

22 February 2022

## 1H22 Property Portfolio

Ingenia Communities Group (ASX:INA) provides its 1H22 Property Portfolio.

Authorised for lodgement by the Board.

**ENDS**

**For further information please contact:**

Donna Byrne

General Manager Investor Relations & Sustainability

P 02 8263 0507

M 0401 711 542

**About Ingenia Communities Group**

Ingenia Communities Group (ASX: INA) is a leading owner, operator and developer of communities offering quality 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 \$2.2 billion.

Across Ingenia Lifestyle, Ingenia Gardens, Ingenia Holidays and Ingenia Rental, the Group has over 100 communities and is continuing to grow through acquisition, development, and expansion.

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).

# 1H22

## PROPERTY PORTFOLIO



SEACHANGE TOOWOOMBA, QLD



[WWW.INGENIACOMMUNITIES.COM.AU](http://WWW.INGENIACOMMUNITIES.COM.AU)

# CONTENTS

<b>About Ingenia</b>	<b>4</b>	<b>Ingenia Gardens</b>	<b>25</b>
<b>Ingenia Portfolio Overview</b>	<b>6</b>	Portfolio overview	<b>26</b>
<b>Residential Communities</b>	<b>9</b>	Portfolio statistics	<b>28</b>
<b>Ingenia Lifestyle</b>	<b>11</b>	<b>Ingenia Holidays</b>	<b>31</b>
Lifestyle Portfolio overview	<b>12</b>	Portfolio overview	<b>32</b>
<b>Ingenia Lifestyle Development</b>	<b>15</b>	Portfolio statistics	<b>34</b>
Development pipeline	<b>16</b>	<b>Capital Partnerships</b>	<b>37</b>
Sales at 31 December 2021	<b>18</b>	Joint Venture with Sun Communities	<b>39</b>
<b>Ingenia Lifestyle Rental</b>	<b>21</b>	<b>Funds Management</b>	<b>43</b>
Portfolio statistics	<b>22</b>	Portfolio statistics	<b>44</b>

Information as at 31 December 2021 unless otherwise stated.

As an owner, operator and developer of real estate across Australia, Ingenia Communities acknowledges the traditional custodians of the lands on which we operate.

We recognise their ongoing connection to land, waters and community, and pay our respects to First Nations Elders past, present and emerging.



ACACIA PYCNANTHA (GOLDEN WATTLE) - NATIONAL FLOWER OF AUSTRALIA

# ABOUT INGENIA

## 109 properties\*

- Established in 2004 – internalised as Ingénia in 2012 and now part of the ASX 200 Index
- Leading provider of affordable rental, lifestyle living and holiday accommodation
- More than 10,300 residents paying rent, 1.7 million tourism ‘room nights’ per year and growing through acquisition, expansion and the development of new communities
- Resident rent payments supported by Commonwealth pension and rent assistance
- Board and management team with deep sector experience
- Focus on growing rental base and enhancing the sustainability of the Group’s communities

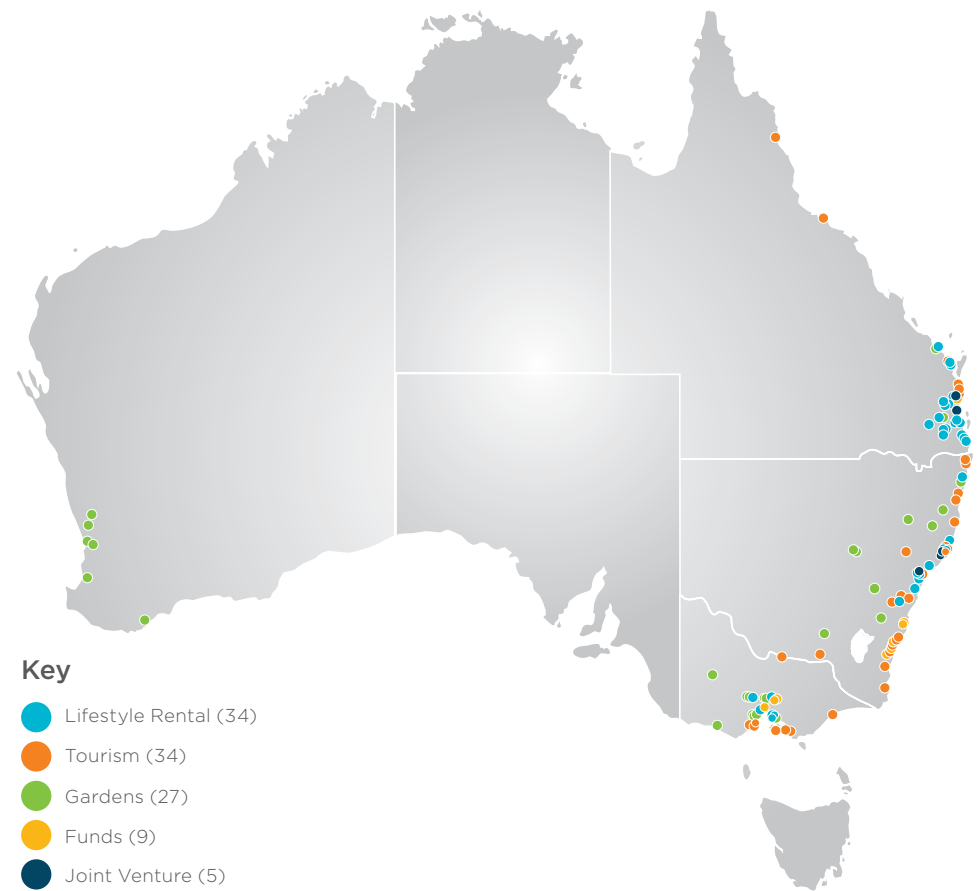
\* Includes acquisitions settled post 31 December and assets held through the Joint Venture with Sun Communities and managed funds.

# PROPERTY PORTFOLIO

Ingenia manages a \$2.0 billion\* property portfolio dominated by cash yielding assets

Ingenia Communities is one of Australia's largest owners, operators and developers of seniors rental, lifestyle and holiday communities

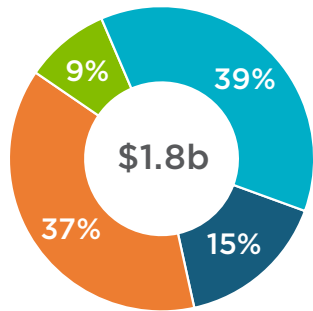
The Group also manages and co-invests in communities held within its managed funds and a development Joint Venture with Sun Communities



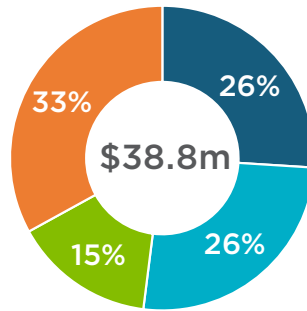
\* Includes acquisitions settled post 31 December and assets held through the Joint Venture with Sun Communities and managed funds.

