

# Aspen Group

HY25 Results Presentation

20 February 2025

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Opening More Doors

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Property Portfolio



25 Minutes to Adelaide CBD >

Construction of New Lifestyle Precinct at Highway 1

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# Aspen Group

## Owner

Proprietary approach maximising sustainable returns for Aspen securityholders – we own 100% of all our properties and projects - no JV or Fund interests and conflicts to consider

## Operator

Maximising profitability through intensive management of properties and offering a variety of lease terms and additional services to customers – not a passive rent collector

## Developer

Cost effective creation of quality accommodation through brownfield and greenfield development that is well suited to our target customer base

## Capital Manager

Disciplined acquisitions, offering rentals + shared equity + ownership options to customers, recycling capital to optimise portfolio, profits and equity value, and reduce risk

Specialist Provider of Quality Rental Accommodation on Competitive Terms



Dwellings and Land Sites

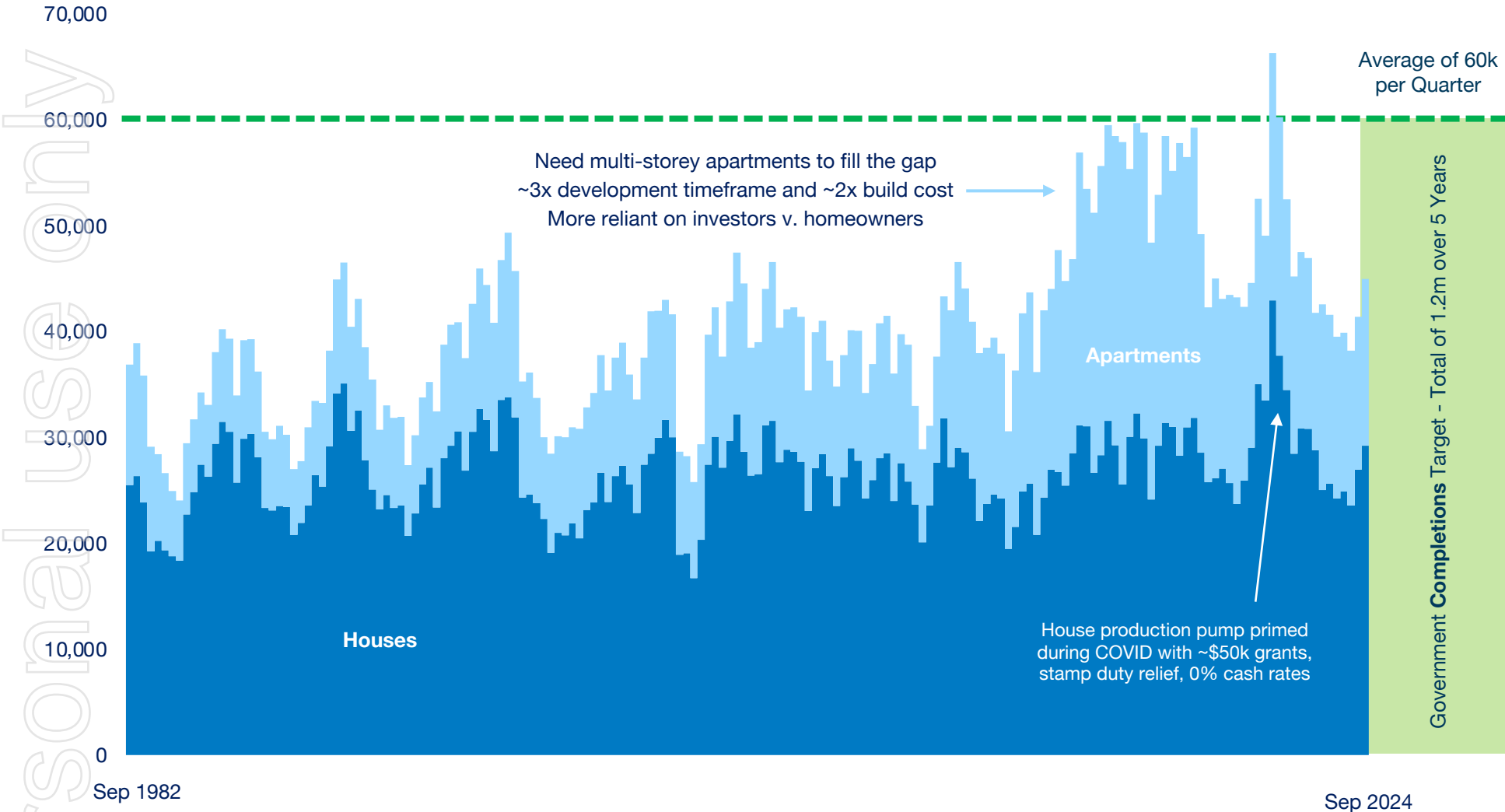


Target Market

The c.40% of Australian Households with Income <\$100k per annum

# New Supply around Decade Low with Limited Solutions in Sight

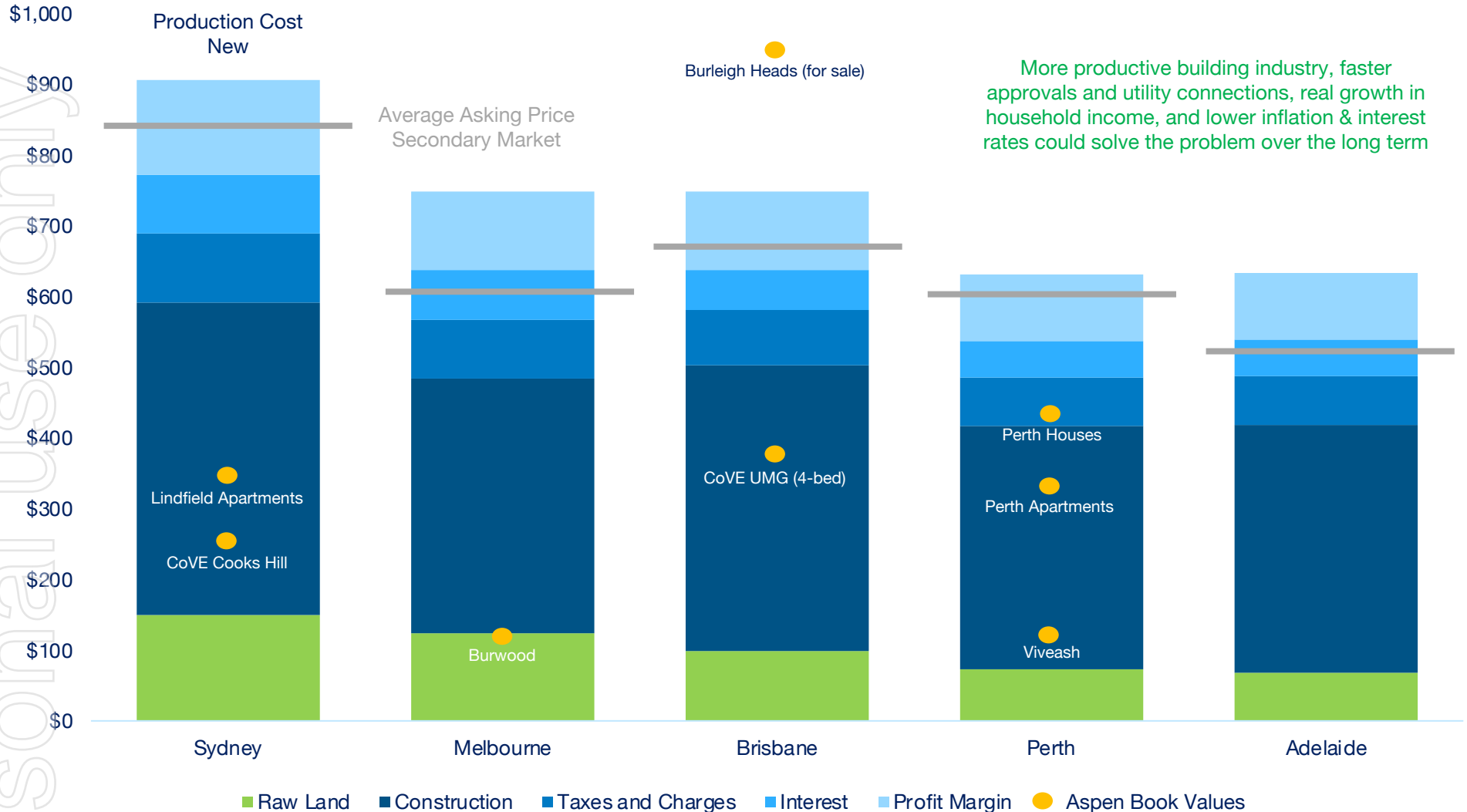
### National New Dwelling Commencements – Quarterly<sup>1</sup>



1. Source: ABS – Apartments includes all dwelling types except Houses

# Apartments are Expensive to Produce v. Affordability and Market Price

Production Cost v. Average Apartment Price (\$k)



1. SQM Research – Average asking price for All Apartments week ending 28 January 2025. 2. The Centre for International Economics – Cost and feasibility estimates for supplying new residential dwellings in 2023 - mid-rise mid-quality apartments of c.100sqms with carpark in in-fill metropolitan locations – prepared for NSW Treasury and published August 2024

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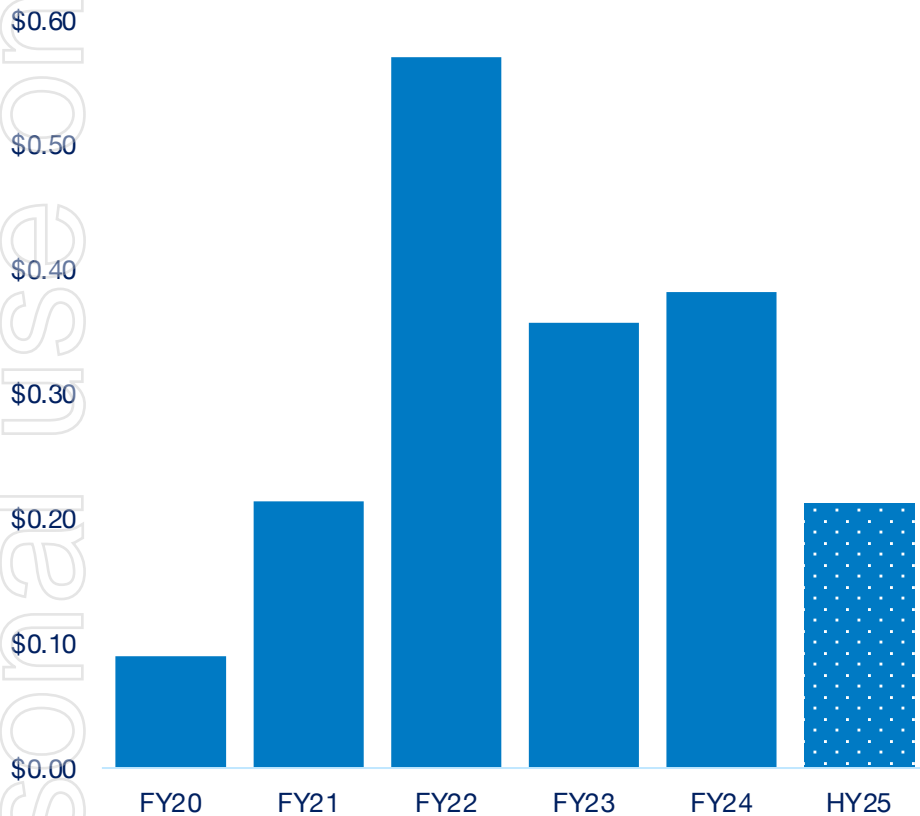
## HY25 Results Summary

