiday Park) is located on the popular Sunshine Coast. The community provides permanent homes and a range of short-term accommodation, including cabins and caravan and camping sites. The 6.5 hectare site includes onsite retail, a freehold petrol station, a cafe and a range of facilities including two swimming pools, jumping castle, games room and camp kitchen.

Asset Strategy

Ingenia's focus is on optimising returns through effective management and, over time, the potential reconfiguration of the existing tourism offer.

Acquired	February 2015
Title	Freehold
Site area	6.5 hectares
No. sites (permanent)	50
No. sites (tourism)	137
Annual sites	-



ONE MILE BEACH - One Mile, NSW

Ingenia Holidays One Mile Beach is nestled in 5.5 hectares of native bushland close to Port Stephens and is one of the most iconic beachfront tourist parks in NSW. Located 30 minutes north of Newcastle, this beachfront park includes beach houses, quality cabins, caravan and camping sites and annual sites.

Asset Strategy

The Group is currently progressing plans for a comprehensive refurbishment and upgrade of the park to maximise returns from its beachfront location.

Acquired	December 2013
Title	Leasehold
Site area	Perpetual – 4.4ha Sept 2031 – 1.1ha
No. sites (permanent)	2
No. sites (tourism)	183
Annual sites	49



OCEAN LAKE - Wallaga Lake, NSW

Located on the South Coast of NSW, Ingenia Holidays Ocean Lake expands the Group's South Coast cluster with the addition of a large waterfront community that includes permanent homes, and a strong holiday and tourism offer (comprising annuals, cabins, caravan and camp sites). The accommodation is dominated by permanent and annual sites, which underpin stable returns. In addition, the tourist accommodation includes cabins and camp sites with facilities including a playground, BBQ facilities and a boat ramp catering to a range of water activities.

Asset Strategy

Ingenia's focus is on improving the performance of this attractive asset to enhance returns.

Acquired	August 2016
Title	Freehold
Site area	8.4 hectares
No. sites (permanent)	44
No. sites (tourism)	82
Annual sites	124



PALMS OASIS, Blueys Beach, NSW

Located on the NSW mid North Coast, Palms Oasis Caravan Park is a mixed-use community located at Blueys Beach. The accommodation includes over 180 annual and permanent sites and an additional 25 sites with approval for new permanent homes. The majority of the tourism sites comprise annuals, which provide a stable and recurrent revenue base. In addition to 25 approved development sites, there is potential to add additional homes (subject to approvals) on adjacent land that forms part of the acquisition.

Asset Strategy

Ingenia's initial focus is on developing the 25 new homes with approvals already in place. Longer term there is the potential to develop addition new homes on vacant land.

Acquired	January 2017
Title	Freehold
Site area	7.4 ha (existing)
No. sites (permanent)	29
No. sites (tourism)	–
Annual sites	157
Dev. sites	25 (approved) 25 (STA)



ROUSE HILL, NSW

Ingenia Lifestyle Rouse Hill is located in Sydney's Hills district, within the North-West growth corridor. The surrounding area is experiencing rapid population, infrastructure and services growth with significant private and public investment, including a new train line located adjacent to this community.

Asset Strategy

The site is zoned for medium density residential. Ingenia has held discussions with Council Planners and expects to lodge a DA to convert the park into medium density residential in 2017.

Acquired	June 2014
Title	Freehold
Site area	3.7 hectares
No. sites (permanent)	118
No. sites (tourism)	-
Annual sites	-

(Includes park owned units rented on a standard residential lease)



SOLDIERS POINT - Soldiers Point, NSW

Ingenia Holidays Soldier's Point is located in a prime tourism location approximately two and a half hours north of Sydney within the established Hunter/Newcastle cluster. Ingenia Holidays Soldiers Point offers a mix of permanent sites and tourism accommodation and has potential for further development.

The Park is adjacent to the Soldiers Point Bowling Club, providing access to a range of facilities, entertainment and dining options.

Asset Strategy

With the ability to increase the number of operating sites to 136, Ingenia plans to improve returns through the improvement of the tourism offer and the development of new sites, and has already added new cabins to the Park.

Acquired	October 2015
Title	Freehold
Site area	2.8 hectares
No. sites (permanent)	22
No. sites (tourism)	79
Annual sites	20
Dev. sites	2 (approved)



SOUTH WEST ROCKS - South West Rocks, NSW

Located in a popular tourist destination on the NSW Mid North Coast, Ingenia South West Rocks is a premium mixed-use park. The Park includes both permanent homes and camping as well as caravan and cabin sites and is located about one hour's drive north of Port Macquarie. Facilities include a camp kitchen and barbeque areas, children's playground and pool. Development of the permanent living precinct is underway with new homes progressively being added.

Asset Strategy

Ingenia plans to add over 50 new homes. In addition, Ingenia will reconfigure the tourism offer to convert lower yielding camp sites to ensuite caravan sites or cabin sites and will invest selectively to improve the accommodation and facilities as part of a repositioning of the Park. See page 40 for further information on the development.

Acquired	February 2016
Title	Leasehold (to September 2026)
Site area	9.5 hectares
No. sites (permanent)	59
No. sites (tourism)	168
Annual sites	4
Dev. sites	51 (approved)



STONEY CREEK - Marsden Park, NSW

Ingenia Lifestyle Stoney Creek sits within the Sydney cluster, in the suburb of Marsden Park. Stoney Creek, which is rapidly being redeveloped, is close to shopping and local amenities in a Local Government Area that is expected to be home to over 120,000 new residents in the next 15 years.

A major development is well advanced. The DA approved stage is expected to be complete in 2017.

Asset Strategy

Ingenia is currently undertaking a significant repositioning, which includes improving the overall amenity of the community, upgrading community facilities and converting tourism and older homes to new affordable housing. See page 30 for further information on the development.

Acquired	May 2014
Title	Freehold
Site area	12.1 hectares
No. sites (permanent)	194
No. sites (tourism)	-
Annual sites	-
Dev. sites	12 (approved) 37 (STCA)



Ingenia Lifestyle Lara



SUN COUNTRY - Mulwala, NSW

Ingenia Holidays Sun Country is a long established manufactured home and tourist park located opposite Lake Mulwala, a highly popular holiday and retirement destination for Melburnians. The community includes over 200 privately owned annual holiday cabins which provide a strong secure recurrent rental income as they are leased out on a long term basis.

Asset Strategy

Ingenia is assessing the opportunity to develop a further 107 permanent sites under existing approvals.

Acquired	April 2014
Title	Freehold
Site area	17.1 hectares
No. sites (permanent)	36
No. sites (tourism)	18
Annual sites	204
Dev. sites	107 (approved)



SYDNEY HILLS - Dural, NSW

Ingenia Sydney Hills is located in the Hills district, approximately 30 minutes from the Sydney CBD. A mixed-use community with both permanent and short-term accommodation, Sydney Hills is conveniently located close to shops and amenities in an area experiencing rapid growth and significant investment.

Asset Strategy

The community is one of the closest freehold parks to the Sydney CBD. Ingenia is focused on optimising returns from the existing operations and has recently added a child care facility. The community is located in a growing residential area which forms part of a planning proposal for rezoning from Rural Landscape to Urban use, and has available land to accommodate 15 new homes.

Acquired	April 2015
Title	Freehold
Site area	4.2 hectares
No. sites (permanent)	68
No. sites (tourism)	70
Annual sites	-
Dev. sites	15 (STCA)



THE GRANGE - Morisset, NSW

Located just 1.5 kilometres from the Morisset township, local amenities and the Morisset train station, Ingenia Lifestyle The Grange is a resort style manufactured home estate dedicated to affordable seniors living. Development of 56 new homes and upgraded community facilities will commence in 2017.

