

1 December 2021

Ingenia completes acquisition of Seachange and Caravan Parks of Australia portfolios

Acquisition highlights

- Material expansion of lifestyle communities business through acquisition of Seachange portfolio and an additional development site in metropolitan Brisbane
- Completion of the acquisition of BIG4 Beacon Resort and Caravan Parks of Australia portfolio, enhancing exposure to peak summer holidays trading period
- Settlement of \$441 million of acquisitions underpinning recent \$475 million equity raising now complete
- Remaining transactions anticipated to complete first quarter 2022

Ingenia Communities Group (ASX: INA) today announced expansion of the Group's lifestyle and holidays businesses with the completion of \$441 million of acquisitions comprising a mix of established communities and development sites. The acquisitions were included in the \$552 million of acquisitions identified with the Group's \$475 million equity raising announced on 1 November 2021.

Ingenia Communities Group CEO, Simon Owen, said he was pleased to see such rapid deployment of the equity that had been raised, with the majority of transactions now complete. The acquisitions, which are focussed on the lifestyle communities and holidays sectors, are consistent with the Group's strategy to grow exposure to this business and reinforce the Group's leadership position as Australia's largest owner, operator and developer of lifestyle, rental and holiday communities.

"Despite a marked increase in competition for quality communities and development sites, these acquisitions demonstrate our ability to grow the portfolio, as we benefit from a pipeline and relationships that have taken many years to establish. We now have over one hundred communities and developments, with enhanced exposure to our key markets," Mr Owen said.

Expansion of lifestyle communities business

The acquisition of the Seachange portfolio and an additional development site in metropolitan Brisbane significantly expand the Group's lifestyle communities business in Queensland through the addition of four established communities and three development sites.

The Group has acquired a greenfield site in Rochedale, Queensland, a newly established suburb south of Brisbane for \$24 million. The 7.1 hectare site is 20 minutes south of the CBD with potential for 168 new homes. With a median house price in the area of over \$1.1 million, the Rochedale site provides the opportunity to create a premium community in a sought after metropolitan location. While the site has approval for a retirement village, approval will be sought for a new lifestyle community.

Settlement of the six asset Seachange Portfolio was complete on 30 November, expanding the Group's presence in Queensland and diversifying Ingenia's addressable market through a premium offer. The \$270 million acquisition includes two established communities and two partially complete communities with 693 occupied homes. In addition, the two partially complete communities and an approved development site at Victoria Point, provide 367 development sites which have approval. Seachange Hervey Bay, which is pending approval, provides a further 181 potential development sites.

With good sales momentum established in the existing communities and an experienced team, Seachange is expected to contribute to growth in settlements from the Group.

Acquisition of mixed use communities and holiday parks

The Group settled the \$37 million acquisition of BIG4 Beacon Resort on 30 November, adding a further 123 income producing sites to the Ingenia Holidays business and extending the Group's Victorian presence to the Bellarine Peninsula. BIG4 Beacon Resort is one of Australia's premier coastal holiday parks and provides a unique service offer with facilities including indoor and outdoor playgrounds, yoga studio, day spa, jumping pillow and kids club activities.

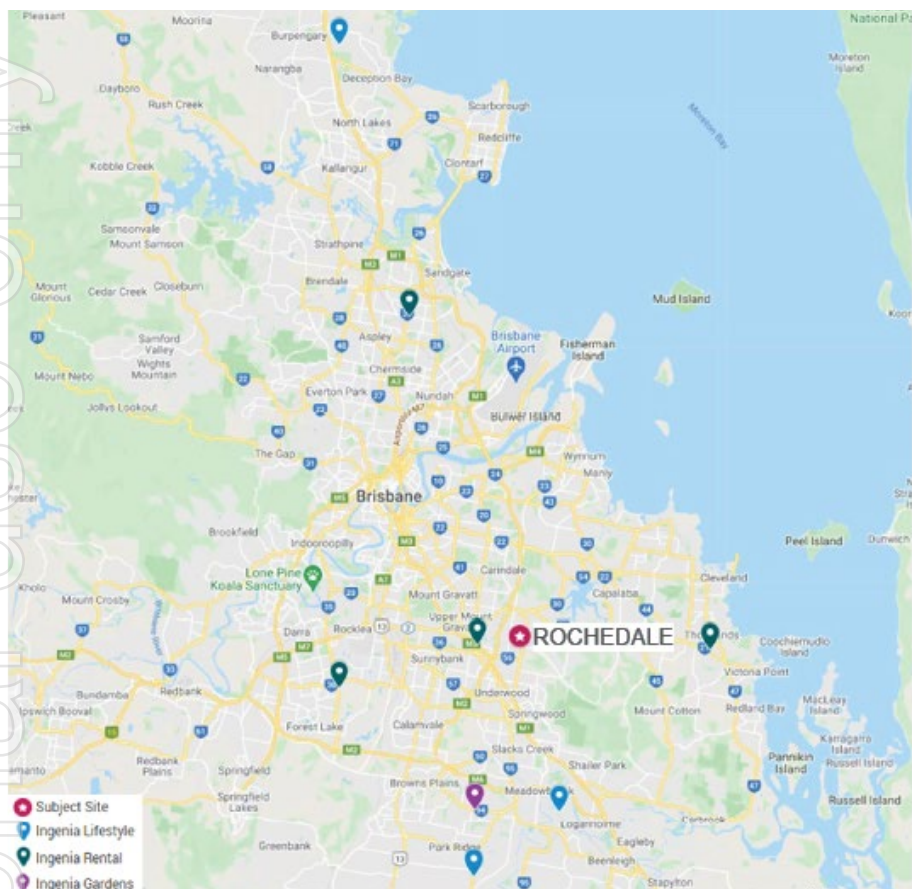
Settlement of the \$110 million Caravan Parks of Australia portfolio, comprising seven mixed use communities with a mix of permanent and holiday accommodation, is scheduled to complete today. The acquisition includes 1,406 income producing sites, including 912 annual/permanent sites which provide a stable cashflow base. The acquisition materially increases the scale of the Group's Holidays portfolio in the Group's target markets of Victoria and NSW.

The portfolio increases the Group's profile and presence in Victoria with six parks in the State, including three parks in South East Greater Melbourne. The remaining park is located on the border with NSW.

CEO, Simon Owen, said he was pleased to increase the Group's scale in key segments. "These assets continue our focus on driving growth in rental cash flows. Further, they enhance our access to future growth through additional development sites."

"The outlook for domestic travel remains attractive and our holiday parks are benefitting with increased bookings, reflecting a strong demand for domestic travel.

"We remain on track to complete the remaining acquisitions included in the Acquisitions and Equity Raising announcement on 1 November in the first quarter of 2022. The remaining acquisitions include four lifestyle communities and one additional holiday park," Mr Owen said.



Aerial view BIG4 Beacon Resort



Seachange Toowoomba



Caravan Parks of Australia Swan Reach

Authorised for lodgement by the Chairman.

ENDS

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About Ingenia Communities Group

Ingenia Communities Group (ASX: INA) is a leading operator, owner and developer of communities offering quality affordable rental and holiday accommodation focussed on the growing seniors' market in Australia. Listed on the Australian Securities Exchange, the Group is included in the S&P/ASX 200 and has a market capitalisation of over \$2.4 billion.

Across Ingenia Lifestyle, Ingenia Gardens, Ingenia Holiday Parks and Ingenia Rental, the Group has over 100 communities and is continuing to grow through acquisition and development.

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).