

LEGEND

- Stage 1 New Homes
- Future Release
- Tourism

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RESIDENCE 51
3 bedrooms - 1.5 bathrooms



RESIDENCE 51 FEATURES

- Enjoy a new home with modern finishes
- Modern entertainer's kitchen
- Separate laundry
- 3 bedrooms
- 1.5 bathrooms
- Single carport
- Traditional entry deck
- Entertainment deck
- Built-in-robos
- Open plan living
- Air conditioning to living and dining areas

INTERNAL LIVING AREA	93.74m ²
EXTERNAL LIVING AREA	19.85m ²
CARPORT	18.0m ²
TOTAL	131.59m²

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RESIDENCE 54
2 bedrooms + study - 1.5 bathrooms



RESIDENCE 54 FEATURES

- Enjoy a new home with modern finishes
- Modern entertainer's kitchen
- Separate laundry
- 2 bedrooms + study
- 1.5 bathrooms
- Single carport
- Traditional entry deck
- Entertainment deck
- Built-in-robos in all bedrooms
- Open plan living
- Air conditioning to living and dining areas
- Ceiling fans to bedrooms and living areas

INTERNAL LIVING AREA	93.85m ²
EXTERNAL LIVING AREA	11.93m ²
CARPORT	24.0m ²
TOTAL	129.78m²



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LAKE MACQUARIE





Overview

Acquired in November 2013 from the same vendor as Chain Valley Bay, Active Lifestyle Estates Lake Macquarie is located in close proximity to The Grange. The lakefront site has significant frontage to the tidal Stockton Creek (which runs into Lake Macquarie).

On acquisition, the Lake Macquarie Village manufactured home and tourist park comprised 41 permanent homes, 27 tourist/short-term accommodation sites and development potential for 32 home sites (including some tourism conversions), the majority with approvals in place.

Since acquisition, Ingenia has completed Stage 1 of the development, adding 32 new homes on land adjacent to the existing community. Approval has also been received (in February 2016) for the addition of 18 new homes, replacing tourism. Works have now commenced for this final stage of the development.

Location

Located in Morisset, and only 0.5 kilometres from Ingenia's Active Lifestyle Estates The Grange, Lake Macquarie sits within the Lake Macquarie Local Government Area.

Asset Strategy

Ingenia has made significant changes to the community in line with the Group's strategy to add new homes on adjacent land, convert existing tourism and provide new community facilities to create a larger, pure manufactured home community.

With the adjacent land now housing new homes which were sold for an average of \$320,000, works are underway for an additional 15 new homes, a new entry statement and new community facilities.

Lake Macquarie - development in progress



New homes
Stage 1
Sold-Out

Property Details

Acquired	November 2013
Book Value (Dec 15)	\$6.1 million
Ave. Rent (at Dec 15)	\$141.50 per week (\$165 new homes)
Current Prices	New homes will be sold from low \$300,000s

Title Details	
Address	1A Stockton Street, Morisset
Title	Freehold
Site Area	2.9 hectares
Zoning	E2: Environmental Conservation RE2: Private Recreation

Village Details

Overview	<ul style="list-style-type: none"> Lake Macquarie has been converted from a mixed-use tourism and permanent living park to a pure seniors lifestyle community comprising 73 homes (at December 2015). On completion of the development, the community will include 88 homes.
Age	<ul style="list-style-type: none"> The first homes were built in 1991 - 1992.
Accommodation Mix	<ul style="list-style-type: none"> The majority of new homes comprise 2 bed, 1.5 bath homes with single carports.
Facilities	<ul style="list-style-type: none"> Existing facilities include a pool and barbeque areas. New facilities, including a community centre, will form part of the final stage of the development.
Car Parking	<ul style="list-style-type: none"> Each dwelling has attached parking and visitor parking is available on site.
Management	<ul style="list-style-type: none"> Village Manger - responsible for day-to-day running of the Village. Groundsman - responsible for day-to-day upkeep of grounds, gardens and general maintenance.



DEVELOPMENT OVERVIEW

Stage 1 of the development (comprising 32 homes) was completed in 2015, with houses selling from \$285,000 to \$345,000.

The Stage 2 development, which has commenced with the removal of the tourist cabins from site, will include the addition of 15 new homes, a community building, refurbished pool, landscaping, walking trails and connection to the sewer.

The first new homes are expected to be on site from September 2016, in conjunction with the delivery to site of the new community building which is a modular construction by Glendale.

