A Business for Purpose

Lifestyle COMMUNITIES

Results Presentation

Half year ended 31 December 2020

February 2021

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Homeowners at Lifestyle Officer enjoying an alfresco lunch

LIFESTYLE COMMUNITIES A BUSINESS FOR PURPOSE

1.1 Our story

2003
Founders James Kelly, Dael Perlov and Bruce Carter develop the business plan

1 Community

2004
Development of first community at Brookfield. First homeowner moves in June 2005

2 Communities

2007
Listed on the Australian Stock Exchange and acquire land for the next two communities

7 Communities

2012
Major capital raising of $36m to drive future growth

12 Communities

2014
1,000th homeowner moves in and new home referral rate hits 30%

2016
2,000th homeowner moves in / 10th community clubhouse opens

23 Communities

2020
Over 3,800 homeowners. Acquire land for 23rd community. New home referral rate >42%

> **It's been a consistent strategy of delivering an amazing lifestyle to our homeowners and sustainable returns to our shareholders**

1.2 A business for purpose

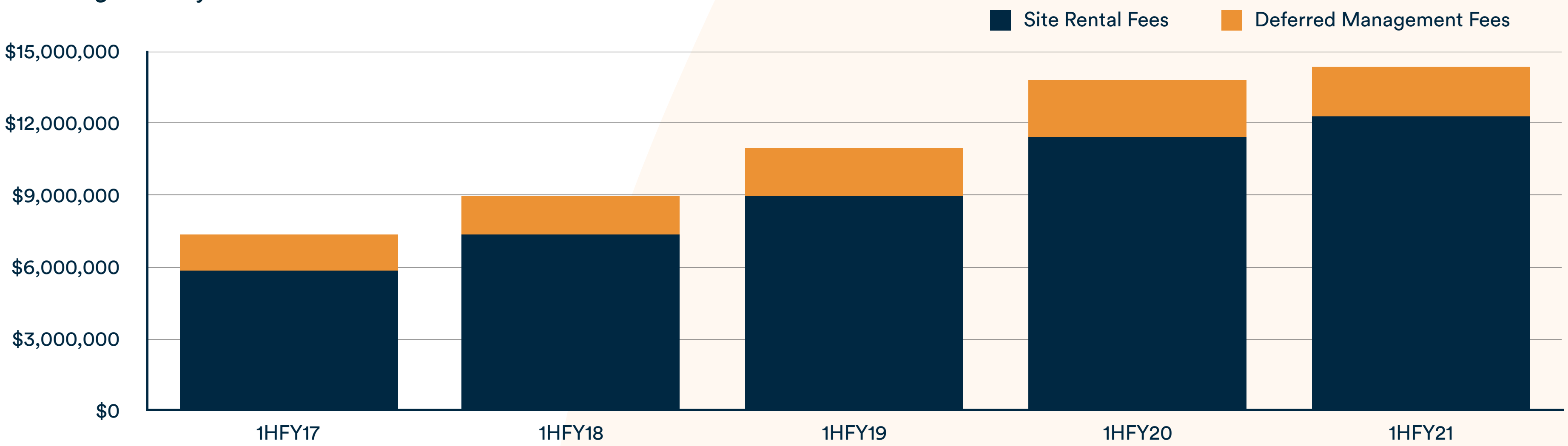
- An affordable housing option for Australians aged over 50
- A sustainable financial model where homeowners can prosper
- An empowering and engaging customer service offering that reimagines traditional retirement
- High quality resort-style facilities that exceed expectation and are actively maintained and refurbished
- A sales approach that engages the customer to ensure they are making the right choice

1.3 Overview

1HFY21 Results snapshot

Financial Summary	1HFY21 ($ Million)	1HFY20 ($ Million)
Net profit after tax attributable to shareholders	$14.1	$15.1
Total assets	$643.6	$499.7
Equity	$303.5	$267.2
Dividend (interim)	3.0 cents per share	3.0 cents per share
Net debt	$173.4	$126.7
Net debt to net debt plus equity	36.4%	32.2%

Growing annuity income streams



	1HFY17	1HFY18	1HFY19	1HFY20	1HFY21
Total number of homes settled (Cumulative) [(1)]	1,476	1,776	2,133	2,393	2,625
Number of resales attracting a DMF [(2)]	34	26	30	37	32

Notes
(1) Represents gross numbers not adjusted for joint venture interests
(2) Total resale settlements were 38 of which 32 attracted a DMF

Annuity income continues to grow with new settlements and resales

1.4 Overview

1HFY21 Highlights

- 72 new home sales and 88 new home settlements
- 38 resale settlements of which 32 attracted a deferred management fee
- Sales and settlements impacted by Covid-19 pandemic and associated restrictions in Melbourne
- Profit after tax attributable to shareholders decreased from $15.1m in 1HFY20 to $14.1m in 1HFY21 driven by lower settlement numbers
- Portfolio of 4,674 home sites of which 2,625 home sites are occupied by 3,809 homeowners
- Acquired a new site in Rockbank, part of the Woodlea estate in Melbourne's fast growing North-West corridor
- Mount Duneed clubhouse completed in October
- First homeowners moved in to Wollert in November

