

A photograph of two women sitting outdoors on a wooden bench. The woman on the left has dark brown hair and is wearing a blue top with white polka dots and a name tag that says 'Chris'. The woman on the right has short blonde hair and is wearing a black top with a yellow and white floral pattern. They are both smiling at the camera. The background consists of large green tropical plants.

## RYMAN HEALTHCARE HALF YEAR RESULTS

30 September 2017



## FIRST HALF HIGHLIGHTS

Underlying profit up  
11.4% to \$85.2 million

Reported profit up 8.4%  
to \$202.6 million

Interim dividend lifted to 9.5  
cents per share

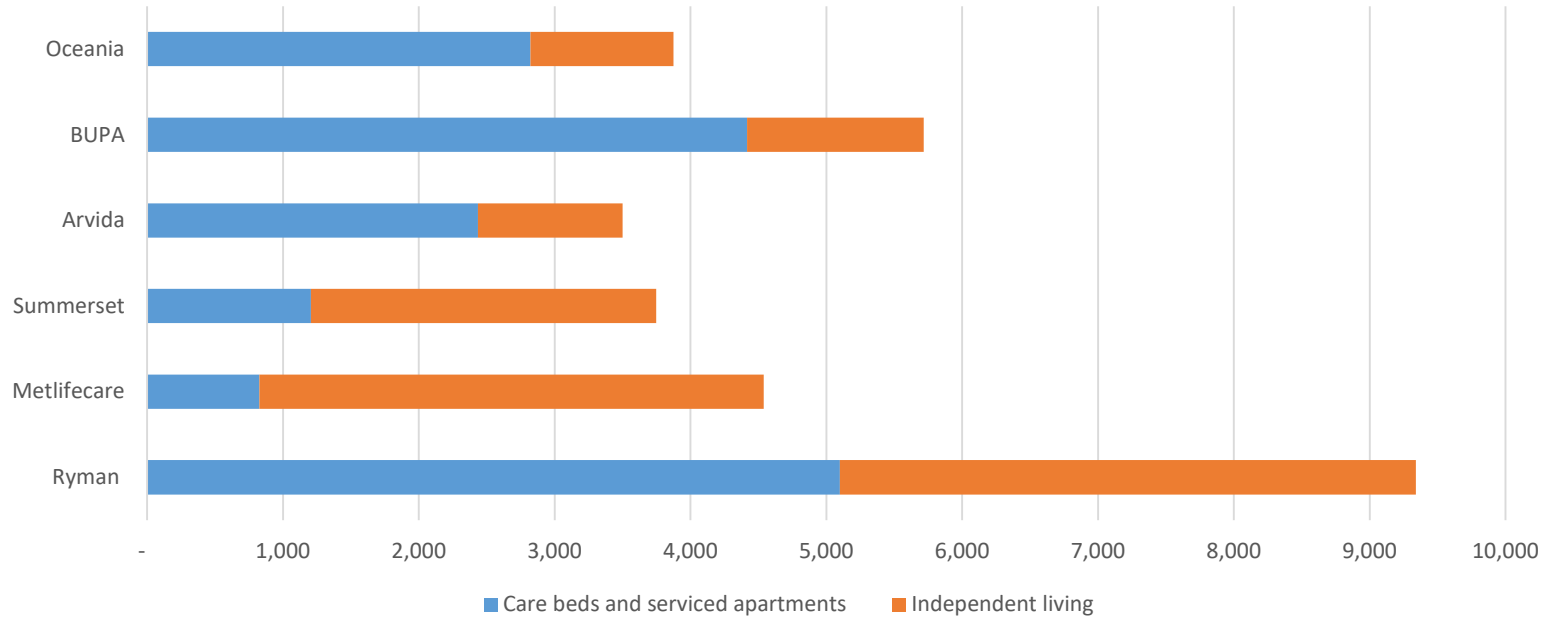
\$5.3 billion of total assets

Fourteen new villages in  
the pipeline



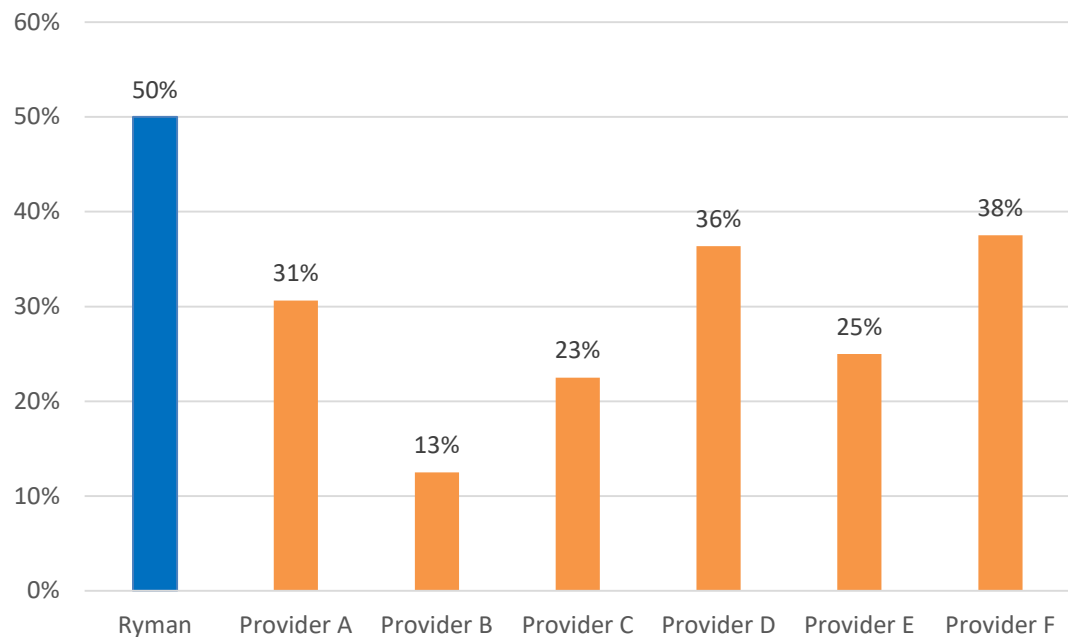


## CONTINUUM OF CARE OFFERING



*Ryman statistics as at September 2017. Statistics for other providers are as at their latest balance date.*

