



Making a difference.

# Morgans Aged Care & Retirement Conference

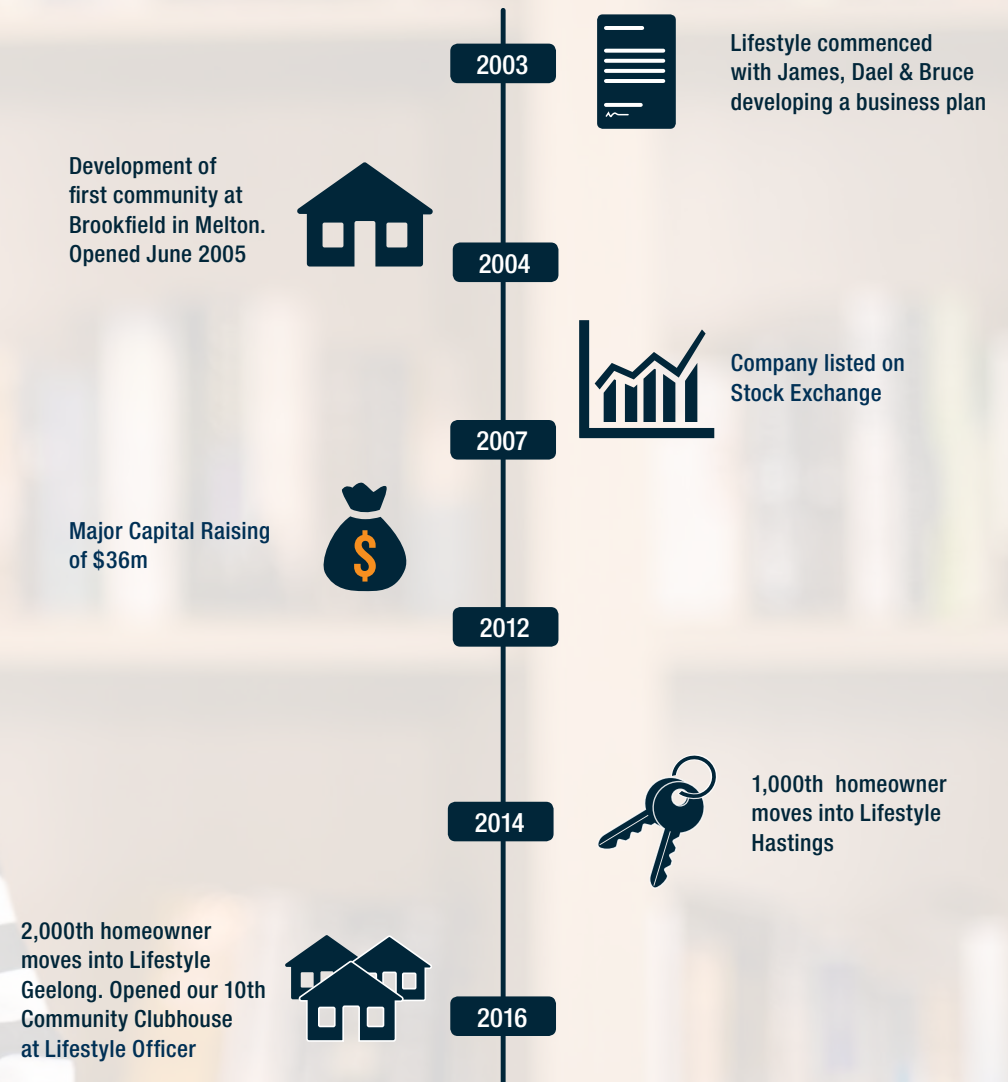
30th November 2016







# The Lifestyle Communities Story







# The Lifestyle Communities Model

- Builds affordable highly desirable master planned communities;
- Provides facilities that exceed the expectations of our target customer by:
  - Selling houses at 75-80% of the median house price
  - Minimising ongoing maintenance
  - Designed to promote community engagement
  - Setting a sustainable rental at less than 25% of the Pension, balancing the needs of homeowners with returns for shareholders

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# Why do we create Lifestyle Communities?

