

Ingenia Communities Group

# Ingenia Communities Group Annual General Meeting

**Tuesday 17 November 2015** 

Ingenia Communities Group (ASX: INA)
Ingenia Communities Holdings Limited (ACN 154 444 925)
Ingenia Communities Management Trust (ARSN 122 928 410)
Ingenia Communities Fund (ARSN 107 459 576)

Responsible Entity: Ingenia Communities RE Limited (ACN 154 464 990)

Notice is hereby given that the Annual General Meeting of Shareholders of Ingenia Communities Holdings Limited (**Company**) and a General Meeting of Unitholders of Ingenia Communities Management Trust (**Trust**) and Ingenia Communities Fund (**Fund**) (together **Ingenia Communities Group**) will be held at Swissotel Sydney, 68 Market Street, Sydney on Tuesday 17 November 2015 at 1.00pm (AEDT) (**Meeting**).

The Explanatory Notes and the Proxy Form form part of these notices.

Ingenia Communities Group AGM

#### **GENERAL INFORMATION**

As investors will know, the Shares in the Company are stapled to the Units of the Fund and the Trust, and are quoted jointly on the ASX as Ingenia Communities Group (ASX: INA). As a result the securities cannot be traded separately. For this reason, the meetings for the three entities will be held together at the same place and on the same day.

The meetings for the Company, the Fund and the Trust will be conducted simultaneously subject to the discretion of the Chairman to adjourn or reconvene any specific meeting. Each resolution will be voted on separately.

For information on how to vote, please see 'Voting Options and Proxies'.

Certain capitalised terms are defined in the Constitutions of the Company, the Fund and the Trust unless the context requires otherwise.

### **NOTICE OF GENERAL MEETING**

Ingenia Communities Management Trust (ARSN 122 928 410)

Ingenia Communities Fund (ARSN 107 459 576)

Ingenia Communities RE Limited (ACN 154 464 990) (**Responsible Entity**) gives notice that a meeting of the Unitholders of the Ingenia Communities Management Trust (ARSN 122 928 410) and Ingenia Communities Fund (ARSN 107 459 576) will be held at Swissotel Sydney, 68 Market Street, Sydney on Tuesday 17 November 2015 at 1.00pm (AEDT), to transact the following business: a general discussion of the activities of the Trust and Fund.

No formal resolutions are proposed at this meeting.

### **NOTICE OF ANNUAL GENERAL MEETING**

Ingenia Communities Holdings Limited (ACN 154 444 925)

Notice is given that an Annual General Meeting of the Shareholders of Ingenia Communities Holdings Limited will be held at Swissotel Sydney, 68 Market Street, Sydney on Tuesday 17 November 2015 at 1.00pm (AEDT), to transact the following business.

### **BUSINESS OF THE MEETING**

### Item 1: Ingenia Communities Group Financial Statements and Reports

To receive and consider the Financial Report, the Directors' Report and the Auditor's Report of the Group for the year ended 30 June 2015.

### **Item 2: Remuneration Report**

To consider and, if thought fit, to pass the following as an ordinary resolution of the Company:

"To adopt the Remuneration Report for the year ended 30 June 2015."

### Notes:

- In accordance with section 250R of the Corporations Act 2001, the vote on this resolution will be advisory only and will not bind the Directors or the Company.
- ii. A voting exclusion statement applies to this resolution (see Explanatory Notes for details).

### **Item 3: Re-election of Director**

To consider and, if thought fit, pass the following as an ordinary resolution of the Company:

"That Mr Philip Clark, being a Director who is retiring in accordance with clauses 74.1 and 74.4 of the Company's Constitution and Listing Rule 14.4, and being eligible, offers himself for election, be re-elected as a Director of the Company."

### **Item 4: Ratification of issue of Stapled Securities**

To consider and, if thought fit, pass the following as an ordinary resolution of the Company:

"That, for the purposes of Listing Rule 7.4 and for all other purposes, the Shareholders approve and ratify the allotment and issue of 10,127,250 Stapled Securities as outlined in the Explanatory Notes."

Note: A voting exclusion statement applies to this resolution (see Explanatory Notes for details).

### Item 5: Grant of Short Term Incentive Plan Rights to Mr Simon Owen

To consider and, if thought fit, pass the following resolution as an ordinary resolution of the Company:

"That for the purposes of Part 2D.2 of the Corporations Act, ASX Listing Rule 10.14 and for all other purposes, Shareholders approve the grant by the Company to Mr Simon Owen of Short Term Incentive Rights calculated as outlined in the Explanatory Notes (and the issue of Stapled Securities upon the vesting of those Rights), under the Ingenia Communities Group Rights Plan and on the terms and conditions set out in the Explanatory Notes."

Note: A voting exclusion statement applies to this resolution (see Explanatory Notes for details).

### Item 6: Grant of Long Term Incentive Plan Rights to Mr Simon Owen

To consider and, if thought fit, pass the following resolution as an ordinary resolution of the Company:

"That for the purposes of Part 2D.2 of the Corporations Act, ASX Listing Rule 10.14 and for all other purposes, Shareholders approve the grant by the Company to Mr Simon Owen of Long Term Incentive Rights calculated as outlined in the Explanatory Notes (and the issue of Stapled Securities upon the vesting of those Rights), under the Ingenia Communities Group Rights Plan and on the terms and conditions set out in the Explanatory Notes."

Note: A voting exclusion statement applies to this resolution (see Explanatory Notes for details).

### **Item 7: Security consolidation**

To consider and, if thought fit, pass the following resolution as an ordinary resolution of the Company:

"That, the consolidation of six Shares on issue in the Company into one Share and, where the number of Shares held by a Shareholder as a result of that consolidation would be a fraction of a share, the rounding of those fractions up to the nearest whole number, as outlined in the Explanatory Notes, be approved for the purposes of section 254 of the Corporations Act and all other purposes."

#### APPOINTMENT OF CHAIR

In accordance with section 252S of the Corporations Act and the Fund and Trust Constitutions, Ingenia Communities RE Limited has appointed Mr James Hazel to act as Chairman of the Meeting.

#### **ENTITLEMENT TO VOTE**

The Directors have determined pursuant to regulation 7.11.37 of the Corporations Regulations 2001 (Cth) that the persons eligible to vote at the Meeting are those who are registered securityholders of the Group as at 7.00pm (AEDT) on Monday, 16 November 2015 (Entitlement Time), subject to any applicable voting exclusion.

