

3 June 2026

## BUSINESS UPDATE

### Full year guidance affirmed at top of FY26 guidance range

- FY26 settlements anticipated in range of 560 to 575 homes<sup>1</sup>
- Development pipeline expanded – over 3,400 potential home sites acquired or secured 2H26
- Construction programs remain on track, with ongoing improvement in development margins and cash creation
- Holidays performance resilient, with forward bookings ahead of prior year
- Commenced sale process for lower growth assets, providing capital for growth in development
- On track to deliver FY26 result at the top of guidance range<sup>2</sup> – EBIT of \$180.5 to \$188.7 million (growth of 10% to 15% on FY25) and underlying EPS of 32.5c to 34.0c (representing 5% to 10% growth on FY25)

Ingenia Communities Group (ASX: INA) today confirmed it remains on track to deliver at the top of the guidance range<sup>2</sup> for FY26, with progress made on the Group's strategic goals in line with the 5-Year Plan announced in August 2024. The business is continuing to benefit from stable annuity-style cashflows derived through land lease and rental homes, recurring income from tourism operations, and targeted growth in land lease development.

### Development update

Financial year-to-date sales are up 30% on the prior corresponding period, with new commencements and project milestones supporting momentum. The Group has 428 deposits and contracts<sup>1</sup> on hand, underpinning remaining FY26 and future settlements. A total of 560 to 575 settlements<sup>1</sup> is anticipated by year end. While there has been evidence of settlement timeframes extending in some markets, in the context of market uncertainty and fuel price volatility, cancellations have remained in line with prior periods and strong interest in recent releases has been evident, with an increase in bookings to view communities.

The gross margin and average sale price for INA are anticipated to increase on prior period as the portfolio moves to positive net cash generation per lot in FY26. The Joint Venture is expected to maintain net margin and strong net cash generation in line with, or in excess of, targets.

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<sup>1</sup> Includes Joint Venture.

<sup>2</sup> Guidance is subject to no material changes in market conditions and no other unforeseen circumstances adversely affecting financial performance. EBIT growth inclusive of Ingenia share of Joint Venture operating profit.

Construction programs remain on track to deliver home stages and facilities to facilitate settlements in FY27 and FY28. Interest in recent tenders has been strong, with a competitive environment providing some offset to low single-digit percentage cost pressures emerging in select trade packages. Latitude One delivered first settlements in March 2026 and will make a full year contribution in FY27, with first settlements occurring across a further seven communities in FY27. New projects have now commenced at Plantations (NSW), Sunbury (VIC), and Highfields and Yeppoon (QLD).

## **Acquisitions activity increasing**

Over FY26 to date, the Group has contracted or settled close to 1,600 potential land lease lots across six sites in New South Wales, Victoria and Queensland. A further eight sites in Victoria and New South Wales, with potential for over 2,000 lots, have been secured and are expected to be contracted and settled during FY27 and FY28, while an additional 670 lots are in due diligence. Combined, these increase the Group's pipeline to over 8,000 potential land lease lots, supporting growth beyond the 5-Year Plan. More than 3,200 sites have approvals in place – supporting medium term settlements consistent with the target to deliver 10-15% CAGR in Group settlements over the 5 years to FY29.

## **Living providing stable recurring income**

The Group's core living sector continues to deliver a stable base of recurring rental revenue with high occupancy across Ingenia Lifestyle, Ingenia Rental and Ingenia Gardens. Ingenia Gardens occupancy is currently at 97% with 99% average occupancy across the all-age rental portfolio.

These portfolios provide more than 8,800 homes and sites delivering rental growth, as development activity increases the rental base and contracted rent increases are achieved.

## **Holidays performance resilient**

Easter performance across the holiday portfolio has proven resilient with high occupancy and rates up on prior year, despite cost and fuel headwinds. As the portfolio moves into the traditional non-peak period, booking lead-times have shortened while cancellations have remained relatively stable, reflecting hesitancy to book too far ahead. Recent targeted marketing through the End of Financial Year sale generated strong results and will support occupancy over winter.

Domestic airline capacity and a reduction in offshore travel are anticipated to support short-stay and drive holidays, as reflected in spring school holiday and summer peak forward bookings, which remain 5-8% ahead of prior year. Targeted investment continued over the second half with progress made on the expansion at Ingenia Holidays Rivershore Resort (due to open this summer) and the \$4.5 million acquisition of BIG4 Ingenia Holidays Conway Beach in the Whitsundays.

CEO John Carfi said: “The Group is well positioned to deliver at the top of guidance<sup>2</sup> and to navigate changing market conditions. The business is underpinned by a strong and stable revenue base from our established land lease and rental communities and resilient holidays performance. Long-term demand drivers – an ageing population, lack of housing supply and desire for affordable living – remain firmly in place, with the commencement of new projects providing a runway for settlements growth.

“A sale process for lower growth assets has commenced and is expected to release approximately \$140 million in capital over the next six months, with a further update to be provided at the upcoming result,” Mr Carfi said.

Further details will be provided with the Group’s results on 25th August 2026.

***Authorised for lodgement by the Chair***

**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 \$1.6 billion.

Across Ingenia Lifestyle, Ingenia Gardens, Ingenia Holidays and Ingenia Rental, the Group has over 100 communities and development sites 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) (AFSL 415862).