Ingenia Lifestyle
Ingenia Gardens
Ingenia Holidays
Ingenia Care

Ingenia

ASX / Media Release

19 February 2019

Underlying profit up 20% as Ingenia continues to grow rental base and new home settlements

Highlights

- Revenue up 21% on 1H18, to $93.4 million
- EBIT of $22.9 million, up 19% on 1H18
- Underlying profit of $17.5 million, up 20% on 1H18
- Underlying earnings per security (EPS) up 14% on 1H18 (8.1c 1H19 vs 7.1c 1H18)
- On track to deliver FY19 earnings guidance and target of 350+ settlements
- JV with Sun Communities (NYSE: SUI) tracking ahead of plan

Ingenia Communities (ASX: INA) today announced Underlying Profit of $17.5 million for the half year ended 31 December 2018, an increase of 20% over the previous corresponding period.

Operating cash flow increased 50% on 1H18, to $17.0 million, driven by increased settlements and rental growth, offset by investment in display homes and inventory.

Revenue increased by 21% to $93.4 million and EBIT increased by 19% (to $22.9 million) over the prior corresponding period, driven by growing rents and accelerated settlements.

In H2, revenue is expected to further increase as a result of: the acquisitions of Rivershore Resort and Aspley Acres (settled in November 2018 and February 2019 respectively); increased new home settlements; and the addition of further infill cabins across the Group's rental and tourism assets. Ingenia has exchanged contracts for the acquisition of a holiday park in the Byron Bay region which is anticipated to settle in early Q4 and contribute to rental revenue in FY19.

Statutory profit declined 24%, to $13.0 million, largely due to fair value movements on investment properties, including write down on non-core assets, expensing of acquisition costs and realisation of development profits.

Ingenia has declared a half year distribution of 5.4 cents per stapled security, an increase of 6% on the previous corresponding period, with payment to be made on 27 March 2019.

CEO Simon Owen said that the 1H19 result showed that Ingenia's strategy of growing an increasingly deep pool of stable rental returns and accelerating development through both its own pipeline and the newly formed Joint Venture with Sun Communities was delivering for investors.

“The Group is focused on further growing our rental annuity base, divesting non-core assets, maximising the opportunity with Sun Communities and improving efficiencies across the business.”

“We are working against the backdrop of a slowing residential market yet the underlying fundamentals that make this industry so attractive remain strong. These include an ageing population with a desire to downsize in desirable coastal locations and the compelling lifestyle proposition that land lease communities offer. Our markets are generally more resilient than the Sydney and capital city markets and we are seeing ongoing demand from downsizers for the affordable lifestyle our communities offer.”

“Our Joint Venture with Sun Communities (JV) is ahead of expectations, with six development opportunities already being actively progressed. We expect to be commencing the first JV greenfield development this calendar year.”

“We are starting to see more transaction opportunities across the Lifestyle sector and remain well positioned to acquire assets which meet our criteria and can add to the quality of our portfolio and long-term rental streams.”

The Group expects to settle on the acquisition of an established community in the Byron Bay region, and 6.8 hectares of land adjacent to its successful Ingenia Lifestyle Lara development, in the second half. These acquisitions will be funded via debt and the partial underwriting of the Distribution Reinvestment Plan for 1H19.

“Across our Lifestyle and Holidays business we are seeing good growth in rental income, significantly increased development activity, and we are continuing to enhance the portfolio and provide a runway of growth with close to 4,000 potential development home sites now secured,” Mr Owen said.

Group Strategy

With an increasing rental base and continued home settlements, Ingenia is well positioned to deliver on its FY19 strategy.

Ingenia’s focus for 2H19 remains:

- Continue focus on sales and marketing to deliver FY19 settlements
- Integrate recent acquisitions and accelerate rollout of new rental and tourism cabins
- Execute Joint Venture business plan, securing opportunities for capital light growth and additional revenue streams
- Capitalise on opportunities to expand development pipeline to deliver new rental contracts
- Secure approvals on existing and optioned land to further extend development pipeline
- Continue asset recycling to fund growth
- Improve performance of existing assets to drive revenue growth.

Capital Management

As of 31 December 2018, Ingenia's loan to value ratio (LVR) was 27.8%, below the Group's target of 30-40% and well below the banking covenant of 50%. Debt facilities remain at $350 million with weighted average term to maturity of 3.8 years.

Ingenia currently has a contract in place for the sale of Rouse Hill ($22.9 million) and the sale of two additional non-core assets is well progressed.

Mr Owen said: "The ability to recycle assets will assist in meeting the Group's ongoing funding needs, as we continue to identify a range of expansion, acquisition and development opportunities to drive long-term growth."

Guidance

On the back of strong deposits and contracts in place and a well performing portfolio, the Group is pleased to reaffirm its FY19 guidance.

The Group expects to deliver the 350+ new home settlements outlined in its FY19 guidance and is on track to deliver EBIT growth of 15-20%, driven by increased settlements and growing rental cash flows. Underlying EPS is expected to grow 5-10% on FY18.

Guidance is dependent upon the timing of key projects, notably Plantations, and no significant changes to market conditions. The timing of commencement of formal campaigning for the 2019 Federal Election remains of key interest.

Further details surrounding the Group's guidance and results are contained in the 1H19 Investor Results Presentation lodged with the ASX today.

Ingenia will conduct a market briefing at 11.00am (AEST) today, 19 February, which can be accessed via teleconference. Details are available on the Group's website (www.ingeniacommunities.com.au).

ENDS

For further information please contact:

Donna Byrne
Group Investor Relations Manager
P 02 8263 0507
M 0401 711 542

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).

1H19 RESULTS

19.FEBRUARY.2019

NEW HOME PRECINCT
INGENIA LIFESTYLE AND HOLIDAYS LAKE CONJOLA, NSW
SEPTEMBER 2018

Highlights

FINANCIAL

- EBIT **$22.9** million – **up 19%** on 1H18
- Underlying EPS **8.1 cents** – **up 14%** on 1H18
- Revenue of **$93.4** million – **up 21%** on 1H18
- Operating cash flow of **$17.0** million – **up 51%** on 1H18

STRATEGY

- Non-core asset sales continuing - **$23** million under contract
- Over **7,700** income producing sites, generating stable cash flows
- Development JV with Sun Communities progressing well – targeting first project commencement 2019

OPERATIONS

- Lifestyle and Holidays rental revenue continuing to grow – **up 8%** on 1H18
- Lifestyle average weekly rent **up 4.2%** (like for like)
- High occupancy across Ingenia Gardens portfolio – **91%**

DEVELOPMENT

- Sector leading development pipeline – **3,984** home sites secured
- Delivered **115** new home settlements, **up 28%** on 1H18
- On track to deliver FY19 target of **350+** settlements[1]

1. Assumes no material change in market conditions.

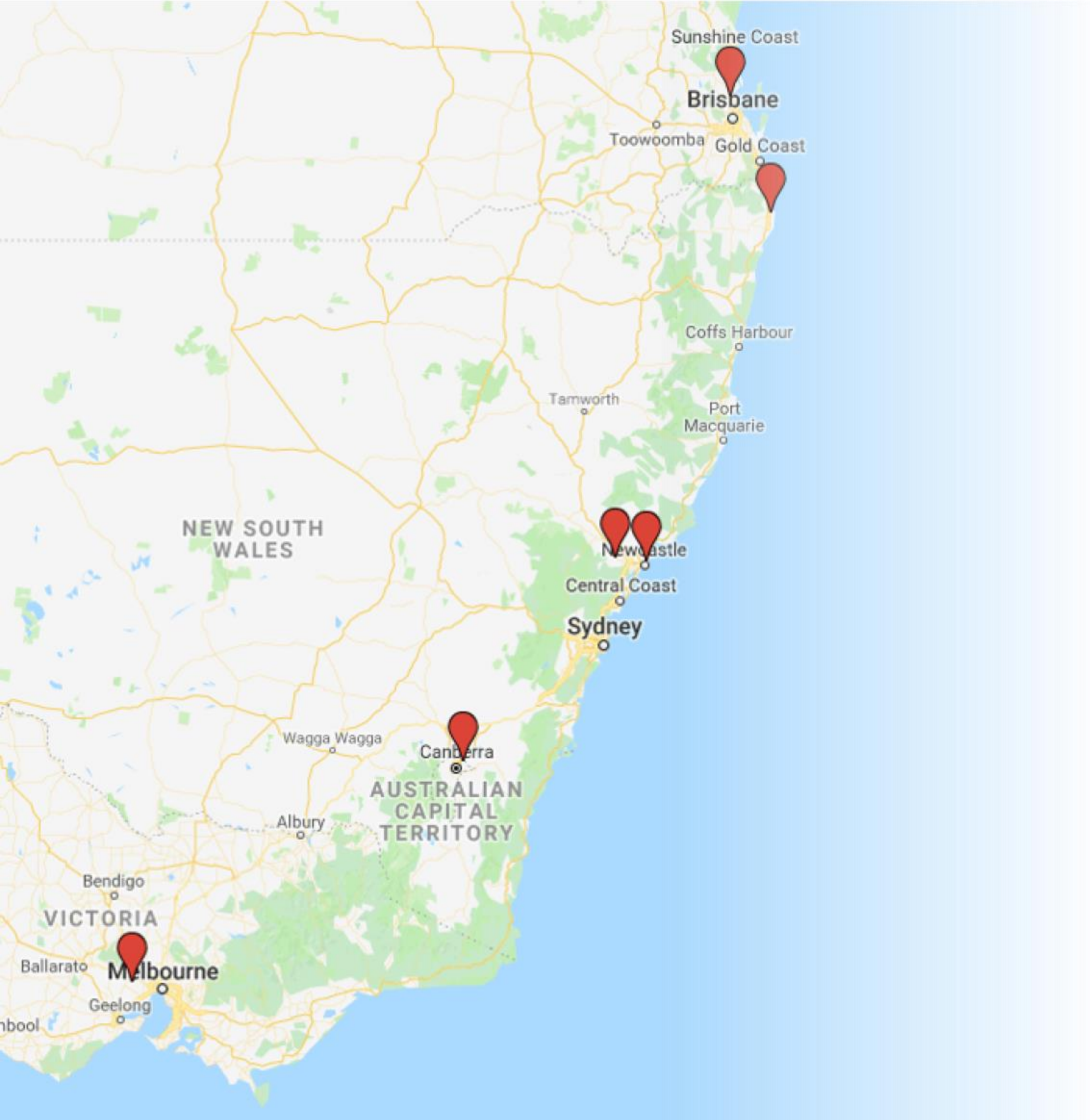
Building rental base through acquisition and expansion