Asset Strategy

Since acquisition, Ingenia has grown returns through the addition of new homes on 'infill' sites. A DA has now been approved for a further 56 new homes and new community facilities. Works are due to commence in March 2017. See page 56 for further information on the development.

Acquired	March 2013
Title	Freehold
Site area	8.8 hectares
No. sites (permanent)	152
No. sites (short-term)	-
Annual sites	-
Dev. sites	56 (approved)



WHITE ALBATROSS - Nambucca Heads, NSW

Ingenia Holidays White Albatross is situated on a prime waterfront location in beautiful coastal surrounds at Nambucca Heads on the NSW mid North Coast. White Albatross is a large mixed use community which offers permanent living and a range of short-term accommodation as well as facilities including pool, children's playground, cafe, barbeques, camp kitchen and a jumping pillow.

Asset Strategy

Ingenia's focus is on maintaining the existing operations and driving stronger revenues from short-term accommodation. Longer term there is the potential to enhance returns through reconfiguration of the existing accommodation mix.

Acquired	December 2014
Title	Freehold
Site area	5.3 hectares
No. sites (permanent)	134
No. sites (short-term)	165
Annual sites	-



Ingenia Holidays Noosa



INGENIA LIFESTYLE DEVELOPMENT

Development pipeline

Cluster/Community	Remaining Approved Dev. Sites	Dev. Sites Requiring Approval	Total Potential Dev. Sites	FY17	2H17	FY18	2H18	FY19	Beyond
Hunter/Newcastle									
The Grange, NSW	56	-	56						
Chain Valley Bay, NSW	35	12	47						
Hunter Valley, NSW	55	-	55						
Latitude One, NSW	229	-	229						
Lake Macquarie, NSW	-	20	20						
Soldiers Point, NSW	2	-	2						
North Coast									
South West Rocks, NSW	51	-	51						
Kingscliff, NSW	-	27	27						
Palms Oasis, NSW	25	25	50						
Central West									
Mudgee, NSW	18	12	30						
Mudgee Valley, NSW	16	60	76						
Sydney Basin									
Avina, NSW	-	247	247						
Sydney Hills, NSW	-	15	15						
Stoney Creek, NSW	12	37	49						
Nepean River, NSW	-	10	10						
South West									
Albury, NSW	84	-	84						
Sun Country, NSW	107	-	107						
South Coast									
Lake Conjola, NSW	-	114	114						
Brisbane									
Bethania, QLD	70	191	261						
Chambers Pines	256	-	256						
Upper Coomera ¹ , QLD	-	235	235						
Fraser Coast									
Hervey Bay ¹ , QLD	-	210	210						
Victoria									
Lara, VIC	125	-	125						
TOTAL PORTFOLIO	1,141	1,215	2,356						

Note: Excludes sites approved for tourism.

1. Under Contract or option.

Note: Timeframes are indicative and subject to change.

Deposits and contracts in place for 100 homes at 31 December 2016

1H17	New Settlements	Refurb/DMF Settlements	Deposited	Contracted	Available Completed Stock*	Homes Under Construction
Ingenia Lifestyle Lake Macquarie Morisset	8	-	1	1	7	2
Ingenia Lifestyle Stoney Creek Marsden Park	37	2	5	15	-	23
Ingenia Lifestyle Chambers Pines Chambers Flat	5	1	1	2	3	7
Ingenia South West Rocks South West Rocks	2	-	11	4	4	14
Ingenia Lifestyle Bethania Bethania	6	-	13	4	5	13
Ingenia Albury Lavington	3	-	6	3	2	10
Ingenia Lifestyle Lara Lara	10	-	8	7	2	22
Ingenia Hunter Valley Cessnock	5	-	4	-	5	-
Ingenia Lifestyle Chain Valley Bay Chain Valley Bay	6	-	7	4	3	9
Ingenia Lifestyle The Grange Morisset	-	3	3	-	-	-
Ingenia Mudgee Mudgee	-	-	-	1	6	-
TOTAL PORTFOLIO	82	6	59	41	37	100

* Excludes Display Homes, Staff site offices and refurbished homes.



TARGETING
190 SETTLEMENTS IN FY17

New community centre for South West Rocks, NSW

INGENIA LIFESTYLE Stoney Creek

MASTER PLAN



Ingenia Lifestyle Stoney Creek

Ingenia is nearly complete on the conversion and upgrade of this former Western Sydney caravan park into an affordable over 55s residential community.

To date, over 100 new homes have been delivered with 90 settled and 20 currently deposited or contracted as at 31 December.

A new entry statement has been installed and significant new landscaping established. In December 2016 a DA was approved for new community facilities, including a community and wellness centre, BBQ and pool.

Stage 2 homes commenced selling in February 2016 and sales have continued to be strong with a number of homes deposited.

The Estate offers a range of home configurations with the majority of the homes comprising 2 and 3 beds, 1.5 bath homes with single carports.

There is potential to add a further 37 homes on vacant land (subject to approvals).

Homes range in price from \$259,000 to \$375,000.

Upon completion and subject to final Council approvals, Stoney Creek will comprise 240 homes in one of Sydney's fastest growing residential corridors.



Ingenia Lifestyle

STONEY CREEK

For illustrative purposes only

MYRTLE FEATURES

- Enjoy a new home with modern finishes
- Modern entertainer's kitchen
- Open plan living
- 2 bedrooms + study
- 1 bathroom + separate toilet
- Single carport with remote control garage door

- Separate laundry
- Entertainment deck
- Built-in robes in all bedrooms
- Air conditioning to living and dining areas
- Ceiling fans to bedrooms and living areas

2

1

1

1

1

1

INTERNAL LIVING AREA	88.72m ²
EXTERNAL LIVING AREA	6.93m ²
CARPORT	18.00m ²
TOTAL	113.65m²

INGENIA LIFESTYLE STONEY CREEK 140 Hollinsworth Road, Marsden Park NSW 2765
p 0459 995 919 e stoneycreek@ingenialifestyle.com.au www.liveinmarsdenpark.com.au

The information is provided solely as general information and the final product may differ from what is displayed. The features, fittings and finishes depicted may include non-standard options which may become unavailable and are subject to change.

AN AFFORDABLE COMMUNITY

Ingenia Lifestyle Lake Macquarie

Ingenia acquired this mixed-use Park in November 2013 with plans to convert the Park into a pure residential community.

In November 2015 an application was lodged with Council to convert existing tourism and short term rental accommodation into 15 new premium over 50's homes. Council approval was received in February 2016, paving the way for the creation of new community facilities in conjunction with additional new homes. This final stage commenced in June 2016 and works were complete in December 2016.

The first stage of the development, comprising 32 homes on adjacent land, was sold out in April 2016. Stage 2 homes are in the process of selling with only 4 of the 15 homes remaining. A DA is being prepared for a final stage of up to 20 homes.

Completion of the community facilities occurred in October 2016.



INGENIA LIFESTYLE Lake Macquarie

MASTER PLAN



Ingenia Lifestyle Chambers Pines

Chambers Pines is one of Ingenia's key growth projects and is forecast to be a major driver of new home sales over the next five years.

Chambers Pines comprises both an affordable over 50's residential home community and an all ages rental village with many value levers.