# Ingenia Portfolio: Overview

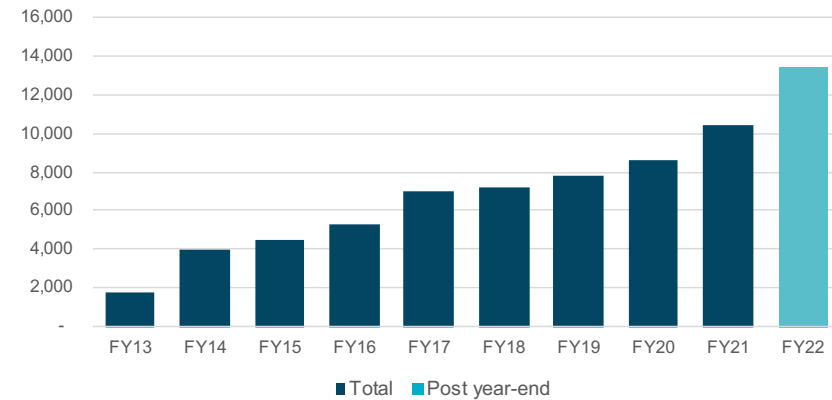
Investment Property (by Value)<sup>1</sup>



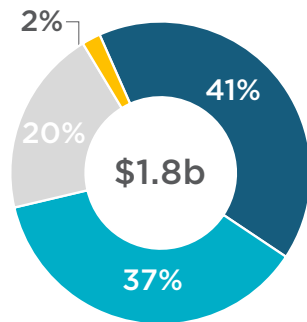
1H22 Property Portfolio EBIT<sup>2</sup>



Growth in Income Producing Sites<sup>1</sup>



Portfolio Location (by Value)<sup>1</sup>



- Lifestyle Development
- Lifestyle Rental
- Ingénia Gardens (Rental)
- Ingénia Holidays
- Queensland
- New South Wales
- Victoria
- Western Australia

1. Excludes Joint Venture and managed funds. Includes assets settled post 31 December 2021.  
 2. Excludes Fuel, Food & Beverage and Capital Partnerships.



INGENIA LIFESTYLE NATURE'S EDGE, QLD





SEACHANGE EMERALD LAKE, QLD

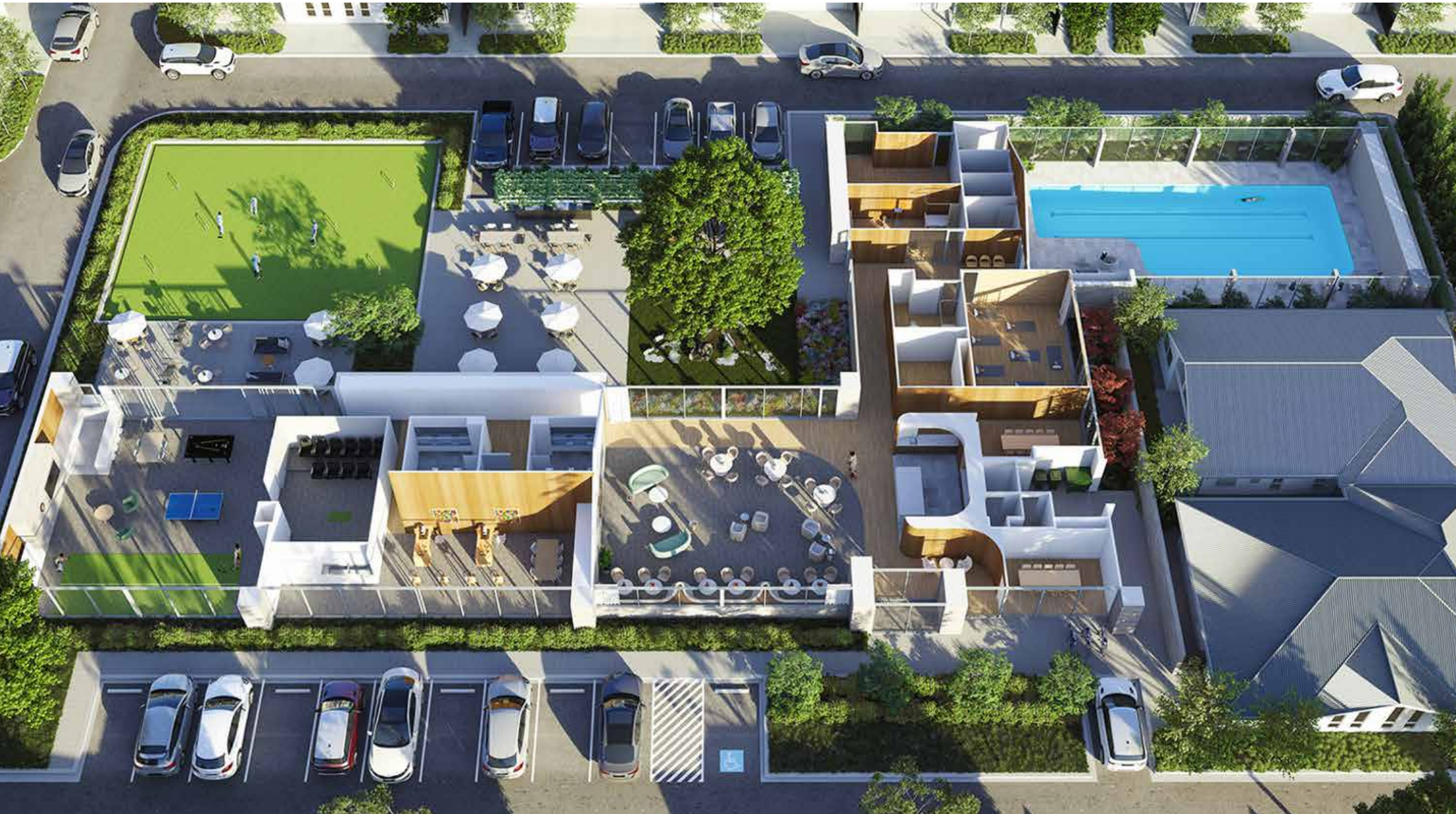
# Residential Communities

**The Group's residential communities provide stable, rent based cash flows and form the core focus of the Group's growth strategy**