A thoughtful business model structured for sustainable growth

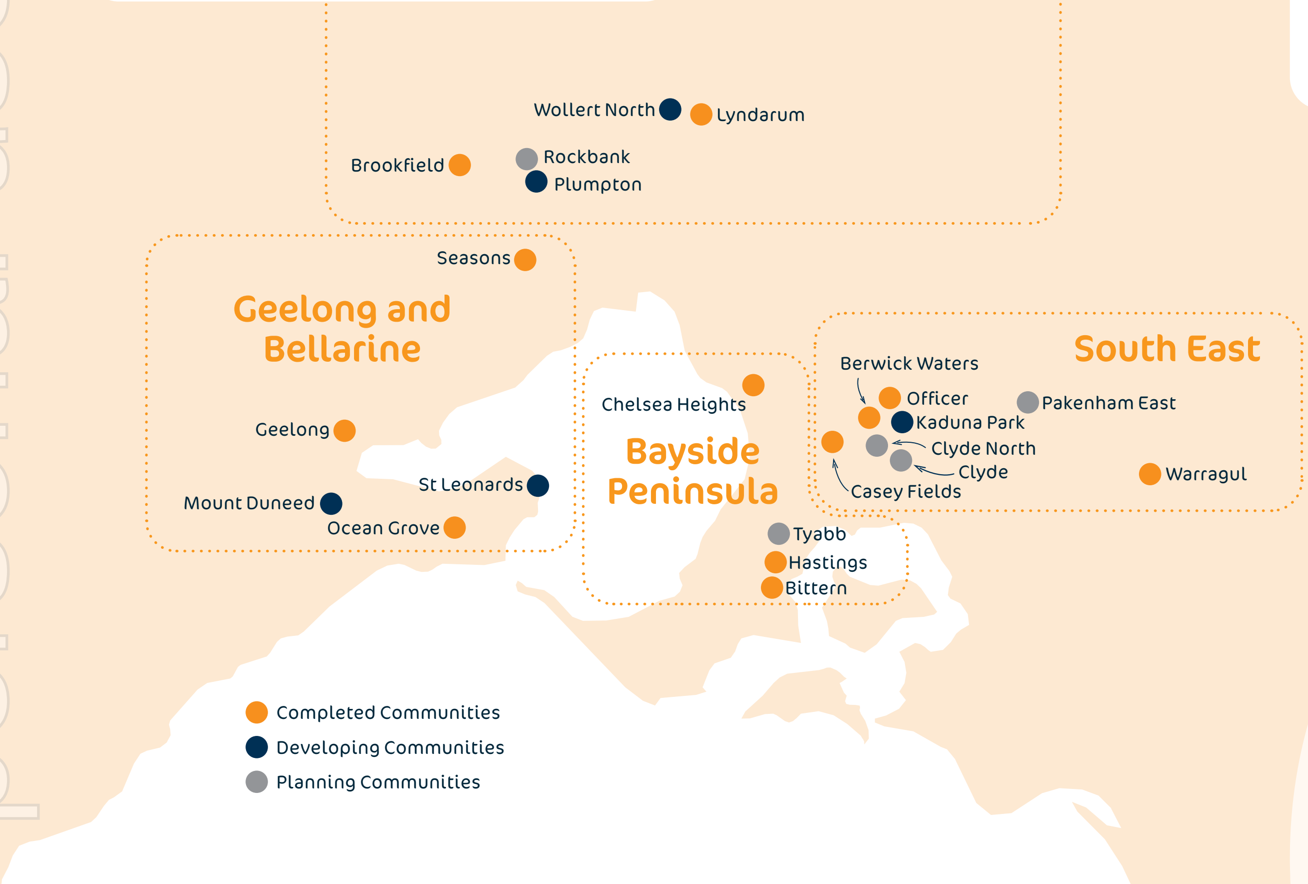
A rendered image of a home located at Lifestyle Plumpton

1.5 Portfolio overview and land acquisition strategy

23 Communities in planning, development or under management

Lifestyle Communities undertakes a detailed vetting of each potential site, and prioritises acquisitions based on the following criteria:

- Land prices and location
- Population demographic
- Local amenities
- Public transport options
- Future development plans and competition



Focus remains on Melbourne and Geelong's growth corridors:

- Melbourne has the strategic benefit of flat topography which increases site choice
- Multiple communities can be built in each growth corridor
- Forward planning has created large areas of serviced zoned land in each catchment
- Under its 'just in time' model, Lifestyle Communities starts the development as soon as possible after acquisition of the site

Greatest growth opportunity remains in Victoria with low saturation and accessible flat land

Lifestyle Communities' portfolio continues to grow organically through recycling capital

1.6 Overview

Portfolio snapshot 1HFY21

Communities	Total homes in communities	Homes sold and occupied	Homes sold and awaiting settlement	Homes occupied or sold and awaiting settlement No.	%
Existing Communities – Sold out					
Brookfield in Melton	228	228		228	100
Seasons in Tarneit	136	136		136	100
Warragul	182	182		182	100
Casey Fields in Cranbourne (1)	217	217		217	100
Shepparton	300	298	2	300	100
Chelsea Heights (1)	186	186		186	100
Hastings	141	141		141	100
Lyndarum in Wollert	154	154		154	100
Geelong	164	164		164	100
Officer	151	151		151	100
Berwick Waters	216	216		216	100
Bittern	209	209		209	100
Ocean Grove	220	210	10	220	100
Existing Communities – Under construction					
Mount Duneed	191	79	33	112	59
Kaduna Park in Officer South	169	53	59	112	66
Wollert North	246	1	72	73	30
Plumpton	266		44	44	17
St Leonards	199		24	24	12
New Communities – Awaiting commencement					
Tyabb (3)	240				
Pakenham (3)	175				
Clyde North (2)	274				
Clyde (2)	230				
Rockbank (2)	180				
Total (4)	4,674	2,625	244	2,869	61

Notes
(1) Represents 100% of the development of which Lifestyle Communities shares 50%
(2) Commencement of construction subject to planning approval
(3) Commencement of construction subject to planning approval and contracts becoming unconditional
(4) Lifestyle Communities will have an economic interest in 4,473 home sites

