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# Aspen Group

South Australia Property Tour

3-5 DECEMBER 2024



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## SA Portfolio Overview

# Aspen's South Australia Portfolio

## Land rich portfolio spanning 119 hectares

- 60% in Adelaide metropolitan area<sup>1</sup>
- 40% within 75-minute drive of the CBD

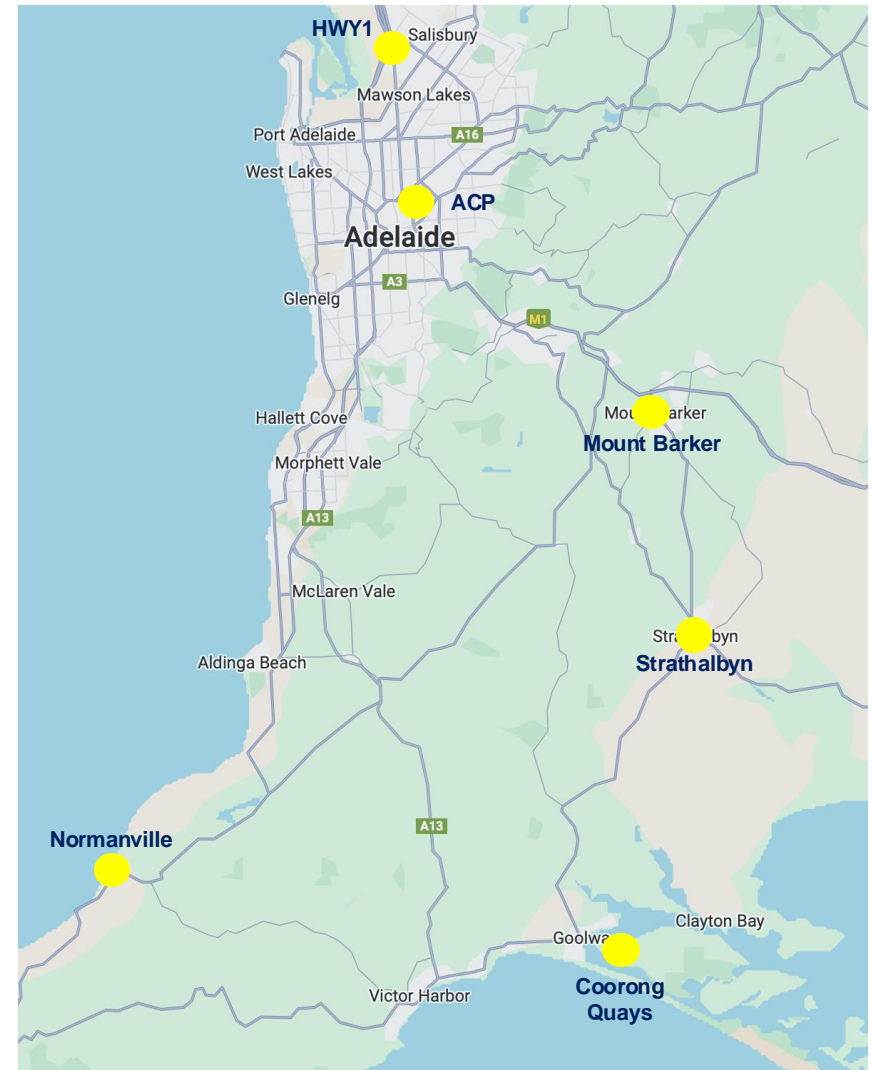
## Rental Pool

- 897 sites
- Plus 182 dwellings owned by Aspen – c.70% are relocatable
- NRI<sup>2</sup> valued on 7.77% WACR<sup>3</sup> (compared to undeveloped raw land which has negative yield after rates, taxes, insurance, other costs)

## Significant Development optionality and upside

- Approved pipeline of 681 sites – 5 active projects
- HWY1 being upgraded to more valuable uses and DA to be submitted for 11HA of spare land
- DA submitted for redevelopment of Adelaide Caravan Park into high value residential including new CoVE BTR apartments
- DA submitted for 300 sites at Normanville

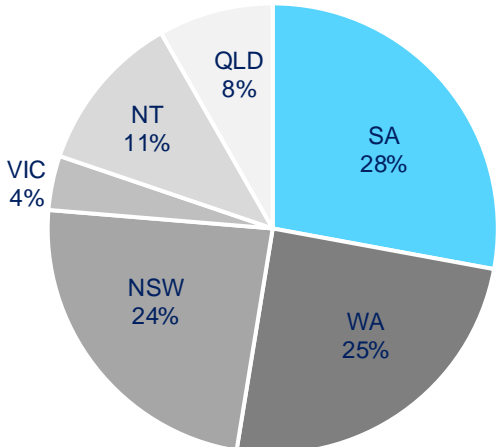
Book value \$100m – only \$0.85m per HA / \$57k per site



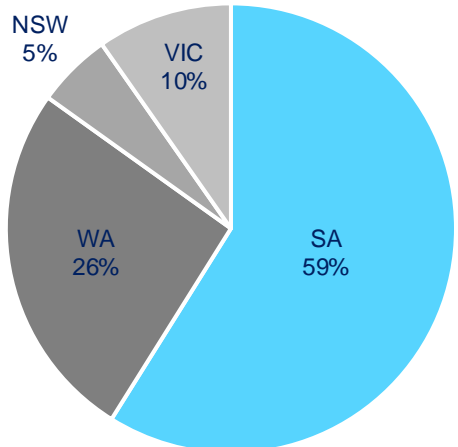
# SA Contribution to Aspen Group

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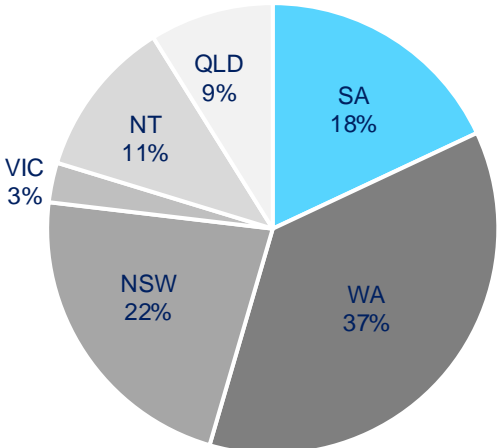
Share of Rental Pool (#)



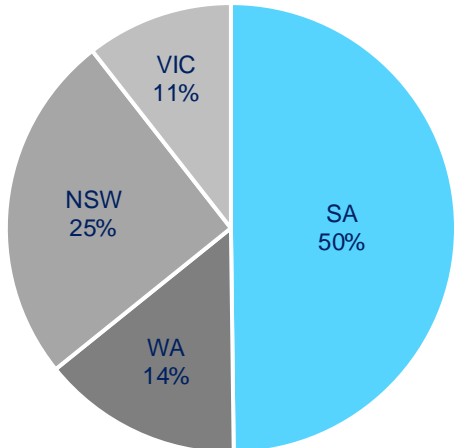
Share of Approved Development Pipeline (#)



