

22 August 2023

FY23 Property Portfolio

Ingenia Communities Group (ASX:INA) provides its FY23 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).



FY23
PROPERTY
PORTFOLIO

Ingenia





ABOUT US

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

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

ACKNOWLEDGMENT OF COUNTRY

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.

Information as at 30 June 2023 unless otherwise stated.



107
PROPERTIES*

11,000
RESIDENTS
PAYING RENT

1.7M
TOURISM
'ROOM NIGHTS'

About Ingenia	2	Residential Communities	6	Ingenia Holidays	22
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* Includes announced acquisition yet to settle and assets held through the Joint Venture with Sun Communities and managed funds. Excludes assets held for sale and developments not on balance sheet.

PROPERTY PORTFOLIO

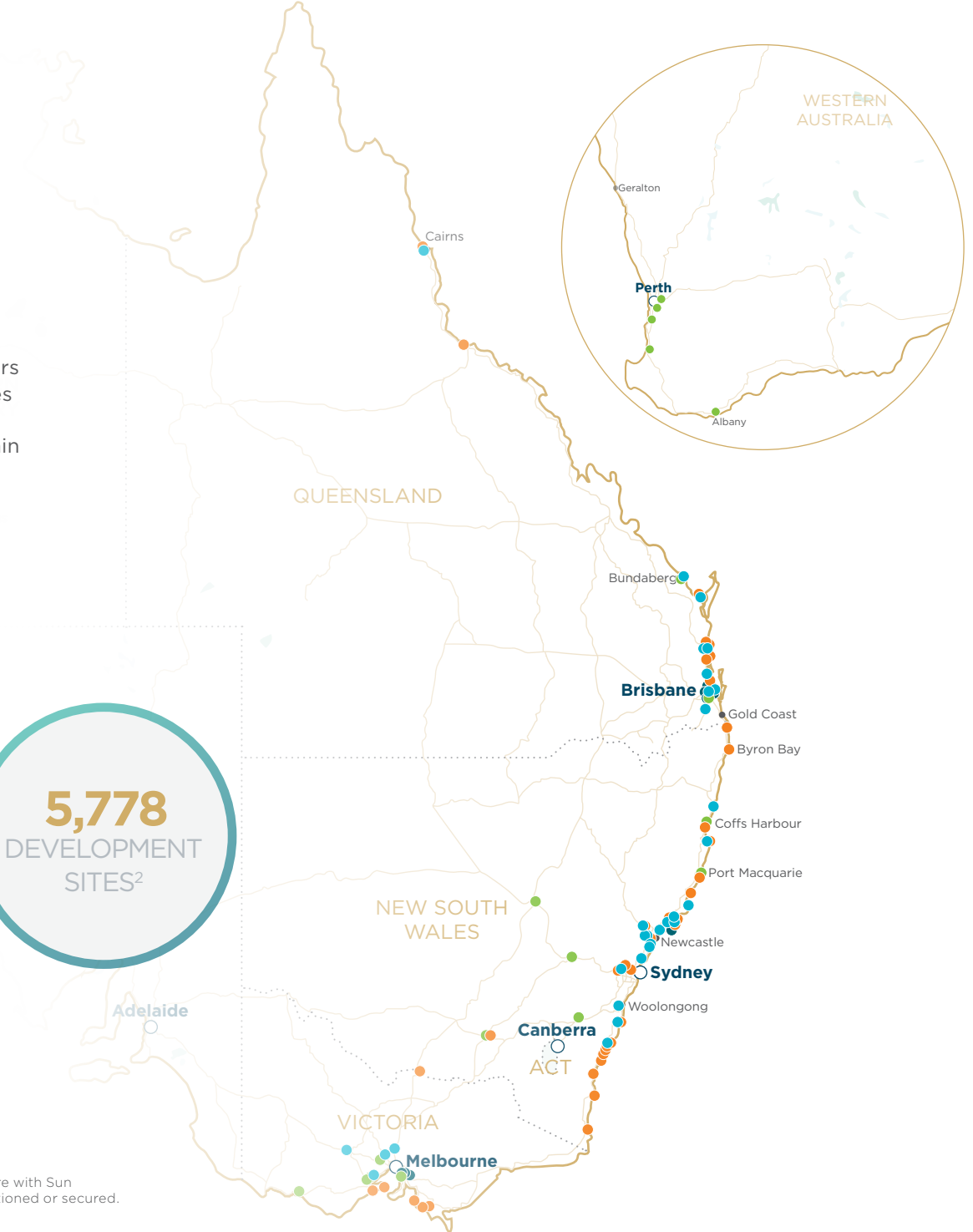
Ingenia Communities is one of Australia's largest owners, operators and developers of seniors rental, lifestyle and holiday communities

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

Combined, Ingenia has an interest in and manages a \$2.3 billion* property portfolio dominated by cash yielding assets

