

Aspen Group

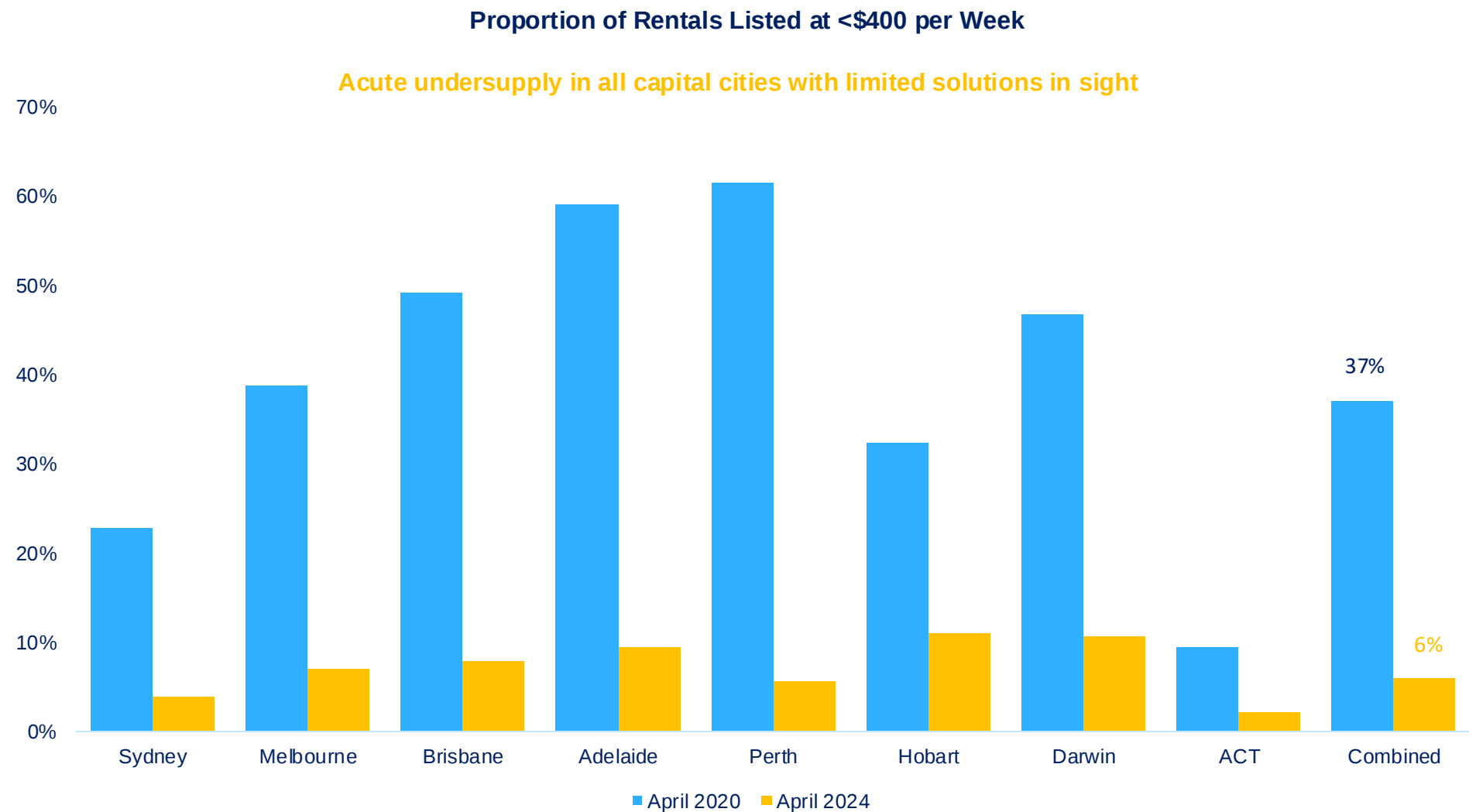
Annual General Meeting 2024

15 NOVEMBER 2024





Aspen is Helping Solve the Affordable Housing Crisis



FY24 Highlights



Underlying EPS¹ 13.81 cents
up 15% on FY23



DPS 8.50 cents
up 10% on FY23



NAV² \$2.23
up 11% on 30 June 2023



Increasing Scale
5,107 dwellings/sites owned outright

Average Rent³ \$317pw
50% NOI margin



Average Sale Price \$332k
30% Development Profit margin plus annuity land rents

\$52m Acquisitions

Abundant real estate and optionality -
Lindfield NSW Residential, Sierra WA
Lifestyle, Normanville and HWY1 SA land,
Burwood VIC Residential, Eureka stake



