

ASX / Media Release

9 May 2017

Ingenia acquires beachfront holiday park on NSW Coast

Highlights

- Acquisition of BIG4 Bonny Hills on Rainbow Beach south of Port Macquarie
- Off-market \$13.5 million acquisition forming part of May 2017 capital raising
- Opportunity to enhance returns through reconfiguration and conversion
- Adds over 90 income producing sites to key NSW Mid-North Coast cluster

Ingenia Communities Group (ASX: INA) today announced that the Group has exchanged unconditional contracts for the first of the acquisitions announced on 3 May 2017 in conjunction with a fully underwritten \$74 million capital raising. The Group expects to settle the high-quality, immediately accretive BIG4 Bonny Hills Holiday Park on the popular NSW Mid-North Coast at the end of May 2017.

Located on 3.4 hectares, BIG4 Bonny Hills enjoys a beachfront location at Rainbow Beach with close proximity to popular tourist attractions.

Simon Owen, CEO of Ingenia Communities said BIG4 Bonny Hills represents a well-capitalised tourist park with a range of accommodation catering largely to the family holiday market.

“This is an excellent addition to our NSW Mid-North Coast cluster, extending the presence of our Lifestyle Holidays brand and broader accommodation offering”.

“Ingenia also operates Garden Village and lifestyle communities in the area, with Ingenia South West Rocks, Ingenia Holidays White Albatross and Taloumbi Gardens and Oxley Gardens located in close proximity, providing operating leverage”.

Ingenia is acquiring the Park for \$13.5 million, targeting a stabilised yield of over 9% and unlevered IRR of more than 12% through reconfiguration of the current accommodation offering.

BIG4 Bonny Hills provides a range of facilities including a water park, two swimming pools, jumping cushion, mini golf, camp kitchen, games room, and BBQ huts.

Accommodation comprises 50 cabins, 51 caravan and camping sites and 2 annual sites.

“The NSW Mid-North Coast is a key cluster for Ingenia. The area is a popular holiday and tourist destination, where we already have a number of well performing communities. We are excited by the opportunity to further extend our presence in this market, and see potential to continue to enhance the performance of the community,” Mr Owen said.



ENDS

For further information please contact:

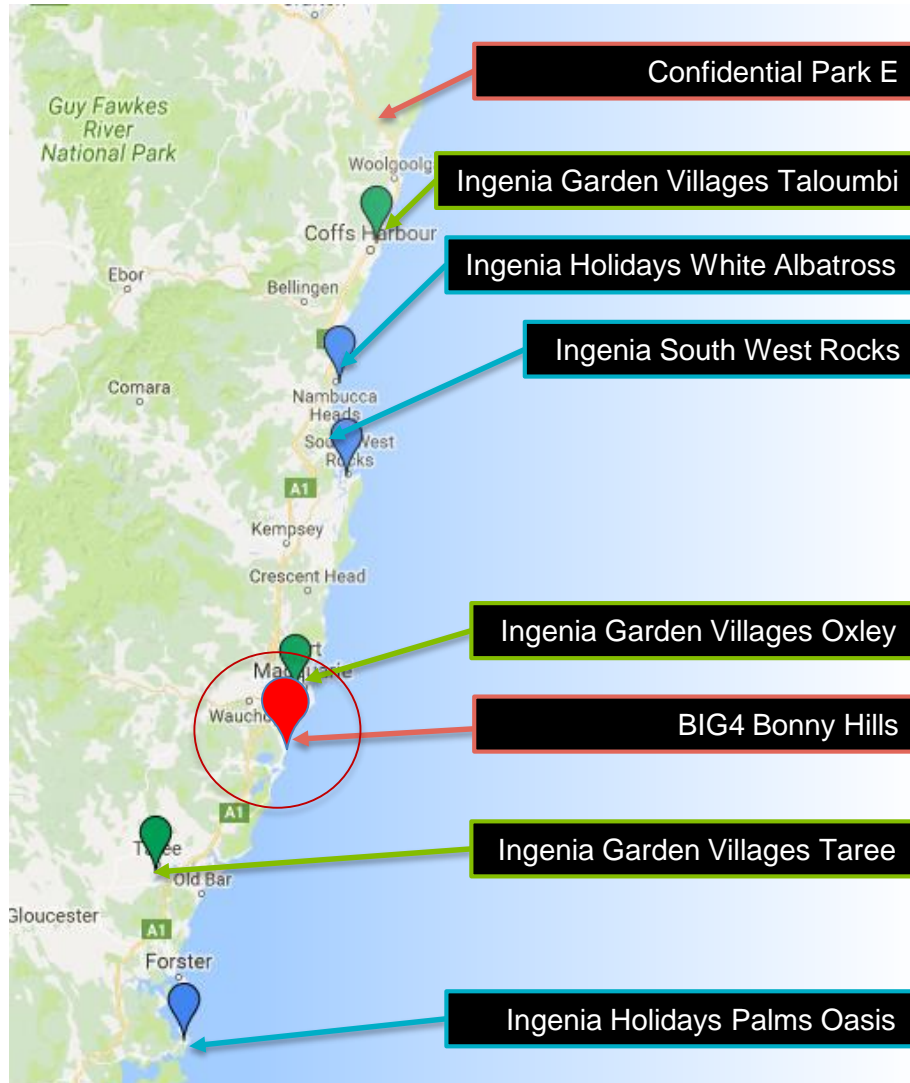
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Ingenia Communities Holdings Limited (ACN 154 444 925), Ingenia Communities Fund (ASRN 107 459 576) and Ingenia Communities Management Trust (ARSN 122 928 410). The Responsible Entity for each scheme is Ingenia Communities RE Limited (ACN 154 464 990) (AFSL415862).



BIG4 Bonny Hills

Overview: BIG4 Bonny Hills



RESORT PROFILE

- > Popular tourist park with a range of accommodation comprising 50 tourism cabins and 51 tourist sites with 2 annuals and extensive facilities
- > Well capitalised community with facilities catering to the family market
- > Dominated by domestic travellers

Port Macquarie - Hastings - Tourism Snapshot 2015¹

	International	Domestic Overnight	Total
Key Measures			
Visitors ('000)	54	711	765
Nights ('000)	284	2,385	2,669
Average stay (nights)	5	3	3.5
Spend (\$m)	16	334	446
Average spend per trip (\$)	290	470	311
Average spend per night (\$)	55	140	131
Average spend (accommodation)	69	170	161

Ingenia has a number of permanent and tourism communities in this attractive area

1. Tourism Research Australia.

BIG4 Bonny Hills

Overview



Overview



BIG4 Bonny Hills



Beach Bungalow



Caravan and camp sites



Motel Suites



Waterpark