



RYMAN HEALTHCARE

Full year result

31 March 2022



RYMAN
HEALTHCARE







Full year highlights

Underlying profit* of \$255.0 million, an increase of 13.6%

Reported (IFRS) profit of \$692.9 million, up 63.8%

Final dividend of 13.6 cents per share, unchanged from the prior year

Total assets of \$10.97 billion, up 19.6%

Net assets of \$3.43 billion, up 21.4%

Cash receipts of \$1.40 billion, up 18.7%

*Underlying profit is a non-GAAP measure and differs from NZ IFRS profit for the period. Refer to slide 24 for a breakdown of underlying profit.

Four new villages under construction

Highett, Melbourne



Takapuna, Auckland



Northwood, Christchurch



Ringwood East, Melbourne



Artists impressions

Four new sites added to our land bank

- Mix of apartment (Coburg North) and townhouse (Rolleston, Mulgrave, Kealba) style developments
- Additional land at Deborah Cheetham and Essendon acquired

Rolleston, Canterbury



Kealba, Melbourne



Mulgrave, Melbourne



Coburg North, Melbourne



Site boundaries are indicative only





**PROUD TO BE VOTED
NEW ZEALAND'S MOST
TRUSTED AGED CARE
AND RETIREMENT
VILLAGE BRAND FOR
THE EIGHTH TIME.**





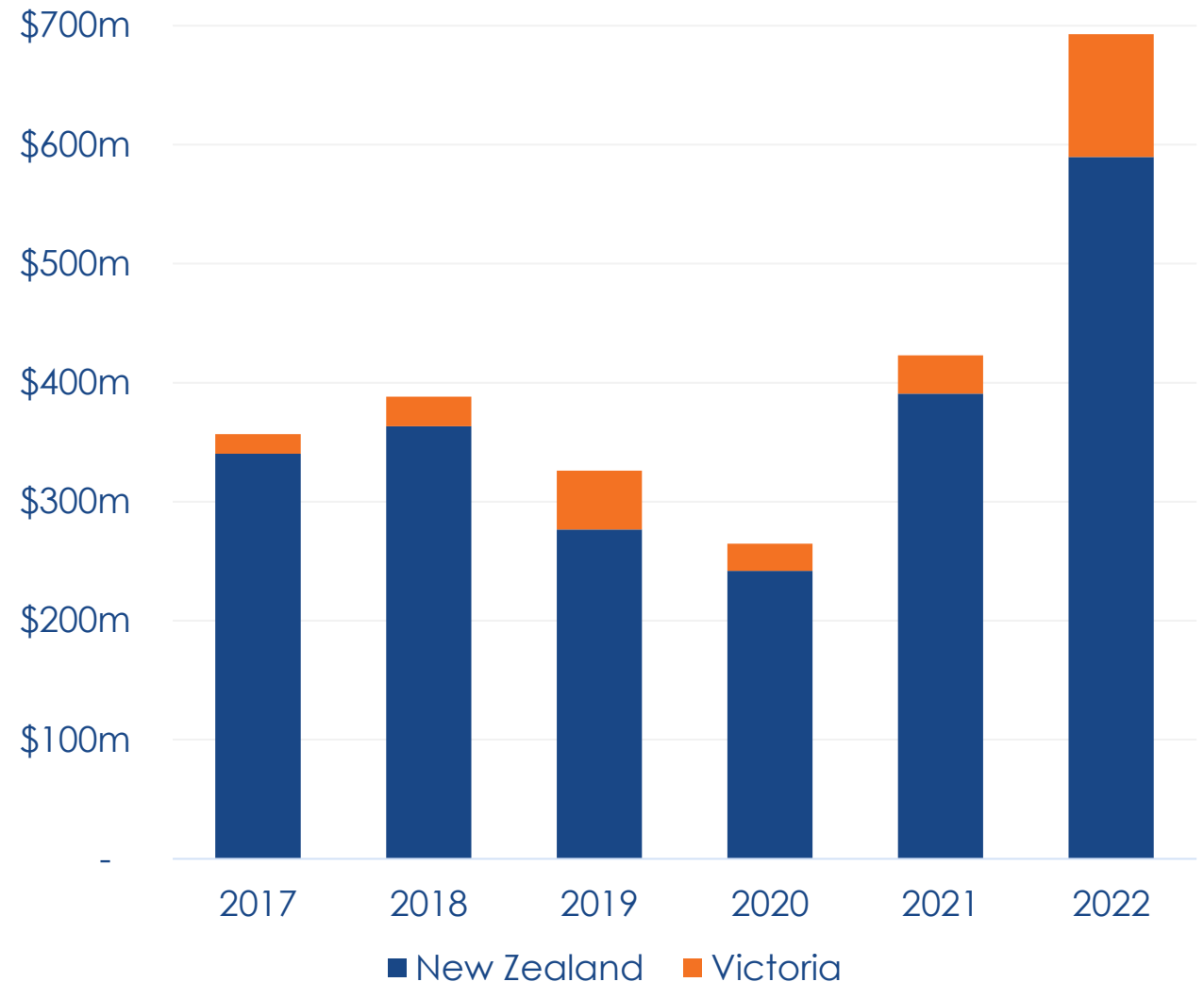
Artist impression, Raylene Boyle Retirement Village

Australian village locations



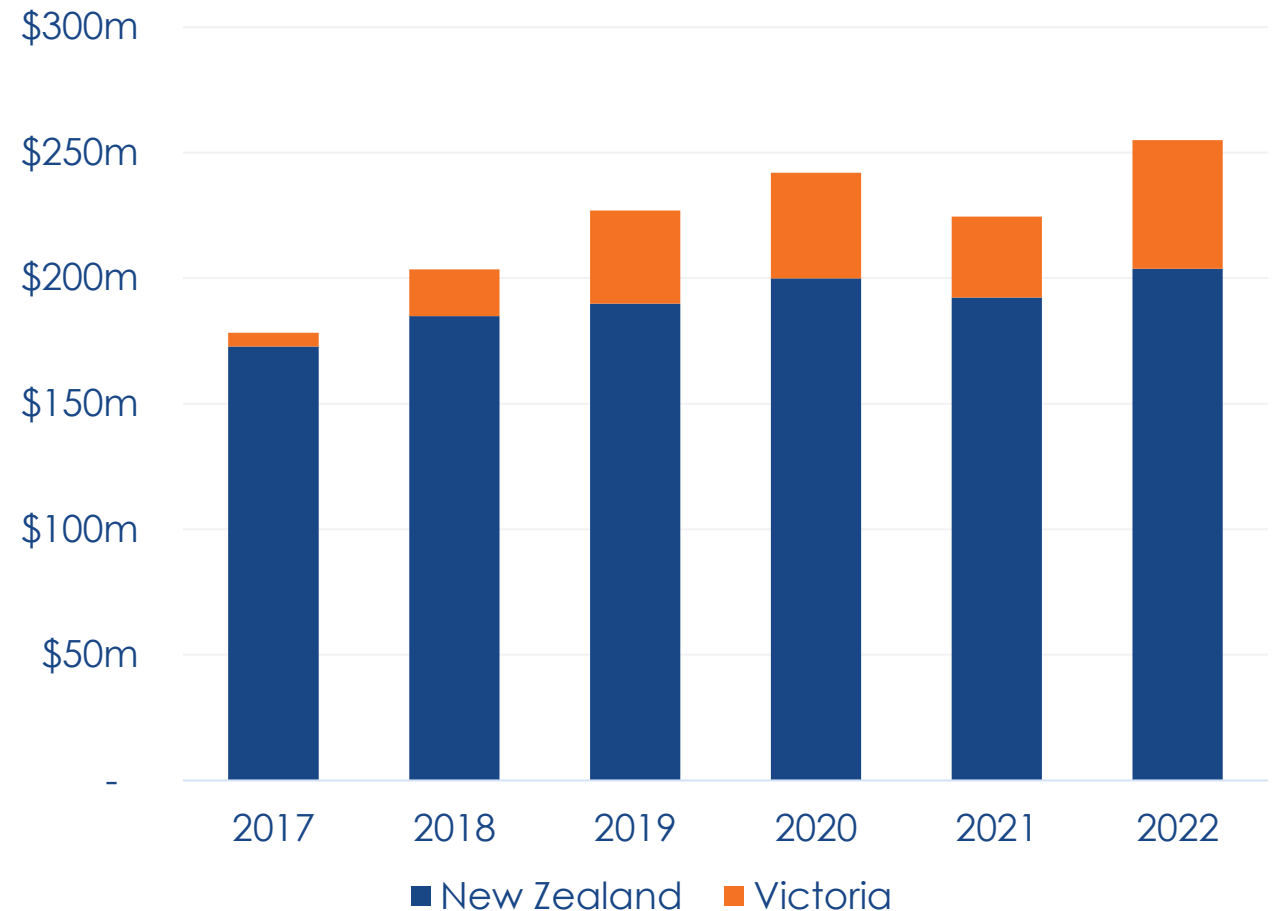
Full year reported (IFRS) profit

- Reported IFRS profit of \$692.9 million, up 63.8% on the prior year
- This includes the addition of new units and an unrealised valuation gain of \$467.1 million
- These gains reflect the pricing lift we have achieved over the last 12 months



