



LAKE CONJOLA – Lake Conjola, NSW

Located on 21 hectares on the NSW South Coast, the established mixed use Park is in a prime lake front location approximately three hours south of Sydney. The Park is recognised as the premier tourist park on the NSW South Coast, providing an excellent seed asset for Ingenia's identified Southern NSW cluster. Since acquisition, Ingenia has added additional tourism cabins.

Asset Strategy

There is an immediate opportunity to expand the annual and tourism offering as well as potential to add a sizeable permanent living precinct (subject to approvals). Existing land is available for 14 annual and tourist sites and approvals are in place for a further 75 sites on vacant land. Utilising additional vacant land could incorporate upwards of 100 new homes.

Acquired	September 2015
Title	Freehold
Site area	21 hectares
No. sites (permanent)	N/A
No. sites (short-term)	97
Annual sites	278
Dev. sites	135 (STA)



ETTALONG BEACH - Ettalong Beach, NSW

The idyllic Central Coast in the seaside village of Ettalong, Active Lifestyle Estates Ettalong Beach is located just 300 metres from the beach within the Gosford region. Ettalong Beach is approximately one hour's drive from Sydney and four kilometres from Woy Woy. Facilities include a resort style swimming pool and community centre.

Asset Strategy

Since acquisition Ingenia has converted tourism sites and vacant land to 31 new permanent home sites, creating a dedicated permanent living village with new facilities completed in mid 2015.

Acquired	April 2013
Title	Leasehold (to June 2029)
Site area	3.1 hectares
No. sites (permanent)	116
No. sites (short-term)	N/A
Annual sites	N/A



HUNTER VALLEY - Cessnock, NSW

Active Lifestyle Estates & Holidays Hunter Valley (formerly BIG4 Valley Vineyard) is a mixed use community providing a range of short-term accommodation. Located in the Hunter Valley, the community includes a community room, jumping pillow, pool and spa as well as a campers kitchen and barbeque areas.

Asset Strategy

Ingenia's focus is currently on the addition of new DA approved permanent homes as part of a development which will add new homes along with upgraded facilities. See page 38 for further information.

Acquired	February 2014
Title	Freehold
Site area	4 hectares
No. sites (permanent)	14
No. sites (short-term)	65
Annual sites	N/A
Dev. sites	28 (approved) 32 (STA)



KINGSCLIFF - Kingscliff, NSW

Active Lifestyle Estates & Holidays Kingscliff (formerly known as Drifters Holiday Village), is located between the Tweed River and Kingscliff Beach on 10 acres of green open space. The community includes both permanent homes and short-term accommodation with access to a range of water based leisure activities.

Asset Strategy

Ingenia's focus is on increasing returns through site upgrades and repositioning within the existing community. Longer term there is potential to add approximately 27 additional sites (subject to approvals).

Acquired	November 2013
Title	Freehold
Site area	4.1 hectares
No. sites (permanent)	108
No. sites (short-term)	79
Annual sites	N/A
Dev. sites	27 (STA)



LAKE MACQUARIE - Morisset, NSW

Active Lifestyle Estates Lake Macquarie is well located in close proximity to Lake Macquarie and nearby Active Lifestyle Estates The Grange.

The community has recently been expanded with the addition of 32 new homes and a DA has been approved for additional homes.

Asset Strategy

Originally acquired as a mixed use Park, a significant development has added 32 new manufactured homes. The addition of further homes and new community facilities is planned. The development will increase the Park's rental base and provide significant development returns. See page 36 for further information on the development.

Acquired	November 2013
Title	Freehold
Site area	2.9 hectares
No. sites (permanent)	73
No. sites (short-term)	N/A
Annual sites	N/A
Dev. sites	18



LARA - Lara, VIC

Representing Ingenia's first lifestyle park investment in Victoria, Active Lifestyle Estates Lara is a partially developed manufactured home community approximately 60 kilometres from Melbourne. The community, which was acquired with 56 sold homes, a further 13 unsold homes and premium community facilities already in place, provides the potential to develop a further 164 homes.