This means that if you are not the registered holder of a security in the Group at the Entitlement Time, you will not be entitled to vote at the Meeting.

### **ANNUAL REPORTS**

Copies of the Annual Report for Ingenia Communities Group may be accessed at our website www.ingeniacommunities. com.au via the Investor Centre tab.

### **VOTING OPTIONS AND PROXIES**

If you do not plan to attend the Meeting in person, you are encouraged to complete and return the Proxy Form which accompanies this Notice of Meeting.

### **Voting by Proxy**

A Securityholder who is entitled to attend and vote at this Meeting is entitled to appoint not more than 2 proxies to attend and vote on the Securityholder's behalf.

If the Securityholder appoints 2 proxies, the Securityholder may specify the proportion or number of votes each proxy is entitled to exercise. If no proportion or number of votes is specified, each proxy may exercise half of the Securityholder's votes. If the specified proportion or number of votes exceed that which the Securityholder is entitled to, each proxy may exercise half of the Securityholder's votes. Any fractions of votes brought about by the apportionment of votes to a proxy will be disregarded.

A proxy need not be a Securityholder of the Group. A body corporate appointed as a Securityholder's proxy may appoint a representative to exercise any of the powers the body may exercise as a proxy at the Meeting. The representative should bring to the meeting evidence of his or her appointment, including any authority under which the appointment is signed, unless it has previously been given to the Group.

Subject to the specific proxy provisions applying to Item 2, 5 and 6 (see below):

- If a Securityholder has not directed their proxy how to vote, the proxy may vote as the proxy determines, and
- If a Securityholder appoints the Chairman of the Meeting as proxy and does not direct the Chairman how to vote on an item of business, the Chairman will vote in accordance with his voting intention as stated in this Notice of Meeting, namely in favour of each of the proposed resolutions set out in the Notice of Meeting

### **Proxy Voting by the Chairman**

For Item 2 (Remuneration Report) and Items 5 and 6 (Grant of Rights to the CEO), where the Chairman is appointed as a Securityholder's proxy and that Securityholder has not specified the way in which the Chairman is to vote on Items 2, 5 and 6, the Securityholder is directing the Chairman to vote in accordance with the Chairman's voting intentions for these items of business; even though Items 2, 5 and 6 are connected with the remuneration of Key Management Personnel.

The Chairman intends to vote all undirected proxies in favour of the resolutions put in the Notice of Meeting, including Items 2, 5 and 6.

### **Proxy Forms**

To be effective, the Proxy Form must be completed, signed and lodged (together with the relevant original power of attorney or a certified copy if the proxy is signed by an attorney) with the Group security registry, as an original or by facsimile, no later than 1.00pm (AEDT) on Sunday 15 November 2015 (**Proxy Deadline**).

Proxy forms may be submitted in one of the following ways:

- i. By mail to Link Market Services Pty Ltd using the reply paid envelope or Locked Bag A14, Sydney South NSW 1235. Please allow sufficient time so that it reaches the Company's Share Registry by the Proxy Deadline;
- By fax to Link Market Services Pty Ltd on +61 2 9287 0309;
- iii. **Online** via the Company's Share Registry website at www.linkmarketservices.com.au. Please refer to the Proxy Form for more information; or
- iv. By hand delivery to Link Market Services Pty Ltd at Level 12, 680 George Street, Sydney NSW 2000.

Proxy Forms and Powers of Attorney must be received by the Proxy Deadline.

### **CORPORATE REPRESENTATIVES**

Where a securityholding is registered in the name of a corporation, the corporate Securityholder may appoint a person to act as its representative to attend the meeting by providing that person with:

- a letter or certificate authorising him or her as the corporation's representative, executed in accordance with the corporation's constitution; or
- a copy of the resolution appointing the representative, certified by a secretary or director of the corporation.

### BY ORDER OF THE BOARD

O. E. C.

Leanne Ralph Company Secretary 25 September 2015

Ingenia Communities Group AGM

#### **EXPLANATORY NOTES**

#### **Notes on Business**

### ITEM 1 - Financial Statements and Reports

As required by section 317 of the *Corporations Act 2001* (Cth) the Financial Report, Directors' Report and Auditor's Report of the Company for the most recent financial year must be laid before the Meeting.

The Company's financial report comprises the consolidated financial report of the Company and its controlled entities, including the Ingenia Communities Fund and the Ingenia Communities Management Trust.

There is no requirement for a formal resolution on this Item.

The Chairman of the Meeting will allow a reasonable opportunity at the Meeting for Securityholders to ask questions about or make comments on the management of the Group. Securityholders will also be given a reasonable opportunity at the Meeting to ask the Group's auditor, Ernst & Young (EY) questions about the Auditor's Report, the conduct of its audit of the Group's Financial Report for the year ended 30 June 2015, the preparation and content of the Auditor's Report, the accounting policies adopted by the Group in its preparation of the financial statements and the independence of EY in relation to the conduct of the audit.

Securityholders may submit written questions to the Company in relation to the above matters.

A form to facilitate the submission of questions is attached to this Notice and it includes details on the return of this form to the share registry.

### ITEM 2 - Adoption of remuneration report

In accordance with section 300A of the Corporations Act the Company has proposed a Remuneration Report for the consideration of Securityholders.

As provided by section 250R(3) of the Corporations Act, the resolution on this item of business is advisory only and does not bind the Board or the Company.

The Company has designed a remuneration framework to support both a high performance culture and a team focus on adhering to agreed business objectives and directions.

The objective of the Group's executive reward framework is to ensure reward for performance is competitive and appropriate for the results delivered. The framework aligns executive reward with achievement of strategic objectives and the creation of value for Securityholders, and conforms with market practice for delivery of reward.

### Directors' Recommendation

The Board unanimously recommends that Securityholders vote in favour of this resolution.

### Voting Exclusion Statement

As required by the Corporations Act, the Group will disregard any votes cast on Item 2 by any member of the Group's key management personnel (**Key Management Personnel** or **KMP**) or a Closely Related Party of any such member unless:

 The person votes as a proxy appointed by writing that specifies how the person is to vote on the resolution; or ii. The person is the Chairman of the Meeting and votes as a proxy appointed by writing that authorises the Chairman to vote on the resolution even though that resolution is connected with the remuneration of a member of the Group's KMP.

