

## ASX / Media Release

1 July 2015

### Ingenia closes FY15 with 100 sales

Ingenia Communities Group (ASX: INA) today announced that it had closed the 2015 financial year with 100 manufactured home sales, exceeding the Group's sales target of 75-80 sales. Of the 100 sales achieved, 56 were settled by 30 June, delivering a strong result from the Group's development and sales business.

Chief Executive Officer of Ingenia, Simon Owen, said: "Since entering the manufactured home estate (MHE) sector in March 2013 and commencing our first major development in mid 2014, we have increased our sales capability and development platform rapidly. In addition to delivering a strong result for the 2015 financial year, we have now established a solid base for FY16.

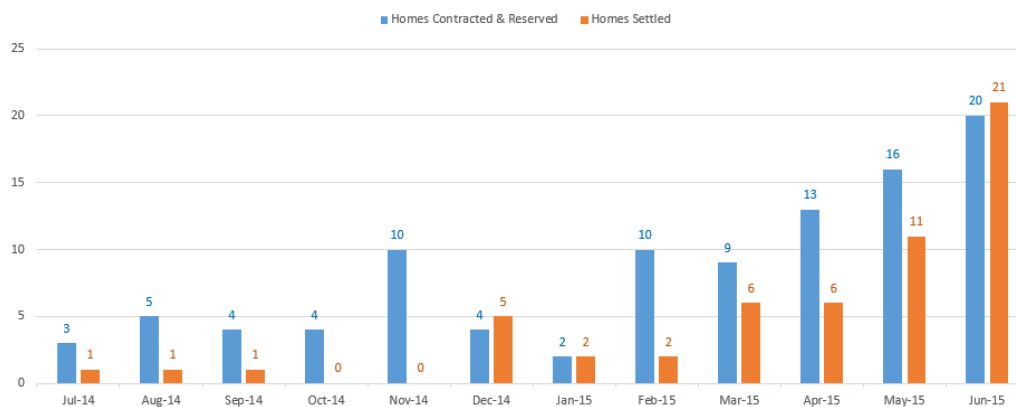
With momentum growing in key projects, such as our Stoney Creek community in Marsden Park, Sydney and Lake Macquarie Village in Morisset, we are starting the new financial year with 44 homes deposited or under contract which will underpin first half settlements. In addition we are increasing the number of projects we have in market in FY16, with Chambers Pines, BIG4 Valley Vineyard and Macquarie Lakeside all expected to contribute to sales in the 2016 financial year.

"Future acquisitions and our growing development pipeline continue to be weighted towards our preferred metropolitan and coastal markets, where we see the greatest opportunity to grow value and deliver sales volume over time," Mr Owen said.

## Sales Momentum



### FY15 Contracted, Reserved & Settled




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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).