



# Annual Shareholders Meeting

3 August 2023

# Board of Directors



**Brien Cree**  
Executive Chair



**Duncan Cook**  
Executive Director



**Bret Jackson**  
Independent Director



**Mary Gardiner**  
Independent Director



**Hamish Stevens**  
Independent Director

# At a Glance

## Our Purpose

To be New Zealand’s leading provider of healthcare services, enabling our residents to age in place and to deliver returns to shareholders through capital growth and tax-paid distributions.

## Our Team

1,750+ employees, led by a management team with strong aged care credentials.

Founder Brien Cree, remains committed to the business and is an Executive Chairman focused on driving Radius Care’s growth.

Recent appointment of Andrew Peskett as CEO, Wendy Jenkins as CFO and Richard Callander as COO, brings further leadership and operational expertise to our management team.

## Our Operations

We operate 24 aged care facilities across New Zealand, comprising 1,880+ care beds. Radius Care owns 13 of these facilities and leases 11.

Radius Care also owns and operates four retirement villages comprising 148 units.

## Our Strategy

Since listing on the NZX in December 2020, we have been executing our growth strategy.

We’ve acquired two other aged care facilities and two small retirement villages.

We’ve purchased eight of our leased properties.

We are also optimising our existing portfolio through increased premium charging and rolling out Occupation Right Agreements on care suites at selected development sites.

## Our Focus

Our aged care offering is focused on the high acuity and specialist care segment of the market.

This segment has the strongest expected demand growth.

Radius Care has the highest per Care Bed EBITDAR margins across the industry, as well as strong barriers to entry.



# 2023 ASM Agenda

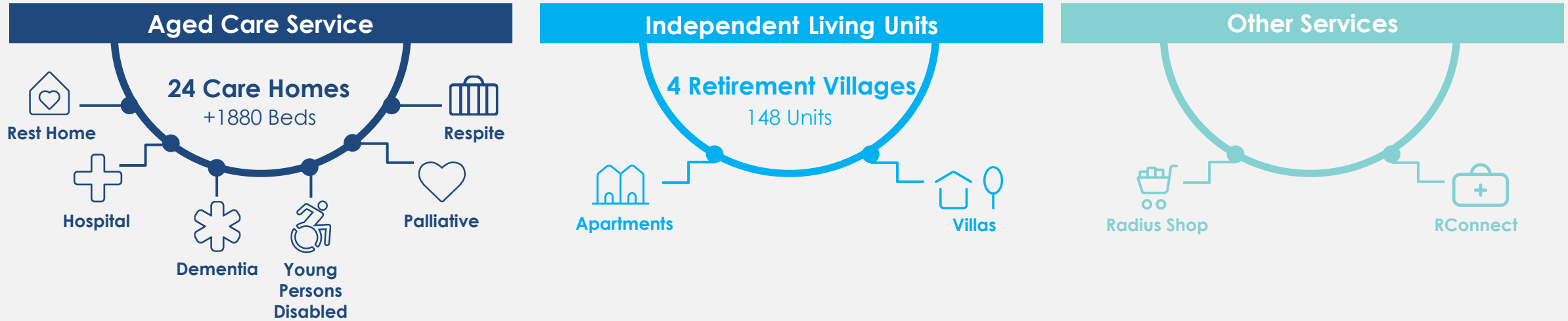
- 1 Strategy Overview** Brien Cree, Executive Chair
- 2 Business Update** Andrew Peskett, Chief Executive Officer
- 3 Q&A Opportunity**
- 4 Resolutions and Voting**
- 5 General Business**



# Strategy and growth plan overview

# We Care About Care

Supporting our senior community through a diverse and growing offering.



# Strategy Update

Since listing Radius has demonstrated successful execution against its core strategic pillars.



Acquisition of strategically important facilities operated by Radius Care.

Greater control over strategic sites, allowing value enhancing initiatives to be implemented.

- ✓ Acquired four Ohaupo Properties (settled 5 August 2021).
- ✓ Acquired four UCG Properties (settled 6 May 2022).



Opportunistic value accretive acquisitions.

Grow the portfolio organically by taking advantage of a higher fragmented market.

- ✓ Acquisition of Clare House (settled 1 November 2021).
- ✓ Acquisition of Matamata Country Lodge (settled 29 September 2022).



Brownfield developments.

Add value to the portfolio while expanding into new products like care suites while reducing execution risk.

- ✓ Completed Thornleigh Park 24 bed extension on budget.
- ✓ Brownfield potential identified at owned sites comprising six care beds, 169 care suites and 18 independent living units.