- To enable over 50's to downsize and enrich their lives
- To provide financial freedom for our homeowners
- To give homeowners a choice – to mix/participate to the extent that's right for them
- To change the mindset of what over 50's can offer
- To provide a secure and predictable return to our shareholders

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# Making A Difference

13 years later - how do we know if we are achieving this?

- Over 2,100 homeowners call a Lifestyle Community home
- 94% of homeowners would recommend us to friends and family<sup>(1)</sup>
- Approximately one in three new home sales come from referrals
- Pre-sales on new communities are increasing
- We have wait lists on all existing communities

Notes: <sup>(1)</sup>2016 Lifestyle Communities homeowner survey







“ **it’s changed our lives.** ”

We’ve never been happier in our entire life, ever! Ever, ever, ever! **Julie & Rod**



“ We wanted to downsize, there’s more to life than working, getting stressed and doing housework – **best decision we’ve ever made.** ”

**Helen & Ted**

“ We have made so many friends here; we have **a new lease on life.** ”

**Tom & Sue**



“ It’s like coming home to a resort. You just couldn’t wish for better. It’s just like **a new chance at life.** ”

**Natalie & Stuart**

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# Financial Model

Creates a win-win for homeowners and shareholders

## CREATING COMMUNITIES

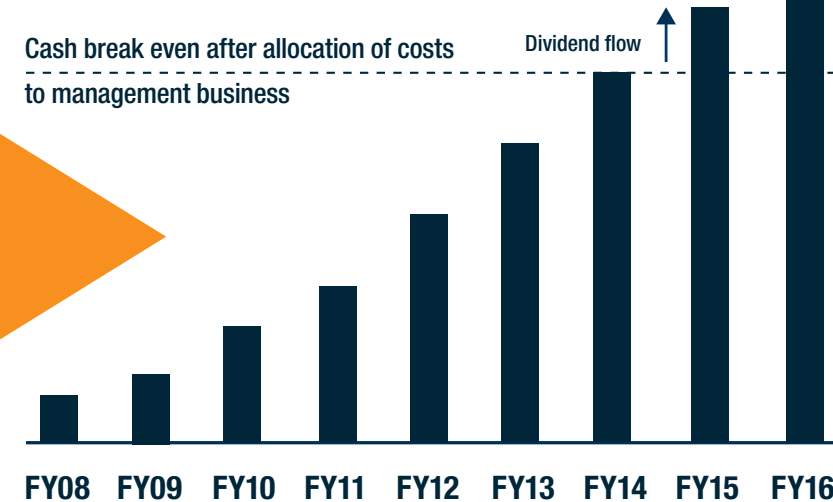


- Organic growth through recycling capital not raising capital
- Pricing homes at 80% of average surrounding home values which:
  - ✓ Increases sales rates
  - ✓ Helps mitigate property cycle risk
- Conservatively geared to mitigate financial risk

Completed communities building a long term sustainable income stream

## MANAGING COMMUNITIES

Total annuities at year end



Note: Not to scale

- Rentals increase at CPI or 3.5% whichever is the greater
- DMF of 20% after 5 years on the resale price of the home

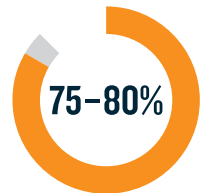
As at 31 October 2016 the gross rental annualised at \$13.2 million per annum

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# Community Overview

## How does the Lifestyle Communities model of living work?

Homeowners at Lifestyle Communities own their own home and lease the land upon which their homes are located, via a weekly site fee.



Homes typically priced at 75-80% of the median house price.

**SOLD**



Homeowners at Lifestyle Communities are fully protected by the Residential Tenancies Act.