Offering rental homes and land lease homes (where residents own the home and rent the land), Ingenia's residential communities provide community based living focused on the growing seniors population

**The development of new lifestyle communities is a core focus, building the Group's rental business through the creation of sustainable, purpose built communities**





ARTIST IMPRESSION - COMMUNITY CLUBHOUSE  
INGENIA LIFESTYLE PARKSIDE, VIC

# Ingenia Lifestyle

**Ingenia's focus is on increasing scale and enhancing returns by growing the Group's stable lifestyle rental base through acquisition, expansion of existing communities and the development of new communities**

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

**Significant acquisitions, including a portfolio of established communities in South-East Queensland, accelerated growth in FY22**

**Ingenia Lifestyle now represents over 53% of the Ingenia owned investment portfolio, and currently has a value of \$936 million\***



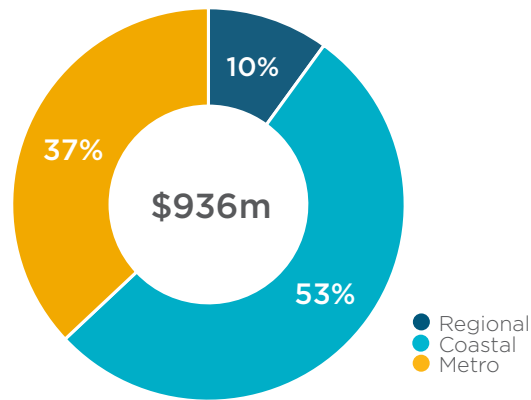
CLUBHOUSE - INGENIA LIFESTYLE HERVEY BAY, QLD  
STREETScape - INGENIA LIFESTYLE FRESHWATER, QLD

\* Including development and acquisitions settled post 31 December 2021.

# Lifestyle Portfolio overview

The Group's lifestyle portfolio is concentrated in metropolitan and coastal areas

Portfolio Location (by Value)



## Ingenia Lifestyle snapshot

	31 December 2021	31 December 2020
Total properties*	34	19
Total residential homes*	4,831	3,269
Total tourism sites*	226	43
Potential development sites <sup>2</sup>	6,270	3,142
New homes settled (FY)	121	128

\* Includes Oakland Village, acquired February 2022.

## Average rent - permanent homes<sup>1</sup>

31 December 2021	\$196 per week
31 December 2020	\$187 per week

## New homes, deposited and contracted<sup>1</sup>

31 December 2021	465
31 December 2020	241

## Average home sale price<sup>3</sup>

31 December 2021	\$407,500
31 December 2020	\$415,000

- Includes land lease sites and rental homes in mixed use communities.
- Includes new and recycled permanent and tourism sites, and optioned and secured assets (owned by Ingenia, the Joint Venture and managed funds).
- Inclusive of GST.



INGENIA LIFESTYLE CHAMBERS PINES, QLD



INGENIA LIFESTYLE BETHANIA, QLD

# Ingenia Lifestyle Development

The development of new masterplanned lifestyle communities and the expansion of existing communities represents a core part of the Group's strategy to build a leading lifestyle portfolio

The Group has 15 projects underway, with 12 greenfield developments anticipated to commence in 2022

There are a total of 6,270 sites available for future development<sup>1</sup>



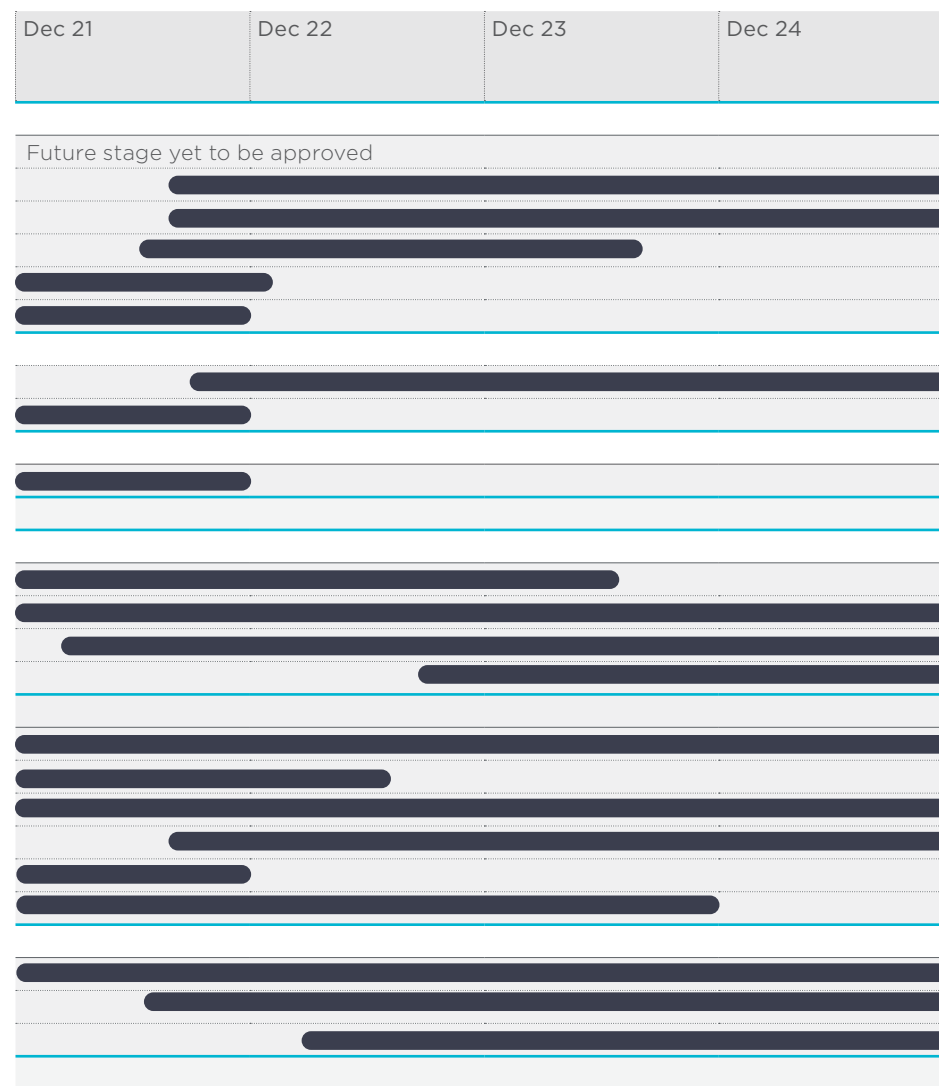
1. Includes sites yet to be approved and sites secured or optioned by Ingenia and the Joint Venture.



