



Hunter Region



2016 Investor Tour





Tour Overview

9:00AM	Depart Sydney CBD
10:45AM	Asset Tour - Chain Valley Bay
12:00PM	Asset Tour - Hunter Valley and lunch
2:00PM	Asset Tour - Lake Macquarie
2:15PM	Asset Tour - The Grange
5:00PM	Arrive in Sydney CBD

Contact

Simon Owen

Chief Executive Officer
0412 389 339

Donna Byrne

Group Investor Relations Manager
0401 711 542

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On completion of recently announced transactions, Ingenia's Lifestyle Parks portfolio will comprise 30 communities



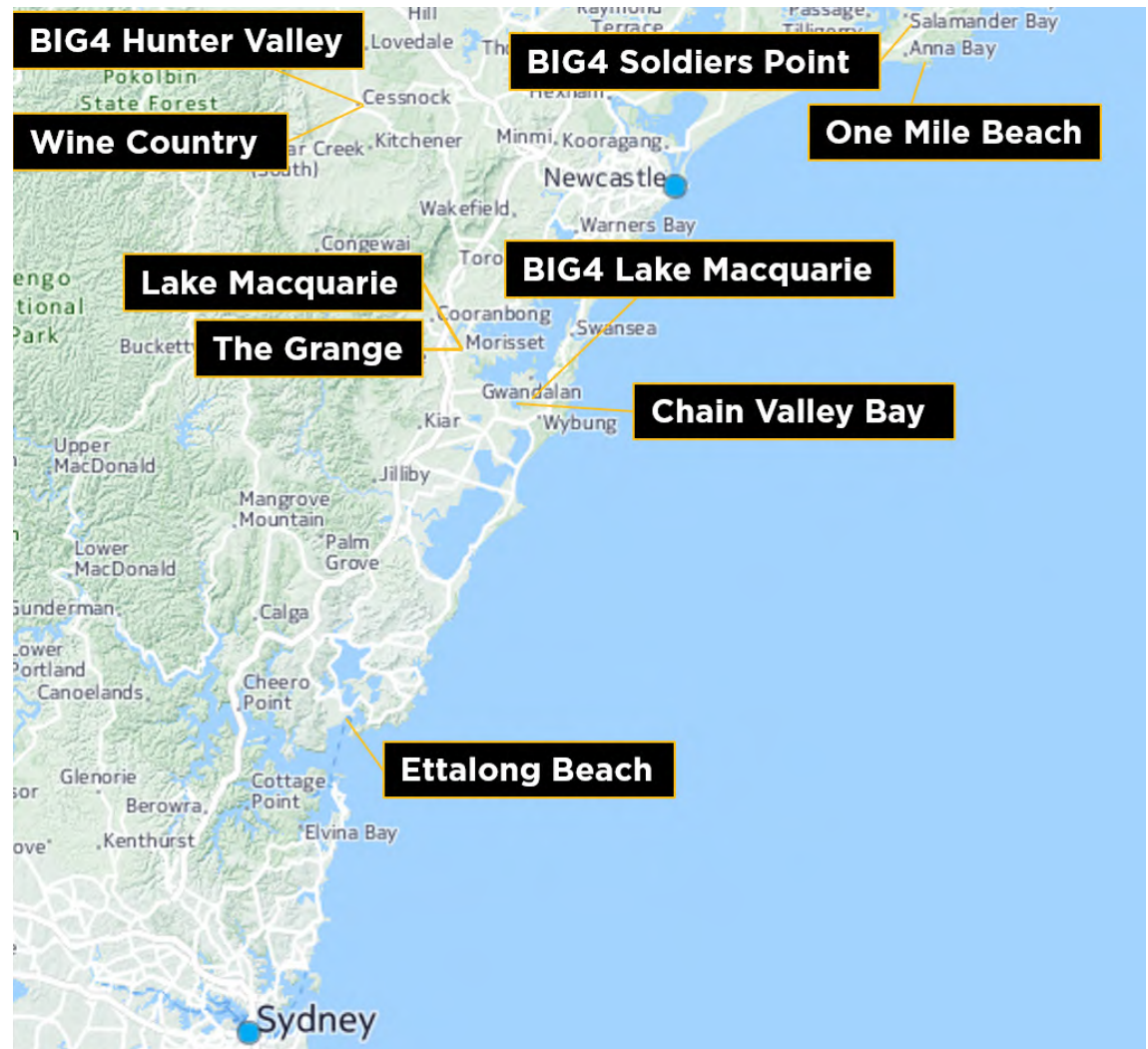
The Group has a strong presence on the NSW Coast