Underlying profit up 13.6%

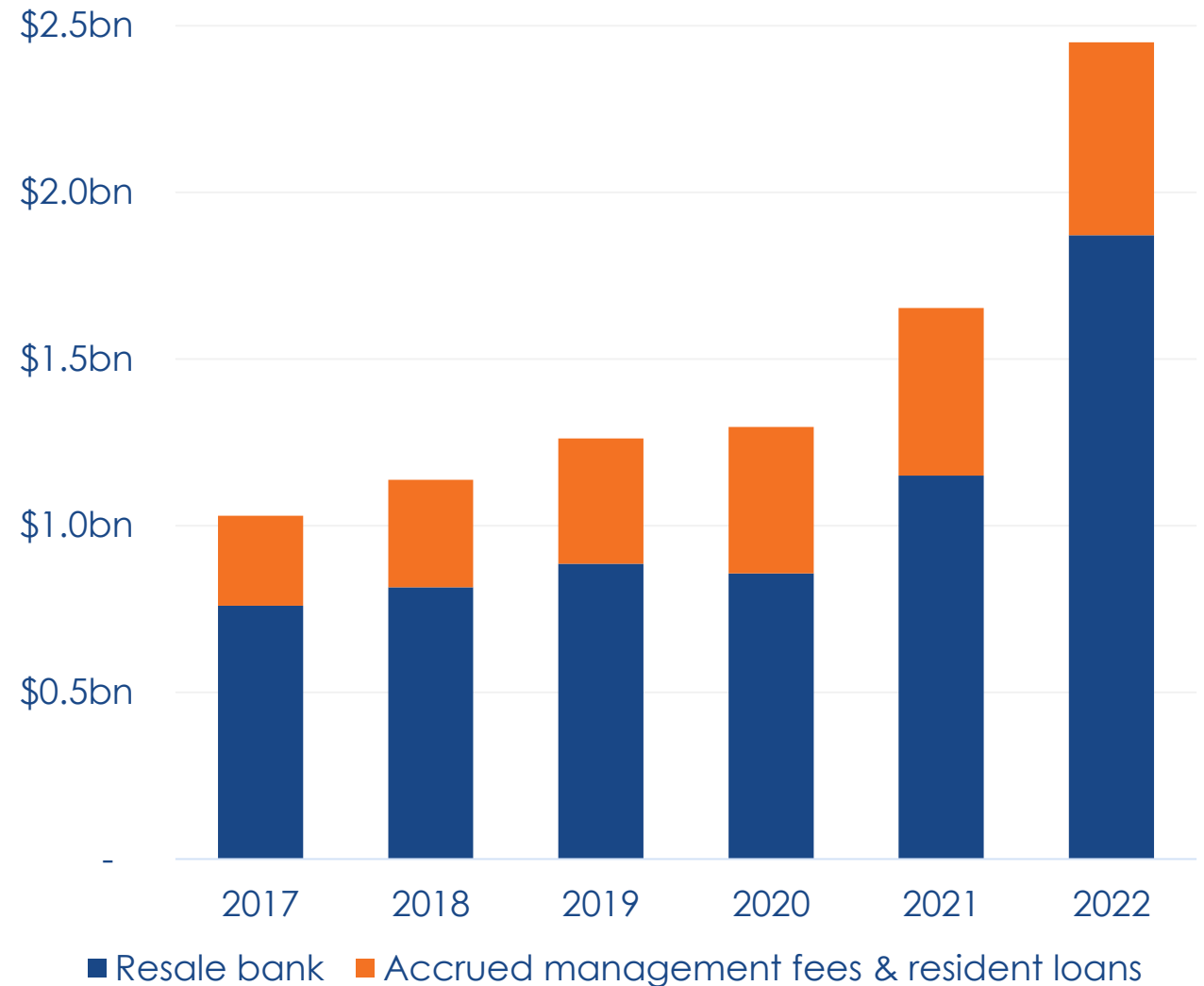
- Underlying profit of \$255.0 million, an increase of 13.6% on the prior year
- Growth underpinned by robust demand and a strong lift in resale earnings, despite COVID impacts



Note: Underlying profit is a non-GAAP measure and differs from NZ IFRS profit for the period. Refer to slide 24 for a breakdown of underlying profit.

Embedded value lifted to \$2.45 billion

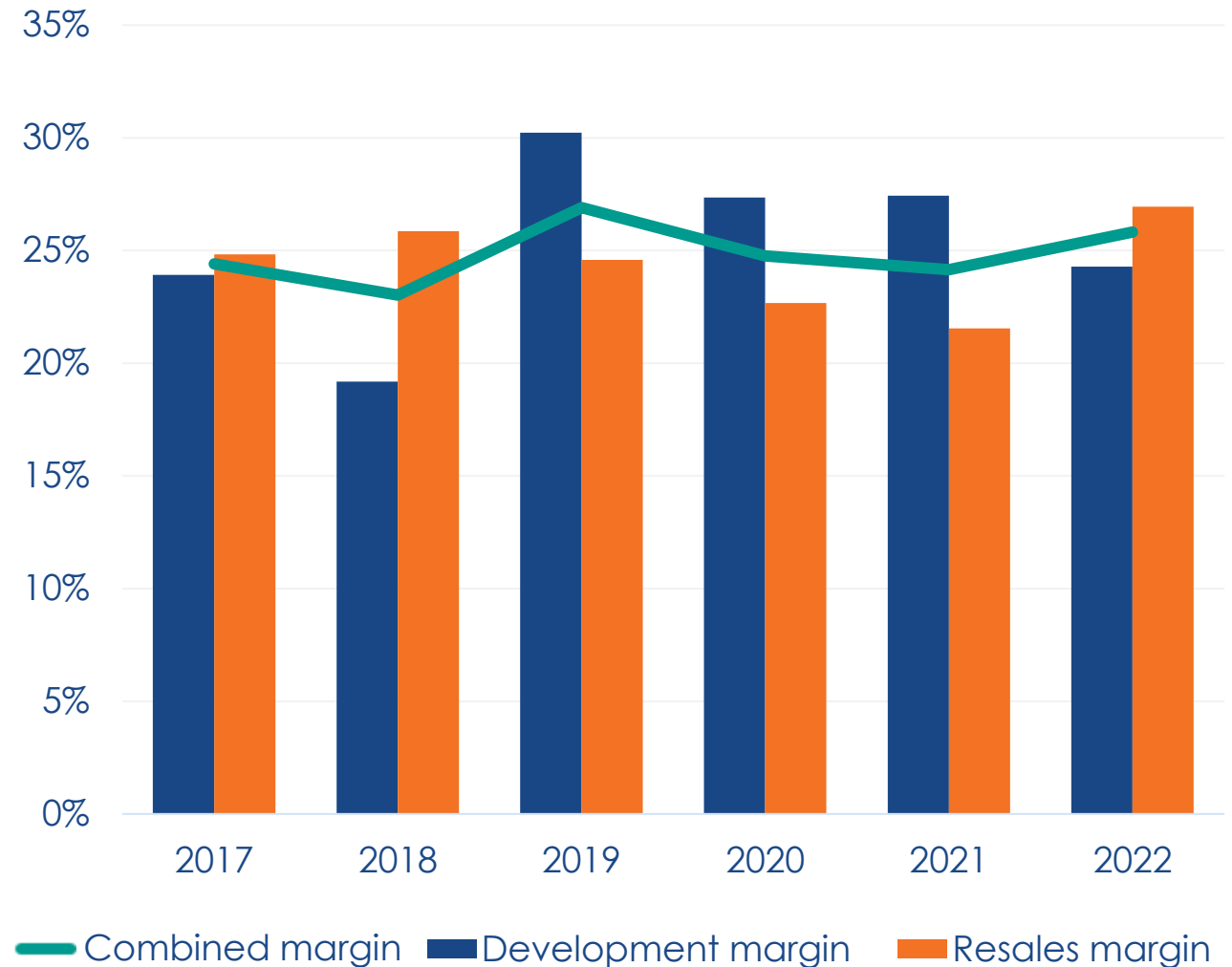
- Resale bank up 62.7% to \$1.87 billion to underpin future earnings
- Implied resale margin of 27.8%
- Embedded value* now \$2.45 billion



* Embedded value reflects the resale bank, accrued management fees and resident loans

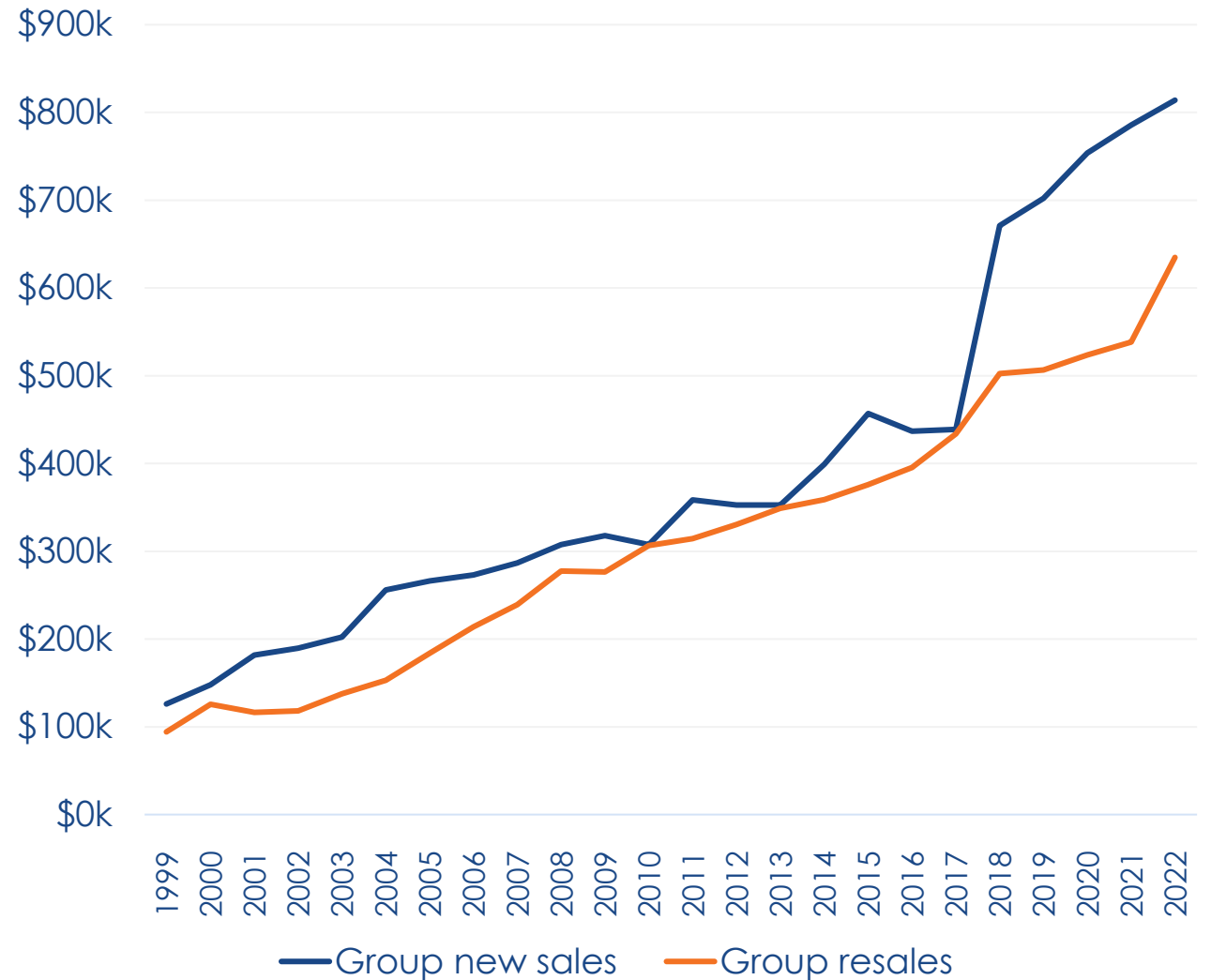
Combined margin of 25.8%

- Combined margin 25.8%, up from 24.2%
- New sale margin 24.3%, reflecting our ability to lift prices, offsetting rising construction costs and supply challenges