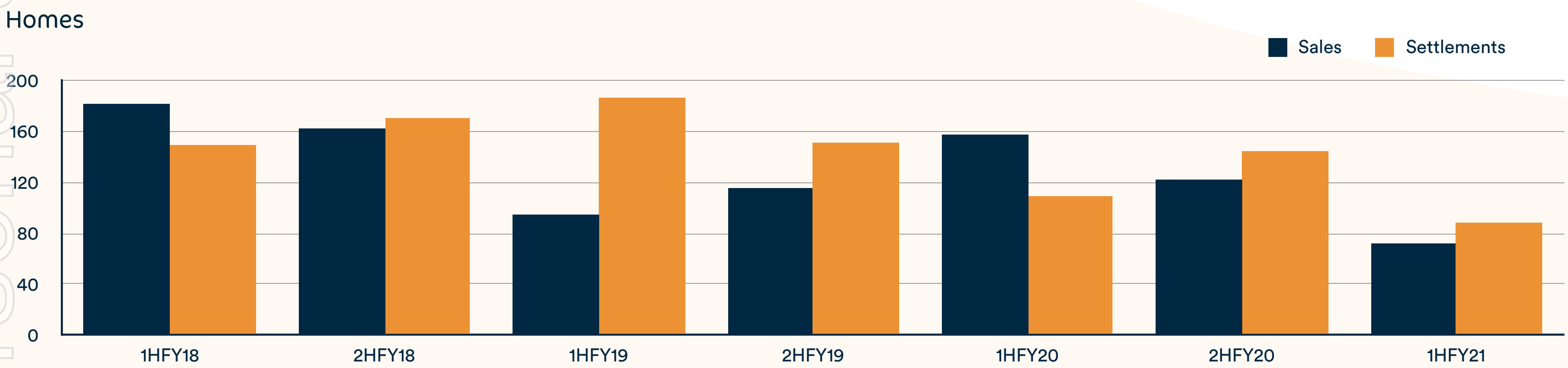
Section 2
Operations Update

Walking the pups at Lifestyle Ocean Grove

2.1 Sales and settlements

- 72 new home sales and 88 new home settlements
- Sales and settlements impacted by Covid-19 pandemic and associated restrictions in Melbourne
- Actively selling new communities at Mount Duneed, Kaduna Park, Wollert North, Plumpton and St Leonards
- St Leonards launched for sale in July 2020. 24 sales achieved
- 244 new homes sold and awaiting settlement – 164 of these will be completed construction in FY21
- Wollert commenced first home settlements in November 2020
- Ocean Grove is fully sold and has 10 homes left to settle (including ex-Display homes)
- St Leonards due to commence first home settlements in July 2021

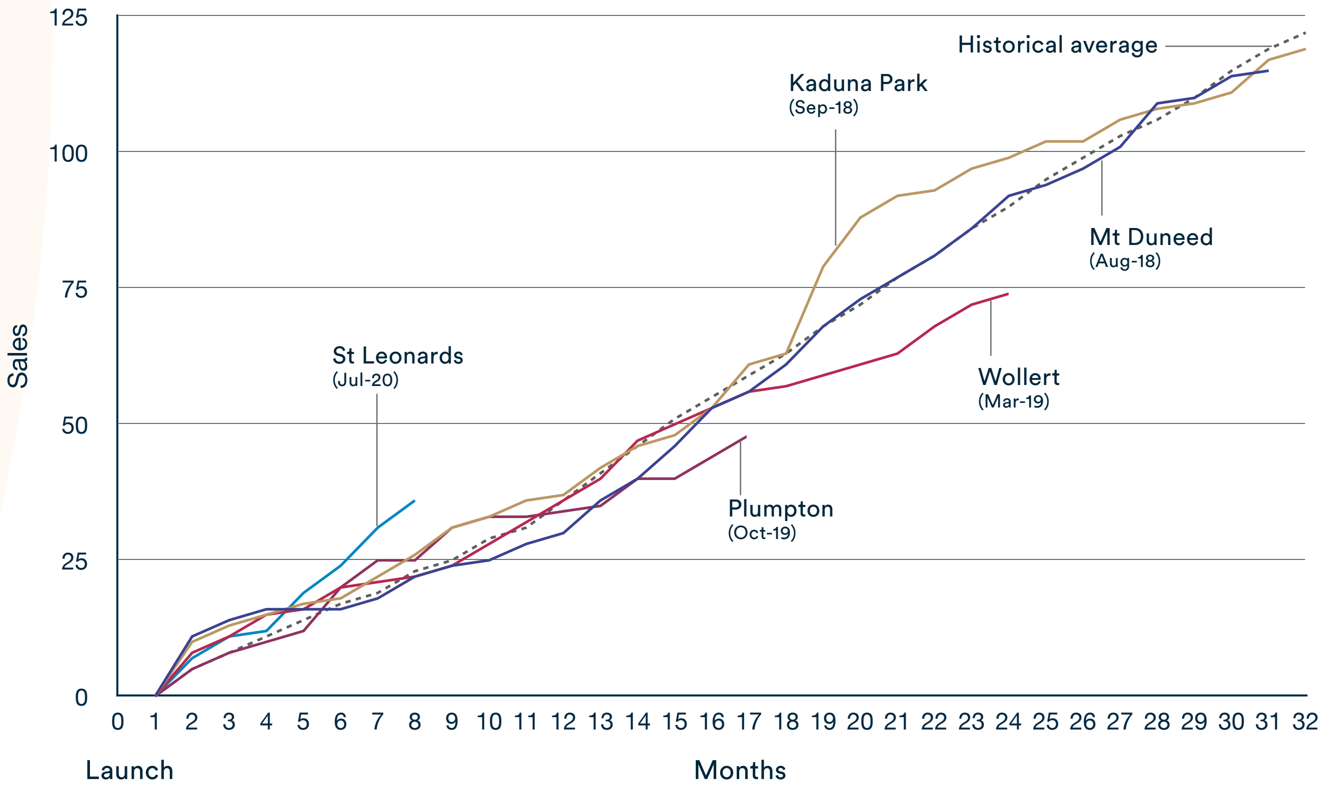
Community	No. of Homes	Sold	% Sold	Settled	% Settled
Shepparton	300	300	100	298	99
Ocean Grove	220	220	100	210	95
Mount Duneed	191	112	59	79	41
Kaduna Park	169	112	66	53	31
Wollert North	246	73	30	1	0
Plumpton	266	44	17		
St Leonards	199	24	12		



2.2 Sales rates

- Sales impacted by Covid-19 pandemic and associated restrictions in Melbourne
- Sales tactics changed during lockdown – Focus shifted to knowledge building and information sharing
- Database engagement continued via digital platforms and social media
- Well placed to engage homeowners for site visits and face to face appointments as restrictions were eased
- A large number of Covid-Safe events planned over summer months as restrictions eased, including showcasing the newly completed Mount Duneed clubhouse

Sales profile from date of first sale



The higher the sales rate, the faster capital is recycled to undertake more communities

2.3 **Developments in progress**

6 Communities in development phase

Fully complete. 10 homes left to settle.

66% sold. Clubhouse due for completion in February 2021.

59% sold. Clubhouse completed and open for homeowner use.

First homeowners settled in November 2020. Clubhouse due for completion in June 2021.

First housing frames commenced in October 2020. First home settlements expected February 2021.

Land settled in July 2020. Civils program well progressed. Clubhouse construction commenced.

