

24 August 2022

FY22 Property Portfolio

Ingenia Communities Group (ASX:INA) provides its FY22 Property Portfolio.

Authorised for lodgement by the Board.

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. The Group has over 100 communities across Australia and is included in the S&P/ASX 200.

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).



ARTIST IMPRESSION - POOLHOUSE
INGENIA LIFESTYLE CHAMBERS PINES, QLD

FY22 PROPERTY PORTFOLIO

CELEBRATING **10** YEARS



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.

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ABOUT INGENIA

110 properties*

Established in 2004 – internalised as Ingenia in 2012 and now part of the ASX 200 Index

Leading provider of affordable rental, lifestyle living and holiday accommodation

Almost 11,000 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



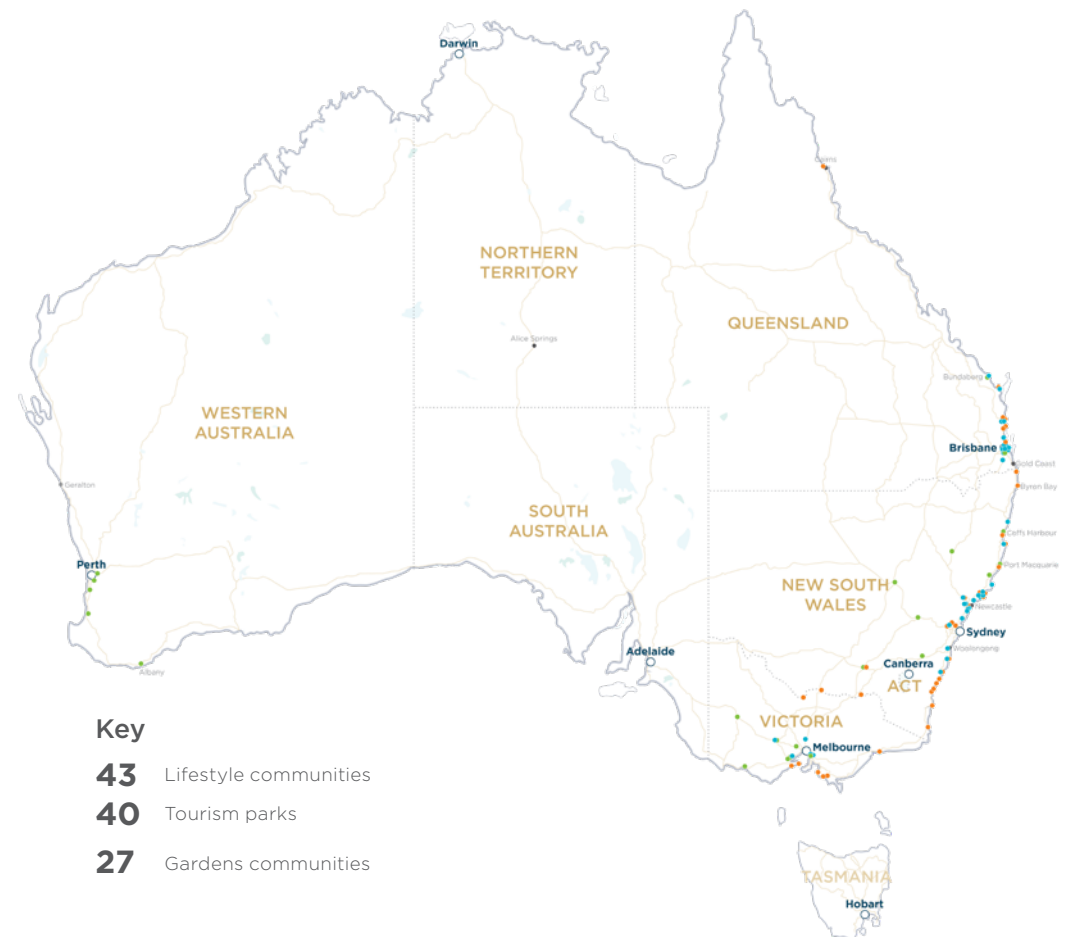
* Includes acquisition settled post 30 June and assets held through the Joint Venture with Sun Communities and managed funds. Excludes assets held for sale.

PROPERTY PORTFOLIO

Ingenia manages a \$2.1 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

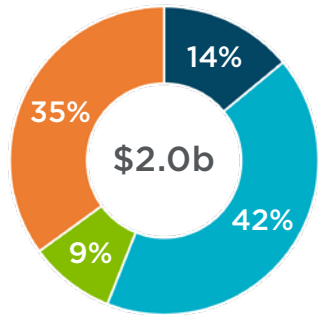
The Group also manages and co-invests in communities held within its managed funds and a development Joint Venture with Sun Communities



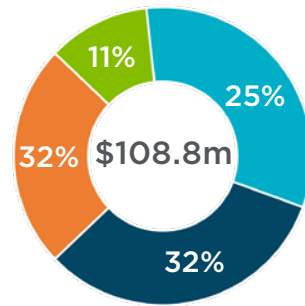
* Includes acquisition settled post 30 June and assets held through the Joint Venture with Sun Communities and managed funds. Excludes assets held for sale.