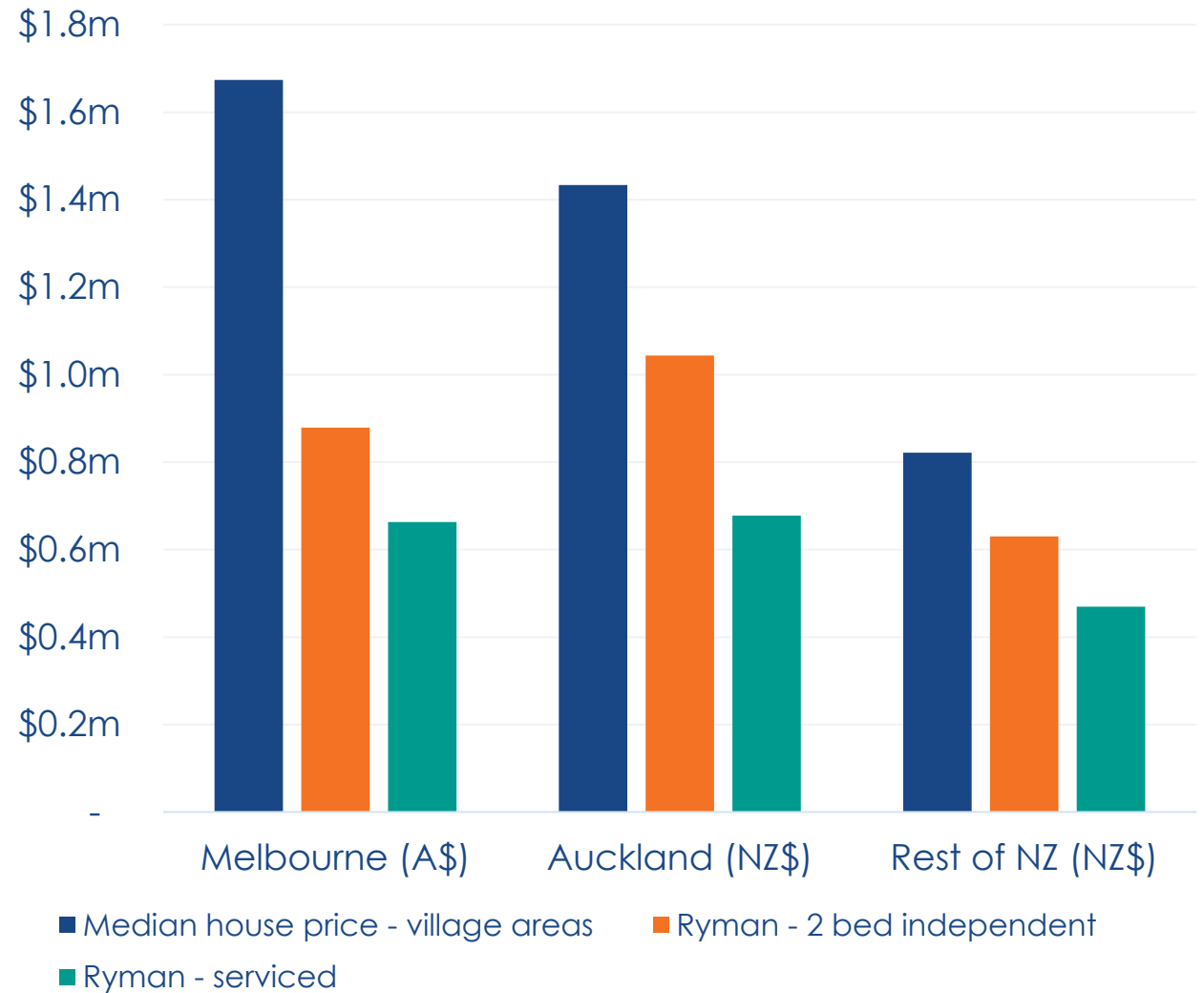
Average new and resale price

- New sale pricing reflects our focus on high value locations
- Resale pricing reflects the maturing of villages in Auckland and Melbourne



Affordability provides resilience

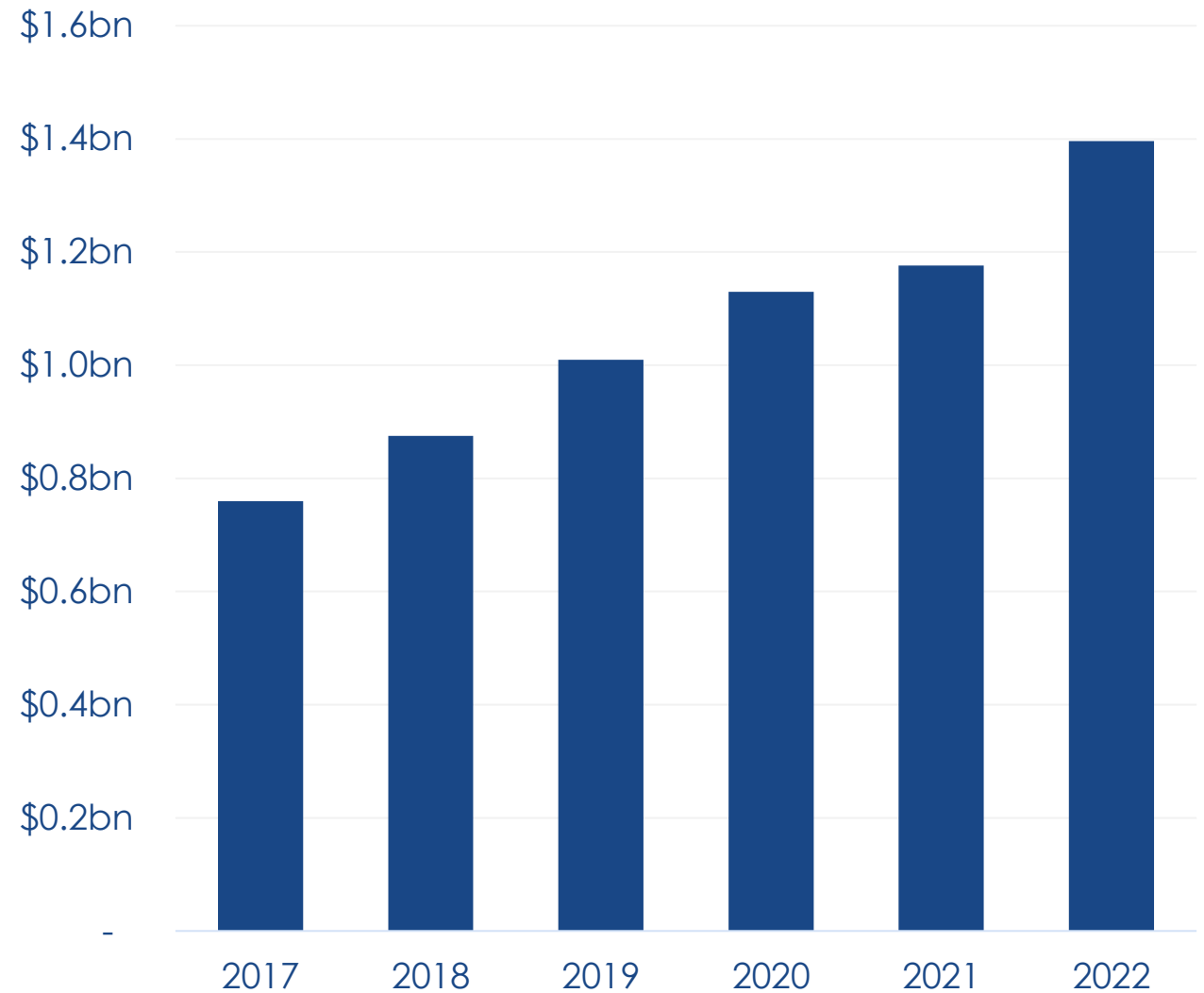
- Our offering remains highly affordable relative to local house prices
- Pricing in Auckland is 27% below the median local house price
- Residents continue to free up significant capital when moving into a Ryman village



Note: The average price shown for Ryman units is for resales only. The median house price reflects the average median house price over the last 6 months in the areas surrounding our villages.