## STRONG CLINICAL OUTCOMES



*Percentage of villages with 4 year certification  
Includes aged care providers with 15 or more villages*









#### DRINKS MENU

##### HOT

Regular/Takeaway \$4.00

Large/Takeaway \$4.50

Flat White

Latte

Cappuccino

Mocha

Hot Chocolate

Long Black \$2.00

Americano \$3.00

Herbal Tea \$3.50

##### Children's Drinks

Trilly \$1.00

Hot Hot Chocolate \$2.00

Soy  
Decaf  
extra coffee  
shot  
all  
\$0.50

Flavoured Drinks Range \$3.50



Delicious new food offerings



Ryman Moves



MYRYMAN



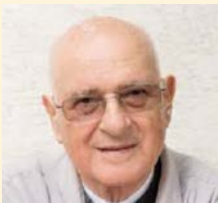
MYRYMAN





MYRYMAN –  
ROLLOUT  
COMPLETE BY  
AUGUST 2018

Mon  
20 Nov  
10:15



Navigation icons: back, search, profile, group, smiley, first aid, and a red circle with 'R'.

**Cognition**  
Alan has a diary that he uses to document the events of the day.  
Alan is alert, orientated and he has a good memory.

**Vision**  
Alan's distance vision can be blurry but with his glasses on he is able to read fine print.  
Alan wears reading glasses, these are worn daily

**Hearing**  
Alan wears left and right hearing aids and can hear well with these in place. Alan can clean his hearing aids and change the batteries.

