



A Business for Purpose

Annual General Meeting

28th November 2017



AGENDA

1. Introduction from Chairman
2. Presentation from Managing Director
3. Formal Business



Section 1

Introduction from Chairman
Tim Poole





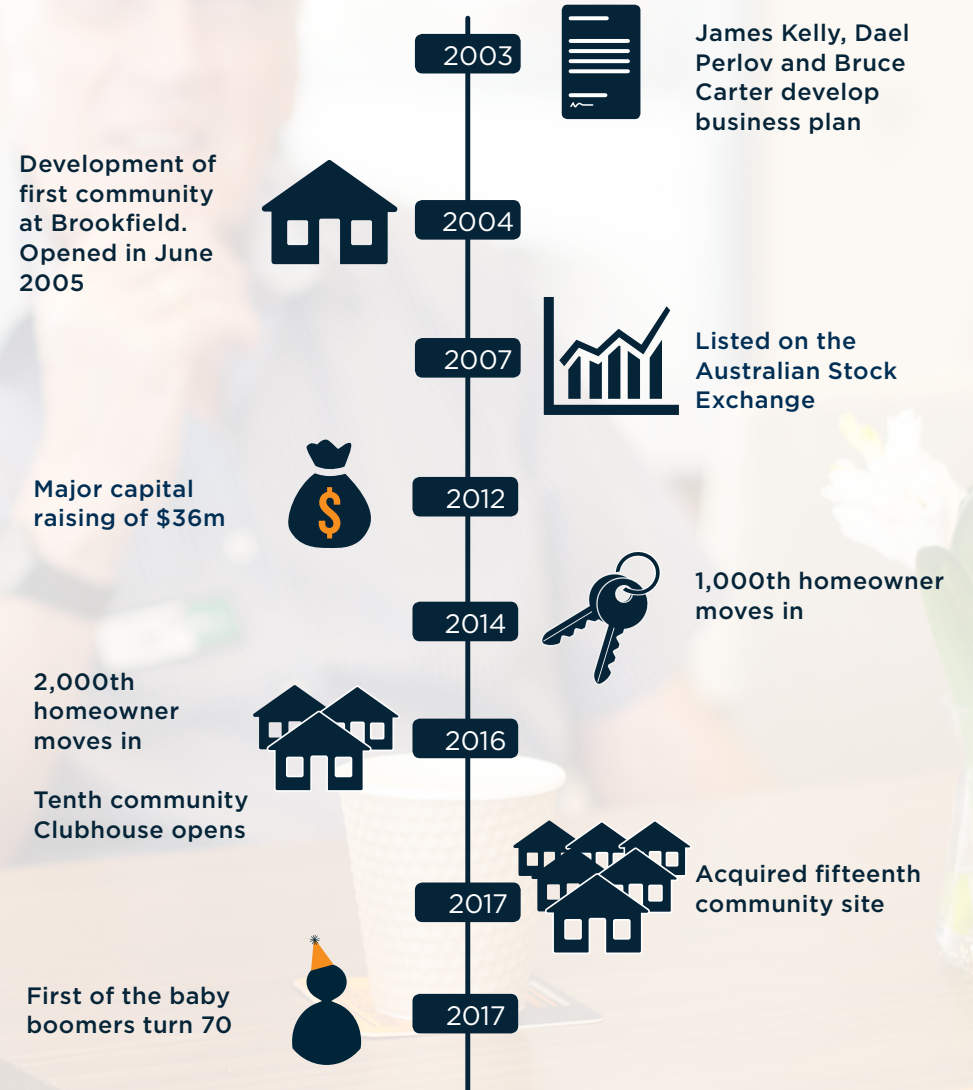
Section 2

Presentation from
Managing Director
James Kelly





OUR STORY





A BUSINESS FOR PURPOSE

- An affordable housing option to the 50% of Australians who have less than \$500,000 in total equity
- An affordable and sustainable financial model where homeowners can prosper
- A respectful but engaging service strategy
- High quality resort style facilities that exceed expectations