Share of FY24 Net Rental Income

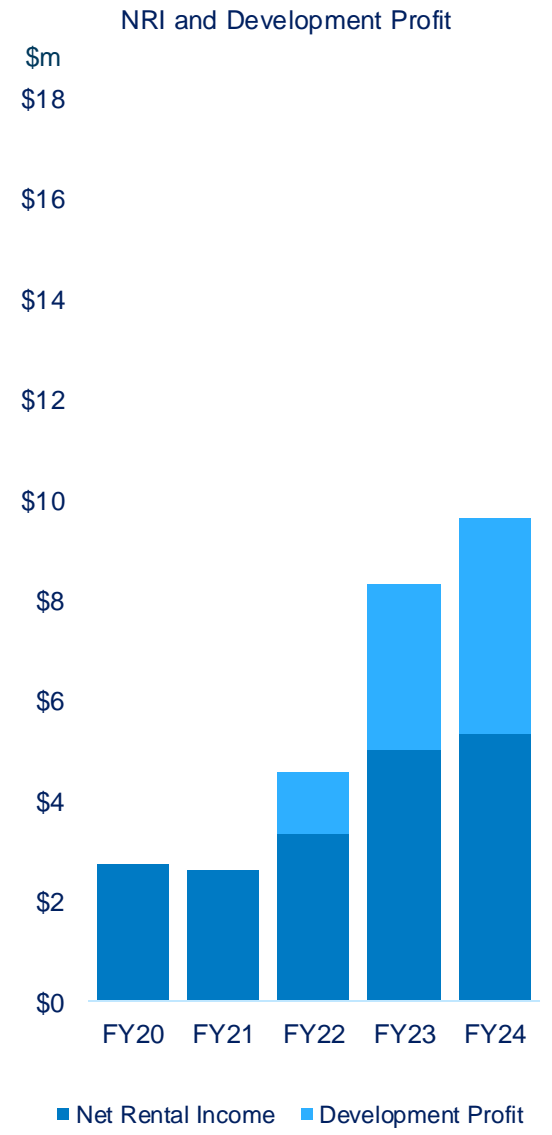
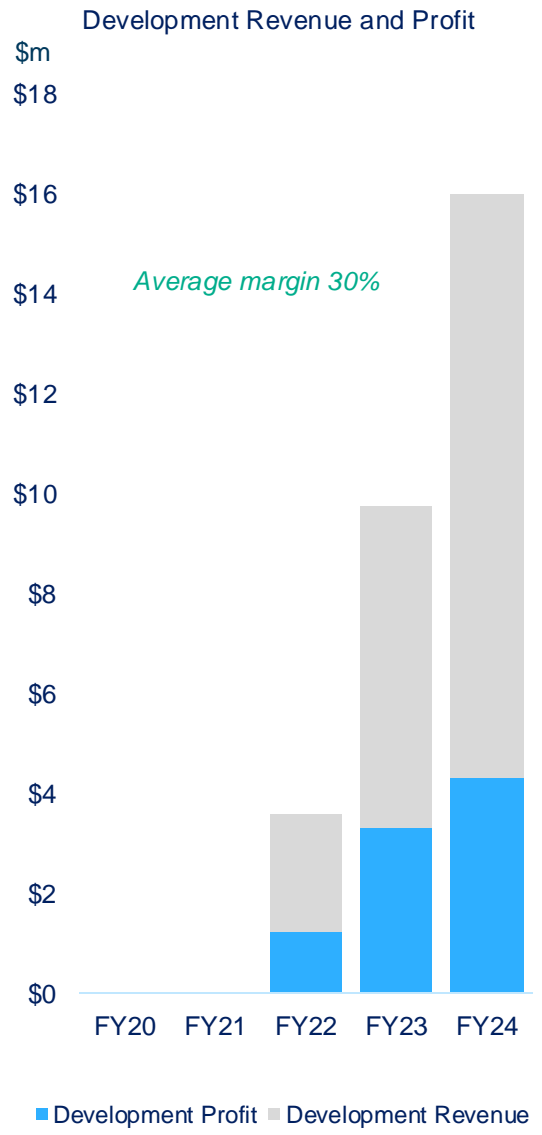
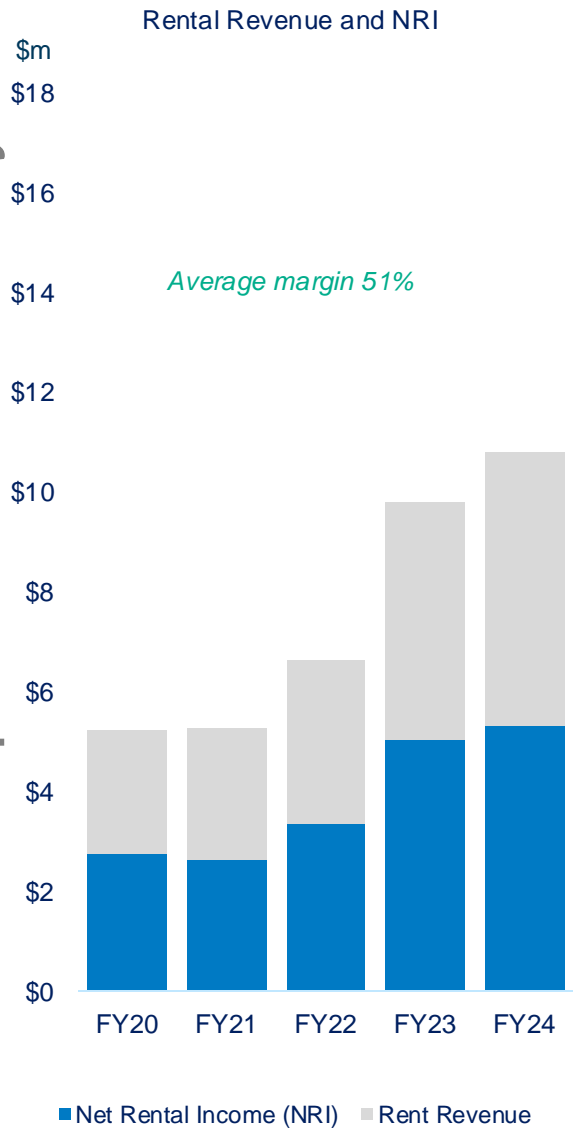


Share of FY24 Development Profit



# Aspen's SA Portfolio Performance past 5 Years

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# SA Residential Markets are Performing Very Well

Residential Market Performance  
12 Months to October 2024

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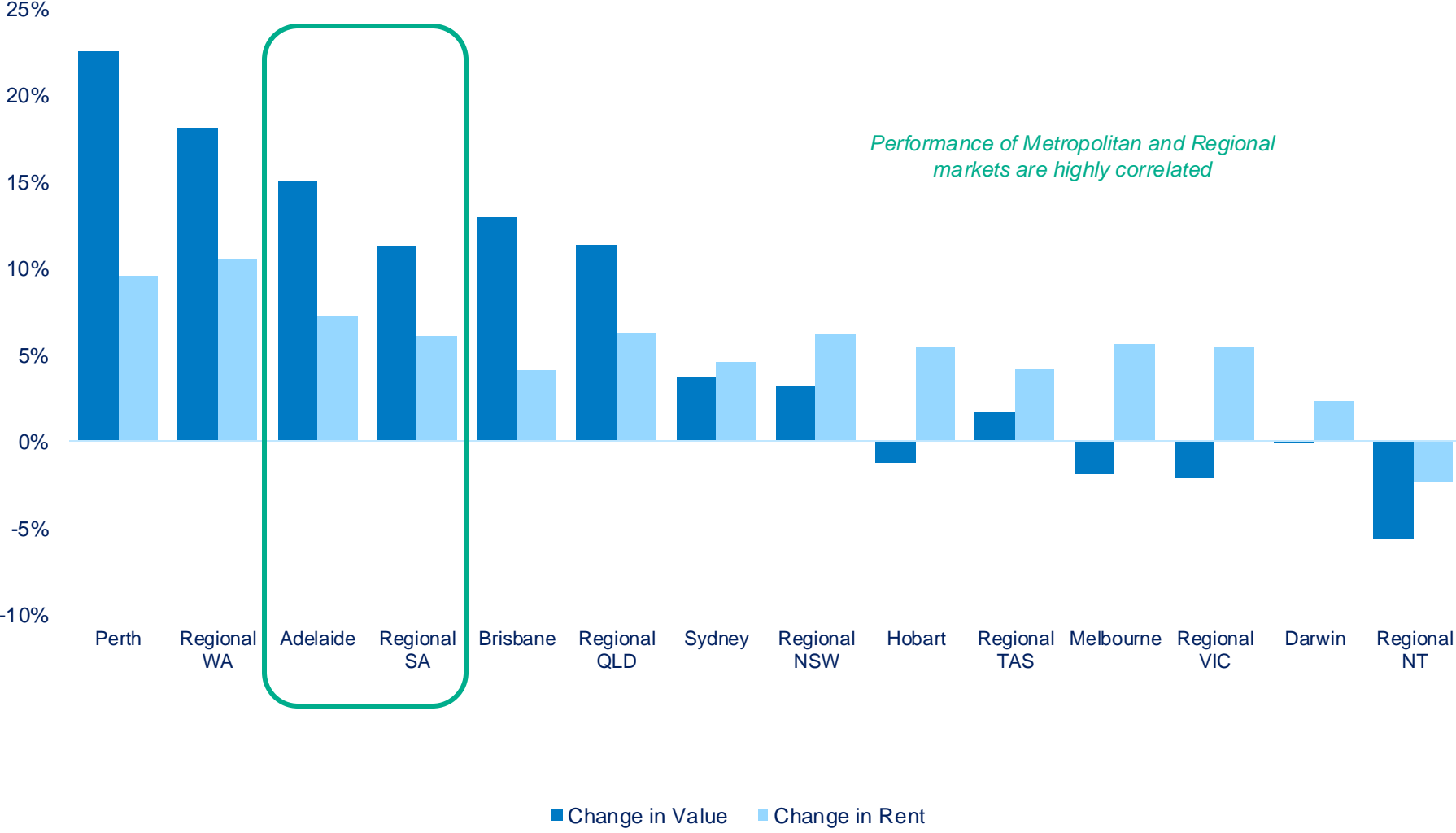


