



Annual Shareholders' Meeting

6 August 2024

Board of Directors



Brien Cree
Executive Chair
Founder



Duncan Cook
Executive Director



Mary Gardiner
Independent Director



Bret Jackson
Independent Director



Hamish Stevens
Independent Director



Tom Wilson
Independent Director

Senior Management Team



LEFT TO RIGHT

Jeremy Edmonds
Chief Financial Officer

Richard Callander
Chief Operations Officer

Andrew Peskett
Chief Executive Officer

Shereen Singh
General Manager, RConnect

Sam Carey
General Manager,
Sales, Marketing & Retail

Trish Evers
General Manager, People

Gared Thomas
General Manager,
Property & Development

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 Operations

23 aged care facilities across New Zealand, comprising 1,789 care beds.

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



Our Focus

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

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



Our Team

1,700+ employees, led by a management team with strong aged care credentials.

Founder and major shareholder, Brien Cree, remains committed to the business and is an Executive Chair focused on driving Radius Care's growth.



Our Strategy

- Grow Scale
- Diversify Revenue
- The Radius Way



1,789
Care Beds



1,700+
Employees



23
Care Homes



4
Villages

2024 ASM Agenda

No.1

Strategy Overview

Brien Cree, Executive Chair and Founder

No.2

Business Update

Andrew Peskett, Chief Executive Officer

No.3

Q&A Opportunity

No.4

Resolutions & Voting

No.5

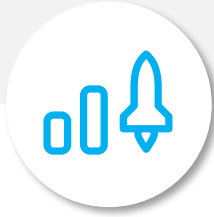
General Business





Strategy and growth plan overview

Strategy Update



Grow Scale

Targeted M&A
Brownfield development
Greenfield development



Diversify Revenue

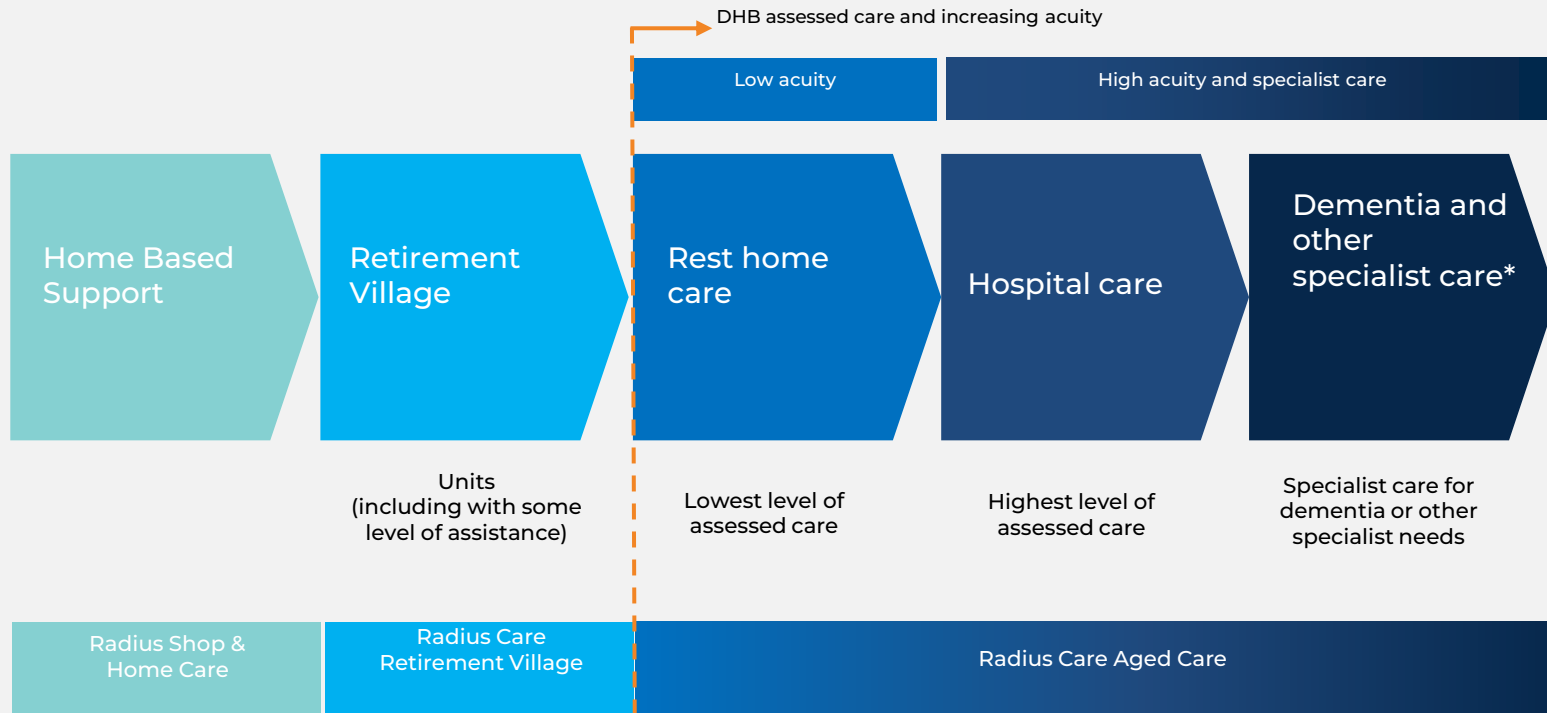
Grow RConnect
Expand Radius Shop's range
of products and services
Expand health services
beyond core aged care