What this means for Securityholders: If you intend to appoint a member of the KMP (such as one of the Directors) as your proxy, please ensure that you direct them how to vote on the proposed resolution in Item 2. If you intend to appoint the Chairman of the Meeting as your proxy, you can direct him how to vote by marking the boxes for Item 2 (for example, if you wish to vote for, against or abstain from voting), or you can choose not to mark any of the boxes for Item 2 and give the Chairman your express authority to vote your undirected proxy (in which case the Chairman will vote in favour of this item of business).

### ITEM 3 - Re-election of Director - Mr Philip Clark

In accordance with the Company's Constitution and ASX Listing Rule 14.5 an election of Directors must be held at each AGM. Under clause 74.1 of the Constitution, the minimum number of directors to retire from office and offer themselves for re-election is one. Further, clause 74.4 of the Constitution and ASX Listing Rule 14.4, Directors are not to hold office (without re-election) past the third AGM following the Director's last appointment or three years, whichever is longer.

Pursuant to clause 74.4 of the Constitution and ASX Listing Rule 14.4, Mr Philip Clark is retiring by rotation and offering himself for re-election as a Director of the Group. Details of Mr Clark's credentials follow.

Mr Clark is the Chair of SCA Property Group Limited and Hunter Hall Global Value Limited. He is a member of the J.P. Morgan Advisory Council and also chairs a number of government and private company boards. He was Managing Partner and Chief Executive Officer of Minter Ellison and worked with that firm from 1995 until June 2005. Prior to joining Minter Ellison, Mr Clark was Director and Head of Corporate with ABN Amro Australia and prior to that he was Managing Partner with Mallesons Stephen Jaques for 16 years.

Mr Clark was last appointed to the Board in June 2012 and holds the position of Chair of the Remuneration and Nomination Committee.

Having had regard to the ASX Corporate Governance Principles and Recommendations (3rd edition) (ASX Principles), the Board considers Mr Clark to be an independent director.

### Directors' Recommendation

The Board unanimously (other than Mr Clark) supports the re-election of Mr Clark and recommends that Securityholders vote in favour of this resolution.

### ITEM 4 - Ratification of issue of Stapled Securities

### Background

On 10 September 2015, the Group announced a security placement of the Distribution Reinvestment Plan (**DRP**) participation shortfall. A total of 10,127,250 securities (**Placement Securities**) were issued and allotted on 16 September 2015. The securities were issued to existing institutional investors, and equated to those securities not taken up by investors under the DRP (**DRP Shortfall**).

#### Reasons for resolution

Combined with the proceeds of the DRP, the issue of the Placement Securities provided a total of \$6.2 million for reinvestment into the Group's Lifestyle Parks business.

Listing Rule 7.1 restricts the number of Equity Securities which a listed entity may issue in any 12 month period, without the approval of Securityholders, to 15% of the number of securities on issue at the start of the period, subject to certain adjustments and permitted exceptions. Listing Rule 7.4 provides that an issue of securities is deemed to have been made with Securityholder approval if Listing Rule 7.1 is not breached at the time the securities were issued and Securityholders subsequently approve the issue

Therefore, if Securityholders ratify the issue of the Placement Securities pursuant to Item 4, the Group will have the flexibility to issue further Equity Securities up to the 15% limit over the next 12 month period because the Placement Securities will not be counted for the purposes of the 15% limit set out in Listing Rule 7.1.

The following information is provided to Securityholders to allow them to assess Item 4, including for the purposes of Listing Rule 7.5:

- a. The number of securities allotted and issued: 10,127,250.
- b. Issue price: \$0.43 per Stapled Security (representing a 2% discount to the adjusted volume weighted average market price (VWAP) in the five business days up to and including 1 September 2015). This price was equal to the DRP price to which the Placement Securities relate.
- Terms of the Securities: The Placement Securities allotted and issued rank equally with the existing securities on issue.
- Allottees: The Placement Securities were placed by a broker, and allotted and issued to existing institutional investors.
- e. Intended use of funds raised: Funds raised from the issue of the Placement Securities will be used to fund acquisitions. In particular the previously announced \$3.3 million acquisition of a 7.1 hectare site adjacent to the Group's recently acquired Lifestyle Estate at Bethania, Brisbane.

### Voting Exclusion Statement

The Company will disregard any votes cast on Item 4 by any person who participated in the issue of the Placement Securities under this item. However the Company will not disregard a vote if it is cast by a person who is entitled to vote, in accordance with the directions on the Proxy Form, or, it is cast by the person chairing the meeting as proxy for a person who is entitled to vote, in accordance with a direction on the Proxy Form to vote as the proxy decides.

### Directors' Recommendation

The Board unanimously recommends that Securityholders vote in favour of this resolution.

### ITEMS 5 and 6: Grant of Short Term Incentive Plan Rights and Long Term Incentive Plan Rights to Mr Simon Owen

The terms of Mr Owen's employment contract with Ingenia allows him to participate in the Ingenia Communities Rights Plan (**Rights Plan**). The Board has proposed that for the year ended 30 June 2016, Mr Owen be eligible for Short Term Incentive Plan (**STIP**) rights and Long Term Incentive Plan (**LTIP**) rights (**Rights**).

The intention of the Rights Plan is to align Securityholder returns of Ingenia Communities Group with the 'atrisk' compensation potentially payable to executive level employees and to reward executives who remain in employment and perform at the required levels of performance.

For the year ended 30 June 2016, Mr Owen's remuneration comprises the following components:

- fixed remuneration, including statutory superannuation of \$650,000 per annum;
- an at-risk short term incentive of up to 80% of fixed remuneration as a maximum, with half payable in cash and the remaining half settled via Rights and deferred for 12 months; and
- an at-risk long term incentive of up to 50% of fixed remuneration in Rights.

The at-risk deferred portion of the short term incentive (STI) and the at-risk long term incentive (LTI) are granted under the Rights Plan and subject to the rules of that Rights Plan, in addition to the terms and conditions outlined below.

As disclosed in the Group's 2015 Annual Report, Ingenia engaged external remuneration consultants to provide market benchmarking of senior executive remuneration, including for Mr Owen. The consultants also provided data and analysis in relation to Mr Owen's base remuneration and incentive schemes.

Mr Owen's remuneration for the year ended 30 June 2016 remains unchanged from that paid during the year ended 30 June 2015.

