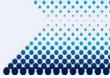


Interim Results

30 September 2021







Presenting Today



Brien Cree Executive Chairman / Managing Director

- 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 10 years
- Over 30 years' experience in the Aged Care sector



Michelle Slabber General Manager, Finance

- Joined Radius Care in 2016
- Has nearly 25 years' experience in finance roles
- Industries worked in include healthcare and financial services
- Michelle trained with PricewaterhouseCoopers in South Africa
- New Zealand Chartered Accountant.



4

Radius Care at a Glance PROVIDING SPECIALIST AND AGED CARE SERVICES ACROSS NEW ZEALAND

Radius Care operates 23 aged care facilities nationally, comprising more than 1,780 aged care beds. We own eight of these facilities and lease 15 from 3rd party property investors. We also own three retirement villages comprising of 101 units.

Portfolio summary as at 29th November 2021

	Radius Care Owned	Leased from 3 rd Parties*	Total
Existing Portfolio			
Sites	8	15	23
Aged Care Beds	524	1,260	1,784
Independent Living Units	101	-	101
Total Places	625	1,260	1,885
Existing Facility - Landbank			
Aged Care Beds	154	40	194
Independent Living Units	146	20	166
Total Existing + Landbank	925	1,320	2,245

* All leases are triple net lease and long term in nature - with an average term to next renewal of 9.7 years but 23.8 years after accounting for all renewals.

Radius Care at a Glance (cont) AUCKLAND NORTHLAND Leased 188 188 2 Leased 155 155 Owned 60 60 **Residents and Employees** BAY OF PLENTY WAIKATO Leased 266 266 2 22 Leased 258 258 63 Owned 63 76 22 98 Owner NAPIER 1,780+ 1,600+ PLYMOUTH Leased 45 NEW 1 45 employees beds 118 118 Owned 2 PALMERSTON NORTH 62 62 Leased **ILUs vs Care Beds** CANTERBURY INVERCARGILL Leased 193 193 5.4<mark>9</mark> 2 Owned 25 94 69 192 Owned 138 54 2 ILUs Care Beds OTAGO ILUs Total Sites Beds 93 93 Leased 1

National aged care focused portfolio with strong regional presence

Denotes freehold sites

Denotes leasehold sites

5





Agenda

1	2	3	4
Overview of 1HY22 financial performance	Analysis of result Strong strategic growth and continued operational excellence	Executing Radius Care Growth phase, strategy update and FY22 revised guidance	 Appendix Key operational and financial metrics Summary P&L, Balance Sheet, Cash Flow



Overview of 1HY22 Financial Performance

1HY22 Highlights and Key Events

Strong strategic growth and continued operational excellence



Progress on Strategy

- Raised \$48.2m in growth capital and acquired 4 strategic properties previously leased
- Pipeline of brownfield developments grows to 124 care beds and 42 ILUs
- Exercised option to acquire Christchurch land to develop Northwood (Belfast) facility of 70 care beds and 124 ILUs
- Acquisition of Clare House in Invercargill with 69 care beds and 25 ILUs (Subsequent to period end).
- New \$62m ASB Facility

Operational Excellence

- Residents protected from COVID-19
- Industry leader in Specialist Care Offerings
- Occupancy outperforms Industry
- Continued growth in accommodation supplements

1HY22 Highlights and Key Events (cont)

Protecting residents from COVID-19 has increased costs.



