



## Full Year Results

FOR 12 MONTHS TO 31 MARCH 2022

## Presenting Today



**Andrew Peskett**  
*Chief Executive Officer*  
*BA (Hons)*

- Appointed Chief Executive Officer in February 2022
- Previously at Metlifecare for 14 years
- Extensive aged care senior executive experience including Metlifecare General Counsel, Acting CEO, GM Corporate Services, Acting GM Operations



**Brien Cree**  
*Executive Chair*

- Founded Radius Care in 2003, then part of Radius Health Group
- Moved into Executive Chairman role in June 2020 focusing on growth opportunities through development and acquisition
- Previously majority shareholder, maintains a significant interest through Wave Rider Trust
- Board member of the New Zealand Aged Care Association for more than 11 years
- Over 31 years' experience in the Aged Care sector



**Michelle Slabber**  
*General Manager, Finance*  
*BCom (Hons), CA*

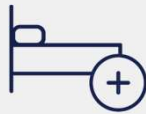
- Joined Radius Care in 2016
- Has nearly 26 years' experience in finance roles
- Industries worked in include healthcare and financial services
- Michelle trained with PricewaterhouseCoopers in South Africa
- New Zealand Chartered Accountant

## Establishing Growth Springboard



### Increased Property Ownership

We now own 12 facilities and lease 11 from third party property investors. We also own three retirement villages comprising 101 units.



### Growth of Development Pipeline

Bed numbers in development pipeline increased from 104 to 294 and retirement units increased from 40 to 167.



### Building Top Executive Team

Additions of energetic and experienced CEO and CFO.







## Agenda

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### OVERVIEW OF FY22 PERFORMANCE

Second year as a listed company

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### ANALYSIS OF RESULT

Continuation of strong track record

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### POSITIONING RADIUS CARE

Growth phase and strategy update

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### APPENDICES

- Key operational and financial metrics
  - Summary Profit and Loss, Balance Sheet and Cash Flow
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## Overview of FY22 Performance

SECOND YEAR AS A  
LISTED COMPANY



# FY22 Financial Highlights

Key metrics significantly improved



## Financial Performance

- Pre-NZ IFRS 16 Underlying EBITDA up 2.3% to \$10.7m (vs. guidance of \$10.0m to \$11.5m)
- Reported Net Profit After Tax up 56.8% to \$2.7m
- AFFO up 12.3% to \$4.2m (vs. guidance of \$4.0m to \$5.0m)
- Underlying EBITDA per bed up 1.8% to \$19.9k
- Accommodation supplements increased 20.5% to \$6.8m
- All November 2021 guidance metrics comfortably met



## Balance Sheet Position

- Investment properties of \$46.0m, up \$14.3m from pcp
- Property, plant and equipment of \$73.8m, up \$40.4m from pcp
- Lease liabilities of \$142.5m down from \$184.3m for pcp





Radius Clare House

## FY22 Business Highlights and Key Events

### Business Highlights



Settlement of Ohaupo acquisition consisting of four strategic leased sites in Auckland, Waikato, Taranaki and Canterbury.



Acquisition of Clare House, an integrated care facility and retirement village with 69 care beds and 25 ORA units.



Appointment of CEO and CFO.



Post-balance date: Settlement of UCG acquisition consisting of four strategic leased sites in Auckland, Hamilton, Palmerston North and Dunedin with an option to buy a fifth leased site in Hamilton.



# Our People

## Refresh of Executive Team



**ANDREW PESKETT – CEO**

*Started Feb 2022*

Extensive retirement village and aged care industry experience. 14 years as senior executive at Metlifecare. Roles included Acting Chief Executive, GM Corporate Services, Acting GM Operations and General Counsel & Company Secretary



**WENDY JENKINS – CFO**

*Starts July 2022*

Brings strong capital markets and investor relations skills. Currently GM Management Information at ASB Bank

## Operational Staff

**1600+ staff across 23 facilities**

*“Our staff treat our residents with enormous levels of respect and as members of their own family. This strong bond makes for a very special culture that is difficult to replicate. Residents and their families have told me how much they appreciate the high level of care they receive.” - Andrew Peskett, CEO*



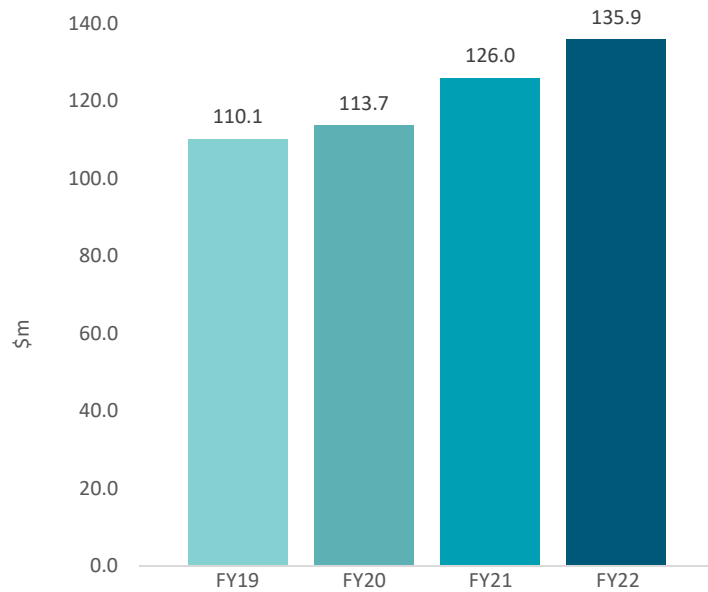


## Financial Performance Overview

Radius Care delivered strong results that were well within the guidance metrics provided in November 2021, an excellent performance given the challenges the year presented