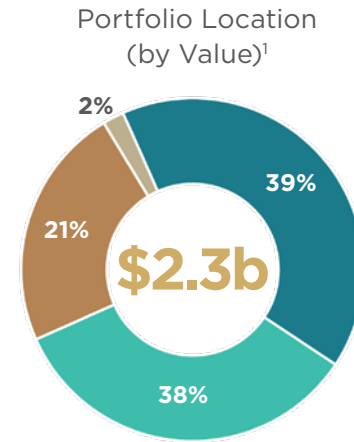
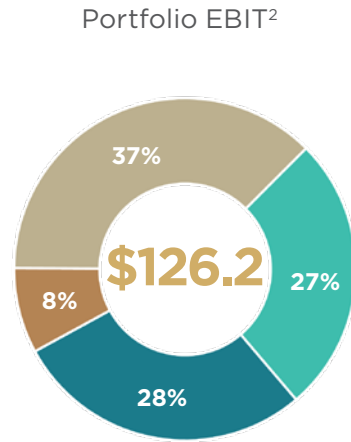
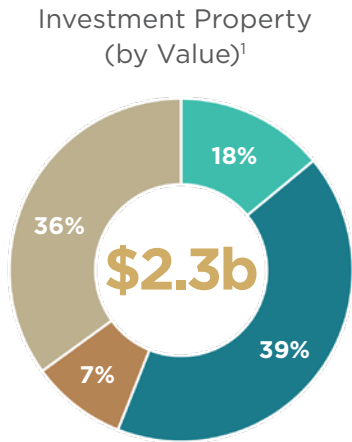


1. Includes acquisitions announced and yet to settle, and assets held through the Joint Venture with Sun Communities and managed funds. Excludes assets held for sale, and development sites optioned or secured.
2. Development sites include sites in planning and optioned or secured.





INGENIA PORTFOLIO: OVERVIEW



- Lifestyle Rental
- Lifestyle Development
- Ingenia Gardens (Rental)
- Ingenia Holidays

- Queensland
- New South Wales
- Victoria
- Western Australia

Growth in Income Producing Sites³



1. Includes assets managed by Ingenia and acquisitions announced and yet to settle. Excludes assets held for sale.
 2. Excludes Fuel, Food & Beverage and Capital Partnerships. Ingenia owned assets only.
 3. Includes assets held for sale. Includes capital partnerships.



INGENIA LIFESTYLE NATURES EDGE, 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 largely 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	Ingenia Rental	Ingenia Gardens
	Land Lease communities catering to over 50s	Rental communities catering to all ages	Seniors rental villages
No. communities ¹	35	10	25
No. homes/sites ²	>5,900	1,575	1,340
Development sites ³	5,778	140	-

1. Includes communities owned by Ingenia and capital partners.
 2. Includes sites located in mixed-use communities.
 3. Includes sites subject to approvals and optioned or secured.

~11,700
LAND LEASE
SITES

~1,700
RENTAL
HOMES







LIFESTYLE RENTAL PORTFOLIO: OVERVIEW

Ingenia's Lifestyle Rental portfolio is concentrated in metropolitan and coastal areas

Ingenia owned	30 June 2023	30 June 2022
Total properties*	39	39
Land lease homes*	4,443	4,374
Rental homes*	1,381	1,327
Tourism sites*	161	157
Potential development sites**	5,778	6,580
New homes settled (FY)	318	353

* Excludes development sites, capital partnerships, and sites in mixed use communities.

** Development pipeline includes Joint Venture sites.

Average rent - permanent homes²

	Lifestyle	Rental
30 June 2023	\$190 per week	\$294 per week
30 June 2022	\$179 per week	\$272 per week

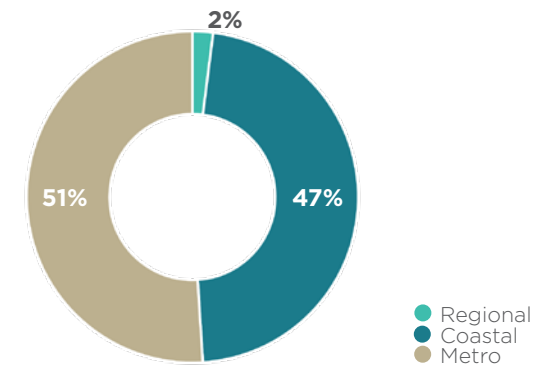
Average home sale price³

30 June 2023	\$487,300
30 June 2022	\$408,000

Average occupancy - Ingenia Rental

30 June 2023	99%
30 June 2022	99%

Location (by Value)¹



1. Excludes land lease sites and rental homes in mixed use communities and communities owned by the Group's capital partnerships. Includes development properties on balance sheet.
2. Includes homes in mixed-use communities.
3. Inclusive of GST. Excludes capital partnerships.