If Items 5 and 6 are approved by Securityholders, the Company will offer Mr Owen the Rights under a letter of offer shortly following the Meeting. The date of that offer will be the date of the grant, and the Rights will be issued shortly thereafter.

### STIP Award

The amount of the STI which Mr Owen is entitled to receive will be determined by the Board, having regard to an assessment of the STIP Performance Conditions set out below following the end of the STI Performance Period (being from 1 July 2015 to 30 June 2016) (STIP Award).

The STIP Award is comprised of two components:

- 50% in cash (STIP Cash Award); and
- 50% in Rights to INA Securities (STIP Rights).

### STIP Cash Award

It is intended that the STIP Cash Award will be paid on or about 1 October 2016, provided that Mr Owen continues to qualify for the STI.

### Ingenia Communities Group AGM

### STIP Rights

The grant of STIP Rights to Mr Owen is subject to Securityholder approval. The number of STIP Rights to be granted to Mr Owen will be determined by dividing 50% of the maximum STIP Award (determined following testing against the STIP Performance Conditions) by the VWAP of INA Securities for the 30 trading days prior to the grant date (expected to be on or about 1 October 2016).

Total maximum STI Award: \$520,000

50% of maximum STI Award as STIP Rights: \$260,000

STIP Rights to be granted: \$260,000 divided by the VWAP of INA Securities for the 30 days prior to the grant date (expected to be 1 October 2016).

For example if the VWAP of INA Securities for the 30 days prior to the grant date was \$0.45 and the Board determined that Mr Owen was entitled to the full 50% of his STI Award, then 577,778 STIP Rights would be granted.

No amount is payable in return for the grant of the STIP Rights.

### **Vesting of STIP Rights**

The following terms and conditions apply to the STIP Rights:

- The STIP Rights are subject to a 'malus' provision during the deferral period - this means that some or all of the STIP Rights may lapse (and Mr Owen will not receive INA Securities) if:
  - the Board forms the view that INA's earnings growth is not sustainable (in general, this will require earnings growth to be equal to or above 5% on the prior year); or
  - any of the circumstances set out in rules of the Rights Plan occur such as fraud or dishonesty, a breach of obligations or material misstatement of Ingenia's financial statements.
- The STIP Rights are subject to a one-year deferral period and are eligible to vest on the date that is twelve months following the grant date.
- On the vesting date, Ingenia will cause the relevant number of INA Securities to be issued or transferred to Mr Owen as determined in accordance with the Rights Conversion Formula outlined below.
- No amount is payable in return for the issue or transfer of INA Securities.

### STIP Performance Conditions

The STIP Award is subject to the STIP Performance Conditions or Key Performance Indicators (**KPIs**). In each case, the KPIs are set with 'threshold', 'performance' and 'stretch' performance levels (with entitlements calculated on a pro-rata basis between these levels). The KPIs are broken into four broad assessment areas: Financial, Capital Management, Operational and People and Reporting. Each assessment area is weighted to break down the award further. KPIs and their measures are related to the Assessment Areas.

### **LTIP Award**

### Grant of LTIP Rights

The grant date, a date on and from the date of this Meeting and within 12 months of the date of this Meeting, of LTIP Rights is expected to be 17 November 2015. The grant of LTIP Rights to Mr Owen is subject to Securityholder approval.

The maximum number of LTIP Rights to be granted will be calculated by dividing the LTIP Award opportunity (being a percentage of Mr Owen's total fixed remuneration) by the VWAP of INA Securities for the 30 trading days prior to the grant date (expected to be on or about 17 November 2015).

Maximum LTIP Rights to be granted: \$325,000 divided by the VWAP of INA Securities for the 30 days prior to the grant date (expected to be 17 November 2015).

For example if the VWAP of INA Securities for the 30 days prior to the grant date was \$0.45, then 722,222 rights would be granted.

No amount is payable in return for the grant of the LTIP Rights.

### Vesting of LTIP Rights

Mr Owen's LTIP Rights will vest, to the extent that the Performance Conditions set out below are satisfied at the end of the LTI Performance Period (being from 1 October 2015 to 30 September 2018).

The following terms and conditions apply to Mr Owen's LTIP Rights:

- The LTIP Rights are subject to a 'malus' provision during the deferral period - this means that some or all of Mr Owen's LTIP Rights may lapse (and he will not receive INA Securities) if any of the circumstances set out in rules of the Rights Plan occur such as fraud or dishonesty, a breach of obligations or material misstatement of Ingenia's financial statements.
- On the vesting date, Ingenia will cause the relevant number of INA Securities to be issued or transferred to Mr Owen as determined in accordance with the Rights Conversion Formula outlined below.
- No amount is payable in return for the issue or transfer of INA Securities.

### LTIP Performance Conditions

The LTIP Rights offered are subject to the two LTIP Performance Conditions:

- 70% based on a relative Total Securityholder Return (TSR); and
- ii. 30% based on a Return on Equity (ROE).

### Relative TSR Performance Condition

TSR is the growth in the security price plus distributions, assuming distributions are reinvested. To minimise the impact of any short-term volatility, Ingenia's TSR will be calculated using the volume weighted average of the closing security price over the 30 days up to and including the trading day prior to the start and the 30 days up to and including the end trading day of the LTI Performance Period.

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	Growth rate in INA's TSR	% of LTIP Rights that vest
Below Threshold	Index + less than 1% CAGR	Nil
At Threshold	Index + 1% CAGR	10%
Between Threshold and Maximum	Between Index + 1% and 6% CAGR	10% plus an additional amount progressively vesting on a straight line basis between Threshold and Maximum
Maximum	Index + 6% CAGR	100%

CAGR: compound annual growth rate

Index: ASX 300 Industrial Index

It is important to note that executive KMP must outperform the Index to qualify for an award of LTIP Rights.

#### **ROE Performance Condition**

The ROE performance condition has been added in FY16 because the Board is focused on improving medium to long-term return on investment.

ROE is defined as Underlying Profit divided by Net Assets. The relevant metric is the ROE achieved in FY18.