On average, release of \$110,000 sale of your old home

**90 YEAR LEASE**

A 90 year lease provides security of tenure.

### AFFORDABLE LIVING

The weekly site fee is approx. 20% of the aged pension after receipt of the Commonwealth Rental Assistance.



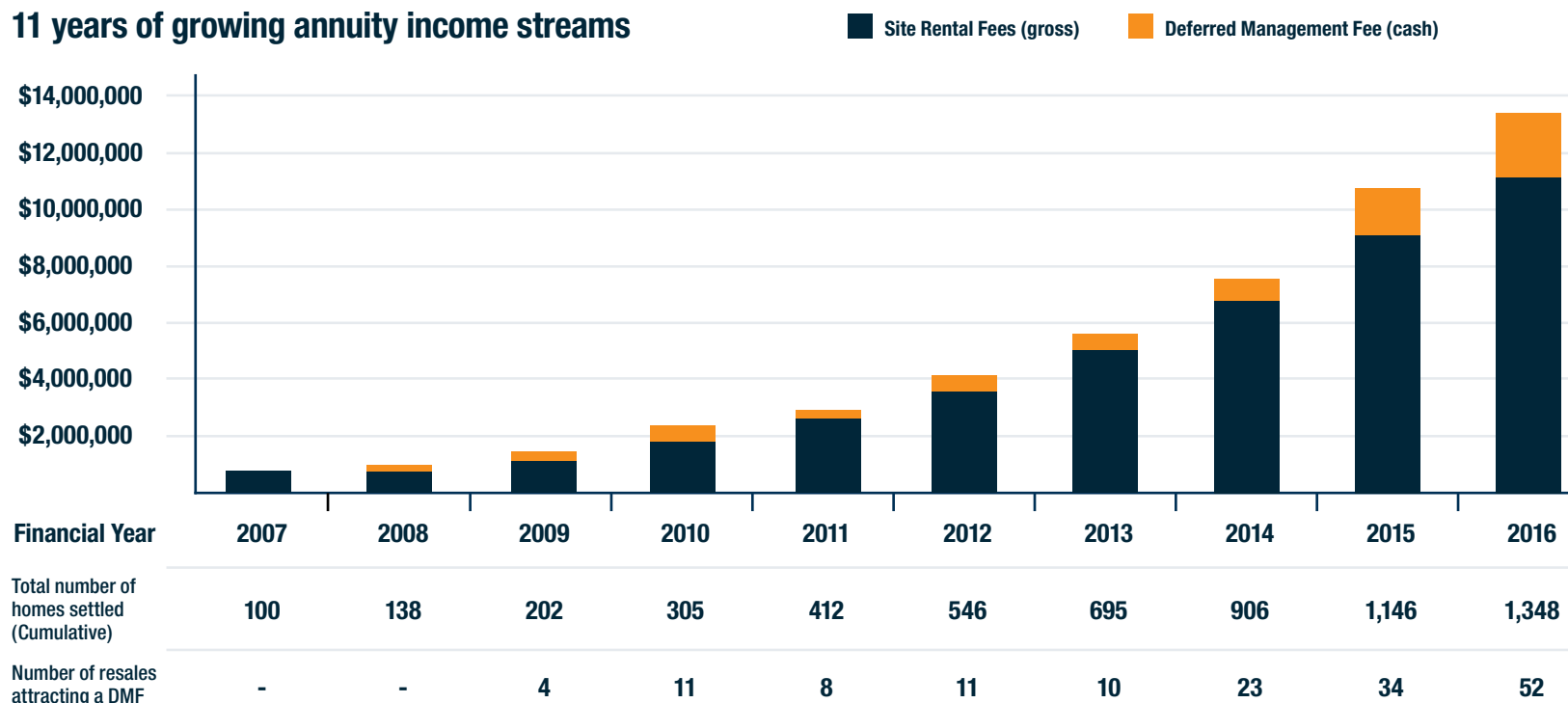


# Financial Overview

## Growing annuity income streams

Financial Summary	FY2016 (\$ Million)	FY2015 (\$ Million)
Net profit after tax attributable to shareholders	\$19.3	\$16.7
Underlying net profit after tax attributable to shareholders	\$16.9	\$16.7
Total assets	\$222.5	\$179.6
Equity	\$131.3	\$113.8
Dividends (interim and final)	2.5 cents per share	1.5 cents per share
Net debt	\$45.2	\$23.6
Net debt to equity ratio	25.6%	17.2%