INGENIA PORTFOLIO: OVERVIEW

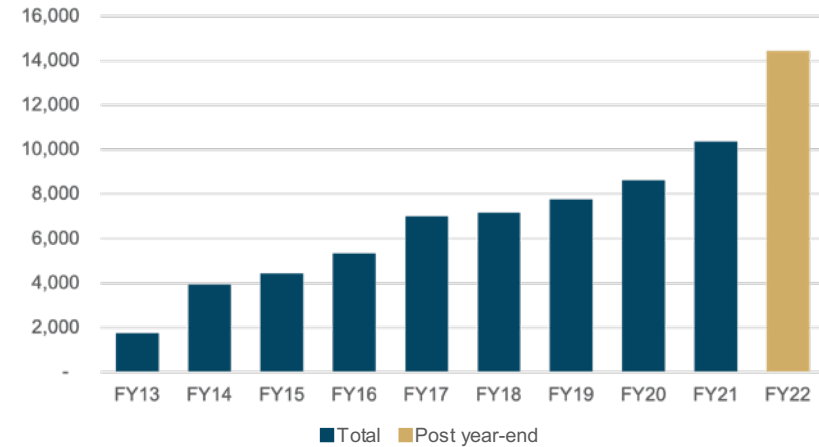
Investment Property (by Value)¹



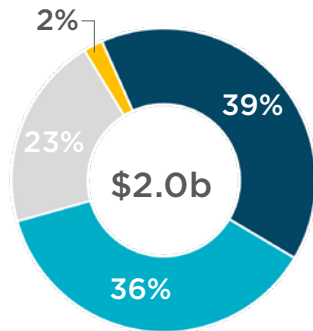
Portfolio EBIT²



Growth in Income Producing Sites¹



Portfolio Location (by Value)¹



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

1. Excludes Joint Venture, managed funds and assets held for sale. Includes assets settled post 30 June 2022.

2. Excludes Fuel, Food & Beverage and Capital Partnerships.

1. Excludes assets held for sale. Includes acquisitions post balance date.



CLUBHOUSE - INGENIA LIFESTYLE BETHANIA, QLD



INGENIA LIFESTYLE LATITUDE ONE, NSW

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



INGENIA LIFESTYLE NATURES EDGE, QLD

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



* Including development.

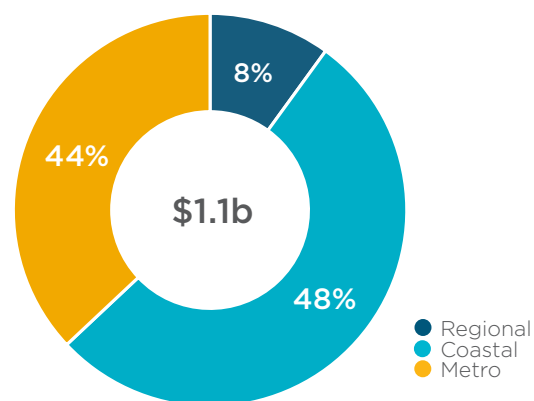


Ingenia Lifestyle now represents over 55% of the Ingenia owned investment portfolio, and currently has a value of \$1.1 billion*

LIFESTYLE PORTFOLIO: OVERVIEW

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

Portfolio Location (by Value)¹



Ingenia Lifestyle snapshot

	30 June 2022	30 June 2021
Total properties	38	22
Total residential homes	5,701	3,681
Total tourism sites	157	43
Potential development sites ²	6,580	4,220
New homes settled (FY)	353	350

Average rent - permanent homes

30 June 2022	\$197 per week
30 June 2021	\$189 per week

Note: Rent includes mixed-use communities.

Average home sale price³

30 June 2022	\$408,000
30 June 2021	\$439,000

New homes, deposited and contracted²

30 June 2022	432
30 June 2021	317

- Excludes land lease sites and rental homes in mixed use communities and communities owned by the Joint Venture with Sun Communities, includes development properties value.
- 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

