

8 June 2023

Trading update and presentation

Ingenia Communities Group (ASX:INA) provides the following trading update and presentation.

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).



Ingenia Lifestyle Natura (Bobs Farm), NSW

Ingenia Communities | Update Citi Presentation

Overview

On track to deliver FY23 guidance

- ◆ Growth in EBIT of 0-10% on FY22 and underlying EPS of 19.1cps to 21.5 cps

Residential rental and holidays continue to outperform

Improvement in development programs

- ◆ Construction gaining momentum – 18 communities now in development
- ◆ Pipeline – 6,000 potential home sites acquired or secured

Deterioration in market conditions since February with many purchasers hesitant

- ◆ Interest rate rises and consumer sentiment impacting residential market activity
- ◆ On track to deliver ~370 settlements FY23

Balance sheet position maintained

- ◆ Progressing capital recycling – divestment of \$36.5 million land lease community with further sales pending

Continuing focus on ESG

- ◆ First Climate Disclosure Statement published

Guidance is subject to no material changes in market conditions and no other unforeseen circumstances adversely affecting financial performance. EBIT and underlying EPS are non-IFRS measures which exclude non-operating items such as unrealised fair gains/(losses) and gains/(losses) on asset sales.



New resort pool house at Ingenia Lifestyle Chambers Pines, QLD

Residential communities

Ingenia Lifestyle, Ingenia Rental and Ingenia Gardens now total over 7,000 rent generating sites

Cashflows supported by government payments and CPI linked rents

Communities meet growing demand for housing affordability and ageing population



 <p>Ingenia Lifestyle Land lease communities catering to over 50s</p>	 <p>Ingenia Rental Affordable rental communities catering to all ages¹</p>	 <p>Ingenia Gardens Seniors rental villages</p>
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No. communities ²	35	9	25
No. sites ²	4,200	1,500	1,340
Development ³	6,000	~140	-

1. Does not include Chambers Rental.
 2. Includes communities on balance sheet and in the Joint Venture. Excludes greenfield land parcels not on balance sheet, homes in mixed-use communities and Lake Munmorah.
 3. Includes future development sites (some subject to approvals) within the Group's capital partnerships and on balance sheet. (Excludes site in mixed use communities).

Rental communities

Benefitting from heightened demand and lack of affordable rental homes in key markets

Ingenia has the potential to add additional homes to existing communities to expand rent base and meet demand

- ◆ Expect to add ~70 new homes FY23 and up to 100 homes in FY24
- ◆ Demand expected to grow as lower home starts and increased migration continue to impact housing supply and demand
- ◆ Recent increase in Commonwealth Rent Assistance (May 2023 Budget) supports affordability for rental communities

Ingenia Rental (all age)

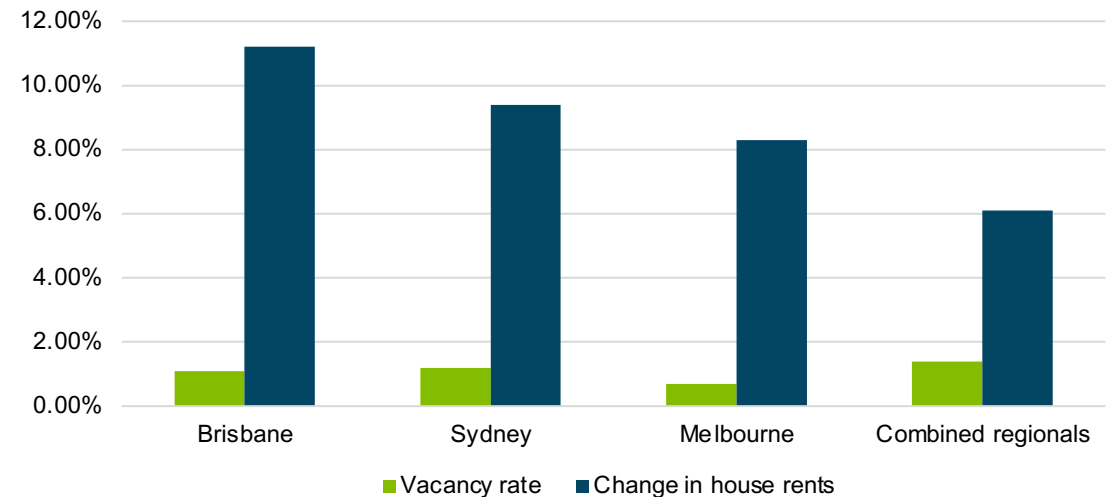
- ◆ Current occupancy at 99%

Ingenia Gardens (seniors rental)

- ◆ Current occupancy at 97%



Vacancy rate versus annual change in rental rate (March 2023)



Source: Quarterly Rental Review, CoreLogic, April 2023.