Chart source: RP Data / CoreLogic

# Lowest Price and Rent Points are Outperforming

CoreLogic Change in Dwelling Value Index - 3 Months to October 2024

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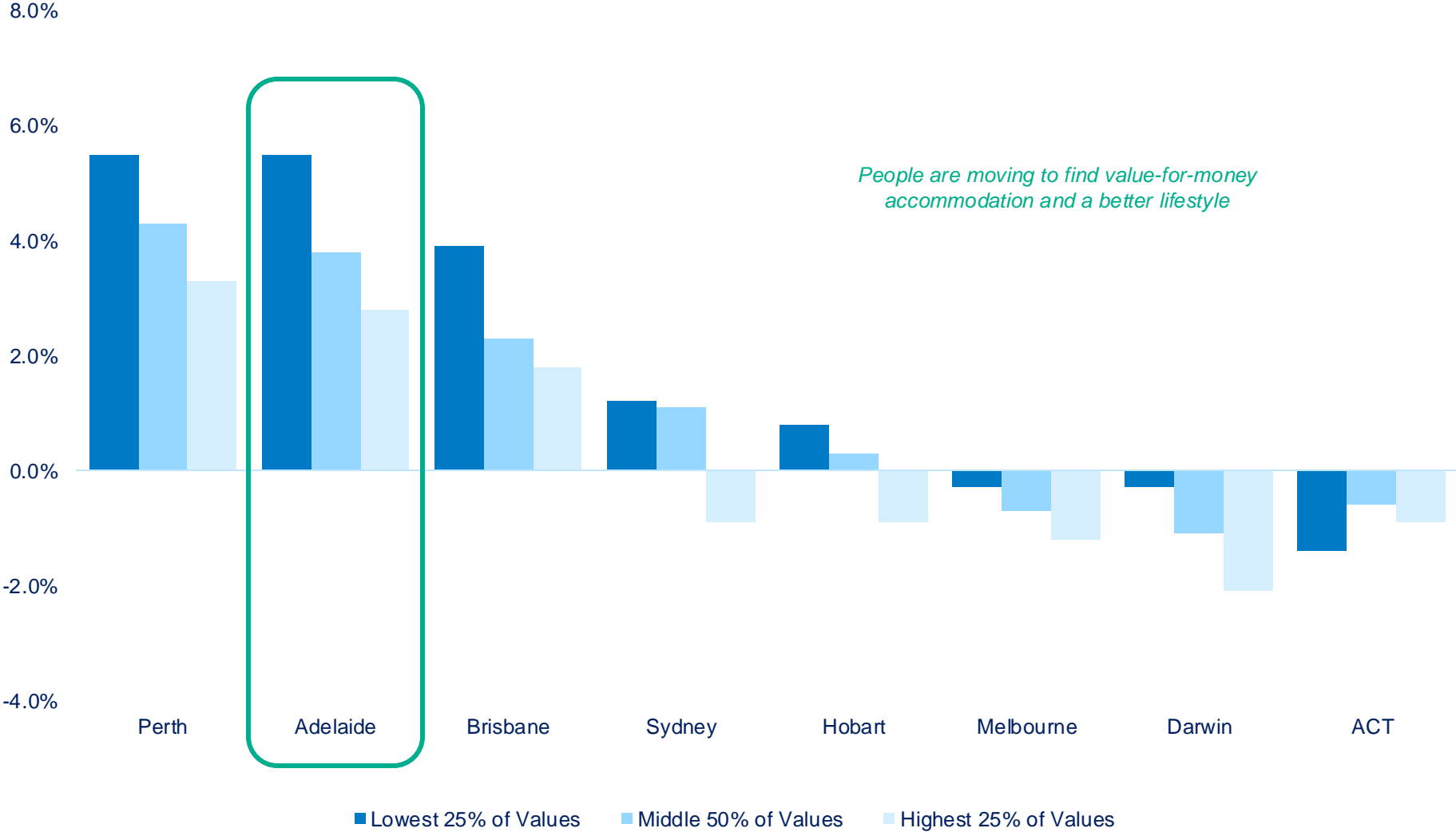


Chart source: RP Data / CoreLogic

# Aspen's South Australia Portfolio

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	Highway One	Adelaide CP	Coorong Quays	Alexandrina Cove	Strathalbyn	Mount Barker	Normanville	Total SA Portfolio
<b>Location</b>	Adelaide Metro	Adelaide Metro	Fleurieu	Fleurieu	Fleurieu	Adelaide Hills	Fleurieu	
<b>Total Land Area (HA)</b>	21.4	1.4	66.9	7.5	3.7	7.2	10.6	<b>119</b>
<b>Rental Pool (#)</b>	<b>268</b>	<b>97</b>	<b>636</b>	<b>40</b>	<b>37</b>	<b>0</b>	<b>1</b>	<b>1,079</b>
<b>Type</b>	Mixed	Mixed	Mixed	Land Lease / RV DMF	Land Lease / RV DMF	Residential	Mixed	
<b>Approved Development Pipeline (#)</b>	<b>40</b>	<b>0</b>	<b>397</b>	<b>118</b>	<b>47</b>	<b>79</b>	<b>0</b>	<b>681</b>
<b>Total Approved Sites<sup>1</sup></b>	<b>308</b>	<b>97</b>	<b>1,033</b>	<b>158</b>	<b>84</b>	<b>79</b>	<b>1</b>	<b>1,760</b>
<b>- per Ha</b>	14	68	15	21	23	11	0	<b>15</b>
<b>Owned Dwelling Inventory<sup>2</sup></b>	76	47	13	18	27	0	1	<b>182</b>
<b>- per Approved Site</b>	25%	48%	1%	11%	34%	0%	100%	<b>10%</b>
<b>Book Value<sup>3</sup> (\$m)</b>	\$39.5	\$20.5	\$22.3	\$6.7	\$4.4	\$4.4	\$2.6	<b>\$100.4</b>
<b>Valuation Cap Rate</b>	8.25%	7.00%	8.57%	6.50% <sup>4</sup>	6.50% <sup>4</sup>	N/A	N/A	<b>7.77%</b>
<b>Value Per HA (\$m)</b>	\$1.84	\$14.41	\$0.33	\$0.89	\$1.18	\$0.61	\$0.25	<b>\$0.85</b>
<b>Value Per Approved Site</b>	\$128k	\$211k	\$22k	\$42k	\$52k	\$55k	\$2.6m	<b>\$57k</b>

1. Approved Sites is the total number of dwellings/sites currently permitted on the property under title, licence or other conditions
2. Owned Dwelling Inventory are houses, apartments, cabins, commercial/retail space etc. that Aspen owns that can be sold or leased on short to long term basis to customers
3. Property values are a mixture of Directors' and external valuations – please refer to financial reports for additional information on valuations. Note for Strathalbyn and ACLV - some leases at these properties are regulated under Retirement Village Acts and residents are obligated to pay Deferred Management Fees (DMF) under contracts. The book values in this table reflect the fair value of the estimated DMF revenue stream plus the fair value of spare land (ie. excludes gross up for resident loans included in the financial statements)
4. Capitalisation rates for Strathalbyn and ACLV relate to the leased Lifestyle land site component of the villages (the implied cap rates for the Retirement Village DMF contracts are higher)



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# 2

Highway 1  
Mixed-Use Park

# Highway 1

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## Overview

- ❑ 21HA site in Adelaide metropolitan area only 19kms / 30-minute drive to the CBD
- ❑ WACR 8.25% - roughly 5ppt higher than the net rental yield of residential houses in the local area<sup>1</sup>
- ❑ Creating more distinct precincts for the mixed uses to improve resident amenity and experience – lifestyle, corporate, tourist
- ❑ Upgrading to more profitable uses – Stage 1 underway:
  - replacing dilapidated dwellings (vans and buses) owned by long-standing residents with 40 new Lifestyle houses
  - New house price starting from \$375k – 40% below local median freehold house price<sup>1</sup>
  - Land rent of \$200pw (potential CRA of \$60pw) - high NRI margin as fixed costs are already covered by the park
- ❑ Relocating the higher quality cabins – preserving capital
- ❑ Will seek approvals to develop 11HA of spare land – currently zoned Infrastructure as land was previously part of the new freeway development