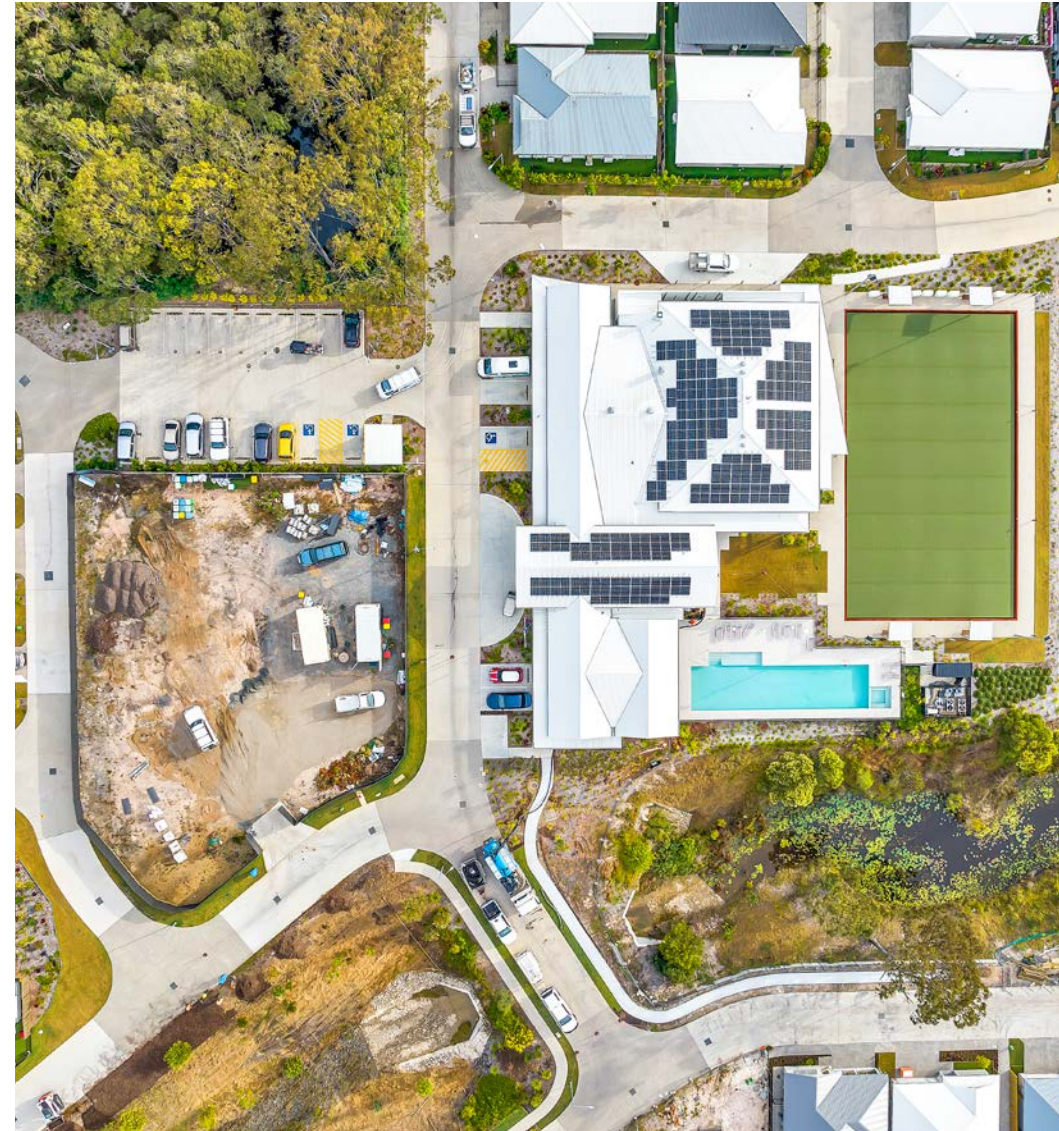


ARTIST IMPRESSION - FULLERTON COVE COMMUNITY CLUBHOUSE

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 twelve projects underway, with ten greenfield developments anticipated to commence in FY23



There are a total of 6,580 sites available for future development*

* Includes sites yet to be approved and sites secured or optioned by Ingénia and the Joint Venture.

DEVELOPMENT PIPELINE

Cluster/Community	Approved Dev. Sites	Dev. Sites Requiring Approval	Total Potential Dev. Sites
Newcastle/Hunter, NSW			
Latitude One	-	171	171
Fullerton Cove (JV)	121	-	121
Morisset (JV) ¹	606	-	606
Bobs Farm (JV)	111	-	111
Bevington Shores	1	-	1
Sunnylake Shores	15	-	15
North Coast, NSW			
Blueys Beach	69	59	128
Sydney Basin, NSW			
Stoney Creek	5	-	5
TOTAL NEW SOUTH WALES	928	230	1,158
Greater Brisbane, QLD			
Bethania	55	-	55
Chambers Pines	166	-	166
Victoria Point (Seachange)	225	-	225
Rochedale	-	168	168
South East, QLD			
Freshwater (JV)	136	64	200
Nature's Edge	67	-	67
Millers Glen (Beaudesert)	147	218	365
Nambour (JV)	225	5	230
Coomera (Seachange)	30	-	30
Toowoomba (Seachange)	95	-	95
Fraser Coast, QLD			
Hervey Bay	269	-	269
Bargara	326	-	326
Hervey Bay (Seachange)	-	182	182
Branyan	-	165	165
TOTAL QUEENSLAND	1,741	802	2,543



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Cluster/Community	Approved Dev. Sites	Dev. Sites Requiring Approval	Total Potential Dev. Sites
Victoria, VIC			
Parkside (Ballarat)	236	-	236
Lara	161	-	161
Beveridge	261	-	261
TOTAL VICTORIA	658	-	658
Future Secured/ Optioned¹			
New South Wales	-	539	539
Queensland	-	1,405	1,405
Victoria	-	278	278
TOTAL SECURED/OPTIONED	-	2,222	2,222
TOTAL PORTFOLIO	3,327	3,254	6,581

Note: Excludes sites approved for tourism and rental cabins.