### Total Revenue

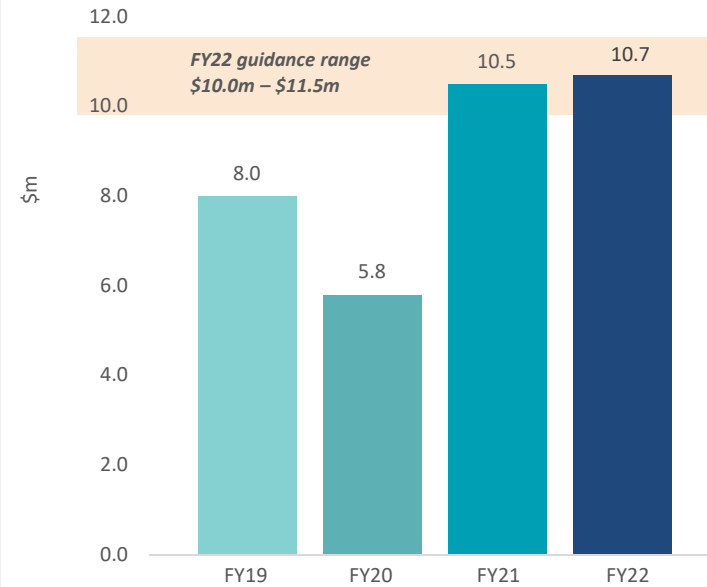
FY22 Revenue of \$135.9m up 8% vs pcp



### Pre-NZ IFRS 16 Underlying EBITDA

FY22 Pre-NZ IFRS 16 Underlying EBITDA of \$10.7m, up 2% vs pcp

*FY22 guidance achieved*



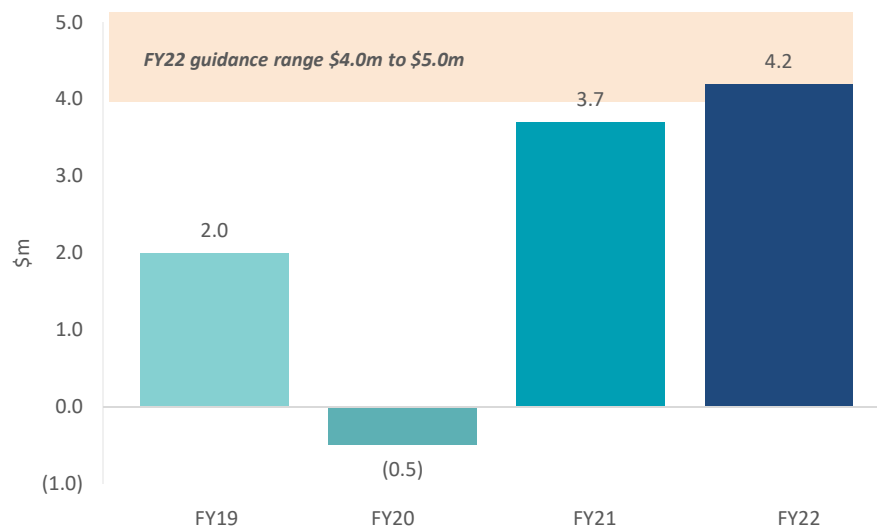
# Cash Flow and Dividends

The payout rate of 67.5% of AFFO is near the top end of the policy range

## AFFO

- FY22 AFFO of \$4.2m

*FY22 guidance achieved*



## Dividends

### *FY22 Final Dividend*

- FY22 final dividend of 0.76 cents per share including full imputation credits of 0.21 cents per share.
- Ex Dividend date Friday 3 June 2022
- Record date Tuesday 7 June 2022
- Payment date Wednesday 22 June 2022

### *FY22 Total Dividends*

- FY22 total dividend of 1.46 cents per share including imputation credits of 0.41 cents per share
  - *In line with the FY21 final dividend of 1.46 cents including imputation credits of 0.41 cents per share*