1. Realestate.com.au October 2024 – Paralowie median price of \$630k, median rent of \$545pw, and assuming 65% NRI margin

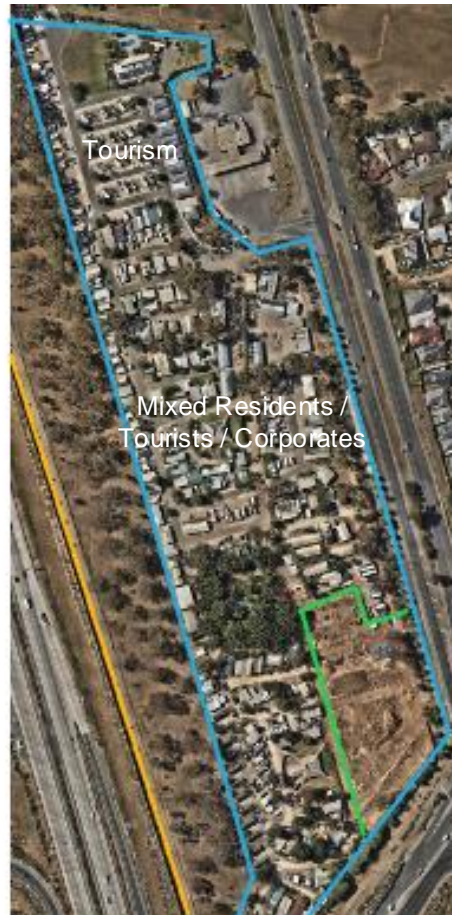
# Highway 1 Redevelopment

21 hectares only 19kms / 30 minutes from Adelaide CBD

Half of the total land has been developed as a mixed-use Park

5% currently being redeveloped into 40 Lifestyle sites

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Current Book Value of \$39.5m split:

Park NRI \$36.3m + Stage 1 Lifestyle land \$2.0m + Spare 11HA \$1.2m

Stage 1 Developed Land Cost \$4.4m = \$2.0m raw + \$2.4m civils

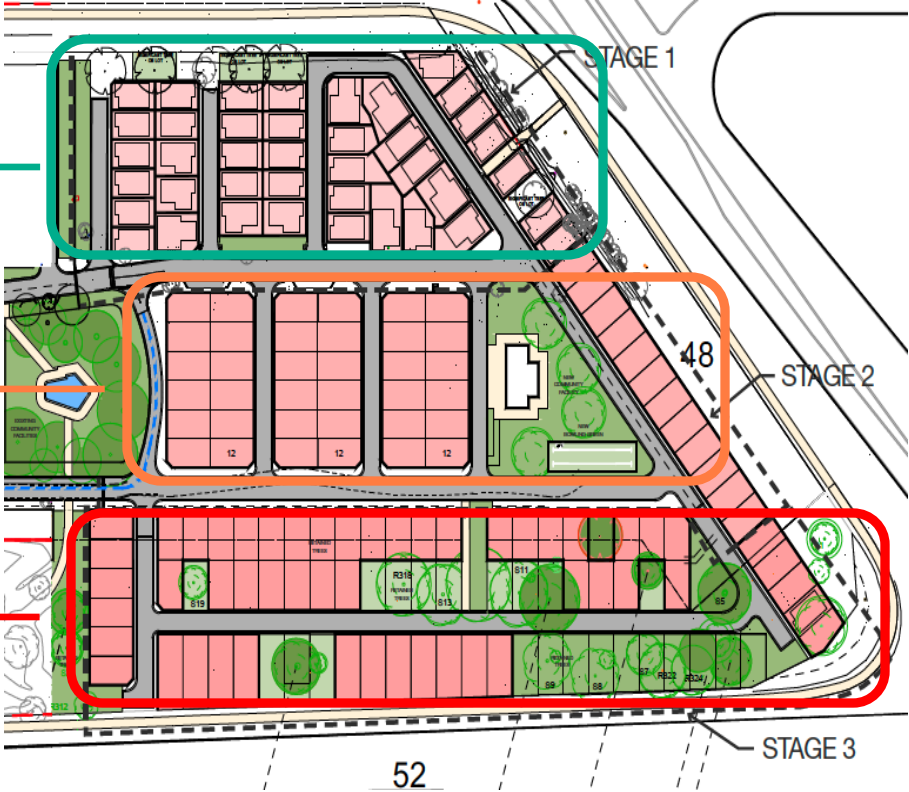
**Expected Development Profit >\$4.0m**  
**+ Leased Site rent \$0.42m / value >\$6.0m**

# Highway 1 – Lifestyle Precinct

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Stage 1 - 40 Lifestyle sites

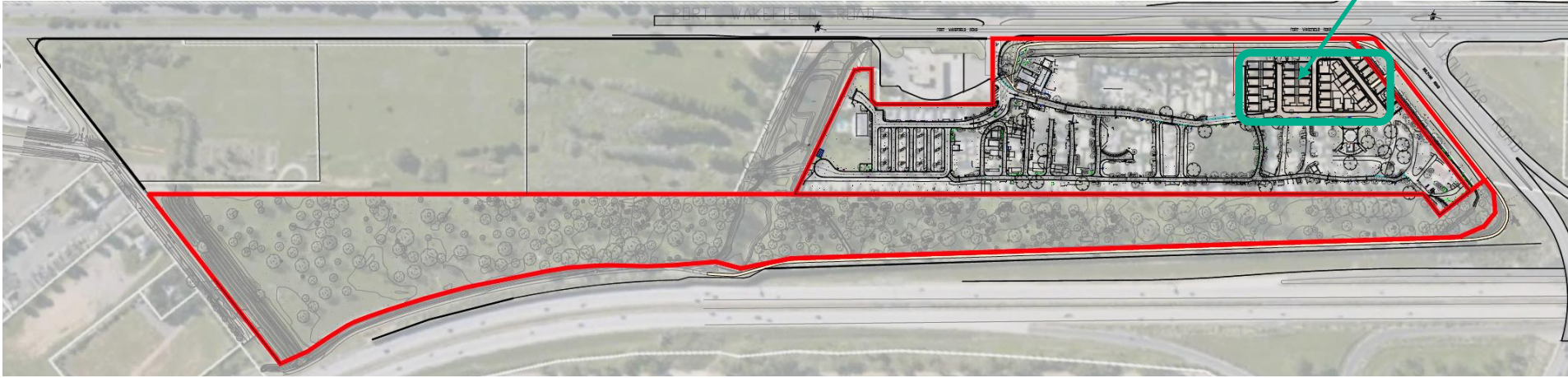
Planning Stages 2 & 3 – another 100 Lifestyle sites



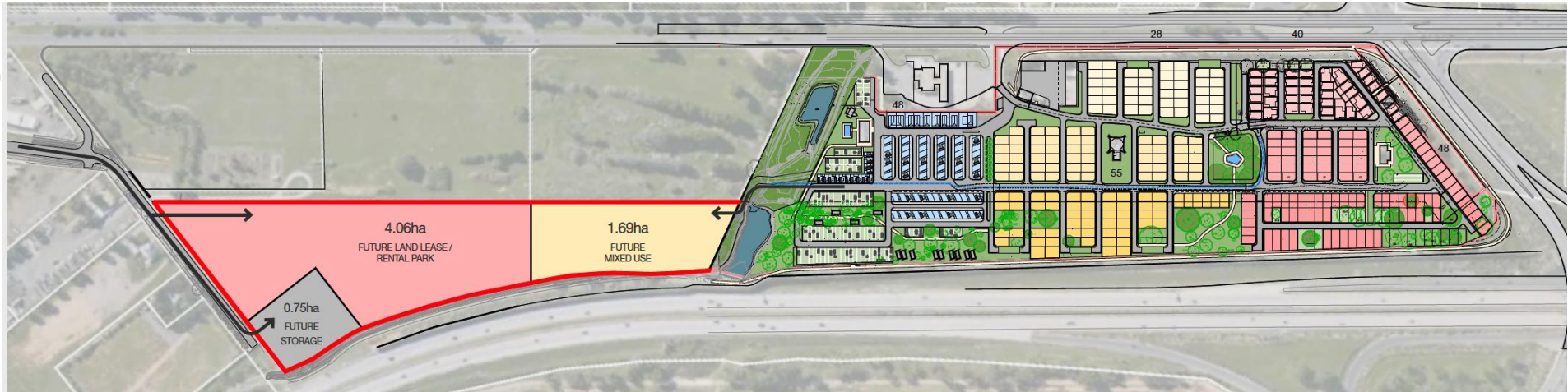
# Highway 1 – Long Term Masterplan (STCA)