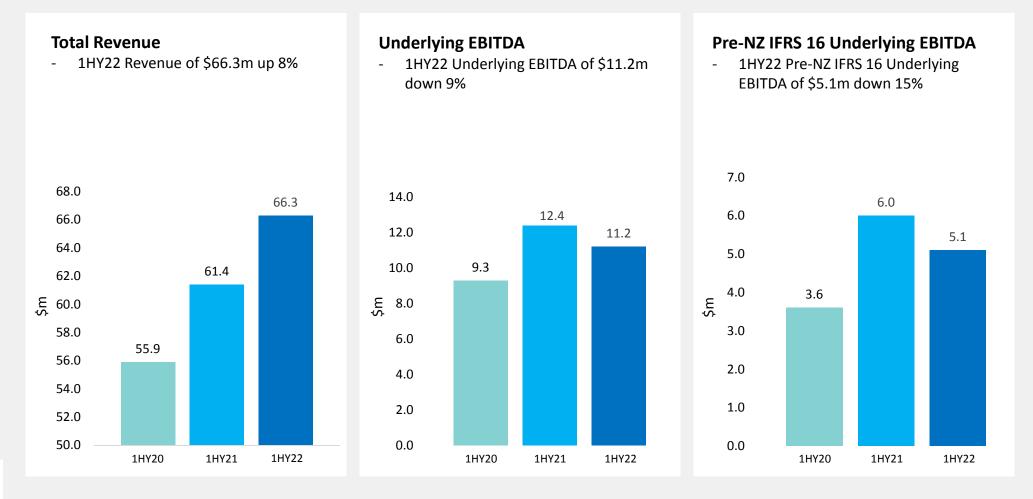
Financial Performance

- Revenue up 8% to \$66.3m
- Accommodation supplement revenue up 16% to \$3.1m
- AFFO consistent at \$2.3m
- Underlying EBITDA down 9% to \$11.2m
- Underlying EBITDA per bed maintained at \$10.3k
- Reported profit after tax down from \$2.1 to \$1.3 million
- Net Assets grew 191% to \$70.1m
- Bank debt / total assets 7% from 10%
- Gross Interim Dividend of 0.7 cps up 20% and targeting a similar prior year cents per share level of return.

(vs prior comparative period of Interim Financial Statements)

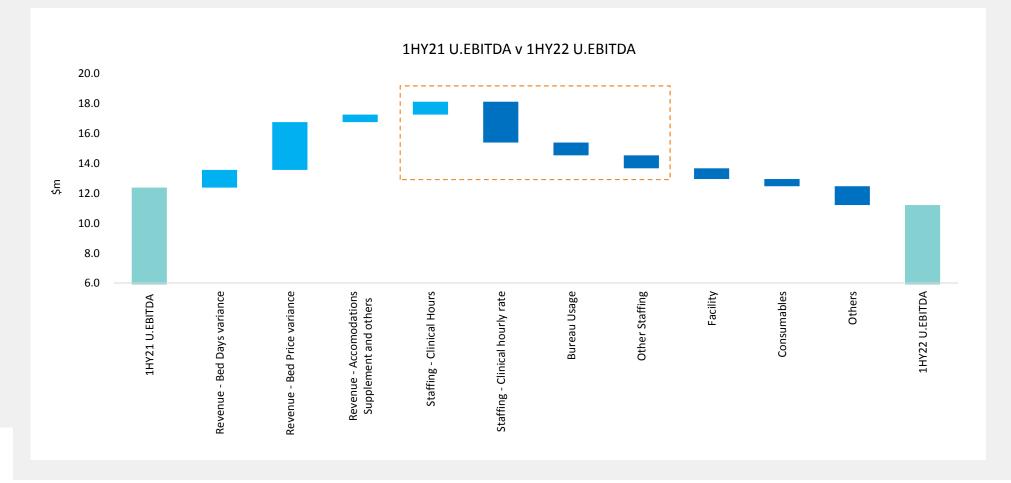
Financial performance overview

Strong revenue growth with border issues and focus on safety constraining EBITDA.



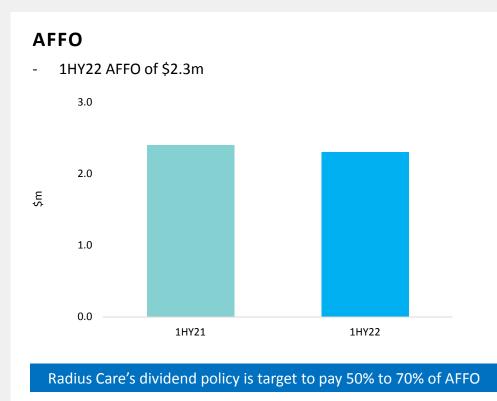
Summary of Key Drivers of 1HY22 Financial Performance

Improved occupancy, bed rates/mix and accommodation supplements. Border related labour supply issues and strong demand increased labour rates. Other inflationary pressures.



Cash Flow and Dividends

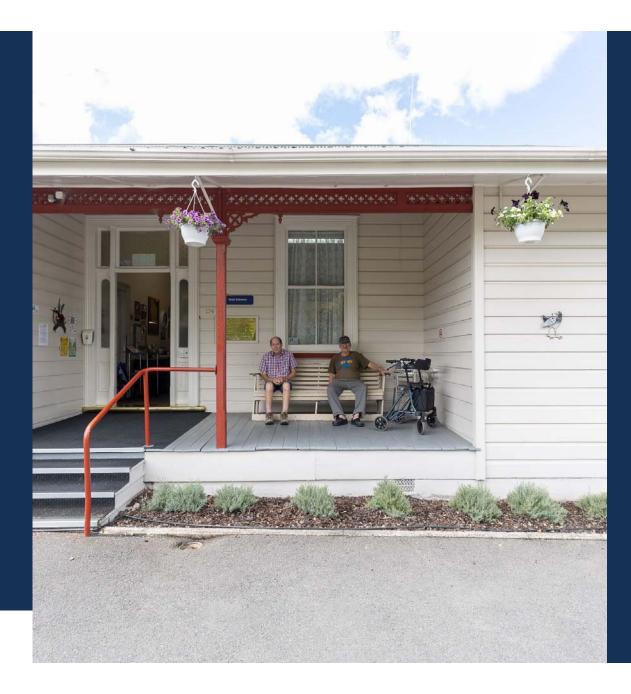
Increased Dividend on consistent AFFO given pro forma Guidance.