## Analysis of Result

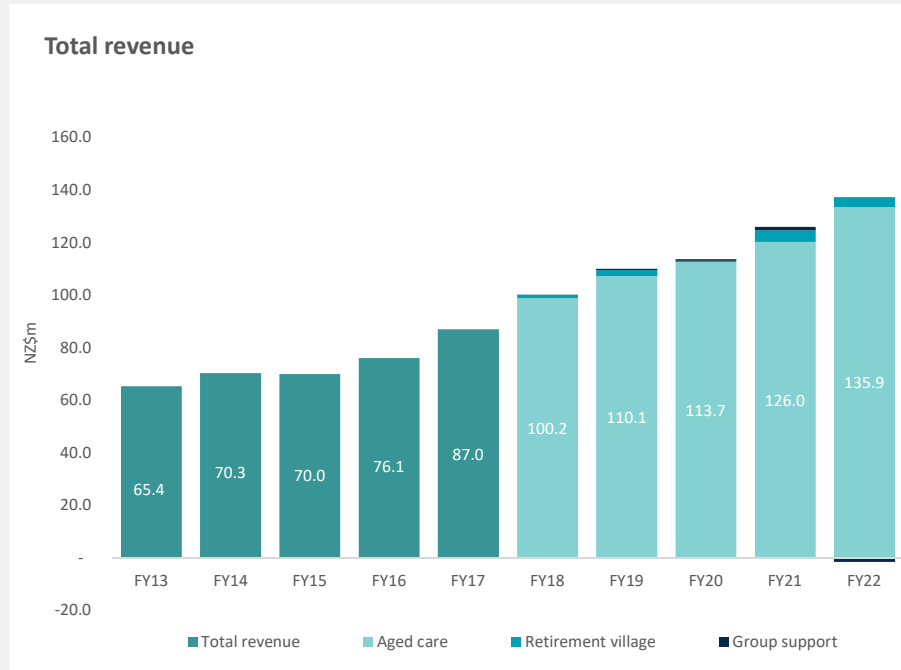
CONTINUATION OF STRONG TRACK RECORD



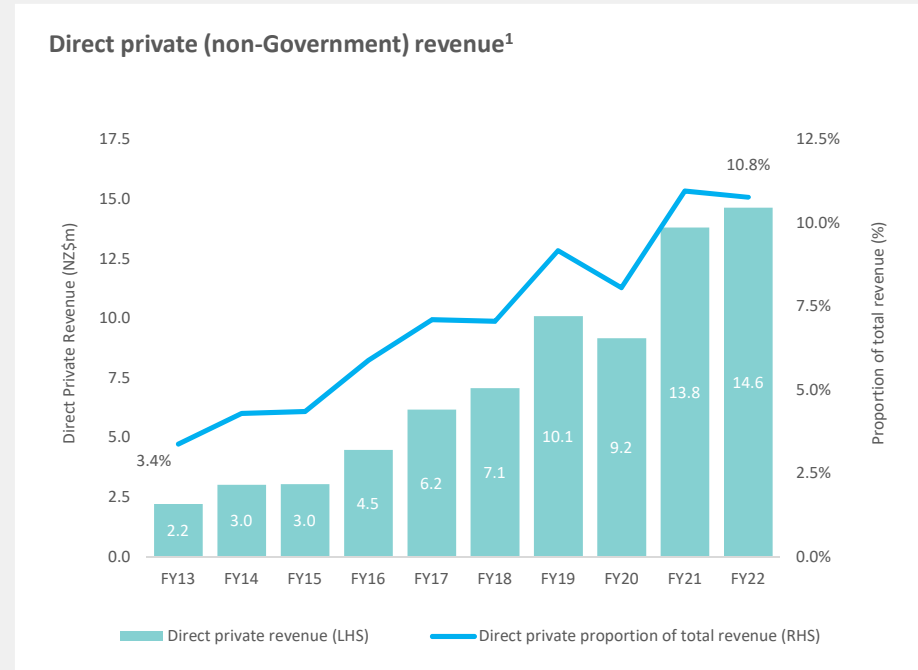


# Revenue Growth and Diversification

Strong revenue growth continues helped by solid occupancy and a 20.5% increase in accommodation supplements



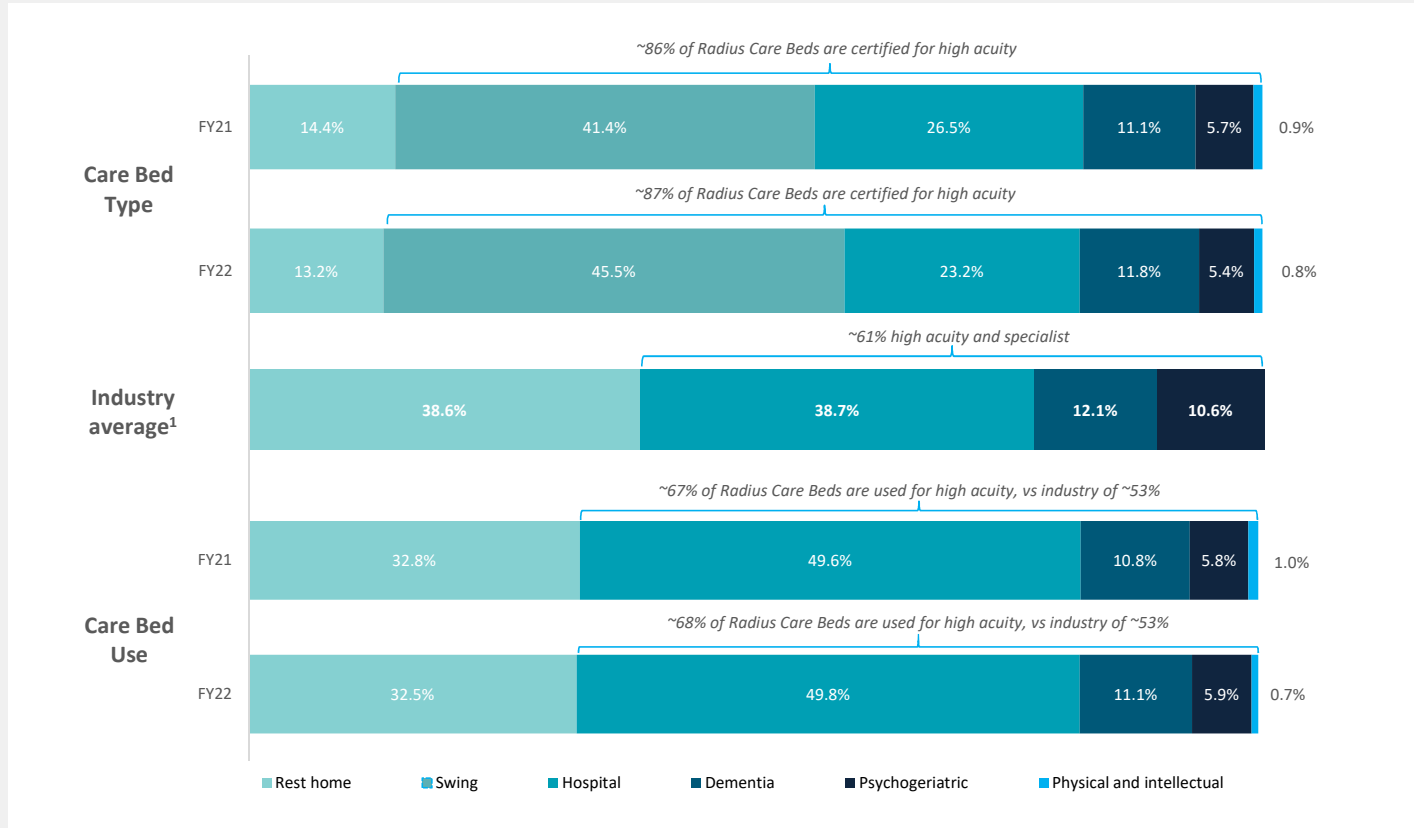
End of Financial Period	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22
No. of Beds	1,307	1,382	1,371	1,379	1,525	1,682	1,701	1,704	1,715	1,784
No. of Units	22	22	22	36	48	55	63	73	76	101



<sup>1</sup> Includes accommodation supplements, retirement village units, Radius Online Shop and other privately paid revenues