Since acquisition in March 2015, Ingenia has deposited, contracted or settled 20 homes. Homes are priced from \$225,000 to \$265,000. In addition, the opportunity to add up to 22 additional rental units has been identified.

In November 2015, the Group received Council approval to develop an additional 256 homes on land currently occupied by a nine hole golf course. Works commenced in September 2016, with the first homes to be completed in March 2017 and settlements in the first half of 2017. Upon completion, Chambers Pines will be one of the largest land lease communities in South East Queensland.



Ingenia Lifestyle

CHAMBERS PINES

JULIANAE FEATURES

- Enjoy a new home with modern finishes
- Modern entertainer's kitchen
- Open plan living
- 2 bedrooms
- 1 bathroom + separate toilet
- Single carport
- Separate laundry
- Covered entertainment deck
- Built-in robes in all bedrooms
- Air conditioning to living areas
- Ceiling fans to bedrooms and living areas
- Linen storage

INTERNAL LIVING AREA	86.76m ²
EXTERNAL LIVING AREA	21.93m ²
CARPORT	17.63m ²
TOTAL	126.32m²

INGENIA LIFESTYLE CHAMBERS PINES 2 Koplick Road, Chambers Flat QLD 4133
p 0448 165 524 e chamberspines@ingenialifestyle.com.au www.liveingenia.com.au

The information presented is only a general overview and the final product may differ from what is displayed and we warrant no liability.

INGENIA LIFESTYLE
Chambers Pines

AERIAL



Ingénia Lifestyle Chambers Pines aerial November 2016

Ingenia Lifestyle Lara

Ingenia Lifestyle Lara was acquired by Ingenia in October 2015. On acquisition the community was partially complete, with 56 occupied homes, 13 completed and unsold homes and 164 development sites with approvals in place. Lara also included premium community facilities centred around a \$3.5 million club house.

Since acquisition Ingenia has focused on completing minor refurbishment works, including painting and landscaping, to improve the existing unsold stock homes, commencing construction on access road upgrades, and improving the overall presentation of the community.

The next stage of civil works and homes have commenced and draws from Ingenia's standard design suite.

Construction of the first Ingenia homes commenced in July 2016.

The sell-down of existing stock homes is also now complete. A total of 10 homes were settled in 1H17 with a further 15 homes contracted or deposited at 31 December.

Upon completion, Lara will represent a masterplanned residential community of 233 homes.





Ingenia Lifestyle LARA

MAPLE FEATURES

- Enjoy a new home with modern finishes
- Modern kitchen
- 2 bedrooms + study
- 1 bathroom + separate toilet
- Single carport
- Separate laundry
- Entertainment deck
- Built-in robes in all bedrooms
- Heating + air conditioning
- Ceiling fans throughout

INTERNAL LIVING AREA	80.70m ²
EXTERNAL LIVING AREA	27.71m ²
CARPORIT	21.00m ²
TOTAL	129.50m ²



INGENIA LIFESTYLE LARA 40 Watt Street, Lara VIC 3212
p 0491 229 257 e lara@ingenialifestyle.com.au www.liveinlara.com.au

The information is provided solely as general information and the final product may differ from what is displayed. The fixtures, fittings and finishes displayed may include non-standard inclusions which may become unavailable and are subject to change.

ALL INGENIA COMMUNITIES



The Company gives no warranty or makes any representations about the accuracy of the information or representations made. Illustrations are representative only of the designs and to be used as a guide only. Future residential development is subject to relevant approvals. The information is provided solely as general information and the final product may differ from what is displayed.



Ingenia Lifestyle Bethania

Ingenia acquired the community in July 2015. On acquisition the community included 54 completed homes and approval for 76 additional homes.

Site civil works have been completed for 86 homes and the first homes completed and settled with further homes under construction. Home prices range from \$299,000 - \$399,000.

Since acquisition, Ingenia has also acquired two adjoining sites. This land has the potential for a further 191 homes (subject to approval).

Upon completion, Bethania will comprise 330 homes and be one of Ingenia's and Brisbane's largest residential communities.

Ingenia Lifestyle **BETHANIA**



BLUE GUM FEATURES

- Enjoy a new home with modern finishes
- Modern entertainer's kitchen
- Open plan living
- 2 bedrooms
- 2 bathrooms
- Double garage with roller door and remote control
- Separate laundry
- Covered entertainment area
- Built-in robes in all bedrooms
- Air conditioning to living area
- Front porch optional

INTERNAL LIVING AREA*	89.6m ²
EXTERNAL LIVING AREA*	18.5m ²
GARAGE	34.3m ²
TOTAL	142.4m²

*Includes optional porch dimensions.



INGENIA LIFESTYLE BETHANIA 41 Radke Road, Bethania QLD 4205
p 0448 165 524 e bethania@ingenialifestyle.com.au www.liveinbethania.com.au

The information is provided solely as general information and the final product may differ from what is displayed. The floorplan, listing and features are subject to change without notice. All dimensions are approximate and are subject to change.

15. AN INDIVIDUAL
72% COMPLETION



INGENIA South West Rocks

MASTER PLAN



LEGEND

- Current Release
- Existing

The Company gives no warranty or makes any representations about the accuracy of the information or representations made. Illustrations are representative only of the designs and to be used as a guide only. Future residential development is subject to relevant approvals. The information is provided solely as general information and the final product may differ from what is displayed.

Ingenia South West Rocks

Ingenia acquired South West Rocks in February 2016 as part of a mixed use community which is located on the NSW mid north coast. On acquisition the community included 54 homes, 187 tourism sites with approvals in place for additional new homes.

South West Rocks is a picturesque waterfront location and upon build out will comprise over 100 new homes with a new community facility and a 187 site revitalised tourism park.

Since acquisition, eight new homes have been delivered to site, a DA has been lodged for the community facilities, and display homes have been furnished.

Homes comprise a mix of 2, 2.5 and 3 bedrooms and are priced from \$245,000 - \$345,000.

Sales have been strong with 2 homes settled and 15 homes deposited or contracted in the six months to 31 December 2016.



MELALEUCA FEATURES (DECK TO THE SIDE)

- Enjoy a new home with modern finishes
- Modern entertainer's kitchen
- Open plan living
- 2 bedrooms + study
- 1 bathroom + separate toilet
- Single carport
- Separate laundry
- Covered entertainment deck
- Built-in robes in all bedrooms
- Air conditioning to living areas
- Ceiling fans to bedrooms and living areas
- Linen storage