**Speech**  
Alan's speech is clear and he is able to communicate freely.

**Mobility**  
Alan is able to mobilise independently

Today's Tasks

Chart

Weight: 75kg <sup>-1.7</sup>

Blood Sugar

BP 138/  
HR 80  
Temp 36.4  
RR 16  
02 98

Bowels

Observation

14

+

Chris Beckett and  
Barbara Reynen-Rose



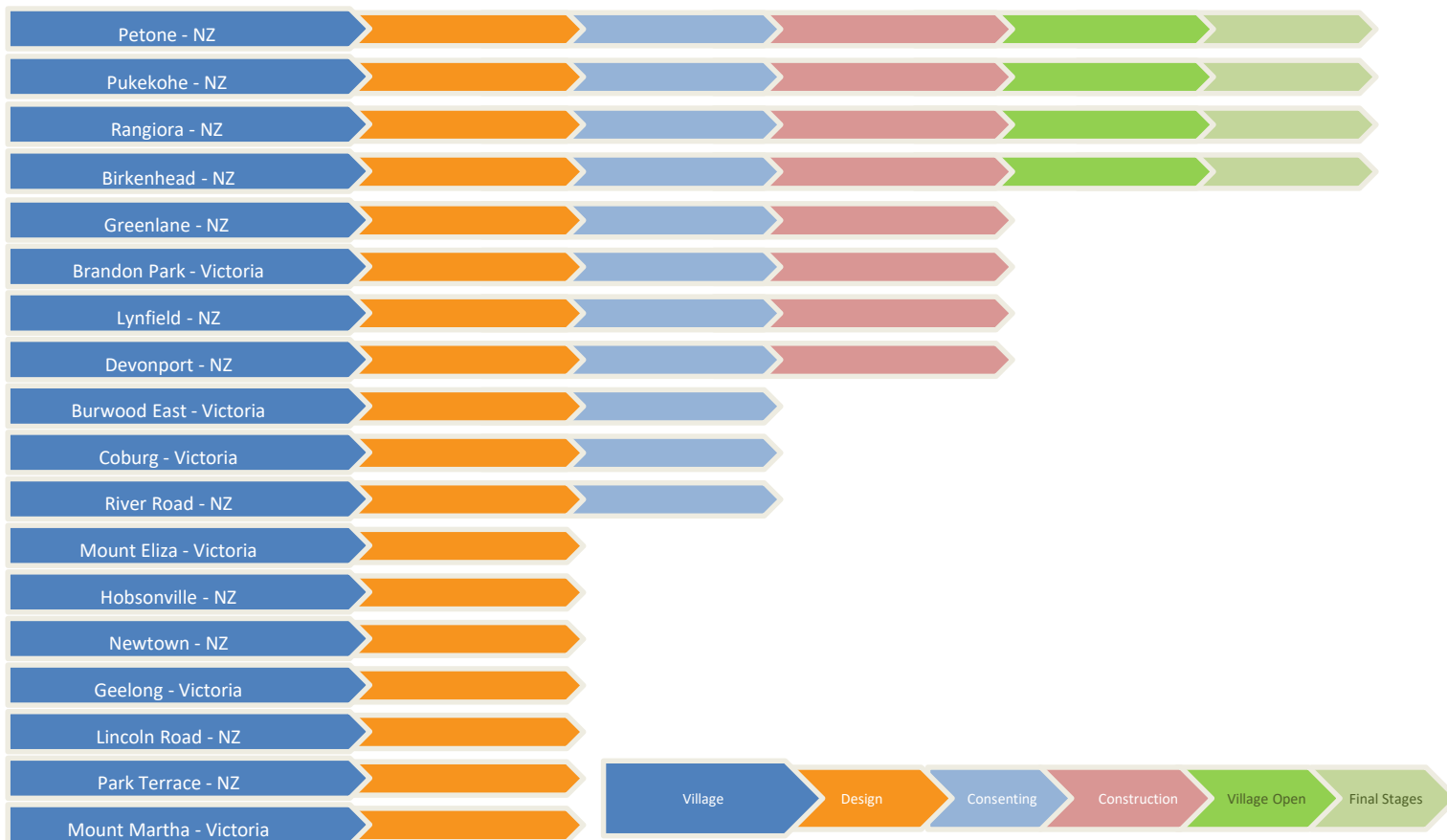


## LEADERSHIP PROGRAMME



# 14 NEW VILLAGES IN THE PIPELINE

Pipeline  
of 14  
villages





BRANDON PARK  
Melbourne





LYNFIELD  
Auckland





MT MARTHA  
Victoria