# Bed Mix

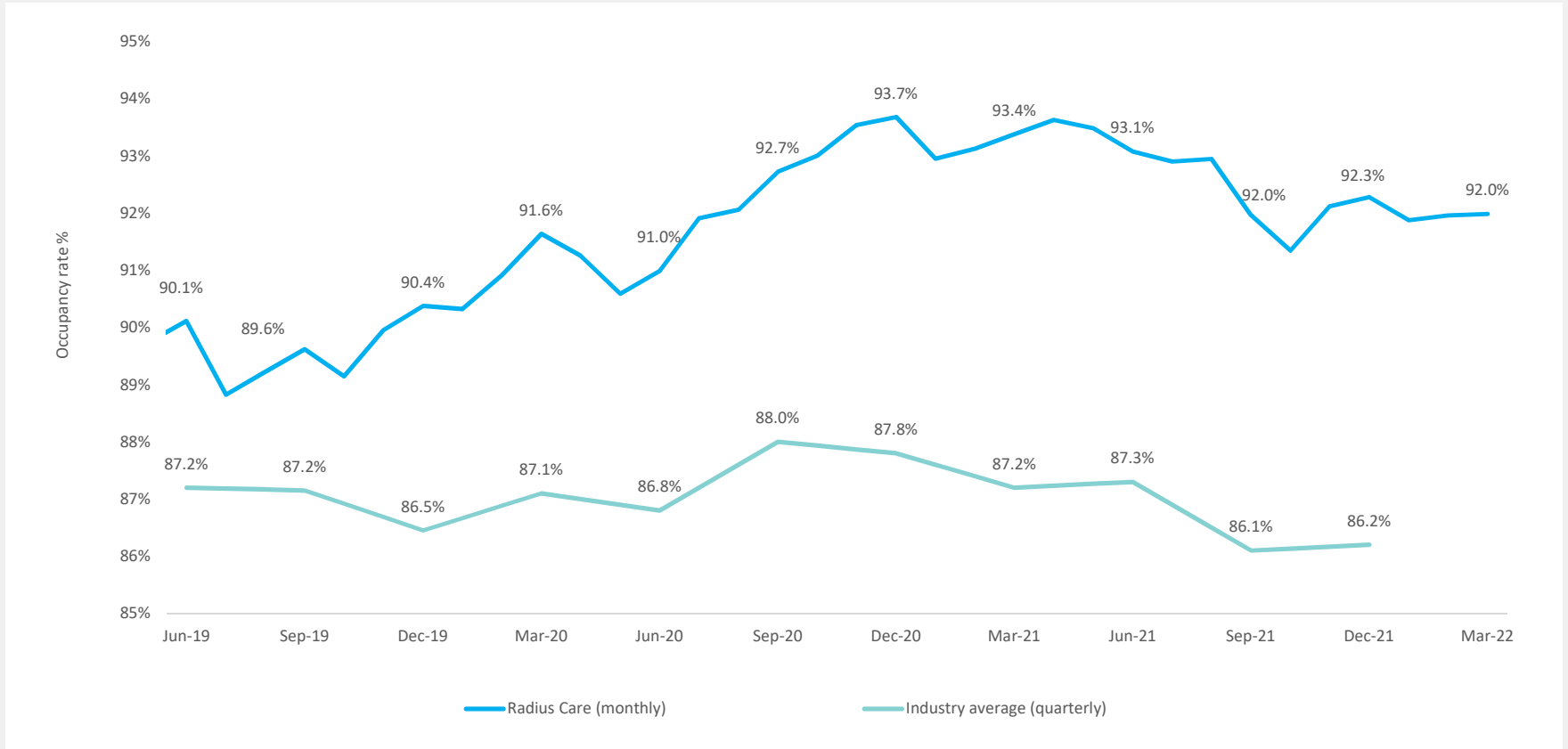
Over FY22, beds certified for high acuity and specialist care have increased from 86% to 87% of the portfolio





# Occupancy

Strong occupancy settling at 92% versus the industry average of 86%

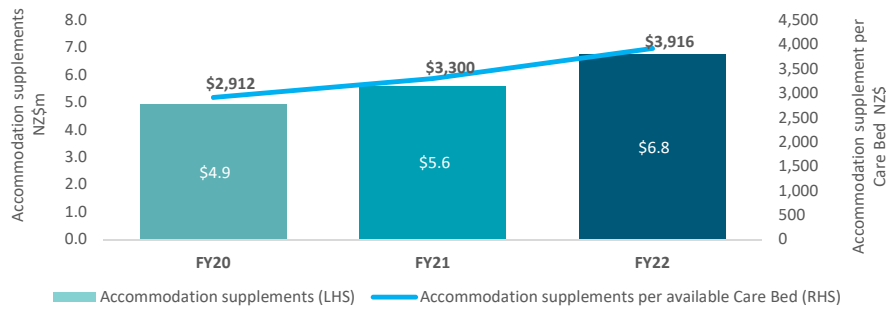


# Continued Growth in Underlying EBITDA per Care Bed

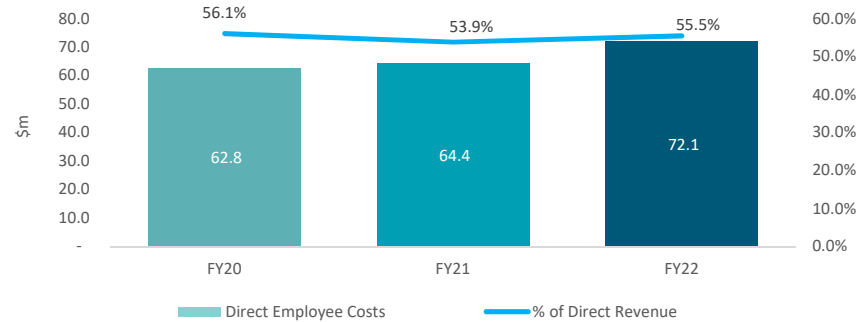
**Strong Occupancy** (see previous page)



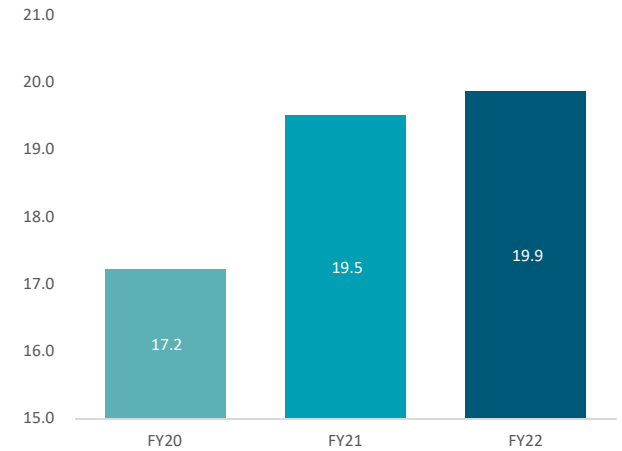
## Growing accommodation supplements



## Wage Control



## Underlying EBITDA per care bed (\$000)



Significantly greater than the industry average and several of Radius's major competitors. Continuing growth in this key metric is expected