Vesting levels for FY18 are:

Threshold	ROE >	8.0%
Performance	ROE = or >	9.0%
Maximum	ROE = or >	10.0%

FY16 LTIP Rights will vest on the following basis:

At Threshold	Nil
Above Threshold and below Maximum	30% plus an additional amount of progressive vesting on a straight line basis to 100%
Maximum	At or above Maximum 100%

### Rights Conversion Formula

Each vested STIP Right and LTIP Right (as relevant) entitles Mr Owen to receive one INA Security plus an additional number of INA Securities calculated on the basis of the distributions that would have been paid in respect of the INA Security during the relevant Period being reinvested in accordance with the following Rights Conversion Formula:

INA Security entitlement 
$$\stackrel{\text{def}}{=} E = \left(1 + \frac{dis_1}{P_{dis_1}}\right) * \left(1 + \frac{dis_2}{P_{dis_2}}\right) * \dots * \left(1 + \frac{dis_n}{P_{dis_n}}\right)$$

where:

- E is the entitlement conversion factor;
- $dis_1, dis_2, ..., dis_n$  are the distributions paid on an INA Security over the Period (with n being the total number of distributions paid over that Period);
- $P_{dis_1}, P_{dis_2}, \dots, P_{dis_n}$  are the end-of-day prices on the date that the distributions are paid (i.e. immediate reinvestment of distributions on the distribution date).

The total number of INA Securities that Mr Owen will receive upon vesting of the STIP Rights and/or the LTIP Rights will be the number of vested Rights converted multiplied by E, with the result rounded up to the nearest whole number.

### Securityholder approval - Corporations Act

Under Part 2D.2 of the Corporations Act, subject to a number of exemptions, shareholder approval must be obtained before the Company (or a Related Body Corporate or prescribed superannuation fund in relation to the Company) can give a person a "benefit" in connection with the person's retirement from a managerial or executive office.

Under the Ingenia Communities Group Rights Plan, where a participant in that plan ceases to be an employee of Ingenia (other than in prescribed circumstances) all unvested Rights held by that participant will lapse. In circumstances where the reason for that participant ceasing employment is because of death, total and permanent disability, retirement or redundancy (as determined by the Board) or any other reason with the approval of the Board, the Board has discretion as to how unvested Rights are to be treated. In the context of exercising this discretion, providing Shares to the person may constitute a termination benefit regulated by Part 2D.2 of the Corporations Act.

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For a person who holds a managerial or executive office with the Company (or a Related Body Corporate), if Rights vest because a person ceases to be employed due to death, disability or any other reason in the Board's discretion, the person will receive a benefit in connection with retirement from office, or position of employment regulated by Part 2D.2 of the Corporations Act. The value of the benefit received will be the market price of the Stapled Securities that are received following the exercise of the vested Rights.

### Securityholder approval - ASX Listing Rules

ASX Listing Rule 10.14 requires Securityholder approval before a Director can acquire securities or rights to securities under an employee incentive scheme. Approval from Securityholders is being sought to grant rights to Mr Owen under the Ingenia Communities' Rights Plan in respect of the period immediately following this Meeting, with any Rights issued within 12 months after the date of this Meeting.

### Information required by ASX Listing Rule 10.15

ASX Listing Rule 10.15 requires the following information to be disclosed in relation to the Rights to be granted to Mr Owen under the Rights Plan:

### i. Maximum number of Rights and Stapled Securities

The maximum number of Rights that may be granted to Mr Owen within 12 months of this Meeting is the sum of the maximum STIP Rights and LTIP Rights to be granted. The maximum STIP and LTIP Rights to be granted are calculated as follows:

### ITEM 5

Maximum STIP Rights to be granted: \$260,000 divided VWAP of INA Securities for the 30 days prior to the grant date (expected to be 1 October 2016).

### ITEM 6:

Maximum LTIP Rights to be granted: \$325,000 divided VWAP of INA Securities for the 30 days prior to the grant date (expected to be 17 November 2015).

Thus, for example if the VWAP of INA Securities for the 30 days prior to the grant date was \$0.45, then 577,778 STIP Rights and 722,222 LTIP Rights totalling 1,300,000 rights would be granted.

After the grant of Rights, the number of Stapled Securities that Mr Owen may receive at the end of the vesting period on the vesting date will be determined having regard to the satisfaction of the relevant Performance Conditions and Rights Conversion Formula.

On vesting of the Rights, the Board will decide on or around the vesting day whether entitlements to Securities will be Equity Settled or Cash Settled.

### ii. Price for each Right (and the price for each INA Security that vests)

No payment for the Rights or upon vesting of the Rights is required by Mr Owen.

### iii. Securities under the Rights Plan received since the last approval

709,413 LTIP Rights were issued to Mr Owen under the Rights Plan in October 2014.

It is anticipated that the following STIP Rights will be issued to Mr Owen under the Rights Plan in October 2015:

\$136,500 divided by the 30 day VWAP prior to the grant date (expected to be 1 October 2015).

These rights were issued on the terms outlined in the Company's Remuneration Report contained in the 2014 Annual Report.

### iv. Persons who are entitled to participate in the Rights Plan

The eligible participants under the Rights Plan are employees of the Group (including Directors) or others who are determined by the Board to be eligible participants for the purposes of the Rights Plan.

Current participants in the plan are Mr Simon Owen (Managing Director and Chief Executive Officer), Ms Tania Betts (Chief Financial Officer) and Ms Nikki Fisher (Chief Operating Officer). The granting of the Rights to Ms Betts and Ms Fisher did not require Securityholder approval. The details of these grants are outlined in the Company's Remuneration Report contained in the 2015 Annual Report.

The Board may agree that other nominated members of the executive management team may participate in the Rights Plan for the year ended 30 June 2016 in terms of both the deferred equity STI and LTI.

Mr Owen is the only person referred to in ASX Listing Rule 10.14 who is currently entitled to participate in the Rights Plan.

### v. Terms of any related loan

There is no loan provided in relation to the acquisition of the Rights by Mr Owen.

### vi. Issue date of Rights

The Rights will be granted to Mr Owen no earlier than immediately following this Meeting and no later than 12 months after this Meeting, on the conditions described in the Explanatory Notes.

### Voting exclusion

The Company will disregard any votes cast on the proposed Items 5 and 6 by any Director of the Company (except one who is ineligible to participate in the Rights Plan), including Mr Owen and any associate of any such persons. However, the Company need not disregard a vote if:

- it is cast by a person as proxy for a person who is entitled to vote, in accordance with the directions on the Proxy Form; or
- it is cast by the Chairman as proxy for a person who is entitled to vote, in accordance with a direction on the Proxy Form to vote as the proxy does.