2.4 Mount Duneed project fly-through

http://bit.ly/ProjectFly-through

Section 3
Financial Results

A rendered image of the courtyard at Lifestyle St Leonards

3.1 Financial results

Annuity income will continue to increase through new home settlements, rental increases and resales of existing homes

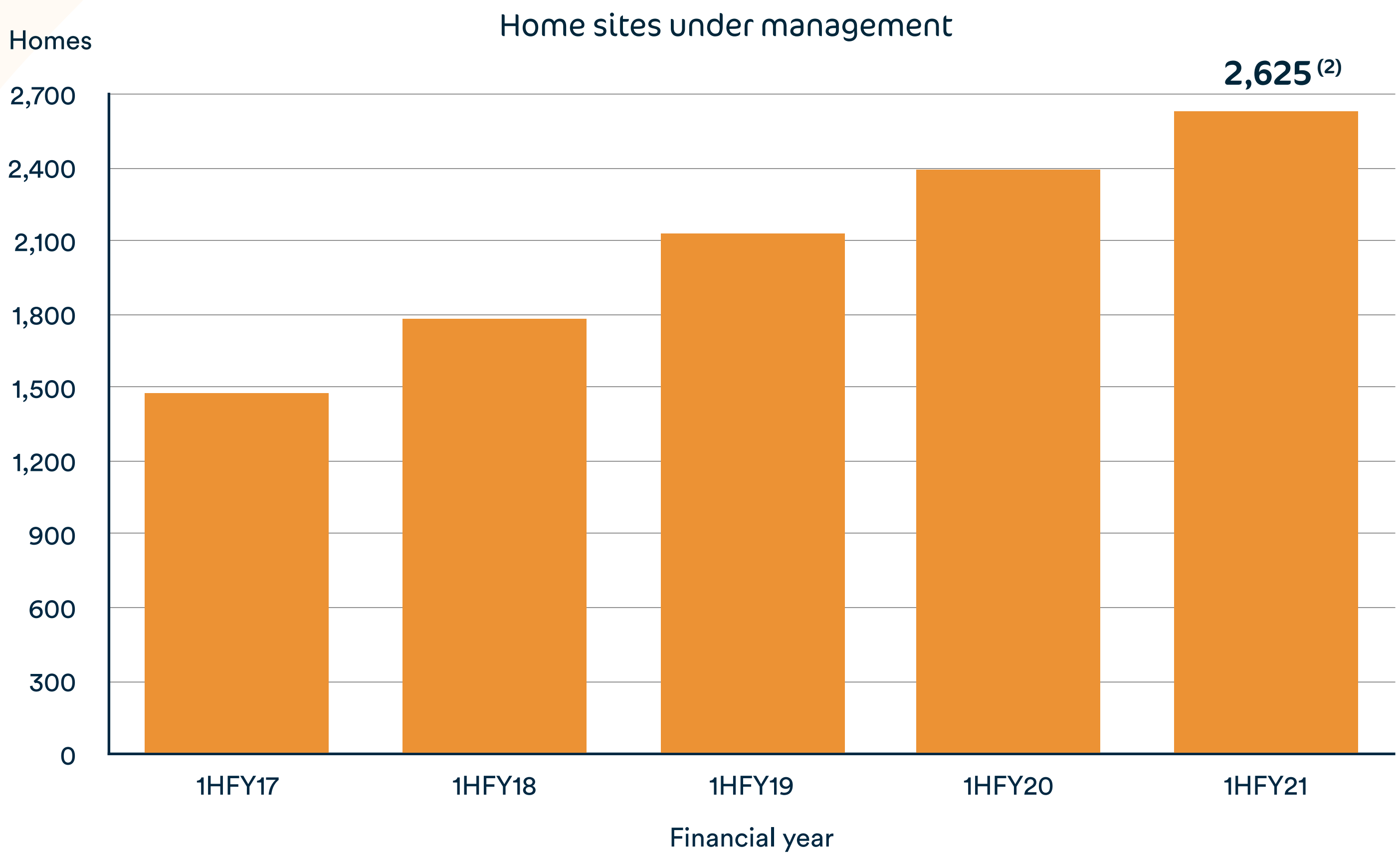
There are two components to the annuity stream:

1. Site Rental Fee

- $186 per single and $214 per couple, per week, per home
- Indexed at greater of CPI or 3.5% p.a.
- Gross rental income for 1HFY21 was $12.3 million
- Due to Victorian Government Legislation introduced during the Covid-19 pandemic, there was a moratorium on rent increases. As a result, the increase due on 1 July 2020 was not processed. The next increase is due on 1 July 2021

2. Deferred Management Fee (DMF)

- Increases at 4% per year capped at 20% of the resale price
- 32 resale settlements provided DMF income of $2.1 million. Average tenure was 7 years and average capital growth was 5.7%



Notes
(1) Inclusive of selling and administration fees
(2) Represents gross numbers not adjusted for joint venture interests

3.2 Income statement

- New home settlements were 88 for the first half compared with 109 for the same period in the prior year
- Settlements were impacted by Covid-19 and the associated lockdowns and restrictions in Melbourne
- Home settlement margin increased due to the mix of homes settling during the period
- Cost of sales includes $8.8m for a share of the community infrastructure sold with each home (1HY20: $9.3m)
- Rental revenue and community operating expenses both increased during the period due to an increased number of homes under management – Rent commenced at Mount Duneed when the clubhouse opened in October
- The contractually fixed annual rental increase was not applied on 1 July 2020 due to the Victorian Government's legislated embargo on rental increases during the pandemic. The next rent increase is due on 1 July 2021
- Deferred management fee revenue decreased due to 32 resales attracting a DMF compared to 37 in the prior year
- Development expenses have decreased as a number of marketing events were postponed during the Covid 19 lockdown
- Finance costs increased due to interest incurred on deposits for contracted development sites not yet settled
- Other revenue and expenses includes:
  - utilities passed on to homeowners
  - $802k received under the Federal Government's Covid-19 JobKeeper program