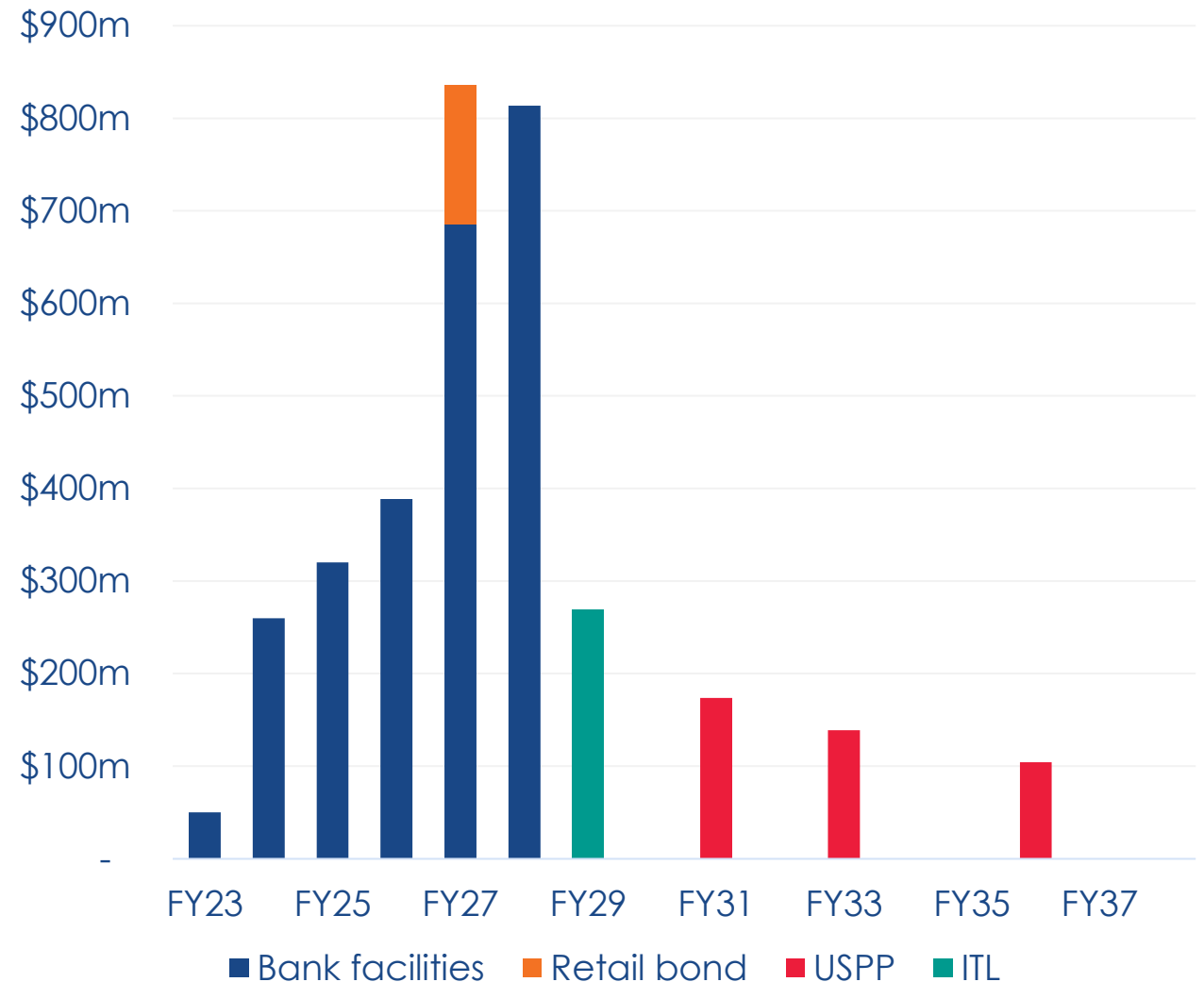
Strong cash receipts from residents

- Cash receipts from residents up 18.7% to \$1.40 billion
- Operating cash flows up 41.8% to \$586.0 million



We have diversified the tenor and source of our debt

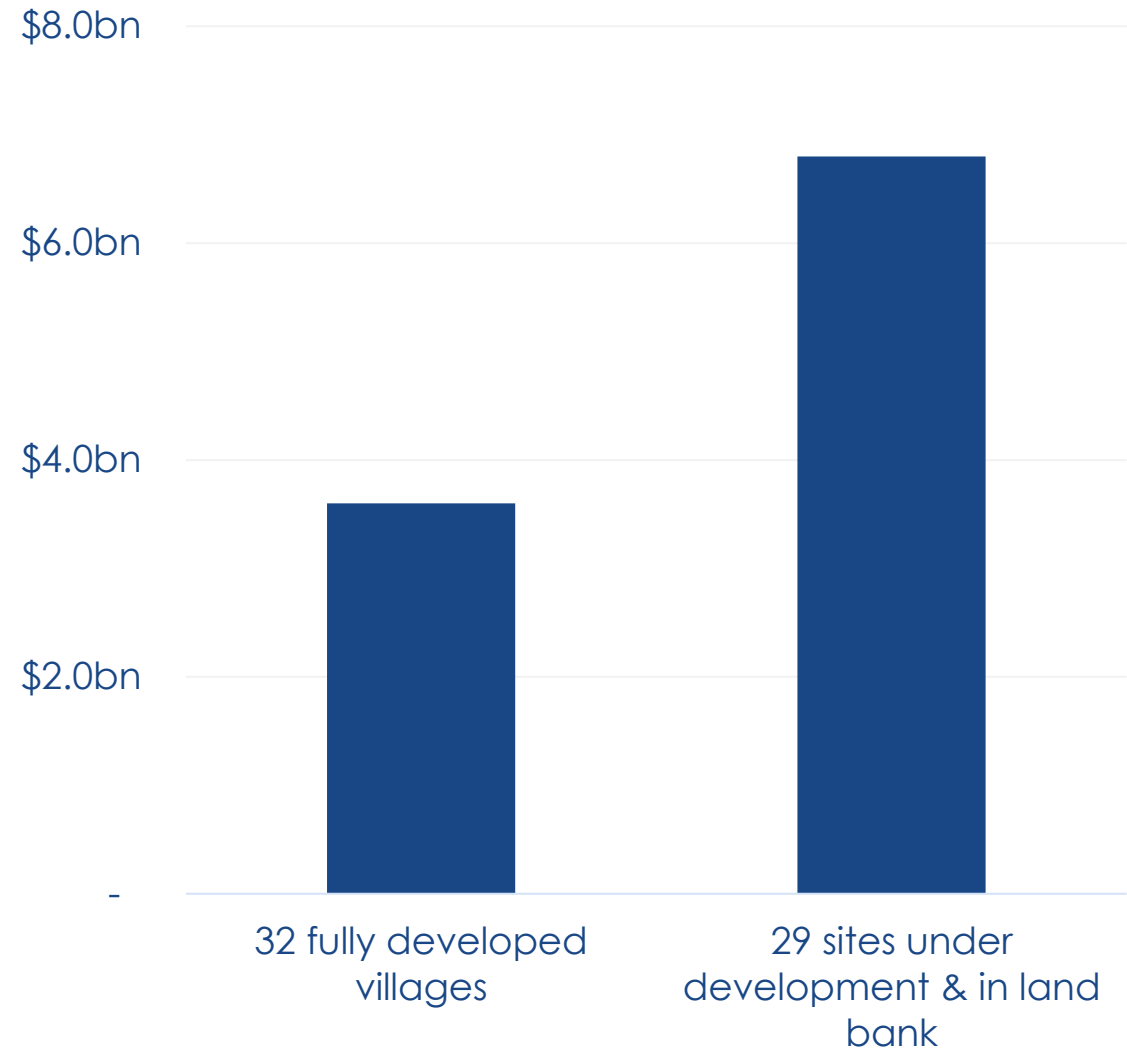
- Debt to debt-plus-equity ratio reduced to 43%
- Headroom of \$737 million at 31 March
- Strong position to continue to invest



Note: The tenor and source of our funding represents total interest-bearing loans and borrowings following the refinancing of the Group's NZD and AUD bank loan facilities at 31 March 2022 and excludes the NZ\$290 million USPP which occurred subsequent to 31 March 2022.

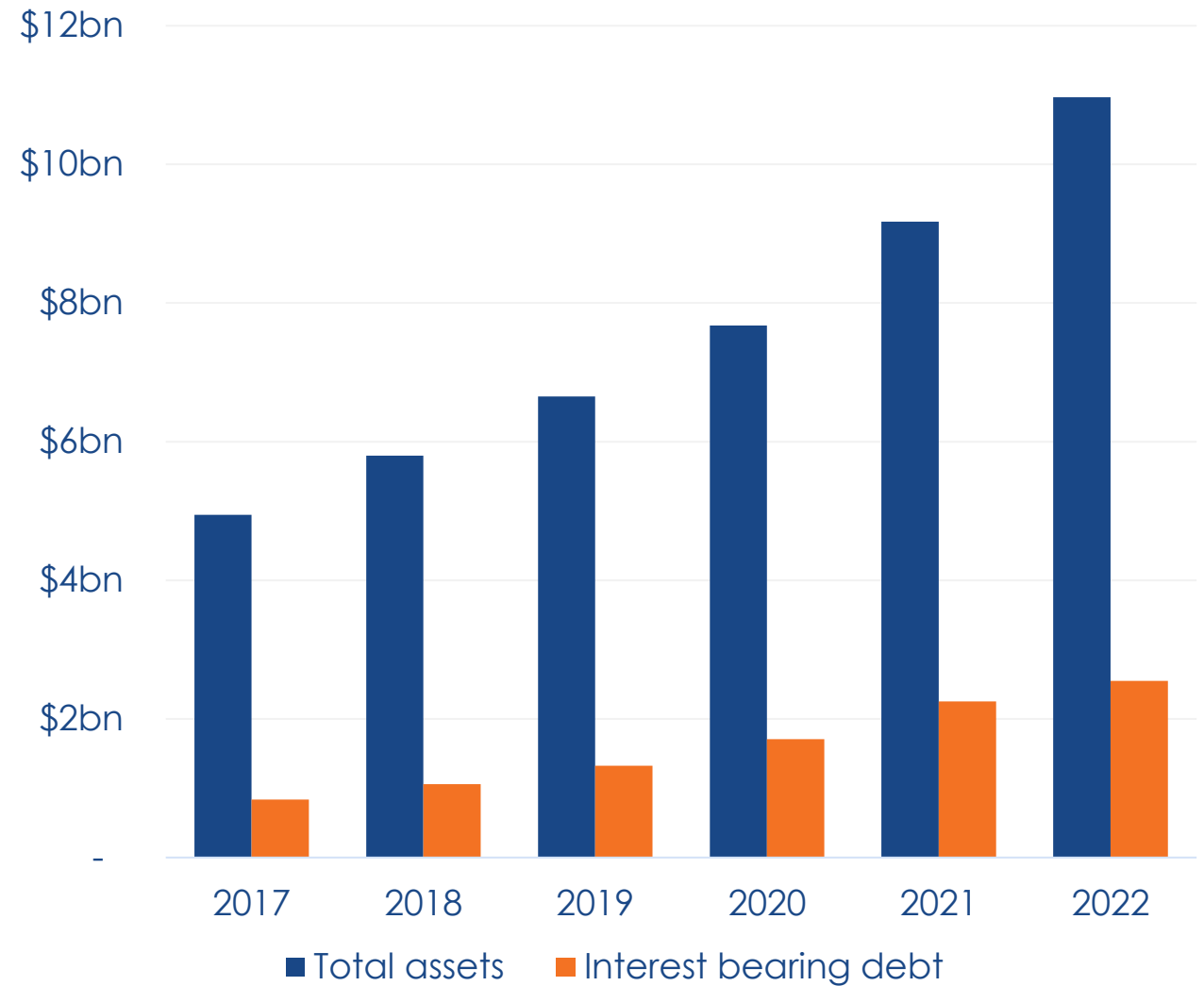
The benefit of focusing on high value sites

- We anticipate generating \$6.80 billion of capital proceeds from the 29 sites in our land bank when they are fully occupied and sold down
- Our 32 fully sold villages currently contribute \$3.60 billion of capital proceeds



Note: Capital proceeds includes occupancy advances and refundable accommodation deposits

Total assets of \$10.97 billion



Note: Interest bearing debt represents “interest-bearing loans and borrowings” in the balance sheet and includes secured bank loans, unsubordinated fixed-rate retail bonds, USPP notes and institutional term loan (ITL). As documented in the Group's facility agreement, the Group has a right to off-set cash balances held against bank debt. Included in total interest bearing debt is total secured bank loans net of cash held at balance date.