| A business allowing people to
downsize to a bigger life

FINANCIAL MODEL

A win-win for homeowners and shareholders

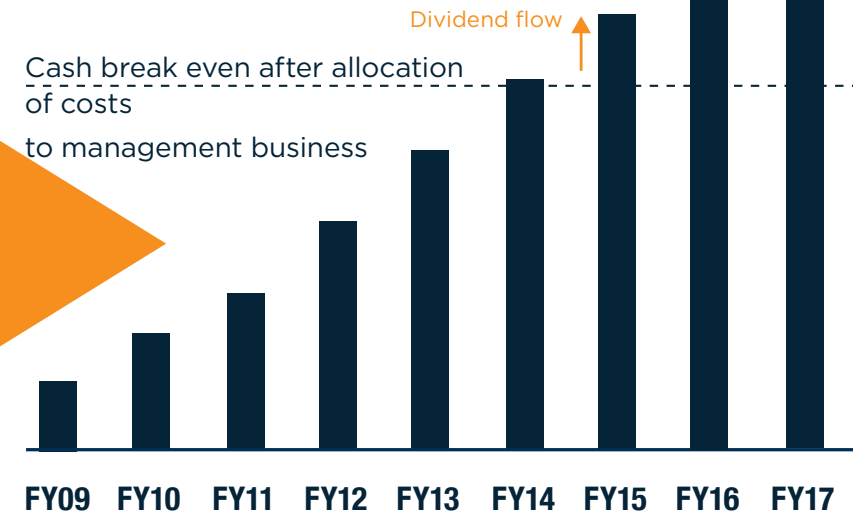
CREATING COMMUNITIES



- Organic growth through recycling capital not raising capital
- Pricing homes at 75-80% of local median house price
 - ✓ Increases sales rates
 - ✓ Helps mitigate property cycle risk
- Gearing set at a level to mitigate financial risk