Continued focus on expanding rental base

- Adjacent land (181 potential homes) now under contract at successful Lara lifestyle community
- Contract exchanged for established mixed use park in Byron Bay region, NSW
- Acquisition of Rivershore Resort (110 tourist sites) and Aspley Acres (383 homes) now complete

Joint Venture to accelerate development

first projects identified



50:50 Joint Venture with Sun Communities established November 2018

- Joint Venture has the first right to acquire all greenfield opportunities identified by Ingenia
  - Ingenia has the right to acquire each completed community at market value
- Ingenia will earn fees for origination, development and asset management with potential to earn additional performance fees on achievement of individual project IRRs

Significant progress on Joint Venture business plan

- Joint Venture now undertaking due diligence on six greenfield sites with ~1,200 home sites
  - Targeting to commence first project within six months
- Advancing opportunities on low cost homes and providing financing to incoming residents

Business Overview

rental portfolio growing as development accelerates

Over **7,700**
Income producing sites

Over **4,700** rental and lifestyle residents

792,000 'room nights' p.a.
Cabins, caravan and camping

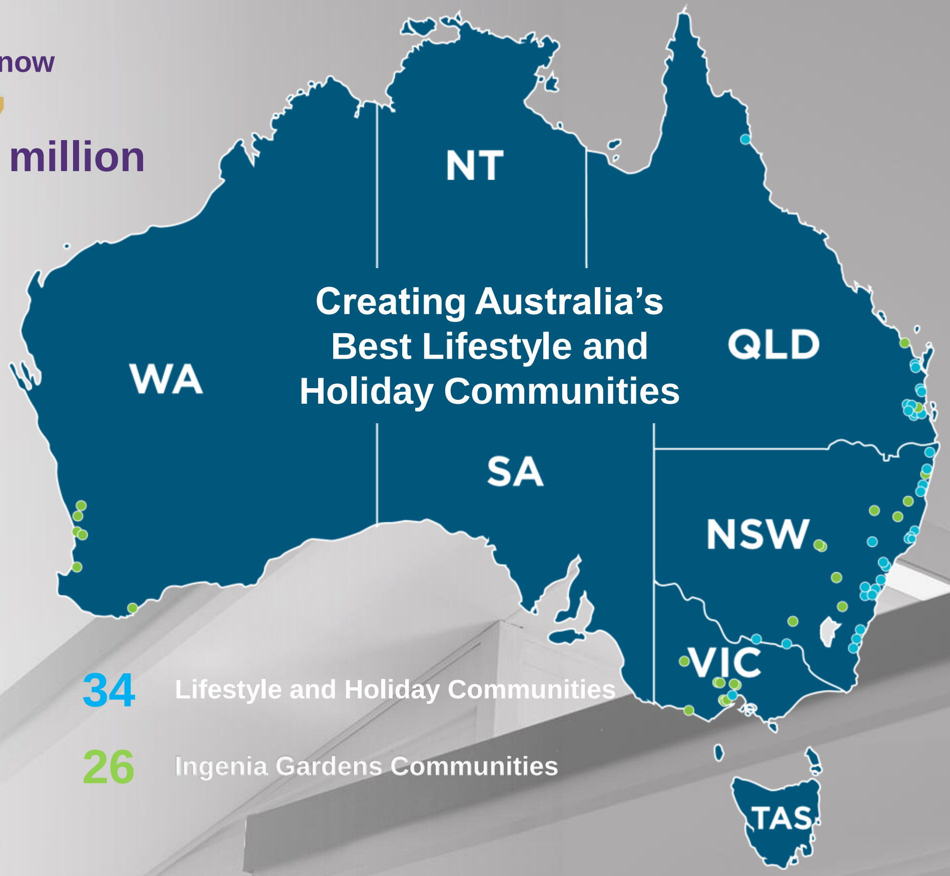
Stable rent base
>$2 million/pw

Close to **4,000** Development sites on balance sheet or secured

10 communities under development

Portfolio value now
$797 million

Ingenia owns
60 Australian communities



Note: Excludes communities under option and assets held for sale. Includes Aspley Acres (settled February 2019).

Market landscape
some challenges but generally supportive

Consumer / demand

- Demand for quality affordable seniors housing continues to grow
- Federal and NSW elections will impact consumer sentiment

Competition

- Minimal competition pressure in affordable downsizers/retirees market
- Some discounting pressures from competitors in holiday market

Supply chain / input costs

- Most input costs stable with < CPI growth
- Power and statutory charges/increasing at 2-3x CPI growth

Deal flow

- Mature investment grade assets remain tightly held and keenly sought
- Quality development sites readily available and increasingly attractively priced

Government / regulation

- Regulatory oversight of downsizers/retirees increasing
- Land approvals remain key challenge – highly variable

Performance and capital management

Key financials

successful integration of new assets delivering increased earnings

Key Financial Metrics	1H19	1H18	
Revenue	$93.4m	$76.9m	↑ 21%
EBIT[1]	$22.9m	$19.3m	↑ 19%
Statutory profit	$13.0m	$17.1m	↓ 24%
Underlying profit[1]	$17.5m	$14.6m	↑ 20%
Underlying EPS[1]	8.1c	7.1c	↑ 14%
Operating cashflow	$17.0m	$11.3m	↑ 50%
Distribution per security	5.4c	5.1c	↑ 6%
Effective tax rate (underlying)	10.1%	8.3%	↑ 1.8%
	Dec 18	Jun 18	
Net Asset Value (NAV) per security	$2.62	$2.57	↑ 2%

1. EBIT, underlying profit and underlying EPS are non-IFRS measures which exclude non-operating items such as unrealised fair value gains/(losses) and gains/(losses) on asset sales.

Revenue and **EBIT** growth driven by increasing rents and accelerating development

Statutory profit impacted by write down on non-core assets, expensing of acquisition costs and realisation of development profits

EPS growth driven by strong asset performance and increased settlements, partially offset by higher tax rate and additional securities on issue

Cashflow driven by increased settlements and higher rental income, offset by investment in display homes, new community launches and inventory

Increase in underlying **tax rate** as operating earnings and development contribution grow (no tax payable due to carried forward losses)

Earnings growing as development accelerates and rent roll grows

EBIT	1H19	1H18	
Lifestyle and Holidays operations	$13.5m	$13.0m	↑ 4%
Lifestyle development	$8.8m	$4.1m	↑ 115%
Ingenia Gardens	$5.1m	$6.1m	↓ 16%
Fuel, Food & Beverage	$0.4m	$0.2m	↑ 100%
Other	($0.3m)	$0.3m	NM
Portfolio EBIT	**$27.5m**	**$23.7m**	↑ 16%
Corporate costs	($4.6m)	($4.4m)	↑ 5%
EBIT	**$22.9m**	**$19.3m**	↑ 19%