INTERNAL LIVING AREA	91.78m ²
EXTERNAL LIVING AREA	14.54m ²
CARPORT	18.02m ²
TOTAL	124.34m²

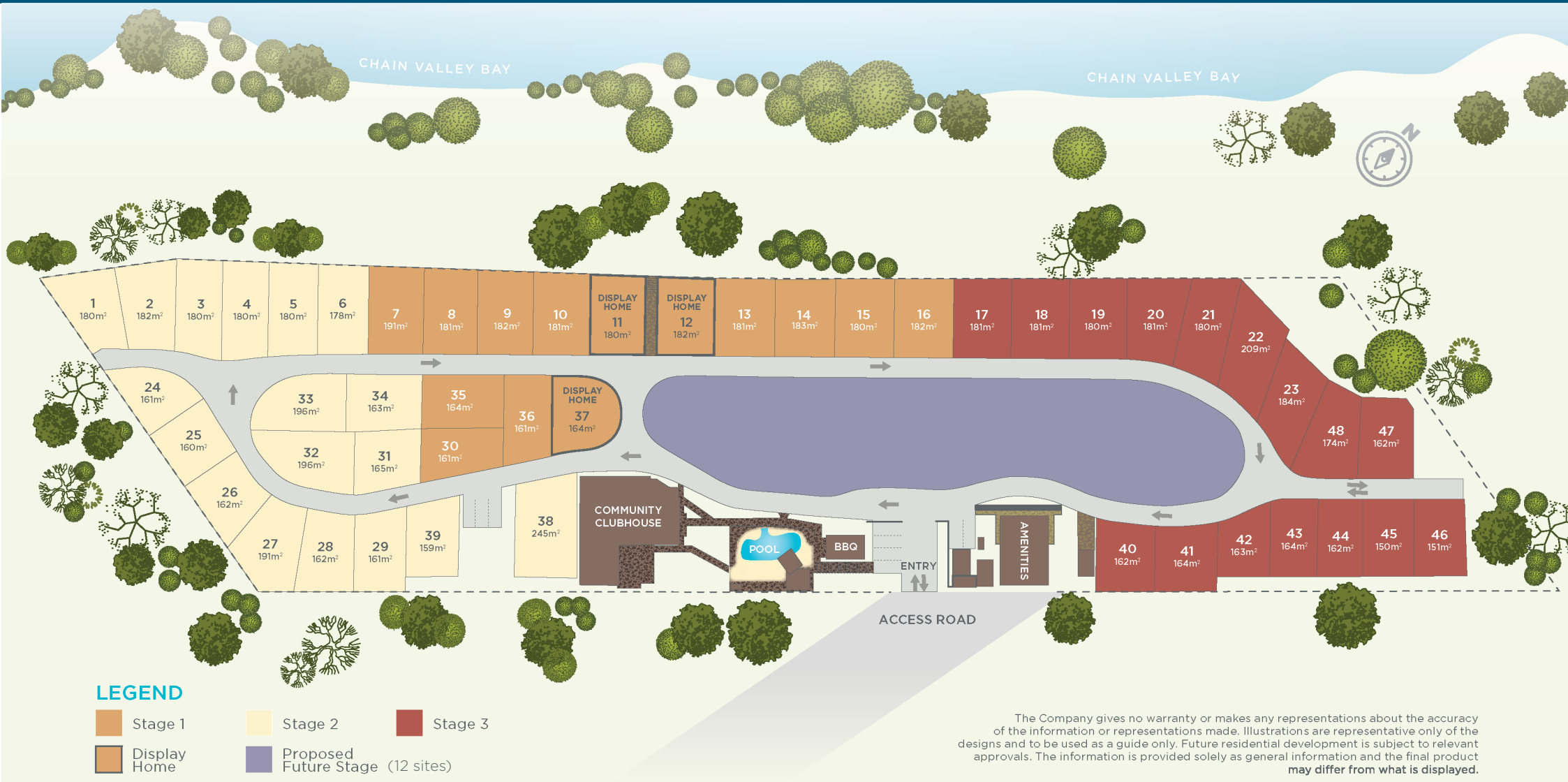
INGENIA LIFESTYLE SOUTH WEST ROCKS Gordon Young Drive, South West Rocks NSW 2431
p 0448 774 021 e southwestrocks@ingenialifestyle.com.au www.livethesouthwestrocks.com.au

The information is provided solely as general information and the final product may differ from what is displayed. The layout, design and features depicted may include non-standard fixtures which may become unavailable and are subject to change.



INGENIA LIFESTYLE Chain Valley Bay

MASTER PLAN



Ingenia Lifestyle Chain Valley Bay

In 2015, Ingenia commenced a transformation of this waterfront community, which is destined to be a haven for downsizers wanting to escape and relax by the water.

Civil works, the community centre and landscaping works were complete in May 2016 and the first display homes were complete in June.

There are 48 homes in Stage 1, homes, which range in price based largely on location and include a Hamptons style theme in keeping with the waterfront location. Homes, are 2 bed and 2 bed plus study. Chain Valley Bay appeals to local buyers seeking a smaller boutique-style community with strong interest also coming from Newcastle. Prices range from \$285,000 to over \$415,000 for waterfront lots.

To 31 December seven homes had settled with a further eleven homes deposited or contracted.

A DA has been lodged for a further 12 permanent homes to replace the remaining decommissioned tourism sites.



INGENIA Lifestyle CHAIN VALLEY BAY

RESIDENCE 48 FEATURES

- Enjoy a new home with modern finishes
- Open plan living
- Modern entertainer's kitchen
- 2 bedrooms
- 1 bathroom + separate toilet
- Single carport
- Entertainment deck
- Separate laundry
- Built-in robe to bedroom
- Air conditioning to living and dining areas
- Ceiling fans to bedrooms and living area

INTERNAL LIVING AREA	78m ²
EXTERNAL LIVING AREA	35m ²
CARPORT	20m ²
TOTAL	133m²



INGENIA LIFESTYLE CHAIN VALLEY BAY 132 Findlay Avenue, Chain Valley Bay NSW 2259
p 0458 018 332 e chainvalleybay@ingenialifestyle.com.au www.liveinchainvalleybay.com.au

This information is provided solely as general information and the final product may differ from what is displayed. The layout, timing and features displayed may not be available in every lot or may be subject to change. 24/7 Site Protection For Convenience



Ingenia Lifestyle Latitude One

Latitude One, a 29.2 hectare site in Port Stephens, is Ingenia's first greenfield development.

Ingenia acquired the site, which had approvals already in place for a masterplanned community comprising 229 homes and community facilities, in December 2016.

Ingenia will commence works in early 2017, with on site construction of 30 homes to form part of the first stage of the development along with community facilities. The homes will be constructed on site with settlements expected to commence in 2018.

Surrounded by natural beauty, Latitude One is located in Anna Bay, NSW and offers a sea change for over 55s looking to downsize.

With 26 pristine beaches to choose from, dolphins in the bay all year round and the fish biting throughout the season, Anna Bay is an example of beach lifestyle at its best. Golfing, rock and beach fishing, four wheel driving, galleries and weekly craft markets are just some of the activities at your fingertips. All this and only one hours drive from Newcastle and with all the conveniences of modern life close by.



MASTER PLAN



Ingenia Hunter Valley

Located on the doorstep of the Hunter Valley vineyards the Community offers an affordable and secure community for downsizers wanting to create a home base.

Ingenia's vision for this former caravan park is to create an integrated mixed-use community comprising over 64 affordable over 50's homes and a revitalised tourism park catering to the Hunter Valley's strong short term accommodation market.

Ingenia has received approval for 64 permanent sites and a new community facility and entry statement

Construction on the community centre is nearing completion and civil works for the next stage are due to commence in 2017. New homes sit on lots averaging 185 sqm and comprise spacious 2 and 3 bedroom homes. Home prices range from \$250,000 to \$295,000.

Ingenia Lifestyle HUNTER VALLEY



For illustrative purposes only

MYRTLE FEATURES

- Enjoy a new home with modern finishes
- Modern entertainer's kitchen
- Open plan living
- 2 bedrooms + study
- 1 bathroom + separate toilet
- Single carport
- Separate laundry
- Traditional entry deck
- Entertainment deck
- Built-in robes in all bedrooms
- Air conditioning to living and dining areas
- Ceiling fans to bedrooms and living areas

INTERNAL LIVING AREA	94.50m ²
EXTERNAL LIVING AREA	10.09m ²
CARPORT	24.00m ²
TOTAL	130.59m²



INGENIA LIFESTYLE HUNTER VALLEY 137 Mount View Road, Cessnock NSW 2325
 p 0408 295 737 e huntervalley@ingenialifestyle.com.au www.livewithingenia.com.au

The information is provided solely as general information and the final product may differ from what is depicted. The layout, finish and fixtures are illustrative only and are subject to change.