Land lease communities

In place rents growing as portfolio benefits from CPI linked growth

Communities remain fully occupied with strong rent collection

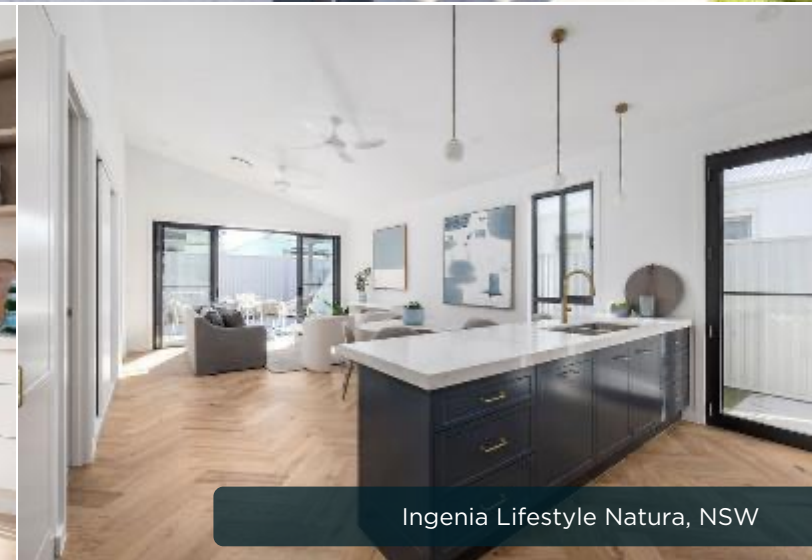
Ongoing demand for new and existing communities - settlements increasing as new homes reach completion

- ◆ Time on market elevated in key markets - consumers remain cautious
- ◆ Expect to settle circa 370 homes FY23¹
- ◆ Average home price YTD \$471,000 (\$408,000 FY22)
- ◆ Forecast 260 contracts and deposits on hand at 30 June to support FY24 settlements

Construction programs remain on track with build times slowly contracting across most projects

- ◆ Construction now underway at Morisset on NSW Central Coast – 606 home community
- ◆ Will have ~100 homes in inventory at 30 June, supporting settlements in 1H FY24