# Development pipeline

Cluster/Community	Approved Dev. Sites	Dev. Sites Requiring Approval	Total Potential Dev. Sites
<b>Newcastle/Hunter, NSW</b>			
Latitude One	-	155	155
Fullerton Cove (JV) <sup>1</sup>	145	-	145
Morisset (JV) <sup>1</sup>	399	207	606
Bobs Farm (JV)	117	-	117
Bevington Shores	2	-	2
Sunnylake Shores	18	-	18
<b>North Coast, NSW</b>			
Blueys Beach	69	59	128
Plantations	8	-	8
<b>Sydney Basin, NSW</b>			
Stoney Creek	7	-	7
<b>TOTAL NEW SOUTH WALES</b>	<b>765</b>	<b>421</b>	<b>1,186</b>
<b>Greater Brisbane, QLD</b>			
Bethania	100	-	100
Chambers Pines	210	-	210
Victoria Point (Seachange)	225	-	225
Rochedale	-	168	168
<b>South East, QLD</b>			
Freshwater (JV)	74	127	201
Nature's Edge	68	-	68
Oakland Village	139	-	139
Nambour (JV)	225	-	225
Coomera (Seachange)	39	-	39
Toowoomba (Seachange)	111	-	111
<b>Fraser Coast, QLD</b>			
Hervey Bay	118	205	323
Bargara	344	-	344
Hervey Bay (Seachange)	-	182	182
<b>TOTAL QUEENSLAND</b>	<b>1,653</b>	<b>682</b>	<b>2,335</b>

Continues over page.

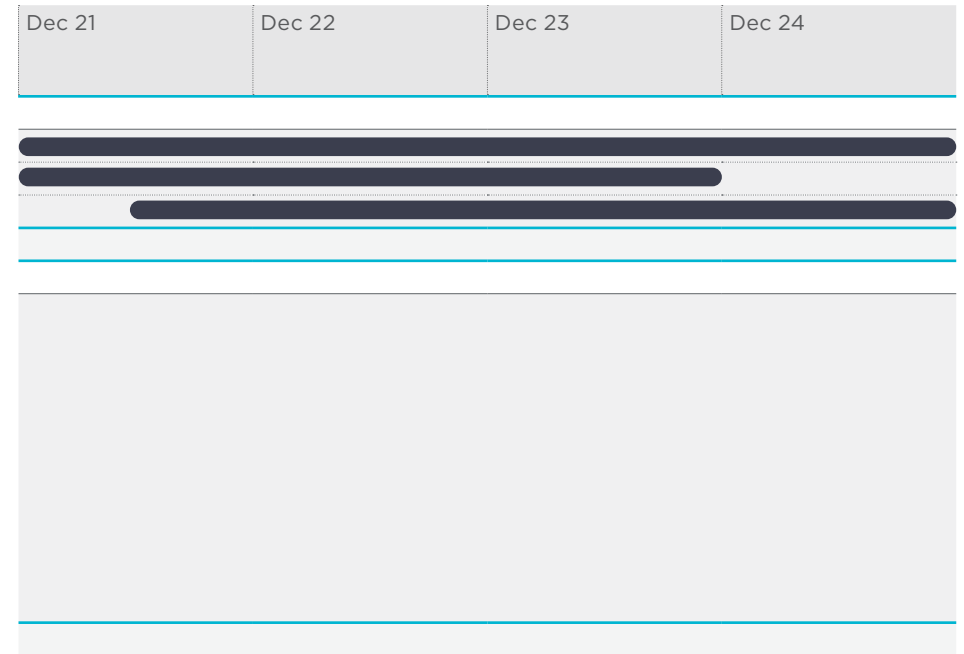


# Development pipeline

Cluster/Community	Approved Dev. Sites	Dev. Sites Requiring Approval	Total Potential Dev. Sites
<b>Victoria, VIC</b>			
Parkside (Ballarat)	250	-	250
Lara	173	-	173
Beveridge	261	-	261
<b>TOTAL VICTORIA</b>	<b>684</b>		<b>684</b>
<b>Secured/ Optioned<sup>2</sup></b>			
Greater Melbourne, VIC	-	308	308
North West Melbourne VIC	-	143	143
South East QLD	-	214	214
Mid North Coast, NSW	-	255	255
South Coast, NSW	-	275	275
Bundaberg, QLD	-	165	165
Outer North Melbourne, VIC	-	170	170
Mackay, QLD	-	200	200
Port Stephens, NSW	-	180	180
Mornington, VIC	-	155	155
<b>TOTAL PORTFOLIO</b>	<b>3,284</b>	<b>2,986</b>	<b>6,270</b>

Note: Excludes sites approved for tourism and rental cabins.

1. Amended DA.
2. Includes sites where Joint Venture undertaking due diligence.



Note: Time frames are indicative and subject to change. Settlements generally commence 9 - 12 months from project commencement.

# Deposits and contracts in place for 465 homes at 31 December 2021

1H22	Settled	Ave. Sale Price <sup>1</sup> (000's)	Other Settlements <sup>2</sup>	Deposited <sup>3</sup>	Contracted	Completed Stock at 31 Dec 21 <sup>4</sup>
Ingenia Lifestyle Bethania, QLD	9	372	1	43	14	-
Ingenia Lifestyle Chambers Pines, QLD	27	290	-	22	16	-
Ingenia Lifestyle Sunnyside Shores, NSW	12	445	-	5	1	2
Ingenia Lifestyle Bevington Shores, NSW	2	444	-	-	1	-
Ingenia Lifestyle Nature's Edge, QLD	3	586	-	32	5	1
Seachange Coomera, QLD (settled Nov 21)	4	590	-	7	29	-
Seachange Toowoomba, QLD (settled Nov 21)	1	479	-	9	14	-
Other	-	-	1	-	-	1
Ingenia Lifestyle Latitude One, NSW	4	845	-	-	-	-
Ingenia Lifestyle Plantations, NSW	23	542	-	13	6	-
Ingenia Lifestyle Hervey Bay, QLD	36	318	-	62	14	-
Ingenia Lifestyle Parkside (Ballarat), VIC	-	-	-	76	-	-
Ingenia Lifestyle Lara, VIC	-	-	-	49	-	-
Freshwater by Ingenia Lifestyle (Joint Venture), QLD	18	455	-	22	25	-
<b>TOTAL PORTFOLIO</b>	<b>139</b>	<b>414</b>	<b>2</b>	<b>340</b>	<b>125</b>	<b>4</b>

1. Represents average new home price (incl GST) for homes settled 1H22.
2. Other settlements include refurbished home sales and sales at communities not currently under development.
3. Includes First Choice Club deposits for projects/stages yet to be released and deposits for projects yet to commence.
4. Excludes Display Homes, Staff site offices and refurbished homes. Of completed stock at 31 December only 1 home was available for sale.