INGENIA LIFESTYLE LATITUDE ONE, NSW





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	33.9	-	33.9	209	-	-	-	209	-
Ettalong Beach, NSW	Apr 2013	1.5	-	1.5	116	-	-	-	116	-
Stoney Creek, NSW	May 2014	29.7	-	29.7	233	-	-	-	233	-
Latitude One ² , NSW	Dec 2016	46.5	2.5	44.0	270	-	-	-	270	171
Blueys Beach, NSW	Jan 2017	10.2	9.1	1.1	27	-	-	-	27	132
Plantations, NSW	Aug 2017	28.3	-	28.3	190	-	-	-	190	-
Bevington Shores, NSW	Dec 2019	29.0	-	29.0	189	-	-	-	189	-
Sunnylake Shores, NSW	Jul 2020	17.3	1.7	15.6	118	-	-	-	118	-
Chambers Pines, QLD*	Mar 2015	82.6	10.4	72.2	564	-	-	-	564	94
Bethania, QLD	Jul 2015	51.8	1.6	50.2	321	-	-	-	321	-
Nature's Edge, QLD	Mar 2021	41.8	11.9	29.9	261	-	-	-	261	34
Seachange Coomera, QLD	Nov 2021	22.8	2.7	20.1	111	-	-	-	111	14
Seachange Toowoomba, QLD	Nov 2021	20.6	11.8	8.8	105	-	-	-	105	68
Seachange Emerald Lakes, QLD	Nov 2021	23.1	-	23.1	127	-	-	-	127	-
Seachange Arundel, QLD	Nov 2021	69.6	-	69.6	415	-	-	-	415	-
Lara, VIC	Oct 2015	63.0	15.4	47.6	274	-	-	-	274	121
Glenroy, VIC	Mar 2022	31.4	-	31.4	179	-	-	-	179	-
Sunshine, VIC	Mar 2022	23.9	-	23.9	142	-	-	-	142	-
Werribee, VIC	Mar 2022	30.9	-	30.9	179	-	-	-	179	-
TOTAL		657.9	67.1	590.8	4,030	-	-	-	4,030	634

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 - 176 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. Land for development INA owned only.



Property	Acquired	Total Asset Value (\$m)	Asset Value (\$m)		Perm Sites	Annuals	Tourism		Total Sites	Potential Dev. Sites ¹
			Development	Complete			Cabins	Sites		
Greenfield Projects - Ingenia Lifestyle										
Hervey Bay, QLD	Apr 2018	48.0	21.2	26.8	236	-	-	-	236	205
Bargara, QLD	May 2021	13.2	13.2	-	-	-	-	-	-	326
Seachange Victoria Point, QLD	Nov 2021	40.3	40.3	-	-	-	-	-	-	225
Rochedale, QLD	Nov 2021	25.3	25.3	-	-	-	-	-	-	168
Millers Glen, QLD	Feb 2022	8.4	8.4	-	8	-	-	-	8	364
Branyan, QLD	Apr 2022	5.9	5.9	-	-	-	-	-	-	208
Gordonvale, QLD	Mar 2023	19.7	19.7	-	-	-	-	-	-	336
Parkside (Ballarat), VIC	Jul 2020	19.2	16.0	3.2	42	-	-	-	42	203
Beveridge, VIC	May 2021	20.0	20.0	-	-	-	-	-	-	261
Sunbury, VIC	Sept 2022	12.5	12.5	-	-	-	-	-	-	153
TOTAL LIFESTYLE		870.4	249.6	620.8	4,316	-	-	-	4,316	3,083
Ingenia Rental										
Durack Gardens, QLD	Jun 2017	44.3	-	44.3	283	-	-	-	283	-
Eight Mile Plains, QLD	Aug 2017	47.0	-	47.0	284	-	-	-	284	-
Brisbane North, QLD	Feb 2019	44.7	-	44.7	262	-	-	25	287	-
Taigum, QLD	Nov 2019	23.3	-	23.3	128	-	33	-	161	-
Redlands, QLD	Nov 2020	9.1	2.1	7.0	101	-	-	-	101	-
Anna Bay, NSW	Oct 2021	4.3	-	4.3	20	8	-	-	28	-
Chelsea, VIC	Nov 2021	25.5	-	25.5	174	-	-	12	186	-
Frankston, VIC	Nov 2021	25.6	-	25.6	142	-	12	28	182	-
Carrum Downs, VIC	Nov 2021	25.9	-	25.9	114	-	29	14	157	-
TOTAL RENTAL		249.7	2.1	247.6	1,508	8	74	79	1,669	-
TOTAL LIFESTYLE RENTAL		1,120.1	251.7	868.4	5,824	8	74	79	5,985	3,083



INGENIA LIFESTYLE DEVELOPMENT

The development of new masterplanned land lease communities and the expansion of existing communities represents a core part of the Group's strategy to build a leading lifestyle portfolio and expand the Group's stable rental cashflows

The Group has 18 projects underway, with a further 13 additional projects in planning, optioned or under review

The Group's development business generates revenue via the sale of new homes through the creation of new rental contracts, and fees for development services provided to the Joint Venture with Sun Communities

A total of 5,778 sites are available for future development¹

1. Includes Joint Venture and Ingenia owned sites yet to be approved and sites secured or optioned.
2. Includes capital partnerships and mixed use assets.





5,778
TOTAL
DEVELOPMENT
SITES¹

374
SETTLEMENTS²
FY23

3,113
APPROVED
DEVELOPMENT
SITES

18
ACTIVE
PROJECTS





DEVELOPMENT PIPELINE: INGENIA CURRENT PROJECTS

Cluster/Community	Remaining Potential Dev. Sites	Current Home Prices	Jun 23	Jun 24	Jun 25	Jun 26	Settlements (see key)
Bevington Shores, NSW	-	\$429k - \$450k					2HFY24
Sunnylake Shores, NSW	-	\$499k - \$959k					2HFY24
Bethania, QLD	-	\$465k - \$615k					2HFY24
Chambers Pines, QLD	94	\$322k - \$462k					
Victoria Point (Seachange), QLD	225	\$698k - \$1m					1HFY24
Nature's Edge, QLD	34	\$769k - \$1m					
Millers Glen (Beaudesert), QLD	364	\$419k - \$565k					2HFY23
Coomera (Seachange), QLD	14	\$659k - \$959k					2HFY24
Toowoomba (Seachange), QLD	68	\$440k - \$695k					
Hervey Bay, QLD	205	\$376k - \$589k					
Parkside (Ballarat), VIC	203	\$518k - \$695k					
Lara, VIC	121	\$494k - \$729k					
Beveridge, VIC	261						2HFY25
Bargara, QLD	326						2HFY24
TOTAL	1,915						
Joint Venture projects	1,182		See page 36 for further details				

Note: Time frames are indicative and subject to change. Settlements generally commence 12 - 18 months from project commencement.