## FOURTEEN SITES IN THE PIPELINE

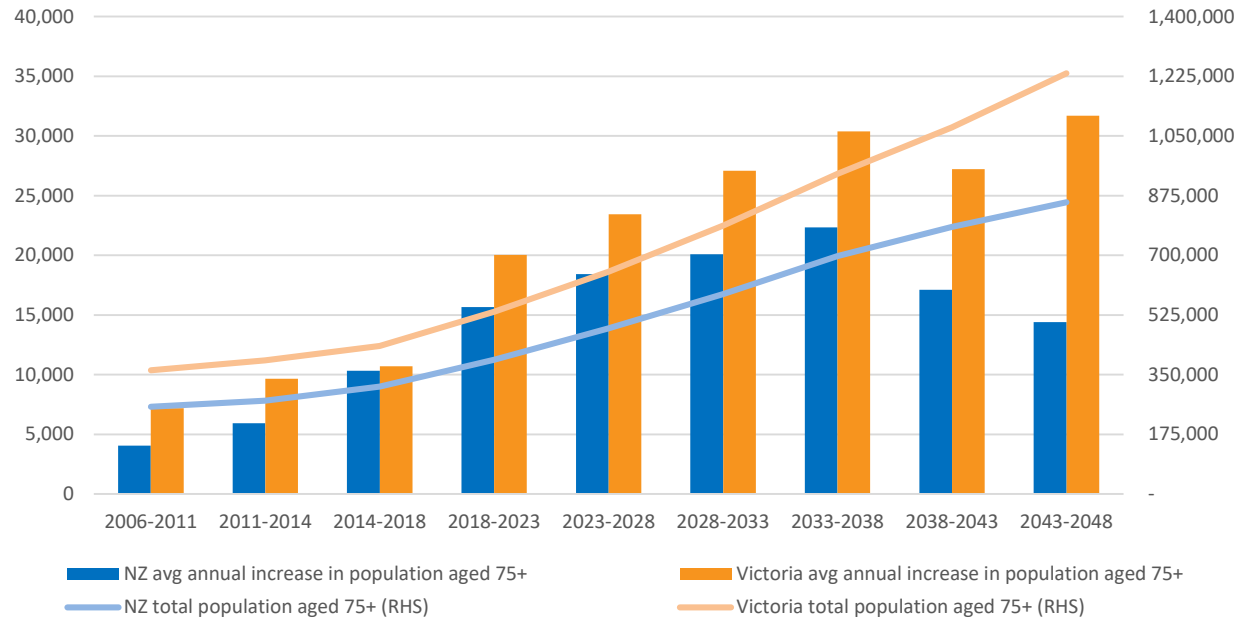


River Road, Hamilton





## POPULATION GROWTH 75+





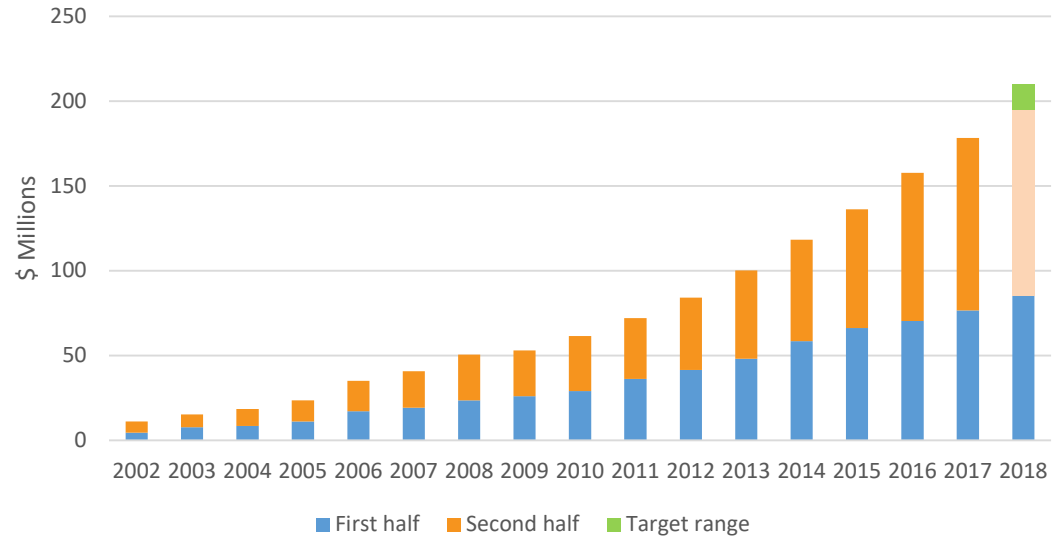


Proud new sponsors of the Coburg Lions

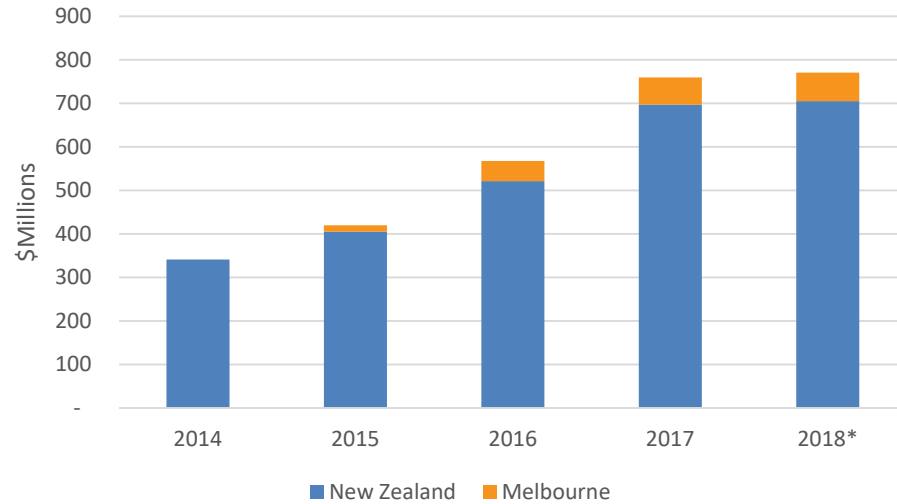




## UNDERLYING PROFIT GROWTH



## RESALES BANK

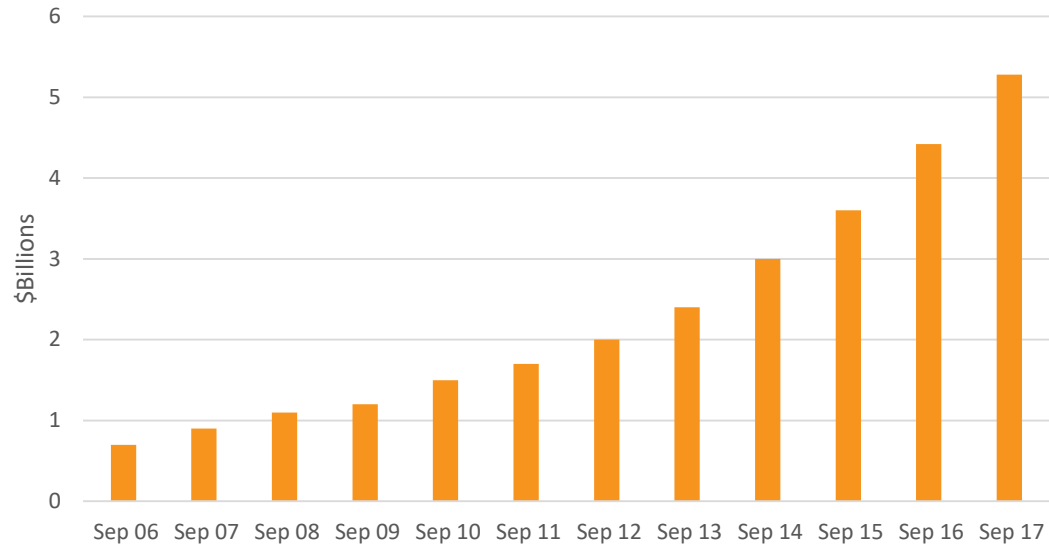


*\*As at 30 September. All other years at 31 March.*

*The resales bank represents the extent that the current price exceeds the price paid by the current resident for the unit's occupancy rights*