I'm COVID-19
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Protect our safe havens

Questions



Appendix 1: Reported (IFRS) profit

\$m	12 months to 31 Mar 22			12 months to 31 Mar 21		
	NZ	Aust	Group	NZ	Aust	Group
Underlying profit (non-GAAP)	203.8	51.2	255.0	192.3	32.2	224.4
Unrealised revaluations of investment properties	436.8	30.3	467.1	192.6	8.6	201.2
Deferred tax credit / expense	-50.9	21.7	-29.2	5.9	6.7	12.6
Impairment - loss on disposal	0.0	0.0	0.0	0.0	-15.1	-15.1
Reported net profit after tax	589.6	103.2	692.9	390.7	32.3	423.1

Underlying profit is a non-GAAP (Generally Accepted Accounting Principles) measure and differs from NZ IFRS profit for the period. Underlying profit does not have a standardised meaning prescribed by GAAP and so may not be comparable to similar financial information presented by other entities.

The Ryman Group uses underlying profit, with other measures, to measure performance. Underlying profit is a measure that the Ryman Group uses consistently across reporting periods.

Underlying profit excludes deferred taxation, taxation expense, unrealised gains on investment properties, and impairment losses on non-trading assets because these items do not reflect the trading performance of the Ryman Group. Underlying profit is used as the basis for determining the dividend pay-out to shareholders.

Appendix 2: Sale of occupation rights

	Year to 31 Mar 22			Year to 31 Mar 21		
	NZ	Aust	Group	NZ	Aust	Group
Existing units						
Independent	444	34	478	415	18	433
Serviced	479	26	505	483	9	492
	923	60	983	898	27	925
New units						
Independent	251	177	428	268	144	412
Serviced	67	65	132	64	27	91
	318	242	560	332	171	503
Total	1,241	302	1,543	1,230	198	1,428

Appendix 3: Development

	Independent	Serviced	Total units	Care beds	Total units and beds
New Zealand					
James Wattie	45	0	45	0	45
Keith Park	11	0	11	0	11
Kevin Hickman	38	0	38	0	38
Linda Jones	58	0	58	0	58
Miriam Corban	44	0	44	0	44
William Sanders	49	0	49	0	49
Total build - New Zealand	245	0	245	0	245
Australia					
Charles Brownlow	19	29	48	20	68
Deborah Cheetham	21	0	21	0	21
John Flynn	104	68	172	57	229
Raelene Boyle	47	27	74	74	148
Total build - Australia	191	124	315	151	466
Total build - Group	436	124	560	151	711

Appendix 4: Margins

\$000s	Reference	31 Mar 22	31 Mar 21
New sales			
Realised fair value movement	(Note 7)	110,681	108,377
Sale of occupation rights	(Key statistics)	455,856	395,094
Gross development margin		24.3%	27.4%
Resales			
Realised fair value movement	(Note 7)	168,071	107,317
Resale of occupation rights	(Key statistics)	623,891	498,037
Gross resales margin		26.9%	21.5%
Group			
Group realised fair value movement		278,752	215,694
Group sale of occupation rights		1,079,747	893,131
Gross group margin		25.8%	24.2%

Appendix 5: Cash management fees

\$000s	Reference	Mar 22	Mar 21
Accrued management fees and resident loans – opening	(Note 14)	502,890	439,636
Less: Accrued management fees and resident loans – closing	(Note 14)	(578,254)	(502,890)
Movement in accrued management fees		(75,364)	(63,254)
Plus: DMF income	Income statement	105,552	93,170
Plus: Revenue in advance movement	(Note 23)	9,435	7,515
Plus: GST / accommodation credit adjustment / FX movement	Not disclosed	1,337	4,010
Plus: Movement in resident loan	Not disclosed	9,240	6,592
Cash management fees		50,200	48,033

Appendix 6: Investment property summary

As at 31 March 2022	CBRE unit price inflation assumption					Discount rate
	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5+	
Auckland	0.9%	1.0%	2.1%	3.0%	3.5%	12.8%
Rest of New Zealand	0.9%	1.0%	2.0%	2.7%	3.4%	13.3%
Australia	3.2%	3.5%	3.5%	3.5%	3.8%	14.2%

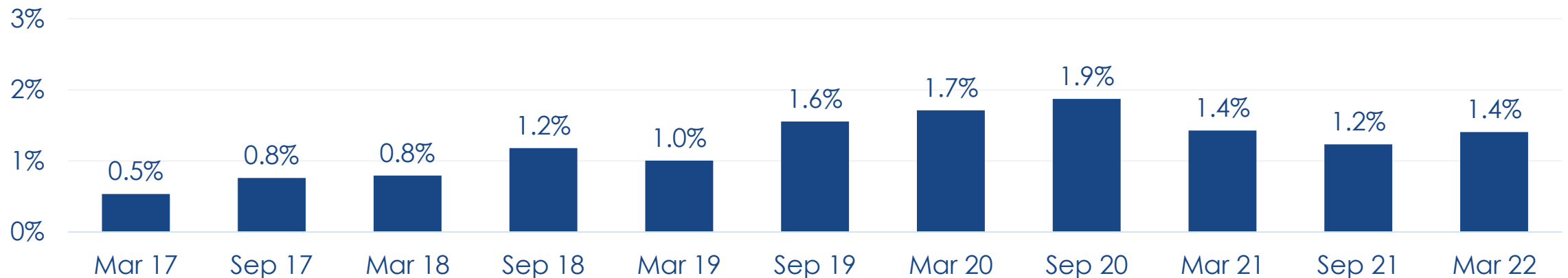
As at 31 March 2021	CBRE unit price inflation assumption					Discount rate
	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5+	
Auckland	1.7%	1.0%	2.1%	3.0%	3.5%	12.8%
Rest of New Zealand	1.6%	1.0%	2.0%	2.7%	3.4%	13.4%
Australia	1.8%	2.4%	2.9%	3.3%	4.1%	14.6%

Appendix 7: Operating cash flows

\$000s	Year to 31 Mar 22	Year to 31 Mar 21
Resident receipts	400,618	360,855
Refundable accommodation deposits (net)	87,411	27,884
New sale of occupation rights	383,601	330,503
Resales of occupation rights	524,525	457,159
Total receipts from residents	1,396,155	1,176,401
Interest received	266	229
Government wage subsidy	-	14,227
Repayment of government wage subsidy	-	(14,227)
Payments to suppliers and employees	(435,170)	(421,135)
Payments to residents	(346,030)	(323,810)
Interest paid	(29,243)	(18,566)
Net operating cash per the cash flow statement	585,978	413,119

Appendix 8: Available resale stock

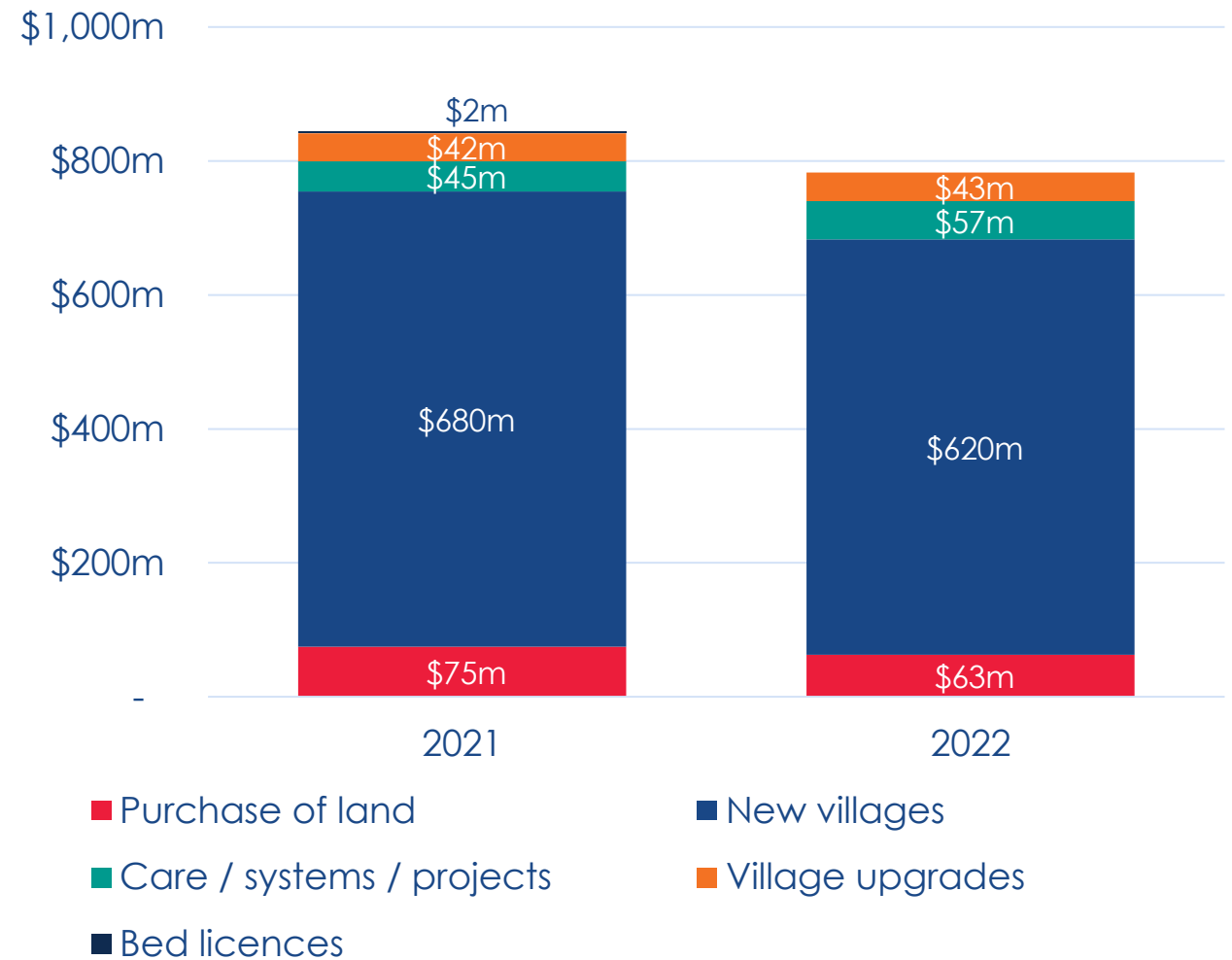
	Mar 22	Sep 21	Mar 21
Independent living units	45	34	45
Serviced apartments	75	67	69
Total resale stock	120	101	114
Total retirement portfolio	8,538	8,195	7,983
Uncontracted stock percentage*	1.4%	1.2%	1.4%