1. Settlements across the Group's balance sheet assets and capital partnerships.



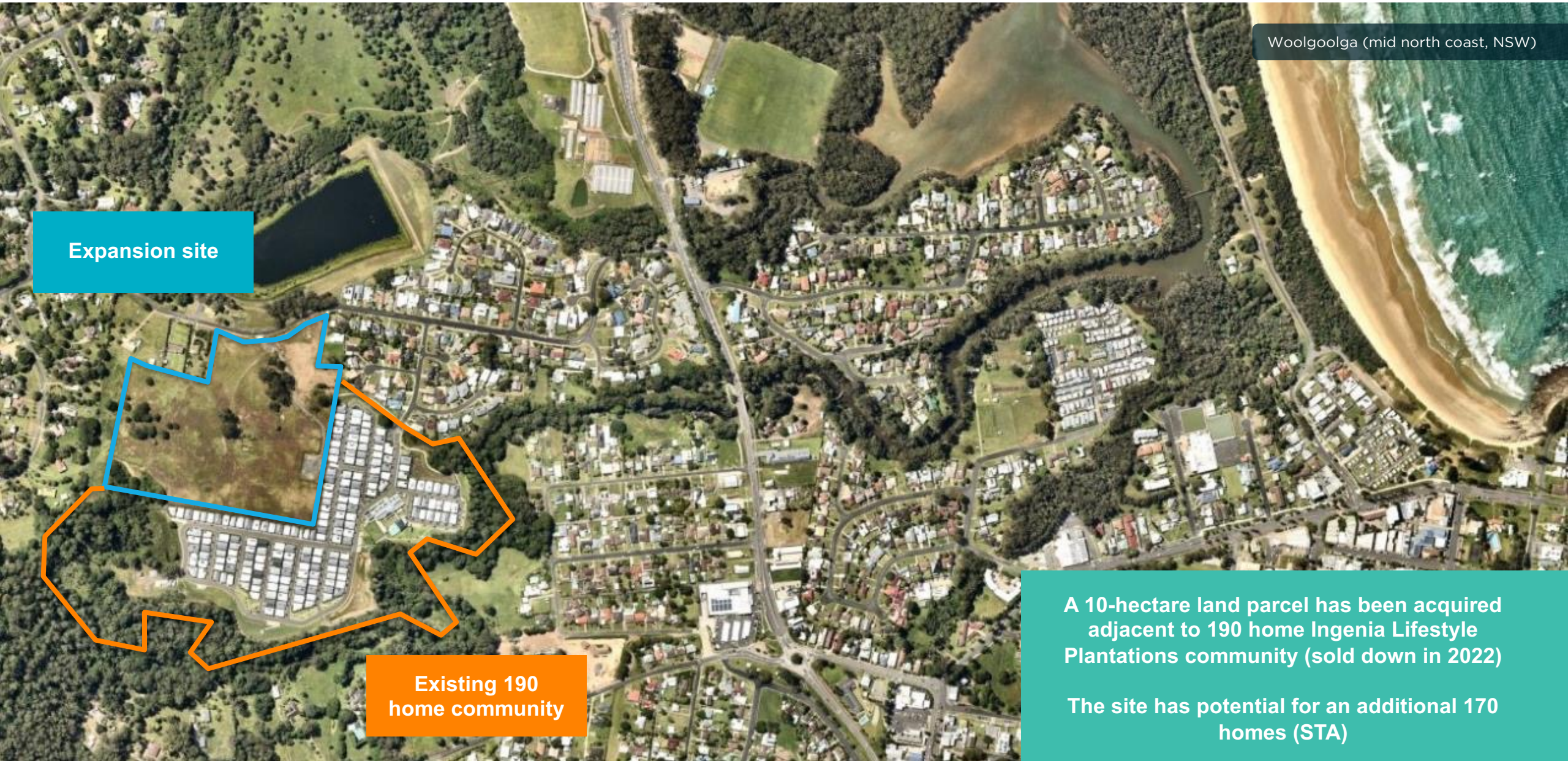
Development pipeline – 6,000 sites



Work has commenced at Fullerton Cove, Newcastle, approximately 170km north of Sydney

The 122-home sustainable community is targeting a 6-Star Green Star – Communities rating

Planned expansion of established Plantations community on mid north coast NSW



Woolgoolga (mid north coast, NSW)

Expansion site

Existing 190 home community

A 10-hectare land parcel has been acquired adjacent to 190 home Ingenia Lifestyle Plantations community (sold down in 2022)

The site has potential for an additional 170 homes (STA)

Holidays

Holiday parks and mixed-use communities provide diverse accommodation options and revenue streams

Holiday accommodation includes cabins, glamping tents, airstream caravans and traditional caravan and camp sites

Annual sites (holiday homes) and land lease sites (permanent homes) provide stable rents in mixed use communities



No. communities ¹	38
No. tourism sites	4,500
No. annual sites	2,100
No. permanent homes (incl. 180 rental homes)	1,560

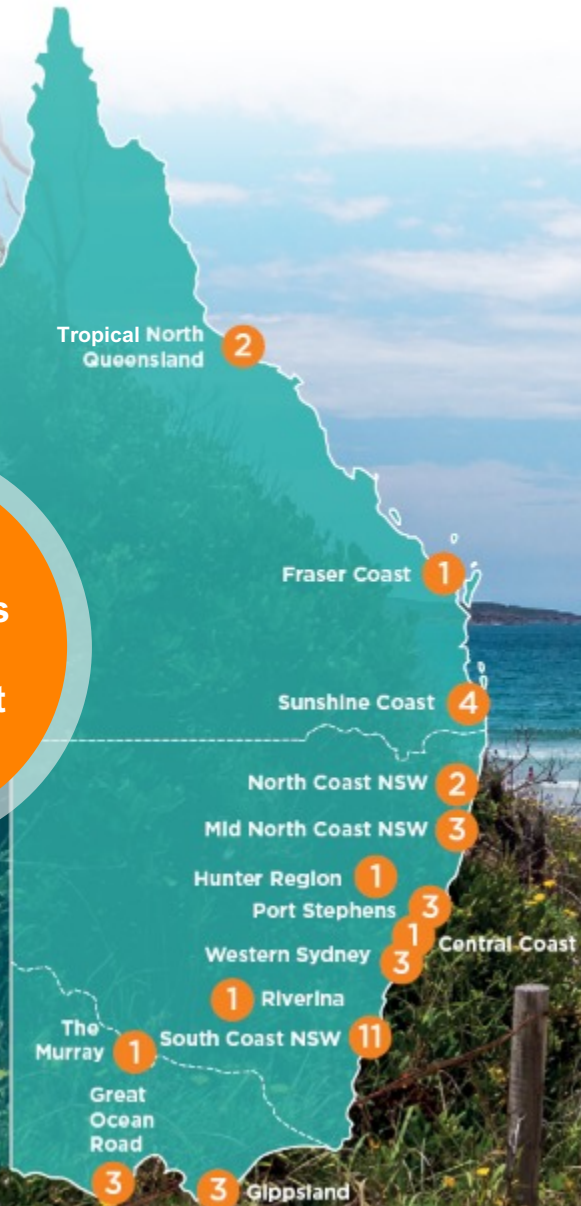
Ingenia Holidays Cairns Coconut – one of the Top 10 family friendly hotels in the South Pacific