Income statement	1HFY21 ($'000)	1HFY20 ($'000)	% Movement
Home settlement revenue	34,373	40,014	(14.1)%
Cost of sales	(26,720)	(31,391)	(14.9)%
Gross profit	**7,653**	**8,623**	**(11.2)%**
Home settlement margin	22.3%	21.5%	
Management and other revenue			
Site rental	12,274	11,357	8.1%
Deferred management fees	2,094	2,432	(13.9)%
Other revenue	2,488	1,529	62.7%
Total management and other revenue	**16,856**	**15,318**	**10.0%**
Fair value adjustments	12,092	13,978	(13.5)%
Development expenses	(2,761)	(3,753)	(26.4)%
Management rental expenses	(5,010)	(4,521)	10.8%
DMF expenses	(589)	(1,204)	(51.1)%
Corporate overheads	(5,520)	(5,076)	8.7%
Finance costs	(818)	(581)	40.8%
Other expenses	(1,461)	(1,512)	(3.4)%
Net profit before tax	**20,442**	**21,272**	**(3.9)%**
Net profit after tax	**14,100**	**15,115**	**(6.7)%**

Mount Duneed clubhouse completed and welcomed first homeowners at Wollert

3.3 Balance sheet

- Inventories increased due to:
  - Some settlement delays on finished houses due to Covid-19
  - Ramp-up in the build program at Wollert, Plumpton, and St Leonards
  - Some additional stock homes to service the ready-to-move market post lockdown
- Investment properties increased due to the acquisition of a site in Rockbank and the impact of 88 new home settlements
- Total bank facility is $275m of which $175m was utilised at 31 December 2020. The increased utilisation was used to fund the land settlement at St Leonards, deposit at Rockbank, and the planned increase in construction activity noted above
- Trade and other payables includes accruals for future land settlements at Wollert, Clyde North, Clyde, and Rockbank
- Deferred tax liabilities increased in line with the increased fair value adjustment. This tax liability will only be realised should an investment property be disposed of on an individual basis, which the Company views as unlikely

Balance sheet highlights	1HFY21 ($'000)	2HFY20 ($'000)	% Movement
Cash and cash on deposit	1,601	16,381	(90.2)%
Inventories	102,767	73,931	39.0%
Investment properties	522,434	493,602	5.8%
Other assets	16,754	12,739	31.5%
Total assets	**643,556**	**596,653**	**7.9%**
Trade and other payables	76,153	75,217	1.2%
Current tax payable	303	244	24.2%
Interest-bearing loans and borrowings	175,000	145,000	20.7%
Deferred tax liabilities	86,550	82,799	4.5%
Other liabilities	2,064	2,020	2.2%
Total liabilities	**340,070**	**305,280**	**11.4%**
Net assets	**303,486**	**291,373**	**4.2%**
Gearing[1]	36.4%	30.6%	

Notes
(1) Calculated as a ratio of net debt to net debt plus equity (net debt includes cash)

Lifestyle Communities operates within a highly disciplined capital management framework with a focus on recycling capital

3.4 Cash flow

- The $25.4m outflow from operations included $35m cash draw for development activities at Mount Duneed, Kaduna Park, Wollert North, Plumpton and St Leonards
- Included in payments to suppliers and employees is $35.1m for community infrastructure which will be sold with each home (1HFY20 $16.2m)
- JobKeeper of $1.1m was received in the period which was used to ensure all our team were retained and given meaningful work to do
- Purchase of property, plant and equipment related to clubhouse furniture at our developing communities, manager's residence at Kaduna Park and electric cars for our established communities
- Purchase of investment properties includes settlement of land at St Leonards and the deposit for Rockbank
- Borrowings increased due to land settlement at St Leonards, deposit at Rockbank, increased inventory to service the ready-to-move market, and the planned increase in construction activity at Wollert, Plumpton, and St Leonards

Cash Flow Highlights	1HFY21 ($'000)	1HFY20 ($'000)
Receipts from customers	54,650	56,534
Payments to suppliers and employees	(76,269)	(53,996)
Income taxes paid	(2,908)	(3,060)
JobKeeper	1,139	0
Net interest payments	(2,013)	(1,232)
Cash flows from operations	(25,401)	(1,754)
Purchase of PP&E	(3,310)	(1,684)
Purchase of investment properties	(13,345)	(25,020)
Cash flows from investing activities	(16,655)	(26,704)
Principal elements of lease payments	(110)	(120)
Net movement in borrowings	30,000	30,000
Purchase of Treasury shares	-	-
Dividends paid	(2,614)	(3,134)
Cash flows from financing activities	27,276	26,746
Net cash flows	(14,780)	(1,712)
Cash at the beginning of the year	16,381	4,981
Cash at the end of the year	1,601	3,269

Notes

(1) Due to Lifestyle Communities' accounting policies and legal structure, payments to suppliers and employees includes all gross costs of infrastructure construction (i.e. civil works, clubhouse and other facilities). Under some other structures these costs may be classified as investing cash flows. Therefore, cash flows from operations will be negatively impacted when Lifestyle Communities is in the cash-intensive development phase of a community. To assist with further understanding of cash flows, please refer to Appendix 7 and 8 for a detailed breakdown of development and management cash flows per community for 1HFY21 and 1HFY20.