# Aspen Continues to Deliver ~20% ROE<sup>1</sup>

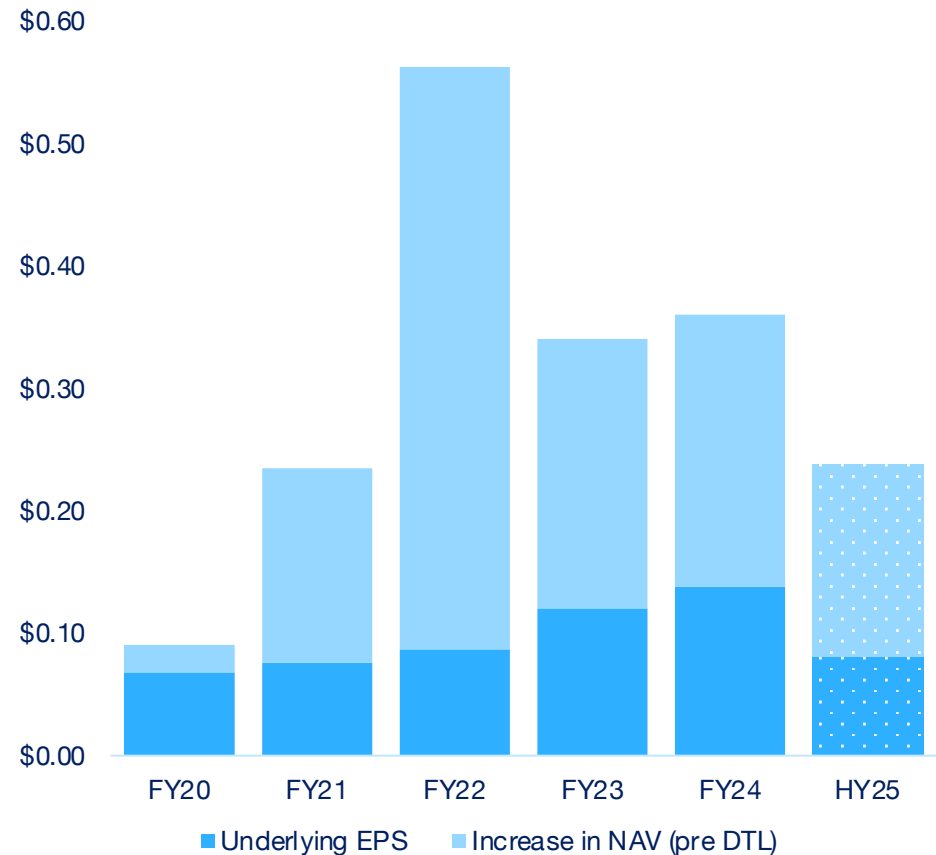
Audited Statutory Accounts Reflect Total Value Creation

Aspen Creates Material NAV in Addition to Underlying Earnings / Cashflow

APZ - Pre Tax Comprehensive Income per Security



APZ - Underlying EPS<sup>2</sup> and Increase in NAV<sup>3</sup>



1. ROE is pre-tax = audited comprehensive income pre-tax divided by starting net asset value pre deferred tax liability each FY. 2. Underlying Operating Earnings per security - a non-statutory accounting measure that is determined to present, in the opinion of the directors, the operating activities of Aspen in a way that appropriately reflects Aspen's underlying operating performance - refer to financial report for full definition. 3. NAV - Net Asset Value pre provision for deferred tax liability

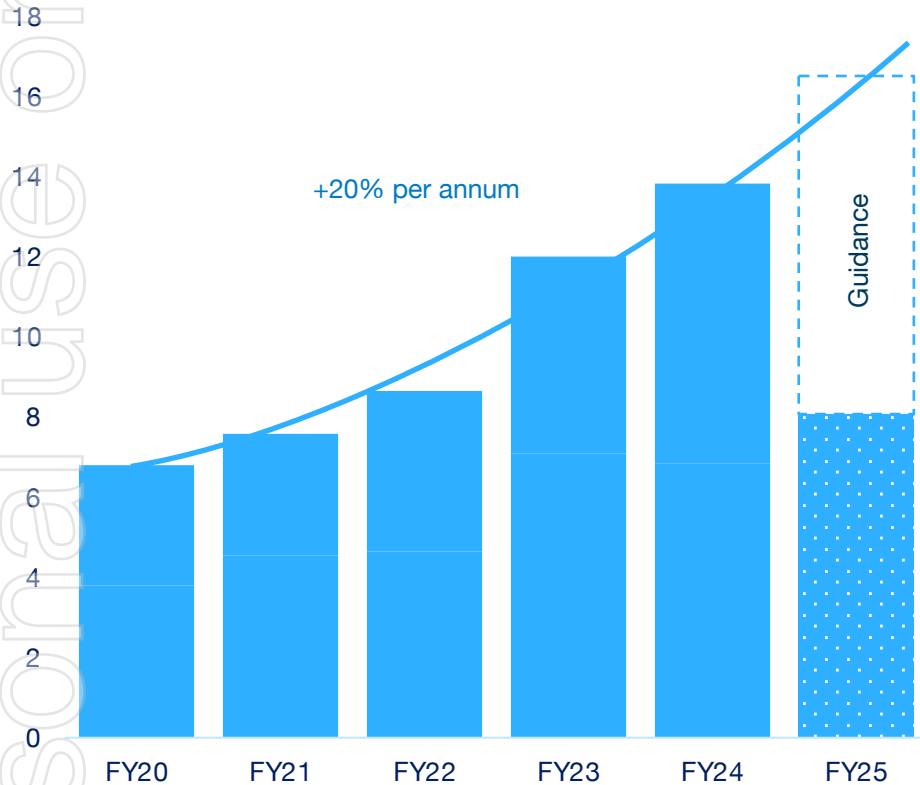
# Continued Growth in Underlying Earnings, Distributions and NAV

**Underlying EPS<sup>1</sup> 8.07 cents**  
up 18% on HY24

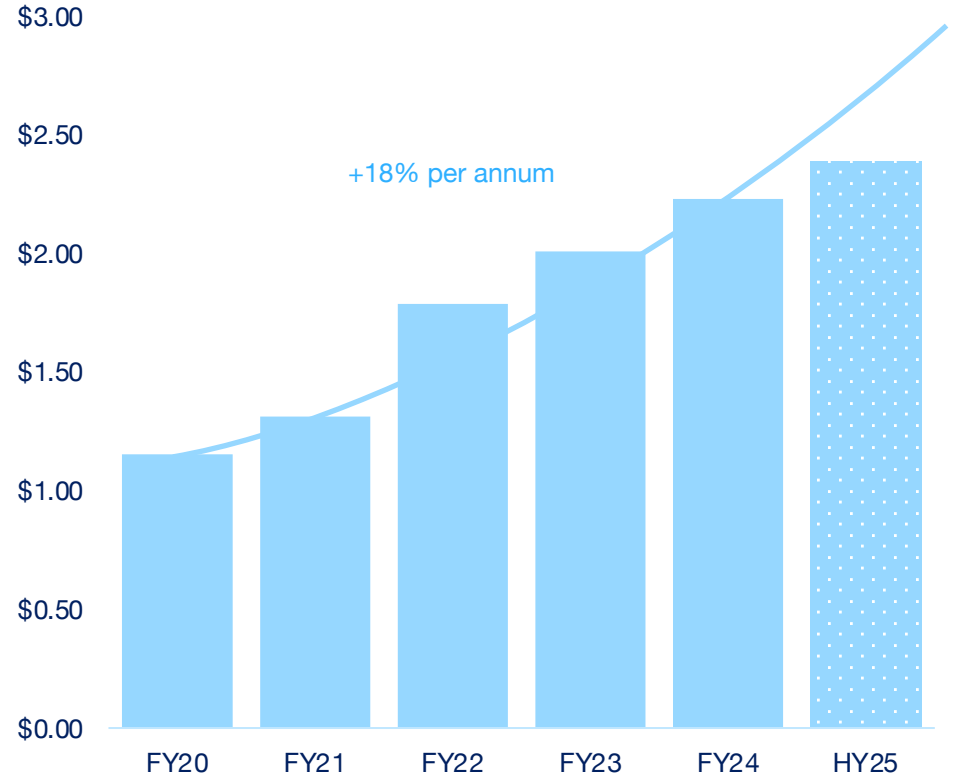
**DPS 5.00 cents**  
up 18% on HY24

**NAV<sup>2</sup> \$2.39**  
up 7% on 30 June 2024

Underlying EPS (cents)



Net Asset Value per Security<sup>2</sup>



1. Underlying EPS - a non-statutory accounting measure that is determined to present, in the opinion of the directors, the operating activities of Aspen in a way that appropriately reflects Aspen's underlying operating performance - refer to financial report for full definition. 2. NAV - Net Asset Value - excludes deferred tax liability provision of \$21.4m (10.7cps) at 31 December 2024 for tax that would be payable by Aspen Group Limited if it sold all its assets at book value (Trust entity accounts do not provide for tax liabilities). 3. WACR - weighted average capitalisation rate

# Underlying Operating Earnings<sup>1</sup>

\$m (unless otherwise stated)	HY25	HY24	Change
<b>Rent Revenue<sup>2</sup></b>	<b>\$33.64</b>	<b>\$30.14</b>	<b>12%</b>
<b>Net Rental Income (NRI)</b>	<b>\$17.18</b>	<b>\$15.17</b>	<b>13%</b>
<i>NRI Margin (%)</i>	51%	50%	1ppt
<b>Development Revenue</b>	<b>\$16.39</b>	<b>\$11.96</b>	<b>37%</b>
<b>Development Profit</b>	<b>\$5.45</b>	<b>\$3.25</b>	<b>68%</b>
<i>Development Profit Margin (%)</i>	33%	27%	6ppt
<b>Eureka Stake<sup>3</sup></b>	<b>\$1.47</b>	<b>\$0.28</b>	<b>433%</b>
<b>Corporate Overheads</b>	<b>(\$3.75)</b>	<b>(\$3.38)</b>	<b>11%</b>
<b>Underlying EBITDA</b>	<b>\$20.35</b>	<b>\$15.31</b>	<b>33%</b>
Net Interest Expense	(\$4.21)	(\$2.98)	41%
<b>Underlying Operating Earnings</b>	<b>\$16.14</b>	<b>\$12.33</b>	<b>31%</b>
Weighted Ordinary Securities (m)	200	180	11%
<b>Underlying EPS (cents)</b>	<b>8.07</b>	<b>6.85</b>	<b>18%</b>
<b>DPS (cents)</b>	<b>5.00</b>	<b>4.25</b>	<b>18%</b>

Total annualised revenue has surpassed \$100m

NRI negatively impacted by ~\$1m in the half – sudden foreign student visa changes, tomato virus outbreak in SA, project disruption for a corporate customer in Darwin

NRI margin up 1ppt - tight cost controls and improved portfolio mix

Development metrics improving across the board - production, sales volumes, prices and margins

**Underlying EPS and DPS up 18%**

<sup>1</sup> Underlying Operating Earnings is a non-statutory accounting measure that is determined to present, in the opinion of the directors, the operating activities of Aspen in a way that appropriately reflects Aspen's underlying operating performance – refer to financial reports for full definition <sup>2</sup>. Rent includes some ancillary revenue at some properties. <sup>3</sup> Aspen's HY25 underlying earnings includes Aspen's estimate of its share of Eureka's underlying earnings of 3.00 cents per share per annum, calculated daily based on number of EGH shares held – Statutory Earnings which includes changes in EGH stock price were significantly higher in HY25 at \$9.0m. Aspen's HY24 underlying earnings includes the distribution of 0.70 cents per share that Aspen received on its 13.6% stake in Eureka in that half – Statutory Earnings were -\$0.5m

# Simplified Balance Sheet – Rentals and Development

\$m (unless stated)	HY25	FY24	Change
<b>Total Dwellings &amp; Sites #</b>	<b>5,099</b>	<b>5,107</b>	<b>0%</b>
<b>Rentals</b>			
Dwellings & Sites #	3,995	3,947	1%
<b>Book Value (ex. spare land)</b>	<b>\$530</b>	<b>\$516</b>	<b>3%</b>
<i>Per Approved Dwelling/Site</i>	<i>\$133k</i>	<i>\$131k</i>	<i>2%</i>
<i>WACR<sup>1</sup></i>	<i>6.8%</i>	<i>6.8%</i>	<i>0bps</i>
<b>Development Assets<sup>2</sup></b>			
Approved Sites #	1,104	1,152	(4%)
Book Value of Land (inc. civils)	\$44	\$36	25%
<i>Per Approved Site</i>	<i>\$40k</i>	<i>\$31k</i>	<i>39%</i>
Manufactured House Inventory	\$19	\$12	62%
<b>Total Book Value</b>	<b>\$63</b>	<b>\$47</b>	<b>34%</b>
<i>ROIC<sup>3</sup></i>	<i>20%</i>	<i>21%</i>	<i>(1ppt)</i>
<b>Total Property and Inventory</b>	<b>\$593</b>	<b>\$563</b>	<b>5%</b>
<i>Per Approved Dwelling/Site</i>	<i>\$116k</i>	<i>\$110k</i>	<i>5%</i>

