



Ryman Healthcare Limited

Half Year Results Briefing

November 2014





Successful first half

- Underlying profits up 13% to \$66.3m
- On track to achieve 15% underlying profit growth for year
- Record build – 450 units/beds
- Opened 1st Melbourne village and secured 2nd site













NZ Development Activity





Weary Dunlop
Service Entrance



RYMAN

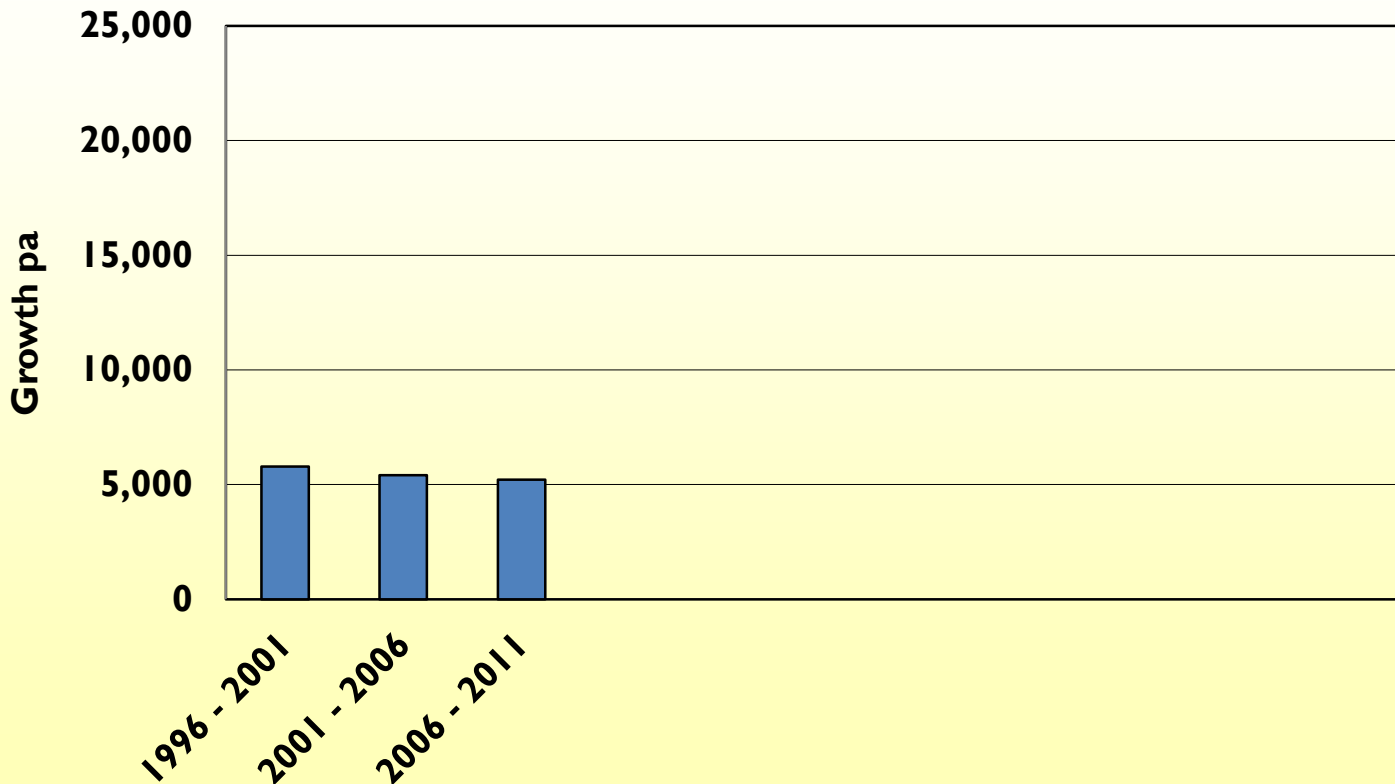






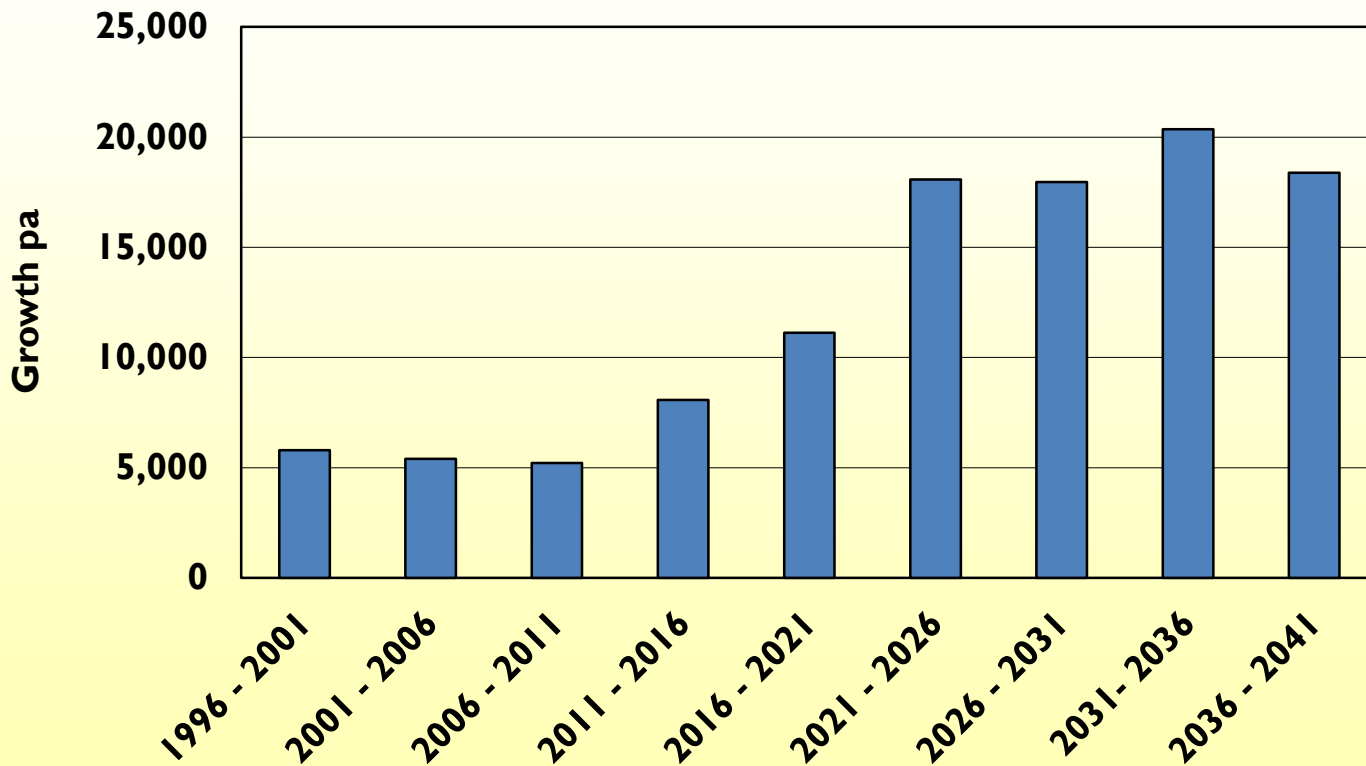