The Radius Way

Develop the Radius Way as a
template for aged care
services
Continued focus on high
acuity care

The Radius Way



*Other specialist care includes psychogeriatric, physical and intellectual care.

Future growth to adjacent offerings

- Further expand RConnect to other service providers.
- Grow Radius Shop by expanding range of products and services.
- MoU signed with Senior Trust to provide leasehold care to retirement village operators.
- Opportunities to provide leasehold care for other aged care providers.
- Start development of Northwood Village in mid-2025.




FY24 Update

An outstanding year for Radius Care


\$24.7k
EBITDAR Per Occupied Bed


↓26.5%
Net debt has decreased from
\$100.1m to \$73.5m


0.70cps
Dividend declared in May 2024
Board targeting a return to previous cycle of
interim dividend paid in December and final
dividend paid in June.

Appointments

Executive Team appointments

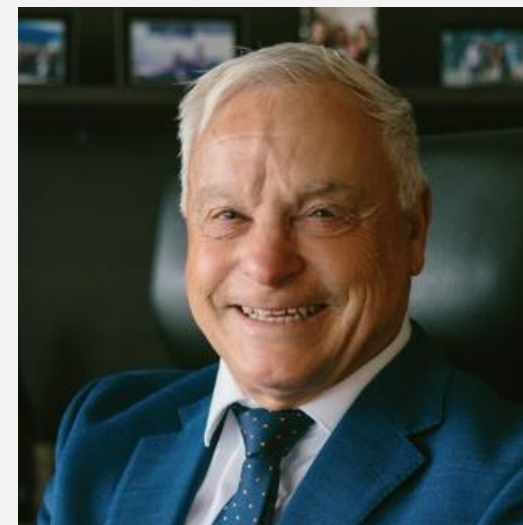


Jeremy Edmonds
Chief Financial Officer



Shereen Singh
General Manager, RConnect

Board appointment



Tom Wilson
Independent Director

Business Update

Andrew Peskett, CEO



Why Are We Different?

- Culture
- Portfolio
- Intellectual property
- Brand/reputation
- What we are not



Our People

100%

Full Nursing Staffing

74

Record Net Promoter Score
For Our Care Home
Managers

Employees are more engaged

60%

Regional & Care Home
Managers Have Been
Internally Promoted

29%

Company-Wide Staff
Turnover

Registered Nurse Turnover
below industry rate at 27%





Fishing trip with residents from Matua

Our People

90%

90% of new hires are pleased with their jobs.

12

The last 12 care home audits have achieved or been assessed as the maximum four-year certification.

100

Have trained over 100 registered nurses through a recently launched training programme for new Internationally Qualified Registered Nurses.

\$1,000

Employee long-service loyalty share scheme: \$1,000 per employee.

Outstanding FY24 Performance

Market-Leading Care Profitability

Underlying EBITDA¹

\$20.9M

+47% from \$14.2M

Net Debt

\$73.5M

-26.5% from \$100.1M

Underlying EBITDAR² Per Care Bed

\$24.7k

+24% from \$19.9K

Bed Mix

Improved mix of higher revenue hospital and specialist care residents.



