



# INVESTOR NEWS

ISSUE 8, MARCH 2019.

## UPDATE FROM THE CEO

BILL MCDONALD

**Business performance is tracking well to our lead demand indicators as we near the end of Arvida's financial year.**

Care occupancy remains high at over 95% across the group. Sales activity continues to be above last year, particularly in terms of resale volume and pricing. Construction is progressing well across all ten development sites. 114 units are scheduled for delivery this year, with building activity increasing to 200+ units in FY21.

Operationally, we continue to excel with high standards of care reflecting our commitment to the Attitude of Living Well; our holistic resident-led approach to care.

We will announce our result for the financial year ending 31 March 2019 at the end of May.

[arvida.co.nz/For-Investors](http://arvida.co.nz/For-Investors)

## AGM DATE SET FOR JULY

Our annual meeting for shareholders will be held in Christchurch this year. Past annual meetings have been well attended. We enjoy the opportunity to receive your valuable feedback in this forum and endeavour to create an agenda where views can be shared. The provisional date for the meeting is 10.30am on 5 July at Rydges Hotel, Latimer Square. It would be great to see you there!

## CARE UPDATE

DENISE BRETT  
GM, WELLNESS AND CARE



Bringing the Attitude of Living Well to life has involved a commitment across the organisation. The development of a leadership programme, introduction of Wellness leaders and Wellness teams to support household living are being embedded across the group.

Interest in our Attitude of Living Well model has been high, culminating in a very busy period for the Wellness team with invitations to present at a number of domestic and international health industry conferences.

Feedback at conferences consistently acknowledged just how innovative and ground-breaking our Attitude of Living Well is, highlighting the focus Arvida places on a positive resident experience and the investment in culture change.

We also saw two of our villages acknowledged for their Living Well initiatives:

- Village at the Park won the Community Connections award at the NZACA conference and Wellness Leader, Aditi Arora, won the Stand Out Individual award for her contributions to Aged Care.
- Ashwood Park won the Nelson Marlborough District Health Board Innovation Award for the Aged Care category with a moving well initiative brought to life by their Clinical Leader, Reign Marciel.

Since reporting our half year result, two more facilities have achieved four-year Ministry of Health certification. Sixteen or 62% of our 26 facilities now hold this gold standard certification. Two facilities with existing four-year certification also maintained that level in audits carried out in the period. The balance of Arvida care facilities all hold three-year certification.



## 75 YEAR MILESTONE

With over 4,000 residents living in our retirement villages or aged care facilities, it is challenging to keep up with all the wonderful stories that are shared by residents. But we would like to congratulate our Molly Ryan residents Theo and Mary Staples who recently celebrated 75 years of marriage. A true milestone in anyone's life; and Queen Elizabeth was just one of many people to send a card of congratulations.



STUFF/TARANAKI DAILY NEWS



Above: New apartments, Aria Bay Feb 2019

## SALES UPDATE

TRISTAN SAUNDERS  
GM, SALES AND  
MARKETING



The January house price index for New Zealand (excluding Auckland) was 8.1% higher (from January 2018) highlighting the overall continued property market strength in the regions. With 95% of Arvida's retirement village portfolio located outside of Auckland, sales activity has benefited.

At the end of February, 293 ORA sales had settled, which is a 15% lift on last year's volume. Total gains from ORA sales were up 40% to \$23.5 million.

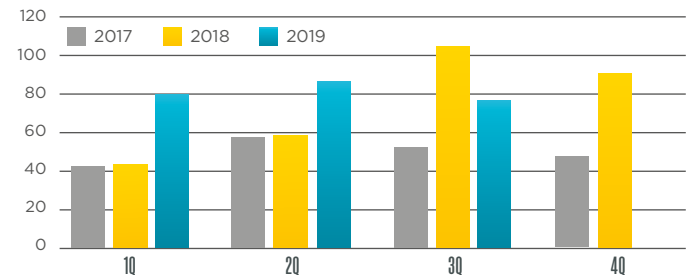
Resales activity leading up to Christmas was very strong with resale margins for the quarter of 28%.

Compared with the whole of last year where record gross proceeds of \$67 million were realised from the resale of 216 ORAs, \$79 million was realised from 236 ORAs resales to the end of February.