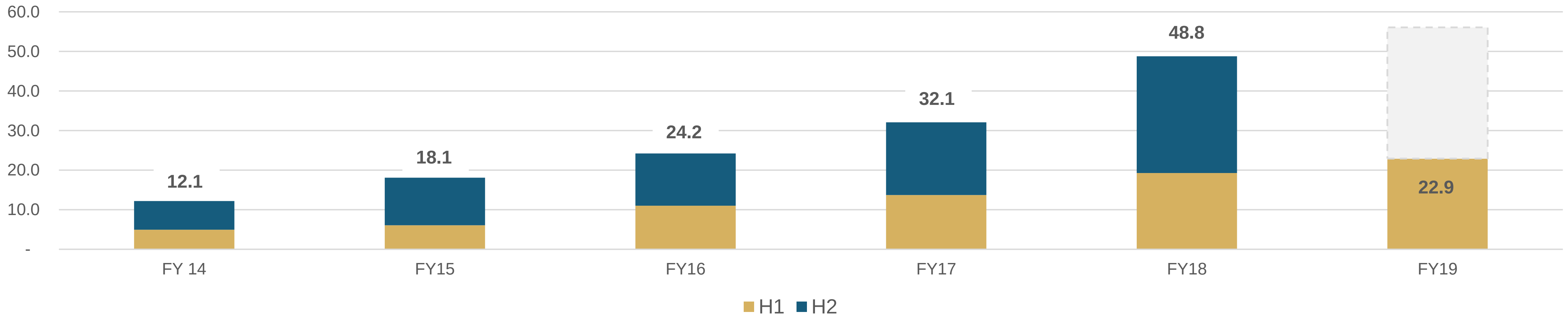
Expanding rental base – driven by acquisitions, additional rental cabins and new home settlements, offset by recent divestments

Development earnings up substantially as new, large scale projects deliver increasing sales and margins

Rental growth and high occupancy offset by sale of five communities in Tasmania

Corporate costs stable, increased insurance premiums

Historic performance – EBIT ($m)



Capital management
well positioned to fund development pipeline

Debt Metrics	31 Dec 18	30 Jun 18
Loan to value ratio (covenant <50%)	27.8%	32.6%
Gearing ratio[1]	22.3%	26.6%
Interest cover ratio (total) (covenant >2x)	5.9x	5.5x
Net Asset Value per security	$2.62	$2.57
Total debt facility ($m)	350.0	350.0
Drawn debt ($m)	201.7	229.0
Net debt ($m)[2]	193.3	214.6

$137m DEBT CAPACITY

3.85% COST OF DRAWN DEBT[3]

27.8% LVR

3.8YRS WT AV DEBT MATURITY

1. Gearing ratio calculated as net debt (borrowings less cash) over total tangible assets (total assets less cash and intangible assets).
2. Excludes finance leases.
3. All in cost of debt 4.3%, including cost of undrawn available facilities as at 31 December 2018.

Capital position enhanced via joint venture and placement

- Joint Venture with Sun Communities to fund future greenfield development, accelerating development and creating new fee streams while reducing Ingenia's funding requirement
- Placement to Sun Communities (raising $75 million), to fund initial equity in Joint Venture, recently completed acquisitions and acceleration of cabin rollout

Funding growth

1. Available unutilised debt within existing facilities
2. Contract in place for the sale of Rouse Hill ($22.9 million), providing reinvestment capital – parties undertaking due diligence on two additional non-core assets
3. Growing cash inflows – rent collection and home sales
4. DRP in place – 1H19 DRP to be partially underwritten

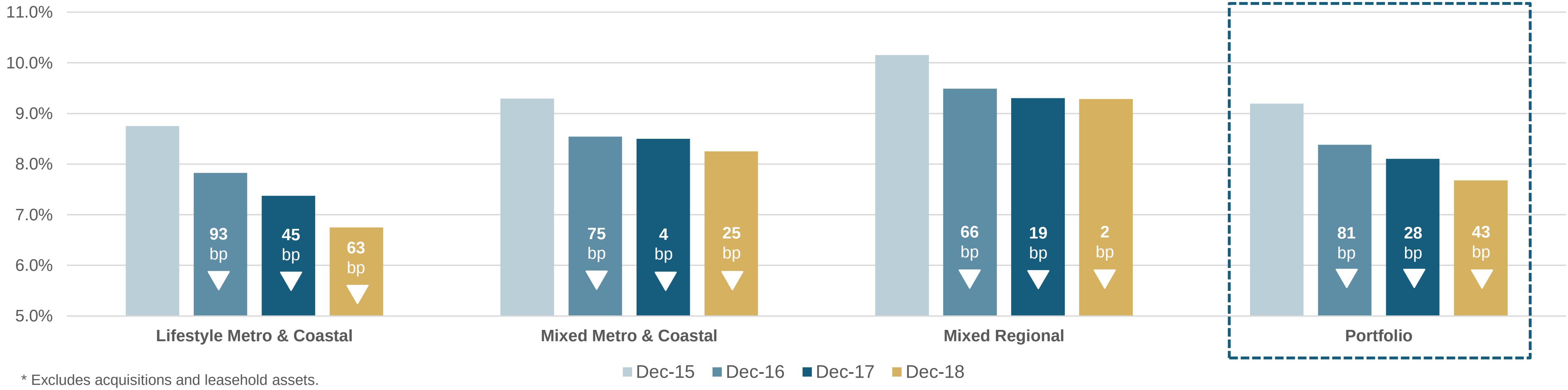
Growth in value across core portfolios
lifestyle capitalisation rates continue to compress

Portfolio	Av. Cap Rate Dec 18[1]	Av. Cap Rate Dec 17[1]	Dec 18 Book Value ($m)
Lifestyle and Holidays	7.68%	8.10%	636.9[2]
Ingenia Gardens	10.0%	9.9%	130.3

1. Excludes acquisitions and leasehold assets.
2. Includes leasehold assets, gross up for finance leases and JV liabilities and excludes assets held for sale (Rouse Hill, Mudgee and Mudgee Valley).

- Independently valued 27 assets in 1H19
- Ingenia Gardens and Lifestyle and Holidays portfolios' value up 7.2% ($44.9 million) like for like
- Investment property value gains partially offset by write-off of transaction costs and reduction in development value as new homes are sold and embedded development profit is realised
- Cap rates remain above portfolio cap rate for Gateway transaction (6.3 – 6.5%)

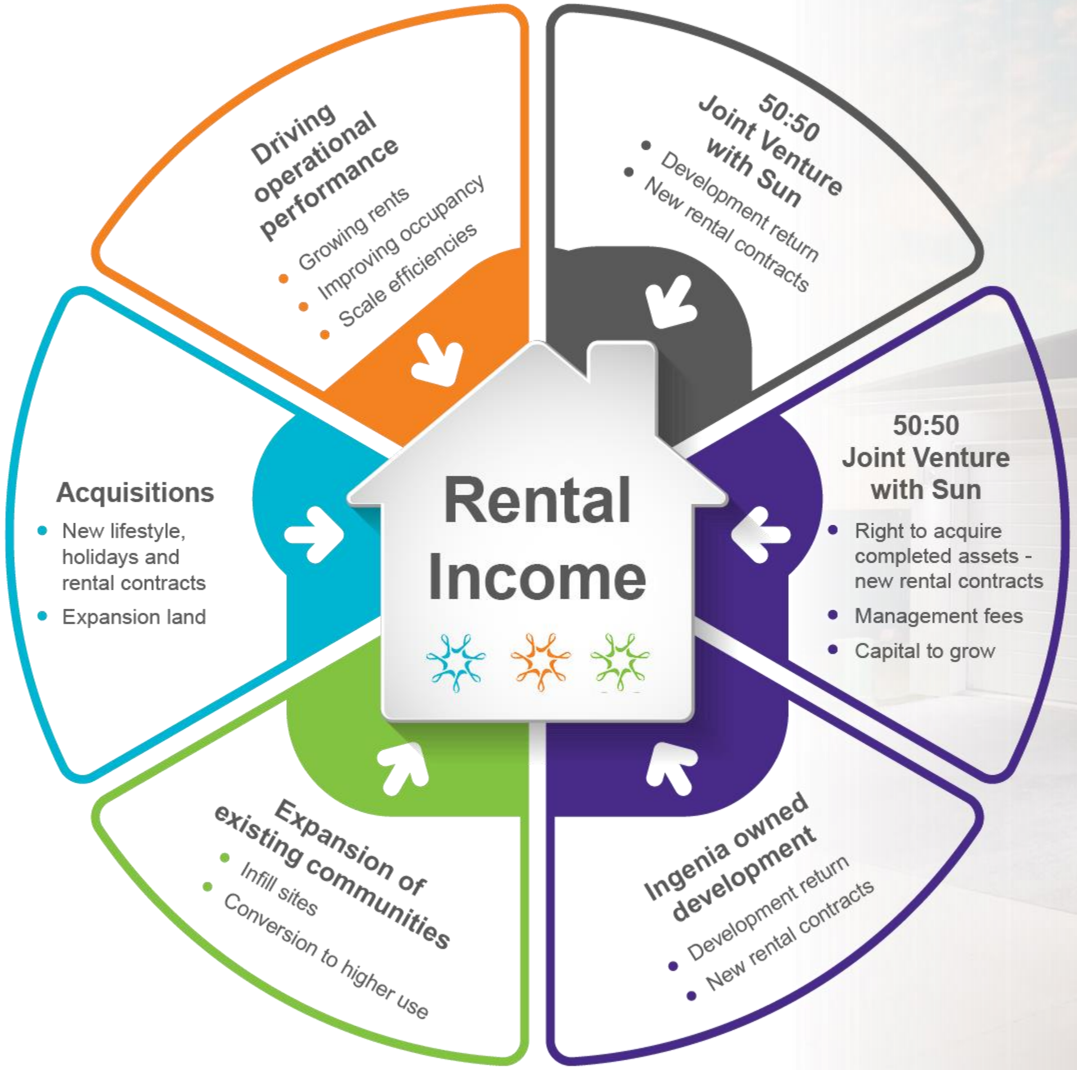
Continued cap rate sharpening across Lifestyle and Holidays portfolio* over Dec 15-18



* Excludes acquisitions and leasehold assets.