Dividends

FY22 Interim Dividend

- Gross fully imputed FY22 interim dividend declared of 0.7 cents per share (which includes 0.2 cents per share of attaching imputation credits)
- Interim dividend 20% up on prior comparative period.
- 60% targeted AFFO distributed.
- Ex Dividend date Friday 3 December 2021
- Record date Monday 6 December 2021
- Payment date Thursday 23 December 2021

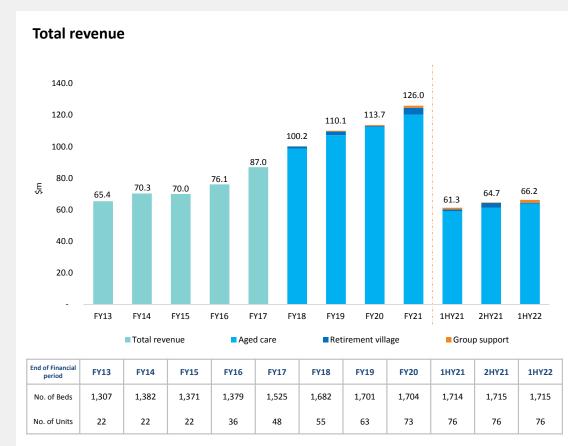


Analysis of result

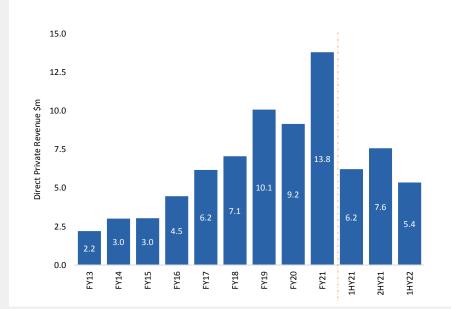
CONTINUATION OF STRONG TRACK RECORD

Revenue Growth and Diversification

Strong revenue growth continues with growing direct private (non-Government) revenue streams



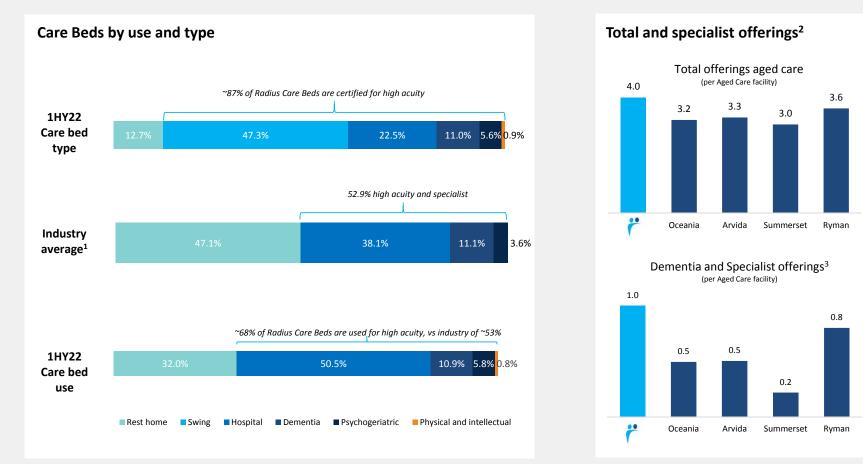
Direct private (non-Government) revenue¹



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

Bed Mix Oriented to High Acuity and Specialist Care

Over 1HY22, beds certified for high acuity and specialist care have increased from 86% to 87% of the portfolio. Radius Care continues to provide more care offerings and in particular more specialist care offerings per facility than peers.