## Strategy Update



# Strategy Update

## Significant strategy-driven property transactions undertaken

GO FORWARD STATEGY		CURRENT STATUS
1	Brownfield Developments	 <p>Brownfield potential identified at owned sites at:</p> <ul style="list-style-type: none"> <li>- Lexham Park (Katikati): Additional 21 Care Suites and 20 Care Beds. <i>Status:</i> Resource consent underway</li> <li>- Thornleigh (New Plymouth): Additional 24 Care Beds. <i>Status:</i> Construction started and on track for completion by December 2022.</li> <li>- Taupaki Gardens (Kumeu, Auckland): Additional 20 Care Beds to be developed on vacant land. <i>Status:</i> Resource consent underway</li> <li>- Windsor Court (Ohaupo, Waikato): Potential to add an additional 20 Care Beds</li> <li>- Clare House (Invercargill): Further unit to be added during first half of FY23 and adjoining residential property available for future development</li> <li>- UCG Properties: Potential to add an additional 100 Care Beds</li> </ul>
2	Purchase of strategically important facilities already operated by Radius	 <ul style="list-style-type: none"> <li>• Acquired four Ohaupo Properties (settled 5 August 2021)</li> <li>• Acquired four UCG Properties (settled 6 May 2022)</li> </ul>
3	Greenfield Developments	 <p>Funding for purchase of Belfast, Christchurch Greenfield development land</p> <ul style="list-style-type: none"> <li>• As announced in April 2021, Radius Care has exercised its right to acquire c. 4.3 hectares of land</li> <li>• Settlement of the land (\$5.5m) is expected to take place by March 2023</li> <li>• Civils Building Consent has been lodged</li> <li>• Multi-stage programme provides funding flexibility</li> </ul>
4	Opportunistic value accretive acquisitions	 <p>Acquisition of Clare House (settled 1 November 2021)</p>

# Developments

**Thornleigh Park**  
NEW PLYMOUTH  
Construction underway

**24**  
Care Beds



**Taupaki Gables**  
AUCKLAND  
Commencing September 2022

**20**  
Care Beds



**Lexham Park**  
KATIKATI  
Commencing August 2022

**21**      **20**  
Care Suites      ORA Care Beds



**Northwood**  
CHRISTCHURCH  
Commencing First Quarter 2023

**67**      **27**  
Villas      Apartments  
**30**      **70**  
Care Suites      Care Beds



# 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

 165





Radius Elloughton Village

## FY23 Operational Outlook



Refreshed Executive Team



Development of 24 Care Beds at Radius Thornleigh Park in New Plymouth on track to be completed by December 2022



Construction starts at Lexham and Taupaki in H1FY23



Continuing brownfields development programme



Commencing Northwood village greenfield project in Belfast, Christchurch



Accelerating sustainability projects' roll-out



FY23 update to be provided at annual meeting in July 2022







## Appendices



# Key Investment Highlights

The Radius Care growth pipeline provides unique exposure to a high acuity, specialised care provider that remains committed to and focused on delivering compassionate and outstanding clinical care outcomes.

## 6 Strong founder backed team



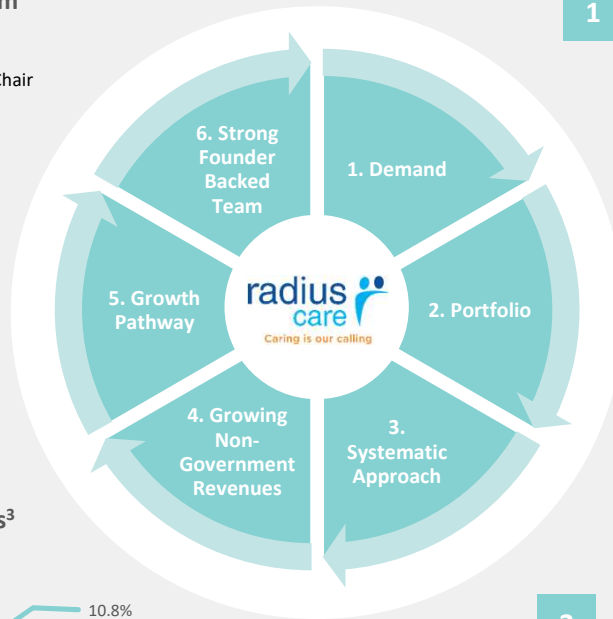
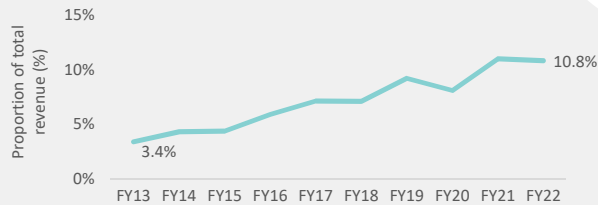
**Brien Cree**  
Founder and Executive Chair

**Andrew Peskett**  
Chief Executive Officer

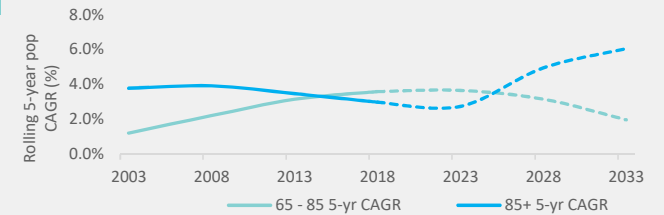
## 5 Clear growth pathway via

- 1) Purchase of strategically important facilities' land and buildings
- 2) Brownfield and greenfield development with ownership of land and buildings
- 3) Opportunistic acquisitions

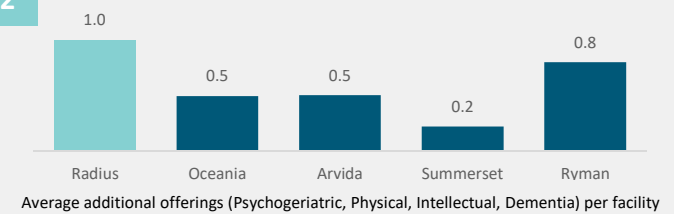
## 4 Growing direct non-Government revenues<sup>3</sup>