Expected value creation >\$5m from improving only 5% of the park

Current layout and Stage 1 Lifestyle – 308 approved sites



Long term masterplan – potentially >600 sites (STCA)



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Adelaide Caravan Park



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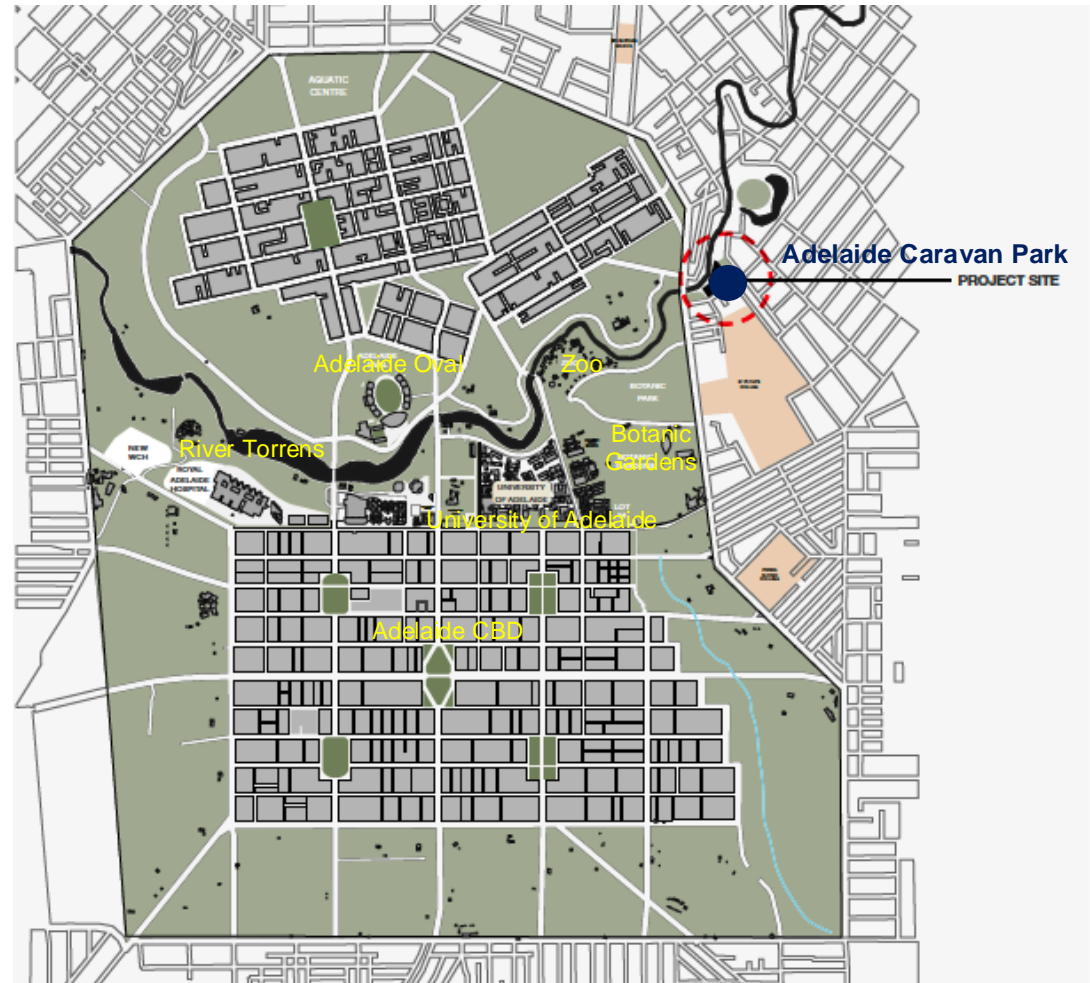
HACKNEY-ON-TORRENS, VIEW TOWARDS ADELAIDE

# Adelaide Caravan Park

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## Overview

- ❑ 1.4HA of land zoned Housing Diversity Neighbourhood
- ❑ Premium location within 2kms of Adelaide CBD and its major attractions – local median house price \$2.24m<sup>1</sup>
- ❑ Currently valued at \$20.5m as a caravan park on 7% cap rate – only \$1,450psm of land which is less than half the rate of residential land lots nearby
- ❑ Planning to redevelop into 126 high value residential dwellings (STCA):
  - New 46 premium townhouses which Aspen would likely sell given high rent/price point
  - Adaptive reuse of 2 heritage listed buildings into premium residential houses to rent/sell
  - New 6 storey CoVE branded BTR complex with 78 studio and one-bedroom apartments
- ❑ Likely to relocate ACP's existing 47 cabins to HWY1 or elsewhere – preserving capital





# Premium Residential Development Land Bank

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312sqm townhouse land lot sold for \$906k / \$2,903psm in January 2022

Residential prices have increased materially post these sales...

195sqm townhouse land lot sold for \$625k / \$3,205psm in December 2021



ACP  
14,130sqms  
book value \$20.5m /  
\$1,450psm

# Redevelopment Plan – Highest and Best Use

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Current Park



Masterplan (STCA)



# Proposed Housing Types

Riverfront Townhouses



Parkfront Townhouses



Aspen CoVE Apartment Complex



Adaptive Reuse of Heritage Buildings



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# New Townhouses Across the Road – 1 Richmond Street

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Render image



### AREA SCHEDULE

Basement	61.6m <sup>2</sup>	6.62sq
Level 1	68.45m <sup>2</sup>	7.36sq
Level 2	80.16m <sup>2</sup>	8.62sq
Level 3	63.94m <sup>2</sup>	6.88sq
<b>Total</b>	<b>274.15m<sup>2</sup></b>	<b>29.48sq</b>

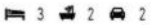


LOCALITY PLAN  
(NOT TO SCALE)

### SCALE



DWELLING 7, 1 RICHMOND ST, HACKNEY



Disclaimer: These plans are intended as a guide only. All dimensions and areas are approximate only and may not accurately represent the actual dimensions and areas of the dwelling or the spaces within them and are subject to change without notice. Any areas are generally measured in accordance with the Property Council of Australia method of measurement, rather than usable internal space. Purchasers must rely on their own enquiries and should refer to the Contract of Sale for all matters to be included in the purchase price of the dwelling. Fixtures and fittings on these plans are for illustrative purposes only – please refer to the Contract of Sale for details of what fixtures and fittings are included.

1 Richmond Street townhouse on a 70sqm site sold for \$1.85m

ACP townhouse sites are superior and larger - ranging from 78sqms to 255sqms



# Recycling Capital into Higher Quality Income/Assets at a Profit

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Adelaide Caravan Park generated NRI of \$1.4m in FY24  
Book value of \$20.5m on 7% cap rate

CoVE Adelaide could also generate NRI of \$1.4m with \$450pw average rent  
Valuation of \$28m at 5% cap rate  
Worth more



Aiming to ultimately release capital by moving the 47 cabins to HWY1 and selling 46 premium townhouses and/or sites at a profit greater than the cost of building the CoVE apartments

# 4

## Coorong Quays and Alexandrina Cove Lifestyle Village



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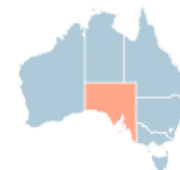


# Coorong Quays & Alexandrina Cove Lifestyle Village

## Overview

- ❑ Large, high quality, mixed-use community with multiple sources of income and cross-selling opportunities:
  - Residential residents pay a small encumbrance fee (avg. \$375 per annum)
  - Lifestyle residents pay land rent (\$201pw waterfront / \$180pw landside)
  - Some residents lease Aspen's caravan & boat storage and marina wet berths
  - Some use the facilities that Aspen leases to commercial/retail operators (eg. Tavern, marine service areas)
  
- ❑ Significant development upside:
  - 118 approved Lifestyle sites
  - 197 approved Residential land lots
  - 200 approved mixed use Park sites
  - Storage capacity >2x existing occupancy
  - Wet berth capacity >1.5x existing occupancy
  - Additional spare land around ACLV, the marina and the farmhouse lot

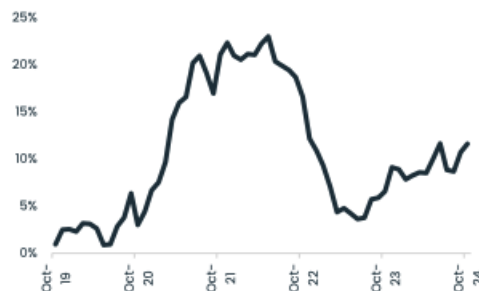
Very strong residential markets in the Fleurieu region - making Aspen's new Lifestyle houses and Residential land lots even more attractively priced...