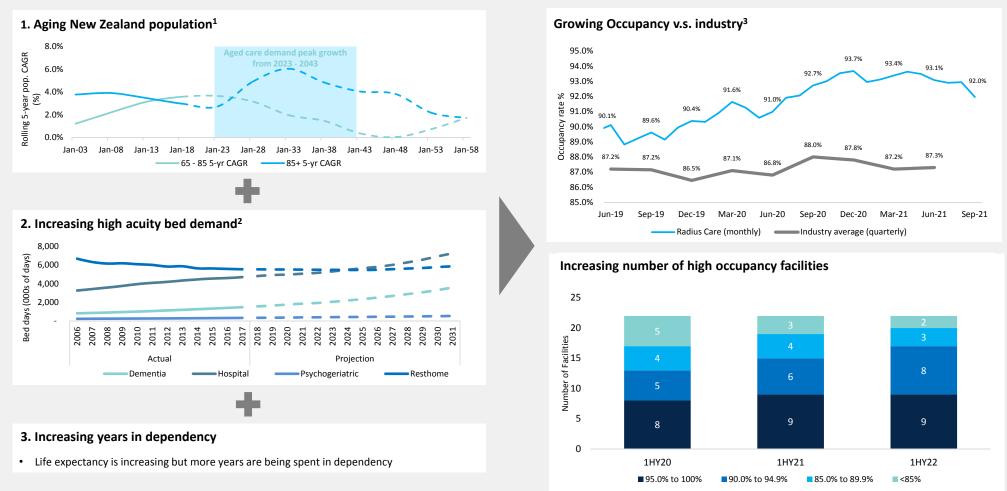


1 Source: CBRE analysis, September 2020

2 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 12 November 2021 3 Dementia and Specialist offerings include Dementia, Psychogeriatric, Physical and Intellectual but does not include Rest Home or Hospital – Geriatric or Hospital – Medical care. Average based on simple average of all certified facilities

Strong Occupancy Growth

Occupancy growth underpinned by supportive industry backdrop of (1) aging population (2) increasing bed demand particularly for high acuity and specialist care and (3) rising years in spent in dependency



1 Source: Statistics New Zealand

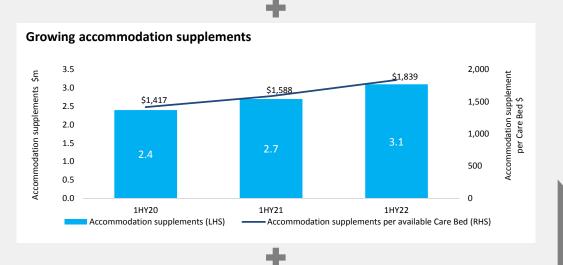
2 Source: EY Aged Residential Care Funding Model Review analysis using ARC model, August 2019. Historical information based on actual demand data per the ARC demand model which EY have extended using the past 5 year trend over the projection period 3 Source: Industry Information based on NZACA Occupancy – TAS Aged Residential Care Quarterly Reporting Survey as at 30 June 2021. Includes ORA ARRC-certified beds and residents

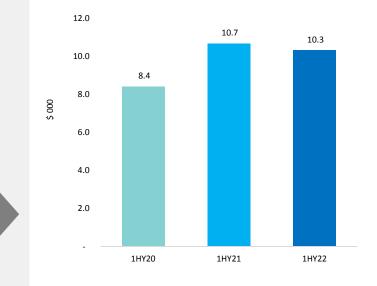
Consistent underlying EBITDA per Care Bed

Despite additional costs incurred to protect residents we have maintained Underlying EBITDA per care bed.

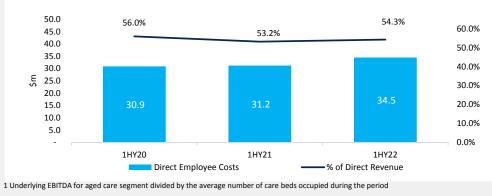
Strong Occupancy (see previous page)