## Quality and suitability of portfolio continues to improve

### Recycling:

**Sold** 55m EGH shares, and 14 Burleigh Heads houses and 6 Perth houses with relatively high rents, at above FY24 book value (\$51m gross cash proceeds)

**Acquired** 36 Viveash units (\$2.1m cash funded) and 1HA of land adjacent to ACLV (\$1.3m scrip funded)

**Created** 30 new leased Lifestyle sites that are worth more than total production cost

### Conservative book values in our opinion:

WACR (net rental yield) of 6.8% is more than double Residential yields and our portfolio is land rich with more opportunities to add value

Lifestyle and Park portfolios are carried at higher WACR than our listed peers

Development assets essentially carried at cost and generating 20% ROIC with approved pipeline >10 years – highly valuable

1. Weighted Average Capitalisation Rate 2. Development Assets is all development assets including civils inventory, new lifestyle house inventory, spare land in Lifestyle and Park properties and residential land inventory 3. ROIC = Development Profit (annualised) divided by average of opening and closing Total Development Assets

# Balance Sheet Summary

\$m (unless stated)	HY25	FY24	Change
<b>Total Property and Inventory</b>	<b>\$593</b>	<b>\$563</b>	<b>5%</b>
Eureka Group (EGH) Stake	\$34	\$58	(42%)
Net Financial Debt	(\$134)	(\$161)	(17%)
Provision for Distribution	(\$10)	(\$8)	18%
Net Other Assets (Liabilities)	(\$26)	(\$18)	
<b>Net Assets</b>	<b>\$457</b>	<b>\$434</b>	<b>5%</b>
<b>NAV per Security (pre DTL provision)<sup>1</sup></b>	<b>\$2.39</b>	<b>\$2.23</b>	<b>7%</b>
<b>Gearing<sup>2</sup></b>	<b>21%</b>	<b>26%</b>	<b>(5ppt)</b>
<b>ICR<sup>3</sup></b>	<b>4.0x</b>	<b>3.7x</b>	<b>0.3x</b>

Sold 55m EGH shares at a premium to cost and 30 June 2024 book value – residual stake of 55m shares

Balance sheet strengthened materially in the half:

Gearing of 21% - below long-term target of 30-40%

ICR of 4.0x - twice covenant of 2.0x

Current balance sheet can support over \$100m of acquisitions

**NAV up 7% in the half**

1. Net Asset Value per Security excludes deferred tax liability (DTL) provision relating to capital gains tax that would be payable by Aspen Group Limited if it were to sell all its assets at book value 2. Gearing = financial debt less cash / total assets less cash less retirement village resident loans and deferred revenue. 3. ICR – Interest Cover Ratio – as defined in Aspen's debt covenants.

Aspen Living CoVE Maylands



Aspen Living CoVE Upper Mount Gravatt



Aspen Lifestyle Sweetwater Grove



Aspen Holidays Barlings Beach



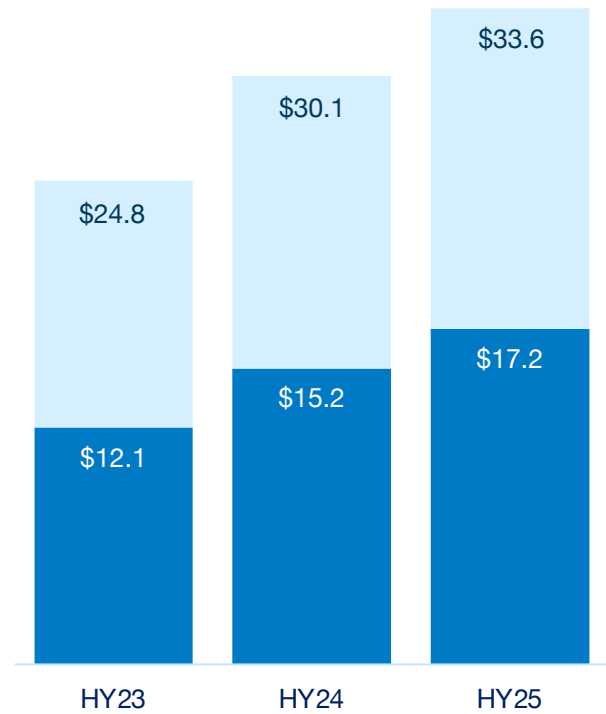
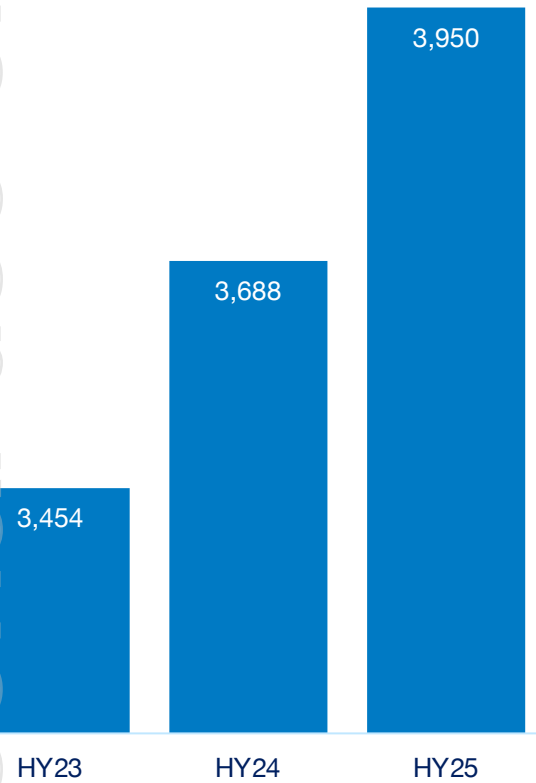
# Rentals – Attractive for Residents and Profitable for Securityholders

**HY25 v HY24**      **Rental Pool up 7%**      **X**      **Average Net Rent up 6%**      **=**      **Total Net Rental Income up 13%**

Rental Pool

Average Weekly Rent per Dwelling/Site

Total Gross Rent and Net Rent



■ Average # of Dwellings/Sites

— Gross Rent — Net Rent

■ Net Rental Income ■ Total Rental Revenue

1. Rent includes some ancillary revenues at some of our properties.

# Rentals by Property Type

## HY25 Average Weekly Gross Rent<sup>1</sup>

Residential (dwellings)	Lifestyle (land sites)	Parks (mixture)	Total Portfolio
\$373	\$212	\$342	\$328

Positioned well in highest growth markets – Perth, Brisbane and low rent points

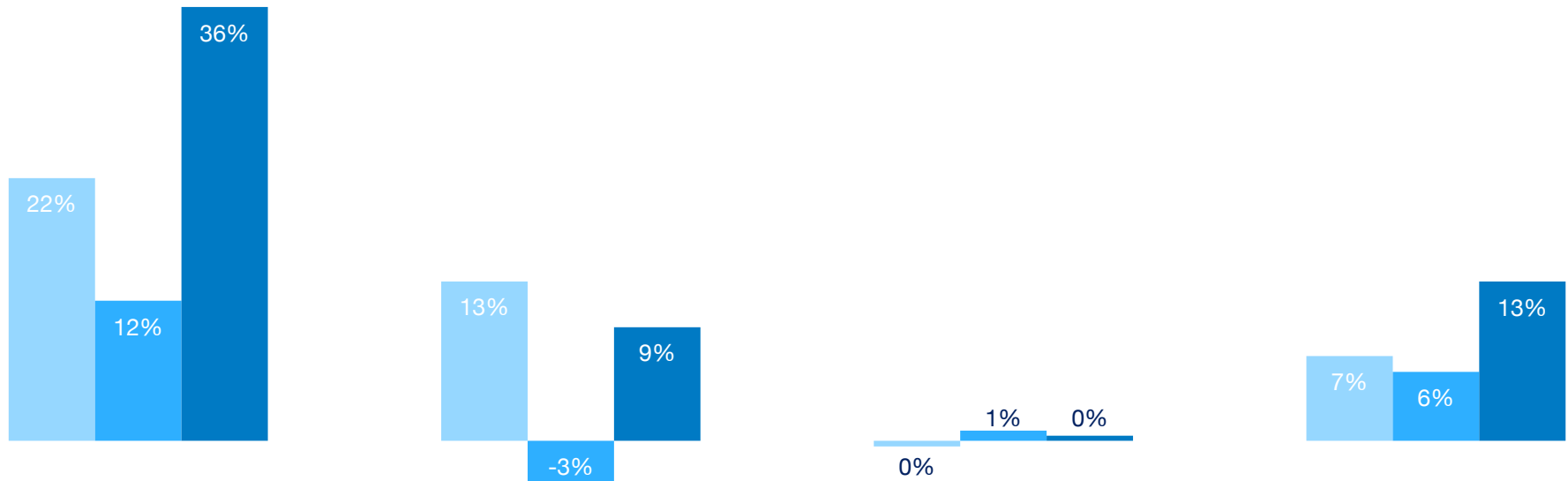
(disruptions to foreign students at CoVE UMG)

Underlying growth of >10% pa through development plus 3-4% pa contracted rent increases

(newly acquired properties producing little income while being repositioned)

Generally flat as expected (project disruptions for two corporate clients)

**Strong Result**



■ Change in Dwellings/Sites    ■ Change in Average Weekly Net Rent    ■ Change in Total Net Rental Income

1. Total rent revenue divided by average number of dwellings/sites. Rent includes a small amount of ancillary revenue at some of our properties. Lifestyle rent includes a small amount from dwelling rentals

# Rentals Summary

	Residential (Dwellings)			Lifestyle (Sites)			Parks (Mixture)			Total Portfolio		
	HY25	HY24	Change	HY25	HY24	Change	HY25	HY24	Change	HY25	HY24	Change
<b># Dwellings/Sites (Period Average)</b>	1,058	868	22%	691	610	13%	2,200	2,210	0%	<b>3,950</b>	<b>3,688</b>	<b>7%</b>
<b>Average Weekly Rent<sup>1</sup></b>	\$373	\$344	9%	\$212	\$209	1%	\$342	\$332	3%	<b>\$328</b>	<b>\$314</b>	<b>4%</b>
<b>Total Rental Revenue</b>	\$10.3m	\$7.8m	32%	\$3.8m	\$3.3m	15%	\$19.6m	\$19.1m	3%	<b>\$33.6m</b>	<b>\$30.1m</b>	<b>12%</b>
<b>Net Rental Income (NRI)</b>	<b>\$6.7m</b>	<b>\$4.9m</b>	<b>36%</b>	<b>\$2.2m</b>	<b>\$2.0m</b>	<b>9%</b>	<b>\$8.2m</b>	<b>\$8.2m</b>	<b>0%</b>	<b>\$17.2m</b>	<b>\$15.2m</b>	<b>13%</b>
<b>Margin</b>	66%	64%	2ppt	58%	61%	(3ppt)	42%	43%	(1ppt)	<b>51%</b>	<b>50%</b>	<b>1ppt</b>

1. Total rental revenue divided by average number of dwellings/sites. Rental income includes a small amount of ancillary revenue at some of our properties. Lifestyle rent includes a small amount from dwelling rentals



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# Development – Metrics Improving