Strategy

Australia's best lifestyle communities
strategy focussed on growing stable rental returns



Stable, recurring and growing rental cashflows

Ingenia Gardens Ingenia Lifestyle	• Strong demand for affordable accommodation for an ageing population • Government supported cashflows with CPI+ growth (lifestyle and rental communities)
Ingenia Holidays	• Favourable outlook for domestic tourism • Preservation of long-term development optionality and aligned with grey nomads

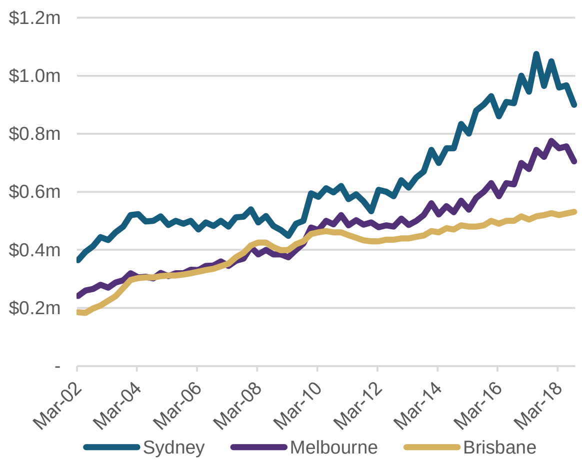
Development economics are attractive and it expands the rental base

Ingenia Lifestyle	• Creates quality, masterplanned communities • Delivers new rent contracts • Joint Venture expands development capacity, leverages platform and generates fees

Underlying demand drivers remain strong

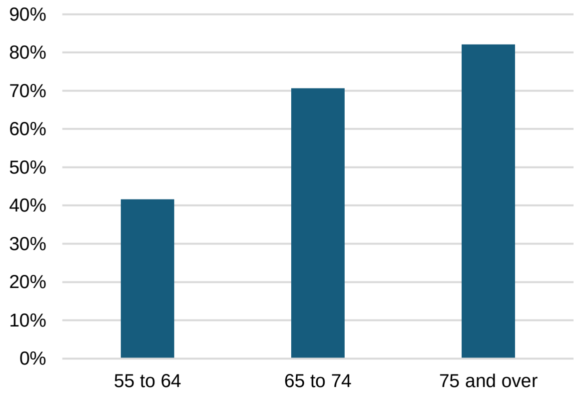
many seniors will struggle to fund a comfortable retirement

Median House Price ($)



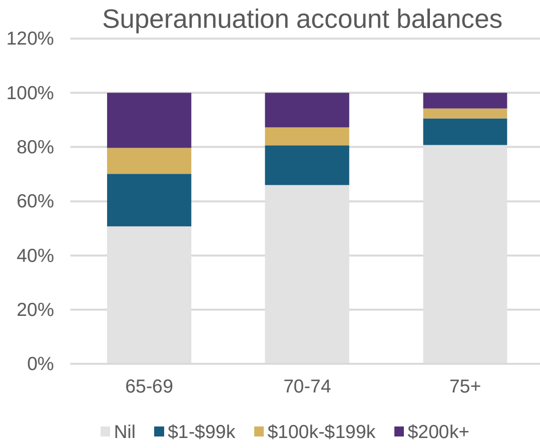
Source: 6416.0 Residential Property Price Indexes: Eight Capital Cities

Home Ownership (Age)



Source: ABS; INA analysis

Limited Savings or Superannuation



Source: ASFA Research and Resource Centre

Pension

According to ASFA a couple requires $60, 843 a year to fund a comfortable retirement. The age pension is only $31,995[1]

Key capital cities have recorded strong growth over the past 20 years

…and with 82% of seniors owning their homes outright with no mortgage

…but 4 out of 5 seniors have less than $100k in superannuation

…downsizing to a land lease community provides a way to fund a comfortable retirement

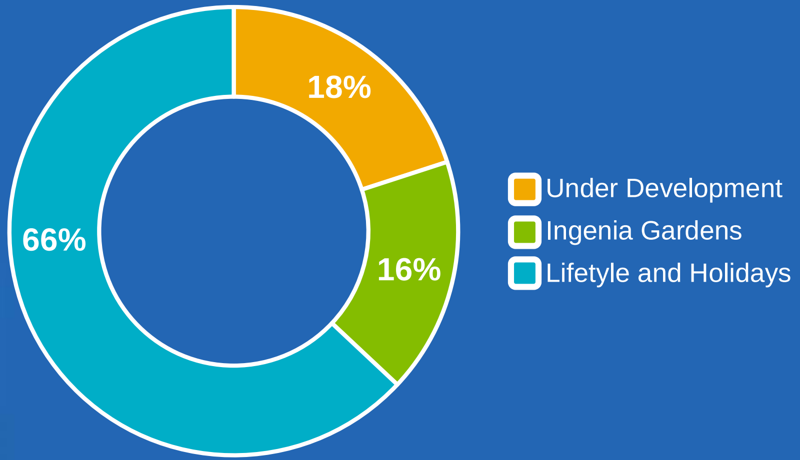
1. ASFA Super Guru February 2019. Pension represents base rate, and excludes supplements.

Operations review

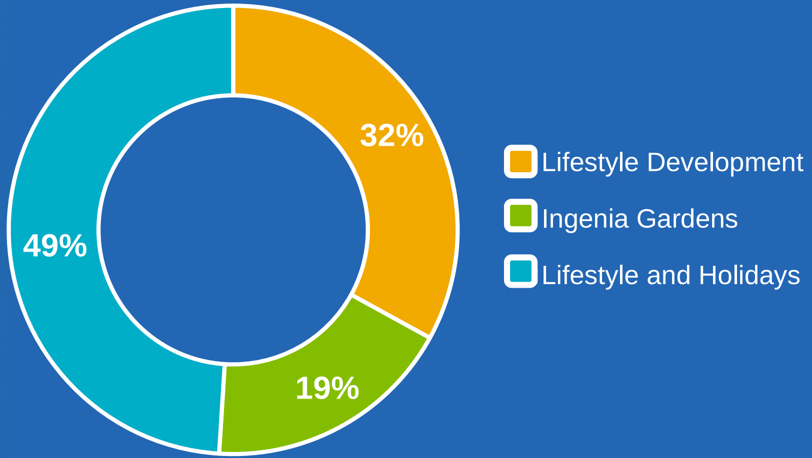
portfolio dominated by rental assets - development supporting growth in rent base

Beach at South West Rocks, NSW

Core Portfolio by Book Value



Core Portfolio by EBIT



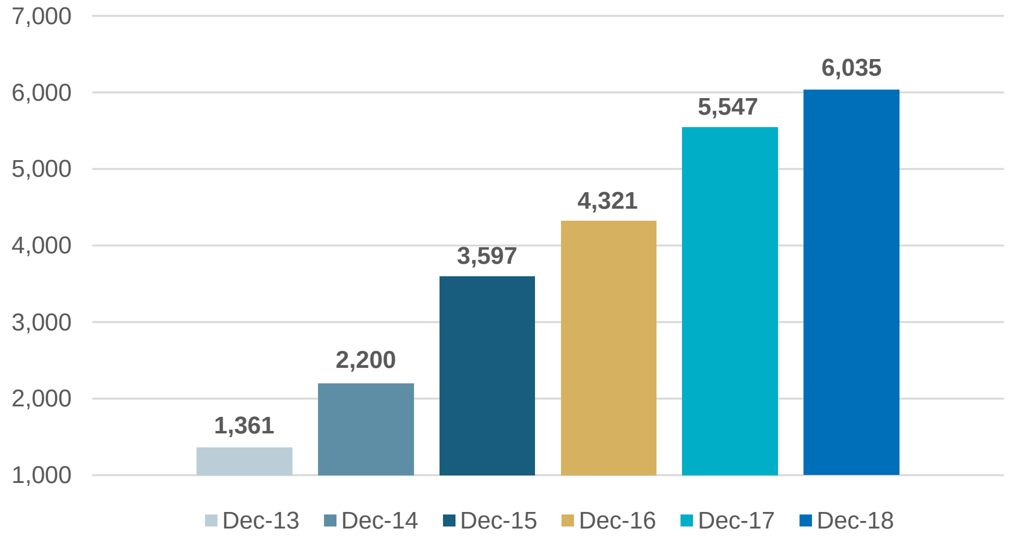
At 31 December 2018. Book Value excludes assets held for sale and includes Aspley Acres (settled February 2019).