KEY

- New Project - First Settlements
- Established Project - Stable Sales Rate
- Final Settlements

1. Represents average home price (incl GST) for homes settled FY23.
 2. Excludes Display Homes, staff site offices and refurbished homes. Of the 58 completed homes, 30 homes were sold and yet to settle at 30 June 2023.



DEVELOPMENT PIPELINE: FUTURE PROJECTS

INGENIA LIFESTYLE PARKSIDE, VIC

Cluster/Community	Total Potential Dev. Sites	Jun 24	Jun 25	Jun 26
Latitude One, NSW (expansion)	171	[Progress bar]		
Blueys Beach, NSW	132	[Progress bar]		
Plantations, NSW (expansion)	175	[Progress bar]		
Rochedale, QLD	168	[Progress bar]		
Brayan North, QLD	208	[Progress bar]		
Gordonvale, QLD	336	[Progress bar]		
Sunbury, VIC	153	[Progress bar]		
Secured/ Optioned ¹	1,338			
TOTAL PIPELINE²	5,778			



1. Includes Ingenia and capital partnerships.

2. Excludes sites approved for tourism and rental cabins. Time frames are indicative and subject to change. Settlements generally commence 12 - 18 months from project commencement.



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 25 communities with a value of \$168.0 million





INGENIA GARDENS SWAN VIEW, WA





GARDENS PORTFOLIO: OVERVIEW

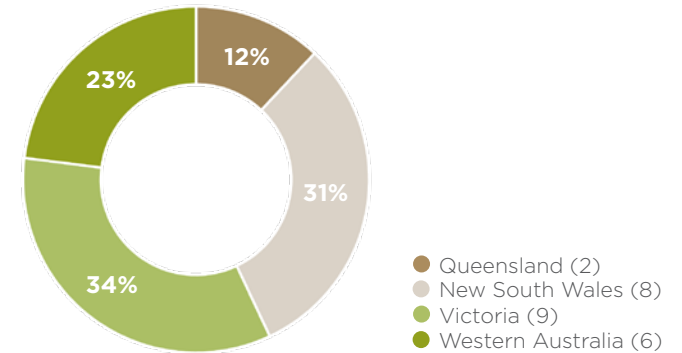
Ingenia Gardens snapshot

Ingenia owned	30 June 2023	30 June 2022
Total properties ¹	25	27
Total units	1,340	1,437
Av. weekly rent	\$370	\$354
Occupancy*	97.0%	96.9%

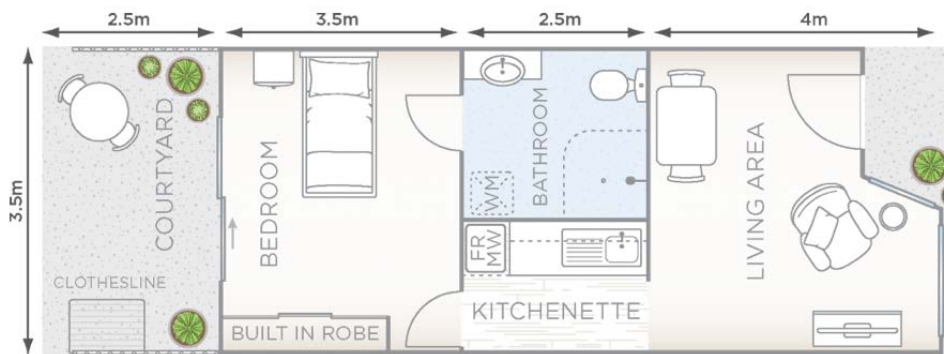
* Like for like.

1,147	Daily resident meals served	
3.6 years		Average resident tenure
97.0%		Occupancy

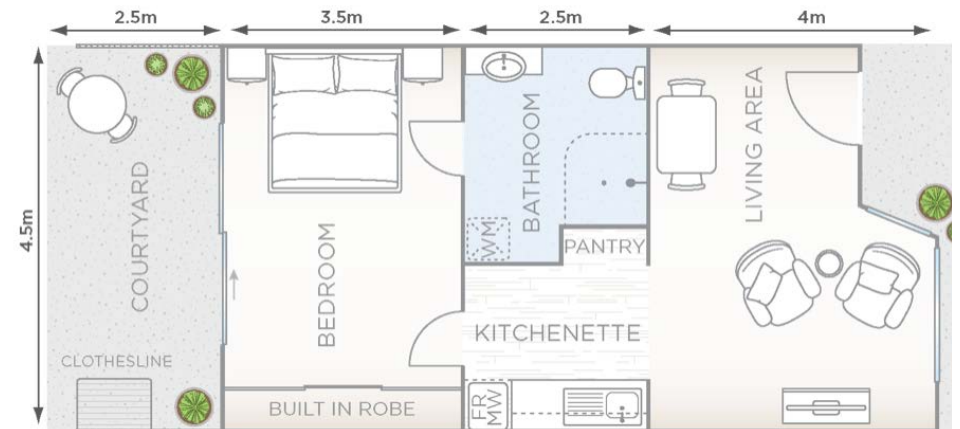
Portfolio Location
(by value)