MANAGING COMMUNITIES

Total annuities at year end



Note: Not to scale

Completed communities building a long term sustainable income stream

As at 31 October 2017 the gross rental annualised at \$16.0 million per annum

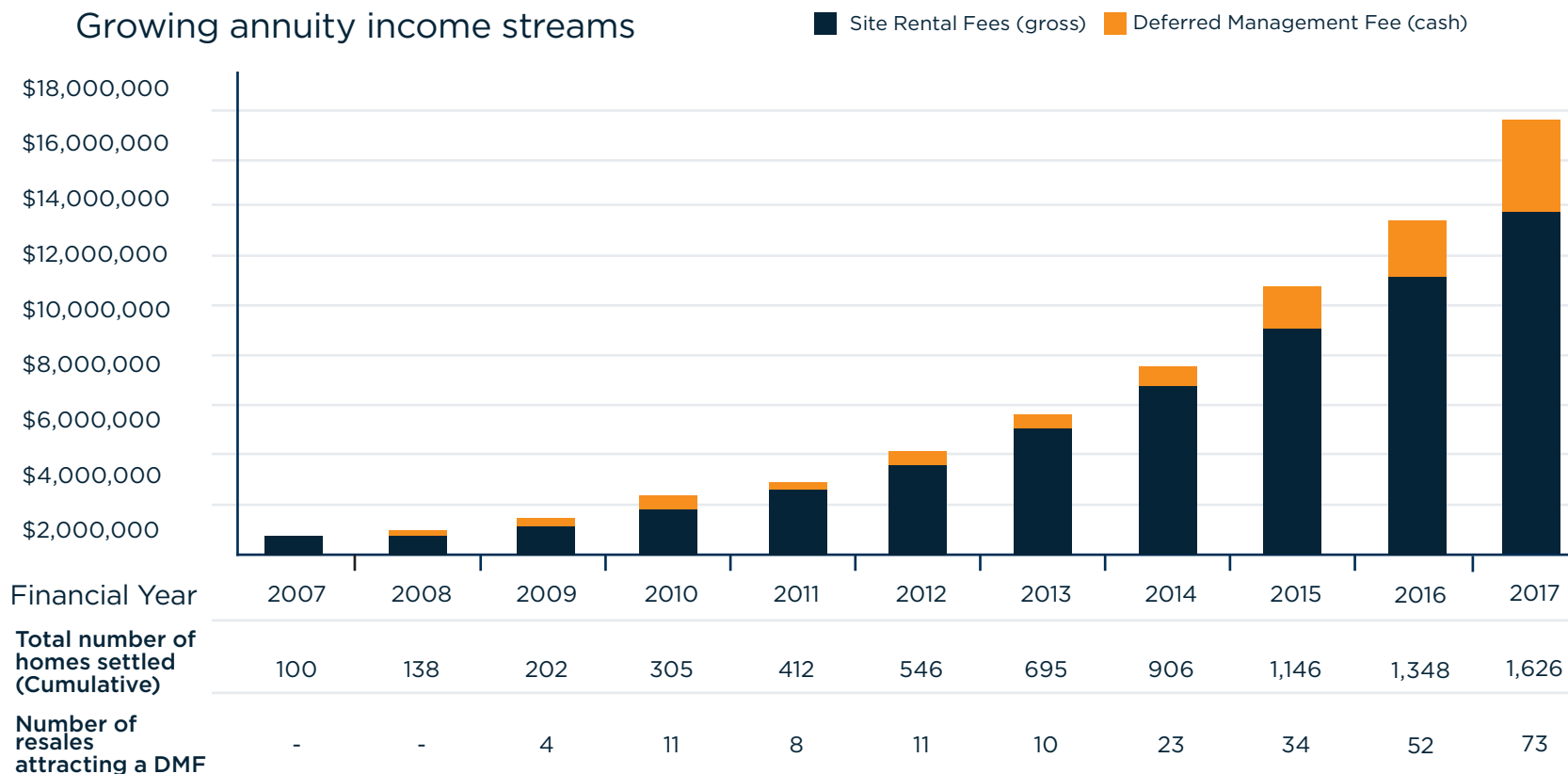


OVERVIEW

Business snapshot

Financial Summary	FY2017 (\$ Million)	FY2016 (\$ Million)
Net profit after tax attributable to shareholders	\$27.7	\$19.3
Underlying net profit after tax attributable to shareholders	\$25.0	\$16.9
Total assets	\$266.1	\$222.5
Equity	\$155.5	\$131.3
Dividends (interim and final)	3.5 cents per share	2.5 cents per share
Net debt	\$43.4	\$45.2
Net debt to equity ratio	21.8%	25.6%