1. Includes Ingenia and Joint Venture.

Current	Jun 23	Jun 24	Jun 25

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

DEPOSITS AND CONTRACTS IN PLACE FOR 432 HOMES AT 30 JUNE 2022

FY22	Settled	Ave. Sale Price ¹ (000's)	Other Settlements ²	Deposited ³	Contracted	Completed Stock at 30 June 22 ⁴
Ingenia Lifestyle Bethania, QLD	58	404	2	36	-	-
Ingenia Lifestyle Chambers Pines, QLD	71	298	-	40	2	-
Ingenia Lifestyle Sunnyside Shores, NSW	19	496	-	12	-	-
Ingenia Lifestyle Bevington Shores, NSW	3	396	-	2	-	-
Ingenia Lifestyle Nature's Edge, QLD	5	650	-	38	19	-
Seachange Coomera, QLD (settled Nov 21)	15	545	-	1	24	-
Seachange Toowoomba, QLD (settled Nov 21)	19	481	-	1	6	-
Other	4	460	3	-	-	-
Ingenia Lifestyle Latitude One, NSW	4	845	-	Project Complete		-
Ingenia Lifestyle Plantations, NSW	32	571	-	2	-	-
Ingenia Lifestyle Hervey Bay, QLD	97	356	-	67	-	-
Ingenia Lifestyle Parkside (Ballarat), VIC	14	391	-	62	10	-
Ingenia Lifestyle Lara, VIC	12	394	-	49	17	-
Freshwater by Ingenia Lifestyle (Joint Venture), QLD	56	467	-	39	5	-
TOTAL PORTFOLIO	409	416	5	349	83	-

1. Represents average new home price (incl GST) for homes settled FY22.
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.



INGENIA LIFESTYLE PARKSIDE, VIC



BRISBANE NORTH RENTAL VILLAGE, QLD

INGENIA LIFESTYLE RENTAL

The Portfolio provides accommodation predominantly through a land lease rental model (Ingenia Lifestyle) where residents own their home and rent the land

Ingenia Rental provides affordable rental homes which operate under a residential lease

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

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



With further acquisitions through FY22 and accelerating new home settlements, the Lifestyle Rental portfolio currently has 5,701 residential homes and sites providing stable, weekly rent

PORTFOLIO STATISTICS: INGENIA LIFESTYLE RENTAL

Property	Acquired	Total Asset Value (\$m)	Asset Value (\$m)		Perm Sites	Annuals	Tourism		Total Sites	Potential Dev. Sites ¹
			Development	Complete			Cabins	Sites		
Ingenia Lifestyle										
The Grange, NSW	Mar 2013	33.6	-	33.6	209	-	-	-	209	-
Ettalong Beach, NSW	Apr 2013	4.1	-	4.1	116	-	-	-	116	-
Stoney Creek, NSW	May 2014	35.2	3.1	32.1	232	-	-	-	232	5
Bevington Shores, NSW	Dec 2019	28.9	-	28.9	192	-	-	-	192	1
Lake Munmorah, NSW	Apr 2020	40.0	-	40.0	230	-	-	-	230	-
Sunnylake Shores, NSW	Jul 2020	16.1	2.2	13.9	114	-	-	-	114	15
Blueys Beach, NSW	Jan 2017	9.5	8.2	1.3	34	-	-	-	34	128
Chambers Pines, QLD*	Mar 2015	75.0	12.8	62.2	478	-	-	-	478	166
Bethania, QLD	Jul 2015	40.2	11.8	28.4	263	-	-	-	263	55
Nature's Edge, QLD	Mar 2021	53.0	19.2	33.8	233	-	-	-	233	67
Seachange Coomera, QLD	Nov 2021	26.9	12.3	14.6	94	-	-	-	94	30
Seachange Toowoomba, QLD	Nov 2021	19.7	14.8	4.9	71	-	-	-	71	95
Seachange Emerald Lakes, QLD	Nov 2021	22.5	-	22.5	126	-	-	-	126	-
Seachange Arundel, QLD	Nov 2021	65.0	-	65.0	414	-	-	-	414	-
Lara, VIC	Oct 2015	57.2	20.8	36.4	243	-	-	-	243	161
Glenroy, VIC	Mar 2022	31.4	-	31.4	183	-	-	-	183	-
Sunshine, VIC	Mar 2022	24.6	-	24.6	142	-	-	-	142	-
Werribee, VIC	Mar 2022	31.0	-	31.0	179	-	-	-	179	-
TOTAL		613.9	105.2	508.7	3,553	-	-	-	3,553	723

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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.

* Includes Chambers Flat rental community - 160 homes.

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.