NZ population growth 75+

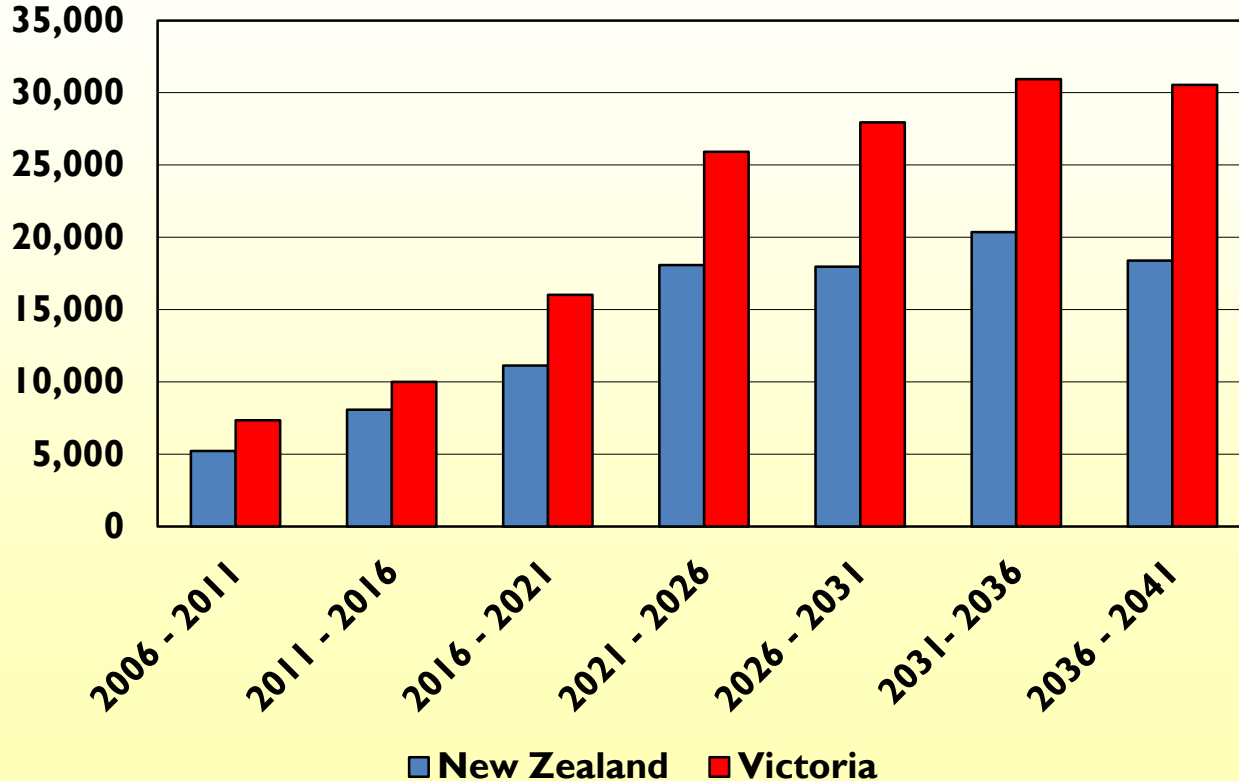




NZ population growth 75+



Victoria pop growth 75+





BCG

THE BOSTON CONSULTING GROUP

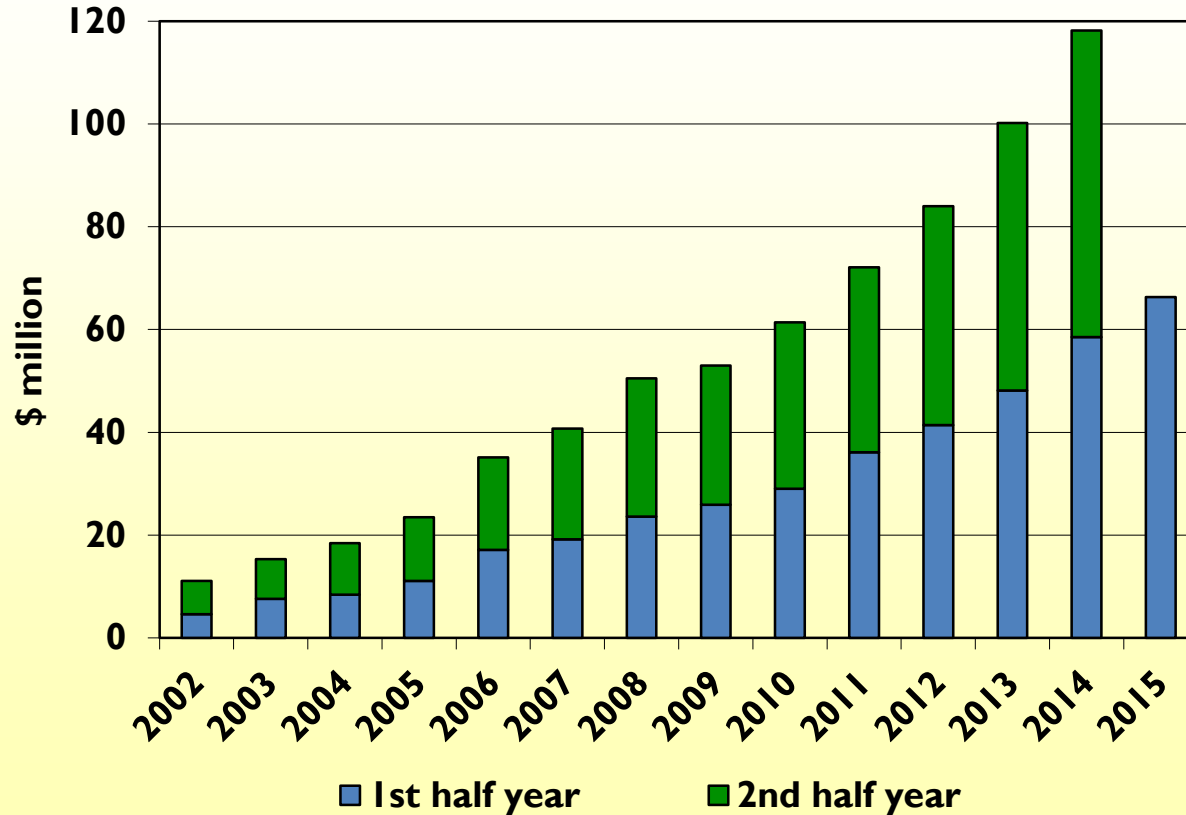




Record Profits