Hunter/Newcastle cluster - Overview

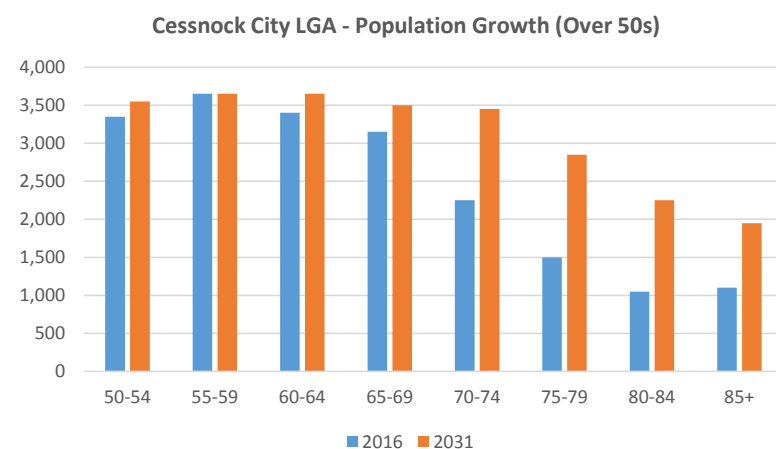
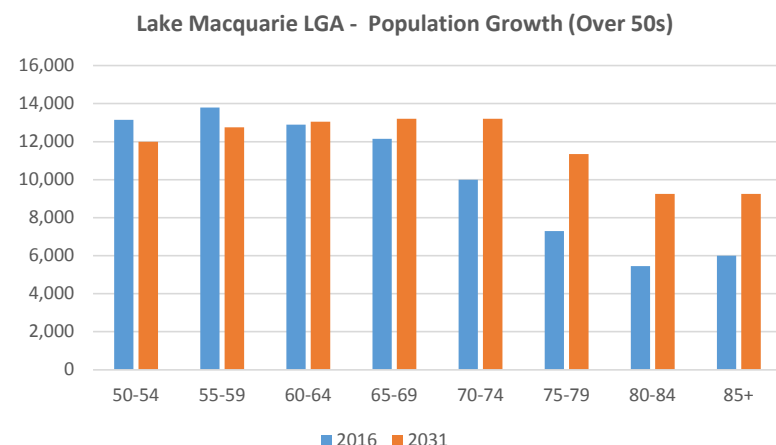
From an initial investment in the Hunter / Newcastle region with the acquisition of The Grange in March 2013, Ingenia has built a significant presence in this populous market.

Following the acquisition of a mixed use Park at Soldier's Point, Ingenia's Hunter / Newcastle cluster includes nine assets offering a mix of permanent and short-term accommodation.

A number of these assets form part of the Group's development pipeline. Ingenia's first development, Ettalong Beach, sits in this region. Currently, development is underway at Lake Macquarie, Chain Valley Bay, Hunter Valley and is planned at The Grange.



Demographics



Source: NSW Dept. of Environment and Planning
NSW State and Local Government Area Population Projections: 2014