## 11 years of growing annuity income streams



# Portfolio Overview

13 communities in planning, development or under management

Community	Homes	Settled
Brookfield at Melton	228	100%
Seasons at Tarneit	136	100%
Casey Fields at Cranbourne	217	100%
Chelsea Heights	186	100%
Warragul	182	100%
Hastings	141	100%
Shepparton	268	62%
Lyndarum at Wollert	154	41%
Geelong	164	31%
Officer	151	46%
Berwick Waters	220	-
Bittern <sup>(1)</sup>	208	-
Ocean Grove <sup>(1)</sup>	190	-
	<b>2,445<sup>(2)</sup></b>	<b>59%</b>

Correct as at 31 October 2016

Notes: <sup>(1)</sup> Commencement of construction subject to planning approval and the contract becoming unconditional.

<sup>(2)</sup> Represents gross numbers not adjusted for joint venture interests at Cranbourne and Chelsea Heights.



## Focus remains in Victoria

- Favourable planning legislation
- Better access to zoned, flat land for development
- Low saturation of land lease communities
- Balanced state legislation for the management of communities

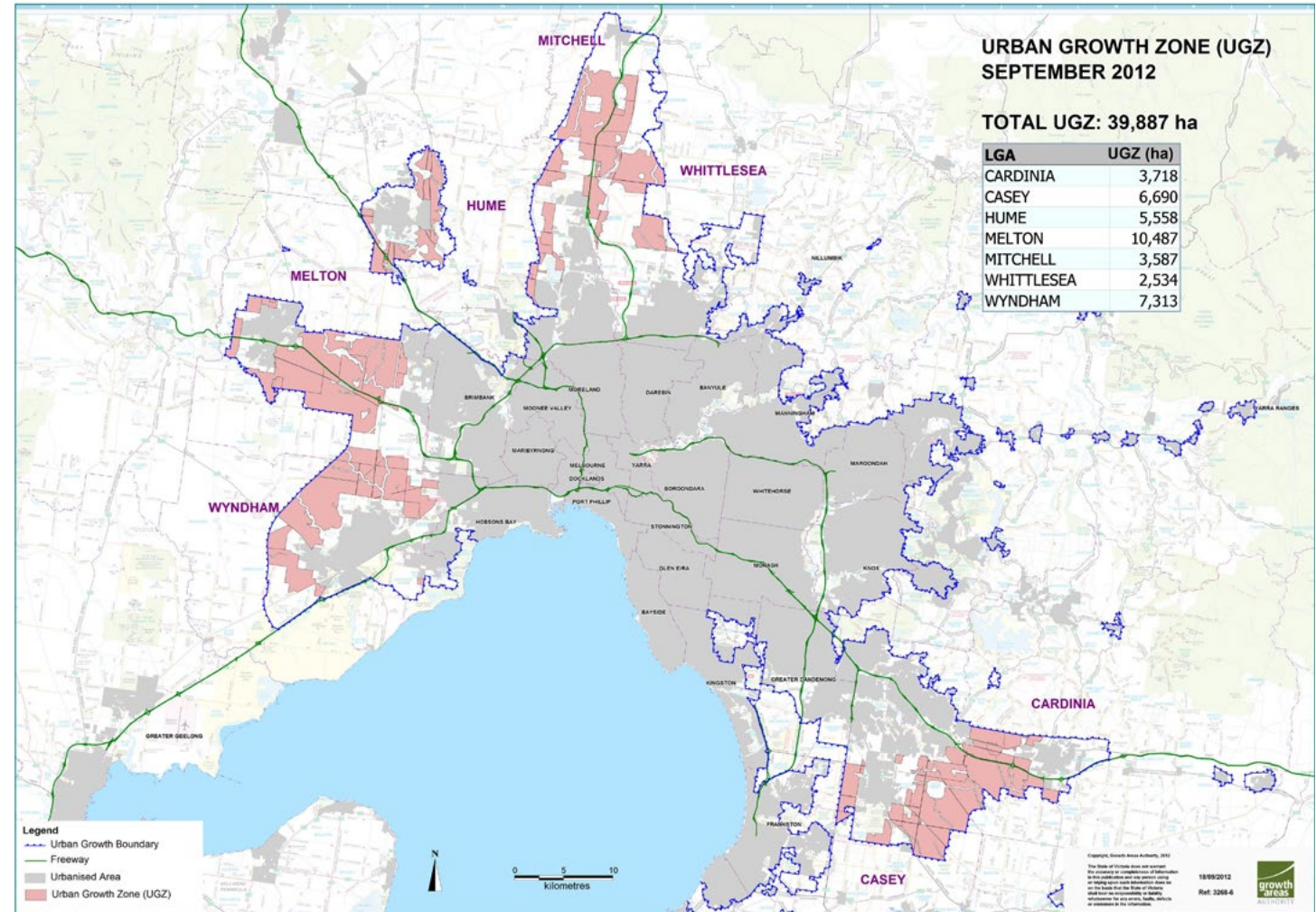


# Acquisition Strategy

## Focused on Melbourne and Geelong's growth corridors

- Looking for zoned land in Melbourne and Geelong's growth corridors
- Increasing opportunities to buy superlots from land developers
- Melbourne has strategic benefits of flat topography increasing site choice
- Multiple communities can be built in each growth corridor