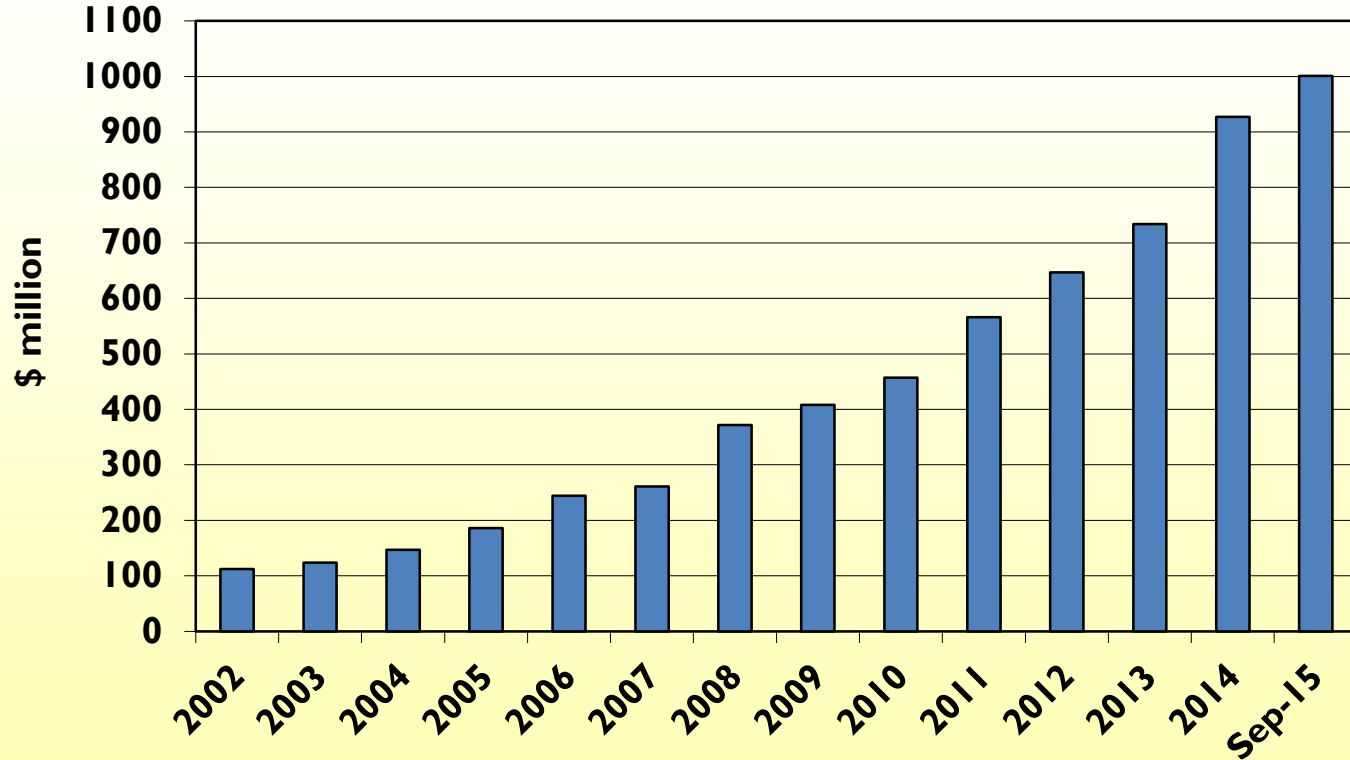
Underlying Profit	\$66.3m
Less: Taxation Expense	-\$0.1m
Plus: Unrealised revaluations of RV units	+\$39.8m
Plus: Deferred tax benefit	<u>+\$1.9m</u>
Reported Net Profit – IFRS	\$107.9m