INGENIA LIFESTYLE LARA, VIC



SEACHANGE RIVERSIDE COOMERA, QLD

# Ingenia Lifestyle Rental

**The Portfolio provides accommodation predominantly through a land lease rental model where residents own their home and rent the land**

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

**Ingenia's lifestyle communities are located on the East Coast, in key outer urban and coastal locations**

**With further acquisitions through FY21 and 1H22 and accelerating new home settlements, the Lifestyle Rental portfolio currently has 4,831 residential homes and sites providing stable, weekly rent**



INGENIA LIFESTYLE HERVEY BAY, QLD  
BRISBANE NORTH RENTAL VILLAGE, QLD

\* Includes announced acquisitions settled post 31 December 2021.

# Portfolio statistics: Ingenia Lifestyle Rental

Property	Acquired	Total Asset Value (\$m)	Asset Value (\$m)		Perm Sites	Annuals	Tourism		Total Sites	Potential Dev. Sites <sup>1</sup>
			Development	Complete			Cabins	Sites		
Ingenia Lifestyle										
The Grange, NSW	Mar 2013	30.6	-	30.6	207	-	-	-	207	-
Ettalong Beach, NSW	Apr 2013	6.2	-	6.2	116	-	-	-	116	-
Stoney Creek, NSW	May 2014	27.6	1.7	25.9	232	-	-	-	232	7
Bevington Shores, NSW	Dec 2019	26.8	-	26.8	191	-	-	-	191	2
Lake Munmorah, NSW	Apr 2020	31.7	-	31.7	230	-	-	-	230	-
Sunnylake Shores, NSW	Jul 2020	19.3	6.6	12.7	108	-	-	-	108	18
Blueys Beach, NSW	Jan 2017	8.9	7.6	1.3	34	-	-	-	34	128
Chambers Pines, QLD	Mar 2015	70.6	14.0	56.6	435	-	-	-	435	210
Bethania, QLD	Jul 2015	43.6	19.7	23.9	214	-	-	-	214	100
Nature's Edge, QLD	Mar 2021	50.5	16.5	34.0	232	-	-	-	232	68
Seachange Coomera, QLD	Nov 2021	32.8	14.5	18.3	83	-	-	-	83	39
Seachange Toowoomba, QLD	Nov 2021	18.5	16.1	2.4	53	-	-	-	53	111
Seachange Emerald Lakes, QLD	Nov 2021	21.0	-	21.0	126	-	-	-	126	-
Seachange Arundel, QLD	Nov 2021	64.0	-	64.0	414	-	-	-	414	-
Lara, VIC	Oct 2015	47.5	12.8	34.7	231	-	-	-	231	173
<b>TOTAL</b>		<b>499.6</b>	<b>109.5</b>	<b>390.1</b>	<b>2,906</b>				<b>2,906</b>	<b>856</b>

Continues over page.

Investment properties are carried at fair value in accordance with the Group's accounting policy.

Fair value is the price that would be received to sell an asset in an orderly transaction between market participants at the measurement date in the principal market for the asset or liability, or in its absence, the most advantageous market. In determining fair values, the Group considers relevant information including the capitalisation of rental streams using market assessed capitalisation rates. For investment properties under development the Group assesses fair value based on expected net cash flows discounted to their present value using market determined risk adjusted discount rates and other available market data such as recent comparable transactions. As such the fair value of an investment property under development will differ depending on the number of settlements realised and the stage that each development is at.

1. Includes home sites yet to be approved. Excludes sites optioned, secured or to be developed for tourism.
2. Carrying value represents 100% of the property value. A profit share arrangement is in place with a third-party, the liability for which is carried at fair value and classified as non-current liability.

# Portfolio statistics: Ingenia Lifestyle Rental

Property	Acquired	Total Asset Value (\$m)	Asset Value (\$m)		Perm Sites	Annuals	Tourism		Total Sites	Potential Dev. Sites <sup>1</sup>
			Development	Complete			Cabins	Sites		
<b>Ingenia Rental</b>										
Durack Gardens, QLD	Jun 2017	40.8	-	40.8	271	-	-	-	271	-
Redlands, QLD	Nov 2020	8.3	1.7	6.6	97	-	-	-	97	-
Eight Mile Plains, QLD	Aug 2017	40.0	-	40.0	233	-	-	-	233	-
Taigum, QLD	Nov 2019	17.3	-	17.3	128	-	37	-	165	-
Brisbane North, QLD	Feb 2019	36.1	7.2	28.9	271	-	-	37	308	-
Anna Bay, NSW	Oct 2021	4.3	-	4.3	16	35	-	-	51	-
Chelsea, VIC	Nov 2021	26.0	-	26.0	86	-	-	17	103	-
Frankston, VIC	Nov 2021	26.5	-	26.5	119	-	27	28	174	-
Carrum Downs, VIC	Nov 2021	24.7	-	24.7	123	-	29	16	168	-
<b>Greenfield Projects</b>										
Latitude One <sup>2</sup> , NSW	Dec 2016	43.3	2.3	41.0	270	-	-	-	270	155
Plantations, NSW	Aug 2017	25.5	1.7	23.8	177	-	-	-	177	8
Beveridge, VIC	May 2021	17.2	17.2	-	-	-	-	-	-	261
Parkside (Ballarat), VIC	Jul 2020	17.9	17.9	-	-	-	-	-	-	250
Hervey Bay, QLD	Apr 2018	31.8	19.1	12.7	127	-	-	-	127	323
Bargara, QLD	May 2021	8.5	8.5	-	-	-	-	-	-	344
Seachange Victoria Point, QLD	Nov 2021	28.0	28.0	-	-	-	-	-	-	225
Seachange Hervey Bay, QLD	Nov 2021	8.0	8.0	-	-	-	-	-	-	182
Rochedale, QLD	Nov 2021	24.0	24.0	-	-	-	-	-	-	168
Oakland Village, QLD	Feb 2022	8.5	8.5	-	7	-	-	-	7	139
<b>TOTAL</b>		<b>436.7</b>	<b>144.1</b>	<b>292.6</b>	<b>1,925</b>	<b>35</b>	<b>93</b>	<b>98</b>	<b>2,151</b>	<b>2,055</b>
<b>TOTAL PORTFOLIO</b>		<b>936.3</b>	<b>253.6</b>	<b>682.7</b>	<b>4,831</b>	<b>35</b>	<b>93</b>	<b>98</b>	<b>5,057</b>	<b>2,911</b>