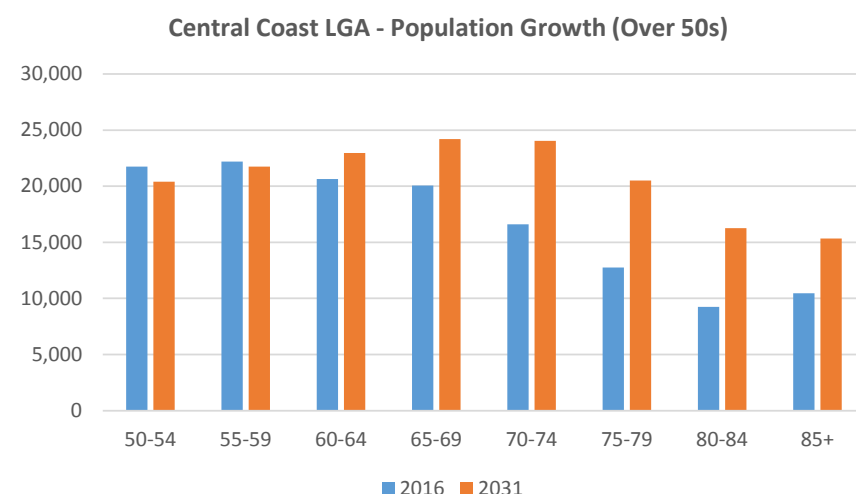
Median House Prices

	Morisset	% Growth	Lake Macquarie LGA	% Growth
2010	\$340,000	-11%	\$335,000	N/A
2011	\$330,000	3%	\$335,000	0%
2012	\$350,000	6%	\$343,000	2%
2013	\$435,000	24%	\$361,000	5%
2014	\$429,000	-1%	\$386,500	7%
2015	\$455,000	6%	\$475,000	23%

	Cessnock	% Growth	Cessnock City LGA	% Growth
2010	\$235,000	7%	\$255,000	6%
2011	\$236,000	0%	\$265,000	4%
2012	\$256,000	8%	\$278,000	5%
2013	\$262,000	2%	\$295,000	6%
2014	\$283,000	8%	\$298,000	1%
2015	\$278,000	-2%	\$310,000	4%

Source: Property Data Solutions Pty Ltd©2016

Demographics



Source: NSW Dept. of Environment and Planning
NSW State and Local Government Area Population Projections: 2014

Median House Prices

	Chain Valley Bay	% Growth	Central Coast LGA	% Growth
2010	\$276,500	5%	\$375,000	-4%
2011	\$288,000	4%	\$370,000	-1%
2012	\$310,000	8%	\$375,000	-1%
2013	\$343,000	11%	\$412,000	10%
2014	\$380,000	11%	\$460,000	12%
2015	\$409,250	8%	\$530,000	15%

Source: Property Data Solutions Pty Ltd ©2016
Note: The above are from an amalgamation of Gosford and Wyong LGA data.

The **Lake Macquarie LGA** has significant growth forecast in the over 65 age bracket with forecast growth of 38% from 2016 to 2031 (rising from 40,900 persons to 56,250 persons). Both Morisset itself and the broader LGA have seen relatively consistent growth in prices since 2010, with the average home price increasing by over \$130,000 in the five years to 2015.

The **Cessnock LGA** has significant growth forecast in the over 65 age bracket with forecast growth of 55% from 2016 to 2031 (rising from 9,050 persons to 14,000 persons). While Cessnock itself has seen a moderation in home prices over the past two years (following strong growth), the broader LGA has seen steady growth in prices since 2010.

The **Central Coast LGA** has significant growth forecast in the over 65 age bracket with forecast growth of 45% from 2016 to 2031 (rising from 69,100 person to 100,350 person). While Central Coast Council itself saw a moderation in home prices between 2010 and 2012, the region has seen significant overall growth from 2010.

CHAIN VALLEY BAY





Overview

Chain Valley Bay, formerly known as Macquarie Lakeside, was acquired in December 2013 (in conjunction with the purchase of Lake Macquarie Village). On acquisition, the lakefront park included a mix of tourism and permanent living, with dated facilities.

Location

With a prime waterfront location, Chain Valley Bay is located in a tranquil location. The community sits within the Central Coast LGA, approximately 1.5 hours drive north of Sydney and less than an hour from Newcastle. The Village enjoys proximity to amenities and is serviced by public transport.

Asset Strategy

On acquisition, Ingenia identified the opportunity to transform this dated mixed-use site into a boutique-style lakefront permanent living community.

Dated tourism cabins and old homes have been removed to facilitate the addition of new homes and refurbished community facilities in a peaceful lakefront location.

Chain Valley Bay - aerial view



Chain Valley Bay at 23 February 2016

Property Details

Acquired	December 2013
Book Value (Dec 15)	\$2.7 million
Rent	\$165 per week (new homes)
Current Prices	From \$299,000 - \$420,000

Title Details

Address	Findlay Ave, Chain Valley Bay
Title	Freehold
Site Area	1.6 hectares
Zoning	E2 Environmental Conservation + RE2 Private Recreation Local Government Area: Central Coast Council

Village Details

Overview	On completion of the current development, Chain Valley Bay will comprise 48 permanent homes. There is potential to convert remaining tourist sites into additional homes.
Facilities	Facilities include a new community centre (with library), refurbished inground pool and barbeque area.
Car Parking	Each dwelling has attached parking and visitor parking is available on site.
Management	- Village Manager - responsible for day-to-day running of the Village. - Groundsman - responsible for day-to-day upkeep of grounds, gardens and general maintenance.