Underlying Profit





Shareholders' Equity





Long term capital efficiency

- \$25m raised at IPO in 1999
- Invested \$1.6bn in portfolio since
- With no fresh capital
- Dividends of \$381m paid since float
- Self-funded growth
- Conservative bank debt





Summary

- Record result, record build in first half
- On target for 15% underlying profit growth for full year
- Big investment in Auckland underway
- Committed to rollout in Melbourne
- 30 years of exceptional demographic growth ahead

30 Friendly Villages



Appendices

App I : Statistics

Sales of Occupation Rights

		Half year	Half year	Full year
		Sept-14	Sept-13	Mar-14
Existing units	Independent	150	117	239
	Serviced	162	144	302
		312	261	541
New units	Independent	181	169	358
	Serviced	52	42	78
		233	211	436
Portfolio and Build Rate				
Retirement village units	Independent	3,063	2,689	2,882
	Serviced	1,415	1,295	1,325
		4,478	3,984	4,207
	<i>Units built</i>	271	193	421 *
Aged Care Beds		2,696	2,480	2,517
	<i>Beds built</i>	179	80	186 *
Total Portfolio		7,174	6,464	6,724
	<i>Total build</i>	450	273	607 *

* 607 units/beds built during 2014 offset by 74 units/beds which are being redeveloped

App 2 : Margin

		Half year <u>Sept-14</u>	Full year <u>Mar-14</u>
		\$000s	\$000s
New Sales			
	Reference		
Realised Fair Value movement – new RV units	(Note 3)	26,752	50,324
Sale of occupation rights – new RV units	(Key statistics)	<u>101,645</u>	<u>173,964</u>
Gross development margin %		26%	29%
Resales			
Realised Fair Value movement – existing RV units	(Note 3)	27,003	38,612
Sale of occupation rights – existing RV units	(Key statistics)	<u>118,970</u>	<u>194,199</u>
Gross resales margin %		23%	20%