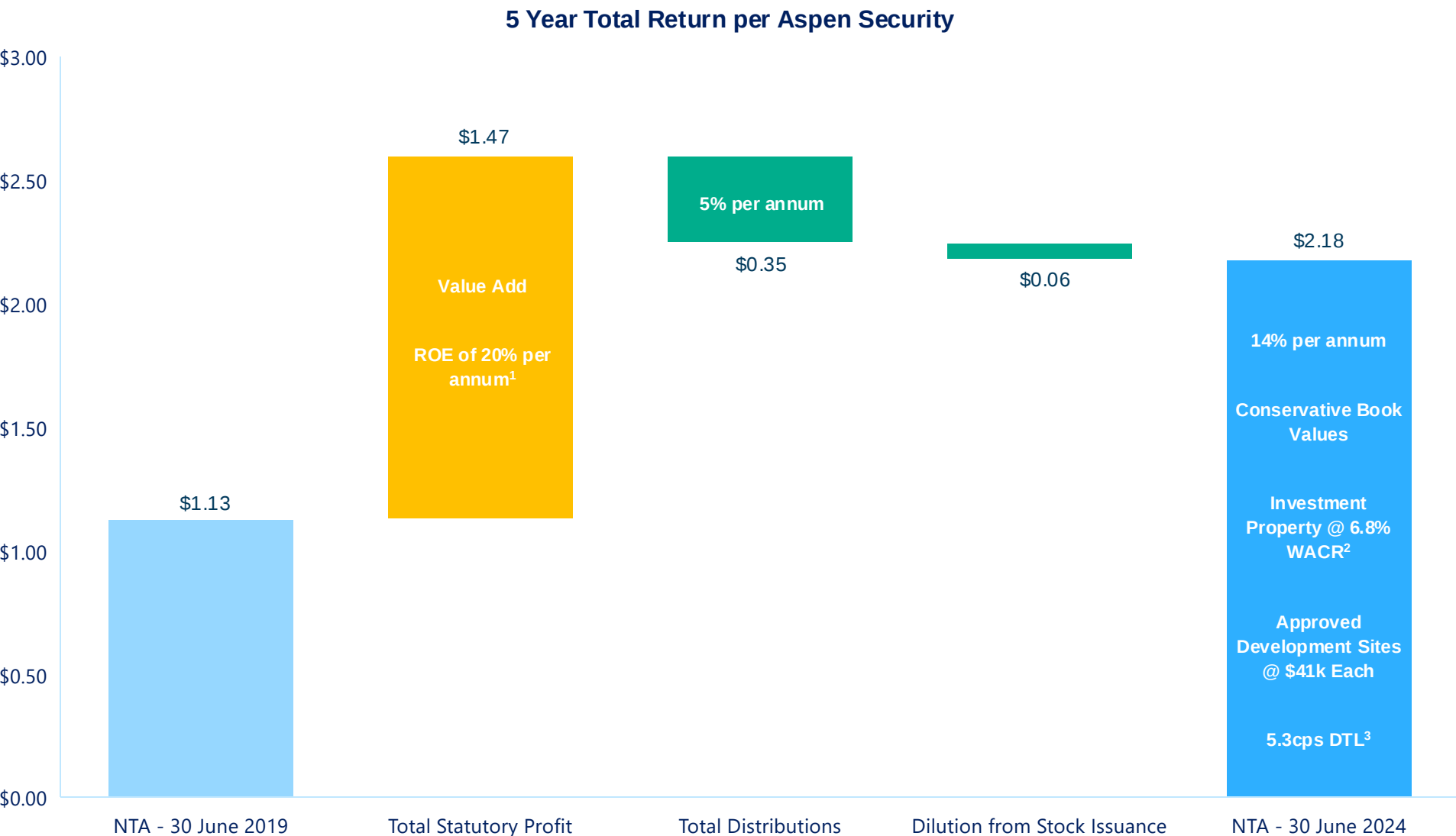
\$25m Disposals⁴
38 dwellings with relatively high rent
at c.3% net yield