Single unit floorplan



Couples unit floorplan





RESIDENTS OF INGENIA GARDENS





PORTFOLIO STATISTICS: INGENIA GARDENS

Property	Location	Acquired	Asset Value (\$m)	Total Units	Occupancy (%)
Ingenia Gardens					
Wagga	Wagga Wagga, NSW	Jun 2013	5.9	50	92.0
Whealers	Dubbo, NSW	Jun 2004	6.9	52	96.2
Taloumbi	Coffs Harbour, NSW	Jun 2004	7.0	50	98.0
Goulburn	Goulburn, NSW	Jun 2004	6.1	49	98.0
Oxley	Port Macquarie, NSW	Jun 2004	6.6	45	100.0
Dubbo	Dubbo, NSW	Dec 2012	6.5	55	96.4
Taree	Taree, NSW	Dec 2004	6.5	51	96.1
Bathurst	Bathurst, NSW	Jan 2014	6.1	54	94.4
Carrum Downs	Carrum Downs, VIC	Oct 2021	10.7	61	93.4
Grovedale	Grovedale, VIC	Jun 2005	6.4	51	96.1
St Albans Park	St Albans Park, VIC	Jun 2004	6.9	53	96.2
Townsend	St Albans Park, VIC	Jun 2004	6.0	50	96.0
Sovereign	Ballarat, VIC	Jun 2013	5.9	51	94.1
Hertford	Sebastopol, VIC	Jun 2004	5.0	48	93.8
Coburns	Brookfield, VIC	Jun 2004	5.5	51	98.0
Brooklyn	Brookfield, VIC	Jun 2004	5.5	51	86.3
Warrnambool	Warrnambool, VIC	Jan 2014	5.4	49	100.0
Swan View	Swan View, WA	Jan 2006	9.8	72	100.0
Seville Grove	Seville Grove, WA	Jun 2004	5.4	45	100.0

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Property	Location	Acquired	Asset Value (\$m)	Total Units	Occupancy (%)
Ingenia Gardens					
Ocean Grove	Mandurah, WA	Feb 2013	4.9	45	100.0
Yakamia	Yakamia, WA	Jun 2004	5.8	57	100.0
Seascape	Erskine, WA	Jun 2004	6.5	51	100.0
Carey Park	Bunbury, WA	Jun 2004	6.0	51	98.0
Marsden	Marsden, QLD	Jun 2005	15.6	97	100.0
Jefferis	Bundaberg North, QLD	Jun 2004	5.1	51	100.0
TOTAL/AVERAGE			168.0	1,340	97.0

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 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, providing stable rental cashflows

The Group consistently reviews asset composition to maximise returns and to provide, where appropriate, an increase in stable revenue streams through land lease and rental homes

The Ingenia portfolio has a value of \$757.5 million*.

A further \$62 million of assets are held by the Group's managed funds and are operated by the Group

* Excludes assets held for sale, includes development sites.
1. Includes Funds.





37
HOLIDAY PARKS¹

4,376
CABINS & SITES¹

1,396
HOMES¹

2,061
ANNUALS¹





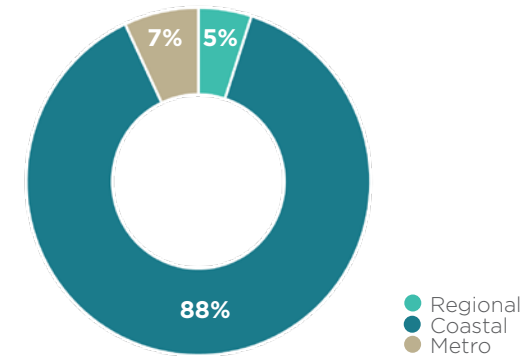
HOLIDAYS PORTFOLIO: OVERVIEW

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

Ingenia owned	30 June 2023*	30 June 2022
Total properties	32	33
Total residential homes	1,242	1,251
Total annual sites	1,588	1,697
Total tourism sites	4,147	4,256

* Excludes assets held for sale.

Portfolio Location (by Value)



Average rent - annual sites

30 June 2023	\$129 per week
30 June 2022	\$125 per week

Tourism cabins¹

30 June 2023	62% average occupancy \$209 RevPOR
30 June 2022	53% average occupancy \$194 RevPOR

Tourism sites¹

30 June 2023	45% average occupancy \$64 RevPOR
30 June 2022	39% average occupancy \$58 RevPOR

1. Represents revenue per occupied room night (RevPOR) for full year to 30 June 2023. FY22 includes the impact of VIC and NSW park restrictions due to COVID-19 from July to October 2021.