Property	Acquired	Total Asset Value (\$m)	Asset Value (\$m)		Perm Sites	Annuals	Tourism		Total Sites	Potential Dev. Sites ¹
			Development	Complete			Cabins	Sites		
Ingenia Rental										
Durack Gardens, QLD	Jun 2017	40.8	-	40.8	269	-	-	-	269	-
Redlands, QLD	Nov 2020	8.4	1.7	6.7	94	-	-	-	94	-
Eight Mile Plains, QLD	Aug 2017	42.1	-	42.1	269	-	-	-	269	-
Taigum, QLD	Nov 2019	22.5	-	22.5	128	-	37	-	165	-
Brisbane North, QLD	Feb 2019	41.8	-	41.8	274	-	-	14	288	-
Anna Bay, NSW	Oct 2021	4.4	-	4.4	24	12	-	-	36	-
Chelsea, VIC	Nov 2021	26.0	-	26.0	174	-	-	12	186	-
Frankston, VIC	Nov 2021	24.0	-	24.0	136	-	11	28	175	-
Carrum Downs, VIC	Nov 2021	23.0	-	23.0	114	-	29	14	157	-
Greenfield Projects - Ingenia Lifestyle										
Latitude One ² , NSW	Dec 2016	43.8	2.3	41.5	270	-	-	-	270	171
Plantations, NSW	Aug 2017	24.9	-	24.9	190	-	-	-	190	-
Beveridge, VIC	May 2021	19.5	19.5	-	-	-	-	-	-	261
Parkside (Ballarat), VIC	Jul 2020	18.4	18.4	-	14	-	-	-	14	236
Hervey Bay, QLD	Apr 2018	36.7	16.0	20.7	185	-	-	-	185	269
Bargara, QLD	May 2021	9.1	9.1	-	-	-	-	-	-	326
Seachange Victoria Point, QLD	Nov 2021	30.4	30.4	-	-	-	-	-	-	225
Seachange Hervey Bay, QLD	Nov 2021	9.0	9.0	-	-	-	-	-	-	182
Rochedale, QLD	Nov 2021	24.0	24.0	-	-	-	-	-	-	168
Millers Glen, QLD	Feb 2022	9.2	9.2	-	7	-	-	-	7	365
Branyan, QLD	Apr 2022	5.8	5.8	-	-	-	-	-	-	165
TOTAL		463.8	145.4	318.4	2,148	12	77	68	2,305	2,368
TOTAL PORTFOLIO		1,077.7	250.6	827.1	5,701	12	77	68	5,858	3,091



INGENIA GARDENS MARSDEN, QLD

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



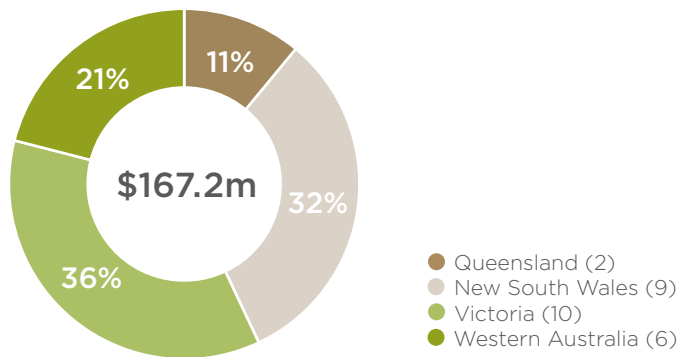
The Portfolio comprises 27 communities with a value of \$167 million

GARDENS PORTFOLIO: OVERVIEW

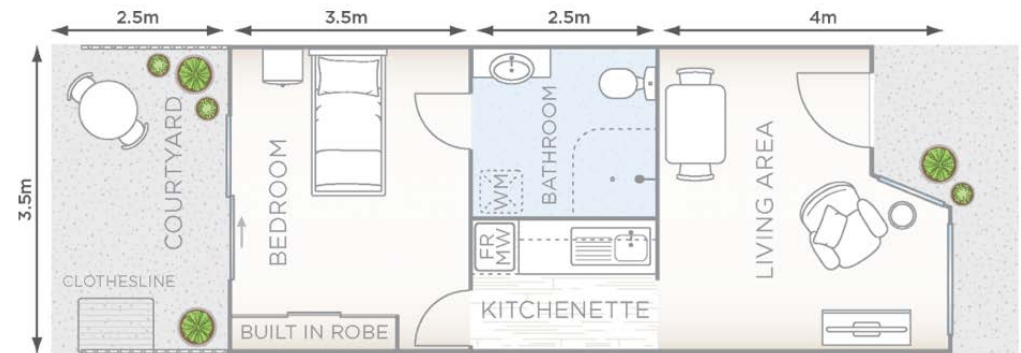
	30 June 2022	30 June 2021
Total properties	27	26
Total units	1,437	1,377
Av. weekly rent	\$354	\$343
Occupancy	95.9%	95.8%

1,342	Daily resident meals served
3.4 years	Average resident tenure
95.9%	Occupancy

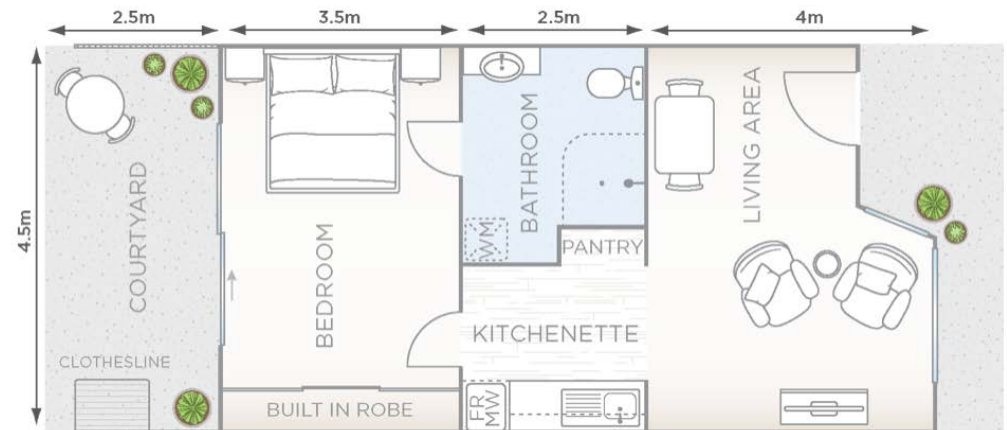
Portfolio Location
(by value)