In addition, no KMP of the Company or a Closely Related Party or Associate of such a KMP may vote as a proxy on the proposed Items 5 and 6 unless:

- a. the person votes as a proxy appointed by writing that specifies how the person is to vote on the proposed Item 6; or
- the person is the Chairman and votes as a proxy appointed by writing that authorises the Chairman to vote on the proposed Items 5 and 6 even though the resolution is connected directly or indirectly with the remuneration of KMP of the Company.

### Directors' Recommendation

The Board unanimously (other than Mr Owen) recommends that Securityholders vote in favour of the resolutions in items 5 and 6.

### ITEM 7: Security consolidation

Approval is sought for the consolidation of every six Shares in the Company on issue into one Share. The Units in the Trust and the Fund that are stapled to these Shares will be consolidated in the same proportion however Securityholder approval of the Unit consolidation is not required.

Immediately after the Share consolidation is approved, and following its implementation, each Securityholder will still hold the same proportion of Stapled Securities as before the security consolidation. The current rights attaching to Stapled Securities set out in the Constitutions of the Company, Fund and Trust will not be affected by the consolidation.

For example, if you held 10,000 Stapled Securities before the consolidation, you would hold 1, 667 Stapled Securities after the consolidation, but Ingenia's security price and the value of distributions per Stapled Security should, all other things being equal, increase by six times to reflect the effect of the consolidation and the reduced smaller number of Stapled Securities on issue.

For the purposes of ASX Listing Rule 7.20, if Securityholders approve the consolidation the number of Stapled Securities on issue will, subject to rounding, reduce from 900,973,630 to approximately 150,162,272. The exact number of Stapled Securities ultimately on issue will depend on the rounding of fractional amounts. Where the number of Stapled Securities held by a Securityholder as a result of the consolidation includes any fraction of a Stapled Security, those fractions are to be rounded up to the nearest whole number

While the consolidation entails a reduction in the number of Stapled Securities on issue, it is not a return of capital to Securityholders. Accordingly, there is no impact on Ingenia's market capitalisation or book value of paid up capital.

The Rights on issue under the Ingenia Communities' Rights Plan will be adjusted in a manner determined by the Board in order to minimise or eliminate any material advantage or disadvantage to participants in the Ingenia Communities' Rights Plan.

If Item 7 is approved by Securityholders the Responsible Entity of the Fund and the Trust will, in accordance with the respective Constitutions of the Fund and the Trust, put into effect the consolidation of the Units in the Fund and the Trust at the same time and to the same extent as the consolidation of the Shares.

### Rationale for the consolidation

The Board considered a number of reasons that support this proposal.

Firstly, the Board believes the consolidation is likely to reduce volatility in the security price. Currently a one cent movement in the security price represents approximately a 2.33% security price movement. Post consolidation a one cent movement will represent approximately a 0.39% change in price.

Secondly, the Stapled Securities are more likely to appeal to more investors by increasing price efficiency of the securities and the consolidation may overcome mandate restrictions faced by certain institutional investors unable to invest in securities with prices below \$1.

Thirdly, a higher absolute security price is likely to improve market perception and broaden the appeal of Ingenia's securities for more investors and reduce Ingenia's ASX listing fees.

### Taxation implications

While the Directors recommend that each Securityholder seek their own taxation advice, the consolidation should not give rise to any immediate tax outcomes. Consolidation is unlikely to result in a capital gains tax event as it is not a disposal. The total cost base of your existing Stapled Securities will be amended in the same ratio as the consolidation (ie six to one).

### Timetable

Event	Date
Date of determining eligibility to vote at AGM	Monday, 16 November 2015
Shareholder meeting to approve the resolution in relation to the consolidation	Tuesday, 17 November 2015
Announcement of approval of consolidation (if approved)	Tuesday, 17 November 2015
Last day for ASX trading of Securities on a pre-consolidated basis	Wednesday, 18 November 2015
Consolidation Date	Thursday, 19 November 2015
Trading in consolidated Securities, on a deferred settlement basis, starts	Thursday, 19 November 2015
Last day for the Company to register Securities transfers on a pre-consolidated basis	Monday, 23 November 2015
First day for the Company to register Securities transfers on a consolidated basis and first day for the Company to issue holding statements for Securities on a consolidated basis	Tuesday, 24 November 2015
Last day for the Company to register Securities transfers on a consolidated basis and first day for the Company to issue holding statements for Securities on a consolidated basis	Monday, 30 November 2015
Company announces to ASX that dispatch of the new holding statements has occurred	Monday, 30 November 2015
Deferred settlement trading ends	Monday, 30 November 2015

### Directors' Recommendation

The Board unanimously recommends that Securityholders vote in favour of this resolution.

### Chair's Voting Intention

The Chairman of the Meeting intends to vote all available undirected proxies in favour of all resolutions.

Ingenia Communities Group AGM

#### **GLOSSARY**

**AEDT** means Australian Eastern Daylight Savings Time as observed in Sydney, Australia.

**Annual General Meeting** or **Meeting** means the meeting convened by the Notice.

**Associate** has the meaning given to that term in sections 10 and 11 and sections 13 to 17 of the Corporations Act.

ASX means ASX Limited ACN 008 624 691.

**ASX Listing Rules** means the Listing Rules of the ASX, as amended or replaced from time to time except to the extent of any express written waiver by ASX.

**ASX Principles** means the ASX Corporate Governance Principles and Recommendations (3rd edition).

**Board** means the current Board of directors of the Company.

**Closely Related Part**y has the meaning as defined in section 9 of the Corporations Act.

**Company** means Ingenia Communities Holdings Limited (ACN 154 444 925).

**Conditions** means one or more conditions contingent on performance, service, or time elapsed since grant which must be satisfied before a Right vests, as determined by the Board.

**Constitution** means the Company's Constitution.

**Corporations Act** means the *Corporations Act* 2001 (Cth).

**Directors** means the current Directors of the Company.

**Explanatory Notes** means the Explanatory Notes accompanying the Notice.

**Fund** means Ingenia Communities Fund (ARSN 107 459 576).

INA means the Ingenia Communities Group (ASX code: INA), a stapled vehicle made up of a share in Ingenia Communities Holdings Limited, a unit in Ingenia Communities Management Trust and a unit in Ingenia Communities Fund.