Refurbished pool and deck

DEVELOPMENT OVERVIEW

A major redevelopment is currently underway which, on completion, will include 48 homes and new community facilities.

Civil works, the community centre and landscaping works were complete in May 2016 and the first display homes were complete in June. A further four homes will be finished in July 2016.

An initial open day has been held with strong interest and four homes have been deposited to date.

The homes, which range in price based largely on location, sit on relatively small sites (average site size of 174 sqm) and include a Hamptons style theme in keeping with the waterfront location. Homes, which are being supplied by Parkwood and Builtsmart are 2 bed and 2 bed plus study.

Chain Valley Bay appeals to local buyers seeking a smaller boutique-style community with strong interest also coming from Newcastle. Prices range from \$299,000 to over \$400,000 for waterfront lots.



MASTER PLAN



LEGEND

- Stage 1
- Stage 2
- Stage 3
- Display Home
- Proposed Future Stage

The Company gives no warranty or makes any representations about the accuracy of the information or representations made. Illustrations are representative only of the designs and to be used as a guide only. 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.

RESIDENCE 16

2 bedrooms + study - 2 bathrooms



RESIDENCE 16 FEATURES

- Enjoy a new home with modern finishes
- Open plan living
- Modern entertainer's kitchen
- European laundry
- 2 bedrooms + study
- 2 bathrooms
- Single carport
- Entertainment deck
- Walk-in-robe to master bedroom
- Air conditioning to living and dining areas
- Ceiling fans to bedrooms and living areas

INTERNAL LIVING AREA	83m ²
EXTERNAL LIVING AREA	28m ²
CARPORT	18m ²
TOTAL	129m²



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 include non-standard inclusions which may become unavailable and are subject to change, therefore the display may differ from the final product.

ACTIVE LIFESTYLE ESTATES CHAIN VALLEY BAY 132 Findlay Avenue, Chain Valley Bay NSW 2259
Tel 02 4970 5769 | Email sales@activelifestyleestates.com.au | www.liveinchainvalleybay.com.au

PROUDLY OWNED BY INGENIA COMMUNITIES GROUP

RESIDENCE 36

2 bedrooms - 1 bathroom



RESIDENCE 36 FEATURES

- Enjoy a new home with modern finishes
- Open plan living
- Modern entertainer's kitchen
- European laundry
- 2 bedrooms
- 1 bathroom
- Single carport
- Entertainment deck
- Built-in-robos in all bedrooms
- Air conditioning to living and dining areas
- Ceiling fans to bedrooms and living areas

INTERNAL LIVING AREA	78m ²
EXTERNAL LIVING AREA	2m ²
CARPORT	18m ²
TOTAL	98m²



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HUNTER VALLEY





Overview

BIG4 Valley Vineyard Tourist Park (as it was formerly known) was acquired in one line (transaction) with its smaller sister property, Wine Country Caravan Park. Both are located in Cessnock, NSW. The Parks were purchased from the same vendor, announced in November 2013 and settled in February 2014.

On acquisition, this mixed-use park included 6 permanent homes, 114 tourist cabins and campsites and development potential for additional home sites.

Community facilities include an administration building, community room, kids jumping pillow, outdoor pool and spa, giant chess set, campers kitchen, BBQ areas, communal laundry facilities and a Thai restaurant.

Location

Nestled in the heart of the idyllic Hunter Valley wine region, Active Holidays Hunter Valley sits within the Cessnock LGA on the western outskirts of Cessnock NSW, approximately 1.75 kilometres from the Cessnock Town Centre and 150 kilometres northwest of Sydney.

Asset Strategy

Since acquisition, Ingenia has made considerable progress with the redevelopment and reconfiguration of the Park through the addition of new permanent homes and the completion of plans to facilitate separation of the tourism and permanent living precincts (subject to approvals). On completion of the planned works, the Park will provide an integrated mixed-use community comprising 64 affordable over 55's homes and a revitalised tourism park catering to the Hunter Valley's strong short-term accommodation market.