© 2016 INGENIA COMMUNITIES







Ingenia Albury

Ingenia's vision for this former rundown caravan park is an integrated mixed use community comprising affordable over 50's homes and a revitalised tourism park catering to Albury's strong drive-thru and group based tourist market.

In September 2015, Ingenia received final Council approval for the Group's masterplan for this mixed-use park. To date, 21 new homes

have been delivered and 22 deposited, contracted or settled with prices ranging from \$189,000 to \$245,000. Homes include two beds, two beds with study, and three beds.

A new architect designed community facility, using modular construction has been installed with a resort style pool, significantly improving the community facilities and lifestyle available to residents.



ALBURY

BERONIA FEATURES

- Enjoy a new home with modern finishes
- Modern entertainer's kitchen
- Open plan living
- 2 bedrooms + study
- 1 bathroom + separate toilet
- Single carport
- Separate laundry
- 2 Covered entertainment decks
- Built-in robes to all bedrooms
- Cooling + heating to living areas
- Fully landscaped

3	1	1	1	1
INTERNAL LIVING AREA	92.70m ²			
EXTERNAL LIVING AREA	21.00m ²			
CARPORT	21.00m ²			
TOTAL	135.20m²			

INGENIA LIFESTYLE ALBURY 508 Wagga Road, Lavington NSW 2641
p 0459 955 122 • albury@ingenialifestyle.com.au www.liveinalb.com.au

The information is provided solely as general information and the final product may differ from what is displayed. The details, fittings and finishes shown are for illustrative purposes only and are subject to change.

21 ALBUROO
COMMUNITY

Ingenia Mudgee and Mudgee Valley

Development Applications have been lodged to enhance Ingenia's Mudgee communities.

Tourism accommodation and facilities are already in place at these communities and performing well while plans are being progressed.

The two communities provide complementary price points with homes from \$199,000. Future sales are expected to be underpinned by improvements in product offer, improving local market conditions and the ability to continue to leverage tourism to support sales.



NEW
PROJECTS



Ingenia Avina

Ingenia Holidays Avina was acquired in October 2016. Comprising an existing 180 site mixed-use community and over 14 hectares of vacant land, the site offers the potential for development of a large-scale permanent community.



Indicative artist impression

A DA was lodged with council for the addition of 247 new home sites and associated community facilities in September 2016.

The DA will go to the Joint Regional Planning Panel (JRPP) for assessment which is anticipated to occur in the first half of 2017.

Since Ingenia acquired the site, the NSW Department of Planning has announced plans for the development of a large-scale community with associated infrastructure upgrades adjacent to the site at Vineyard.

The development of the first homes is expected to commence in early 2018 (subject to approvals).



Indicative artist impression

Ingenia Holidays Lake Conjola

Ingenia Holidays Lake Conjola, one of the premier tourism parks on the NSW South Coast, was acquired in September 2015. On acquisition Ingenia identified the opportunity to capitalise on this picturesque location to add a separate permanent living precinct.

In August 2016 Ingenia lodged a Development Application for 114 new homes and associated community facilities to be located on land which had originally been used as a nine hole golf course for guests. Council approval is expected in 2017.

The new permanent precinct for seniors will be accessed via a separate entry and is expected to appeal to locals and downsizers from Wollongong, Canberra and Sydney.

A display home was installed prior to Christmas, resulting in strong sales enquiries from holiday makers over the peak period.





Ingenia Lifestyle LAKE CONJOLA

ASTELIA FEATURES

- Enjoy a new home with modern finishes
- Modern entertainer's kitchen
- Open plan living
- 2 bedrooms
- Study nook
- 1 bathroom + separate toilet
- Single carport
- Separate laundry
- Covered entertainment deck
- Built-in robes in all bedrooms
- Air conditioning to living and dining areas
- Ceiling fans to bedrooms and living areas



INTERNAL LIVING AREA	80.57m ²
EXTERNAL LIVING AREA	12.54m ²
CARPORT	21.00m ²
TOTAL	113.11m²

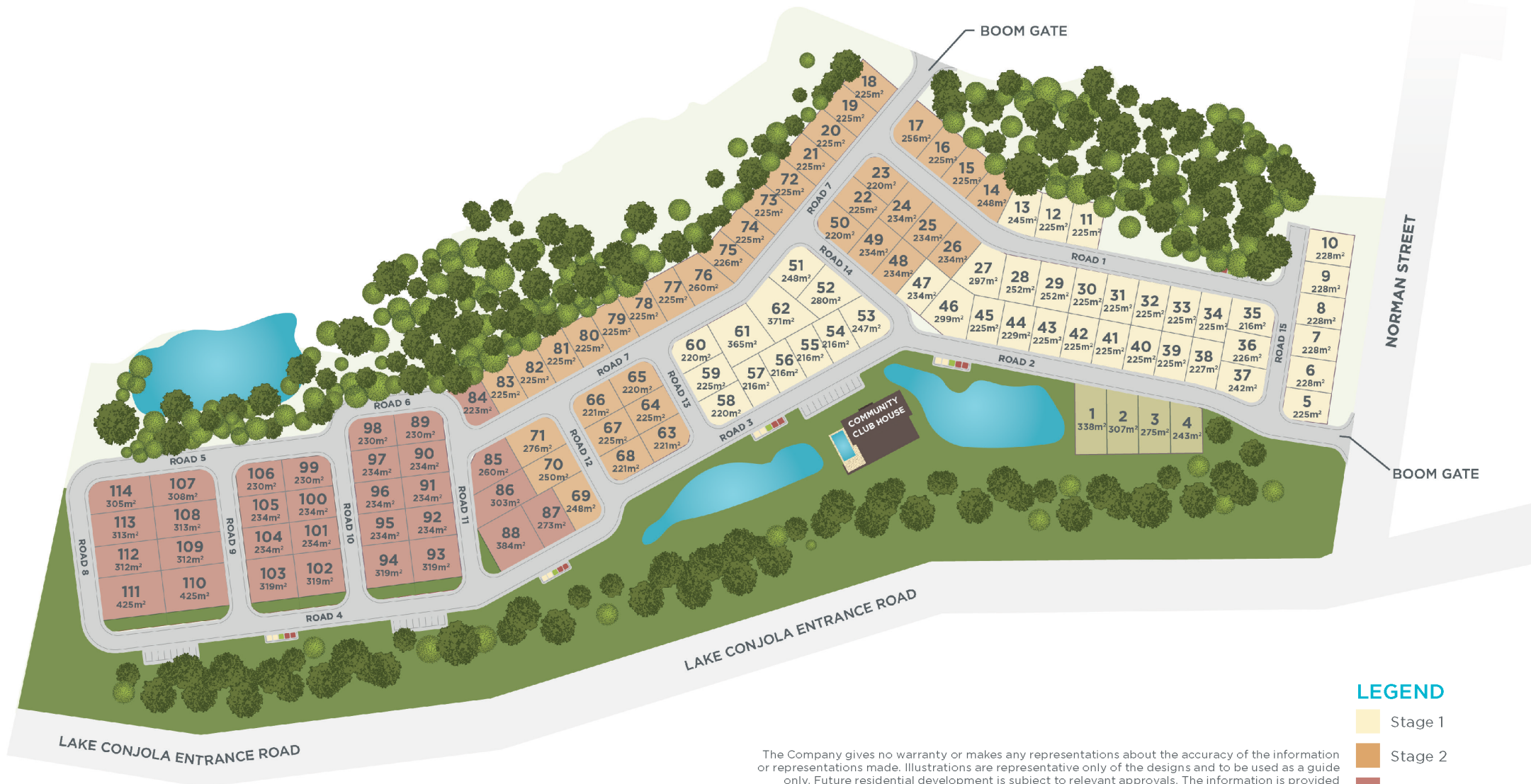
INGENIA LIFESTYLE LAKE CONJOLA 1 Norman Street, Lake Conjola NSW 2539
p 0448 667 165 e lakeconjola@ingenialifestyle.com.au www.livewithlakeconjola.com.au

The information is presented solely as general information and the final product may differ from what is depicted. The layout, fittings and fixtures described may include non-standard inclusions which may become unavailable and are subject to change.