**HY25  
v  
HY24**

**Settled Sales up 14%**

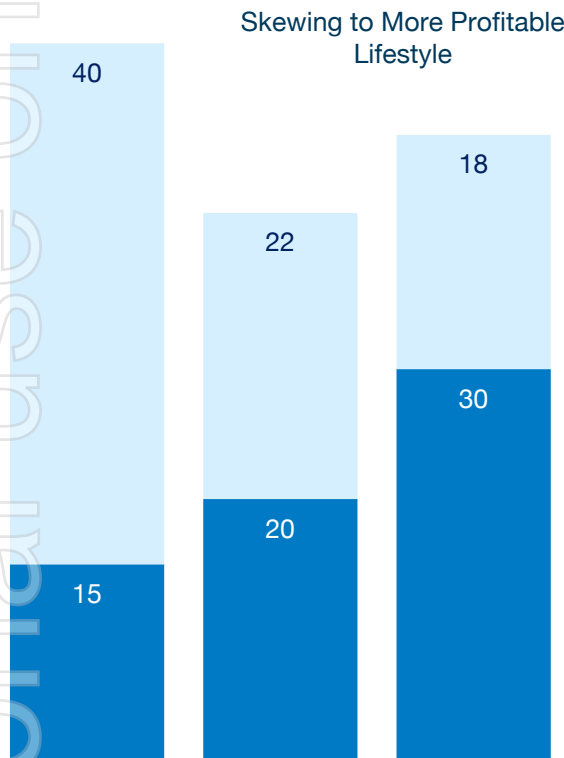
**X**

**Profit per Sale up 47%**

**=**

**Total Development Profit up 68%**

Settled Sales (#)



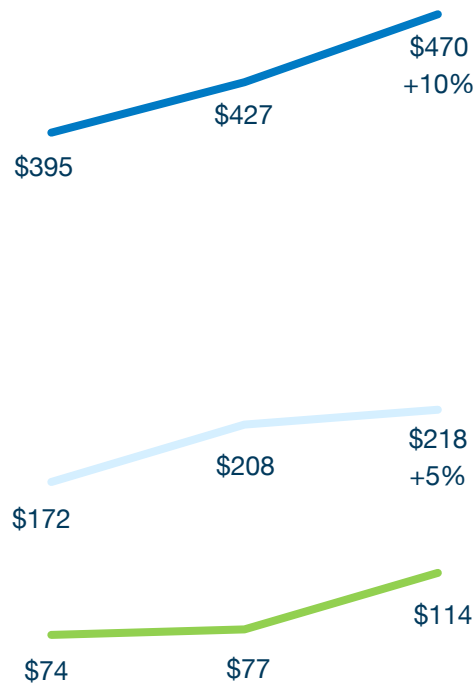
HY23

HY24

HY25

■ Lifestyle Houses ■ Residential Land

Average Sale Price & Profit (\$k)



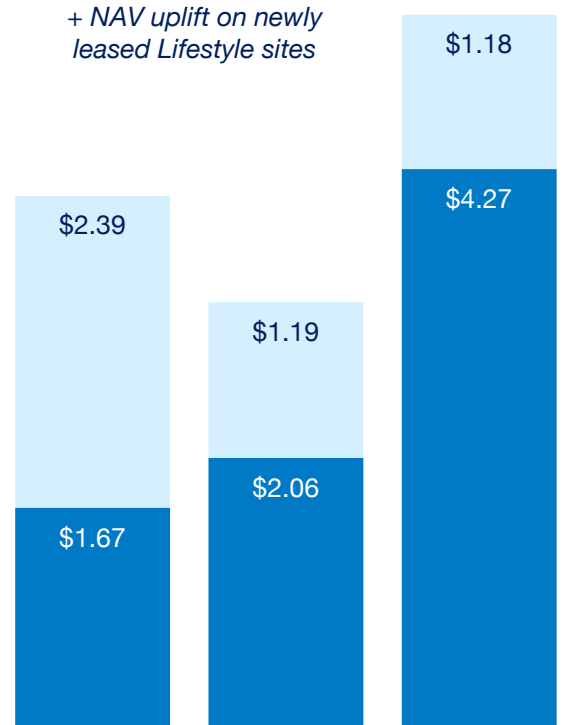
HY23

HY24

HY25

■ Lifestyle Dwelling Price (inc. GST)  
■ Residential Land Lot Price (inc. GST)  
■ Development Profit per Dwelling/Site

Total Development Profit (\$m)



HY23

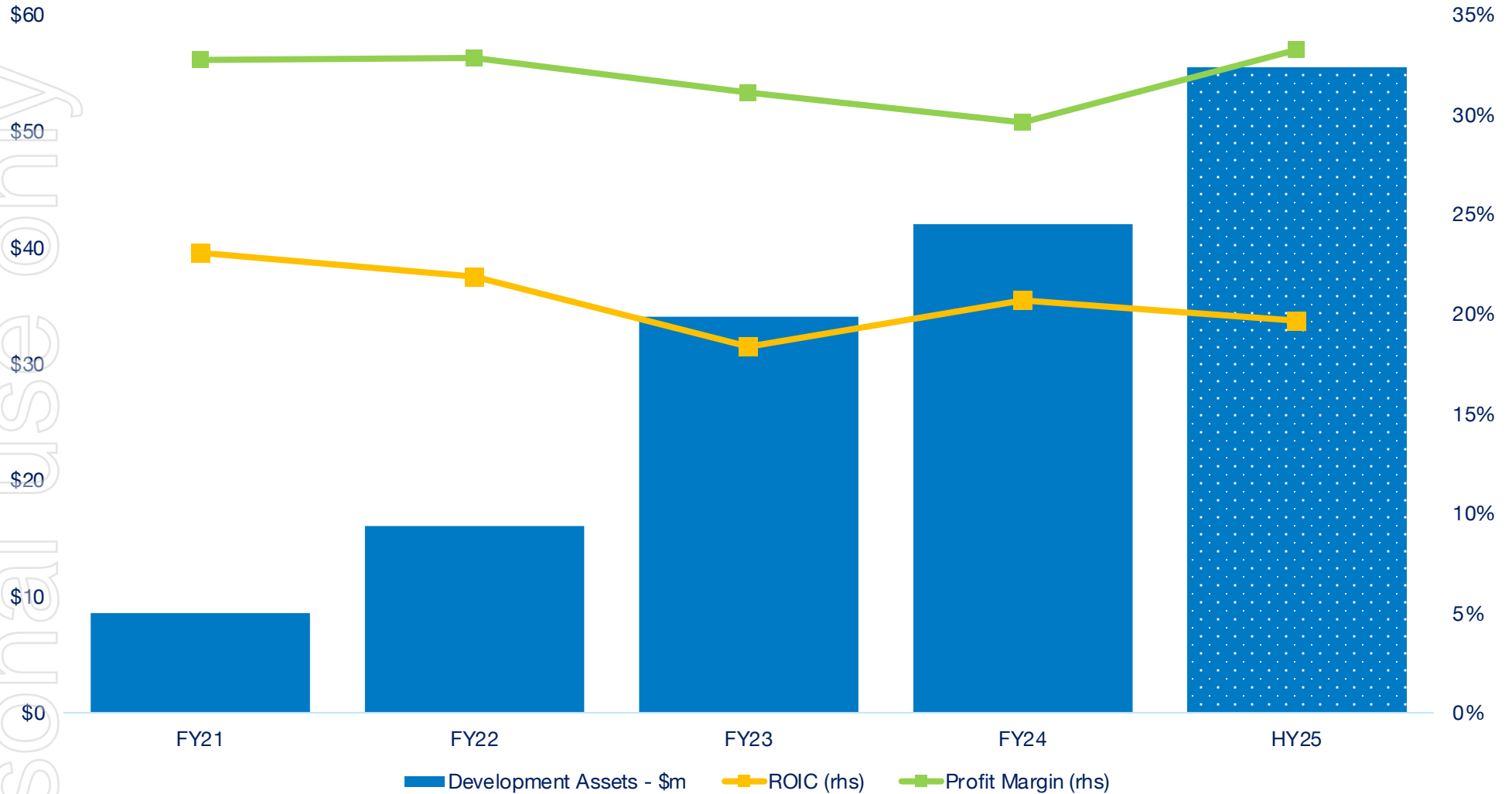
HY24

HY25

■ Lifestyle Houses ■ Residential Land

# Scaling Up Development while Remaining Highly Profitable

Development Asset and Returns



1. Development Assets is the average of opening and closing book value of all development assets including civils inventory, new lifestyle house inventory, spare raw land in investment properties and residential land inventory. 2. ROIC = Development Profit (annualised for HY25) divided by Development Assets. 3. Margin = Development Profit divided by Total Development Revenue (excluding GST)

# Development Summary

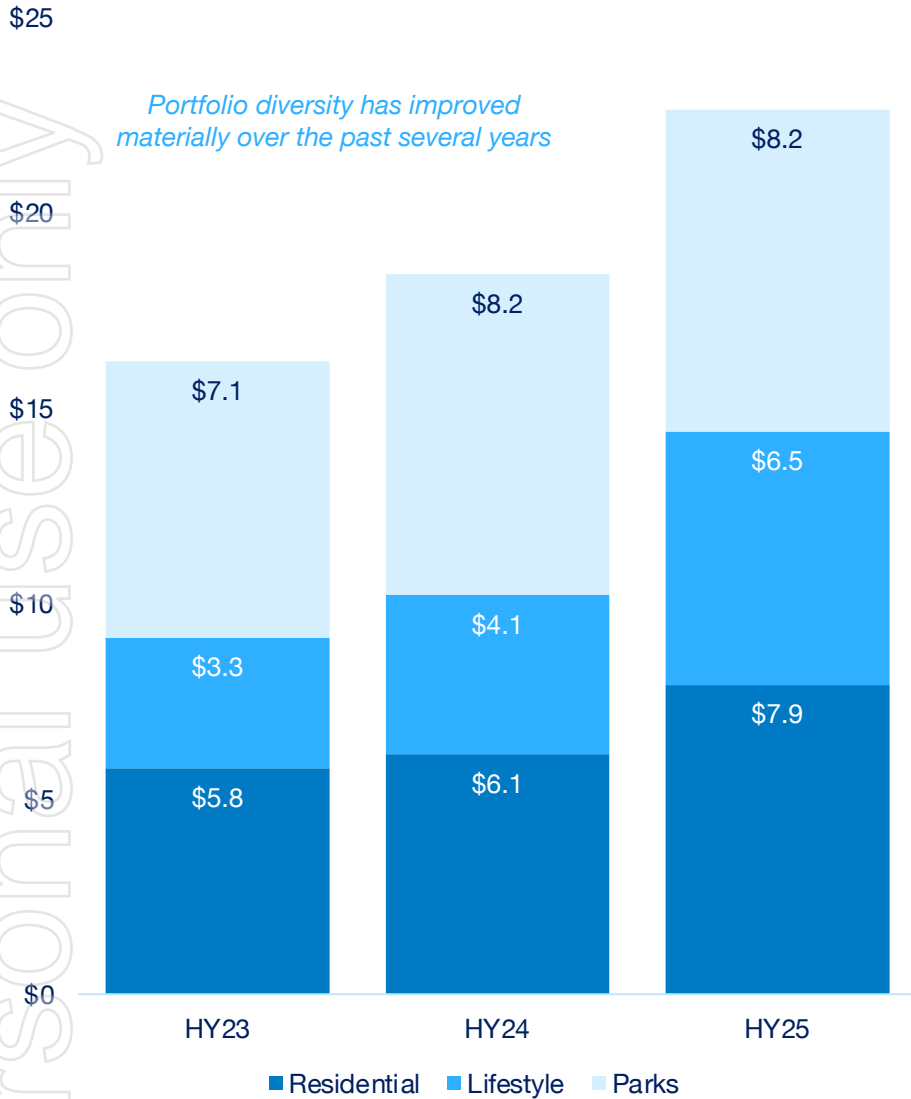
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	Lifestyle			Residential			Total		
	HY25	HY24	Change	HY25	HY24	Change	HY25	HY24	Change
<b># Settled Sales</b>	30	20	50%	18	22	(18%)	48	42	14%
<b>Average Sale Price (inc. GST)</b>	\$470k	\$427k	10%	\$218k	\$208k	5%	\$376k	\$313k	20%
<b>Total Revenue (ex. GST)</b>	\$12.83m	\$7.80m	64%	\$3.56m	\$4.17m	(15%)	\$16.39m	\$11.96m	37%
<b>Development Profit</b>	\$4.27m	\$2.06m	108%	\$1.18m	\$1.19m	(1%)	\$5.45m	\$3.25m	68%
<b>Margin – Per Sale</b>	\$142k	\$103k	38%	\$66k	\$54k	21%	\$114k	\$77k	47%
<b>Margin – %</b>	33%	26%	7ppt	33%	29%	4ppt	33%	27%	6ppt