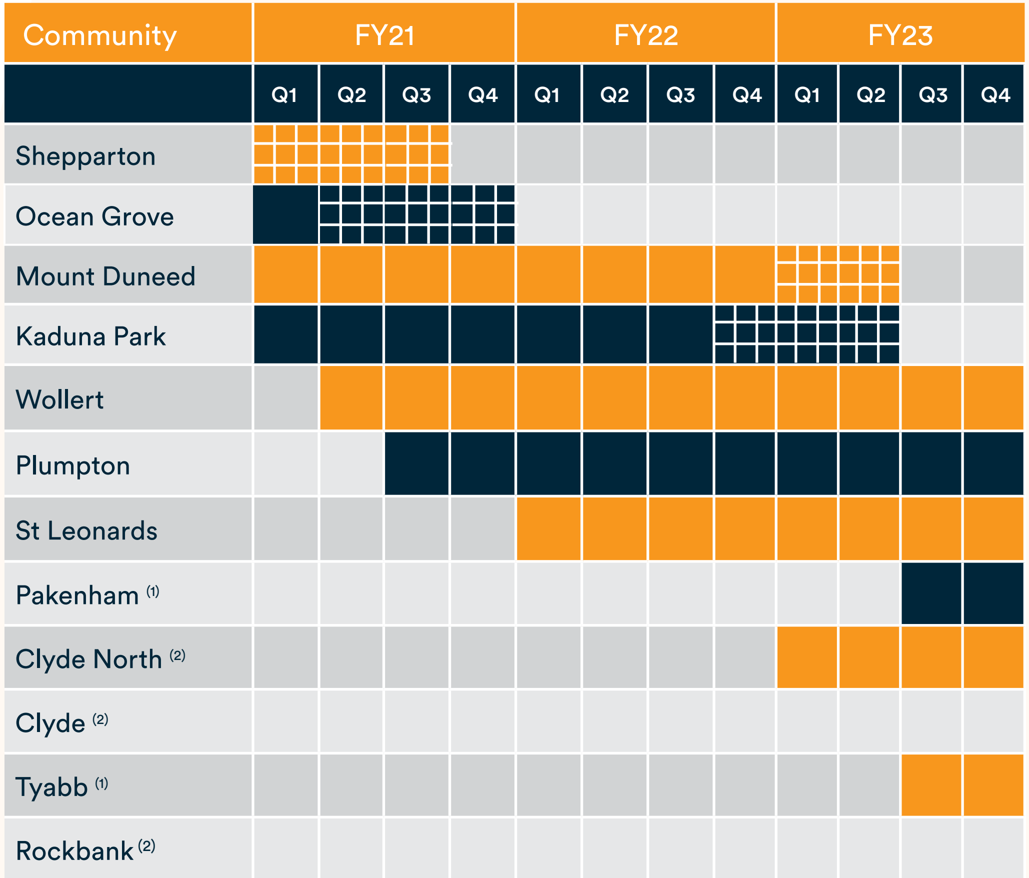
Section 4
Outlook

Homeowners at Lifestyle Ocean Grove enjoying their private cinema

4.1 Settlement progress

Developing communities

- Currently funded and resourced to acquire at least two new sites per year, subject to identification of appropriate sites
- With the current pipeline of projects, the business reaffirms its capacity to deliver 900 to 1,100 settlements between FY21 & FY23 (subject to any further restrictions or lockdowns in relation to the ongoing impact of the Covid-19 pandemic on the Victorian property market)
- The balance sheet and the debt position are robust – access to over $100m in cash and undrawn facilities, and the next refinancing event is not due until March 2024
- Operating cash flow is underpinned by the ongoing rental annuities from 2,625 homes under management



Represents tail of development which is often a slower settlement rate

Funded and resourced to acquire at least two new communities every 12 months

Notes
(1) Subject to planning approval and contracts becoming unconditional
(2) Commencement of construction subject to planning approval

Summary

A shot of the Geelong clubhouse

5.1 Summary

- Enquiries, sales, and settlements impacted by Covid-19 pandemic and associated restrictions in Melbourne
- 1HFY21 delivered 88 new home settlements and 32 resale settlements that attracted a DMF
- Sales tactics changed during lockdown – focus shifted to knowledge building and information sharing
- Database engagement continued via digital platforms and social media
- A large number of events planned over summer months as restrictions eased, including showcasing the newly completed Mount Duneed clubhouse
- Construction progressed well with some minor delays experienced on clubhouses at Kaduna Park, Wollert & Plumpton due to restrictions on the number of tradespeople working on site
- Construction commenced at Lifestyle St Leonards
- Welcomed first homeowners at Lifestyle Wollert
- A new site acquisition at Rockbank increased the total portfolio to 4,674 homes [1]

A business maintaining a singular focus on high-quality, affordable housing for the long-term

Notes
(1) Settled, under development or subject to planning

Appendix

A rendered streetscape image at Lifestyle St Leonards

A.1 Model of living

How does the Lifestyle Communities' model of living work?

Homeowners at Lifestyle Communities own their own home and lease the land upon which their homes are located, via a weekly site fee.

75-80%

Homes typically priced at 75-80% of the median house price in the target catchment

90 Year Lease

A 90-year lease over the land provides security of tenure

On average, homeowners release $220k in equity from selling their existing home

Homeowners at Lifestyle Communities are covered by the Residential Tenancies Act

The weekly site fee is approx. 20-25% of the Age Pension after receipt of the Commonwealth Rental Assistance.

A.2 **Growing recurring revenue streams**

Lifestyle Communities' business has two core elements

1. Creating communities

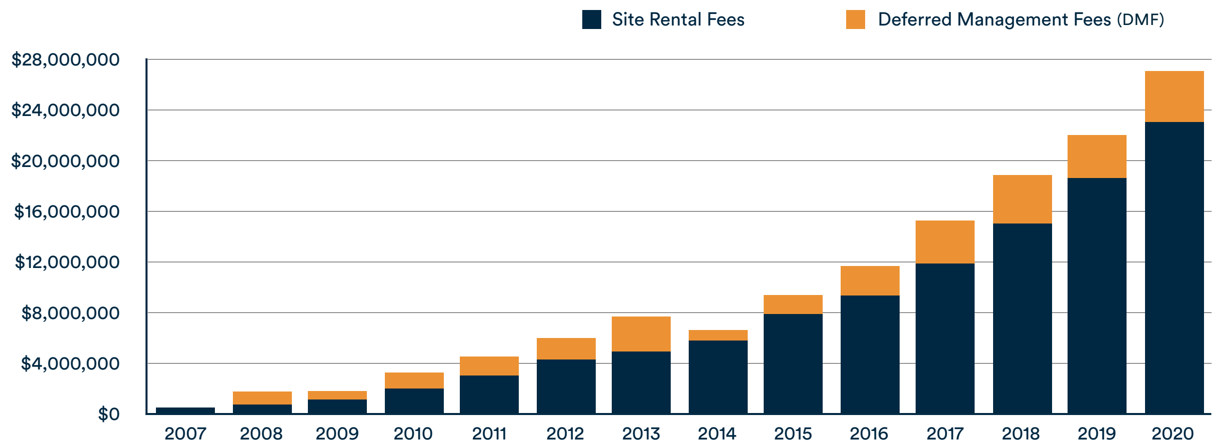
A mix of equity and debt capital is used to develop greenfield sites to create new communities. Capital is recovered from one community and is recycled into the next project.