Asset Strategy

Since acquisition Ingenia's focus has been on commencing a repositioning of the community which includes improving presentation and enhancing new home design while selling down 13 already completed homes. Ingenia plans to complete the development through the addition of the 164 already approved homes, realising development returns while securing further growth in rents.

Acquired	October 2015
Title	Freehold
Site area	8.3 hectares
No. sites (permanent)	56
No. sites (short-term)	N/A
Annual sites	N/A
Dev. sites	174



MANNERING PARK, NSW

Active Holidays Lake Macquarie (formerly BIG4 Lake Macquarie) sits on the shores of Lake Macquarie, close to amenities including shopping, dining options and medical facilities. Operating as a mixed use park, the community includes a small number of permanent sites with facilities including a camp kitchen, play area, barbeque and pool. The site is zoned for medium density housing.

Asset Strategy

Ingenia's focus is maximising returns from the existing operations and continuing to drive high levels of occupancy across the short-term accommodation. Longer term there is potential to enhance returns through selected remixing of the site.

Acquired	April 2015
Title	Freehold
Site area	3.3 hectares
No. sites (permanent)	11
No. sites (short-term)	61
Annual sites	46
Dev. sites	N/A



Active Lifestyle Estates Albury



Active Lifestyle Estates Ettalong Beach



MUDGEES - Mudgee, NSW

Active Lifestyle Estates & Holidays Mudgee (formerly Mudgee Tourist and Van Resort) is located in picturesque Mudgee close to wineries, gourmet food markets and national parks. On 6.8 hectares the community offers a mix of holiday accommodation as well as permanent home sites.

Asset Strategy

Ingenia is currently undertaking a redevelopment which will see new permanent homes added to the site in a new precinct, clearly separated from the tourism component. See page 42 for further information on the development.

Acquired	October 2013
Title	Freehold
Site area	6.8 hectares
No. sites (permanent)	27
No. sites (short-term)	65
Annual sites	N/A
Dev. sites	19 (approved)
	12 (STA)



MUDGEE VALLEY - Mudgee, NSW

Active Lifestyle Estates & Holidays Mudgee Valley is located in North West Mudgee, close to the Mudgee Town centre. The community includes both permanent sites and a mix of short-term accommodation, including cabins and caravan and camping sites.

Asset Strategy

Ingenia's master plan for the site includes the addition of new permanent homes with associated facilities as well as a separation of the permanent living and tourism precincts of this 4.3 hectare site. See page 42 for further information on the development.

Acquired	September 2013
Title	Freehold
Site area	4.3 hectares
No. sites (permanent)	26
No. sites (short-term)	46
Annual sites	N/A
Dev. sites	17 (approved) 60 (STA)



NEPEAN RIVER - Emu Plains, NSW

Active Lifestyle Estates & Holidays Nepean River is located at the base of the Blue Mountains, close to Penrith and 60 km west of the Sydney CBD. A mixed use community, the Estate provides a range of holiday accommodation as well as permanent homes.

Asset Strategy

Ingenia's focus is on maximising returns through optimising tourism revenues and the addition of a limited number of new permanent homes.

Acquired	August 2013
Title	Freehold
Site area	3.86 hectares
No. sites (permanent)	102
No. sites (short-term)	51
Annual sites	N/A
Dev. sites	10 (STA)



NOOSA - Tewantin, QLD

Active Lifestyle Estates & Holidays Noosa (formerly BIG4 Noosa Bougainvillia Holiday Park) is located on the popular Sunshine Coast. The community provides permanent homes and a range of short-term accommodation, including cabins and caravan and camping sites. The 6.5 hectare site includes onsite retail, a freehold petrol station, a cafe and a range of facilities including two swimming pools, jumping castle, games room and camp kitchen.

Asset Strategy

Ingenia's focus is on optimising returns through effective management and, over time, the potential reconfiguration of the existing tourism offer.

Acquired	February 2015
Title	Freehold
Site area	6.5 hectares
No. sites (permanent)	50
No. sites (short-term)	136
Annual sites	N/A
Dev. sites	N/A



ONE MILE BEACH - One Mile, NSW

Active Holidays One Mile Beach is nestled in 14 acres of native bushland close to Port Stephens and offers a range of short-term accommodation. Located 30 minutes north of Newcastle, this beachfront tourist park includes beach houses, quality cabins, caravan and camping sites and annual sites.