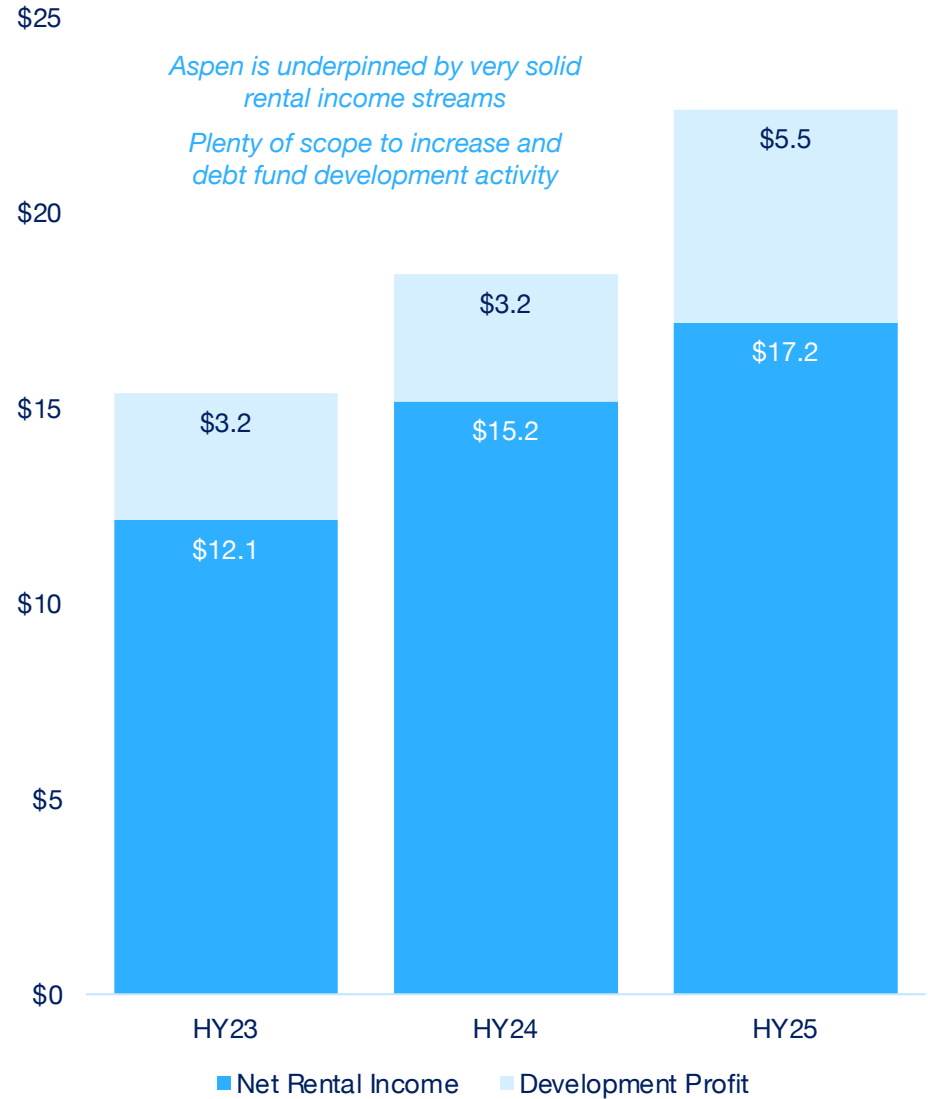
1. Total rental revenue divided by average number of dwellings/sites. Rental income includes a small amount of ancillary revenue at some of our properties. Lifestyle rent includes a small amount from dwelling rentals

# Profit Diversity Materially Reduces Risk

NRI<sup>1</sup> & Development Profit by Property Type (\$m)



NRI<sup>1</sup> and Development Profit (\$m)



1. NRI – Net Rental Income

# New Acquisition - Aspen Living and Lifestyle Ravenswood WA



# New Acquisition – Land at Ravenswood WA

## Attractive Lifestyle Location

- 78km South of Perth with major freeways providing easy access, 10kms from the coastline and major town facilities in Mandurah
- High proportion of retirees and relatively low household income

## Strong Growth Region

- Peel Region population is ~162,000 - forecast to grow by ~80% over the next 20 years, roughly double the rate of Australia
- Ravenswood is set to benefit from a new Coles anchored retail and commercial hub, a primary school and various developments associated with the Transform Peel project

## The Property

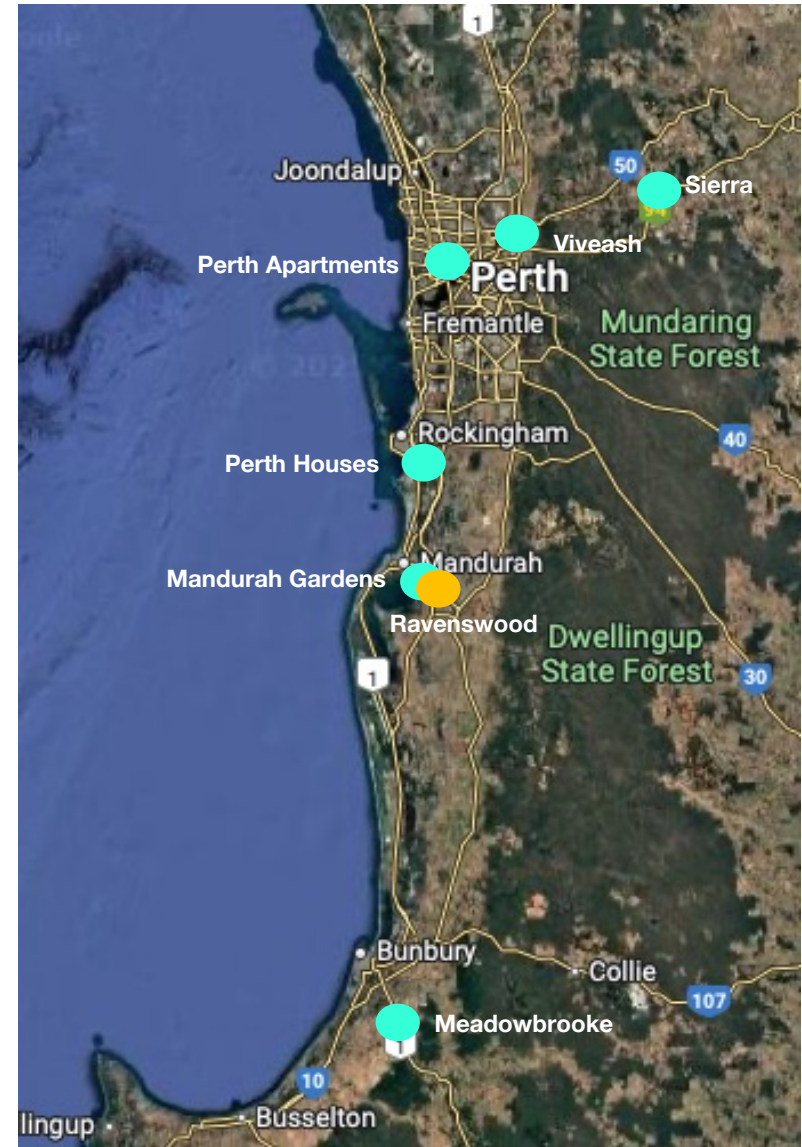
- 33HA land lot fronting the Murray River – 26HA developable plus planned 7HA wetland reserve
- Zoned for Residential use and has an approved Outline Development Plan (ODP) with a yield of 360 residential lots
- Four existing houses along the riverfront leased for ~\$90k pa

## Strategy

- Aspen will seek approvals to develop a mixture of Lifestyle and Residential land lots at a higher density than the ODP
- Synergies with Aspen Lifestyle Mandurah Gardens

## Terms

- Price of \$12m - \$462k per developable HA and \$33k per site under the current ODP
- Conditional contracts exchanged in January 2025 – expect to settle in March 2025



# Ravenswood Site and Current Residential ODP

## Everleigh

Residential land subdivision  
~500sqm lots ~\$250k  
>60% complete

Public Reserve

Planned Public  
Wetland Reserve

## Lakeside

Fully developed traditional  
Retirement Village with 243 houses  
Only one house currently offered  
for re-sale - 2x2x1 at \$480k with  
30% DMF - and there's a waitlist

Aspen Living & Lifestyle  
Ravenswood

Recent riverfront house  
sales up to \$1.5m





Historic Ravenswood Hotel Nearby

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## FY25 Outlook and Guidance Upgrade

# FY25 Outlook and Guidance Upgrade

## Rentals

- Net Rental Income (NRI) tracking slightly ahead of expectations despite the unexpected one-off disruptions in 1H
- Long stay occupancy and rental growth are expected to remain solid given low vacancy rates in Aspen's markets and new supply is expensive and lagging increasing demand
- Discretionary short stay tourism is holding up OK and peak trade at our NSW holiday parks from late December-January was around pcg
- Larger rental pool in 2H – refurbished units at Viveash and newly leased Lifestyle sites
- Forecasting NRI of \$35m in FY25

## Development

- Lifestyle house sales have been increasing at attractive prices and margins – Aspen's projects in SA and WA have generally been performing better than in NSW and VIC
- Production ramped up to over 200 Lifestyle houses and Residential land lots with the aim of increasing completed inventory to provide more flexibility / optionality on sales and make it easier for customers to make buying decisions
- Aiming for total settlements of around 110 in FY25, 140 in FY26 and 170 in FY27
- 101 YTD settlements and contracts on hand<sup>1</sup>
- 2H settlements to date and contracts on hand (capable of settling in HY25) represent 84% of 2H forecast Development Profit of \$7.0m (FY25 total \$12.5m)

## FY25 Guidance Upgraded<sup>2</sup> (changes compared to FY24)

Underlying EBITDA<sup>3</sup>

**\$41.5m**

**Up 29%**



Underlying EPS<sup>3</sup>

**16.7 cents**

**Up 21%**



DPS

**10.0 cents**

**Up 18%**



1. Contracts includes contracts, EOLs and deposits as at 19 February 2024. 2. Subject to no material change in Aspen's operating environment. 3. Underlying Earnings is a non-statutory accounting measure that is determined to present, in the opinion of the directors, the operating activities of Aspen in a way that appropriately reflects Aspen's underlying operating performance – refer to financial report for full definition.

# FY25 Outlook and Guidance Upgrade

**Eureka stake** (55m shares) - we assume it makes underlying EPS of 3.00 cents in FY25<sup>1</sup> - Eureka has provided guidance of 3.26 cents and has not yet reported its HY25 results

**Net Interest Expense** – a larger than usual portion of our interest rate exposure is currently hedged

**Continued recycling of capital** out of high rent / low yield properties and potentially Eureka shares and non-core tourism at an appropriate time

**Growth opportunities increasing** - particularly developing new accommodation in strong markets and buying existing properties at a discount to replacement cost in weaker markets

**Aspen Group has a massive opportunity to profitably increase in scale given the structural shortages of quality accommodation for the majority of Australian households**

## **FY25 Guidance Upgraded<sup>2</sup>** (changes compared to FY24)

Underlying EBITDA<sup>3</sup>

**\$41.5m**

Up 29%



Underlying EPS<sup>3</sup>

**16.7 cents**

Up 21%



DPS

**10.0 cents**

Up 18%



1. In FY25 Aspen's Underlying Earnings will include Aspen's estimate of its share of Eureka's underlying earnings - the current estimate is \$2.3m and assumes Aspen retains its residual 55m EGH shares. 2. Subject to no material change in Aspen's operating environment. 3. Underlying Earnings is a non-statutory accounting measure that is determined to present, in the opinion of the directors, the operating activities of Aspen in a way that appropriately reflects Aspen's underlying operating performance – refer to financial report for full definition.