Current speed of capital recycling allowing the acquisition of at least two new sites every year

Completed communities build a long-term sustainable income and future dividends

2. Managing communities

Completed communities generate recurring revenue streams which are growing as new communities are added to the portfolio.



	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Total number of homes settled (Cumulative)	100	138	202	305	412	546	695	906	1,146	1,348	1,626	1,947	2,284	2,537
Number of resales attracting a DMF	-	-	4	11	8	11	10	23	34	52	73	59	53	80

Rentals increase at CPI or 3.5% whichever is greater[1]
DMF of 20% after 5 years on the resale price of the home.

The speed at which Lifestyle Communities can create new communities is limited by the size of the capital pool and the speed at which it can recover its capital through driving new home settlements

Notes
(1) Due to Victorian Government Legislation introduced during the Covid-19 pandemic, there was no rental increase on 1 July 2020

The growing level of free cash flow from the annuities provides the basis for increasing dividends over time

Life's a bowl at Lifestyle Chelsea Heights!

A.3 **Dividend policy**

As a general principle, Lifestyle Communities intends to pay dividends out of post-tax operating cashflow generated from community management including:

- Operating cash flow generated from community management (net rental and DMF)
- Apportionment of corporate overheads attributable to management of the communities (currently 50%)
- Interest on average pre-development debt
- Tax attributed to the above

Dividend

- An interim fully franked dividend of 3.0 cents per share has been declared in respect of FY20 (the dividend has a record date of 8 March 2021 and a payment date of 7 April 2021)

JobKeeper

- The dividend calculation excludes JobKeeper receipts
- JobKeeper was fully utilised to enable the company to retain all staff
- COVID related restrictions severely impacted the company's ability to construct, market, sell or settle its new developments
- Staff retention has enabled the company to rapidly return to its operating rhythm since the restrictions have been lifted

Surplus franking credits

- As at 31 December 2020 the franking account balance was $21.8 million (after allowing for the interim dividend and tax payable for 1HFY21)

A.4 Sales and settlements

	New home settlements		Net sales commitments		Resale home settlements	
Existing Communities - sold out	1HFY21	1HFY20	1HFY21	1HFY20	1HFY21	1HFY20
Brookfield at Melton					9	4
Seasons at Tarneit					2	
Warragul					1	4
Casey Fields at Cranbourne (1)					2	3
Shepparton	6	14		9	4	5
Chelsea Heights (1)					1	9
Hastings					5	3
Lyndarum at Wollert					2	2
Geelong		1				2
Officer					2	2
Berwick Waters		3		4	1	3
Bittern		23		6	2	
Ocean Grove	25	62	9	42	1	
Existing Communities - under construction						
Mount Duneed	22	6	(2)	33		
Kaduna Park at Officer South	34		21	28		
Wollert North	1		14	19		
Plumpton			6	17		
St Leonards			24			
New Communities - awaiting commencement						
Tyabb (3)						
Pakenham (3)						
Clyde North (2)						
Clyde (2)						
Rockbank (2)						
Total (4)	**88**	**109**	**72**	**158**	**32**	**37**

Notes
(1) Represents gross numbers not adjusted for joint venture interests
(2) Commencement of construction subject to planning approval
(3) Commencement of construction subject to planning approval and contracts becoming unconditional
(4) Total resale settlements were 38 of which 32 attracted a DMF

A.5 Deferred management fees

	Brookfield	Seasons	Warragul	Casey Fields	Shepparton	Chelsea Heights	Hastings	Lyndarum	Officer	Geelong	Berwick Waters	Bittern	Ocean Grove	Total
Historical resales(1)	**146**	**32**	**67**	**54**	**22**	**46**	**39**	**11**	**16**	**7**	**9**	**4**	**1**	**454**
Average tenure (years)	6.8	5.9	4.5	4.3	3.9	3.7	3.4	2.9	2.6	2.5	2.3	1.7	1.9	4.9
Average price growth p.a.	5.2%	3.3%	3.7%	5.8%	3.1%	17.2%	11.5%	9.9%	11.1%	11.9%	10.7%	8.8%	13.6%	7.2%
Average purchase price (move in)	191,858	236,097	244,754	295,071	221,883	325,954	304,557	338,405	309,137	303,939	375,049	362,574	415,555	254,822
Average sales price (move out)	253,127	284,141	282,701	369,000	246,659	519,239	401,628	430,409	393,000	393,500	462,000	417,750	525,000	330,445
Average DMF(2)	41,250	48,645	45,805	58,883	39,646	82,096	56,058	55,085	47,551	44,746	47,102	33,495	42,000	50,534
Average DMF rate	16.3%	17.1%	16.2%	15.6%	16.0%	15.5%	13.6%	13.1%	12.1%	12.0%	10.2%	8.0%	8.0%	15.4%
Total DMF received(2)	6,022,447	1,556,630	3,068,937	3,179,680	872,220	3,776,399	2,186,280	605,940	760,820	313,220	423,920	133,980	42,000	22,942,473
1HFY21 resales(1)	**9**	**2**	**1**	**2**	**4**	**1**	**5**	**2**	**2**		**1**	**2**	**1**	**32**
Average tenure (years)	11.4	11.3	6.2	8.6	4.6	7.5	5.1	4.0	3.7		2.8	1.8	1.9	7.0
Average price growth p.a.	5.8%	3.8%	3.1%	5.0%	2.3%	12.0%	3.3%	6.4%	10.3%		6.0%	8.8%	13.6%	5.7%
Average purchase price (move in)	194,419	225,651	226,925	299,025	226,900	226,385	366,093	293,973	280,905		412,166	386,372	415,555	273,148
Average sales price (move out)	316,111	322,500	270,000	427,500	248,750	430,000	431,000	367,500	386,000		483,000	448,000	525,000	362,688
Average DMF(2)	56,528	48,375	54,000	85,500	42,070	86,000	75,440	64,400	53,720		57,960	35,990	42,000	58,443
Average DMF rate	17.8%	15.0%	20.0%	20.0%	17.0%	20.0%	17.6%	18.0%	14.0%		12.0%	8.0%	8.0%	16.4%
Total DMF received(2)	508,750	96,750	54,000	171,000	168,280	86,000	377,200	128,800	107,440		57,960	71,980	42,000	1,870,160
H1FY20 resales(1)	**4**		**4**	**3**	**5**	**9**	**3**	**2**	**2**	**2**	**3**			**37**
Average tenure (years)	11.3		5.2	6.1	4.4	4.9	6.1	2.6	2.5	3.3	1.9			5.2
Average price growth p.a.	5.9%		3.2%	5.1%	3.2%	13.1%	6.1%	8.8%	12.8%	9.4%	11.5%			8.1%
Average purchase price (move in)	167,266		254,384	301,720	229,546	333,634	338,632	384,860	319,320	263,220	377,025			292,539
Average sales price (move out)	280,000		296,000	391,667	260,500	537,111	455,000	472,250	422,500	348,500	457,000			401,027
Average DMF(2)	45,000		52,100	67,533	44,524	101,511	79,267	56,670	50,700	49,960	42,160			65,031
Average DMF rate	16.3%		18.0%	17.3%	16.0%	19.1%	17.3%	12.0%	12.0%	16.0%	9.3%			16.2%
Total DMF received(2)	180,000		208,400	202,600	222,620	913,600	237,800	113,340	101,400	99,920	126,480			2,406,160