Homes, which consist of 2 bed, 2 bed plus study and 3 bed, will be supplied by Glendale and Parkwood. Ingenia's home designs for the community provide an average 95sqm of living space with an average size (including decks and carports) of 133sqm. The average lot size is 220 sqm.

A VIP preview was held on 16 June 2016. To date, four homes have been deposited, including the only 3 bed home which has attracted a price of \$400,000. Prices start from low \$300,000s, with an uplift of approximately \$20,000 expected from Stage 1 for a similar home.



New Glendale Community Centre



LEGEND

- Stage 2 - New Homes
- Stage 1
- Existing sites



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\$325,000

For illustrative purposes only.

SITE 205 FEATURES

- New home with modern finishes
- Modern entertainer's kitchen
- Separate laundry
- 2 bedrooms
- 1 bathroom + separate W/C
- Single carport
- Covered entertainment deck
- Built-in-robos in all bedrooms
- Open plan living
- Air conditioning to living room
- Ceiling fans to bedrooms and living areas



INTERNAL LIVING AREA	92.22m ²
EXTERNAL LIVING AREA	14.71m ²
CARPORT	21.00m ²
TOTAL	127.93m²

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\$330,000

For illustrative purposes only.

SITE 209 FEATURES

- New home with modern finishes
- Modern entertainer's kitchen
- Separate laundry
- 2 bedrooms + study
- 1 bathroom + separate W/C
- Single carport
- Covered entertainment deck
- Built-in-robos in all bedrooms
- Open plan living
- Air conditioning to living room
- Ceiling fans to bedrooms and living areas



INTERNAL LIVING AREA	98.93m ²
EXTERNAL LIVING AREA	18.30m ²
CARPORT	18.00m ²
TOTAL	135.23m²

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THE GRANGE





Overview

The Grange, acquired by Ingenia Communities in March 2013, was Ingenia's first acquisition in the MHE sector.

The Grange is an excellent example of an established permanent living manufactured home estate.

The site includes 152 permanent dwellings with dated community facilities and potential to further enhance returns through development of vacant land.

Strategically, The Grange is located in close proximity to a number of Ingenia's Active Lifestyle Estates, including Lake Macquarie, Chain Valley Bay and Ettalong Beach, providing opportunities to leverage existing management capabilities. These villages enable Ingenia to leverage operational and sales capabilities along with strong local market knowledge.

Location

Located in the lower Hunter region within the Lake Macquarie Local Government Area, The Grange is approximately 113km from Sydney and 44km from Newcastle with close proximity to amenities in a peaceful rural location.

The Grange sits in the Hunter/Newcastle region identified by Ingenia as one of its targeted clusters for growth and, within the same LGA as Lake Macquarie.

Asset Strategy

In addition to achieving a strong investment return from the existing site, since acquisition Ingenia has enhanced returns from The Grange through the addition of new homes on infill sites, and selected buyback and refurbishment of dated sites.

A Development Application was lodged in December 2015 to facilitate the development of 56 additional homes and new community facilities.

The Grange and Lake Macquarie - aerial view



The Grange

Lake Macquarie

Property Details

Acquired	March 2013
Book Value (Dec 15)	\$11.6 million
Ave. Rent (at Dec 15)	\$160 per week
Current Prices	New homes not yet for sale

Title Details	
Address	4 Gimberts Rd, Morisset, NSW
Title	Freehold
Site Area	8.8 hectares
Zoning	E2: Environmental Conservatino RU2: Rural Landscape

Village Details

Overview	<ul style="list-style-type: none"> The Grange is a freehold seniors lifestyle community comprising 152 existing dwellings and community facilities. On completion of the planned development, The Grange will include over 200 homes. A DA was lodged in December 2015 to facilitate the planned development.
Age	<ul style="list-style-type: none"> The first homes were built in the early 1980s.
Accommodation Mix	<ul style="list-style-type: none"> 1, 2 and 3 bedroom residences (predominantly 2 bedroom).
Facilities	<ul style="list-style-type: none"> Facilities include a swimming pool, recreation building (with library), men's shed, BBQs, recreation area and a pontoon.
Car Parking	<ul style="list-style-type: none"> Each dwelling has attached parking and visitor parking is available on site.
Manager's Residence	<ul style="list-style-type: none"> On-site Manager's residence comprises a 3 bedroom house.
Management	<ul style="list-style-type: none"> Sales/Village Manager - responsible for day-to-day running of the Village as well as new home sales and resales. Groundsmen - responsible for day-to-day upkeep of grounds, gardens and general maintenance (2 full time, 1 casual).