# Appendix 1

## Statutory Accounts Summary

# Statutory Profit and Underlying Operating Earnings

Summary	HY25 \$m	HY24 \$m	Change
<b>Comprehensive income before deferred tax</b>	<b>42.47</b>	<b>33.58</b>	<b>26%</b>
Revaluation of PP&E – Darwin FSR	(0.15)	(2.21)	
Deferred tax (expense)/benefit	(11.15)	(9.09)	
<b>Statutory Net Profit</b>	<b>31.17</b>	<b>22.28</b>	<b>40%</b>
<b>Rental &amp; Development Revenue</b>	<b>50.03</b>	<b>42.10</b>	<b>19%</b>
<b>Net Rental Income &amp; Development Profit</b>	<b>22.63</b>	<b>18.42</b>	<b>23%</b>
<i>Combined Margin</i>	<i>45%</i>	<i>44%</i>	<i>1ppt</i>
<b>Other Income (EGH distribution)</b>	<b>1.47</b>	<b>0.28</b>	<b>433%</b>
<b>Net Corporate Overheads</b>	<b>(3.75)</b>	<b>(3.38)</b>	<b>11%</b>
<b>Underlying EBITDA</b>	<b>20.35</b>	<b>15.31</b>	<b>33%</b>
Net finance expense	(4.21)	(2.98)	41%
<b>Underlying Operating Earnings<sup>1</sup></b>	<b>16.14</b>	<b>12.33</b>	<b>31%</b>
Securities (weighted)	199.9	180.0	11%
<b>Underlying Operating EPS (cents)</b>	<b>8.07</b>	<b>6.85</b>	<b>18%</b>
<b>Distribution Per Security (cents)</b>	<b>5.00</b>	<b>4.25</b>	<b>18%</b>
Payout Ratio - DPS/EPS	62%	62%	

Rentals & Development	HY25 \$m	HY24 \$m	Change
<b>Rentals</b>			
Rental & ancillary services revenue	33.64	30.14	12%
Direct property expenses	(16.46)	(14.97)	10%
<b>Net Rental Income (NRI)</b>	<b>17.18</b>	<b>15.17</b>	<b>13%</b>
<i>NRI Margin</i>	<i>51%</i>	<i>50%</i>	<i>1ppt</i>
<b>Contributions to NRI:</b>			
<i>Residential</i>	<i>6.73</i>	<i>4.94</i>	<i>36%</i>
<i>Lifestyle</i>	<i>2.22</i>	<i>2.02</i>	<i>9%</i>
<i>Parks</i>	<i>8.24</i>	<i>8.20</i>	<i>0%</i>
<b>Development</b>			
Development revenue	16.39	11.96	37%
Cost of sales	(10.95)	(8.71)	26%
<b>Development Profit</b>	<b>5.45</b>	<b>3.25</b>	<b>68%</b>
<i>Development Profit Margin</i>	<i>33%</i>	<i>27%</i>	<i>6ppt</i>
<b>Contributions to Development Profit:</b>			
<i>Residential</i>	<i>1.18</i>	<i>1.19</i>	<i>(1%)</i>
<i>Lifestyle</i>	<i>4.27</i>	<i>2.06</i>	<i>108%</i>
<i>Parks</i>	<i>0.00</i>	<i>0.00</i>	<i>0%</i>

<sup>1</sup> Underlying operating earnings is a non-statutory accounting measure that is determined to present, in the opinion of the directors, the operating activities of Aspen in a way that appropriately reflects Aspen's underlying operating performance – refer to financial report for full definition.

# Reconciliation of Statutory Profit to Underlying Operating Earnings

	HY25 \$m	HY24 \$m
<b>Statutory Net Profit before deferred tax</b>	<b>42.32</b>	<b>31.37</b>
Deferred tax (expense)/benefit recognised	(11.15)	(9.09)
<b>Statutory Net Profit after Tax</b>	<b>31.17</b>	<b>22.28</b>
<b>Adjustments:</b>		
Property revaluation gain	(20.10)	(23.75)
Gain on sale of investment properties	(1.27)	(0.28)
Deferred tax expense recognised	11.15	9.09
Depreciation & amortisation	0.72	0.67
Fair value loss on revaluation of RV resident loans	0.50	1.67
Gain on sale of investment in securities	(3.92)	0.00
Fair value (gain)/loss on revaluation of investment in securities	(3.67)	0.80
Fair value loss on revaluation of interest rate swaps	0.47	1.05
Share based payment expense	1.06	0.87
Other	0.01	(0.06)
<b>Underlying Operating Earnings<sup>1</sup></b>	<b>16.14</b>	<b>12.33</b>

Underlying Operating Earnings is intended to approximate underlying Funds from Operations (FFO) on average over time

It excludes the increase in property and equity value that we create through development / refurbishment of dwellings and land to rent – this is ultimately captured in Statutory Profit and changes in NAV

Accounting Depreciation v. Repairs & Maintenance (R&M) and General Maintenance Capex

- Depreciation expense in the statutory accounts is based on tax allowances for PP&E (almost entirely Darwin Freespirit Resort) – it does not reflect the actual expense of maintaining and improving the whole portfolio
- Actual R&M was \$0.75m in the half - expensed at the property level in determining Property NOI / Underlying Operating Earnings
- Actual General Maintenance Capex was \$0.64m in the half – some of this can be considered Stay in Business Capex and some improves income and asset value – not expensed in Property NOI, but ultimately reflected in property value and NAV

1. Underlying operating earnings is a non-statutory accounting measure that is determined to present, in the opinion of the directors, the operating activities of Aspen in a way that appropriately reflects Aspen's underlying operating performance – refer to financial report for full definition.

# Summary Balance Sheet and Capital Management

Key Metrics	31 December 24 \$m	30 June 24 \$m	Change
<b>Total Assets</b>	<b>681.3</b>	<b>669.0</b>	<b>2%</b>
<b>Net Debt</b>	<b>133.9</b>	<b>161.5</b>	<b>(17%)</b>
<b>Net Asset Value (NAV)</b>	<b>457.4</b>	<b>433.7</b>	<b>5%</b>
Securities (period end)	200.8m	199.2m	1%
NAV per Security	\$2.28	\$2.18	5%
<b>NAV per Security (excluding DTL)</b>	<b>\$2.39</b>	<b>\$2.23</b>	<b>7%</b>
Gearing <sup>1</sup>	21%	26%	
<b>Debt Facility</b>			
Expiry	December 26	December 26	
Drawn Margin	200bps	200bps	
Limit (inc. multi option / guarantee facility)	\$210.0m	\$210.0m	\$0.0m
Undrawn/Unused	\$65.0m	\$42.8m	\$22.2m
Loan to Value Ratio (LTV – covenant 55%) <sup>2</sup>	29%	34%	
Interest Cover Ratio (ICR – covenant 2.0x) <sup>2</sup>	4.0x	3.7x	
<b>BBSW Interest Rate Hedges</b>			
Expiry	April 2025	April 2025	
Amount	\$70.0m	\$70.0m	\$0.0m
Rate	2.04%	2.04%	
Expiry <sup>2</sup>	September 2027		
Amount	\$80.0m		\$80.0m
Rate	3.67%		

Conservative gearing of 21% - well below Aspen's long-term target of 30-40%

Not all asset and property value is currently included in the debt facility collateral pool which increases LTV ratio v. gearing

Healthy ICR of 4.0x – double covenant of 2.0x

Currently higher than usual interest rate hedging - \$70m rolls off in April 2025

Interest was being capitalised on \$20.4m of debt at 31 December 2024:

- \$8.5m on residential land projects – capitalised interest adds to project COGS and is expensed as land is sold
- \$4.1m on Viveash residential refurbishment project – interest will cease being capitalised once the property is leased in 2H
- \$7.8m on Lifestyle projects

1. Gearing = Financial Debt minus Cash / Total Assets minus Cash minus Retirement Village Resident Loan Obligations & Deferred Revenue 2. As defined under Aspen's debt facility.

## Appendix 2

### Property Portfolio

# Aspen is Helping Solve Australia's Housing Problems



## Creating competitively priced housing through disciplined acquisition and development processes

- upcycling older buildings which are often unlivable
- building new homes at relatively low cost



## Looking after our Customers



- on-site management, services and community spaces to foster a diverse and inclusive culture so that our customers have a sense of home and meaningful connections to the community

## Community Engagement

- supporting over 10 sporting groups, schools, clubs



## Saving Resources

- actively renovating and upcycling old buildings including heritage
- smaller dwellings which use less resources to construct and operate
  - solar installations, metering, converting to electricity, upgrading infrastructure



## Indigenous Programs



- working with local indigenous groups to ensure cultural integrity and to maintain heritage items



## Aspen Social

- supporting CHPs and NFPs including Red Cross and The Salvation Army by providing housing at discounted rents

## Diversity & Inclusion



- internship program with Uni SA

## Governance and Alignment

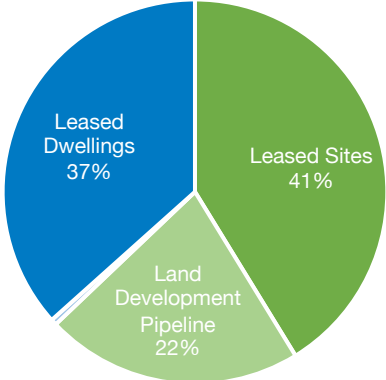


- Aspen's Board is majority independent and all NEDs own APZ stock
- CEOs own 8% of APZ stock and about half their remuneration is contingent on NAV / stock performance

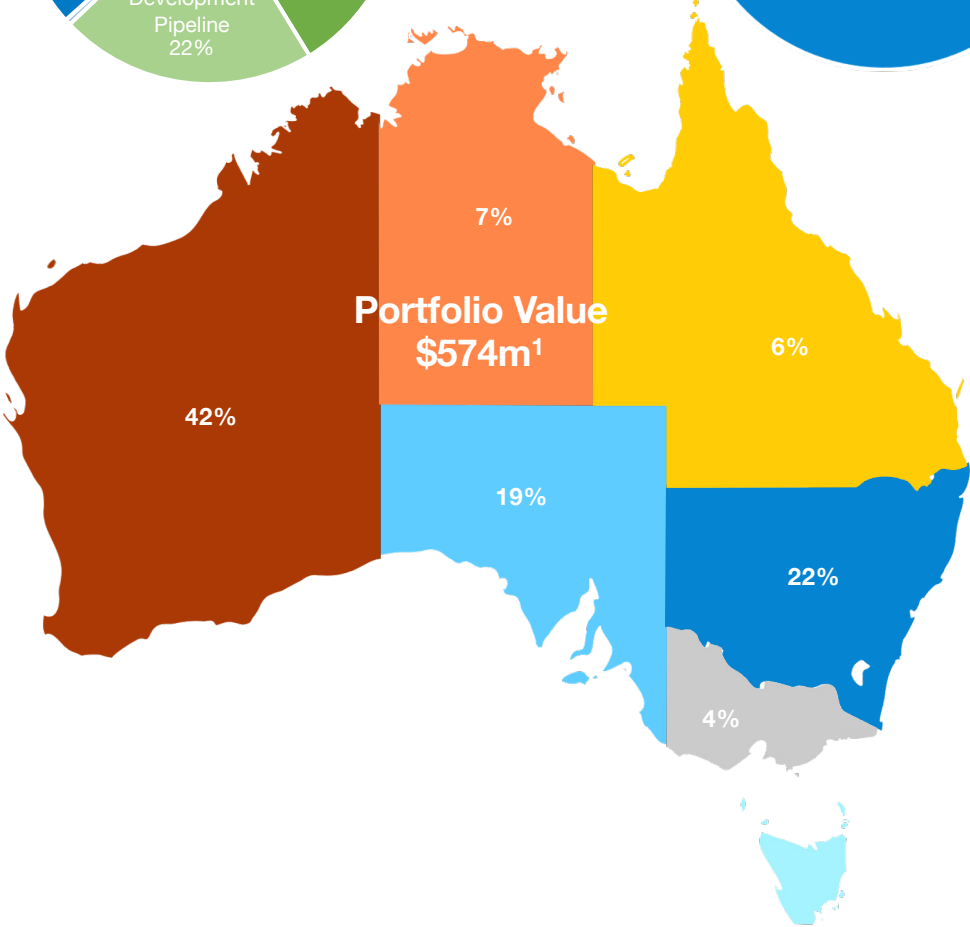
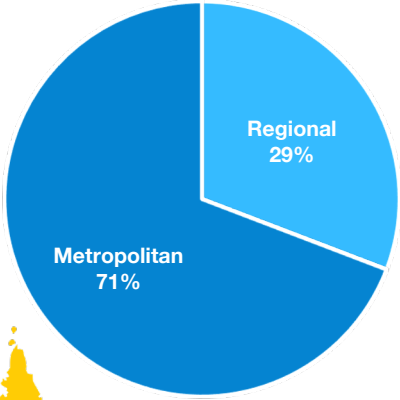
# Portfolio Summary