INA Security means a Stapled Security in INA.

Index means ASX 300 Industrial Index

Ingenia or Group means the Ingenia Communities Group (ASX code: INA), a stapled vehicle made up of a share in Ingenia Communities Holdings Limited, a unit in Ingenia Communities Management Trust and a unit in Ingenia Communities Fund.

**Items** means the resolutions set out in the Notice, or any one of them, as the context requires.

**Key Management Personnel** or **KMP** has the meaning as defined in section 9 of the Corporations Act.

Notice or Notice of Meeting or Notice of Annual General Meeting means this notice of annual general meeting and the explanatory notes accompanying the Notice and the Proxy Form.

**Proxy Form** means the proxy form accompanying the Notice.

**Related Body Corporate** has the meaning set out in section 50 of the Corporations Act.

**Remuneration Report** means the remuneration report set out in the Directors' Report section of the Company's annual financial report for the year ended 30 June 2015.

**Responsible Entity** means Ingenia Communities RE Limited (ACN 154 464 990).

**Resolutions** means the resolutions set out in the Notice, or any one of them, as the context requires.

**Rights** mean short term incentive rights or long term incentive rights to acquire a Share issued under the Rights Plan.

**Rights Plan** means the Ingenia Communities Group Rights Plan adopted by the Board on 23 May 2014.

**Share** means a fully paid ordinary share in the capital of the Company.

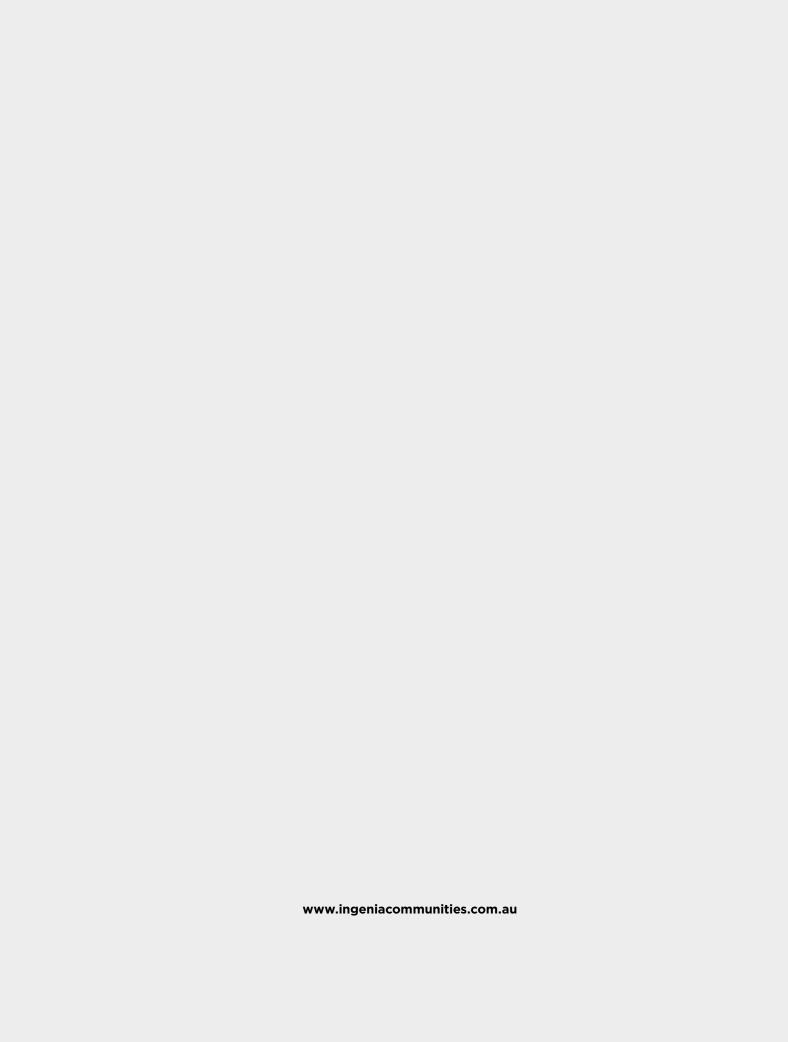
Securityholder means a holder of a Stapled Security.

**Stapled Security** means one stapled security comprised of a Share and Unit in the Fund and Unit in the Trust.

**Trust** means Ingenia Communities Management Trust (ARSN 122 928 410).

**Unit** means a unit in the Trust or Fund.

**Unitholder** means a holder of a unit in the Trust or Fund.





### Ingenia Communities Group

Level 5, 151 Castlereagh Street Sydney NSW 2000

T. 1300 132 946
E. investor@ingeniacommunities.com.au
W. www.ingeniacommunities.com.au



#### **INGENIA COMMUNITIES GROUP**

INGENIA COMMUNITIES HOLDINGS LIMITED (ACN 154 444 925) INGENIA COMMUNITIES MANAGEMENT TRUST (ARSN 122 928 410) INGENIA COMMUNITIES FUND (ARSN 107 459 576)

RESPONSIBLE ENTITY:

INGENIA COMMUNITIES RE LIMITED (ACN 154 464 990)

### **LODGE YOUR VOTE**

ONLINE

www.linkmarketservices.com.au



BY MAIL

Ingenia Communities Group C/- Link Market Services Limited Locked Bag A14 Sydney South NSW 1235 Australia



BY FAX 02 9287 0309



**BY HAND** 

Link Market Services Limited Level 12, 680 George Street, Sydney NSW 2000



**ALL ENQUIRIES TO** 

Telephone: 1300 554 474

### PROXY FORM

I/We being a member(s) of Ingenia Communities Group and entitled to attend and vote hereby appoint:

### APPOINT A PROXY

the Chairman of the Meeting *(mark box)* 

**OR** if you are **NOT** appointing the Chairman of the Meeting as your proxy, please write the name of the person or body corporate you are appointing as your proxy

or failing the person or body corporate named, or if no person or body corporate is named, the Chairman of the Meeting, as my/our proxy to act on my/our behalf (including to vote in accordance with the following directions or, if no directions have been given and to the extent permitted by the law, as the proxy sees fit) at the Annual General Meeting of the Company to be held at 1:00pm on Tuesday, 17 November 2015 at Swissôtel Sydney, 68 Market Street, Sydney (the Meeting) and at any postponement or adjournment of the Meeting.