DEVELOPMENT OVERVIEW

The planned development, for which a DA was lodged in December 2015, will include the addition of 56 new homes to be located on land which is currently vacant, a new community centre which will also house a 2 bedroom manager's residence on a second storey, landscaping, walking trails and sewer connection. Discussions with Council regarding the development are well progressed.

A VIP launch will be held in mid 2016, with homes available for sale off the plan (subject to DA). Average lot sizes are expected to be around 220 sqm with homes comprising 2 bed, 2 bed plus study and 3 bed homes. Homes will be marketed for sale from \$300,000 to \$400,000.



New proposed Community Centre



LEGEND

- TREES TO BE RETAINED
- TREES TO BE REMOVED
- PROPOSED TREES - REFER TO PLANT SCHEDULE
- EXISTING LOTS
- PROPOSED NEW LOTS
- PROPOSED TURF - REFER TO PLANT SCHEDULE
- CONCRETE PAVING - OXIDE COLOURED
- DECORATIVE GRAVEL - FOOTPATH
- PROPOSED SHADE STRUCTURE



THE GRANGE

RESIDENCE 46 2 bedrooms - 1 bathroom



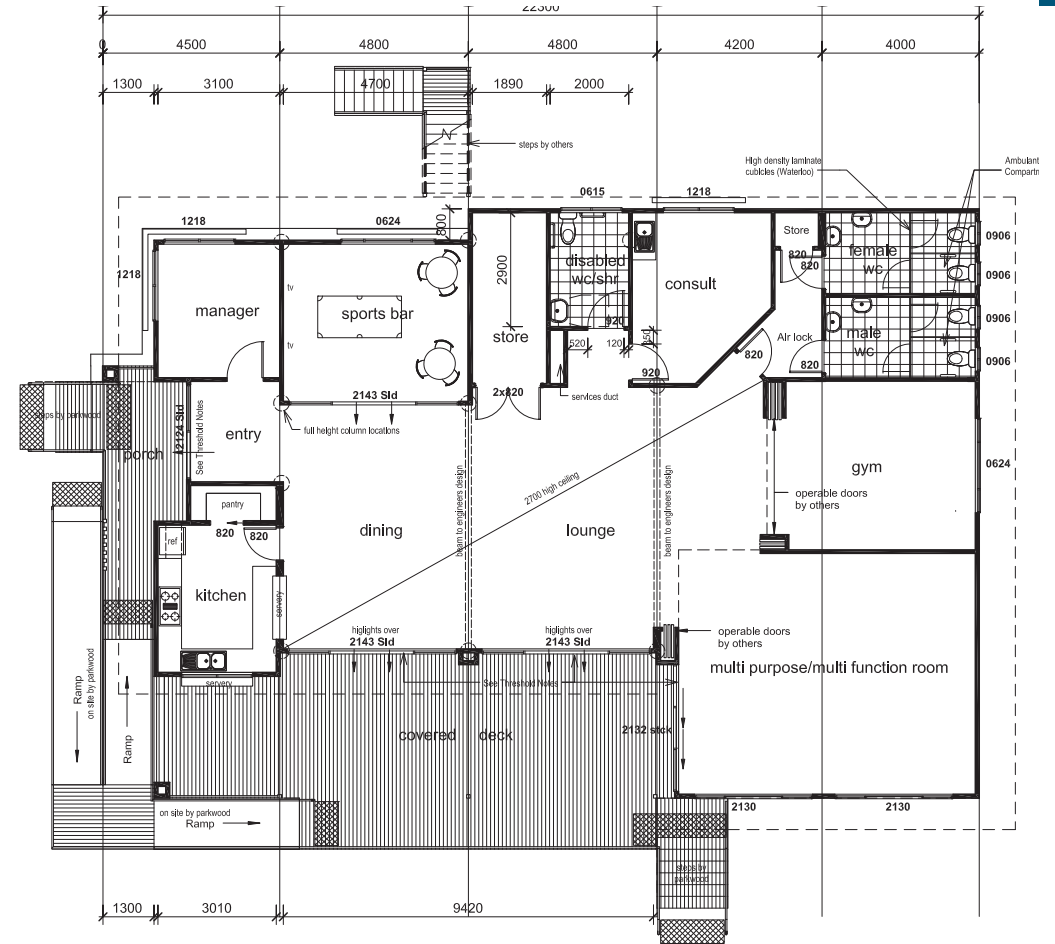
\$320,000

Residence Features

- Enjoy a new home with modern finishes
- Open plan living
- Modern entertainer's kitchen
- Separate laundry
- 2 bedrooms
- 1 bathrooms
- Single carport
- Covered entertainment deck
- Built-in-robbers in all bedrooms
- Air conditioning to living and dining areas
- Ceiling fans to bedrooms and living areas