Asset Strategy

The Group is currently progressing plans for a comprehensive refurbishment and upgrade of the park to maximise returns from its beachfront location. This will include conversion of lower yielding camping sites into additional beach houses and cabins and the installation of new premium annual holiday homes.

Acquired	December 2013
Title	Leasehold
Site area	Perpetual - 4.4ha 5.5 hectares
No. sites (permanent)	1
No. sites (short-term)	184
Annual sites	50



ROUSE HILL, NSW

Active Lifestyle Estates Rouse Hill is located in Sydney's north-western Hills district, within the North-West growth corridor. The surrounding area is experiencing rapid population, infrastructure and services growth with significant private and public investment.

Asset Strategy

The site is zoned for medium density residential. Ingenia is currently investigating the options for converting the park into medium density residential, while maximising residential rental performance, through buying back and renting homes.

Acquired	June 2014
Title	Freehold
Site area	3.7 hectares
No. sites (permanent)	119
No. sites (short-term)	N/A
Annual sites	N/A
Dev. sites	84 (STA)

(Includes park owned units rented on a standard residential lease)



SOUTH WEST ROCKS - South West Rocks, NSW

Located in a popular tourist destination on the Mid North Coast of NSW, South West Rocks is a premium mixed use park within the Group's mid north coast cluster. The Park includes both permanent homes and camping as well as caravan and cabin sites and is located about one hours drive from Port Macquarie. Facilities include a camp kitchen and barbeque areas, children's playground and library.

Asset Strategy

Ingenia plans to add over 50 new homes, which will generate development profits, providing incremental rental as a new homes are sold. In addition, Ingenia will reconfigure the tourism offer to convert lower yielding camp sites to ensuite caravan sites or cabin sites and will invest selectively to improve the accommodation and facilities as part of a repositioning of the Park.

Acquired	February 2016
Title	Leasehold (to September 2026)
Site area	9.5 hectares
No. sites (permanent)	57
No. sites (short-term)	187
Annual sites	3
Dev. sites	56



STONEY CREEK - Marsden Park, NSW

Active Lifestyle Estates Stoney Creek (formerly Town and Country Estate) sits within the Sydney cluster, in the suburb of Marsden Park. Stoney Creek, which is rapidly being redeveloped, is close to shopping and local amenities in a Local Government Area that is experiencing rapid growth.

Asset Strategy

Ingenia is currently undertaking a significant repositioning, which includes improving the overall amenity of the community, upgrading community facilities and converting tourism and older homes to new affordable housing. See page 29 for further information on the development.

Acquired	May 2014
Title	Freehold
Site area	12.1 hectares
No. sites (permanent)	157
No. sites (short-term)	N/A
Annual sites	N/A
Dev. sites	108 (approved) 37 (STA)



Active Holidays BIG4 Lake Macquarie



SUN COUNTRY - Mulwala, NSW

Active Lifestyle Estates & Holidays Sun Country is a long established manufactured home and tourist park located opposite Lake Mulwala, a unique and highly popular holiday and retirement destination for Melbournians. The community includes 200 privately owned annual holiday cabins which provide a strong secure recurrent rental income as they are leased out on a long term basis.

Asset Strategy

Ingenia is progressing plans to build on the site comprising the ability to develop a further 107 sites under existing approvals.

Acquired	April 2014
Title	Freehold
Site area	17.1 hectares
No. sites (permanent)	37
No. sites (short-term)	18
Annual sites	203
Dev. sites	107 (approved)



SYDNEY HILLS - Dural, NSW

Active Lifestyle Estates & Holidays Sydney Hills is located in the Hills district, approximately 30 minutes from the Sydney CBD. A mixed use community with both permanent and short term accommodation, Sydney Hills is conveniently located close to shops and amenities in an area experiencing rapid growth and significant investment.

