radius care
Caring is our calling

Annual Shareholders Meeting

1 September 2022

Board of Directors

Brien Cree
Executive Chair

Duncan Cook
Executive Director

Bret Jackson
Independent Director

Mary Gardiner
Independent Director

Hamish Stevens
Independent Director

About Radius Care

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

We operate 23 aged care facilities across New Zealand, comprising 1,784 care beds. Radius Care owns 12 of these facilities and leases 11.

Radius Care also owns and operates three retirement villages comprising 101 units.

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 EBITDA margins across the industry, as well as strong barriers to entry.

Our Team

1,600+ employees, lead 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 CSO, brings further leadership and operational expertise to our management team.

Our Strategy

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

We've acquired one aged care facility and a small retirement village and entered into an agreement to purchase another.

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.

1,784
Care Beds

1,600+
Employees

1,700+
Residents

23
Care Facilities

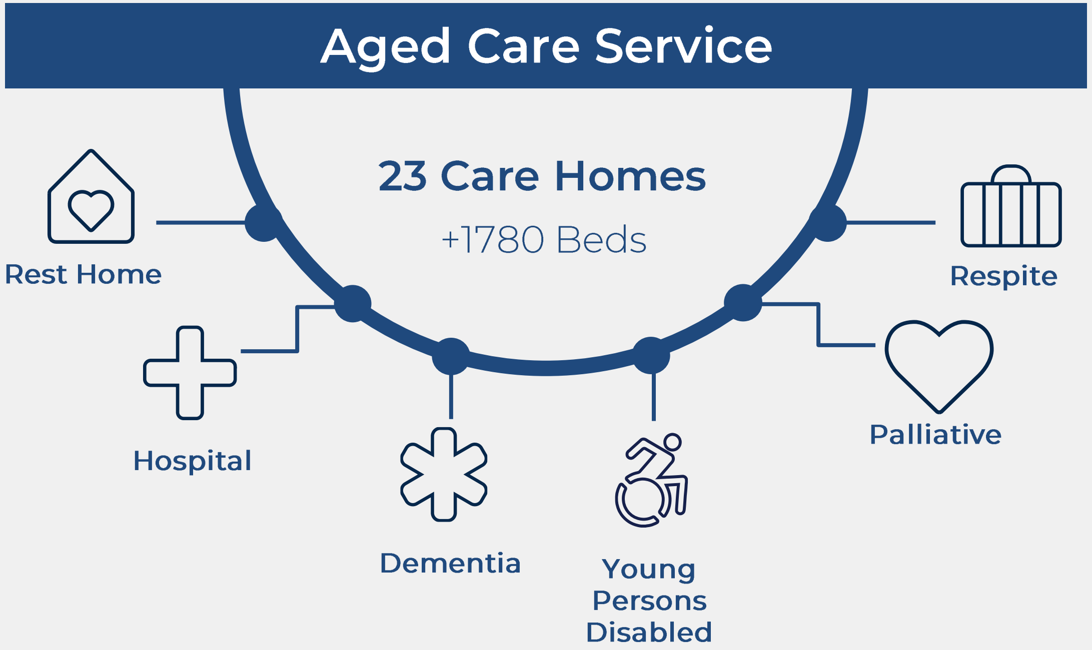
2022 ASM Agenda

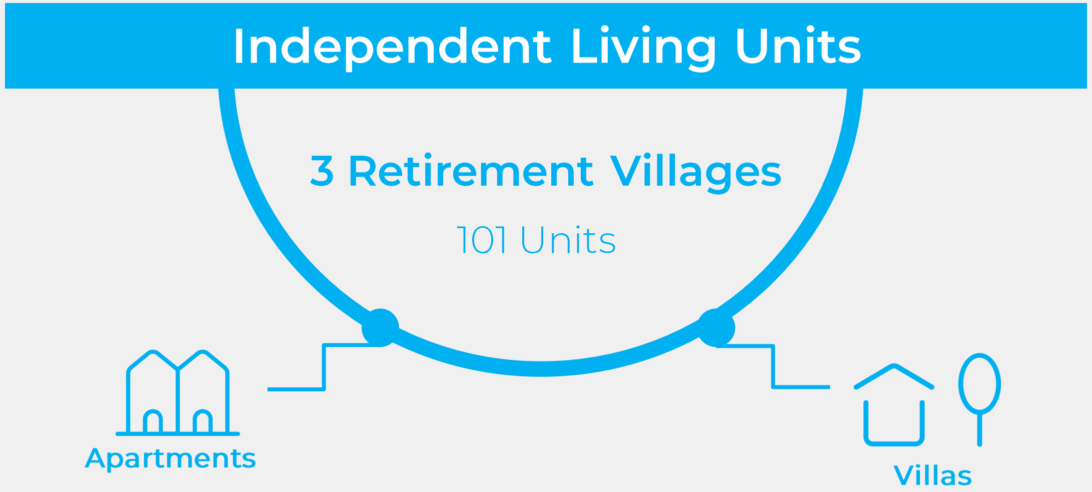
1	**Strategy Overview**	Brien Cree, Executive Chair
2	**Business Update**	Andrew Peskett, Chief Executive Officer
3	**Q&A Opportunity**	
4	**Resolutions and Voting**	
5	**General Business**	

