

4 August 2021

Ingenia acquires community on NSW South Coast

Acquisition highlights

- Purchase of Kings Point Retreat, an award-winning lifestyle and holiday community on the NSW South Coast
- Acquisition of 147 income producing sites, including 53 permanent homes
- Located in popular tourist destination of Ulladulla, within the Group's established South Coast cluster
- Immediately accretive, with repositioning upside

Ingenia Communities Group (ASX: INA) today announced further expansion of the Group's lifestyle and holidays business with the acquisition of an award-winning mixed-use community on the NSW South Coast. The acquisition further expands the Group's presence in the popular South Coast tourist market, with a total of 10 communities in the region on completion of the acquisition.

Ingenia Communities Group CEO, Simon Owen, said that the acquisition provided a mix of established yield and the potential for further upside as the Group implemented and identified asset strategies.

"We are continuing to capitalise on our acquisition capability and pipeline to build our portfolio and rental base in key markets. With close to 20% of revenue derived from a stable permanent resident base, we see opportunities to grow revenue as we integrate the tourism operations into our platform and potentially remix the accommodation to increase yield," Mr Owen said.

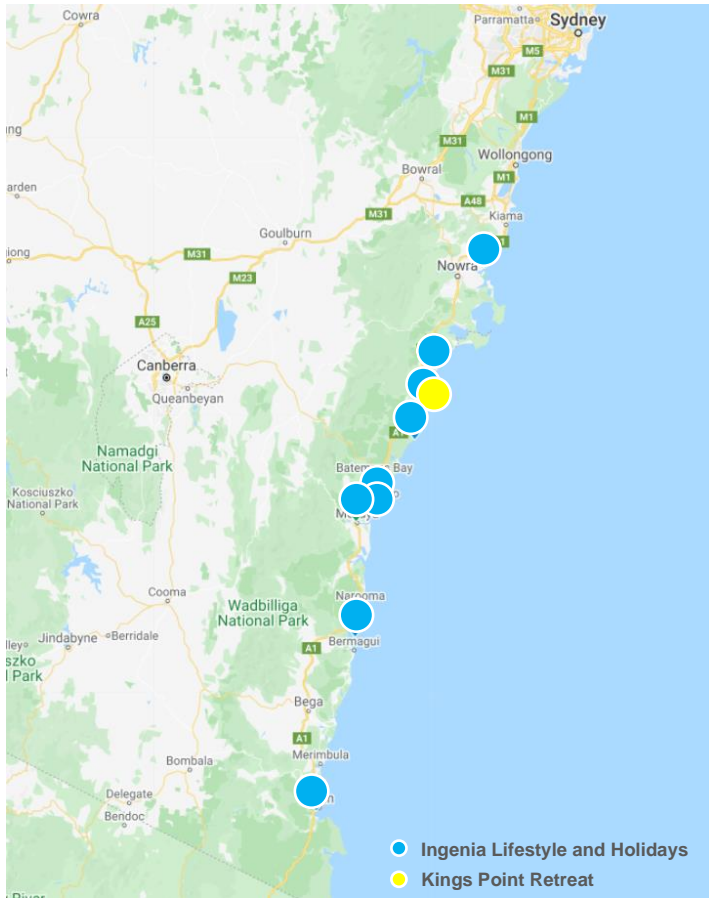
Kings Point Retreat is located in the popular tourist destination of Ulladulla, extending the Group's presence along the NSW South Coast. The Park was awarded Best Holiday Park by the Caravan and Camping Industry Association (CCIA) in 2019 following a redevelopment which added a new permanent home precinct, new powered sites and additional resort style facilities.

Kings Point Retreat currently includes 53 permanent homes, with 27 short-term cabins and a further 67 powered and ensuite sites located on 12 acres of land. Facilities include a playground, two swimming pools, tennis and basketball courts, gym, camp kitchen, waterpark, spas and sauna.

The community enjoys close proximity to popular tourist destinations and existing Ingenia communities, including Ingenia Lake Conjola, which is approximately 20 minutes away. On completion of the acquisition the Group's portfolio will include over 2,500 income producing sites on the NSW South Coast.

The \$15.8 million acquisition is anticipated to settle in August 2021 and is set to deliver a stabilised yield of over 7.7%.

Kings Point Retreat, Ulladulla, New South Wales



Kings Point Retreat increases Ingenia's presence on the South Coast to 11 communities



Authorised for lodgement by the Chairman.

ENDS

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About Ingenia Communities Group

Ingenia Communities Group (ASX: INA) is a leading operator, owner and developer of communities offering quality affordable rental and holiday accommodation focussed on the growing seniors' market in Australia. Listed on the Australian Securities Exchange, the Group is included in the S&P/ASX 200 and has a market capitalisation of over \$1.9 billion.

Across Ingenia Lifestyle, Ingenia Gardens, Ingenia Holidays and Ingenia Rental, the Group has 83 communities and is continuing to grow through acquisition and development.

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).