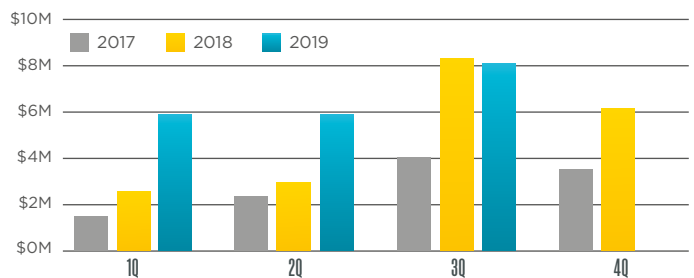
The average resale price for the 11 month period increased 8% to \$336,000, or 7% above unit pricing assumed in March 2018 valuations.

Higher margins recorded on new unit ORA sales to February delivered gains in line with last year on slightly lower volumes.

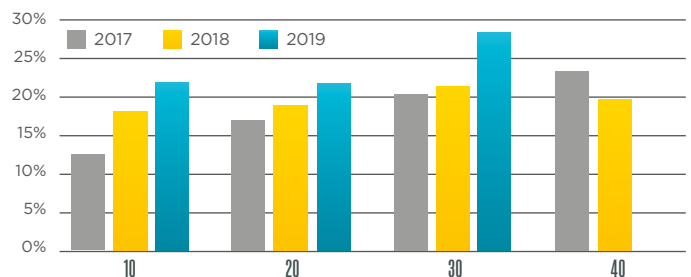
### TOTAL NUMBER OF SALES (Units)



### TOTAL GAINS ON SALES (\$ millions)



### RESALE MARGINS (%)



# DEVELOPMENT UPDATE

JONATHAN ASH  
GM, DEVELOPMENT



## ARIA BAY | AUCKLAND

**59 Care** Under construction, due FY21/FY22  
**58 Apts** Consented

## COPPER CREST | TAURANGA

**29 Villas** Under construction, 27 in FY19  
**79 Care & Apts** Under construction, due FY21/FY22

## LAURISTON PARK | CAMBRIDGE

**12 Villas** Under construction, due FY20  
**90 Care & Apts** Consenting

## GLENBRAE | ROTORUA

**22 Care & Apts** Under construction, 10 due FY20

## MARY DOYLE | HAVELOCK NORTH

**41 Villas** Under construction, 14 in FY19

## VILLAGE AT THE PARK | WELLINGTON

**24 Apts** Under construction, on track for FY20  
**24 Villas** Consenting

## ST ALBANS | CHRISTCHURCH

**25 Apts** Under construction, due FY20  
**20 Care & Apts** Consented

## PARK LANE | CHRISTCHURCH

**50 Apts** Under construction, due FY21

## RHODES ON CASHMERE | CHRISTCHURCH

**23 Apts** Under construction, 18 in FY19  
**50 Care & Apts** Consented

## WAIMEA PLAINS | NELSON

**38 Villas** Under construction, due FY20  
**229 Villas & Care** Consented

## KERIKERI SITE | KERIKERI

**280 Villas & Care** Consenting

Above: Construction at Waimea Plains, Feb 2019

**The Arvida development team is on track to complete construction of 53 new units this half, bringing total new units constructed this financial year to 114.**

An update on construction progress at key developments:

- Earthworks for the new care and apartments building at **Copper Crest** is nearing completion, with foundation works on the building structure underway.
- Construction of 14 villas at **Mary Doyle** will be complete this month. Planning for the next stage of 18 villas on the adjoining Cherry Acre block is in progress.
- Construction of 18 apartments at **Rhodes on Cashmere** will be completed at the end of March. Fitout of the 5 care suites is now expected in FY20.
- Construction of 24 apartments at **Village at the Park** is on track for completion mid FY20.
- The initial villas in the first stage of construction at **Waimea Plains** are now framed and roofed.
- Construction of Stage Two at **Park Lane** has commenced and is expected to be completed FY21. Planning of the new co-located wellness centre is in progress.
- Enabling works at **Aria Bay** are complete with construction of the new care and apartment buildings to commence next month.
- Consent for the new care and apartment building at **Lauriston Park** has been lodged. 12 new villas being constructed are now largely framed and roofed.
- Consent has been lodged for the first stage of the development in **Kerikeri**.