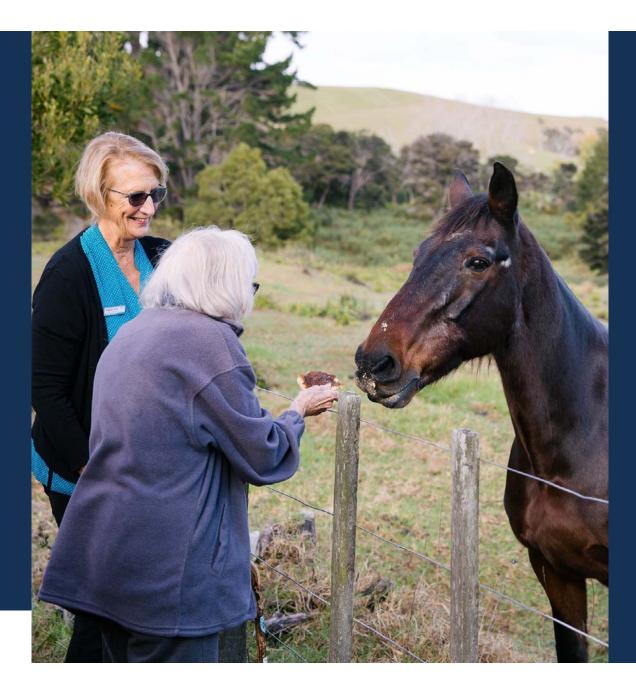








17



Executing Radius Care Growth Phase, Strategy Update and FY22 Revised Guidance

Strategy Update

Significant strategic development in the period

Growth Strategy as outlined in the Listing Profile			Execution of strategy
GO FORWARD STATERGY	HISTORICAL TRACK RECORD		CURRENT STATUS
1. Brownfield development	 Windsor Court (FY18) – 15 Care Beds Waipuna (FY17) – 28 Care Beds Elloughton Gardens (FY17) – 27 Care Beds 	✓	 Brownfield potential identified at owned sites at: Lexham Park (Katikati): Additional 20 Care Suites and 20 Care Beds. <i>Status:</i> Resource consent underway Thornleigh (New Plymouth): Additional 24 Care Beds. <i>Status:</i> Resource Consent Obtained Taupaki Gardens (Kumeu, Auckland): Additional 20 Care Beds to be developed on vacant land Windsor Court (Ohaupo, Waikato): Potential to add an additional 20 Care Beds Clare House (Invercargill): Further unit to be added during second half of FY22 and adjoining residential property available for future development
2. Purchase of strategically important facilities already operated by Radius	 Lexham Park (FY20) – 63 Care Beds Thornleigh Park (FY14) – 63 Care Beds St Helenas (FY14) – 52 Care Beds 	✓	Acquired 4 Ohaupo Properties (FY22)
3. Greenfield development	 Greenfield Development on owned facilities undertaken and funded by Radius Care: Elloughton Grange Village (FY21) – 54 Units Greenfield Development on leased facilities undertaken with and funded by landlords: Glaisdale (FY18) – 80 Care Beds Millstream (FY18) – 80 Care Beds 	√	 Purchase of Belfast, Christchurch Greenfield development land As announced in April 2021, Radius Care has exercised its right to acquire c. 4.3 hectares of land Settlement of the land (\$5.5m) is expected to take place in the first half of FY23. Work progressing on final design, building consents and construction discussions Multi-stage program provides funding flexibility
4. Opportunistic value accretive acquisition	• Acquired the operations of 26 aged care facilities and retirement villages comprising 1,998 Residences since 2003	\checkmark	 Announced acquisition of Clare House, an integrated care facility and retirement village in Waikiwi, Invercargill with 69 care beds and 25 ILUs. (Settled 1 November 2021)





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The foundation that every Radius facility is built on.
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FY22 Revised Outlook and Guidance

Guidance for the 12 months to 31 March 2022

			FY 22 Reporting Basis Guidance			FY 22 Pro For	ma Basis Guid	ance	
(\$m)	FY21 Actual	Original Guidance	Pre- Acquisition	5 Aug 21 Ohaupo	1 Nov 21 Clare House	Revised Guidance	Ohaupo	Clare House*	Revised Guidance
Underlying EBITDA	23.4	23.5 – 25.5	20.9 – 22.4	-	0.6	21.5 - 23.0	-	1.5	22.4 - 23.9
Pre-NZ IFRS 16 Underlying EBITDA	10.5	10.5 – 12.5	8.0 - 9.5	1.4	0.6	10.0 - 11.5	2.2	1.5	11.7 – 13.2
AFFO	3.7	3.7 – 4.7	2.4 - 3.4	1.2	0.4	4.0 - 5.0	1.6	1.2	5.2 - 6.2

Aged Care

- Protecting residents remains the priority.
- Average occupancy expected to be consistent with 2HY21.
- Labour cost pressures to continue while border closed.
- Continued accommodation supplements growth.
- Arran Court conversion temporarily reducing EBITDA.
- Clare House integration continues.
- Ongoing work on brownfield and greenfield initiatives.