Asset Strategy

The Estate is one of the closest freehold parks to the Sydney CBD. Ingenia is focused on optimising returns from the existing operations. The Estate is located in a growing residential area which forms part of a planning proposal for rezoning from Rural Landscape to Urban use.

Acquired	April 2015
Title	Freehold
Site area	4.23 hectares
No. sites (permanent)	61
No. sites (short-term)	71
Annual sites	N/A
Dev. sites	N/A



THE GRANGE - Morisset, NSW

Located just 1.5 kilometres from Morisset township, local amenities and the Morisset train station, Active Lifestyle Estates The Grange is a resort style manufactured home estate dedicated to seniors living. The village includes a swimming pool and community centre set within 23 hectares of bushland.

Asset Strategy

Since acquisition, Ingenia has grown returns through the addition of new homes on 'infill' sites. A DA has now been lodged for further development on vacant land and new community facilities.

Acquired	March 2013
Title	Freehold
Site area	8.79 hectares
No. sites (permanent)	152
No. sites (short-term)	N/A
Annual sites	N/A
Dev. sites	56 (STA)



WHITE ALBATROSS - Nambucca Heads, NSW

Active Holidays White Albatross (formerly White Albatross Holiday Park) is situated on a prime waterfront location in beautiful coastal surrounds at Nambucca Heads. White Albatross is a large mixed use community which offers permanent living and a range of short-term accommodation as well as facilities including pool, children's playground, cafe, barbeques and a camp kitchen.

Asset Strategy

Ingenia's focus is on maintaining the existing operations and driving stronger revenues from short-term accommodation. Longer term there is the potential to enhance returns through reconfiguration of the existing accommodation mix.

Acquired	December 2014
Title	Freehold
Site area	5.34 hectares
No. sites (permanent)	135
No. sites (short-term)	165
Annual sites	N/A
Dev. sites	N/A



WINE COUNTRY - Cessnock, NSW

Active Holidays Cessnock Wine Country is a tourist park located just five kilometres south of Active Lifestyle Estates & Holidays Hunter Valley. The Park offers a range of caravan and camping accommodation and is well located in the Hunter Valley region, with proximity to local attractions.

Asset Strategy

Ingenia's focus is on optimising returns from the existing operations. Longer term there is the potential to remix the existing offer to include a broader range of short-term accommodation.

Acquired	February 2014
Title	Freehold
Site area	0.9 hectares
No. sites (permanent)	N/A
No. sites (short-term)	45
Annual sites	N/A
Dev. sites	N/A



Active Holidays One Mile Beach

ACTIVE LIFESTYLE ESTATES
CURRENT
DEVELOPMENT

Development pipeline

Cluster/Community	Remaining Approved Dev. Sites	Dev. Sites Requiring Approval	Total Potential Dev. Sites
Hunter/Newcastle			
One Mile Beach, NSW	-	-	-
The Grange, NSW	-	56	56
Lake Macquarie, NSW	18	-	18
Chain Valley Bay, NSW	48	-	48
Hunter Valley, NSW	28	32	60
Soldiers Point, NSW	2	-	2
North Coast			
South West Rocks, NSW	56	-	56
Kingscliff, NSW	-	27	27
Central West			
Mudgee, NSW	19	12	31
Mudgee Valley, NSW	17	60	77
Sydney Basin			
Rouse Hill, NSW	-	84	84
Sydney Hills, NSW	-	15	15
Stoney Creek, NSW	108	37	145
Nepean River, NSW	-	10	10
South West			
Albury, NSW	105	-	105
Sun Country, NSW	107	-	107
South Coast			
Lake Conjola, NSW	-	135	135
Brisbane			
Bethania, QLD	86	115	204
Chambers Pines, QLD	275	-	275
Victoria			
Lara, VIC	174	-	174
TOTAL PORTFOLIO	1,043	583	1,626