# ARVIDA INVESTOR CENTRE

We look to publish an investor update twice yearly. Your feedback and suggestions are greatly welcomed. See contact details below.

## INVESTOR CALENDAR\*

### Financial Year End:

31 March 2019

### Release of Annual Result:

27 May 2019

### Quarterly Dividend Payments:

13 March 2019 (3Q FY2019)

20 June 2019 (4Q FY2019)

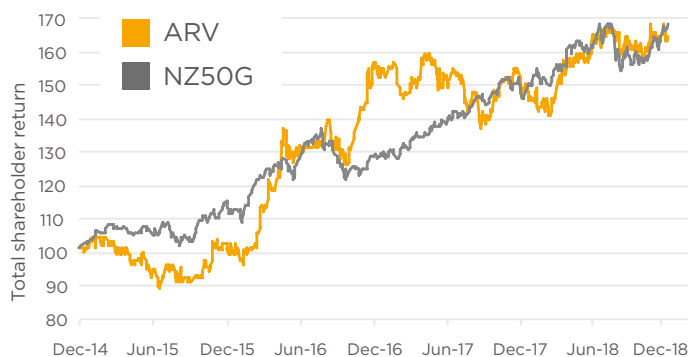
### Annual Meeting of Shareholders:

10.30am, 5 July 2019

Rydges Hotel, Christchurch

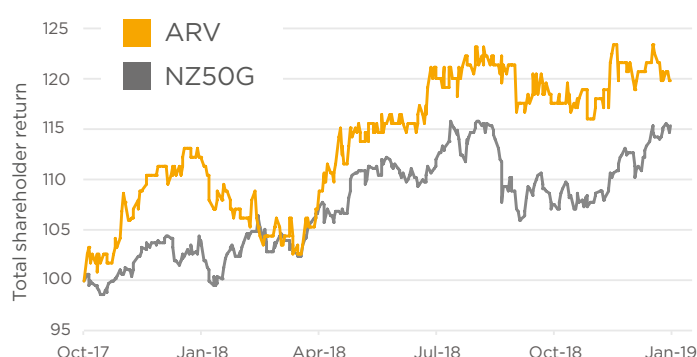
\* Expected dates, subject to confirmation.

### TOTAL SHAREHOLDER RETURNS RELATIVE TO NZ50 INDEX - SINCE IPO

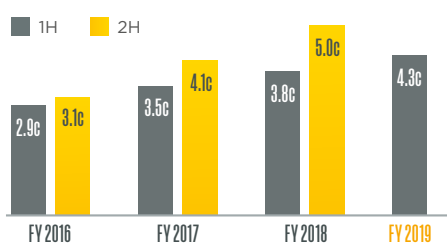


Source: IRESS as at February 2019.

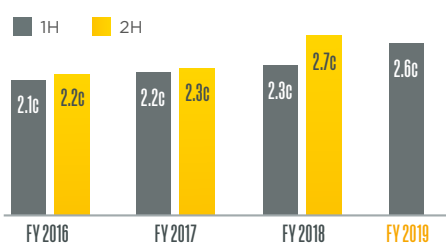
### TOTAL SHAREHOLDER RETURNS RELATIVE TO NZ50 INDEX - RECENT PERIOD



### UNDERLYING EARNINGS (CENTS PER SHARE)



### CASH DIVIDEND (CENTS PER SHARE)



## ARE YOUR DETAILS CORRECT?

To change your address, update your payment instructions and to view your registered details including transactions, please visit: [www.investorcentre.com/NZ](http://www.investorcentre.com/NZ)  
You will need to log in to register these changes.

Alternatively, you can contact Computershare at +64 9 488 8777 or [enquiry@computershare.co.nz](mailto:enquiry@computershare.co.nz)

## CONTACT US

You can contact us at any of the addresses and numbers below with enquiries, feedback or suggestions:

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If you are new to this website, you will need to create a login. Once you have registered and obtained your user ID, you will be able to log on and select 'My Profile', then click 'Update' from the 'Communications Preferences' tile.

You will need your CSN/ Shareholder number and FIN to use this online service. However, once setup, you will be able to access this service with your own User ID and Password.