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25 August 2026

CONTINUED DELIVERY AGAINST STRATEGY - GUIDANCE EXCEEDED FOR EPS AND EBIT

Focused execution delivering results in line with 5-Year Plan

- EBIT[1] of $193.4 million exceeded guidance, up 18% on FY25
- Underlying EPS[1] of 35.8 cents exceeded guidance - up 16% on FY25
- Revenue $555.3[2] million, up 8% on FY25
- Statutory Profit of $186.4 million, up 45% on FY25
- Distribution per security 9.6c, consistent with FY25
- Development metrics improving, 573 new home settlements[3], up 10% on FY25
- Development pipeline extended to 8,800 potential new land lease home sites
- Well progressed with sale of circa $125 million assets
- Targeting growth in EBIT and underlying EPS of 0-10% for FY27[4]

Ingenia Communities Group (ASX: INA) today announced underlying profit of $145.8m up 16% on the prior year, with underlying EPS and EBIT exceeding guidance and development returns growing in line with targets. Statutory profit of $186.4 million for the year ending 30 June 2026 was up 45% on the prior year.

The result reflects continued execution of the Group's strategy, improved development returns, growth in recurring rental income and disciplined cost management across a platform positioned for further scale.

Group revenue was up 8% to $555.3[2] million, and EBIT was up 18% to $193.4 million (exceeding the guidance range of $180.5 - $188.7 million).

Operating cash flow of $152.5 million was up 5% on FY25, with key contributions including an increase in the proceeds from the sale of land lease homes and performance across the operating business, offset by higher borrowing costs.

The Group achieved 573 new home settlements across Ingenia and the Joint Venture in FY26, up 10% on FY25 with increases in average home sales price, gross margin and net cash per lot across Ingenia's projects reflected in an increase in EBIT from Lifestyle Development. Ingenia's Lifestyle Rental portfolio delivered EBIT of $49.9 million, benefitting from growth in the rent base as developments added new homes, together with contracted rent increases across the portfolio. The Group's Holidays EBIT was up

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[1] EBIT, underlying profit and underlying EPS are non-IFRS measures designed to present, in the opinion of the Directors, the results from the ongoing operating activities in a way that appropriately reflects underlying performance. EBIT and underlying performance exclude non-operating items such as unrealised fair value gains/(losses) and adjustments arising from the effect of revaluing assets/liabilities (such as derivatives and investment properties). Includes share of Joint Venture operating profit.

[2] Excludes non-recurring fee income from the Joint Venture (FY26) and Funds in the prior period.

[3] Includes settlements in Joint Venture.

[4] 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.

9% on the prior year to $63.2 million as the portfolio benefitted from robust demand and the addition of new acquisitions.

Underlying EPS of 35.8 cents exceeded guidance of 32.5 cents to 34.0 cents.

Corporate and Support costs remained stable on the prior year, reflecting continued cost discipline across a platform structured to support further scale.

A final distribution of 4.8 cents per stapled security has been declared and is expected to be paid on 17 September 2026, bringing the full year distribution to 9.6 cents per security, consistent with prior year.

Ingenia CEO and Managing Director, John Carfi, said the Group was continuing to deliver against its strategy with the 5-Year Plan on track.

"Two years into the delivery of our strategic plan, this result shows the benefit of ongoing focused execution and builds on the progress achieved in Year 1, demonstrating clear progress against our financial and strategic goals. Underlying EPS and EBIT exceeded guidance, development returns improved and our recurring revenue base continued to grow. We remain on track to achieve our Year 3 and Year 5 goals, subject to market conditions, supported by a streamlined operating structure, ongoing refinements to the platform and a stable corporate cost base that enables disciplined execution.

"Development is driving performance and value creation for the Group, with development returns growing in line with our targets. Development now represents 39% of Portfolio EBIT. We invested $174 million in development activity over FY26 and extended our pipeline of future projects, underscoring the scale we are building in this part of the business.

"Gearing is at the mid-point of our target range and we remain focused on prudent capital management initiatives, including asset recycling, to support growth.

"Overall, this result confirms the strength of our strategy and our ability to deliver enhanced scale and performance, positioning us well as we continue to build towards our medium and long-term goals."

Living (residential communities)

The Group's residential communities continue to meet the growing demand for affordable housing, with growing recurring income streams and development settlements increasing.

Ingenia Lifestyle and Ingenia Rental are delivering core recurring rental revenue from a growing rent base.

Land lease (Lifestyle) development experienced increased average sales price and settlements growth, supporting an increase in gross home sales margin to 48%, and significant improvement in cash returns (net cash per lot of $15,000 compared to negative $6,000 in FY25). EBIT rose 9% to $80.7 million.

The Group closed the year with 573 new home settlements (177 in the Joint Venture), up 10% on FY25 and higher operating profits from the Joint Venture (31% of overall settlements). The average home sale price for Ingenia projects increased to $681,000 (inclusive of GST). Only 46 homes were completed and unsold at 30 June across Ingenia and the Joint Venture.

Three mature projects were completed in FY26 including Lifestyle Freshwater which realised a performance fee of $4.6 million (excluded from operating income), and six new greenfield projects were commenced.