## Victor Harbor - Goolwa | SA

	Median value	Quarterly change	Annual change	5 year change
VALUES	<b>\$710,064</b>	<b>3.0%</b>	<b>11.6%</b>	<b>72.8%</b>
RENTS	<b>\$521 pw</b>	<b>0.9%</b>	<b>9.4%</b>	<b>35.7%</b>

ROLLING ANNUAL CHANGE IN VALUES



ROLLING ANNUAL CHANGE IN RENTS



Source: CoreLogic

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# CQ Masterplan

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# Alexandrina Cove Lifestyle Village

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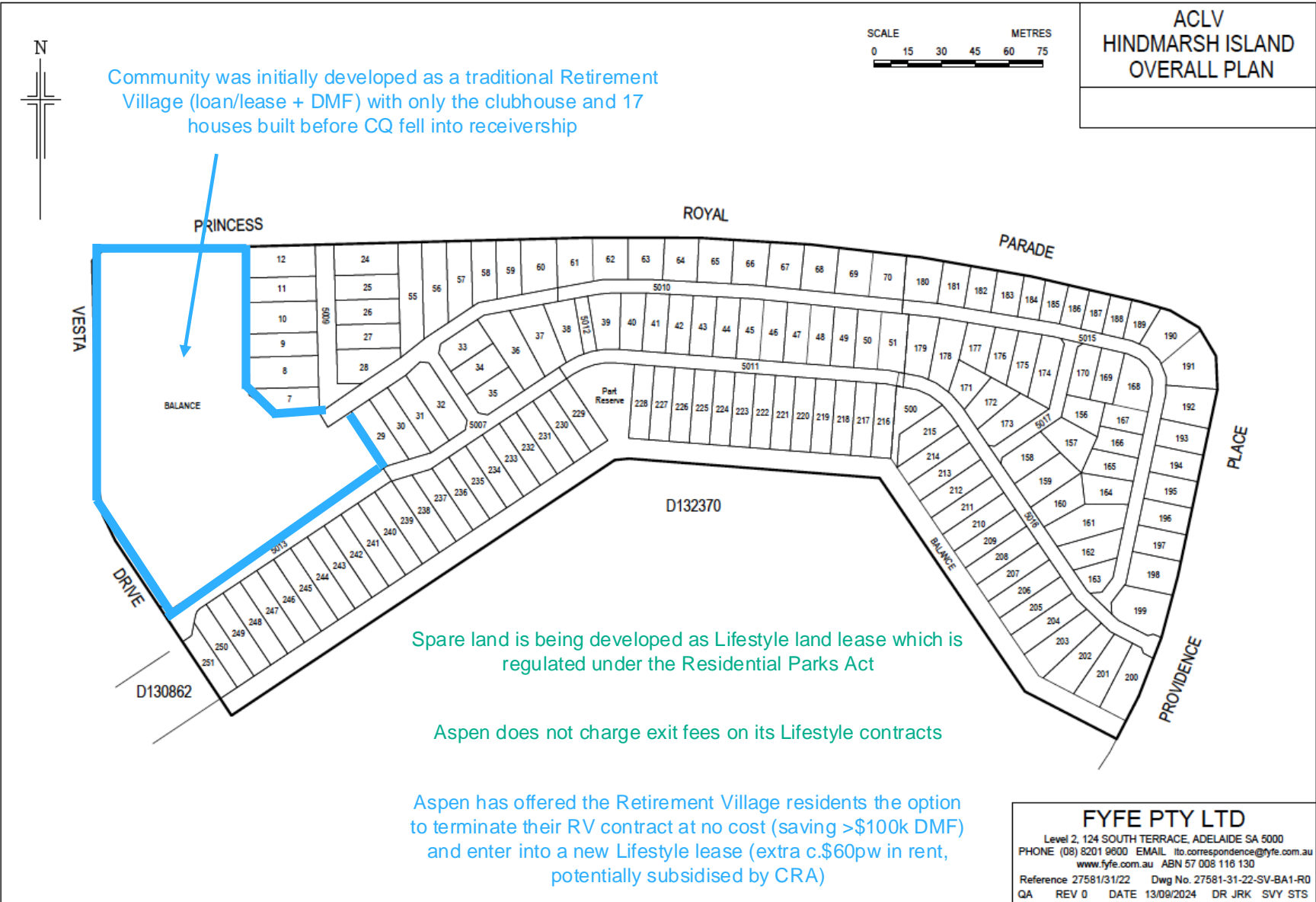


17 settlements/contracts FYTD at average sale price of \$526k - 30% discount to the local median house price<sup>1</sup>



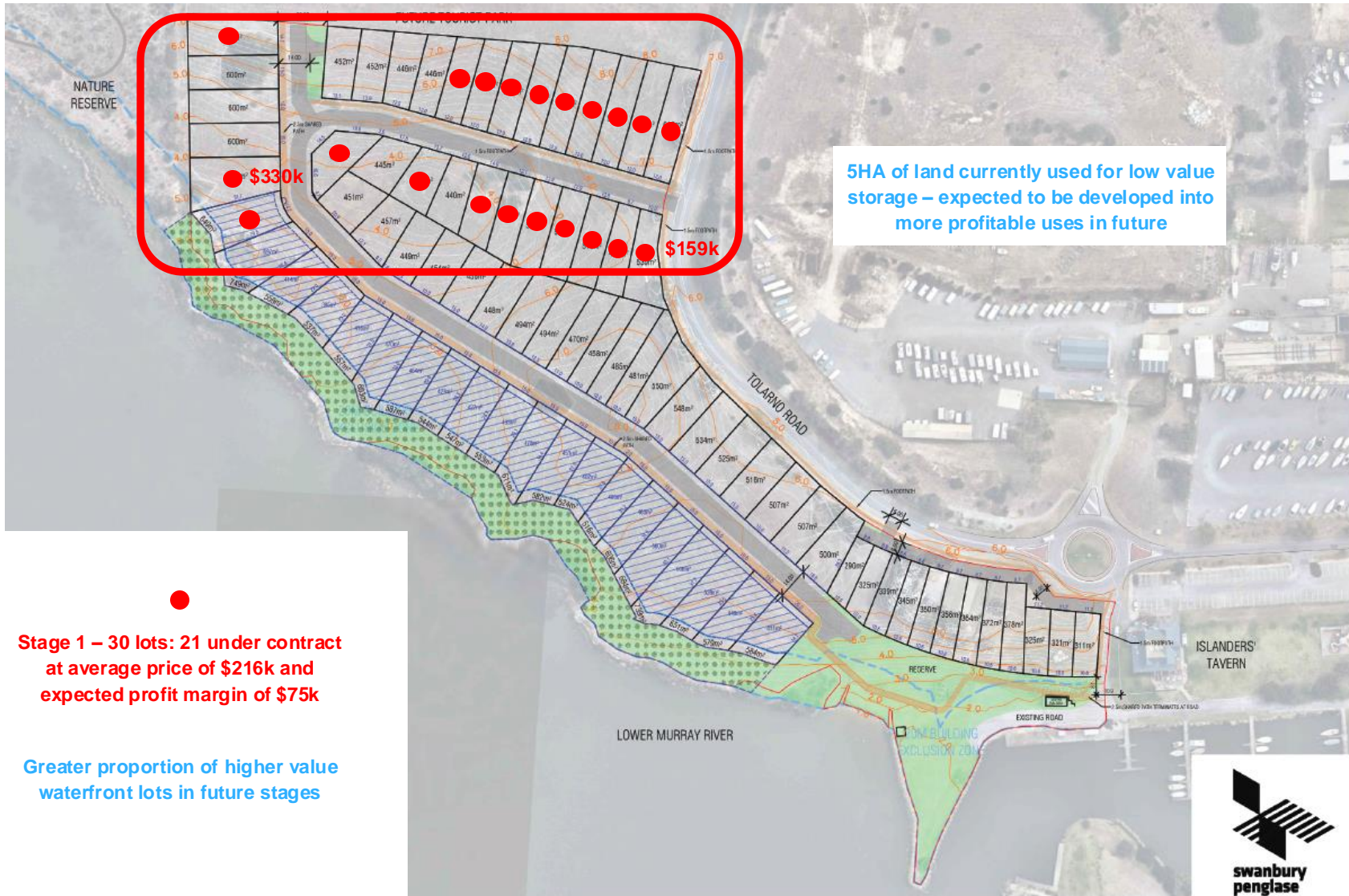
# ACLV Masterplan

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# Residential Land Development – Riverview Stage 1

