

14 August 2019

Immediate release to the ASX

Lifestyle Communities FY19 Full Year Results

Lifestyle Communities' underlying profit after tax rose 21.6% to \$41.1 million for the 2019 financial year, while valuation gains lifted statutory profit after tax to \$55.1 million.

Lifestyle Communities' shareholders will receive a final fully franked dividend of 3.0 cents per share, taking the total dividend for the year to 5.5 cents per share, from 4.5 cents per share in the prior year.

Managing Director, Mr James Kelly said the result was driven by 337 new home settlements, and an increase in annuity income from the rentals in the communities. It was also supported by a 54% referral rate from existing customers for new homes sold.

"The 2019 financial year has seen the addition of 337 new home settlements now providing 2,285 settled homes within our communities. We are delighted with the acquisition of two additional sites located at Plumpton and Tyabb as well as acquiring additional land to expand our development at Wollert North. Of the 3,564 homes under management, under development, or in planning, 2,285 homes were occupied at year end leaving a further 1,279 in the pipeline".

Mr Kelly said product evolution has seen a further refining of the design of Lifestyle's homes and facilities as well as expanding its service offering to drive homeowner engagement and referral.

"We are enjoying meeting more of the Baby Boomer generation and we are continuing to evolve our product and lived experience to meet their needs. During FY19 we introduced a number of innovations including smart home options, electric town cars and fast charging stations, an expanded wellness program, an intra-community talent show, and greater flexibility in customising internal home fit-out. We have also introduced initiatives for our team to enhance engagement and to assist with their work life balance".

"With our new senior debt funding agreements, we now have the capacity to secure two new sites per year and we continue to investigate further site opportunities in Melbourne's key growth corridors. Due to a highly competitive property market in Victoria during the last 12 to 18 months, the Company enters FY20 with one less project than planned. The Company has also experienced some delays in receiving planning permits for new communities at Kaduna Park and Wollert North. New home settlements for FY20 are forecast to be in the range of 270 to 310 and established home settlements attracting a deferred management fee are forecast to be 60 to 80. The expected increase in established home sales and site rental annuities means the Company is confident that total dividends will increase in FY20 compared to FY19."



Conference call details

Both James Kelly and Darren Rowland (CFO) will be available for a conference call at 3.00pm (AEDT) today the 14 August 2019.

Details for the conference call are as follows:

From Australia:

Call 1800 123 296 (pin 4985124#)

From New Zealand:

Call 0800 452 782 (pin 4985124#)

International:

Call +61 2 8038 5221 (pin 4985124#)

For further information please contact:

James Kelly

Managing Director

Ph: (03) 9682 2249

Email: james.kelly@lifestylecommunities.com.au

About Lifestyle Communities

Based in Melbourne, Victoria, Lifestyle Communities develops, owns and manages affordable independent living residential land lease communities. Lifestyle Communities has eighteen residential land lease communities in planning, development or under management.