Notes
(1) Only includes resales that attracted a DMF.
(2) Exlcudes selling and administration fees.

A.6 **Cash flow analysis**

1HFY21

Supplementary Cash Flow Analysis for 1HFY21	Completed Communities	Ocean Grove	Mount Duneed	Kaduna Park	Wollert North	Plumpton	St Leonards	Communities in Planning	Total
Total Number of Homes	2,284	220	191	169	246	266	199	1,099	4,674
Settled 1HFY21	6	25	22	34	1				88
Remaining homes and lots available to settle	2	10	112	116	245	266	199	1,099	2,049
Capital Cash Flows ($million)									
Land	-	-	-	-	-	-	(11.74)	(1.60)	(13.34)
Development Expenditure	(0.41)	(0.45)	(4.36)	(4.99)	(11.55)	(8.56)	(4.47)	(0.36)	(35.15)
Home Construction	-	(0.14)	(7.98)	(8.11)	(5.43)	(1.76)	(0.29)	-	(23.71)
Home Settlements	1.52	10.56	8.65	13.28	0.36	-	-	-	34.37
Net Development Cash Flows	**1.11**	**9.97**	**(3.69)**	**0.18**	**(16.62)**	**(10.32)**	**(16.50)**	**(1.96)**	**(37.83)**
Annuity Cash Flows ($million)									
Site Rentals (incl. management fees)	11.05	1.04	0.18	-	-	-	-	-	12.27
DMF Received (net) [1]	1.48	0.04	(0.01)	-	-	-	-	-	1.51
Community Operating Costs	(3.40)	(0.34)	(0.22)	(0.18)	(0.01)	-	-	-	(4.15)
Net result from utilities	0.17	0.04	(0.02)	0.01	-	-	-	-	0.20
Operations Management Overheads									(0.86)
Net Annuity Cash Flows	**9.30**	**0.78**	**(0.07)**	**(0.17)**	**(0.01)**	**-**	**-**	**-**	**8.97**
Head Office Costs									(4.75)
Net Operating Cash Flows									**(33.61)**
Reconciliation to statutory cash flows									
Less - Interest									(2.01)
Less - Income taxes paid									(2.91)
Add - JobKeeper received									1.14
Add - Land (investing cash flow)									13.34
Add - Movement in working capital									(1.35)
Statutory Cash Flows from Operations ($million)									**(25.40)**

Notes

(1) Deferred management fees received are inclusive of selling and administration fees as well as wages and marketing costs

A.7 **Cash flow analysis**

1HFY20

Supplementary Cash Flow Analysis for 1HFY20	Completed Communities	Shepparton	Geelong	Berwick Waters	Bittern	Ocean Grove	Mount Duneed	Kaduna Park	Wollert North	Plumpton	Communities in Planning	Total
Total Number of Homes	1,395	300	164	216	209	220	191	169	246	265	355	3,730
Settled 1HFY20		14	1	3	23	62	6					109
Remaining homes and lots available to settle		14		4	9	90	185	169	246	265	355	1,337
Capital Cash Flows ($million)												
Land										(24.02)	(1.00)	(25.02)
Development Expenditure		(0.59)	(0.05)	0.05	(0.86)	(2.85)	(8.23)	(6.08)	(3.33)	(2.88)	(0.22)	(25.04)
Home Construction		0.16	-	(0.01)	-	(11.18)	(6.44)	(0.64)	0.50	(0.08)	-	(17.69)
Home Settlements		3.54	0.25	1.19	8.72	24.08	2.23	-	-	-	-	40.01
Net Development Cash Flows	**-**	**3.11**	**0.20**	**1.23**	**7.86**	**10.05**	**(12.44)**	**(6.72)**	**(2.83)**	**(26.98)**	**(1.22)**	**(27.74)**
Annuity Cash Flows ($million)												
Site Rentals (incl. management fees)	6.38	1.49	0.85	1.11	1.01	0.52	-	-	-	-	-	11.36
DMF Received (net) (1)	0.91	0.19	0.07	0.09	(0.01)	(0.03)	(0.00)	-	-	-	-	1.22
Community Operating Costs	(2.41)	(0.54)	(0.30)	(0.30)	(0.28)	(0.34)	(0.03)	(0.00)	(0.00)	-	-	(4.20)
Net result from utilities	(0.05)	0.03	0.01	(0.02)	0.01	(0.01)	-	-	-	-	-	(0.03)
Operations Management Overheads												(0.35)
Net Annuity Cash Flows	**4.83**	**1.17**	**0.63**	**0.88**	**0.73**	**0.14**	**(0.03)**	**(0.00)**	**(0.00)**	**-**	**-**	**8.00**
Head Office Costs												(4.07)
Net Operating Cash Flows												**(23.81)**
Reconciliation to statutory cash flows												
Less - Interest												(1.23)
Less - Income taxes paid												(3.06)
Add - Land (investing cash flow)												25.02
Add - Movement in working capital												1.33
Statutory Cash Flows from Operations ($million)												**(1.75)**

Notes

(1) Deferred management fees received are inclusive of selling and administration fees as well as wages and marketing costs

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