



**Summerset Group Holdings Limited**  
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## **NZX & ASX RELEASE**

**8 July 2025**

### **2Q25 METRICS – SALES OF OCCUPATION RIGHTS**

Summerset Group reported 402 sales for the quarter ending 30 June 2025, comprising 222 new sales and 180 resales.

Summerset CEO Scott Scoullar said this was the company's highest quarter ever and was the result of a lot of hard work throughout the company.

"We've seen continued high demand for our retirement living offering. It's certainly not an easy sales environment for us but we're very happy with our progress so far this year and we'll continue to work hard to bring new residents to our villages over the second half of the year."

It was also the company's highest ever first half total sales with 692, up 18% on 1H24.

Mr Scoullar said Summerset's diverse landbank was an advantage and continued to deliver for the company, with over 46.7% of sales coming from outside Auckland, Wellington and Christchurch.

"The momentum we saw in Q1 has also continued into Q2 - we have seen uncontracted new sale stock decrease by 6% in the period, while contracted new stock increased by over 50%.

"Across both new and resales we contracted 130 more villas and apartments in the past six months than we did in 1H24."

Sales at the company's flagship St Johns village are progressing well, as reported at Summerset's full year result in February.

"Approximately 50% of the apartments, and almost 60% of the memory care apartments and care suites at St Johns that were delivered late in 2024 are now either under contract or occupied. This level of sales is ahead of our internal budgeting noting the size of the village, so is very pleasing."

The company remains on track to deliver FY25 forecast 650-730 homes, including the delivery of village centre buildings at Cambridge in the Waikato, and Cranbourne North in Australia as well as the first villas at our Chirnside Park village.

Summerset will release its HY25 results on 28 August 2025.

**ENDS**

### **YTD25 SALES OF OCCUPATION RIGHTS**

|              | <b>1Q25</b> | <b>2Q25</b> | <b>YTD25</b> |
|--------------|-------------|-------------|--------------|
| New sales    | 132         | 222         | 354          |
| Resales      | 158         | 180         | 338          |
| <b>Total</b> | <b>290</b>  | <b>402</b>  | <b>692</b>   |

## FY24 SALES OF OCCUPATION RIGHTS

|              | 1Q24       | 2Q24       | 3Q24       | 4Q24       | FY24        |
|--------------|------------|------------|------------|------------|-------------|
| New sales    | 134        | 156        | 129        | 169        | <b>588</b>  |
| Resales      | 121        | 177        | 160        | 192        | <b>650</b>  |
| <b>Total</b> | <b>255</b> | <b>333</b> | <b>289</b> | <b>361</b> | <b>1238</b> |

### NOTES:

- Occupation right sales volumes represent the number of occupation rights settled in the period and differ from retirement unit deliveries which represents the number of new homes for which construction was completed in the period.
- The quarterly sales metrics provided may not necessarily reflect NZ IFRS financial performance for the corresponding period. In particular, key items in the income statement, such as the fair value movement of investment property, are dependent on several variables, of which one is occupation right sales. NZ IFRS financial performance is calculated for the periods ending 30 June and 31 December each year.

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## ABOUT SUMMERSET

- Summerset is one of the leading operators and developers of retirement villages in New Zealand, with 40 villages completed or in development nationwide
- In addition, Summerset owns seven proposed sites at Devonport Peninsula (Auckland), Rotorua (Bay of Plenty), Mission Hills (Napier), Masterton (Wairarapa), Otaihanga (Kāpiti Coast), Rolleston (Canterbury), Mosgiel (Dunedin)
- Summerset also has three villages in development (Cranbourne North, Chirnside Park and Torquay) and owns four other proposed sites in Victoria, Australia (Craigieburn, Drysdale, Mernda and Oakleigh South)
- Summerset provides a range of living options and care services to more than 9,100 residents