Growing annuity income streams



PORTFOLIO OVERVIEW

15 communities in planning, development or under management

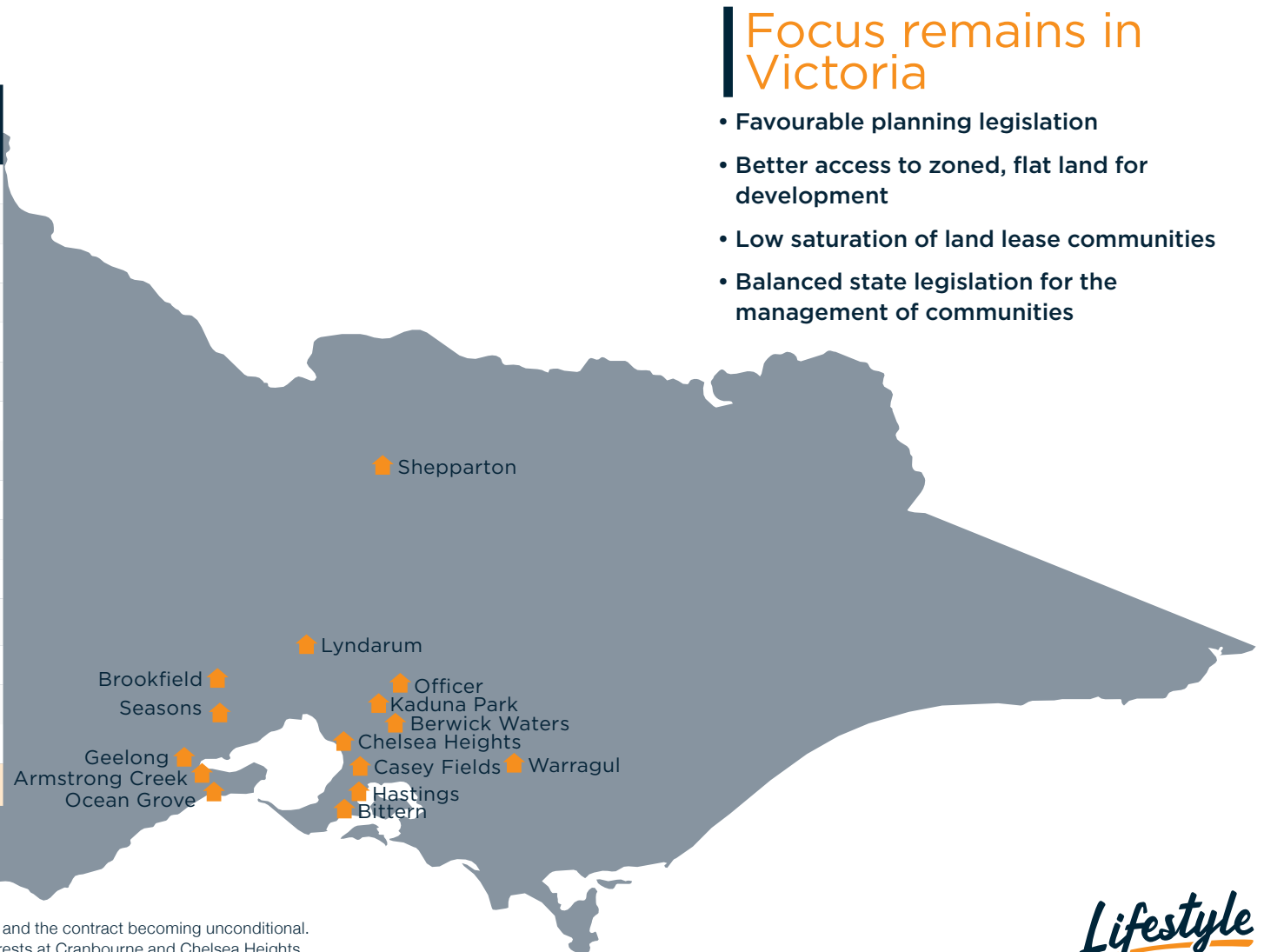
Community	Homes	Settled
Brookfield at Melton	228	100%
Seasons at Tarneit	136	100%
Casey Fields at Cranbourne	217	100%
Chelsea Heights	186	100%
Warragul	182	100%
Hastings	141	100%
Officer	151	94%
Lyndarum at Wollert	154	93%
Shepparton	301	70%
Geelong	164	60%
Berwick Waters	216	19%
Bittern	209	-
Ocean Grove	193	-
Armstrong Creek ⁽¹⁾	189	-
Kaduna Park ⁽¹⁾	160	-
	2,827⁽²⁾	61%

Correct as at 31 October 2017

Notes: (1) Commencement of construction subject to planning approval and the contract becoming unconditional.
 (2) Represents gross numbers not adjusted for joint venture interests at Cranbourne and Chelsea Heights.

