

## ASX / Media Release

23 December 2020

### Acquisition and trading update

#### Acquisition Highlights

- Acquisition of Merry Beach Caravan Park on NSW South Coast
- Expands holidays footprint on NSW South Coast, through acquisition of an established park in a premium beachfront location with identified upside
- Adds over 540 cabins, sites, permanents and annuals – increases size of holidays business by over 10%

Ingenia Communities Group (ASX: INA) today announced the acquisition of Merry Beach Caravan Park, a large, established holiday park on the NSW South Coast. Ingenia Communities will acquire the Park, which is scheduled to settle in March 2021, for \$20.5 million.

Ingenia has entered into an unconditional contract to acquire the beachfront holiday park, located in Kioloa on the NSW South Coast. The NSW South Coast is one of the most visited regions in Australia and Ingenia already has a presence in the region with eight assets within a 2-hour drive of the Park, including Ingenia Holidays Lake Conjola and Ingenia Holidays Broulee. The Park represents a rare opportunity to acquire a beachfront holiday asset underpinned by a significant portion of annuals with considerable upside through targeted investment and asset management.

Merry Beach Caravan Park is located on over 13 hectares of perpetual leasehold and licensed land. Accommodation includes over 540 income producing sites, with annuals providing approximately two thirds of revenue.

Facilities include a swimming pool, playground and walking tracks, with direct beach access.

The Park is approximately three and half hours south of Sydney.

Ingenia Communities Group CEO, Simon Owen, said he was pleased to further extend the Group's holidays footprint on the popular NSW South Coast.

“Merry Beach offers a unique opportunity to acquire a beachfront park with significant upside potential. We have identified a number of ways to enhance performance, including upgrades to facilities and improving the accommodation offer and mix. Like Ingenia Holidays Lake Conjola the Park benefits from a stable revenue base from more than 350 annuals. The prime location provides easy access to the beach and beauty of the Murramarang National Park. We know the South Coast market well and are excited to add Merry Beach to our established cluster.”

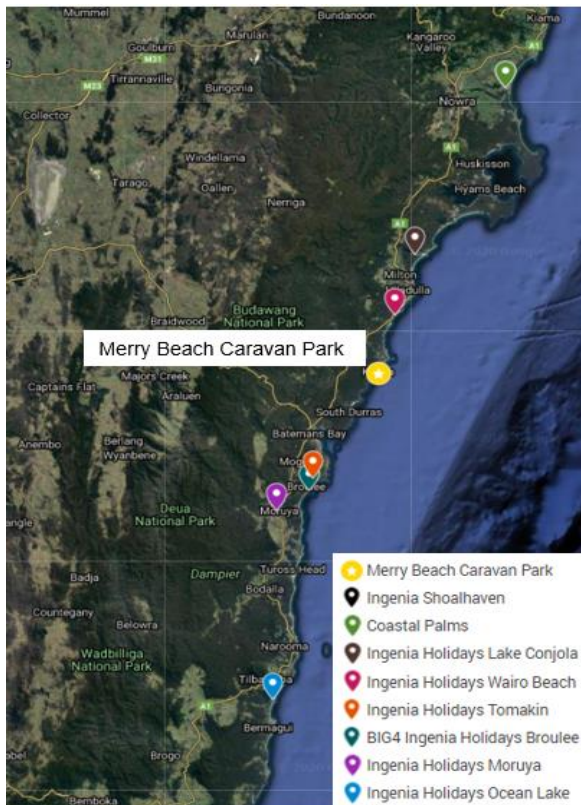
## **Trading update**

Recent Government announcements enforcing travel restrictions and revising social distancing measures for NSW residents are being closely monitored by the Group. Operating protocols have been put in place within the Group's Lifestyle and Gardens communities to ensure compliance with new requirements and to remind residents and their guests of changes as they arise. While the holiday's business has experienced limited cancellations to date, the Group is continuing to monitor the situation and to work with guests whose plans have been impacted by changing restrictions. The majority of guests to the Group's holiday parks continue to be intrastate, rather than interstate, guests.

"Combined with the acquisition of BIG4 Inverloch Holiday Park and the mixed-use Middle Rock Holiday Park and Village, we have announced close to \$74 million of acquisitions this month and are continuing to work through the due diligence for a number of potential acquisitions, including a large lifestyle community. We close the year in a solid position and are continuing to benefit from the stable revenue base our Gardens and Lifestyle communities provide," Mr Owen said.

***Approved for lodgement by the Chairman.***

## Merry Beach Caravan Park



**ENDS**

---

**For further information please contact:**

Donna Byrne  
General Manager Investor Relations  
P 02 8263 0507  
M 0401 711 542

---

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).

---

Level 3, 88 Cumberland St, T 1300 132 946  
The Rocks NSW 2000, Australia E [investor@ingeniacommunities.com.au](mailto:investor@ingeniacommunities.com.au)

[www.ingeniacommunities.com.au](http://www.ingeniacommunities.com.au)