INGENIA HOLIDAYS ONE MILE BEACH, 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	13.5	-	13.5	97	-	38	14	149
Kingscliff, NSW	Nov 2013	14.0	-	14.0	108	-	19	61	188
Hunter Valley, NSW	Feb 2014	11.5	-	11.5	63	-	18	34	115
White Albatross, NSW	Dec 2014	37.5	-	37.5	135	-	61	105	301
Sydney Hills, NSW	Apr 2015	17.5	-	17.5	63	-	31	44	138
Lake Conjola, NSW	Sept 2015	64.7	-	64.7	115	271	52	49	487
South West Rocks, NSW	Feb 2016	31.9	-	31.9	113	2	35	128	278
Ocean Lake, NSW	Aug 2016	13.7	-	13.7	43	124	24	52	243
Avina, NSW	Oct 2016	34.0	17.0	17.0	78	-	48	66	192
Middle Rock, NSW	Dec 2020	22.5	-	22.5	76	56	42	109	283
Ulladulla, NSW	Aug 2021	13.0	-	13.0	54	-	27	67	148
Noosa, QLD	Feb 2015	27.5	-	27.5	49	-	30	108	187
Noosa North, QLD	Jul 2021	14.5	-	14.5	6	-	22	88	116
Townsville, QLD	Mar 2021	9.7	-	9.7	53	-	27	82	162
Beacon, VIC	Nov 2021	30.9	-	30.9	-	22	69	32	123
Murray Bend, VIC	Nov 2021	15.6	-	15.6	6	271	20	68	365
Swan Bay, VIC	Nov 2021	9.3	-	9.3	44	133	-	11	188
TOTAL		381.3	17.0	364.3	1,103	879	563	1,118	3,663

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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									
One Mile Beach, NSW	Dec 2013	33.3	-	33.3	3	1	88	131	223
Lake Macquarie, NSW	Apr 2015	13.7	-	13.7	9	41	41	59	150
Soldiers Point, NSW	Oct 2015	23.2	-	23.2	24	-	45	54	123
Bonny Hills, NSW	May 2017	17.6	-	17.6	1	-	46	52	99
Byron Bay, NSW	Apr 2019	25.4	-	25.4	35	-	65	159	259
Merry Beach, NSW	May 2021	32.9	-	32.9	3	365	30	125	523
Eden Beachfront, NSW	Jul 2021	10.3	-	10.3	2	21	40	108	171
Wagga Wagga, NSW	Aug 2022	13.4	-	13.4	4	-	50	74	128
Hervey Bay, QLD	Oct 2016	13.8	-	13.8	10	-	28	114	152
Cairns Coconut, QLD	Mar 2017	80.0	2.4	77.6	43	-	145	196	384
Rivershore Resort, QLD	Nov 2018	29.0	4.2	24.8	1	-	19	84	104
Inverloch, VIC	Dec 2020	41.6	-	41.6	-	62	55	308	425
Cape Paterson, VIC	Jul 2021	8.2	-	8.2	-	102	7	110	219
Phillip Island, VIC	Jul 2021	13.3	-	13.3	-	58	52	58	168
Torquay, VIC	Jul 2021	20.5	-	20.5	4	59	63	60	186
TOTAL		376.2	6.6	369.6	139	709	774	1,692	3,314
TOTAL PORTFOLIO¹		757.5	23.6	733.9	1,242	1,588	1,337	2,810	6,977

1. Excludes assets held for sale.



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 land lease 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