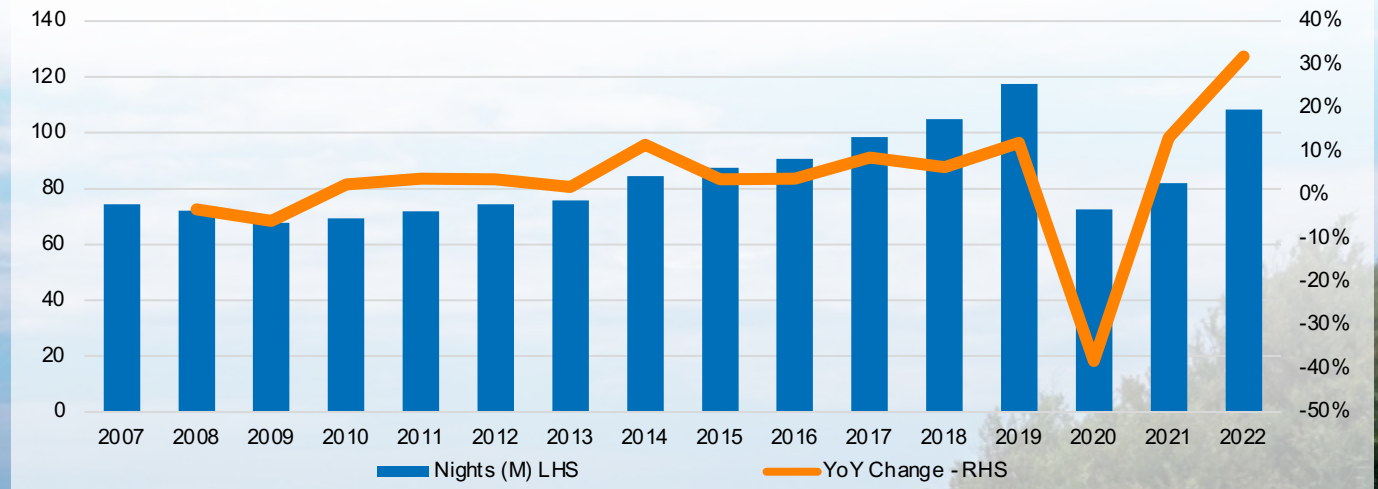
1. Includes communities owned by Ingenia and the Group's capital partnerships (Funds).

Ingenia Holidays

Ingenia Holiday Parks benefitting from buoyant demand



Domestic Overnight Trips



Caravan and camping visitor nights have now exceeded previous peak

International travel remains substantially behind pre-COVID performance

Over 2022 Caravan and Camping travel was up 20% (vs 2021) at 60.9 million visitor nights

Ingenia Holidays One Mile Beach, NSW

Ingenia Holidays

Ongoing demand for domestic travel supporting strong performance

Tourism rental income up ~15% (Q3FY23 vs Q3FY22) reflecting acquisitions, rate growth and strong trading conditions

- ◆ Portfolio metrics remain strong
 - Q3 occupancy 58% (vs 54% Q3 22)
 - Average daily rate (Q3) \$133 per night (vs \$124 Q3 22)
 - Increase in 'off peak' and shoulder bookings

Forward bookings and positive performance over April provide a solid base for Q4 performance

- Forward bookings indicate strong positive momentum into FY24 – booked revenue to March 2024 up 10% (versus 2022)

Focus on expanding permanent and rental revenue streams to expand stable revenue base

- ◆ Increasing focus on sale of new annual cabins and homes across mixed use communities as build capacity has increased ability to meet demand
- ◆ Installing new long-term rental cabins to meet chronic shortage of affordable rental accommodation in regional markets