Portfolio Aggregates	Total
Rental Pool Dwellings/Sites #	3,995
<i>Dwellings (inc. under refurbishment)</i>	1,892
<i>Land Sites</i>	2,103
Approved Development Pipeline #	1,104
Total Approved Dwellings/Sites #	5,099
Land Area (Hectares)	230
Dwellings/Sites per Hectare	22
Book Value (\$m)	\$574
<i>Per Hectare (\$m)</i>	\$2.5
<i>Per Approved Dwelling/Site</i>	\$113k
Valuation WACR	6.8%

Total Dwellings/Sites – Operating v. Development<sup>2</sup>



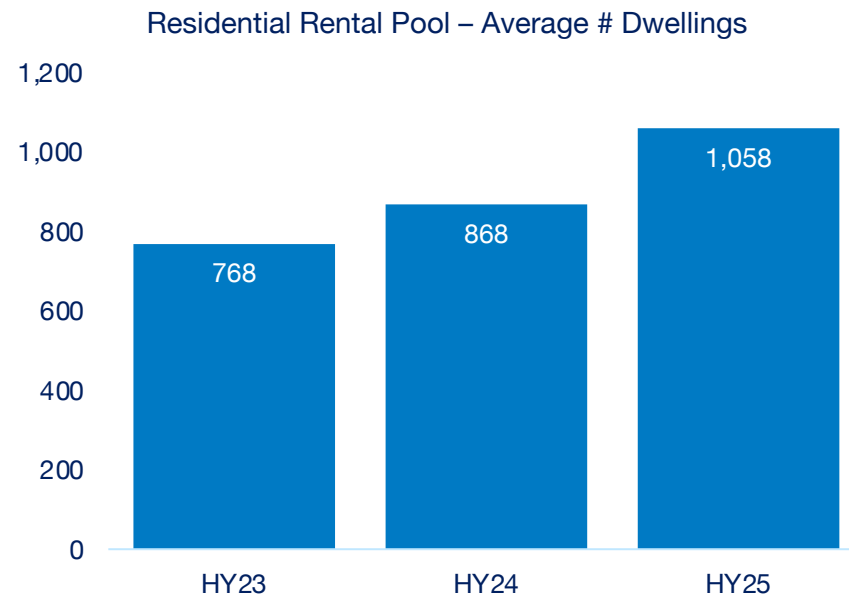
Location<sup>1</sup>



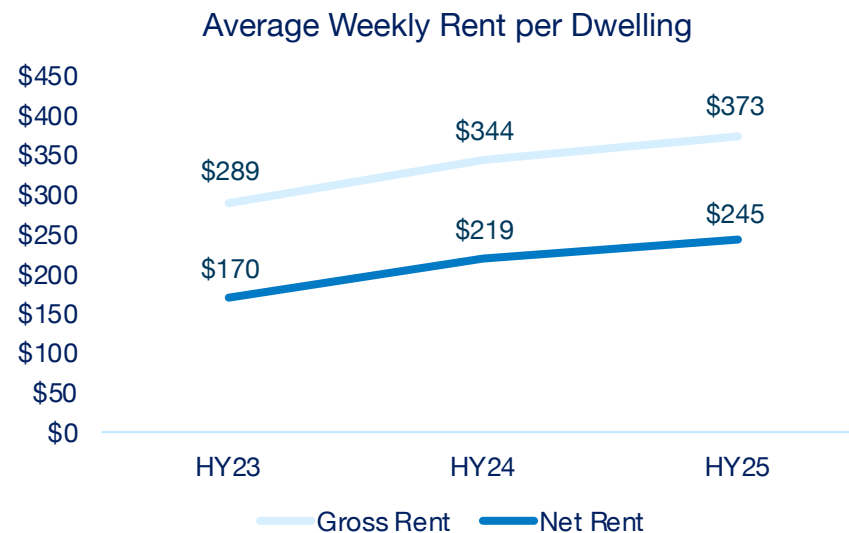
1. Location weighted by book value  
 2. Mix weighted by # of dwellings and sites

# Residential Overview

\$m unless stated	Residential		
	HY25	FY24	Change
# Dwellings (close)	1,083	1,065	2%
<i>Rental Pool</i>	1,059	1,065	-1%
<i>Refurbishment Pipeline</i>	24	0	n/a
<b>Total Book Value</b>	<b>\$268</b>	<b>\$261</b>	<b>3%</b>
<i>Per dwelling</i>	\$247k	\$245k	1%
<i>WACR</i>	5.0%	5.2%	-20bps
	HY25	HY24	Change
<b>Total Rent Revenue</b>	<b>\$10.27</b>	<b>\$7.76</b>	<b>32%</b>
<i>Per dwelling per week</i>	\$373	\$344	9%
<b>Total Net Rental Income</b>	<b>\$6.73</b>	<b>\$4.94</b>	<b>36%</b>
<i>Margin</i>	66%	64%	2ppt



- ✓ Aspen is well positioned in the strongest growth markets - Perth and Brisbane metro and lower rent points
- ✓ All of Aspen's retained properties generated higher NRI in HY25 compared to pcp including CoVE Upper Mount Gravatt which was negatively impacted by sudden changes to foreign student visa requirements (estimated NRI impact of ~\$0.3m)
- ✓ 14 Burleigh Heads and 6 Perth houses were sold in HY25 at ~3% net yield and were vacant for some of the period in preparation for sale
- ✓ Expect higher NRI in 2H with more dwellings in the rental pool and current market rents are generally above passing rents



# Residential Properties



	Residential <sup>1</sup>									
	WA			NSW		QLD		VIC	SA	
	Perth Apartment Portfolio	Perth House Portfolio	Viveash	Lindfield Apartments	Cooks Hill	Uniresort	Burleigh Heads	Burwood	Normanville	Total Residential
Region	Perth Metro	Perth Metro	Perth Metro	Sydney Metro	Newcastle Metro	Brisbane Metro	Gold Coast Metro	Melbourne Metro	Fleurieu Peninsula	
Land Ownership	Freehold	Freehold	Freehold	Freehold	Freehold	Freehold	Strata	Strata	Freehold	
Resident Tenure	Rental	Rental	Rental	Rental	Rental	Rental	Rental	Rental	Rental	
<b>Total Land Area (HA)</b>	<b>4.5</b>	<b>0.8</b>	<b>0.9</b>	<b>0.68</b>	<b>0.19</b>	<b>1.2</b>	<b>N/A</b>	<b>N/A</b>	<b>10.6</b>	<b>18.9</b>
Operational Sites	509	32	12	59	50	308	4	84	1	1,059
Pipeline - Refurbishment Dwellings	0	0	24	0	0	0	0	0	0	24
Pipeline - Undeveloped Sites	0	0	0	0	0	0	0	0	0	0
<b>Total Approved Sites<sup>2</sup></b>	<b>509</b>	<b>32</b>	<b>36</b>	<b>59</b>	<b>50</b>	<b>308</b>	<b>4</b>	<b>84</b>	<b>1</b>	<b>1,083</b>
- per Ha	113	40	40	86	263	256	NA	NA	0	57
Owned Dwelling Inventory <sup>3</sup>	509	32	36	59	50	308	4	84	1	1,083
- per Approved Site	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
<b>Book Value<sup>4</sup> (\$m)</b>	<b>\$169.5</b>	<b>\$13.5</b>	<b>\$4.1</b>	<b>\$20.7</b>	<b>\$13.2</b>	<b>\$29.6</b>	<b>\$3.8</b>	<b>\$10.9</b>	<b>\$2.7</b>	<b>\$268.0</b>
Valuation Cap Rate	4.83%	4.45%	N/A	4.13%	5.00%	6.50%	2.89%	7.75%	N/A	5.04%
Value Per HA (\$m)	\$37.5	\$16.8	\$4.5	\$30.3	\$69.5	\$24.6	N/A	N/A	\$0.3	\$14.2
Value Per Approved Site	\$333k	\$422k	\$113k	\$351k	\$264k	\$96k	\$946k	\$130k	\$2.7m	\$247k

1. The Ridge, Mount Barker and Coorong Quays residential land projects are classified as development inventory on the balance sheet (not investment property) and are therefore not included in this table

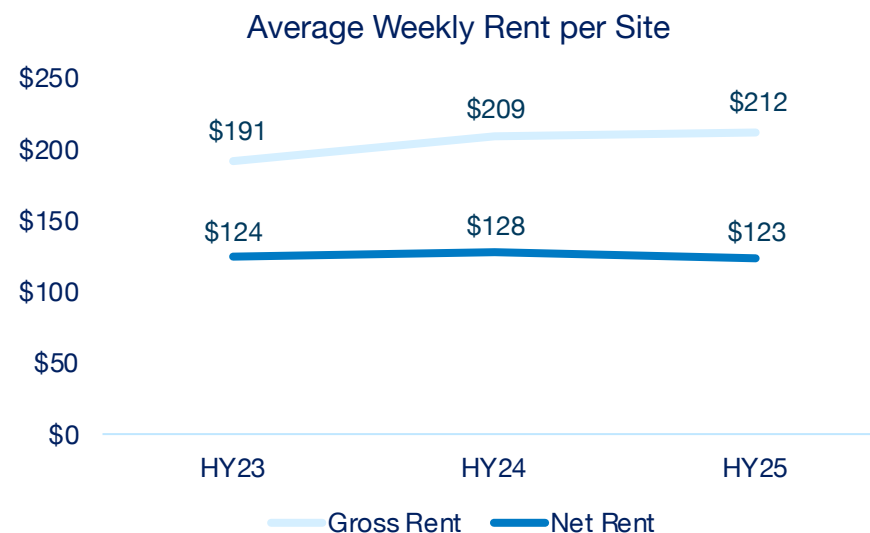
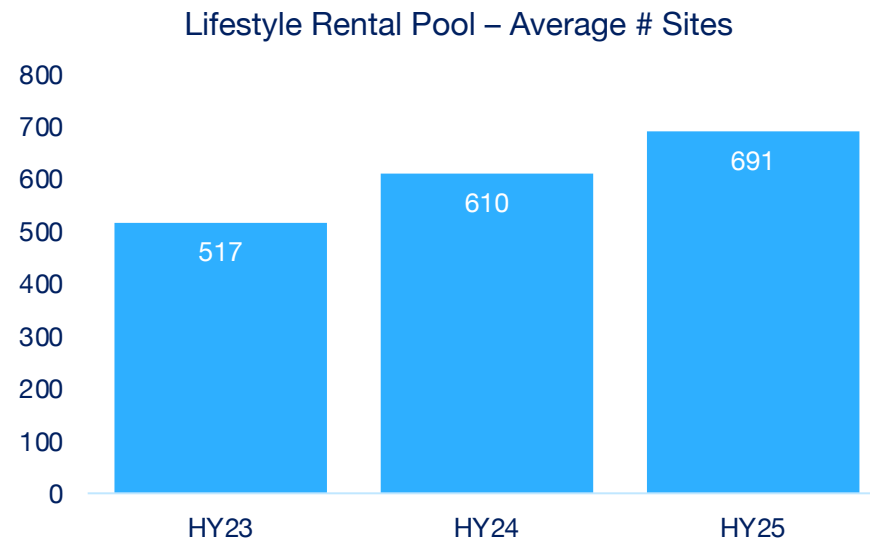
2. Approved Sites is the total number of dwellings / sites currently permitted on the property under title, licence or other conditions

3. Owned Dwelling Inventory are houses, apartments, cabins, vans, commercial/retail space etc. that Aspen owns that can be sold or leased on short to long term basis to customers

4. Property values are a mixture of Directors' and external valuations - refer to the financial report for additional information on valuations

