

16 July 2021

FY21 guidance to be exceeded – 380 new home settlements

Highlights

- FY21 result to exceed guidance – EBIT to be up circa 30% versus 15-20% on FY20 EBIT and underlying EPS up circa 5% on FY20, versus a decline of 1-2 cents
- New home settlements of 380, up 17% on FY20
- Continuing to progress acquisitions – circa \$30 million to settle July
- Outlook positive - additional acquisitions, growing sales base and domestic tourism demand to underpin FY22 result

Ingenia Communities Group (ASX: INA) today announced that the Group's FY21 result would exceed guidance, as a result of strong performance across the operating business and the settlement of 380 new homes for the year across Ingenia and the Joint Venture (with a further 10 settlements in the funds business).

Ingenia Communities Group CEO, Simon Owen, said that the business delivering such a strong outcome, despite the challenges of the last year, reflected the momentum across the business and diversity of earnings.

"We will exceed our guidance for FY21, supported by strong settlements in the last quarter, high occupancy across our residential communities and improved performance from the holidays business from the second quarter. Above ground home development margins exceeded the first half and we close the year with over 300 contracts and deposits in place, demonstrating the growing demand across our development projects," Mr Owen said.

The FY21 result, which remains subject to finalisation of the Group's accounts and audit process, is expected to exceed the upper end of the Group's guidance range, with EBIT anticipated to be up circa 30% on FY20 EBIT of \$71.9 million (versus guidance of only 15-20% growth). Underlying earnings per security is expected to be circa 5% above FY20 underlying eps (versus guidance of a 1-2 cents per security decline on FY20).

The Group's holiday parks have benefitted from buoyant demand for domestic travel, with revenue of over \$50 million for the year, up on FY20. The recent restrictions for greater Sydney have materially impacted bookings across the Group's NSW holiday parks which have experienced high cancellations. Increased intrastate travel has mitigated the impact of cancellations on the Group's key Queensland parks, including Cairns Coconut and Noosa. While demand is anticipated to rebound as restrictions ease, uncertainty around the timing and length of restrictions remains the key determinant of holidays performance over FY22.

The Group's asset base continued to expand through the completion of more than \$190 million of acquisitions in FY21 as the Group deployed the \$178 million of equity raised at the end of FY20. Settlement of a portfolio of five holiday parks will occur over July and further acquisition opportunities are under consideration.

Mr Owen said: "Ingenia enters FY22 with a positive outlook – our residential communities are delivering stable revenues and we are seeing ongoing demand for domestic travel which is benefitting our holiday parks. In addition, we have new developments commencing which will assist us to meet the growth in demand we are seeing in our key markets. With strong deposits and contracts in place, additional balance sheet capacity and a solid acquisitions pipeline we are continuing to focus on expanding our footprint and rental base to deliver future growth."

Further information on FY21 financial and operating performance will be provided in the Group's financial results announcement on 18 August.

Authorised for lodgement by the Chairman.

ENDS

For further information please contact:

Donna Byrne

General Manager Investor Relations

P 02 8263 0507

M 0401 711 542

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 \$1.9 billion.

Across Ingenia Lifestyle, Ingenia Gardens, Ingenia Holidays and Ingenia Rental, the Group has 83 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).