AN INGENIA COMMUNITY

INGENIA HOLIDAYS Lake Conjola

MASTER PLAN



LEGEND

- Stage 1
- Stage 2
- Stage 3

The Company gives no warranty or makes any representations about the accuracy of the information or representations made. Illustrations are representative only of the designs and to be used as a guide only. Future residential development is subject to relevant approvals. The information is provided solely as general information and the final product may differ from what is displayed.

INGENIA LIFESTYLE The Grange

MASTER PLAN

The Company gives no warranty or makes any representations about the accuracy of the information or representations made. Illustrations are representative only of the designs and to be used as a guide only. Future residential development is subject to relevant approvals. The information is provided solely as general information and the final product may differ from what is displayed.

LEGEND

- Future release
- Existing



Ingenia Lifestyle The Grange

Ingenia Lifestyle The Grange was Ingenia's first acquisition in the lifestyle and holidays portfolio. Since acquisition Ingenia has added new homes on infill sites to this successful, well established community.

Located in Morriston on the NSW Central Coast, and close to Ingenia Lifestyle Lake Macquarie, The Grange now has approval for the addition of 56 new homes to be constructed on vacant land.

The development, in addition to offering new homes, will include a new community centre and manager's residence.

The early works programme has commenced with major works expected to be underway in the first half of 2017.

Display homes are expected to be in place by the second half of 2017 with sales commencing in the second half of 2017.



For illustrative purposes only.

INGENIA GARDEN VILLAGES

Garden Villages

The Ingenia Garden Villages Portfolio provides affordable seniors rental accommodation, delivering stable, Government supported cashflows

Ingenia's management team is focused on ensuring residents enjoy living in connected, engaged communities. Ingenia Care, a free service, is a key part of this commitment

Ingenia's focus is growing returns through occupancy gains, rental growth and margin enhancement

At 31 December 2016, the Portfolio of 31 Villages had a book value of \$139.5 million

Portfolio overview

Total 1H17 revenue \$14.1 million

	31 December 2016	31 December 2015
Total properties	31	31
Total units	1,628	1,629
Av. weekly rent	\$326	\$313
Occupancy	91.4%	89.6%

Ingenia Garden Villages snapshot

- Total resident meals served daily 1,950
- Average resident tenure 3 years
- 91.4% occupancy

INGENIA GARDEN
VILLAGES PROVIDE
AFFORDABLE
ACCOMMODATION AND A
RANGE OF COMMUNITY
ACTIVITIES



Ingenia Garden Villages Marsden

Portfolio statistics: Ingenia Garden Villages

Property	Location	Asset Value 31 December 2016 (\$m)	Total Units	Occupancy 31 December 2016	Occupancy 31 December 2015
Western Australia					
Swan View	Swan View	7.5	72	99%	92%
Seville Grove	Seville Grove	3.7	45	87%	98%
Ocean Grove	Mandurah	3.9	45	100%	100%
Yakamia	Yakamia	4.6	57	88%	86%
Sea Scape	Erskine	5.4	51	84%	100%
Carey Park	Bunbury	4.1	51	88%	92%
Total / Average - WA		29.2	321	91%	94%
Queensland					
Marsden	Marsden	9.4	96	98%	92%
Jefferis	Bundaberg North	5.0	51	96%	88%
Total / Average - QLD		14.4	147	97%	91%
Tasmania					
Glenorchy	Glenorchy	4.3	42	100%	98%
Elphinwood	Launceston	4.1	55	95%	93%
Claremont	Claremont	4.1	51	100%	86%
Devonport	Devonport	1.8	51	82%	55%
Launceston	Launceston	3.4	55	87%	93%
Total / Average - TAS		17.7	254	93%	85%

Property	Location	Asset Value 31 December 2016 (\$m)	Total Units	Occupancy 31 December 2016	Occupancy 31 December 2015
New South Wales					
Wagga	Wagga Wagga	4.1	50	74%	88%
Whealers	Dubbo	4.9	52	100%	100%
Taloumbi	Coffs Harbour	5.2	50	100%	98%
Chatsbury	Goulburn	4.3	49	100%	100%
Oxley	Port Macquarie	4.9	45	100%	100%
Dubbo	Dubbo	3.8	54	89%	73%
Taree	Taree	3.4	51	86%	69%
Peel River	Tamworth	4.9	51	100%	96%
Bathurst	Bathurst	4.2	53	83%	89%
Total / Average - NSW		39.7	455	92%	90%
Victoria					
Grovedale	Grovedale	5.4	51	96%	98%
St Albans Park	St Albans Park	5.7	53	96%	98%
Townsend	St Albans Park	4.9	50	92%	98%
Sovereign	Sebastopol	3.2	51	80%	82%
Hertford	Sebastopol	3.9	48	71%	81%
Coburns	Brookfield	4.5	51	90%	86%
Horsham	Horsham	3.8	47	79%	77%
Brooklyn	Brookfield	4.6	51	94%	94%
Warrnambool	Warrnambool	3.1	49	92%	82%
Total / Average - VIC		39.1	451	88%	89%
Total / Average		139.5	1,628	91.4%	89.6%

Note: Capitalisation rates range from 9.5% to 10.5%.



BATHURST – Bathurst, NSW

Ingenia Garden Villages Bathurst is located in the regional city of Bathurst, a few hours west of Sydney. The location offers the best of country life combined with modern conveniences and facilities. The Village offers close proximity to retail and recreational facilities and is a short walk to medical services, with public transport approximately 100 metres away.

Acquired	January 2014
Title	Freehold
Site area	7,000 sqm
Total units	53
Occupancy	83%



BROOKLYN – Brookfield, VIC

Ingenia Garden Villages Brooklyn is located in Brookfield, a suburb within Melton, offering a balance of rural-urban lifestyle. There are a range of activities and services in Melton including a Country Club, Bowling Club and Mens Shed. The Village is well located with close proximity to transport, providing access to a range of medical, retail and leisure facilities.

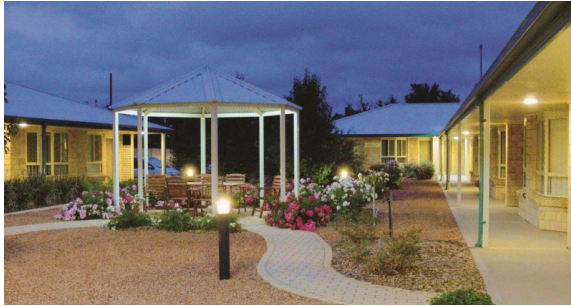
Acquired	June 2004
Title	Freehold
Site area	6,355 sqm
Total units	51
Occupancy	94%



CAREY PARK – Bunbury, WA

The port city of Bunbury, home to Ingenia Garden Villages Carey Park, is one of the largest cities in Western Australia. Bunbury is a thriving cultural centre and the Village offers easy access to a range of recreation facilities, as well as essential services such as medical services and a shopping centre.