Focus remains in Victoria

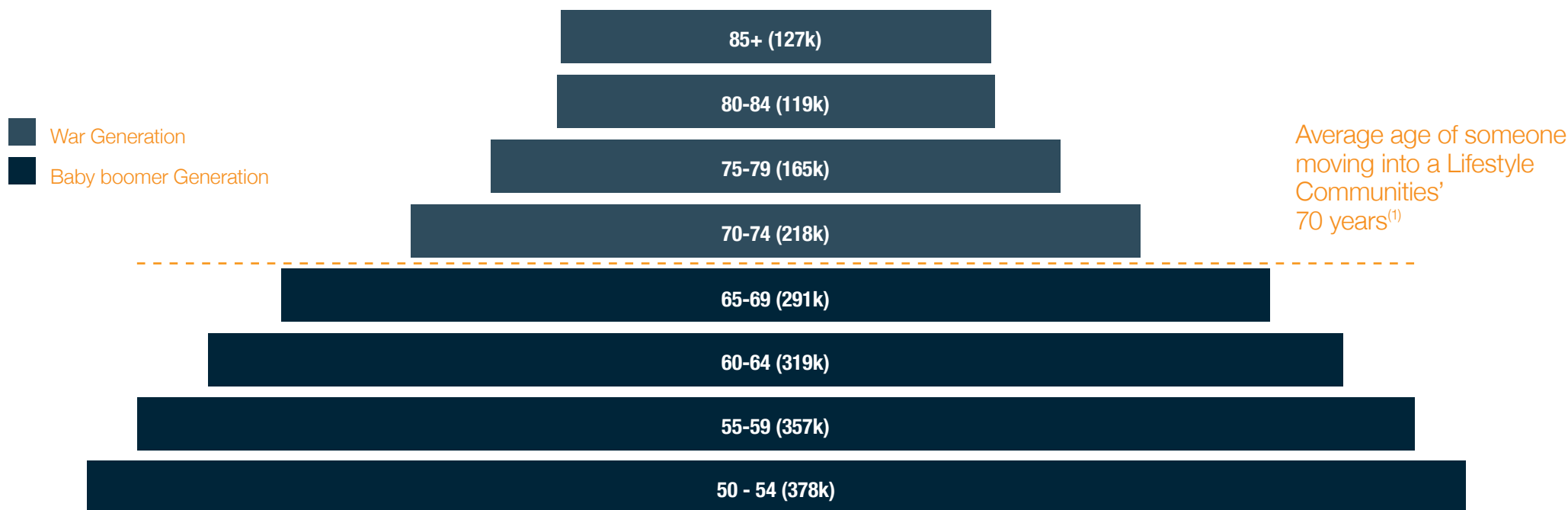
- Favourable planning legislation
- Better access to zoned, flat land for development
- Low saturation of land lease communities
- Balanced state legislation for the management of communities



MARKET OVERVIEW

Victorian population growth

As at 30 June 2016 there were over 629,000 Victorians aged over 70 and over 1,345,000 aged between 50 and 69