Greenfield developments.

Selective development of new villages aligned with Radius Care's focus on care.

- ✓ Further work undertaken to prepare for Northwood village development in Belfast, Christchurch likely to commence in FY25.

Acquisition of strategically important operated sites

# Eight assets acquired in two years





# Opportunistic Acquisitions

## Matamata Country Lodge



81 care beds



46 retirement  
village units



18 villa development  
pipeline



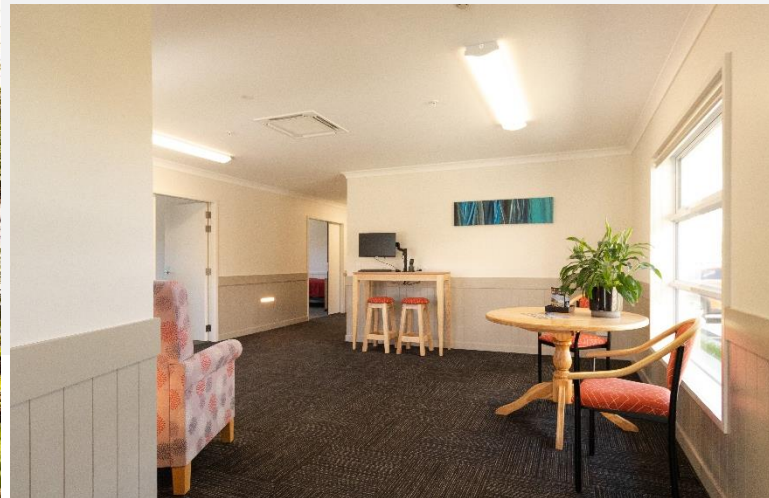
# Development Completed Thornleigh Park



24 care beds



Opened and being  
occupied in FY24



# Senior Management Team

**Sam Carey**  
GM, Sales,  
Marketing & Retail  
OCTOBER 2011

**Wendy Jenkins**  
CFO  
JULY 2022

**Andrew Peskett**  
CEO  
FEBRUARY 2022

**Gared Thomas**  
GM, Property  
Development  
MAY 2019

**Richard Callander**  
COO  
AUGUST 2022

**Trish Evers**  
GM, People  
JULY 2017



# Business Update

Andrew Peskett, CEO



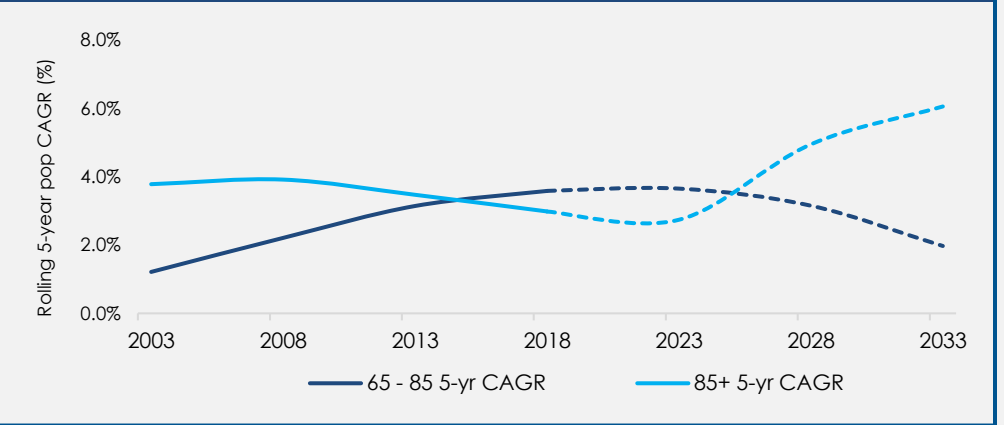
# Our Exceptional People



# Strong Market Demand



## Demand underpinned by population demographics



## Industry Comparisons

High occupancy with unique exposure towards high acuity care



OCCUPANCY AVERAGE

91.8%

Radius Care

85.7%

Industry



HIGH ACUITY BEDS

87%

Radius Care

58%

Industry

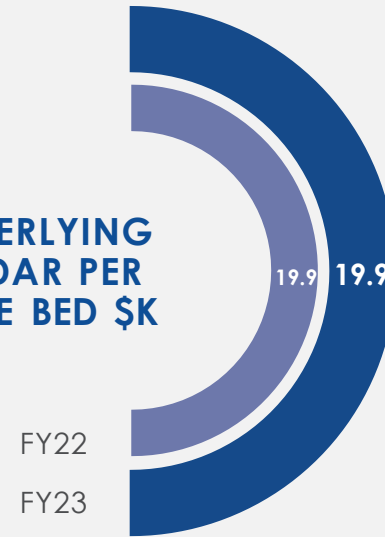
# FY23 Business Overview

Delivering portfolio growth and an expanded service offering across New Zealand.