While enquiries have been moderating, reflecting market conditions which have been impacted by interest rates and measures introduced in the May budget, 37 homes have settled year to date; with 387 homes deposited or contracted at 21 August 2026. Further releases across existing projects and the launch of new communities is anticipated to support sales, with the Group now actively developing across 18 projects.

The Lifestyle Rental segment delivered full year EBIT of $49.9m up 8%. Rental growth across the Group's land lease communities reflected the impact of legislative restrictions on rental increases, with an average increase on review of 3.5% over the year. An increase in operating costs above the CPI base impacted EBIT margin. Higher increases were achieved across resales, where the average rent increase across the 260 sales in FY26 was 5.4%. All-Age 'build to rent' is experiencing high demand and occupancy, with weighted average rent increases over the year of 7.8%.

Ingenia Gardens EBIT was $11.3 million, up 6%, maintaining high occupancy with modest rate growth and cost efficiencies supporting a stable margin.

John Carfi said: "The extension of our development pipeline combined with the sale of lower growth assets means we are well placed to improve portfolio quality as we continue to scale development which, in addition to generating development earnings, provides new rental contracts."

Ingenia Holidays

The Holidays business delivered continued growth, with tourism rental income up 12% and increases in both occupancy and rate. Ingenia Holidays EBIT of $63.2 million, represented a 9% increase on FY25. The Group benefited from a diverse revenue base, with 37% of sites delivering stable annuity-style rent.

EBIT margin was impacted by above CPI cost growth, including volume related costs (including employee expenses, linen, OTA fees) and utilities increases.

The Group is making targeted investment in strategic locations and remixing its portfolio to create value, leveraging the established platform.

In FY26 this investment delivered revenue and value growth with new cabins added to existing parks generating above target yield on cost and the acquisitions of Kinka Beach and Conway Beach, both parks with significant future upside.

The new website is delivering efficiencies, with conversions up 25% year-on-year.

John Carfi said: "Our focus is continuing to refine our portfolio by targeted investment to enhance revenue and value. We are integrating new parks, delivering on clear asset plans and targeted returns. Additionally, we are focusing on our guest experience to maintain high customer satisfaction and maximise website and in-house marketing channels to increase conversion and reduce cost of sales."

Capital Management

The Group maintained a prudent balance sheet, with gearing of 31% and interest cover of 4.08 times. The Group continues to prudently manage interest rate risk, with hedging maintained within the Group's target range.

Cash and available undrawn debt of $175 million, together with asset sales, provides capacity to fund development and other growth initiatives.

In FY26 the Group invested $240 million in growth, including $174 million in development projects, the $15 million acquisition of a 29-hectare land lease greenfield site at Townsville (November 2025) and $15.6 million of holiday park acquisitions (Kinka Beach and Conway Beach).

Outlook & Guidance

John Carfi said: "Delivery of FY26 guidance reflects progress towards our Year 3 (FY27) plan goals, including development growth, and positions the Group to enhance returns through a diverse business and revenue base, a scalable platform and continued focus on markets with long-term demand.

"Our FY27 guidance has been set with reference to the challenges posed by current residential market conditions, which we are seeing reflected in buyer sentiment, an extension of the sales journey and moderating market activity. Uncertainty is impacting buyer activity and home settlements, which will continue to be demand led. We remain confident in underlying demand and will benefit in the short term from the flexibility of our delivery model and the ability to align development activity with demand.

"Over FY27 Ingenia will deliver a higher portion of total settlements, reflecting completion of the first Joint Venture project, while development efficiency gains from design and procurement implementation are expected to support delivery of targeted project level returns.

"We retain a stable base of recurring revenue from our investment portfolio of operational communities and Holiday parks. Holidays are expected to continue to perform, supported by strong drive tourism and customers seeking value and flexibility, with densification, targeted marketing and recent acquisitions contributing to returns.

"Capital recycling remains an important part of our reinvestment strategy, and the divestment of approximately $125 million of lower-growth assets is well progressed, providing capacity to reinvest in growth initiatives aligned to our strategy.

"While ongoing cost headwinds and subdued residential market conditions are expected to impact short-term EBIT, the long-term demand drivers for Ingenia's business remain in place. We remain confident that our diversified revenue base, scalable platform and disciplined execution of the 5-Year Plan position the Group to enhance returns over the medium term."

Subject to no material change in the operating environment and no other unforeseen circumstances adversely affecting financial performance, the Group is targeting growth in EBIT and underlying EPS of 0-10% on FY26, representing EPS of 35.8 cents to 39.3 cents and EBIT of $193.4 to $212.8 million[4].

Further details regarding the Group's results are contained in the FY26 Results Presentation lodged with the ASX today.

A webcast has been arranged for Wednesday, 26th August at 11.30am (Sydney time). Webcast details can be accessed here

Authorised for lodgement by the Board

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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 focused 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 $1.7 billion.

Across Ingenia Lifestyle, Ingenia Gardens, Ingenia Holidays and Ingenia Rental, the Group has 104 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).