Active Lifestyle Estates
Ettalong Beach

Reservations and contracts in place for 39 homes at 31 December 2015

1 July to 31 December 2015	New Settlements	Refurb/DMF Settlements	Reserved	Contracted	Available Completed Stock	Homes Under Construction
Ettalong Beach Ettalong	3	-	-	-	-	-
Lake Macquarie Morisset	21	-	-	4	1	-
Stoney Creek Estate Marsden Park	16	2	11	6	14	10
Chambers Pines Chambers Flat	3	2	1	1	3	16
Albury Lavington	4	-	4	1	4	1
Lara Lara	2	-	4	-	11	-
Hunter Valley Cessnock	3	-	1	-	1	7
Chain Valley Bay Chain Valley Bay	-	-	2	-	-	4
The Grange Morisset	-	-	1	-	-	-
BIG4 Mudgee Mudgee	1	-	-	1	8	1
Mudgee Valley Mudgee	1	-	-	-	6	-
Bethania Bethania	-	-	2	-	-	3
Subtotal	54	4	26	13	48	42

* Inclusive of GST



ON TRACK TO
DELIVER 120 SALES IN FY16



Artist impression only. Subject to change. The Company gives no warranty or makes any representations about the accuracy of the information or representations made. Future residential development is subject to relevant approvals. The information is provided solely as general information and the final product may differ from what is displayed.

Active Lifestyle Estates Stoney Creek

Ingenia is well progressed in the conversion and upgrade of this former Western Sydney caravan park into an affordable over 50s residential community.

To date, 51 new homes have been delivered with 41 sold or settled, a new entry statement has been installed and significant new landscaping established. In December 2015 a DA was lodged for new community facilities, including a community and wellness centre, BBQ and pool.

Stage 1 commenced selling in March 2015 and has almost sold out. New homes are now being rolled out in Stages 2 and 3 of the development.

The Estate offers a range of homes with the majority of the homes being built comprising 2 and 3 beds, 1.5 bath homes with single carports.

Homes range in price from \$259,000 to \$380,000.

Upon completion and subject to final Council approvals, Stoney Creek will comprise over 175 homes in one of Sydney's fastest growing residential corridors.



ACTIVE LIFESTYLE ESTATES
Stoney Creek

RESIDENCE 177
2 bedrooms - 1.5 bathrooms

For illustrative purposes only.

RESIDENCE 177 FEATURES

- Enjoy a new home with modern finishes
- Open plan living
- Modern entertainer's kitchen
- Separate laundry
- 2 bedrooms
- 1.5 bathrooms
- Single carport
- Covered entertainment deck
- Built-in robes in all bedrooms
- Air conditioning to living and dining areas
- Ceiling fans to bedrooms and living areas
- Connection to services

INTERNAL LIVING AREA	81.55m ²
EXTERNAL LIVING AREA	18.25m ²
CARPORT	21.00m ²
TOTAL	120.84m²

The information is provided solely as general information and the final product may differ from what is displayed. The fixtures, fittings and finishes displayed may vary from the actual product. Therefore the display may differ from the final product.

ACTIVE LIFESTYLE ESTATES STONEY CREEK 140 Hollinsworth Rd, Marsden Park NSW 2765
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Active Lifestyle Estates Lake Macquarie

Ingenia commenced a sales program at this waterfront community in March 2015 for 32 premium new homes ranging from \$285,000 to \$350,000.

In November 2015 an application was lodged with Council to convert existing tourism and short term rental accommodation units into new over 50's homes. Council approval was received in February 2016, paving the way for the creation of the new community facilities in conjunction with additional new homes. Based on current interest, it is expected these new homes will sell very quickly.

ACTIVE LIFESTYLE ESTATES
Lake Macquarie

RESIDENCE 109
2 bedrooms + 2 bathrooms



For illustrative purposes only.

SITE 109 FEATURES

- New home with modern finishes
- Modern entertainer's kitchen
- Separate laundry
- 2 bedrooms
- 2 bathrooms
- Single carport
- Covered entertainment deck
- Built-in robes in all bedrooms
- Open plan living
- Air conditioning to living room
- Ceiling fans to bedrooms and living areas
- Connection to services



North

INTERNAL LIVING AREA	109.18m ²
EXTERNAL LIVING AREA	18.91m ²
CARPORT	21.00m ²
TOTAL	149.09m²

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