



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.



1,880+
Care Beds



1,750+
Employees



92.7%
Care Beds



7.3%
ILUS

2023 ASM Agenda

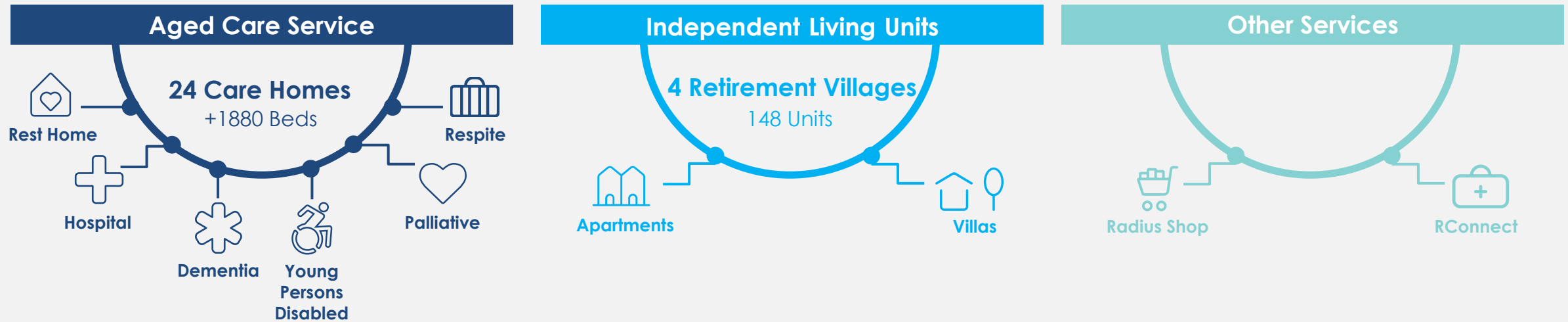
- 1 Strategy Overview** Brien Cree, Executive Chair
- 2 Business Update** Andrew Peskett, Chief Executive Officer
- 3 Q&A Opportunity**
- 4 Resolutions and Voting**
- 5 General Business**

A close-up photograph of a single, vibrant red rose in full bloom, positioned on the left side of the frame. The rose has many layers of petals, showing a gradient from deep red to a lighter pink at the edges. It is surrounded by dark green, serrated leaves. In the background, other roses and foliage are visible but blurred, creating a shallow depth of field. The overall scene is set outdoors, likely in a garden or park, with a soft, natural light.

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

Trish Evers
GM, People
JULY 2017

Richard Callander
COO
AUGUST 2022



Business Update

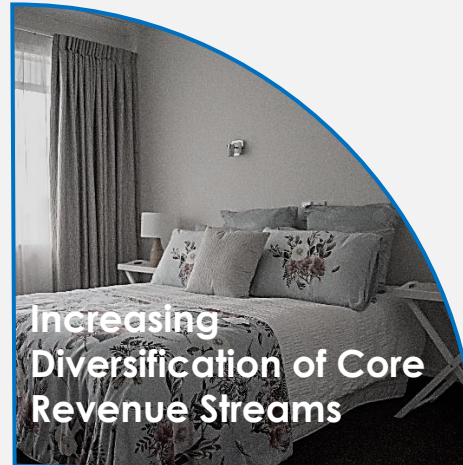
Andrew Peskett, CEO



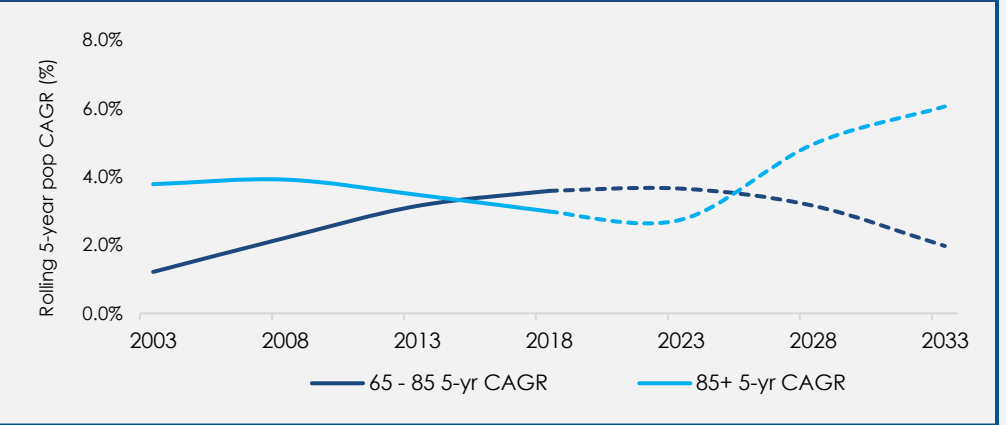
Our Exceptional People



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

FY22
FY23



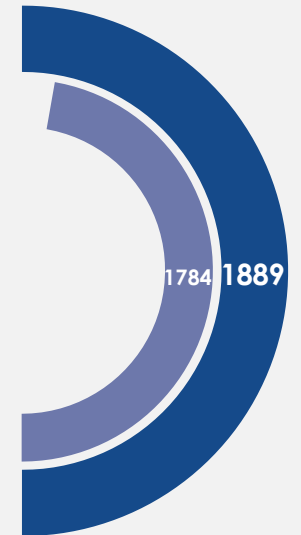
UNDERLYING EBITDAR PER CARE BED \$K

FY22
FY23



CARE BEDS

FY22
FY23



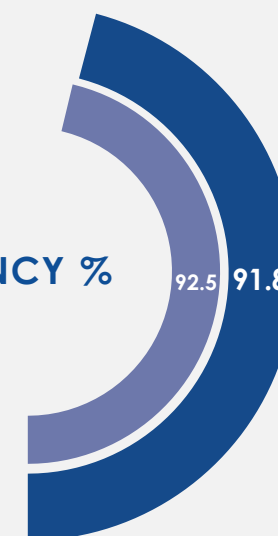
INDEPENDENT LIVING UNITS

FY22
FY23



AVERAGE OCCUPANCY %

FY22
FY23



% BEDS WITH ACCOMMODATION SUPPLEMENT

FY22
FY23





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.

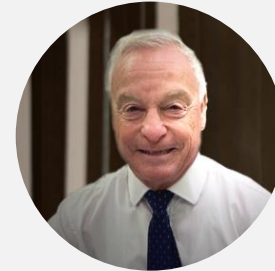
DIRECTOR ELECTION



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