Strategy and growth plan overview

Brien Cree, Executive Chair

Two main business streams





Radius Care's Growth

2008
The Beginning
Launched in 2003 by Brien Cree

Beds = 1,431

ORAs = 118

2013
Solidify
1 business purchased

Purchased land for Elloughton Village

Purchased land of 2 leased care homes

2 sold

1 closed due to Christchurch earthquake

2018
Steady Growth
3 more businesses purchased

2020
NZX Listed
Purchased land of 1 leased care home in Katikati

2022
Land & Buildings Strategy
Purchased land of 8 leased properties

Purchased care home and retirement village operation in Invercargill

Signed agreement to purchase Matamata Country Lodge

2023
Continue to Grow

Growth path driven by strategy

Four pillars of strategy

Purchase the land and buildings of strategically important facilities we currently operate;

Undertake Brownfield developments which means increasing the number of beds at a site;

Undertake Greenfield developments which means buy land and build a complete new facility; and

Buy facilities from third parties where the acquisition is value accretive.

Stages to date

Position for NZX listing.

Introduce care suites product.

Start development of land bank portfolio of additional beds and independent living units.

Continued acquisition:

- Ohaupo transaction and capital raise.
- Clare House acquisition.
- UCG transaction and new ASB banking facility.
- Matamata acquisition.

Portfolio activity

Thornleigh Park
NEW PLYMOUTH

24 Care Beds
Construction underway

Lexham Park
KATIKATI

41 Care Suites
Commencing early 2023

Taupaki Gables
AUCKLAND

20 Care Beds
Commencing late 2022

Northwood
CHRISTCHURCH

67 Villas **27 Apartments**
30 Care Suites **70 Care Beds**
Commencing mid 2023

Executive Team

Andrew Peskett
CEO
February 2022

Wendy Jenkins
CFO
July 2022

Richard Callander
CSO
August 2022

Sam Carey
GM, Sales, Marketing & Retail
October 2011

Trish Evers
GM, People
July 2017

Gared Thomas
GM, Property Development
May 2019

Kayleen Currie
Information Systems Manager
October 2019

Business update

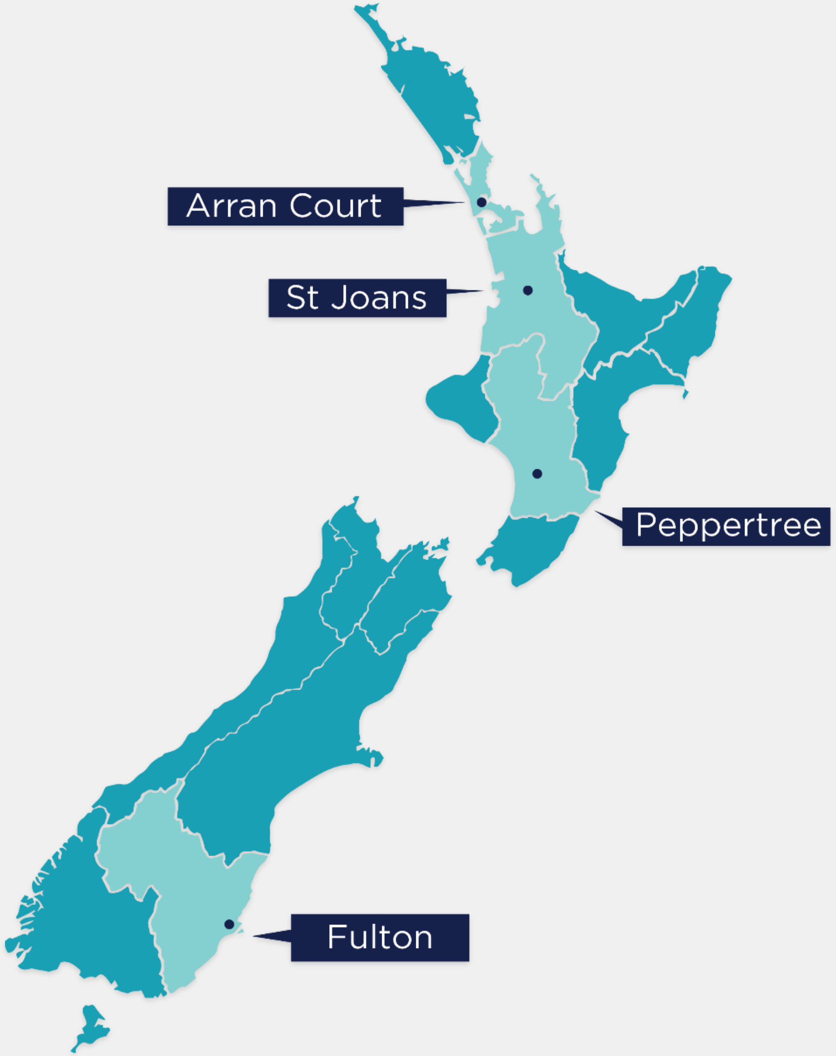
Andrew Peskett, CEO

Exceptional people, delivering exceptional care

Matamata Country Lodge

Care Suite product to be launched in second half of FY24

First Care Suites at Lexham Park followed by availability at other facilities. Target is the majority of pipeline beds to be Care Suites.