Hunter Valley aerial view



Property Details

Acquired	February 2014
Book Value (Dec 15)	\$10.0 million
Rent (at Dec 15)	\$155 per week (new homes)
Current Home Prices	From \$249,000

Title Details	
Address	137 Mount View Road, Cessnock NSW
Title	Freehold
Site Area	4 hectares
Zoning	RU2 Rural Landscape Local Government Area: Cessnock

Village Details

Overview	Hunter Valley is a freehold, mixed-use manufactured home and tourist park.
Facilities	An administration building, community room, kids jumping pillow, outdoor pool and spa, giant chess set, campers kitchen, BBQ areas, communal laundry facilities and a Thai restaurant.
Car Parking	Each site has a car space in addition to visitor car parking on site.
Manager's Residence	Comprises a 2 bedroom house.



Tourism

The tourism offer at BIG4 Hunter Valley provides a mix of cabin and camping/caravan accommodation catering to a range of budgets and taste.

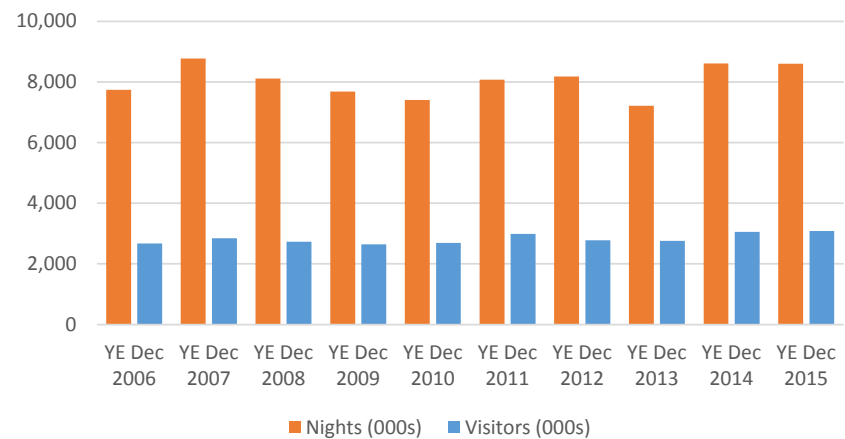
The Hunter region attracts a range of tourists who visit the area for the wine and food offer and the region is also a popular stopover for travellers as well as offering a range of events including the concert weekends which generate strong visitation to the area. As such, accommodation is in demand all year round. Guests include:

- International guests in motor homes, mainly from Europe and Asia, especially over the summer months
- Couples & groups of friends from Sydney/Canberra for Concerts in the Hunter, October - April
- Wedding guests, mainly September - May
- Families coming to the Hunter Valley Gardens Events - The Christmas Lights Spectacular in December and The Snow Time in July
- Family Reunions - all year round
- Grey Nomads travelling up and down the coast

Accommodation types, room rates and average occupancy are shown in the table below.

Cabin Type	3br Poolside Retreat	2br Poolside Villa	2br Standard Cabin	1br Standard Cabin	2br Budget Cabin	1br Budget Cabin	Powered Sites
Number	2	3	2	1	8	4	52
Rates (per night)	\$200 - \$353	\$200 - \$283	\$150 - \$253	\$120 - \$193	\$120 - \$193	\$100 - \$133	\$35 - \$55
Occupancy 15/16	50%	46%	58%	32%	59%	66%	40%
Average Stay (nights)	1.8	1.9	1.9	2.0	1.9	1.9	2.4

Hunter Valley Domestic Overnight Visitor Market



Source: Destination NSW



HUNTER VALLEY DEVELOPMENT OVERVIEW

Since commencement of the development, 17 homes have been delivered and design of the community centre (using modular construction by Glendale) has been finalised. To date, eight homes have been sold with prices ranging from \$224,000 to \$310,000.

The homes sit on average lots of 185 sqm and comprise spacious 2 and 3 bed homes (ranging in size from approximately 100 to 115 sqm). To date, buyers have been a mix of local and non local buyers, with just over 50% coming from outside the area (including the Central Coast and Maitland). The 3 bedroom homes have demonstrated strong demand.

DA's have been lodged to facilitate separation of the masterplan, including the new entrance to create a distinct separation for permanent residents.

The later stages of the development will see the tourism component of the park upgraded and refurbished.



Artists Impression - New Community Centre