Ingenia Lifestyle and Holidays
over 95% weighting to capital city and coastal markets

Key Data	31 Dec 18	31 Dec 17
Total properties	36	35
Permanent sites	2,828	2,604
Annual sites	905	908
Tourism sites	2,302	2,161
Development sites[1]	3,984	2,846

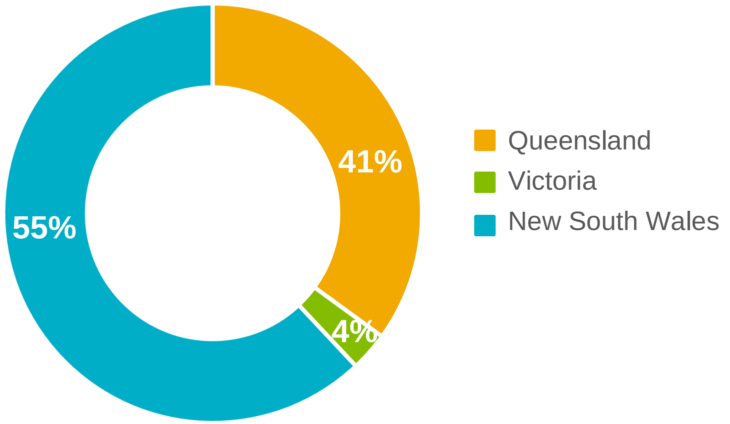
1. Includes all potential development sites (on balance sheet, under option or secured).

Growth in Rental Sites



- Portfolio enhanced as new communities acquired and development continues to accelerate
- Strong growth in rental base in 1H19
  - Acquisition of 490 income generating sites
  - 115 new home settlements
  - Rollout of 33 new rental and tourism cabins
  - Uplift on rent reviews and re-leasing
- Non-core asset sales progressing – three non-core assets contracted for sale or under due diligence

Portfolio Value (by State)[1]



1. Excludes assets held for sale. Includes Aspley Acres (settled February 2019).

Ingenia Lifestyle and Holidays
rental income growing

Key Data	1H19	1H18
Permanent rental income	$11.9m	$10.6m
Annuals rental income	$2.5m	$2.4m
Tourism rental income	$18.6m	$17.7m
Other	$0.1m	$0.2m
Total rental income	**$33.0m**	**$30.9m**
EBIT	$13.5m	$13.0m
EBIT margin	39%	40%
	31 Dec 18	**30 Jun 18**
Portfolio value[1]	**$495.5m**	**$449.9m**

1. Excludes value attributed to development (31 Dec 18; $141.4m; 30 Jun 18: $142.9m) and assets held for sale at 31 December 2018.

Continued growth in cash flows – rental revenue up over 7%

- Average weekly rent $167 per week
- ‘Same store’ average weekly rent up 4.2% (1H19 vs 1H18)
- Average 13% rent increase achieved on re-leasing across lifestyle communities

EBIT margin stable

- Margin impacted by greenfield projects and Rouse Hill

Ongoing growth in rental revenue

- New homes – 115 complete and occupied 1H19 (~$1 million rent per annum)
- New rental cabins – eighteen complete (~$0.3 million rent per annum); additional 30 under construction
- Additional tourism cabins – fifteen new cabins across key tourism assets (~$1 million revenue per annum)
- Average rent increase of 3.1% on review across all communities (more than 1,450 residents)

Ingenia Holidays
stable returns with ongoing growth

Footprint expanded with addition of Rivershore Resort

- Extends presence in attractive east coast tourist market

Digital platform delivering returns

- Cost effective, targeted digital marketing broadening reach
- Database now over 220,000 (up 22% from June 18)
- Social media campaigns driving greater online engagement
- More than 50% of cabin bookings now online

Opportunities for growth

- Continue rollout of additional cabins at key assets
- Evolution of in-park guest experience
- Leverage partnerships with key tourist market operators
- Create new revenue streams and increase cross selling opportunities

Ingeniaholidays.com.au revenue generation
$2.2m
(15.7% Growth)

OTA revenue generation
$3.7m
(19.6% Growth)

Unique guests per year
174,917
(4.2% Growth)

Cabin nights sold
92,202
(9.1% Growth)

Average length of stay (days)
3.6
(1.5% Growth)

Percentage of cabin bookings placed online
52.5%
(1.7% Growth)

Ingenia Gardens (seniors rental)
strong, stable, government supported earnings

Key Data	1H19	1H18
Total revenue	$12.5m	$14.5m
EBIT	$5.1m	$6.1m
EBIT margin	41.0%	41.8%
	31 Dec 18	**31 Dec 17**
Total properties	26	31
Total units	1,375	1,628
Av. weekly rent[1]	$343	$335
Occupancy[1]	90.8%	91.4%
	31 Dec 18	**30 Jun 18**
Portfolio value	**$130.3m**	**$127.3m**

Continuing to deliver stable returns

- Sale of five non-core Tasmanian assets complete in April 2018
- Average rent now $343 per week
  - ‘Same store’ rent up 2.2%
- Average resident tenure 3.1 years
- Resident referral and satisfaction rates contributing to ongoing occupancy

Ingenia Care

- Care facilitation remains a key resident service and market differentiator with over 600 current residents accessing the service
- Additional partnerships with approved home care providers to support extended Care platform

Opportunities for growth

- Finalising feasibility for a potential new ‘built to rent’ seniors village at Chambers Pines, Brisbane

1. Like for like basis.

Continuing to expand rental base

Reducing the cost of homes could open up new markets

- Accelerated rollout of new cabins providing immediate yield on investment
- Eighteen new 1 and 2 bedroom rental cabins installed 1H19
  - New cabins replacing older stock and vacant sites across Durack and Eight Mile Plains rental communities
- Additional fifteen tourism cabins in place across key tourism assets (Bonny Hills, Lake Conjola, Cairns Coconut and Broulee)
- A further 60 cabins planned over 2019

Ongoing focus on supply chain efficiencies and cost

- Internal project team established to explore alternate supply options
- Testing the market to assess quality and ability to build to Ingenia's specifications and design
- Price differential compelling, consistent scalable quality key focus

Development

Development
accelerated growth supported by new joint venture

Key Data	1H19	1H18	
New home settlements	115	90	22%
Av. new home sales price[1] ($'000)	363	298	22%
Deposited/Contracted (at 31 Dec)	232	187	24%
Gross above ground new home development profit ($m)	16.3	10.5	55%
Development EBIT ($m)	8.8	4.1	53%
EBIT margin (%)	**22.3**	**16.4**	**5.9%**
	31 Dec 18	**30 Jun 18**	
Investment value	**$141.4**	**$142.9m**	

New home settlements up 28% on prior year

- Average above ground margin per home over 40%
- Settlements target of 350+ supported by 272 deposits and contracts in place at 17 February 2019 (plus 143 homes settled YTD)
- On track to deliver margin growth in FY19

EBIT margin up 590 basis points

Greenfield strategy delivering strong results

- Strong demand continuing at Latitude One – three builders now working on site
- Second greenfield project (Plantations – NSW Mid North Coast) successfully launched

Continuing to secure opportunities

- Joint Venture with Sun Communities to accelerate development – due diligence on first projects underway
- Expansion land at Lara contracted, potential for 181 homes

1. Inclusive of GST.

New, larger scale projects underpin sales growth

Project	Vacant sites remaining	Development commencement to completion
Hunter Valley (NSW)	4	Addition of 61 new homes, almost complete
South West Rocks (NSW)	4	Addition of 57 new homes, almost complete
Lake Conjola (NSW)	80	Stable demand
Latitude One (NSW)	377	30 settlements; 85 deposits and contracts in place
Plantations (NSW)	197	First settlements anticipated May 2019
Bethania (QLD)	192	Stable demand
Chambers Pines (QLD)	317	Demand continuing to strengthen
Lara (VIC)	214	Expansion land under contract
Albury (NSW)	103	Challenging project – regional market
Hervey Bay (QLD)	253	New greenfield project – to commence 2H19

Current | Jan 20 | Jan 21 | Jan 22

1. At 31 December 2018. All projects are on-balance sheet and owned by Ingenia.

Second greenfield project on track for 1H19 settlements

Ingenia Lifestyle Plantations, Coffs Harbour, NSW

Construction well advanced on 197 home community

- Stage 1 and 2 civil works and infrastructure in place; later stages to commence 2H19
- Presently 45 homes under construction (plus six displays)
- Clubhouse works due to commence March 2019

Successful ‘pre-launch’ strategy with strong demand

- First stage of 45 homes now 98% deposited or contracted
  - Average price >$450,000
  - Anticipate first settlements to commence from May 2019