INGENIA GARDENS CARRUM DOWNS, VIC

# Ingenia Gardens (seniors rental)

**The Ingenia Gardens Portfolio provides affordable seniors rental accommodation, delivering stable cashflows, supported by Government pension and rent assistance**

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

**Ingenia's focus is growing returns through delivery of exceptional service to our residents, occupancy gains, rental growth and margin enhancement**

**The Portfolio comprises 27 communities with a value of \$165 million**



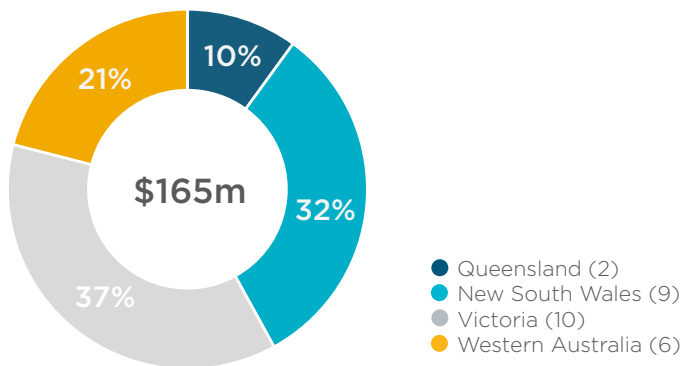
INGENIA GARDENS RESIDENT

# Portfolio overview

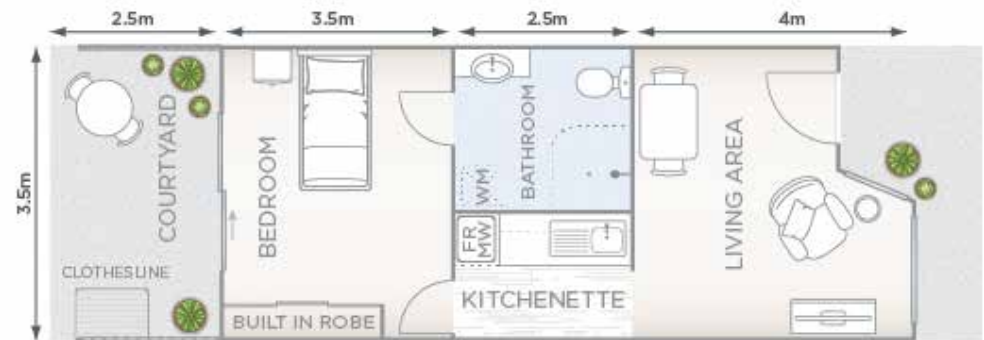
	31 December 2021	31 December 2020
Total properties	27	26
Total units	1,437	1,377
Av. weekly rent	\$349	\$341
Occupancy	95.5%	96.4%

1,367	Daily resident meals served
3.3 years	Average resident tenure
95.5%	Occupancy

Portfolio Location  
(by value)<sup>1</sup>



Single unit floorplan



Couples unit floorplan





RESIDENTS AT INGENIA GARDENS TAREE, NSW

# Portfolio statistics: Ingenia Gardens

Property	Location	Acquired	Asset Value (\$m)	Total Units	Occupancy (%)
Wagga	Wagga Wagga, NSW	Jun 2013	5.5	50	100.0
Wheelers	Dubbo, NSW	Jun 2004	5.6	52	96.2
Taloumbi	Coffs Harbour, NSW	Jun 2004	6.7	50	100.0
Goulburn	Goulburn, NSW	Jun 2004	5.7	49	98.0
Oxley	Port Macquarie, NSW	Jun 2004	6.1	45	100.0
Dubbo	Dubbo, NSW	Dec 2012	6.1	54	92.6
Taree	Taree, NSW	Dec 2004	6.0	51	96.1
Peel River	Tamworth, NSW	Mar 2013	5.9	51	90.2
Bathurst	Bathurst, NSW	Jan 2014	5.3	54	98.1
Carrum Downs	Carrum Downs, VIC	Oct 2021	10.0	60	85.0
Grovedale	Grovedale, VIC	Jun 2005	6.0	51	86.3
St Albans Park	St Albans Park, VIC	Jun 2004	6.7	54	96.3
Townsend	St Albans Park, VIC	Jun 2004	5.6	50	92.0
Sovereign	Ballarat, VIC	Jun 2013	5.3	51	100.0
Hertford	Sebastopol, VIC	Jun 2004	5.0	48	97.9
Coburns	Brookfield, VIC	Jun 2004	5.8	51	82.4
Horsham	Horsham, VIC	Jun 2004	5.0	47	80.9
Brooklyn	Brookfield, VIC	Jun 2004	6.1	51	92.2
Warrnambool	Warrnambool, VIC	Jan 2014	4.8	49	100.0
Swan View	Swan View, WA	Jan 2006	9.2	72	98.6
Seville Grove	Seville Grove, WA	Jun 2004	4.4	45	97.8

Continues over page

# Portfolio statistics: Ingenia Gardens

Property	Location	Acquired	Asset Value (\$m)	Total Units	Occupancy (%)
Ocean Grove	Mandurah, WA	Feb 2013	4.5	45	100.0
Yakamia	Yakamia, WA	Jun 2004	5.4	57	100.0
Seascape	Erskine, WA	Jun 2004	5.5	51	100.0
Carey Park	Bunbury, WA	Jun 2004	5.6	51	100.0
Marsden	Marsden, QLD	Jun 2005	12.5	97	96.9
Jefferis	Bundaberg North, QLD	Jun 2004	4.9	51	100.0
<b>TOTAL/AVERAGE</b>			<b>165.0</b>	<b>1,437</b>	<b>95.5%</b>

Investment properties are carried at fair value in accordance with the Group's accounting policy. Refer to the Group's Annual Financial Report for further information.



INGENIA HOLIDAYS WHITE ALBATROSS, NSW

# Ingenia Holidays

**Ingenia's holidays and mixed use portfolio provides diverse holiday experiences, with parks dotted along the east coast of Australia, from Cairns in tropical Far North QLD to the seaside town of Torquay in VIC**

The portfolio includes a range of accommodation, from cabins and glamping tents to caravan and camp sites, located in pristine locations

**'Annual' sites and land lease homes are also offered at a number of communities**

**With a focus on the domestic family and grey nomad market, Ingenia Holidays has benefitted from increasing demand for domestic travel**

The portfolio has a value of \$678 million\*



NEW TWO-STOREY CABIN - INGENIA HOLIDAYS SOUTH WEST ROCKS, NSW

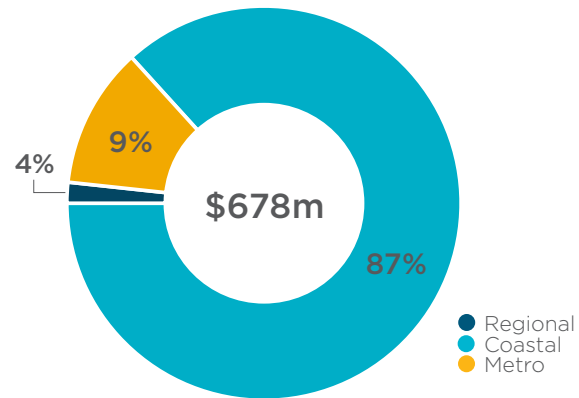
\* Includes communities with a portion of permanent residents and development land.