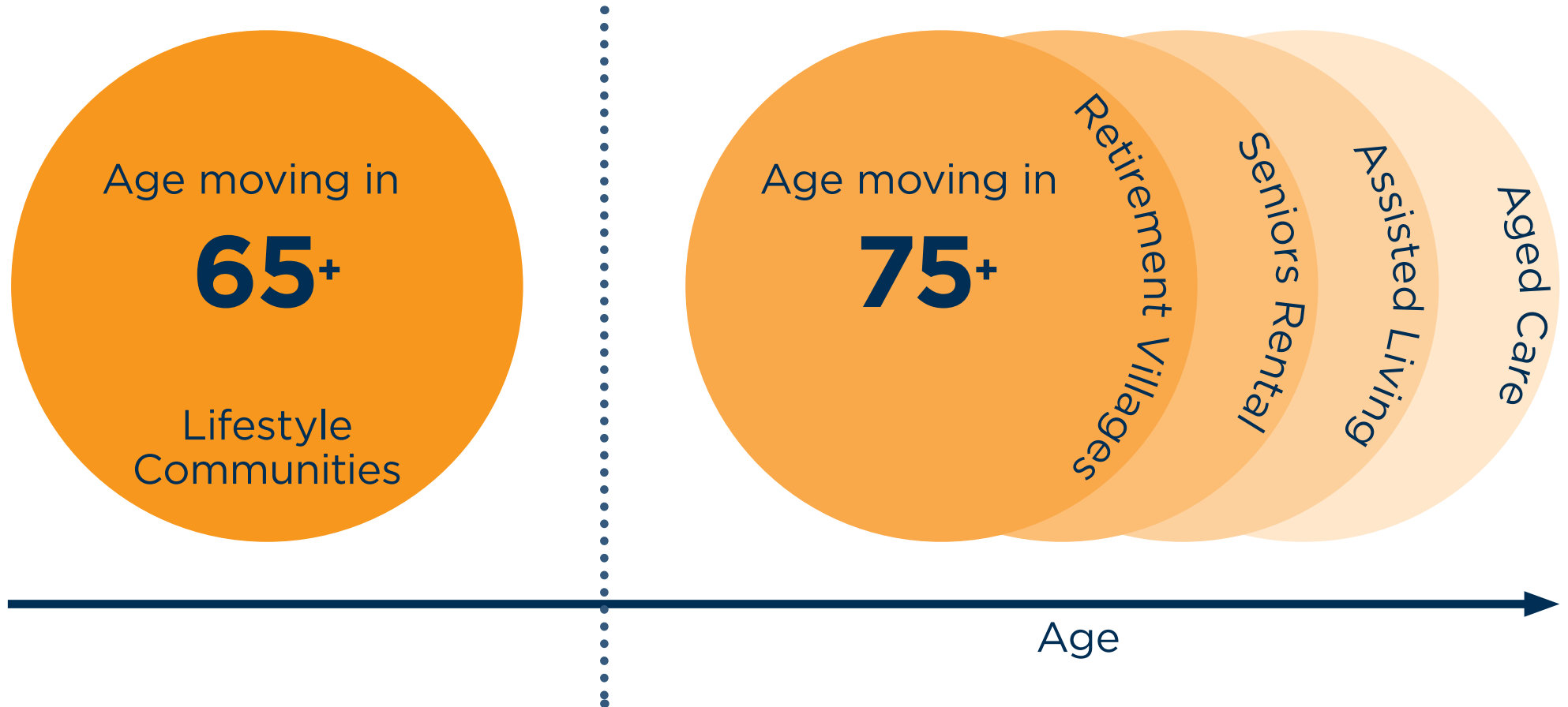
Lifestyle Communities is well positioned to meet the needs of the baby boomer age wave



Source: Census of Population and Housing 2016
Notes: (1) As at 30 June 2017

SEGMENT DIFFERENTIATION

Market starting to differentiate between Lifestyle Communities and retirement & others

