# **Promisia Healthcare**

Special Warrant Holders' Meeting September 2024







# Board

**Rhonda Sherriff** Chair

**Thomas Brankin** Executive Director

**Craig Percy** Executive Director<sup>1</sup>

**Jill Hatchwell** Independent Director Stepping down at the Annual Meeting

**Tony Mortensen** Independent Director Standing for re-election

<sup>1</sup>Craig Percy is currently providing executive services to Promisia. The executive arrangement with Craig is on a month-to-month basis and will be reviewed by the independent directors in light of Promisia's prevailing needs.

# Management

Karen Lake Group General Manager

**Francisco Rodriguez Ferrere** General Manager Finance

# Warrant Holder Discussion







### Warrant variation

## **Resolution 1:**

To vary the exercise price of all Warrants on issue from \$0.002 per Warrant to \$0.001 per Warrant on the terms set out in this Notice of Meeting.

# **Promisia Healthcare**

Annual Shareholders' Meeting September 2024





## Agenda

Chair's address

Slides 7 –11

Financial update Slides 11 – 15

Stronger Business

Shareholder discussion

Resolutions

Slides 16 – 17

Slides 18

Slides 19 - 21







# **Chair's address** Rhonda Sherriff





# **Our Portfolio**

Promisia is a New Zealand based aged care and retirement living provider, with a focus on delivering care that makes a difference.

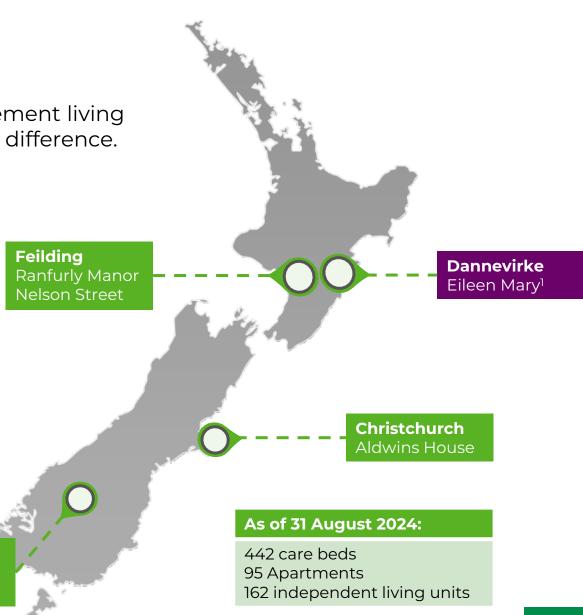
Our values are at the heart of all that we do.

**Supportive:** We work side by side with our residents and their whānau to support the choices they make during their time at Promisia

Integrity: We can be trusted to do what we say we will

**Care:** We treat our residents, their whanau and our colleagues with compassion, understanding and respect

Community: We foster caring, connected communities



Cromwell

Golden View

Ripponburn



# **Our Strategy**

Promisia's operational and financial performance is a result of our laser focus on our four strategic pathways:

## **Stronger business**

Invest in our business and our people, creating a robust scalable platform for growth, with strong leadership and governance

## **Maximise Occupancy**

Grow revenue through offering quality care to maximise occupancy at existing and future facilities; and repurposing beds as needed to meet market demand

## **Diverse Revenue Streams**

Increase the focus on independent living options, broaden the range of services at each facility and increase the number of higher acuity beds

## **Network Expansion**

Grow our network through strategically located value-accretive acquisitions, brownfield and greenfield developments



# Key achievements: Operational and clinical

#### **Aldwins House**

- Obtained certification for 40 YPD beds at Aldwins House
- Increased Aldwins House occupancy from 61% (Aug 23) to 89% (Aug 24)
- September Health Certification Audit achieved with no findings

## **Ranfurly Manor**

 All villas at Ranfurly Manor now sold with 100% occupancy

### **Eileen Mary**

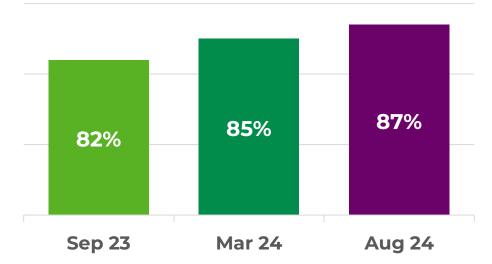
• Sale of Eileen Mary has been agreed. Completing mid-October 2024

#### Cromwell

Successful acquisition of Golden View Lifestyle
Village and Ripponburn Hospital & Home

### **Promisia Group**

- Improved clinical standards and outcomes across all facilities with new additions to management team. As a result, no new HDC complaints
- Continuous improvements in bed occupancy:



#### Promisia bed occupancy



# Key achievements: People and management

Strengthened leadership team, with three key appointments:

- Francisco Rodriguez Ferrere as General Manager of Finance
- Blesster Saga as Clinical & Quality Manager
- Mary van der Veldt as Quality Innovation Manager