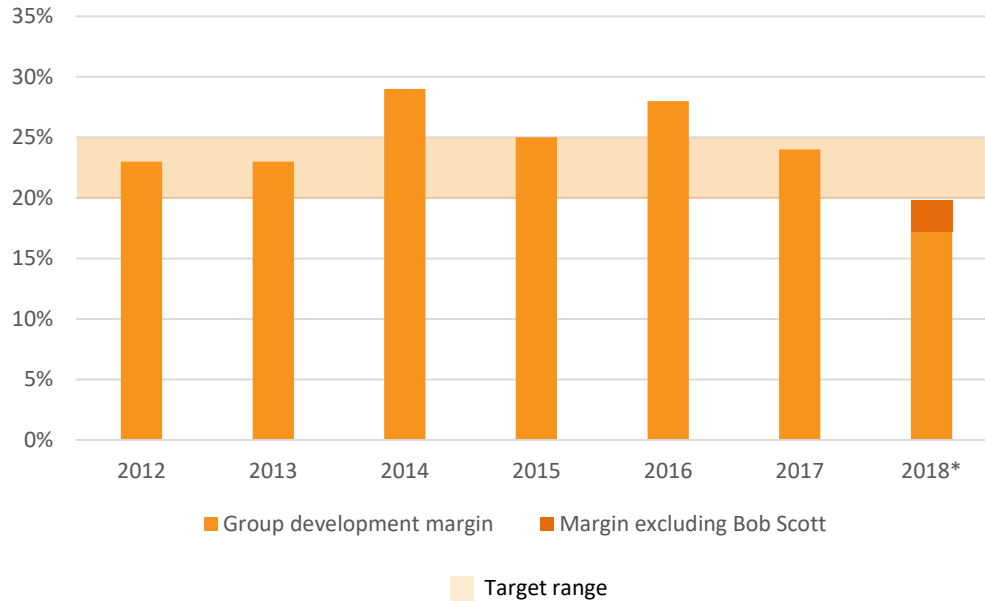


## TOTAL ASSETS





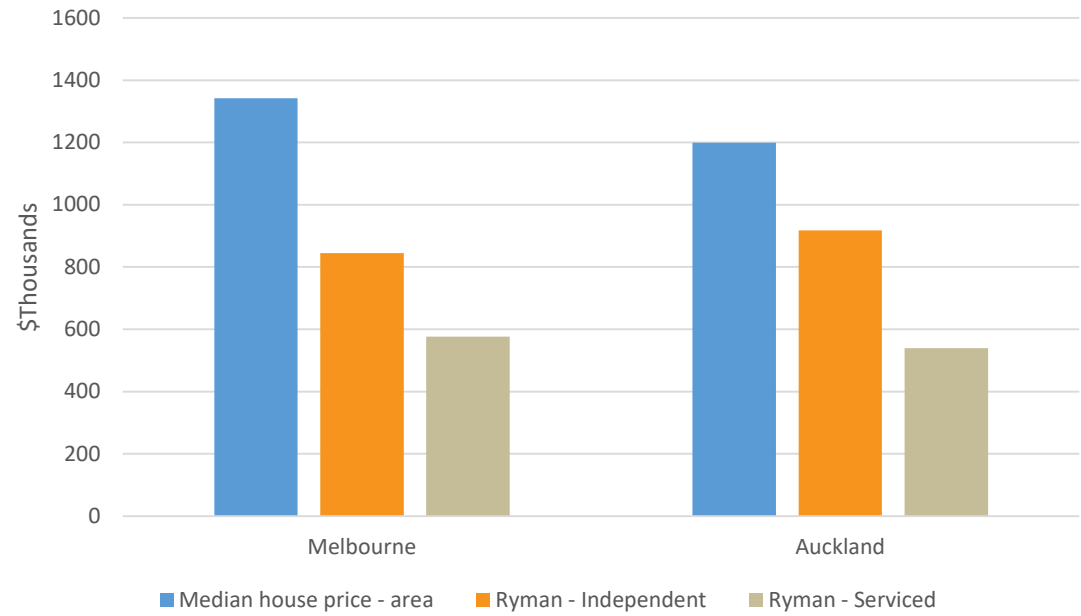
## DEVELOPMENT MARGIN



*\*Represents first half only*

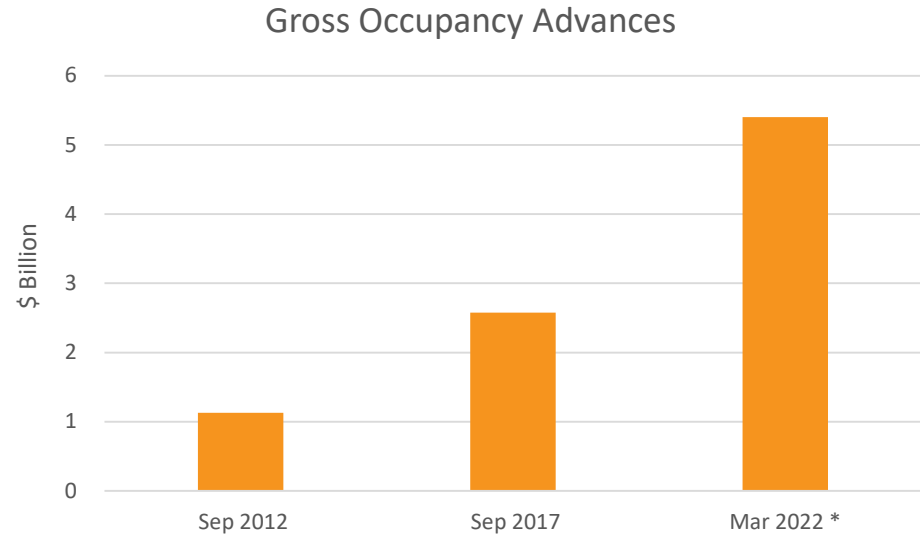


# SALES PRICING VS MEDIAN HOUSE PRICE





## CAPITAL PROCEEDS



*\* Indicative occupancy advances*





## LONG TERM CAPITAL EFFICIENCY

\$25m raised at IPO in 1999

Invested \$2.8bn in portfolio since 1999  
with no fresh capital

Dividends of \$630m paid since float

Self-funded growth

Strong balance sheet



## APPENDICES



## APPENDIX 1: MANAGEMENT TEAM – 125 YEARS AT RYMAN



**Gordon MacLeod**  
Chief Executive  
11 years at Ryman



**Barbara Reynen-Rose**  
Group Operations Manager  
25 years at Ryman



**Andrew Mitchell**  
Development Manager  
11 years at Ryman



**Debbie McClure**  
Group Sales and Community  
Relations Manager  
27 years at Ryman



**Tom Brownrigg**  
Construction Manager  
12 years at Ryman



**David King**  
Corporate Affairs Manager  
4 years at Ryman



**Jenn Poskitt**  
Marketing Manager  
8 years at Ryman



**Nicole Forster**  
Group Shared Services Manager  
6 years at Ryman



**Taylor Allison**  
Design Manager  
17 years at Ryman



**David Bennett**  
Chief Financial Officer  
4 years at Ryman





## APPENDIX 2: REPORTED PROFIT UP 8.4%

Underlying profit	\$85.2M
Unrealised revaluations of RV units	+\$118.3M
Deferred tax expense	-\$0.9M
Reported net profit	\$202.6M

## APPENDIX 3: STATISTICS

Sales of Occupation Rights		Half year Sep-17	Half year Sep-16	Full year Mar-17
Existing units	Independent	184	166	327
	Serviced	210	185	391
		394	351	718
New units	Independent	111	184	437
	Serviced	46	59	163
		157	243	600
Portfolio and Build Rate				
Retirement village units	Independent	4,241	3,894	4,131
	Serviced	1,819	1,756	1,837
		6,060	5,650	5,968
	<i>Units built</i>	112 *	303	621
Aged Care Beds		3,281	3,281	3,281
	<i>Beds built</i>	0	160	160
Total Portfolio		9,341	8,931	9,249
	<i>Total build</i>	112 *	463	781

\* 112 units/beds built during first half offset by 20 serviced apartments which have been redeveloped at Malvina Major