Melbourne's Growth Corridors

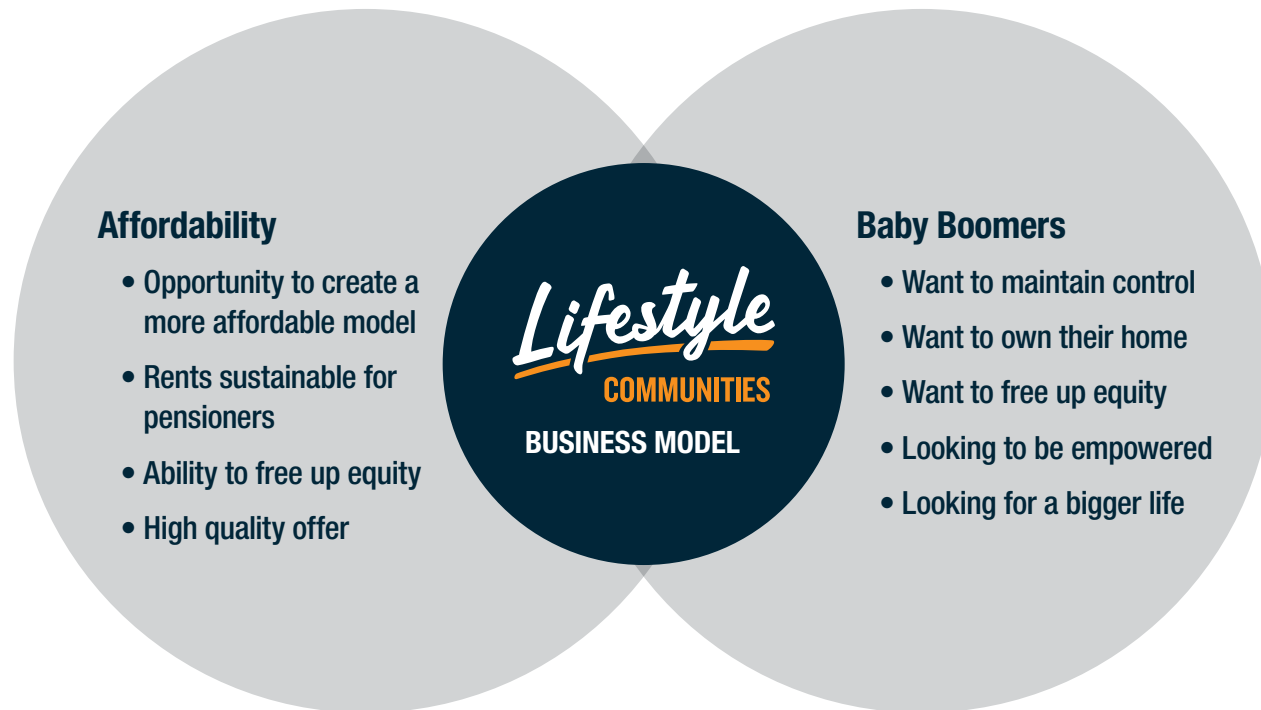


Looking to acquire at least one new site every 12 months



# Key Thematics

Two key emerging trends come together to create the Lifestyle business model

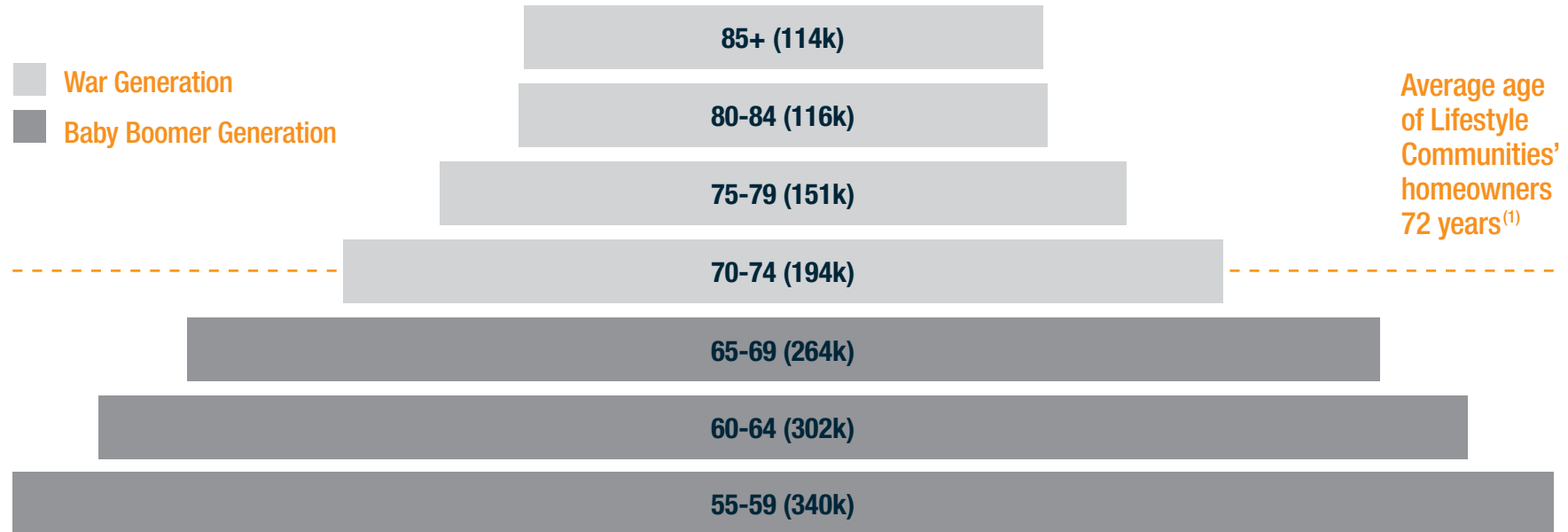


Current housing solutions are not satisfying the new emerging customer



# Market Overview

## Victorian Population Growth



As at 30 June 2013 there were over 574,000 Victorians aged over 70 and over 906,000 aged between 55 and 69