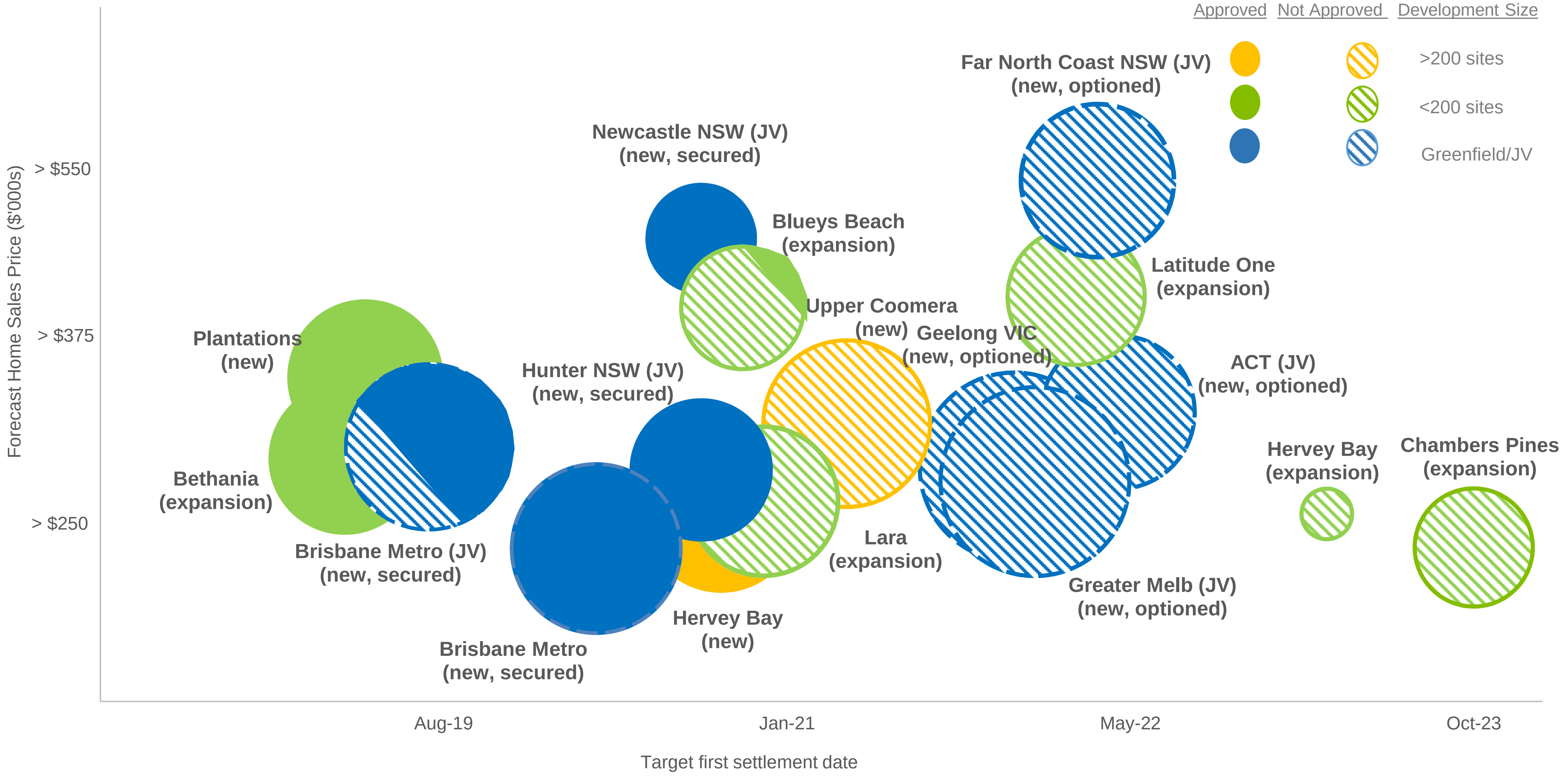
Continues successful greenfield strategy

- Latitude One maintaining strong demand – currently only one home available for sale
  - Average sales price achieved to date (settled/contracted) >$510,000

Sector leading pipeline in place

supporting sustainable future growth

- First Joint Venture projects identified – due diligence underway



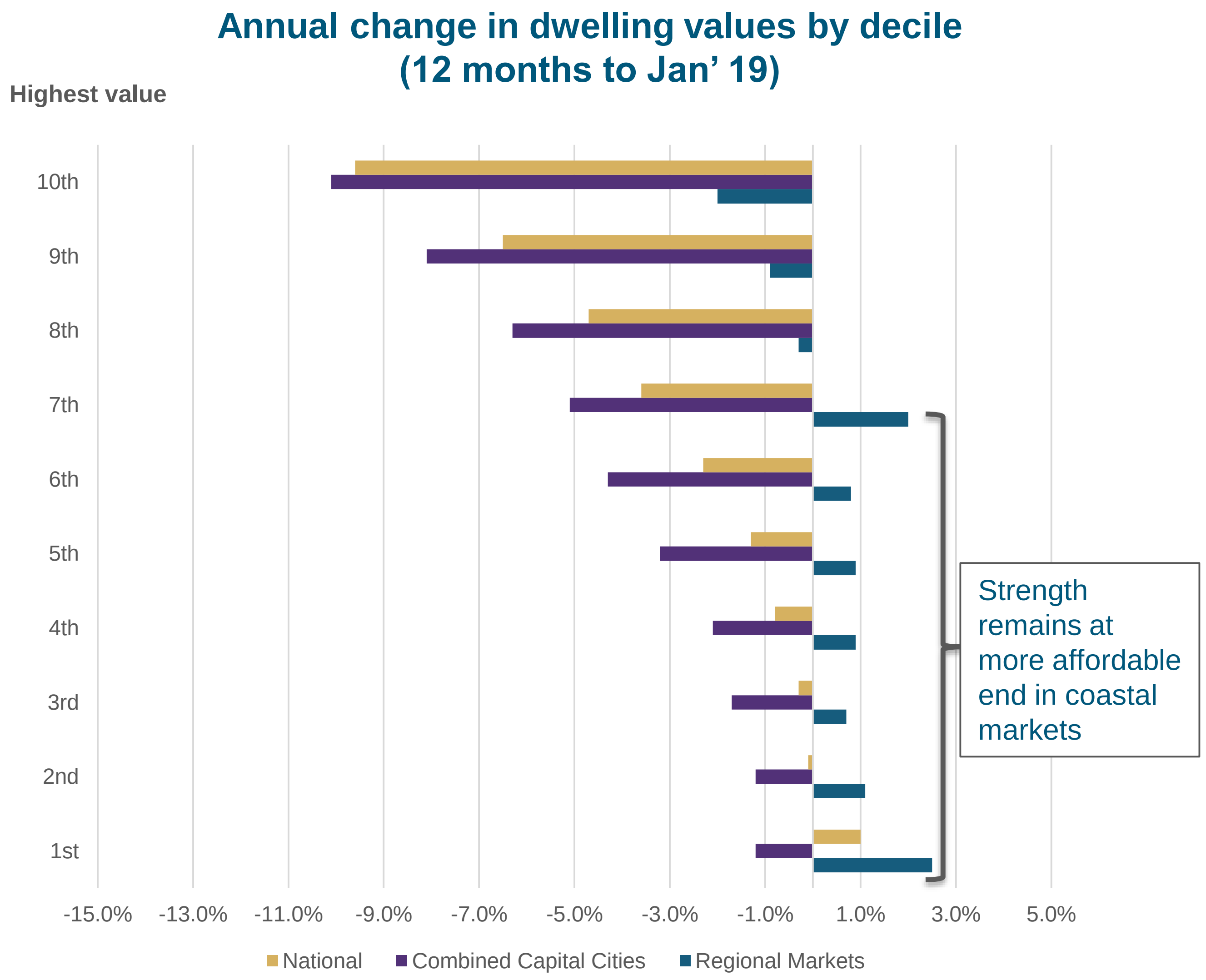
Note: Timing and prices are indicative and subject to change. Includes secured and optioned assets. Excludes land at Avina (currently under review).

On track to meet sales target for FY19

continuing to monitor market conditions

Slowdown in residential housing expected to continue – but long term fundamentals remain strong

- Prices continuing to fall in 2019
  - › Price decline driven by premium market and credit tightening
  - › Days on market extending in many markets
- Target markets proving more resilient than Sydney and capital cities
  - › Average vendor discounting in areas current buyers are selling from approximately 5%, spend ratio remains reasonable at ~70%
- Growing market awareness of model (and Ingenia)
  - › Affordability and need to 'cash out' remain key considerations for downsizers
  - › Many Australian seniors have limited disposable income combined with low levels of superannuation