Appointment of Tony Mortensen as independent director for the Promisia Board



**Promisia's Leadership Team** 

Left to Right: Virginia Dyall-Kalidas, Francisco Rodriguez Ferrere, Karen Lake, Blesster Saga, Mary van der Veldt



# Key achievements: Finance

## Debt and liquidity

\$33.9m of financing activity in the last 12 months, including:

- Repayment of second-tier lending secured against Aldwins Road land
- Repayment of \$6.5m Senior Trust loan
- \$14.7m of new BNZ bank loans

Significant improvement in liquidity, with cash and undrawn facilities increasing to over \$1.5m

Key debt metrics	Aug 24	Sep 23
Loan to value	<b>47.6</b> %	56.3%
Weighted average interest rate	7.6%	8.8%
Weighted average debt maturity	2.5 yrs	1.6 yrs

## Equity and shareholding

Successful capital raise in July:

- Raised \$4.725m
- Broadened shareholder base
- Improved future access to capital through warrants issuance
- Introduced strategic investor aligned to Group's growth strategy

Post-ASM share and warrant consolidation:

- 500 to 1 share/warrant consolidation
- Improved liquidity for shareholders can be expected



# **Results to 31 March 2024**

A solid full year result, with particularly strong second half performance.

Impact and momentum being created by the new leadership team is evident, with immediate focus on:

- Increasing occupancy, including strategic care bed repurpose (Aldwins House and Nelson Street)
- Successful sell down of ORAs
- Focus on improving the quality of care to meet the needs of our clients
- Ensuring appropriate financial controls and rigour
- Staff engagement, systems and training

Operating Revenue:	\$26.3m (+10%)
Operating Expenses:	\$18.9m (+7%)
Underlying EBITDAF:	\$3.8m (-7%)
NPAT:	\$1.6m (+136%)
Total Assets:	\$84.3m (+18%)
Debt:	\$29.2m (-6%)
NTA per share:	0.126c (+37%)



# **Outlook for year ending March 2025**

Targeting double digit earnings growth from existing operations

Operational improvements already complete or underway can expect a positive impact on valuations

Cromwell acquisition to be both materially accretive to earnings and NTA



# Capital raise and share consolidation

Impact of capital raise, warrants issuance, warrant variations and 500:1 share consolidation

Promisia Healthcare Limited Issued Share Capital	31 March 2024	<b>28 August 2024</b> (Following completion of capital raise and Cromwell acquisition)	<b>27 September 2024</b> (Following ASM and 500:1 consolidation)
Shares on issue	21,475,641,820	25,546,808,487	52,543,617
Share price	\$0.00100	\$0.00100	\$0.50
NTA per share (March 2024) <sup>1</sup>	\$0.00126		\$0.63

Promisia Healthcare Limited Issued Warrants	<b>28 August 2024</b> (Following completion of capital raise and Cromwell acquisition)	<b>25 September 2024</b> (Following ASM and warrants variation)	<b>27 September 2024</b> (Following 500:1 consolidation)
Warrants on issue	4,725,000,000	14,175,000,000	28,350,000
Warrant price	\$0.00100	\$0.00100	\$0.50
Exercise price	\$0.00200	\$0.00100	\$0.50

<sup>1</sup>NTA per share of \$0.63 as of 27<sup>th</sup> September is indicative and reflects the 31<sup>st</sup> March position following the 500:1 consolidation. An updated Net Tangible Asset position will be available following the release of the FY25 interim results for the six months ended 30 September 2024.

# **Stronger Business** Craig Percy

Golden View Lifestyle Village, Cromwell



# **Stronger Business**

## Cromwell

- Merging of operations across Ripponburn and Golden View
- Gain operational efficiencies
- Capitalising on the strong demand in the region (for both care bed and ILUs)
- Assessing future growth/development opportunities

## **Aldwins House**

- Build on the strong base established over the last 12 months & grow occupancy to >95%
- Ensure excellent and consistent service delivery

## **Operational leadership**

Promisia has undertaken significant growth in the last six months, and we anticipate this growth to continue. To this end:

- ensure exceptional leadership at facility level; and
- we will look to future fit our support office structure

# **Shareholder discussion**



# Resolutions

Ranfurly Manor Village, Feilding



## **Auditor reappointment**

## **Resolution 1:**

To record the re-appointment of William Buck New Zealand as auditor of the Company and to authorise the Directors to fix the auditor's remuneration for the ensuing year.

## **Director re-election**

### **Resolution 2:**

To appoint Tony Mortensen as an independent director of the Company with effect from the close of the Meeting.



## Warrant variations

## **Resolution 3:**

To approve a variation to the exercise price of Warrants from \$0.002 per Warrant to \$0.001 per Warrant on the basis described in the explanatory notes.

#### **Resolution 4:**

To issue a further 9.45 billion Warrants to all investors of the Capital Raise so that each Investor will have received a total of three Warrants for every one share subscribed for and on the basis described in the explanatory notes.

#### **Resolution 5:**

To ratify 4,130,862,510 Shares and 725,000,000 Warrants issued under NZX Listing Rule 4.5.1 on the basis described in the explanatory notes.



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