## APPENDIX 4: MARGIN

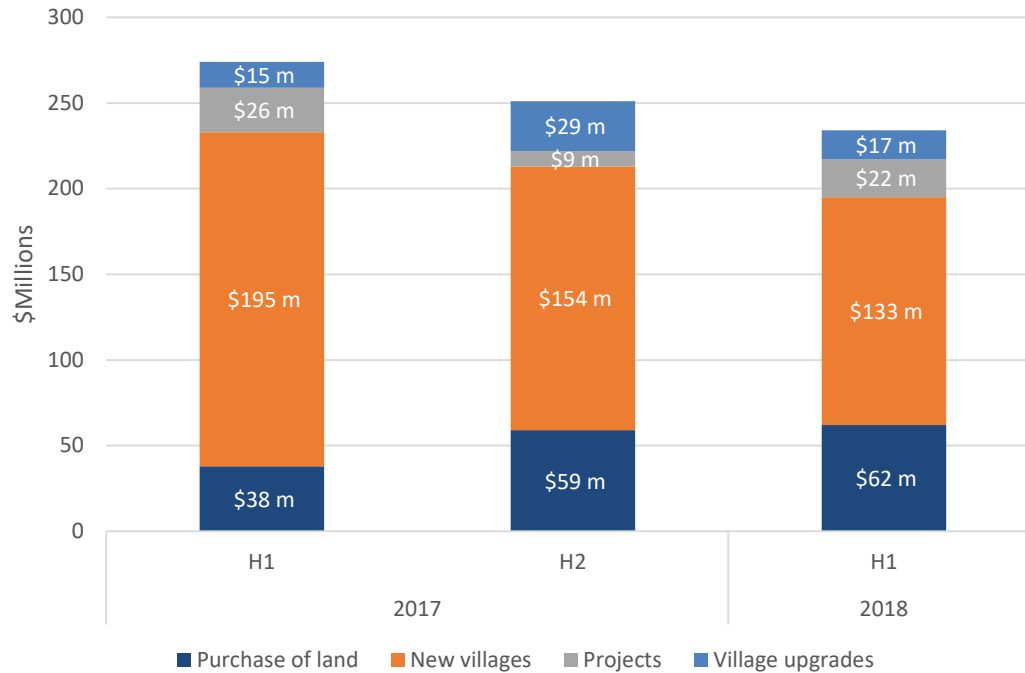
		Half year Sept-17	Half year Sept-16	Full year Mar-17
<b>New Sales</b>		<b>\$000s</b>	<b>\$000s</b>	<b>\$000s</b>
	<b>Reference</b>			
Realised Fair Value movement – new RV units	(Note 3)	15,612	23,004	62,959
Sale of occupation rights – new RV units	(Key statistics)	90,520	110,522	263,282
<b>Gross development margin %</b>		<b>17%</b>	<b>21%</b>	<b>24%</b>
<b>Resales</b>				
Realised Fair Value movement – existing RV units	(Note 3)	52,844	34,638	77,286
Sale of occupation rights – existing RV units	(Key statistics)	201,830	147,102	311,348
<b>Gross resales margin %</b>		<b>26%</b>	<b>24%</b>	<b>25%</b>

Possum Bourne, Pukekohe





## APPENDIX 5: INVESTING CASH FLOWS



## APPENDIX 6: INVESTMENT PROPERTY SUMMARY

as at 30 September 2017	CBRE Nominal Unit Price Inflation Assumption by Year					Discount Rate
	1	2	3	4	5+	
Auckland	1.0%	2.0%	2.4%	3.0%	3.5%	12.50%
Rest of New Zealand	0.9%	1.5%	2.0%	2.8%	3.3%	13.39%
Melbourne	3.6%	3.6%	3.6%	3.8%	3.9%	14.00%

*Growth rates and discount rates are the weighted average rates of the individual villages in each region.*

Birkenhead, Auckland





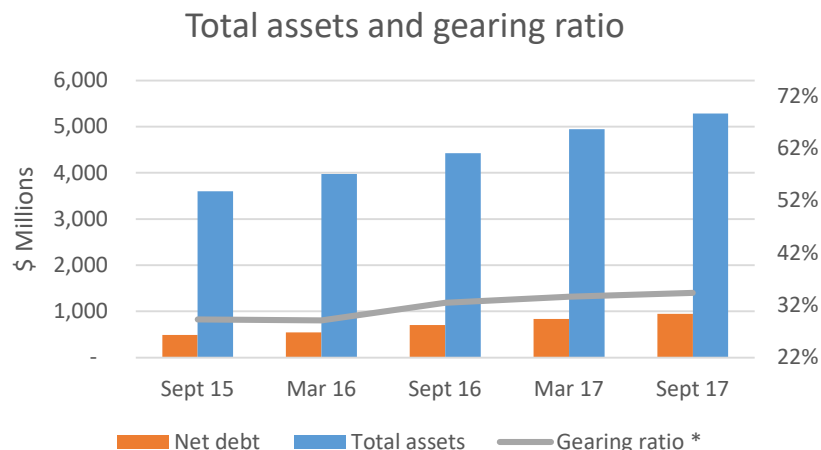
## APPENDIX 7: OPERATING CASH FLOWS

	Half year Sep-17	Half year Sep-16	Full year Mar-17
Operating cash flow	\$000's	\$000's	\$000's
Resident receipts	129,971	109,348	227,665
Refundable accommodation deposits (net)	1,069	838	572
Development sales	130,324	115,834	246,116
Resales	162,523	141,706	285,476
<b>Total receipts from residents</b>	<b>423,887</b>	<b>367,726</b>	<b>759,829</b>
Interest received	160	302	476
Payments to suppliers and employees	-132,753	-100,634	-214,028
Payments to residents	-109,078	-99,924	-212,548
Interest paid	-7,105	-6,224	-10,930
<b>Net operating cash flow</b>	<b>175,111</b>	<b>161,246</b>	<b>322,799</b>