# Portfolio overview

The Group's holidays portfolio is concentrated on Australia's east coast

Portfolio Location (by Value)



## Average rent - annual sites

31 December 2021	\$125 per week
31 December 2020	\$133 per week

## Ingenia Holidays snapshot

	31 December 2021	31 December 2020
Total properties	34	21
Total residential homes	1,241	1,058
Total annual sites	1,457	694
Total tourism sites	4,240	2,836

## Tourism cabins<sup>1</sup>

31 December 2021	52% average occupancy \$185 RevPOR
31 December 2020	57% average occupancy \$138 RevPOR

## Tourism sites<sup>1</sup>

31 December 2021	41% average occupancy \$55 RevPOR
31 December 2020	45% average occupancy \$49 RevPOR

1. Represents revenue per occupied room night (RevPOR) for full year to 31 December. Not adjusted for impacts of COVID-19 or bushfires (January 2020).



BIG4 INGENIA HOLIDAYS QUEENSLIFF BEACON, VIC

# Portfolio statistics: Ingenia Holidays

Property	Acquired	Total Asset Value (\$m)	Asset Value (\$m)		Perm Sites	Annuals	Tourism		Total Sites
			Development	Complete			Cabins	Sites	
<b>Mixed Use communities</b>									
Nepean River, NSW	Aug 2013	12.7	-	12.7	96	-	38	29	163
Kingscliff, NSW	Nov 2013	16.3	-	16.3	109	-	19	61	189
Sydney Hills, NSW	Apr 2015	14.4	-	14.4	63	-	31	44	138
Hunter Valley, NSW	Feb 2014	9.5	-	9.5	62	-	18	34	114
South West Rocks, NSW	Feb 2016	24.1	-	24.1	114	4	35	108	261
White Albatross, NSW	Dec 2014	30.1	-	30.1	134	-	61	105	300
Lake Conjola, NSW	Sept 2015	50.0	-	50.0	115	271	44	56	486
Ocean Lake, NSW	Aug 2016	10.2	-	10.2	43	128	22	54	247
Avina, NSW	Oct 2016	33.1	13.1	20.0	85	-	50	68	203
Middle Rock, NSW	Dec 2020	20.5	-	20.5	72	63	38	114	287
Kings Point Retreat, NSW	Aug 2021	15.8	-	15.8	53	-	27	67	147
Lake Hume, VIC	Dec 2021	5.3	-	5.3	-	-	43	92	135
Noosa North, QLD	Jul 2021	14.8	-	14.8	-	-	22	88	110
Townsville, QLD	Mar 2021	8.6	-	8.6	14	-	25	89	128
Noosa, QLD	Feb 2015	23.7	-	23.7	49	-	30	108	187
Beacon, VIC	Nov 2021	38.0	-	38.0	-	27	46	30	103
Murray Bend, VIC	Nov 2021	15.9	-	15.9	5	-	21	53	79
Swan Bay, VIC	Nov 2021	7.8	-	7.8	40	126	-	3	169
Swan Reach, VIC	Nov 2021	3.7	-	3.7	56	19	18	55	148

Continues over page.

Investment properties are carried at fair value in accordance with the Group's accounting policy. Refer to the Group's Annual Financial Report for further information.

# Portfolio statistics: Ingenia Holidays

Property	Acquired	Total Asset Value (\$m)	Asset Value (\$m)		Perm Sites	Annuals	Tourism		Total Sites
			Development	Complete			Cabins	Sites	
<b>Holiday Parks</b>									
Lake Macquarie, NSW	Apr 2015	13.2	-	13.2	8	44	41	59	152
One Mile Beach, NSW	Dec 2013	28.1	-	28.1	2	23	82	127	234
Soldiers Point, NSW	Oct 2015	20.5	-	20.5	20	6	41	56	123
Broulee, NSW	Mar 2016	7.1	-	7.1	-	38	31	54	123
Bonny Hills, NSW	May 2017	15.8	-	15.8	1	-	45	51	97
Byron Bay, NSW	Apr 2019	25.3	-	25.3	35	-	58	170	263
Merry Beach, NSW	May 2021	23.3	-	23.3	4	364	25	151	544
Eden Beachfront, NSW	Jul 2021	8.7	-	8.7	-	21	40	108	169
Rivershore Resort, QLD	Nov 2018	29.4	4.6	24.8	-	-	17	88	105
Hervey Bay, QLD	Oct 2016	10.8	-	10.8	13	-	28	111	152
Cairns Coconut, QLD	Mar 2017	65.5	4.6	60.9	45	-	138	194	377
Inverloch, VIC	Dec 2020	34.7	-	34.7	-	102	51	277	430
Cape Paterson, VIC	Jul 2021	7.1	-	7.1	-	102	4	112	218
Phillip Island, VIC	Jul 2021	13.0	-	13.0	-	59	49	65	173
Torquay, VIC	Jul 2021	21.5	-	21.5	3	60	58	63	184
<b>TOTAL</b>		<b>678.5</b>	<b>22.3</b>	<b>656.2</b>	<b>1,241</b>	<b>1,457</b>	<b>1,296</b>	<b>2,944</b>	<b>6,938</b>

\* Includes new acquisitions.



