

7 April 2025

Immediate release to the ASX

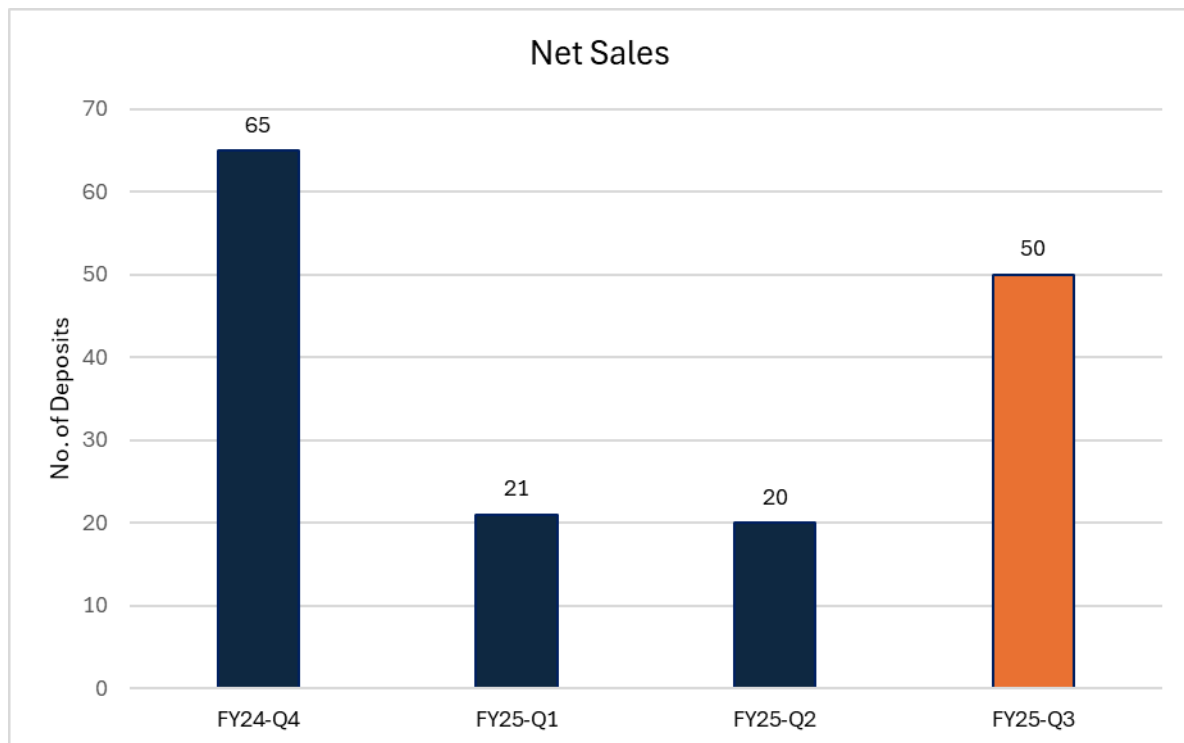
Q3-FY25 Trading Results, Strategic Priorities, & Pipeline Update

Lifestyle Communities Limited (ASX: LIC) provides the following trading update for the quarter ended 31 March 2025.

The operating environment remains challenging. While results for the March quarter highlight ongoing headwinds across the residential property market in Victoria, we had line of sight of this in our February market update and are progressing well with the execution of our stated strategy.

Trading Results

	FY24-Q4	FY25-Q1	FY25-Q2	FY25-Q3
Leads	3,344	2,606	993	1,234
Appointments	659	349	184	266
Gross Sales	133	73	37	71
Cancellations	68	52	17	21
Net Sales	65	21	20	50



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Chief Executive Officer, Mr Henry Ruiz, said “After a challenging period following adverse media coverage in July 2024 and a continuing soft residential market in Victoria, we are encouraged by the directional improvement in the sales rate in Q3 of FY25. I was well briefed on the situation prior to joining the business and have been pleased with the focus of the team and the progress being made, albeit below historical levels. We expect Q4 sales rates to remain subdued impacted by seasonality, the Easter holiday period, and the upcoming federal election.

“The business has a clear and well-defined strategic direction that I wholeheartedly endorse. I will continue to work closely with our teams and stakeholders to enhance this strategy, ensuring it remains agile and aligned with our long-term vision.”

Trading Results

The following update is provided on strategic priorities which were announced as part of the 1HFY25 reporting suite:

- **Inventory** – Targeted selling in FY25-Q3 has resulted in a positive movement in inventory balances as follows:
 - At the end of March, we are carrying 242 unsold inventory homes compared to an optimal range based on projects currently in market of 113-148 homes. This is down from 269 reported at 31 December 24, and represents a 22.3% reduction in the number of excess inventory homes completed and not sold.
 - At the end of March, there are 59 unsold homes currently under construction. This represents a 34.4% reduction compared to the 90 that were under construction at 31 December 2024.
- **Land Sales** – We are well-advanced in our goal of releasing \$80m to \$100m from land sales.
 - The contractual right to exit the Warragul contract has been executed. \$18.75 million will be returned to Lifestyle Communities by 31 December 2025.
 - Indicative non-binding offers have been received on two sites. We have signed a heads of agreement (HOA), and due diligence is continuing.
 - Discussions are continuing with several parties on further land sale opportunities.
 - We remain confident of achieving our \$80m to \$100m target which will be used to pay down debt in the short term.

The status of the sales pipeline for the current financial year to 31 March 2025 is as follows:

- 190 new home settlements completed.
- A total of 279 new home sale deposits are in hand. Of these:
 - 122 homes will be completed and available for settlement in FY25.
 - 53 of these customers have an unconditional contract on their own home and have indicated their intent to settle on their Lifestyle Communities home prior to 30 June 2025.
 - 66 of these customers are actively marketing their own homes for sale. Settlement with Lifestyle Communities will be subject to the timing of the sale of their existing home.
 - 157 homes will be completed and available for settlement in FY26 and beyond

Mr Ruiz continued “We are pleased with the progress made on our strategic priorities and are equally cognisant of the need to continue to navigate the near-term market challenges. We are encouraged by the gradual recovery in our sales rate and remain confident that the fundamental drivers of demand by homeowners seeking to downsize for lifestyle and financial reasons remains strong; underpinning our confidence in the long-term outlook for the business.”

Authorised for release by the Board.

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About Lifestyle Communities®

Based in Melbourne, Victoria, Lifestyle Communities® develops, owns and manages affordable independent living residential land lease communities. Lifestyle Communities® has thirty-two residential land lease communities under contract, in planning, in development, or under management. Over 5,500 Victorians call Lifestyle Communities their home.

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