Single unit floorplan



Couples unit floorplan





RESIDENTS AT INGENIA GARDENS

PORTFOLIO STATISTICS: INGENIA GARDENS

Property	Location	Acquired	Asset Value (\$m)	Total Units	Occupancy (%)
Ingenia Gardens					
Wagga	Wagga Wagga, NSW	Jun 2013	5.6	50	100.0
Wheelers	Dubbo, NSW	Jun 2004	5.8	52	98.1
Taloumbi	Coffs Harbour, NSW	Jun 2004	6.8	50	100.0
Goulburn	Goulburn, NSW	Jun 2004	5.8	49	100.0
Oxley	Port Macquarie, NSW	Jun 2004	6.2	45	95.6
Dubbo	Dubbo, NSW	Dec 2012	6.3	54	94.5
Taree	Taree, NSW	Dec 2004	6.0	51	94.1
Peel River	Tamworth, NSW	Mar 2013	5.9	51	90.2
Bathurst	Bathurst, NSW	Jan 2014	5.5	54	98.1
Carrum Downs	Carrum Downs, VIC	Oct 2021	10.0	60	93.3
Grovedale	Grovedale, VIC	Jun 2005	5.8	51	98.0
St Albans Park	St Albans Park, VIC	Jun 2004	6.9	54	96.2
Townsend	St Albans Park, VIC	Jun 2004	5.7	50	98.0
Sovereign	Ballarat, VIC	Jun 2013	5.4	51	100.0
Hertford	Sebastopol, VIC	Jun 2004	5.1	48	91.7
Coburns	Brookfield, VIC	Jun 2004	5.7	51	82.4
Horsham	Horsham, VIC	Jun 2004	4.6	47	74.5
Brooklyn	Brookfield, VIC	Jun 2004	6.1	51	88.2
Warrnambool	Warrnambool, VIC	Jan 2014	5.1	49	100.0
Swan View	Swan View, WA	Jan 2006	9.3	72	98.6
Seville Grove	Seville Grove, WA	Jun 2004	4.6	45	97.8

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Property	Location	Acquired	Asset Value (\$m)	Total Units	Occupancy (%)
Ingenia Gardens					
Ocean Grove	Mandurah, WA	Feb 2013	4.6	45	100.0
Yakamia	Yakamia, WA	Jun 2004	5.3	57	98.2
Seascape	Erskine, WA	Jun 2004	5.6	51	98.0
Carey Park	Bunbury, WA	Jun 2004	5.8	51	100.0
Marsden	Marsden, QLD	Jun 2005	12.7	97	100.0
Jefferis	Bundaberg North, QLD	Jun 2004	5.0	51	98.0
TOTAL/AVERAGE			167.2	1,437	95.9

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 HOLIDAY PARKS

Ingenia's holiday parks and mixed use communities provide 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 Mixed Use communities



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

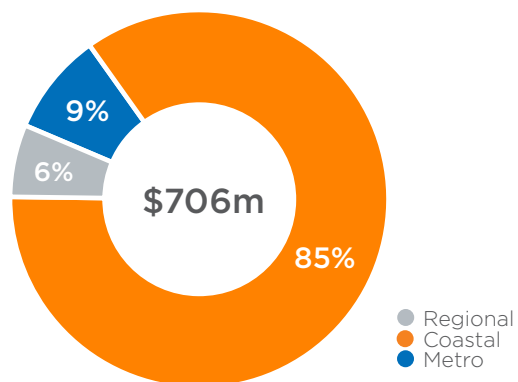
The portfolio has a value of \$706 million*

* Includes acquisition post balance date and excludes asset held for sale.

HOLIDAYS PORTFOLIO: OVERVIEW

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

Portfolio Location (by Value)



Average rent - annual sites

30 June 2022	\$125 per week
30 June 2021	\$128 per week

Ingenia Holiday Parks snapshot

	30 June 2022	30 June 2021
Total properties	34*	23
Total residential homes	1,195	1,073
Total annual sites	1,678	1,055
Total tourism sites	4,283	3,150

* Includes BIG4 Wagga Wagga, settled post balance date and excludes asset held for sale.

Tourism cabins¹

30 June 2022	53% average occupancy \$194 RevPOR
30 June 2021	65% average occupancy \$167 RevPOR

Tourism sites¹

30 June 2022	39% average occupancy \$58 RevPOR
30 June 2021	52% average occupancy \$52 RevPOR

1. Represents revenue per occupied room night (RevPOR) for full year to 30 June 2022. Not adjusted for impacts of COVID-19. FY22 includes the impact of VIC and NSW park restrictions due to COVID from July to October 2021.