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● Stage 1 – 30 lots: 21 under contract at average price of \$216k and expected profit margin of \$75k

Greater proportion of higher value waterfront lots in future stages



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Aspen Lifestyle Strathalbyn

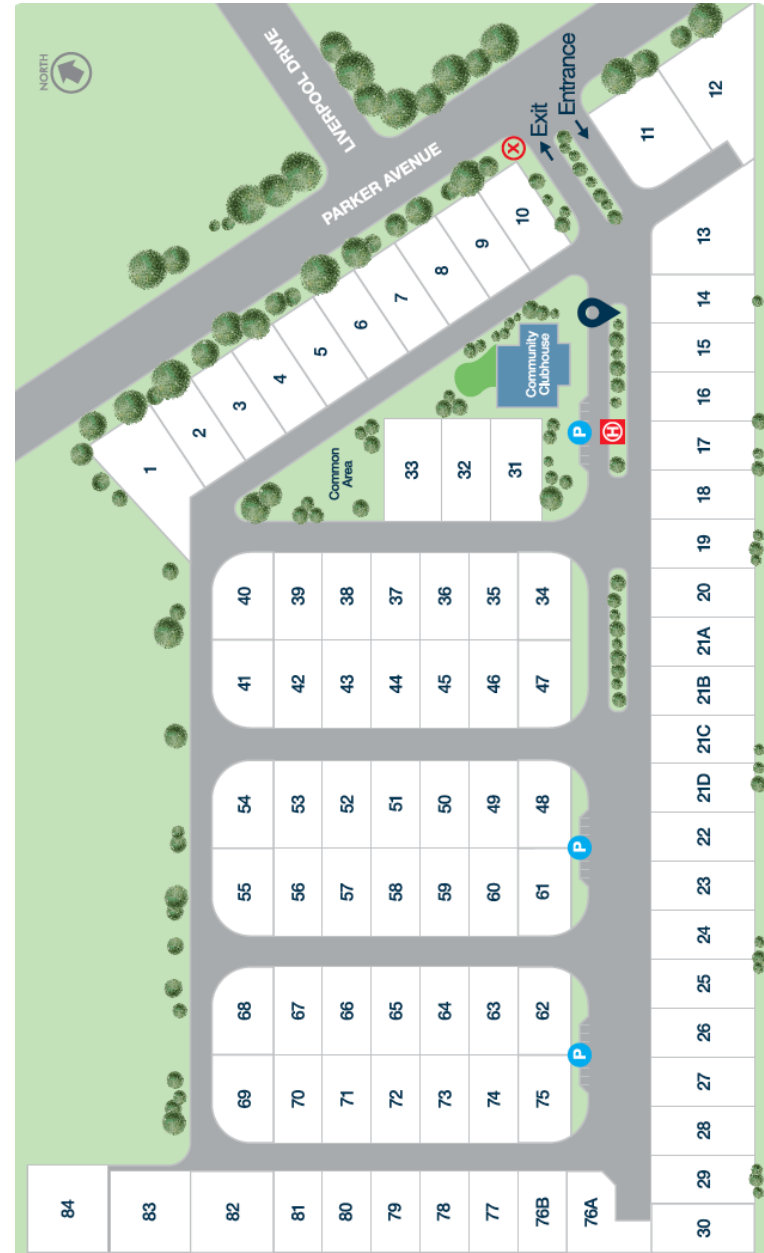
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# Aspen Lifestyle Strathalbyn

## Overview

- ❑ Strathalbyn is an attractive semi-rural town only 60 minutes to Adelaide CBD and 20 minutes to Mount Barker by car
- ❑ Aspen Lifestyle Strathalbyn is a small village with approval for 84 houses:
  - Initial 26 houses have Retirement Village leases with 25% DMF – we have given the residents the option to terminate their RV contracts and enter into new Lifestyle contracts
  - Rest of the village is being developed under a Lifestyle land lease scheme
- ❑ Average Lifestyle land rent of \$166pw
- ❑ 14 new houses settled/contracted FYTD at average price of \$469k – 30% discount to local median house price of \$665k<sup>1</sup>
- ❑ 33 more houses to develop and sell
- ❑ Planning to expand and improve the Clubhouse and resident facilities



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The Ridge Mount Barker

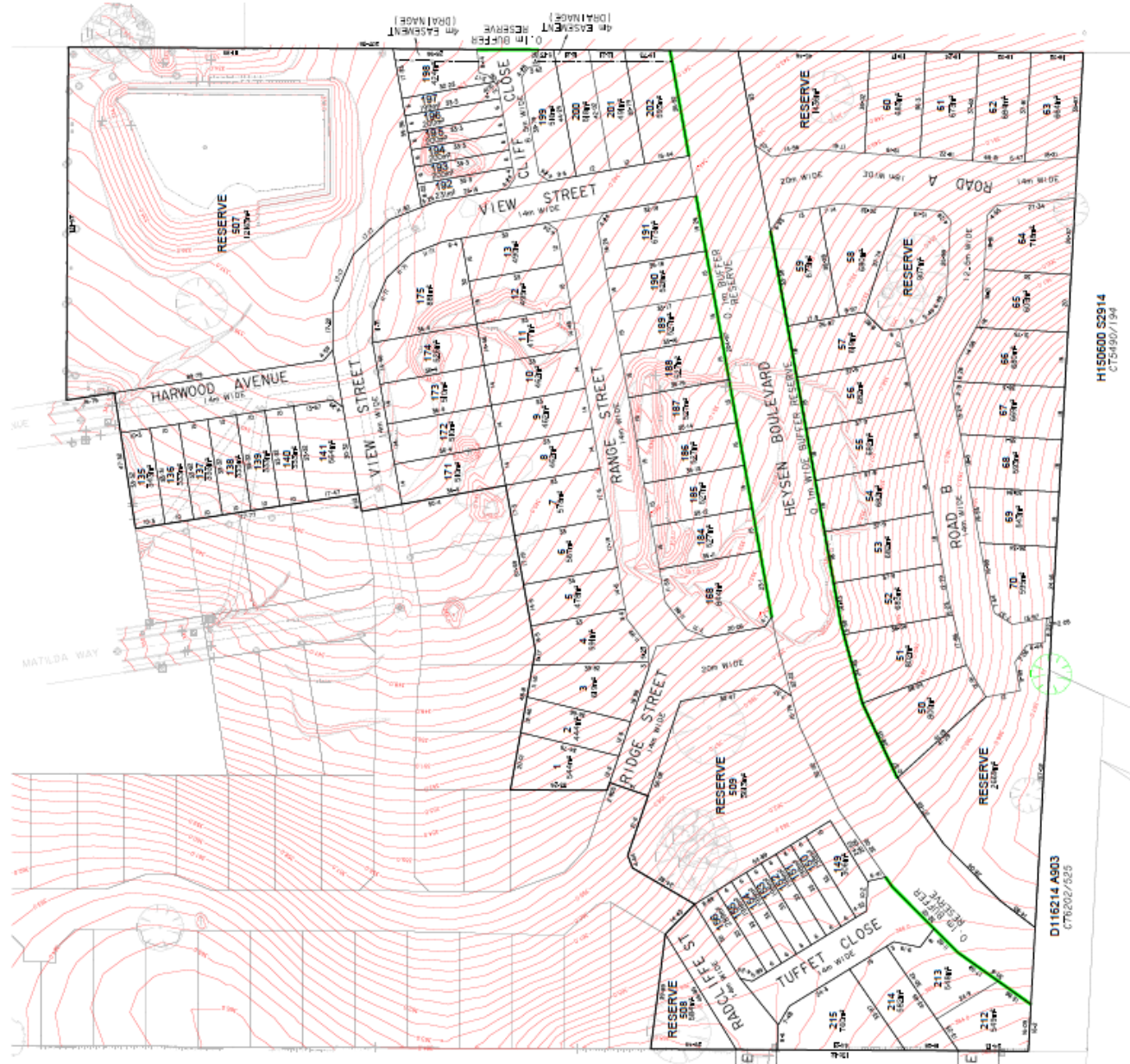
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# The Ridge Mount Barker