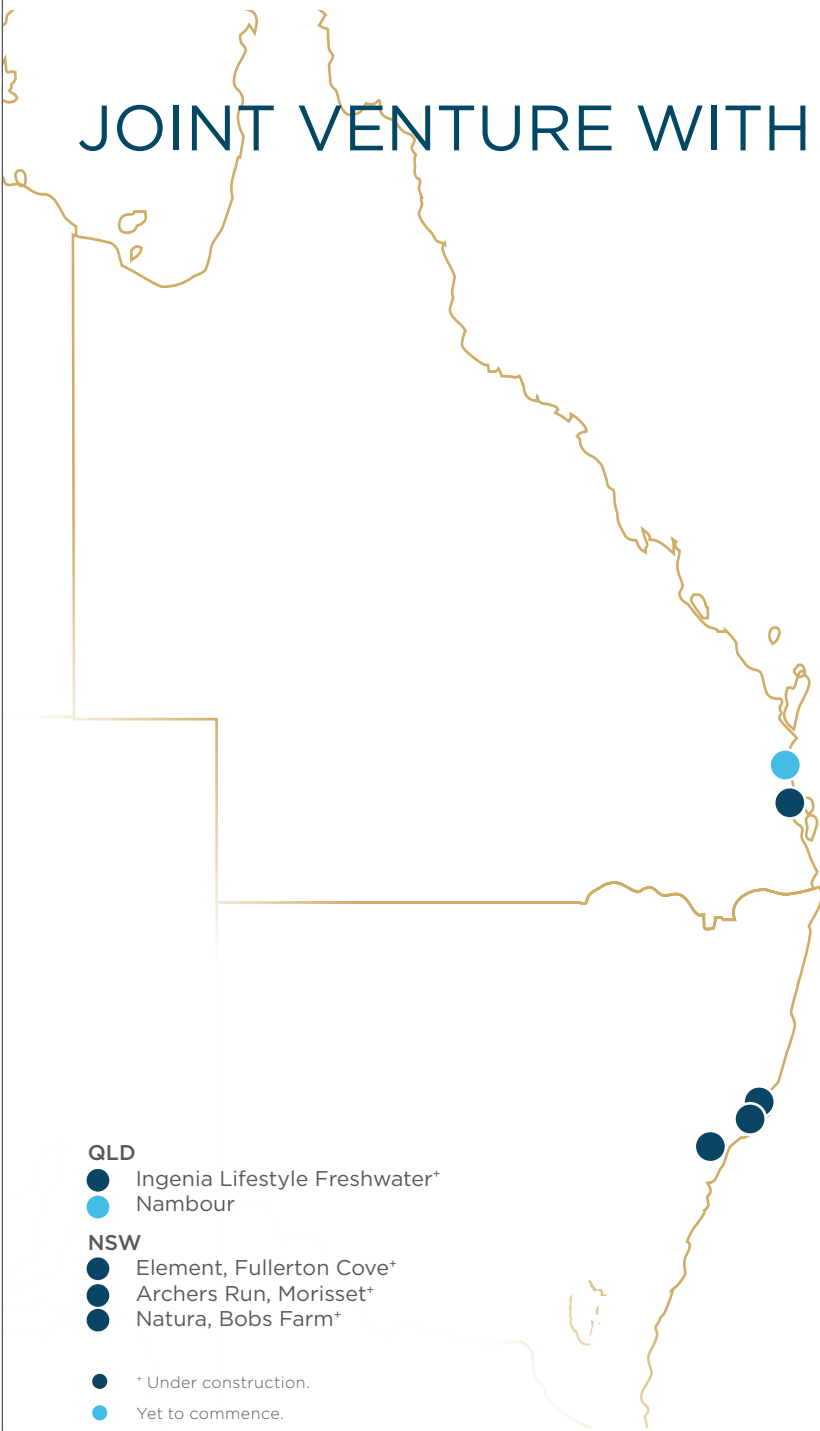


INGENIA LIFESTYLE NATURA, NSW





JOINT VENTURE WITH SUN COMMUNITIES (NYSE:SUI)



At 30 June 2023, the Joint Venture owns five greenfield sites.

The Joint Venture has the first right to acquire new greenfield lifestyle development opportunities identified by Ingenia.

Key Terms

Term	Minimum 5 years to November 2023 (with terms agreed for an extension to November 2030) and ongoing thereafter unless there is a termination event elected by either party
Fees:	Ingenia, as manager, receives fees for Origination, Asset Management, Development Management and Sales Performance fees may be paid to Ingenia subject to achieving individual project IRR targets
Funding:	Projects are 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 (drawn debt \$35m at 30 June 2023). The facility is secured by the Joint Venture assets and is non recourse to Ingenia and Sun Communities.



INGENIA LIFESTYLE NATURA, NSW





JOINT VENTURE WITH SUN COMMUNITIES

Cluster/Community	Remaining Potential Dev. Sites	Price range	Jun 23	Jun 24	Jun 25	Jun 26	Settlements (see key)
Freshwater (Burpengary), QLD	133	\$485k - \$680k	[Progress bar]				[Established Project - Stable Sales Rate]
Natura (Bobs Farm), NSW	91	\$675k - \$1m	[Progress bar]				2HFY23
Element (Fullerton Cove), NSW	122		[Progress bar]				2HFY24
Archers Run (Morisset), NSW	606		[Progress bar]				1HFY25
Nambour, QLD	230		[Progress bar]				
TOTAL	1,182						

Note: Timeframes are indicative and subject to change. Settlements generally commence 12 - 18 months from project commencement.



INGENIA LIFESTYLE ELEMENT
FULLERTON COVE, NSW

Revenue from the Joint Venture in FY23 reflected ongoing progress at Freshwater (Burpengary, QLD) and the first settlements at Natura (Bobs Farm, NSW). Works are also underway at Fullerton Cove and Morisset, both on the NSW Central Coast.

Revenue comprised:

- Revenue from home sales - \$25.8m
- Rents from 139 occupied homes at Freshwater by Ingenia Lifestyle and Natura - \$1.0m

Settlements and fee growth is anticipated in FY24, with four projects now under construction.



KEY

- [Dark Blue Box] New Project - First Settlements
- [Gold Box] Established Project - Stable Sales Rate
- [Light Blue Box] Final Settlements



Investments	30 June 2023	30 June 2022
Greenfield properties (#)	5	5
Investment carrying value (\$m) (INA 50% interest)	61.8	66.1
	FY23	FY22
Joint venture revenue (\$m)	26.9	24.2
Operating profit (\$m)	8.5	12.2
Share of (loss)/profit from Joint Venture (\$m)	(4.3)	8.1
Ingenia Fee Income	FY23	FY22
Development and sales (\$m)	2.1	0.7
Asset management and origination (\$m)	1.1	0.9