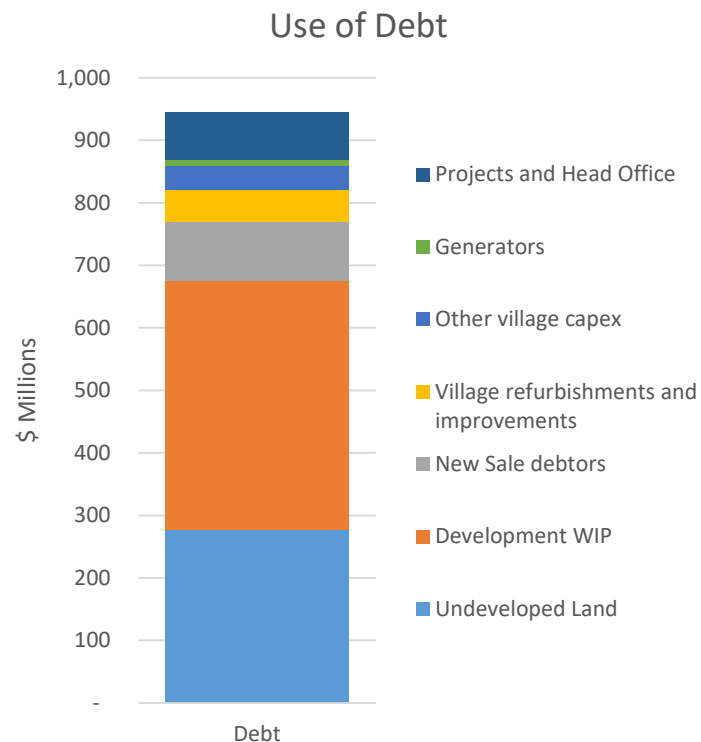


## APPENDIX 8: CAPITAL MANAGEMENT

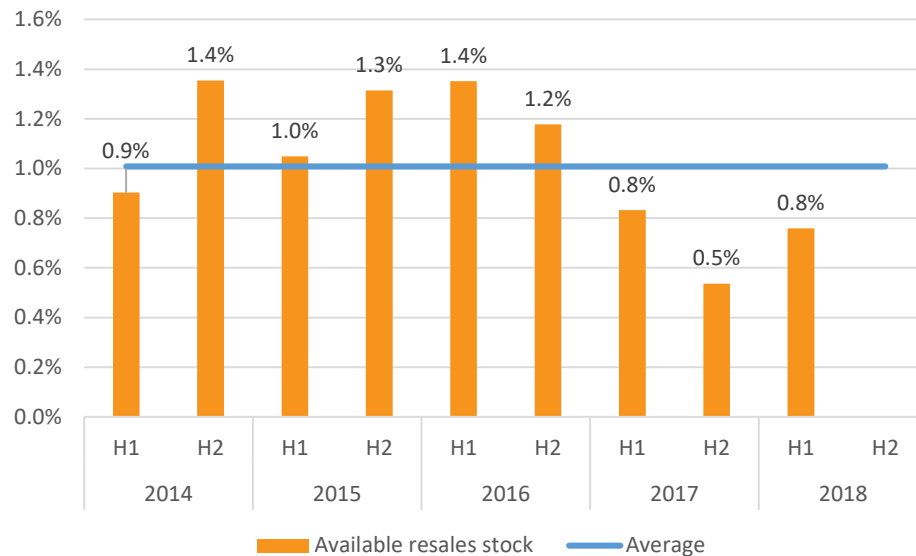
	As at Sept-17 000's	As at Sept-16 000's	As at Mar-17 000's
Net debt	945	703	838
Net equity	1,805	1,463	1,652
Net equity plus debt	2,750	2,166	2,490
Gearing ratio *	34%	33%	34%



\* Gearing ratio calculated as net debt / net debt plus net equity

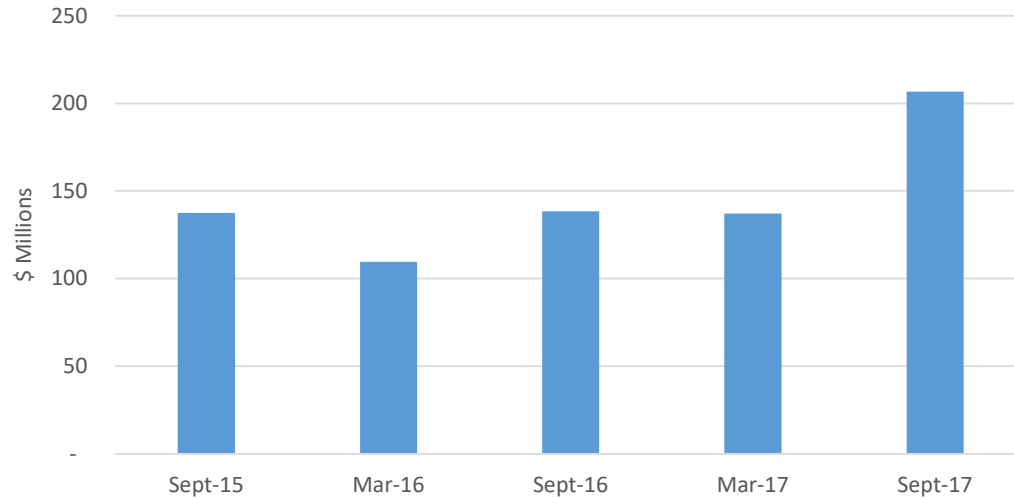


## APPENDIX 9: Resale Stock



	As at Sept-17	As at Sept-16	As at Mar-17
<b>Total Resales stock</b>	<b>46</b>	<b>47</b>	<b>32</b>
<b>Total retirement portfolio</b>	<b>6,060</b>	<b>5,650</b>	<b>5,968</b>
<b>Resale stock available percentage</b>	<b>0.8%</b>	<b>0.8%</b>	<b>0.5%</b>

## APPENDIX 10: VALUE OF CONTRACTS NOT BOOKED

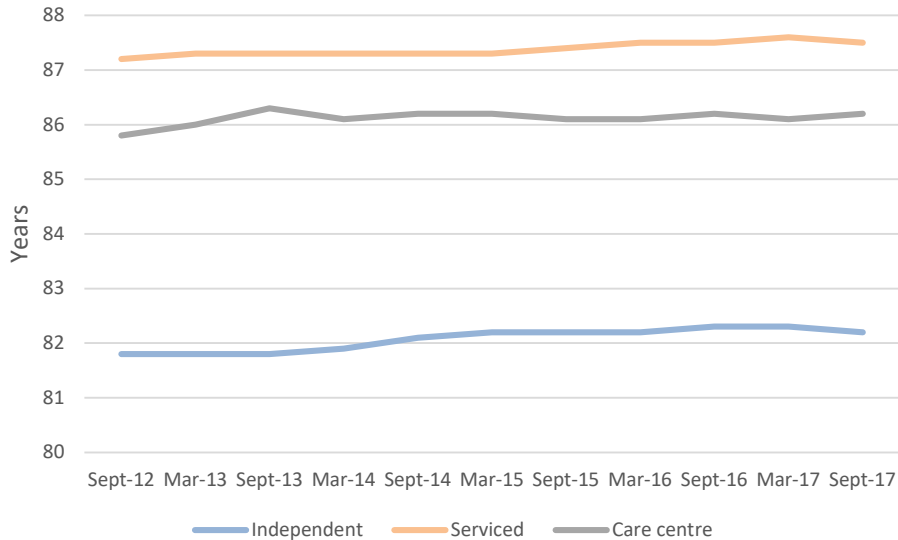


*Note: Presales are unconditional occupation rights agreements which have been entered by residents but have not been booked as the unit is not yet near complete*