INTERNAL LIVING AREA	71.32m ²
EXTERNAL LIVING AREA	15.91m ²
CARPORT	18m ²
TOTAL	105.23m²

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project title Proposed Community Building	client Ingenia Communities	drawing number A01	date 15 Dec 15
project address The Grange, 4 Gimberts Rd, Morisset, NSW	drawing title Floor Plan	scale 1:100 @ A3	drawn DO

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Community Centre floorplan

Operational Overview (Permanent Living) for each Park

Operational Overview	<ul style="list-style-type: none">• A resident purchases their home and then enters into a Residential Site Agreement with Ingenia.
Residents Agreement	<ul style="list-style-type: none">• The residential Site Agreement is a standard agreement administered under the Residential (Land Lease) Communities Act 2013 and the Residential (Land Lease) Communities Regulation 2015. All agreements offered are for no more than an initial three years (therefore do not need to be registered).





Lakefront view - Chain Valley Bay



Biographies



Simon Owen Chief Executive Officer and Managing Director

Simon joined the Group in November 2009 as the Chief Executive Officer. He initiated the internalisation of management and exit from the ING Group as well as Ingenia's focus on lifestyle parks. Simon leads the management team and has overall responsibility for all facets of the business, including setting and delivery the Group's strategy, implementation of the business plan and overseeing operational and investment performance. He brings to the Group in-depth sector experience. Simon is currently a Director of BIG4 Holiday Parks, Australia's leading holiday parks group representing 180 parks across Australia and is a member of the Retirement Living Division Council (part of the Property Council of Australia). He is also a past National President of the Retirement Villages Association (now part of the Retirement Living Council), the peak industry advocacy group for the owners, operators, developers and managers of retirement communities in Australia, a role he held for four years. Simon has over 20 years experience working in ASX listed groups with roles across finance, funds management, mergers and acquisitions, business development and sales and marketing. Prior to joining Ingenia Communities, Simon was the CEO of Aevum, a formerly listed retirement company. Simon is a qualified accountant (CPA) with postgraduate diplomas in finance and investment and advanced accounting.



Donna Byrne Group Investor Relations Manager

Donna joined Ingenia in November 2014. Donna has extensive experience in communications and corporate affairs working in major Australian entities across the unlisted and listed market. In addition to private consulting roles, Donna's past roles include Head of Investor Relations and Corporate Affairs for the GPT Group, Head of Investor Marketing and Communications for Lend Lease's Asia Pacific real estate investment platform and Senior Technical Editor with the Securities Institute of Australia. Donna holds a Bachelor of Economics and a Master of Adult Education.



Kate Melrose General Manager Project Sales

Kate joined Ingenia in a part-time capacity in August 2014, and commenced her full time role with the Group in January 2015. Kate is responsible for sales across the Group's Active Lifestyle Estate development projects, including managing the interface with Development and building Ingenia's sales process and team. Kate brings over 20 year's property experience to the role, most recently with Greengate Property Group (a small social infrastructure and aged care developer). Prior to Greengate, Kate spent 14 years at Lend Lease in a range of roles, including Global Strategic Marketing Manager (Lend Lease) and Project Director roles within Lend Lease Residential and Delfin Lend Lease. Kate's qualifications include a Bachelor of Business (Land Economics) and a Certificate in Corporate Real Estate.



Ed Wortman Development Director

Ed is responsible for the Group's development activities and commenced with Ingenia in December 2015. Ed oversees the design, delivery and project management of new homes across the Group's growing portfolio of lifestyle communities. Ed has 20 years experience in the property and construction industry, including roles with AV Jennings, Mirvac and Lend Lease. Prior to joining Ingenia he was Development Director at Johnson Property Group with responsibility for land subdivision and built form projects. Ed holds a Bachelor of Building with a major in Construction Economics.

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