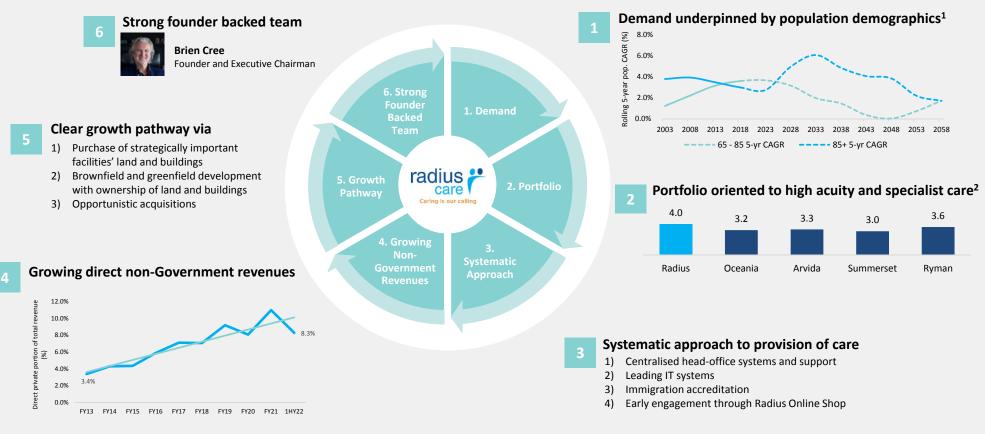
Retirement village

• Purchase of Clare House Village – 25 ILUs

* Includes \$0.3m of ILU resale gains vs \$0.6m included in the Colliers Valuation at the time of acquisition.

Key Investment Highlights

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



1 Source: Statistics New Zealand

2 Source: Ministry of Health audit reports as disclosed on Ministry of Health website – https://www.health.govt.nz/vour-health/certified-providers/aged-care/ based on data as at 12 November 2021 3 Includes accommodation supplements, retirement village units, Radius Online Shop and other privately paid revenues



Appendices

APPENDIX ONE Key operational and financial metrics

Operating metrics

Financial period	1HY22	1H)	/21	1HY20
Number of Care Beds (period end) ¹	1,715	1,7	14	1,704
Average Care Bed Occupancy ²	93.0%	91.	6%	89.7 %
Underlying EBITDA per Care Bed ³ (000s)	\$10.3	\$10).7	\$8.4
Number of Units (period end) ⁴	76	7	6	68
Number of new Unit sales	4	2		5
Number of existing Unit resales	-	1		-
Realised gains on resales (m)	-	-		-
Realised development margins (m)	\$0.1	\$0	.2	\$0.3
Cash DMF realised upon resale (000s)	-	\$1	.5	-
Average resale price (000s)	-	\$3	00	-
Average new unit sale price (000s)	\$403	\$4	25	\$400
Accommodation supplements				
Financial period		1HY22	1HY21	1HY20
Accommodation Supplements Revenue		\$3.1m	\$2.7m	\$2.4m
Number of Care Beds (period end)		1,715	1,714	1,704
Number of Available Care Beds with Accommodation S	upplements	1,147	1,146	1,138

DMF terms for Retirement Village units

- 30% over three years
- average resident tenure: 4 years

Revenue by type

Financial period	1HY22	1HY21	1HY20
\$m			
Aged Care	63.8	59.0	55.5
Retirement Village	0.7	0.7	0.2
Group support	1.8	1.0	0.2
Total revenue	66.3	61.4	55.9

Underlying EBITDA by type

Financial period	1HY22	1HY21	1HY20
\$m			
Aged Care	16.3	16.6	12.8
Retirement Village	0.4	0.4	0.5
Group support	(5.5)	(4.6)	(4.0)
Underlying EBITDA	11.2	12.4	9.3

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

Percentage of Care Beds with Accommodation Supplements

3 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

66.9% 66.9%

66.8%

4 Comprises Units occupied, available to be occupied or unavailable due to refurbishment

APPENDIX TWO Underlying EBITDA to AFFO Reconciliation

Consistent AFFO performance

(\$m)	1HY22	1HY21	1HY20
Underlying EBITDA	11.2	12.4	9.3
Include: Pre-NZ IFRS 16 operating lease expense	(6.1)	(6.4)	(5.7)
Pre-NZ IFRS 16 Underlying EBITDA	5.1	6.0	3.6
Include: Depreciation and amortisation (Pre-NZ IFRS 16)	(2.2)	(2.1)	(1.8)
Include: Net interest expense (Pre-NZ IFRS 16)	(0.4)	(0.4)	(0.6)
Include: Current tax expense	(0.3)	(1.7)	(0.5)
Include: Income tax impact from adjustments	(0.2)	0.1	0.1
Pre-NZ IFRS 16 Underlying Net profit after tax	2.0	1.9	0.8
Remove: Depreciation and amortisation (Pre-NZ IFRS 16)	2.2	2.1	1.8
Include: Maintenance capital expenditure	(1.9)	(1.6)	(2.6)
AFFO	2.3	2.4	0.0