Acquired	June 2004
Title	Freehold
Site area	5,690 sqm
Total units	51
Occupancy	88%



CHATSbury – Goulburn, NSW

Ingenia Garden Villages Chatsbury is located in Goulburn, a regional city in the southern tablelands of NSW, approximately 100 kilometres north of Canberra. The Village has public transport within an easy walk and is in close proximity to shopping, medical and entertainment facilities.

Acquired	June 2004
Title	Freehold
Site area	6,040 sqm
Total units	49
Occupancy	100%



CLAREMONT – Claremont, TAS

Ingenia Garden Villages Claremont is located in Claremont, part of the greater Hobart area on the Derwent River, and home to four of the major golf clubs in the Hobart region. The Village has easy access to a Chemist and RSL Club with a local shopping centre, bowls club and medical facilities nearby.

Acquired	June 2004
Title	Freehold
Site area	6,830 sqm
Total units	51
Occupancy	100%



COBURNS – Brookfield, VIC

Neighbour to nearby Ingenia Garden Villages Brooklyn, Ingenia Garden Villages Coburns is located in the suburb of Brookfield in Melton, approximately 35 kilometres west of Melbourne's CBD. The location provides easy access to Melbourne via rail or car as well as proximity to a range of local services and facilities.

Acquired	June 2004
Title	Freehold
Site area	6,355 sqm
Total units	51
Occupancy	90%



DEVONPORT – Devonport, TAS

Situated in Devonport, in the north of Tasmania, at the mouth of the Mersey River, Ingenia Garden Villages Devonport is central to local shopping precincts with good access to public transport and a range of recreational facilities.

Ingenia will trial Ingenia Care Plus at Ingenia Garden Villages Devonport in the first half of 2017.

Acquired	June 2004
Title	Freehold
Site area	6,290 sqm
Total units	51
Occupancy	82%



DUBBO – Dubbo, NSW

Ingenia Garden Villages Dubbo is well located in the regional town of Dubbo with public transport only metres away, offering easy access to medical, retail, and recreational facilities. The Village includes a communal library and community centre within well maintained gardens.

Ingenia Garden Villages Wheelers is located next door.

Acquired	December 2012
Title	Freehold
Site area	6,300 sqm
Total units	54
Occupancy	89%



ELPHINWOOD – Launceston, TAS

Ingenia Garden Villages Elphinwood is located in Launceston, one of Tasmania's oldest and largest cities. With easy access to transport and a range of facilities, including medical services, sporting and recreation clubs and shopping, the Village provides a convenient location for seniors.

Acquired	June 2004
Title	Freehold
Site area	6,330 sqm
Total units	55
Occupancy	95%



GLENORCHY - Glenorchy, TAS

Located in the Northern suburbs of Hobart and nestled beside the Derwent River, Glenorchy is home to many facilities. Ingenia Garden Villages Glenorchy provides easy access to public transport and is in close proximity to local clubs and medical and retail services.

Acquired	June 2005
Title	Freehold
Site area	4,780 sqm
Total units	42
Occupancy	100%



GROVEDALE - Grovedale, VIC

Situated in Grovedale, Geelong, Ingenia Garden Villages Grovedale offers access to a range of attractions found in the Geelong region ranging from beaches to bush, historic townships to modern retail precincts. A well populated region, Geelong is approximately 75 kilometres from Melbourne located on Corio Bay and the Barwon River.

Acquired	June 2005
Title	Freehold
Site area	6,590 sqm
Total units	51
Occupancy	96%





HERTFORD – Sebastopol, VIC

Ingenia Garden Villages Hertford is located in Sebastopol, on the urban rural fringe of Ballarat. Sebastopol includes walking trails, botanic gardens and wildlife experiences, providing a range of activities in a scenic location. Public transport is at the gate, allowing convenient access to a range of services, including local bus, shopping and medical services.

Acquired	June 2004
Title	Freehold
Site area	4,790 sqm
Total units	48
Occupancy	71%



HORSHAM – Horsham, VIC

Ingenia Garden Villages Horsham is located in the regional city of Horsham, part of the Wimmera region of Victoria, approximately 300 kilometres north-west of Melbourne. Located close to the Wimmera River and with convenient access to public transport, the Village provides an easy lifestyle with proximity to medical, leisure and retail services.

Acquired	June 2004
Title	Freehold
Site area	4,560 sqm
Total units	47
Occupancy	79%



JEFFERIS – Bundaberg, QLD

Located in the thriving regional city of Bundaberg on the Burnett River, Ingenia Garden Villages Jefferis is located approximately 385 kilometres north of Brisbane, just inland from the coast. Bundaberg proves a warm climate and an abundance of shopping centres, sporting clubs and local attractions. With public transport just outside, the Village is well located with easy access to key services and facilities.

Acquired	June 2004
Title	Freehold
Site area	7,320 sqm
Total units	51
Occupancy	96%



LAUNCESTON - Launceston, TAS

Located only 600 metres from Ingenia Garden Villages Elphinwood, Ingenia Garden Villages Launceston is located in the historic Tasmanian city of Launceston. With access to social activities and health services, the Village also has close proximity to transport and a range of services including Post Office, library and shopping centre.

Acquired	January 2014
Title	Freehold
Site area	6,464 sqm
Total units	55
Occupancy	87%





MARSDEN – Marsden, QLD

Ingenia Garden Villages Marsden is a large village offering 96 rental units, located in the city of Logan approximately 30 kilometres from the Brisbane CBD. The Village is located close to shopping, health facilities and sporting clubs and is an easy walk to public transport. Facilities include a library, dining room, community laundry and beautiful gardens.

Acquired	June 2005
Title	Freehold
Site area	12,000 sqm
Total units	96
Occupancy	98%



OCEAN GROVE – Mandurah, WA

Ingenia Garden Villages Ocean Grove is situated in the suburb of Erskine, Mandurah, close to Seascope Gardens, which is located within the same suburb. With close proximity to parkland and with a shopping centre less than a kilometre away, Ocean Grove Gardens provides a convenient location with good access to essential health services and a range of leisure facilities.

Acquired	February 2013
Title	Freehold
Site area	7,501 sqm
Total units	45
Occupancy	100%



OXLEY – Port Macquarie, NSW

Located on the mid north coast of NSW, approximately 400 kilometres north of Sydney and 570 kilometres south of Brisbane, in Port Macquarie, Ingenia Garden Villages Oxley provides a coastal lifestyle. The Village has easy access to beaches and heritage walking trails as well as retail and medical facilities.

Acquired	June 2004
Title	Freehold
Site area	5,100 sqm
Total units	45
Occupancy	100%



PEEL RIVER – Tamworth, NSW

Ingenia Garden Villages Peel River is located in Tamworth, the major regional centre for the New England region of NSW, approximately 500 kilometres north of Sydney and 600 kilometres south of Brisbane. With public transport at the gate, the Village provides easy access to a range of facilities within this large regional town.

Acquired	March 2013
Title	Freehold
Site area	6,900 sqm
Total units	51
Occupancy	100%



SEASCAPE – Erskine, WA

Ingenia Garden Villages Seascape is located in the suburb of Erskine, Mandurah. Mandurah is a vibrant regional Western Australian city with access to a beautiful coastline, perfect for fishing or relaxing. With public transport only 20 metres away the Village provides a convenient location with access to services in close proximity to Ingenia Garden Villages Ocean Grove.