## 1 Demand underpinned by population demographics<sup>1</sup>



## 2 Portfolio oriented to high acuity and specialist care<sup>2</sup>



## 3 Systematic approach to provision of care

- 1) Centralised head-office systems and support
- 2) Leading IT systems
- 3) Immigration accreditation
- 4) Early engagement through Radius Online Shop

<sup>1</sup> Source: Statistics New Zealand

<sup>2</sup> Source: Ministry of Health audit reports as disclosed on Ministry of Health website – <https://www.health.govt.nz/your-health/certified-providers/aged-care/> based on data as at 11 May 2022

<sup>3</sup> Includes accommodation supplements, retirement village units, Radius Online Shop and other privately paid revenues

# At a Glance



**1,780+**  
Beds



**94.6%**  
Care Beds

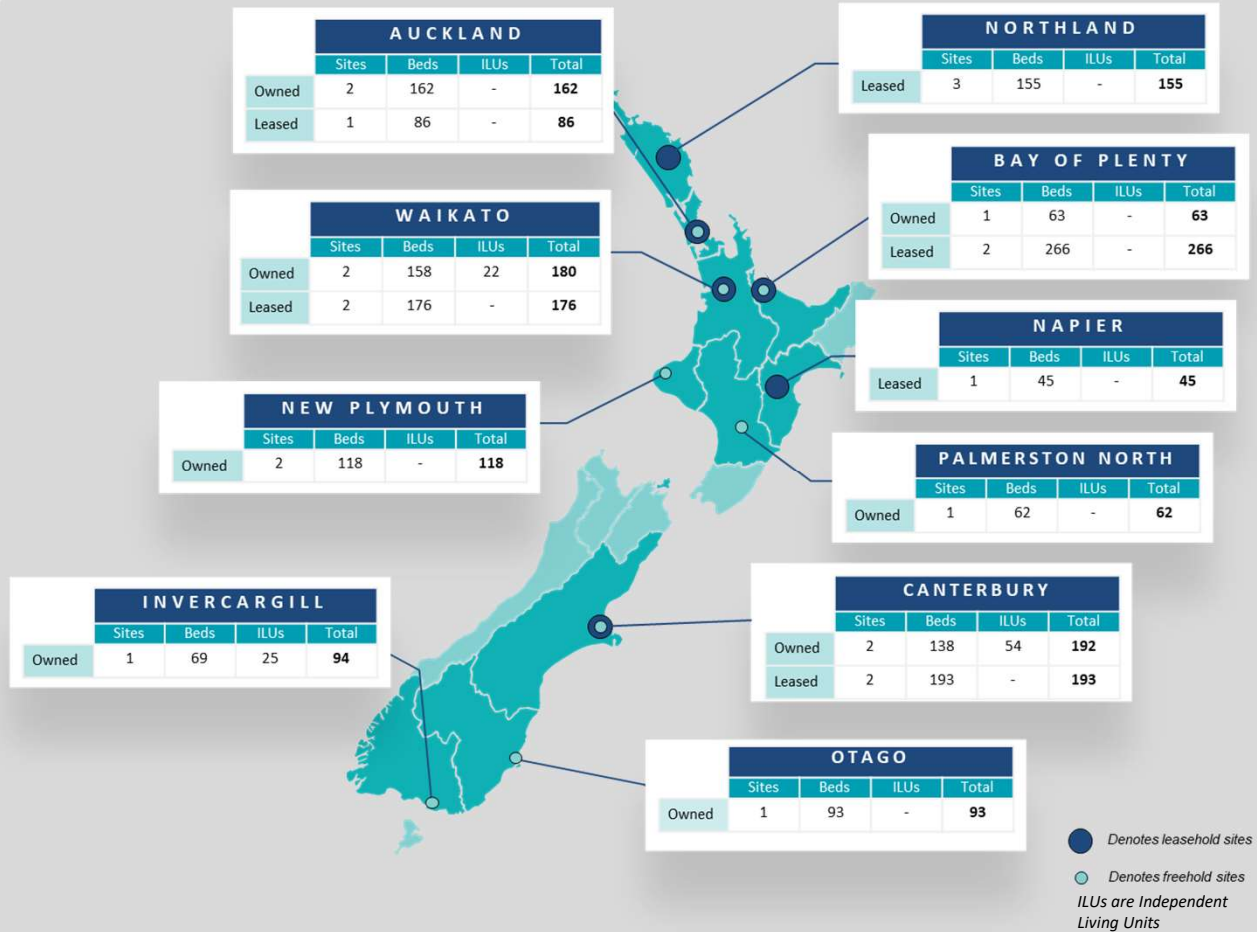


**1,600+**  
Employees



**5.4%**  
ILUs

## National aged care focused portfolio with strong regional presence



## Key operational and financial metrics

Operating Metrics				
	FY22	FY21	FY20	FY19
Number of Care Beds (period end) <sup>1</sup>	1,784	1,715	1,704	1,701
Average Care Bed Occupancy <sup>2</sup>	92.5%	92.4%	90.0%	89.5%
Underlying EBITDA per Care Bed <sup>3</sup> (000s)	\$19.9	\$19.5	\$17.2	\$17.9
Number of Units (period end) <sup>4</sup>	101	76	73	63
Number of new Unit sales	4	6	8	11
Number of existing Unit resales	8	7	-	3
Realised gains on resales (m)	\$0.4	\$0.5	-	\$0.1
Realised development margins (m)	\$0.1	\$0.3	\$0.4	\$0.5
Cash DMF realised upon resale (000s)	\$476	\$525	-	\$66
Average resale price (000s)	\$389	\$407	-	\$355
Average new unit sale price (000s)	\$403	\$408	\$403	\$377

Accommodation Supplements				
	FY22	FY21	FY20	FY19
Accommodation Supplements Revenue	\$6.8m	\$5.6m	\$4.9m	\$4.1m
Number of Care Beds (period end)	1,784	1,715	1,704	1,701
Number of Available Care Beds with Accommodation Supplements	1,174	1,146	1,138	1,134
Percentage of Care Beds with Accommodation Supplements	65.8%	66.8%	66.8%	66.7%

### DMF terms for Retirement Village units

- 30% over three years
- average resident tenure: 3.4 years

### Revenue Split

\$m	FY22	FY21	FY20	FY19
Aged Care	133.6	120.3	112.6	107.3
Retirement Village	3.8	4.4	0.5	2.3
Group support	(1.5)	1.3	0.6	0.5
<b>Total revenue</b>	<b>135.9</b>	<b>126.0</b>	<b>113.7</b>	<b>110.1</b>