Lifestyle Communities is well positioned to meet the needs of the baby boomer age wave

Source: ABS 2014 Catalogue 3235.0  
Notes: <sup>(1)</sup>As at 30 June 2016

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# Customer Touchpoints

Every touchpoint drives customer referral

Set organisational goal to increase referral rate

- Implemented a focused strategy to try and lift the number of homeowner referrals for new sales
- Have developed an action plan for each of the 32 touchpoints we have with our homeowners
- Want to ensure that we surprise and delight the homeowner at every touchpoint



Notes: <sup>(1)</sup>For FY2016 settlements



# Community Designs

Every facet of our product has evolved

## Urban Layout



Ensure that the homes work together by varying setbacks and facades

## Entry



Create a sense of arrival and security

## Landscaping



Significant investment in landscaping to add colour and texture

## Clubhouse



Ongoing evolution with design becoming more contemporary

## House Designs



Evolving to meet the needs of the baby boomer

Never get a second chance at a first impression



# Lifestyle Officer

Each community is better than the last as we keep evolving

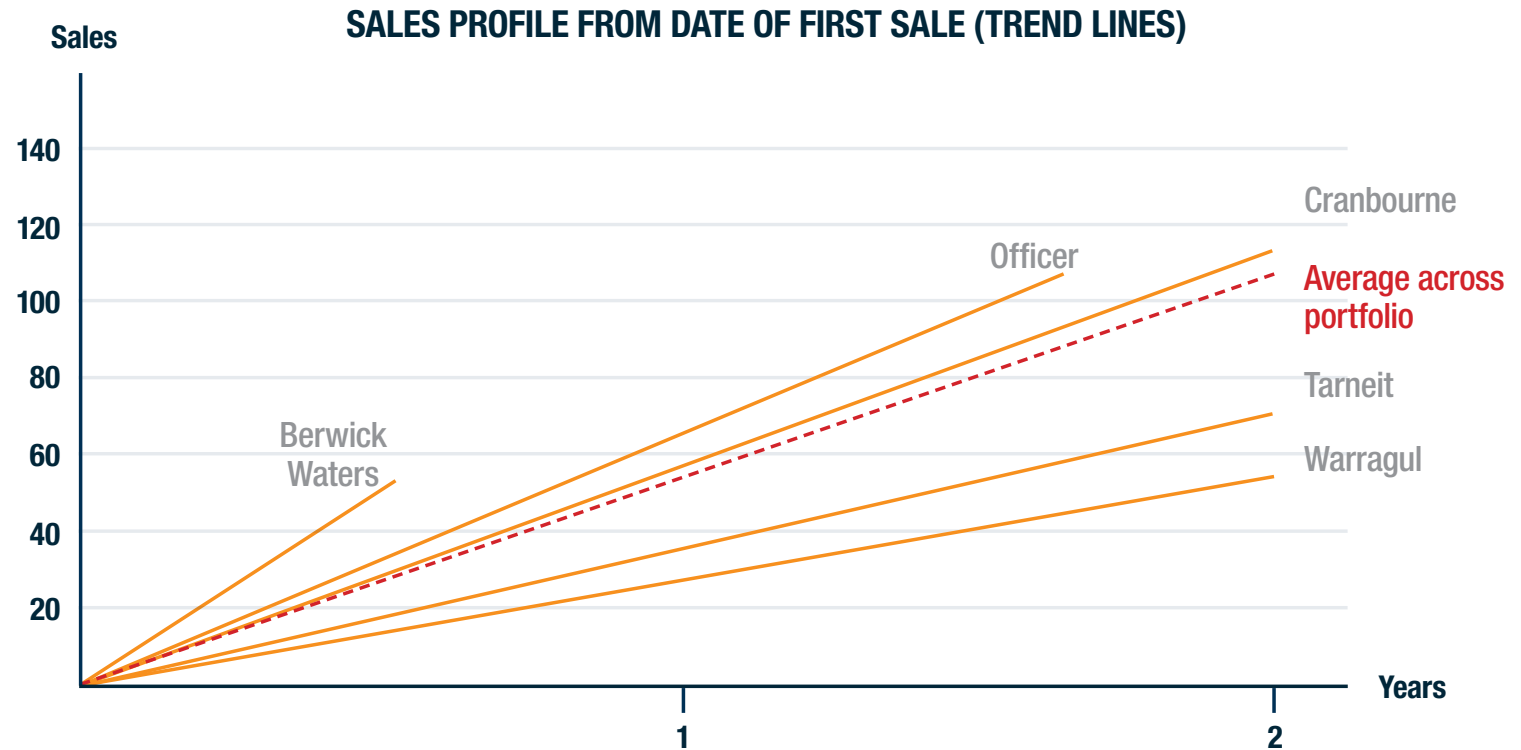




# Sales Rates

“Proof is in the pudding” increasing the sales rate

- Lifestyle Communities’ focus has shifted to improve pre-sales. This reduces risk by supporting a more aggressive construction program which enables a quicker recycling of capital
- Evolution in the sales launch of communities has provided improved pre-sale rates at Officer and Berwick Waters
- Officer achieved 66 sales in the first year from launch compared to an average across all projects of 40 sales, 109 sales have been achieved in total to 31 October 2016
- Berwick Waters launched on 7 April 2016 and achieved 55 pre-sales to 31 October 2016



**The higher the sales rate,  
the faster we recycle capital**



# Latest Community

## Lifestyle Berwick Waters: A promising start

- Civil works commenced in September 2016