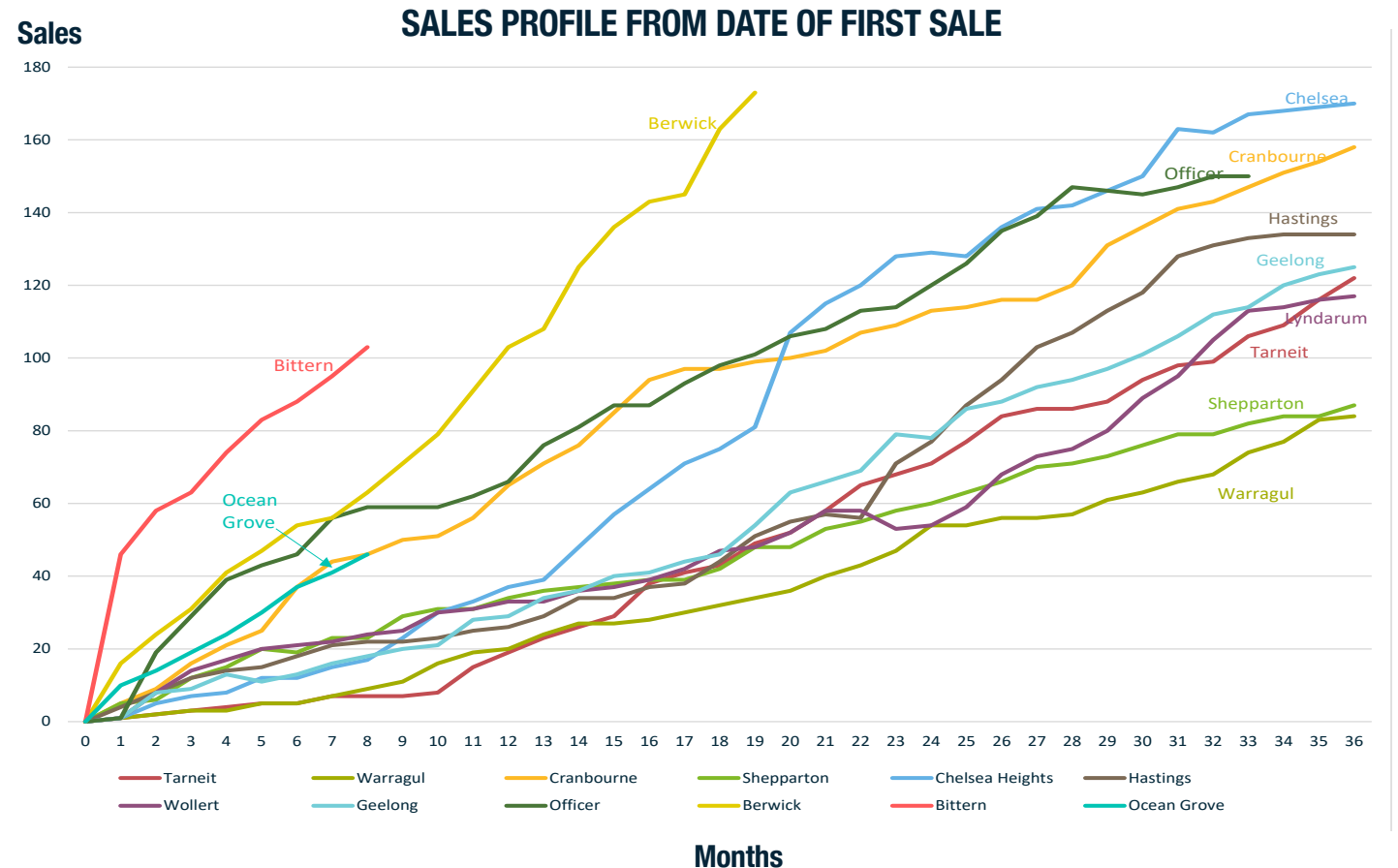


Move-in age getting younger and increasing market size



SALES RATES

- Lifestyle Communities' focus has shifted to improve pre-sales. This reduces risk by supporting a more aggressive construction program to enable faster capital recycling
- Evolution in the sales launch process has provided improved early sales at Berwick Waters, Bittern and Ocean Grove
- Berwick Waters launched in April 2016 and has achieved 172 sales to 31 October 2017
- Both Bittern and Ocean Grove were launched in March 2017 with Bittern achieving 104 pre-sales and Ocean Grove achieving 46 pre-sales to 31 October 2017



The higher the sales rate, the faster capital is recycled



RECENT LAND ACQUISITIONS

Lifestyle Berwick Waters

- First homeowners moved in May 2017
- 172 homes sold to 31 October 2017 since project launch in April 2016

Lifestyle Bittern

- Commenced construction
- 104 pre-sales achieved up until 31 October 2017
- Strong interest from the immediate catchment

Lifestyle Ocean Grove

- Commenced construction
- 46 pre-sales achieved up until 31 October 2017
- Significant enquiry on database awaiting commencement of construction