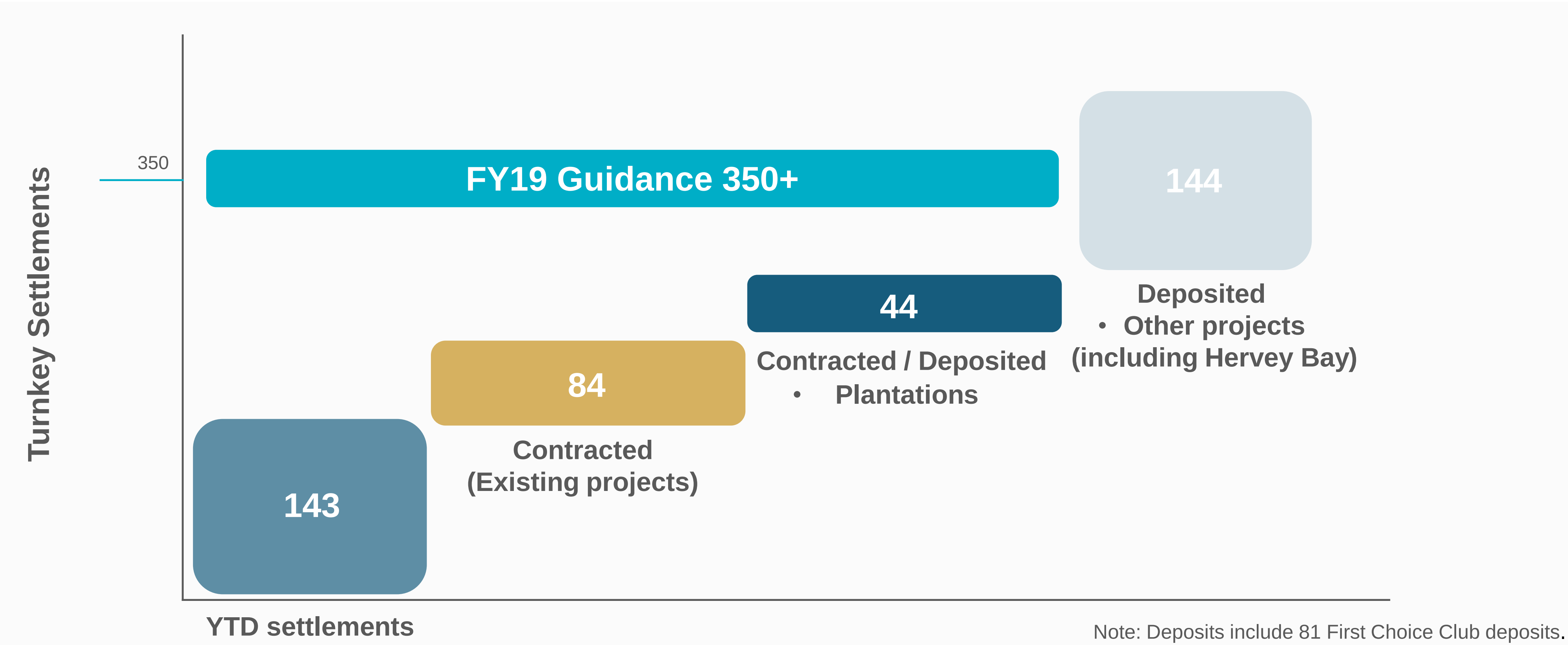


Source: CoreLogic.

On track to meet settlement guidance

good momentum into final run home

- Strong pipeline of contracts and deposits supports achievement of FY19 guidance and growth into FY20
- Plantations (new greenfields project) on track for settlements from May 2019



Note: Deposits include 81 First Choice Club deposits.

FY19 guidance

guidance reaffirmed – on track for continued growth

FY19 builds on the strong growth delivered in FY18

	Guidance	Comment
New home settlements	350+	Guidance maintained Strong deposits and contracts in place but project timing, including Plantations, and further deterioration of market conditions are key risks
EBIT[1]	15-20% growth	
Underlying EPS[1,2]	5-10% growth	

Business positioned for average EBIT growth of 15%+ over FY19 and FY20[3]

1. EBIT, underlying profit and underlying EPS are non-IFRS measures which exclude non operating items such as unrealised fair value gains/(losses) and gains/(losses) on asset sales.
2. Guidance is subject to no material adverse change in market conditions and timing of key development projects.
3. Future growth is based on a number of assumptions, including securing additional development approvals and no material adverse change in market conditions.

FY19 focus

- Continue focus on sales and marketing to deliver FY19 settlements
- Integrate recent acquisitions and accelerate rollout of new rental and tourism cabins
- Execute Joint Venture business plan, securing opportunities for capital light growth and additional revenue streams
- Capitalise on opportunities to expand development pipeline to deliver new rental contracts
- Secure approvals on existing and optioned land to further extend development pipeline
- Continue asset recycling to fund growth
- Improve performance of existing assets to drive revenue growth

Appendices

Appendix 1
underlying profit

	1H19 ($m)	1H18 ($m)
Lifestyle and Holidays – Operations	13.5	13.0
Lifestyle Development	8.8	4.1
Ingenia Gardens	5.1	6.1
Other	0.1	0.5
Portfolio EBIT	**27.5**	**23.7**
Corporate costs	(4.6)	(4.4)
EBIT	**22.9**	**19.3**
Net finance costs	(3.5)	(3.3)
Income tax (expense)/benefit	(1.9)	(1.3)
Underlying profit – Total	**17.5**	**14.6**
Statutory adjustments	(8.6)	1.9
Income tax benefit/(expense)	4.1	0.6
Statutory Profit	**13.0**	**17.1**

Appendix 2

EBIT and underlying profit by segment

($m)	Lifestyle Operations	Lifestyle Development	Ingenia Gardens	Fuel, Food and Beverage	Corporate and Other	TOTAL
Rental income	33.0	-	11.0	-	-	44.1
Manufactured home sales	-	39.4	-	-	-	39.4
Catering income	-	-	1.3	-	-	1.3
Fuel, food and beverage income	-	-	-	5.8	-	5.8
Other income	2.0	-	0.2	-	0.7	2.8
Total segment revenue	**35.0**	**39.4**	**12.5**	**5.8**	**0.7**	**93.4**
Property expenses	(8.5)	(0.6)	(3.4)	(0.3)	(0.6)	(13.4)
Manufactured home cost of sales	-	(22.7)	-	-	-	(22.7)
Employee expenses	(10.5)	(4.6)	(3.3)	(1.1)	(2.8)	(22.3)
Service station expenses	-	-	-	(3.2)	-	(3.2)
All other expenses	(2.5)	(2.7)	(0.7)	(0.8)	(2.2)	(8.9)
Earnings Before Interest and Tax (EBIT)	**13.5**	**8.8**	**5.1**	**0.4**	**(4.9)**	**22.9**
Segment margin (%)	*38.6*	*22.3*	*41.0*	*7.4*	-	*24.5*
Net finance expense	-	-	-	-	(3.5)	(3.5)
Income tax expense	-	-	-	-	(1.9)	(1.9)
Underlying profit	**13.5**	**8.8**	**5.1**	**0.4**	**(10.3)**	**17.5**

Appendix 3
cash flow

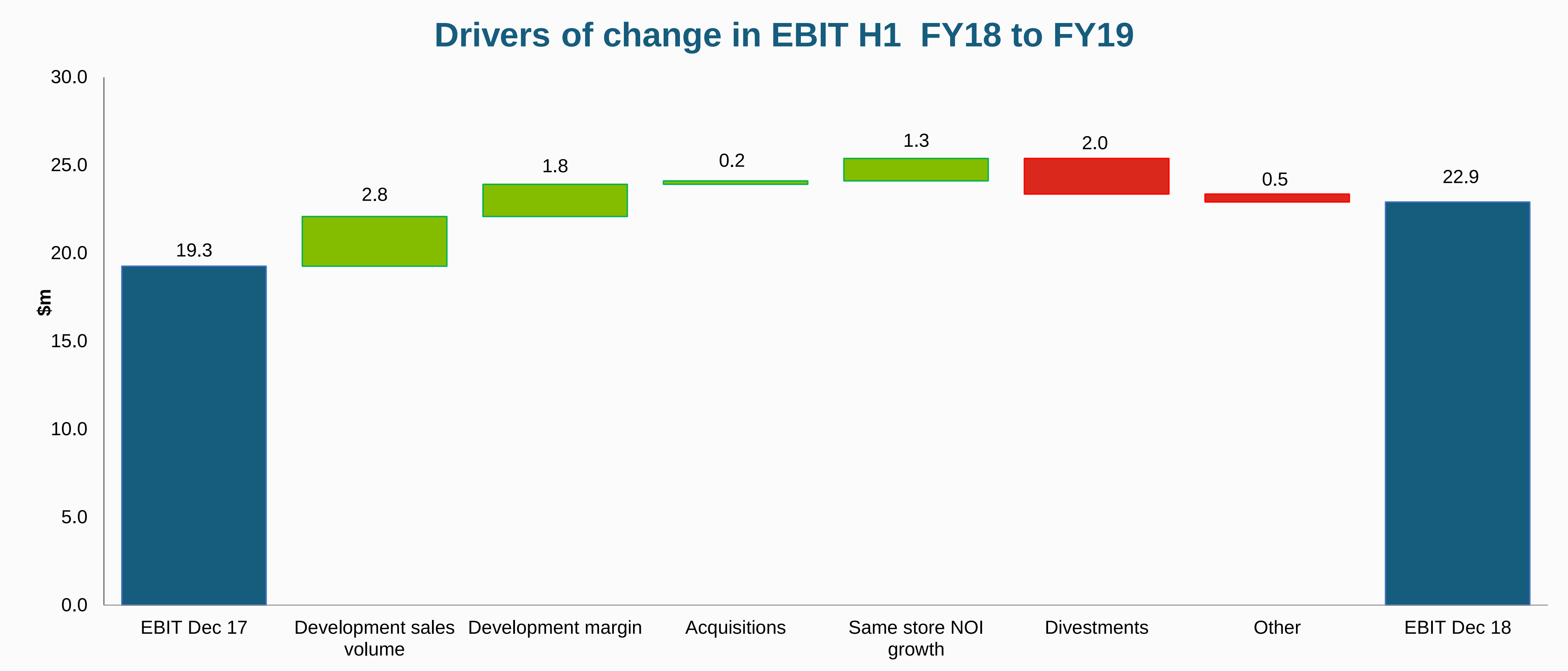
	1H19 ($m)	1H18 ($m)
Opening cash at 1 July	**14.5**	**9.6**
Rental and other property income	54.1	52.8
Property and other expenses	(45.3)	(43.9)
Net cash flow associated with manufactured home development	12.9	6.1
Net borrowing costs paid	(4.7)	(3.9)
All other operating cash flows	(0.0)	0.2
Net cash flows from operating activities	**17.0**	**11.3**
Acquisitions of investment properties	(29.3)	(36.6)
Net proceeds from sale of investments properties	1.9	0.3
Capital expenditure and development costs	(28.5)	(32.7)
Purchase of plant, equipment and intangibles	(1.6)	(1.1)
Net cash flows from investing activities	**(57.5)**	**(70.1)**
Net proceeds from/(repayment of) borrowings	(27.6)	64.9
Net proceeds from equity placement	74.1	2.2
Distributions to security holders	(11.8)	(10.5)
All other financing cash flows	(0.3)	(0.3)
Net cash flows from financing activities	**34.4**	**56.3**
Total cash flows	**(6.1)**	**(2.5)**
Closing cash at 31 December	**8.4**	**7.1**