APPENDIX THREE Statement of Comprehensive Income

(\$000)	1HY22	1HY21
Revenue		
Revenue from contracts with customers	64,458	59,471
Deferred management fees	449	389
Total revenue	64,907	59,860
Fair value movement of investment properties	(65)	716
Government subsidy received	-	794
Interest income	32	30
Gain on acquisition of leased property assets	1,403	-
Total revenue and other income	66,277	61,400
Expenses		
Employee costs	(39,292)	(35,645)
Depreciation expense	(5,746)	(5,728)
Finance costs	(4,590)	(4,998)
Other expenses	(14,987)	(12,406)
Total expenses	(64,615)	(58,777)
Profit before income tax	1,662	2,623
Income tax expense	(328)	(558)
Profit for the period	1,334	2,065
Other comprehensive income	-	-
Total comprehensive income	1,334	2,065

APPENDIX FOUR Statement of Financial Position

(\$000)	1HY22	FY21
Assets		
Cash and cash equivalents	6,471	2,761
Trade and other receivables	10,502	7,744
Inventories	629	548
Investment properties	31,773	31,675
Property, plant and equipment	64,247	32,896
Right-of-use assets	137,038	177,170
Intangible assets	16,996	16,996
Deferred tax assets	3,636	3,635
Total assets	271,562	273,425
Liabilities		
Trade and other payables	15,230	14,911
Current tax liabilities	197	1,135
Borrowings	18,712	27,212
Deferred management fee	1,399	1,178
Refundable occupation right agreements	21,534	20,591
Lease liabilities	144,366	184,305
Total liabilities	201,438	249,332
Net assets	70,124	24,093
Equity		
Share capital	51,757	5,932
Asset revaluation	6,812	6,812
Retained earnings	11,555	11,349
Total equity	70,124	24,093

APPENDIX FIVE Statement of Cash flows

(\$000)	1HY22	1HY21
Cash flows from operating activities		
Receipts from residents for care fees and village fees	62,670	60,788
Receipts of Government subsidy		353
Payments to suppliers and employees	(54,899)	(48,875)
Proceeds from the sale of Refundable Occupation Right Agreements	1,610	1,656
Settlement of Refundable Occupation Right Agreements		(290)
Interest received	32	30
Interest paid – borrowings	(421)	(468)
Interest paid – lease liabilities	(4,169)	(4,530)
Income tax paid	(1,268)	(1,351)
Net cash provided by operating activities	3,555	7,313
Cash flows from investing activities		
Proceeds from the sale of property, plant and equipment	47	-
Payments for the purchase of property, plant and equipment	(33,771)	(1,451)
Payments for village developments	(98)	(841)
Net cash used in investing activities	(33,822)	(2,292)
Cash flows from financing activities		
Net proceeds from issue of shares	48,229	-
Repayment of bank borrowings	(8,500)	(839)
Repayment of lease liabilities	(1,950)	(1,871)
Share issue costs	(2,404)	-
Dividends paid	(1,128)	-
Net cash (used in) / provided by financing activities	34,247	(2,710)
Reconciliation of cash and cash equivalents		
Cash and cash equivalents at beginning of the period	2,761	2,317
Net increase in cash held	3,980	2,311
Cash and cash equivalents at end of the period	6,741	4,628

APPENDIX SIX

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

(\$000)	1HY22	1HY21
Profit for the period	1,334	2,065
Adjustments		
Non-recurring or infrequent items		
Remove: COVID-19 related expenses	331	653
Remove: Government COVID-19 Subsidy	-	(857)
Remove: One-off costs	174	-
Structural changes and other		
Include: Listed & other company costs	-	(553)
Remove: Historical governance costs	-	341
Remove: Gain on acquisition of leased property assets	(1,403)	-
Include: Income tax impact from adjustments	(141)	116
Underlying adjustments		
Remove: Change in fair value of investment properties	65	(716)
Include: Realised development margins	90	190
Include: Realised gains on resales	-	10
Remove: Deferred tax expense	(1)	(1,143)
Underlying Net profit before tax	449	106
Remove: Depreciation	5,746	5,728
Remove: Net interest expense	4,558	4,968
Remove: Current tax expense	329	1,701
Remove: Income tax impact from adjustments	141	(116)
Underlying EBITDA	11,223	12,387
Include: Pre-NZ IFRS 16 operating lease expense	(6,118)	(6,400)
Pre-NZ IFRS 16 Underlying EBITDA	5,105	5,987
Include: Depreciation (Pre-NZ IFRS 16)	(2,200)	(2,094)
Include: Net interest expense (Pre-NZ IFRS 16)	(389)	(438)
Include: Current tax expense	(329)	(1,701)
Include: Income tax impact from adjustments	(141)	116
Pre-NZ IFRS 16 Underlying Net profit after tax	2,046	1,870
Remove: Depreciation and amortisation (Pre-NZ IFRS 16)	2,200	2,094
Include: Maintenance capital expenditure	(1,944)	(1,613)
AFFO	2,302	2,351