Strong Balance Sheet
26% gearing⁵ / 3.7x ICR⁶

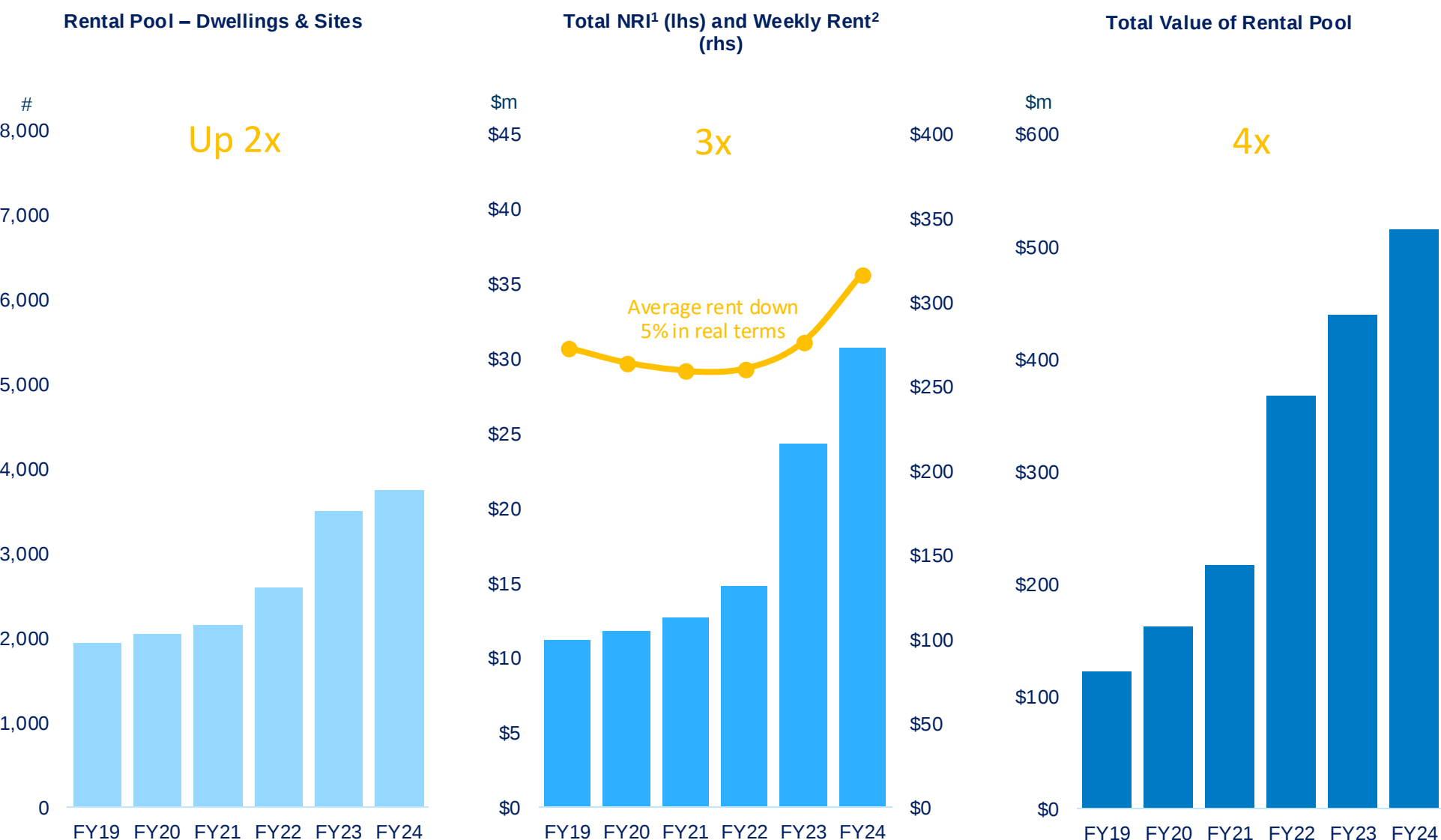
1. Underlying EPS - a non-statutory accounting measure that is determined to present, in the opinion of the directors, the operating activities of Aspen in a way that appropriately reflects Aspen's underlying operating performance – refer to financial report for full definition. 2. NAV – Net Asset Value - excludes deferred tax liability provision of \$10.6m (5.3cps) at 30 June 2024 for tax that would be payable by Aspen Group Limited if it sold all its assets at book value (Trust entity accounts do not provide for tax liabilities). 3. Rent includes ancillary revenues at some properties. 4. Includes settlements in FY24 and contracted at 30 June 2024. 5. Gearing = financial debt less cash / total assets less cash less retirement village resident loans and deferred revenue. 6. ICR - Interest Cover Ratio – as defined in Aspen's debt covenants.