Appendix 4

consolidated balance sheet

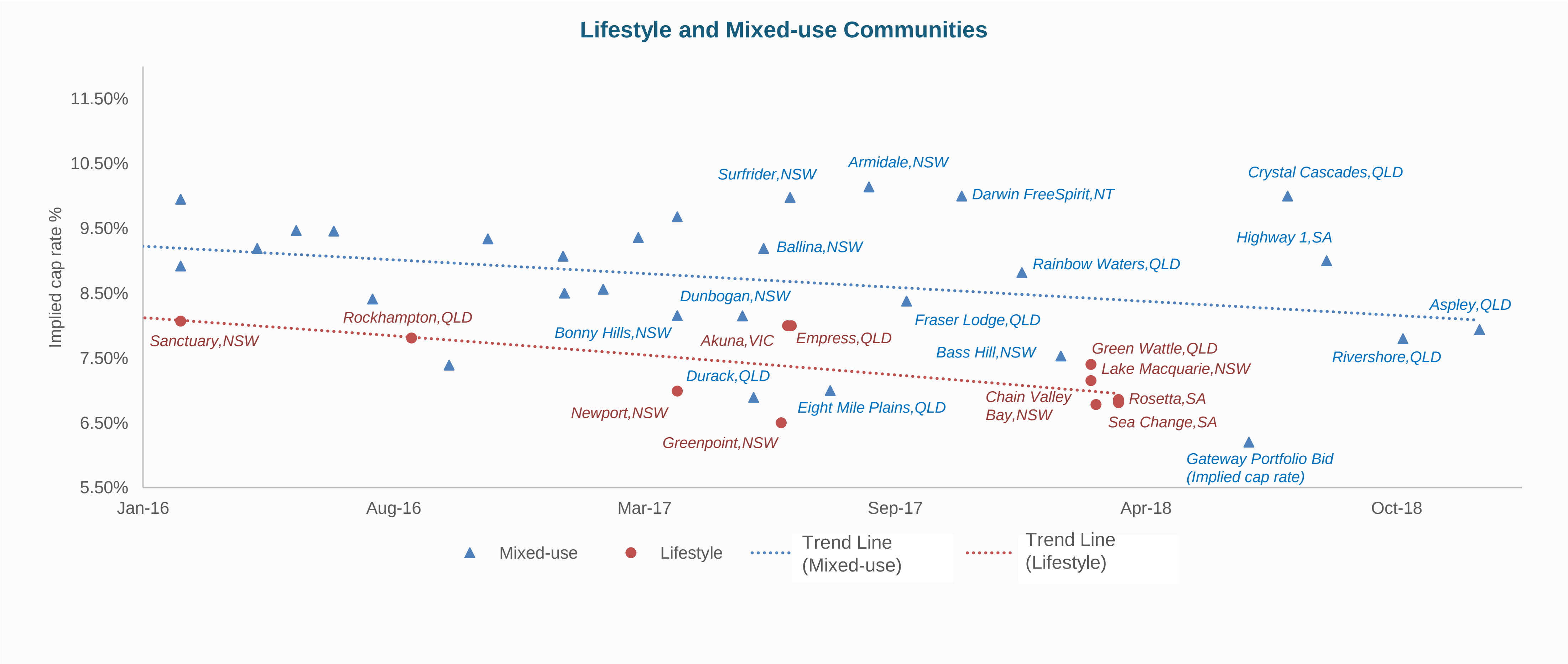
	31 Dec 2018 ($m)	30 Jun 2018 ($m)
Cash	8.4	14.5
Inventories	35.1	30.2
Investment properties	767.2	730.4
Assets held for sale	41.1	28.7
Other assets	26.8	22.0
Total assets	**878.6**	**825.8**
Borrowings (excluding finance leases)	201.7	229.0
Derivatives	0.3	0.1
Retirement village resident loans	0.4	8.2
Liabilities held for sale	7.7	3.9
Other liabilities	59.3	50.7
Total liabilities	**269.4**	**291.9**
Net assets	**609.2**	**533.9**
Net asset value per security ($)	**2.62**	**2.57**

Appendix 5
drivers of change in EBIT



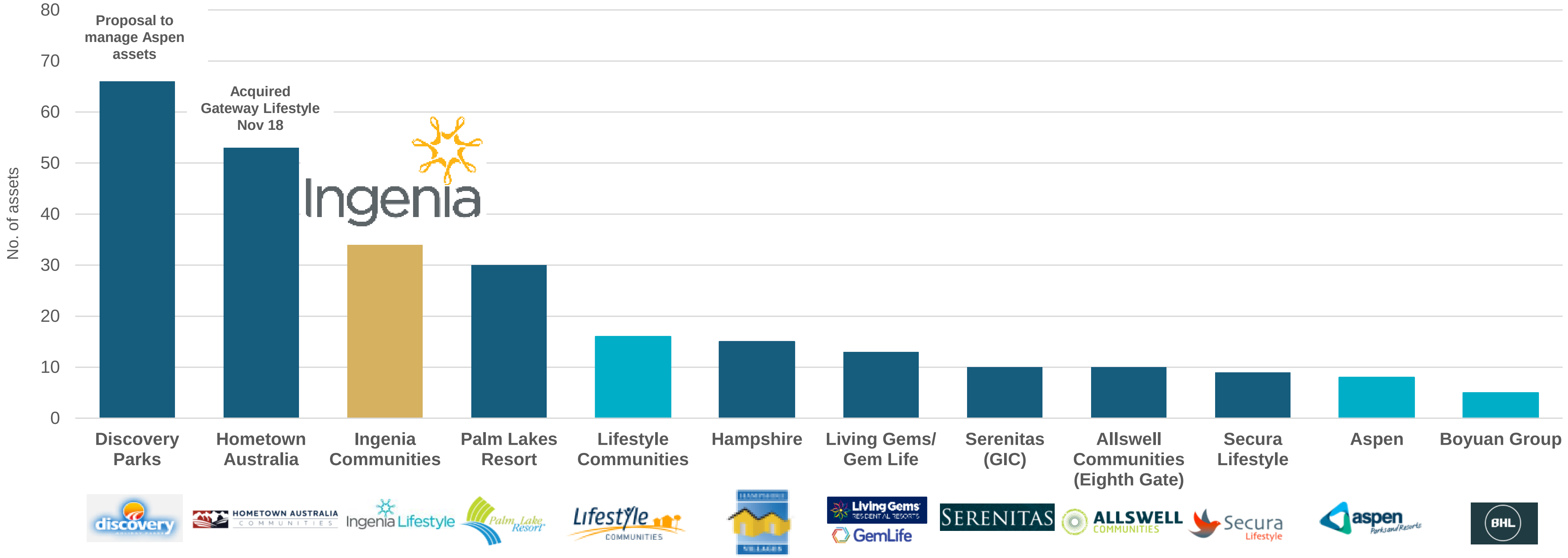
Appendix 6

capitalisation rates have progressively tightened



Appendix 7
competitor landscape

- Ingenia is the largest ASX listed lifestyle and holidays Group
- Further consolidation expected as global landlords seek entry/scale



Contact information

Scott Noble
Chief Financial Officer
Tel: +61 2 8263 0538
snoble@ingeniacommunities.com.au

Donna Byrne
Group Investor Relations Manager
Tel: +61 2 8263 0507
dbyrne@ingeniacommunities.com.au

Ingenia Communities Group
Level 9, 115 Pitt Street
Sydney NSW 2000
www.ingeniacommunities.com.au

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 19 February 2019 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, including in the United States or any other jurisdiction in which such an offer would be illegal.