**Important Note:** If the Chairman of the Meeting is your proxy, either by appointment or by default, and you have not indicated your voting intention below, you expressly authorise the Chairman of the Meeting to exercise the proxy in respect of Items 2, 5 and 6, even though the Items are connected directly or indirectly with the remuneration of a member of the Company's Key Management Personnel (**KMP**).

The Chairman of the Meeting intends to vote undirected proxies in favour of each item of business.

### **VOTING DIRECTIONS**

Proxies will only be valid and accepted by the Company if they are signed and received no later than 48 hours before the Meeting. Please read the voting instructions overleaf before marking any boxes with an  $\boxtimes$ 

# Items For Against Abstain\* For Against Abstain\* Remuneration Report 6 Grant of Long Term Incentive Plan Rights to Mr Simon Owen

- 3 Re-election of Director
  Mr Philip Clark
  7 Security consolidation
- 4 Ratification of issue of Stapled Securities

  5 Grant of Short Term Incentive Plan Rights to Mr Simon Owen
- \* If you mark the Abstain box for a particular Item, you are directing your proxy not to vote on your behalf on a show of hands or on a poll and your votes will not be counted in computing the required majority on a poll.

### SIGNATURE OF SECURITYHOLDERS - THIS MUST BE COMPLETED

Securityholder 1 (Individual) Joint Securityholder 2 (Individual) Joint Securityholder 3 (Individual)

Sole Director and Sole Company Secretary Director/Company Secretary (Delete one) Director

This form should be signed by the securityholder. If a joint holding, either securityholder may sign. If signed by the securityholder's attorney, the power of attorney must have been previously noted by the registry or a certified copy attached to this form. If executed by a company, the form must be executed in accordance with the company's constitution and the *Corporations Act 2001* (Cth).



### **HOW TO COMPLETE THIS SECURITYHOLDER PROXY FORM**

### YOUR NAME AND ADDRESS

This is your name and address as it appears on the Company's security register. If this information is incorrect, please make the correction on the form. Securityholders sponsored by a broker should advise their broker of any changes. Please note: you cannot change ownership of your securities using this form.

### APPOINTMENT OF PROXY

If you wish to appoint the Chairman of the Meeting as your proxy, mark the box in Step 1. If you wish to appoint someone other than the Chairman of the Meeting as your proxy, please write the name of that individual or body corporate in Step 1. A proxy need not be a securityholder of the Company.

### **DEFAULT TO CHAIRMAN OF THE MEETING**

Any directed proxies that are not voted on a poll at the Meeting will default to the Chairman of the Meeting, who is required to vote those proxies as directed. Any undirected proxies that default to the Chairman of the Meeting will be voted according to the instructions set out in this Proxy Form, including where the Items are connected directly or indirectly with the remuneration of KMP.

### **VOTES ON ITEMS OF BUSINESS - PROXY APPOINTMENT**

You may direct your proxy how to vote by placing a mark in one of the boxes opposite each item of business. All your securities will be voted in accordance with such a direction unless you indicate only a portion of voting rights are to be voted on any item by inserting the percentage or number of securities you wish to vote in the appropriate box or boxes. If you do not mark any of the boxes on the items of business, your proxy may vote as he or she chooses. If you mark more than one box on an item your vote on that item will be invalid.

### APPOINTMENT OF A SECOND PROXY

You are entitled to appoint up to two persons as proxies to attend the Meeting and vote on a poll. If you wish to appoint a second proxy, an additional Proxy Form may be obtained by telephoning the Company's security registry or you may copy this form and return them both together.

To appoint a second proxy you must:

- (a) on each of the first Proxy Form and the second Proxy Form state the percentage of your voting rights or number of securities applicable to that form. If the appointments do not specify the percentage or number of votes that each proxy may exercise, each proxy may exercise half your votes. Fractions of votes will be disregarded; and
- (b) return both forms together.

### SIGNING INSTRUCTIONS

You must sign this form as follows in the spaces provided:

Individual: where the holding is in one name, the holder must sign.

**Joint Holding:** where the holding is in more than one name, either securityholder may sign.

**Power of Attorney:** to sign under Power of Attorney, you must lodge the Power of Attorney with the registry. If you have not previously lodged this document for notation, please attach a certified photocopy of the Power of Attorney to this form when you return it.

**Companies:** where the company has a Sole Director who is also the Sole Company Secretary, this form must be signed by that person. If the company (pursuant to section 204A of the *Corporations Act 2001*) does not have a Company Secretary, a Sole Director can also sign alone. Otherwise this form must be signed by a Director jointly with either another Director or a Company Secretary. Please indicate the office held by signing in the appropriate place.

### **CORPORATE REPRESENTATIVES**

If a representative of the corporation is to attend the Meeting the appropriate "Certificate of Appointment of Corporate Representative" should be produced prior to admission in accordance with the Notice of Meeting. A form of the certificate may be obtained from the Company's security registry or online at www.linkmarketservices.com.au.

### **LODGEMENT OF A PROXY FORM**

This Proxy Form (and any Power of Attorney under which it is signed) must be received at an address given below by **1:00pm on Sunday, 15 November 2015,** being not later than 48 hours before the commencement of the Meeting. Any Proxy Form received after that time will not be valid for the scheduled Meeting.

Proxy Forms may be lodged using the reply paid envelope or:



### **ONLINE**

### www.linkmarketservices.com.au

Login to the Link website using the holding details as shown on the Proxy Form. Select 'Voting' and follow the prompts to lodge your vote. To use the online lodgement facility, securityholders will need their "Holder Identifier" (Securityholder Reference Number (SRN) or Holder Identification Number (HIN) as shown on the front of the Proxy Form).



### BY MOBILE DEVICE

Our voting website is designed specifically for voting online. You can now lodge your proxy by scanning the QR code adjacent or enter the voting link www.linkmarketservices.com.au into your mobile device. Log in using the Holder Identifier and postcode for your securityholding.



To scan the code you will need a QR code reader application which can be downloaded for free on your mobile device.



### **BY MAIL**

Ingenia Communities Group C/- Link Market Services Limited Locked Bag A14 Sydney South NSW 1235 Australia



### **BY FAX**

+61 2 9287 0309



### **BY HAND**

delivering it to Link Market Services Limited\* Level 12 680 George Street Sydney NSW 2000

\* During business hours (Monday to Friday, 9:00am-5:00pm)