Aspen's Superior Returns for Securityholders



1. ROE = 5 average of each FYs statutory earnings per security divided by starting net tangible asset value per security 2. WACR – weighted average capitalisation rate for valuation purposes. 3. DTL – Deferred Tax Liability provision for tax that Aspen Group Limited would pay if it sold all its assets on 30 June 2024 at book value – NTA is \$2.23 excluding this provision

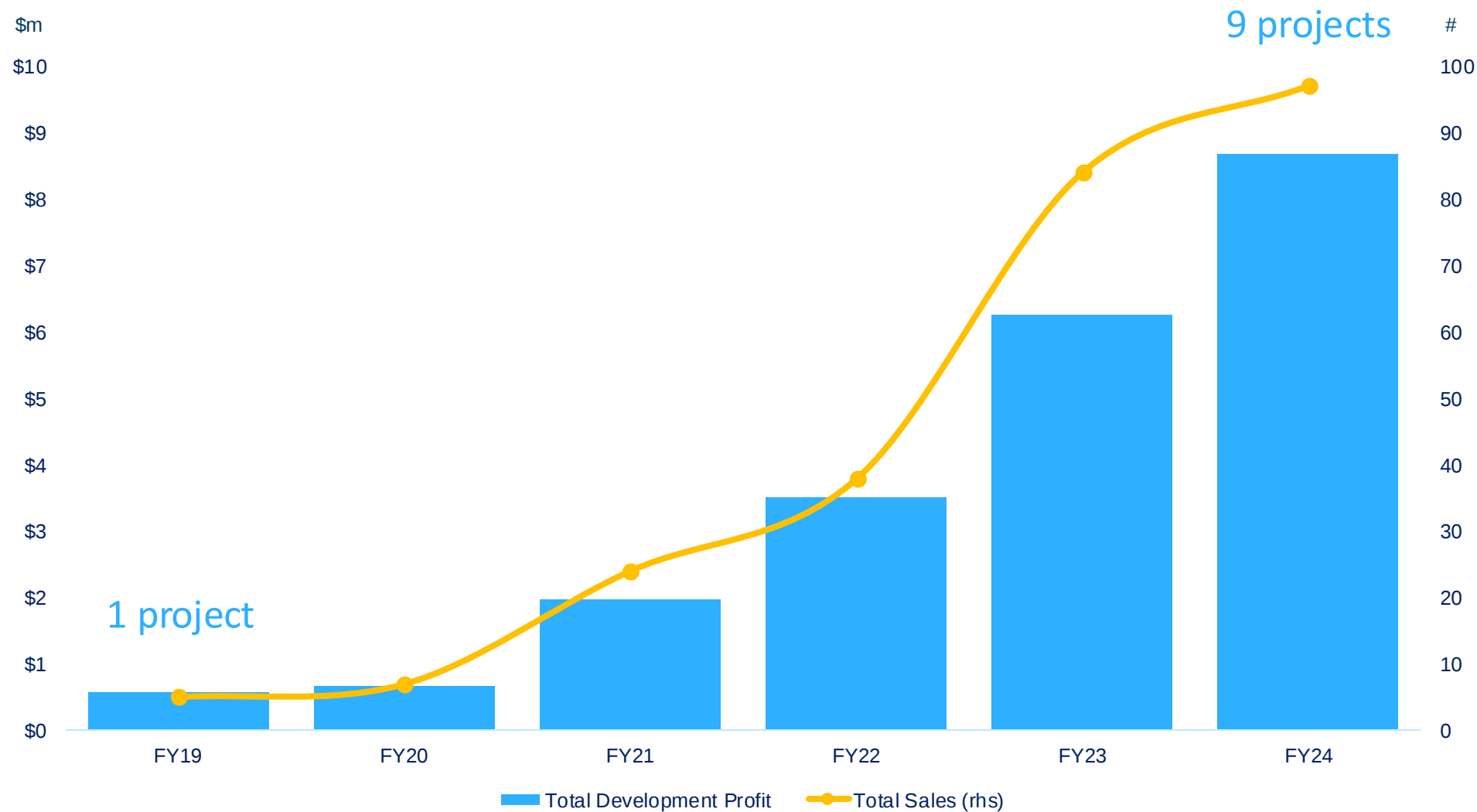
Rentals: Creating Sustainable Income & Value