Strategy Update



 **RConnect**

Expand aged care
nursing bureau
Private home care and
ACC



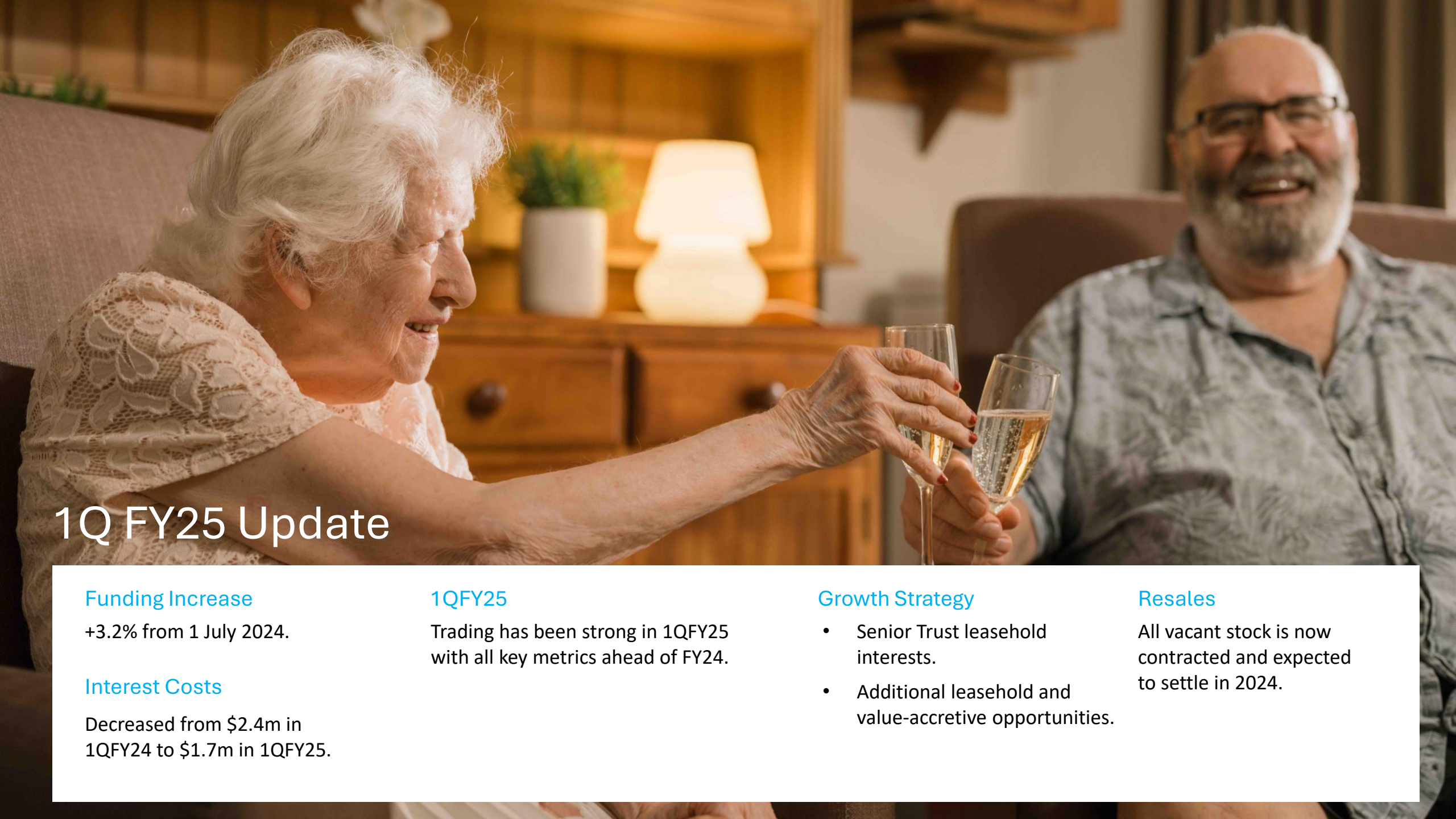
RadiusShop

Further growth by
expanding range of
products and services



 **SENIOR TRUST
CAPITAL**

Providing leasehold care
services



1Q FY25 Update

Funding Increase

+3.2% from 1 July 2024.

Interest Costs

Decreased from \$2.4m in 1QFY24 to \$1.7m in 1QFY25.

1QFY25

Trading has been strong in 1QFY25 with all key metrics ahead of FY24.

Growth Strategy

- Senior Trust leasehold interests.
- Additional leasehold and value-accretive opportunities.

Resales

All vacant stock is now contracted and expected to settle in 2024.

Q&A

Resolutions

No.1

Auditor's Remuneration

That the Directors are authorised to fix the remuneration of Baker Tilly Staples Rodway as auditor of Radius Care for the ensuing financial year.



No.2

Re-Election of Brien Cree

That Brien Cree, who, in accordance with the NZX Listing Rules, retires and is seeking re-election, be re-elected as a Director of Radius Care.



No.3

Re-Election of Duncan Cook

That Duncan Cook, who, in accordance with the NZX Listing Rules, retires and is seeking re-election, be re-elected as a Director of Radius Care.





General Business

Thank You