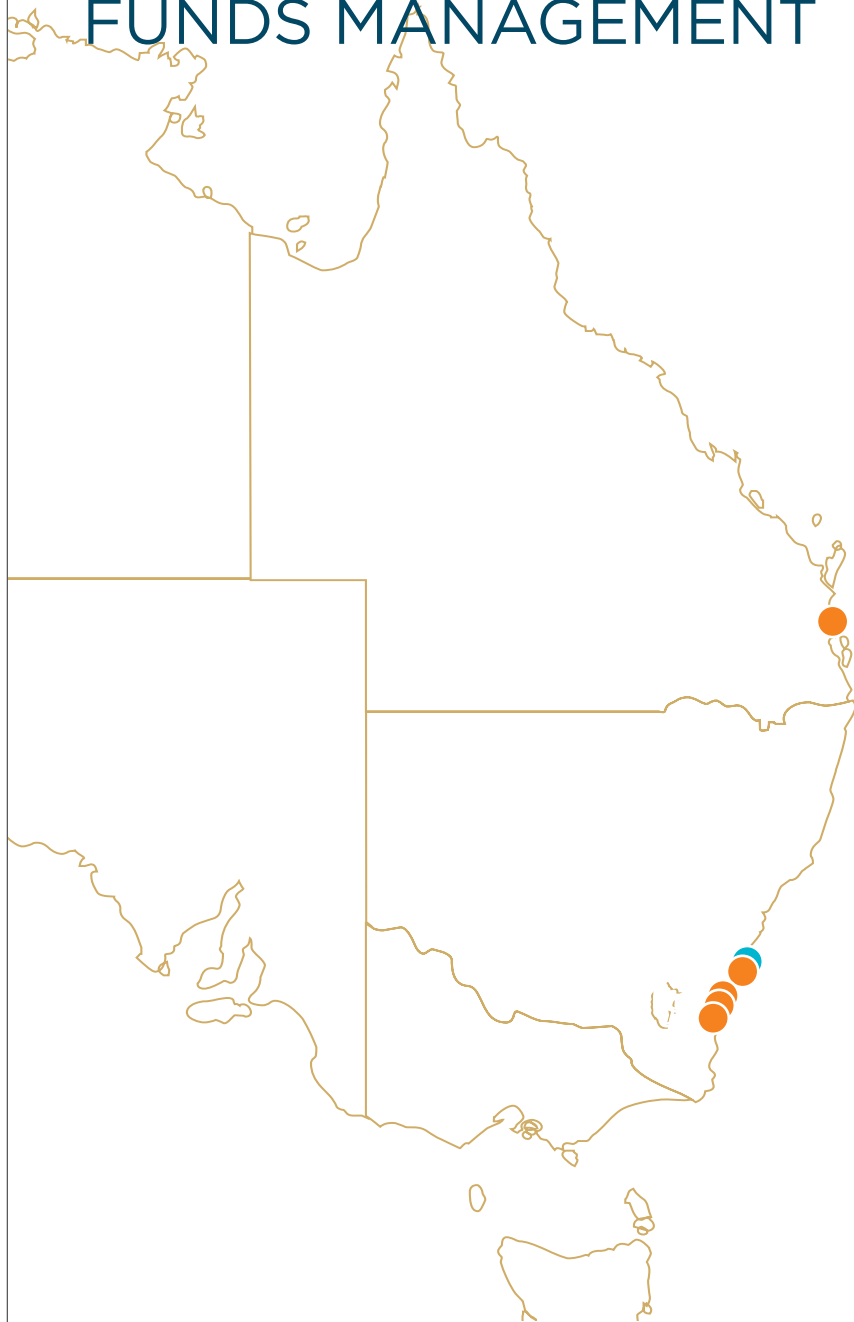
Fees are based on services provided to the Joint Venture*. Fee income comprises:

- 1 Development and sales fee
- 2 Asset Management fee
- 3 Origination fee

* Excludes potential performance fee at project completion.



FUNDS MANAGEMENT



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

The Funds own assets comprising one land lease community in the final stages of conversion and five holiday parks

Ingenia is focused on delivering strong performance for the Funds' investors through active management of the portfolio

Funds Management	30 June 2023	30 June 2022
No. properties	6	6
Fund interest (\$m)	6.3	5.8
Fee Income (\$m)	1.6	4.9
Distribution income (\$m)	0.5	0.7

* FY22 reflects realisation of funds in March 2022, with the sale of three Federation assets to Ingenia. Ingenia received a performance fee on the wind up of the Fund.



INGENIA HOLIDAYS WAIRO BEACH, NSW





PORTFOLIO STATISTICS: FUNDS MANAGEMENT

Assets Under Management (five stapled funds)	Communities	No. Sites		
		Permanent sites	Annuals	Cabins/Sites
-\$19.0m	<ul style="list-style-type: none"> Ingenia Lifestyle Coastal Palms, Shoalhaven, NSW 	175	3	-
-\$7.3m	<ul style="list-style-type: none"> Ingenia Holidays Landsborough, Landsborough, QLD 	41	24	30
-\$15.3m	<ul style="list-style-type: none"> Ingenia Holidays Shoalhaven Heads, Shoalhaven Heads, NSW 	82	104	22
-\$28.9m	<ul style="list-style-type: none"> Ingenia Holidays Tomakin, Tomakin, NSW Ingenia Holidays Wairo Beach, Lake Tabourie, NSW 	27	293	112
-\$10.2m	<ul style="list-style-type: none"> Ingenia Holidays Moruya, Moruya, NSW 	4	49	65
-\$80.7m		329	473	229

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



* 10 new homes at Coastal Palms settled in FY23 with an average price of \$472k. A further 4 homes are available for development.



INGENIA HOLIDAYS MORUYA, NSW





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 August 2023 unless otherwise stated.

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Approved for lodgement by the Chairman.