App 3 : Asset Base

		Hospital	Special Care	Resthome	Serviced	Independent	Total
(as at 30 September 2014)							
Woodcote	Christchurch	-	-	49	7	18	74
Beckenham Courts	Christchurch	41	24	30	32	22	149
Margaret Stoddart	Christchurch	-	-	41	25	20	86
Frances Hodgkins	Dunedin	-	-	51	32	42	125
Rowena Jackson	Invercargill	70	26	61	46	103	306
Malvina Major	Wellington	90	-	30	59	117	296
Ngaio Marsh	Christchurch	81	-	30	40	119	270
Shona McFarlane	Lower Hutt	59	-	20	50	130	259
Rita Angus	Wellington	49	-	20	50	99	218
Hilda Ross	Hamilton	40	40	71	51	167	369
Grace Joel	Auckland	77	-	20	80	69	246
Princess Alexandra	Napier	60	24	24	54	69	231
Jane Winstone	Wanganui	-	-	39	50	54	143
Anthony Wilding	Christchurch	80	33	35	50	110	308
Edmund Hillary	Auckland	114	30	50	60	373	627
Julia Wallace	Palmerston North	43	21	20	50	111	245
Ernest Rutherford	Nelson	49	25	20	75	124	293
Jean Sandel	New Plymouth	39	33	39	62	112	285
Jane Mander	Whangarei	60	32	20	71	183	366
Evelyn Page	Orewa	60	37	20	66	248	431
Yvette Williams	Dunedin	57	30	3	32	-	122
Kiri Te Kanawa	Gisborne	46	15	34	62	50	207
Bob Owens	Tauranga	40	40	40	79	198	397
Diana Isaac	Christchurch	40	40	40	79	256	455
Charles Fleming	Waikanae	40	40	40	79	149	348
Bruce McLaren	Auckland	-	-	42	35	55	132
Weary Dunlop	Melbourne	30	20	32	39	65	186
Current Units & Beds		1,265	510	921	1,415	3,063	7,174

App 4 : Landbank

		Hospital	Special Care	Resthome	Serviced	Independent	Total
(as at 30 September 2014)							
Existing Sites							
Beckenham Courts	Christchurch	-	-	-	26	-	26
Princess Alexandra	Napier	-	-	-	-	3	3
Jane Winstone	Wanganui	24	-	-	2	-	26
Rowena Jackson	Invercargill	-	-	-	-	2	2
Edmund Hillary	Auckland	-	-	1	2	-	3
Jean Sandel (extn)	New Plymouth	-	-	-	-	59	59
Kiri Te Kanawa	Gisborne	-	-	-	32	38	70
Bob Owens	Tauranga	-	-	-	-	21	21
Charles Fleming	Waikanae	-	-	-	-	52	52
Bruce McLaren	Auckland	41	40	-	39	143	263
Bob Scott	Wellington	40	40	34	93	228	435
		105	80	35	194	546	960
New Sites							
Birkenhead	Auckland	40	40	20	83	227	410
Greenlane	Auckland	41	41	37	83	113	315
Pukekohe	South Auckland	40	40	30	82	152	344
Rangiora	Canterbury	40	40	30	70	165	345
Devonport	Auckland	40	40	30	70	170	350
Lynfield	Auckland	40	40	30	90	350	550
Newtown	Wellington	28	20	28	46	55	177
Site A	TBA	35	20	16	66	53	190
		304	281	221	590	1,285	2,681
New Zealand Landbank		409	361	256	784	1,831	3,641
Australia							
Weary Dunlop	Melbourne	-	-	-	12	141	153
Brandon Park	Melbourne	40	40	40	80	300	500
		40	40	40	92	441	653
Total Landbank		449	401	296	876	2,272	4,294

App 5 : Cash Management Fees

		Half year <u>Sept-14</u> \$000s	Half year <u>Sept-13</u> \$000s	Full year <u>Mar-14</u> \$000s
	Reference			
Accrued Management Fees – Opening	(Note 4) and PY financials	163,327	137,415	137,415
Less: Accrued Management Fees – Closing	(Note 4)	<u>-176,428</u>	<u>-148,653</u>	<u>-163,327</u>
Movement in Accrued Management Fees		-13,101	-11,238	-25,912
Plus: DMF income	Income statement	20,400	17,446	36,550
Plus: Revenue in advance movement	(Note 2)	2,334	2,036	3,603
Plus: GST / accommodation credit adjustment	Not disclosed	1,147	1,264	2,375
Plus: Movement in resident loan	Not disclosed	<u>237</u>	<u>-141</u>	<u>144</u>
Cash Management Fees		11,017	9,367	16,760



App 6 : Portfolio Growth