Concept Stage

80-100

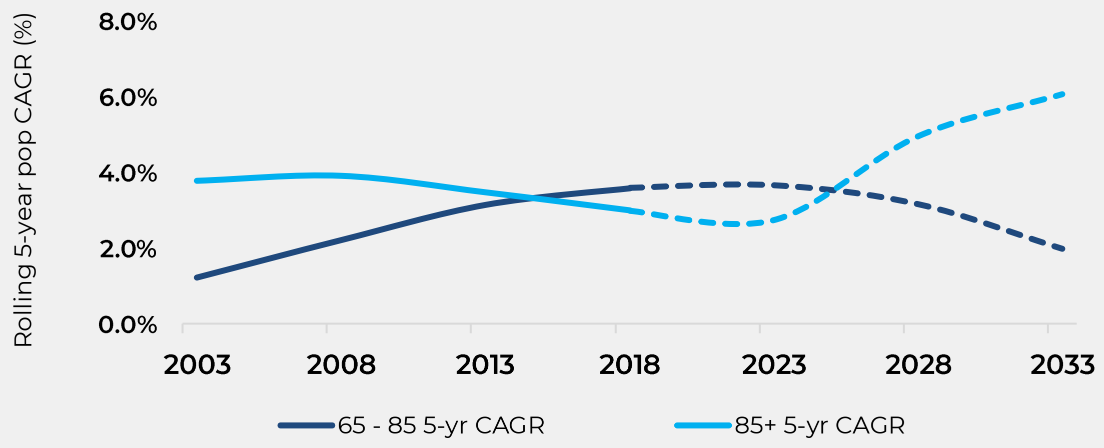
Detailed Design Stage

71 Care Suites

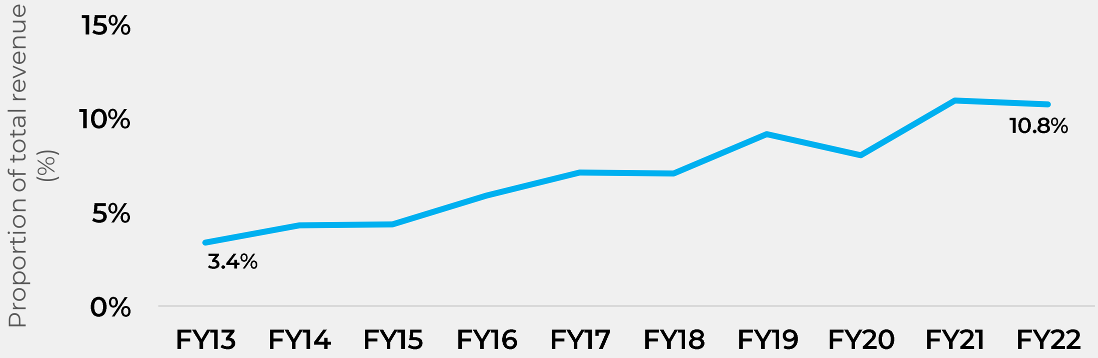
94 ILU Villas/ Apartments

Growth drivers and outlook

New Zealand Aging Population



Growing direct non-Government revenues



Industry Comparisons

OCCUPANCY AVERAGE

92.5%
Radius Care

86.4%
Industry

HIGH ACUITY BEDS

87%
Radius Care

61%
Industry

Radius Focused

HIGH ACUITY USAGE

68%
Beds

OCCUPANCY ABOVE 95%

10/23
Facilities

Growing Underlying EBITDA per Care Bed

Bed growth

$3.9k
Premium accommodation and supplements (per bed)
Up from $3.3k

$19.9k
EBITDA PER BED
up from $19.5k

Superior levels of care

FY22 Overview

Financial Performance

$19.9k
Up from $19.5k
Underlying EBITDA per Care Bed

$135.9m
Up from $126.0m
Total Revenue

$4.2m
Up from $3.7m
AFFO

1.46cps
No Change
Total Dividend

Balance Sheet Performance

$46.0m
Up from $31.7m
Investment Properties

$73.8m
Up from $33.4m
Property, Plant & Equipment

$48m
Capital Raise

$62m
New Banking Facility

Q&A

Resolutions

1.

AUDITOR REMUNERATION

bakertilly
STAPLES RODWAY

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

2.

DIRECTOR ELECTION

That Bret Jackson be re-elected as a director of Radius Care.

General Business


Thank You
tea
sugar
coffee