*Uncontracted resale stock as a percentage of total retirement portfolio (independent and serviced units)

Appendix 9: Investing cash flows

- \$783.0 million invested in new villages and existing portfolio
- Work commenced on 4 new sites during the year
- Now building across 16 sites with a further 13 sites in the land bank
- \$63 million of land purchases



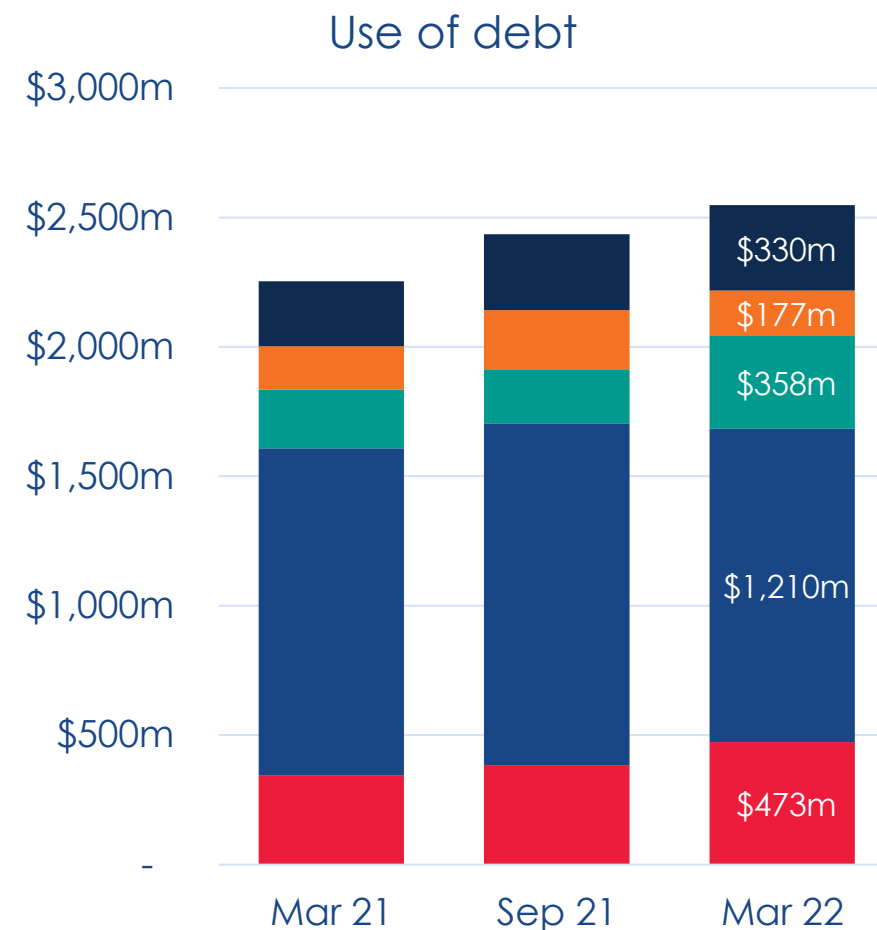
Appendix 10: Capital management

Gearing (\$m)	Mar 22	Sep 21	Mar 21
Interest bearing debt	\$2,548	\$2,435	\$2,254
Debt at face value	\$2,589	\$2,437	\$2,275
Net assets	\$3,435	\$3,034	\$2,829
Total assets	\$10,966	\$9,849	\$9,172
Interest bearing debt / (interest bearing debt + equity)	42.6%	44.5%	44.3%
Debt at face value / (debt at face value + equity)	43.0%	44.5%	44.6%
Debt at face value / total assets	23.6%	24.7%	24.8%

Interest bearing debt represents 'interest-bearing loans and borrowings' in the balance sheet and includes secured bank loans, unsubordinated fixed-rate retail bonds, USPP notes and institutional term loan (ITL).

Debt at face value is the face value of drawn debt, retail bonds, institutional term loans and USPP notes. Debt at face value excludes capitalised and amortised issue costs, fair value movement on hedged borrowings, and foreign exchange movement of USD USPP notes.

As documented in the Group's facility agreement, the Group has a right to off-set cash balances held against bank debt. Included in debt at face value and interest bearing debt is total secured bank loans net of cash held at balance date.



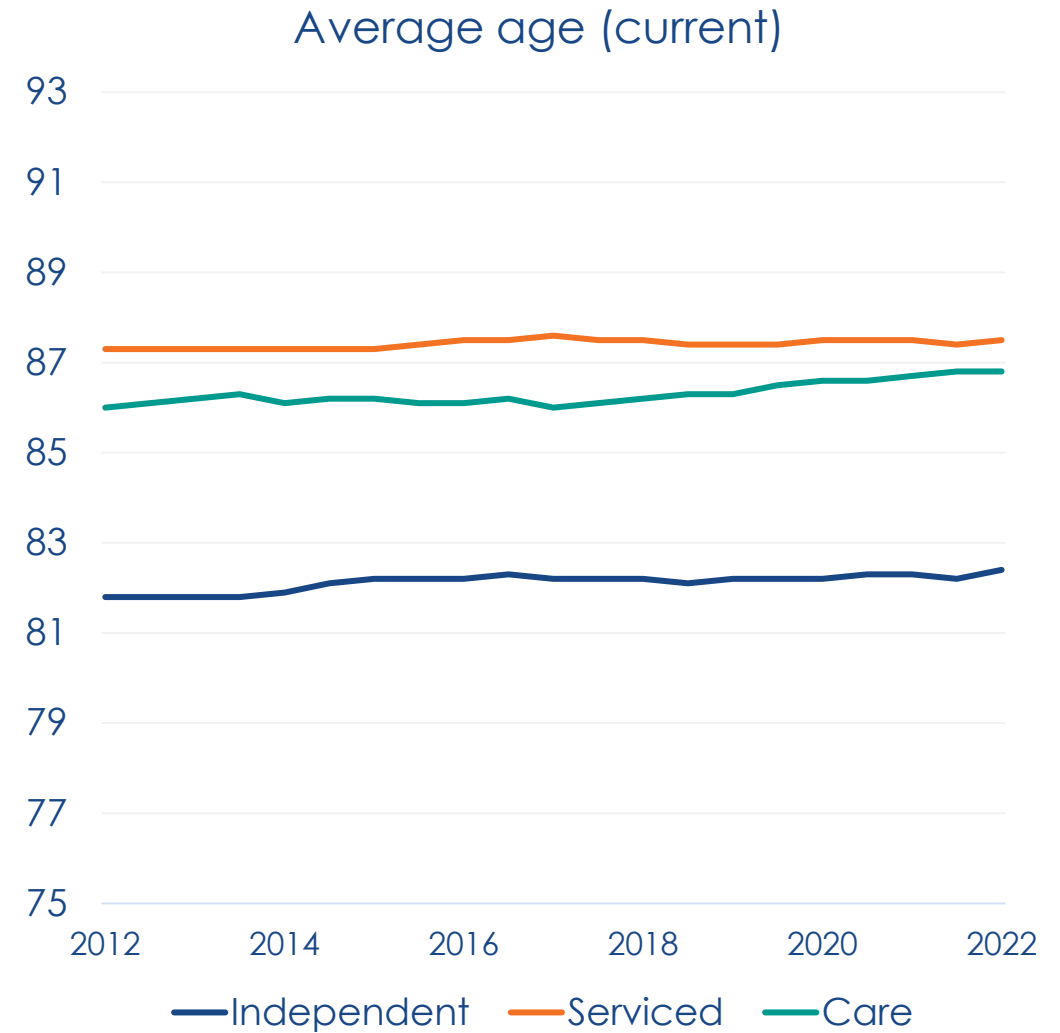
- Systems and other assets
- Village capex
- New sale debtors
- Development WIP
- Undeveloped land

Appendix 11: Resident average age and tenure (years)

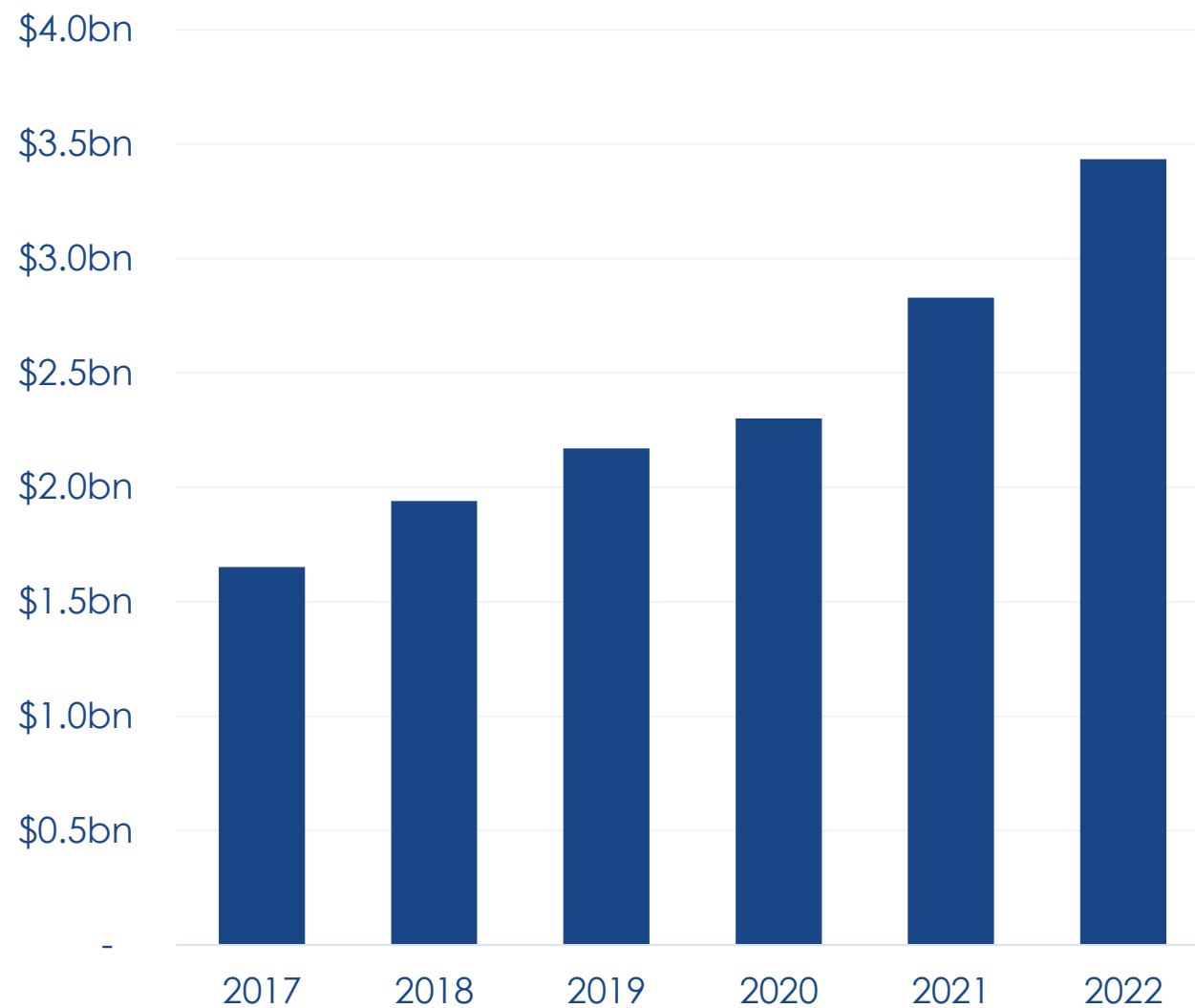
Average age (current)	Mar 22	Mar 21
Independent	82.4	82.3
Serviced	87.5	87.5
Care centre	86.8	86.7