# Lifestyle Overview

\$m unless stated	Lifestyle		
	HY25	FY24	Change
<b># Sites (close)</b>	<b>1,309</b>	<b>1,308</b>	<b>0%</b>
<i>Rental Pool</i>	703	674	4%
<i>Development Pipeline</i>	606	634	-4%
<b>Total Book Value</b>	<b>\$103</b>	<b>\$92</b>	<b>12%</b>
<i>Per site</i>	\$78k	\$70k	11%
<i>WACR</i>	6.1%	6.2%	-10 bps
	HY25	HY24	Change
<b>Total Rent Revenue</b>	<b>\$3.80</b>	<b>\$3.31</b>	<b>15%</b>
<i>Average per site per week</i>	\$212	\$209	1%
<b>Total Net Rental Income</b>	<b>\$2.22</b>	<b>\$2.02</b>	<b>9%</b>
<i>Margin</i>	58%	61%	(3ppt)



- ✓ Lifestyle development and sales have increased significantly - expected to add >10% per annum to the rental pool going forward
- ✓ Our new house prices are well below local median house prices – customers can remain in their local area, enjoy the benefits of a managed community, and free up capital
- ✓ Average current land rent is well below the CRA cap which supports sale of new houses and development profits, and future rental growth
- ✓ Average net rent and NOI margin impacted by two acquisitions in repositioning phase, Sierra and Meadowbrooke – stabilised properties achieving ~65% margin

	Lifestyle								
	NSW		WA			VIC	SA		
	Four Lanterns	Sweetwater Grove	Mandurah Gardens	Meadowbrooke	Sierra	Wodonga Gardens	Strathalbyn	Alexandrina Cove	Total Lifestyle
Region	Sydney Metro	Newcastle Region	South Coast	South Coast	Darling Range	Albury-Wodonga	Fleurieu	Fleurieu	
Land Ownership	Freehold	Freehold	Freehold	Freehold	Freehold	Freehold	Freehold	Freehold	
Resident Tenure	Land Lease	Land Lease / Rental	Land Lease	Land Lease	Land Lease / Rental	RV / Land Lease	RV / Land Lease	RV / Land Lease	
<b>Total Land Area (HA)</b>	3.9	6.0 <sup>1</sup>	6.8	9.1	39.0	8.8	3.7	8.5	<b>85.7</b>
Operational Sites	132	151	158	26	62	74	47	53	<b>703</b>
Pipeline - Refurbishment Dwellings	0	0	0	0	1	0	0	0	1
Pipeline - Undeveloped Sites	2	53	0	158	142	111	33	106	605
<b>Total Approved Sites<sup>2</sup></b>	<b>134</b>	<b>204</b>	<b>158</b>	<b>184</b>	<b>205</b>	<b>185</b>	<b>80</b>	<b>159</b>	<b>1,309</b>
- per Ha	34	34	23	20	5	21	22	19	15
Owned Dwelling Inventory <sup>3</sup>	1	24	0	4	27	62	26	17	161
- per Approved Site	1%	12%	0%	2%	13%	34%	33%	11%	12%
<b>Book Value<sup>4</sup> (\$m)</b>	<b>\$20.5</b>	<b>\$24.1</b>	<b>\$19.4</b>	<b>\$4.7</b>	<b>\$8.1</b>	<b>\$10.7</b>	<b>\$5.1</b>	<b>\$10.1</b>	<b>\$102.7</b>
Valuation Cap Rate	5.13%	6.25%	6.00%	N/A	7.75%	6.25% <sup>5</sup>	6.25% <sup>5</sup>	6.25% <sup>5</sup>	6.09%
Value Per HA (\$m)	\$5.2	\$4.0	\$2.9	\$0.5	\$0.2	\$1.2	\$1.4	\$1.2	\$1.2
Value Per Approved Site	\$153k	\$118k	\$123k	\$26k	\$39k	\$58k	\$64k	\$64k	\$78k

1. Sweetwater Grove land area excludes "Environmental Conservation" land that is not currently approved for development

2. Approved Sites is the total number of dwellings / sites currently permitted on the property under title, licence or other conditions

3. Owned Dwelling Inventory are houses, apartments, cabins, vans, commercial/retail space etc. that Aspen owns that can be sold or leased on short to long term basis to customers (excluding display and development homes inventory)

4. Property values are a mixture of Directors' and external valuations – please refer to the financial report for additional information on valuations. Note for Wodonga Gardens, 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)

5. Capitalisation rates for Wodonga Gardens, 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)

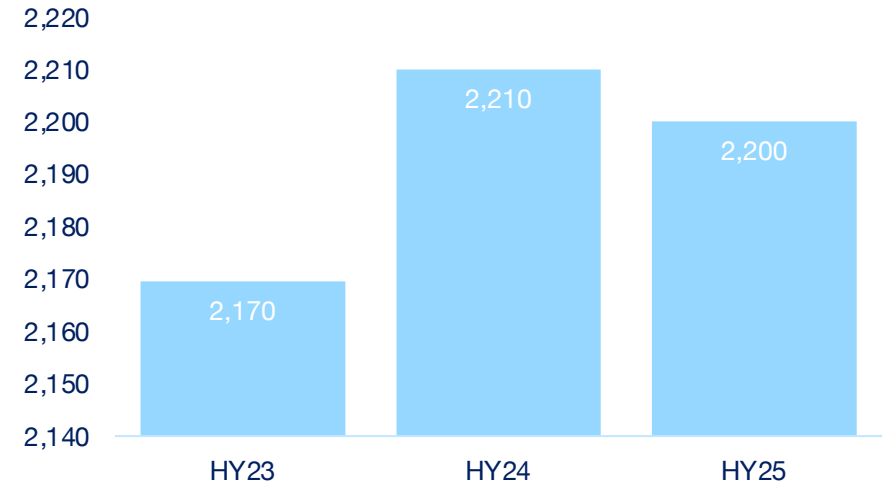
# Park Overview

\$m unless stated

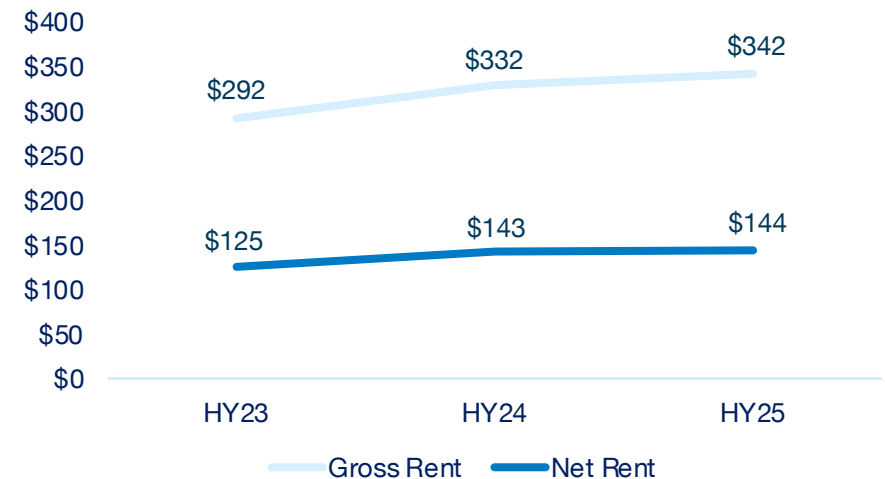
	Park Communities		
	HY25	FY24	Change
# Dwellings / Sites (close)	<b>2,448</b>	<b>2,458</b>	<b>0%</b>
<i>Rental Pool</i>	2,208	2,217	0%
<i>Development Pipeline</i>	240	241	0%
<b>Total Book Value</b>	<b>\$189</b>	<b>\$186</b>	<b>2%</b>
<i>Per dwelling/site</i>	\$77k	\$76k	1%
<i>WACR</i>	9.6%	9.3%	30bps
	HY25	HY24	Change
<b>Total Rent Revenue</b>	\$19.56	\$19.07	3%
<i>Per dwelling/site per week</i>	\$342	\$332	3%
<b>Total Net Rental Income</b>	<b>\$8.24</b>	<b>\$8.20</b>	<b>0%</b>
<i>Margin</i>	42%	43%	(1ppt)

- ✓ NOI maximised through dynamic yield management – mix of rental rate, lease term, occupancy rate and variable costs
- ✓ Slight reduction in Rental Pool as sites taken offline at Highway 1 for new Lifestyle development which is expected to be highly profitable
- ✓ Underpinned by relatively high component of long-term leases over land (annuals, “permanents”, lifetime), but short stay is mixed in the weaker economic environment:
  - Tourist demand flat
  - Project disruptions for corporate customers at Darwin and Highway 1 impacted NRI by an estimated ~\$0.7m
- ✓ Portfolio value increased despite 30bps increase in assumed WACR

Parks Rental Pool – Average # Dwellings



Average Weekly Rent per Site



	Parks								
	NSW			SA			NT	WA	
	Barlings Beach	Koala Shores	Tween Waters	Highway One	Adelaide CP	Coorong Quays	Darwin FSR	Aspen Karratha	Total Parks
Region	South Coast	Central Coast	South Coast	Adelaide Metro	Adelaide Metro	Fleurieu	Darwin Metro	Pilbara	
Land Ownership	Freehold	Free/Leasehold	Freehold	Freehold	Freehold	Freehold	Freehold	Freehold	
Resident Tenure	Mixed	Short Stay	Short Stay	Mixed	Short Stay	Mixed	Short Stay	Short Stay	
<b>Total Land Area (HA)</b>	8.8	5.1	3.0	21.4	1.4	42.5	10.8	2.9	<b>95.9</b>
Operational Sites	259	144	148	282	87	655	453	180	2,208
Pipeline – Refurbishment Dwellings	0	0	0	0	0	0	0	0	0
Pipeline - Undeveloped Sites	0	0	0	40	0	200	0	0	240
<b>Total Approved Sites<sup>1</sup></b>	259	144	148	322	87	855	453	180	<b>2,448</b>
- per Ha	30	28	50	15	61	20	42	62	26
Owned Dwelling Inventory <sup>2</sup>	31	37	83	109	47	13	148	180	648
- per Approved Site	12%	26%	56%	34%	54%	2%	33%	100%	26%
<b>Book Value (\$m)<sup>3</sup></b>	\$22.6	\$13.7	\$14.9	\$41.3	\$20.9	\$13.2	\$40	\$22.5	<b>\$189.2</b>
Valuation Cap Rate	7.50%	8.57%	8.25%	8.25%	7.00%	8.57%	8.75%	20.00%	9.57%
Value Per HA (\$m)	\$2.3	\$2.7	\$5.0	\$1.93	\$14.8	\$0.3	\$3.7	\$7.7	\$2.0
Value Per Approved Site	\$87k	\$95k	\$101k	\$128k	\$240k	\$15k	\$88k	\$125k	\$77k

1. Approved Sites is the total number of sites currently permitted on the property under title, licence or other conditions

2. Owned Dwelling Inventory are houses, apartments, cabins, vans, 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 the financial report for additional information on valuations

# Residential Land Development



	Residential Land Development Inventory			
		SA	SA	
	Investment Property	Mount Barker	CQ Residential	Total Residential Land Development
Region		Adelaide Hills	Fleurieu	
Land Ownership		Freehold	Freehold	
<b>Total Land Area (HA)</b>	<b>200</b>	<b>7.2</b>	<b>22.7</b>	<b>29.9</b>
Rental Pool Dwellings & Sites	3,970	-	-	-
Pipeline – Refurbishment Dwellings	25	-	-	-
Pipeline - Undeveloped Sites	845	79	180	259
<b>Total Approved Sites</b>	<b>4,840</b>	<b>79</b>	<b>180</b>	<b>259</b>
- per Ha	24	11	8	9
Owned Dwelling Inventory	1,892	N/A	N/A	N/A
- per Approved Site	39%	N/A	N/A	N/A
<b>Book Value (\$m)</b>	<b>\$560</b>	<b>\$4.5</b>	<b>\$9.8</b>	<b>\$14.3</b>
Valuation Cap Rate	6.8%			
Value Per HA (\$m)	\$2.8	\$0.62	\$0.43	\$0.48
Value Per Approved Site	\$116k	\$56k	\$55k	\$55k

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