Source: Aspen’s accounts. 1. NRI – Net Rental Income. 2. Average rent per dwelling/site per week. Rent includes a small amount of ancillary revenue at some of our properties.

Development: Creating Profits and Annuity Land Rent

Development - Settled Sales and Total Profit

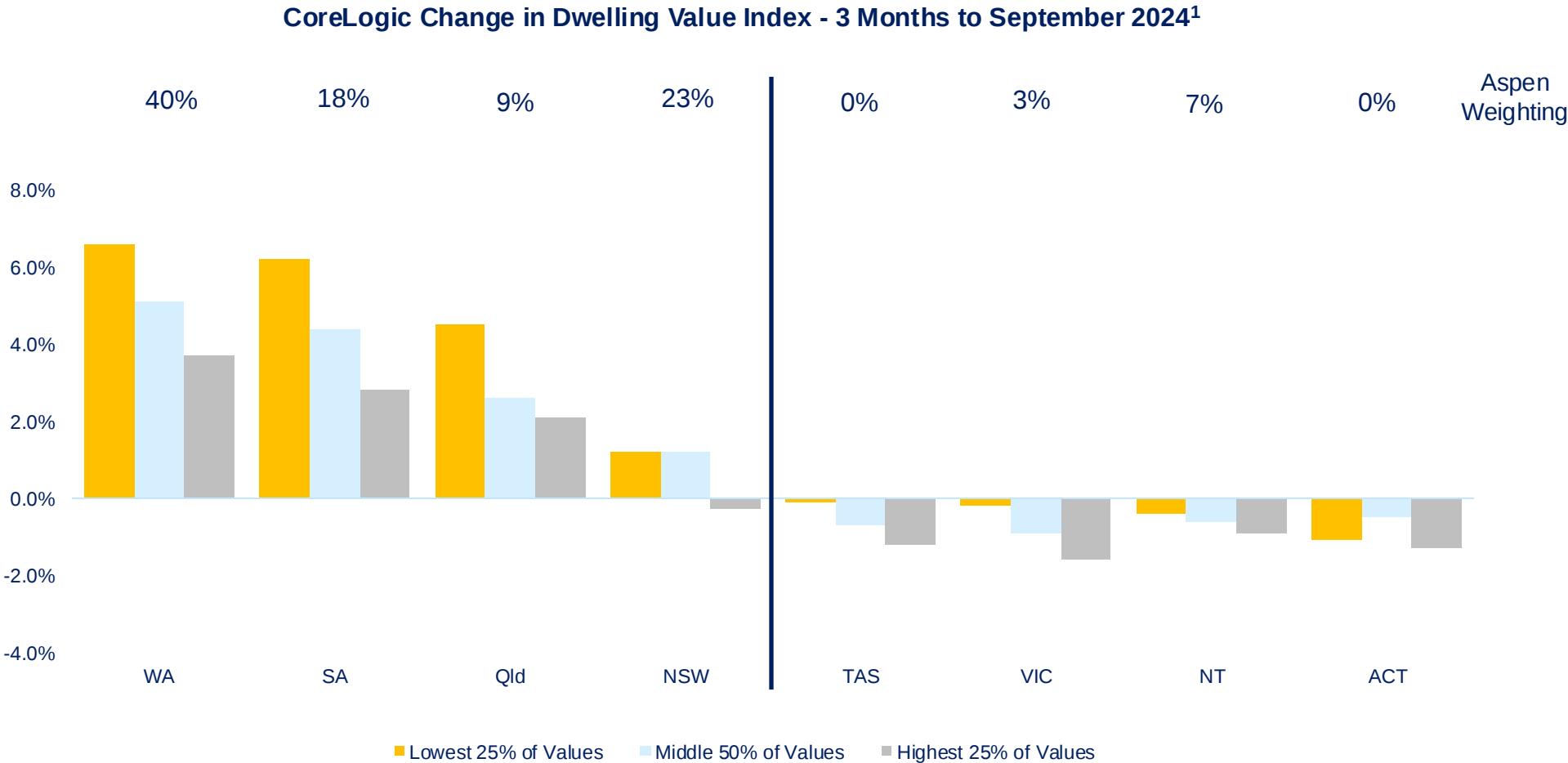


Source: Aspen's accounts

Aspen is Well Positioned – Opportunities Increasing

90% weighting to the highest growth States and affordable Rent/Price points
– increasing opportunities to recycle capital into developing new properties
cheaper including ramping up Lifestyle production

Minimal exposure to weak markets – increasing opportunities to acquire
affordable accommodation below replacement cost



1. Source: RP Data / CoreLogic – Capital City of each State

Aspen's FY25 Earnings Guidance Upgraded

✓ Rentals

- Long stay is robust: minimal vacancy, mainly related to disruptive changes to foreign student visa rules and refurbishment works; rents are generally below market and growing
- Short stay is patchy: one-off project disruptions for two large corporate customers this half; forward bookings for next 3 months are up 27% compared to same time last year, but still more work to be done

✓ Development

- All metrics improving – production, sales rate, average sale price, margin and ROIC¹
- On track to more than double production to >200 Lifestyle houses and Residential land lots in FY25
- Already 74 settlements and contracts² on hand FYTD:
 - Embedded expected development profit of \$8.9m, 71% ahead of the same time last year, and exceeding entire FY24 result of \$8.7m
 - Embedded expected annuity Lifestyle land rent of >\$0.5 million worth >\$5 million
- We are now prepared to satisfy the increasing demand for our Lifestyle houses and land - no longer managing to 80% NRI³ / 20% Development Profit mix
- Risks mitigated through disciplined capital & inventory management and maintaining adequate profit margins & ROIC

✓ **Corporate Overheads** – very stable senior management team with costs under control

✓ **Net Interest Expense** – larger than usual portion of interest rate exposure is currently hedged

✓ **Continued recycling** of capital out of high rent / low yield properties

✓ **Growth opportunities increasing** - particularly developing new Residential and Lifestyle accommodation in strong markets, and buying existing properties at a discount to replacement cost in weak markets

FY25 Guidance⁴

Underlying EPS⁵

16.0 cents 

Up 16% on FY24

DPS

10.0 cents 

Up 18% on FY24

1. ROIC – Return on Invested Capital. 2. Contracts includes contracts, EOIs and deposits as at 15 November 2024. 3. NRI – Net Rental Income. 4. Subject to no material change in Aspen's operating environment. 5. Underlying Earnings is a non-statutory accounting measure that is determined to present, in the opinion of the directors, the operating activities of Aspen in a way that appropriately reflects Aspen's underlying operating performance – refer to financial report for full definition.

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