Average age (on entry)	Mar 22	Mar 21
Independent	79.3	79.2
Serviced	85.7	85.1

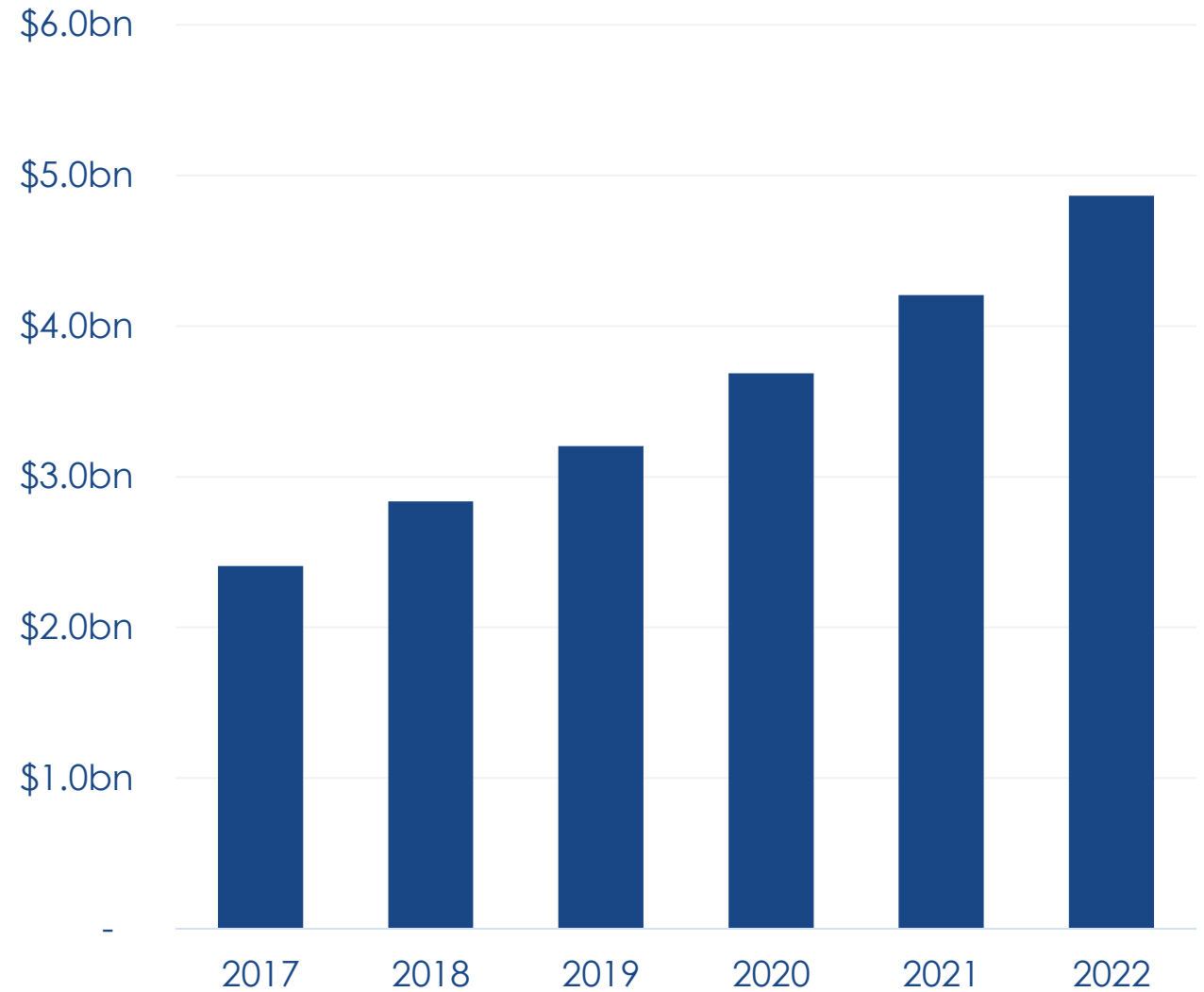
Average tenure (vacated units)	Mar 22	Mar 21
Independent	5.9	6.0
Serviced	3.2	2.8