### Underlying EBITDA Split

\$m	FY22	FY21	FY20	FY19
Aged Care	32.5	30.6	26.3	27.2
Retirement Village	1.4	1.4	0.8	0.8
Group support	(11.6)	(8.7)	(8.9)	(7.6)
<b>Underlying EBITDA</b>	<b>22.3</b>	<b>23.4</b>	<b>18.2</b>	<b>20.4</b>

1 Comprises Care Beds occupied, available to be occupied or unavailable due to refurbishment  
2 Total occupied Care Bed days divided by total Care Bed days available during the period

3 Pro forma Underlying EBITDA for aged care (as set out in the lower right table) divided by the average number of Care Beds occupied during the period  
4 Comprises Units occupied, available to be occupied or unavailable due to refurbishment



# Financials

## Statement of Comprehensive Income

- Pre-NZ IFRS 16 Underlying EBITDA up 2% to \$10.7m (vs. guidance of \$10.0m to \$11.5m)
- Underlying EBITDA per Care Bed up 2% to \$19.9k

(\$000)	FY22	FY21	FY20
<b>Revenue</b>			
Revenue from contracts with customers	132,052	121,217	113,359
Deferred management fees	1,328	1,081	671
<b>Total revenue</b>	<b>133,380</b>	<b>122,298</b>	<b>114,030</b>
Fair value movement of investment properties	1,088	2,879	(649)
Government subsidy received	-	794	353
Interest income	62	71	49
Gain on acquisition of previously leased property assets	1,403	-	-
<b>Total revenue and other income</b>	<b>135,933</b>	<b>126,042</b>	<b>113,783</b>
<b>Expenses</b>			
Employee costs	(82,368)	(74,457)	(70,852)
Depreciation expense	(11,194)	(11,552)	(10,911)
Finance costs	(9,091)	(9,706)	(10,583)
Other expenses	(30,199)	(28,298)	(24,770)
<b>Total expenses</b>	<b>(132,852)</b>	<b>(124,013)</b>	<b>(117,116)</b>
<b>Profit / (loss) before income tax</b>	<b>3,081</b>	<b>2,029</b>	<b>(3,333)</b>
Income tax (expense) / benefit	(408)	(324)	500
<b>Profit / (loss) for the year</b>	<b>2,673</b>	<b>1,705</b>	<b>(2,833)</b>
<b>Other comprehensive income</b>			
<i>Items that will not be reclassified subsequently to profit and loss</i>			
Revaluation of property, plant and equipment, net of tax	-	1,104	5,708
<b>Other comprehensive income for the year</b>	<b>-</b>	<b>1,104</b>	<b>5,708</b>
<b>Total comprehensive income</b>	<b>2,673</b>	<b>2,809</b>	<b>2,875</b>

# Financials

## Statement of Financial Position

- Investment properties of \$46.0m, up \$14.3m from pcp
- Property, plant and equipment of \$73.8m, up \$40.4m from pcp
- Lease liabilities of \$142.5m, down from \$184.3m for pcp

(\$000)	FY22	FY21	FY20
<b>Assets</b>			
Cash and cash equivalents	2,088	2,761	2,317
Trade and other receivables	9,882	7,181	7,648
Inventories	768	548	308
Investment properties	46,014	31,675	27,831
Property, plant and equipment	73,839	33,459	32,303
Right-of-use assets	133,912	177,170	181,431
Intangible assets	19,757	16,996	16,996
Deferred tax assets	3,885	3,635	2,006
<b>Total assets</b>	<b>290,145</b>	<b>273,425</b>	<b>270,840</b>
<b>Liabilities</b>			
Trade and other payables	16,901	14,911	14,086
Current tax liabilities	444	1,135	723
Borrowings	30,000	27,212	31,427
Deferred management fee	1,553	1,178	962
Refundable occupation right agreements	28,616	20,591	17,518
Lease liabilities	142,543	184,305	185,304
<b>Total liabilities</b>	<b>220,057</b>	<b>249,332</b>	<b>250,020</b>
<b>Net assets</b>	<b>70,088</b>	<b>24,093</b>	<b>20,820</b>
<b>Equity</b>			
Share capital	51,732	5,932	4,736
Asset revaluation reserve	6,812	6,812	5,708
Retained earnings	11,544	11,349	10,376
<b>Total equity</b>	<b>70,088</b>	<b>24,093</b>	<b>20,820</b>

# Financials

## Statement of Cash Flows

(\$000)	FY22	FY21	FY20
<b>Cash flow from operating activities</b>			
Receipts from residents for care fees and village fees	129,796	122,337	113,282
Receipts of government subsidy	-	1,210	-
Payments to suppliers and employees	(111,696)	(101,161)	(95,436)
Proceeds from the sale of Refundable occupation right agreements	4,726	3,927	3,705
Payments for the repurchase of Refundable occupation right agreements	(1,766)	(464)	-
Interest received	62	71	49
Interest paid – borrowings	(1,436)	(883)	(1,183)
Interest paid – lease liabilities	(7,655)	(8,823)	(9,400)
Income tax paid	(2,154)	(1,744)	(814)
<b>Net cash provided by operating activities</b>	<b>9,877</b>	<b>14,470</b>	<b>10,203</b>
<b>Cash flow from investing activities</b>			
Proceeds from the sale of property, plant and equipment	50	54	114
Acquisitions, net of cash acquired, and other	(14,000)	-	-
Payments for the purchase of property, plant and equipment	(38,431)	(4,140)	(11,305)
Payments for village developments	(411)	(965)	(3,723)
<b>Net cash used in investing activities</b>	<b>(52,792)</b>	<b>(5,051)</b>	<b>(14,914)</b>
<b>Cash flows from financing activities</b>			
Proceeds from issue of shares capital	48,229	-	-
Share issue transaction costs	(2,429)	-	-
Proceeds from bank borrowings	2,788	-	15,120
Repayments of bank borrowings	-	(4,215)	4,038
Repayments of shareholder loans	-	-	(5,030)
Principal payments of lease liabilities	(3,868)	(4,028)	(3,035)
Dividends paid	(2,477)	(732)	(225)
<b>Net cash (used in) / provided by financing activities</b>	<b>42,243</b>	<b>(8,975)</b>	<b>2,792</b>
<b>Reconciliation of cash and cash equivalents</b>			
Cash and cash equivalents at beginning of the year	2,761	2,317	4,236
Net increase / (decrease) in cash held	(673)	444	(1,919)
<b>Cash and cash equivalents at end of year</b>	<b>2,088</b>	<b>2,761</b>	<b>2,317</b>