AIRSTREAMS - INGENIA HOLIDAYS SOLDIERS POINT, NSW

PORTFOLIO STATISTICS: INGENIA HOLIDAY PARKS

Property	Acquired	Total Asset Value (\$m)	Asset Value (\$m)		Perm Sites	Annuals	Tourism		Total Sites
			Development	Complete			Cabins	Sites	
Mixed Use communities									
Nepean River, NSW	Aug 2013	12.7	-	12.7	97	-	38	15	150
Kingscliff, NSW	Nov 2013	14.0	-	14.0	109	-	19	61	189
Sydney Hills, NSW	Apr 2015	14.6	-	14.6	63	-	31	44	138
Hunter Valley, NSW	Feb 2014	9.6	-	9.6	62	-	18	34	114
South West Rocks, NSW	Feb 2016	24.1	-	24.1	114	4	35	108	261
White Albatross, NSW	Dec 2014	38.2	-	38.2	135	-	61	105	301
Lake Conjola, NSW	Sept 2015	53.5	-	53.5	115	271	48	52	486
Ocean Lake, NSW	Aug 2016	11.7	-	11.7	43	128	22	54	247
Avina, NSW	Oct 2016	34.5	13.1	21.4	85	-	50	68	203
Middle Rock, NSW	Dec 2020	22.5	-	22.5	72	62	40	109	283
Ulladulla, NSW	Aug 2021	13.0	-	13.0	54	-	27	68	149
Lake Hume, NSW	Dec 2021	5.3	-	5.3	-	-	43	90	133
Noosa North, QLD	Jul 2021	14.8	-	14.8	5	-	22	88	115
Townsville, QLD	Mar 2021	8.6	-	8.6	14	-	25	82	121
Noosa, QLD	Feb 2015	24.3	-	24.3	49	-	30	108	187
Beacon, VIC	Nov 2021	31.0	-	31.0	-	23	73	30	126
Murray Bend, VIC	Nov 2021	15.6	-	15.6	5	264	21	53	343
Swan Bay, VIC	Nov 2021	9.3	-	9.3	40	126	-	3	169

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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.

Property	Acquired	Total Asset Value (\$m)	Asset Value (\$m)		Perm Sites	Annuals	Tourism		Total Sites
			Development	Complete			Cabins	Sites	
Holiday Parks									
Lake Macquarie, NSW	Apr 2015	13.2	-	13.2	8	43	43	50	144
One Mile Beach, NSW	Dec 2013	32.2	-	32.2	3	18	85	127	233
Soldiers Point, NSW	Oct 2015	21.7	-	21.7	20	6	41	56	123
Broulee, NSW	Mar 2016	7.8	-	7.8	-	38	31	54	123
Bonny Hills, NSW	May 2017	15.1	-	15.1	1	-	45	53	99
Byron Bay, NSW	Apr 2019	25.3	-	25.3	35	-	58	170	263
Merry Beach, NSW	May 2021	23.5	-	23.5	3	364	26	154	547
Eden Beachfront, NSW	Jul 2021	10.2	-	10.2	2	21	40	108	171
Rivershore Resort, QLD	Nov 2018	29.4	4.6	24.8	-	-	18	88	106
Hervey Bay, QLD	Oct 2016	13.8	-	13.8	13	-	28	111	152
Cairns Coconut, QLD	Mar 2017	67.4	4.6	62.8	45	-	138	194	377
Inverloch, VIC	Dec 2020	36.5	-	36.5	-	91	53	286	430
Cape Paterson, VIC	Jul 2021	6.9	-	7.0	-	102	4	113	219
Phillip Island, VIC	Jul 2021	13.	-	13.1	-	57	49	63	169
Torquay, VIC	Jul 2021	19.5	-	19.5	3	60	60	62	185
Wagga Wagga, NSW*	Aug 2022	13.2	-	13.2	-	-	48	52	100
TOTAL		706.2	22.3	683.9	1,195	1,678	1,370	2,913	7,156

* Includes new acquisitions and excludes assets held for sale.



ARTISTS IMPRESSION - CLUBHOUSE AT BOBS FARM, 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

The Group acquired an established funds management business in August 2019.



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



INGENIA LIFESTYLE FRESHWATER, QLD

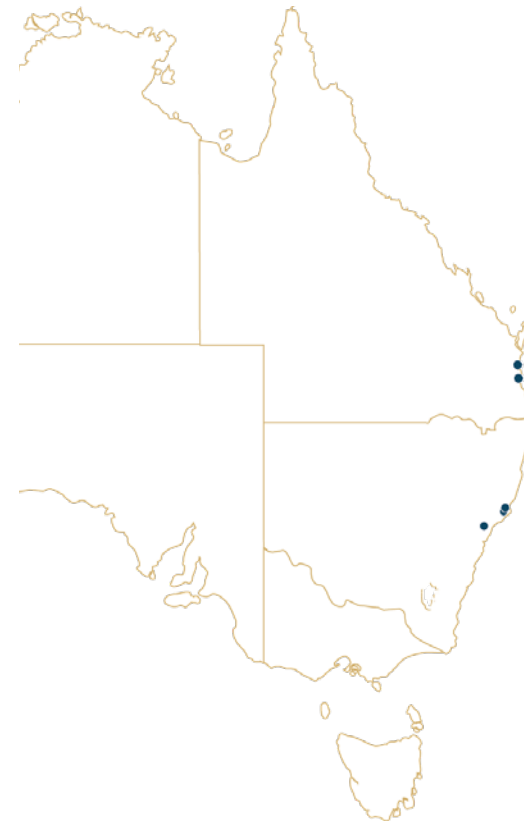
JOINT VENTURE WITH SUN COMMUNITIES

At 30 June 2022, the Joint Venture owns five development approved greenfield sites, and has additional sites conditionally contracted or under review

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

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 debt is in place to fund development and future acquisitions. In July 2022 the facility term was extended and capacity increased to \$50m (\$27m June 22). The facility is secured by the Joint Venture assets and is non recourse to Ingenia and Sun Communities.