Appendix 12: Net assets



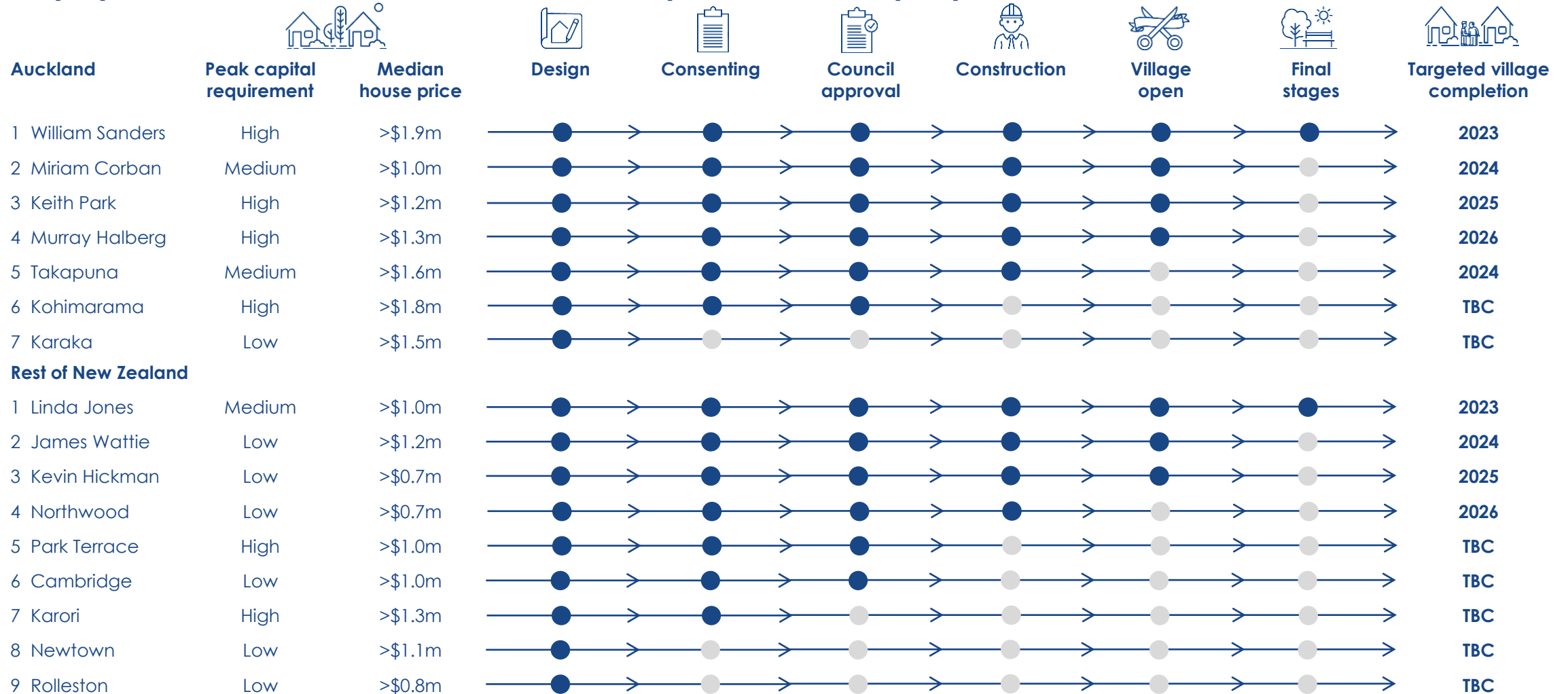
Appendix 13: Gross occupancy advances



Appendix 14: 14 sites in Auckland

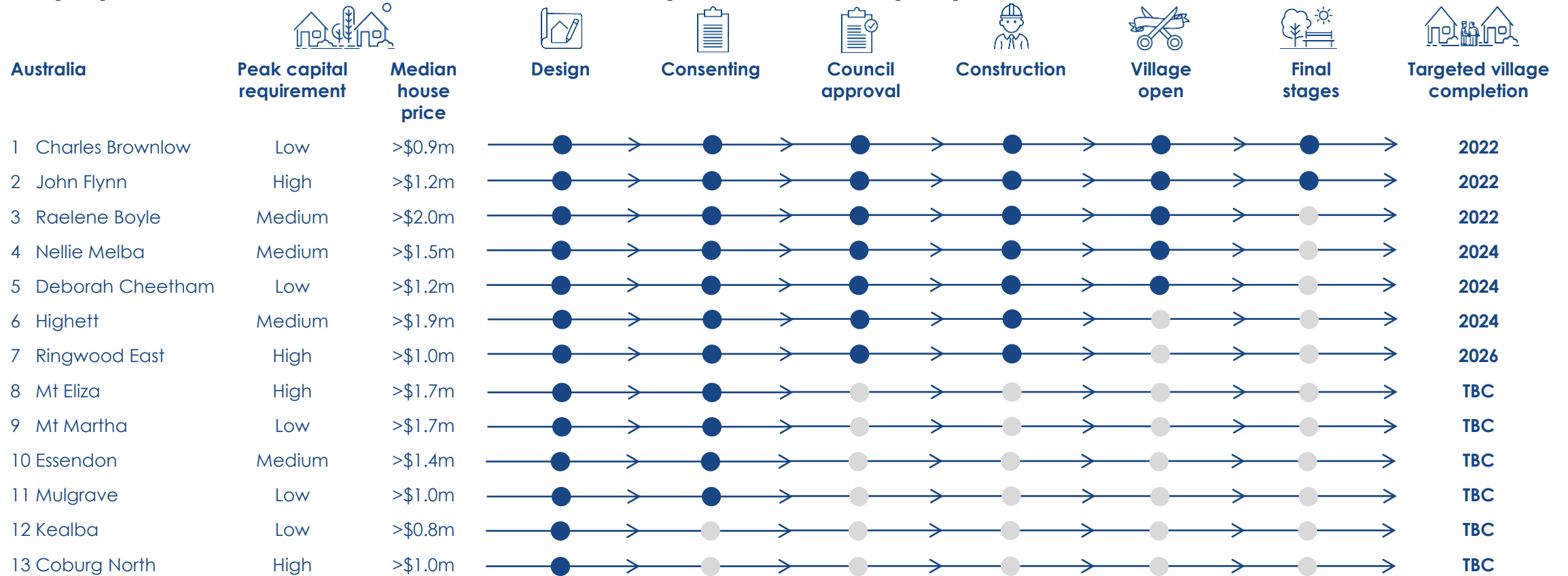


Appendix 15: Development pipeline – NZ



Note: Median house price is in New Zealand dollars and reflects the median house price in the catchment area. Targeted village completion is a calendar year date. It is based on current estimates and may vary from the final completion date.

Appendix 16: Development pipeline - Australia



Note: Median house price is in Australian dollars and reflects the median house price in the catchment area. Targeted village completion is a calendar year date. It is based on current estimates and may vary from the final completion date.

Appendix 17: Village centres under construction



Note: Targeted village completion is a calendar year date. It is based on current estimates and may vary from the final completion date.

Appendix 18: Asset base

New Zealand (ex Auckland)

Village	Location	Hospital	Dementia	Resthome	Serviced	Independent	Total
Anthony Wilding	Christchurch	80	33	35	50	110	308
Bob Owens	Tauranga	40	40	40	79	218	417
Bob Scott	Petone	40	40	34	89	254	457
Charles Fleming	Waikanae	40	40	40	79	201	400
Charles Upham	Rangiora	40	40	40	87	264	471
Diana Isaac	Christchurch	40	40	40	79	256	455
Ernest Rutherford	Nelson	49	25	20	75	124	293
Essie Summers	Christchurch	41	24	30	58	22	175
Frances Hodgkins	Dunedin	-	-	51	32	42	125
Hilda Ross	Hamilton	68	40	43	51	167	369
James Wattie	Hawkes Bay	-	-	-	-	123	123
Jane Mander	Whangarei	60	32	20	71	183	366
Jane Winstone	Whanganui	20	20	29	50	54	173
Jean Sandel	New Plymouth	39	33	39	62	171	344
Julia Wallace	Palmerston North	43	21	20	50	111	245
Kevin Hickman	Christchurch	-	-	-	-	56	56
Kiri Te Kanawa	Gisborne	46	15	34	62	105	262
Linda Jones	Hamilton	40	40	40	93	209	422
Malvina Major	Wellington	90	-	30	39	123	282
Margaret Stoddart	Christchurch	-	-	46	21	20	87
Ngaio Marsh	Christchurch	81	-	30	40	119	270
Princess Alexandra	Napier	60	24	24	54	72	234
Rita Angus	Wellington	49	-	20	49	99	217
Rowena Jackson	Invercargill	70	26	61	46	103	306
Shona McFarlane	Lower Hutt	59	-	20	50	130	259
Woodcote	Christchurch	-	-	49	7	18	74
Yvette Williams	Dunedin	57	30	3	32	-	122
Total units & beds New Zealand (ex Auckland)		1,152	563	838	1,405	3,354	7,312

Appendix 18: Asset base

Auckland

Village	Location	Hospital	Dementia	Resthome	Serviced	Independent	Total
Bert Sutcliffe	Birkenhead	40	40	40	81	225	426
Bruce McLaren	Howick	41	40	42	74	192	389
Edmund Hillary	Remuera	114	30	50	60	372	626
Evelyn Page	Orewa	60	37	20	65	248	430
Grace Joel	St Heliers	77	-	20	76	71	244
Keith Park	Hobsonville	-	-	-	-	65	65
Logan Campbell	Greenlane	43	30	43	80	116	312
Miriam Corban	Henderson	-	-	-	-	110	110
Murray Halberg	Lynfield	42	42	40	86	158	368
Possum Bourne	Pukekohe	40	40	40	84	259	463
William Sanders	Devonport	40	36	36	77	183	372
Total units & beds Auckland		497	295	331	683	1,999	3,805
Total units & beds New Zealand		1,649	858	1,169	2,088	5,353	11,117

Australia

Village	Location	Hospital	Dementia	Resthome	Serviced	Independent	Total
Charles Brownlow	Victoria	40	30	30	59	80	239
Deborah Cheetham	Victoria	-	-	-	-	48	48
John Flynn	Melbourne	38	38	38	96	174	384
Nellie Melba	Melbourne	80	39	74	86	215	494
Raelene Boyle	Melbourne	25	25	24	27	64	165
Weary Dunlop	Melbourne	30	20	32	48	200	330
Total units & beds Australia		213	152	198	316	781	1,660

New Zealand and Australia

Total units & beds		1,862	1,010	1,367	2,404	6,134	12,777
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	Total	% of asset base
Care (hospital, dementia, resthome and serviced)	6,643	52.0%
Independent	6,134	48.0%

Note: From time to time as part of our refurbishment programme units are reconfigured. Asset base reflects position after reconfiguration.

Appendix 19: Land bank

New Zealand

Existing villages	Location	Hospital	Dementia	Resthome	Serviced	Independent	Total
Grace Joel	Auckland	-	-	-	-	96	96
James Wattie	Havelock North	35	35	20	78	24	192
Jean Sandel	New Plymouth	-	-	-	-	59	59
Keith Park	Auckland	40	40	40	101	211	432
Kevin Hickman	Christchurch	20	20	40	65	175	320
Linda Jones	Hamilton	-	-	-	-	39	39
Miriam Corban	Auckland	20	20	20	77	97	234
Murray Halberg	Auckland	-	-	-	-	183	183
William Sanders	Auckland	-	-	-	-	6	6
Total existing villages		115	115	120	321	890	1,561

New sites	Location	Hospital	Dementia	Resthome	Serviced	Independent	Total
Cambridge	Cambridge	20	40	20	60	185	325
Karaka	Auckland	20	40	20	60	216	356
Karori	Wellington	20	20	20	68	180	308
Kohimarama	Auckland	20	20	40	93	123	296
Newtown	Wellington	20	15	20	56	40	151
Northwood	Christchurch	30	30	30	64	154	308
Rolleston	Canterbury	20	40	20	65	218	363
Park Terrace / Bishopspark	Christchurch	20	35	15	54	155	279
Takapuna	Auckland	15	15	15	30	59	134
Total new sites		185	255	200	550	1,330	2,520
Total landbank New Zealand		300	370	320	871	2,220	4,081

Appendix 19: Land bank

Australia

Existing villages	Location	Hospital	Dementia	Resthome	Serviced	Independent	Total
Deborah Cheetham	Victoria	40	40	40	53	99	272
Nellie Melba	Melbourne	-	-	-	-	117	117
Total existing villages		40	40	40	53	216	389
New sites	Location	Hospital	Dementia	Resthome	Serviced	Independent	Total
Coburg North	Melbourne	60	20	-	48	300	428
Essendon	Melbourne	30	30	30	58	140	288
Highett	Melbourne	30	19	30	45	85	209
Mt Eliza	Victoria	21	40	21	35	104	221
Mt Martha	Victoria	20	20	-	40	64	144
Kealba	Melbourne	27	27	-	73	140	267
Mulgrave	Melbourne	30	30	-	57	179	296
Ringwood East	Melbourne	40	40	40	54	237	411
Total new sites		258	226	121	410	1,249	2,264
Total land bank Australia		298	266	161	463	1,465	2,653
Total land bank New Zealand & Australia		598	636	481	1,334	3,685	6,734

	Total % of landbank	
Care (hospital, dementia, resthome and serviced)	3,049	45.3%
Independent	3,685	54.7%



Disclaimer

This presentation sets out information relating to Ryman Healthcare Limited's full year result for the period to 31 March 2022. It should be read in conjunction with all other material which we have released, or may release, to NZX from time to time. That material is also available on our website at www.rymanhealthcare.com.

Purpose of this presentation

This presentation is for information purposes only. It is not an offer of financial products, or a proposal or invitation to make any such offer. It is not investment advice or a recommendation in relation to financial products, and does not take into account any person's individual circumstances or objectives. Every investor should make an independent assessment of Ryman on the basis of expert financial advice.

Forward-looking statements

This presentation contains forward-looking statements and projections. These reflect our current expectations, based on what we think are reasonable assumptions. However, any of these forward-looking statements or projections may be materially different due to a range of factors and risks. Ryman gives no warranty or representation as to our future financial performance or any future matter.

Non-GAAP information

Some of the financial information in this presentation has not been prepared in accordance with generally accepted accounting principles (i.e. it is non-GAAP financial information). This includes, in particular, our 'underlying profit' which Ryman has used for many years as a means of showing our profit absent any unrealised valuation movements. Ryman has historically used underlying profit as the basis for determining dividend payments to shareholders. We show our underlying profit together with our reported profit based on NZ IFRS (a GAAP measure).

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To the maximum extent permitted by law, we will not be liable (whether in tort including negligence, contract, statute or otherwise) to you or any other person in relation to this presentation, including any error or omission in it.