NEW HOME AT INGENIA LIFESTYLE COASTAL PALMS, NSW

# Capital Partnerships

**Ingenia's capital partnerships provide the Group with exposure to a broader range of investments, with access to property returns and, in addition, fee streams**

In November 2018, Ingenia established a Joint Venture with US group, Sun Communities, to undertake greenfield development of lifestyle communities, providing an efficient way to fund the development of new communities

**In August 2019, Ingenia acquired fund manager, Eighth Gate Capital Management (including Allswell Communities), in conjunction with acquiring a stake in each of the funds**



CLUBHOUSE AT INGENIA LIFESTYLE FRESHWATER, QLD



INGENIA LIFESTYLE FRESHWATER, QLD

# Joint Venture with Sun Communities

**At 31 December 2021, the Joint Venture had acquired five development approved sites, had approximately 1,000 sites conditionally contracted or optioned and further sites under review or in due diligence**

The Joint Venture has the first right to acquire new greenfield lifestyle development opportunities identified by Ingenia and Ingenia has the right to acquire each community, once complete, from the Joint Venture at market value



#### QLD

- Ingenia Lifestyle Freshwater
- Nambour

#### NSW

- Fullerton Cove
- Morisset
- Bobs Farm

#### Key Terms

Term	Minimum 5 years (to November 2023)
Fees:	Ingenia, as manager, receives fees for Origination, Asset Management and Development Management  Performance fees may be paid to Ingenia subject to achieving individual project IRR targets
Funding:	Projects to be funded via a mix of equity (provided jointly by Ingenia and Sun) and debt  Third party portfolio debt is in place to fund development and future acquisitions. Facilities totalling \$27 million are non-recourse to Ingenia and Sun



# Joint Venture with Sun Communities

## Joint Venture Portfolio (31 December 2021)

Freshwater Located at Burpengary, QLD (acquired May 2019)	A 10.7 hectare site located approximately 35 kilometres from the Brisbane CBD within Brisbane's Northern Growth Corridor with potential for 233 homes (131 approved and DA lodged for a further 127 sites).  To date, the Joint Venture's debut project has settled 55 homes, completed the clubhouse and resident facilities and is continuing construction on future stages.
Fullerton Cove, NSW (acquired June 2019)	A 9.2 hectare site on the NSW North Coast, in June 2019, approximately 20 kilometres north of Newcastle.  The Joint Venture has lodged plans to amend the existing approval (145 sites) to cater for sites with larger homes. The project is targeting a 6 star Green Star - Community rating and creation of a carbon neutral community.
Morisset, NSW (acquired Nov 2020)	A 24 hectare site located at Morisset, an hour north of Sydney, on the popular NSW Central Coast with close proximity to Ingenia Lifestyle The Grange and in a well established cluster. The site forms part of a community hub with commercial and entertainment precincts and has development approval for a land lease community of 399 sites and an option over adjoining land for a further 200 sites (subject to DA).
Nambour, QLD (acquired Sept 2021)	A 13.6 hectare site located in the popular Sunshine Coast, with approval for 225 homes and associated facilities. Works are anticipated to commence in the second half of 2022.
Bobs Farm, NSW (acquired Nov 2021)	A 8.1 hectare site in the popular Port Stephen's region with close proximity to Latitude One by Ingenia Lifestyle.  The site has approval for 117 homes and community facilities. Works are expected to commence in the first half of 2022.

Revenue from the Joint Venture in 1H22 reflected the Joint Venture growth over the period and ongoing development at the JV's first community:

- Revenue from home sales - \$7.4m
- Rents from occupied homes at Freshwater by Ingenia Lifestyle - \$0.2m

Settlements are anticipated from additional projects in FY23, with four projects scheduled to commence in 2022.

Joint Venture	31 December 2021	31 December 2020
Greenfield properties (#)	5	3
Investment carrying value (\$m)	48.5	31.3
Fee income (\$m)	1.0	1.7
Joint venture revenue (\$m)	7.6	3.1
Operating profit (\$m)	3.6	1.1
Share of profit/(loss) from Joint Venture (\$m)	3.5	(0.6)

The Joint Venture generated \$7.6m in revenue as development at Freshwater continued, with 18 home settlements, at an average price of \$455,000 (incl GST) over 1HFY22.

The freshwater community now has 55 completed homes with further development construction currently underway.



INGENIA HOLIDAYS MORUYA, NSW

# Funds Management

The Group's managed Funds own nine established assets located in Victoria, Queensland and New South Wales

The holiday parks were rebranded Ingénia Holidays in late 2020 and are benefitting from the strength of the Ingénia Holidays brand and digital platform

**Ingénia is focused on delivering strong performance for the Funds' investors through active management of the portfolio and growing the Funds Management business through the launch of a new fund in 2022.**



#### QLD

- Ingénia Holidays Landsborough

#### NSW

- Ingénia Holidays Shoalhaven Heads
- Ingénia Holidays Coastal Palms
- Ingénia Holidays Wairo Beach
- Ingénia Holidays Tomakin
- Ingénia Holidays Moruya

#### VIC

- Federation Village Werribee
- Federation Village Sunshine
- Federation Village Glenroy

Funds Management	31 December 2021	31 December 2020
Fund interest (\$m)	14.1	11.8
Fee Income (\$m)	1.3	1.1
Distribution income (\$m)	0.4	0.4

# Portfolio statistics: Funds Management

Assets Under Management (six stapled funds)	Communities	No. Sites		
		Permanent sites	Annuals	Cabins/Sites
~\$87.0m	<ul style="list-style-type: none"> <li>Federation Village, Glenroy, VIC</li> <li>Federation Village, Sunshine, VIC</li> <li>Federation Village, Werribee, VIC</li> </ul>	183	-	-
~\$15.2m	<ul style="list-style-type: none"> <li>Ingenia Holidays Coastal Palms, Shoalhaven, NSW</li> </ul>	154	50	14
~\$6.5m	<ul style="list-style-type: none"> <li>Ingenia Holidays Landsborough, Landsborough, QLD</li> </ul>	42	23	32
~\$12.6m	<ul style="list-style-type: none"> <li>Ingenia Holidays Shoalhaven Heads, Shoalhaven Heads, NSW</li> </ul>	82	105	24
~\$28.6m	<ul style="list-style-type: none"> <li>Ingenia Holidays Tomakin, Tomakin, NSW</li> <li>Ingenia Holidays Wairo Beach, Lake Tabourie, NSW</li> </ul>	27	294	114
~\$10.5m	<ul style="list-style-type: none"> <li>Ingenia Holidays Moruya, Moruya, NSW</li> </ul>	5	49	65
<b>~\$160.4m</b>		<b>814</b>	<b>521</b>	<b>249</b>

## Key Fund Terms

Term of management	<ul style="list-style-type: none"> <li>To September 2023 with option for a further 5 years (one fund only)</li> <li>To August 2024 (all other funds)</li> </ul>
Liquidity	<ul style="list-style-type: none"> <li>Ingenia may provide limited liquidity to fund investors</li> </ul>
Fees	<ul style="list-style-type: none"> <li>Funds management fee</li> <li>Asset management fee</li> <li>Development management fees</li> <li>Sales commission</li> <li>Project management fee</li> <li>Performance fee</li> </ul>



INGENIA HOLIDAYS LANDSBOROUGH, QLD



## 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 22 February 2022 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.

Approved for lodgement by the Chairman.