## APPENDIX 11: RESIDENT AVERAGE AGE & TENURE



	As at Sept-17	As at Sept-16	As at Mar-17
<b>Resident average age (years)</b>			
Independent	82.2	82.3	82.3
Serviced	87.5	87.5	87.6
Care centre	86.2	86.2	86.1

	Half year Sept-17	Half year Sept-16	Full year Mar-17
<b>Average tenure - vacated residents (years)</b>			
Independent	5.4	4.7	4.9
Serviced	2.9	2.6	2.7

## APPENDIX 12: CASH MANAGEMENT FEES

		Half year Sept-17	Half year Sept-16	Full year Mar-17
		\$000s	\$000s	\$000s
	<b>Reference</b>			
Accrued Management Fees – Opening	(Note 4) and PY financials	270,370	227,154	227,154
Less: Accrued Management Fees – Closing	(Note 4)	-297,249	-246,409	-270,370
Movement in Accrued Management Fees		-26,879	-19,255	-43,216
Plus: DMF income	Income statement	33,756	27,306	60,988
Plus: Revenue in advance movement	(Note 2)	4,362	3,716	7,670
Plus: GST / accommodation credit adjustment	Not disclosed	-5	896	-1,751
Plus: Movement in resident loan	Not disclosed	3,649	1,123	5,017
<b>Cash Management Fees</b>		<b>14,883</b>	<b>13,786</b>	<b>28,708</b>



## APPENDIX 13: LAND BANK

		Hospital	Dementia	Resthome	Serviced	Independent	Total
<b>NEW ZEALAND</b>							
<b>Existing Sites</b>							
Jean Sandel	New Plymouth	-	-	-	-	59	59
Kiri Te Kanawa	Gisborne	-	-	-	-	26	26
Bob Scott	Lower Hutt	-	-	-	-	74	74
Bert Sutcliffe	Auckland	-	-	-	-	151	151
Possum Bourne	Pukekohe	-	-	-	-	29	29
Charles Upham	Rangiora	-	-	-	-	57	57
Campbell Road, Greenlane	Auckland	40	40	36	82	91	289
<b>Total NZ Existing Sites</b>		<b>40</b>	<b>40</b>	<b>36</b>	<b>82</b>	<b>487</b>	<b>685</b>
<b>New Sites</b>							
Devonport	Auckland	40	36	36	77	192	381
Lynfield	Auckland	42	42	40	86	332	542
River Road	Hamilton	40	40	40	93	248	461
Lincoln Road	Henderson	40	40	40	80	170	370
Hobsonville	Auckland	40	40	40	80	250	450
Newtown	Wellington	28	20	28	46	55	177
Park Terrace	Christchurch	35	20	16	66	53	190
<b>Total NZ New Sites</b>		<b>265</b>	<b>238</b>	<b>240</b>	<b>528</b>	<b>1,300</b>	<b>2,571</b>
<b>Total New Zealand Landbank</b>		<b>305</b>	<b>278</b>	<b>276</b>	<b>610</b>	<b>1,787</b>	<b>3,256</b>

<b>Australia</b>							
<b>New Sites</b>							
Brandon Park	Melbourne	80	39	80	94	328	621
Burwood East	Melbourne	40	40	40	78	163	361
Mount Eliza	Melbourne	40	40	40	70	315	505
Coburg	Melbourne	35	35	36	85	221	412
Geelong	Victoria	40	40	40	62	88	270
Mount Martha	Melbourne	28	24	28	56	79	215
<b>Total Australian Landbank</b>		<b>263</b>	<b>218</b>	<b>264</b>	<b>445</b>	<b>1,194</b>	<b>2,384</b>
<b>Total</b>		<b>568</b>	<b>496</b>	<b>540</b>	<b>1,055</b>	<b>2,981</b>	<b>5,640</b>



## APPENDIX 14: ASSET BASE

		Hospital	Dementia	Resthome	Serviced	Independent	Total
<b>(as at 30 September 2017)</b>							
Anthony Wilding	Christchurch	80	33	35	50	110	308
Bert Sutcliffe	Birkenhead	40	40	40	81	106	307
Bob Owens	Tauranga	40	40	40	79	218	417
Bob Scott	Petone	40	40	34	89	180	383
Bruce McLaren	Auckland	41	40	42	74	192	389
Charles Fleming	Waikanae	40	40	40	79	201	400
Charles Upham	Rangiora	40	40	40	93	205	418
Diana Isaac	Christchurch	40	40	40	79	256	455
Edmund Hillary	Auckland	114	30	50	60	373	627
Ernest Rutherford	Nelson	49	25	20	75	124	293
Essie Summers	Christchurch	41	24	30	58	22	175
Evelyn Page	Orewa	60	37	20	66	248	431
Frances Hodgkins	Dunedin	-	-	51	32	42	125
Grace Joel	Auckland	77	-	20	80	69	246
Greenlane	Auckland	-	-	-	-	24	24
Hilda Ross	Hamilton	68	40	43	51	167	369
Jane Mander	Whangarei	60	32	20	71	183	366
Jane Winstone	Wanganui	30	-	39	50	54	173
Jean Sandel	New Plymouth	39	33	39	62	171	344
Julia Wallace	Palmerston North	43	21	20	50	111	245
Kiri Te Kanawa	Gisborne	46	15	34	62	79	236
Malvina Major	Wellington	90	-	30	39*	117	276
Margaret Stoddart	Christchurch	-	-	41	25	20	86
Ngaio Marsh	Christchurch	81	-	30	40	119	270
Possum Bourne	Pukekohe	40	40	40	84	230	434
Princess Alexandra	Napier	60	24	24	54	70	232
Rita Angus	Wellington	49	-	20	50	99	218
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
Weary Dunlop	Melbourne	30	20	32	51	200	333
<b>Current Units &amp; Beds</b>		<b>1,524</b>	<b>710</b>	<b>1,047</b>	<b>1,819</b>	<b>4,241</b>	<b>9,341</b>

\* Enhancements to the serviced apartment offering at Malvina Major has resulted in a 20 unit reduction in the asset base from previously reported.