New premium annual holiday home at Ingenia Holidays Merry Beach, NSW

Capital management

Capital recycling program underway

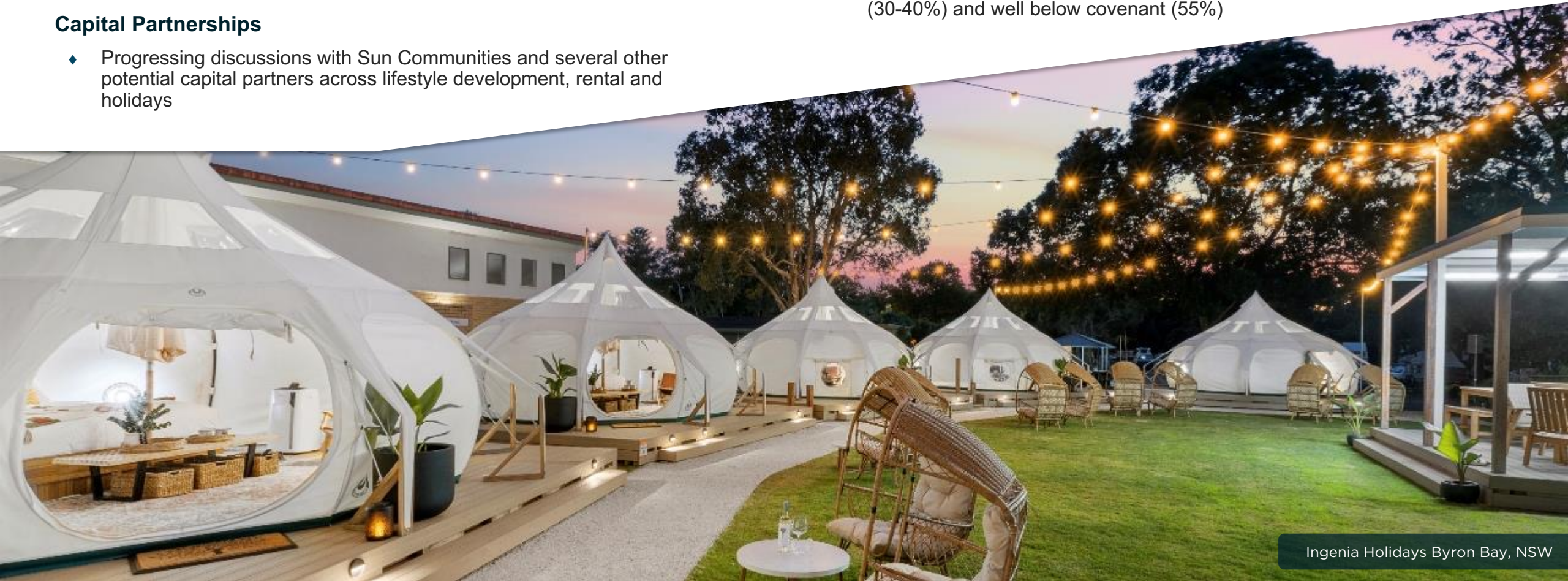
- ◆ Divestment of three communities completed 1H23, releasing \$16 million
- ◆ Exchanged contracts to divest Ingenia Lifestyle Lake Munmorah (NSW Central Coast) for \$36.5 million with settlement anticipated June 2023
- ◆ Additional divestments well progressed

Capital Partnerships

- ◆ Progressing discussions with Sun Communities and several other potential capital partners across lifestyle development, rental and holidays

Balance sheet capacity maintained

- ◆ Pro forma 31 December 2022 LVR (post announced transactions) at 32%
- ◆ Approximately 42% of drawn debt remains hedged
- ◆ No near-term debt expiry (next expiry December 2025)
- ◆ 30 June LVR anticipated to remain at the mid-point of target range (30-40%) and well below covenant (55%)



Outlook: FY23 guidance maintained

Strategy remains intact - macroeconomic environment creates short term uncertainty

Exposure to seniors housing and domestic travel

Stable rent generating residential communities provide a significant base of highly predictable, CPI linked earnings

Core businesses delivering growth, assisted by diverse asset base and revenue streams

Asset recycling and balance sheet capacity to fund development activity

FY23 guidance: Growth in EBIT of 0-10% on FY22 and underlying EPS of 19.1cps to 21.5cps

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Ingenia Lifestyle Lakeside Lara, VIC



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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 May 2023 unless otherwise stated.

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Approved for lodgement by the Board.