APPENDIX SEVEN 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	2.6 yrs	2 x 10 yrs	12.6 yrs	А
Peppertree	Palmerston North	62	-	10 yrs	3.2 yrs	2 x 10 yrs	13.2 yrs	А
St Joans	Hamilton	82	-	10 yrs	3.6 yrs	2 x 10 yrs	13.6 yrs	А
Fulton Home	Dunedin	93	-	10 yrs	4.1 yrs	2 x 10 yrs	14.1 yrs	А
Arran Court	Auckland	102	-	10 yrs	7.8 yrs	1 x 10 yrs	17.8 yrs	А
Potter Home	Whangarei	55	-	20 yrs	8.1 yrs	2x 15 yrs	38.1 yrs	В
Rimu Park	Whangarei	55	-	20 yrs	8.1 yrs	2x 15 yrs	38.1 yrs	В
Waipuna	Auckland	86	-	30 yrs	25.3 yrs	-	25.3 yrs	С
Hampton Court	Napier	45	-	10 yrs	7.4 yrs	-	7.4 yrs	D
Baycare	Northland	45	-	12 yrs	4.5 yrs	3x 12 yrs	40.5 yrs	E
Matua	Tauranga	149	-	30 yrs	21.1 yrs	-	21.1 yrs	F
Althorp	Tauranga	117	-	15 yrs	6.9 yrs	3x 10 yrs	36.9 yrs	G
Millstream	Ashburton	80	-	35 yrs	29.8 yrs	-	29.8 yrs	н
Millstream Apartments	Ashburton	19	-	5 yrs	2.9 yrs	2x 5 yrs	12.9 yrs	н
Glaisdale	Hamilton	80	-	15 yrs	10.7 yrs	2x 15 yrs	40.7 yrs	I
Hawthorne	Christchurch	94	-	10 yrs	8.6 yrs	2x 10 yrs	18.6 yrs	J
Total leased		1260	-	n/a	n/a	n/a	n/a	
Simple average leased		79	-	15.8 yrs	9.7 yrs	n/a	23.8 yrs	
Owned facility/village								
St Helenas	Christchurch	52	-	n/a	n/a	n/a	n/a	n/a
Thornleigh Park	New Plymouth	63	-	n/a	n/a	n/a	n/a	n/a
Lexham Park	Katikati	63	-	n/a	n/a	n/a	n/a	n/a
Heatherlea	New Plymouth	55	-	n/a	n/a	n/a	n/a	n/a
Taupaki Gables	Kumeu	60	-	n/a	n/a	n/a	n/a	n/a
Windsor Court	Ohaupo	76	-	n/a	n/a	n/a	n/a	n/a
Elloughton Gardens	Timaru	86	-	n/a	n/a	n/a	n/a	n/a
Windsor Court Village	Ohaupo	-	22	n/a	n/a	n/a	n/a	n/a
Elloughton Grange Village	Timaru	-	54	n/a	n/a	n/a	n/a	n/a
Clare House	Invercargill	69	-					
Clare House Village	Invercargill	-	25					
Total owned		524	101					
Simple average owned		66	34					
Total		1784	101					

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This presentation sets out information relating to Radius Care's results for the six months to 30 September 2021. As such, it should be read in conjunction with the consolidated interim financial statements for Radius Care and its subsidiaries for the period ended 30 September 2021 ("Interim Financial Statements") and other material that Radius Care has released to NZX along with this presentation. That material is also available at <u>www.radiuscare.co.nz</u>.

In certain sections of this presentation, Radius Care has chosen to present certain financial information exclusive of the impact of significant items. A number of non-GAAP financial measures are used in this presentation which are used by management to assess the performance of the business and have been derived from the Interim Financial Statements. You should not consider any of these financial measures in isolation from, or as a substitute for the information provided in the Interim Financial Statements.

This presentation may contain forward-looking statements and projections. Such forward-looking statements are based on current expectations, estimates and assumptions and are subject to a number of risks and uncertainties, including material adverse events, significant one-off expenses and other unforeseeable circumstances. There is no assurance that results contemplated in any of these projections and forward-looking statements will be realised. Actual results may differ materially from those projected. Except as required by law, or the NZX Listing Rules, no person is under any obligation to update this presentation at any time after its release or to provide further information about Radius Care.

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