## Overview

- ❑ Mount Barker is only 33kms / 35-minute drive to Adelaide CBD
- ❑ High population growth corridor
- ❑ The Ridge is the best new residential estate in Mount Barker in our opinion – close to town, northerly aspect, and views to the summit
- ❑ We originally intended to use some of the site for Lifestyle development, but the slope (>5%) made it uneconomic v. Residential use
- ❑ Nearby, Woolworths has recently opened, and a new Tavern is under construction
- ❑ No land lots available for sale – next stage of development was held back with the aim of selling at higher prices in FY26 as existing local house prices continue to increase
- ❑ Average total production cost is only c.\$155k per lot (\$55k land + \$100k civils)



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# Sanity Check

## Aspen Mount Barker SA

600sqm land lot cost c.\$230k  
Median Household Income \$88K<sup>1</sup>

2.6x

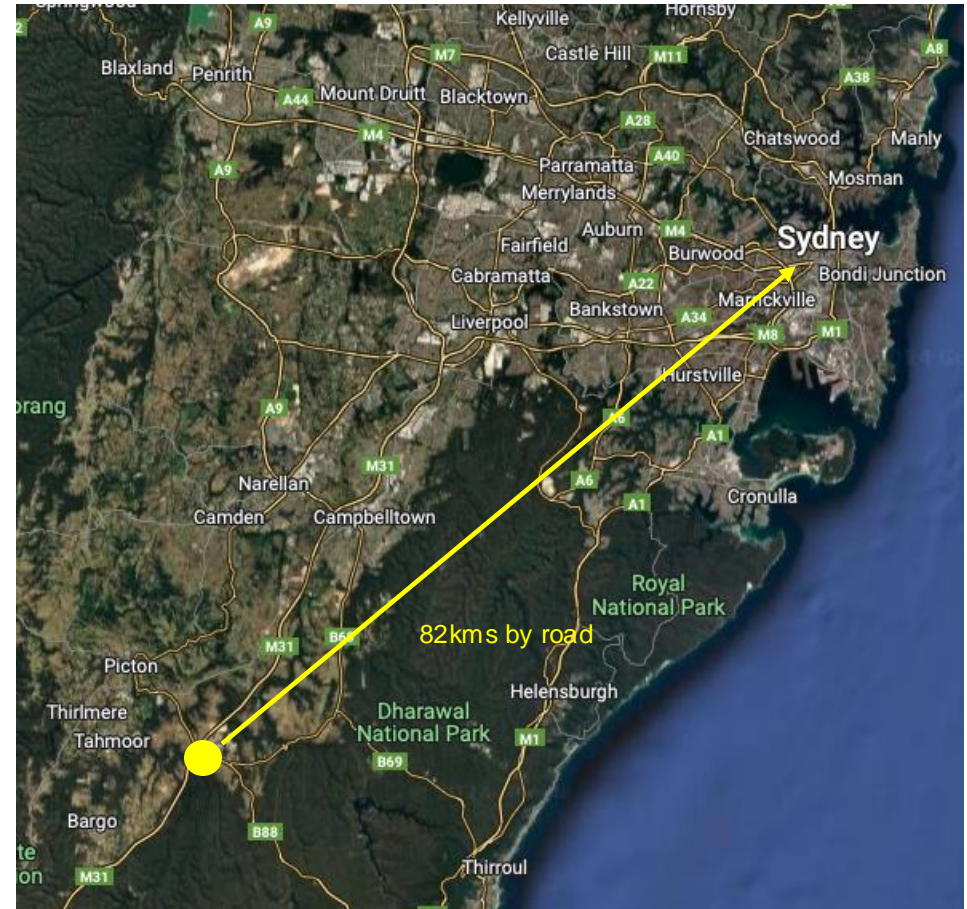
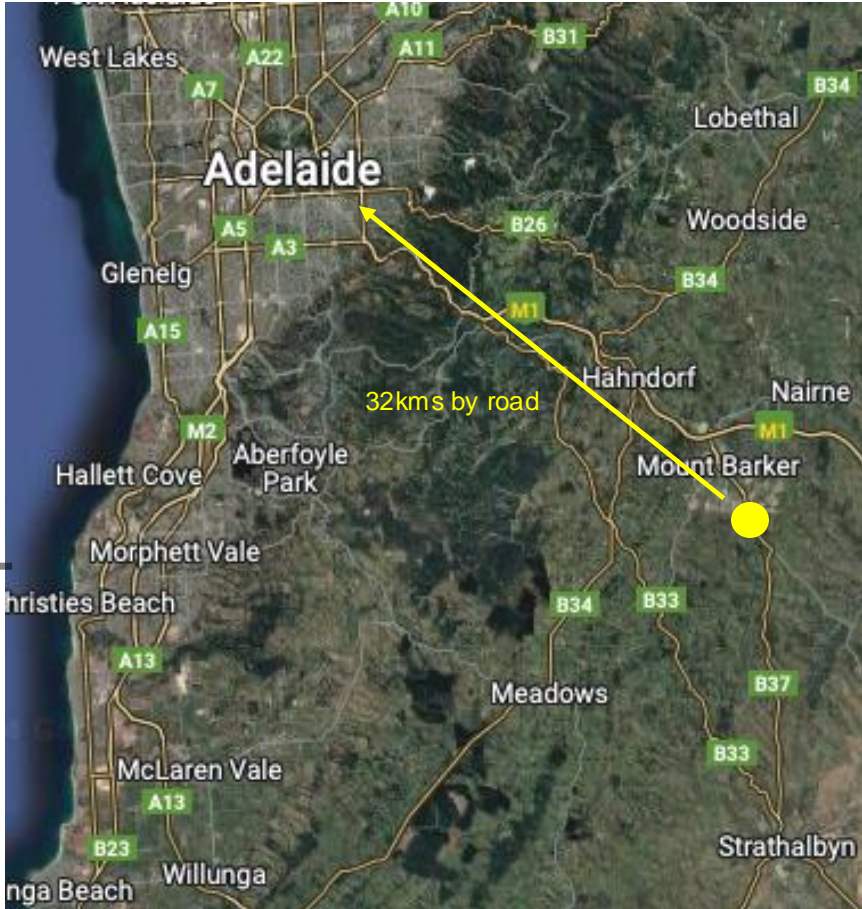
## Landcom North Wilton NSW

600sqm land lot cost >\$600k  
Median Household Income \$109K<sup>2</sup>

5.5x

Extra annual mortgage repayment for the \$370k difference = \$29k<sup>3</sup>

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1. Mount Barker Statistical Area L2 ABS Census 2021 2. Wollondilly Statistical Area L3 ABS Census 2021. 3. Assuming 25-year home loan and 6% interest rate.

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Normanville

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# Normanville Masterplan – Mixed Use Park (STCA)

## Overview

- ❑ Normanville is an attractive lifestyle location on the west coast of the Fleurieu Peninsula only 77kms or 70-minute drive to Adelaide CBD
- ❑ Nearby attractions include the Normanville township, white sandy beaches, Lady Bay Golf Resort (across the road), Marina St Vincent, McLaren Vale wine region (35-minute drive), Coorong National Park (1 hour drive), and Kangaroo Island (via ferry)
- ❑ The property has a rich history, originally as Ferguson's Flour Mill constructed in 1856, then as a thoroughbred horse breeding station, producing and raising the Cummings family's first Melbourne Cup winner, Comic Court in 1950
- ❑ The site spans 10.6 hectares and is zoned Tourism which allows development of a mixed-use Park
- ❑ Aspen has submitted a development application for 300 sites (181 Lifestyle and 119 Tourism), and adaptive reuse of the Heritage Flour Mill
- ❑ Upgrade of local infrastructure would be required (particularly stormwater and sewer)
- ❑ Purchase price \$2.6m equating to \$242k per hectare and \$8k per planned site



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