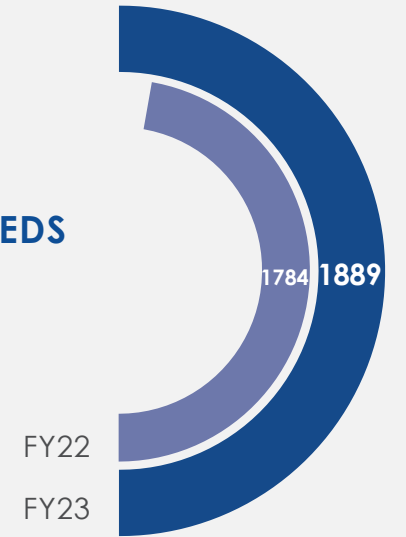
### UNDERLYING EBITDA \$M



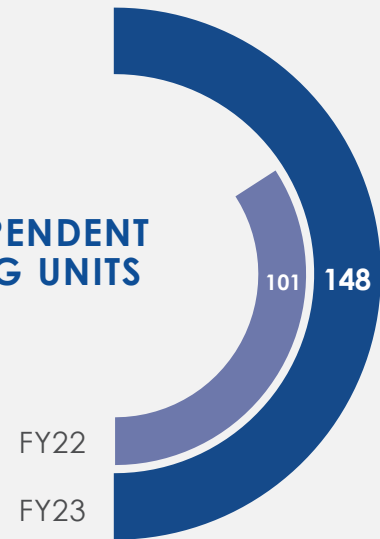
### UNDERLYING EBITDAR PER CARE BED \$K



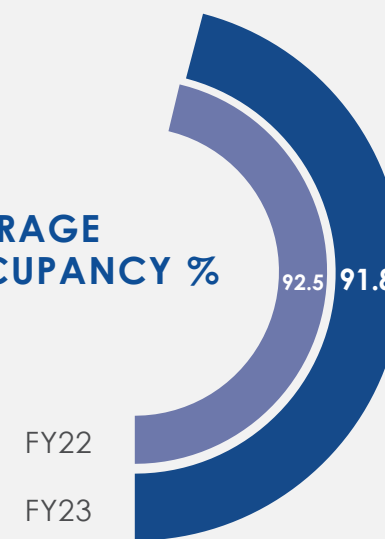
### CARE BEDS



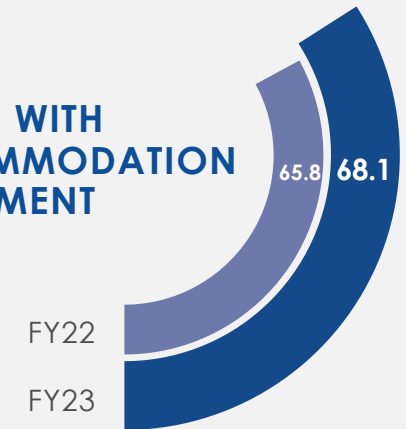
### INDEPENDENT LIVING UNITS



### AVERAGE OCCUPANCY %



### % BEDS WITH ACCOMMODATION SUPPLEMENT





## FY24 Outlook



Improved operating performance focused on continuing to drive market leading returns. Strong start to FY24 with first quarter underlying EBITDA significantly ahead of FY23.



Execution of a comprehensive business improvement program including streamlining operations.



Confirmation of an amendment to lending arrangements to remove equity raise requirement and refocus on non-core asset sales



Timing of selective developments to be assessed based on market conditions.





# Resolutions

## 1.

### AUDITOR REMUNERATION



That the directors be authorised to fix the fees and expenses of Baker Tilly Staples Rodway as auditor of Radius Care for the ensuing financial year.

## 2.

### DIRECTOR ELECTION



That Mary Gardiner be re-elected as a Director of Radius Care

# Resolutions

3.

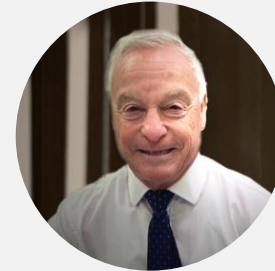
## DIRECTOR ELECTION



That Hamish Stevens be re-elected as a Director of Radius Care

4.

## DIRECTOR ELECTION



That Tom Wilson be elected as a Director of Radius Care

# General Business



*Thank You*