Lifestyle Armstrong Creek

- Planning permit submitted
- Sales launch in last quarter of FY2018

Lifestyle Kaduna Park

- Contract signed 23 August 2017



SALES AND SETTLEMENTS

July - October 2017

- On target to achieve on or around 145 -150 new home settlements for 1HFY2018
- As previously advised settlements for FY2018 are expected to be in the range of 260-290 settlements

	New home settlements	New homes - net sales commitments	Resale homes settlements	Resale homes - net sales commitments
	JUL 17 - OCT 17	JUL 17 - OCT 17	JUL 17 - OCT 17	JUL 17 - OCT 17
Brookfield at Melton	-	-	6	3
Seasons at Tarneit	-	-	-	-
Warragul	-	-	3	4
Casey Fields at Cranbourne ⁽¹⁾	-	-	4	4
Shepparton	12	16	-	3
Chelsea Heights ⁽¹⁾	-	-	-	4
Hastings	-	-	4	3
Lyndarum at Wollert	29	1	-	-
Geelong	14	10	-	-
Officer	17	4	-	-
Berwick Waters	30	37	-	-
Bittern	-	29	-	-
Ocean Grove	-	22	-	-
Total	102	119	17	21

Note: (1) Represents gross numbers not adjusted for joint venture interests at Cranbourne and Chelsea Heights

SETTLEMENT GOALS - NEW SALES

Settlements growing with increased sales rates and new projects

	FY2017 settlements (actual)	FY2018 settlements YTD (Jul-17 to Oct-17)	FY2018 settlement range	FY2019 settlement range
TOTAL	278	102	260-290	300-340
Shepparton	50	12	40-50	35-50
Lyndarum	68	29	30-40	-
Geelong	50	14	40-50	20-40
Officer	98	17	20-30	-
Berwick Waters	12	30	90-110	90-110
Bittern ⁽¹⁾	-	-	15-30	80-100
Ocean Grove ⁽¹⁾	-	-	-	50-70

The settlement ranges above constitute a forecast for FY2018 and a projection for FY2019 which is indicative only. They are dependent on the timing of construction commencement at Bittern and Ocean Grove and the market conditions.

Notes: (1) Settlement goals dependent on construction commencement date



SUMMARY

Lifestyle Communities continues to capitalise on the solid base established for future growth

- Emerging baby boomer driving increased customer interest
- More than one in two of sales are coming from customer referrals
- Settlements in FY2018 expected to be in the range of 260 to 290 settlements
- Underlying NPAT and dividends expected to increase in FY2018

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



Lifestyle
COMMUNITIES

Section 3
Formal Business



ITEM 3

Approval of the Lifestyle Communities Limited Remuneration Report

The instructions given to validly appointed proxies in respect of the resolution were as follows:

FOR	AGAINST	ABSTENTION	PROXY'S DISCRETION
50,754,803	281,312	17,738	132,406

ITEM 4

Election of The Honourable Nicola Roxon as a Director

The instructions given to validly appointed proxies in respect of the resolution were as follows:

FOR	AGAINST	ABSTENTION	PROXY'S DISCRETION
64,592,879	32,196	18	137,192

ITEM 5

Election of Georgina Williams as a Director

The instructions given to validly appointed proxies in respect of the resolution were as follows:

FOR	AGAINST	ABSTENTION	PROXY'S DISCRETION
64,618,505	6,570	18	137,192

ITEM 6

Re-election of Tim Poole as a Director

The instructions given to validly appointed proxies in respect of the resolution were as follows:

FOR	AGAINST	ABSTENTION	PROXY'S DISCRETION
63,569,688	1,056,387	18	136,192

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A photograph of a residential community. In the center, a large, leafy tree stands on a grassy area. To the left and right are single-story houses with white railings on their porches. In the foreground, a paved path runs across the scene. A man in a blue striped shirt and white shorts is walking a small dog on a leash. A young child in a red shirt and black shorts is walking alongside them. The sun is shining through the leaves of the tree, creating a bright spot in the sky and casting long shadows on the path.

Lifestyle

COMMUNITIES

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