Acquired	June 2004
Title	Freehold
Site area	6,545 sqm
Total units	51
Occupancy	84%



SEVILLE GROVE – Seville Grove, WA

Ingenia Garden Villages Seville Grove is situated in a quiet cul de sac, just south of Armadale city centre. A growing regional centre, Armadale combines a scenic environment with city conveniences. Public transport is at the door and with only 100 metres to medical facilities and easy access to shopping, post office and the public library, Ingenia Garden Villages Seville Grove is well located.

Acquired	June 2004
Title	Freehold
Site area	5,275 sqm
Total units	45
Occupancy	87%



SOVEREIGN – Sebastopol, VIC

Situated approximately four kilometres from the town centre, in Sebastopol, Ballarat, Ingenia Garden Villages Sovereign is a well located Village within scenic surrounds. In addition to providing easy access to a range of services and facilities, the Village is close to Ingenia Garden Villages Hertford, which is also in Sebastopol.

Acquired	June 2013
Title	Freehold
Site area	6,000 sqm
Total units	51
Occupancy	80%



ST ALBANS PARK - St Albans Park, VIC

Ingenia Garden Villages St Albans Park is an eastern region of Geelong, bounded by the Barwon River, with both access to parkland and the CBD. With close proximity to transport and a range of facilities, including medical, retail and leisure facilities, Ingenia Garden Villages St Albans Park provides a convenient location within a well populated region.

Acquired	June 2004
Title	Freehold
Site area	8,290 sqm
Total units	53
Occupancy	96%



SWAN VIEW – Swan View, WA

Ingenia Garden Villages Swan View is located in the Perth suburb of Swan View, only minutes from the Perth Hills and John Forrest National Park. Providing rural beauty within walking distance to local shopping, this large Village is conveniently located.

Acquired	January 2006
Title	Freehold
Site area	8,030 sqm
Total units	72
Occupancy	99%



TALOUMBI – Coffs Harbour, NSW

Located on the mid north coast of NSW, a popular holiday destination of Coffs Harbour, Ingenia Garden Villages Taloumbi is nestled between a high mountain backdrop and beautiful coastlines. The Village's location provides easy access to retail, medical and recreation facilities. Transport at the door and close proximity to beaches and parklands add to the attraction of the Village's location.

Acquired	June 2004
Title	Freehold
Site area	6,160 sqm
Total units	50
Occupancy	100%



TAREE – Taree, NSW

Located on the mid north coast of NSW, on the Manning River, Ingenia Garden Villages Taree provides a rural lifestyle. The Village sits on over 9,000 sqm of land, surrounded by farmland, but is within walking distance to a bowls club and golf course and has public transport at the front gate, providing easy access to a range of local facilities and services.

Ingenia Garden Villages Taree will trial Ingenia CarePLUS in the first half of 2017.

Acquired	December 2004
Title	Freehold
Site area	9,390 sqm
Total units	51
Occupancy	86%



TOWNSEND – St Albans Park, VIC

Ingenia Garden Villages Townsend is located in St Albans Park, a suburb of Geelong which is also home to Ingenia Garden Villages St Albans Park. The Village provides a convenient location with proximity to key facilities and services.

Acquired	June 2004
Title	Freehold
Site area	8,290 sqm
Total units	50
Occupancy	92%



WHEELERS – Dubbo, NSW

Ingenia Garden Villages Wheelers is located in the regional town of Dubbo. The Village is located in close proximity to key amenities and facilities, with public transport within metres of the Village. Frequent food and wine shows, art exhibits and markets mean that there is always something for residents to do.

The Village is adjacent to Ingenia Garden Villages Dubbo.

Acquired	June 2004
Title	Freehold
Site area	6,280 sqm
Total units	52
Occupancy	100%



WAGGA – Wagga Wagga, NSW

Ingenia Garden Villages Wagga is located in Wagga Wagga, the largest inland city in NSW. Situated on the Murrumbidgee River, the city is approximately half way between Sydney and Melbourne. The Village is located close to public transport with access to medical, retail and recreation facilities.

Acquired	June 2013
Title	Freehold
Site area	5,900 sqm
Total units	50
Occupancy	74%



WARRNAMBOOL – Warrnambool, VIC

Ingenia Garden Villages Warrnambool is situated in Warrnambool, just 12 kilometres from the Western end of Victoria's Great Ocean Road on the south-western coast of Victoria. The location offers a range of beaches at the city's doorstep. Golf, shopping, bowls as well as medical facilities and a public library and RSL Club are all available in Warrnambool.

Acquired	January 2014
Title	Freehold
Site area	6,000 sqm
Total units	49
Occupancy	92%



YAKAMIA – Yakamia, WA

Ingenia Garden Villages Yakamia is located in Yakamia, an inner suburb of the port city Albany, approximately 400 kilometres south of Perth. Albany is home to a range of natural attractions and is also a popular arts centre. Yakamia Gardens is located within walking distance of shopping and public transport in an area offering a range of leisure activities, including bowling and bridge.

Acquired	June 2004
Title	Freehold
Site area	7,300 sqm
Total units	57
Occupancy	88%



Disclaimer

This presentation was prepared by Ingenia Communities Holdings Limited (ACN 154 444 925) and Ingenia Communities RE Limited (ACN 154 464 990) as responsible entity for Ingenia Communities Fund (ARSN 107 459 576) and Ingenia Communities Management Trust (ARSN 122 928 410) (together Ingenia Communities Group, INA or the Group). Information contained in this presentation is current as at 21 February 2017 unless otherwise stated.

This presentation is provided for information purposes only and has been prepared without taking account of any particular reader's financial situation, objectives or needs. Nothing contained in this presentation constitutes investment, legal, tax or other advice. Accordingly, readers should, before acting on any information in this presentation, consider its appropriateness, having regard to their objectives, financial situation and needs, and seek the assistance of their financial or other licensed professional adviser before making any investment decision.

This presentation does not constitute an offer, invitation, solicitation or recommendation with respect to the subscription for, purchase or sale of any security, nor does it form the basis of any contract or commitment.

Except as required by law, no representation or warranty, express or implied, is made as to the fairness, accuracy or completeness of the information, opinions and conclusions, or as to the reasonableness of any assumption, contained in this presentation. By reading this presentation and to the extent permitted by law, the reader releases each entity in the Group and its affiliates, and any of their respective directors, officers, employees, representatives or advisers from any liability (including, without limitation, in respect of direct, indirect or consequential loss or damage or loss or damage arising by negligence) arising in relation to any reader relying on anything contained in or omitted from this presentation.

The forward looking statements included in this presentation involve subjective judgment and analysis and are subject to

significant uncertainties, risks and contingencies, many of which are outside the control of, and are unknown to, the Group. In particular, they speak only as of the date of these materials, they assume the success of the Group's business strategies, and they are subject to significant regulatory, business, competitive and economic uncertainties and risks. Actual future events may vary materially from forward looking statements and the assumptions on which those statements are based. Given these uncertainties, readers are cautioned not to place undue reliance on such forward looking statements.

The Group, or persons associated with it, may have an interest in the securities mentioned in this presentation, and may earn fees as a result of transactions described in this presentation or transactions in securities in INA.

This document is not an offer to sell or a solicitation of an offer to subscribe or purchase or a recommendation of any securities.