# Financials

## Reconciliation of NZ GAAP financial measures to non-GAAP financial measures

(\$000)	FY22	FY21	FY20
Profit/(loss) for the year	2,673	1,705	(2,833)
<b>Adjustments</b>			
<b>Non-recurring or infrequent items</b>			
Remove: COVID-19 related expenses	730	653	34
Remove: Government COVID-19 Subsidy	-	(857)	(353)
Remove: One-off listing costs	277	1,227	-
Remove: Share based payments	-	1,464	-
<b>Structural changes and other</b>			
Include: Listed & other company costs	-	(714)	(1,084)
Remove: Historical governance costs	-	417	350
Remove: Gain on acquisition of previously leased property assets	(1,403)	-	-
Include: Income tax impact from adjustments	(282)	(270)	295
<b>Underlying adjustments</b>			
Remove: Change in fair value of investment properties	(1,088)	(2,879)	649
Include: Realised development margins	90	343	512
Include: Realised gains on resales	351	480	-
Remove: Deferred tax expense	(923)	(1,831)	(1,533)
<b>Underlying Net profit before tax</b>	<b>426</b>	<b>(262)</b>	<b>(3,963)</b>
Remove: Depreciation	11,194	11,552	10,911
Remove: Net interest expense	9,029	9,636	10,534
Remove: Current tax expense	1,331	2,155	1,033
Remove: Income tax impact from adjustments	282	270	(295)
<b>Underlying EBITDA</b>	<b>22,262</b>	<b>23,351</b>	<b>18,220</b>
Include: Pre-NZ IFRS 16 operating lease expense	(11,522)	(12,850)	(12,435)
<b>Pre-NZ IFRS 16 Underlying EBITDA</b>	<b>10,741</b>	<b>10,501</b>	<b>5,785</b>
Include: Depreciation (Pre-NZ IFRS 16)	(4,427)	(4,262)	(3,700)
Include: Net interest expense (Pre-NZ IFRS 16)	(1,374)	(812)	(1,134)
Include: Current tax expense	(1,331)	(2,155)	(1,033)
Include: Income tax impact from adjustments	(282)	(270)	295
<b>Pre-NZ IFRS 16 Underlying Net profit after tax</b>	<b>3,326</b>	<b>3,002</b>	<b>213</b>
Remove: Depreciation (excl. NZ IFRS 16 related)	4,427	4,262	3,700
Include: Maintenance capital expenditure	(3,574)	(3,543)	(4,400)
<b>AFFO</b>	<b>4,179</b>	<b>3,721</b>	<b>(487)</b>

## Directory of facilities

LEASED								
FACILITY	LOCATION	CARE BEDS	UNITS	CURRENT LEASE TERM	TIME TO NEXT RENEWAL	RIGHTS OF RENEWAL	TIME TO FINAL EXPIRY	LANDLORD
Kensington	Hamilton	96	-	10 yrs	2.1 yrs	2 x 10 yrs	12.4 yrs	A
Potter Home	Whangarei	55	-	20 yrs	7.6 yrs	2x 15 yrs	37.6 yrs	B
Rimu Park	Whangarei	55	-	20 yrs	7.6 yrs	2x 15 yrs	37.6 yrs	B
Waipuna	Auckland	86	-	30 yrs	14.8 yrs	-	24.8 yrs	C
Hampton Court	Napier	45	-	10 yrs	6.9 yrs	-	6.9 yrs	D
Baycare	Northland	45	-	12 yrs	4 yrs	3x 12 yrs	40.0 yrs	E
Matua	Tauranga	149	-	30 yrs	20.6 yrs	-	20.6 yrs	F
Althorp	Tauranga	117	-	15 yrs	6.4 yrs	3x 10 yrs	36.4 yrs	G
Millstream <sup>1</sup>	Ashburton	80	-	35 yrs	29.3 yrs	-	29.3 yrs	H
Millstream Apartments <sup>1</sup>	Ashburton	19	-	5 yrs	2.4 yrs	2x 5 yrs	12.4 yrs	H
Glaisdale	Hamilton	80	-	15 yrs	10.2 yrs	2x 15 yrs	40.2 yrs	I
Hawthorne	Christchurch	94	-	10 yrs	8.1 yrs	2x 10 yrs	18.1 yrs	J
<b>Total leased</b>		<b>921</b>	-	n/a	n/a	n/a	n/a	
<b>Simple average leased</b>		<b>77</b>	-	<b>17.7 yrs</b>	<b>10.8 yrs</b>	<b>n/a</b>	<b>26.4 yrs</b>	

<sup>1</sup> Millstream and Millstream Apartments are one facility but Millstream Apartments has a separate lease to the main facility.

## Directory of facilities

### OWNED

FACILITY	LOCATION	CARE BEDS	UNITS
St Helenas	Christchurch	52	-
Thornleigh Park	New Plymouth	63	-
Lexham Park	Katikati	63	-
Heatherlea	New Plymouth	55	-
Taupaki Gables	Kumeu	60	-
Windsor Court	Ohaupo	76	-
Elloughton Gardens	Timaru	86	-
Clare House	Invercargill	69	-
Clare House Village	Invercargill	-	25
Arran Court	Auckland	102	-
Peppertree	Palmerston North	62	-
St Joans	Hamilton	82	-
Fulton Home	Dunedin	93	-
Windsor Court Village	Ohaupo	-	22
Elloughton Grange Village	Timaru	-	54
<b>Total owned</b>		<b>863</b>	<b>101</b>
<b>Simple average owned</b>		<b>72</b>	<b>34</b>

### TOTAL

FACILITY	CARE BEDS	UNITS
Leased	921	-
Owned	863	101
<b>TOTAL</b>	<b>1784</b>	<b>101</b>





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