- First homes targeted to be completed in May/June 2017
- 55 homes are already pre-sold up until 31 October 2016
- 47% of sales came from homeowner referrals



# Settlement Goals - New Sales

Settlements growing with increased sales rates and new projects

	FY2016 settlements (actual)	FY2017 settlement range	FY2018 settlement range
<b>TOTAL</b>	<b>202</b>	<b>250-270</b>	<b>260-290</b>
Warragul	1	-	-
Casey Fields <sup>(1)</sup>	2	-	-
Shepparton	51	40-55	40-55
Chelsea Heights <sup>(1)</sup>	27	-	-
Hastings	14	-	-
Lyndarum	43	50-60	45-55
Geelong	36	40-50	45-55
Officer	27	85-100	20-30
Berwick Waters <sup>(2)</sup>	-	10-25	60-80
Bittern <sup>(2)(3)</sup>	-	-	20-40

The settlement ranges above constitute a forecast for FY2017 and a projection for FY2018 which is indicative only. They are dependent on construction commencement dates for sites not yet commenced at Berwick Waters and Bittern, planning approval for Bittern and market conditions.

Notes: <sup>(1)</sup>Gross numbers not adjusted for joint venture interests  
<sup>(2)</sup>Settlement goals dependent on construction commencement date  
<sup>(3)</sup>Subject to planning approval







# Summary

**Lifestyle Communities capitalises on the solid base established for future growth**

- Emerging baby boomer driving increased customer interest
- Approximately one in three of sales are coming from customer referrals
- Settlements in FY2017 expected to be in the range of 250 to 270 settlements
- The increase in settlements, coupled with an expected increased contribution from community management, is expected to result in a material increase in profit in FY2017
- Expect that dividends in FY2017 will be higher than FY2016

**Lifestyle Communities' model is driven by affordability, the aging population and the emerging baby boomer**

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# Lifestyle

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**DOWNSIZE TO A BIGGER LIFE**

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