QLD

- Ingenia Lifestyle Freshwater
- Nambour

NSW

- Fullerton Cove
- Morisset
- Bobs Farm

JOINT VENTURE WITH SUN COMMUNITIES

Joint Venture Portfolio (30 June 2022)

<p>Freshwater Located at Burpengary, QLD (acquired May 2019)</p>	<p>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). Land adjacent to the initial site was acquired in January and September 2020 and enables expansion of the initial project. Future adjacent land has been contracted for settlement in June 2023.</p> <p>To date, the Joint Venture's first project has settled 93 homes, completed the clubhouse and resident facilities and is continuing construction on future stages.</p>
<p>Fullerton Cove, NSW (acquired June 2019)</p>	<p>A 9.2 hectare site on the NSW North Coast, in June 2019, approximately 20 kilometres north of Newcastle.</p> <p>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.</p>
<p>Morisset, NSW (acquired Nov 2020)</p>	<p>A 24 hectare site located at Morisset, an hour north of Sydney, on the popular NSW Central Coast with close proximity to Ingénia 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 a contract over adjoining land for a further 207 sites.</p>
<p>Nambour, QLD (acquired Sept 2021)</p>	<p>A 13.6 hectare site located in the popular Sunshine Coast, with approval for 225 homes and associated facilities. Works are anticipated to commence at the end of 2022.</p>
<p>Bobs Farm, NSW (acquired Nov 2021)</p>	<p>A 8.1 hectare site in the popular Port Stephen's region with close proximity to Latitude One by Ingénia Lifestyle. The site will provide 111 homes and community facilities. Works have commenced.</p>

Revenue from the Joint Venture in FY22 reflected the Joint Venture growth over the period and ongoing development at the JV's first community:

- Revenue from home sales - \$23.7m
- Rents from occupied homes at Freshwater by Ingénia Lifestyle - \$0.5m

Settlements are anticipated from additional projects in FY23/FY24, with four projects scheduled to commence in FY23.

Joint Venture	30 June 2022	30 June 2021
Greenfield properties (#)	5	3
Investment carrying value (\$m)	66.1	32.8
Fee income (\$m)	1.6	2.1
Joint venture revenue (\$m)	24.2	11.4
Operating profit (\$m)	12.2	5.0
Share of profit from Joint Venture (\$m)	8.1	0.8

The Joint Venture generated \$24m in revenue as development at Freshwater continued, with 56 home settlements, at an average price of \$467,000 (incl GST) over FY22.

Ingenia Lifestyle Freshwater now has 93 completed homes with further development construction currently underway.



Ingenia Lifestyle
*Coastal
Palms*

INGENIA LIFESTYLE COASTAL PALMS, NSW

FUNDS MANAGEMENT

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

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

Ingenia 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 Holiday Parks fund in FY23

Funds Management	30 June 2022*	30 June 2021
Fund interest (\$m)	5.8	13.2
Fee Income (\$m)	4.9	2.2
Distribution income (\$m)	0.7	0.7

* Reflects realisation of Fund in March 2022, with the sale of three Federation assets to Ingenia.



QLD

- Ingenia Holidays Landsborough

NSW

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

PORTFOLIO STATISTICS: FUNDS MANAGEMENT

Assets Under Management (five stapled funds)	Communities	No. Sites		
		Permanent sites	Annuals	Cabins/Sites
~\$15.9m	<ul style="list-style-type: none"> Ingenia Holidays Coastal Palms, Shoalhaven, NSW 	166	5	-
~\$6.6m	<ul style="list-style-type: none"> Ingenia Holidays Landsborough, Landsborough, QLD 	42	23	32
~\$15.3m	<ul style="list-style-type: none"> Ingenia Holidays Shoalhaven Heads, Shoalhaven Heads, NSW 	84	105	24
~\$29.0m	<ul style="list-style-type: none"> Ingenia Holidays Tomakin, Tomakin, NSW Ingenia Holidays Wairo Beach, Lake Tabourie, NSW 	27	294	114
~\$10.3m	<ul style="list-style-type: none"> Ingenia Holidays Moruya, Moruya, NSW 	5	49	65
~\$77.1m		324	476	235

Key Fund Terms

Term of management	<ul style="list-style-type: none"> To August 2024
Liquidity	<ul style="list-style-type: none"> Ingenia may provide limited liquidity to fund investors
Fees	<ul style="list-style-type: none"> Funds management fee Asset management fee Development management fees Sales commission Project management fee Performance fee



INGENIA HOLIDAYS MORUYA, NSW



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Approved for lodgement by the Chairman.